

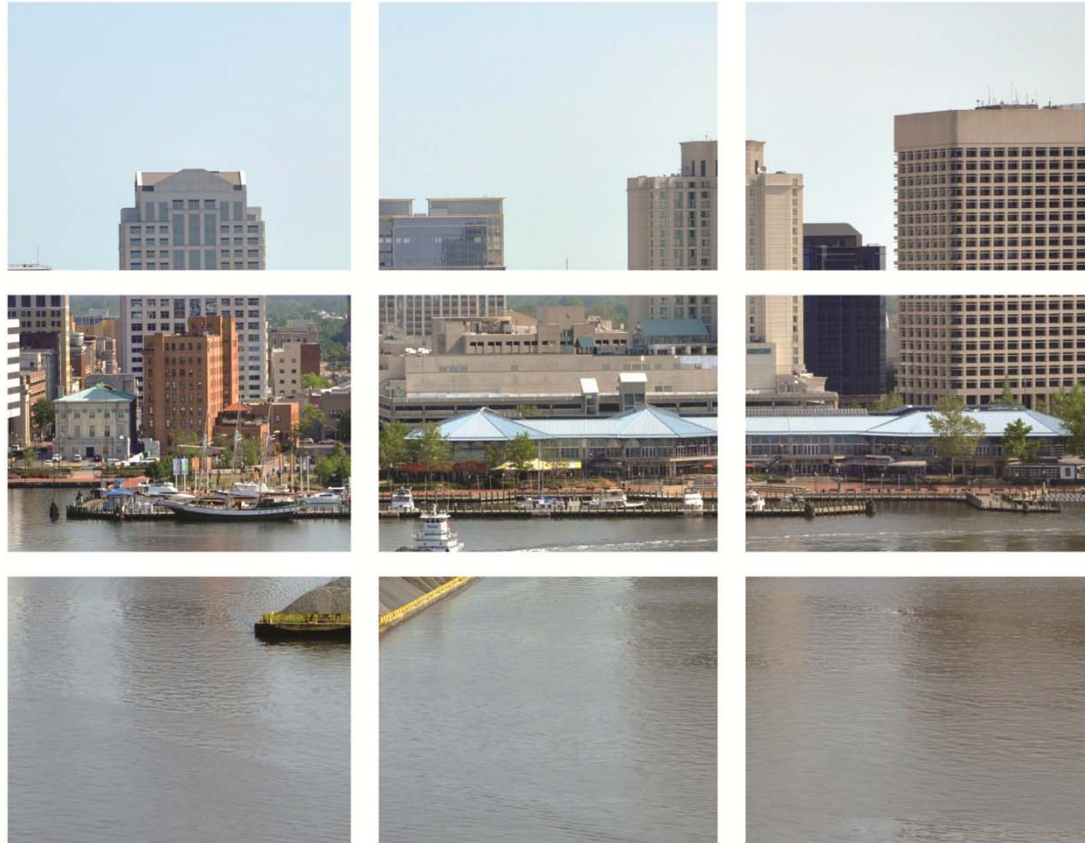
Market Conditions Report

Hampton Roads Area

November 2017 | longandfoster.com

LONG & FOSTER®
REAL ESTATE

CHRISTIE'S
INTERNATIONAL REAL ESTATE



Long & Foster Real Estate Family of Companies

Long & Foster | Christie's · W.C. & A.N. Miller · Virginia Properties · Fonville Morisey · Urban Pace

Global Partnerships

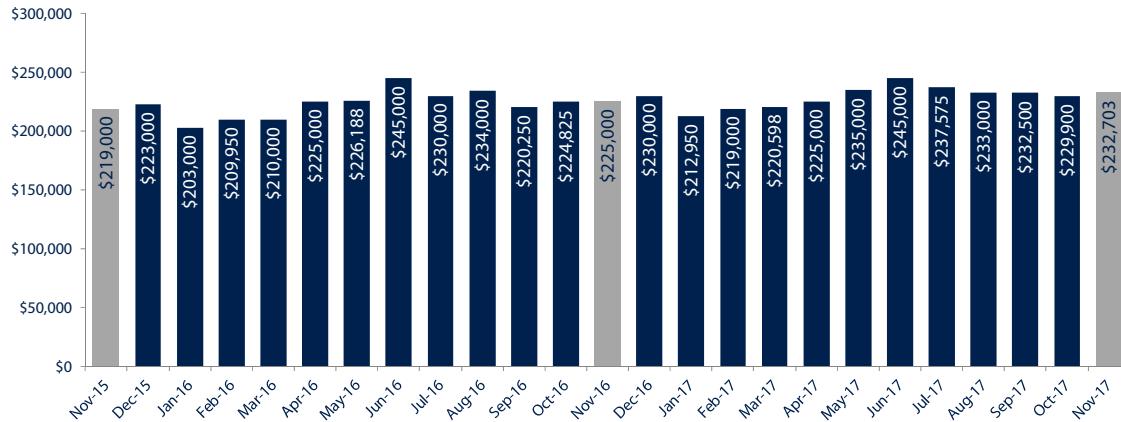
Christie's International Real Estate · Leading Real Estate Companies of the World® · Luxury Portfolio International · Who's Who in Luxury Real Estate



