



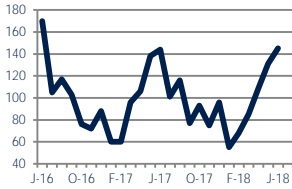
# The Long & Foster Market Minute™

## Focus On: Greater Williamsburg Housing Market

June 2018

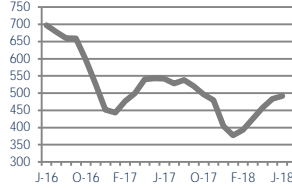
Zip Code(s): 23188 and 23185

**Units Sold**  
145



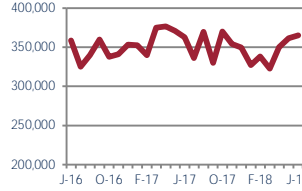
**Up 1%**  
Vs. Year Ago

**Active Inventory**  
492



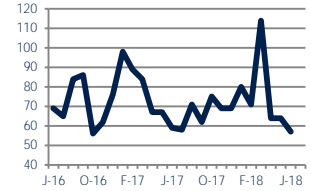
**Down -9%**  
Vs. Year Ago

**Median Sale Price**  
\$365,000



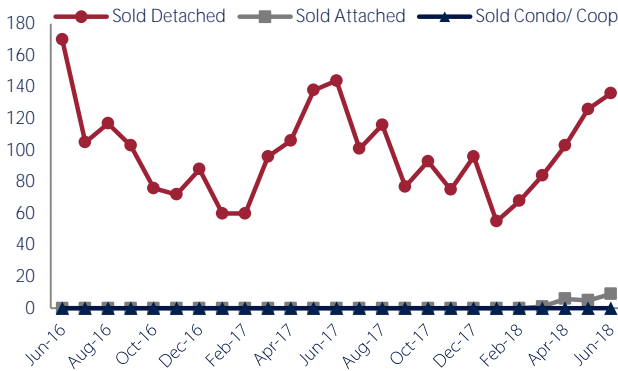
**Up 1%**  
Vs. Year Ago

**Days On Market**  
57



**Down -3%**  
Vs. Year Ago

### Units Sold\*



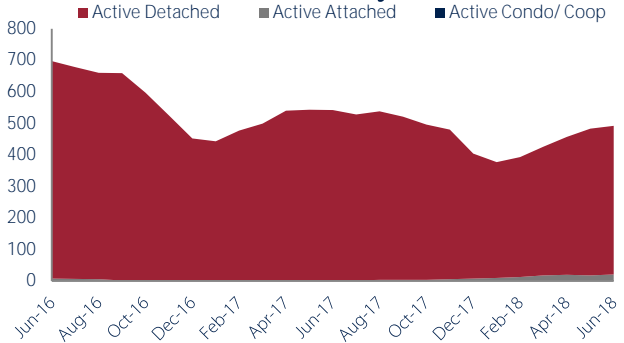
### Units Sold

There was an increase in total units sold in June, with 145 sold this month in Greater Williamsburg versus 131 last month, an increase of 11%. This month's total units sold was higher than at this time last year, an increase of 1% versus June 2017.

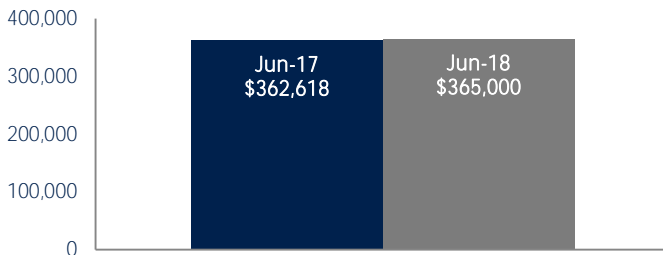
### Active Inventory

Versus last year, the total number of homes available this month is lower by 50 units or 9%. The total number of active inventory this June was 492 compared to 542 in June 2017. This month's total of 492 is higher than the previous month's total supply of available inventory of 483, an increase of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Greater Williamsburg Homes was \$362,618. This June, the median sale price was \$365,000, an increase of 1% or \$2,382 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.



