



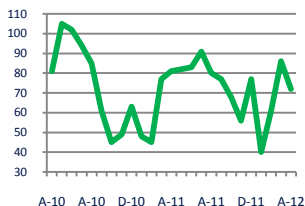
Focus On: Greater Williamsburg Housing Market

April 2012

Zip Code(s): 23188 and 23185

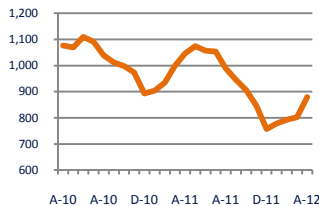
Units Sold

72



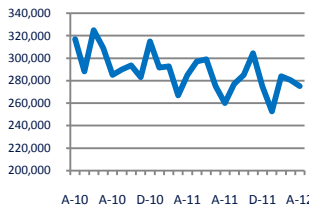
Active Inventory

879



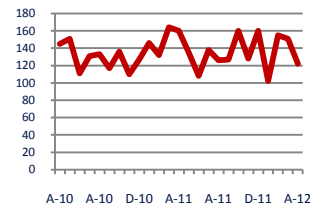
Median Sale Price

\$275,000



Days On Market

122



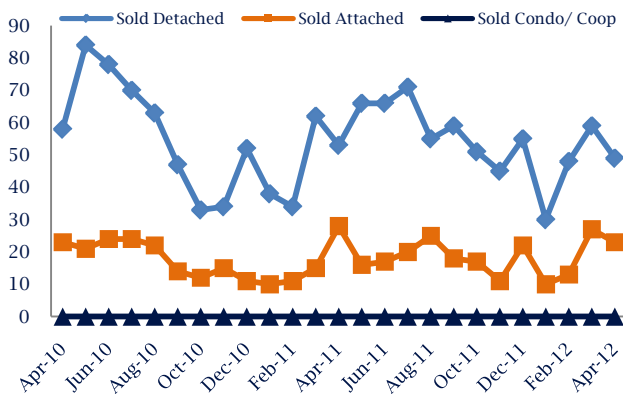
Down - 11%
Vs. Year Ago

Down - 16%
Vs. Year Ago

Down - 4%
Vs. Year Ago

Down - 24%
Vs. Year Ago

Units Sold*



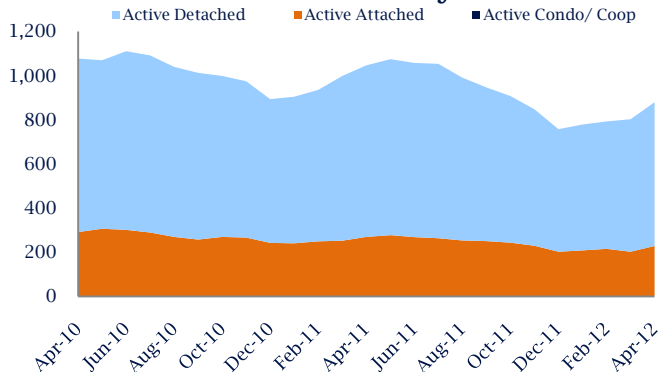
Units Sold

There was a decrease in total units sold in April, with 72 sold this month in Greater Williamsburg versus 86 last month, a decrease of 16%. This month's total units sold was lower than at this time last year, a decrease of 11% versus April 2011.

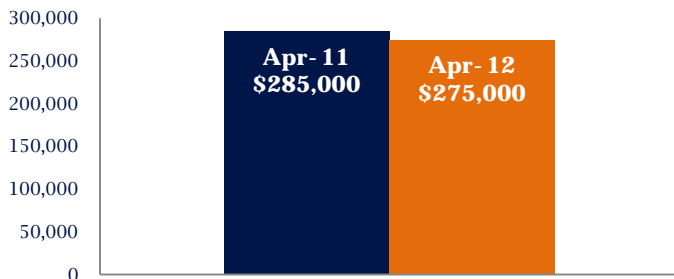
Active Inventory

Versus last year, the total number of homes available this month is lower by 167 units or 16%. The total number of active inventory this April was 879 compared to 1,046 in April 2011. This month's total of 879 is higher than the previous month's total supply of available inventory of 802, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Greater Williamsburg Homes was \$285,000. This April, the median sale price was \$275,000, a decrease of 4% or \$10,000 compared to last year. The current median sold price is 2% lower than in March.

