

SEPTEMBER
2023

VIRGINIA PENINSULA

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

Virginia Peninsula Market Indicators Report



Key Market Trends: September 2023

- > **Sales activity in the Virginia Peninsula market continues to slow down.** There were 509 home sales across the region in September, 90 fewer than last year, a 15% decline. In Isle of Wight County, there were 61 closed sales in September, a 1.6% decline from a year ago. Poquoson had 20 home sales in September, seven more than last year, a 53.8% increase. Sales activity declined sharply in York County (-21.4%) and Hampton (-31.7%) compared to last September.
- > **The number of pending declined for two consecutive months in the Virginia Peninsula region compared to last year.** At 299, pending sales activity dropped 13.1% from last September throughout the Virginia Peninsula market (-45 pending sales). In Newport News, there were 121 pending sales in September, 17 fewer than last year, a 12.3% decline. There were 92 pending sales in Hampton in September, 36 fewer than last year, a 28.1% decline.
- > **Home prices continue to rise in most parts of the region as inventory remains tight.** In September, the median sales price in the Virginia Peninsula footprint was \$298,000, a 6.4% increase from the previous year, jumping up \$18,000. York County's median sales price in September was \$401,990, a \$55,310 increase from last year (+16%). The median sales price in Poquoson was \$414,073 in September, a 6.2% increase compared to the previous year, which is \$24,073 higher. Hampton (-0.8%) and Isle of Wight County (-12.6%) were the only areas where the median sales price declined from last September.
- > **The number of active listings is shrinking in most local markets as sellers pull back.** There were 1,058 active listings across the Virginia Peninsula footprint at the end of September, 89 fewer than last year, reflecting a 7.8% decline. York County had 40 fewer active listings (-24.1%), and Newport News had 14 fewer listings (-3.4%).

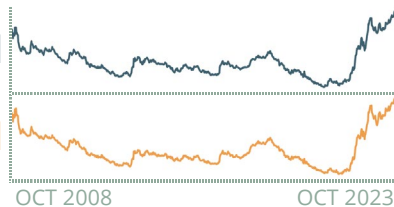


Virginia Peninsula Market Dashboard

YoY Chg	Sep-23	Indicator
▼ -15.0%	509	Sales
▼ -13.1%	299	Pending Sales
▼ -7.5%	555	New Listings
▲ 8.0%	\$297,000	Median List Price
▲ 6.4%	\$298,000	Median Sales Price
▼ -2.4%	\$180	Median Price Per Square Foot
▼ -10.4%	\$165.9	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -1.6%	27	Average Days on Market
▼ -7.8%	1,058	Active Listings
▲ 18.9%	2.0	Months of Supply

INTEREST RATE TRACKER

30-YR Fixed
15-YR Fixed



October 12, 2023

7.57 %

6.89 %

Report Index



Market Activity - Virginia Peninsula Footprint -----	4
Total Market Overview -----	5
Single-Family Detached Market Overview -----	6
Townhome & Condo Market Overview -----	7
Sales -----	8
Pending Sales -----	9
New Listings -----	10
Median List Price -----	11
Median Sales Price -----	12
Sold Dollar Volume -----	13
Median Sold to Ask Price Ratio -----	14
Average Days on Market -----	15
Active Listings -----	16
Months of Supply -----	17
Area Overview - Total Market -----	18
Area Overview - Total Market YTD -----	19
Area Overview - Single-Family Detached Market -----	20
Area Overview - Single-Family Detached Market YTD -----	21
Area Overview - Townhome & Condo Market -----	22
Area Overview - Townhome & Condo Market YTD -----	23

Consumers Should Consult with a REALTOR®.

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure.

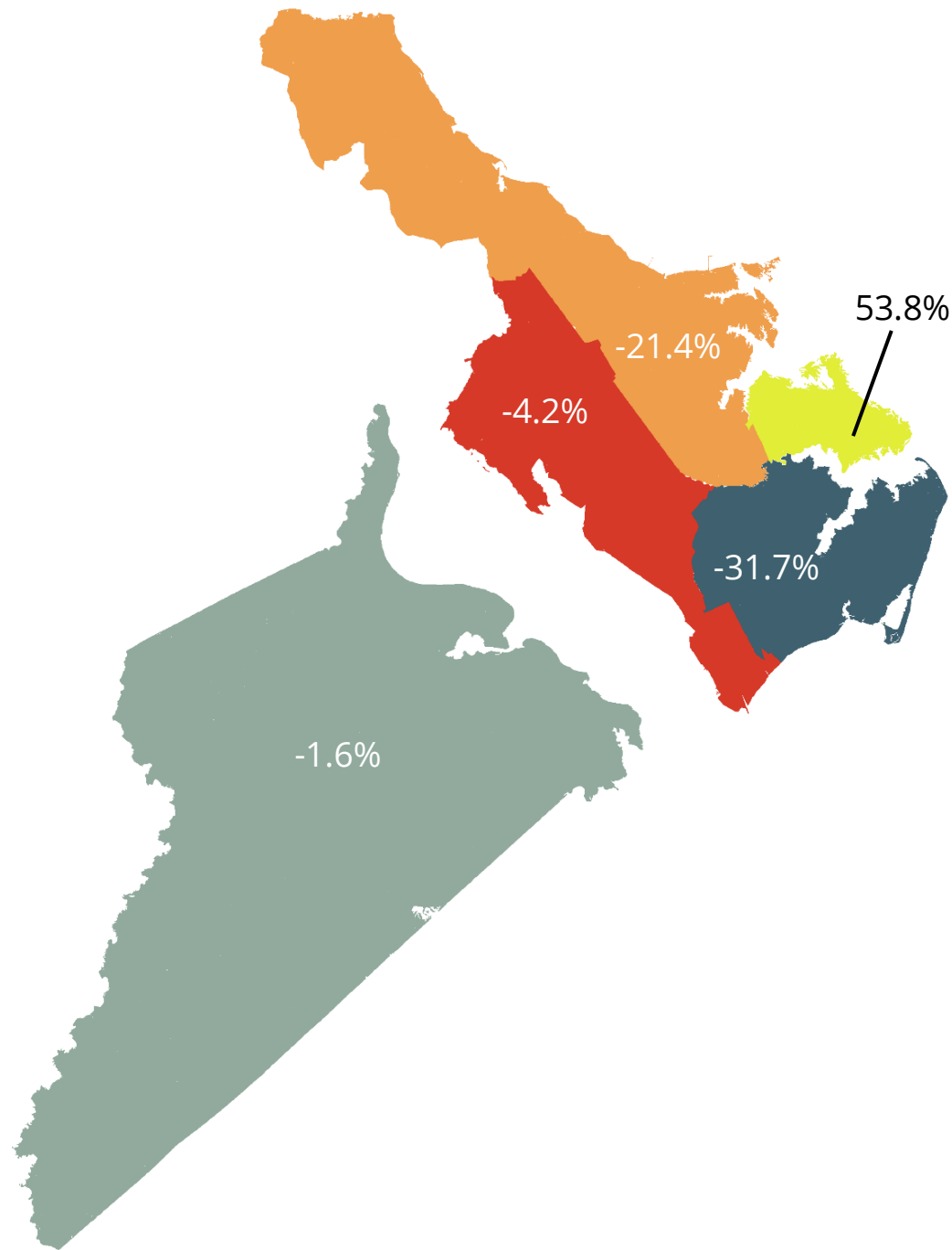
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - Virginia Peninsula Footprint



Jurisdiction	Total Sales		
	Sep-22	Sep-23	% Chg
Hampton	205	140	-31.7%
Isle of Wight County	62	61	-1.6%
Newport News	216	207	-4.2%
Poquoson	13	20	53.8%
York County	103	81	-21.4%
Virginia Peninsula	599	509	-15.0%

Total Market Overview



Key Metrics	2-year Trends			Sep-22	Sep-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Sep-21		Sep-23						
Sales				599	509	-15.0%	5,911	4,745	-19.7%
Pending Sales				344	299	-13.1%	3,360	2,914	-13.3%
New Listings				600	555	-7.5%	5,441	4,862	-10.6%
Median List Price				\$275,000	\$297,000	8.0%	\$269,900	\$289,900	7.4%
Median Sales Price				\$280,000	\$298,000	6.4%	\$275,000	\$290,000	5.5%
Median Price Per Square Foot				\$185	\$180	-2.4%	\$173	\$182	5.2%
Sold Dollar Volume (in millions)				\$185.1	\$165.9	-10.4%	\$1,767.7	\$1,506.0	-14.8%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	#N/A	100.0%	#N/A
Average Days on Market				27	27	-1.6%	24	28	17.2%
Active Listings				1,147	1,058	-7.8%	n/a	n/a	n/a
Months of Supply				1.7	2.0	18.9%	n/a	n/a	n/a

