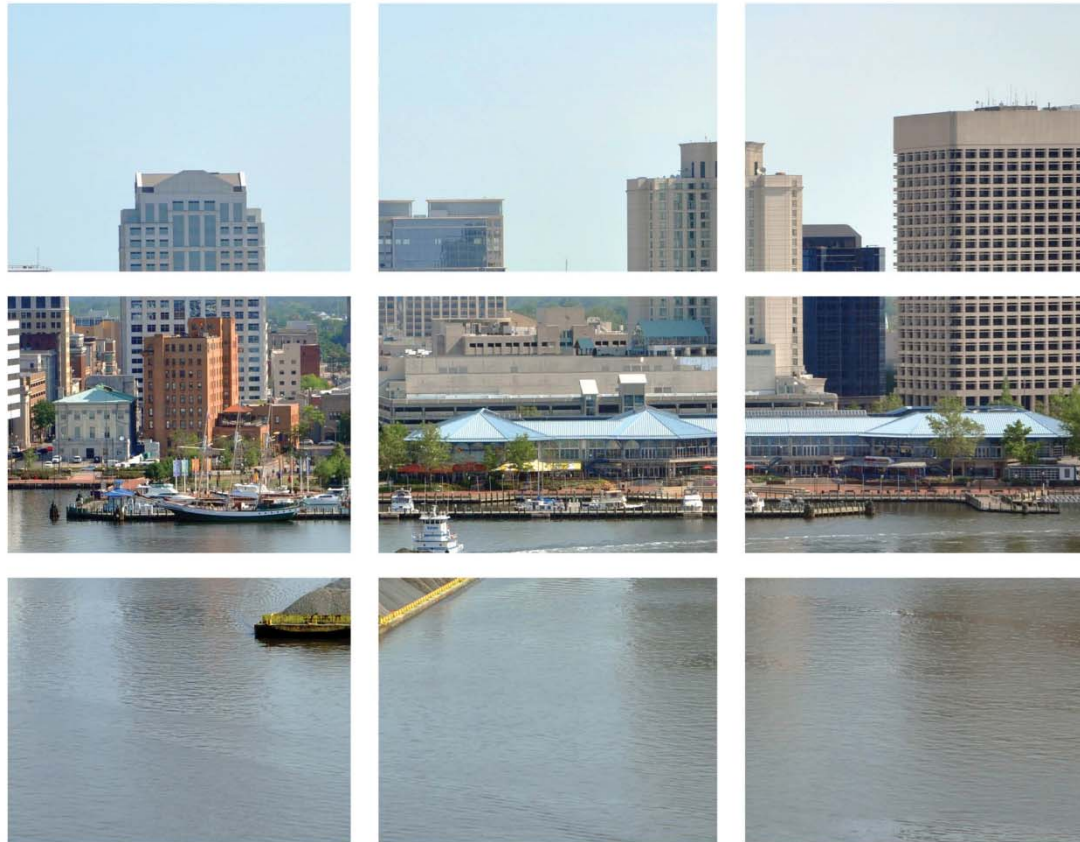
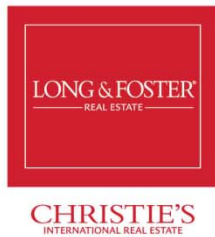


Market Conditions Report

Hampton Roads, VA Area

January 2019



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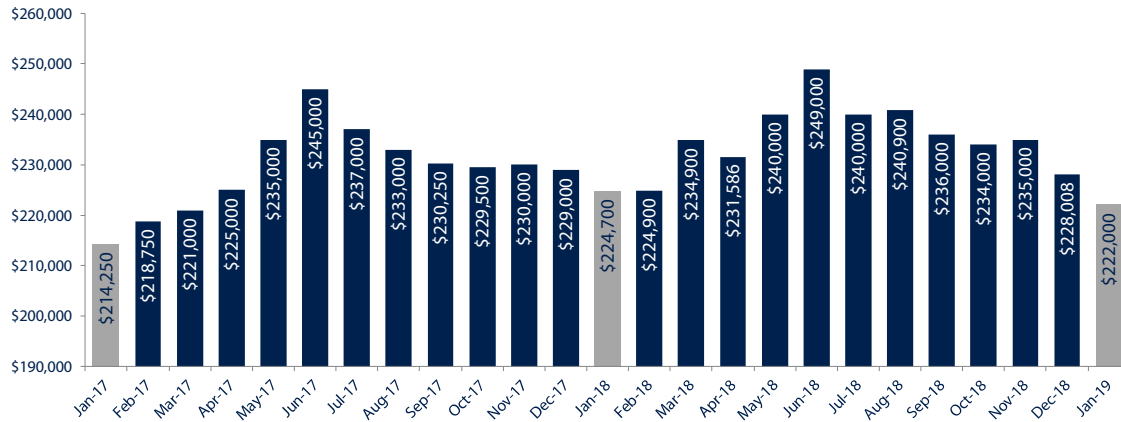
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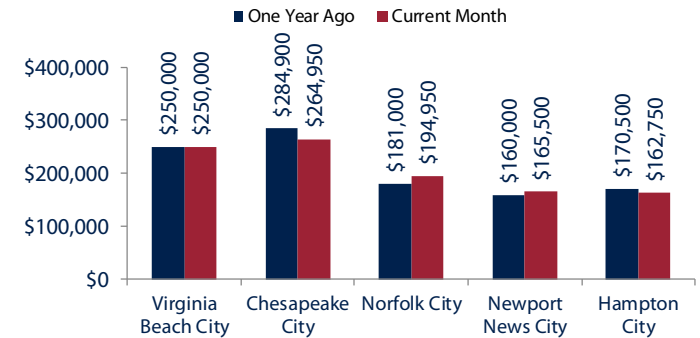
Long & Foster Market Conditions Report

