Market Conditions Report
Your Quick reference to the residential real estate markets in the Mid-Atlantic and Northeast Regions

September 2018

WASHINGTON, D.C.

Baltimore, MD

Richmond, VA

Philadelphia, PA

The Triangle, NC

Charlottesville, VA

Hampton Roads, VA

Roanoke, VA

Eastern Shore MD/DE

Wilmington, DE

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Global Partnerships
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Market Highlights ‘At A Glance’ - September 2018

Washington D.C. Metropolitan Area

- Units Sold: 5,964
- Active Inventory: 20,551
- Median Sale Price: $385,000
- Days On Market: 33
- Sold vs. List Price: 99.0%

- Down -13% Vs. Year Ago
- Down -10% Vs. Year Ago
- Up 4% Vs. Year Ago
- Down -8% Vs. Year Ago
- Up 0.2% Vs. Year Ago

Baltimore Metropolitan Area

- Units Sold: 2,954
- Active Inventory: 12,116
- Median Sale Price: $273,750
- Days On Market: 41
- Sold vs. List Price: 98.3%

- Down -13% Vs. Year Ago
- Down -10% Vs. Year Ago
- Up 6% Vs. Year Ago
- Down -18% Vs. Year Ago
- Up 0.2% Vs. Year Ago

Richmond Metropolitan Area

- Units Sold: 1,479
- Active Inventory: 4,656
- Median Sale Price: $240,000
- Days On Market: 32
- Sold vs. List Price: 99.5%

- Down -13% Vs. Year Ago
- Down -21% Vs. Year Ago
- Up 2% Vs. Year Ago
- Down -11% Vs. Year Ago
- Up 0.1% Vs. Year Ago
## Market Highlights ‘At A Glance’ - September 2018

<table>
<thead>
<tr>
<th>Market Area</th>
<th>Units Sold</th>
<th>Active Inventory</th>
<th>Median Sale Price</th>
<th>Days On Market</th>
<th>Sold vs. List Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Philadelphia Metropolitan Area</strong></td>
<td>5,296</td>
<td>20,641</td>
<td>$235,500</td>
<td>48</td>
<td>97.9%</td>
</tr>
<tr>
<td>Down -10%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Vs. Year Ago</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>The Triangle, NC Area</strong></td>
<td>2,669</td>
<td>7,325</td>
<td>$270,000</td>
<td>45</td>
<td>99.2%</td>
</tr>
<tr>
<td>Down -12%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Vs. Year Ago</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Charlottesville Area</strong></td>
<td>247</td>
<td>1,210</td>
<td>$294,900</td>
<td>77</td>
<td>97.6%</td>
</tr>
<tr>
<td>Down -4%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Vs. Year Ago</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### Hampton Roads Area

- **Units Sold**: 1,311
- **Active Inventory**: 7,660
- **Median Sale Price**: $236,000
- **Days On Market**: 56
- **Sold vs. List Price**: 98.3%

### Roanoke Metropolitan Area

- **Units Sold**: 272
- **Active Inventory**: 1,199
- **Median Sale Price**: $193,500
- **Days On Market**: 68
- **Sold vs. List Price**: 96.7%

### Wilmington, DE Area

- **Units Sold**: 941
- **Active Inventory**: 3,888
- **Median Sale Price**: $220,000
- **Days On Market**: 53
- **Sold vs. List Price**: 97.8%

### Eastern Shore MD/DE Area

- **Units Sold**: 774
- **Active Inventory**: 5,728
- **Median Sale Price**: $260,000
- **Days On Market**: 78
- **Sold vs. List Price**: 97.0%
Median Sales Price

This September, the median sale price was $385,000, an increase of 4% compared to last year.

The current median sale price was 4% lower than in August.
Highlights

- This month’s total units sold was lower than at this time last year, a decrease of 14% versus September 2017.

- There was a decrease of 28% in total units sold in September compared to August.
Washington D.C. Metropolitan Area - September 2018

Total Units Sold by Type
- Detached
- Attached
- Condo

Total Units Sold by Price Range
- < 150K
- 150K to < 300K
- 300K to < 450K
- 450K to < 600K
- 600K and up

Total Units Sold by Type
Current Month
- Detached
- Attached
- Condo

Total Units Sold by Price Range
Current Month
- < 150K
- 150K to < 300K
- 300K to < 450K
- 450K to < 600K
- 600K and up
Highlights

- This month’s supply of available inventory remained relatively stable compared to last month.

