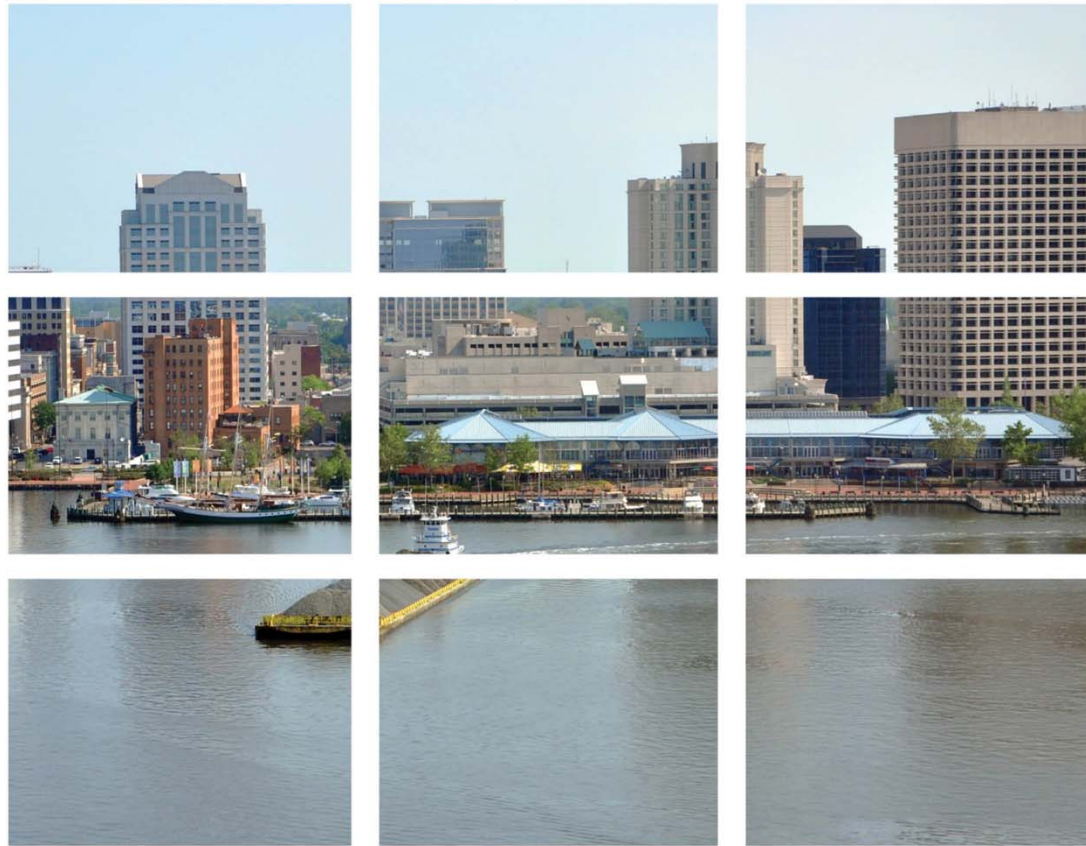
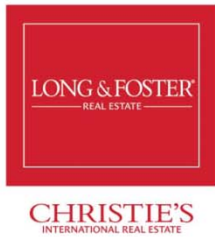


Market Conditions Report

Hampton Roads, VA Area

February 2018 | longandfoster.com



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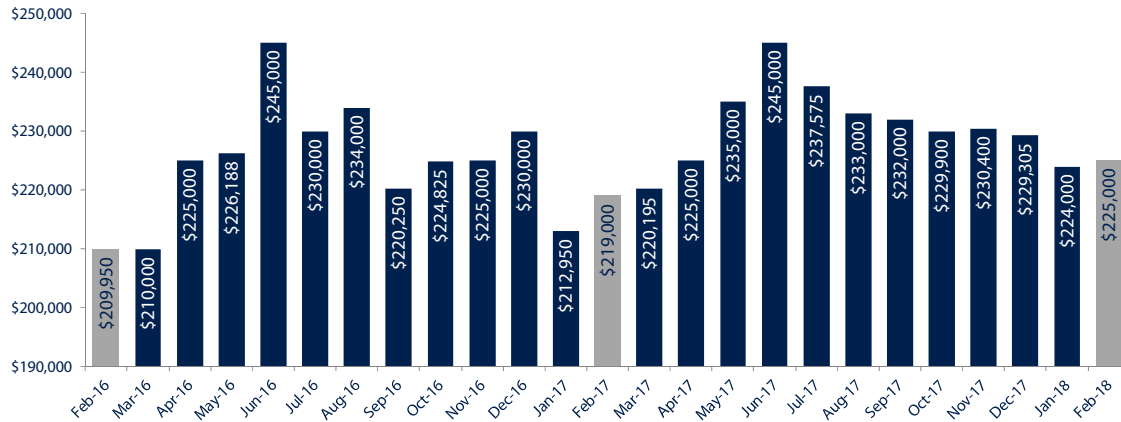
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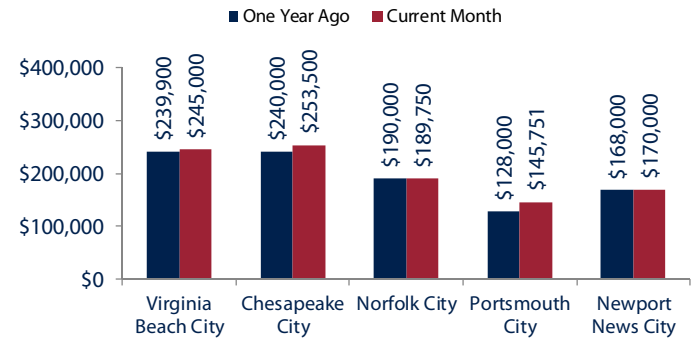
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Hampton Roads Area - February 2018

