

Market Conditions Report

Hampton Roads Area

September 2017 | longandfoster.com

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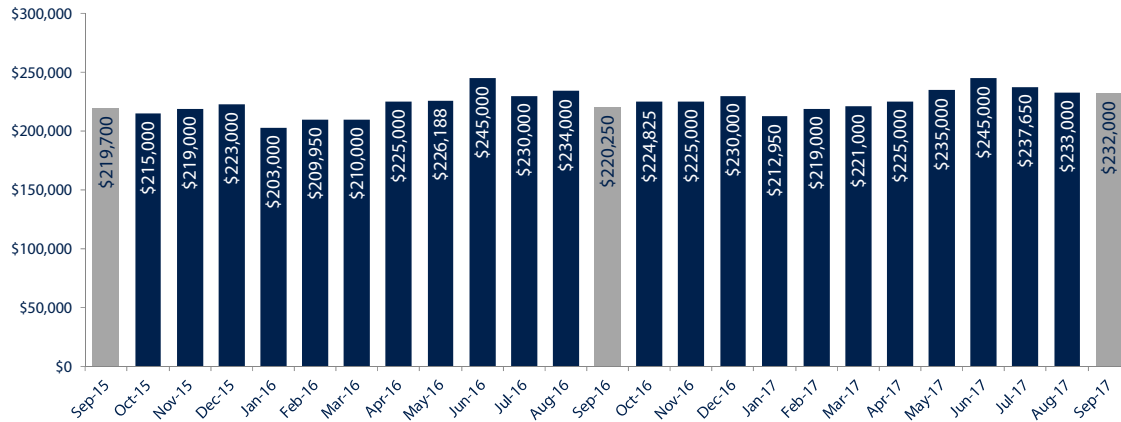
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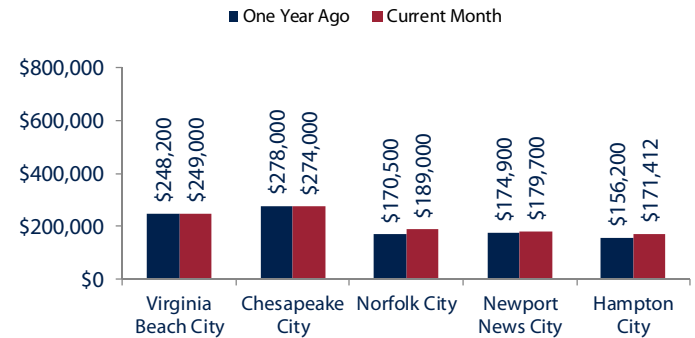
Long & Foster Market Conditions Report

Hampton Roads Area - September 2017

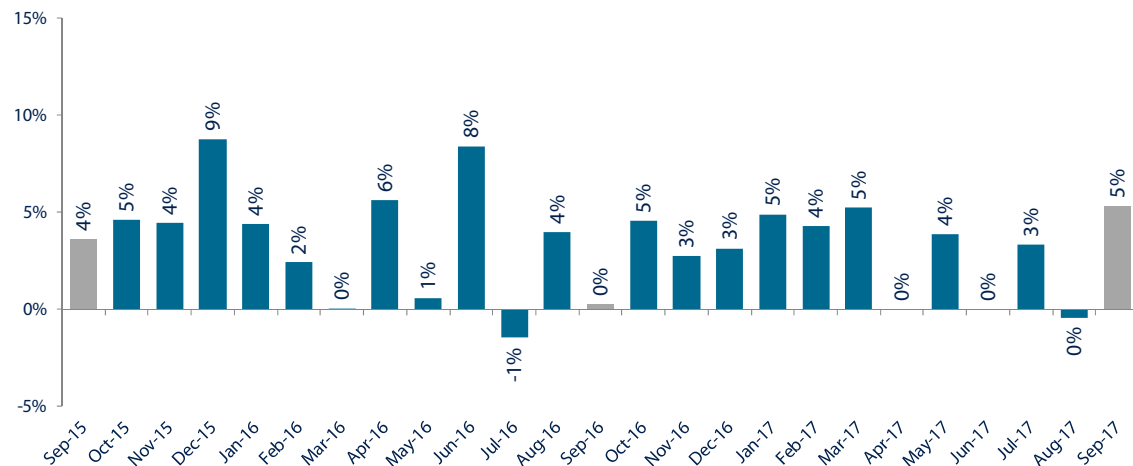
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



