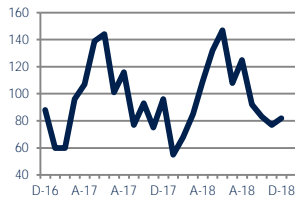


Zip Code(s): 23188 and 23185

Units Sold

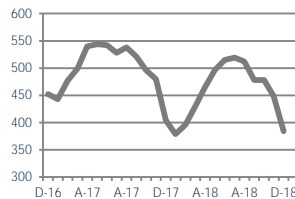
82



Down -15%
Vs. Year Ago

Active Inventory

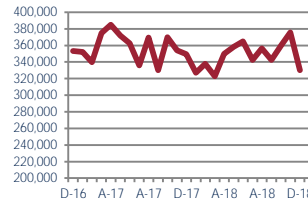
384



Down -5%
Vs. Year Ago

Median Sale Price

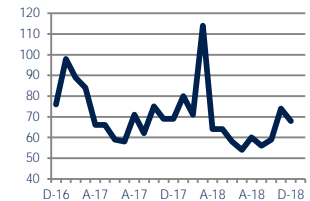
\$330,250



Down -6%
Vs. Year Ago

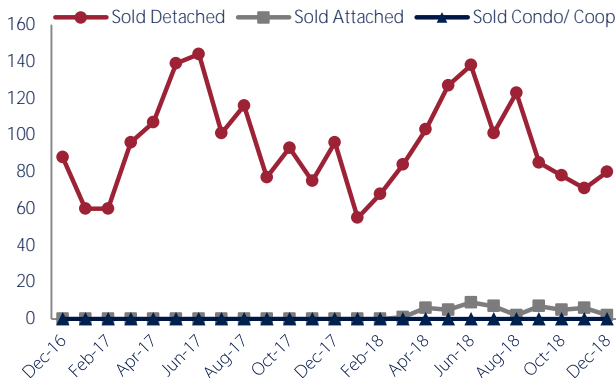
Days On Market

68



Down -1%
Vs. Year Ago

Units Sold*



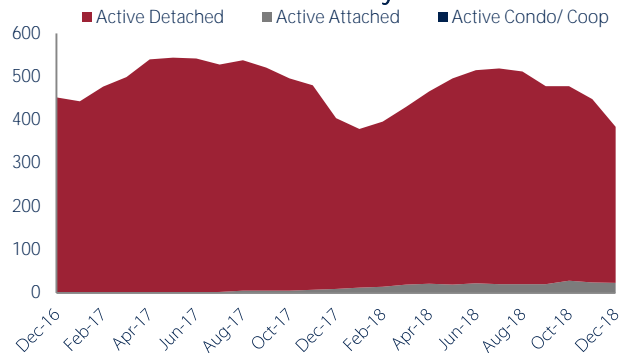
Units Sold

There was an increase in total units sold in December, with 82 sold this month in Greater Williamsburg versus 77 last month, an increase of 6%. This month's total units sold was lower than at this time last year, a decrease of 15% versus December 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 5%. The total number of active inventory this December was 384 compared to 404 in December 2017. This month's total of 384 is lower than the previous month's total supply of available inventory of 448, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Greater Williamsburg Homes was \$349,500. This December, the median sale price was \$330,250, a decrease of 6% or \$19,250 compared to last year. The current median sold price is 12% lower than in November.

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

Greater Williamsburg are defined as properties listed in zip code/s 23188 and 23185.

*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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CHRISTIE'S
INTERNATIONAL REAL ESTATE

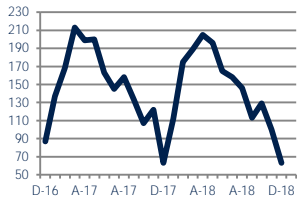




Zip Code(s): 23188 and 23185

New Listings

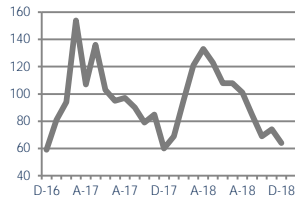
63



No Change
Vs. Year Ago

Current Contracts

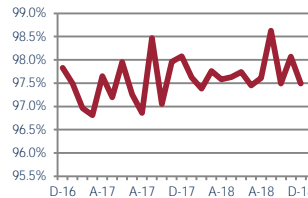
64



Up 7%
Vs. Year Ago

Sold Vs. List Price

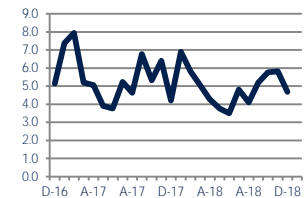
97.5%



Down -0.6%
Vs. Year Ago

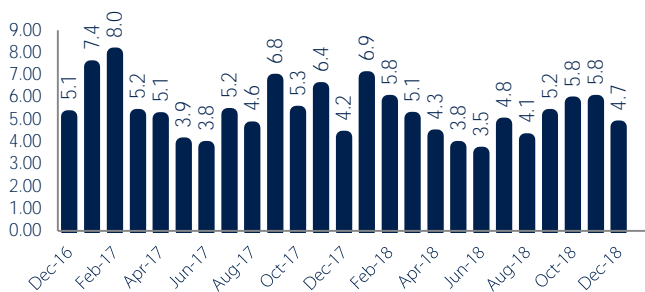
Months of Supply

4.7



Up 11%
Vs. Year Ago

Months Of Supply



Months of Supply

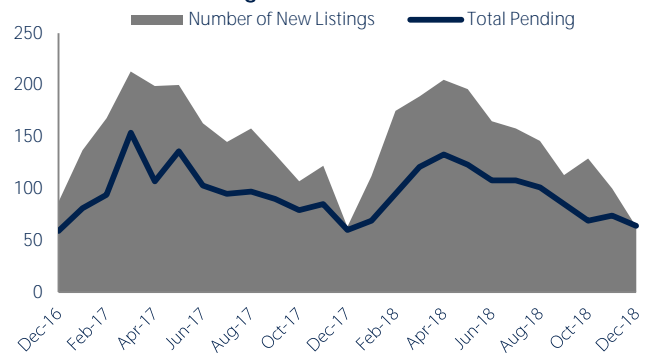
In December, there was 4.7 months of supply available in Greater Williamsburg, compared to 4.2 in December 2017. That is an increase of 11% versus a year ago.

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.

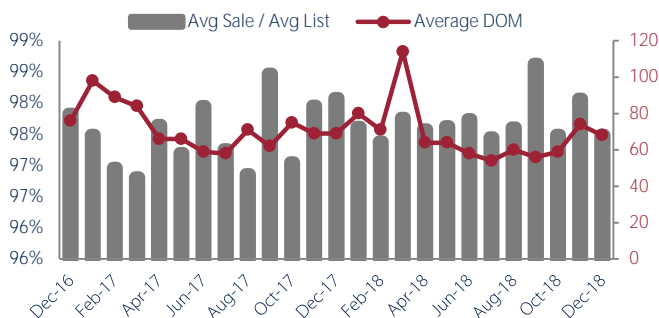
New Listings & Current Contracts

This month there were 63 homes newly listed for sale in Greater Williamsburg, which is similar to the amount in December 2017. There were 64 current contracts pending sale this December compared to 60 a year ago. The number of current contracts is 7% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Greater Williamsburg was 97.5% 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 68, lower than the average last year, which was 69, a decrease of 1%.



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