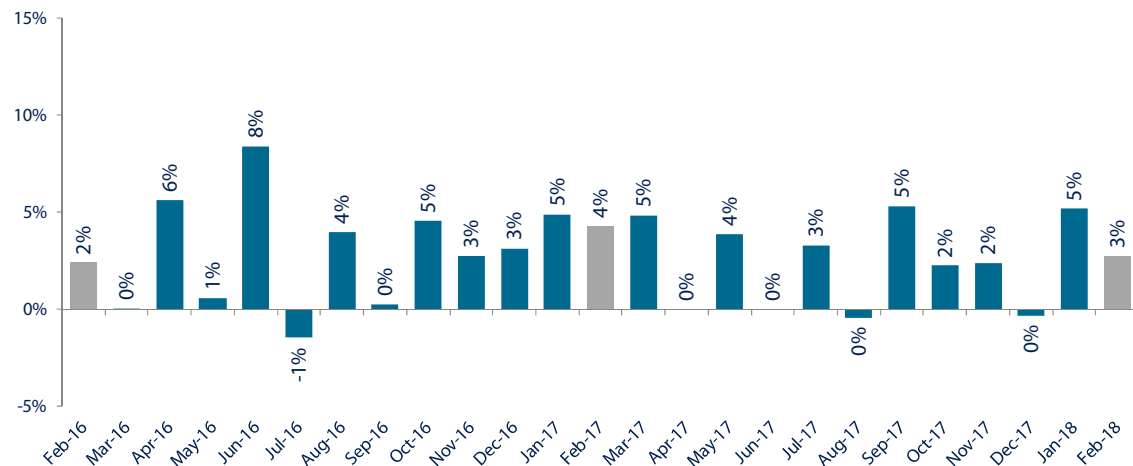
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



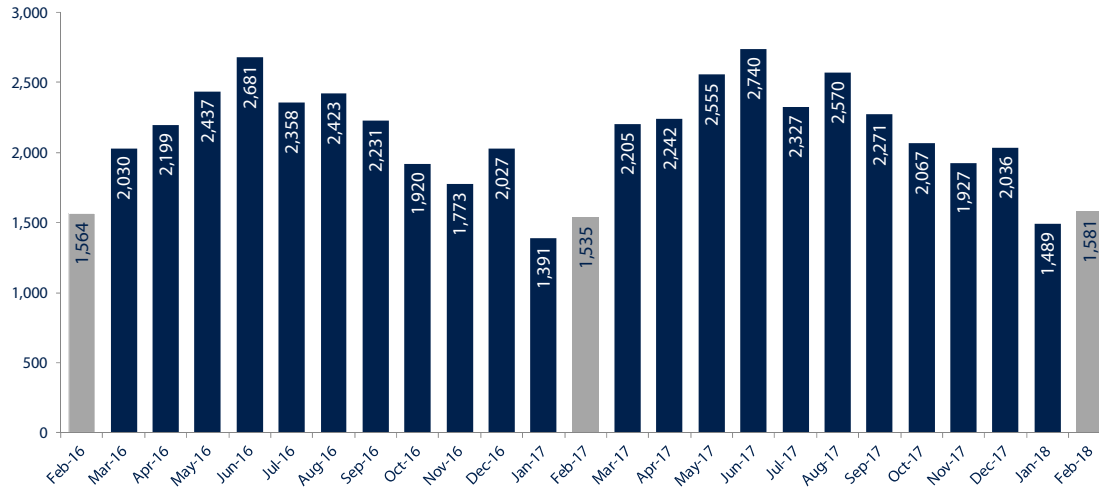
Highlights

- This February, the current median sale price of \$225,000 was similar to the median sale price of last month.
- The current median sale price was 3% higher than the same month last year.