Hampton Roads Area - January 2019

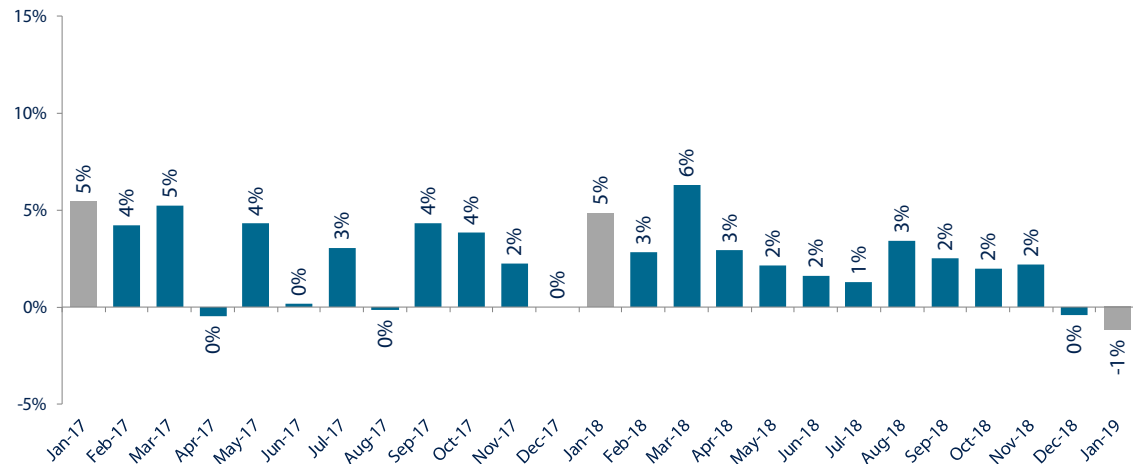
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



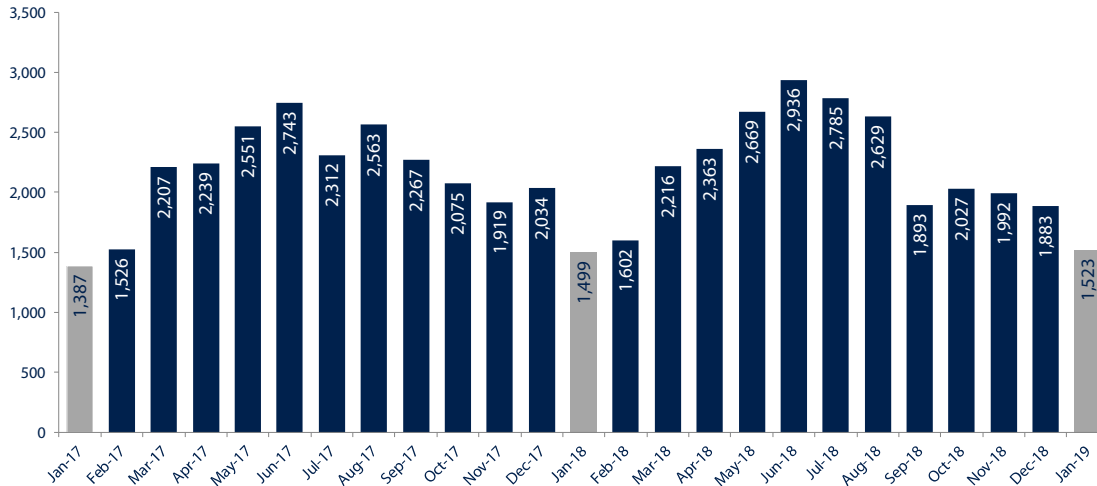
Highlights

- This January, the median sale price was \$222,000, which was similar to the median sale price of January 2018.
- The current median sale price was 3% lower than in December.

