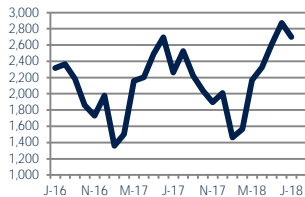




Units Sold

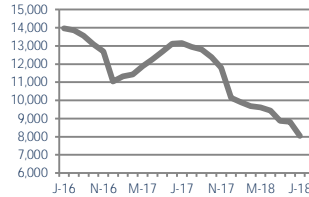
2,699



Up 19%
Vs. Year Ago

Active Inventory

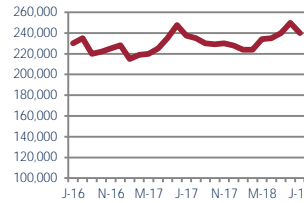
8,055



Down -39%
Vs. Year Ago

Median Sale Price

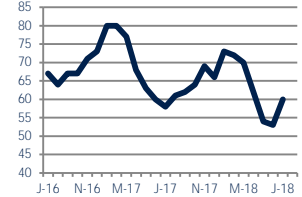
\$240,000



Up 1%
Vs. Year Ago

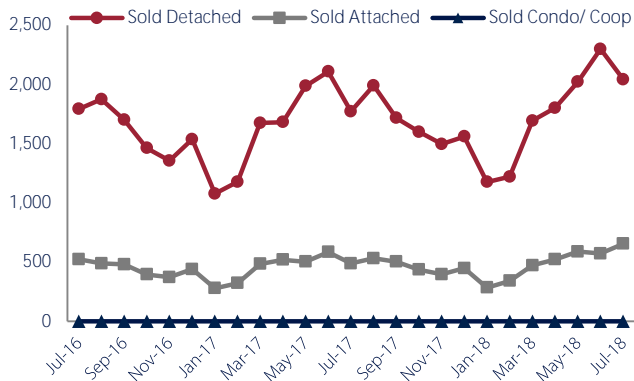
Days On Market

60



Up 3%
Vs. Year Ago

Units Sold*



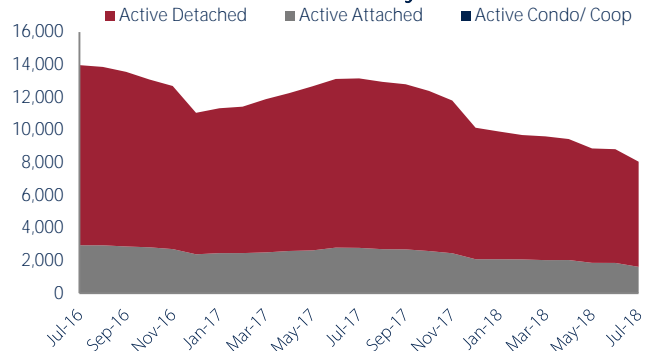
Units Sold

There was a decrease in total units sold in July, with 2,699 sold this month in Hampton Roads/Southeast Virginia versus 2,873 last month, a decrease of 6%. This month's total units sold was higher than at this time last year, an increase of 19% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 5,103 units or 39%. The total number of active inventory this July was 8,055 compared to 13,158 in July 2017. This month's total of 8,055 is lower than the previous month's total supply of available inventory of 8,822, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Hampton Roads/Southeast Virginia Homes was \$237,500. This July, the median sale price was \$240,000, an increase of 1% or \$2,500 compared to last year. The current median sold price is 4% lower 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.



*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.

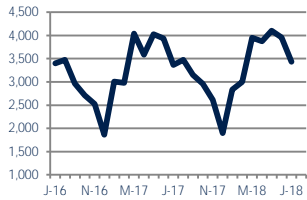
Information included in this report is based on data supplied by REIN/WAAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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





New Listings

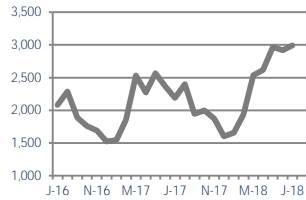
3,434



Up 2%
Vs. Year Ago

Current Contracts

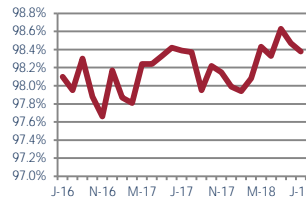
2,991



Up 37%
Vs. Year Ago

Sold Vs. List Price

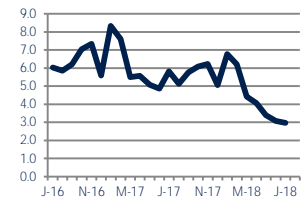
98.4%



No Change
Vs. Year Ago

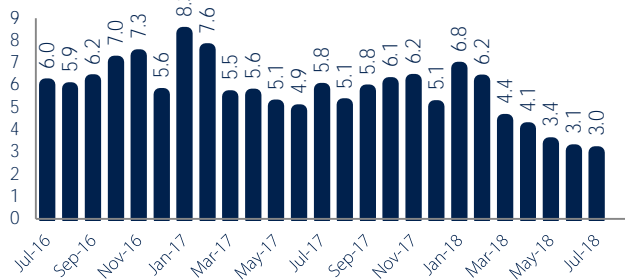
Months of Supply

3.0



Down -49%
Vs. Year Ago

Months Of Supply



Months of Supply

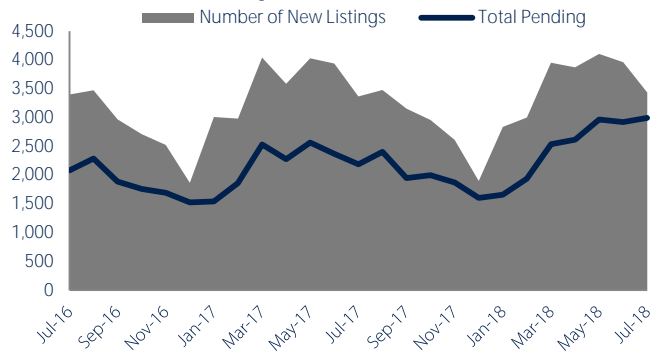
In July, there was 3.0 months of supply available in Hampton Roads/Southeast Virginia, compared to 5.8 in July 2017. That is a decrease of 49% versus a year ago.

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.

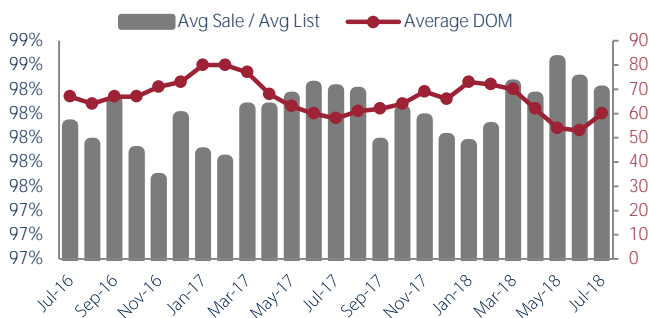
New Listings & Current Contracts

This month there were 3,434 homes newly listed for sale in Hampton Roads/Southeast Virginia compared to 3,366 in July 2017, an increase of 2%. There were 2,991 current contracts pending sale this July compared to 2,189 a year ago. The number of current contracts is 37% 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 Hampton Roads/Southeast Virginia was 98.4% 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 60, higher than the average last year, which was 58, an increase of 3%.



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