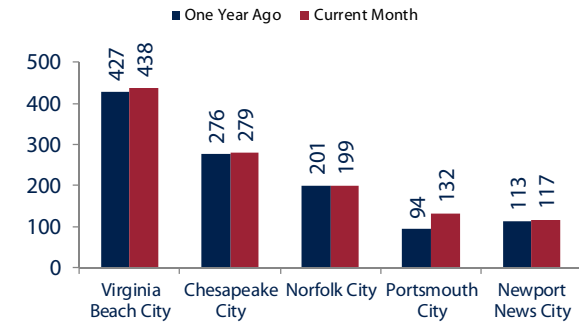
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Hampton Roads Area - February 2018

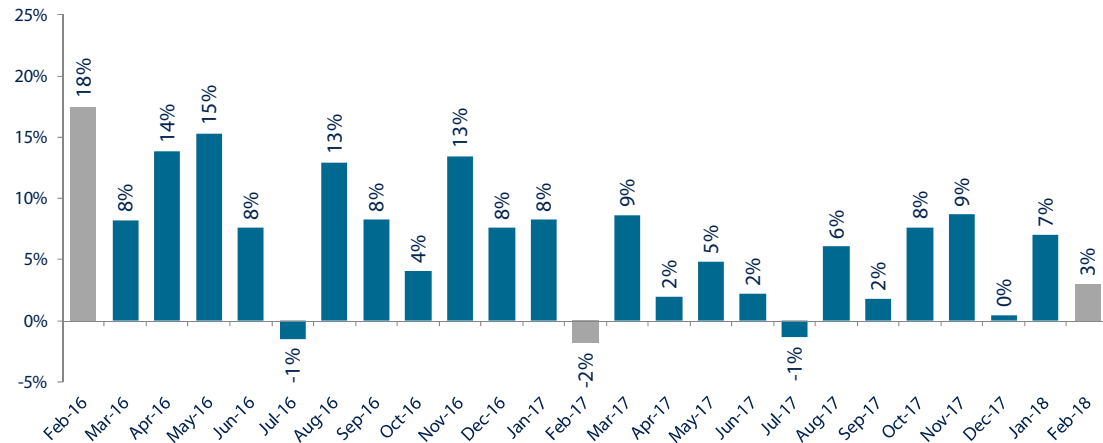
Total Units Sold



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



Total Units Sold
Percent Change Year/Year



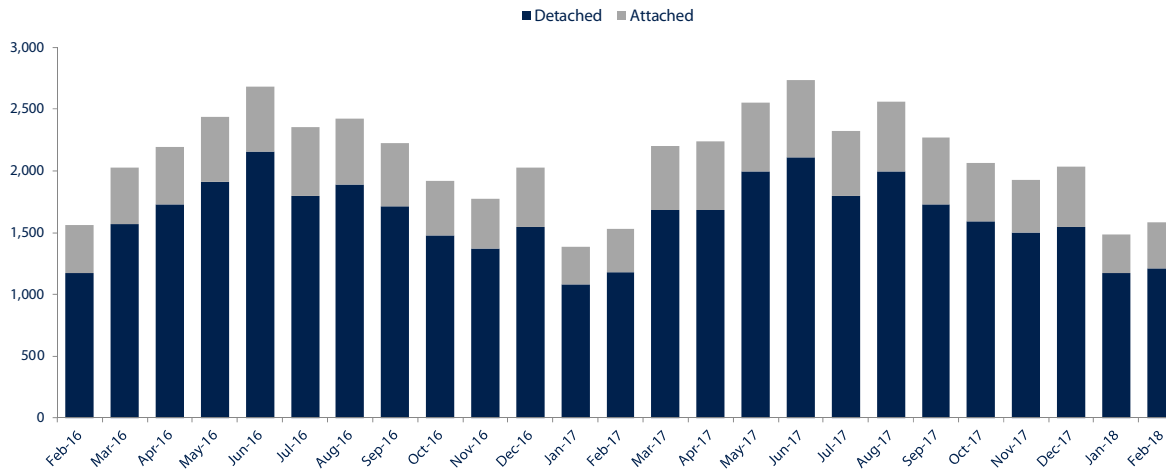
Highlights

- There was an increase of 6% in total units sold in February compared to January.
- This month's total units sold was higher than at this time last year, an increase of 3% versus February 2017.

