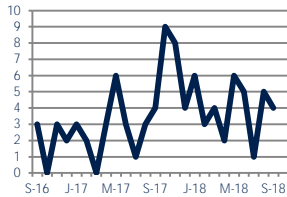


Units Sold

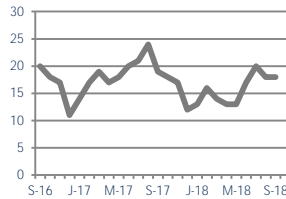
4



No Change
Vs. Year Ago

Active Inventory

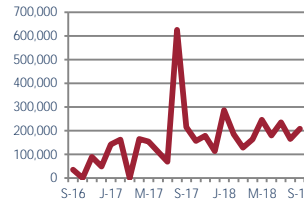
18



Down -5%
Vs. Year Ago

Median Sale Price

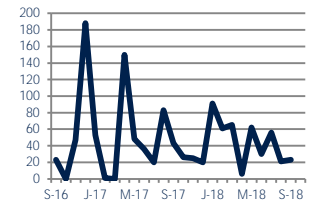
\$208,000



Down
Vs. Year Ago

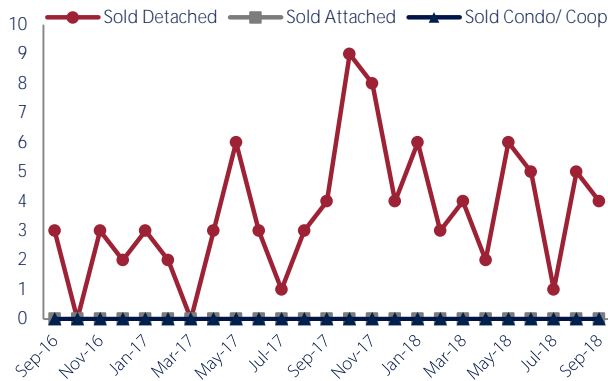
Days On Market

23



Down -47%
Vs. Year Ago

Units Sold*



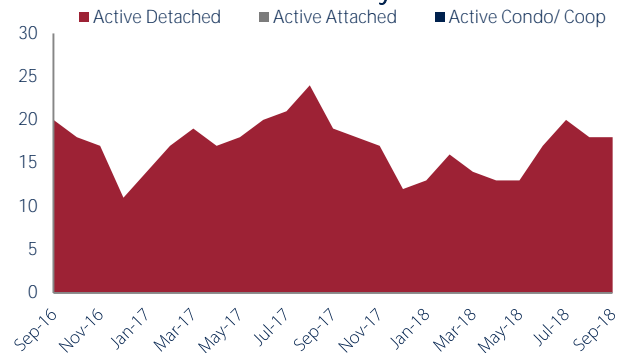
Units Sold

There was a decrease in total units sold in September, with 4 sold this month in Charles City County, a decrease of 20%. This month's total units sold is similar compared to a year ago.

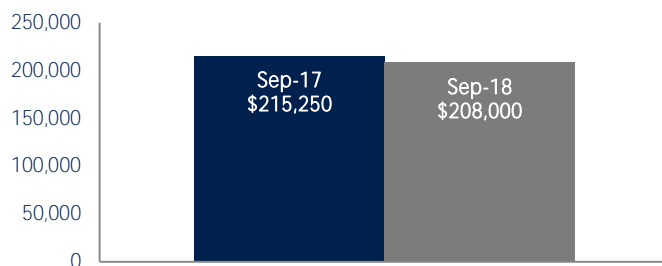
Active Inventory

Versus last year, the total number of homes available this month is lower by 1 units or 5%. The total number of active inventory this September was 18 compared to 19 in September 2017. This month's supply remained stable as compared to last month.

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 September, the median sale price for Charles City County Homes was \$215,250. This September, the median sale price was \$208,000, a decrease of \$7,250 compared to last year. The current median sold price is higher than in August.