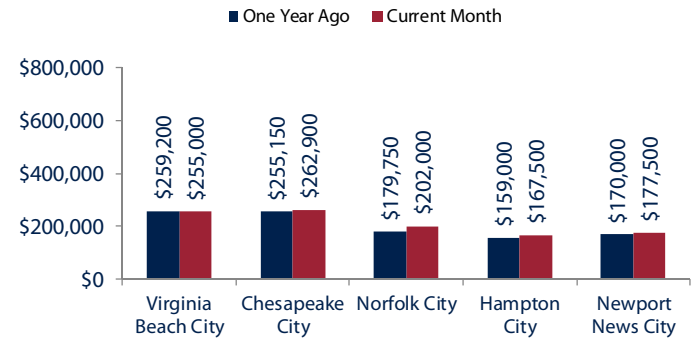
Long & Foster Market Conditions Report

Hampton Roads Area - November 2017

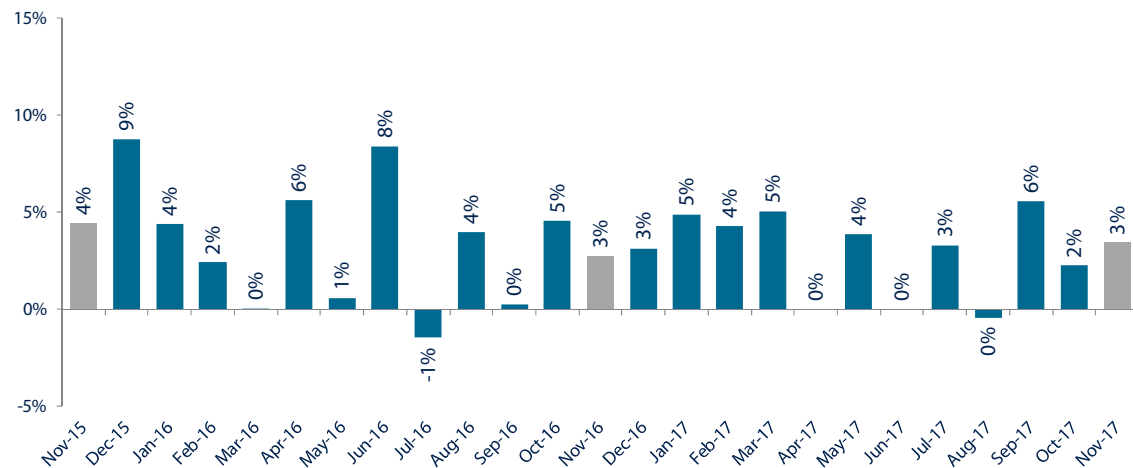
Median Sales Price



Median Sale Price
Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price
Percent Change Year/Year



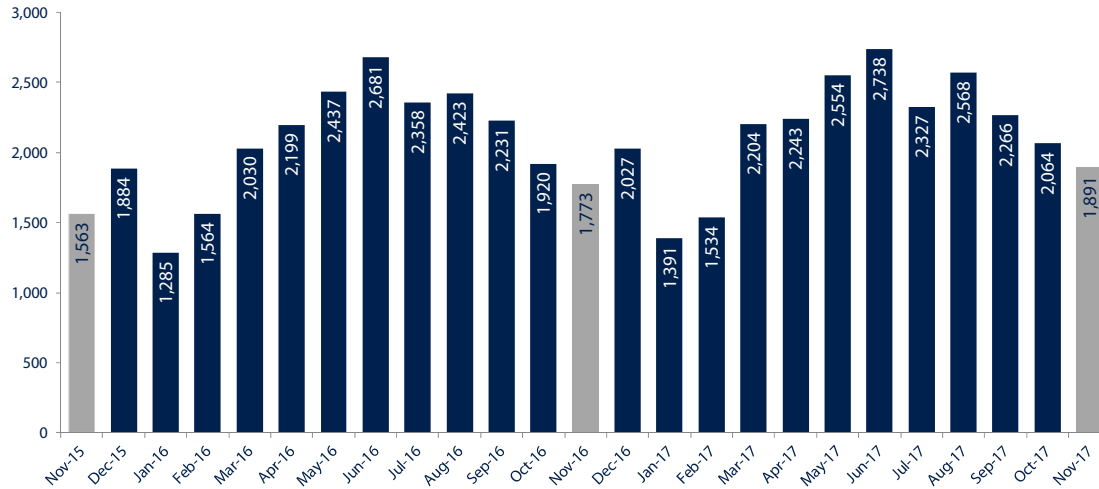
Highlights

- This November, the current median sale price of \$232,703 was similar to the median sale price of last month.
- The current median sale price was 3% higher than the same month last year.

