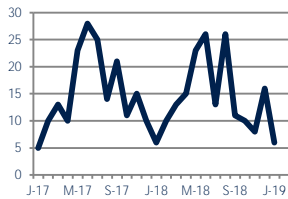


Units Sold

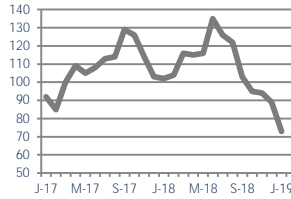
6



No Change
Vs. Year Ago

Active Inventory

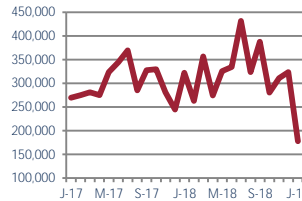
73



Down -28%
Vs. Year Ago

Median Sale Price

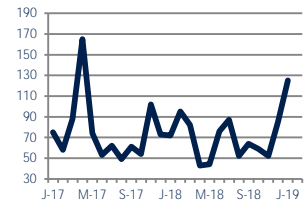
\$178,000



Down
Vs. Year Ago

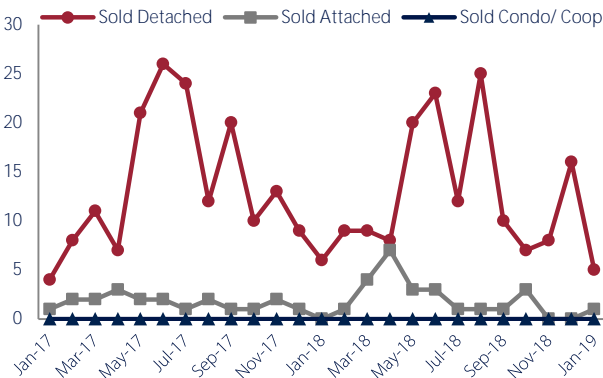
Days On Market

125



Up
Vs. Year Ago

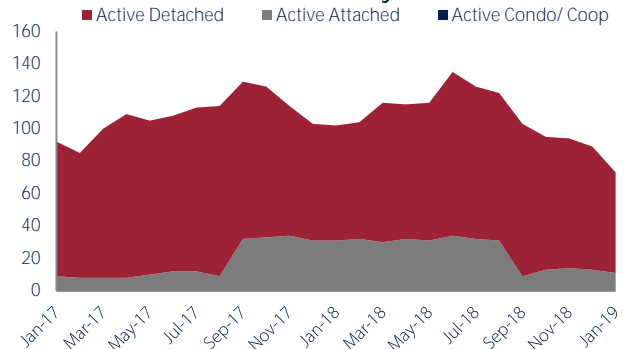
Units Sold*



Units Sold

There was a decrease in total units sold in January, with 6 sold this month in Poquoson City, a decrease of 63%. This month's total units sold is similar compared to a year ago.

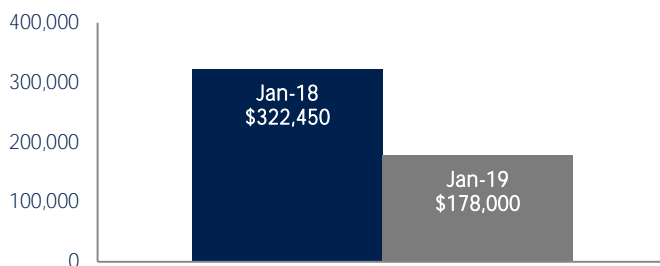
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 29 units or 28%. The total number of active inventory this January was 73 compared to 102 in January 2018. This month's total of 73 is lower than the previous month's total supply of available inventory of 89, a decrease of 18%.

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 January, the median sale price for Poquoson City Homes was \$322,450. This January, the median sale price was \$178,000, a decrease of \$144,450 compared to last year. The current median sold price is 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.



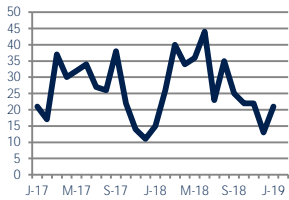
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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





New Listings

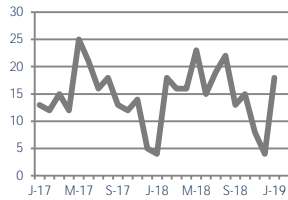
21



Up 40%
Vs. Year Ago

Current Contracts

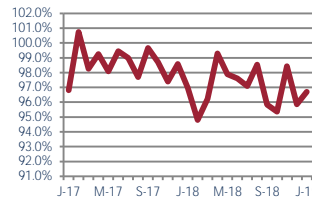
18



Up 350%
Vs. Year Ago

Sold Vs. List Price

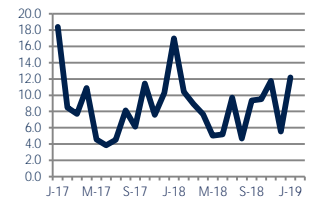
96.7%



No Change
Vs. Year Ago

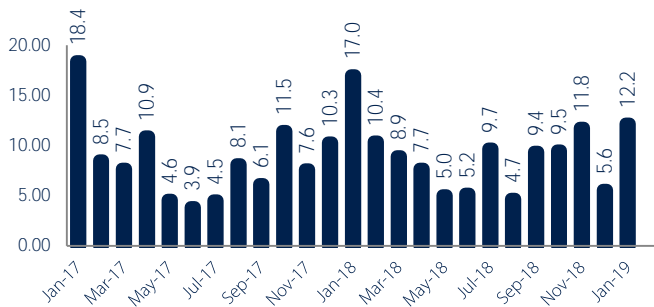
Months of Supply

12.2



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

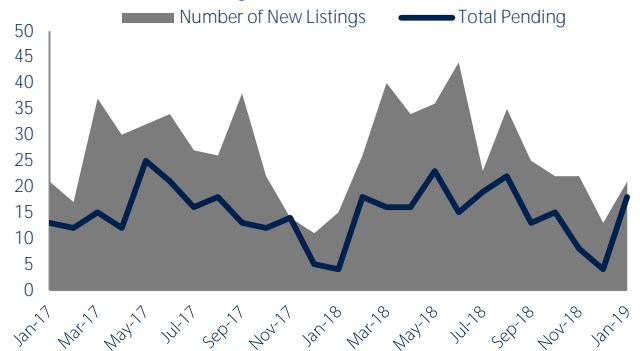
In January, there was 12.2 months of supply available in Poquoson City, compared to 17.0 in January 2018. That is a decrease of 28% versus a year ago.

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.

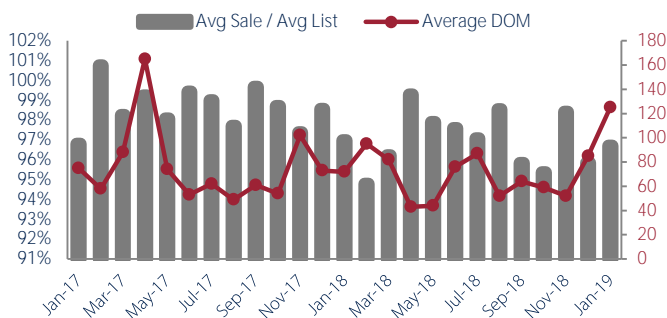
New Listings & Current Contracts

This month there were 21 homes newly listed for sale in Poquoson City compared to 15 in January 2018, an increase of 40%. There were 18 current contracts pending sale this January compared to 4 a year ago. The number of current contracts is 350% 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 Poquoson City was 96.7% 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 125, higher than the average last year, which was 72. This increase was impacted by the limited number of sales.



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