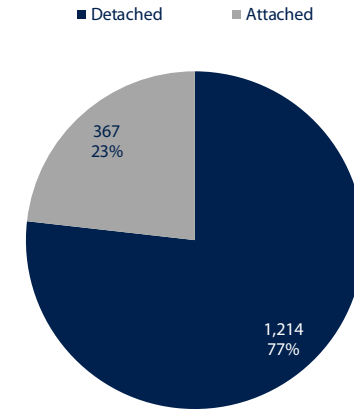
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Hampton Roads Area - February 2018

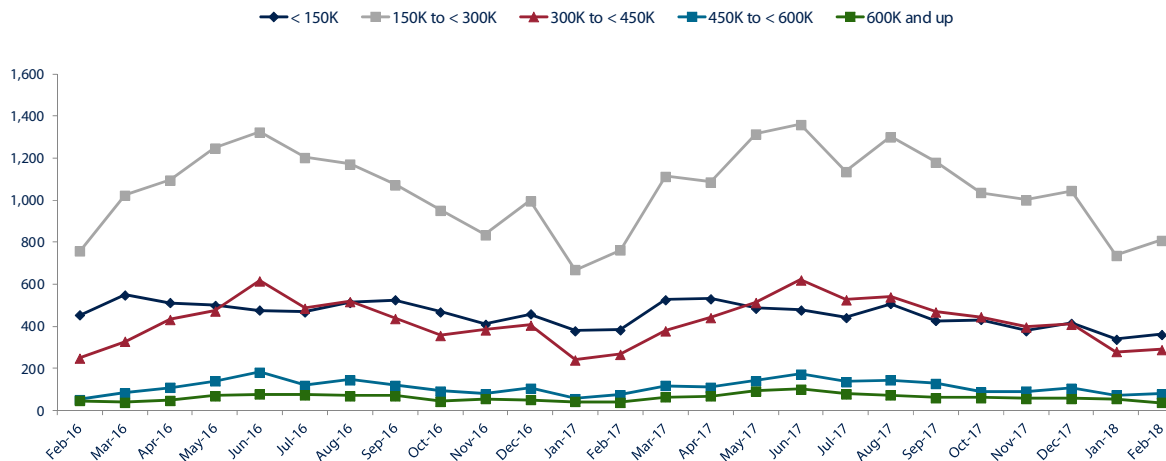
Total Units Sold by Type



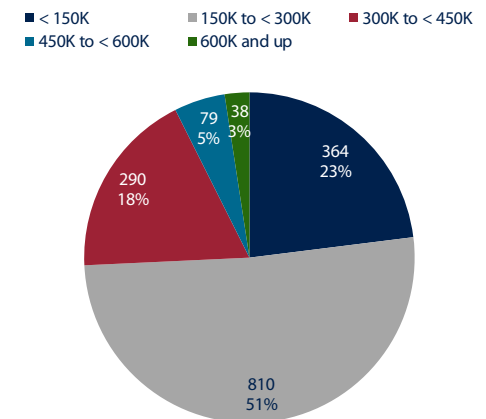
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



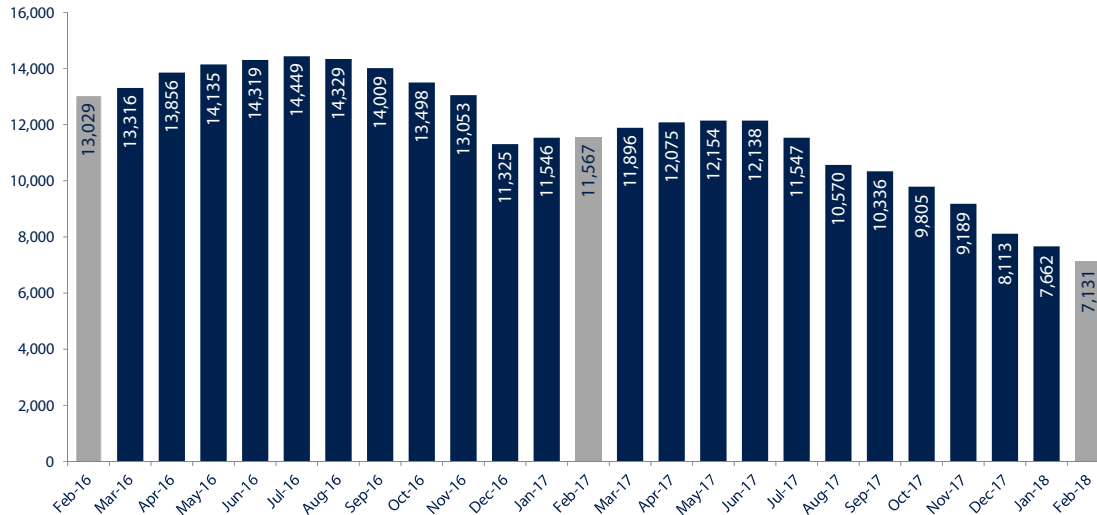
Total Units Sold by Price Range
Current Month



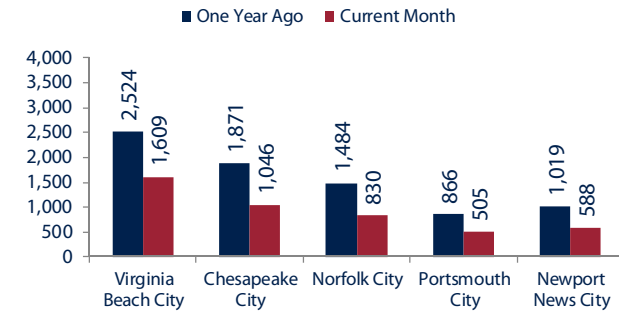
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Hampton Roads Area - February 2018

