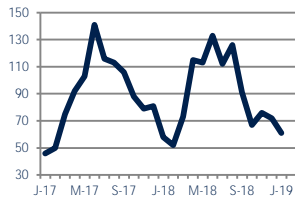


### Units Sold

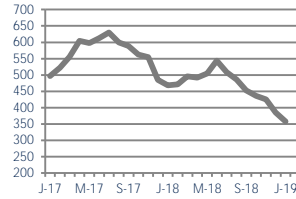
61



Up 5%  
Vs. Year Ago

### Active Inventory

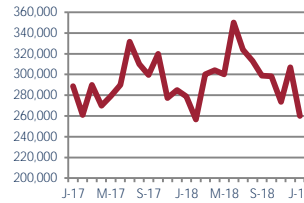
358



Down -24%  
Vs. Year Ago

### Median Sale Price

\$259,900



Down -7%  
Vs. Year Ago

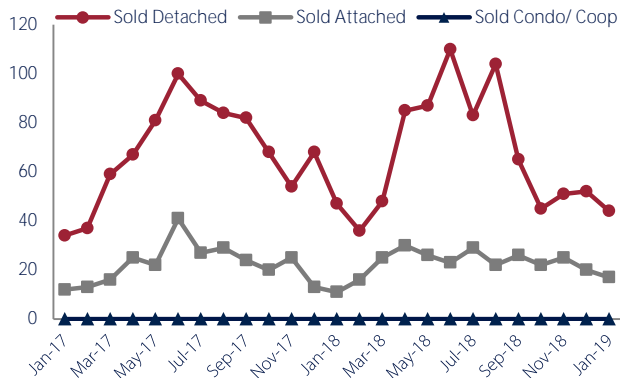
### Days On Market

84



Up 12%  
Vs. Year Ago

### Units Sold\*



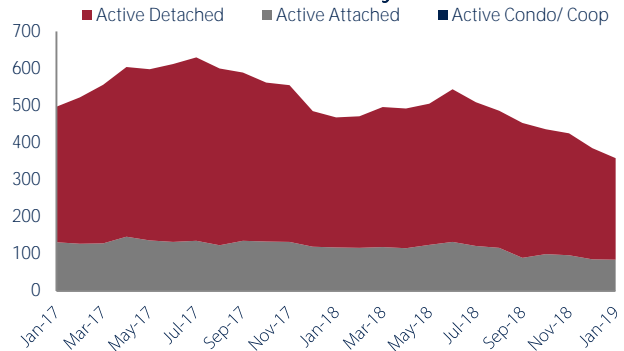
### Units Sold

There was a decrease in total units sold in January, with 61 sold this month in York County and Poquoson versus 72 last month, a decrease of 15%. This month's total units sold was higher than at this time last year, an increase of 5% versus January 2018.

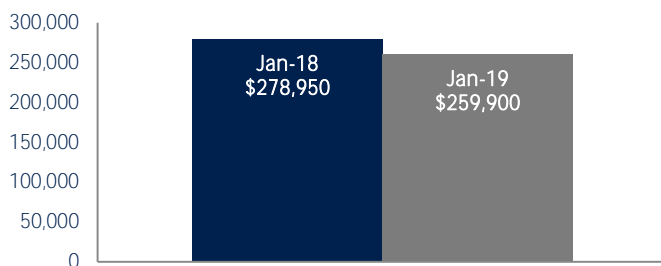
### Active Inventory

Versus last year, the total number of homes available this month is lower by 110 units or 24%. The total number of active inventory this January was 358 compared to 468 in January 2018. This month's total of 358 is lower than the previous month's total supply of available inventory of 385, a decrease of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for York County and Poquoson Homes was \$278,950. This January, the median sale price was \$259,900, a decrease of 7% or \$19,050 compared to last year. The current median sold price is 15% lower than in December.

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



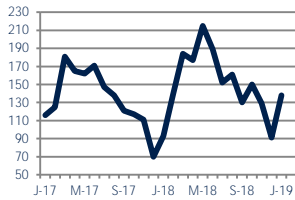
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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

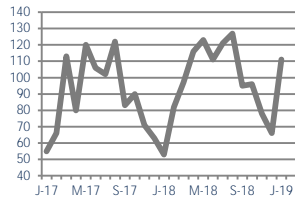
138



Up 48%  
Vs. Year Ago

### Current Contracts

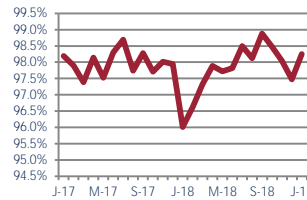
111



Up 109%  
Vs. Year Ago

### Sold Vs. List Price

98.3%



Up 2.3%  
Vs. Year Ago

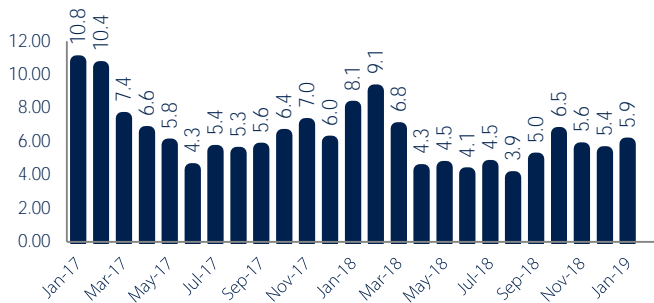
### Months of Supply

5.9



Down -27%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

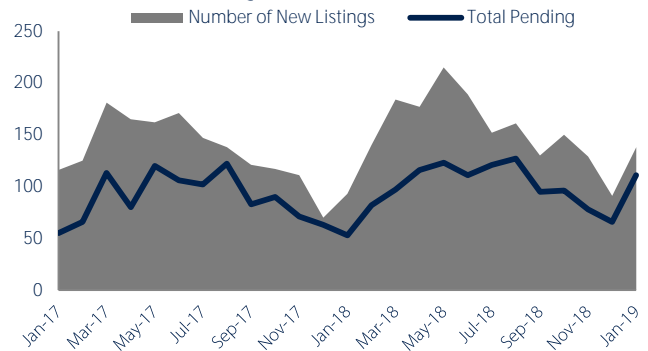
In January, there was 5.9 months of supply available in York County and Poquoson, compared to 8.1 in January 2018. That is a decrease of 27% versus a year ago.

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.

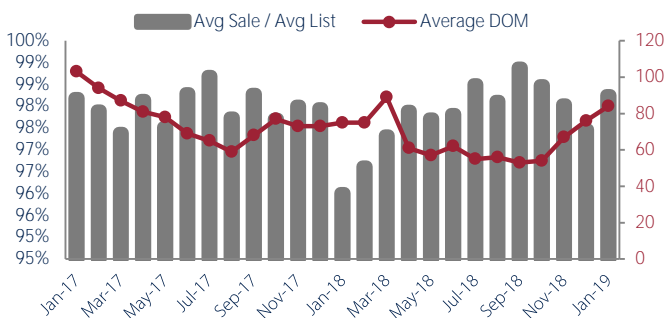
### New Listings & Current Contracts

This month there were 138 homes newly listed for sale in York County and Poquoson compared to 93 in January 2018, an increase of 48%. There were 111 current contracts pending sale this January compared to 53 a year ago. The number of current contracts is 109% higher than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in York County and Poquoson was 98.3% of the average list price, which is 2.2% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 84, higher than the average last year, which was 75, an increase of 12%.



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