Sources: Virginia REALTORS®, data accessed Oct 15, 2023

Single-Family Detached Market Overview



Key Metrics	2-year Trends			Sep-22	Sep-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Sep-21		Sep-23						
Sales				518	417	-19.5%	4,990	4,048	-18.9%
Pending Sales				297	247	-16.8%	2,881	2,449	-15.0%
New Listings				523	470	-10.1%	4,748	4,152	-12.6%
Median List Price				\$280,000	\$299,900	7.1%	\$275,000	\$295,228	7.4%
Median Sales Price				\$280,500	\$300,000	7.0%	\$280,000	\$299,700	7.0%
Median Price Per Square Foot				\$186	\$180	-3.2%	\$175	\$184	4.9%
Sold Dollar Volume (in millions)				\$164.9	\$140.7	-14.7%	\$1,547.2	\$1,324.5	-14.4%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.6%	100.0%	-0.6%
Average Days on Market				27	27	0.6%	24	28	18.3%
Active Listings				1,009	907	-10.1%	n/a	n/a	n/a
Months of Supply				1.8	2.0	14.5%	n/a	n/a	n/a

Sources: Virginia REALTORS®, data accessed Oct 15, 2023

Townhome & Condo Market Overview



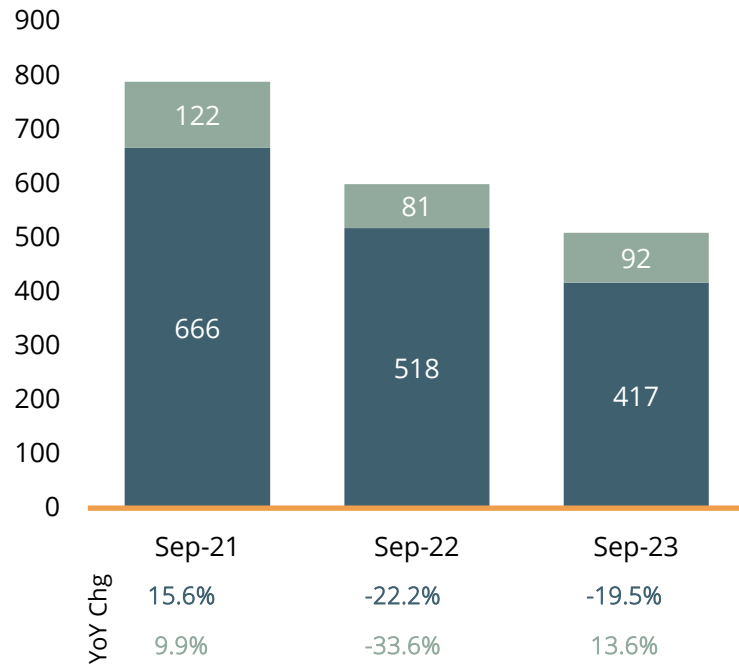
Key Metrics	2-year Trends		Sep-22	Sep-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Sep-21	Sep-23						
Sales			81	92	13.6%	921	697	-24.3%
Pending Sales			47	52	10.6%	479	465	-2.9%
New Listings			77	85	10.4%	693	710	2.5%
Median List Price			\$249,000	\$262,450	5.4%	\$233,000	\$254,999	9.4%
Median Sales Price			\$245,000	\$266,000	8.6%	\$239,500	\$255,000	6.5%
Median Price Per Square Foot			\$158	\$191	21.2%	\$153	\$166	8.4%
Sold Dollar Volume (in millions)			\$20.3	\$25.2	24.5%	\$220.5	\$181.6	-17.7%
Median Sold/Ask Price Ratio			100.7%	100.0%	-0.7%	100.9%	100.0%	-0.9%
Average Days on Market			28	24	-12.1%	24	26	10.9%
Active Listings			138	151	9.4%	n/a	n/a	n/a
Months of Supply			1.3	1.9	50.5%	n/a	n/a	n/a

Sources: Virginia REALTORS®, data accessed Oct 15, 2023

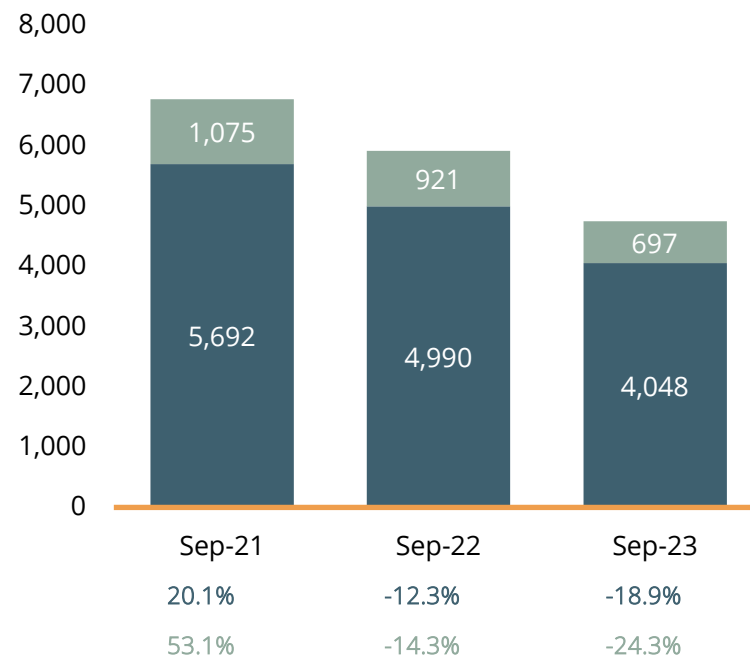
Sales



Septemer

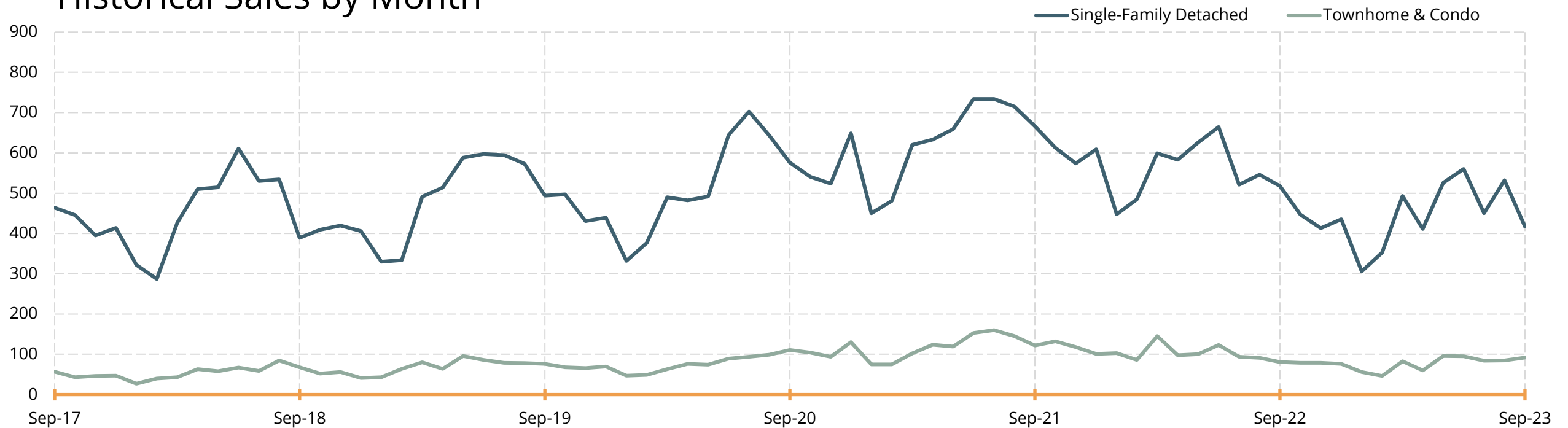


YTD



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-22	447	-27.1%	79	-40.2%
Nov-22	413	-28.0%	79	-33.1%
Dec-22	435	-28.6%	76	-24.8%
Jan-23	306	-31.7%	56	-45.6%
Feb-23	353	-27.2%	46	-46.5%
Mar-23	493	-17.7%	83	-42.8%
Apr-23	411	-29.5%	60	-38.8%
May-23	526	-16.0%	96	-4.0%
Jun-23	560	-15.7%	95	-22.8%
Jul-23	450	-13.6%	84	-10.6%
Aug-23	532	-2.6%	85	-6.6%
Sep-23	417	-19.5%	92	13.6%
12-month Avg	445	-21.3%	78	-26.8%

