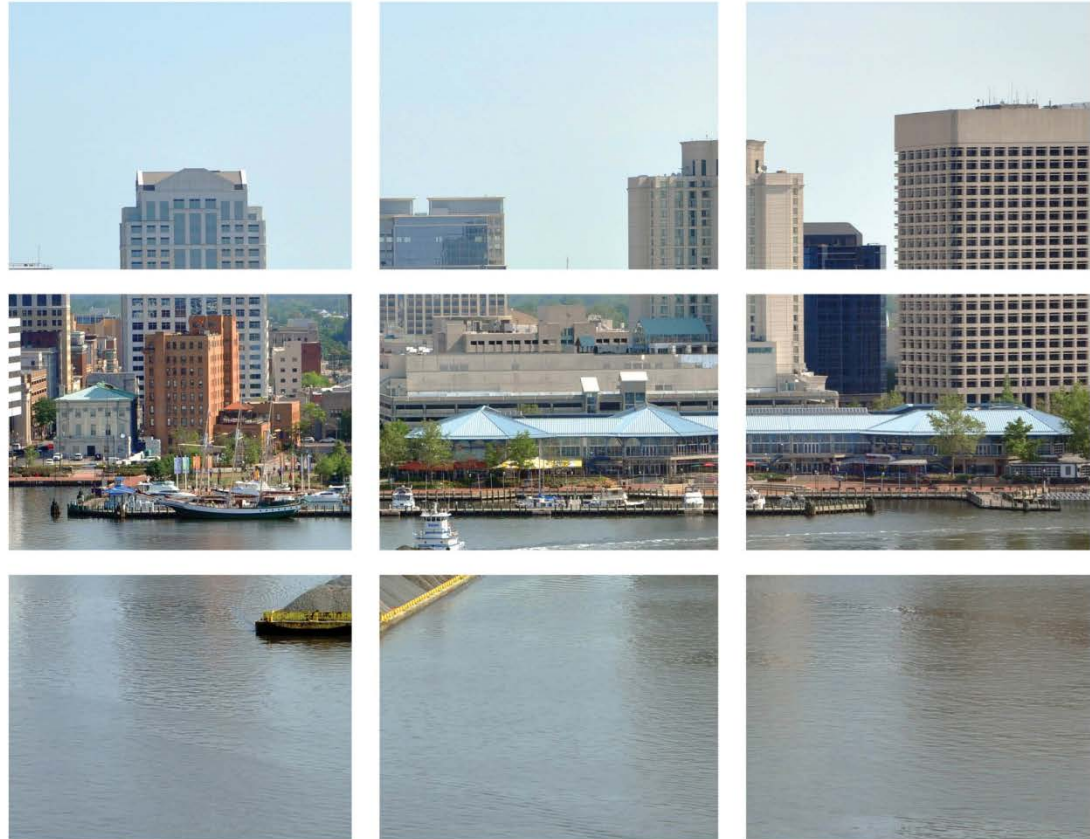
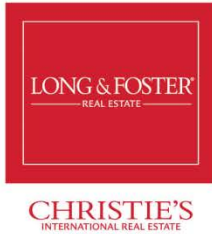


# Market Conditions Report

Hampton Roads, VA Area

April 2018 | longandfoster.com



Long & Foster Real Estate Family of Companies

Long & Foster | Christie's · Virginia Properties · Fonville Morisey · Northport Realty · Urban Pace

Global Partnerships

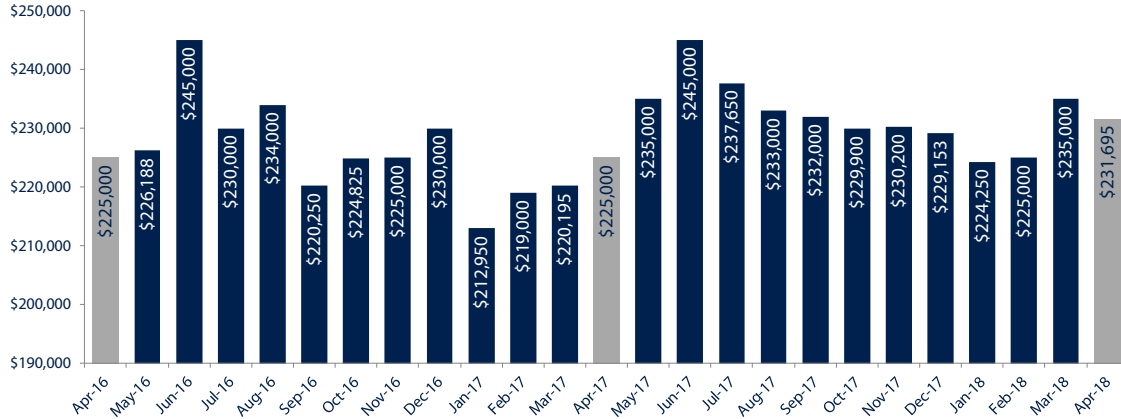
Christie's International Real Estate · Leading Real Estate Companies of the World® · Luxury Portfolio International · Who's Who in Luxury Real Estate



