



# The Long & Foster Market Minute™

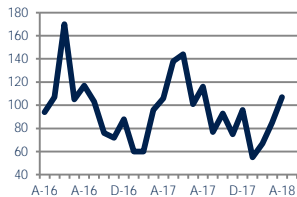
Focus On: Greater Williamsburg Housing Market

April 2018

Zip Code(s): 23188 and 23185

## Units Sold

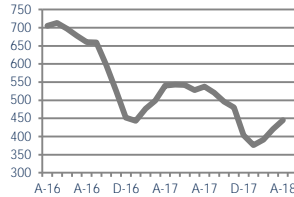
107



Up 1%  
Vs. Year Ago

## Active Inventory

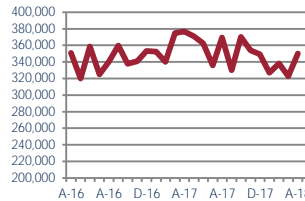
445



Down -18%  
Vs. Year Ago

## Median Sale Price

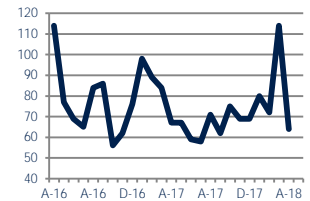
\$350,000



Down -7%  
Vs. Year Ago

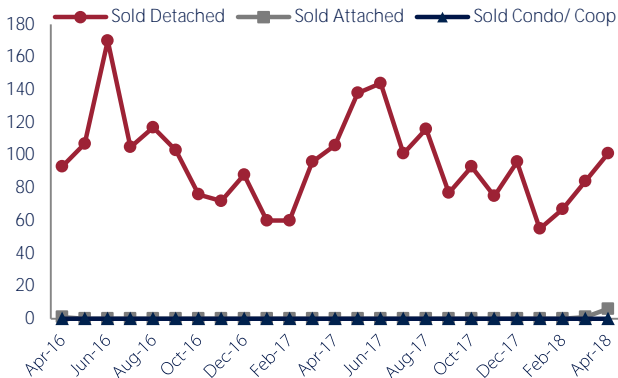
## Days On Market

64



Down -4%  
Vs. Year Ago

## Units Sold\*



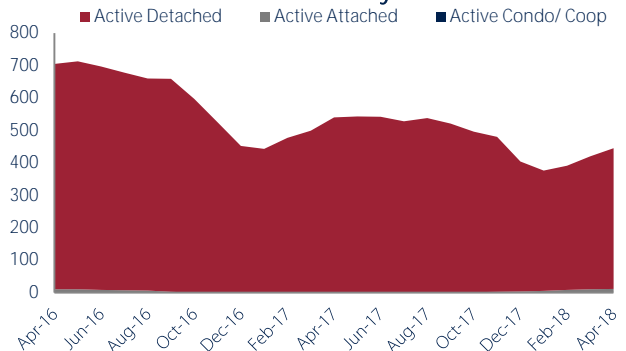
## Units Sold

There was an increase in total units sold in April, with 107 sold this month in Greater Williamsburg versus 85 last month, an increase of 26%. This month's total units sold was higher than at this time last year, an increase of 1% versus April 2017.

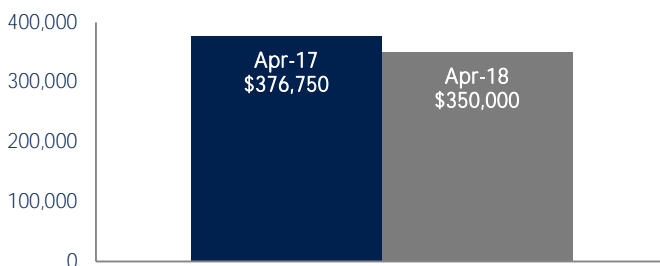
## Active Inventory

Versus last year, the total number of homes available this month is lower by 95 units or 18%. The total number of active inventory this April was 445 compared to 540 in April 2017. This month's total of 445 is higher than the previous month's total supply of available inventory of 420, an increase of 6%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last April, the median sale price for Greater Williamsburg Homes was \$376,750. This April, the median sale price was \$350,000, a decrease of 7% or \$26,750 compared to last year. The current median sold price is 8% higher than in March.