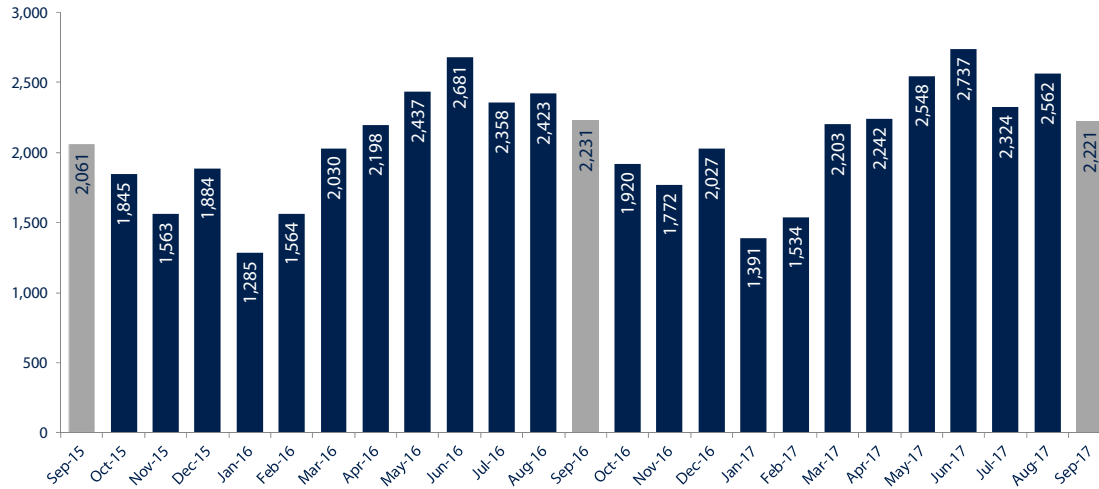
Highlights

- This September, the current median sale price of \$232,000 was similar to the median sale price of last month.
- The current median sale price was 5% higher than the same month last year.

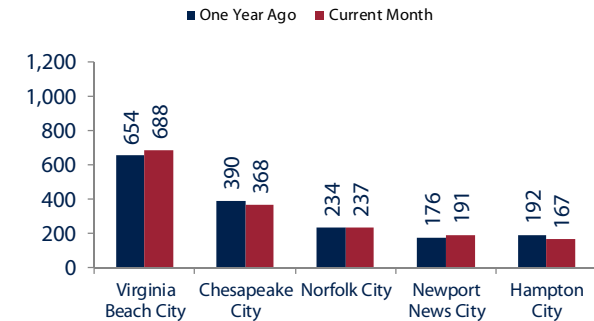
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Total Units Sold



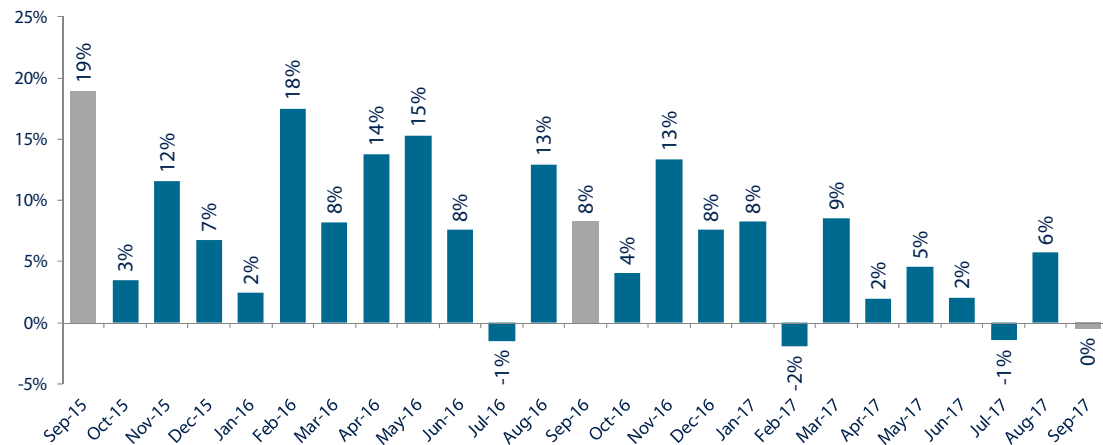
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- The number of units sold in September 2017 was similar to the units sold in September 2016.
- This month's total units sold was lower than the previous month, a decrease of 13% versus August.

