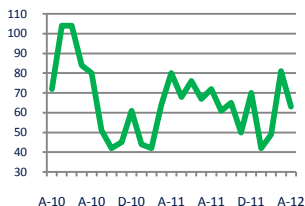




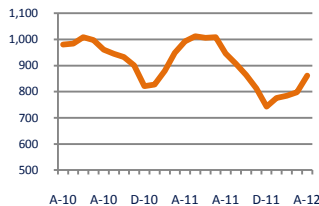
Focus On: James City County Housing Market

April 2012

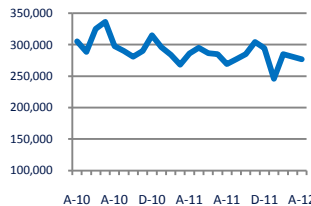
Units Sold
63



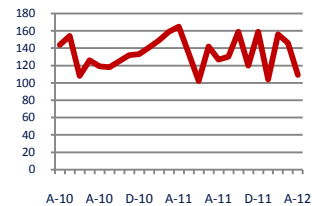
Active Inventory
861



Median Sale Price
\$277,000



Days On Market
109



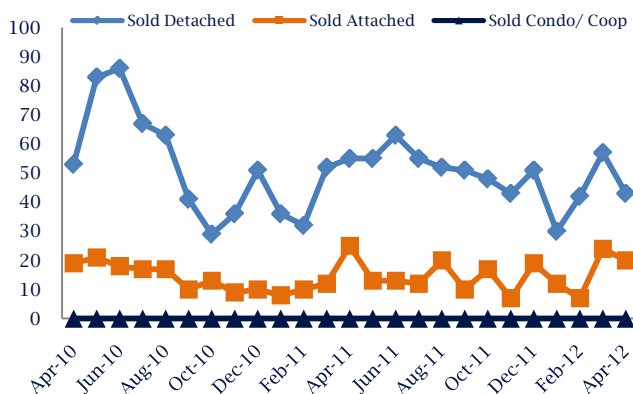
Down - 21%
Vs. Year Ago

Down - 13%
Vs. Year Ago

Down - 3%
Vs. Year Ago

Down - 34%
Vs. Year Ago

Units Sold*



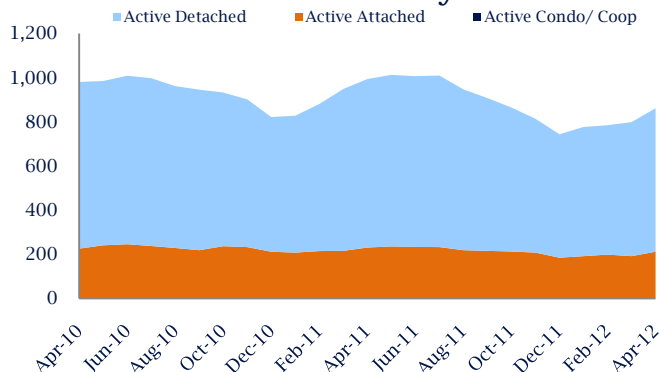
Units Sold

There was a decrease in total units sold in April, with 63 sold this month in James City County versus 81 last month, a decrease of 22%. This month's total units sold was lower than at this time last year, a decrease of 21% versus April 2011.

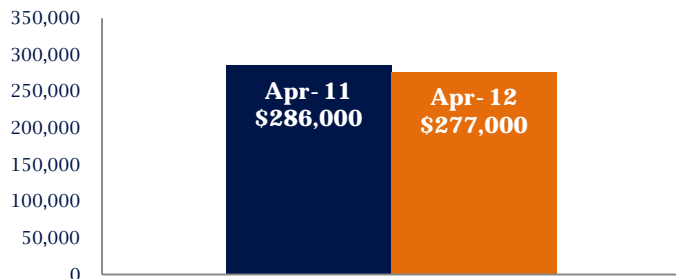
Active Inventory

Versus last year, the total number of homes available this month is lower by 132 units or 13%. The total number of active inventory this April was 861 compared to 993 in April 2011. This month's total of 861 is higher than the previous month's total supply of available inventory of 798, an increase of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for James City County Homes was \$286,000. This April, the median sale price was \$277,000, a decrease of 3% or \$9,000 compared to last year. The current median sold price is 1% 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.

*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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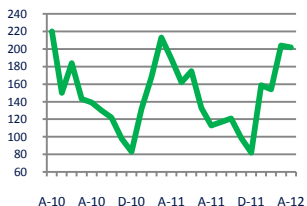




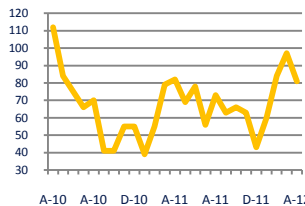
Focus On: James City County Housing Market

April 2012

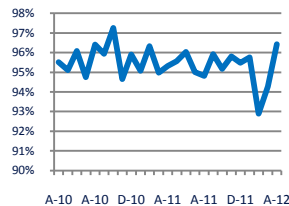
New Listings
202



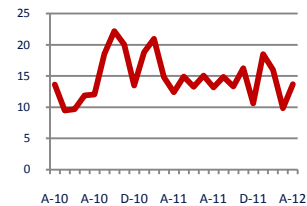
Current Contracts
81



Sold Vs. List Price
96.4%



Months of Supply
13.7



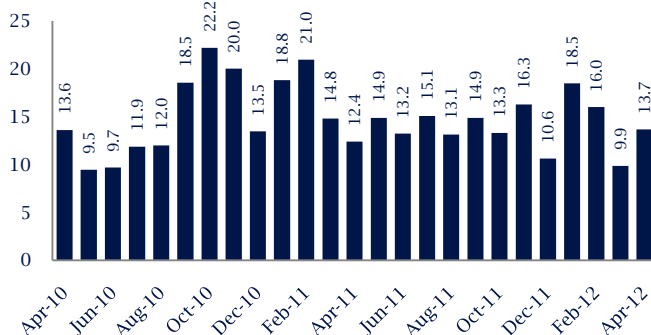
Up 7%
Vs. Year Ago

Down -1%
Vs. Year Ago

Up 1.2%
Vs. Year Ago

Up 10%
Vs. Year Ago

Months Of Supply



Months of Supply

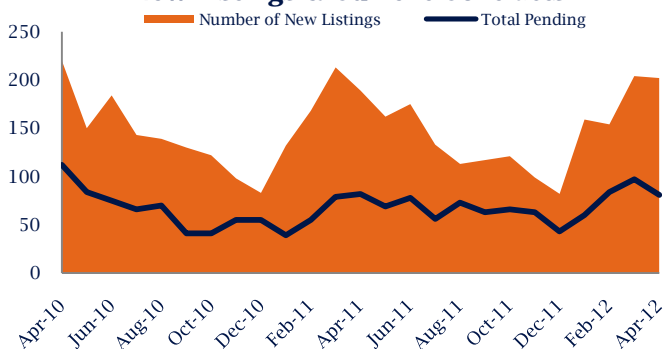
In April, there was 13.7 months of supply available in James City County, compared to 12.4 in April 2011. That is an increase of 10% versus a year ago.

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 202 homes newly listed for sale in James City County compared to 189 in April 2011, an increase of 7%. There were 81 current contracts pending sale this April compared to 82 a year ago. The number of current contracts is 1% 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 James City County was 96.4% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 109, lower than the average last year, which was 165, a decrease of 34%.

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