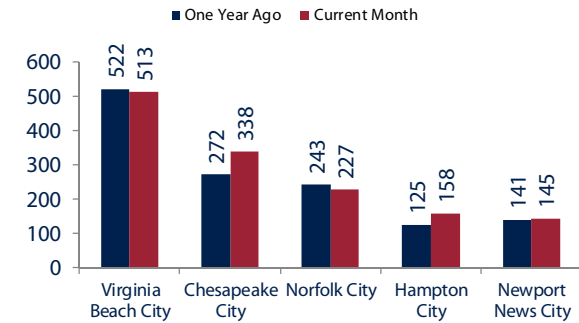
Long & Foster Market Conditions Report

Hampton Roads Area - November 2017

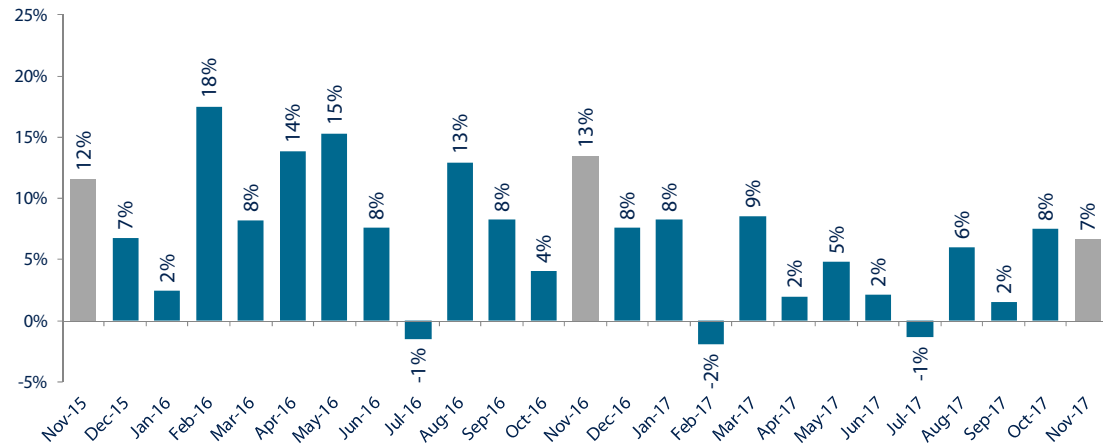
Total Units Sold



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



Total Units Sold
Percent Change Year/Year



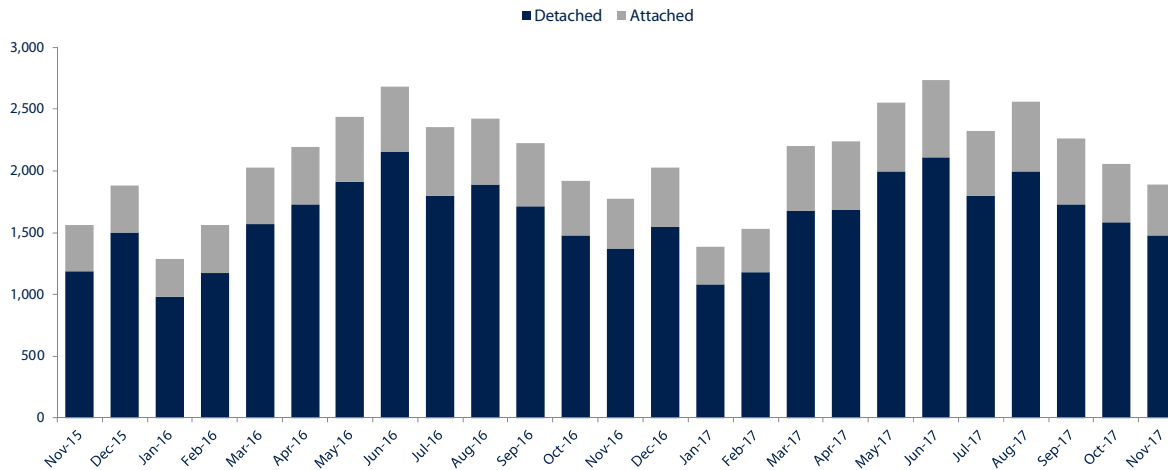
Highlights

- This month's total units sold was higher than at this time last year, an increase of 7% versus November 2016.
- There was a decrease of 8% in total units sold in November compared to October.

