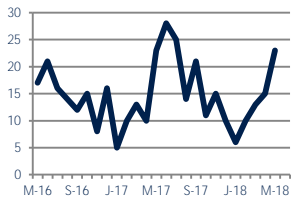




Units Sold

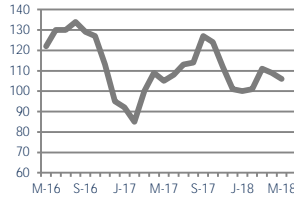
23



No Change
Vs. Year Ago

Active Inventory

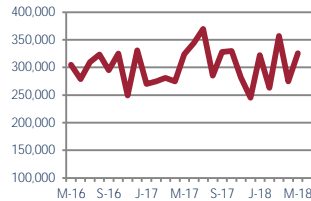
106



Up 1%
Vs. Year Ago

Median Sale Price

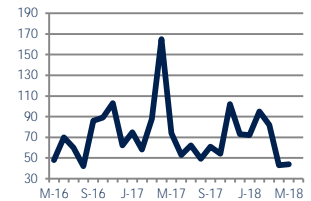
\$326,000



Up 1%
Vs. Year Ago

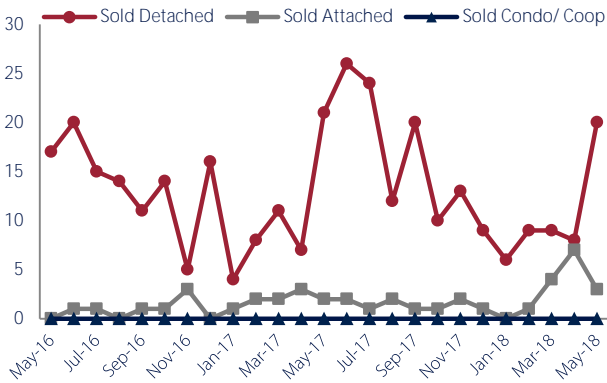
Days On Market

44



Down -41%
Vs. Year Ago

Units Sold*



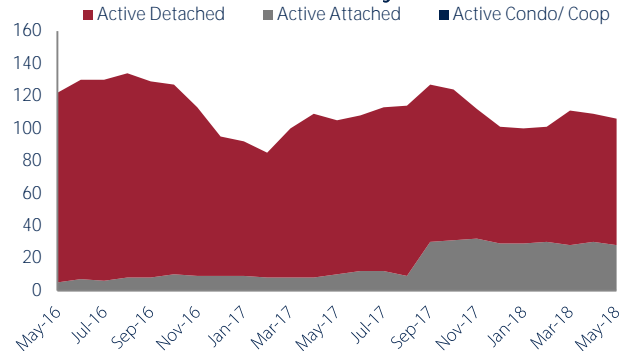
Units Sold

There was an increase in total units sold in May, with 23 sold this month in Poquoson City, an increase of 53%. This month's total units sold is similar compared to a year ago.

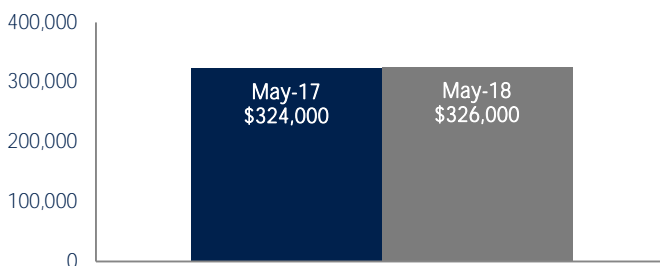
Active Inventory

Versus last year, the total number of homes available this month is higher by 1 units or 1%. The total number of active inventory this May was 106 compared to 105 in May 2017. This month's total of 106 is lower than the previous month's total supply of available inventory of 109, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Poquoson City Homes was \$324,000. This May, the median sale price was \$326,000, an increase of 1% or \$2,000 compared to last year. The current median sold price is 19% higher than in April.

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

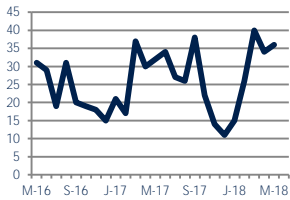


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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

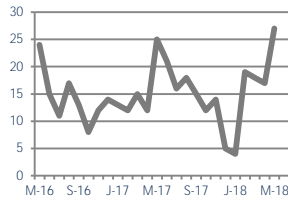
36



Up 13%
Vs. Year Ago

Current Contracts

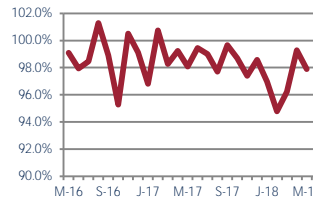
27



Up 8%
Vs. Year Ago

Sold Vs. List Price

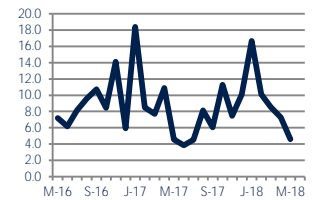
97.9%



No Change
Vs. Year Ago

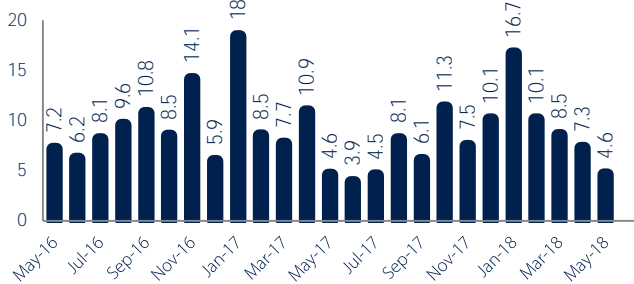
Months of Supply

4.6



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

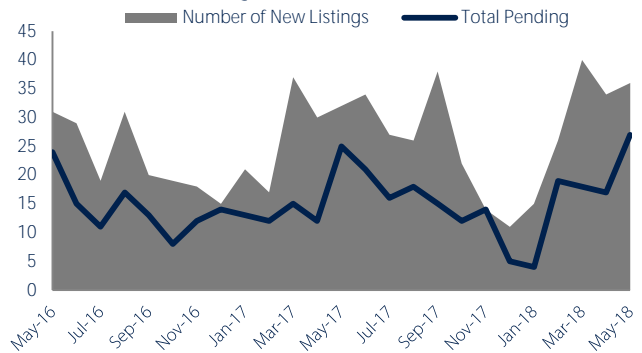
In May, there was 4.6 months of supply available in Poquoson City. The amount of supply is similar compared to a year ago.

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.

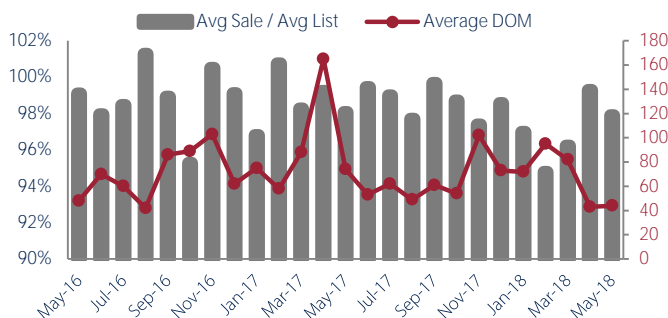
New Listings & Current Contracts

This month there were 36 homes newly listed for sale in Poquoson City compared to 32 in May 2017, an increase of 13%. There were 27 current contracts pending sale this May compared to 25 a year ago. The number of current contracts is 8% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Poquoson City was 97.9% 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 44, lower than the average last year, which was 74, a decrease of 41%.



*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.