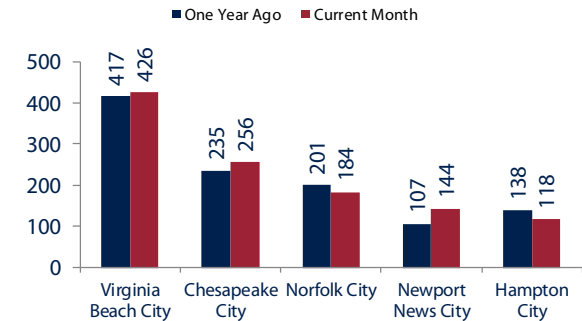
Long & Foster Market Conditions Report

Hampton Roads Area - January 2019

Total Units Sold



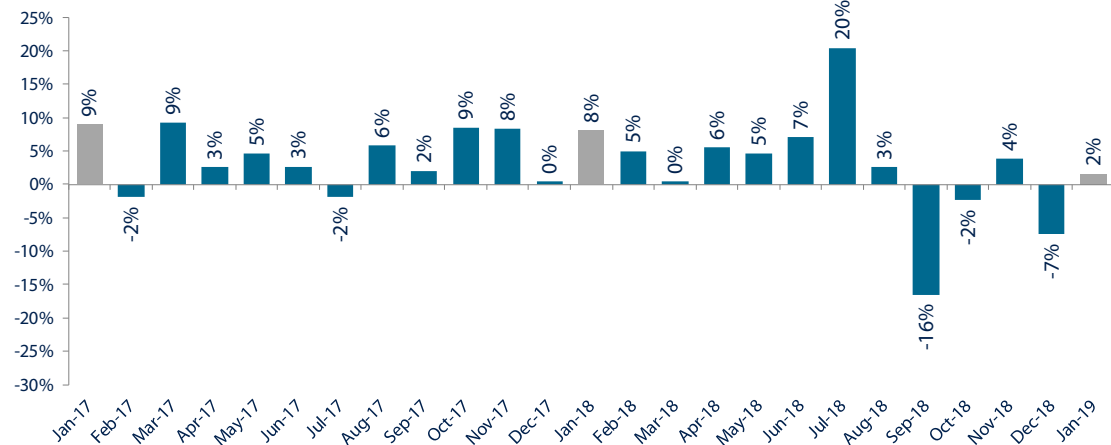
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was higher than at this time last year, an increase of 2% versus January 2018.
- There was a decrease of 19% in total units sold in January compared to December.

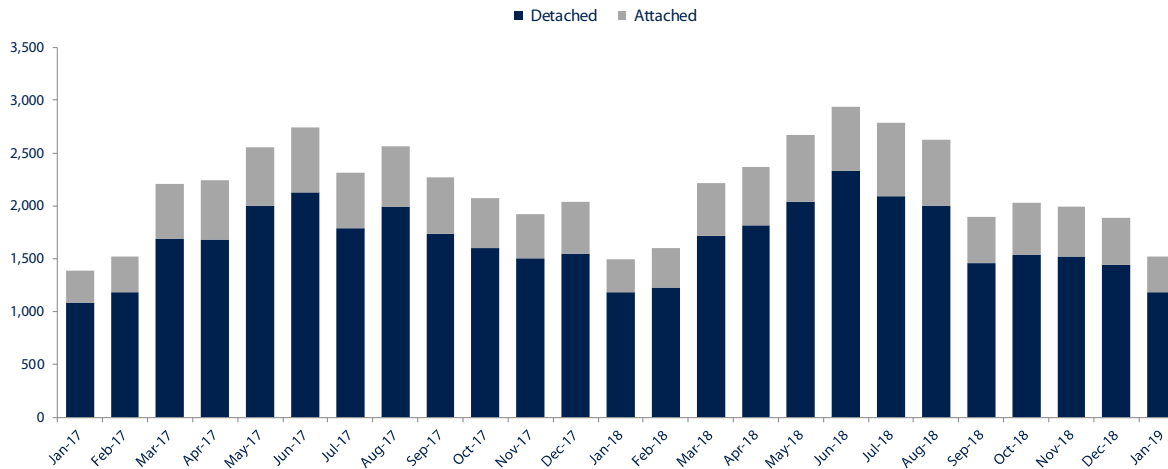
Total Units Sold
Percent Change Year/Year



