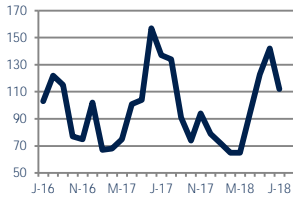


Zip Code(s): 23327 and 23322

### Units Sold

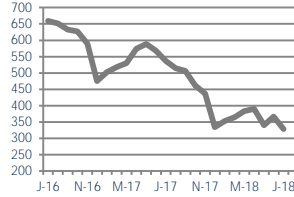
112



Down -18%  
Vs. Year Ago

### Active Inventory

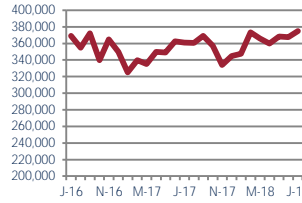
328



Down -39%  
Vs. Year Ago

### Median Sale Price

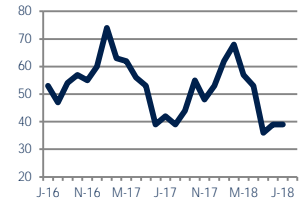
\$375,000



Up 4%  
Vs. Year Ago

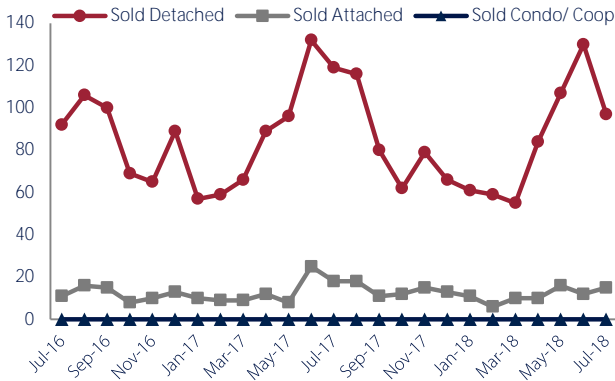
### Days On Market

39



Down -7%  
Vs. Year Ago

### Units Sold\*



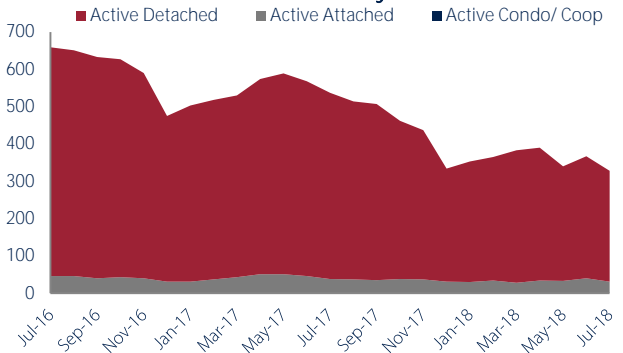
### Units Sold

There was a decrease in total units sold in July, with 112 sold this month in Great Bridge, Fentress, and Southern Chesapeake versus 142 last month, a decrease of 21%. This month's total units sold was lower than at this time last year, a decrease of 18% versus July 2017.

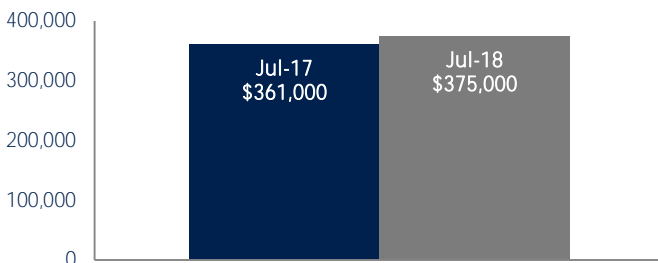
### Active Inventory

Versus last year, the total number of homes available this month is lower by 209 units or 39%. The total number of active inventory this July was 328 compared to 537 in July 2017. This month's total of 328 is lower than the previous month's total supply of available inventory of 367, a decrease of 11%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Great Bridge, Fentress, and Southern Chesapeake Homes was \$361,000. This July, the median sale price was \$375,000, an increase of 4% or \$14,000 compared to last year. The current median sold price is 2% 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.



Great Bridge, Fentress, and Southern Chesapeake are defined as properties listed in zip code/s 23327 and 23322.

