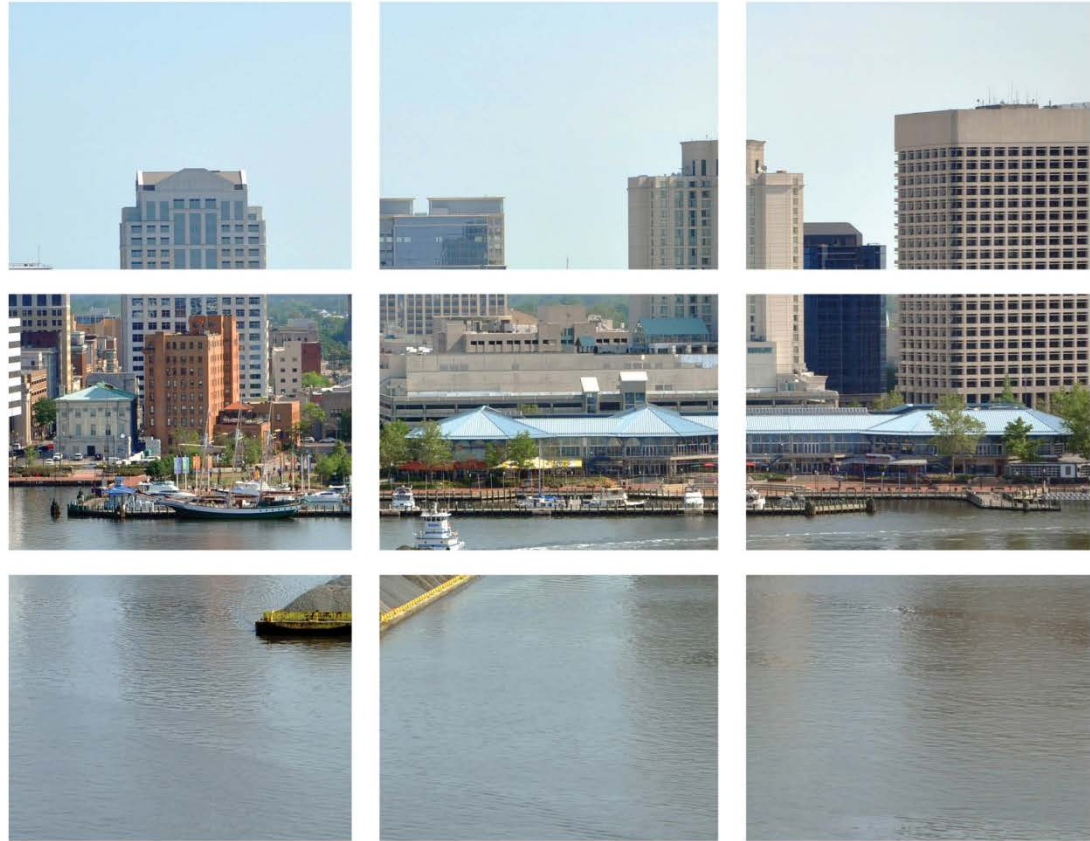
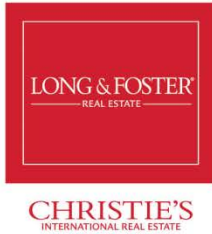


Market Conditions Report

Hampton Roads, VA Area

June 2018 | longandfoster.com



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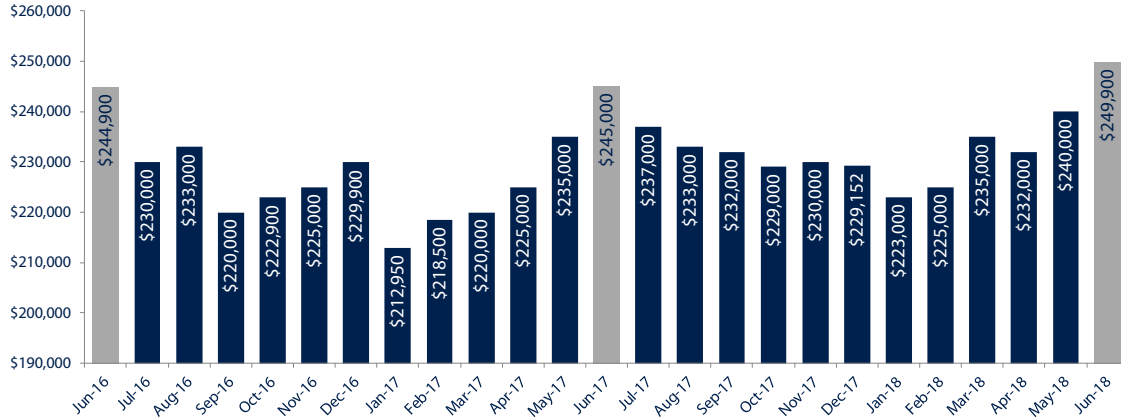
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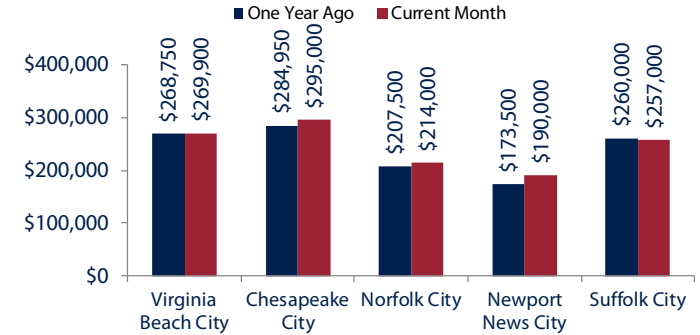
Long & Foster Market Conditions Report

