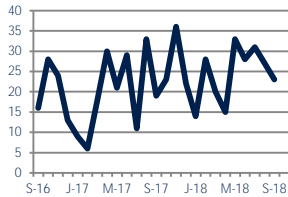


Units Sold

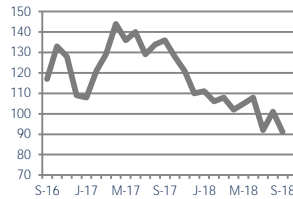
23



Up 21%
Vs. Year Ago

Active Inventory

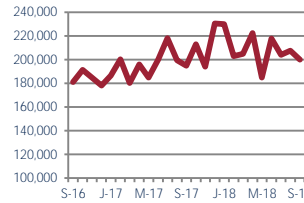
91



Down -33%
Vs. Year Ago

Median Sale Price

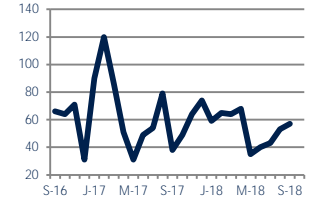
\$200,000



Up 3%
Vs. Year Ago

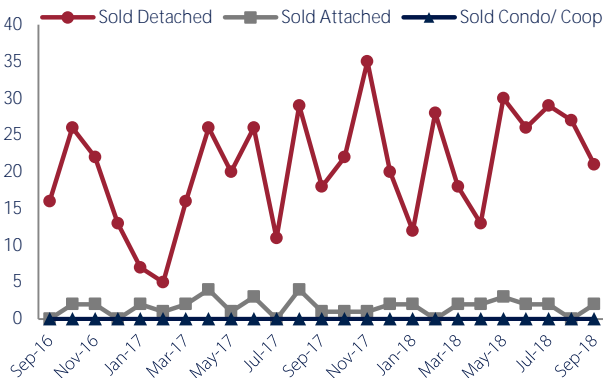
Days On Market

57



Up
Vs. Year Ago

Units Sold*



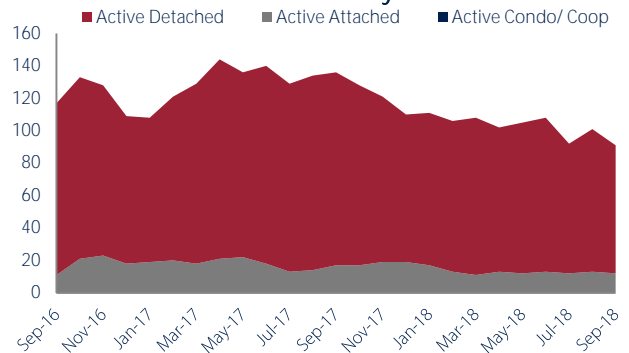
Units Sold

There was a decrease in total units sold in September, with 23 sold this month in King William County versus 27 last month, a decrease of 15%. This month's total units sold was higher than at this time last year, an increase of 21% versus September 2017.

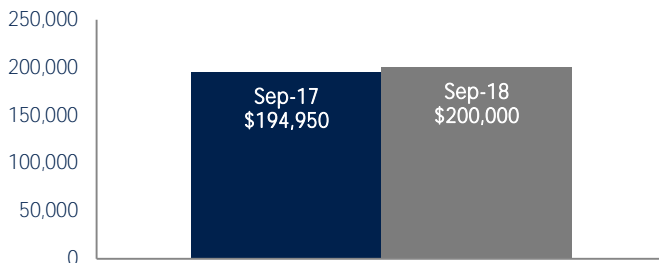
Active Inventory

Versus last year, the total number of homes available this month is lower by 45 units or 33%. The total number of active inventory this September was 91 compared to 136 in September 2017. This month's total of 91 is lower than the previous month's total supply of available inventory of 101, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for King William County Homes was \$194,950. This September, the median sale price was \$200,000, an increase of 3% or \$5,050 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.



