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

- 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

Long & Foster Real Estate Family of Companies
Long & Foster | Christie's - Virginia Properties - Forney Morisey - Northrop Realty - Urban Pace

Global Partnerships
Christie's International Real Estate - Leading Real Estate Companies of the World® - Luxury Portfolio International - Who's Who in Luxury Real Estate
<table>
<thead>
<tr>
<th>Page</th>
<th>Content</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>Executive Summary: The Mid-Atlantic Metropolitan Statistical Areas ‘At A Glance’</td>
</tr>
<tr>
<td>6</td>
<td>Washington D.C. Metropolitan Area</td>
</tr>
<tr>
<td>15</td>
<td>Baltimore Metropolitan Area</td>
</tr>
<tr>
<td>24</td>
<td>Richmond Metropolitan Area</td>
</tr>
<tr>
<td>33</td>
<td>Philadelphia Metropolitan Area</td>
</tr>
<tr>
<td>42</td>
<td>The Triangle, NC Area</td>
</tr>
<tr>
<td>51</td>
<td>Charlottesville Area</td>
</tr>
<tr>
<td>60</td>
<td>Hampton Roads Area</td>
</tr>
<tr>
<td>69</td>
<td>Roanoke, VA Area</td>
</tr>
<tr>
<td>78</td>
<td>Wilmington, DE Area</td>
</tr>
<tr>
<td>87</td>
<td>Eastern Shore MD/DE Area</td>
</tr>
</tbody>
</table>

**Appendix**

<table>
<thead>
<tr>
<th>Page</th>
<th>Content</th>
</tr>
</thead>
<tbody>
<tr>
<td>96</td>
<td>References &amp; Definitions</td>
</tr>
<tr>
<td>98</td>
<td>Contacts &amp; Disclaimers</td>
</tr>
</tbody>
</table>
### Market Highlights ‘At A Glance’ - October 2018

#### Washington D.C. Metropolitan Area
- **Units Sold**: 6,545
- **Active Inventory**: 18,249
- **Median Sale Price**: $390,000
- **Days On Market**: 56
- **Sold vs. List Price**: 99.0%
- **Vs. Year Ago**:
  - Units Sold: Down -9%
  - Active Inventory: Down -8%
  - Median Sale Price: Up 3%
  - Days On Market: Down -3%
  - Sold vs. List Price: No Change

#### Baltimore Metropolitan Area
- **Units Sold**: 3,092
- **Active Inventory**: 11,343
- **Median Sale Price**: $264,900
- **Days On Market**: 58
- **Sold vs. List Price**: 98.3%
- **Vs. Year Ago**:
  - Units Sold: Down -7%
  - Active Inventory: Down -6%
  - Median Sale Price: Up 1%
  - Days On Market: Down -11%
  - Sold vs. List Price: Up 0.3%

#### Richmond Metropolitan Area
- **Units Sold**: 1,654
- **Active Inventory**: 4,650
- **Median Sale Price**: $224,500
- **Days On Market**: 36
- **Sold vs. List Price**: 99.1%
- **Vs. Year Ago**:
  - Units Sold: Up 1%
  - Active Inventory: Down -19%
  - Median Sale Price: Up 10%
  - Days On Market: Down -5%
  - Sold vs. List Price: Down -0.2%
Market Highlights ‘At A Glance’ - October 2018

<table>
<thead>
<tr>
<th>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>Hampton Roads Area</td>
<td>2,005</td>
<td>8,021</td>
<td>$234,900</td>
<td>59</td>
<td>98.4%</td>
</tr>
<tr>
<td>Roanoke Metropolitan Area</td>
<td>273</td>
<td>1,170</td>
<td>$178,000</td>
<td>58</td>
<td>98.7%</td>
</tr>
<tr>
<td>Wilmington, DE Area</td>
<td>1,053</td>
<td>4,082</td>
<td>$215,502</td>
<td>58</td>
<td>97.6%</td>
</tr>
<tr>
<td>Eastern Shore MD/DE Area</td>
<td>1,112</td>
<td>6,377</td>
<td>$252,000</td>
<td>100</td>
<td>96.3%</td>
</tr>
</tbody>
</table>

**Eastern Shore MD/DE Area**
- Units Sold: 1,112
- Active Inventory: 6,377
- Median Sale Price: $252,000
- Days On Market: 100
- Sold vs. List Price: 96.3%

**Hampton Roads Area**
- Units Sold: 2,005
- Active Inventory: 8,021
- Median Sale Price: $234,900
- Days On Market: 59
- Sold vs. List Price: 98.4%

**Roanoke Metropolitan Area**
- Units Sold: 273
- Active Inventory: 1,170
- Median Sale Price: $178,000
- Days On Market: 58
- Sold vs. List Price: 98.7%

**Wilmington, DE Area**
- Units Sold: 1,053
- Active Inventory: 4,082
- Median Sale Price: $215,502
- Days On Market: 58
- Sold vs. List Price: 97.6%
This October, the current median sale price of $390,000 was similar to the median sale price of last month.

