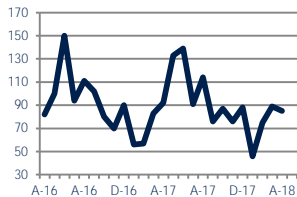




Units Sold

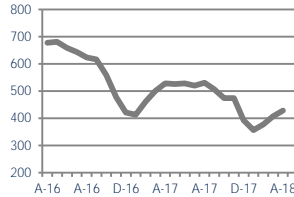
85



Down -8%
Vs. Year Ago

Active Inventory

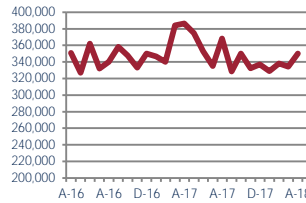
429



Down -19%
Vs. Year Ago

Median Sale Price

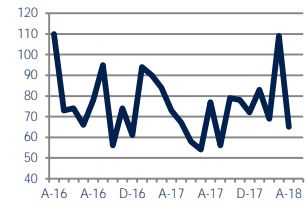
\$350,000



Down -9%
Vs. Year Ago

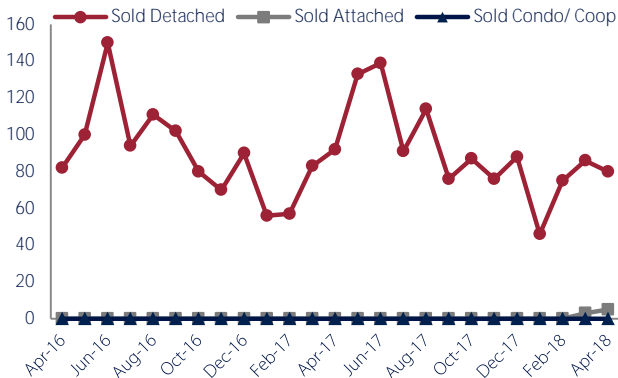
Days On Market

65



Down -11%
Vs. Year Ago

Units Sold*



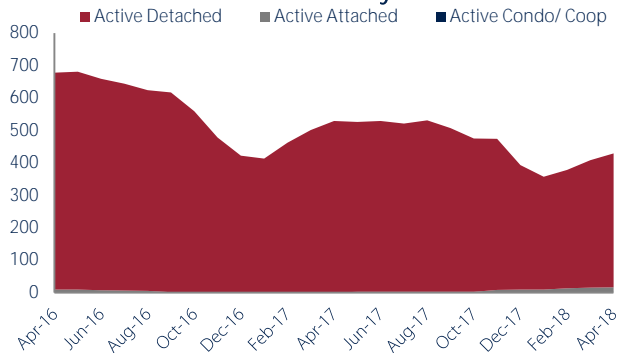
Units Sold

There was a decrease in total units sold in April, with 85 sold this month in James City County versus 89 last month, a decrease of 4%. This month's total units sold was lower than at this time last year, a decrease of 8% versus April 2017.

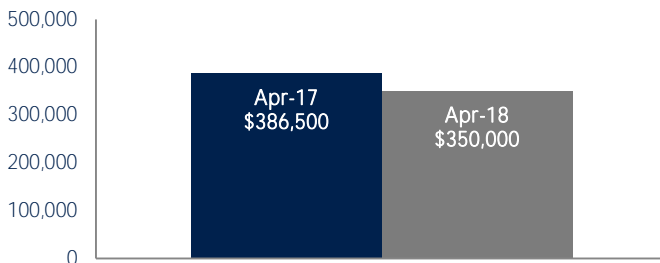
Active Inventory

Versus last year, the total number of homes available this month is lower by 100 units or 19%. The total number of active inventory this April was 429 compared to 529 in April 2017. This month's total of 429 is higher than the previous month's total supply of available inventory of 408, an increase of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for James City County Homes was \$386,500. This April, the median sale price was \$350,000, a decrease of 9% or \$36,500 compared to last year. The current median sold price is 5% higher than in March.