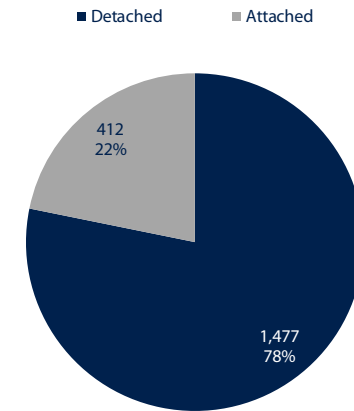
Long & Foster Market Conditions Report

Hampton Roads Area - November 2017

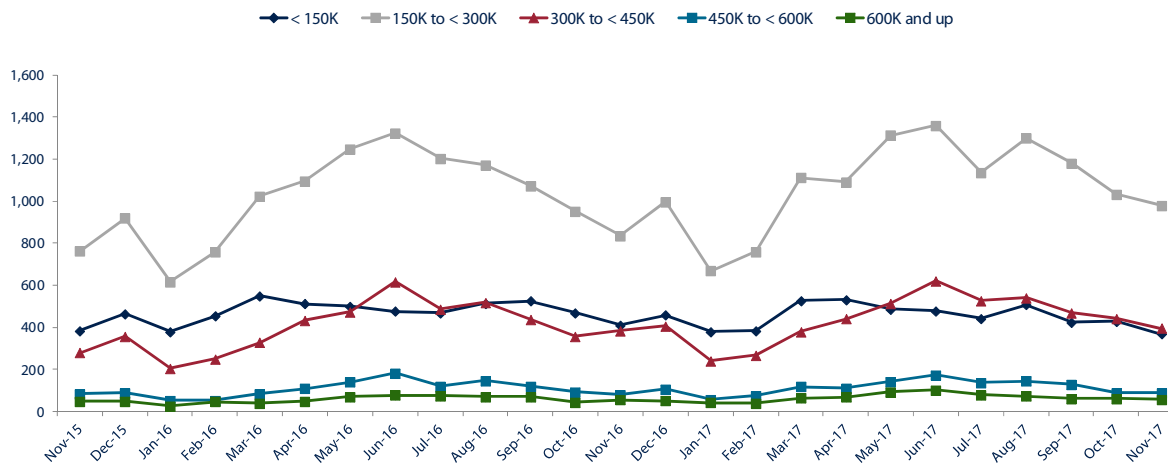
Total Units Sold by Type



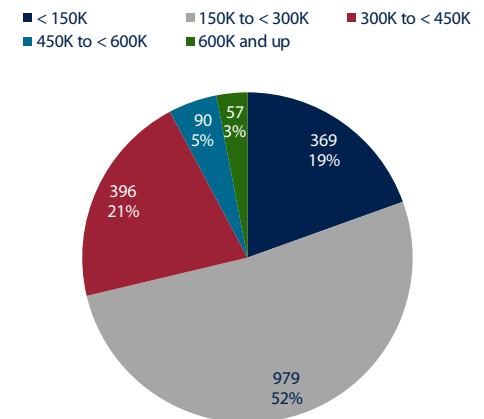
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



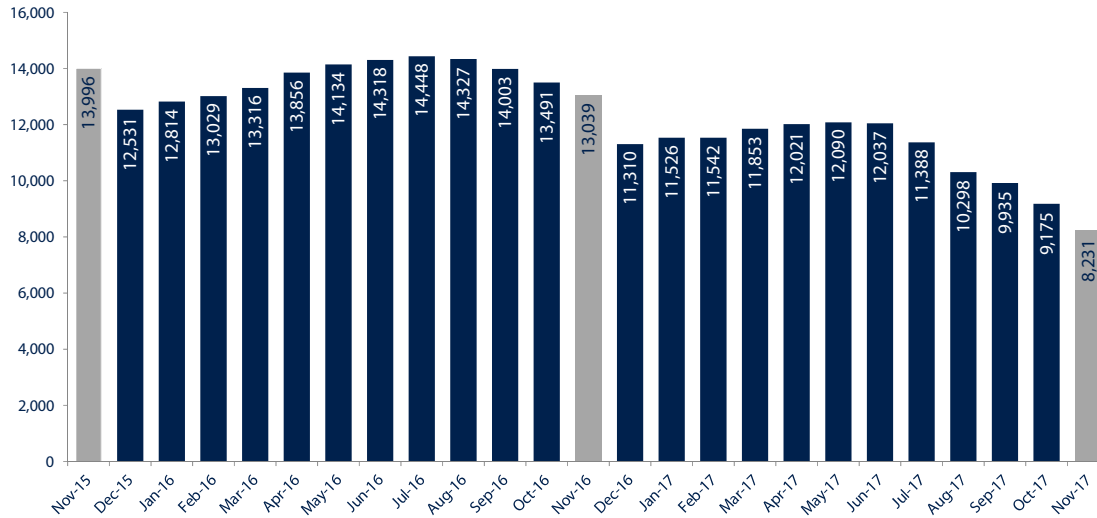
**Total Units Sold by Price Range
Current Month**



