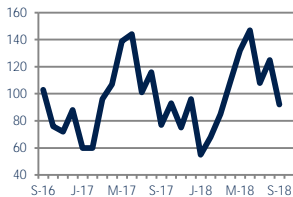


Zip Code(s): 23188 and 23185

Units Sold

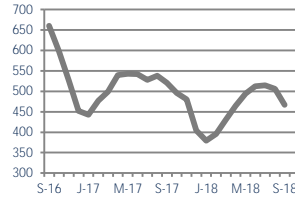
92



Up 19%
Vs. Year Ago

Active Inventory

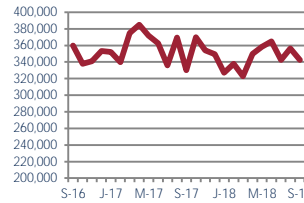
467



Down -10%
Vs. Year Ago

Median Sale Price

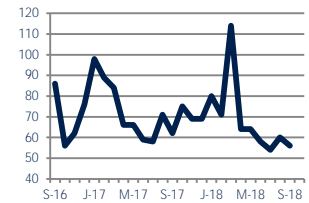
\$342,500



Up 4%
Vs. Year Ago

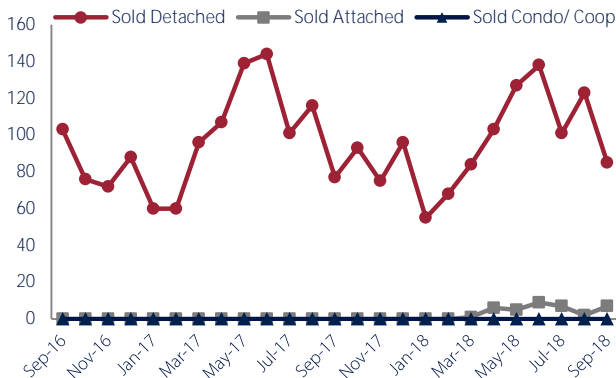
Days On Market

56



Down -10%
Vs. Year Ago

Units Sold*



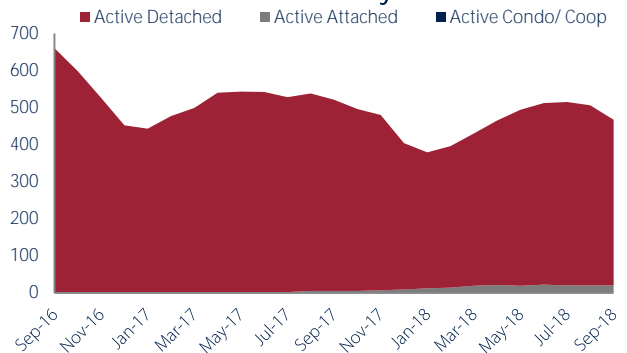
Units Sold

There was a decrease in total units sold in September, with 92 sold this month in Greater Williamsburg versus 125 last month, a decrease of 26%. This month's total units sold was higher than at this time last year, an increase of 19% versus September 2017.

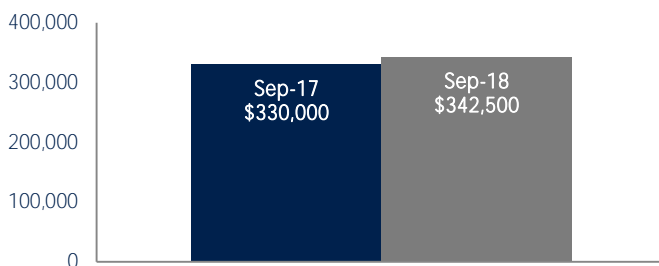
Active Inventory

Versus last year, the total number of homes available this month is lower by 54 units or 10%. The total number of active inventory this September was 467 compared to 521 in September 2017. This month's total of 467 is lower than the previous month's total supply of available inventory of 506, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Greater Williamsburg Homes was \$330,000. This September, the median sale price was \$342,500, an increase of 4% or \$12,500 compared to last year. The current median sold price is 4% lower than in August.