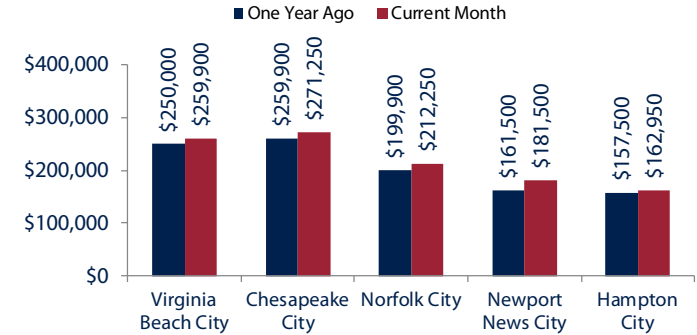
# Long & Foster Market Conditions Report

## Hampton Roads Area - April 2018

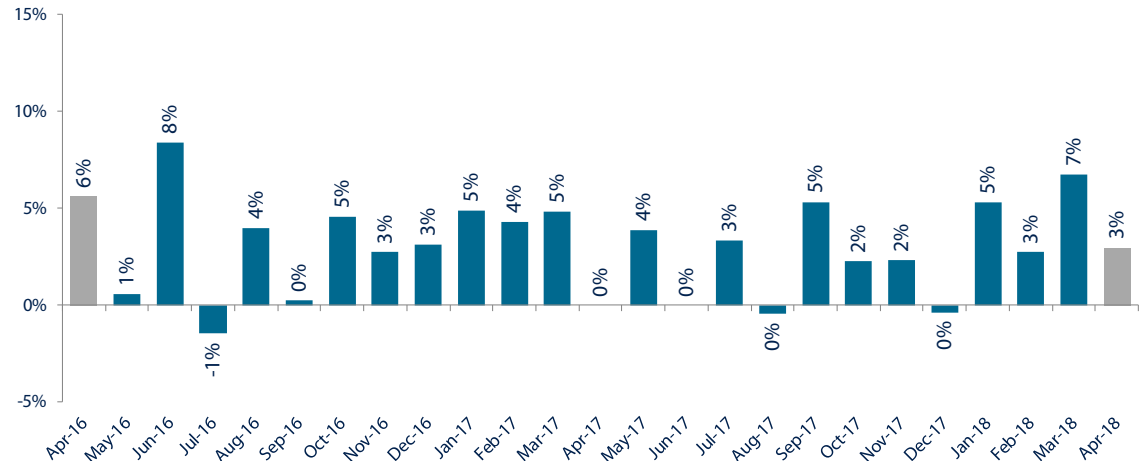
Median Sales Price



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



Median Sale Price  
Percent Change Year/Year



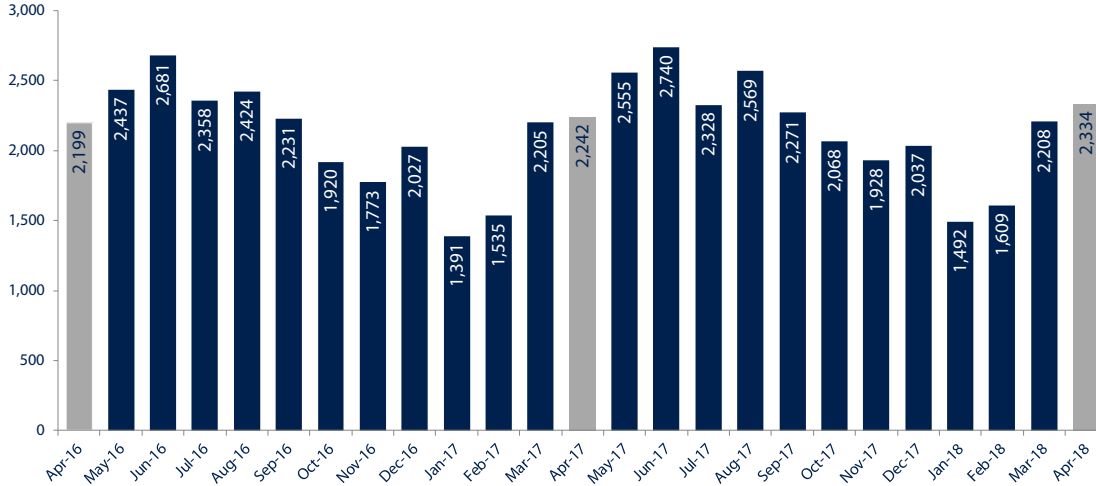
### Highlights

- This April, the current median sale price of \$231,695 was similar to the median sale price of last month.
- The current median sale price was 3% higher than the same month last year.