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.

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.





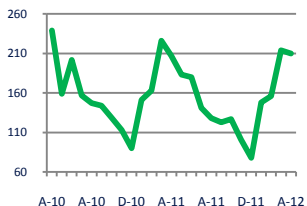
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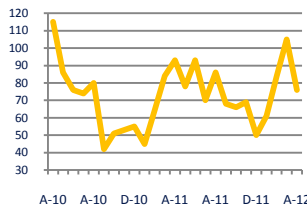
New Listings

210



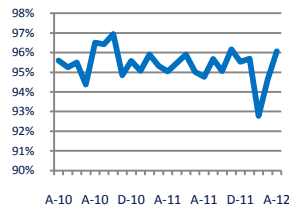
Current Contracts

76



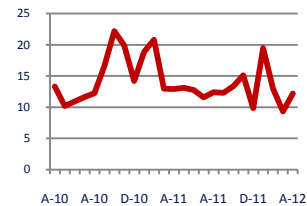
Sold Vs. List Price

96.1%



Months of Supply

12.2



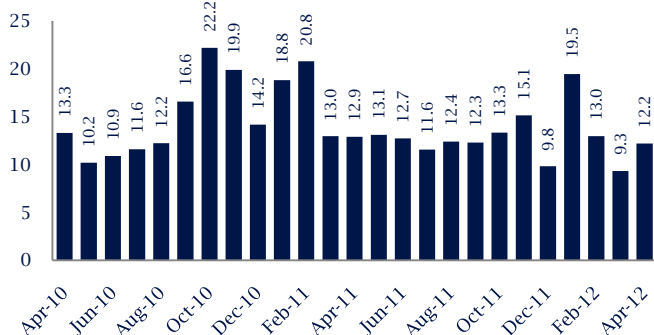
Up 1%
Vs. Year Ago

Down -18%
Vs. Year Ago

Up 1.1%
Vs. Year Ago

Down -5%
Vs. Year Ago

Months Of Supply



Months of Supply

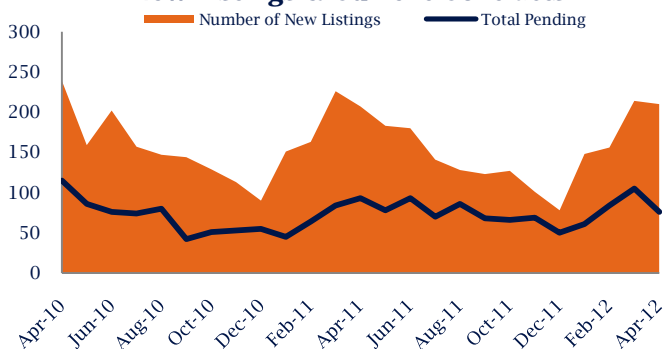
In April, there was 12.2 months of supply available in Greater Williamsburg, compared to 12.9 in April 2011. That is a decrease of 5% versus a year ago.

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.

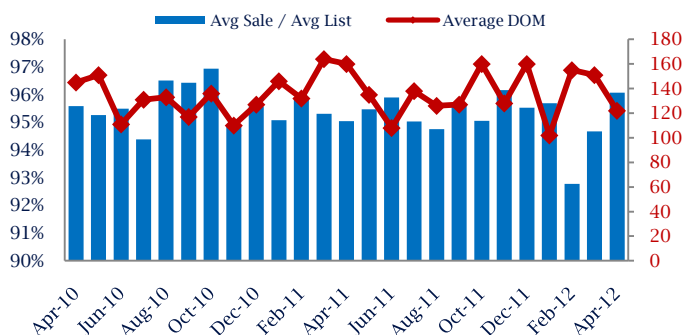
New Listings & Current Contracts

This month there were 210 homes newly listed for sale in Greater Williamsburg compared to 207 in April 2011, an increase of 1%. There were 76 current contracts pending sale this April compared to 93 a year ago. The number of current contracts is 18% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Greater Williamsburg was 96.1% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 122, lower than the average last year, which was 160, a decrease of 24%.

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