\*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.

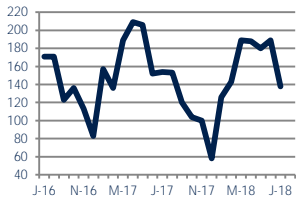
Information included in this report is based on data supplied by REIN and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of REIN or Long & Foster Real Estate, Inc.



Zip Code(s): 23327 and 23322

### New Listings

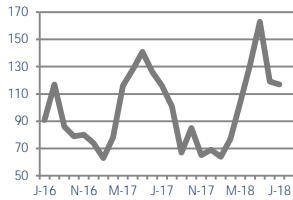
138



**Down -10%**  
Vs. Year Ago

### Current Contracts

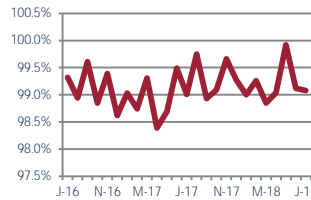
117



**Up 1%**  
Vs. Year Ago

### Sold Vs. List Price

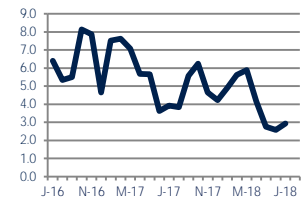
99.1%



**No Change**  
Vs. Year Ago

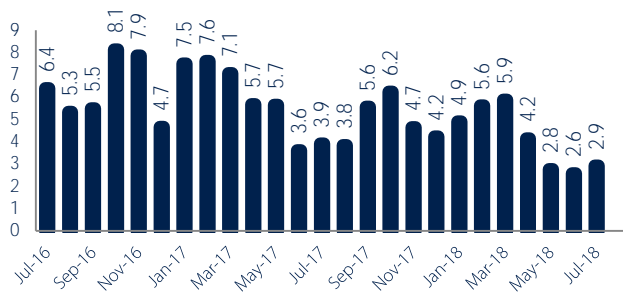
### Months of Supply

2.9



**Down -25%**  
Vs. Year Ago

### Months Of Supply



### New Listings & Current Contracts

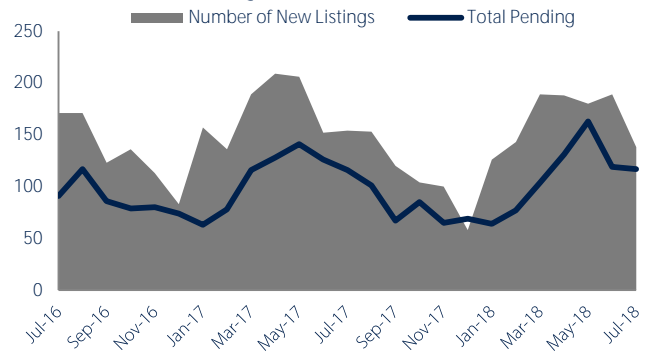
This month there were 138 homes newly listed for sale in Great Bridge, Fentress, and Southern Chesapeake compared to 154 in July 2017, a decrease of 10%. There were 117 current contracts pending sale this July compared to 116 a year ago. The number of current contracts is 1% higher than last July.

### Months of Supply

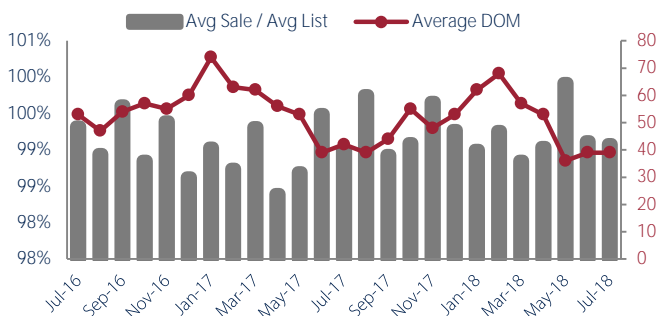
In July, there was 2.9 months of supply available in Great Bridge, Fentress, and Southern Chesapeake, compared to 3.9 in July 2017. That is a decrease of 25% versus a year ago.

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



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Great Bridge, Fentress, and Southern Chesapeake was 99.1% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 39, lower than the average last year, which was 42, a decrease of 7%.



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