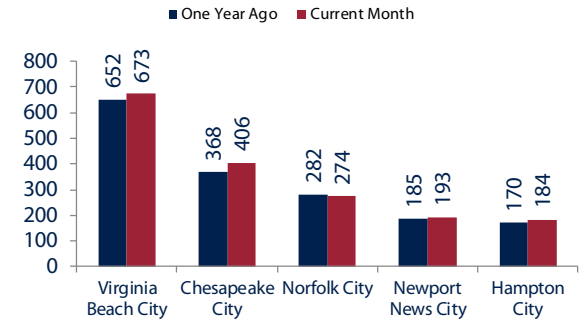
# Long & Foster Market Conditions Report

## Hampton Roads Area - April 2018

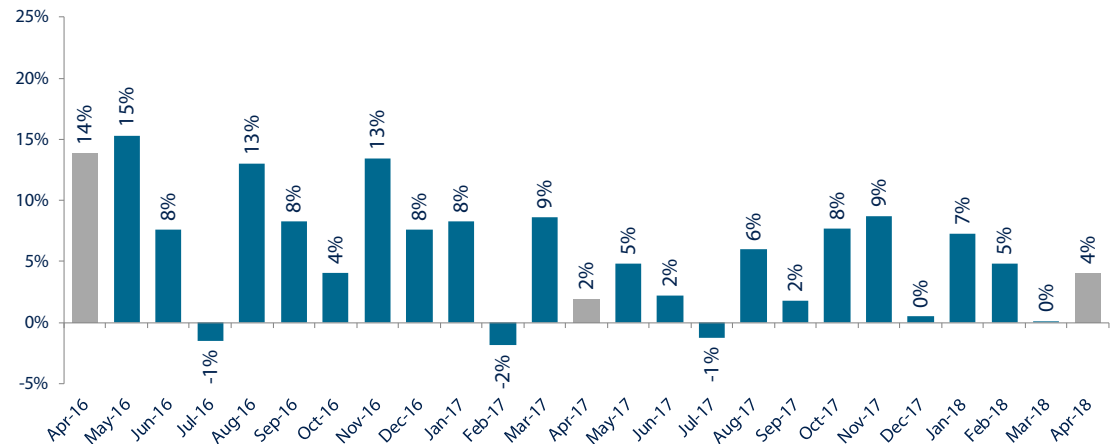
**Total Units Sold**



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



**Total Units Sold**  
Percent Change Year/Year



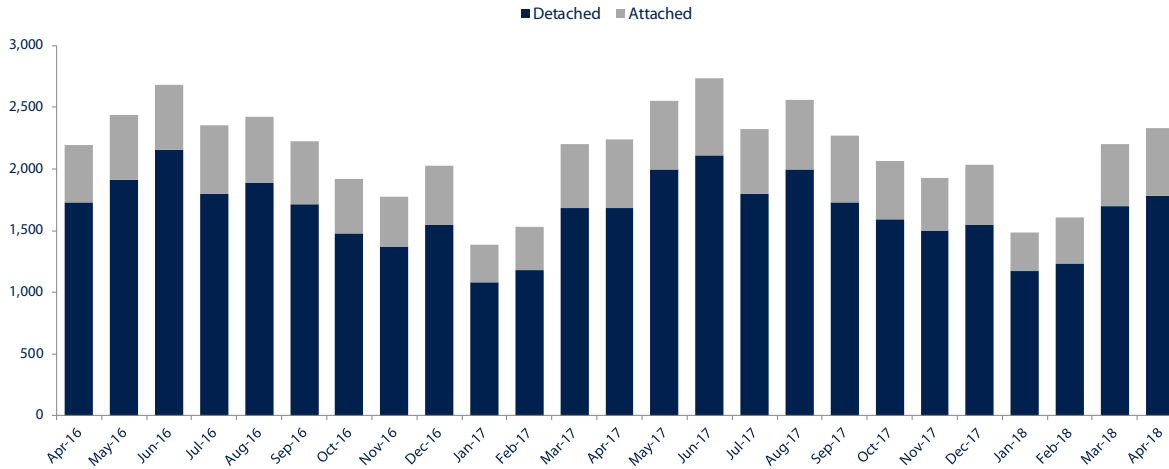
### Highlights

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

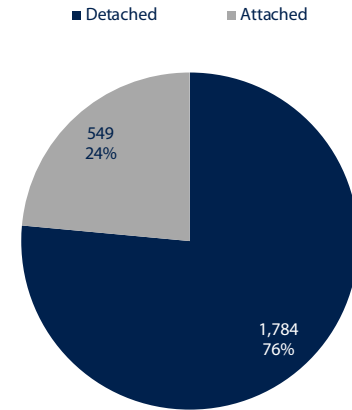
# Long & Foster Market Conditions Report

