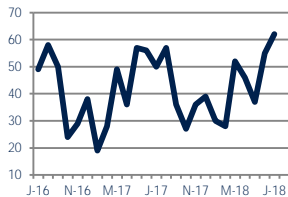


Units Sold

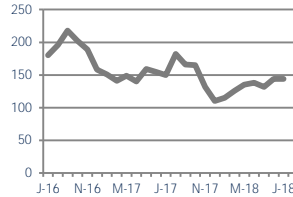
62



Up 24%
Vs. Year Ago

Active Inventory

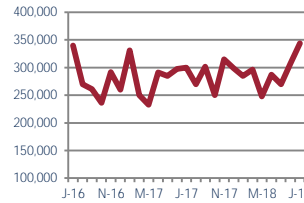
144



Down -4%
Vs. Year Ago

Median Sale Price

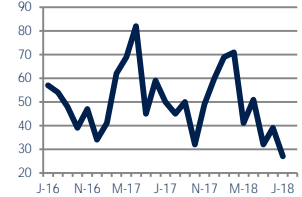
\$343,750



Up 15%
Vs. Year Ago

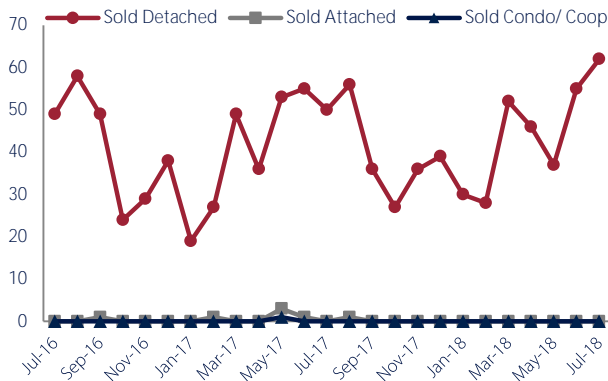
Days On Market

27



Down -46%
Vs. Year Ago

Units Sold*



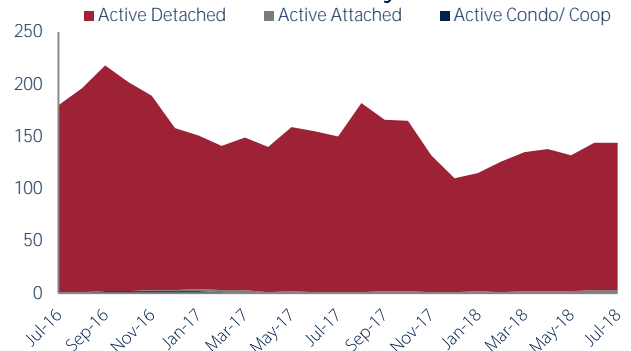
Units Sold

There was an increase in total units sold in July, with 62 sold this month in Powhatan County versus 55 last month, an increase of 13%. This month's total units sold was higher than at this time last year, an increase of 24% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 6 units or 4%. The total number of active inventory this July was 144 compared to 150 in July 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Powhatan County Homes was \$300,000. This July, the median sale price was \$343,750, an increase of 15% or \$43,750 compared to last year. The current median sold price is 12% 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.

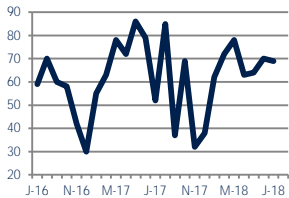


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

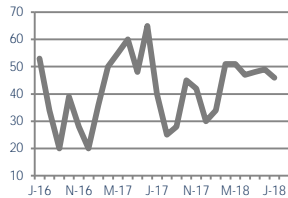
69



Up 33%
Vs. Year Ago

Current Contracts

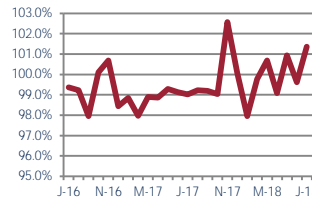
46



Up 15%
Vs. Year Ago

Sold Vs. List Price

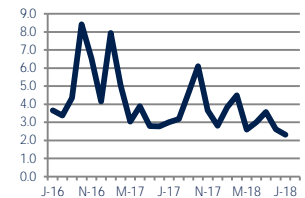
101.4%



Up 2.4%
Vs. Year Ago

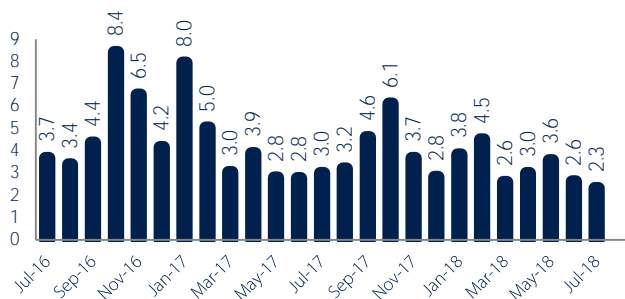
Months of Supply

2.3



Down -23%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

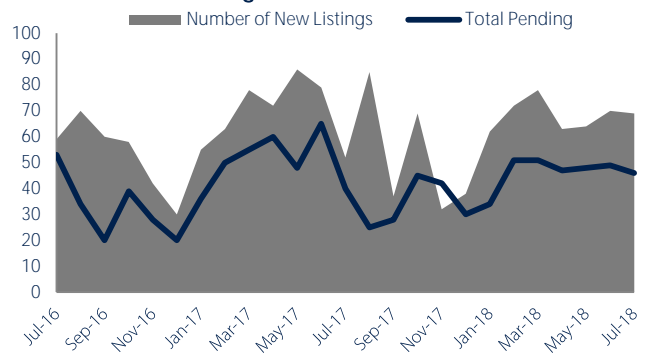
This month there were 69 homes newly listed for sale in Powhatan County compared to 52 in July 2017, an increase of 33%. There were 46 current contracts pending sale this July compared to 40 a year ago. The number of current contracts is 15% higher than last July.

Months of Supply

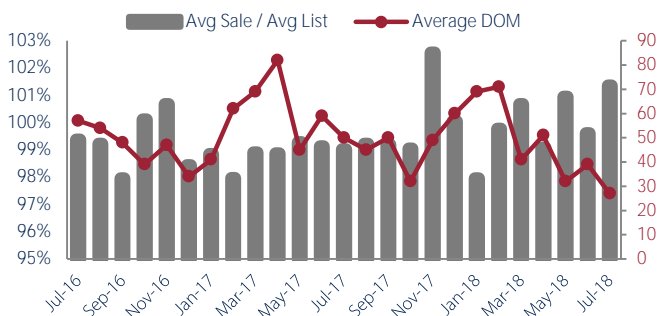
In July, there was 2.3 months of supply available in Powhatan County, compared to 3.0 in July 2017. That is a decrease of 23% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Powhatan County was 101.4% of the average list price, which is 2.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 27, lower than the average last year, which was 50, a decrease of 46%.



*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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