Historical Sales by Month

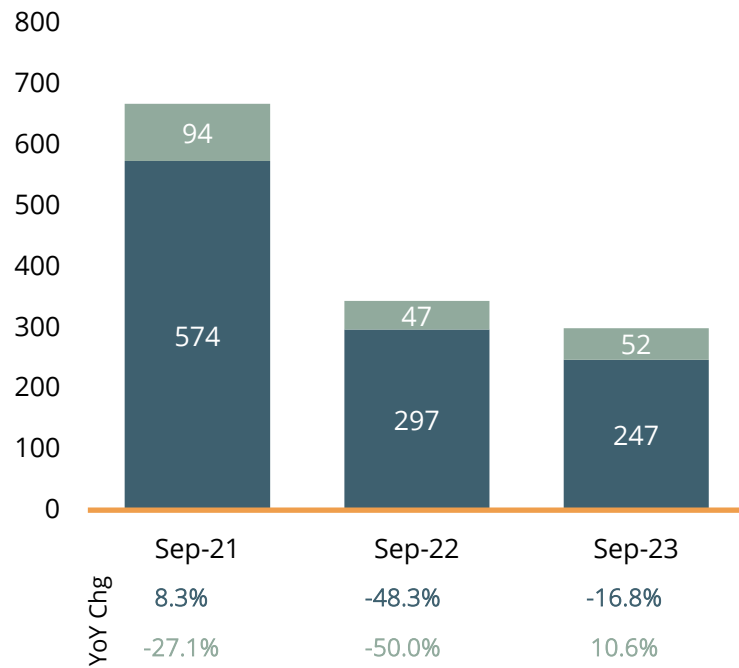


Sources: Virginia REALTORS®, data accessed Oct 15, 2023

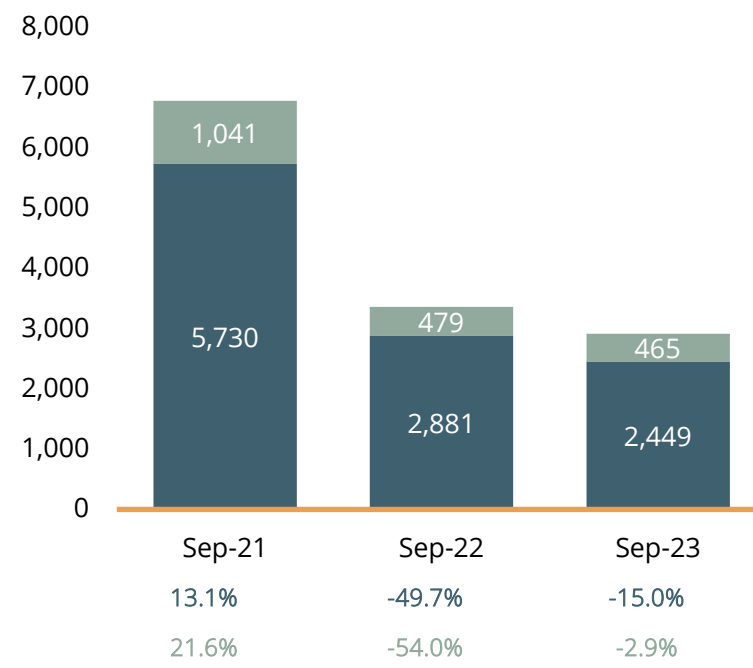
Pending Sales



Septemer

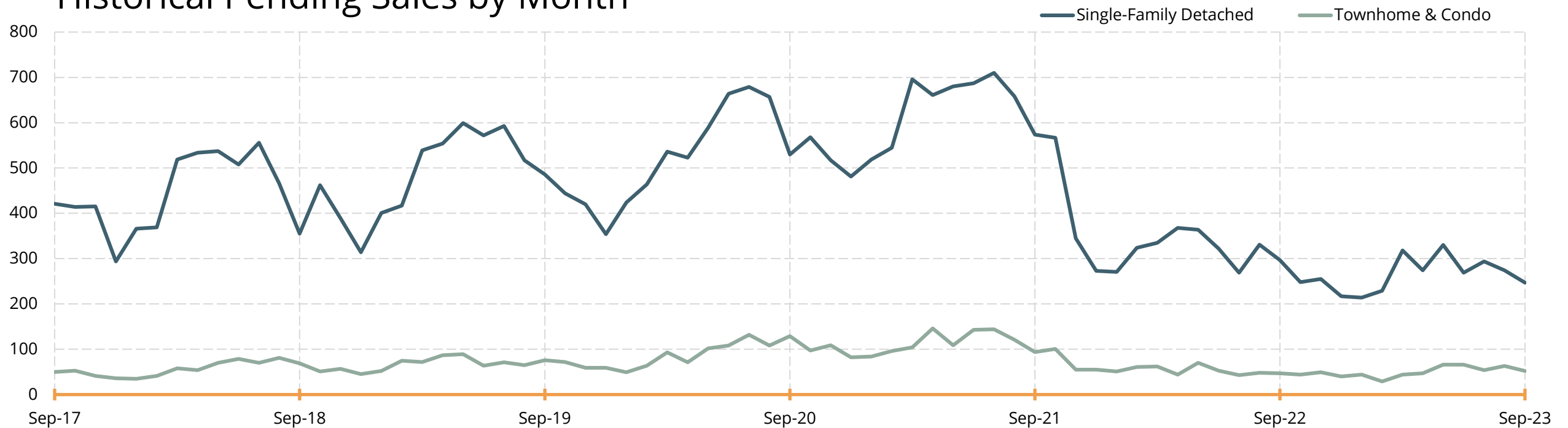


YTD



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-22	248	-56.3%	44	-56.4%
Nov-22	255	-26.1%	49	-10.9%
Dec-22	217	-20.5%	40	-27.3%
Jan-23	214	-21.0%	44	-13.7%
Feb-23	229	-29.3%	29	-52.5%
Mar-23	318	-5.1%	44	-29.0%
Apr-23	274	-25.5%	47	6.8%
May-23	330	-9.3%	66	-5.7%
Jun-23	269	-16.5%	66	24.5%
Jul-23	294	9.3%	54	25.6%
Aug-23	274	-17.2%	63	31.3%
Sep-23	247	-16.8%	52	10.6%
12-month Avg	264	-22.1%	50	-13.3%