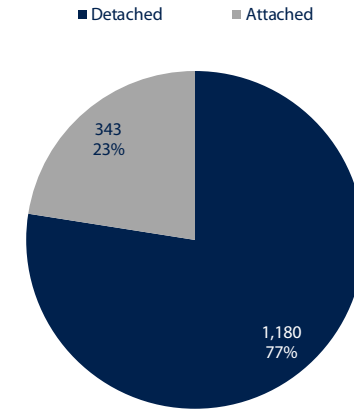
Long & Foster Market Conditions Report

Hampton Roads Area - January 2019

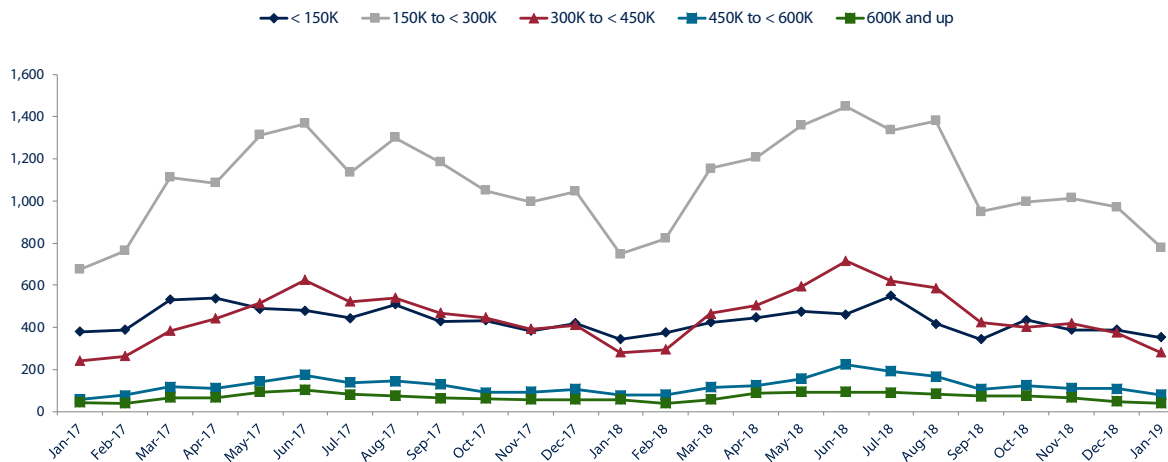
Total Units Sold by Type



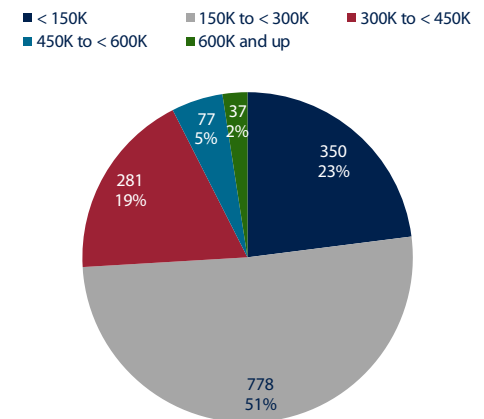
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



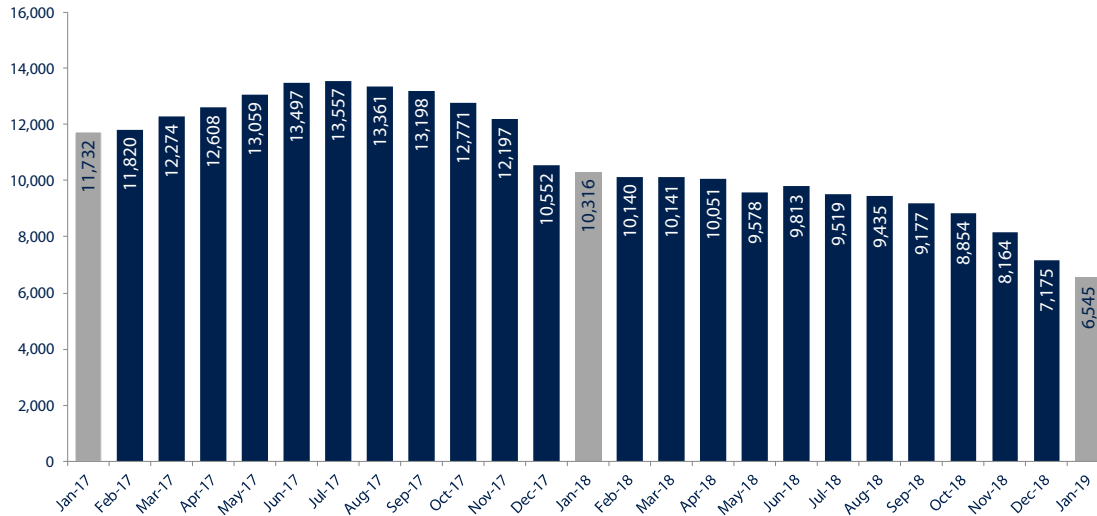
Total Units Sold by Price Range
Current Month



