



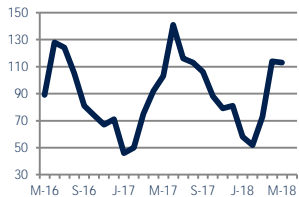
The Long & Foster Market Minute™

Focus On: York County and Poquoson Housing Market

May 2018

Units Sold

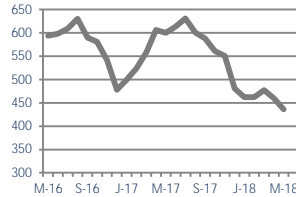
113



Up 10%
Vs. Year Ago

Active Inventory

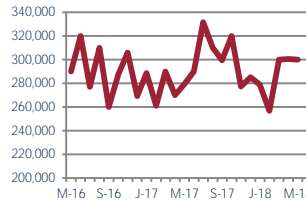
436



Down -27%
Vs. Year Ago

Median Sale Price

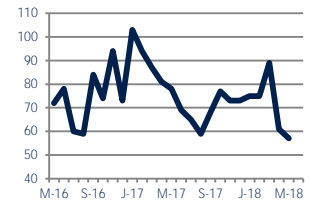
\$300,000



Up 8%
Vs. Year Ago

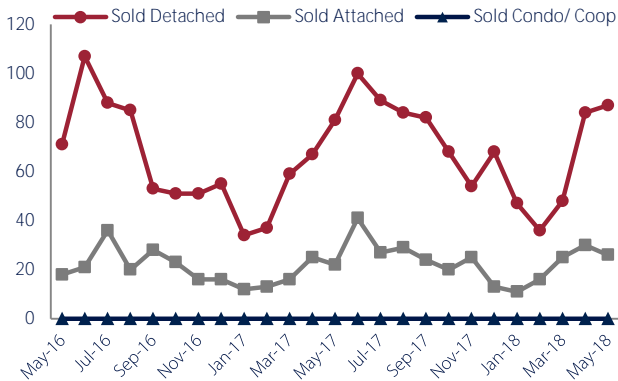
Days On Market

57



Down -27%
Vs. Year Ago

Units Sold*



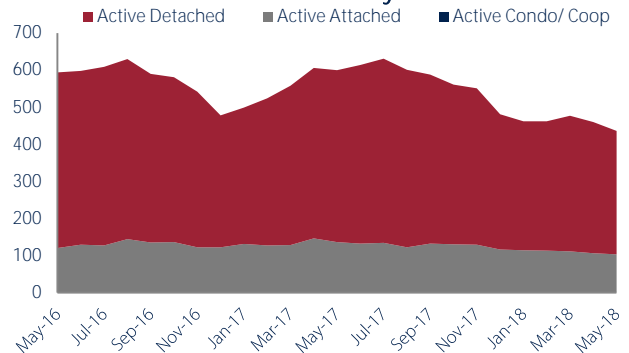
Units Sold

There was a decrease in total units sold in May, with 113 sold this month in York County and Poquoson versus 114 last month, a decrease of 1%. This month's total units sold was higher than at this time last year, an increase of 10% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 164 units or 27%. The total number of active inventory this May was 436 compared to 600 in May 2017. This month's total of 436 is lower than the previous month's total supply of available inventory of 460, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for York County and Poquoson Homes was \$279,000. This May, the median sale price was \$300,000, an increase of 8% or \$21,000 compared to last year. The current median sold price is approximately the same as the median price in April.

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



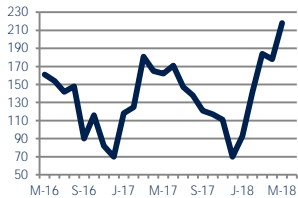
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.
Information included in this report is based on data supplied by REIN and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

CHRISTIE'S
INTERNATIONAL REAL ESTATE



New Listings

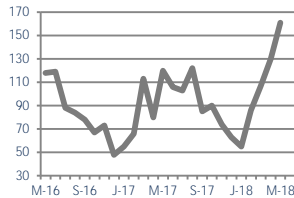
218



Up 35%
Vs. Year Ago

Current Contracts

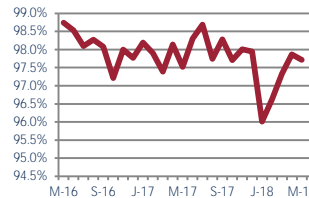
161



Up 34%
Vs. Year Ago

Sold Vs. List Price

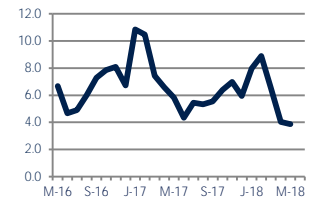
97.7%



No Change
Vs. Year Ago

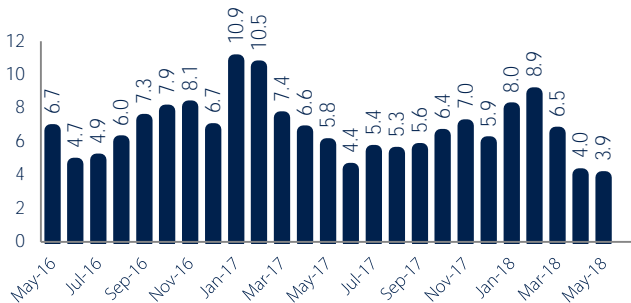
Months of Supply

3.9



Down -34%
Vs. Year Ago

Months Of Supply



Months of Supply

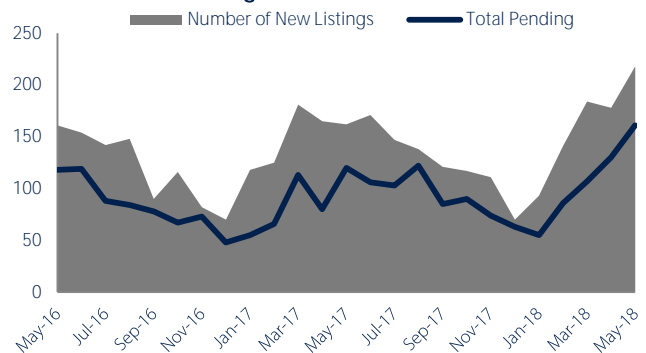
In May, there was 3.9 months of supply available in York County and Poquoson, compared to 5.8 in May 2017. That is a decrease of 34% versus a year ago.

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.

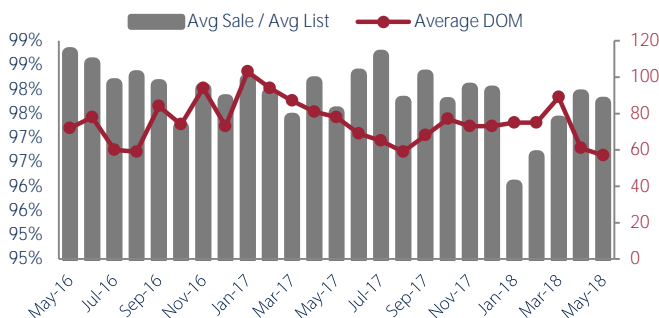
New Listings & Current Contracts

This month there were 218 homes newly listed for sale in York County and Poquoson compared to 162 in May 2017, an increase of 35%. There were 161 current contracts pending sale this May compared to 120 a year ago. The number of current contracts is 34% 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 York County and Poquoson was 97.7% 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 57, lower than the average last year, which was 78, a decrease of 27%.



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