## Hampton Roads Area - April 2018

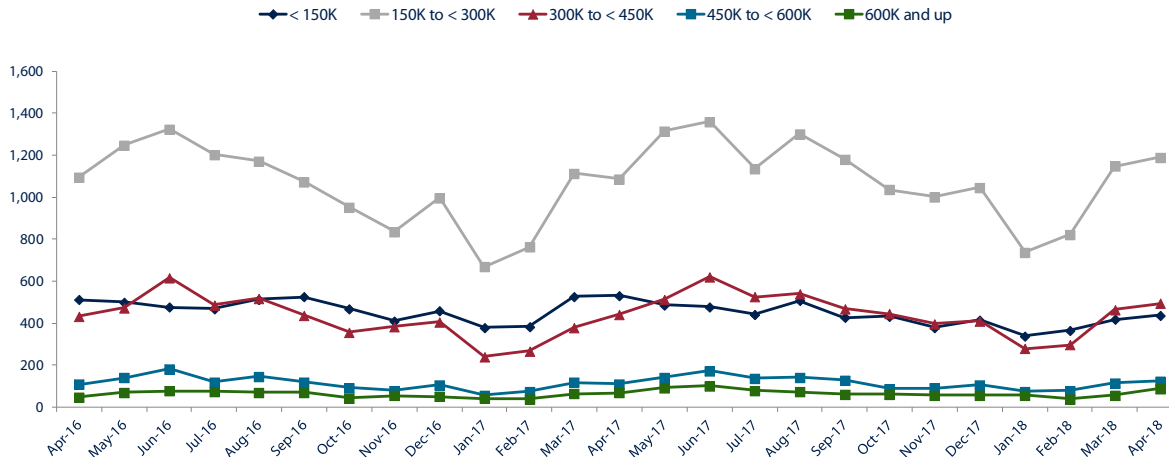
Total Units Sold by Type



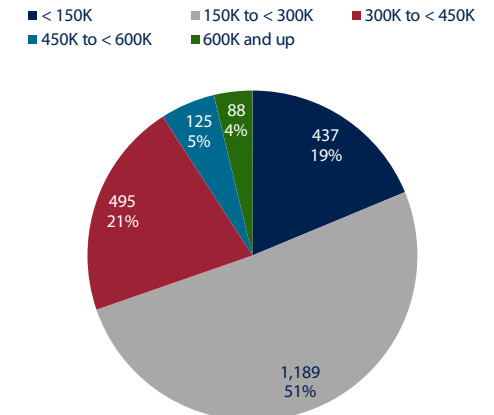
Total Units Sold by Type  
Current Month



Total Units Sold by Price Range



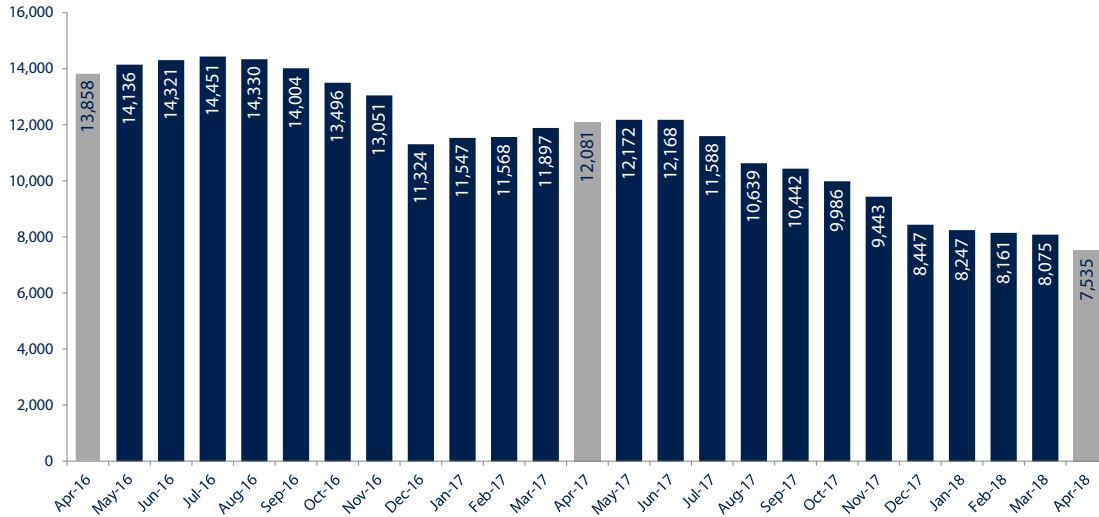
Total Units Sold by Price Range  
Current Month



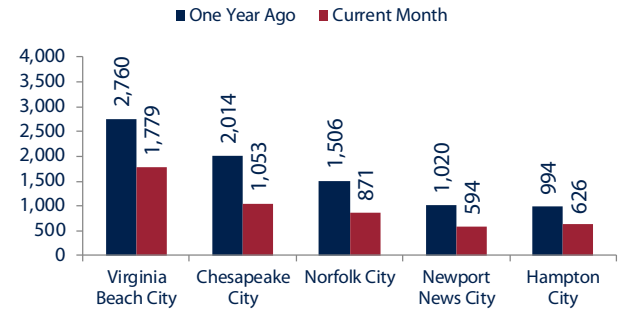
# Long & Foster Market Conditions Report