Hampton Roads Area - June 2018

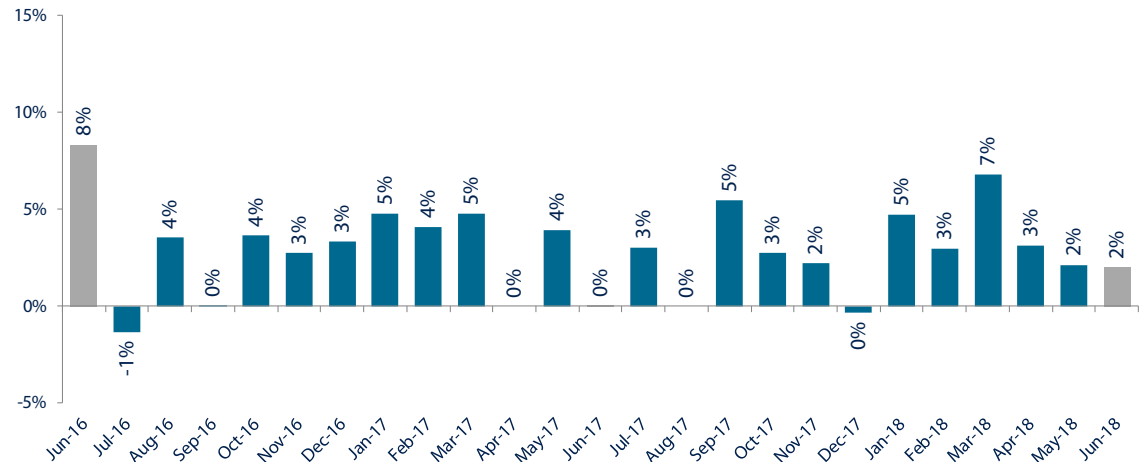
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



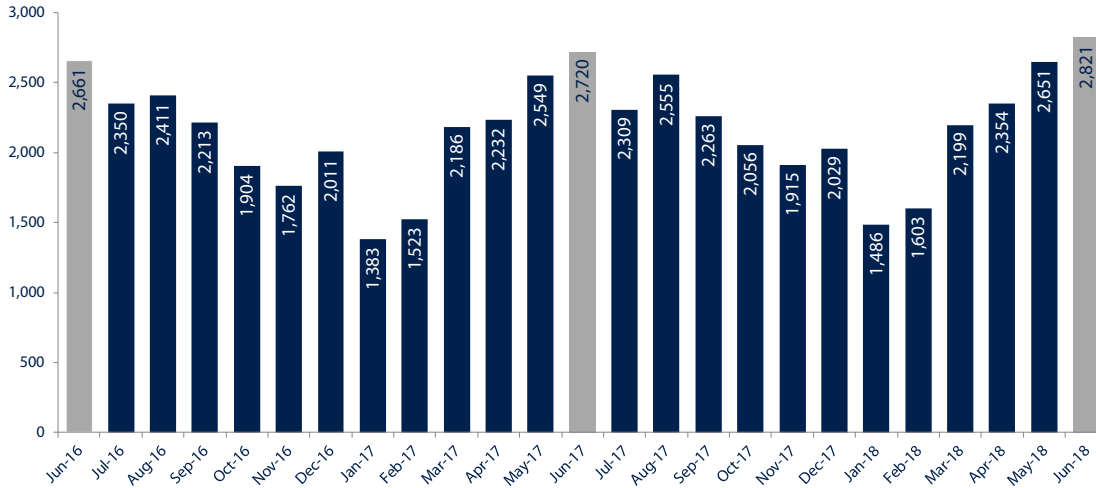
Highlights

- This June, the median sale price was \$249,900, an increase of 4% compared to May.
- The current median sale price was 2% higher than in June 2017.