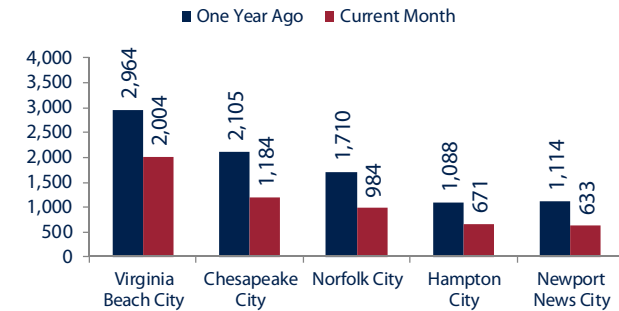
Long & Foster Market Conditions Report

Hampton Roads Area - November 2017

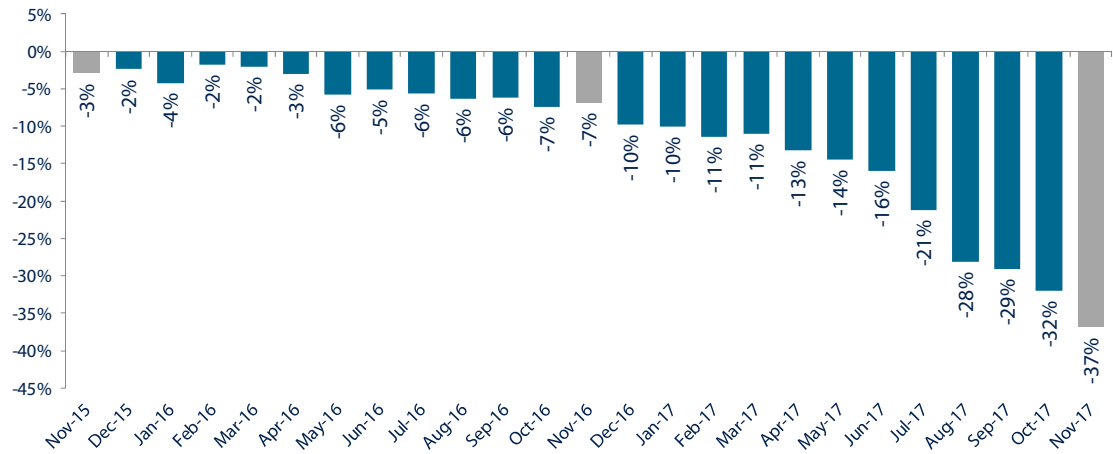
Total Active Inventory



Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold



Total Active Inventory
Percent Change Year/Year



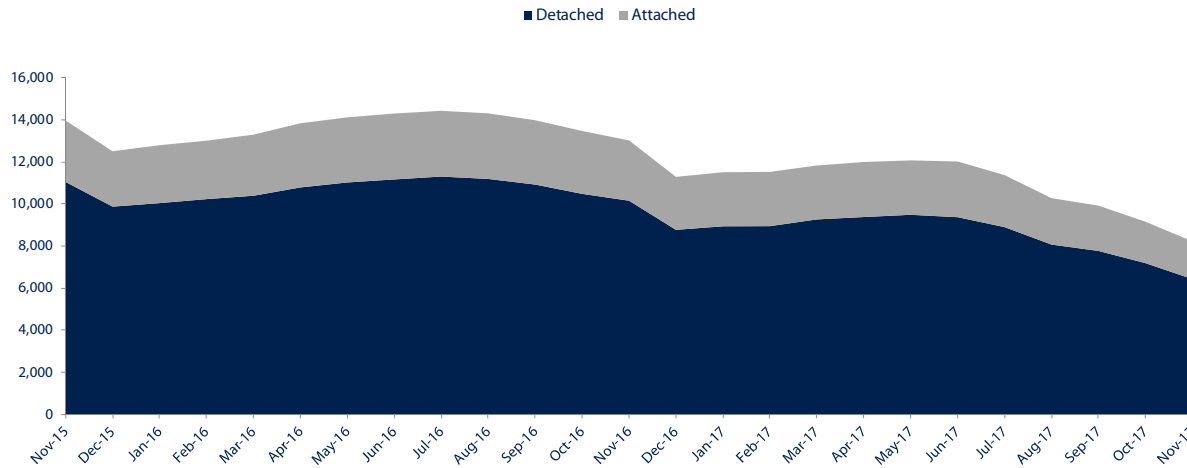
Highlights

- November's total active inventory of 8,231 units was 10% lower than the previous month's supply of inventory.
- Versus last November, the total number of homes available was lower by 4,808 units or 37%.