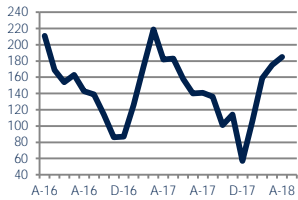
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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.

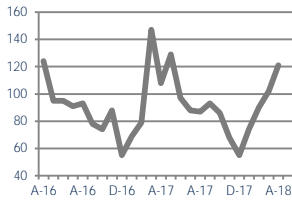


New Listings
185



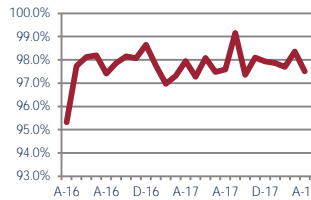
Up 2%
Vs. Year Ago

Current Contracts
121



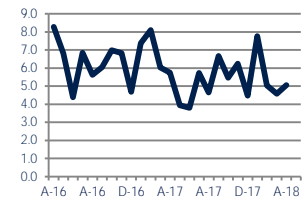
Up 12%
Vs. Year Ago

Sold Vs. List Price
97.5%



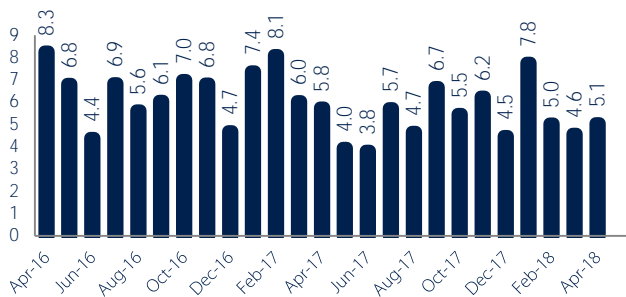
No Change
Vs. Year Ago

Months of Supply
5.1



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

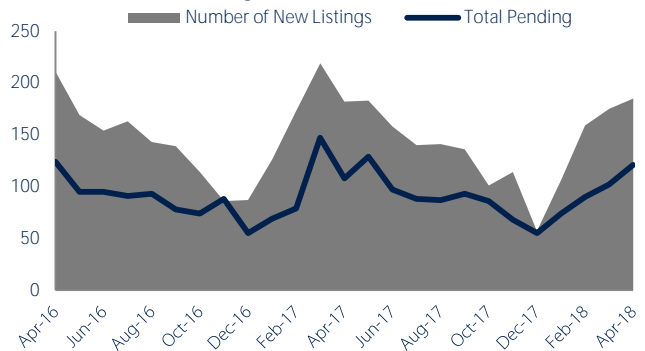
In April, there was 5.0 months of supply available in James City County, compared to 5.8 in April 2017. That is a decrease of 12% versus a year ago.

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.

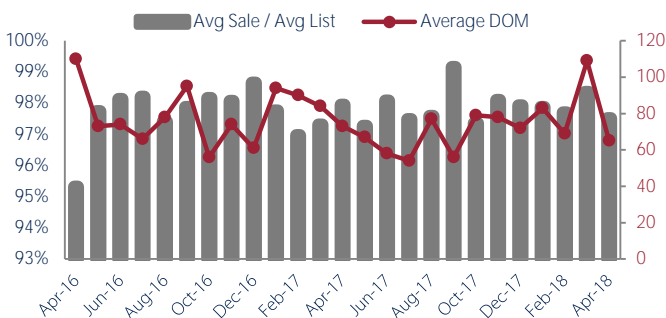
New Listings & Current Contracts

This month there were 185 homes newly listed for sale in James City County compared to 182 in April 2017, an increase of 2%. There were 121 current contracts pending sale this April compared to 108 a year ago. The number of current contracts is 12% 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 James City County 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 65, lower than the average last year, which was 73, a decrease of 11%.



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