Historical Pending Sales by Month

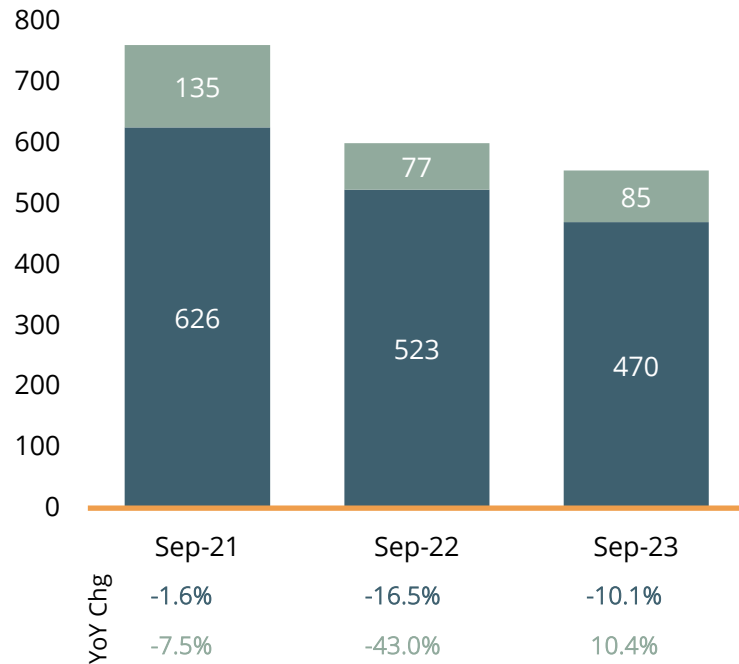


Sources: Virginia REALTORS®, data accessed Oct 15, 2023

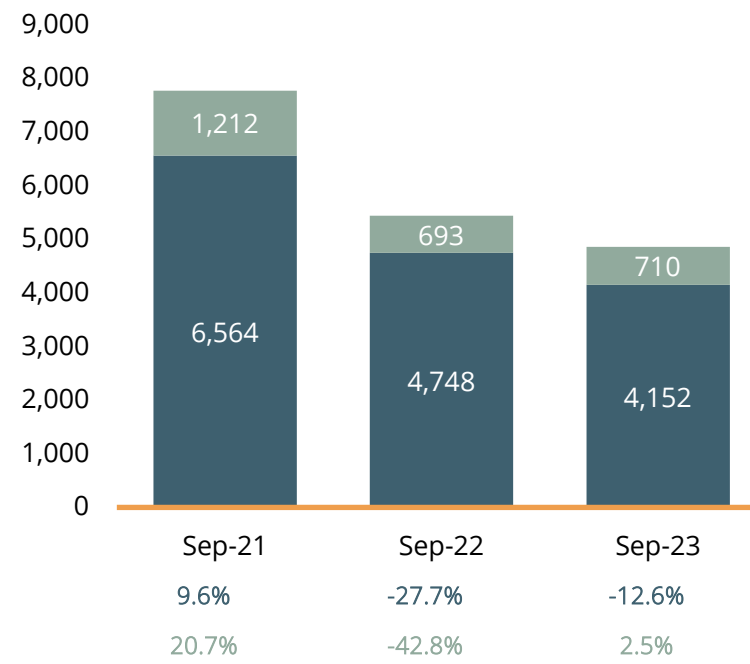
New Listings



September

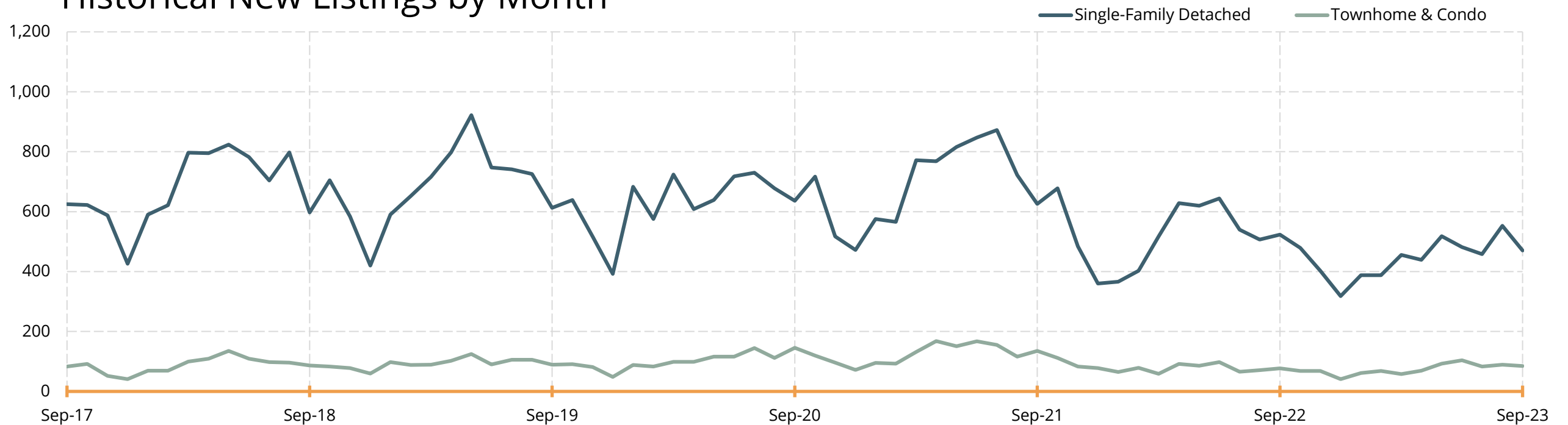


YTD



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-22	479	-29.4%	68	-39.3%
Nov-22	403	-16.7%	68	-18.1%
Dec-22	318	-11.7%	41	-47.4%
Jan-23	388	6.0%	61	-6.2%
Feb-23	388	-3.7%	68	-13.9%
Mar-23	456	-11.8%	58	-1.7%
Apr-23	439	-30.1%	69	-25.0%
May-23	518	-16.5%	93	8.1%
Jun-23	482	-25.2%	104	6.1%
Jul-23	458	-15.2%	83	25.8%
Aug-23	553	9.1%	89	25.4%
Sep-23	470	-10.1%	85	10.4%
12-month Avg	446	-14.6%	74	-8.2%

Historical New Listings by Month

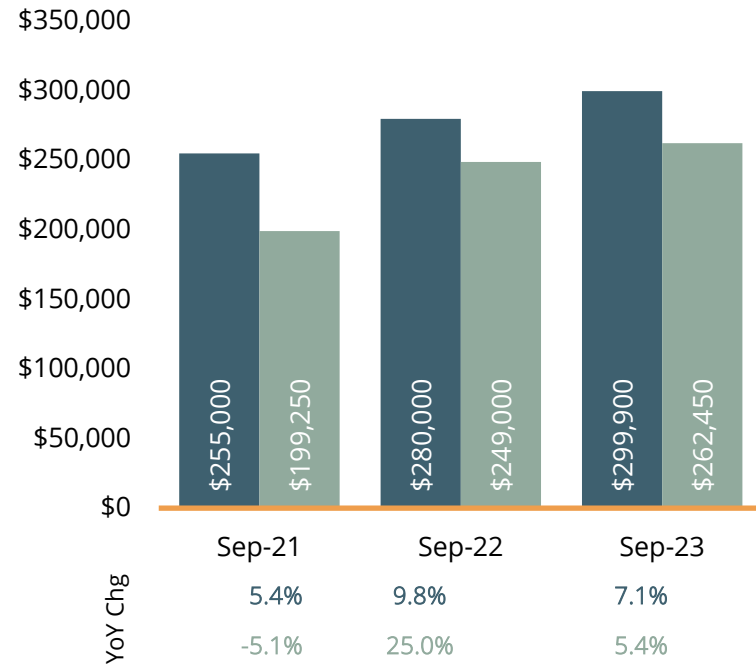


Sources: Virginia REALTORS®, data accessed Oct 15, 2023

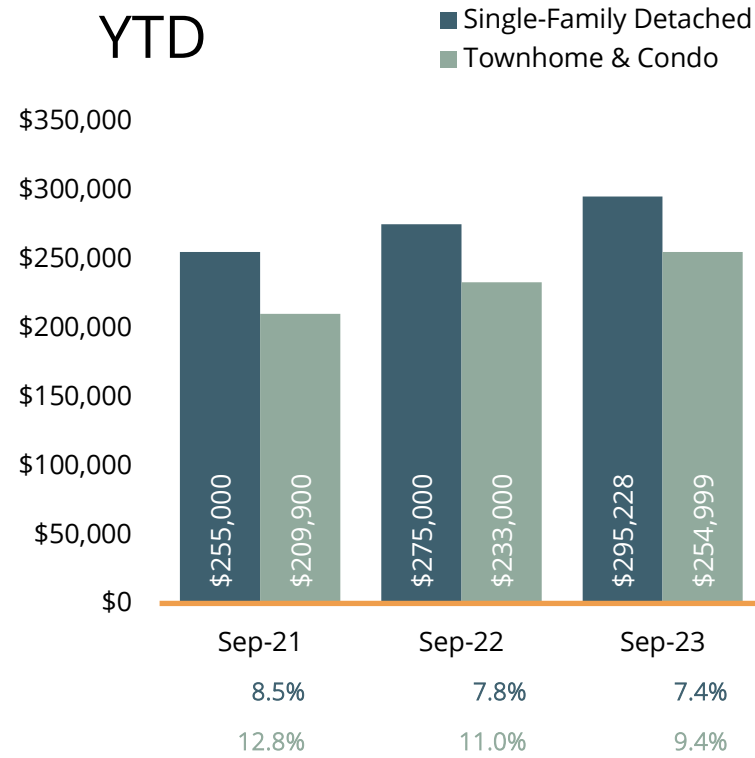
Median List Price



Septemer

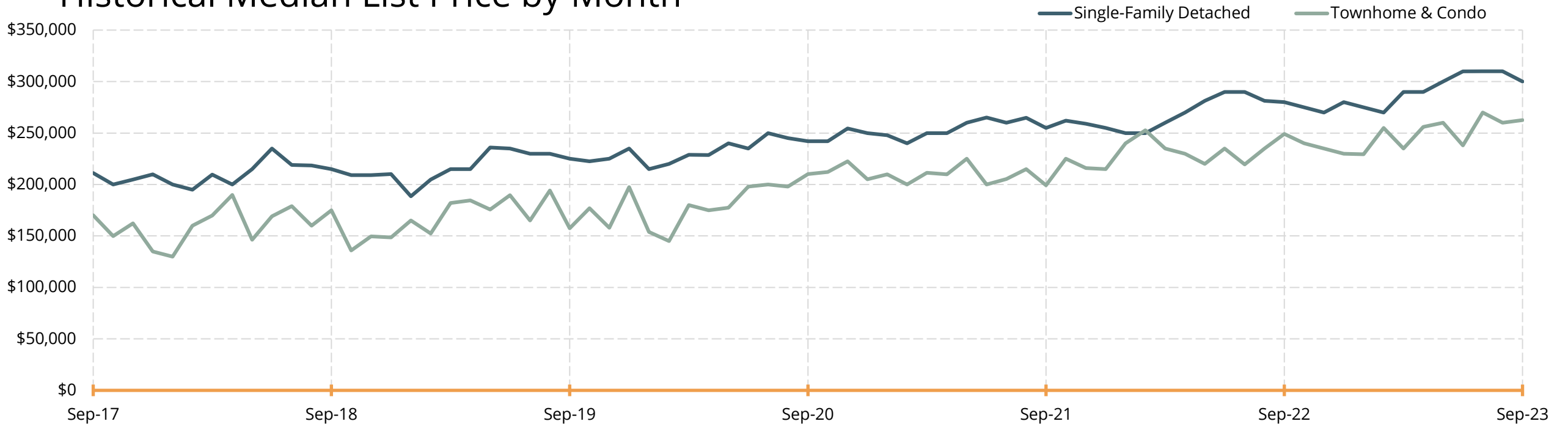


YTD



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-22	\$275,000	5.0%	\$239,900	6.6%
Nov-22	\$270,000	4.3%	\$235,000	8.8%
Dec-22	\$279,900	9.8%	\$230,000	7.0%
Jan-23	\$275,000	10.0%	\$229,450	-4.4%
Feb-23	\$270,000	8.0%	\$255,000	0.9%
Mar-23	\$290,000	11.5%	\$235,000	0.0%
Apr-23	\$289,900	7.4%	\$256,000	11.3%
May-23	\$299,950	6.6%	\$260,000	18.2%
Jun-23	\$310,000	6.9%	\$238,000	1.3%
Jul-23	\$310,000	6.9%	\$269,950	23.0%
Aug-23	\$310,000	10.2%	\$259,900	10.6%
Sep-23	\$299,900	7.1%	\$262,450	5.4%
12-month Avg	\$289,971	7.8%	\$247,554	7.2%

