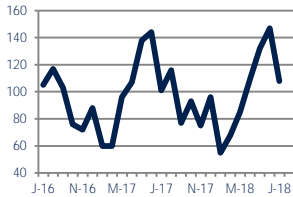


Focus On: Greater Williamsburg Housing Market

July 2018

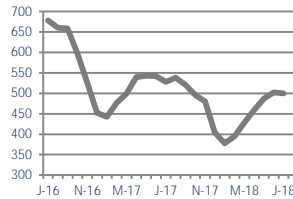
Zip Code(s): 23188 and 23185

Units Sold
108



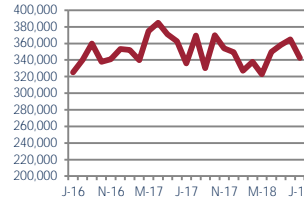
Up 7%
Vs. Year Ago

Active Inventory
500



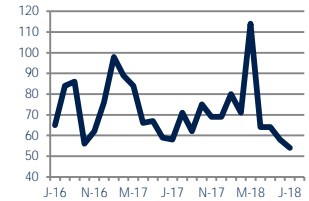
Down -5%
Vs. Year Ago

Median Sale Price
\$342,500



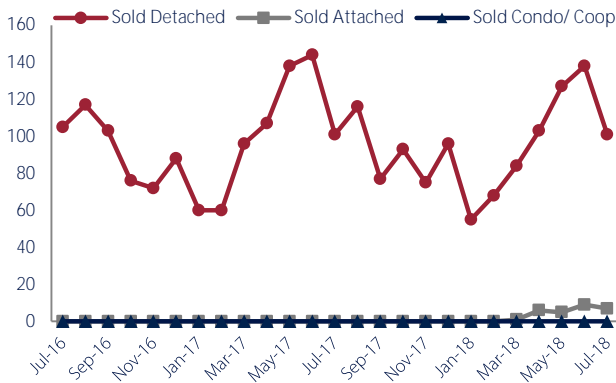
Up 2%
Vs. Year Ago

Days On Market
54



Down -7%
Vs. Year Ago

Units Sold*



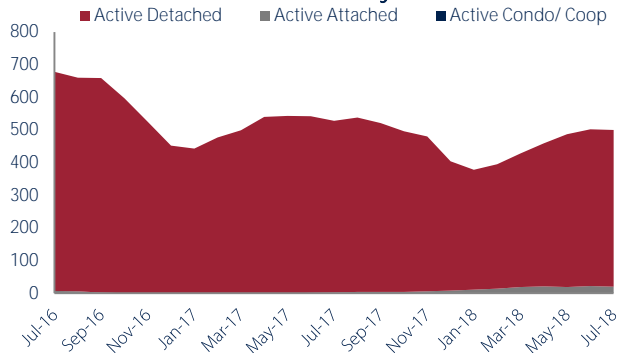
Units Sold

There was a decrease in total units sold in July, with 108 sold this month in Greater Williamsburg versus 147 last month, a decrease of 27%. This month's total units sold was higher than at this time last year, an increase of 7% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 28 units or 5%. The total number of active inventory this July was 500 compared to 528 in July 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Greater Williamsburg Homes was \$336,000. This July, the median sale price was \$342,500, an increase of 2% or \$6,500 compared to last year. The current median sold price is 6% lower than in June.

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.



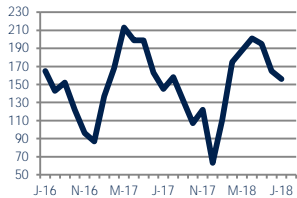
Focus On: Greater Williamsburg Housing Market

July 2018

Zip Code(s): 23188 and 23185

New Listings

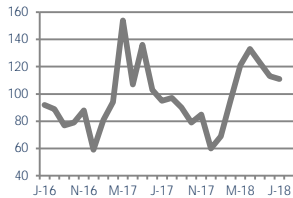
156



Up 8%
Vs. Year Ago

Current Contracts

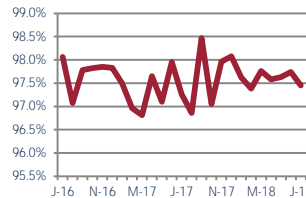
111



Up 17%
Vs. Year Ago

Sold Vs. List Price

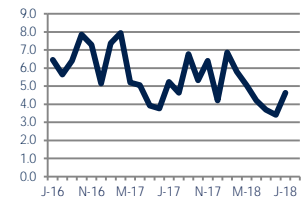
97.5%



No Change
Vs. Year Ago

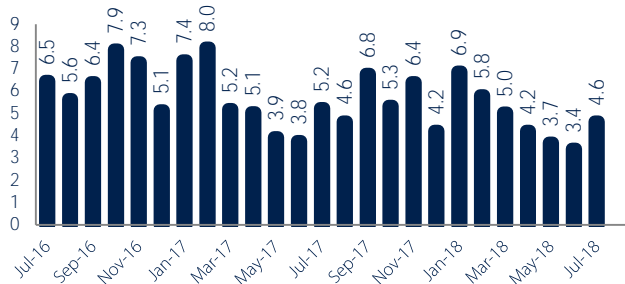
Months of Supply

4.6



Down -11%
Vs. Year Ago

Months Of Supply



Months of Supply

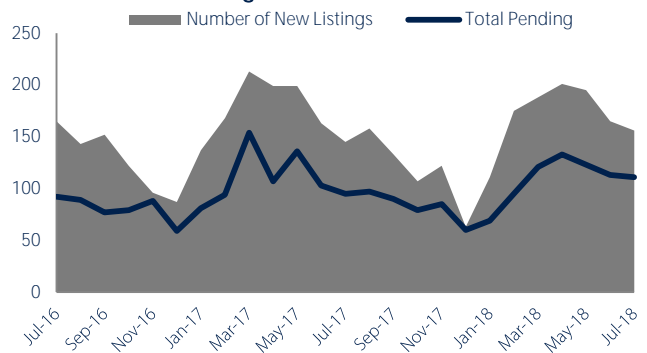
In July, there was 4.6 months of supply available in Greater Williamsburg, compared to 5.2 in July 2017. That is a decrease of 11% versus a year ago.

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.

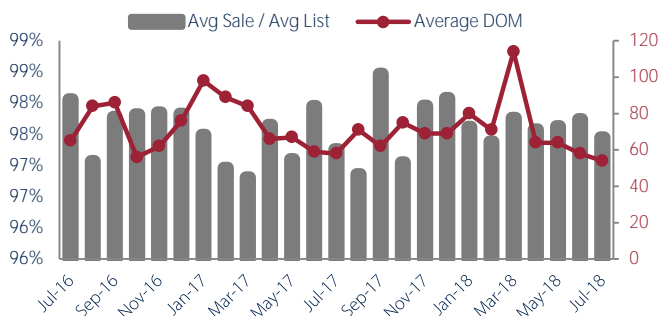
New Listings & Current Contracts

This month there were 156 homes newly listed for sale in Greater Williamsburg compared to 145 in July 2017, an increase of 8%. There were 111 current contracts pending sale this July compared to 95 a year ago. The number of current contracts is 17% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, 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 54, lower than the average last year, which was 58, a decrease of 7%.



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