- Versus September 2017, the total number of homes available was lower by 2,307 units or 10%.
Washington D.C. Metropolitan Area - September 2018

Total Active Inventory by Type
- Detached
- Attached
- Condo

Total Active Inventory by Price Range
- < 150K
- 150K to < 300K
- 300K to < 450K
- 450K to < 600K
- 600K and up
Average Sale Price as a Percent of List Price

Sale Price as % of List Price Of Top Five Counties/Cities Based on Total Units Sold

<table>
<thead>
<tr>
<th>County</th>
<th>One Year Ago</th>
<th>Current Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fairfax County</td>
<td>98.7%</td>
<td>99.0%</td>
</tr>
<tr>
<td>Montgomery County</td>
<td>99.0%</td>
<td>99.3%</td>
</tr>
<tr>
<td>Prince George’s County</td>
<td>98.8%</td>
<td>99.6%</td>
</tr>
<tr>
<td>District of Columbia</td>
<td>99.1%</td>
<td>99.3%</td>
</tr>
<tr>
<td>Prince William County</td>
<td>99.0%</td>
<td>98.9%</td>
</tr>
</tbody>
</table>

Days on Market

<table>
<thead>
<tr>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>33</td>
<td>36</td>
</tr>
</tbody>
</table>

Down -8% Vs. Year Ago

Average Sale Price as % of List Price By Price Range

<table>
<thead>
<tr>
<th>Price Range</th>
<th>One Year Ago</th>
<th>Current Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; 150K</td>
<td>99.0%</td>
<td>99.0%</td>
</tr>
<tr>
<td>150K to &lt; 300K</td>
<td>99.0%</td>
<td>98.6%</td>
</tr>
<tr>
<td>300K to &lt; 450K</td>
<td>99.4%</td>
<td>99.4%</td>
</tr>
<tr>
<td>450K to &lt; 600K</td>
<td>99.3%</td>
<td>99.0%</td>
</tr>
<tr>
<td>600K and up</td>
<td>99.0%</td>
<td>99.0%</td>
</tr>
</tbody>
</table>

Up 0.2% Vs. Year Ago
Washington D.C. Metropolitan Area - September 2018

Highlights

- Total volume sold this September was 11% less than the same month one year ago.

- In September, there was 3.5 months of supply available, compared to 3.3 in September 2017. That was an increase of 5% versus a year ago.

<table>
<thead>
<tr>
<th>Total Dollar Volume Sold</th>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2,743,613,538</td>
<td></td>
<td>$3,085,071,043</td>
</tr>
</tbody>
</table>

Down -11% Vs. Year Ago

<table>
<thead>
<tr>
<th>Months of Supply</th>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.5</td>
<td></td>
<td>3.3</td>
</tr>
</tbody>
</table>

Up 5% Vs. Year Ago
Highlights

- Based on this month’s amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.5, similar to the ratio from one year ago.
**Highlights**

- This September, the median sale price was $273,750, an increase of 6% compared to last year.

- The current median sale price was 4% lower than in August.
Baltimore Metropolitan Area - September 2018

**Total Units Sold**

**Highlights**

- This month’s total units sold was lower than at this time last year, a decrease of 13% versus September 2017.

- There was a decrease of 28% in total units sold in September compared to August.

**Total Units Sold**

Of Top Five Counties/Cities Based on Total Units Sold

<table>
<thead>
<tr>
<th></th>
<th>One Year Ago</th>
<th>Current Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>Baltimore City</td>
<td>882</td>
<td>739</td>
</tr>
<tr>
<td>Anne Arundel County</td>
<td>750</td>
<td>682</td>
</tr>
<tr>
<td>Baltimore City</td>
<td>755</td>
<td>643</td>
</tr>
<tr>
<td>Howard County</td>
<td>391</td>
<td>365</td>
</tr>
<tr>
<td>Harford County</td>
<td>304</td>
<td>264</td>
</tr>
</tbody>
</table>

There was a decrease of 28% in total units sold in September compared to August.
Baltimore Metropolitan Area - September 2018

Total Active Inventory

Highlights
- September's total active inventory of 12,116 units was 3% lower than the previous month's supply of inventory.
- Versus last September, the total number of homes available was lower by 1,289 units or 10%.
Total Active Inventory by Type

- Detached
- Attached
- Condo

Total Active Inventory by Price Range

- < 150K
- 150K to < 300K
- 300K to < 450K
- 450K to < 600K
- 600K and up

Baltimore Metropolitan Area - September 2018
Baltimore Metropolitan Area - September 2018

Average Sale Price as a Percent of List Price

Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold

<table>
<thead>
<tr>
<th>County</th>
<th>One Year Ago</th>
<th>Current Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>Baltimore County</td>
<td>98.2%</td>
<td>98.3%</td>
</tr>
<tr>
<td>Anne Arundel County</td>
<td>98.4%</td>
<td>98.3%</td>
</tr>
<tr>
<td>Baltimore City</td>
<td>97.4%</td>
<td>97.7%</td>
</tr>
<tr>
<td>Howard County</td>
<td>98.7%</td>
<td>98.5%</td>
</tr>
<tr>
<td>Harford County</td>
<td>98.2%</td>
<td>99.3%</td>
</tr>
</tbody>
</table>

Days on Market

- Current Month: 41
- One Year Ago: 50

Down -18% Vs. Year Ago

Avg Sale Price as % of List Price

- Current Month: 98.5%
- One Year Ago: 98.3%

Up 0.2% Vs. Year Ago

Average Sale Price as a Percent of List Price by Price Range
In September, there was 4.1 months of supply available, compared to 4.0 in September 2017. That was an increase of 4% versus a year ago.

