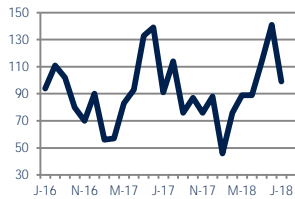


Units Sold

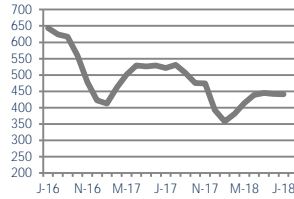
99



Up 9%
Vs. Year Ago

Active Inventory

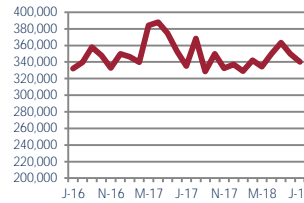
441



Down -15%
Vs. Year Ago

Median Sale Price

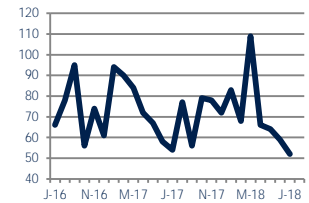
\$340,000



Up 1%
Vs. Year Ago

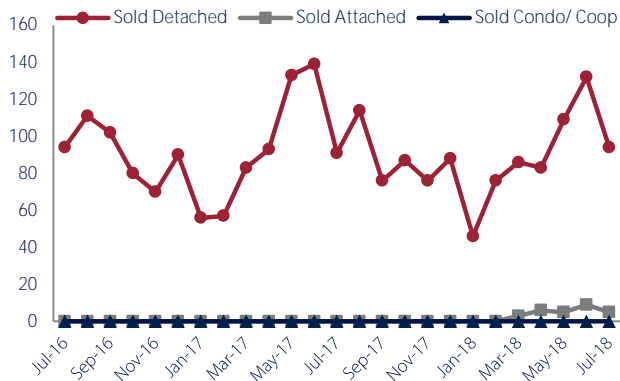
Days On Market

52



Down -4%
Vs. Year Ago

Units Sold*



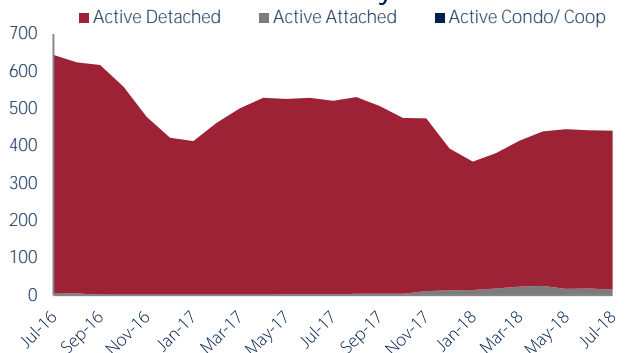
Units Sold

There was a decrease in total units sold in July, with 99 sold this month in James City County versus 141 last month, a decrease of 30%. This month's total units sold was higher than at this time last year, an increase of 9% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 80 units or 15%. The total number of active inventory this July was 441 compared to 521 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 James City County Homes was \$335,000. This July, the median sale price was \$340,000, an increase of 1% or \$5,000 compared to last year. The current median sold price is 3% 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.

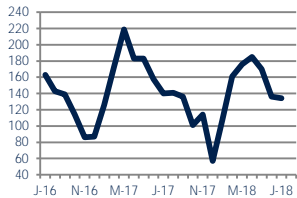


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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New Listings

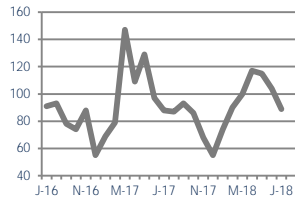
134



Down -4%
Vs. Year Ago

Current Contracts

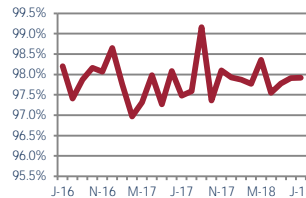
89



Up 1%
Vs. Year Ago

Sold Vs. List Price

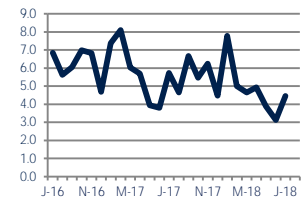
97.9%



No Change
Vs. Year Ago

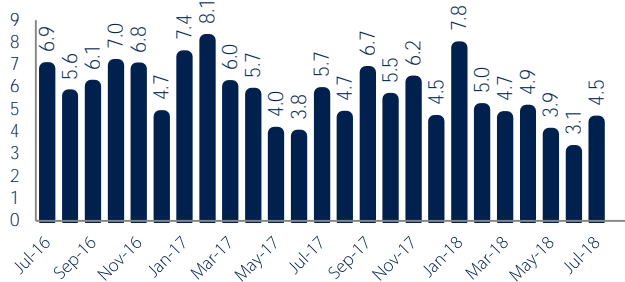
Months of Supply

4.5



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

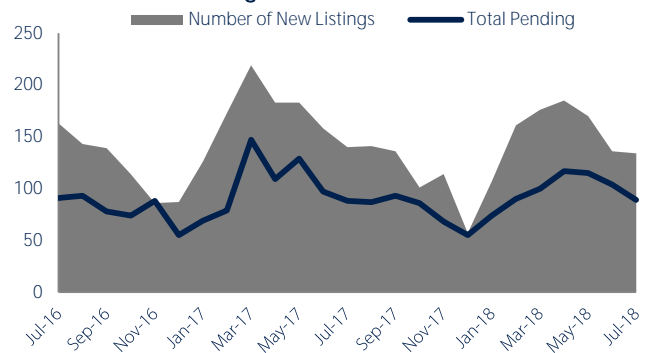
In July, there was 4.5 months of supply available in James City County, compared to 5.7 in July 2017. That is a decrease of 22% versus a year ago.

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.

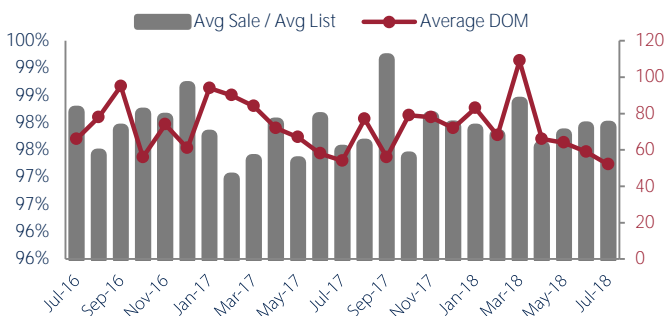
New Listings & Current Contracts

This month there were 134 homes newly listed for sale in James City County compared to 140 in July 2017, a decrease of 4%. There were 89 current contracts pending sale this July compared to 88 a year ago. The number of current contracts is 1% 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 James City County was 97.9% 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 52, lower than the average last year, which was 54, a decrease of 4%.



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