The current median sale price was 3% higher than the same month last year.
There was an increase of 6% in total units sold in October compared to September.

This month's total units sold was lower than at this time last year, a decrease of 9% versus October 2017.
Washington D.C. Metropolitan Area - October 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

- October's total active inventory of 18,249 units was 8% lower than the previous month's supply of inventory.

- Versus last October, the total number of homes available was lower by 1,599 units or 8%.
Washington D.C. Metropolitan Area - October 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 Current Month

- Detached
- Attached
- Condo

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

Graphs and charts display the inventory data for different types and price ranges.
In October, there was 2.8 months of supply available. The amount of supply was similar compared to a year ago.

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

**Highlights**

**Total Dollar Volume Sold**

<table>
<thead>
<tr>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>$3,093,574,475</td>
<td>$3,279,552,515</td>
</tr>
</tbody>
</table>

**Down -6% Vs. Year Ago**

**Months of Supply**

<table>
<thead>
<tr>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.8</td>
<td>2.8</td>
</tr>
</tbody>
</table>

**Up 1% Vs. Year Ago**
### New Listings & New Contracts

- **New Listings**
  - Current Month: 9,606
  - One Year Ago: 9,268
  - Up 4% Vs. Year Ago

- **New Contracts**
  - Current Month: 7,166
  - One Year Ago: 6,979
  - Up 3% Vs. Year Ago

### New Listings

#### 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>703</td>
<td>710</td>
</tr>
<tr>
<td>Prince George's County</td>
<td>1,416</td>
<td>1,324</td>
</tr>
<tr>
<td>Montgomery County</td>
<td>1,258</td>
<td>1,316</td>
</tr>
<tr>
<td>District of Columbia</td>
<td>1,258</td>
<td>1,280</td>
</tr>
<tr>
<td>Prince William County</td>
<td>703</td>
<td>710</td>
</tr>
</tbody>
</table>

### New Contracts

#### 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>1,173</td>
<td>1,241</td>
</tr>
<tr>
<td>Prince George's County</td>
<td>938</td>
<td>1,302</td>
</tr>
<tr>
<td>Montgomery County</td>
<td>1,041</td>
<td>1,075</td>
</tr>
<tr>
<td>District of Columbia</td>
<td>797</td>
<td>760</td>
</tr>
<tr>
<td>Prince William County</td>
<td>572</td>
<td>583</td>
</tr>
</tbody>
</table>

### Supply/Demand Ratio

#### Number of New Listings to New Contracts

- 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, similar to the ratio from one year ago.

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**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, similar to the ratio from one year ago.
The current median sale price was 3% lower than in September.

This October, the median sale price was $264,900, which was similar to the median sale price of October 2017.

The current median sale price was 3% lower than in September.
Highlights

- The number of units sold remained relatively stable in October, with 3,092 sold this month.

- This month’s total units sold was lower than at this time last year, a decrease of 7% versus October 2018.
Baltimore Metropolitan Area - October 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 Price Range
- Current Month

Total Units Sold by Type
- Current Month

Detached 54%
Attached 35%
Condo 11%

Detached 282 9%
Attached 728 24%
Condo 1,282 41%

Attached 599 19%
Condo 282 9%
< 150K 201 7%
150K to < 300K 1,081 35%
300K to < 450K 1,657 54%
450K to < 600K 354 11%
600K and up
Highlights

- October’s total active inventory of 11,343 units was 4% lower than the previous month’s supply of inventory.

