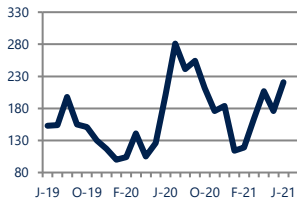


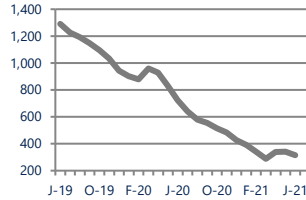


### Units Sold 221



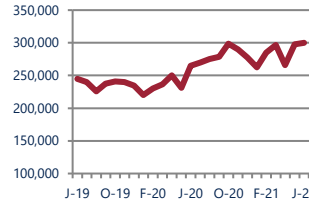
**Up 9%**  
Vs. Year Ago

### Active Inventory 316



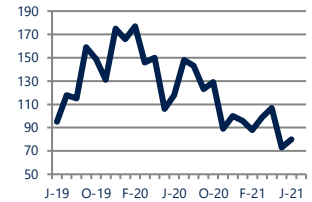
**Down -56%**  
Vs. Year Ago

### Median Sale Price \$300,000



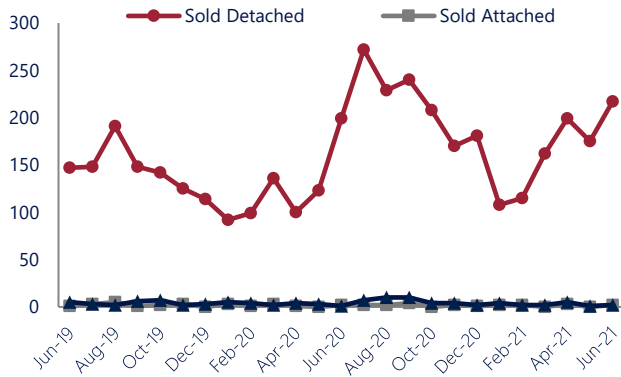
**Up 13%**  
Vs. Year Ago

### Days On Market 80



**Down -32%**  
Vs. Year Ago

### Units Sold\*



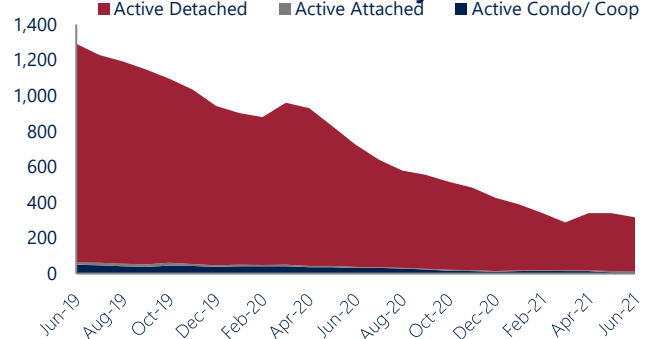
### Units Sold

There was an increase in total units sold in June, with 221 sold this month in Northern Neck/Middle Peninsula versus 176 last month, an increase of 26%. This month's total units sold was higher than at this time last year, an increase of 9% versus June 2020.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 409 units or 56%. The total number of active inventory this June was 316 compared to 725 in June 2020. This month's total of 316 is lower than the previous month's total supply of available inventory of 340, a decrease of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Northern Neck/Middle Peninsula Homes was \$265,000. This June, the median sale price was \$300,000, an increase of 13% or \$35,000 compared to last year. The current median sold price is 1% higher than in May.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

\*Defined as the counties of Essex, Gloucester, Lancaster, Mathews, Middlesex, Northumberland, and Westmoreland in VA

\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

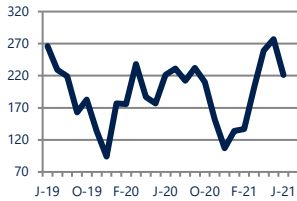
Information included in this report is based on data supplied by CBRAR/NNAR/BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CBRAR/NNAR/BRIGHTMLS or Long & Foster Real Estate, Inc.