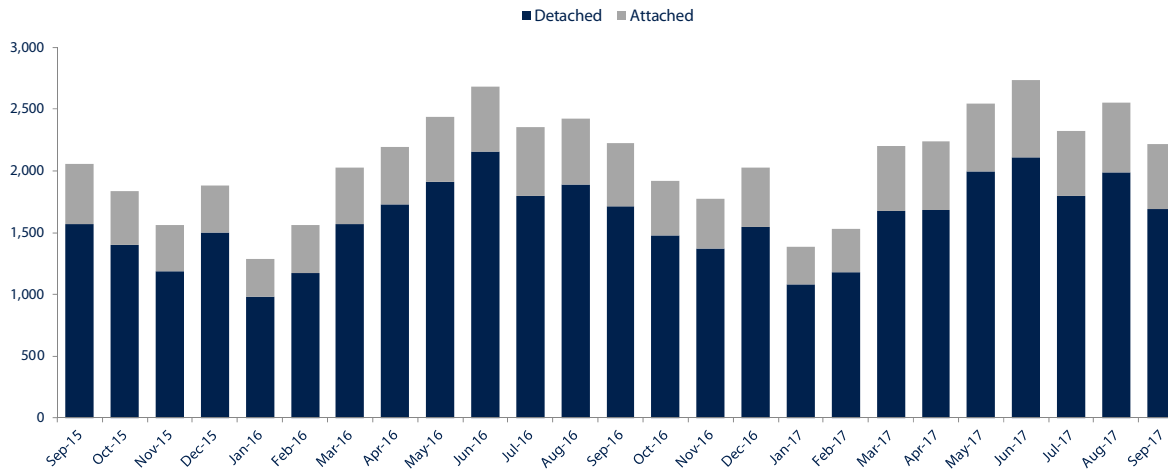
Total Units Sold
Percent Change Year/Year



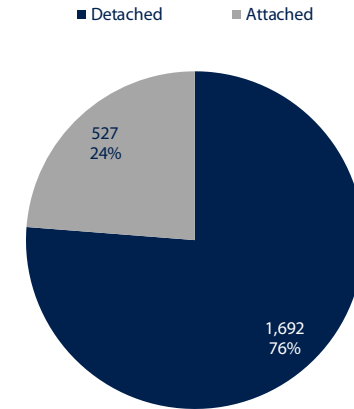
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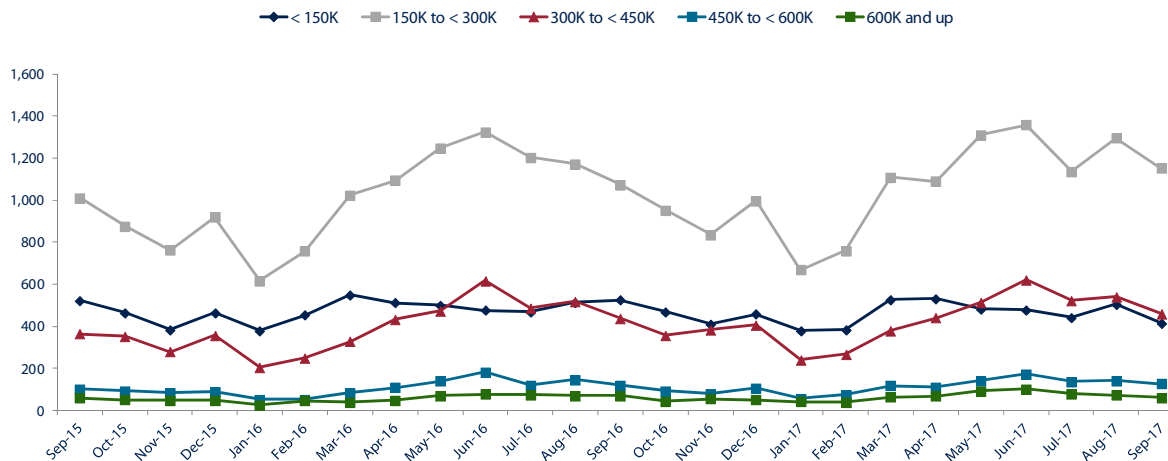
Total Units Sold by Type



