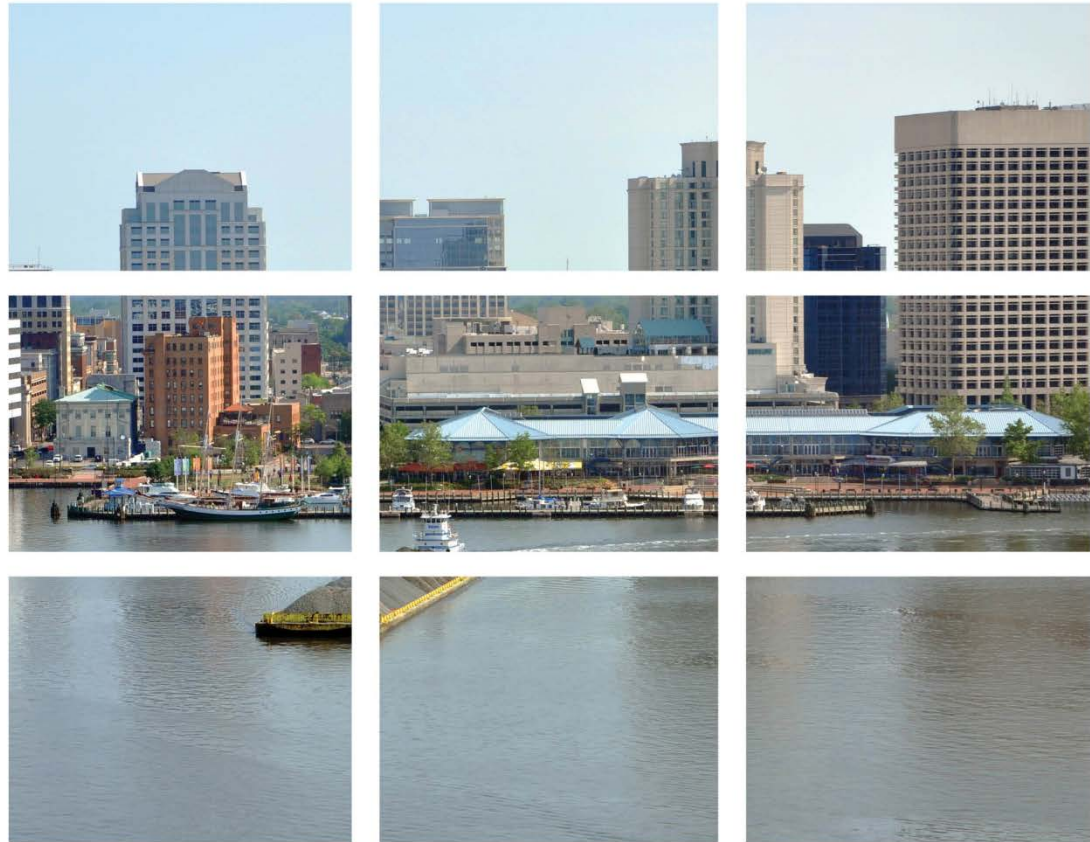
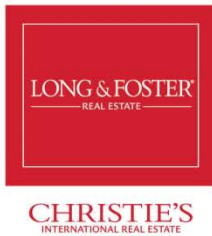


Market Conditions Report

Hampton Roads, VA Area

September 2018



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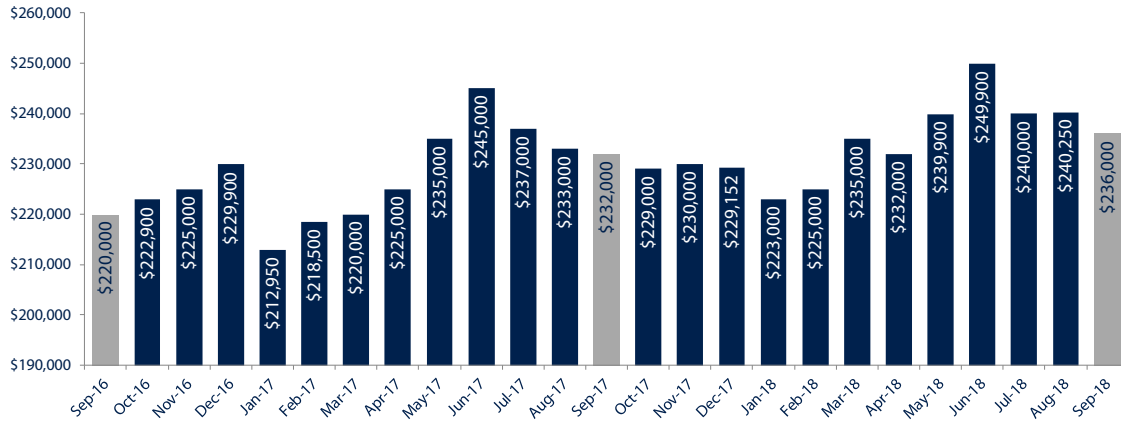
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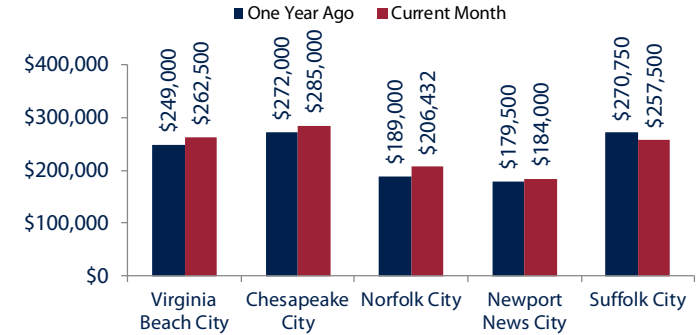
Long & Foster Market Conditions Report

