



February 2013

Area Delimited by Zipcodes 23168, 23185, 23188
- Residential Property Type

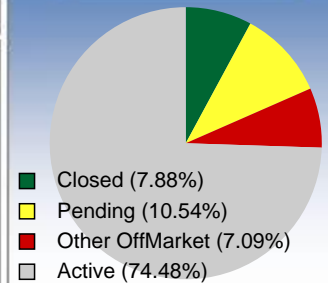


Absorption: Last 12 months, an Average of **98** Sales/Month

Active Inventory as of February 28, 2013 = **756**

	FEBRUARY		
	2012	2013	+/- %
Closed Sales	57	80	40.35%
Pending Sales	96	107	11.46%
New Listings	177	192	8.47%
Median List Price	289,500	277,450	-4.16%
Median Sale Price	282,000	275,500	-2.30%
Median Percent of List Price to Selling Price	96.40%	97.34%	0.98%
Median Days on Market to Sale	114.00	118.50	3.95%
End of Month Inventory	945	756	-20.00%
Months Supply of Inventory	12.03	7.73	-35.69%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 18, 2013

Data from the Williamsburg Area Association of REALTORS®

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2013 decreased **20.00%** to 756 existing homes available for sale. Over the last 12 months this area has had an average of 98 closed sales per month. This represents an unsold inventory index of **7.73** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.30%** in February 2013 to \$275,500 versus the previous year at \$282,000.

Median Days on Market Lengthens

The median number of **118.50** days that homes spent on the market before selling increased by 4.50 days or **3.95%** in February 2013 compared to last year's same month at **114.00** DOM.

Sales Success for February 2013 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 192 New Listings in February 2013, up **8.47%** from last year at 177. Furthermore, there were 80 Closed Sales this month versus last year at 57, a **40.35%** increase.

Closed versus Listed trends yielded a **41.7%** ratio, up from last year's February 2013 at **32.2%**, a **29.39%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

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Real Estate is Local

Consumers Should Consult with a REALTORS®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

John Womeldorf - Salesperson
Office: Liz Moore & Associates
Phone: (757) 254-8136
Email: john@mrwilliamsburg.com



Monthly Inventory Analysis

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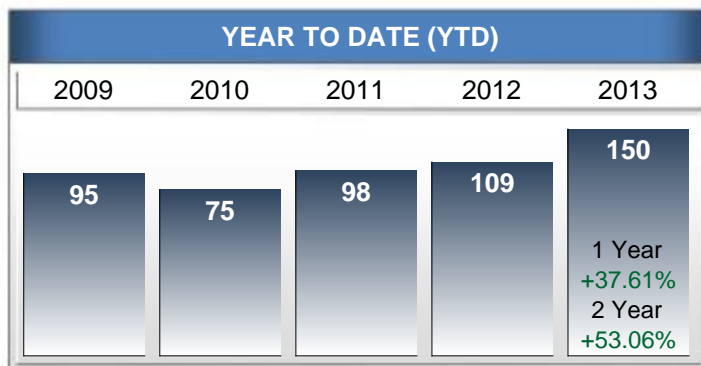
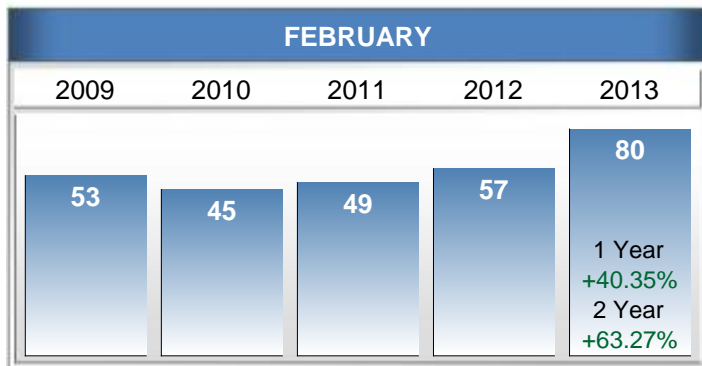
Closed Sales as of Mar 17, 2013



Closed Sales

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Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type



CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$150,000 and less	7	8.75%	62.0	4	3	0	0
\$150,001 - \$200,000	12	15.00%	148.0	2	7	2	1
\$200,001 - \$225,000	10	12.50%	124.0	3	6	1	0
\$225,001 - \$300,000	17	21.25%	77.0	3	9	4	1
\$300,001 - \$375,000	14	17.50%	166.5	0	7	6	1
\$375,001 - \$500,000	10	12.50%	131.5	0	6	2	2
\$500,001 and up	10	12.50%	100.5	0	5	4	1
Total Closed Units:	80		118.5	12	43	19	6
Total Closed Volume:	25,023,036			2.23M	13.18M	6.70M	2.90M
Median Closed Price:	\$275,500			\$184,950	\$275,000	\$343,000	\$378,500

Closed Sales

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Contact an experienced REALTOR



