



The Long & Foster Market Minute™

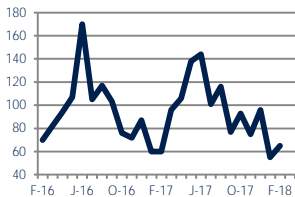
Focus On: Greater Williamsburg Housing Market

February 2018

Zip Code(s): 23188 and 23185

Units Sold

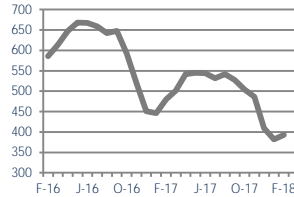
65



Up 8%
Vs. Year Ago

Active Inventory

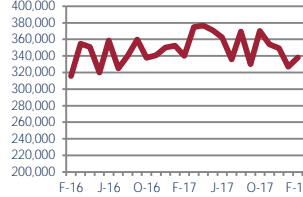
393



Down -18%
Vs. Year Ago

Median Sale Price

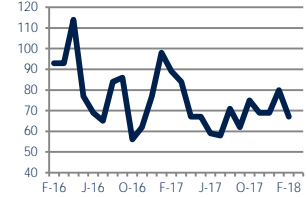
\$338,000



Down -1%
Vs. Year Ago

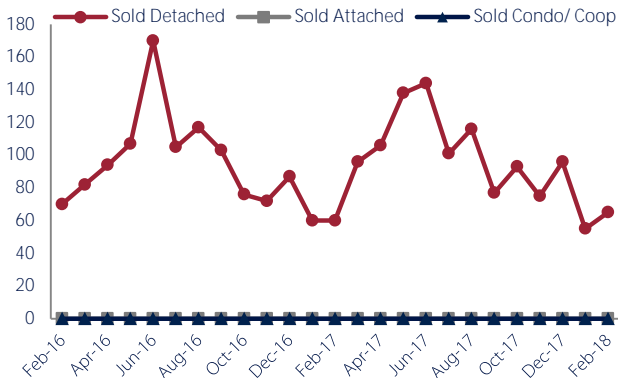
Days On Market

67



Down -25%
Vs. Year Ago

Units Sold*



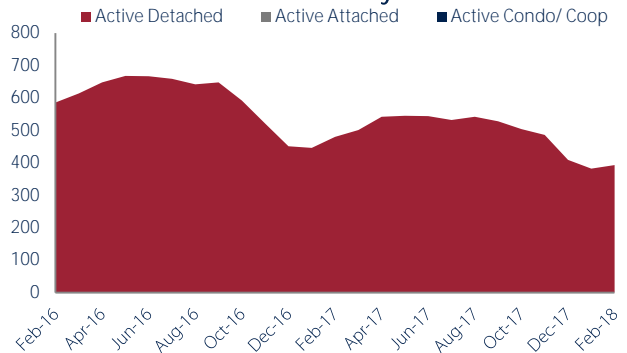
Units Sold

There was an increase in total units sold in February, with 65 sold this month in Greater Williamsburg versus 55 last month, an increase of 18%. This month's total units sold was higher than at this time last year, an increase of 8% versus February 2017.

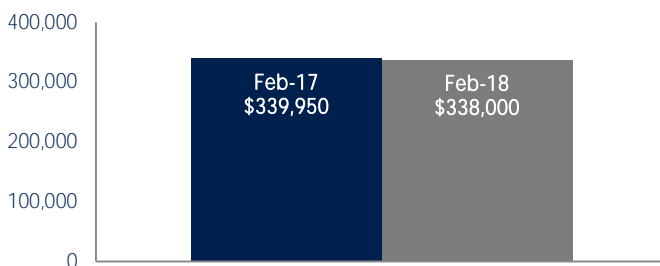
Active Inventory

Versus last year, the total number of homes available this month is lower by 87 units or 18%. The total number of active inventory this February was 393 compared to 480 in February 2017. This month's total of 393 is higher than the previous month's total supply of available inventory of 382, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Greater Williamsburg Homes was \$339,950. This February, the median sale price was \$338,000, a decrease of 1% or \$1,950 compared to last year. The current median sold price is 3% higher than in January.

