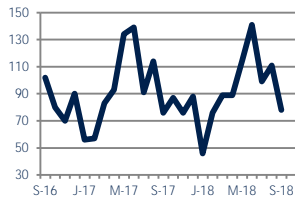


Units Sold

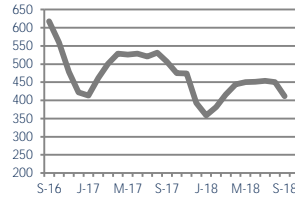
78



Up 3%
Vs. Year Ago

Active Inventory

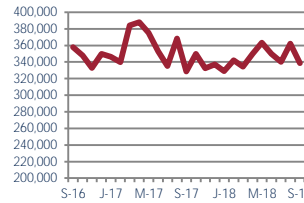
412



Down -19%
Vs. Year Ago

Median Sale Price

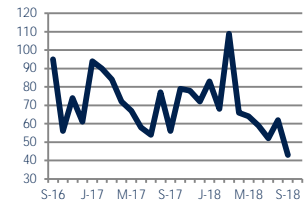
\$338,645



Up 3%
Vs. Year Ago

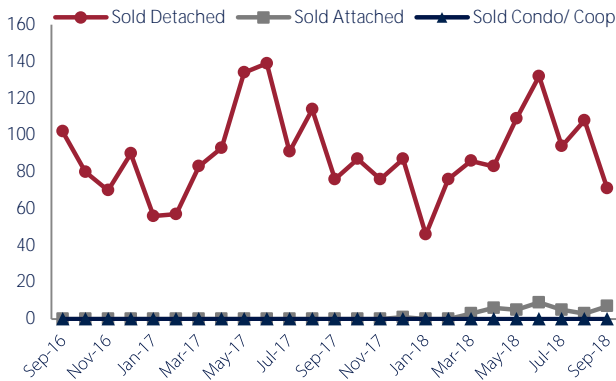
Days On Market

43



Down -23%
Vs. Year Ago

Units Sold*



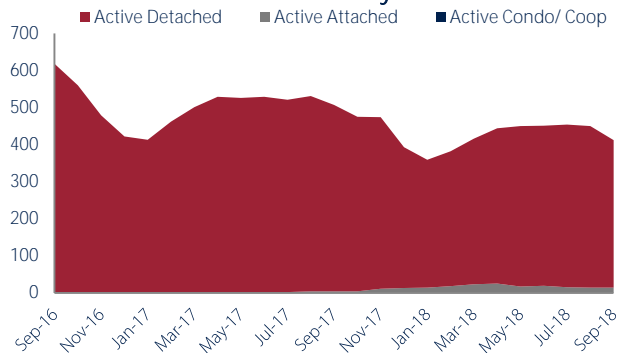
Units Sold

There was a decrease in total units sold in September, with 78 sold this month in James City County versus 111 last month, a decrease of 30%. This month's total units sold was higher than at this time last year, an increase of 3% versus September 2017.

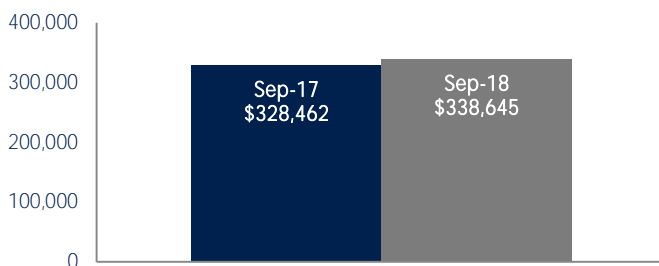
Active Inventory

Versus last year, the total number of homes available this month is lower by 95 units or 19%. The total number of active inventory this September was 412 compared to 507 in September 2017. This month's total of 412 is lower than the previous month's total supply of available inventory of 450, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for James City County Homes was \$328,462. This September, the median sale price was \$338,645, an increase of 3% or \$10,183 compared to last year. The current median sold price is 6% 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.