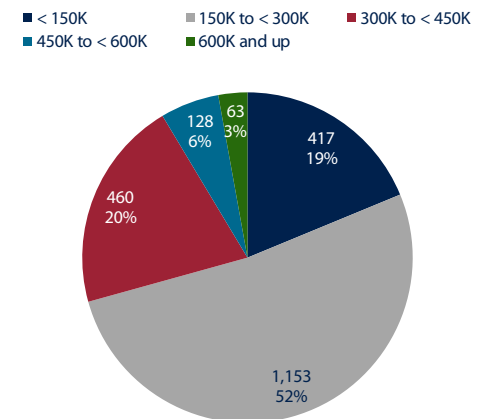
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



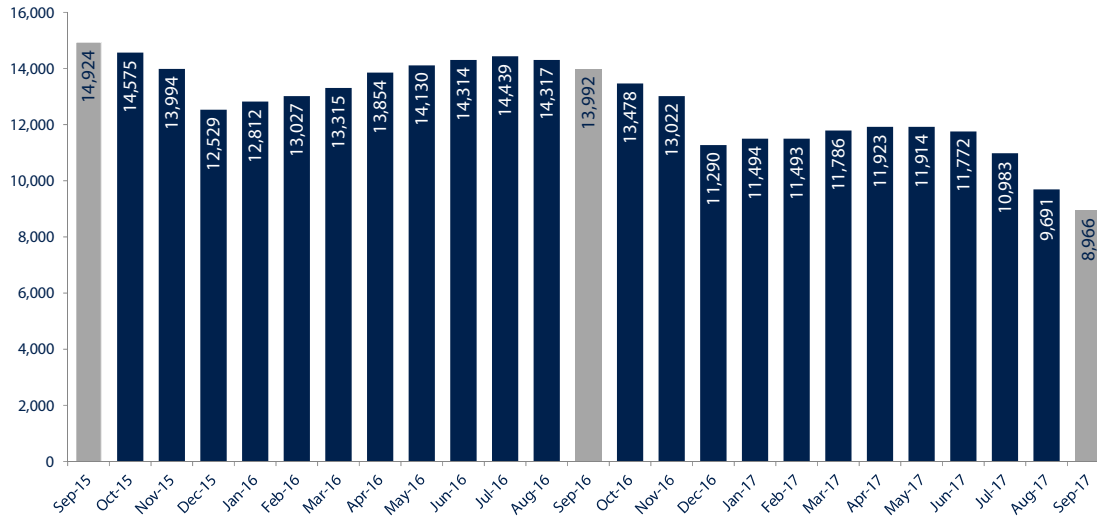
Total Units Sold by Price Range
Current Month



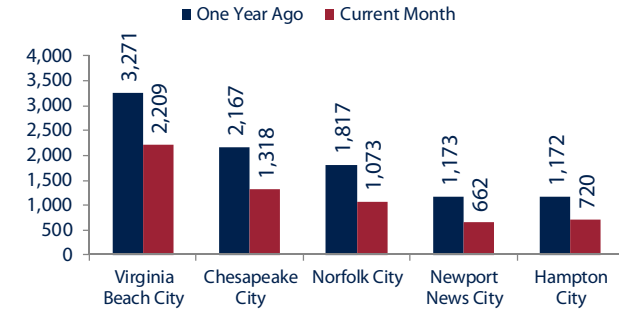
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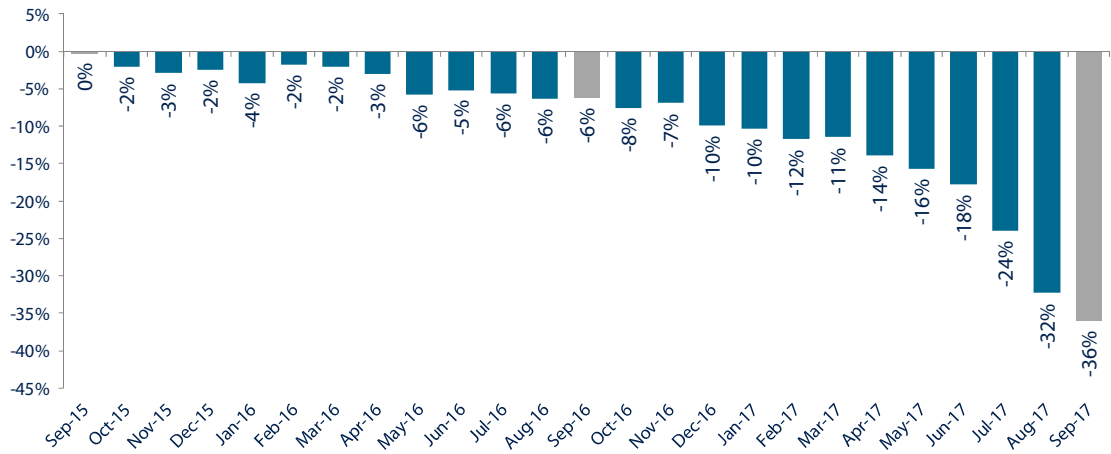
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