- Versus last October, the total number of homes available was lower by 779 units or 6%.
Baltimore Metropolitan Area - October 2018

**Total Dollar Volume Sold**

<table>
<thead>
<tr>
<th>Month</th>
<th>Volume Sold (in Thousands)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct-18</td>
<td>$927,285,186</td>
</tr>
<tr>
<td>Nov-18</td>
<td>$950,024</td>
</tr>
<tr>
<td>Dec-18</td>
<td>$869,742</td>
</tr>
<tr>
<td>Jan-17</td>
<td>$971,910</td>
</tr>
<tr>
<td>Feb-17</td>
<td>$885,334</td>
</tr>
<tr>
<td>Mar-17</td>
<td>$640,801</td>
</tr>
<tr>
<td>Apr-17</td>
<td>$833,095</td>
</tr>
<tr>
<td>May-17</td>
<td>$1,074,004</td>
</tr>
<tr>
<td>Jun-17</td>
<td>$1,420,453</td>
</tr>
<tr>
<td>Jul-17</td>
<td>$1,532,329</td>
</tr>
<tr>
<td>Aug-17</td>
<td>$1,735,650</td>
</tr>
<tr>
<td>Sep-17</td>
<td>$1,321,215</td>
</tr>
<tr>
<td>Oct-17</td>
<td>$1,992,261</td>
</tr>
<tr>
<td>Nov-17</td>
<td>$1,468,058</td>
</tr>
<tr>
<td>Dec-17</td>
<td>$1,698,200</td>
</tr>
<tr>
<td>Jan-18</td>
<td>$1,806,695</td>
</tr>
<tr>
<td>Feb-18</td>
<td>$989,054</td>
</tr>
<tr>
<td>Mar-18</td>
<td>$1,120,039</td>
</tr>
<tr>
<td>Apr-18</td>
<td>$1,438,360</td>
</tr>
<tr>
<td>May-18</td>
<td>$2,017,366</td>
</tr>
<tr>
<td>Jun-18</td>
<td>$2,475,002</td>
</tr>
<tr>
<td>Jul-18</td>
<td>$1,438,960</td>
</tr>
<tr>
<td>Aug-18</td>
<td>$1,450,853</td>
</tr>
<tr>
<td>Sep-18</td>
<td>$927,285</td>
</tr>
<tr>
<td>Oct-18</td>
<td>$992,261</td>
</tr>
</tbody>
</table>

**Months of Supply**

<table>
<thead>
<tr>
<th>Month</th>
<th>Months of Supply</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct-18</td>
<td>4.2</td>
</tr>
<tr>
<td>Nov-18</td>
<td>4.1</td>
</tr>
<tr>
<td>Dec-18</td>
<td>4.5</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>2.9</td>
</tr>
<tr>
<td>Apr-17</td>
<td>3.3</td>
</tr>
<tr>
<td>May-17</td>
<td>3.1</td>
</tr>
<tr>
<td>Jun-17</td>
<td>3.7</td>
</tr>
<tr>
<td>Jul-17</td>
<td>3.7</td>
</tr>
<tr>
<td>Aug-17</td>
<td>3.9</td>
</tr>
<tr>
<td>Sep-17</td>
<td>3.9</td>
</tr>
<tr>
<td>Oct-17</td>
<td>3.1</td>
</tr>
<tr>
<td>Nov-17</td>
<td>3.0</td>
</tr>
<tr>
<td>Dec-17</td>
<td>2.8</td>
</tr>
<tr>
<td>Jan-18</td>
<td>2.7</td>
</tr>
<tr>
<td>Feb-18</td>
<td>2.6</td>
</tr>
<tr>
<td>Mar-18</td>
<td>2.6</td>
</tr>
<tr>
<td>Apr-18</td>
<td>3.0</td>
</tr>
<tr>
<td>May-18</td>
<td>3.0</td>
</tr>
<tr>
<td>Jun-18</td>
<td>3.0</td>
</tr>
<tr>
<td>Jul-18</td>
<td>3.0</td>
</tr>
<tr>
<td>Aug-18</td>
<td>3.0</td>
</tr>
<tr>
<td>Sep-18</td>
<td>3.0</td>
</tr>
<tr>
<td>Oct-18</td>
<td>3.7</td>
</tr>
</tbody>
</table>

**Highlights**

- Total volume sold this October was 6% less than the same month one year ago.
- In October, there was 3.7 months of supply available. The amount of supply was similar compared to a year ago.

