

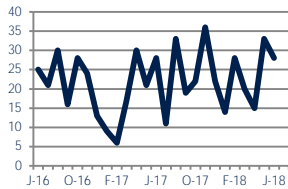


# The Long & Foster Market Minute™

Focus On: King William County Housing Market

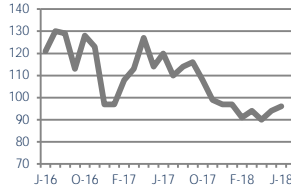
June 2018

**Units Sold**  
28



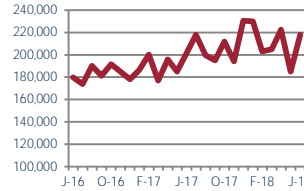
No Change  
Vs. Year Ago

**Active Inventory**  
96



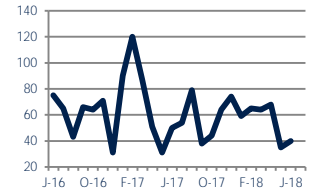
Down -20%  
Vs. Year Ago

**Median Sale Price**  
\$217,900



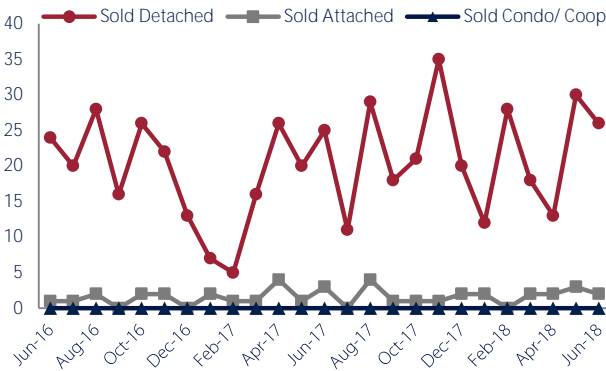
Up 8%  
Vs. Year Ago

**Days On Market**  
40



Down -20%  
Vs. Year Ago

### Units Sold\*



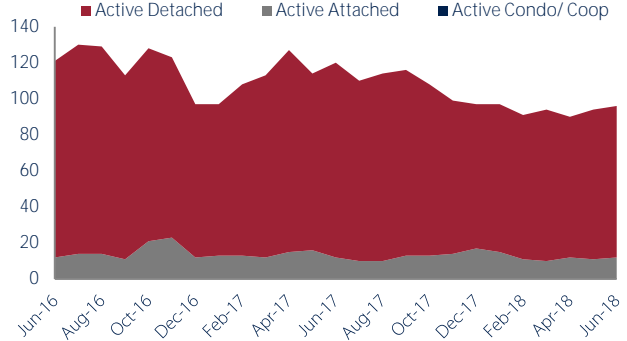
### Units Sold

There was a decrease in total units sold in June, with 28 sold this month in King William County, a decrease of 15%. This month's total units sold is similar compared to a year ago.

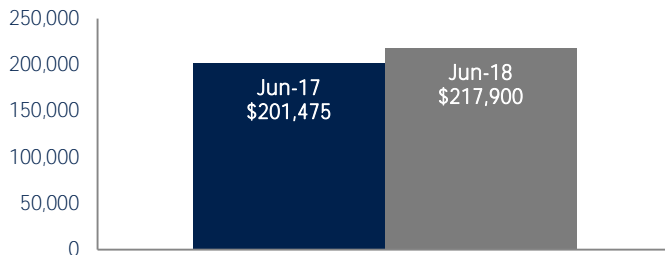
### Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 20%. The total number of active inventory this June was 96 compared to 120 in June 2017. This month's total of 96 is higher than the previous month's total supply of available inventory of 94, an increase of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for King William County Homes was \$201,475. This June, the median sale price was \$217,900, an increase of 8% or \$16,425 compared to last year. The current median sold price is 18% higher than in May.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



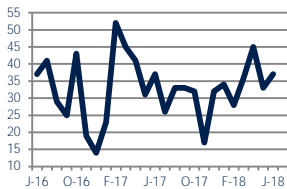
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

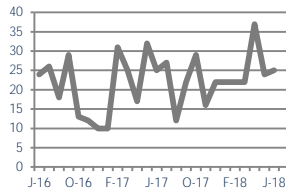
37



No Change  
Vs. Year Ago

### Current Contracts

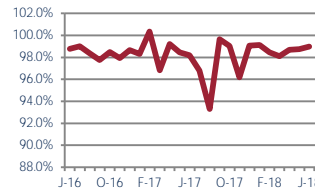
25



No Change  
Vs. Year Ago

### Sold Vs. List Price

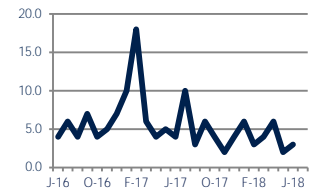
99.0%



Up 0.8%  
Vs. Year Ago

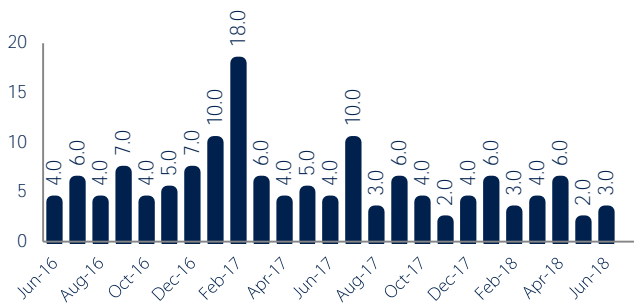
### Months of Supply

3.0



Down -25%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

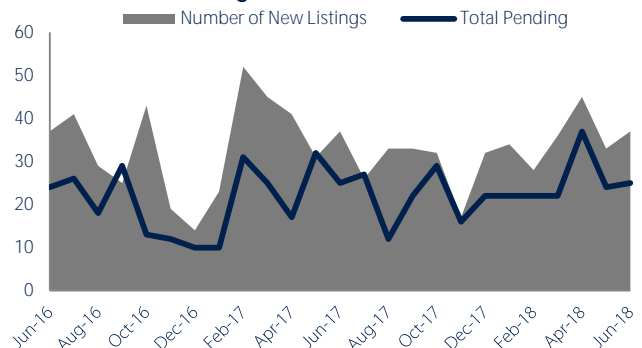
In June, there was 3.4 months of supply available in King William County, compared to 4.3 in June 2017. That is a decrease of 20% versus a year ago.

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.

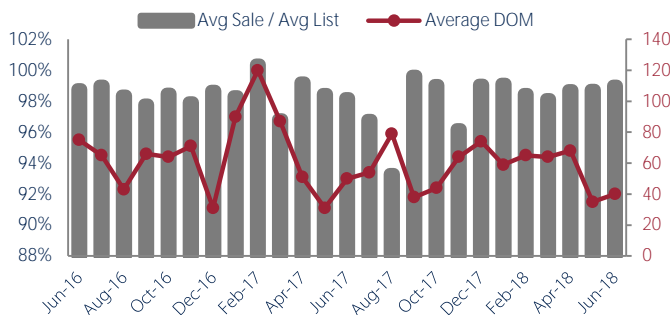
### New Listings & Current Contracts

This month there were 37 homes newly listed for sale in King William County, which is similar to the amount in June 2017. There were 25 current contracts pending sale this June, consistent with the volume a year ago. The number of current contracts is 4% higher than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in King William County was 99.0% of the average list price, which is 0.8% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 40, lower than the average last year, which was 50, a decrease of 20%.



\*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.

