



# The Long & Foster Market Minute™

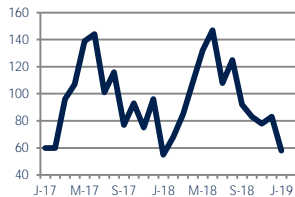
Focus On: Greater Williamsburg Housing Market

January 2019

Zip Code(s): 23188 and 23185

## Units Sold

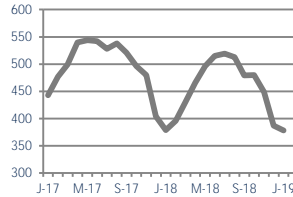
58



Up 5%  
Vs. Year Ago

## Active Inventory

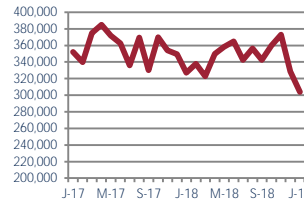
378



No Change  
Vs. Year Ago

## Median Sale Price

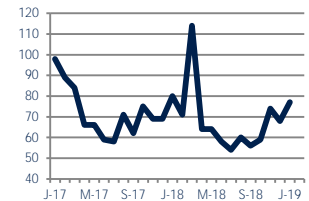
\$303,750



Down -7%  
Vs. Year Ago

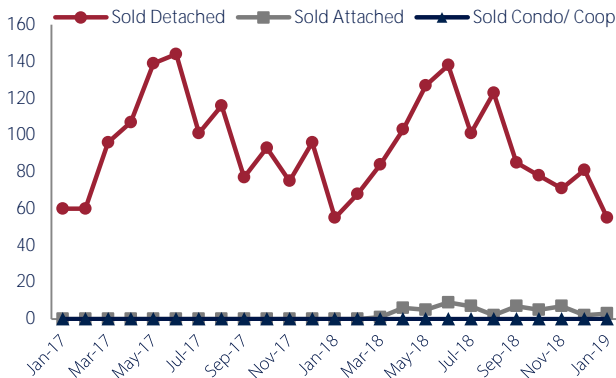
## Days On Market

77



Down -4%  
Vs. Year Ago

## Units Sold\*



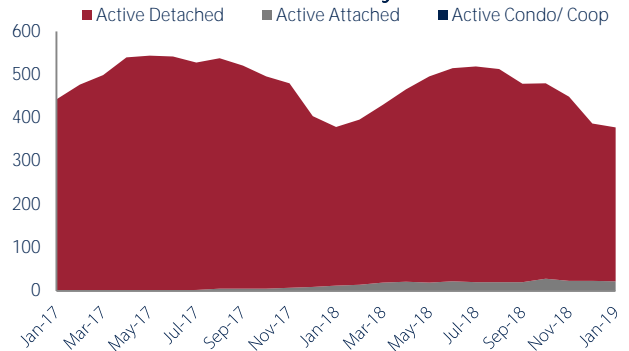
## Units Sold

There was a decrease in total units sold in January, with 58 sold this month in Greater Williamsburg versus 83 last month, a decrease of 30%. This month's total units sold was higher than at this time last year, an increase of 5% versus January 2018.

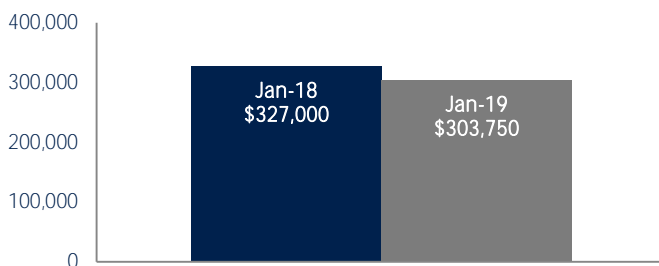
## Active Inventory

The total number of homes available this month is 378 units, which is similar compared to a year ago. This month's total of 378 is lower than the previous month's total supply of available inventory of 387, a decrease of 2%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last January, the median sale price for Greater Williamsburg Homes was \$327,000. This January, the median sale price was \$303,750, a decrease of 7% or \$23,250 compared to last year. The current median sold price is 8% lower than in December.