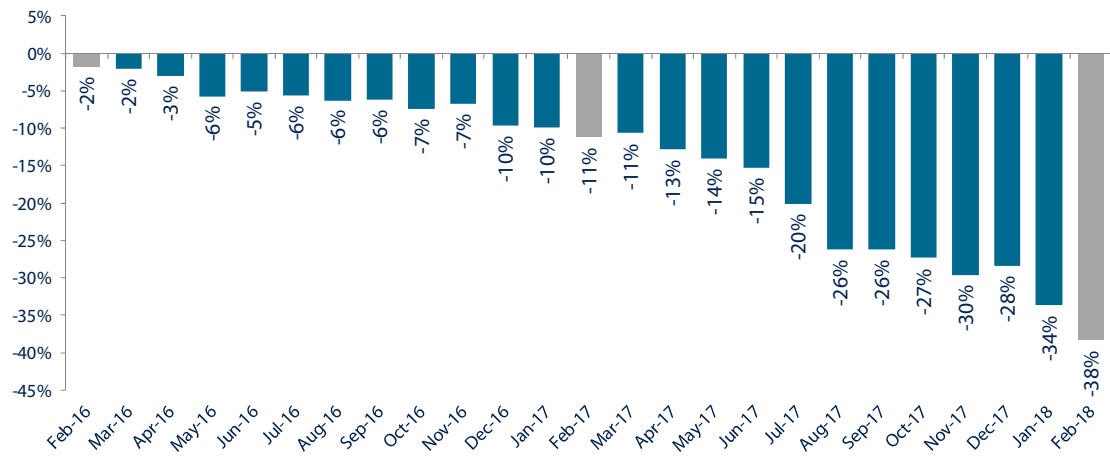
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



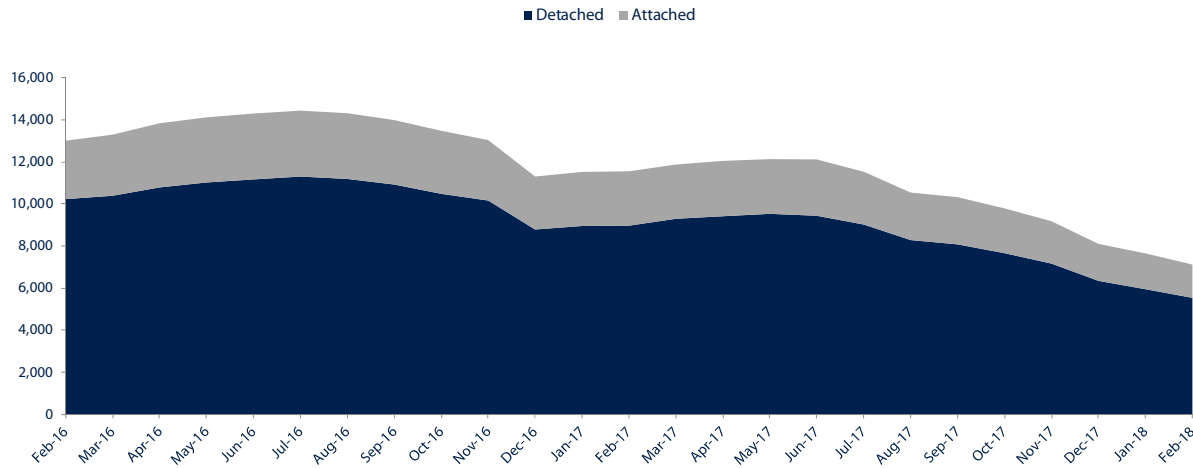
Highlights

- February's total active inventory of 7,131 units was 7% lower than the previous month's supply of inventory.
- Versus last February, the total number of homes available was lower by 4,436 units or 38%.

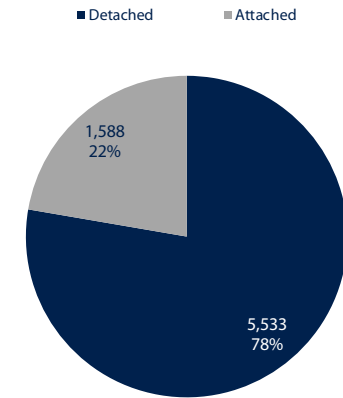
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Hampton Roads Area - February 2018