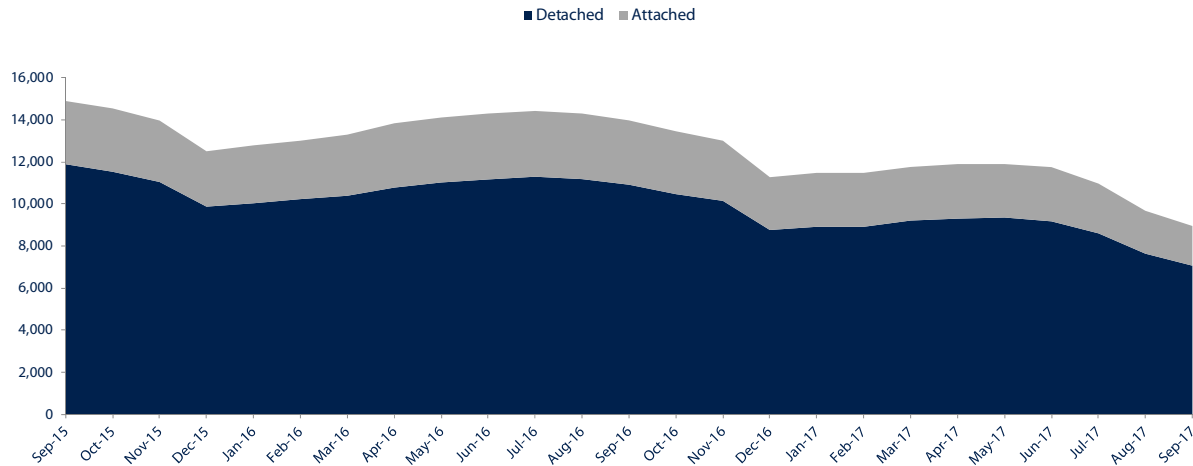
Highlights

- September's total active inventory of 8,966 units was 7% lower than the previous month's supply of inventory.
- Versus last September, the total number of homes available was lower by 5,026 units or 36%.

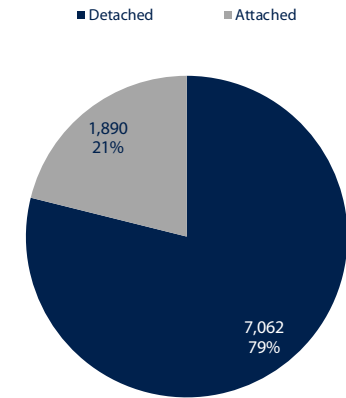
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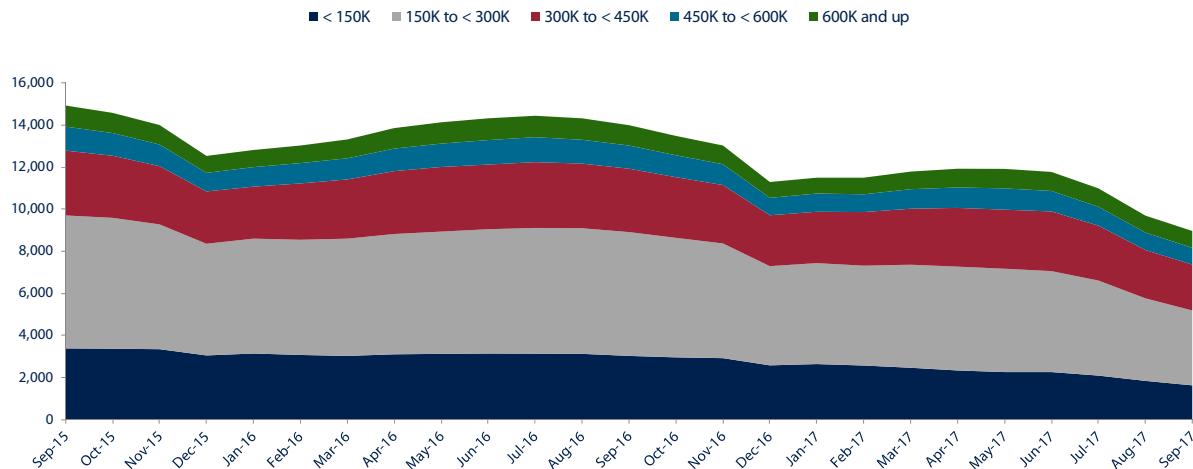
Total Active Inventory by Type