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

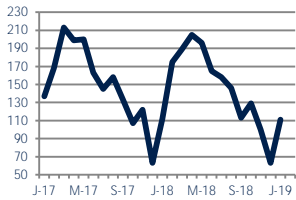




Zip Code(s): 23188 and 23185

### New Listings

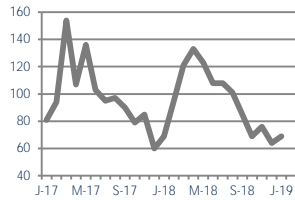
111



Down -1%  
Vs. Year Ago

### Current Contracts

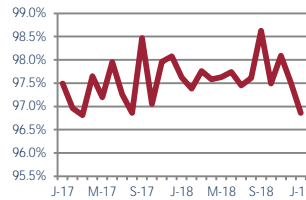
69



No Change  
Vs. Year Ago

### Sold Vs. List Price

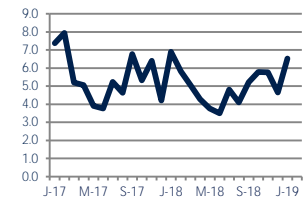
96.9%



Down -0.8%  
Vs. Year Ago

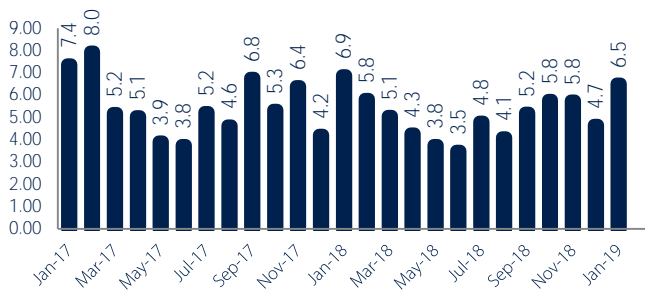
### Months of Supply

6.5



Down -5%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

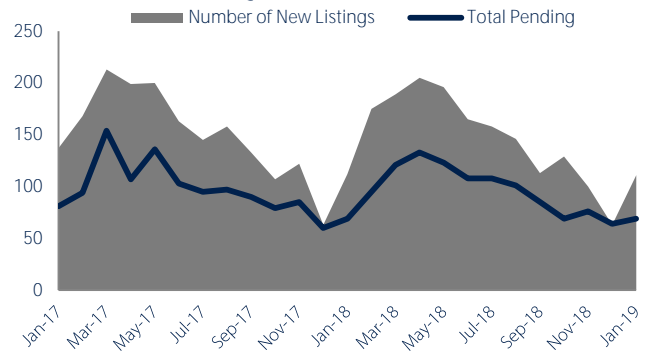
In January, there was 6.5 months of supply available in Greater Williamsburg, compared to 6.9 in January 2018. That is a decrease of 5% versus a year ago.

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.

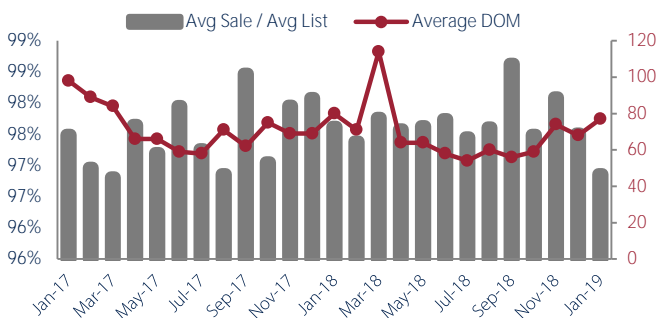
### New Listings & Current Contracts

This month there were 111 homes newly listed for sale in Greater Williamsburg compared to 112 in January 2018, a decrease of 1%. There were 69 current contracts pending sale this January, consistent with the volume a year ago. The number of current contracts is 8% higher than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Greater Williamsburg was 96.9% of the average list price, which is 0.8% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 77, lower than the average last year, which was 80, a decrease of 4%.



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