Hampton Roads Area - September 2018

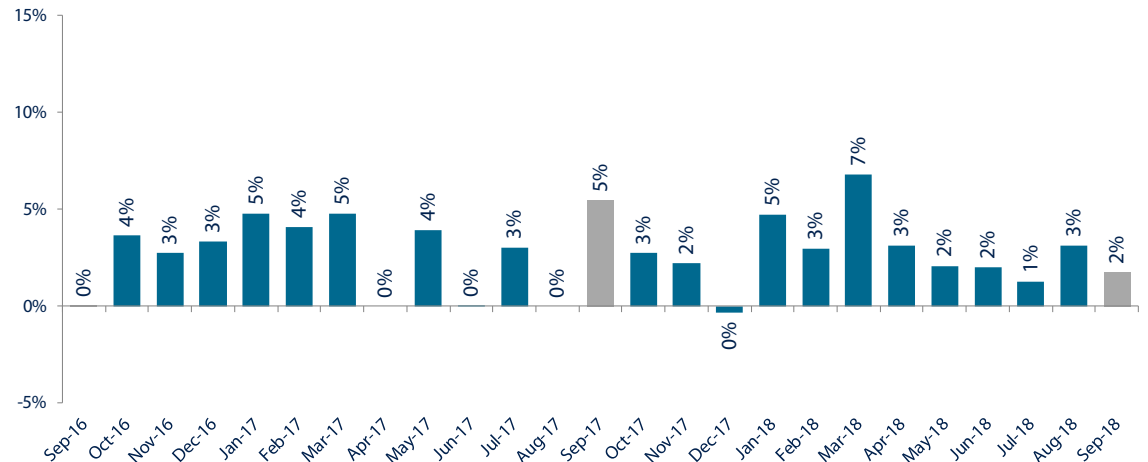
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



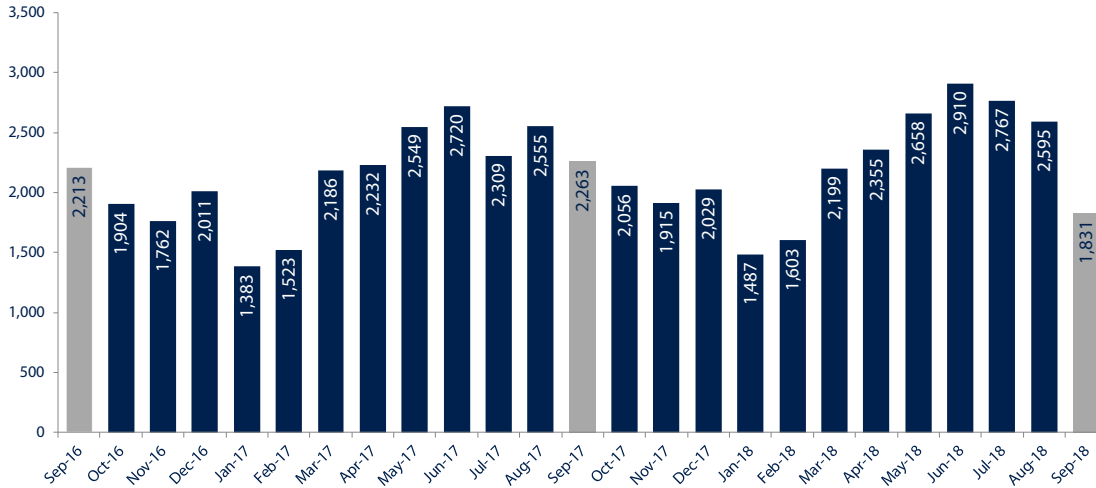
Highlights

- This September, the median sale price was \$236,000, an increase of 2% compared to last year.
- The current median sale price was 2% lower than in August.