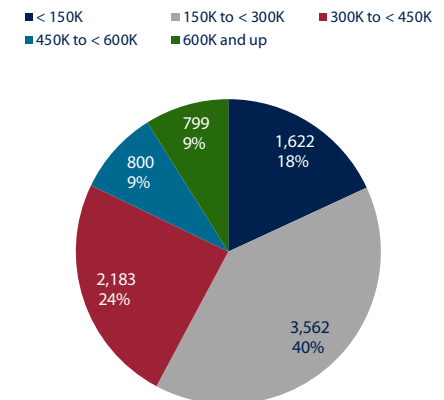
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



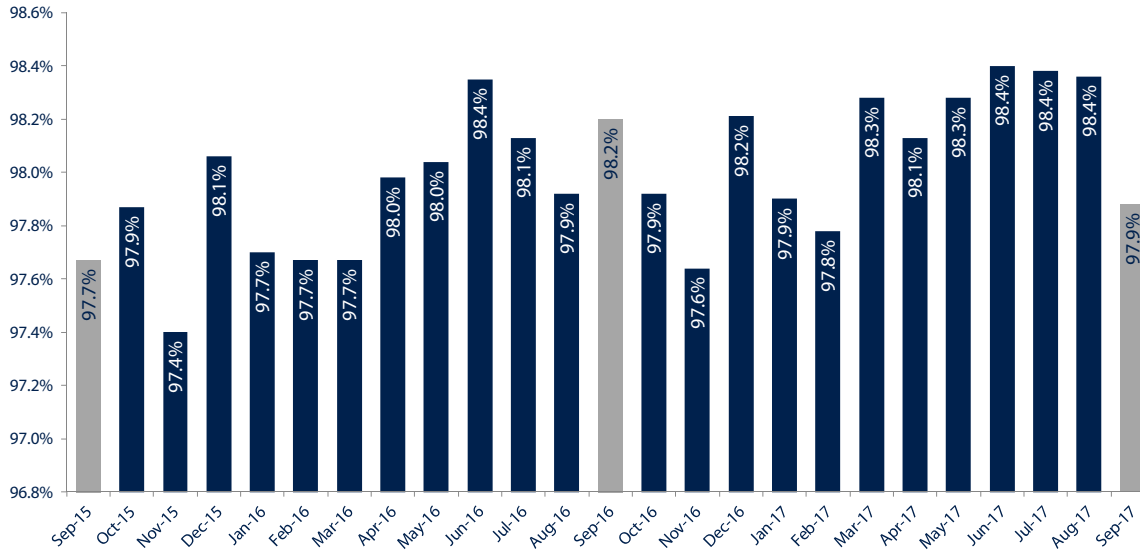
Total Active Inventory by Price Range Current Month



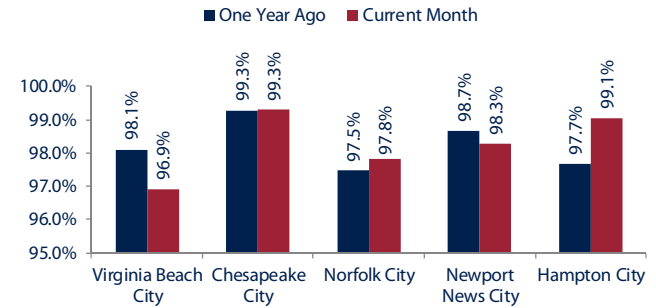
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Hampton Roads Area - September 2017

Average Sale Price as a Percent of List Price



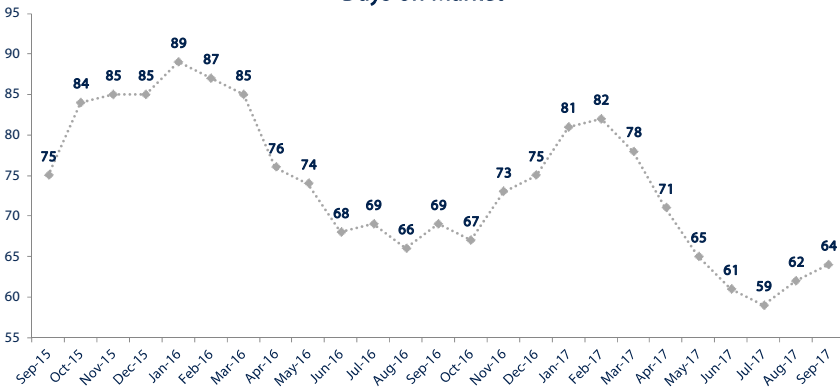
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



