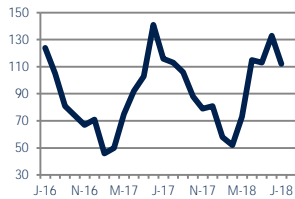


Units Sold

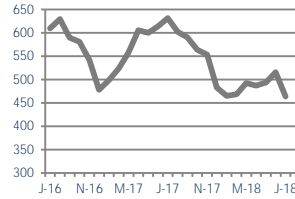
112



Down -3%
Vs. Year Ago

Active Inventory

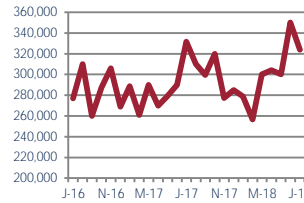
464



Down -27%
Vs. Year Ago

Median Sale Price

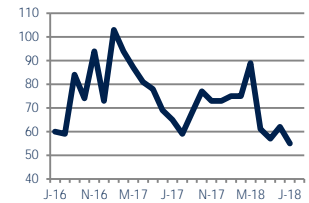
\$324,000



Down -2%
Vs. Year Ago

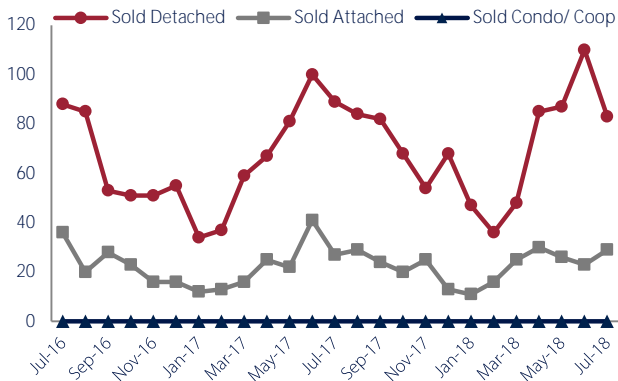
Days On Market

55



Down -15%
Vs. Year Ago

Units Sold*



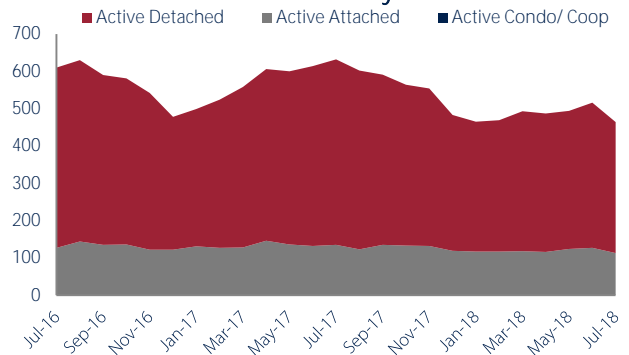
Units Sold

There was a decrease in total units sold in July, with 112 sold this month in York County and Poquoson versus 133 last month, a decrease of 16%. This month's total units sold was lower than at this time last year, a decrease of 3% versus July 2017.

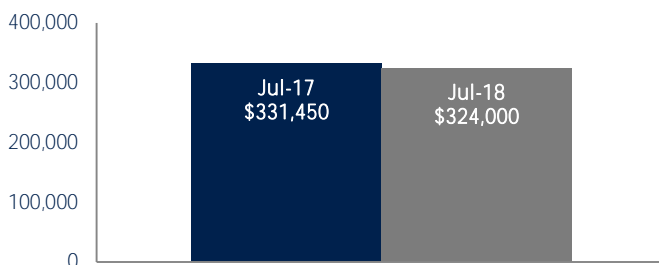
Active Inventory

Versus last year, the total number of homes available this month is lower by 168 units or 27%. The total number of active inventory this July was 464 compared to 632 in July 2017. This month's total of 464 is lower than the previous month's total supply of available inventory of 516, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for York County and Poquoson Homes was \$331,450. This July, the median sale price was \$324,000, a decrease of 2% or \$7,450 compared to last year. The current median sold price is 7% lower than in June.