**Highlights**

- Total volume sold this September was 8% less than the same month one year ago.

- In September, there was 4.1 months of supply available, compared to 4.0 in September 2017. That was an increase of 4% versus a year ago.
Baltimore Metropolitan Area - September 2018

**New Listings & New Contracts**

- **New Listings**
  - Current Month: 4,797
  - One Year Ago: 4,932
- **New Contracts (Under Active Contract Status)**
  - Current Month: 3,234
  - One Year Ago: 3,172

**Highlights**

- Based on this month’s amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.5, similar to the ratio from one year ago.

**New Listings**

- Of Top Five Counties/Cities Based on Total Units Sold:
  - One Year Ago: 1,275 - 1,202 - 478 - 485 - 410
  - Current Month: 1,279 - 1,044 - 501 - 410 - 1,410

**New Contracts**

- Of Top Five Counties/Cities Based on Total Units Sold:
  - One Year Ago: 4,902 - 4,449 - 6,183 - 4,932 - 4,861
  - Current Month: 4,797 - 1,202 - 501 - 410 - 1,410

**Supply/Demand Ratio**

- Number of New Listings to New Contracts:
  - September 2018:
    - 1.6 - 1.5 - 1.3 - 1.5 - 1.6
  - September 2017:
    - 1.5 - 1.2 - 1.3 - 1.5 - 1.4

**Notes**

- Down -3% Vs. Year Ago
- Up 2% Vs. Year Ago
Market Conditions Report
Richmond, VA Area

September 2018
Highlights

- This September, the median sale price was $240,000, an increase of 2% compared to last year.
- The current median sale price was 6% lower than in August.
Highlights

- This month’s total units sold was lower than at this time last year, a decrease of 13% versus September 2017.

- There was a decrease of 29% in total units sold in September compared to August.
**Highlights**

- September’s total active inventory of 4,656 units was 7% lower than the previous month’s supply of inventory.

- Versus last September, the total number of homes available was lower by 1,205 units or 21%.

- September's total active inventory of 4,656 units was 7% lower than the previous month’s supply of inventory.

- Versus last September, the total number of homes available was lower by 1,205 units or 21%.
Total Active Inventory by Type

- Detached
- Attached
- Condo

Total Active Inventory by Price Range

- < 150K
- 150K to < 300K
- 300K to < 450K
- 450K to < 600K
- 600K and up

Richmond Metropolitan Area - September 2018
Richmond Metropolitan Area - September 2018

Average Sale Price as a Percent of List Price

Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold

<table>
<thead>
<tr>
<th>County</th>
<th>One Year Ago</th>
<th>Current Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chesterfield</td>
<td>100.2%</td>
<td>99.1%</td>
</tr>
<tr>
<td>Henrico County</td>
<td>99.1%</td>
<td>99.9%</td>
</tr>
<tr>
<td>Richmond City</td>
<td>99.2%</td>
<td>99.1%</td>
</tr>
<tr>
<td>Hanover County</td>
<td>98.9%</td>
<td>99.9%</td>
</tr>
<tr>
<td>Caroline County</td>
<td>96.6%</td>
<td>99.5%</td>
</tr>
</tbody>
</table>

Days on Market

Current Month | One Year Ago
Down -11% Vs. Year Ago

Avg Sale Price as % of List Price

Current Month | One Year Ago
Up 0.1% Vs. Year Ago

Average Sale Price as a Percent of List Price
by Price Range

< 150K          | 150K to < 300K | 300K to < 450K | 450K to < 600K | 600K and up

Highlights

- Total volume sold this September was 11% less than the same month one year ago.

- In September, there was 3.2 months of supply available, compared to 3.5 in September 2017. That was a decrease of 9% versus a year ago.