## Hampton Roads Area - April 2018

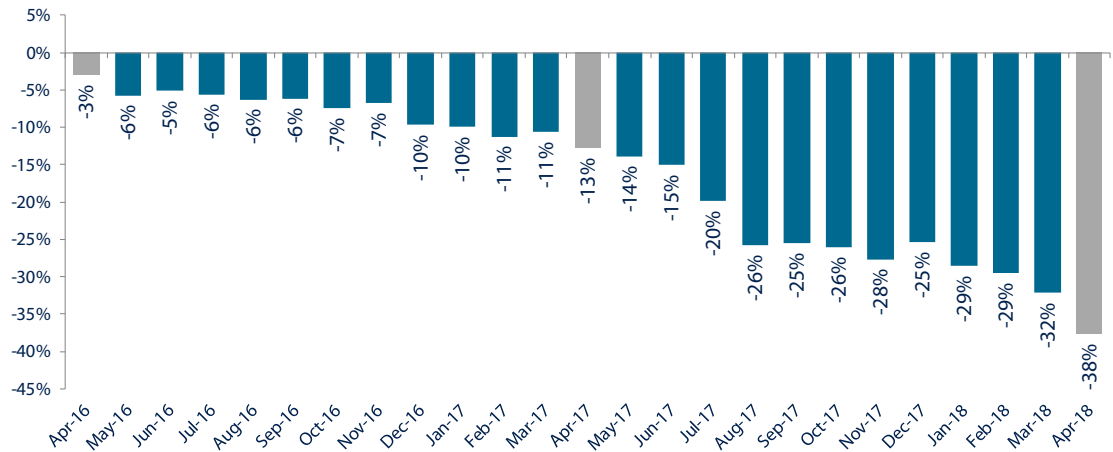
**Total Active Inventory**



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



**Total Active Inventory  
Percent Change Year/Year**



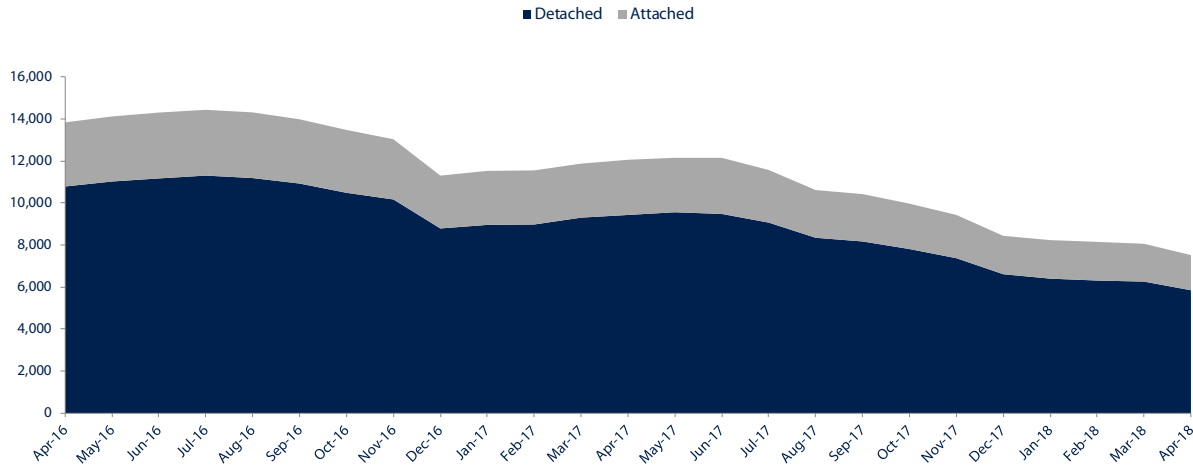
**Highlights**

- April's total active inventory of 7,535 units was 7% lower than the previous month's supply of inventory.
- Versus last April, the total number of homes available was lower by 4,546 units or 38%.

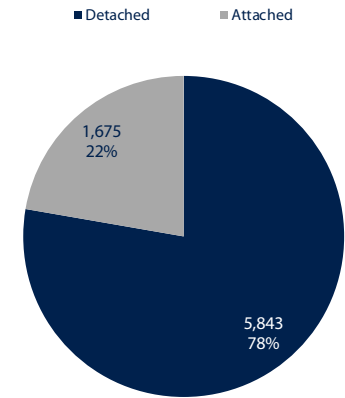
# Long & Foster Market Conditions Report