Historical Median List Price by Month

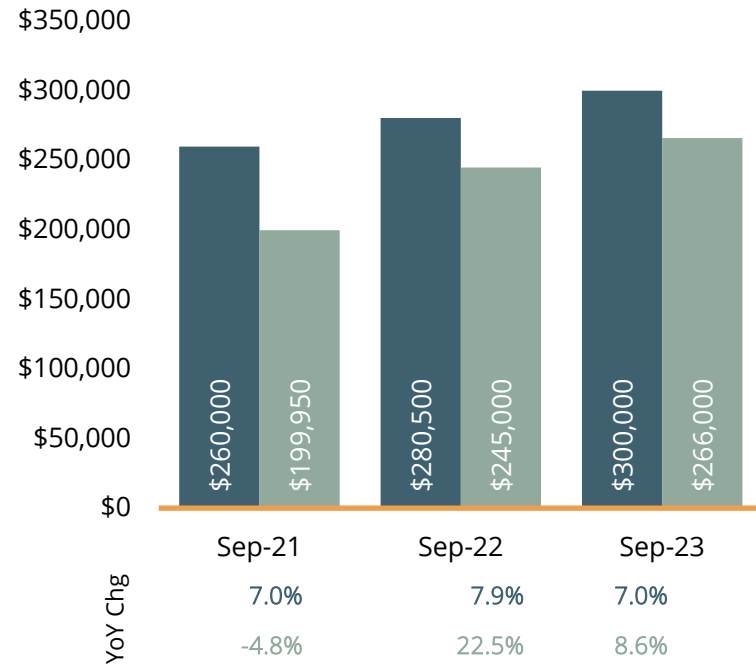


Sources: Virginia REALTORS®, data accessed Oct 15, 2023

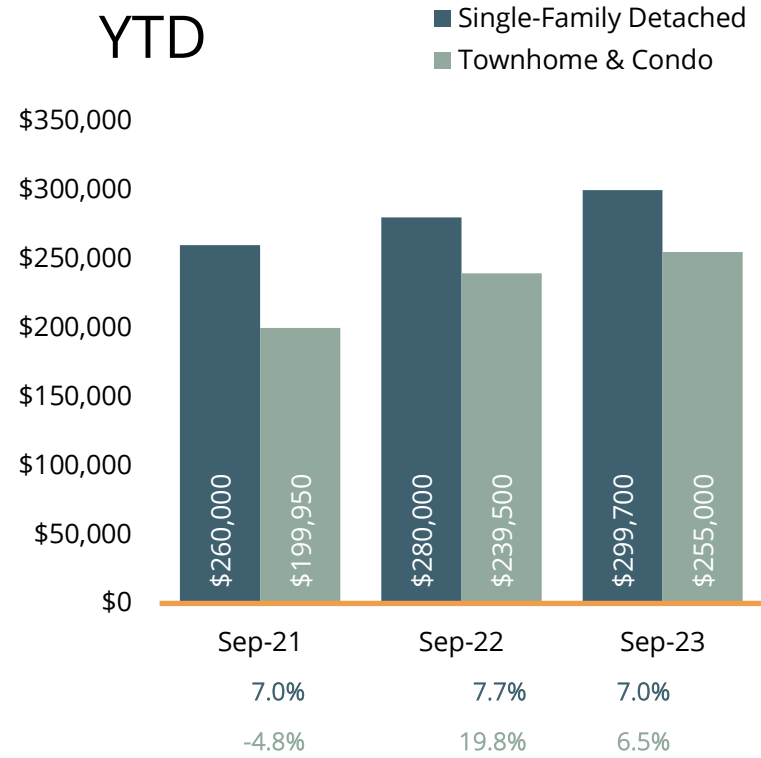
Median Sales Price



Septemer

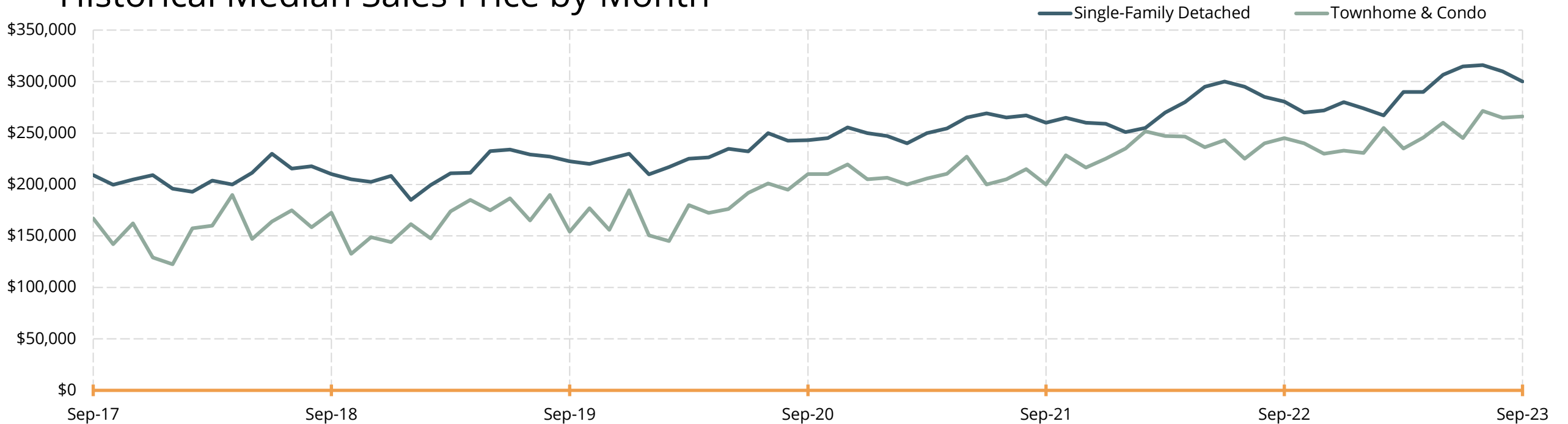


YTD



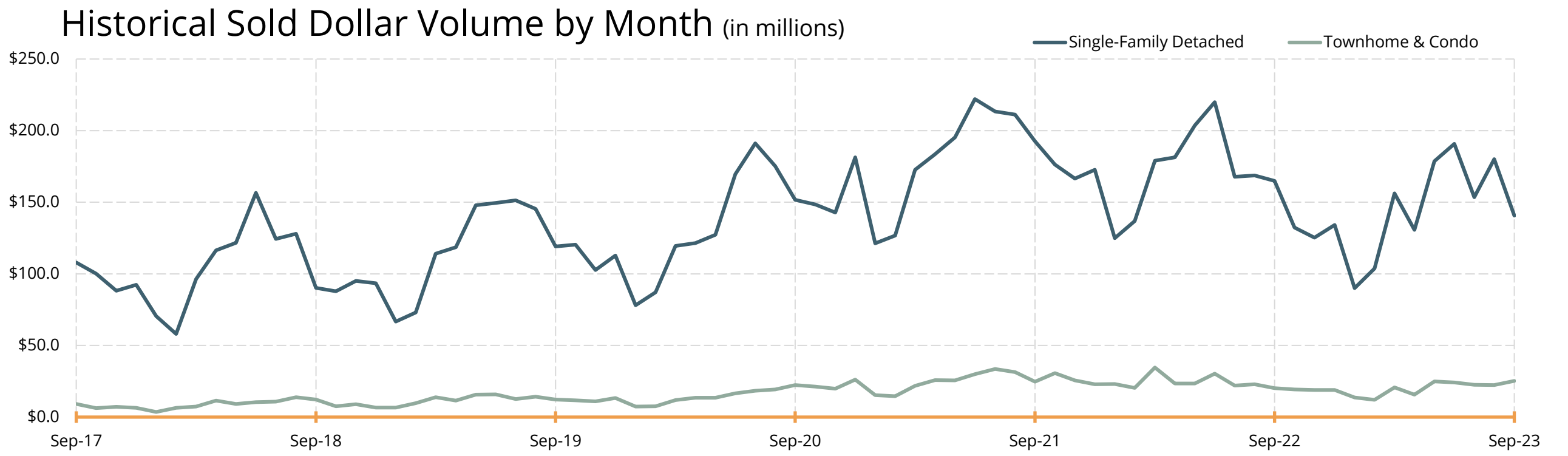
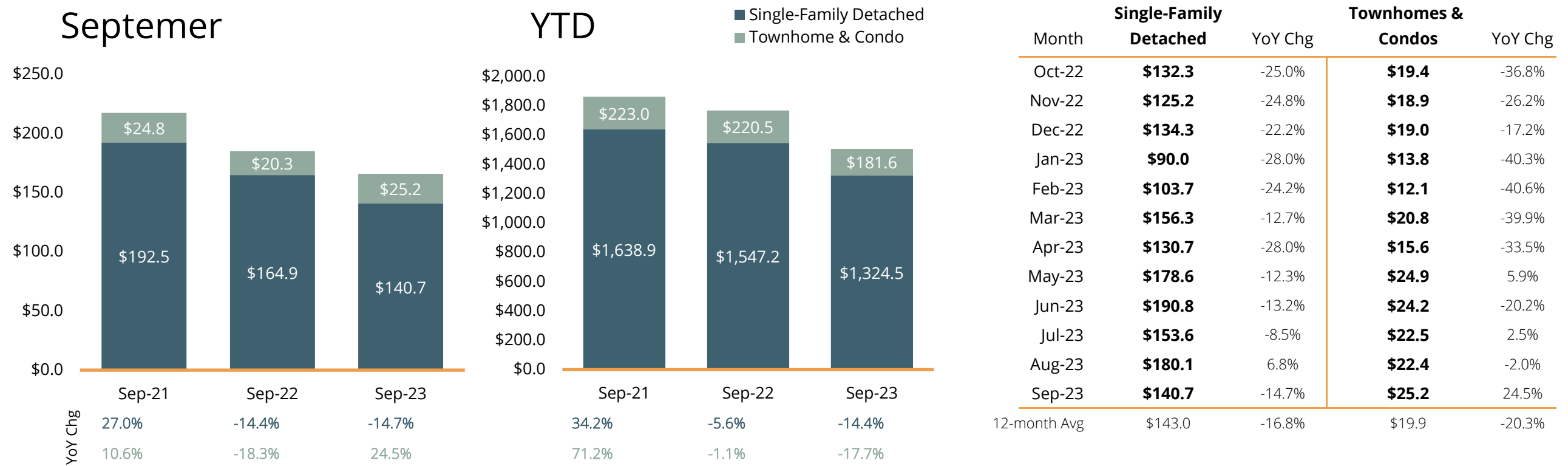
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-22	\$270,000	1.9%	\$240,000	5.1%
Nov-22	\$272,000	4.6%	\$230,000	6.2%
Dec-22	\$279,900	8.1%	\$233,000	3.6%
Jan-23	\$274,022	9.2%	\$230,750	-1.8%
Feb-23	\$267,000	4.7%	\$255,000	1.3%
Mar-23	\$290,000	7.4%	\$235,000	-4.9%
Apr-23	\$290,000	3.6%	\$245,500	-0.4%
May-23	\$306,500	3.9%	\$260,000	10.1%
Jun-23	\$314,595	4.9%	\$245,000	0.8%
Jul-23	\$316,000	7.1%	\$271,500	20.7%
Aug-23	\$310,000	8.8%	\$264,900	10.4%
Sep-23	\$300,000	7.0%	\$266,000	8.6%
12-month Avg	\$290,835	5.9%	\$248,054	4.8%

