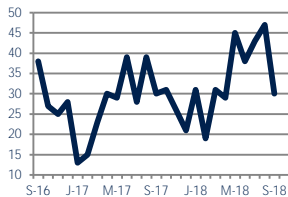


Units Sold

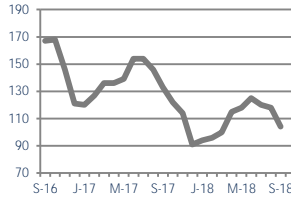
30



No Change
Vs. Year Ago

Active Inventory

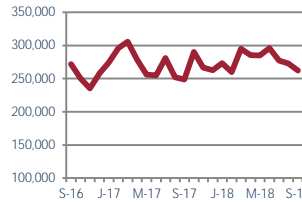
104



Down -22%
Vs. Year Ago

Median Sale Price

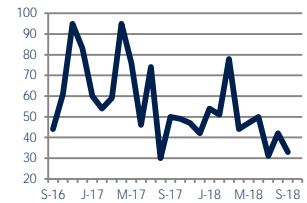
\$262,000



Up 5%
Vs. Year Ago

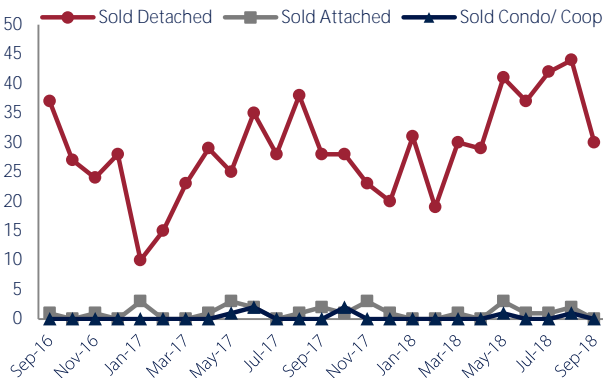
Days On Market

33



Down -34%
Vs. Year Ago

Units Sold*



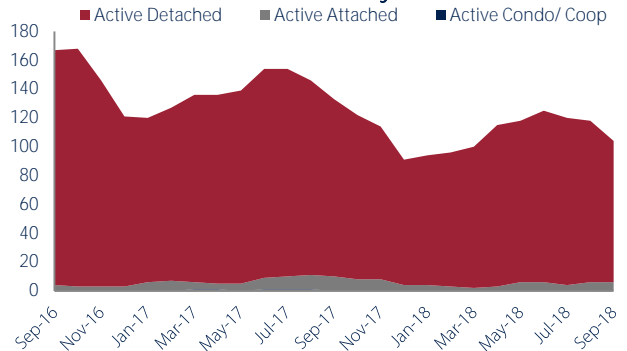
Units Sold

There was a decrease in total units sold in September, with 30 sold this month in New Kent County, a decrease of 36%. This month's total units sold is similar compared to a year ago.

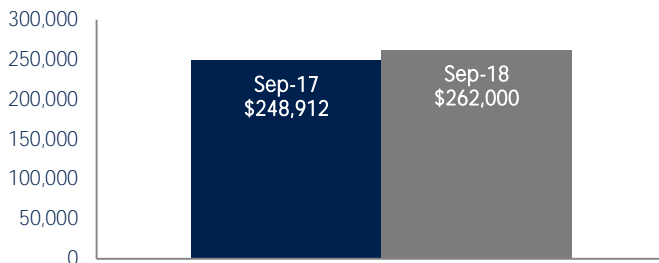
Active Inventory

Versus last year, the total number of homes available this month is lower by 29 units or 22%. The total number of active inventory this September was 104 compared to 133 in September 2017. This month's total of 104 is lower than the previous month's total supply of available inventory of 118, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for New Kent County Homes was \$248,912. This September, the median sale price was \$262,000, an increase of 5% or \$13,088 compared to last year. The current median sold price is 4% lower 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.