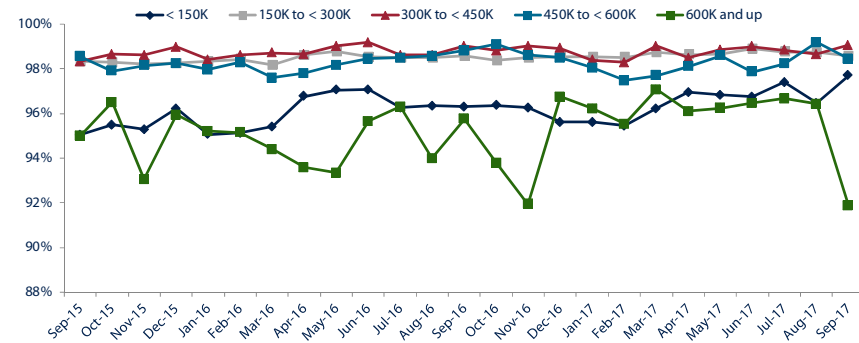
Days on Market	
Current Month	One Year Ago
64	69
Down -7% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.9%	98.2%
Down -0.3% Vs. Year Ago	

Days on Market



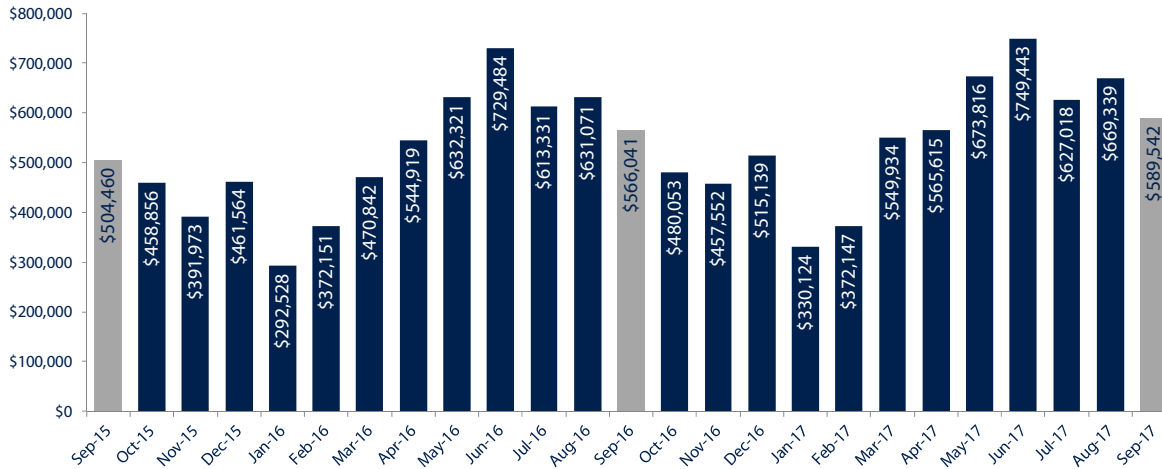
Average Sale Price as a Percent of List Price
by Price Range



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Hampton Roads Area - September 2017