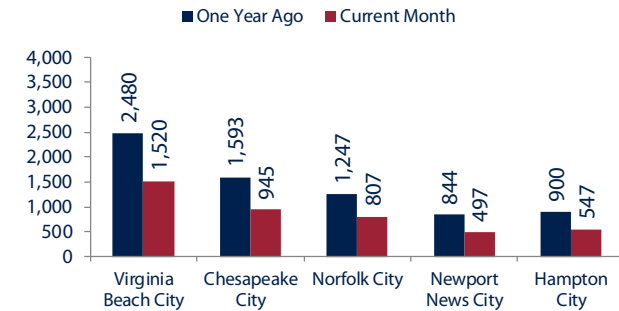
Long & Foster Market Conditions Report

Hampton Roads Area - January 2019

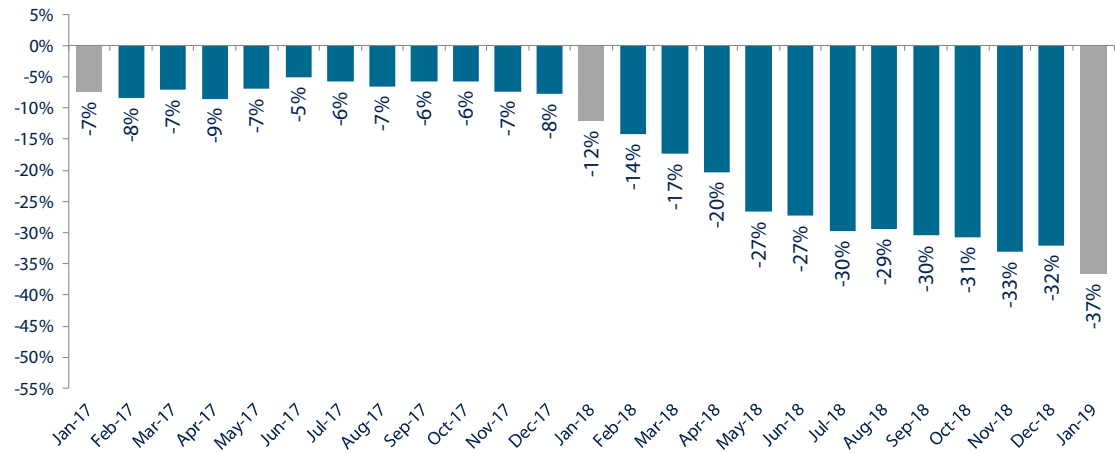
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



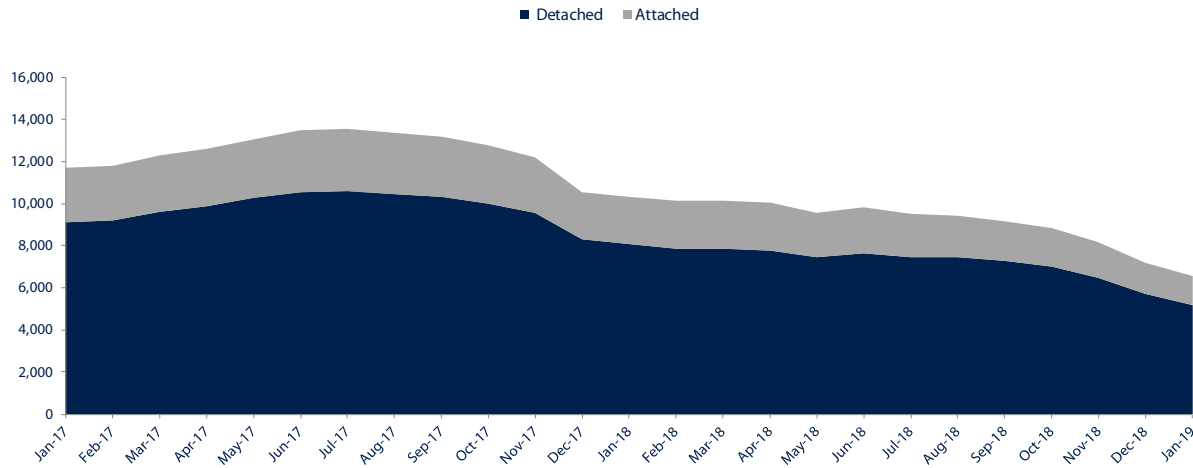
Highlights

- January's total active inventory of 6,545 units was 9% lower than the previous month's supply of inventory.
- Versus last January, the total number of homes available was lower by 3,771 units or 37%.