**Total Dollar Volume Sold**

<table>
<thead>
<tr>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>$927,285,186</td>
<td>$984,397,758</td>
</tr>
</tbody>
</table>

**Down -6% Vs. Year Ago**

**Months of Supply**

<table>
<thead>
<tr>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.7</td>
<td>3.7</td>
</tr>
</tbody>
</table>

**Up 1% Vs. Year Ago**
New Listings & New Contracts

- 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

- New Listings
  - Current Month: 4,920
  - One Year Ago: 4,743
  - Up 4% Vs. Year Ago

- New Contracts
  - Current Month: 3,372
  - One Year Ago: 3,307
  - Up 2% Vs. Year Ago
### Highlights

- This October, the median sale price was $244,500, an increase of 10% compared to last year.
- The current median sale price was 2% higher than in September.
Highlights

- The number of units sold in October 2018 was similar to the units sold in October 2017.

- This month's total units sold was higher than the previous month, an increase of 11% versus September.
Richmond Metropolitan Area - October 2018

Total Units Sold by Type
- Detached
- Attached
- Condo

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

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

Richmond Metropolitan Area - October 2018
October's total active inventory of 4,650 units was 5% lower than the previous month's supply of inventory.

Versus last October, the total number of homes available was lower by 1,078 units or 19%.
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

One Year Ago  Current Month

Chesterfield County  Henrico County  Richmond City  Hanover County  Powhatan County

Days on Market

Avg Sale Price as % of List Price

Down -5% Vs. Year Ago

Down -0.2% Vs. Year Ago

Richmond Metropolitan Area - October 2018
Richmond Metropolitan Area - October 2018

Highlights

- Total volume sold this October was 10% greater than the same month one year ago.

- In October, there was 2.8 months of supply available, compared to 3.5 in October 2017. That was a decrease of 19% 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></td>
<td>$460,641,377</td>
<td>$419,338,134</td>
</tr>
</tbody>
</table>

| Up 10% 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></td>
<td>2.8</td>
<td>3.5</td>
</tr>
</tbody>
</table>

| Down -19% Vs. Year Ago |

Total volume sold this October was 10% greater than the same month one year ago. In October, there was 2.8 months of supply available, compared to 3.5 in October 2017. That was a decrease of 19% 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 1.3, similar to the ratio from one year ago.
This October, the median sale price was $227,050, an increase of 3% compared to last year.

The current median sale price was 3% lower than in September.
### Highlights

- There was an increase of 3% in total units sold in October compared to September.

- This month’s total units sold was lower than at this time last year, a decrease of 2% versus October 2017.
Highlights

- October’s total active inventory of 19,997 units was 4% lower than the previous month’s supply of inventory.

- Versus last October, the total number of homes available was lower by 4,756 units or 19%. 

October’s total active inventory of 19,997 units was 4% lower than the previous month’s supply of inventory.

Versus last October, the total number of homes available was lower by 4,756 units or 19%.
Philadelphia Metropolitan Area - October 2018

Total Active Inventory by Type
- Detached
- Attached
- Condo

Total Active Inventory by Type
Current Month
- 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 Price Range
Current Month
- < 150K
- 150K to < 300K
- 300K to < 450K
- 450K to < 600K
- 600K and up
Philadelphia Metropolitan Area - October 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>Montgomery</td>
<td>97.7%</td>
<td>97.8%</td>
</tr>
<tr>
<td>Philadelphia</td>
<td>97.1%</td>
<td>97.5%</td>
</tr>
<tr>
<td>Bucks</td>
<td>96.9%</td>
<td>97.6%</td>
</tr>
<tr>
<td>Camden</td>
<td>97.6%</td>
<td>98.1%</td>
</tr>
<tr>
<td>Burlington</td>
<td>97.3%</td>
<td>97.9%</td>
</tr>
</tbody>
</table>

Days on Market

<table>
<thead>
<tr>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>66</td>
<td>54</td>
</tr>
</tbody>
</table>

Down -9% Vs. Year Ago

Avg Sale Price as % of List Price

<table>
<thead>
<tr>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>97.5%</td>
<td>96.0%</td>
</tr>
</tbody>
</table>

Up 0.3% Vs. Year Ago
Total Dollar Volume Sold
In Thousands

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>$1,031,744</td>
<td>$1,397,448</td>
<td>$1,405,337</td>
<td>$1,505,436</td>
<td>$1,961,652</td>
<td>$2,498,988</td>
<td>$2,498,988</td>
<td>$2,368,704</td>
<td>$2,038,844</td>
<td>$2,036,704</td>
<td>$1,599,429</td>
<td>$1,525,088</td>
<td>$1,507,176</td>
<td>$1,509,831</td>
<td>$1,090,198</td>
<td>$891,218</td>
<td>$1,393,450</td>
<td>$1,500,000</td>
<td>$1,554,469</td>
<td>$1,923,069</td>
<td>$2,472,686</td>
<td>$2,133,982</td>
<td>$2,164,912</td>
<td>$1,535,112</td>
<td>$1,555,646</td>
<td></td>
</tr>
</tbody>
</table>

