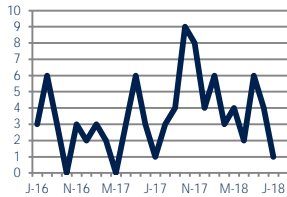


Units Sold

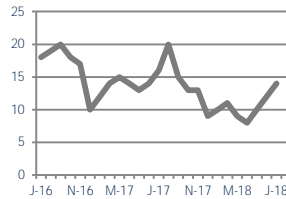
1



No Change
Vs. Year Ago

Active Inventory

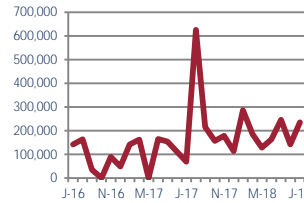
14



Down -13%
Vs. Year Ago

Median Sale Price

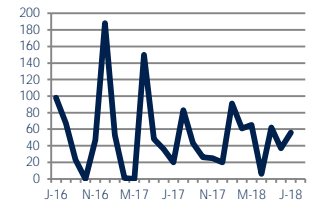
\$235,000



Up
Vs. Year Ago

Days On Market

56



Up
Vs. Year Ago

Units Sold*



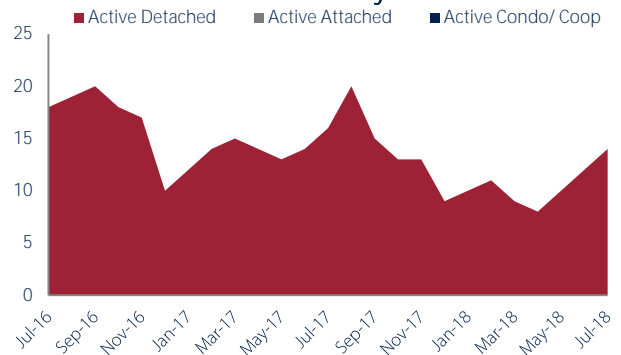
Units Sold

There was a decrease in total units sold in July, with 1 sold this month in Charles City County, a decrease of 75%. This month's total units sold is similar compared to a year ago.

Active Inventory

Versus last year, the total number of homes available this month is lower by 2 units or 13%. The total number of active inventory this July was 14 compared to 16 in July 2017. This month's total of 14 is higher than the previous month's total supply of available inventory of 12, an increase of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last July, the median sale price for Charles City County Homes was \$69,900. This July, the median sale price was \$235,000, an increase of \$165,100 compared to last year. The current median sold price is higher than in June.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

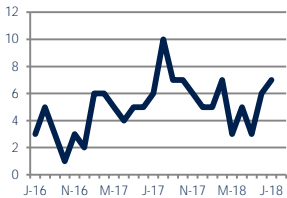


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CVRMLS or Long & Foster Real Estate, Inc.



New Listings

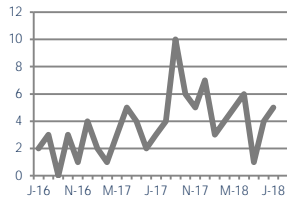
7



Up 17%
Vs. Year Ago

Current Contracts

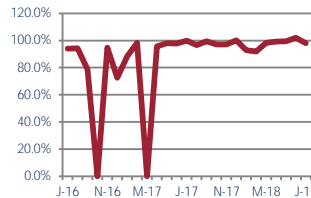
5



Up 67%
Vs. Year Ago

Sold Vs. List Price

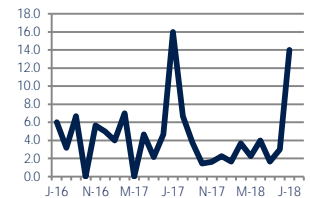
98.0%



Down -2%
Vs. Year Ago

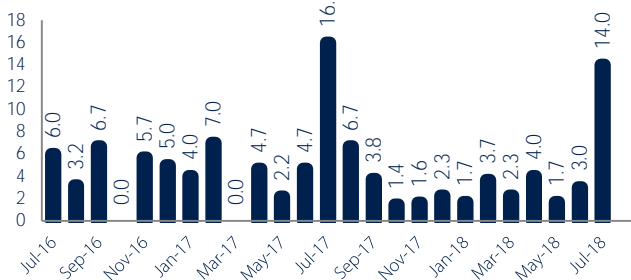
Months of Supply

14.0



Down -13%
Vs. Year Ago

Months Of Supply



Months of Supply

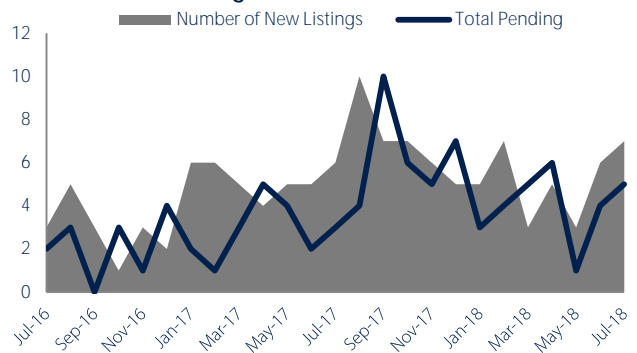
In July, there was 14.0 months of supply available in Charles City County, compared to 16.0 in July 2017. That is a decrease of 13% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

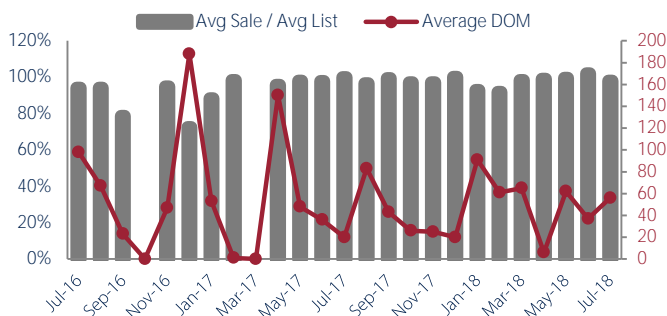
New Listings & Current Contracts

This month there were 7 homes newly listed for sale in Charles City County compared to 6 in July 2017, an increase of 17%. There were 5 current contracts pending sale this July compared to 3 a year ago. The number of current contracts is 67% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Charles City County was 98.0% of the average list price, which is 2.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 56, higher than the average last year, which was 20. This increase was impacted by the limited number of sales.



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