Richmond Metropolitan Area - September 2018

Total Dollar Volume Sold
In Thousands

<table>
<thead>
<tr>
<th>Month</th>
<th>Total Dollar Volume Sold</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep'18</td>
<td>$399,811,659</td>
</tr>
<tr>
<td>Jun'18</td>
<td>$450,287,678</td>
</tr>
</tbody>
</table>

Down -11% Vs. Year Ago

Months of Supply

<table>
<thead>
<tr>
<th>Month</th>
<th>Months of Supply</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep'18</td>
<td>3.2</td>
</tr>
<tr>
<td>Jun'18</td>
<td>3.5</td>
</tr>
</tbody>
</table>

Down -9% Vs. Year Ago
Highlights

- Based on this month’s amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.3, a decrease of 7% from September 2017.
Market Conditions Report
Philadelphia, PA Area

September 2018

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Global Partnerships
Christie's International Real Estate - Leading Real Estate Companies of the World® - Luxury Portfolio International - Who's Who in Luxury Real Estate
Highlights

- This September, the median sale price was $235,000, an increase of 5% compared to last year.

- The current median sale price was 5% lower than in August.
Highlights

- This month's total units sold was lower than at this time last year, a decrease of 10% versus September 2017.
- There was a decrease of 26% in total units sold in September compared to August.
Philadelphia Metropolitan Area - September 2018

**Total Units Sold by Type**
- **Detached**: 2,829 (54%)
- **Attached**: 2,133 (40%)
- **Condo**: 334 (6%)

**Total Units Sold by Price Range (Current Month)**
- **<150K**: 404 (8%)
- **150K to <300K**: 1,270 (24%)
- **300K to <450K**: 1,087 (20%)
- **450K to <600K**: 322 (6%)
- **600K and up**: 2,213 (42%)
Highlights

- September's total active inventory of 20,641 units was 2% higher than the previous month's supply of inventory.

- Versus last September, the total number of homes available was lower by 4,216 units or 17%.
Highlights

- Total volume sold this September was 6% less than the same month one year ago.

- In September, there was 3.9 months of supply available, compared to 4.2 in September 2017. That was a decrease of 8% versus a year ago.
New Listings & New Contracts

- New Listings
- New Contracts (Under Active Contract Status)

New Listings Of Top Five Counties/Cities Based on Total Units Sold

Current Month
One Year Ago
Philadelphia County 2,122 1,358
Montgomery County 2,164 1,186
Bucks County 1,183 590
Camden County 874 540
Chester County 830 414

New Contracts Of Top Five Counties/Cities Based on Total Units Sold

Current Month
One Year Ago
Philadelphia County 1,118 681
Montgomery County 590 590
Bucks County 540 540
Camden County 673 673
Chester County 572 414

Supply/Demand Ratio
Number of New Listings to New Contracts

- Highlights
- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.7, an increase of 12% from September 2017.

New Listings
- Current Month: 8,006
- One Year Ago: 8,215
- Down -3% Vs. Year Ago

New Contracts
- Current Month: 4,655
- One Year Ago: 5,371
- Down -13% Vs. Year Ago
Market Conditions Report
The Triangle, NC Area

September 2018
The Triangle, NC Area - September 2018

Highlights

- This September, the median sale price was $270,000, an increase of 7% compared to last year.

- The current median sale price was 2% lower than in August.
The Triangle, NC Area - September 2018

**Highlights**

- This month’s total units sold was lower than at this time last year, a decrease of 12% versus September 2017.

- There was a decrease of 28% in total units sold in September compared to August.

**Total Units Sold**

Of Top Five Counties/Cities Based on Total Units Sold

- Wake County
- Durham County
- Johnston County
- Orange County
- Chatham County

**Total Units Sold**

Percent Change Year/Year

- September 2018
- One Year Ago

<table>
<thead>
<tr>
<th>Month</th>
<th>Wake County</th>
<th>Durham County</th>
<th>Johnston County</th>
<th>Orange County</th>
<th>Chatham County</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep-18</td>
<td>1,728</td>
<td>405</td>
<td>356</td>
<td>140</td>
<td>89</td>
</tr>
<tr>
<td>Oct-18</td>
<td>1,743</td>
<td>381</td>
<td>335</td>
<td>106</td>
<td>106</td>
</tr>
<tr>
<td>Nov-18</td>
<td>1,500</td>
<td>343</td>
<td>382</td>
<td>106</td>
<td>89</td>
</tr>
<tr>
<td>Dec-18</td>
<td>1,323</td>
<td>335</td>
<td>369</td>
<td>106</td>
<td>89</td>
</tr>
<tr>
<td>Jan-18</td>
<td>1,286</td>
<td>328</td>
<td>337</td>
<td>106</td>
<td>89</td>
</tr>
<tr>
<td>Feb-18</td>
<td>1,234</td>
<td>309</td>
<td>316</td>
<td>106</td>
<td>89</td>
</tr>
<tr>
<td>Mar-18</td>
<td>1,182</td>
<td>280</td>
<td>293</td>
<td>106</td>
<td>89</td>
</tr>
<tr>
<td>Apr-18</td>
<td>1,135</td>
<td>261</td>
<td>273</td>
<td>106</td>
<td>89</td>
</tr>
<tr>
<td>May-18</td>
<td>1,089</td>
<td>242</td>
<td>254</td>
<td>106</td>
<td>89</td>
</tr>
<tr>
<td>Jun-18</td>
<td>1,044</td>
<td>223</td>
<td>234</td>
<td>106</td>
<td>89</td>
</tr>
<tr>
<td>Jul-18</td>
<td>1,000</td>
<td>204</td>
<td>215</td>
<td>106</td>
<td>89</td>
</tr>
<tr>
<td>Aug-18</td>
<td>955</td>
<td>185</td>
<td>196</td>
<td>106</td>
<td>89</td>
</tr>
<tr>
<td>Sep-18</td>
<td>1,728</td>
<td>405</td>
<td>356</td>
<td>140</td>
<td>89</td>
</tr>
</tbody>
</table>
**Highlights**