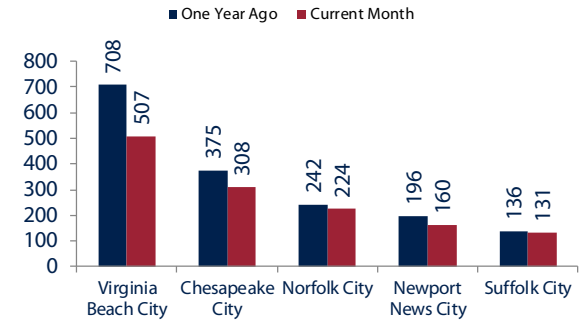
Long & Foster Market Conditions Report

Hampton Roads Area - September 2018

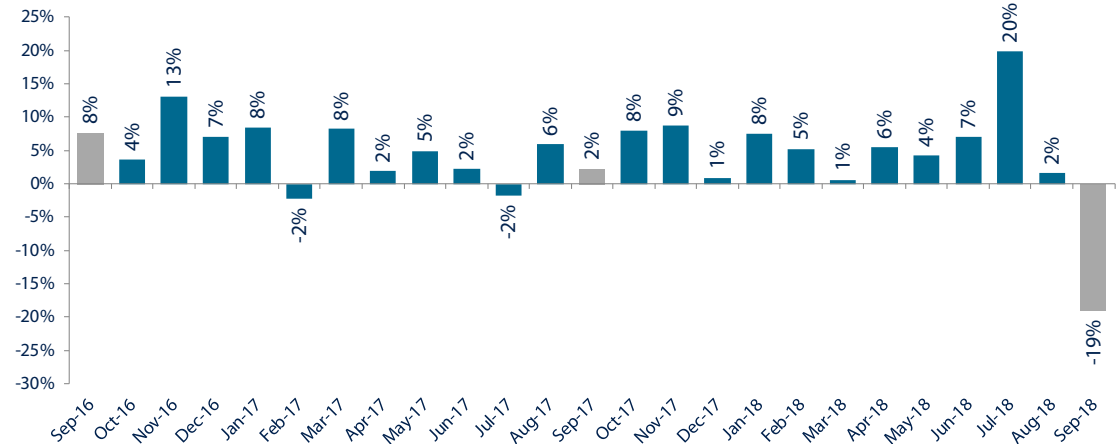
Total Units Sold



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



Total Units Sold
Percent Change Year/Year



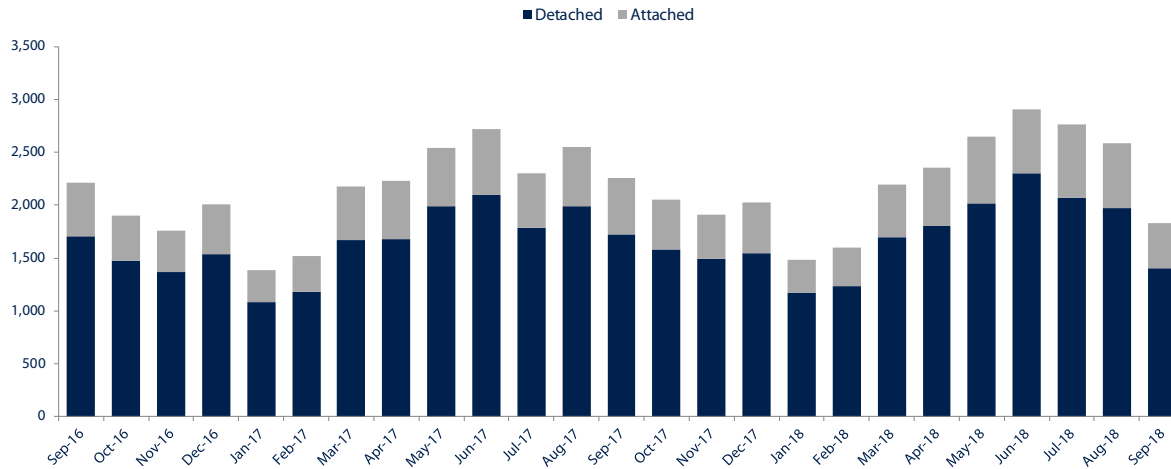
Highlights

- This month's total units sold was lower than at this time last year, a decrease of 19% versus September 2017.
- There was a decrease of 29% in total units sold in September compared to August.