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



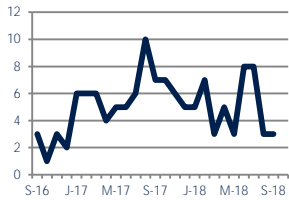
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and 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

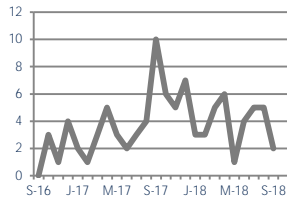
3



Down -57%
Vs. Year Ago

Current Contracts

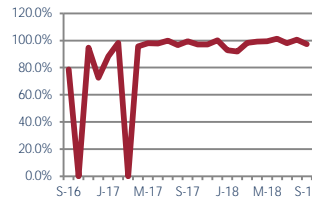
2



Down -80%
Vs. Year Ago

Sold Vs. List Price

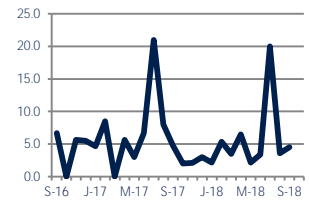
97.3%



Down -2.2%
Vs. Year Ago

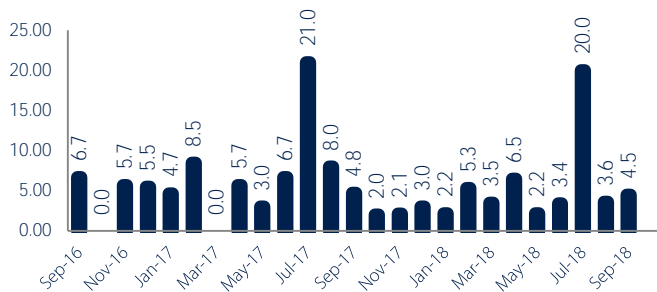
Months of Supply

4.5



Down -5%
Vs. Year Ago

Months Of Supply



Months of Supply

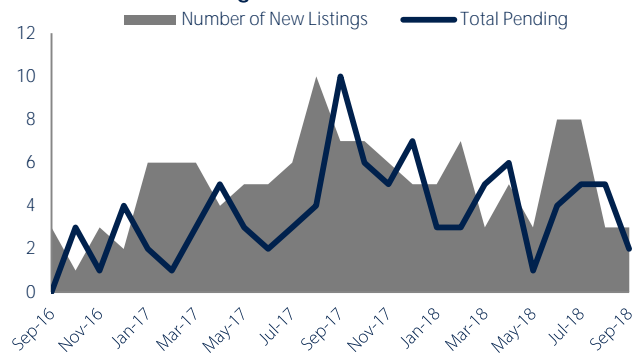
In September, there was 4.5 months of supply available in Charles City County, compared to 4.8 in September 2017. That is a decrease of 5% versus a year ago.

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.

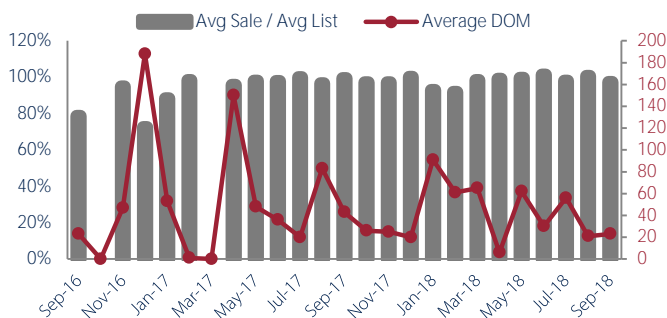
New Listings & Current Contracts

This month there were 3 homes newly listed for sale in Charles City County compared to 7 in September 2017, a decrease of 57%. There were 2 current contracts pending sale this September compared to 10 a year ago. The number of current contracts is 80% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Charles City County was 97.3% of the average list price, which is 2.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 23, lower than the average last year, which was 43, a decrease of 47%.



*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.