- September’s total active inventory of 7,525 units was 3% lower than the previous month’s supply of inventory.

- Versus last September, the total number of homes available was lower by 866 units or 10%.
Total Dollar Volume Sold
In Thousands

<table>
<thead>
<tr>
<th>Month</th>
<th>Total Dollar Volume Sold</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep 16</td>
<td>$827,089</td>
</tr>
<tr>
<td>Oct 16</td>
<td>$773,227</td>
</tr>
<tr>
<td>Nov 16</td>
<td>$729,065</td>
</tr>
<tr>
<td>Dec 16</td>
<td>$686,698</td>
</tr>
<tr>
<td>Jan 17</td>
<td>$643,685</td>
</tr>
<tr>
<td>Feb 17</td>
<td>$601,188</td>
</tr>
<tr>
<td>Mar 17</td>
<td>$559,053</td>
</tr>
<tr>
<td>Apr 17</td>
<td>$517,653</td>
</tr>
<tr>
<td>May 17</td>
<td>$477,089</td>
</tr>
<tr>
<td>Jun 17</td>
<td>$437,263</td>
</tr>
<tr>
<td>Jul 17</td>
<td>$400,000</td>
</tr>
<tr>
<td>Aug 17</td>
<td>$364,685</td>
</tr>
<tr>
<td>Sep 17</td>
<td>$333,531</td>
</tr>
<tr>
<td>Oct 17</td>
<td>$306,719</td>
</tr>
<tr>
<td>Nov 17</td>
<td>$280,546</td>
</tr>
<tr>
<td>Dec 17</td>
<td>$254,653</td>
</tr>
<tr>
<td>Jan 18</td>
<td>$238,378</td>
</tr>
<tr>
<td>Feb 18</td>
<td>$226,249</td>
</tr>
<tr>
<td>Mar 18</td>
<td>$217,808</td>
</tr>
<tr>
<td>Apr 18</td>
<td>$207,780</td>
</tr>
<tr>
<td>May 18</td>
<td>$205,790</td>
</tr>
<tr>
<td>Jun 18</td>
<td>$197,880</td>
</tr>
<tr>
<td>Jul 18</td>
<td>$189,942</td>
</tr>
<tr>
<td>Aug 18</td>
<td>$181,120</td>
</tr>
<tr>
<td>Sep 18</td>
<td>$806,770</td>
</tr>
</tbody>
</table>

Total Dollar Volume Sold
Current Month | One Year Ago
$806,770,104 | $883,530,823

Down -9% Vs. Year Ago

Months of Supply
Current Month’s Active Inventory/Current Month’s Unit Sales

<table>
<thead>
<tr>
<th>Month</th>
<th>Months of Supply</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep 16</td>
<td>2.9</td>
</tr>
<tr>
<td>Oct 16</td>
<td>3.0</td>
</tr>
<tr>
<td>Nov 16</td>
<td>3.1</td>
</tr>
<tr>
<td>Dec 16</td>
<td>3.2</td>
</tr>
<tr>
<td>Jan 17</td>
<td>3.3</td>
</tr>
<tr>
<td>Feb 17</td>
<td>3.4</td>
</tr>
<tr>
<td>Mar 17</td>
<td>3.5</td>
</tr>
<tr>
<td>Apr 17</td>
<td>3.6</td>
</tr>
<tr>
<td>May 17</td>
<td>3.7</td>
</tr>
<tr>
<td>Jun 17</td>
<td>3.8</td>
</tr>
<tr>
<td>Jul 17</td>
<td>3.9</td>
</tr>
<tr>
<td>Aug 17</td>
<td>4.0</td>
</tr>
<tr>
<td>Sep 17</td>
<td>4.1</td>
</tr>
<tr>
<td>Oct 17</td>
<td>4.2</td>
</tr>
<tr>
<td>Nov 17</td>
<td>4.3</td>
</tr>
<tr>
<td>Dec 17</td>
<td>4.4</td>
</tr>
<tr>
<td>Jan 18</td>
<td>4.5</td>
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<tr>
<td>Feb 18</td>
<td>4.6</td>
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<tr>
<td>Mar 18</td>
<td>4.7</td>
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<tr>
<td>Apr 18</td>
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</tr>
<tr>
<td>May 18</td>
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</tr>
<tr>
<td>Jun 18</td>
<td>5.0</td>
</tr>
<tr>
<td>Jul 18</td>
<td>5.1</td>
</tr>
<tr>
<td>Aug 18</td>
<td>5.2</td>
</tr>
<tr>
<td>Sep 18</td>
<td>5.3</td>
</tr>
</tbody>
</table>