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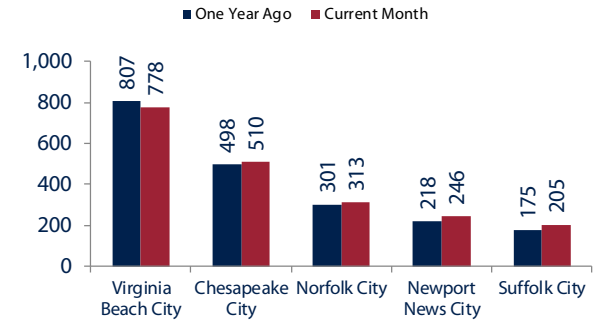
Hampton Roads Area - June 2018

Total Units Sold

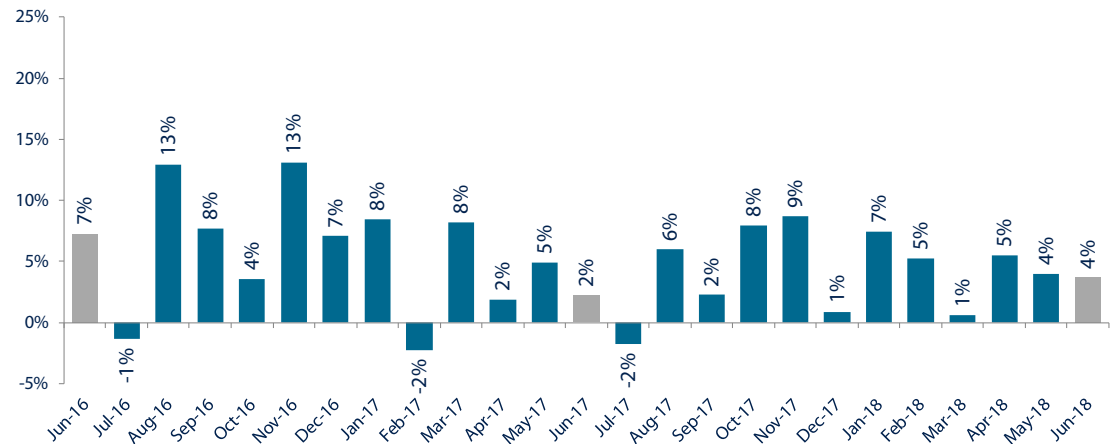


Total Units Sold

Of Top Five Counties/Cities Based on Total Units Sold



Total Units Sold
Percent Change Year/Year



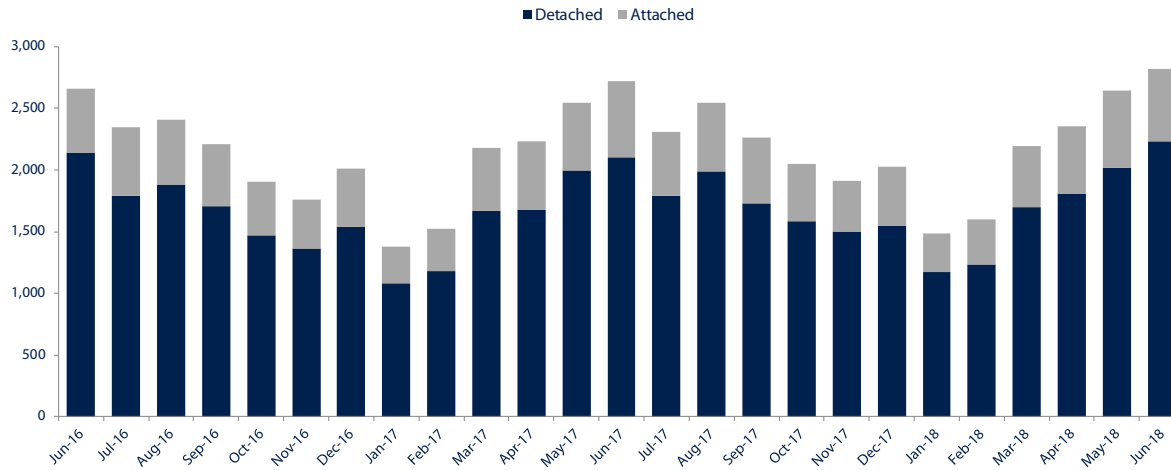
Highlights

- There was an increase of 6% in total units sold in June compared to May.
- This month's total units sold was higher than at this time last year, an increase of 4% versus June 2017.