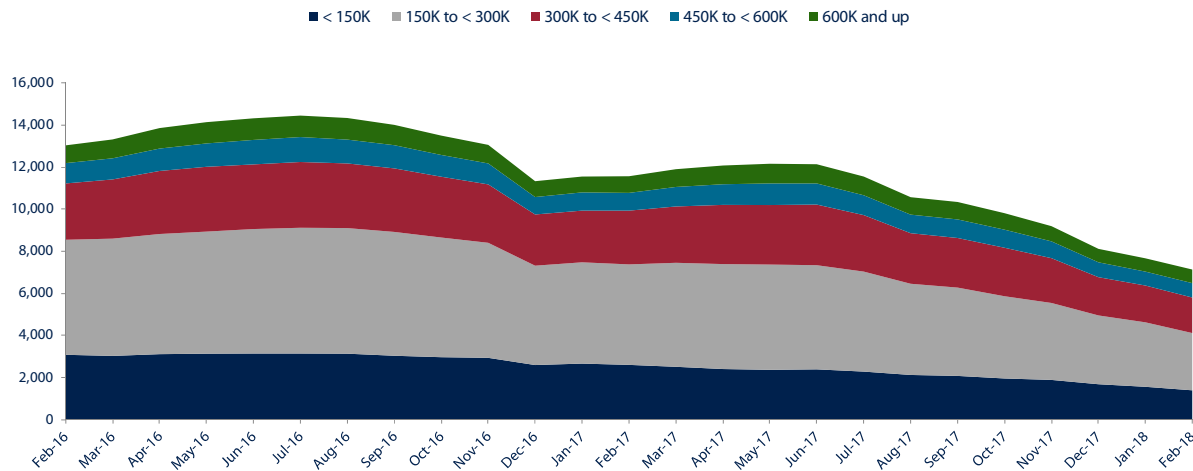
Total Active Inventory by Type



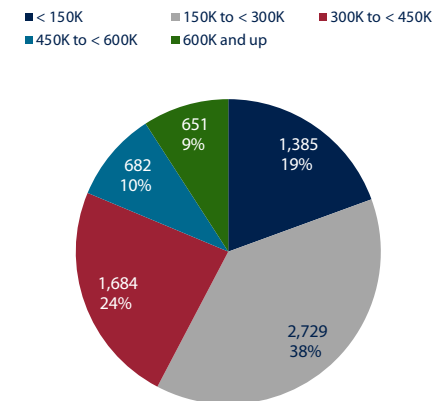
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



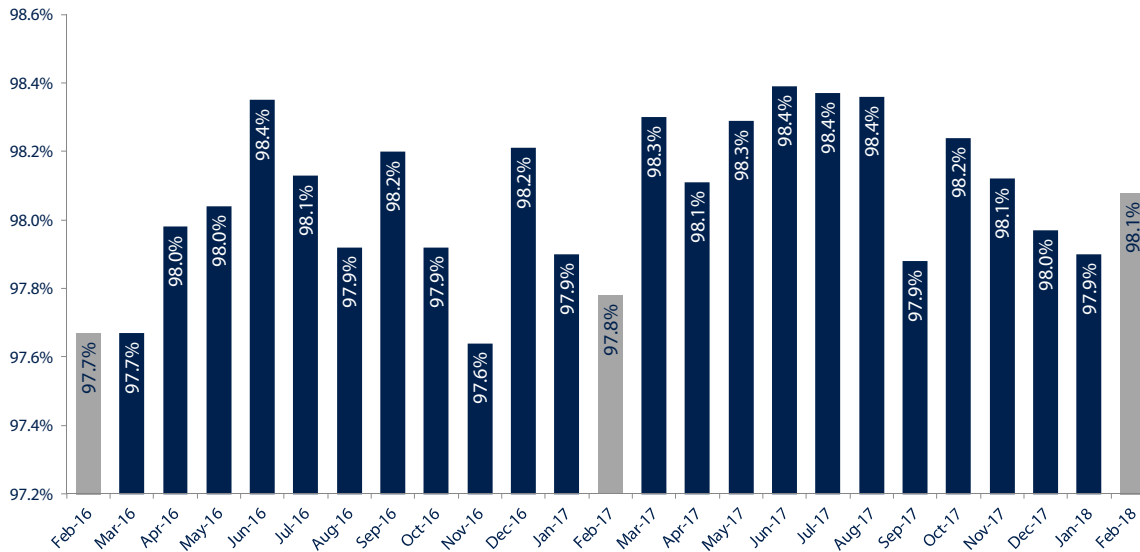
Total Active Inventory by Price Range Current Month



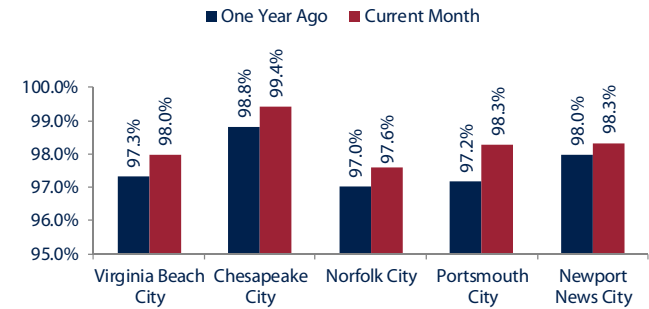
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Hampton Roads Area - February 2018