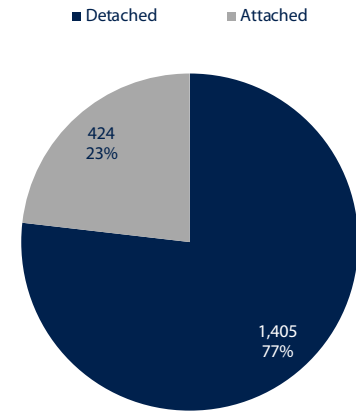
Long & Foster Market Conditions Report

Hampton Roads Area - September 2018

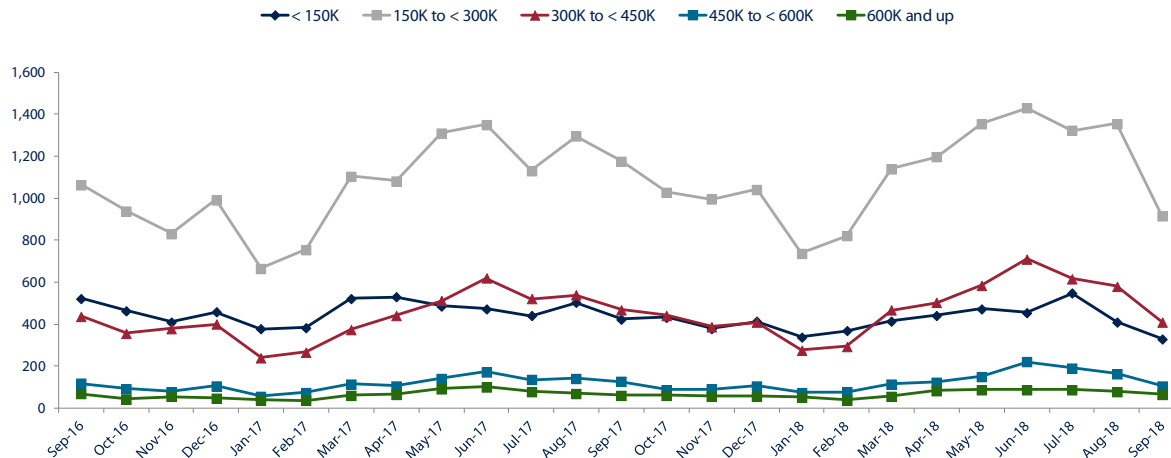
Total Units Sold by Type



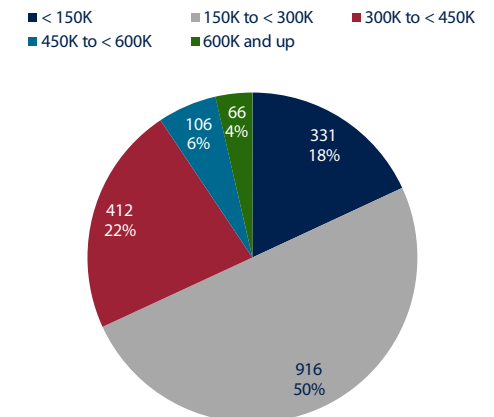
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



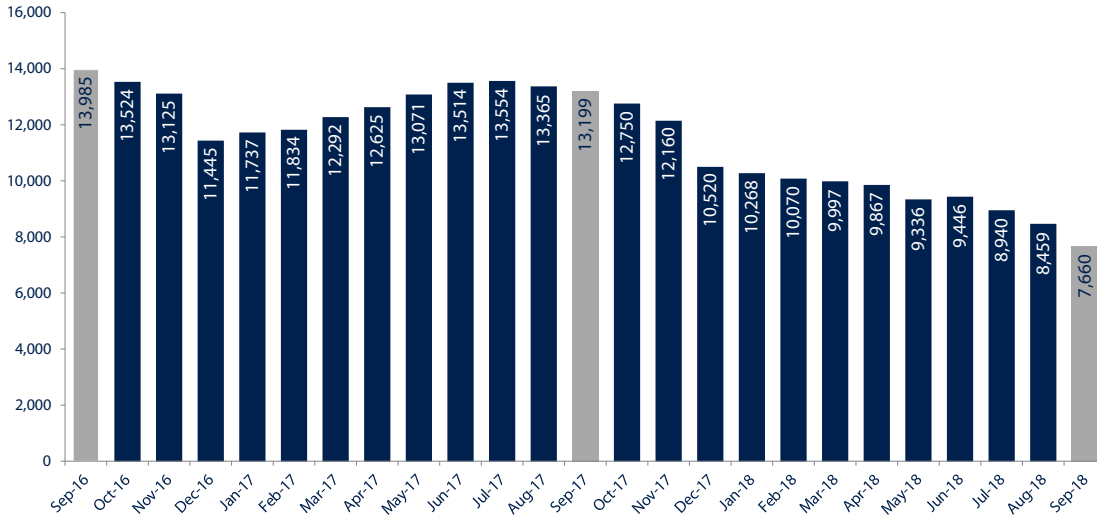
Total Units Sold by Price Range
Current Month