## Hampton Roads Area - April 2018

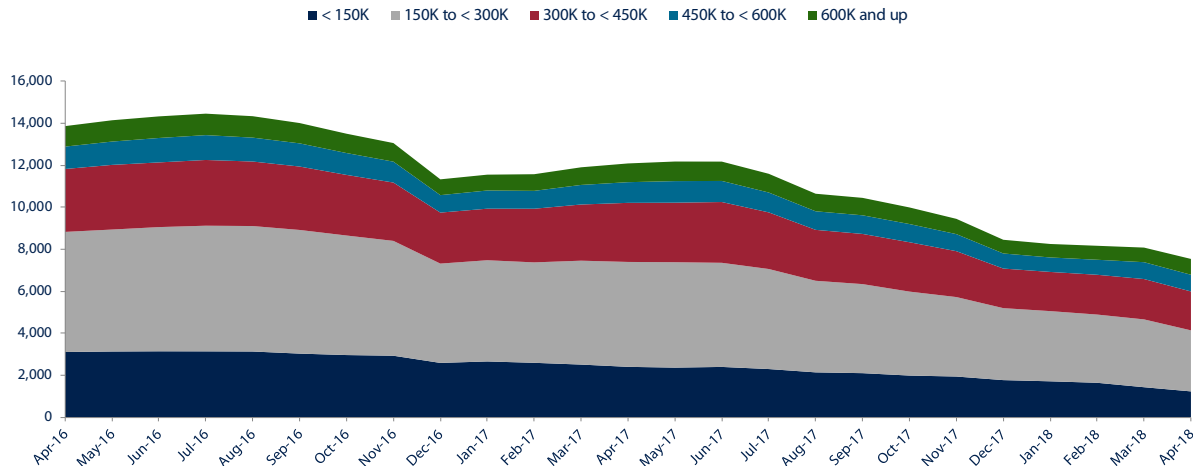
**Total Active Inventory by Type**



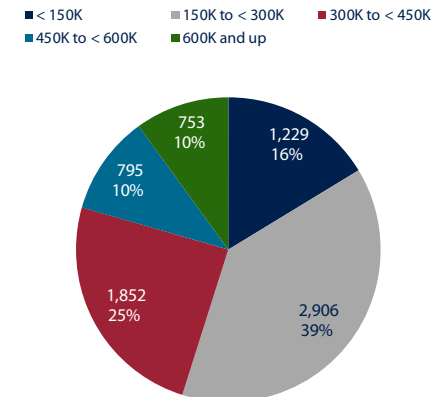
**Total Active Inventory by Type Current Month**



**Total Active Inventory by Price Range**



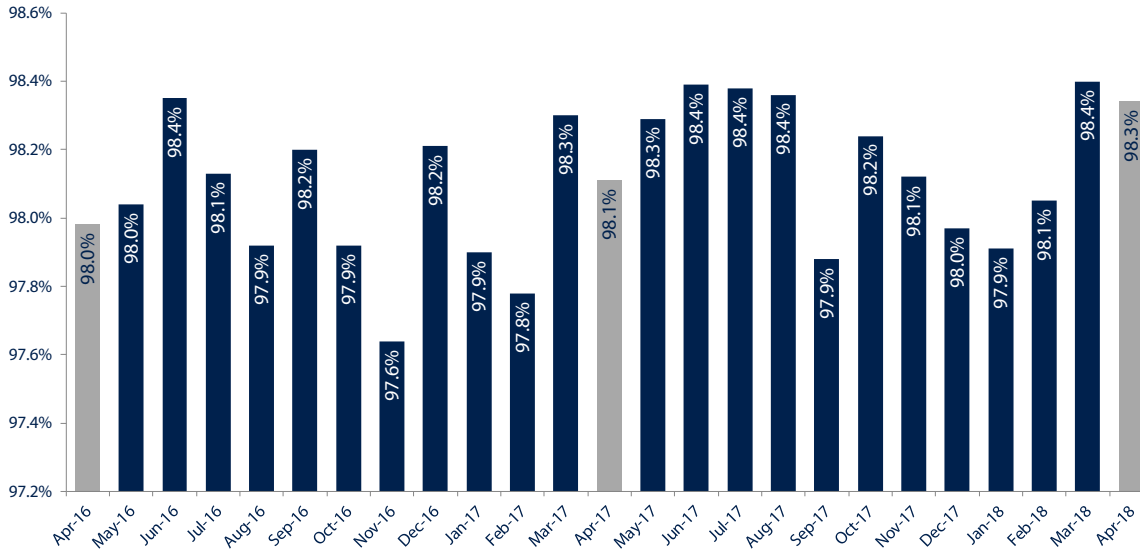
**Total Active Inventory by Price Range Current Month**



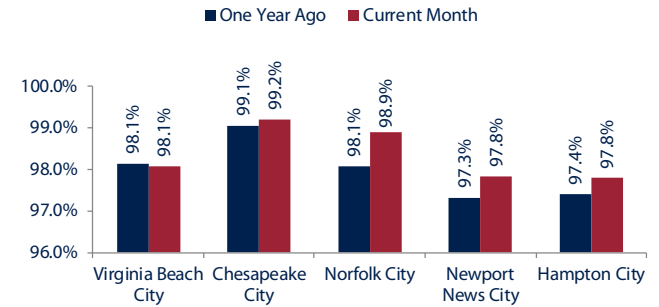
# Long & Foster Market Conditions Report