Historical Median Sales Price by Month



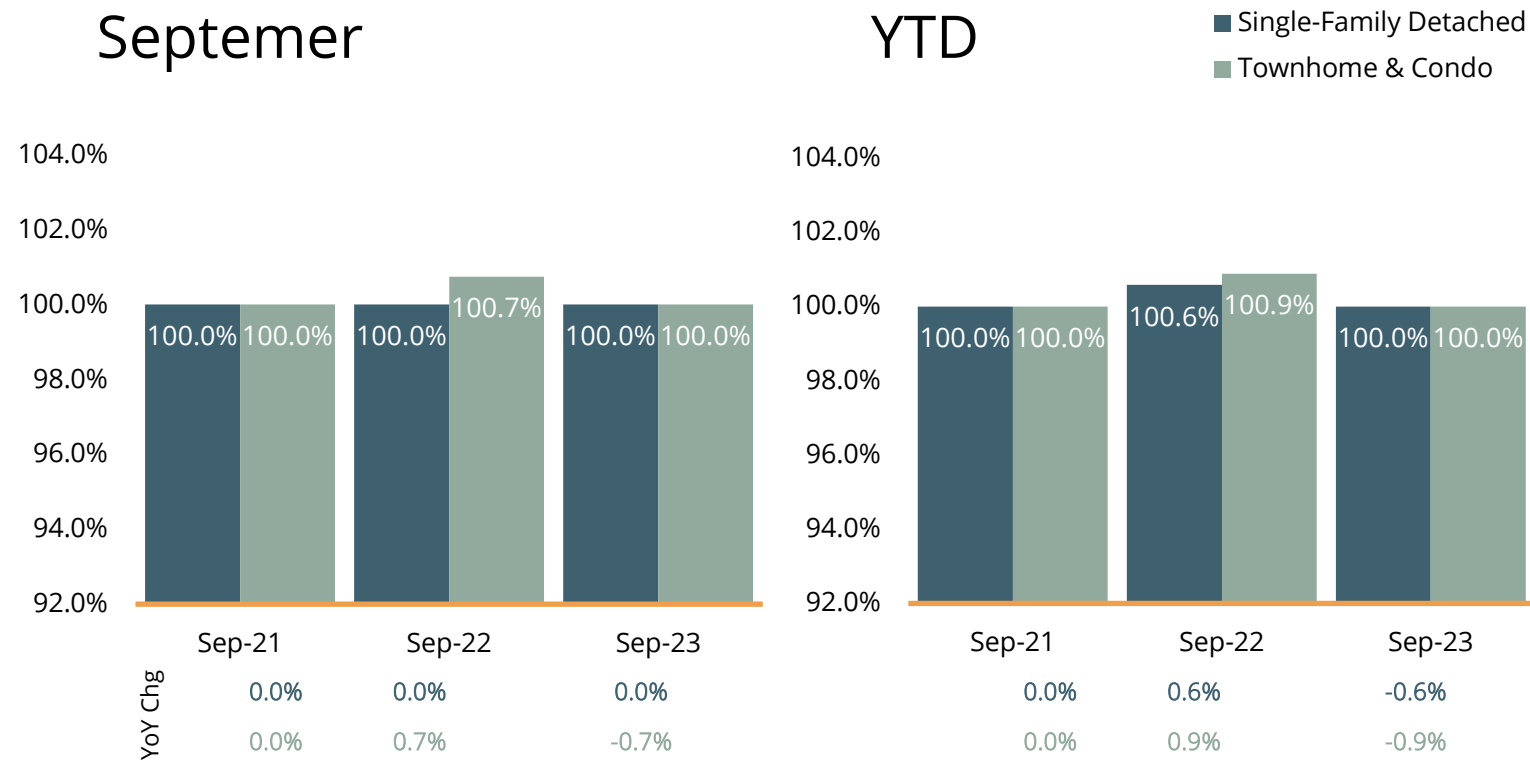
Sources: Virginia REALTORS®, data accessed Oct 15, 2023

Sold Dollar Volume (in millions)



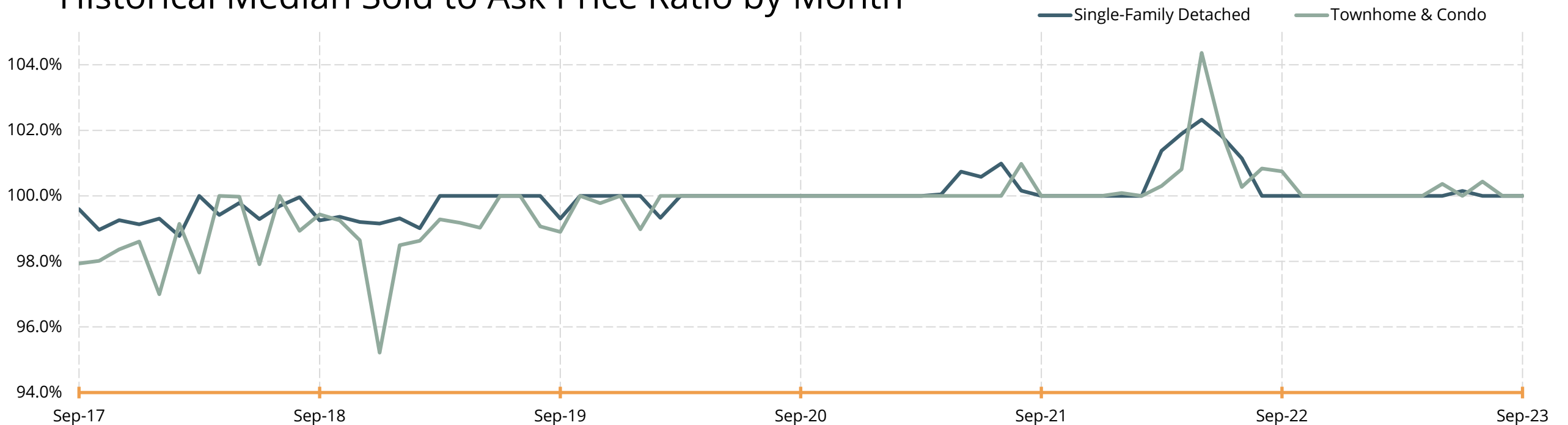
Sources: Virginia REALTORS®, data accessed Oct 15, 2023

Median Sold to Ask Price Ratio



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-22	100.0%	0.0%	100.0%	0.0%
Nov-22	100.0%	0.0%	100.0%	0.0%
Dec-22	100.0%	0.0%	100.0%	0.0%
Jan-23	100.0%	0.0%	100.0%	-0.1%
Feb-23	100.0%	0.0%	100.0%	0.0%
Mar-23	100.0%	-1.4%	100.0%	-0.3%
Apr-23	100.0%	-1.9%	100.0%	-0.8%
May-23	100.0%	-2.3%	100.4%	-3.8%
Jun-23	100.1%	-1.6%	100.0%	-1.9%
Jul-23	100.0%	-1.1%	100.4%	0.2%
Aug-23	100.0%	0.0%	100.0%	-0.8%
Sep-23	100.0%	0.0%	100.0%	-0.7%
12-month Avg	100.0%	-0.7%	100.1%	-0.7%

