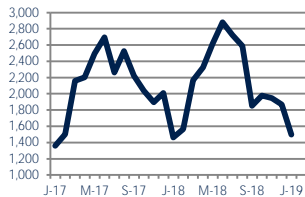
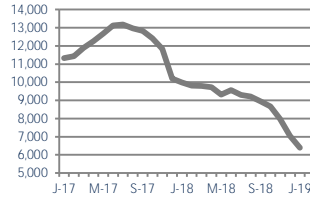


Units Sold 1,497



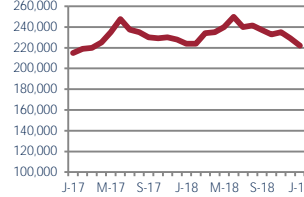
Up 2%
Vs. Year Ago

Active Inventory 6,395



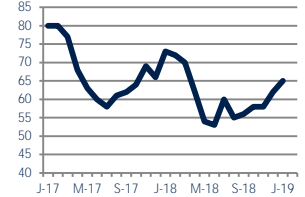
Down -36%
Vs. Year Ago

Median Sale Price \$222,000



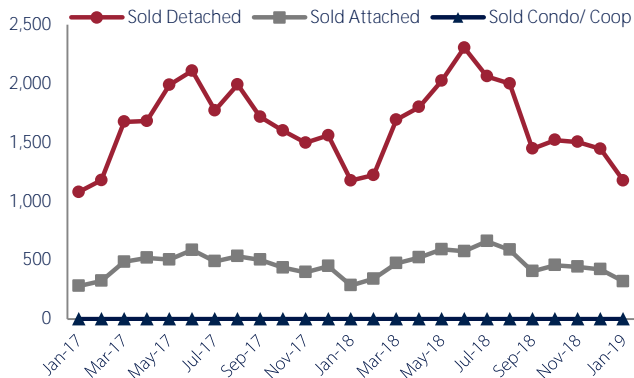
Down -1%
Vs. Year Ago

Days On Market 65



Down -11%
Vs. Year Ago

Units Sold*



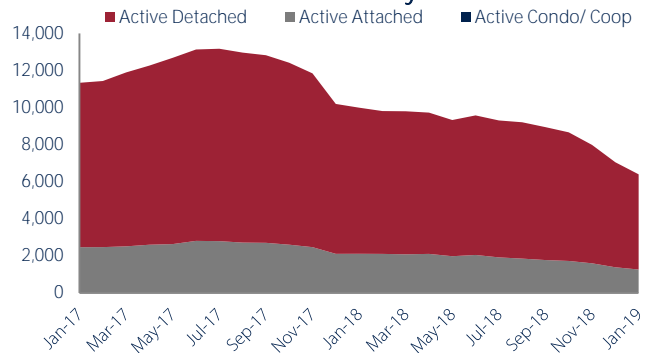
Units Sold

There was a decrease in total units sold in January, with 1,497 sold this month in Hampton Roads/Southeast Virginia versus 1,868 last month, a decrease of 20%. This month's total units sold was higher than at this time last year, an increase of 2% versus January 2018.

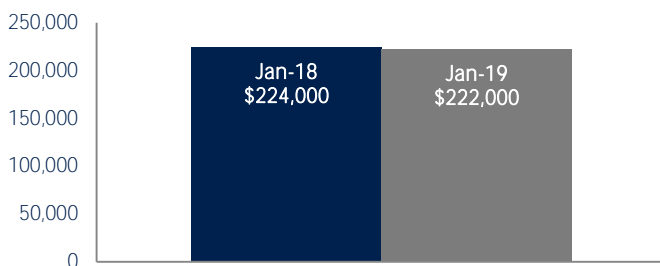
Active Inventory

Versus last year, the total number of homes available this month is lower by 3,598 units or 36%. The total number of active inventory this January was 6,395 compared to 9,993 in January 2018. This month's total of 6,395 is lower than the previous month's total supply of available inventory of 7,046, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Hampton Roads/Southeast Virginia Homes was \$224,000. This January, the median sale price was \$222,000, a decrease of 1% or \$2,000 compared to last year. The current median sold price is 3% lower than in December.