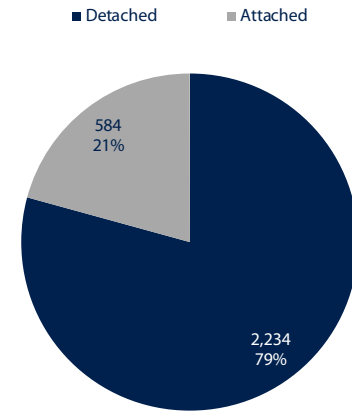
Long & Foster Market Conditions Report

Hampton Roads Area - June 2018

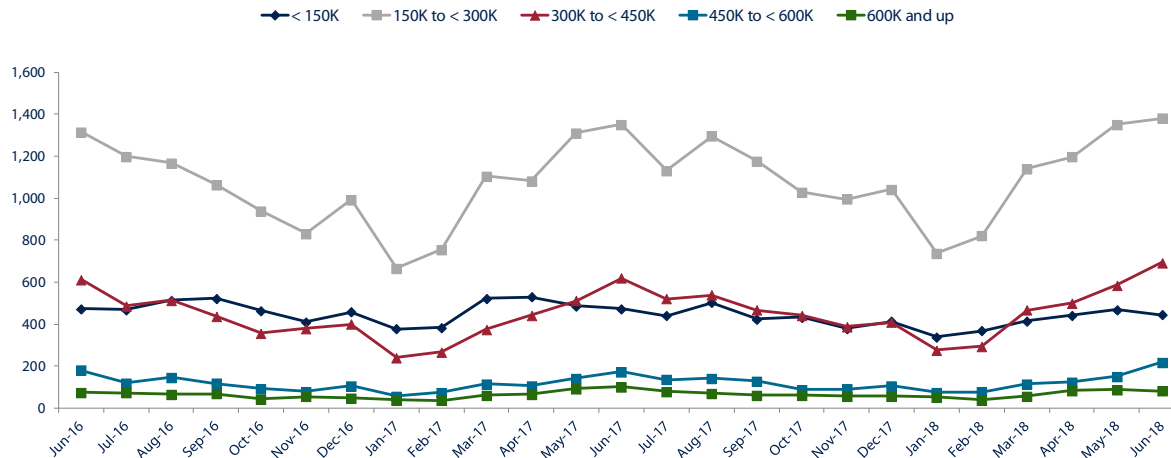
Total Units Sold by Type



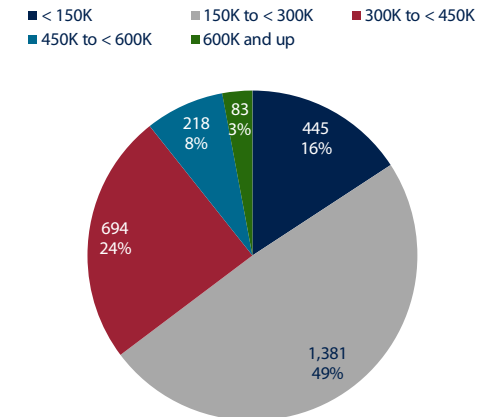
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



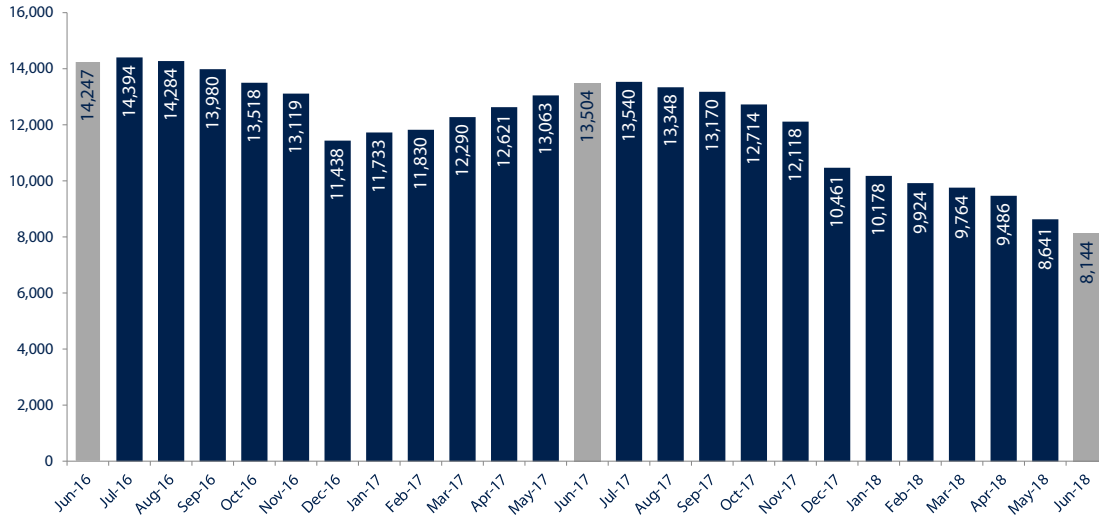
Total Units Sold by Price Range
Current Month