### New Listings

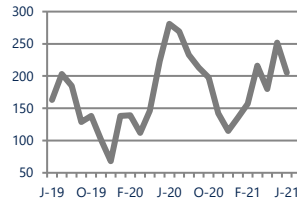
221



No Change  
Vs. Year Ago

### Current Contracts

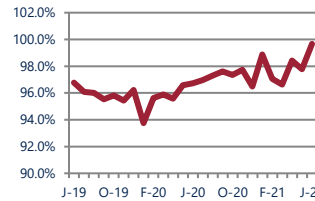
205



Down -27%  
Vs. Year Ago

### Sold Vs. List Price

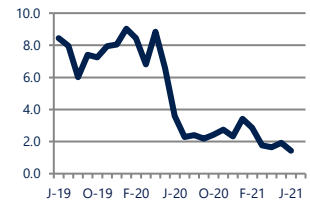
99.7%



Up 3.1%  
Vs. Year Ago

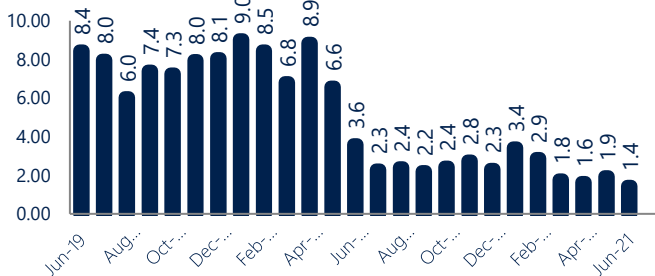
### Months of Supply

1.4



Down -60%  
Vs. Year Ago

### Months Of Supply



### New Listings & Current Contracts

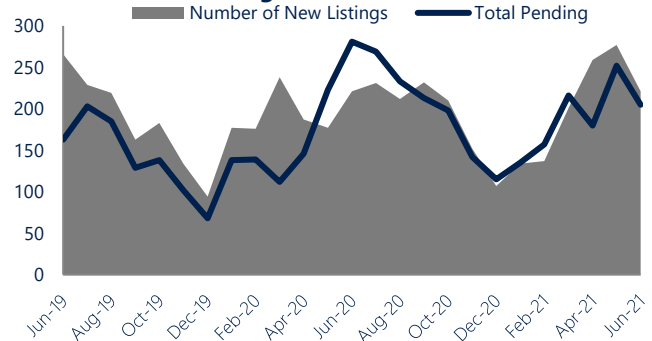
This month there were 221 homes newly listed for sale in Northern Neck/Middle Peninsula, which is similar to the amount in June 2020. There were 205 current contracts pending sale this June compared to 281 a year ago. The number of current contracts is 27% lower than last June.

### Months of Supply

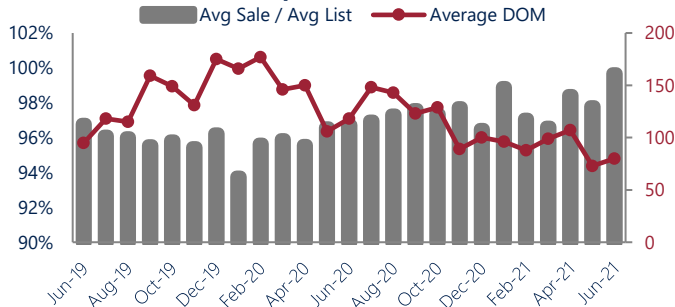
In June, there was 1.4 months of supply available in Northern Neck/Middle Peninsula, compared to 3.6 in June 2020. That is a decrease of 60% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Northern Neck/Middle Peninsula was 99.7% of the average list price, which is 3.0% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 80, lower than the average last year, which was 118, a decrease of 32%.



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