Average Sale Price as a Percent of List Price



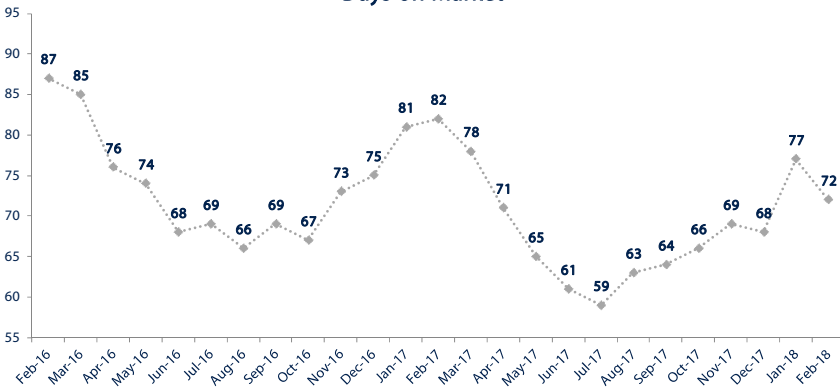
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



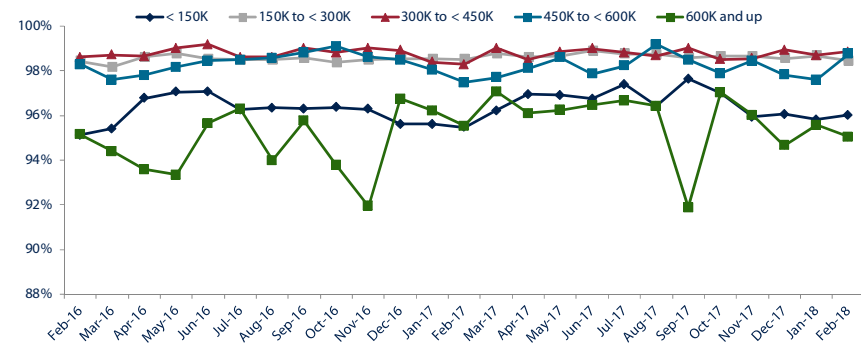
Days on Market	
Current Month	One Year Ago
72	82
Down -12% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.1%	97.8%
Up 0.3% Vs. Year Ago	

Days on Market



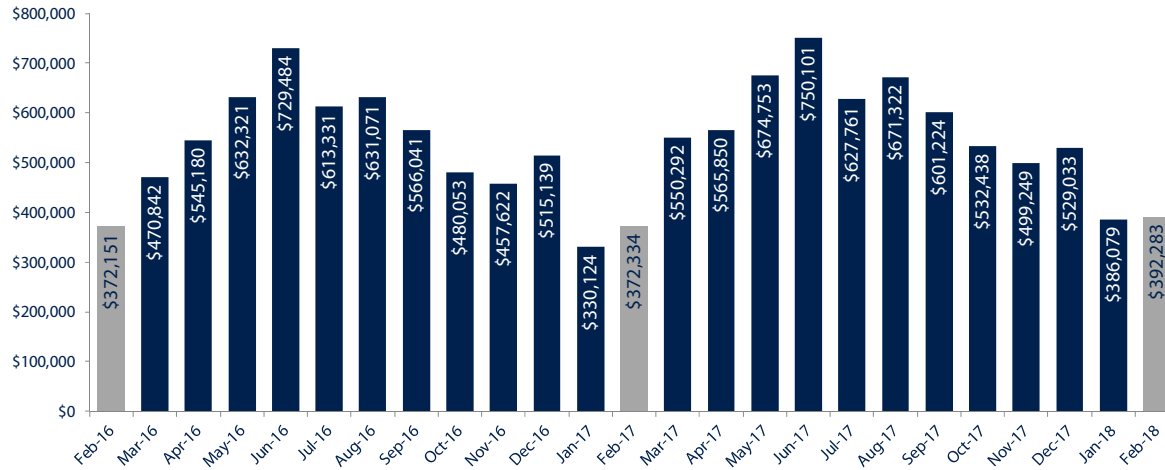
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Hampton Roads Area - February 2018

