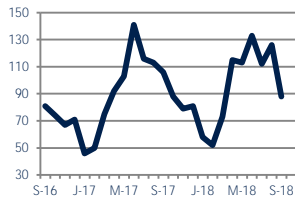
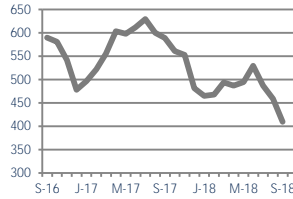


Units Sold 88



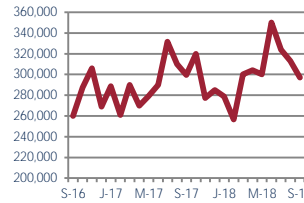
Down -17%
Vs. Year Ago

Active Inventory 410



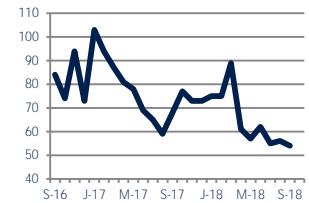
Down -30%
Vs. Year Ago

Median Sale Price \$297,150



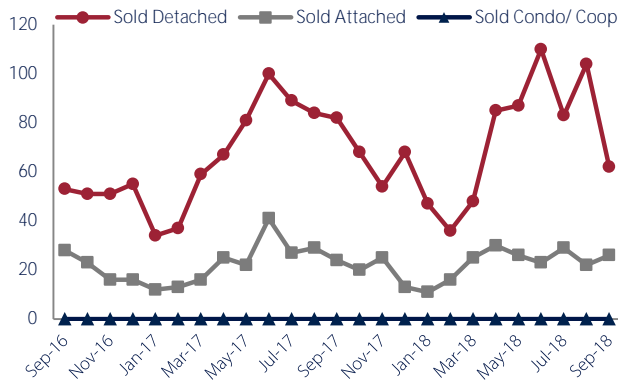
Down -1%
Vs. Year Ago

Days On Market 54



Down -21%
Vs. Year Ago

Units Sold*



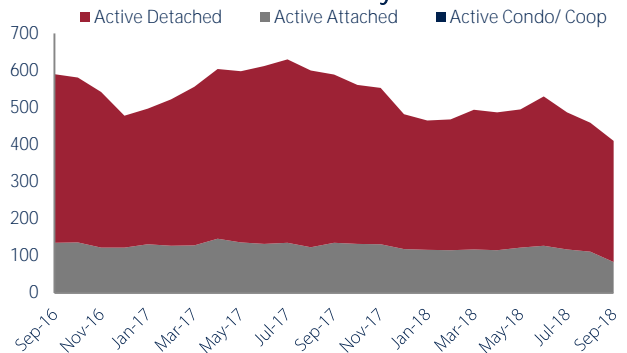
Units Sold

There was a decrease in total units sold in September, with 88 sold this month in York County and Poquoson versus 126 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 17% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 179 units or 30%. The total number of active inventory this September was 410 compared to 589 in September 2017. This month's total of 410 is lower than the previous month's total supply of available inventory of 459, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for York County and Poquoson Homes was \$299,500. This September, the median sale price was \$297,150, a decrease of 1% or \$2,350 compared to last year. The current median sold price is 5% lower than in August.

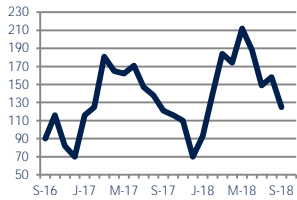
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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 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

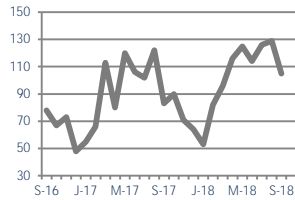
125



Up 3%
Vs. Year Ago

Current Contracts

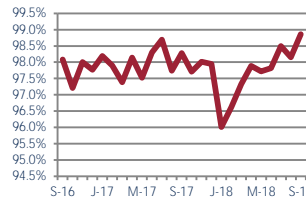
105



Up 27%
Vs. Year Ago

Sold Vs. List Price

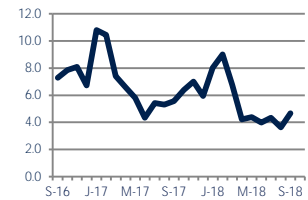
98.9%



Up 0.6%
Vs. Year Ago

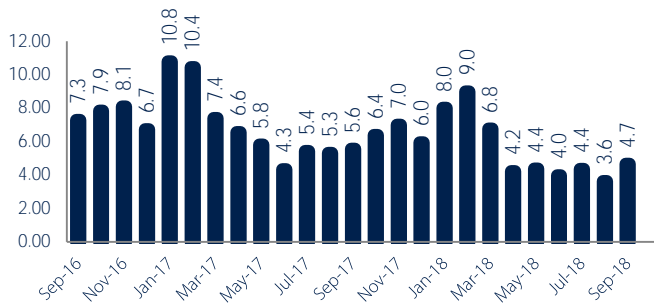
Months of Supply

4.7



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 4.7 months of supply available in York County and Poquoson, compared to 5.6 in September 2017. That is a decrease of 16% versus a year ago.

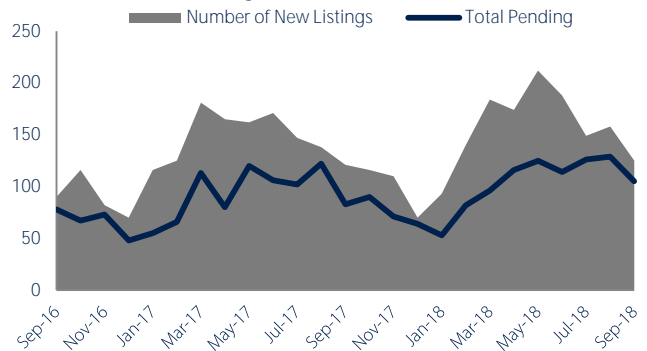
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

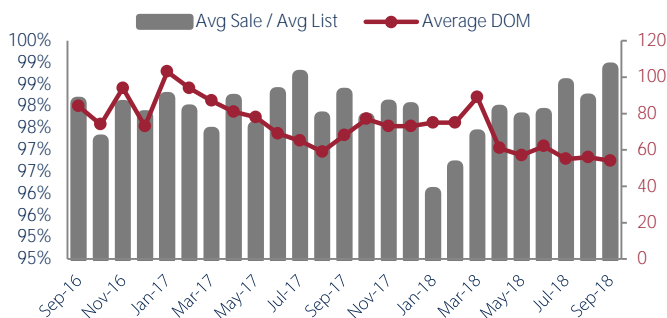
This month there were 125 homes newly listed for sale in York County and Poquoson compared to 121 in September 2017, an increase of 3%.

There were 105 current contracts pending sale this September compared to 83 a year ago. The number of current contracts is 27% 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 York County and Poquoson was 98.9% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 54, lower than the average last year, which was 68, a decrease of 21%.



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