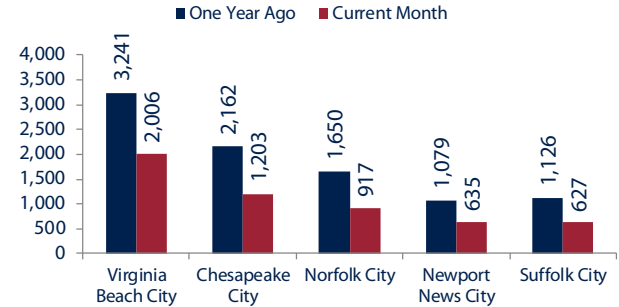
Long & Foster Market Conditions Report

Hampton Roads Area - June 2018

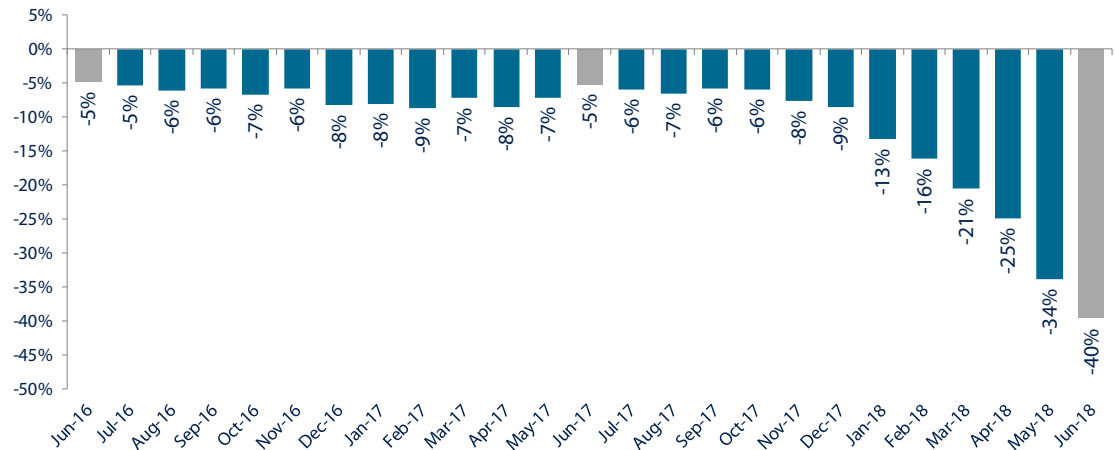
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



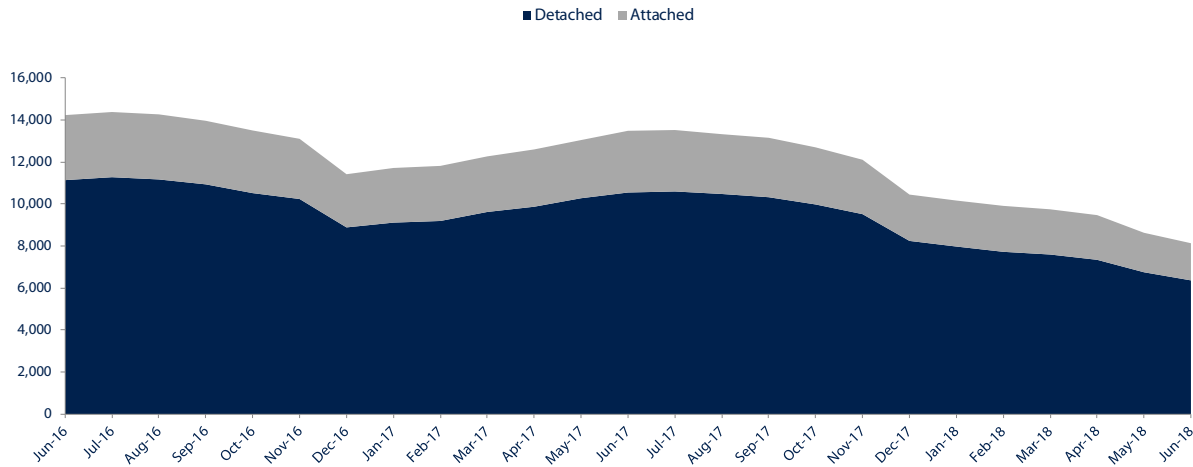
Highlights

- June's total active inventory of 8,144 units was 6% lower than the previous month's supply of inventory.
- Versus last June, the total number of homes available was lower by 5,360 units or 40%.

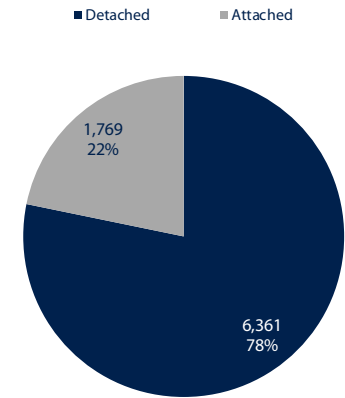
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Hampton Roads Area - June 2018