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



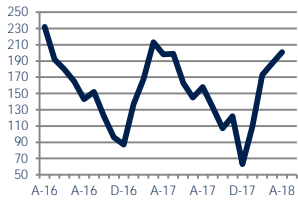
# Focus On: Greater Williamsburg Housing Market

April 2018

Zip Code(s): 23188 and 23185

## New Listings

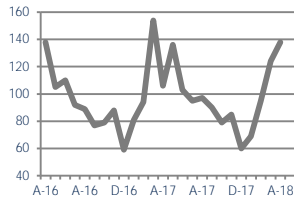
201



Up 2%  
Vs. Year Ago

## Current Contracts

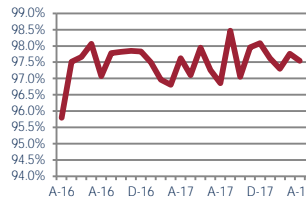
138



Up 30%  
Vs. Year Ago

## Sold Vs. List Price

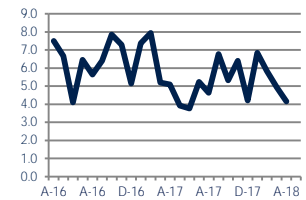
97.5%



No Change  
Vs. Year Ago

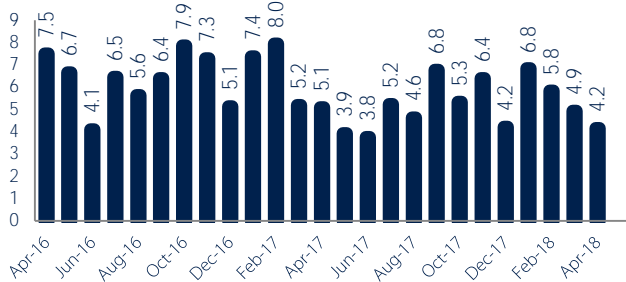
## Months of Supply

4.2



Down -18%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

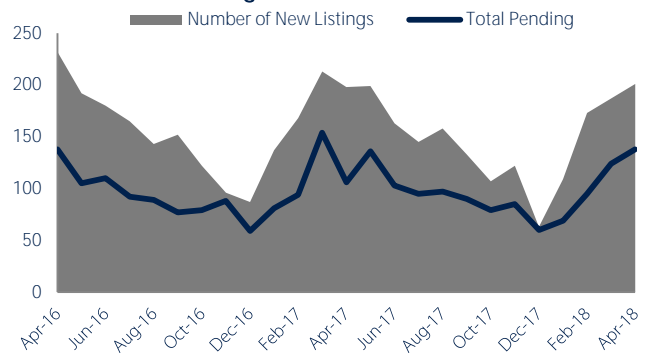
In April, there was 4.2 months of supply available in Greater Williamsburg, compared to 5.1 in April 2017. That is a decrease of 18% versus a year ago.

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.

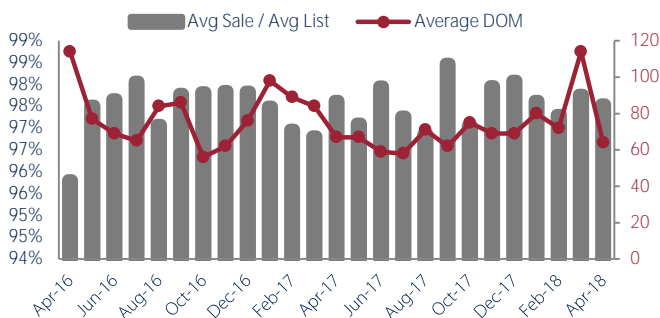
## New Listings & Current Contracts

This month there were 201 homes newly listed for sale in Greater Williamsburg compared to 198 in April 2017, an increase of 2%. There were 138 current contracts pending sale this April compared to 106 a year ago. The number of current contracts is 30% higher than last April.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In April, the average sale price in Greater Williamsburg was 97.5% 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 64, lower than the average last year, which was 67, a decrease of 4%.



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