Historical Median Sold to Ask Price Ratio by Month

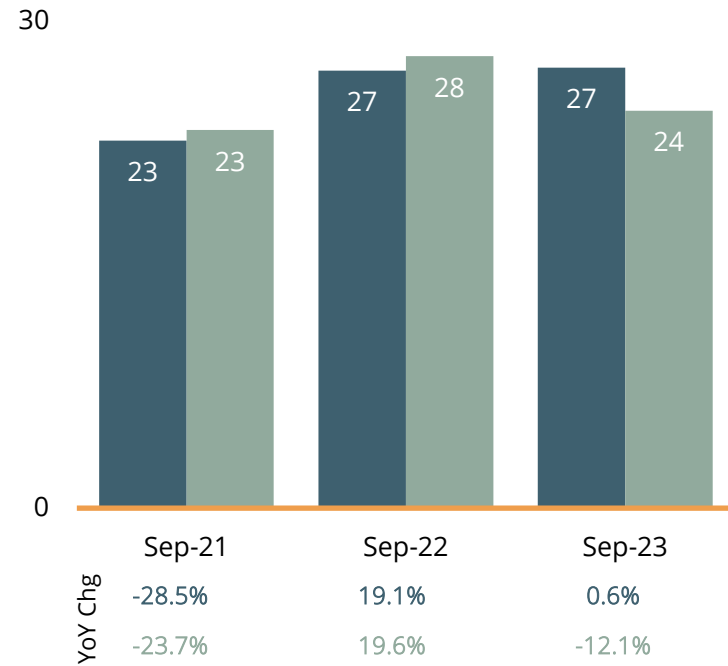


Sources: Virginia REALTORS®, data accessed Oct 15, 2023

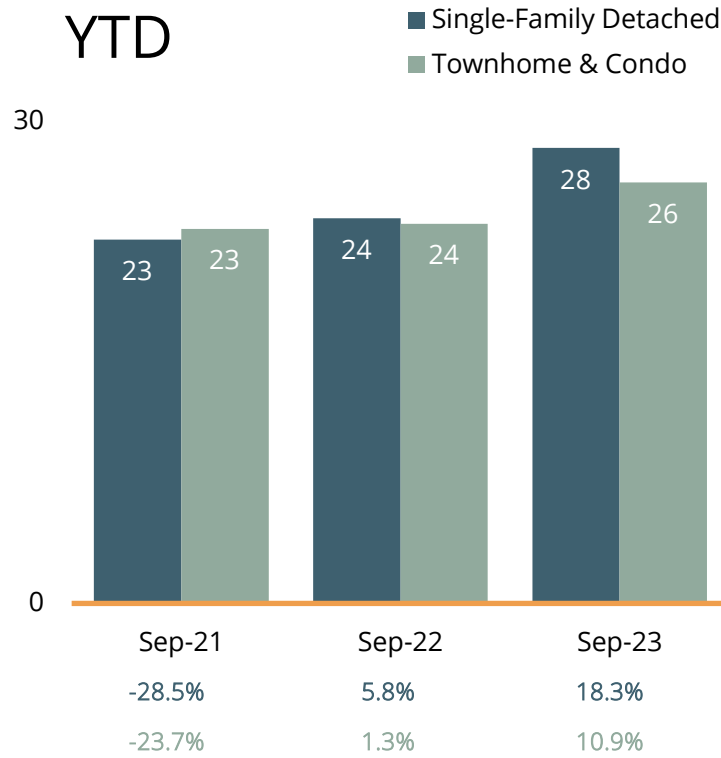
Average Days on Market



September



YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-22	33	18.5%	31	29.8%
Nov-22	29	8.1%	24	9.4%
Dec-22	35	44.6%	25	-21.1%
Jan-23	39	34.1%	45	86.2%
Feb-23	41	22.4%	24	-36.4%
Mar-23	33	30.4%	33	16.0%
Apr-23	30	42.2%	25	37.8%
May-23	23	21.0%	24	-4.3%
Jun-23	23	9.1%	25	53.9%
Jul-23	21	5.4%	20	29.5%
Aug-23	26	15.3%	22	11.0%
Sep-23	27	0.6%	24	-12.1%
12-month Avg	30	21.1%	27	11.1%

Historical Average Days on Market

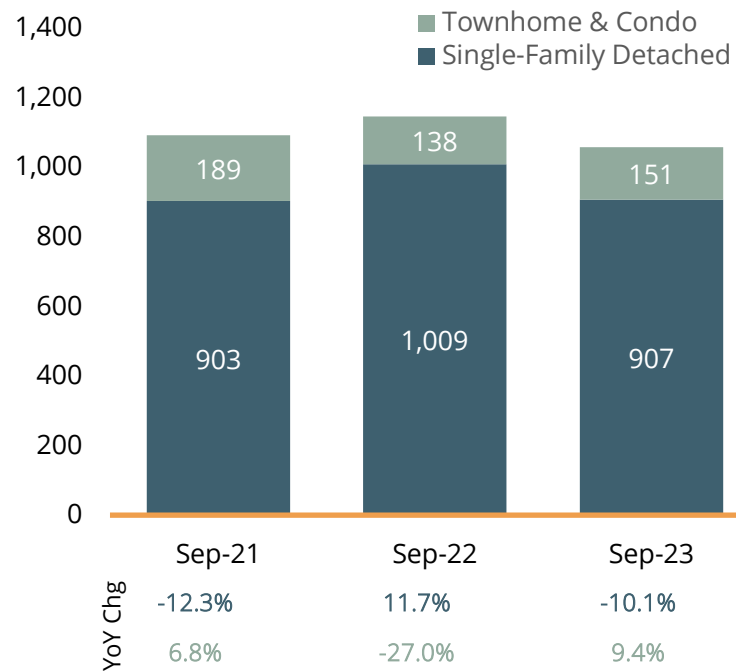


Sources: Virginia REALTORS®, data accessed Oct 15, 2023

Active Listings

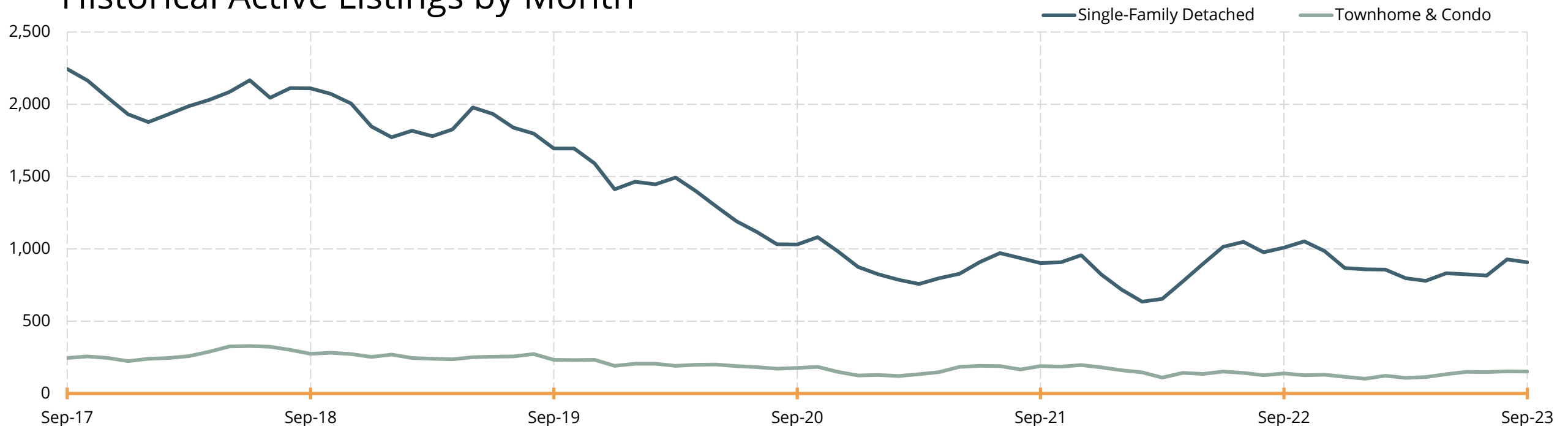


Septemer



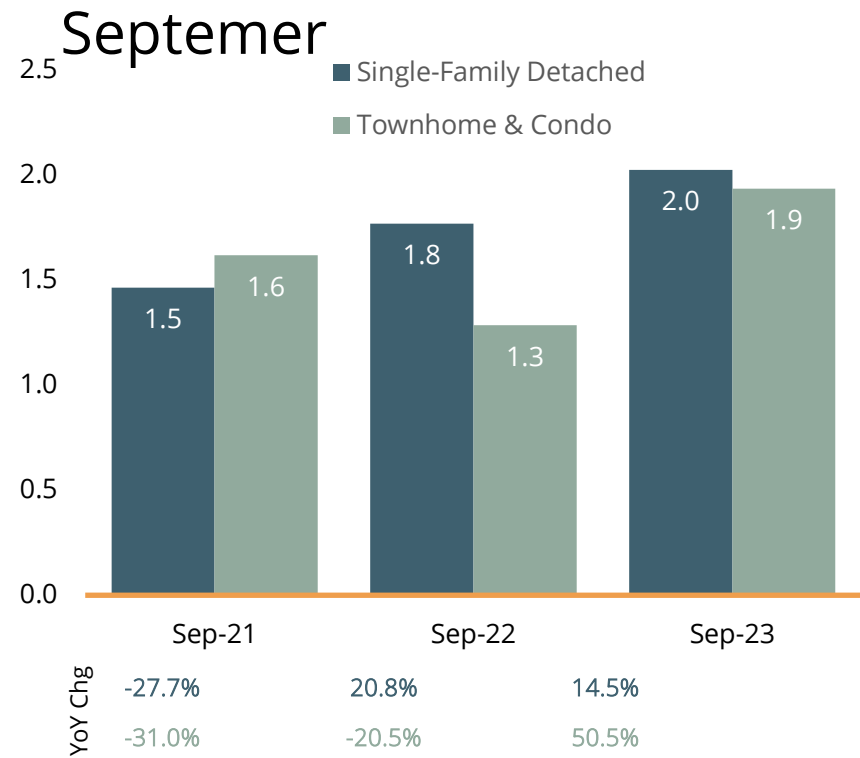
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-22	1,053	16.1%	127	-31.4%
Nov-22	986	3.1%	129	-34.5%
Dec-22	867	5.3%	116	-35.6%
Jan-23	859	19.8%	102	-36.6%
Feb-23	856	34.8%	122	-16.4%
Mar-23	798	21.8%	108	-1.8%
Apr-23	779	0.6%	113	-21.0%
May-23	832	-7.2%	133	-2.2%
Jun-23	825	-18.7%	149	-2.0%
Jul-23	816	-22.2%	148	4.2%
Aug-23	928	-5.0%	153	20.5%
Sep-23	907	-10.1%	151	9.4%
12-month Avg	876	0.9%	129	-14.6%