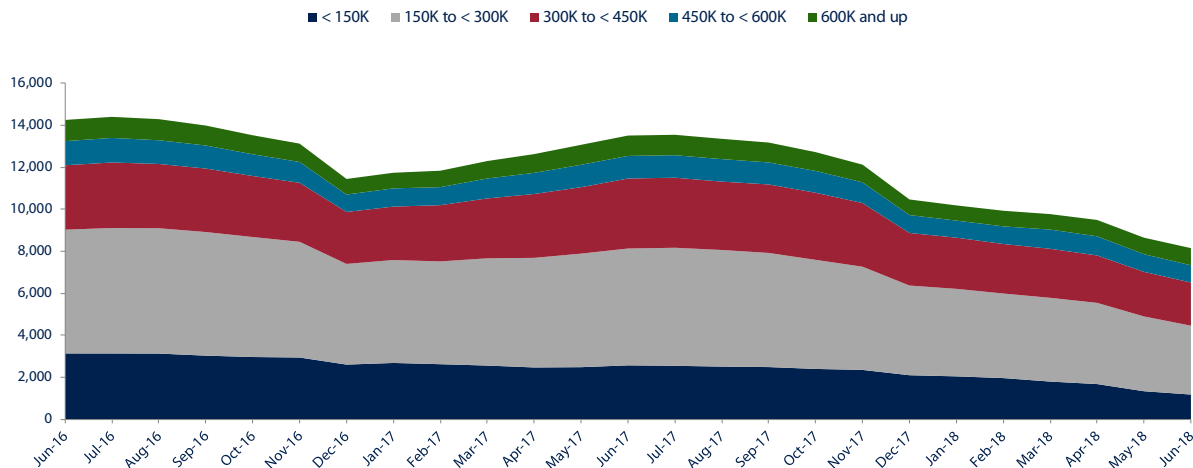
Total Active Inventory by Type



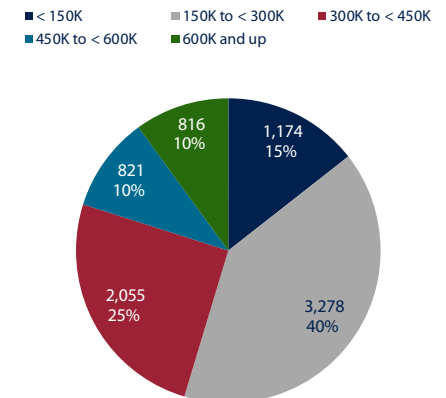
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



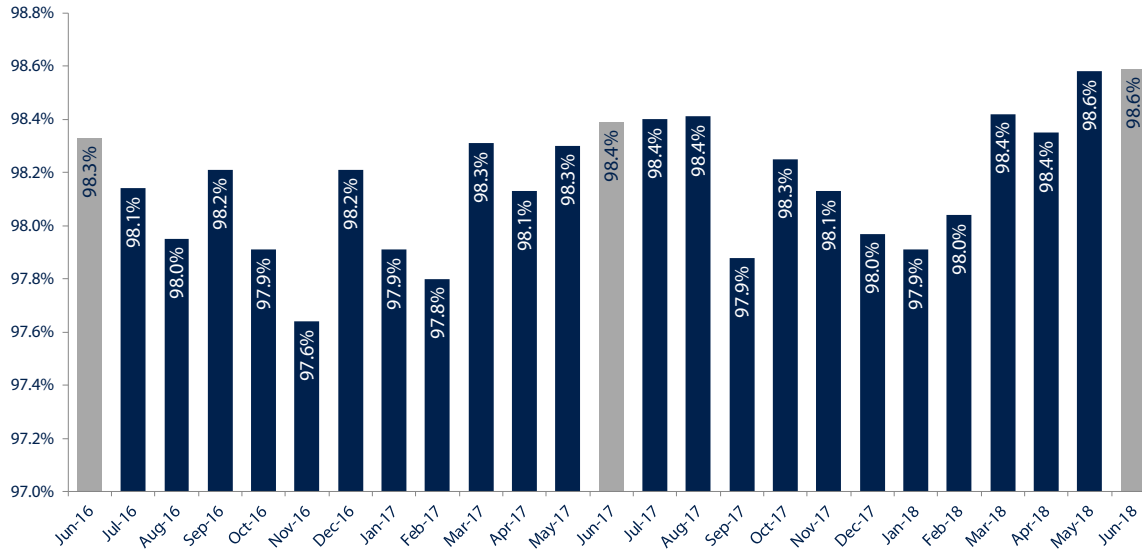
Total Active Inventory by Price Range Current Month