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.

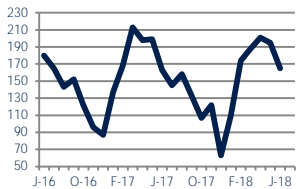
Information included in this report is based on data supplied by WAAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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



Zip Code(s): 23188 and 23185

**New Listings**

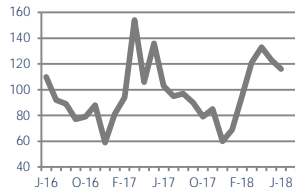
165



Up 1%  
Vs. Year Ago

**Current Contracts**

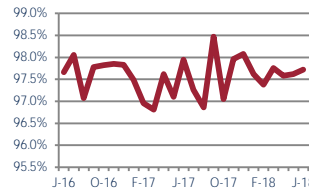
116



Up 13%  
Vs. Year Ago

**Sold Vs. List Price**

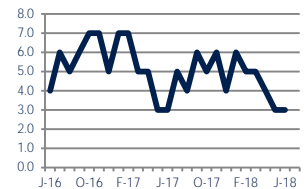
97.7%



No Change  
Vs. Year Ago

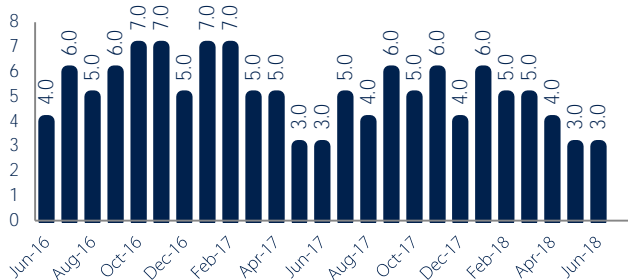
**Months of Supply**

3.0



No Change  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

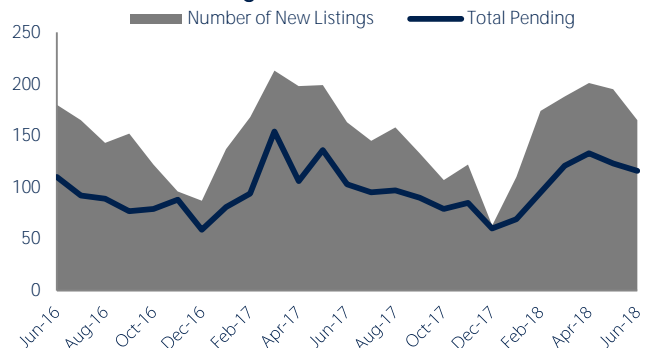
In June, there was 3.4 months of supply available in Greater Williamsburg, compared to 3.8 in June 2017. That is a decrease of 10% versus a year ago.

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.

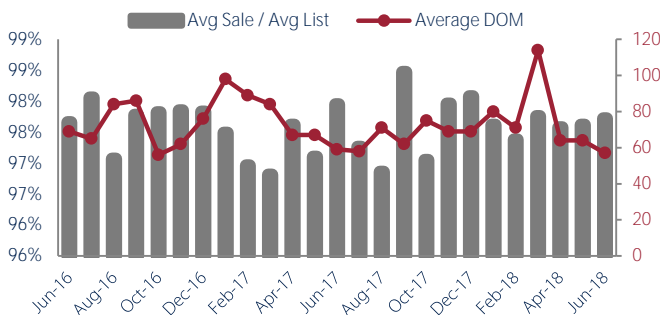
**New Listings & Current Contracts**

This month there were 165 homes newly listed for sale in Greater Williamsburg compared to 163 in June 2017, an increase of 1%. There were 116 current contracts pending sale this June compared to 103 a year ago. The number of current contracts is 13% higher than last June.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In June, the average sale price in Greater Williamsburg was 97.7% 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 57, lower than the average last year, which was 59, a decrease of 3%.



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