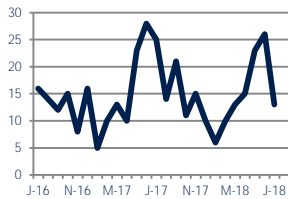


### Units Sold

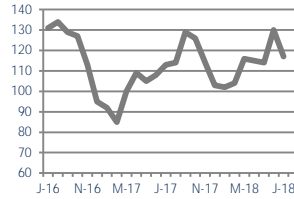
13



**Down**  
Vs. Year Ago

### Active Inventory

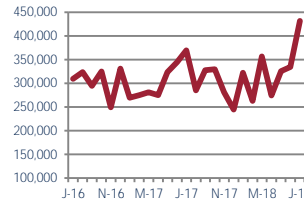
117



**Up 4%**  
Vs. Year Ago

### Median Sale Price

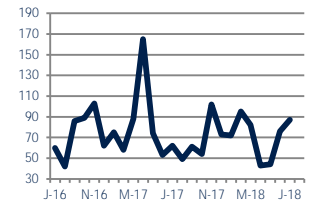
\$431,900



**Up**  
Vs. Year Ago

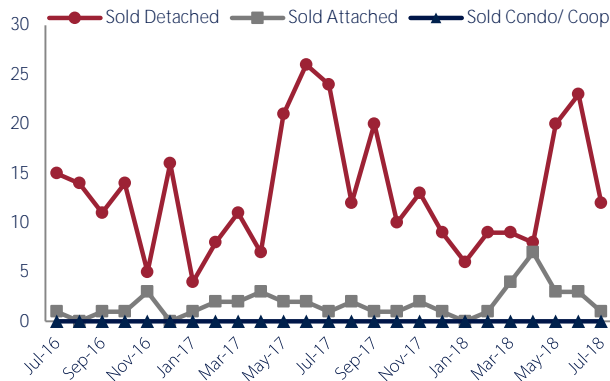
### Days On Market

87



**Up 40%**  
Vs. Year Ago

### Units Sold\*



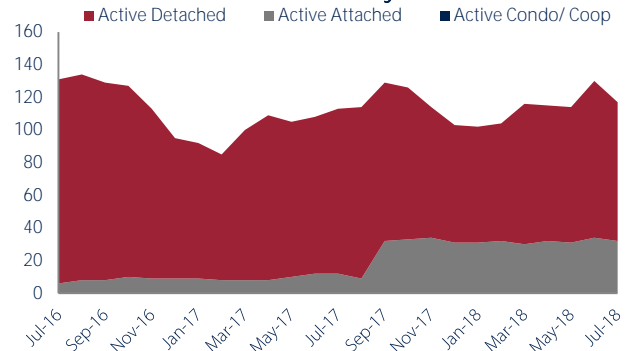
### Units Sold

With relatively few transactions, there was a decrease in total units sold in July, with 13 sold this month in Poquoson City. This month's total units sold was lower than at this time last year, a decrease from July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is higher by 4 units or 4%. The total number of active inventory this July was 117 compared to 113 in July 2017. This month's total of 117 is lower than the previous month's total supply of available inventory of 130, a decrease of 10%.

### Active Inventory\*



### 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 July, the median sale price for Poquoson City Homes was \$369,900. This July, the median sale price was \$431,900, an increase of \$62,000 compared to last year. The current median sold price is 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.

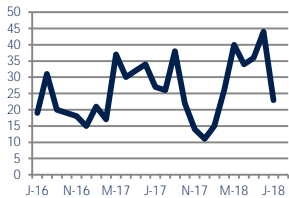


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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

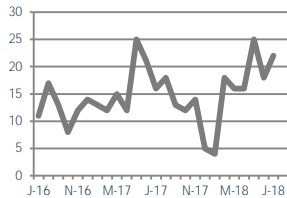
23



**Down -15%**  
Vs. Year Ago

### Current Contracts

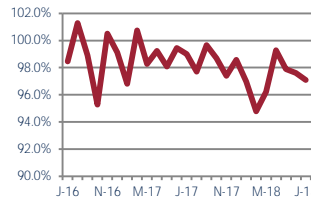
22



**Up 38%**  
Vs. Year Ago

### Sold Vs. List Price

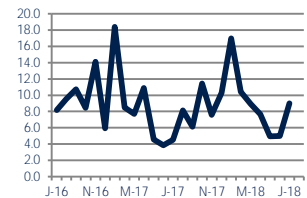
97.1%



**Down -1.9%**  
Vs. Year Ago

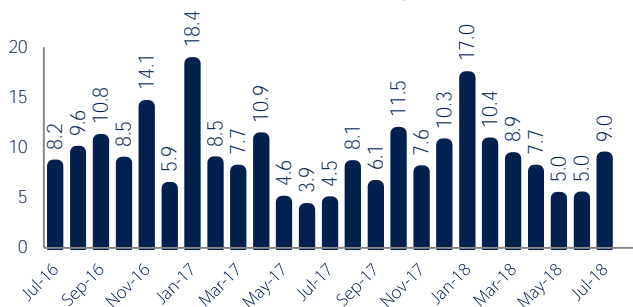
### Months of Supply

9.0



**Up 99%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

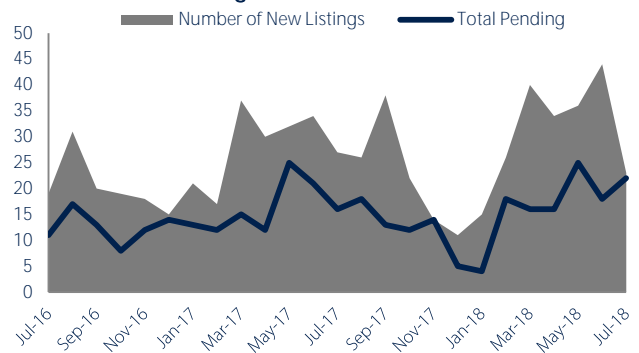
In July, there was 9.0 months of supply available in Poquoson City, compared to 4.5 in July 2017. That is an increase of 99% versus a year ago.

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.

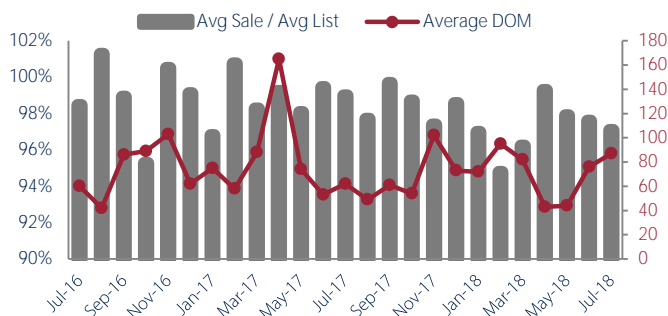
### New Listings & Current Contracts

This month there were 23 homes newly listed for sale in Poquoson City compared to 27 in July 2017, a decrease of 15%. There were 22 current contracts pending sale this July compared to 16 a year ago. The number of current contracts is 38% 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 Poquoson City was 97.1% of the average list price, which is 1.9% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 87, higher than the average last year, which was 62, an increase of 40%.



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