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.

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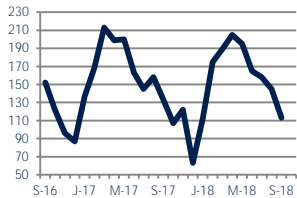
Focus On: Greater Williamsburg Housing Market

September 2018

Zip Code(s): 23188 and 23185

New Listings

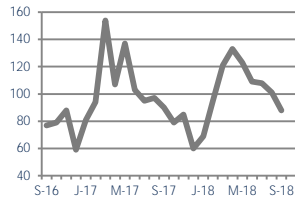
113



Down -15%
Vs. Year Ago

Current Contracts

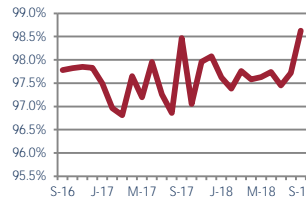
88



Down -2%
Vs. Year Ago

Sold Vs. List Price

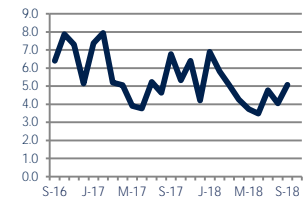
98.6%



No Change
Vs. Year Ago

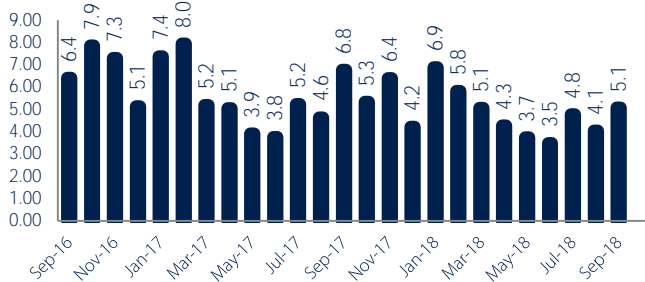
Months of Supply

5.1



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 5.1 months of supply available in Greater Williamsburg, compared to 6.8 in September 2017. That is a decrease of 25% versus a year ago.

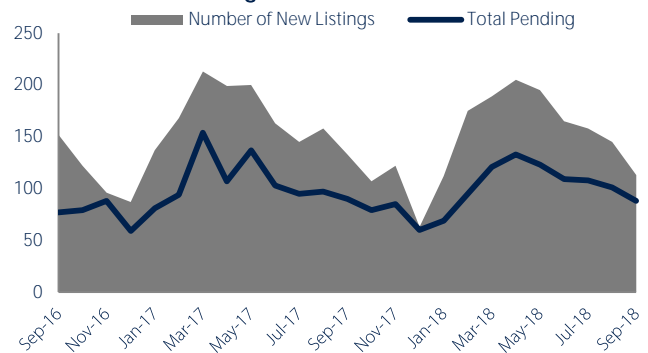
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

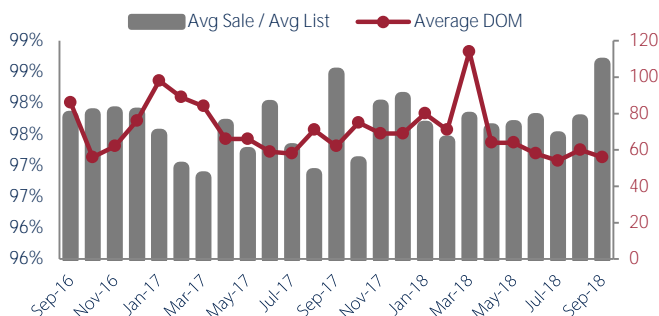
This month there were 113 homes newly listed for sale in Greater Williamsburg compared to 133 in September 2017, a decrease of 15%.

There were 88 current contracts pending sale this September compared to 90 a year ago. The number of current contracts is 2% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Greater Williamsburg was 98.6% 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 56, lower than the average last year, which was 62, a decrease of 10%.



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