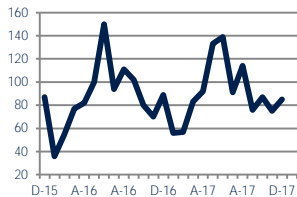




Units Sold

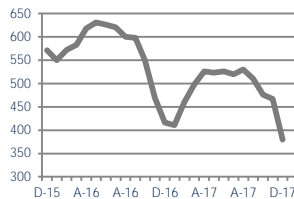
85



Down -4%
Vs. Year Ago

Active Inventory

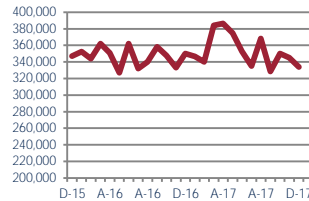
380



Down -9%
Vs. Year Ago

Median Sale Price

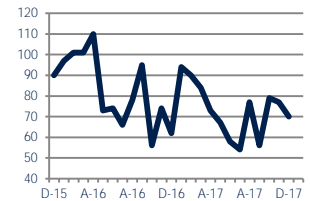
\$333,900



Down -5%
Vs. Year Ago

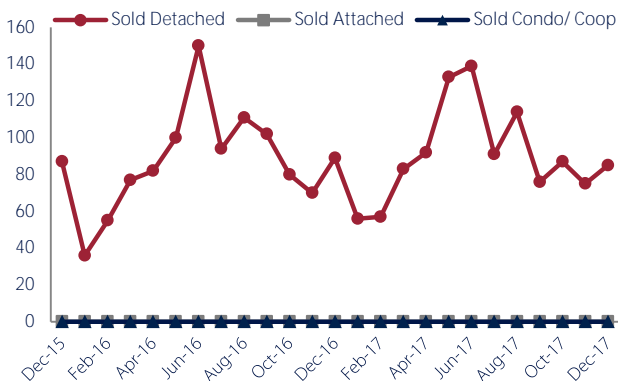
Days On Market

70



Up 13%
Vs. Year Ago

Units Sold*



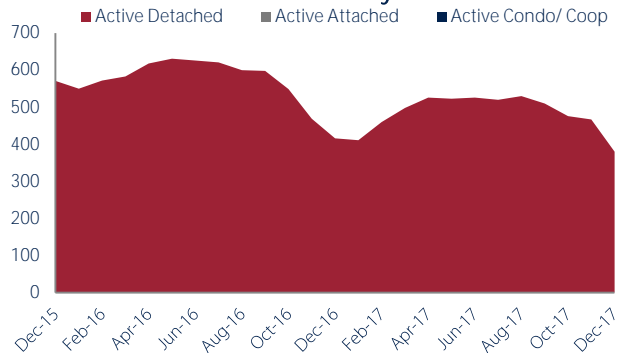
Units Sold

There was an increase in total units sold in December, with 85 sold this month in James City County versus 75 last month, an increase of 13%. This month's total units sold was lower than at this time last year, a decrease of 4% versus December 2016.

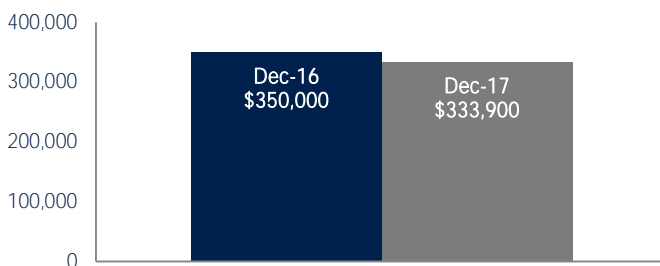
Active Inventory

Versus last year, the total number of homes available this month is lower by 36 units or 9%. The total number of active inventory this December was 380 compared to 416 in December 2016. This month's total of 380 is lower than the previous month's total supply of available inventory of 467, a decrease of 19%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for James City County Homes was \$350,000. This December, the median sale price was \$333,900, a decrease of 5% or \$16,100 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.