Months of Supply
Current Month | One Year Ago
2.8           | 2.8

Up 2% Vs. Year Ago

Highlights
- Total volume sold this September was 9% less than the same month one year ago.
- In September, there was 2.8 months of supply available, compared to 2.8 in September 2017. That was an increase of 2% versus a year ago.
Highlights

- Based on this month’s amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.2, a decrease of 7% from September 2017.
Market Conditions Report

Charlottesville, VA Area

September 2018
**Highlights**

- This September, the median sale price was $294,900, an increase of 4% compared to last year.
- The current median sale price was 4% lower than in August.
**Highlights**

- This month’s total units sold was lower than at this time last year, a decrease of 4% versus September 2017.
- There was a decrease of 31% in total units sold in September compared to August.
Charlottesville Area - September 2018

- September’s total active inventory of 1,210 units was 2% lower than the previous month’s supply of inventory.
- Versus last September, the total number of homes available was lower by 111 units or 8%.

Total Active Inventory

Of Top Five Counties/Cities Based on Total Units Sold

Total Active Inventory
Percent Change Year/Year
Charlottesville Area - September 2018

Average Sale Price as a Percent of List Price

Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold

<table>
<thead>
<tr>
<th>County</th>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>Albemarle</td>
<td>97.6%</td>
<td>97.5%</td>
</tr>
<tr>
<td>Charlottesville</td>
<td>97.1%</td>
<td>97.5%</td>
</tr>
<tr>
<td>Fluvanna</td>
<td>98.6%</td>
<td>98.0%</td>
</tr>
<tr>
<td>Nelson County</td>
<td>93.2%</td>
<td>92.4%</td>
</tr>
<tr>
<td>Greene County</td>
<td>99.0%</td>
<td>99.0%</td>
</tr>
</tbody>
</table>

Days on Market

- Current Month: 77 days
- One Year Ago: 72 days

Up 7% Vs. Year Ago

Average Sale Price as % of List Price by Price Range

- < 150K: 97.6%
- 150K to < 300K: 98.3%
- 300K to < 450K: 97.9%
- 450K to < 600K: 98.6%
- 600K and up: 97.6%

Up 0.1% Vs. Year Ago
Highlights

- Total volume sold this September was 5% less than the same month one year ago.

- In September, there was 4.9 months of supply available, compared to 5.1 in September 2017. That was a decrease of 4% versus a year ago.
New Listings & New Contracts

- New Listings
- New Contracts (Under Active Contract Status)

### New Listings
- Current Month: 343
- One Year Ago: 340
- Up 1% Vs. Year Ago

### New Contracts
- Current Month: 276
- One Year Ago: 272
- Up 1% Vs. Year Ago

---

**Highlights**

- Based on this month’s amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.2, similar to the ratio from one year ago.
Highlights

- This September, the median sale price was $236,000, an increase of 2% compared to last year.

- The current median sale price was 2% lower than in August.
Hampton Roads Area - September 2018

Total Units Sold

Highlights

- This month’s total units sold was lower than at this time last year, a decrease of 19% versus September 2017.

- There was a decrease of 29% in total units sold in September compared to August.

Total Units Sold

Of Top Five Counties/Cities Based on Total Units Sold

- Virginia Beach City
- Chesapeake City
- Norfolk City
- Newport News City
- Suffolk City

Total Units Sold

Percent Change Year/Year

- September 2018 compared to August 2018
Highlights

- September's total active inventory of 7,660 units was 9% lower than the previous month's supply of inventory.

- Versus last September, the total number of homes available was lower by 5,539 units or 42%.
Hampton Roads Area - September 2018

Highlights

- Total volume sold this September was 18% less than the same month one year ago.

- In September, there was 4.2 months of supply available, compared to 5.8 in September 2017. That was a decrease of 28% versus a year ago.