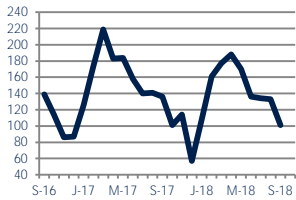
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by WAAR and 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.





New Listings

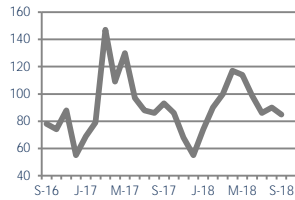
101



Down -26%
Vs. Year Ago

Current Contracts

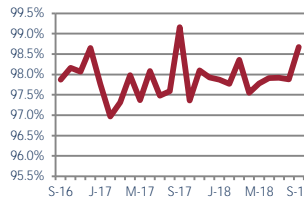
85



Down -9%
Vs. Year Ago

Sold Vs. List Price

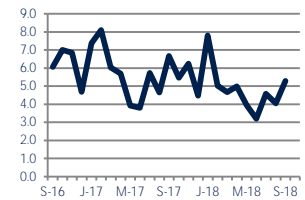
98.7%



No Change
Vs. Year Ago

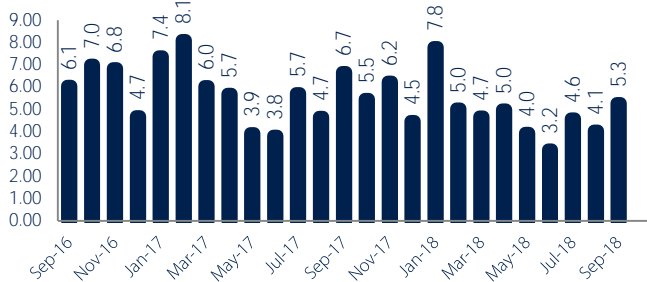
Months of Supply

5.3



Down -21%
Vs. Year Ago

Months Of Supply



Months of Supply

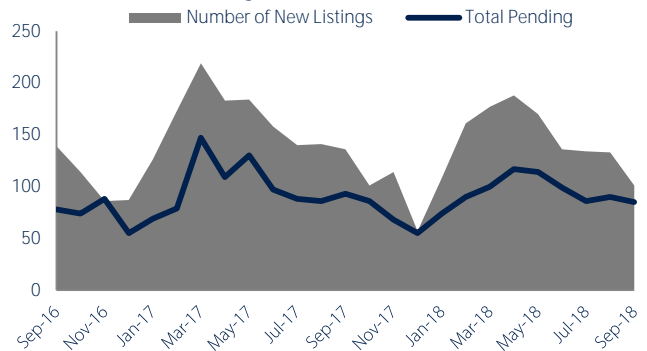
In September, there was 5.3 months of supply available in James City County, compared to 6.7 in September 2017. That is a decrease of 21% versus a year ago.

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.

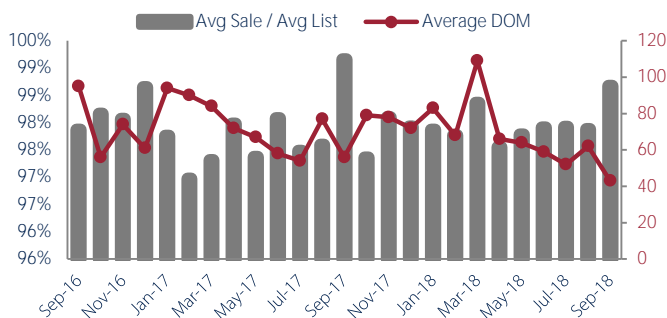
New Listings & Current Contracts

This month there were 101 homes newly listed for sale in James City County compared to 136 in September 2017, a decrease of 26%. There were 85 current contracts pending sale this September compared to 93 a year ago. The number of current contracts is 9% 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 James City County was 98.7% 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 43, lower than the average last year, which was 56, a decrease of 23%.



*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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