Total Dollar Volume Sold
Current Month | One Year Ago
--- | ---
$1,555,645,640 | $1,525,088,129

Up 2% Vs. Year Ago

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

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>3.2</td>
<td>4.9</td>
<td>4.2</td>
<td>5.6</td>
<td>6.1</td>
<td>4.4</td>
<td>4.4</td>
<td>3.6</td>
<td>3.1</td>
<td>3.7</td>
<td>4.3</td>
<td>4.2</td>
<td>3.7</td>
<td>4.7</td>
<td>5.0</td>
<td>3.9</td>
<td>3.7</td>
<td>3.2</td>
<td>3.7</td>
<td>2.7</td>
<td>3.0</td>
<td>2.8</td>
<td>3.8</td>
<td>3.5</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Months of Supply
Current Month | One Year Ago
--- | ---
3.5 | 4.3

Down -17% Vs. Year Ago

Highlights

- Total volume sold this October was 2% greater than the same month one year ago.
- In October, there was 3.5 months of supply available, compared to 4.3 in October 2017. That was a decrease of 17% versus a year ago.
New Listings & New Contracts

New Listings & New Contracts (Under Active Contract Status)

New Listings

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

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

- Montgomery County
- Philadelphia County
- Bucks County
- Camden County
- Burlington County

New Contracts

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

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

- Montgomery County
- Philadelphia County
- Bucks County
- Camden County
- Burlington County

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 1.4, similar to the ratio from one year ago.

New Listings

<table>
<thead>
<tr>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>8,172</td>
<td>7,785</td>
</tr>
</tbody>
</table>

Up 5% Vs. Year Ago

New Contracts

<table>
<thead>
<tr>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>5,827</td>
<td>5,674</td>
</tr>
</tbody>
</table>

Up 3% Vs. Year Ago
Market Conditions Report
The Triangle, NC Area

October 2018
The current median sale price was 5% higher than the same month last year.

The current median sale price was 5% higher than the same month last year.
This month's total units sold was lower than at this time last year, a decrease of 2% versus October 2017.

Highlights
- There was an increase of 6% in total units sold in October compared to September.
October’s total active inventory of 7,425 units was 6% lower than the previous month’s supply of inventory.

Versus last October, the total number of homes available was lower by 804 units or 10%.
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

- Wake County: 99.1%
- Johnston County: 99.0%
- Durham County: 99.2%
- Orange County: 99.1%
- Franklin County: 99.2%

Days on Market

- Current Month: 46
- One Year Ago: 43

Up 7% Vs. Year Ago

Avg Sale Price as % of List Price

- Current Month: 99.0%
- One Year Ago: 99.0%

No Change Vs. Year Ago

Average Sale Price as a Percent of List Price by Price Range
Total Dollar Volume Sold
In Thousands

Total Dollar Volume Sold

<table>
<thead>
<tr>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>$880,732,258</td>
<td>$864,503,019</td>
</tr>
</tbody>
</table>

Up 2% Vs. Year Ago

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

<table>
<thead>
<tr>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.6</td>
<td>2.8</td>
</tr>
</tbody>
</table>

Down -7% Vs. Year Ago

Highlights

- Total volume sold this October was 2% greater than the same month one year ago.
- In October, there was 2.6 months of supply available, compared to 2.8 in October 2017. That was a decrease of 7% versus a year ago.

Total volume sold this October was 2% greater than the same month one year ago.

In October, there was 2.6 months of supply available, compared to 2.8 in October 2017. That was a decrease of 7% versus a year ago.

Highlights

- Total volume sold this October was 2% greater than the same month one year ago.
- In October, there was 2.6 months of supply available, compared to 2.8 in October 2017. That was a decrease of 7% 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 1.1, a decrease of 10% from October 2017.
Market Conditions Report
Charlottesville, VA Area

October 2018

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Charlottesville Area - October 2018

**Highlights**

- This October, the median sale price was $272,560, a decrease of 8% compared to September.
- The current median sale price was 13% lower than in October 2017.
This month’s total units sold was lower than at this time last year, a decrease of 6% versus October 2017.
Highlights

- Versus last October, the total number of homes available this month was lower by 61 units or 5%.