Historical Active Listings by Month



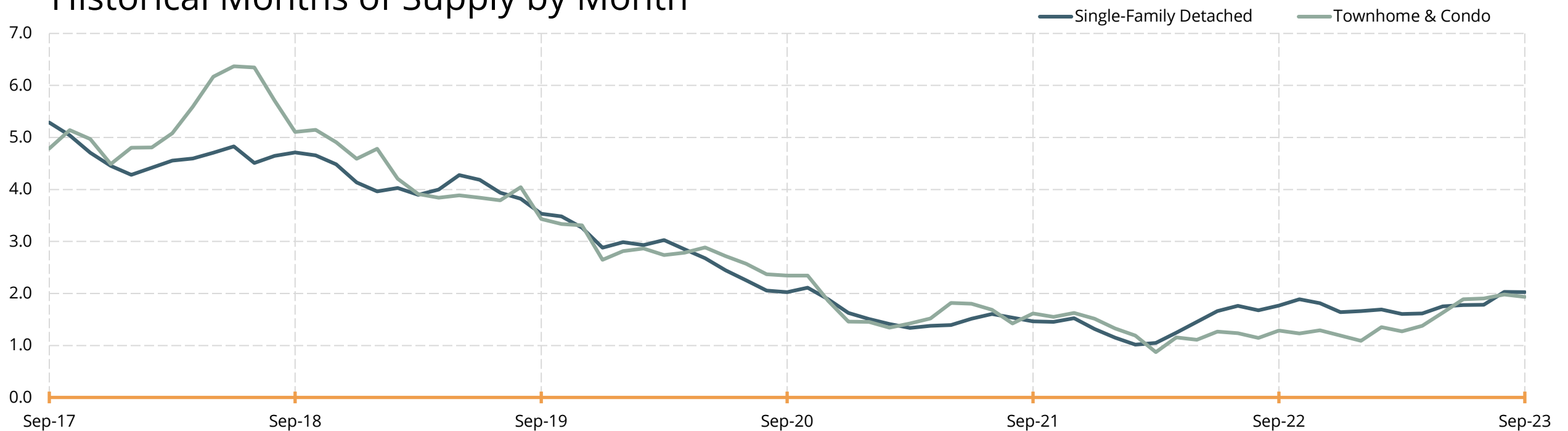
Sources: Virginia REALTORS®, data accessed Oct 15, 2023

Months of Supply



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-22	1.9	29.8%	1.2	-20.6%
Nov-22	1.8	19.0%	1.3	-20.4%
Dec-22	1.6	24.3%	1.2	-21.4%
Jan-23	1.7	44.6%	1.1	-17.6%
Feb-23	1.7	66.6%	1.4	13.7%
Mar-23	1.6	53.0%	1.3	45.7%
Apr-23	1.6	29.4%	1.4	19.7%
May-23	1.8	20.7%	1.6	46.8%
Jun-23	1.8	7.1%	1.9	49.1%
Jul-23	1.8	1.2%	1.9	53.7%
Aug-23	2.0	21.2%	2.0	72.7%
Sep-23	2.0	14.5%	1.9	50.5%
12-month Avg	1.8	24.6%	1.5	18.8%

Historical Months of Supply by Month



Sources: Virginia REALTORS®, data accessed Oct 15, 2023

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg
Hampton	221	175	-20.8%	205	140	-31.7%	\$255,000	\$253,052	-0.8%	370	306	-17.3%	1.6	1.8	13.1%
Isle of Wight County	57	60	5.3%	62	61	-1.6%	\$420,000	\$367,010	-12.6%	166	147	-11.4%	2.8	2.8	-1.2%
Newport News	224	226	0.9%	216	207	-4.2%	\$260,500	\$275,000	5.6%	408	394	-3.4%	1.6	2.0	27.6%
Poquoson	17	20	17.6%	13	20	53.8%	\$390,000	\$414,073	6.2%	37	85	129.7%	2.1	5.3	154.7%
York County	81	74	-8.6%	103	81	-21.4%	\$346,680	\$401,990	16.0%	166	126	-24.1%	1.5	1.4	-8.9%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg
Hampton	1,833	1,538	-16.1%	2,045	1,535	-24.9%	\$245,750	\$255,000	3.8%	339	298	-12.1%
Isle of Wight County	516	487	-5.6%	515	473	-8.2%	\$370,450	\$360,470	-2.7%	168	153	-8.9%
Newport News	2,082	1,837	-11.8%	2,240	1,721	-23.2%	\$250,000	\$265,000	6.0%	400	415	3.8%
Poquoson	198	223	12.6%	169	162	-4.1%	\$405,500	\$392,000	-3.3%	34	84	147.1%
York County	812	777	-4.3%	942	854	-9.3%	\$357,860	\$405,465	13.3%	163	131	-19.6%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg
Hampton	203	158	-22.2%	186	123	-33.9%	\$260,000	\$255,000	-1.9%	350	280	-20.0%	1.7	1.8	6.4%
Isle of Wight County	48	49	2.1%	52	48	-7.7%	\$466,500	\$417,450	-10.5%	152	124	-18.4%	3.1	2.9	-7.3%
Newport News	190	185	-2.6%	191	167	-12.6%	\$265,000	\$285,000	7.5%	348	315	-9.5%	1.6	1.9	21.4%
Poquoson	16	20	25.0%	13	20	53.8%	\$390,000	\$414,073	6.2%	36	85	136.1%	2.2	5.5	147.6%
York County	66	58	-12.1%	76	59	-22.4%	\$349,203	\$451,215	29.2%	123	103	-16.3%	1.6	1.5	-6.0%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg
Hampton	1,646	1,408	-14.5%	1,810	1,399	-22.7%	\$250,000	\$260,000	4.0%	350	280	-20.0%
Isle of Wight County	463	404	-12.7%	430	384	-10.7%	\$420,224	\$392,000	-6.7%	152	124	-18.4%
Newport News	1,800	1,511	-16.1%	1,914	1,434	-25.1%	\$260,000	\$275,000	5.8%	348	315	-9.5%
Poquoson	188	216	14.9%	154	155	0.6%	\$430,000	\$399,950	-7.0%	36	85	136.1%
York County	651	613	-5.8%	682	676	-0.9%	\$415,000	\$439,485	5.9%	123	103	-16.3%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg
Hampton	18	17	-5.6%	19	17	-10.5%	\$185,000	\$225,000	21.6%	20	26	30.0%	0.7	1.7	127.2%
Isle of Wight County	9	11	22.2%	10	13	30.0%	\$313,995	\$349,000	11.1%	14	23	64.3%	1.4	2.3	68.4%
Newport News	34	41	20.6%	25	40	60.0%	\$200,000	\$212,000	6.0%	60	79	31.7%	1.5	2.5	60.7%
Poquoson	1	0	-100.0%	0	0	#DIV/0!	\$0	\$0	#DIV/0!	1	0	-100.0%	0.6	0.0	-100.0%
York County	15	16	6.7%	27	22	-18.5%	\$295,000	\$327,500	11.0%	43	23	-46.5%	1.5	1.2	-21.0%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg	Sep-22	Sep-23	% chg
Hampton	187	130	-30.5%	235	136	-42.1%	\$200,000	\$212,000	6.0%	20	26	30.0%
Isle of Wight County	53	83	56.6%	85	89	4.7%	\$320,530	\$320,000	-0.2%	14	23	64.3%
Newport News	282	326	15.6%	326	287	-12.0%	\$175,000	\$200,750	14.7%	60	79	31.7%
Poquoson	10	7	-30.0%	15	7	-53.3%	\$251,000	\$303,000	20.7%	1	0	-100.0%
York County	161	164	1.9%	260	178	-31.5%	\$304,017	\$315,000	3.6%	43	23	-46.5%



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

All inquiries regarding this report may be directed to:
Robin Spensieri
Virginia REALTORS® Vice President of Communications and Media Relations
rspensieri@virginiarealtors.org
804-622-7954

Data and analysis provided by Virginia REALTORS® Chief Economist, Ryan Price

The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.