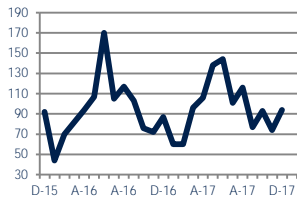


Zip Code(s): 23188 and 23185

Units Sold

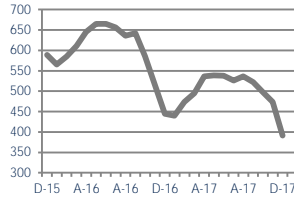
94



Up 8%
Vs. Year Ago

Active Inventory

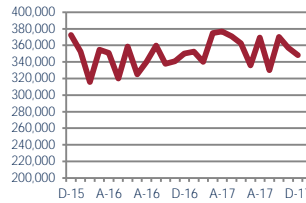
391



Down -12%
Vs. Year Ago

Median Sale Price

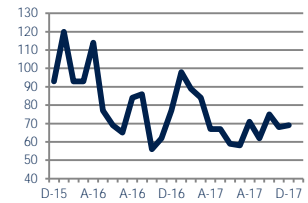
\$348,000



Down -1%
Vs. Year Ago

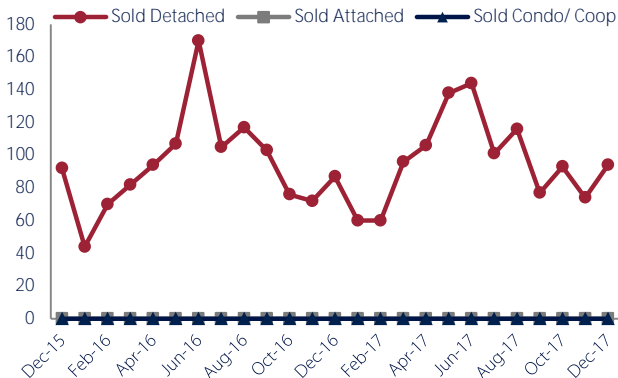
Days On Market

69



Down -10%
Vs. Year Ago

Units Sold*



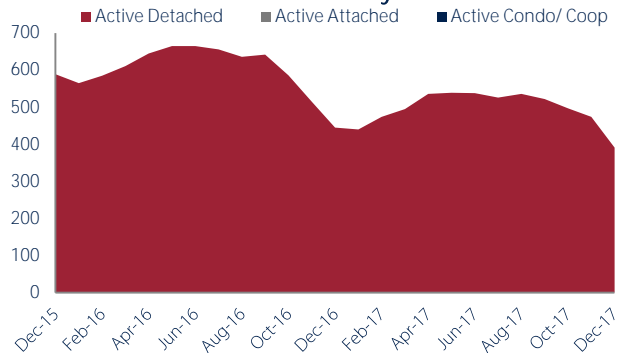
Units Sold

There was an increase in total units sold in December, with 94 sold this month in Greater Williamsburg versus 74 last month, an increase of 27%. This month's total units sold was higher than at this time last year, an increase of 8% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 54 units or 12%. The total number of active inventory this December was 391 compared to 445 in December 2016. This month's total of 391 is lower than the previous month's total supply of available inventory of 474, a decrease of 18%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Greater Williamsburg Homes was \$350,000. This December, the median sale price was \$348,000, a decrease of 1% or \$2,000 compared to last year. The current median sold price is 3% lower than in November.

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.

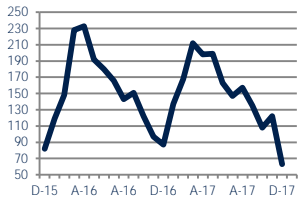
Information included in this report is based on data supplied by WAAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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



Zip Code(s): 23188 and 23185

New Listings

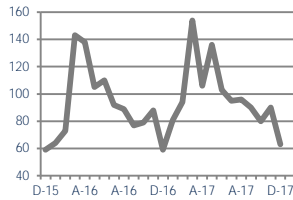
63



Down -28%
Vs. Year Ago

Current Contracts

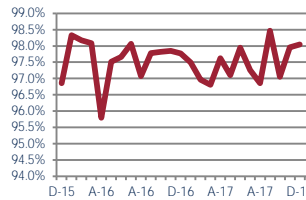
63



Up 7%
Vs. Year Ago

Sold Vs. List Price

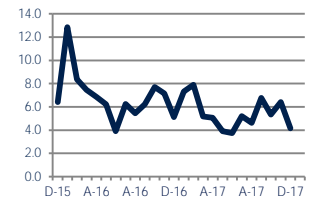
98.0%



No Change
Vs. Year Ago

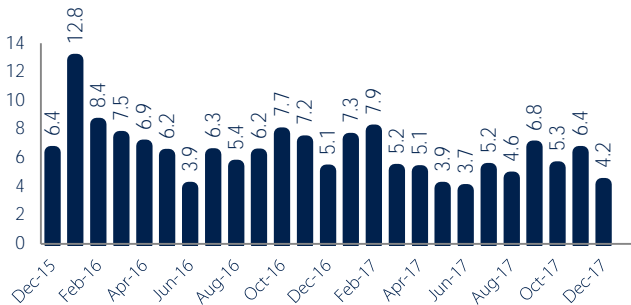
Months of Supply

4.2



Down -19%
Vs. Year Ago

Months Of Supply



Months of Supply

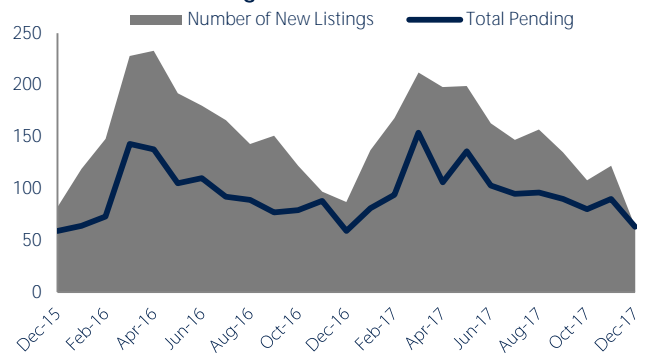
In December, there was 4.2 months of supply available in Greater Williamsburg, compared to 5.1 in December 2016. That is a decrease of 19% versus a year ago.

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.

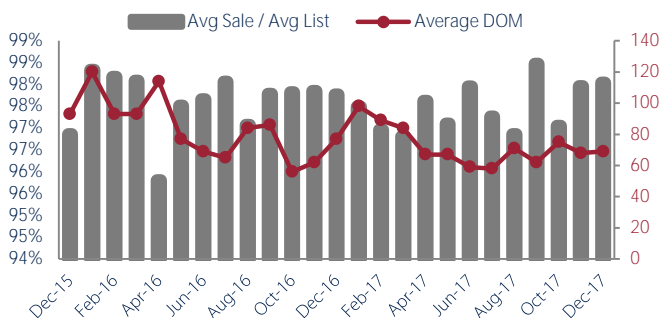
New Listings & Current Contracts

This month there were 63 homes newly listed for sale in Greater Williamsburg compared to 87 in December 2016, a decrease of 28%. There were 63 current contracts pending sale this December compared to 59 a year ago. The number of current contracts is 7% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Greater Williamsburg was 98.0% 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 69, lower than the average last year, which was 77, a decrease of 10%.



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