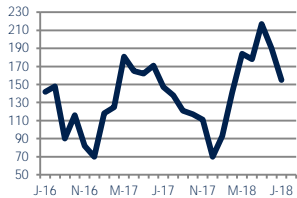
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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

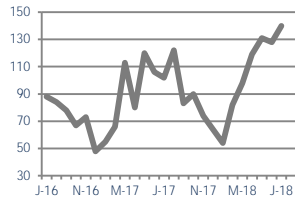
155



Up 5%
Vs. Year Ago

Current Contracts

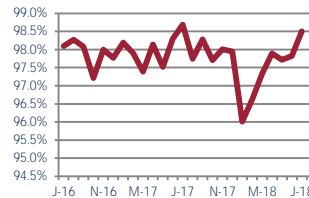
140



Up 37%
Vs. Year Ago

Sold Vs. List Price

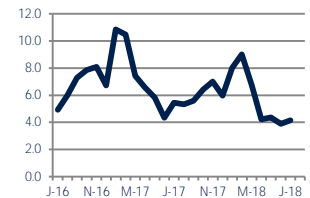
98.5%



No Change
Vs. Year Ago

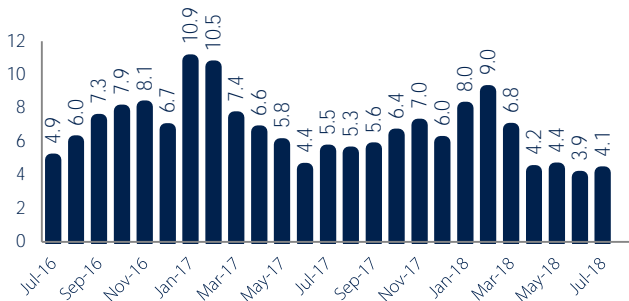
Months of Supply

4.1



Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

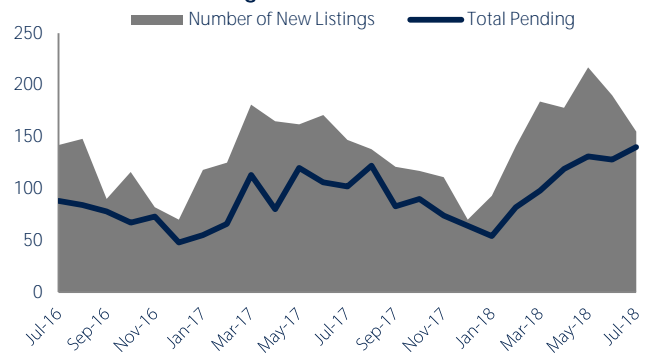
In July, there was 4.1 months of supply available in York County and Poquoson, compared to 5.4 in July 2017. That is a decrease of 24% versus a year ago.

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.

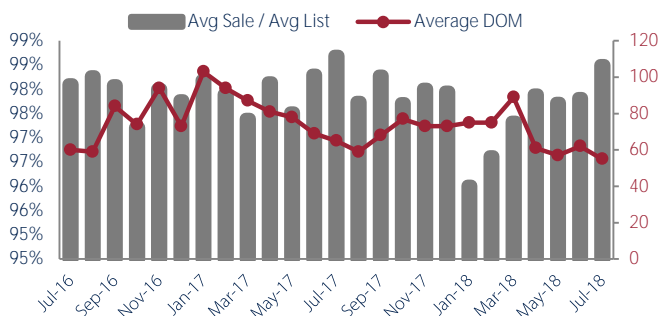
New Listings & Current Contracts

This month there were 155 homes newly listed for sale in York County and Poquoson compared to 147 in July 2017, an increase of 5%. There were 140 current contracts pending sale this July compared to 102 a year ago. The number of current contracts is 37% 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 York County and Poquoson was 98.5% 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 55, lower than the average last year, which was 65, a decrease of 15%.



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