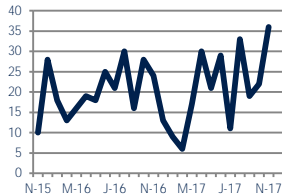




Units Sold

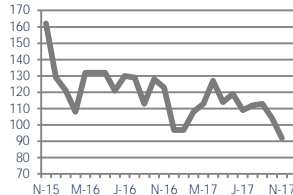
36



Up
Vs. Year Ago

Active Inventory

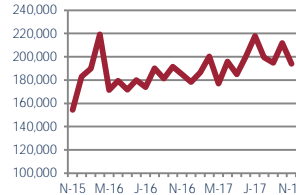
92



Down -25%
Vs. Year Ago

Median Sale Price

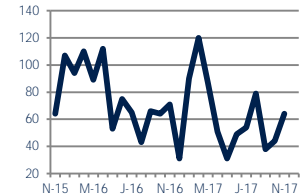
\$194,000



Up 5%
Vs. Year Ago

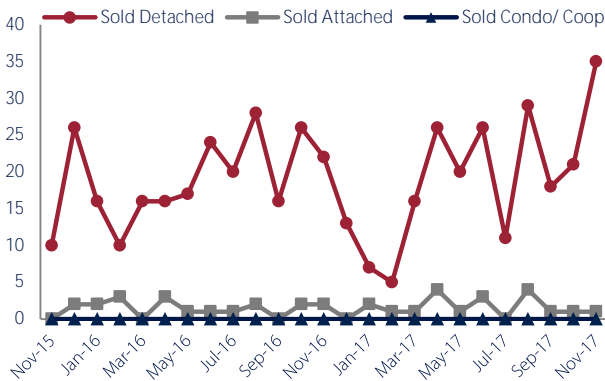
Days On Market

64



Down -10%
Vs. Year Ago

Units Sold*



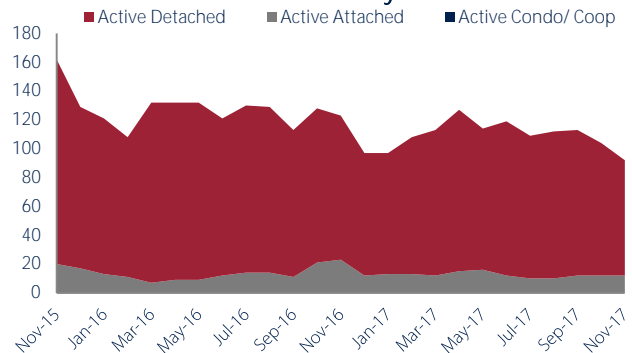
Units Sold

With relatively few transactions, there was an increase in total units sold in November, with 36 sold this month in King William County. This month's total units sold was higher than at this time last year, an increase from November 2016.

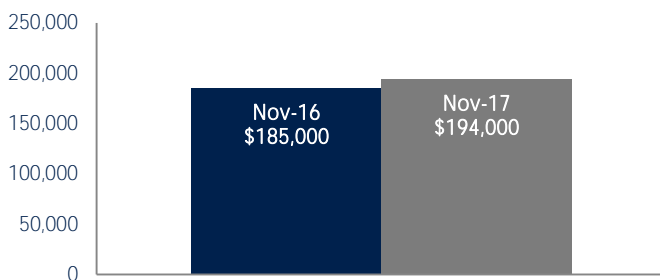
Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 25%. The total number of active inventory this November was 92 compared to 123 in November 2016. This month's total of 92 is lower than the previous month's total supply of available inventory of 104, a decrease of 12%.

Active Inventory*



Median Sale Price



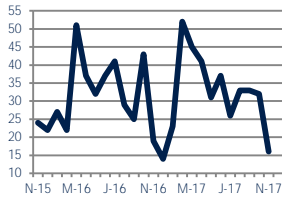
Median Sale Price

Last November, the median sale price for King William County Homes was \$185,000. This November, the median sale price was \$194,000, an increase of 5% or \$9,000 compared to last year. The current median sold price is 8% lower than in October.

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

New Listings

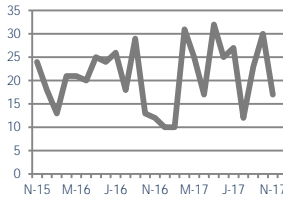
16



Down -16%
Vs. Year Ago

Current Contracts

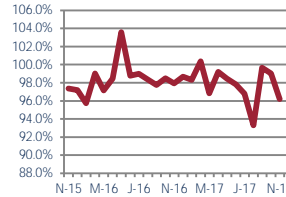
17



Up 42%
Vs. Year Ago

Sold Vs. List Price

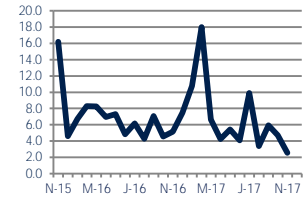
96.2%



Down -1.8%
Vs. Year Ago

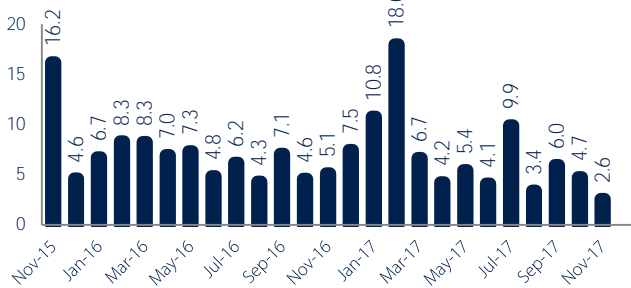
Months of Supply

2.6



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

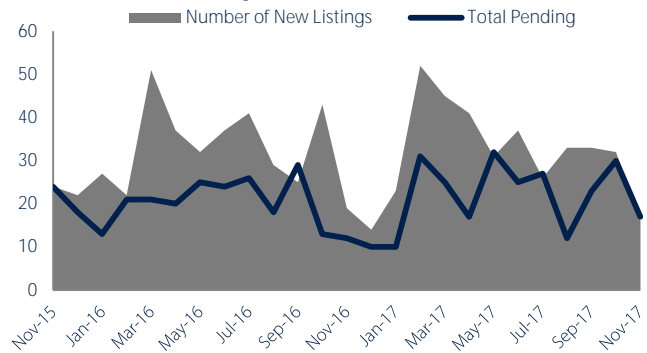
In November, there was 2.6 months of supply available in King William County, compared to 5.1 in November 2016. That is a decrease of 50% versus a year ago.

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.

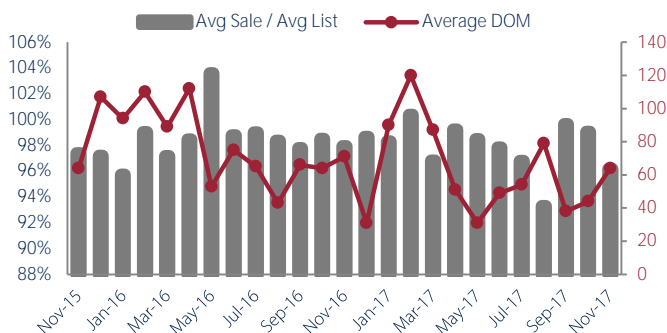
New Listings & Current Contracts

This month there were 16 homes newly listed for sale in King William County compared to 19 in November 2016, a decrease of 16%. There were 17 current contracts pending sale this November compared to 12 a year ago. The number of current contracts is 42% higher than last November.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In November, the average sale price in King William County was 96.2% of the average list price, which is 1.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 64, lower than the average last year, which was 71, a decrease of 10%.