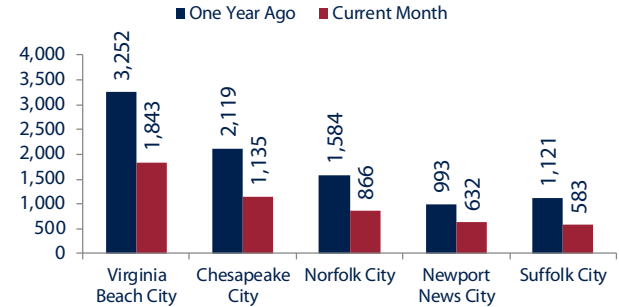
Long & Foster Market Conditions Report

Hampton Roads Area - September 2018

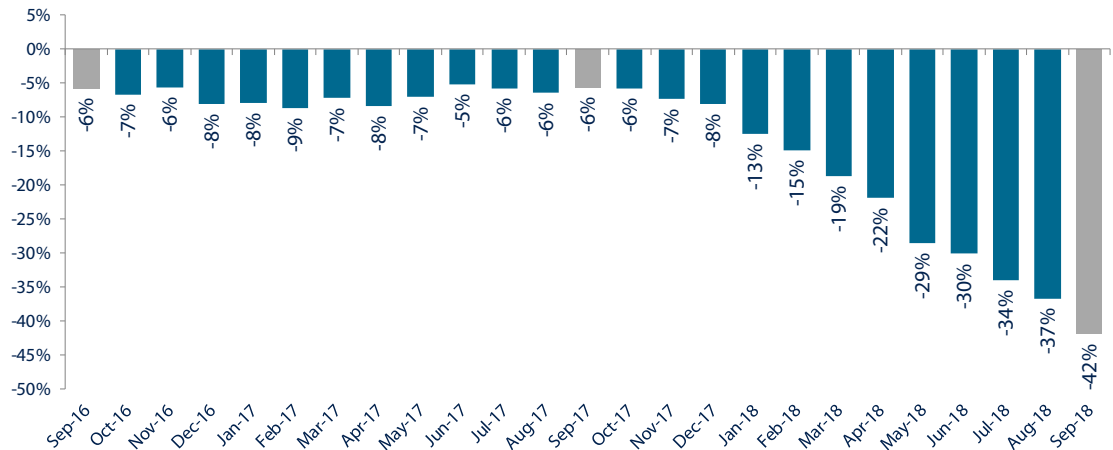
Total Active Inventory



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



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



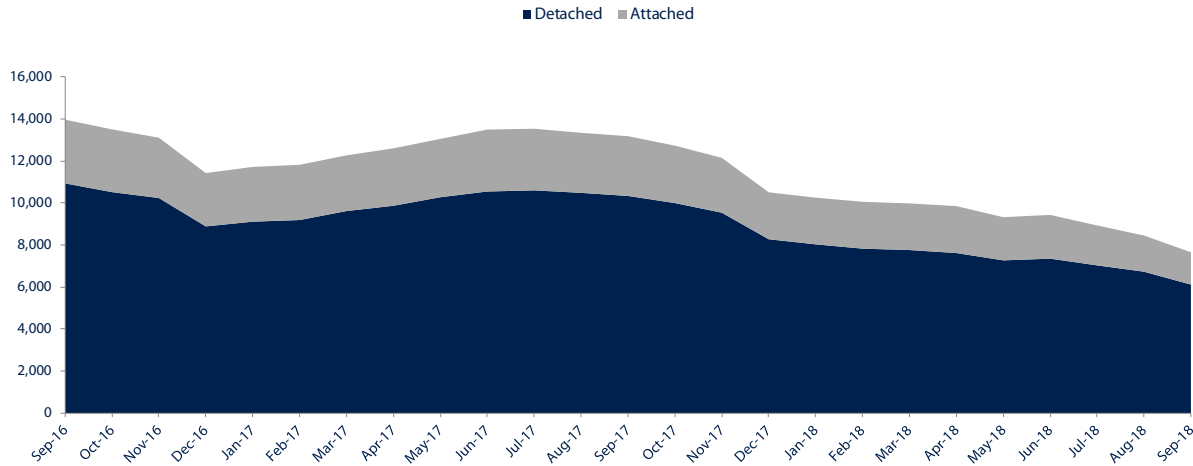
Highlights

- September's total active inventory of 7,660 units was 9% lower than the previous month's supply of inventory.
- Versus last September, the total number of homes available was lower by 5,539 units or 42%.