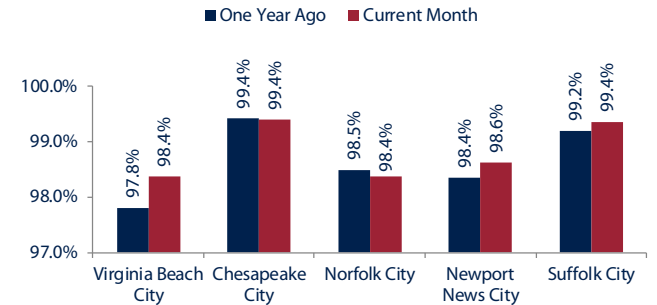
Long & Foster Market Conditions Report

Hampton Roads Area - June 2018

Average Sale Price as a Percent of List Price



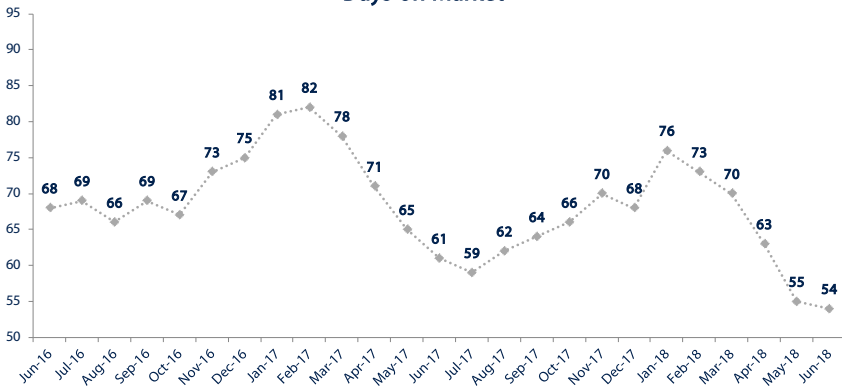
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



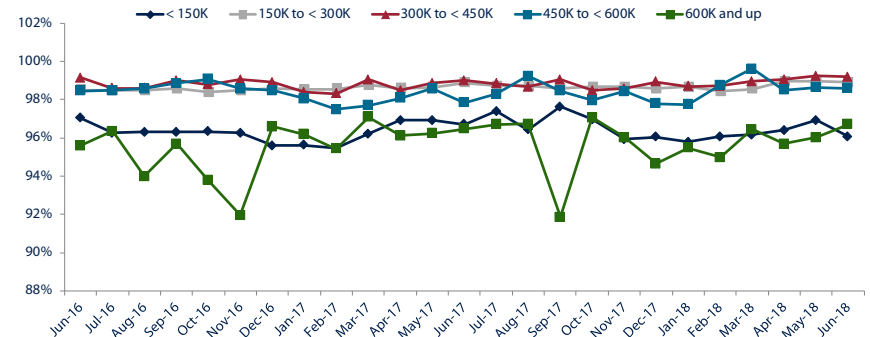
Days on Market	
Current Month	One Year Ago
54	61
Down -11% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.6%	98.4%
Up 0.2% Vs. Year Ago	

Days on Market



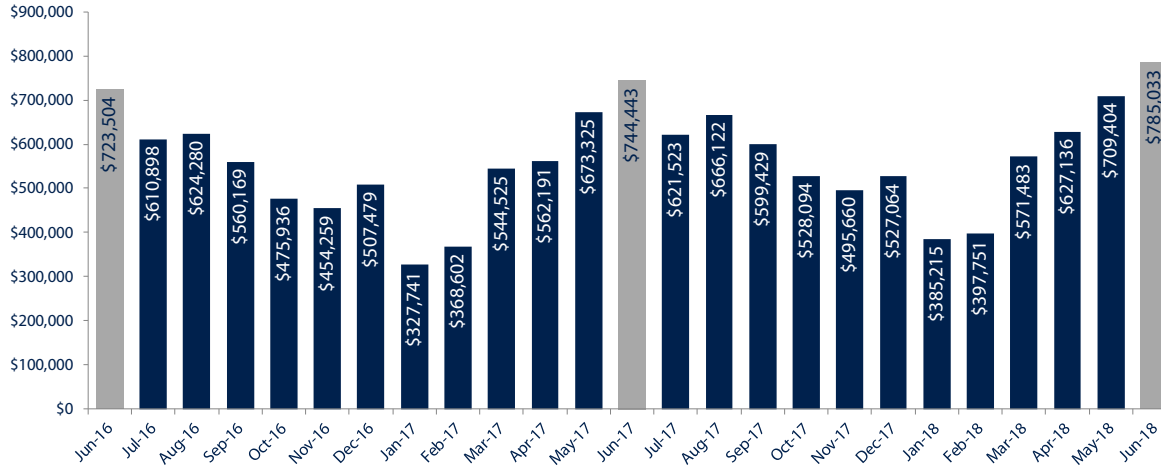
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Hampton Roads Area - June 2018