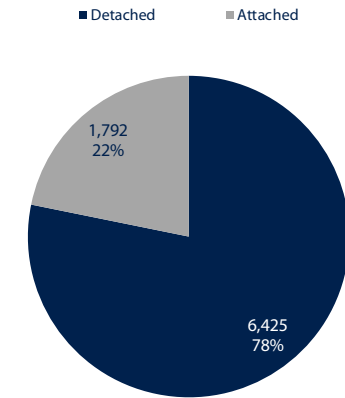
Long & Foster Market Conditions Report

Hampton Roads Area - November 2017

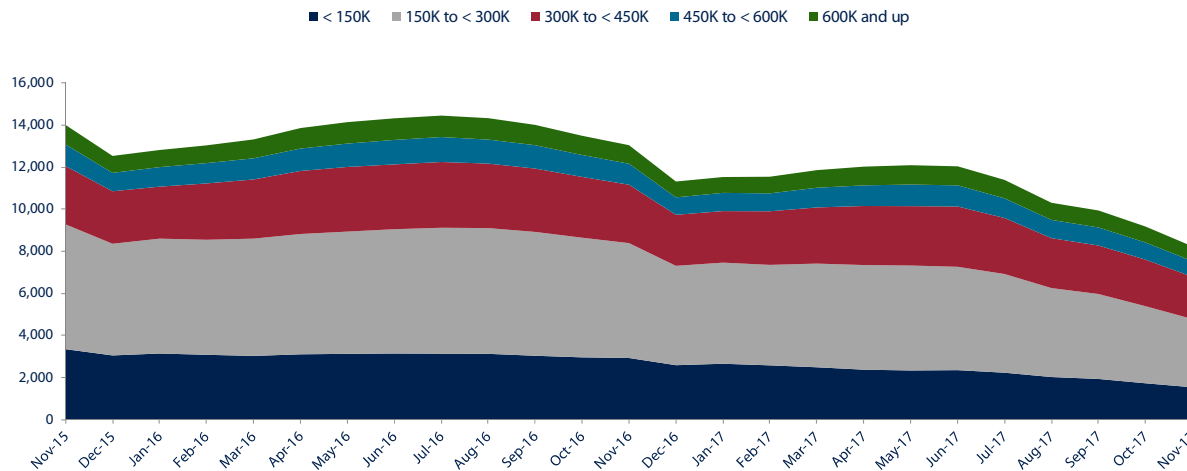
Total Active Inventory by Type



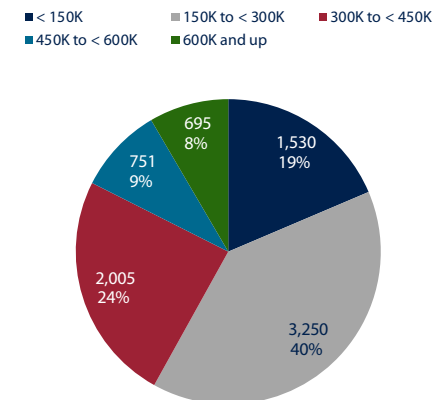
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



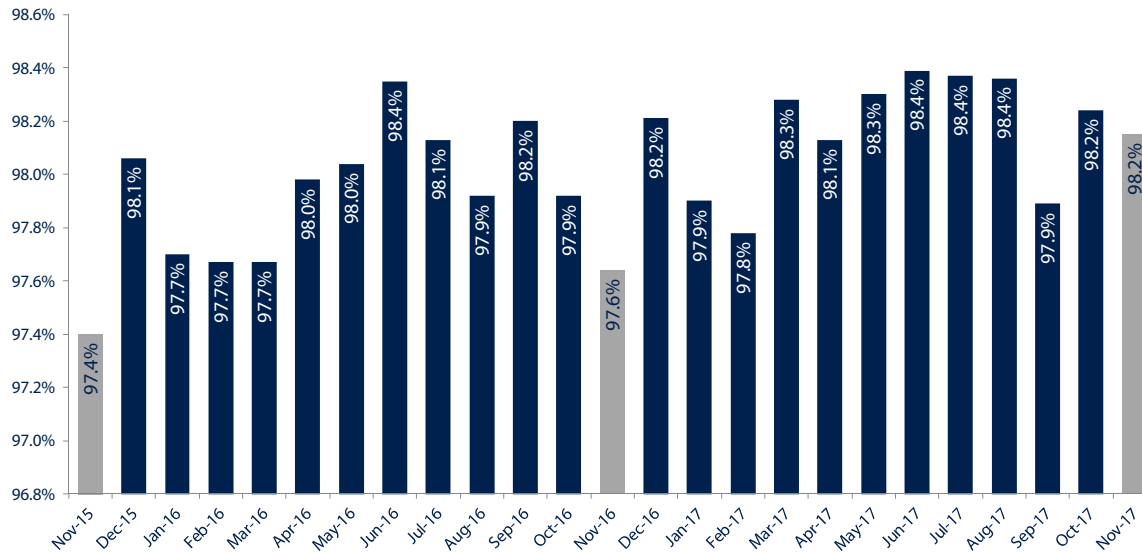
Total Active Inventory by Price Range Current Month