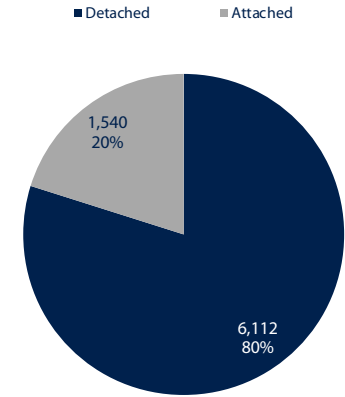
Long & Foster Market Conditions Report

Hampton Roads Area - September 2018

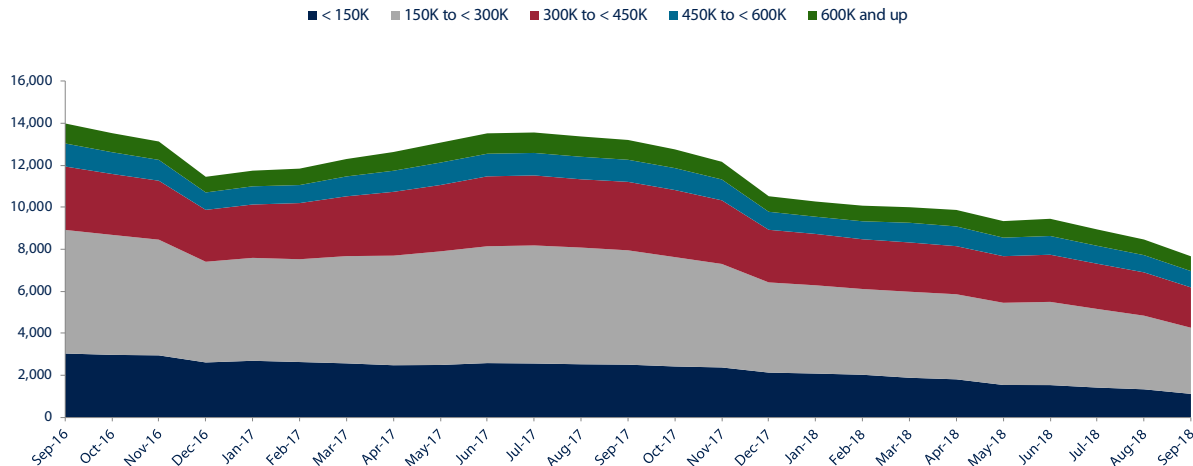
Total Active Inventory by Type



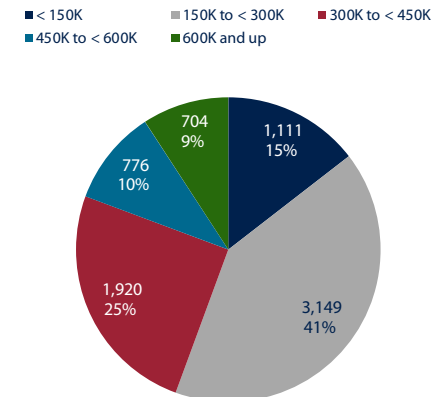
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



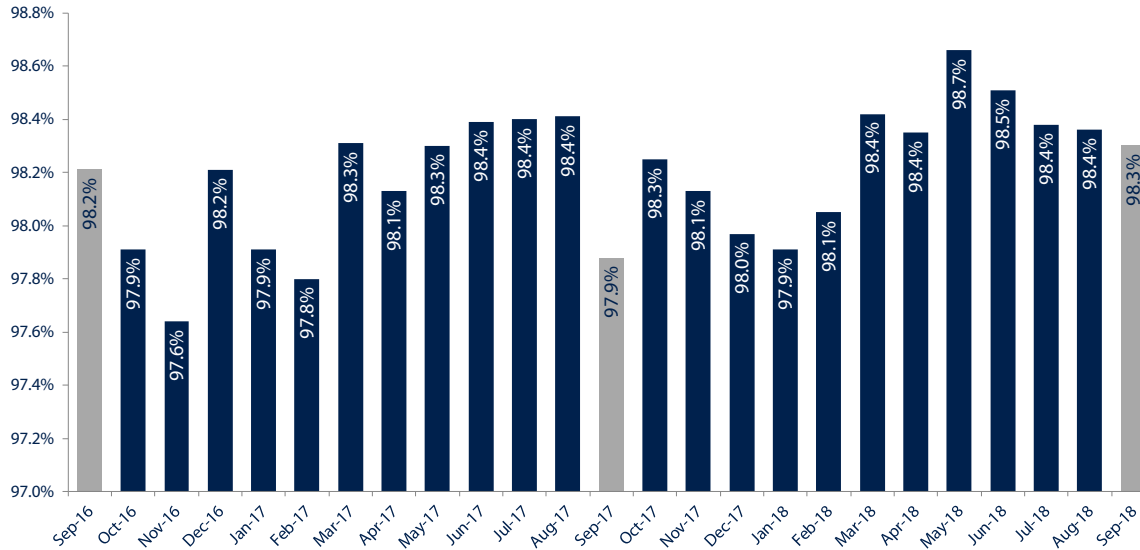
Total Active Inventory by Price Range Current Month