- Active inventory this October was 7% lower than the previous month’s supply of available inventory.
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
- Albemarle County
- Charlottesville City
- Fluvanna County
- Nelson County
- Greene County

Average Sale Price as % of List Price by Price Range

Days on Market
- Current Month
- One Year Ago

Down -23% Vs. Year Ago

Down -0.6% Vs. Year Ago
Total Dollar Volume Sold
In Thousands

<table>
<thead>
<tr>
<th>Month</th>
<th>October 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>$94,676,961</td>
</tr>
<tr>
<td>Year Ago</td>
<td>$106,907,394</td>
</tr>
<tr>
<td>Down</td>
<td>-11% Vs. Year Ago</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Month</th>
<th>October 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Month</td>
<td>4.4</td>
</tr>
<tr>
<td>One Year Ago</td>
<td>4.3</td>
</tr>
<tr>
<td>Up</td>
<td>1% Vs. Year Ago</td>
</tr>
</tbody>
</table>

Highlights

- Total volume sold this October was 11% less than the same month one year ago.
- In October, there was 4.4 months of supply available. The amount of supply was similar compared to a year ago.
New Listings & New Contracts

### New Listings

- **Current Month**: 309
- **One Year Ago**: 316
- **Down -2% Vs. Year Ago**

### New Contracts

- **Current Month**: 282
- **One Year Ago**: 277
- **Up 2% 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 1.1, similar to the ratio from one year ago.

---

**Charlottesville Area - October 2018**
Market Conditions Report
Hampton Roads, VA Area

October 2018
Hampton Roads Area - October 2018

**Highlights**

- This October, the current median sale price of $234,000 was similar to the median sale price of last month.

- The current median sale price was 2% higher than the same month last year.
Hampton Roads Area - October 2018

**Highlights**

- There was an increase of 6% in total units sold in October compared to September.

- This month’s total units sold was lower than at this time last year, a decrease of 3% versus October 2017.
October's total active inventory of 7,863 units was 8% lower than the previous month's supply of inventory.

Versus last October, the total number of homes available was lower by 4,904 units or 38%.
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

One Year Ago
Current Month

Days on Market

Avg Sale Price as % of List Price

By Price Range
Total Dollar Volume Sold
In Thousands

$475,936  $454,259  $507,479  $327,741  $368,602  $544,525  $562,191  $673,325  $744,443  $621,523  $666,122  $599,414  $528,093  $495,660  $527,064  $385,215  $397,787  $571,481  $627,574  $710,434  $811,621  $744,273  $711,995  $508,866  $524,265

Total Dollar Volume Sold
Current Month  One Year Ago
$524,265,883  $528,093,499
Down -1% Vs. Year Ago

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

3.9  6.2
Down -37% Vs. Year Ago

Highlights

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

- In October, there was 3.9 months of supply available, compared to 6.2 in October 2017. That was a decrease of 37% versus a year ago.
New Listings & New Contracts

- Current Month
- One Year Ago
- Up 8% Vs. Year Ago

New Listings
- 3,247
- 3,005
- Up 8% Vs. Year Ago

New Contracts
- 2,549
- 2,060
- Up 24% 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 13% from October 2017.
Market Conditions Report
Roanoke, VA Area

October 2018

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**Highlights**

- This October, the median sale price was $179,000, an increase of 4% compared to last year.
- The current median sale price was 8% lower than in September.
Highlights

- The number of units sold in October 2018 was similar to the units sold in October 2017.

- This month’s total units sold was lower than the previous month, a decrease of 2% versus September.
Roanoke Metropolitan Area - October 2018
Highlights

- October's total active inventory of 1,164 units was 5% lower than the previous month's supply of inventory.

- Versus last October, the total number of homes available was lower by 142 units or 11%.
Roanoke Metropolitan Area - October 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
Roanoke Metropolitan Area - October 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
- Days on Market Current Month vs. One Year Ago
- Avg Sale Price as % of List Price Current Month vs. One Year Ago
- Average Sale Price as a Percent of List Price by Price Range

**Charts and Graphs**

- Bar graphs and line graphs showing trends and comparisons over time and across different categories.