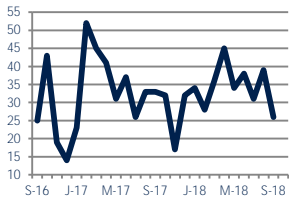
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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





New Listings

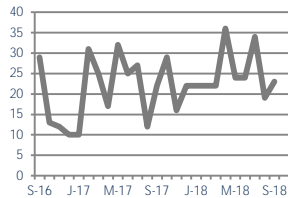
26



Down -21%
Vs. Year Ago

Current Contracts

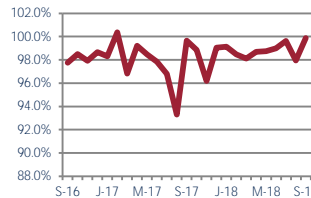
23



Up 5%
Vs. Year Ago

Sold Vs. List Price

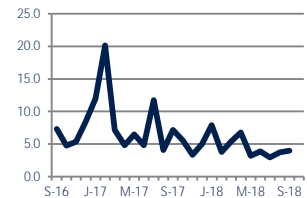
99.9%



No Change
Vs. Year Ago

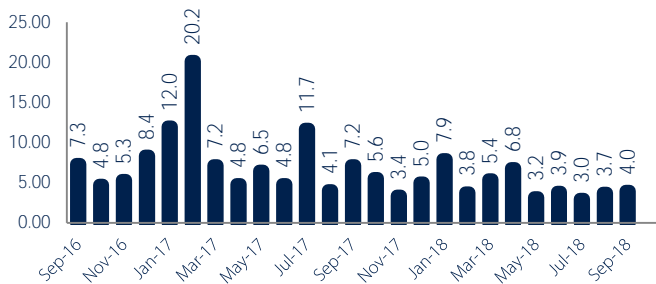
Months of Supply

4.0



Down -45%
Vs. Year Ago

Months Of Supply



Months of Supply

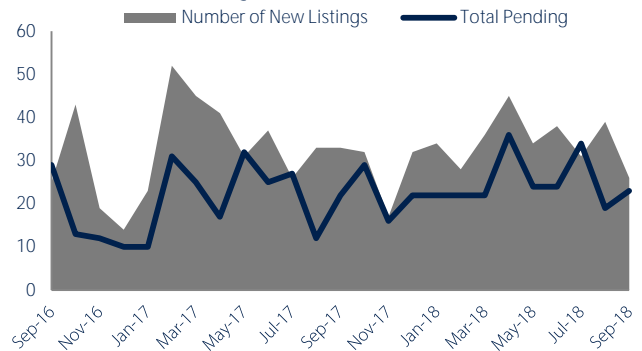
In September, there was 4.0 months of supply available in King William County, compared to 7.2 in September 2017. That is a decrease of 45% versus a year ago.

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.

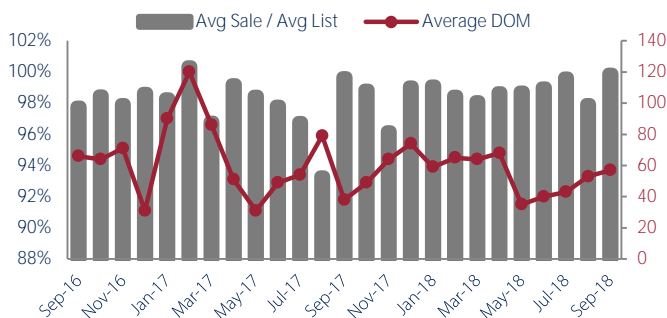
New Listings & Current Contracts

This month there were 26 homes newly listed for sale in King William County compared to 33 in September 2017, a decrease of 21%. There were 23 current contracts pending sale this September compared to 22 a year ago. The number of current contracts is 5% higher 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 King William County was 99.9% 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 57, higher than the average last year, which was 38. This increase was impacted by the limited number of sales.



*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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