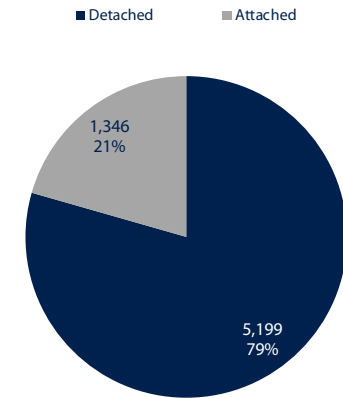
Long & Foster Market Conditions Report

Hampton Roads Area - January 2019

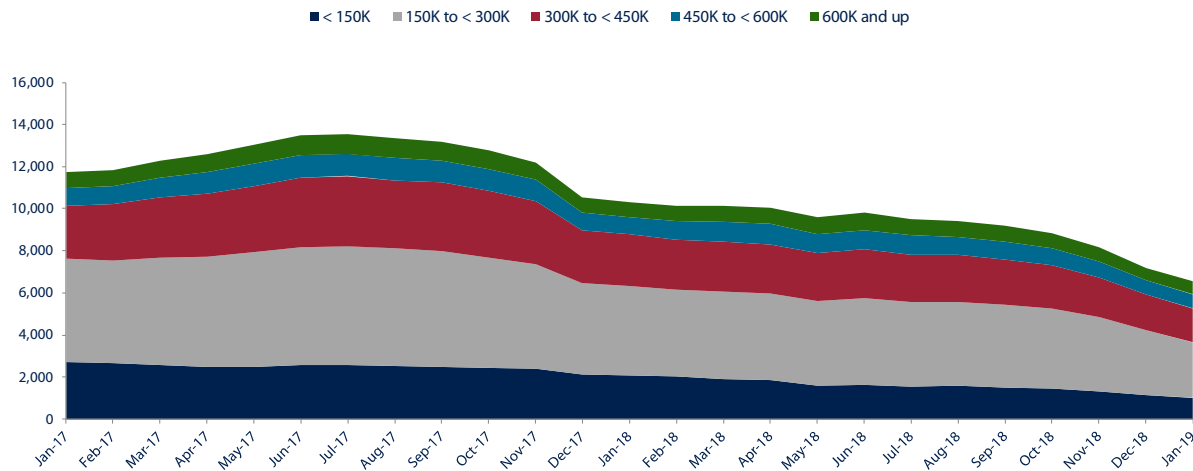
Total Active Inventory by Type



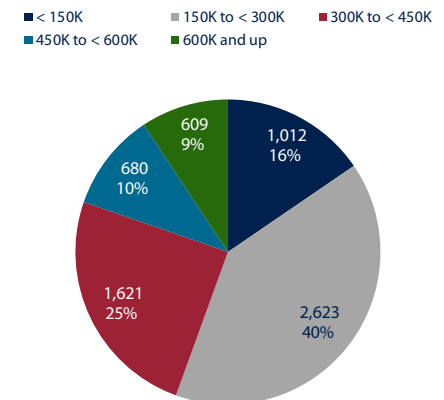
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



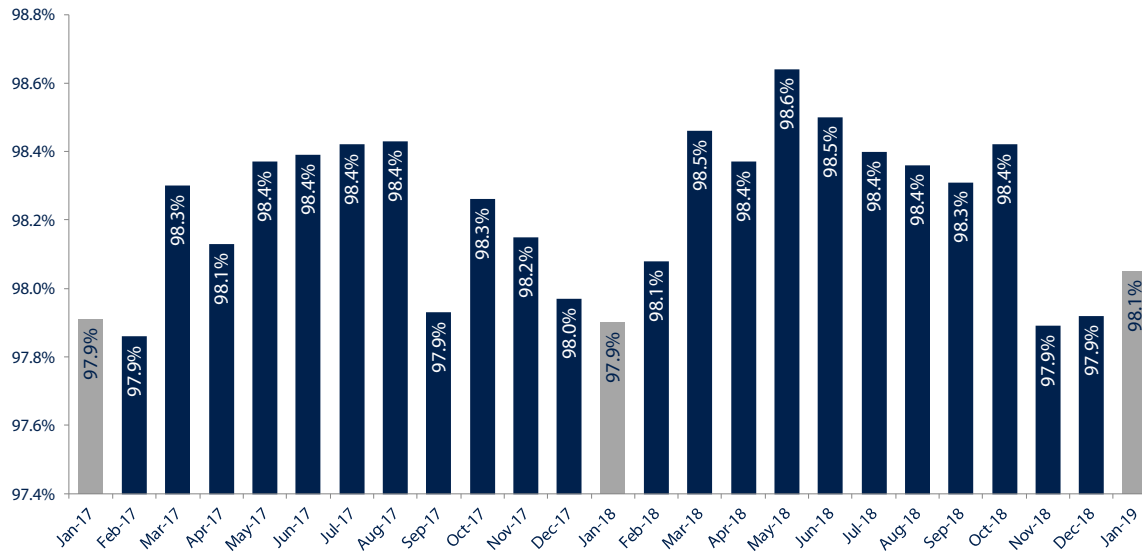
Total Active Inventory by Price Range Current Month