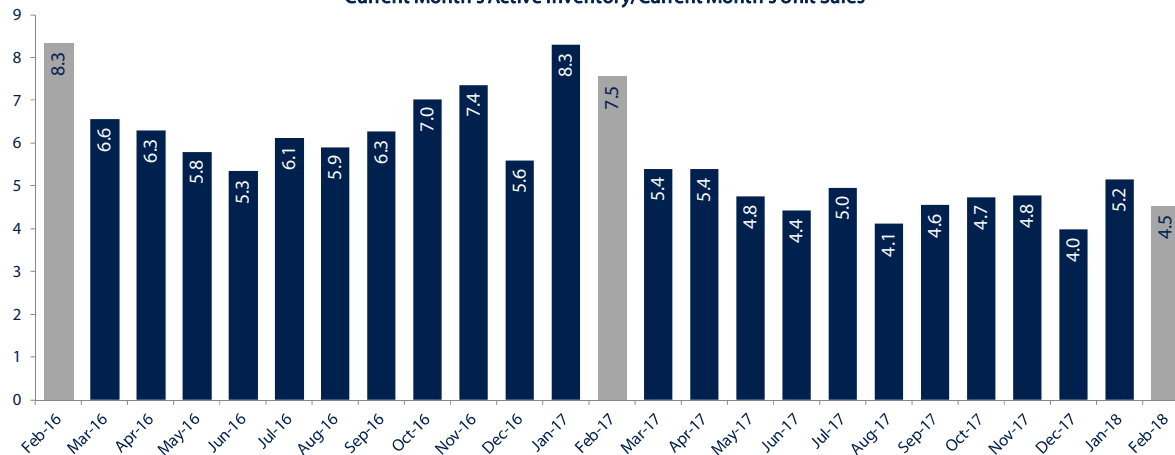
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this February was 5% greater than the same month one year ago.
- In February, there was 4.5 months of supply available, compared to 7.5 in February 2017. That was a decrease of 40% versus a year ago.

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



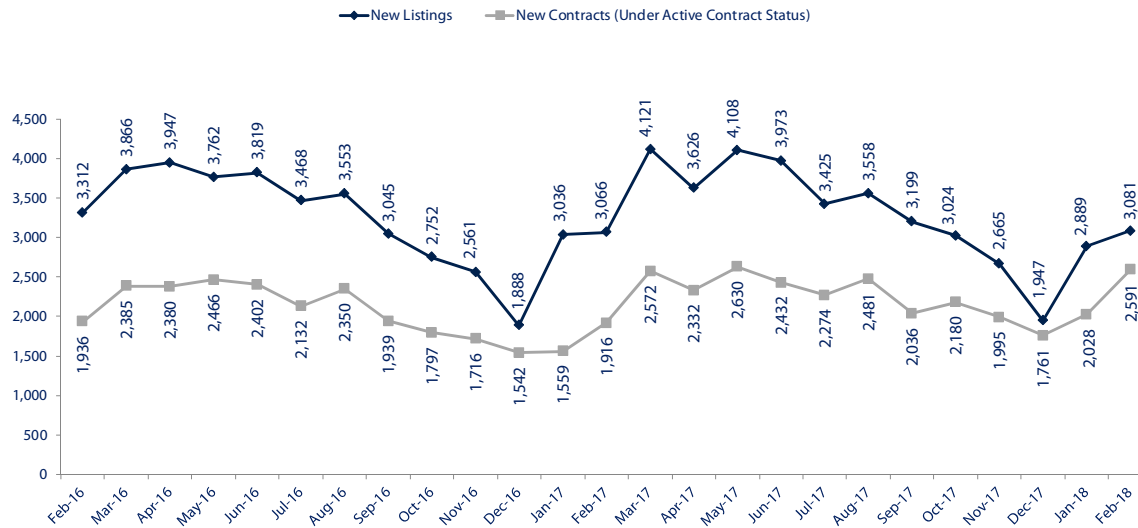
Total Dollar Volume Sold	
Current Month	One Year Ago
\$392,283,381	\$372,333,520
Up 5% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
4.5	7.5
Down -40% Vs. Year Ago	

Long & Foster Market Conditions Report

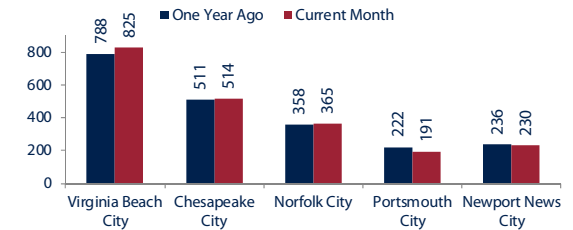
Hampton Roads Area - February 2018

New Listings & New Contracts



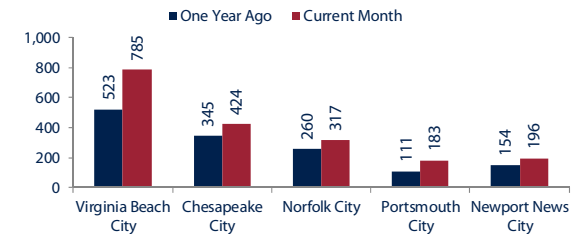
New Listings

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
3,081	3,066
No Change 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 26% from February 2017.

New Contracts	
Current Month	One Year Ago
2,591	1,916
Up 35% Vs. Year Ago	

Supply/Demand Ratio

Number of New Listings to New Contracts