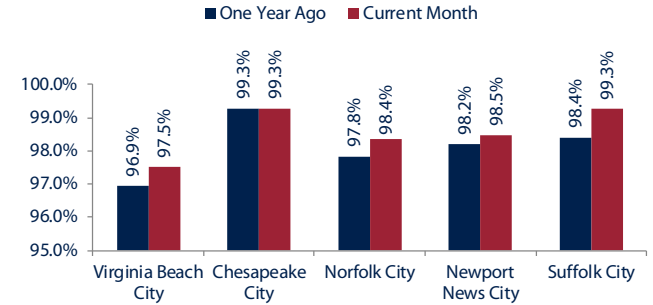
Long & Foster Market Conditions Report

Hampton Roads Area - September 2018

Average Sale Price as a Percent of List Price



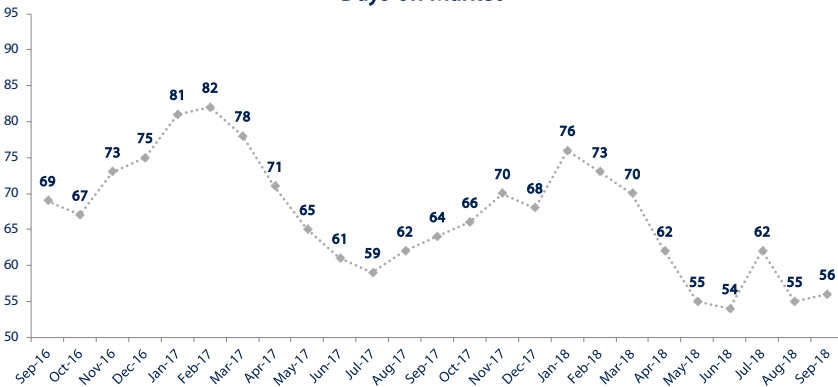
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



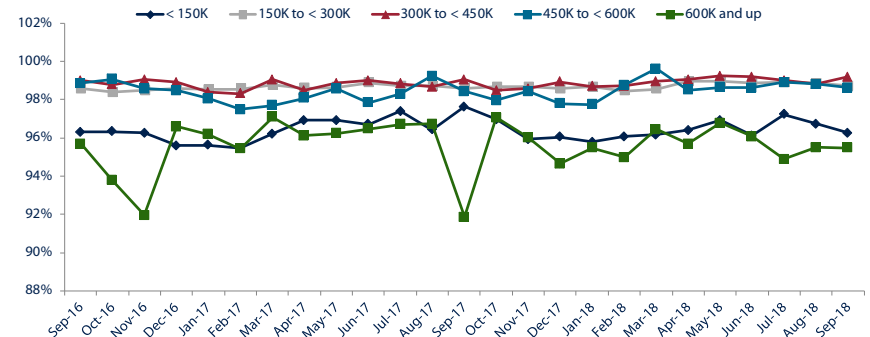
Days on Market	
Current Month	One Year Ago
56	64
Down -13% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.3%	97.9%
Up 0.4% Vs. Year Ago	

Days on Market



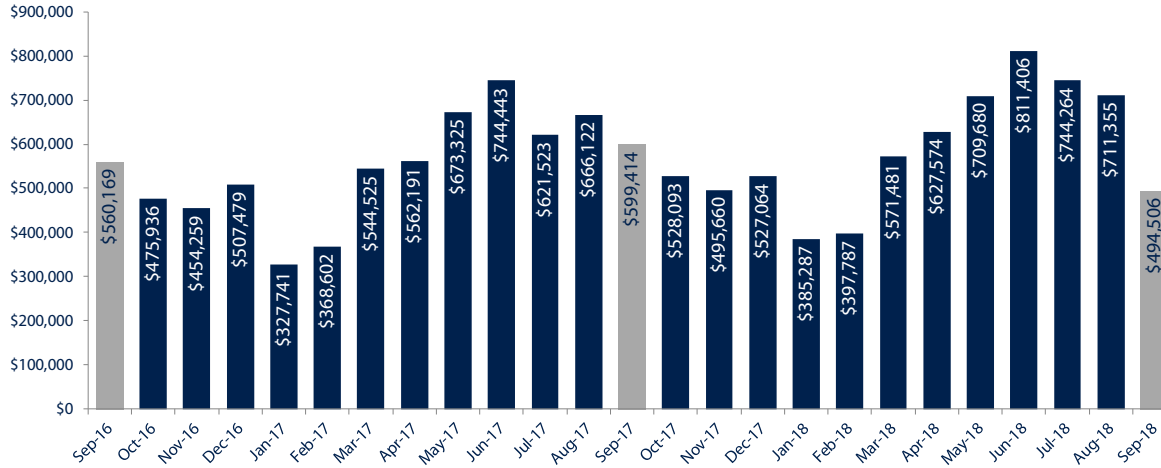
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Hampton Roads Area - September 2018