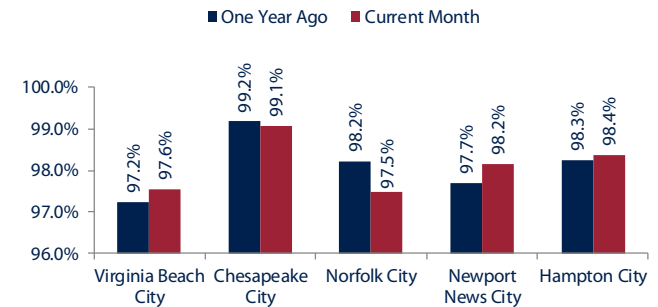
Long & Foster Market Conditions Report

Hampton Roads Area - January 2019

Average Sale Price as a Percent of List Price



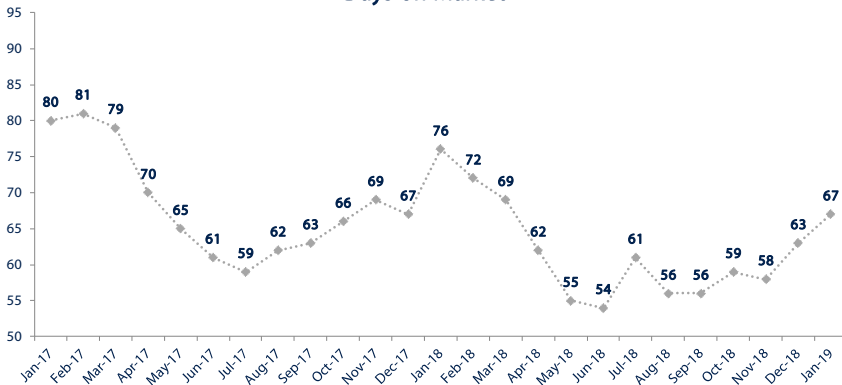
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



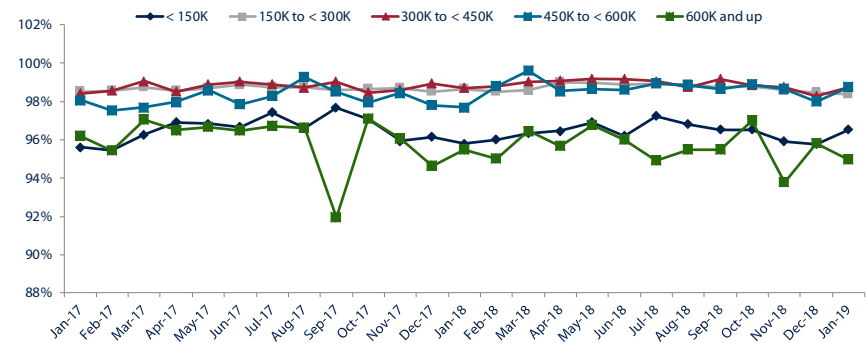
Days on Market	
Current Month	One Year Ago
67	76
Down -12% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.1%	97.9%
Up 0.2% Vs. Year Ago	

Days on Market



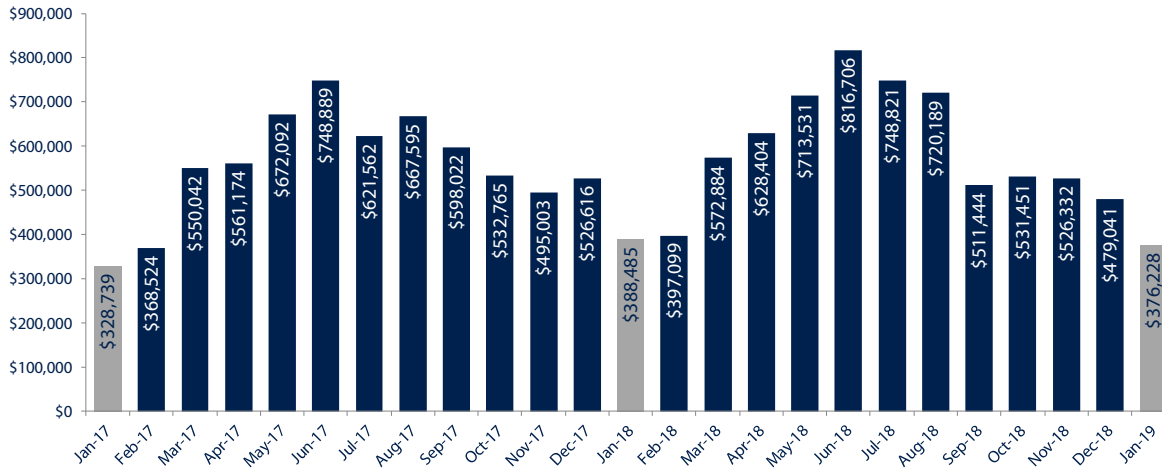
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Hampton Roads Area - January 2019