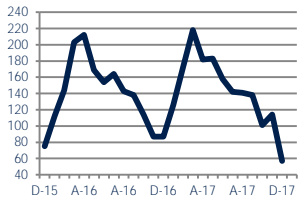
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.
Information included in this report is based on data supplied by WAAR and 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.





New Listings

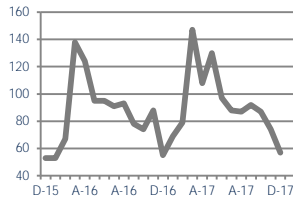
57



Down -34%
Vs. Year Ago

Current Contracts

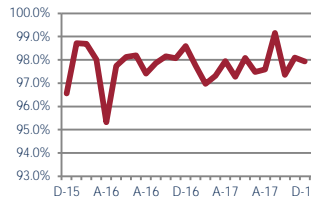
57



Up 4%
Vs. Year Ago

Sold Vs. List Price

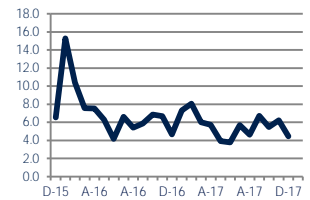
97.9%



Down -0.7%
Vs. Year Ago

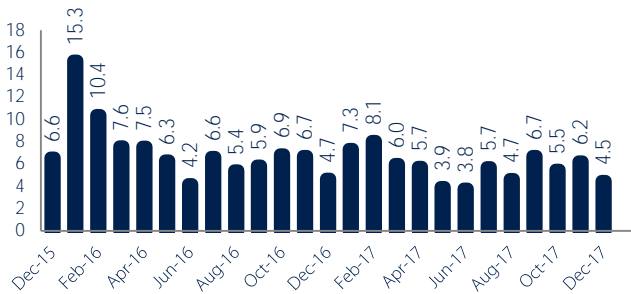
Months of Supply

4.5



Down -4%
Vs. Year Ago

Months Of Supply



Months of Supply

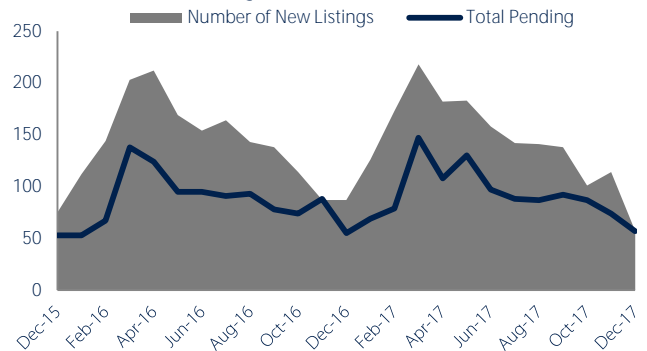
In December, there was 4.5 months of supply available in James City County, compared to 4.7 in December 2016. That is a decrease of 4% versus a year ago.

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.

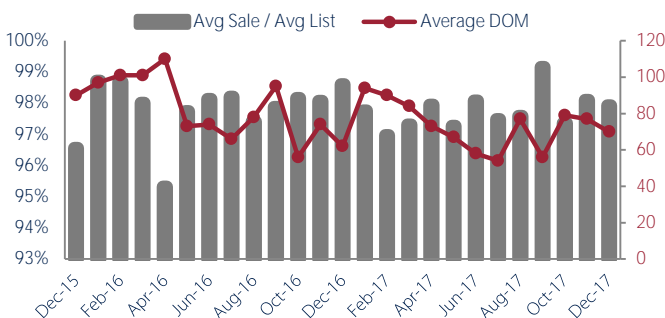
New Listings & Current Contracts

This month there were 57 homes newly listed for sale in James City County compared to 87 in December 2016, a decrease of 34%. There were 57 current contracts pending sale this December compared to 55 a year ago. The number of current contracts is 4% 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 James City County was 97.9% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 70, higher than the average last year, which was 62, an increase of 13%.



*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.

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