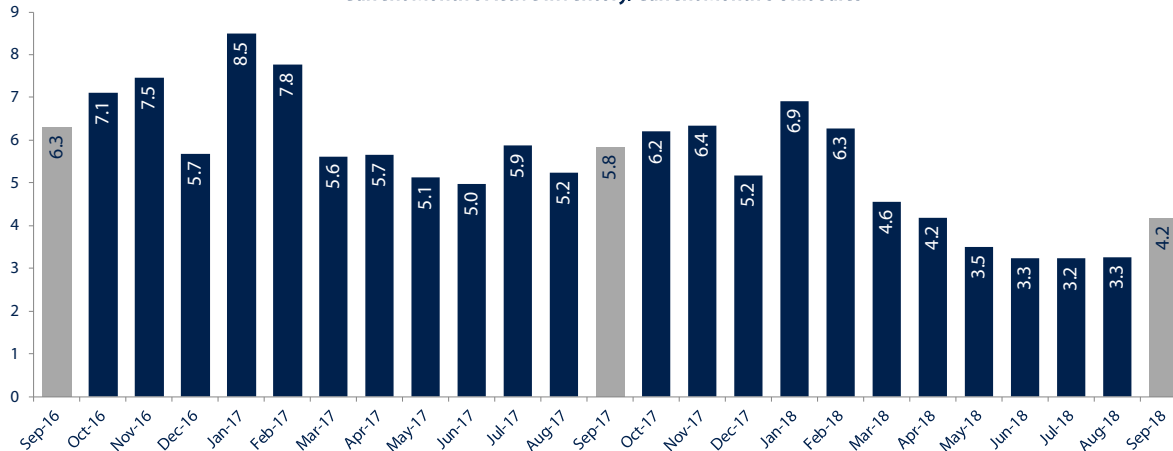
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this September was 18% less than the same month one year ago.
- In September, there was 4.2 months of supply available, compared to 5.8 in September 2017. That was a decrease of 28% versus a year ago.

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



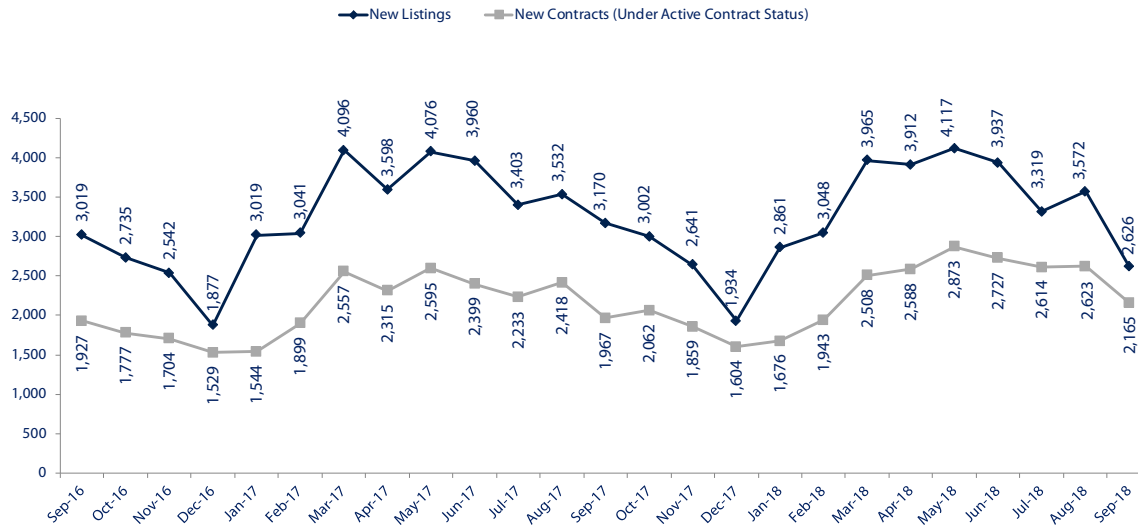
Total Dollar Volume Sold	
Current Month	One Year Ago
\$494,506,438	\$599,414,000
Down -18% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
4.2	5.8
Down -28% Vs. Year Ago	

Long & Foster Market Conditions Report

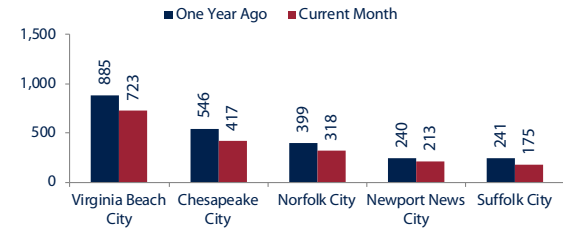
Hampton Roads Area - September 2018

New Listings & New Contracts



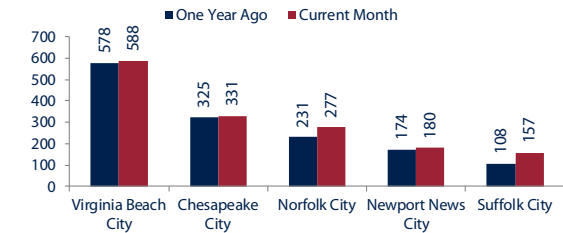
New Listings

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
2,626	3,170
Down -17% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
2,165	1,967
Up 10% 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 25% from September 2017.

Supply/Demand Ratio

Number of New Listings to New Contracts