**Key Points**

- The sale price as a percent of list price varies significantly among different counties and cities, with some areas showing higher percentages than others.
- Days on market have decreased compared to the previous year, indicating a faster selling rate.
- The average sale price as a percent of list price has remained relatively stable across different price ranges.
**Highlights**

- Total volume sold this October was 4% less than the same month one year ago.

- In October, there was 4.3 months of supply available, compared to 4.8 in October 2017. That was a decrease of 10% versus a year ago.
Roanoke Metropolitan Area - October 2018

New Listings & New Contracts

New Listings

New Contracts

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

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

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 October 2017.
Market Conditions Report
Wilmington, DE Area

October 2018

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Highlights

- This October, the median sale price was $215,502, an increase of 3% compared to last year.
- The current median sale price was 2% lower than in September.
**Highlights**

- The number of units sold in October 2018 was similar to the units sold in October 2017.

- This month’s total units sold was higher than the previous month, an increase of 4% versus September.
Total Units Sold by Type

- Detached
- Attached
- Condo

Total Units Sold by Type
Current Month

- 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 Price Range
Current Month

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

- October’s total active inventory of 4,082 units was 3% lower than the previous month’s supply of inventory.

- Versus last October, the total number of homes available was lower by 965 units or 19%.
Long & Foster Market Conditions Report

Wilmington, DE Area - October 2018

Total Active Inventory by Type
- Detached
- Attached
- Condo

Total Active Inventory by Type
Current Month
- 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 Price Range
Current Month
- < 150K
- 150K to < 300K
- 300K to < 450K
- 450K to < 600K
- 600K and up
Wilmington, DE Area - October 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

- New Castle County
- Kent County, DE
- Cecil County
- Salem County
- Kent County, MD

Days on Market

Current Month | One Year Ago
38 | 66

Avg Sale Price as % of List Price
Down -12% Vs. Year Ago
No Change Vs. Year Ago

Average Sale Price as a Percent of List Price
by Price Range
Wilmington, DE Area - October 2018

**Highlights**

- Total volume sold this October was 4% greater than the same month one year ago.

- In October, there was 3.9 months of supply available, compared to 4.8 in October 2017. That was a decrease of 19% versus a year ago.
New Listings & New Contracts

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

New Listings

- Current Month: 1,440
- One Year Ago: 1,403
- Up 3% Vs. Year Ago

New Contracts

- Current Month: 1,041
- One Year Ago: 1,063
- Down -2% 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 1.4, similar to the ratio from one year ago.
Market Conditions Report
Eastern Shore, MD/DE Area

October 2018
Eastern Shore MD/DE Area - October 2018

### Highlights

- This October, the median sale price was $252,000, a decrease of 3% compared to September.

- The current median sale price was 3% lower than in October 2017.
**Highlights**

- There was an increase of 13% in total units sold in October compared to September.

- This month’s total units sold was lower than at this time last year, a decrease of 4% versus October 2017.
**Highlights**

- October's total active inventory of 6,577 units was 3% lower than the previous month's supply of inventory.
- Versus last October, the total number of homes available was lower by 686 units or 9%.
**Highlights**

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

- In October, there was 5.9 months of supply available, compared to 6.3 in October 2017. That was a decrease of 6% versus a year ago.

---

**Total Dollar Volume Sold**

<table>
<thead>
<tr>
<th>Month</th>
<th>Current</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct 16</td>
<td>$351,397,682</td>
<td>$369,451,066</td>
</tr>
</tbody>
</table>

Down -5% Vs. Year Ago

**Months of Supply**

<table>
<thead>
<tr>
<th>Month</th>
<th>Current</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct 16</td>
<td>5.9</td>
<td>6.3</td>
</tr>
</tbody>
</table>

Down -6% 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, similar to the ratio from one year ago.
References & Definitions

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
Based on data supplied by the Triangle MLS and its and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties include in this area are: Alamance, Chatham, Durham, Franklin, Granville, Harnett, Johnston, Orange, and Wake in North Carolina.

Analysis dates for all regions: October 1, 2016 through October 31, 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.

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Based on data supplied by Roanoke Valley Association of REALTORS (RVAR) and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace as some brokerages choose not to provide transaction information. This may result in an understatement of completed sales and available listings. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of RVAR or Long & Foster Real Estate, Inc.

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: October 1, 2016 through October 31, 2018.
Contacts & Disclaimers

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Phone: (540) 687-3360

CREATED BY

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Senior Market Research Analyst

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