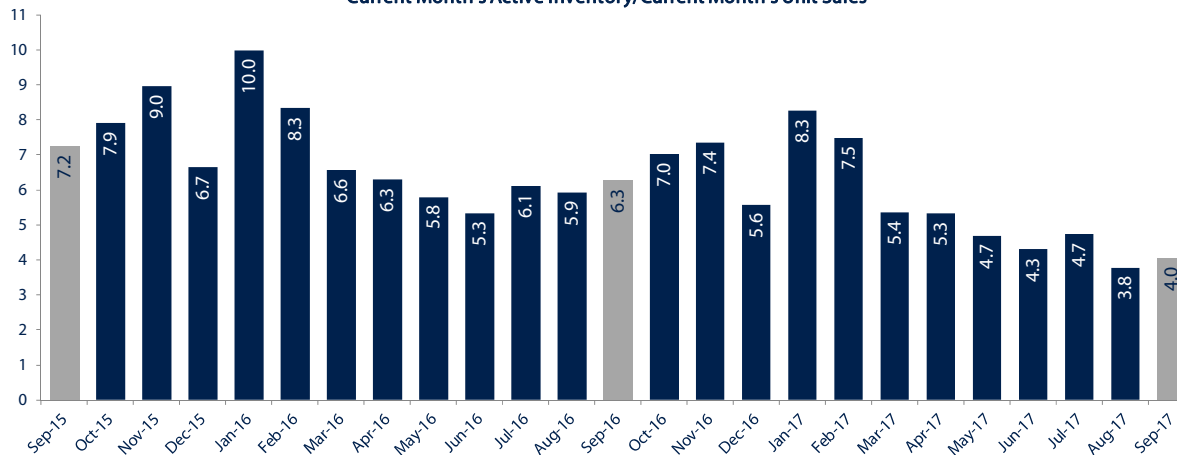
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this September was 4% greater than the same month one year ago.
- In September, there was 4.0 months of supply available, compared to 6.3 in September 2016. That was a decrease of 36% versus a year ago.

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



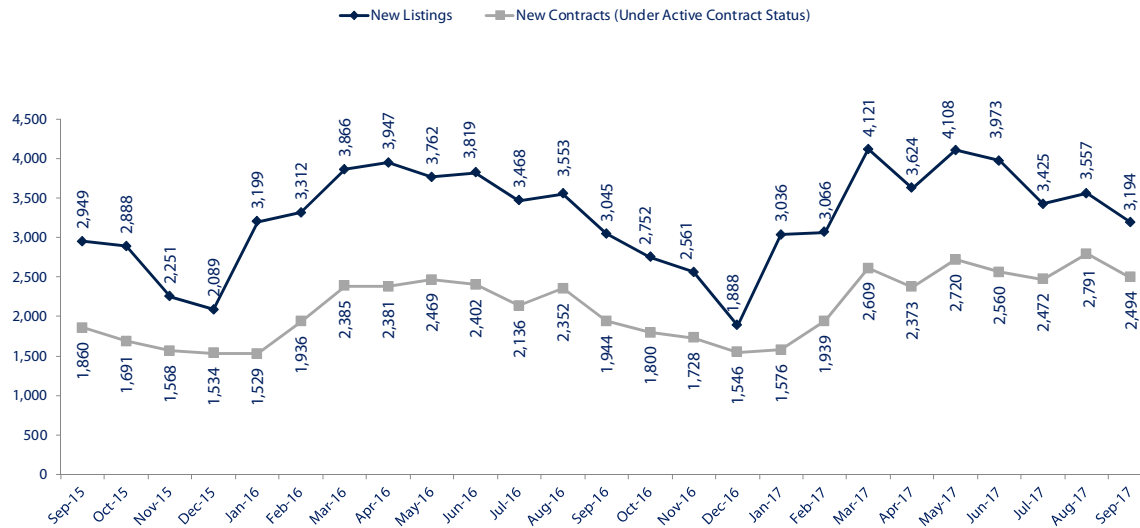
Total Dollar Volume Sold	
Current Month	One Year Ago
\$589,542,029	\$566,041,436
Up 4% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
4.0	6.3
Down -36% Vs. Year Ago	

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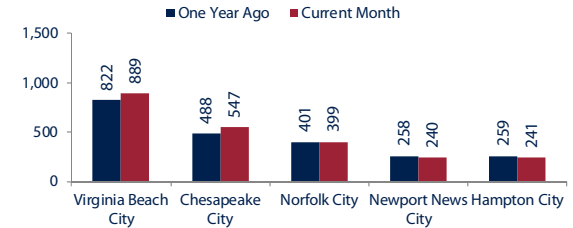
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New Listings & New Contracts



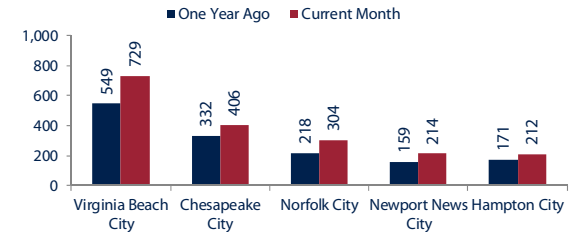
New Listings

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
3,194	3,045
Up 5% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
2,494	1,944
Up 28% 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 18% from September 2016.

Supply/Demand Ratio

Number of New Listings to New Contracts