Total Dollar Volume Sold

<table>
<thead>
<tr>
<th>Month</th>
<th>Current Month's Unit Sales</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep18</td>
<td>$494,506,438</td>
<td>$599,414,000</td>
</tr>
</tbody>
</table>

Down -18% Vs. Year Ago

Months of Supply

<table>
<thead>
<tr>
<th>Month</th>
<th>Current Month's Active Inventory/Current Month's Unit Sales</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep18</td>
<td>4.2</td>
<td>5.8</td>
</tr>
</tbody>
</table>

Down -28% Vs. Year Ago
Highlights:

- Based on this month’s amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.2, a decrease of 25% from September 2017.
Market Conditions Report
Roanoke, VA Area

September 2018

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Global Partnerships
Christie’s International Real Estate • Leading Real Estate Companies of the World* • Luxury Portfolio International • Who’s Who in Luxury Real Estate
This September, the median sale price was $193,900, an increase of 7% compared to last year. The current median sale price was 4% higher than in August.
Roanoke Metropolitan Area - September 2018

Total Units Sold

- This month’s total units sold was lower than at this time last year, a decrease of 3% versus September 2017.
- There was a decrease of 10% in total units sold in September compared to August.

Highlights
September’s total active inventory of 1,199 units was 7% lower than the previous month’s supply of inventory.

Versus last September, the total number of homes available was lower by 162 units or 12%.
Highlights

- Total volume sold this September was similar to the dollar volume sold one year ago.

- In September, there was 4.4 months of supply available, compared to 4.8 in September 2017. That was a decrease of 9% versus a year ago.
Roanoke Metropolitan Area - September 2018

**New Listings & New Contracts**

- **New Contracts (Under Active Contract Status)**
- **New Listings**

**New Listings**

<table>
<thead>
<tr>
<th>County/City</th>
<th>One Year Ago</th>
<th>Current Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>Roanoke County</td>
<td>82</td>
<td>72</td>
</tr>
<tr>
<td>Roanoke City</td>
<td>100</td>
<td>86</td>
</tr>
<tr>
<td>Franklin County</td>
<td>86</td>
<td>72</td>
</tr>
<tr>
<td>Botetourt County</td>
<td>30</td>
<td>38</td>
</tr>
<tr>
<td>Craig County</td>
<td>30</td>
<td>38</td>
</tr>
</tbody>
</table>

**New Contracts**

<table>
<thead>
<tr>
<th>County/City</th>
<th>One Year Ago</th>
<th>Current Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>Roanoke County</td>
<td>88</td>
<td>73</td>
</tr>
<tr>
<td>Roanoke City</td>
<td>73</td>
<td>62</td>
</tr>
<tr>
<td>Franklin County</td>
<td>57</td>
<td>61</td>
</tr>
<tr>
<td>Botetourt County</td>
<td>27</td>
<td>36</td>
</tr>
<tr>
<td>Craig County</td>
<td>30</td>
<td>38</td>
</tr>
</tbody>
</table>

**Highlights**

- Based on this month’s amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.2, a decrease of 9% from September 2017.
This September, the median sale price was $220,000, an increase of 5% compared to last year.

The current median sale price was 2% lower than in August.
This month’s total units sold was lower than at this time last year, a decrease of 8% versus September 2017.

There was a decrease of 27% in total units sold in September compared to August.

Highlights
September’s total active inventory of 3,888 units was 4% lower than the previous month’s supply of inventory.

Versus last September, the total number of homes available was lower by 1,021 units or 21%.
Total Dollar Volume Sold
In Thousands

- Total volume sold this September was 8% less than the same month one year ago.

- In September, there was 4.1 months of supply available, compared to 4.8 in September 2017. That was a decrease of 14% versus a year ago.

Highlights

Total Dollar Volume Sold

<table>
<thead>
<tr>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>$216,330,514</td>
<td>$235,848,364</td>
</tr>
</tbody>
</table>

Down -8% Vs. Year Ago

Months of Supply

<table>
<thead>
<tr>
<th>Current Month’s Active Inventory/Current Month’s Unit Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Month</td>
</tr>
<tr>
<td>---------------</td>
</tr>
<tr>
<td>4.1</td>
</tr>
</tbody>
</table>

Down -14% Vs. Year Ago
Based on this month’s amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.3, a decrease of 14% from September 2017.
Market Conditions Report
Eastern Shore, MD/DE Area

September 2018

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**Highlights**

- This September, the median sale price was $260,000, an increase of 5% compared to last year.
- The current median sale price was 2% lower than in August.
Highlights

- This month's total units sold was lower than at this time last year, a decrease of 19% versus September 2017.