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



*Defined as the counties of Hampton City, Isle of Wight, James City, Southampton, Surry, York and the cities of Chesapeake, Franklin, Williamsburg, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach in VA.

*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.

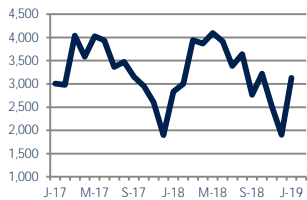
Information included in this report is based on data supplied by REIN/WAAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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





New Listings

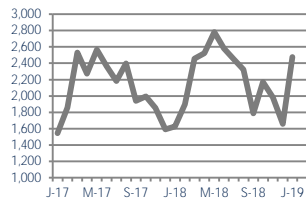
3,132



Up 10%
Vs. Year Ago

Current Contracts

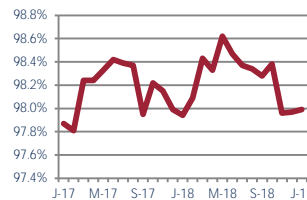
2,474



Up 52%
Vs. Year Ago

Sold Vs. List Price

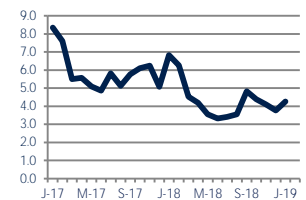
98.0%



No Change
Vs. Year Ago

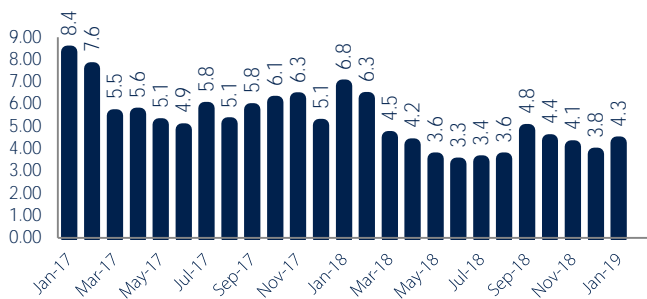
Months of Supply

4.3



Down -37%
Vs. Year Ago

Months Of Supply



Months of Supply

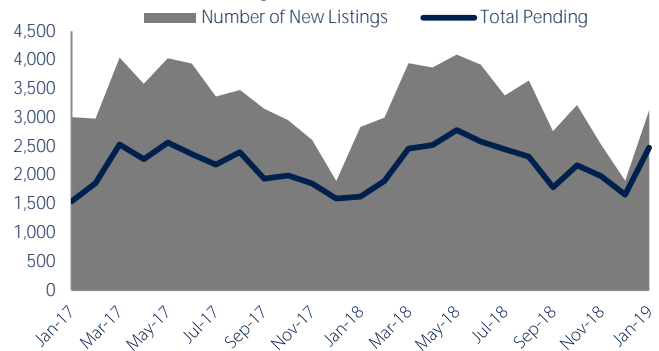
In January, there was 4.3 months of supply available in Hampton Roads/Southeast Virginia, compared to 6.8 in January 2018. That is a decrease of 37% versus a year ago.

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.

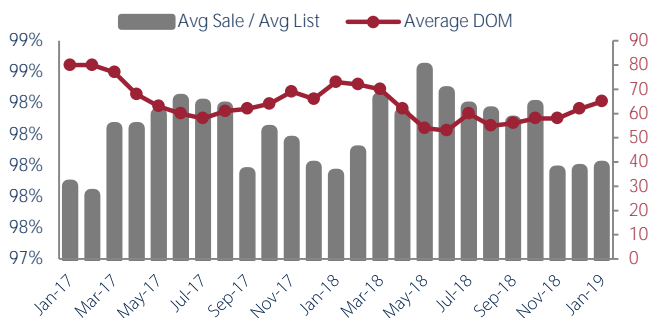
New Listings & Current Contracts

This month there were 3,132 homes newly listed for sale in Hampton Roads/Southeast Virginia compared to 2,836 in January 2018, an increase of 10%. There were 2,474 current contracts pending sale this January compared to 1,627 a year ago. The number of current contracts is 52% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Hampton Roads/Southeast Virginia was 98.0% 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 65, lower than the average last year, which was 73, a decrease of 11%.



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