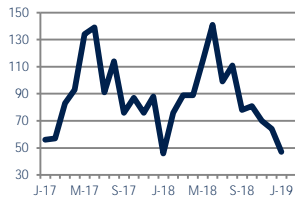


Units Sold

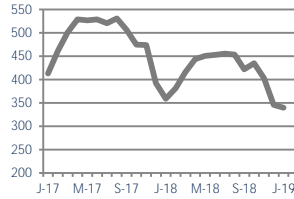
47



Up 2%
Vs. Year Ago

Active Inventory

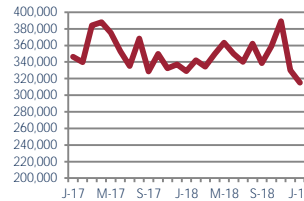
340



Down -5%
Vs. Year Ago

Median Sale Price

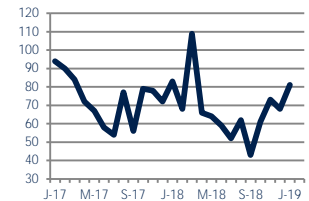
\$315,000



Down -4%
Vs. Year Ago

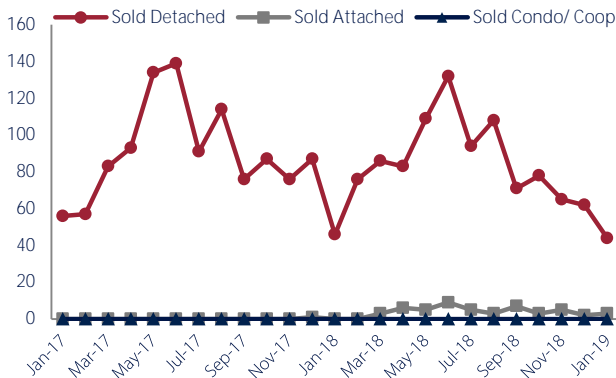
Days On Market

81



Down -2%
Vs. Year Ago

Units Sold*



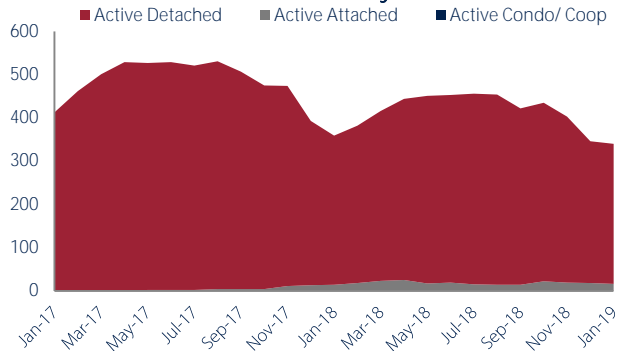
Units Sold

There was a decrease in total units sold in January, with 47 sold this month in James City County versus 64 last month, a decrease of 27%. This month's total units sold was higher than at this time last year, an increase of 2% versus January 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 5%. The total number of active inventory this January was 340 compared to 359 in January 2018. This month's total of 340 is lower than the previous month's total supply of available inventory of 346, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for James City County Homes was \$329,000. This January, the median sale price was \$315,000, a decrease of 4% or \$14,000 compared to last year. The current median sold price is 5% 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.

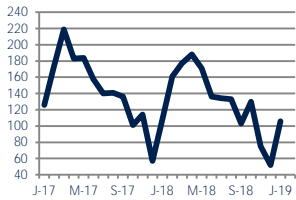


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by WAAR and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



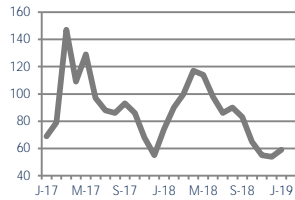


New Listings 106



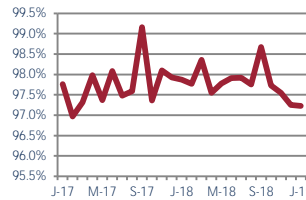
Down -2%
Vs. Year Ago

Current Contracts 59



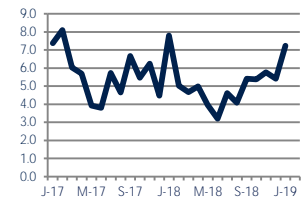
Down -20%
Vs. Year Ago

Sold Vs. List Price 97.2%



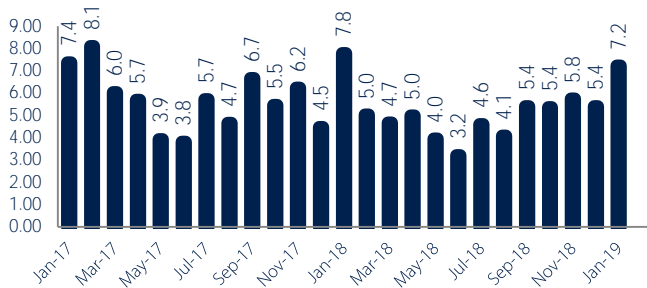
Down -0.7%
Vs. Year Ago

Months of Supply 7.2



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

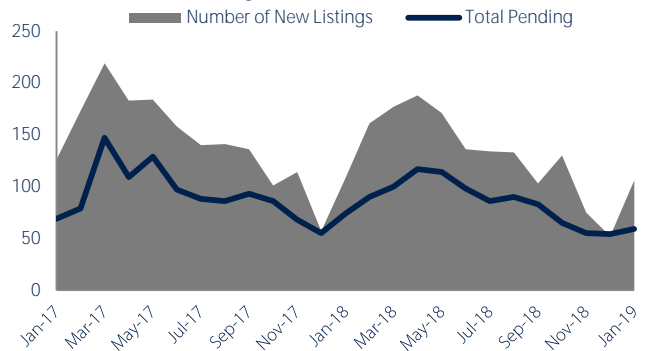
In January, there was 7.2 months of supply available in James City County, compared to 7.8 in January 2018. That is a decrease of 7% versus a year ago.

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.

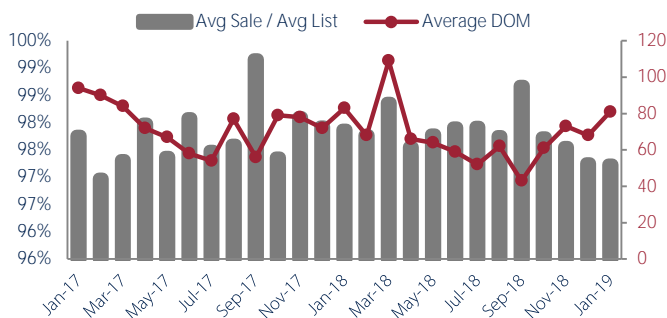
New Listings & Current Contracts

This month there were 106 newly listed for sale in James City County compared to 108 in January 2018, a decrease of 2%. There were 59 current contracts pending sale this January compared to 74 a year ago. The number of current contracts is 20% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in James City County was 97.2% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 81, lower than the average last year, which was 83, a decrease of 2%.



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