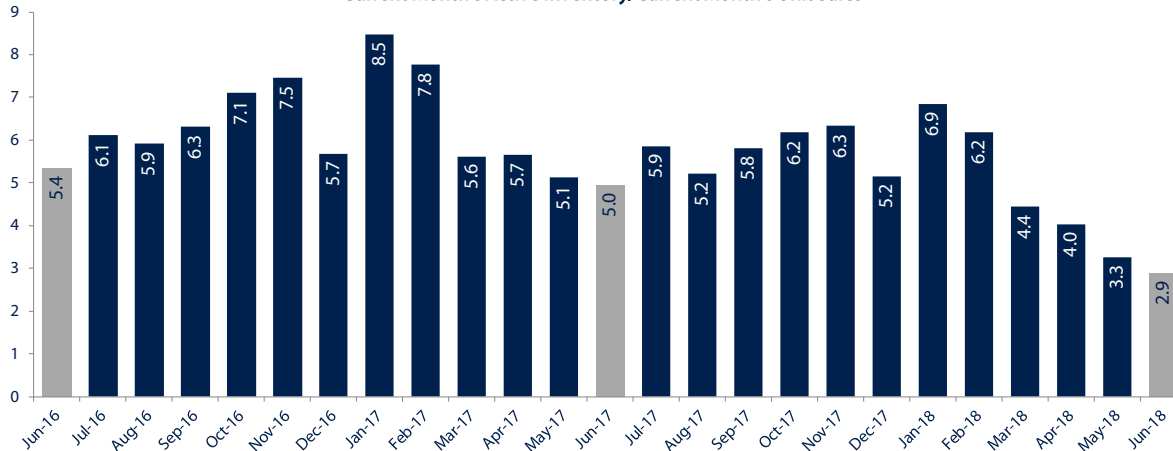
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this June was 5% greater than the same month one year ago.
- In June, there was 2.9 months of supply available, compared to 5.0 in June 2017. That was a decrease of 42% versus a year ago.

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



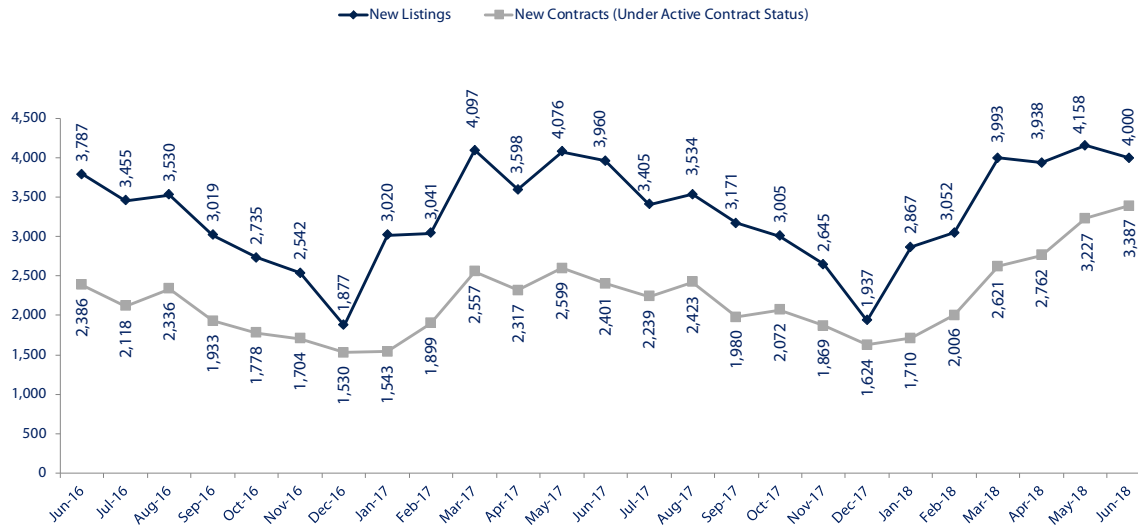
Total Dollar Volume Sold	
Current Month	One Year Ago
\$785,032,623	\$744,443,428
Up 5% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
2.9	5.0
Down -42% Vs. Year Ago	

Long & Foster Market Conditions Report

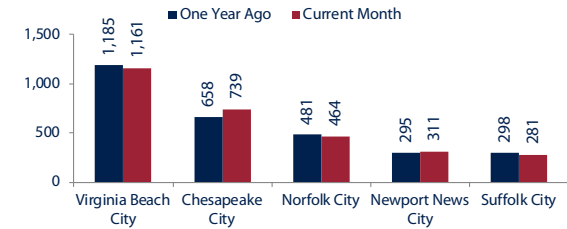
Hampton Roads Area - June 2018

New Listings & New Contracts



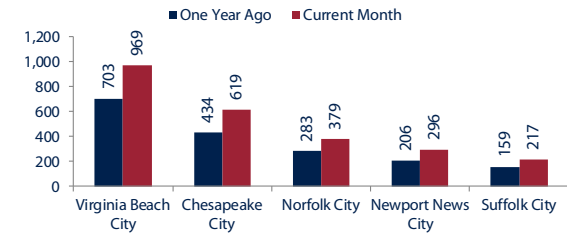
New Listings

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
4,000	3,960
Up 1% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
3,387	2,401
Up 41% 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 28% from June 2017.

Supply/Demand Ratio

Number of New Listings to New Contracts