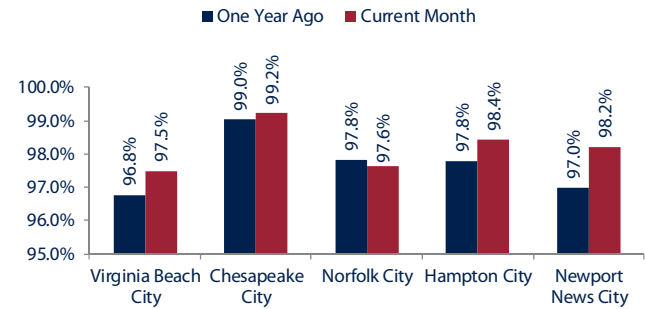
Long & Foster Market Conditions Report

Hampton Roads Area - November 2017

Average Sale Price as a Percent of List Price



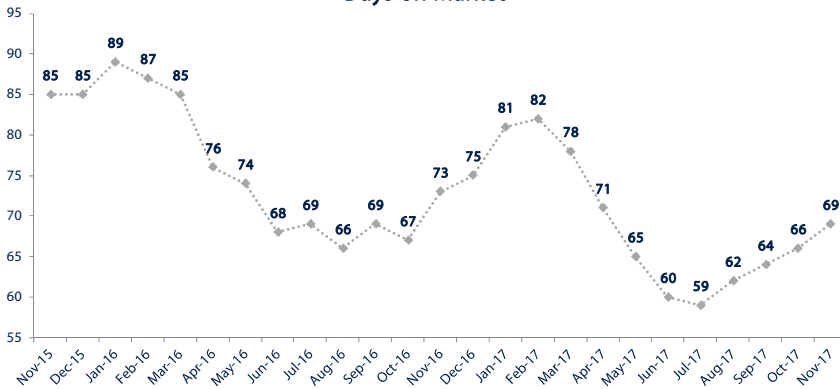
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



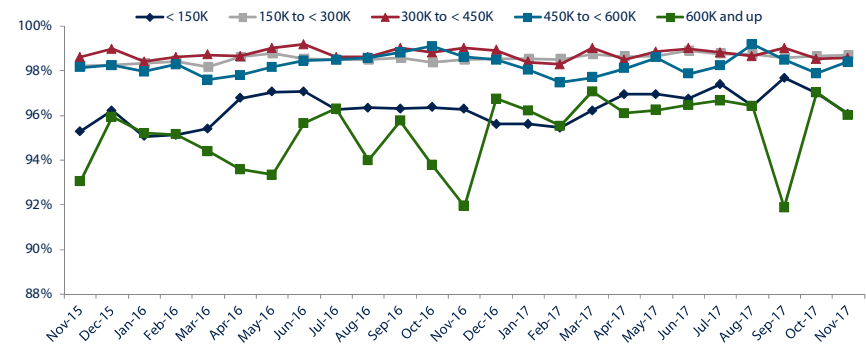
Days on Market	
Current Month	One Year Ago
69	73
Down -5% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.2%	97.6%
Up 0.5% Vs. Year Ago	

Days on Market



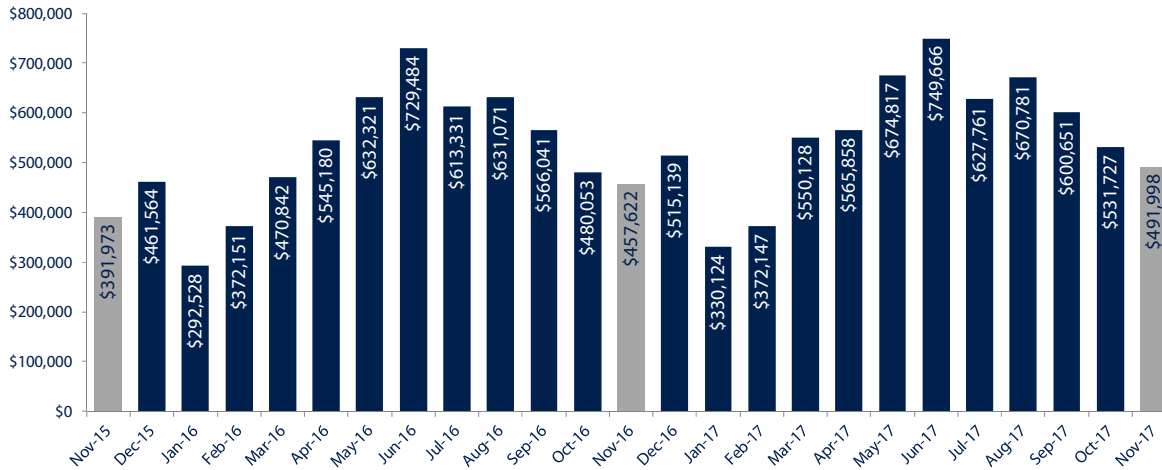
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Hampton Roads Area - November 2017