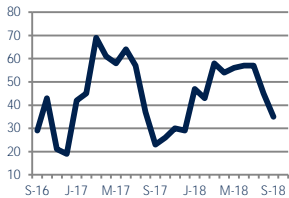


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

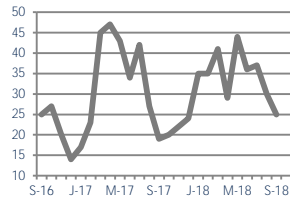
35



Up 52%
Vs. Year Ago

Current Contracts

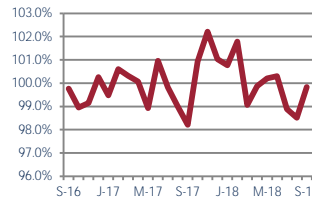
25



Up 32%
Vs. Year Ago

Sold Vs. List Price

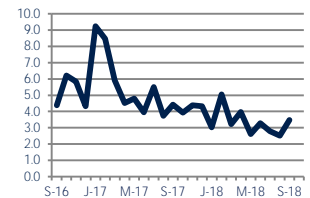
99.8%



Up 1.7%
Vs. Year Ago

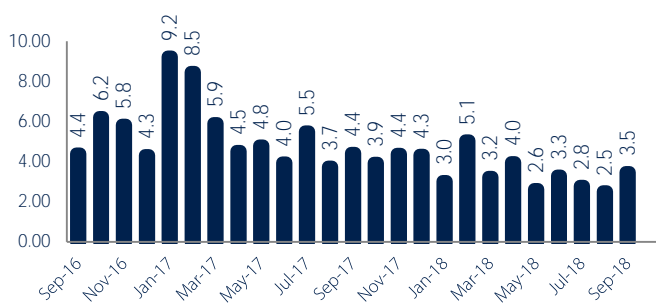
Months of Supply

3.5



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

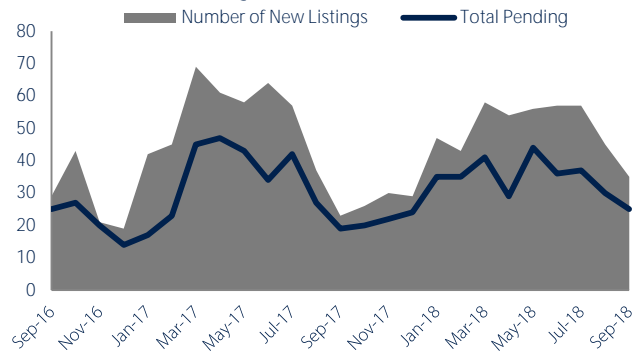
In September, there was 3.5 months of supply available in New Kent County, compared to 4.4 in September 2017. That is a decrease of 22% versus a year ago.

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.

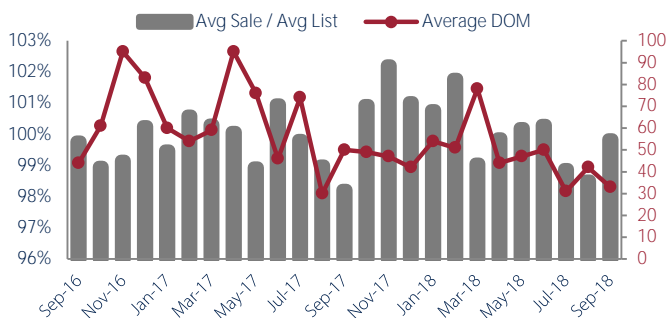
New Listings & Current Contracts

This month there were 35 homes newly listed for sale in New Kent County compared to 23 in September 2017, an increase of 52%. There were 25 current contracts pending sale this September compared to 19 a year ago. The number of current contracts is 32% higher 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 New Kent County was 99.8% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 33, lower than the average last year, which was 50, a decrease of 34%.



*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.

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