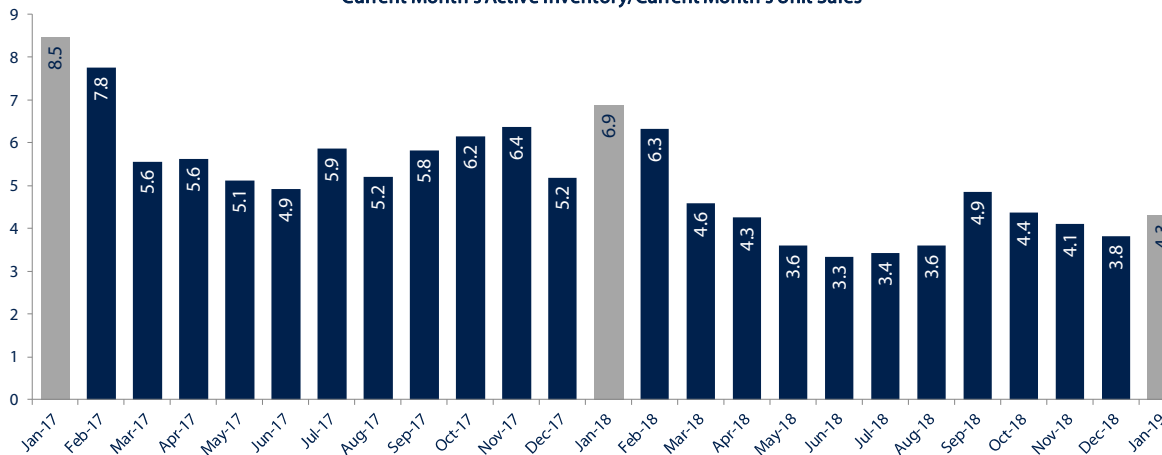
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this January was 3% less than the same month one year ago.
- In January, there was 4.3 months of supply available, compared to 6.9 in January 2018. That was a decrease of 38% versus a year ago.

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



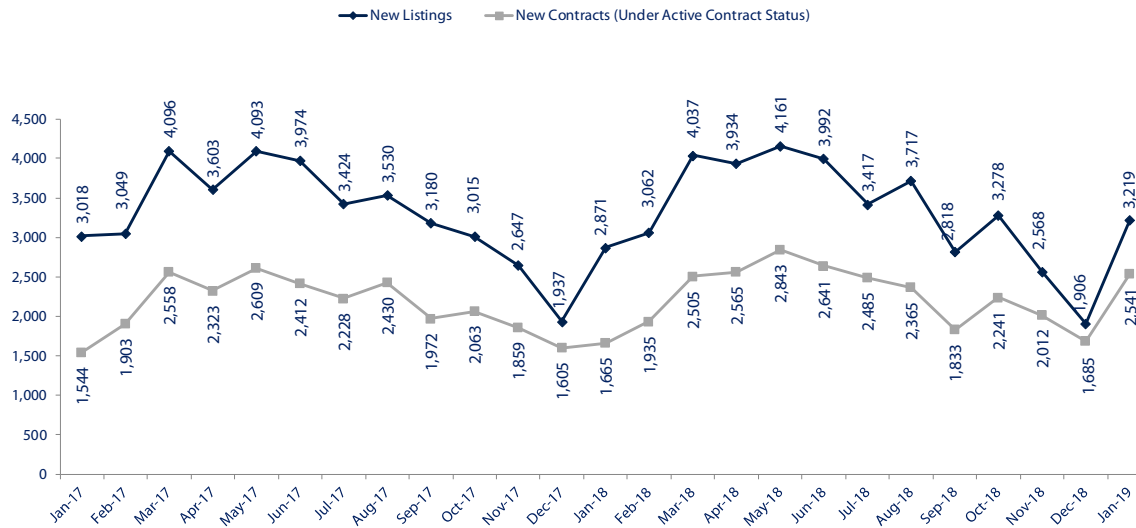
Total Dollar Volume Sold	
Current Month	One Year Ago
\$376,228,049	\$388,484,693
Down -3% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
4.3	6.9
Down -38% Vs. Year Ago	

Long & Foster Market Conditions Report

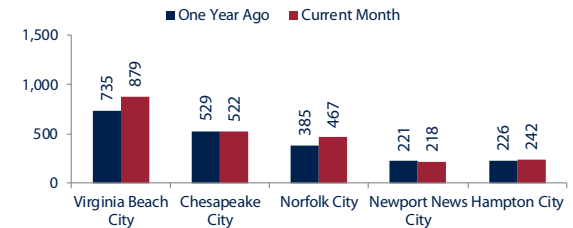
Hampton Roads Area - January 2019

New Listings & New Contracts



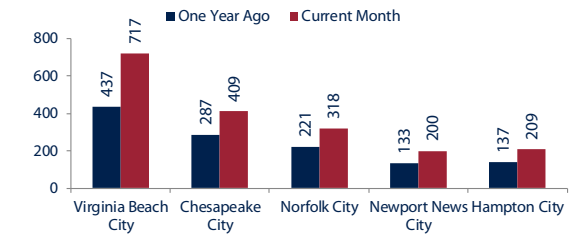
New Listings

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
3,219	2,871
Up 12% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
2,541	1,665
Up 53% 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 27% from January 2018.

Supply/Demand Ratio

Number of New Listings to New Contracts