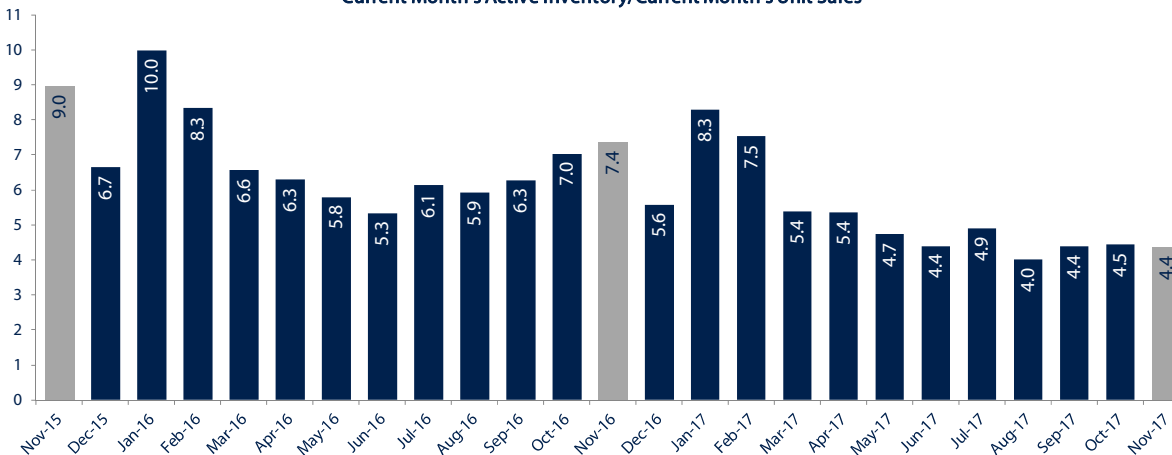
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this November was 8% greater than the same month one year ago.
- In November, there was 4.4 months of supply available, compared to 7.4 in November 2016. That was a decrease of 41% versus a year ago.

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



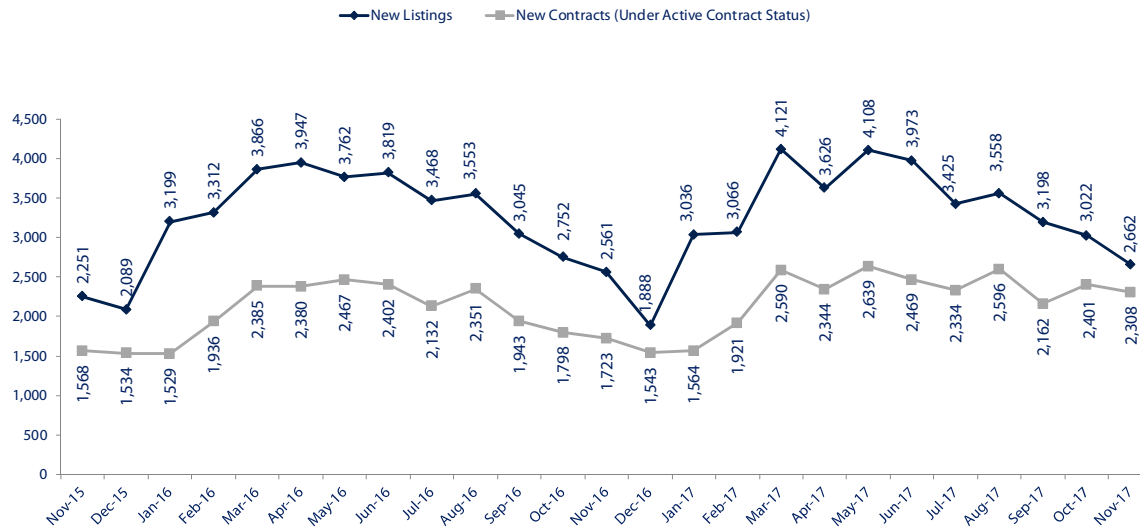
Total Dollar Volume Sold	
Current Month	One Year Ago
\$491,998,033	\$457,621,972
Up 8% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
4.4	7.4
Down -41% Vs. Year Ago	

Long & Foster Market Conditions Report

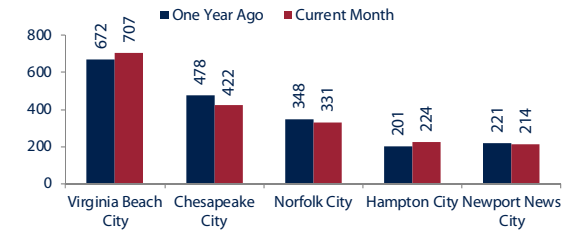
Hampton Roads Area - November 2017

New Listings & New Contracts



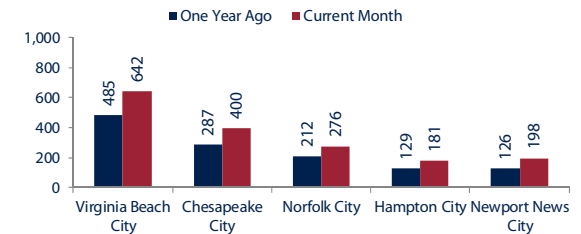
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



New Listings	
Current Month	One Year Ago
2,662	2,561
Up 4% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
2,308	1,723
Up 34% 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 22% from November 2016.

Supply/Demand Ratio

Number of New Listings to New Contracts