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

Greater Williamsburg are defined as properties listed in zip code/s 23188 and 23185.

*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 WAAR 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 WAAR or Long & Foster Real Estate, Inc.



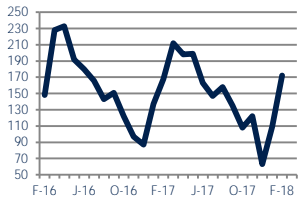
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 23188 and 23185

New Listings

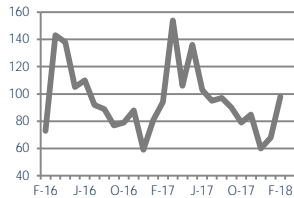
172



Up 2%
Vs. Year Ago

Current Contracts

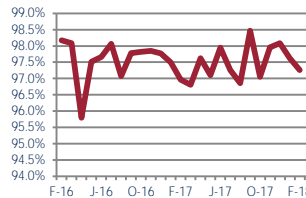
98



Up 4%
Vs. Year Ago

Sold Vs. List Price

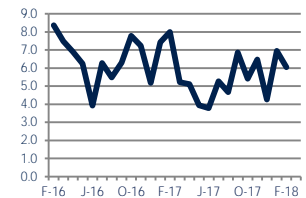
97.3%



No Change
Vs. Year Ago

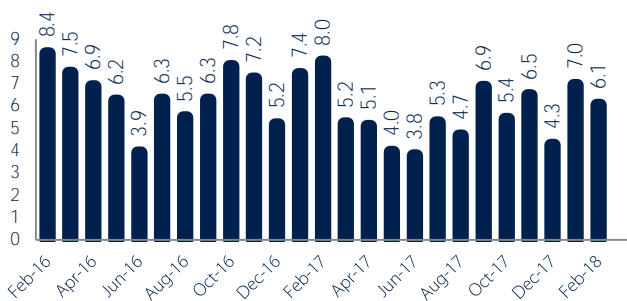
Months of Supply

6.1



Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

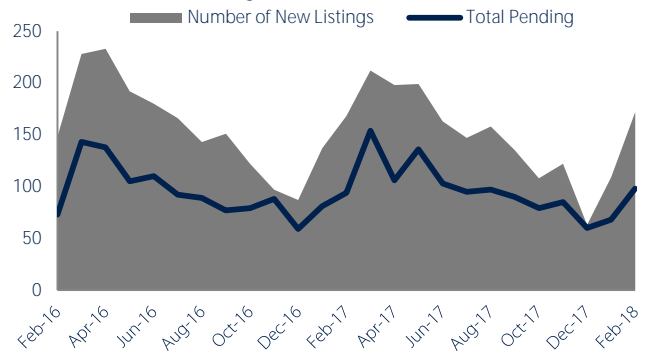
In February, there was 6.0 months of supply available in Greater Williamsburg, compared to 8.0 in February 2017. That is a decrease of 24% versus a year ago.

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.

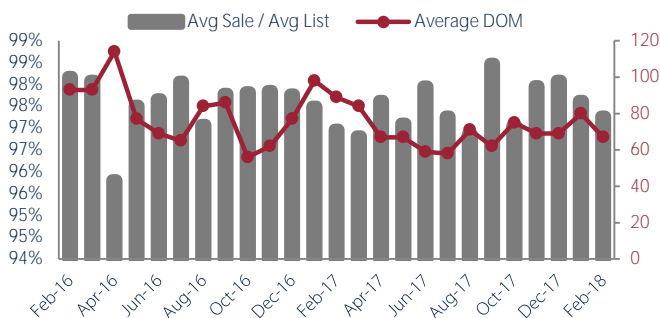
New Listings & Current Contracts

This month there were 172 homes newly listed for sale in Greater Williamsburg compared to 168 in February 2017, an increase of 2%. There were 98 current contracts pending sale this February compared to 94 a year ago. The number of current contracts is 4% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Greater Williamsburg was 97.3% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 67, lower than the average last year, which was 89, a decrease of 25%.



Greater Williamsburg are defined as properties listed in zip code/s 23188 and 23185.

*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 WAAR 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 WAAR or Long & Foster Real Estate, Inc.