## Hampton Roads Area - April 2018

Average Sale Price as a Percent of List Price



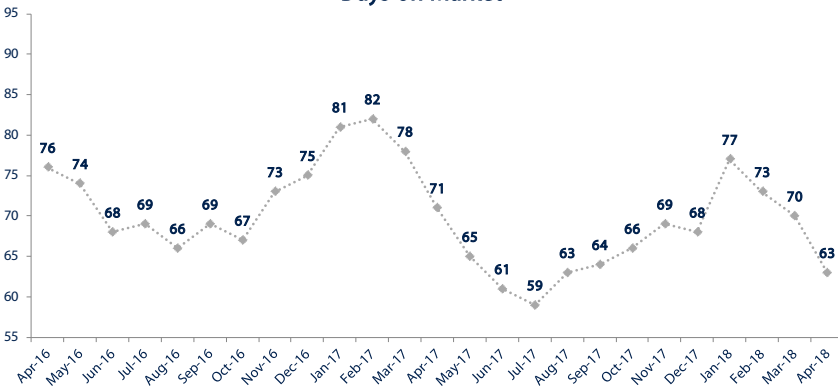
Sale Price as % of List Price  
Of Top Five Counties/Cities Based on Total Units Sold



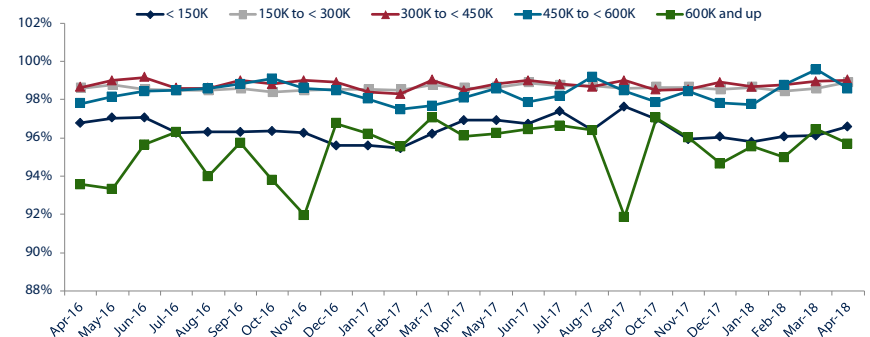
Days on Market	
Current Month	One Year Ago
63	71
<b>Down -11% Vs. Year Ago</b>	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.3%	98.1%
<b>Up 0.2% Vs. Year Ago</b>	

Days on Market



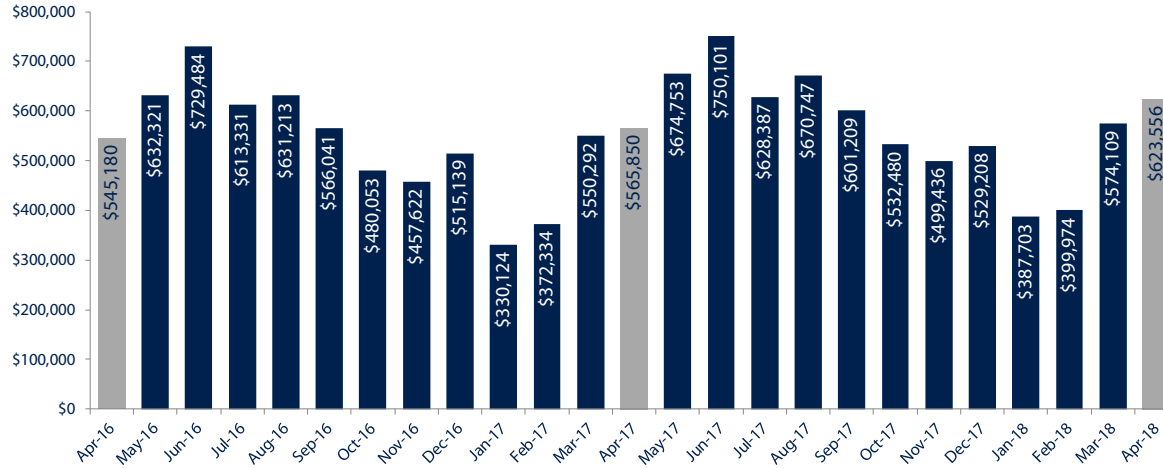
Average Sale Price as a Percent of List Price  
by Price Range