- There was a decrease of 29% in total units sold in September compared to August.
Eastern Shore MD/DE Area - September 2018

Total Units Sold by Type
- Detached
- Attached
- Condo

Total Units Sold by Price Range
- < 150K
- 150K to < 300K
- 300K to < 450K
- 450K to < 600K
- 600K and up
**Highlights**

- September’s total active inventory of 5,728 units was 5% lower than the previous month’s supply of inventory.

- Versus last September, the total number of homes available was lower by 798 units or 12%.
Eastern Shore MD/DE Area - September 2018

**Total Active Inventory by Type**
- **Detached**
- **Attached**
- **Condo**

**Total Active Inventory by Price Range**
- **< 150K**
- **150K to < 300K**
- **300K to < 450K**
- **450K to < 600K**
- **600K and up**

**Total Active Inventory by Type**
- **Current Month**
- **Detached**
- **Attached**
- **Condo**

**Total Active Inventory by Price Range**
- **Current Month**
- **< 150K**
- **150K to < 300K**
- **300K to < 450K**
- **450K to < 600K**
- **600K and up**
Average Sale Price as a Percent of List Price

Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold

Sussex County
Worcester County
Wicomico County
Queen Anne's County
Talbot County

Days on Market

Avg Sale Price as % of List Price

< 150K
150K to < 300K
300K to < 450K
450K to < 600K
600K and up

Average Sale Price as a Percent of List Price by Price Range
Highlights

- Total volume sold this September was 16% less than the same month one year ago.

- In September, there was 7.4 months of supply available, compared to 6.9 in September 2017. That was an increase of 8% versus a year ago.
Based on this month’s amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.3, a decrease of 6% from September 2017.
WASHINGTON D.C. METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION
Based on data supplied by Bright MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: District of Columbia; Arlington, Clarke, Fairfax, Fauquier, Loudoun, Prince William, Spotsylvania, Stafford, Warren Counties and Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas, Manassas Park Cities in Virginia; Calvert, Charles, Prince George’s, Frederick, Montgomery Counties in Maryland; Jefferson County in West Virginia.

BALTIMORE METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION
Based on data supplied by Bright MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Anne Arundel, Baltimore, Carroll, Harford, Howard, and Queen Anne’s Counties and Baltimore City in Maryland.

RICHMOND METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION
Data for all counties except for Caroline County (Virginia) is supplied by Central Virginia Regional MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Data for Caroline County data based on Bright MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Amelia, Caroline, Charles City, Chesterfield, Cumberland, Dinwiddie, Goochland, Hanover, Henrico, King and Queen, King William, Louisa, New Kent, Powhatan, Prince George, and Sussex Counties and Colonial Heights, Hopewell, Petersburg, and Richmond Cities in Virginia.

PHILADELPHIA METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION
Based on data supplied by Bright MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties in Pennsylvania and Gloucester, Camden, Burlington, and Mercer in New Jersey.

THE TRIANGLE NORTH CAROLINA AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION
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Counties include in this area are: Alamance, Chatham, Durham, Franklin, Granville, Harnett, Johnston, Orange, and Wake in North Carolina.

Analysis dates for all regions: September 1, 2016 through September 30, 2018.
References & Definitions

CHARLOTTESVILLE AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION
Based on data supplied by CAAR MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: City of Charlottesville and Albemarle, Buckingham, Fluvanna County, Greene County and Nelson counties in Virginia.

HAMPTON ROADS AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION
Data for all counties except for Gloucester and Mathews Counties in Virginia is supplied by Real Estate Information Network MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Data for Gloucester and Mathews Counties is supplied by Chesapeake Bay & Rivers MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Gloucester, Isle of Wight, James City, Mathews, Surry, and York Counties and Chesapeake, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach, and Williamsburg Cities in Virginia; Currituck County in North Carolina.

ROANOKE METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA & DEFINITION
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Counties & cities included in this area are: Botetourt, Craig, Franklin, and Roanoke Counties and Roanoke and Salem Cities in Virginia.

WILMINGTON, DE AREA: LISTING SOURCE, REPORTING AREA & DEFINITION
Based on data supplied by Bright MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy.

Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Kent and New Castle Counties in Delaware, Cecil and Kent Counties in Maryland, and Salem County in New Jersey.

EASTERN SHORE MD/DE AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION
Based on data supplied by Bright MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy.

Does not reflect all activity in the marketplace.

Counties & cities include in this area are: Caroline, Dorchester, Kent, Queen Anne’s, Somerset, Talbot, Wicomico, and Worcester Counties in Maryland and Sussex County in Delaware.

Analysis dates for all regions: September 1, 2016 through September 30, 2018.
Contacts & Disclaimers

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Vicki Bendure, Bendure Communications
Email: Vicki@bendurepr.com
Phone: (540) 687-3360

CREATED BY

Michael Bystry, Long & Foster Real Estate, Inc.
Senior Market Research Analyst

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