# Long & Foster Market Conditions Report

## Hampton Roads Area - April 2018

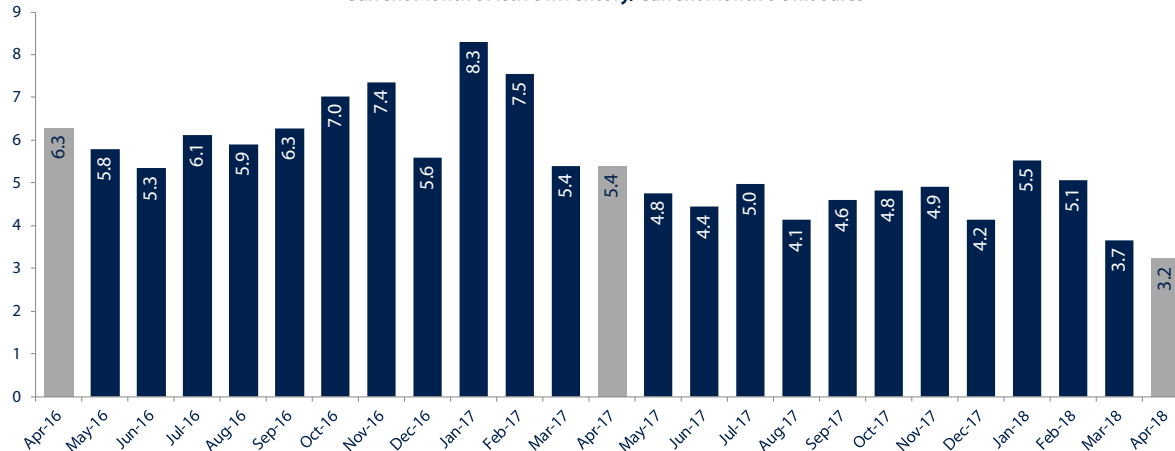
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this April was 10% greater than the same month one year ago.
- In April, there was 3.2 months of supply available, compared to 5.4 in April 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
\$623,555,715	\$565,849,982
<b>Up 10% Vs. Year Ago</b>	

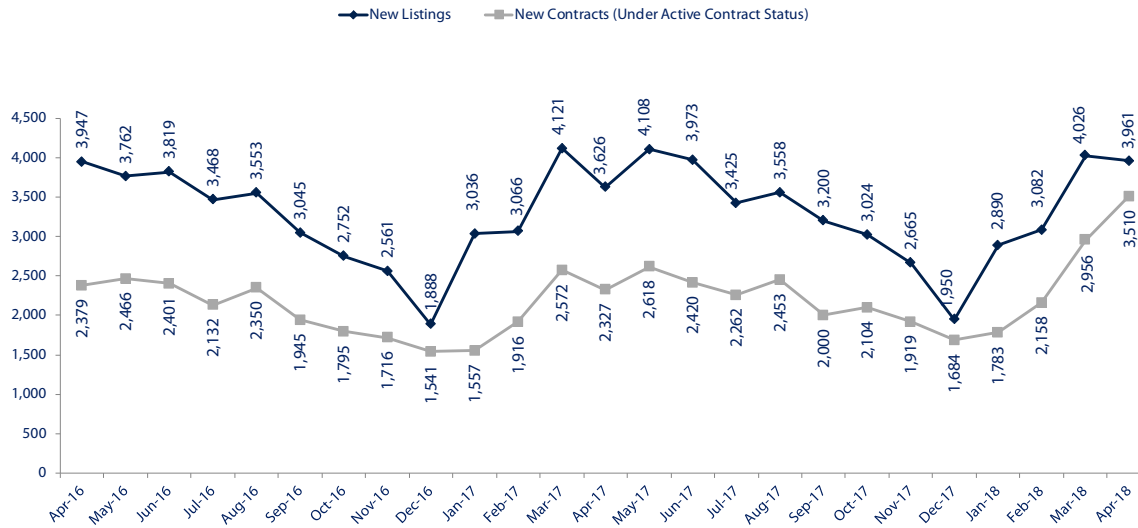
Months of Supply	
Current Month	One Year Ago
3.2	5.4
<b>Down -40% Vs. Year Ago</b>	



# Long & Foster Market Conditions Report

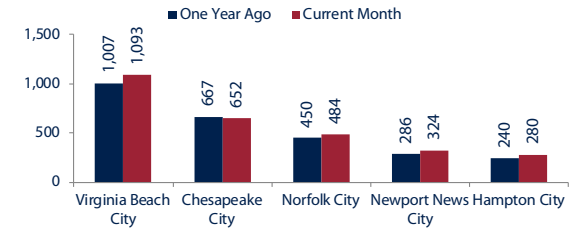
## Hampton Roads Area - April 2018

### New Listings & New Contracts



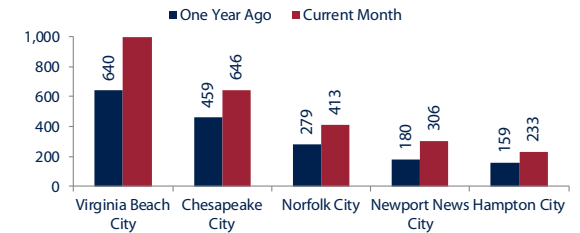
### New Listings

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
3,961	3,626
Up 9% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
3,510	2,327
Up 51% 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, a decrease of 28% from April 2017.

### Supply/Demand Ratio

Number of New Listings to New Contracts