Monthly Inventory Analysis

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February 2013

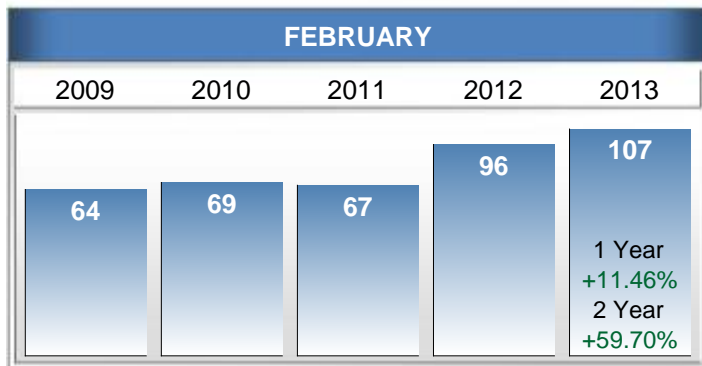
Pending Sales as of Mar 17, 2013



Pending Sales

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Pending Sales

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PENDING SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$125,000 and less	6	5.61%	128.5	2	4	0	0
\$125,001 - \$175,000	14	13.08%	104.5	12	1	0	1
\$175,001 - \$225,000	17	15.89%	65.0	4	10	1	2
\$225,001 - \$325,000	28	26.17%	37.5	3	16	7	2
\$325,001 - \$400,000	18	16.82%	146.0	1	5	10	2
\$400,001 - \$500,000	11	10.28%	195.0	0	3	7	1
\$500,001 and up	13	12.15%	75.0	0	3	8	2
Total Pending Units: 107				80.0			
Total Pending Volume: 33,542,881				3.92M 11.48M 14.65M 3.50M			
Median Listing Price: \$275,000				\$157,400 \$251,873 \$395,000 \$340,845			



Monthly Inventory Analysis

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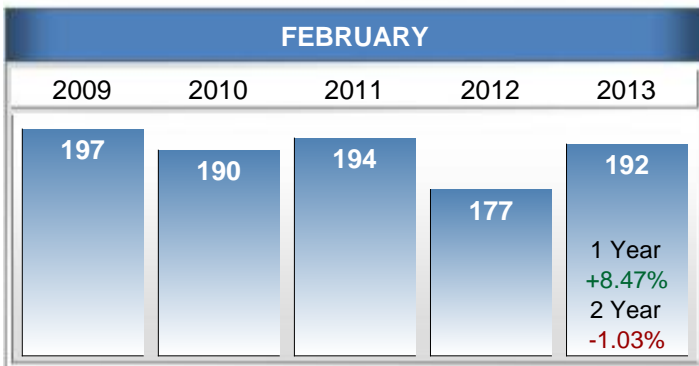
New Listings as of Mar 17, 2013



New Listings

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Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type



New Listings
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5yr FEB AVG = 190 **3 MONTHS**

High
Mar 2010 = 270

Low
Dec 2012 = 89

New Listings this month at **192**, above the 5 yr FEB average of **190**

DEC	89
JAN	155
FEB	192

74.16% (JAN vs FEB)
23.87% (FEB vs 5yr AVG)

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$125,000 and less	7	3.65%	3	3	1	0
\$125,001 - \$200,000	33	17.19%	15	15	3	0
\$200,001 - \$275,000	31	16.15%	4	20	6	1
\$275,001 - \$375,000	47	24.48%	0	19	19	9
\$375,001 - \$475,000	30	15.63%	0	13	16	1
\$475,001 - \$675,000	22	11.46%	0	0	18	4
\$675,001 and up	22	11.46%	0	3	15	4
Total New Listed Units:		192	22	73	78	19
Total New Listed Volume:		74,531,021	3.55M	22.21M	37.28M	11.49M
Median New Listed Listing Price:		\$327,000	\$148,015	\$274,669	\$422,450	\$368,360



Monthly Inventory Analysis

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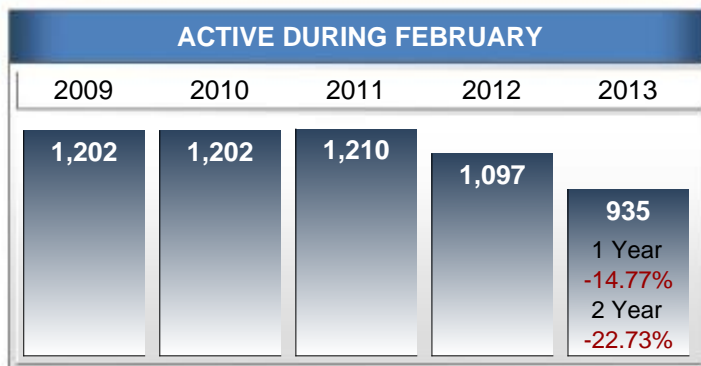
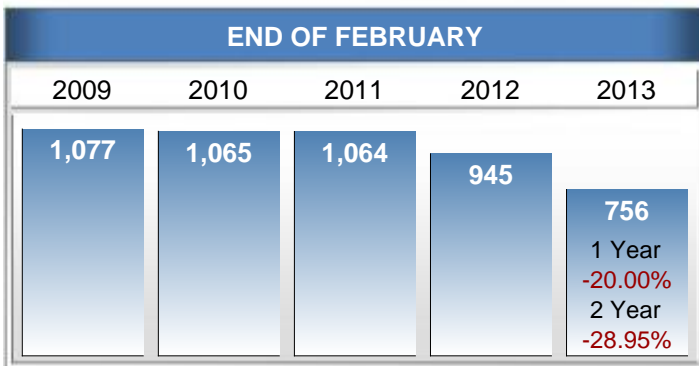
Active Inventory as of Mar 17, 2013



Active Inventory

Report Produced on: Mar 18, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type



Active Inventory

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5yr FEB AVG = 981 **3 MONTHS**

High
Jun 2010 = 1,251

Low
Jan 2013 = 743

Inventory this month at **756**, below the 5 yr FEB average of **981**

DEC	765
JAN	743
FEB	756
-2.88%	
1.75%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$150,000 and less	67	8.86%	107.0	42	22	3	0		
\$150,001 - \$200,000	73	9.66%	140.0	25	43	5	0		
\$200,001 - \$275,000	136	17.99%	125.0	19	83	32	2		
\$275,001 - \$375,000	179	23.68%	121.0	8	75	74	22		
\$375,001 - \$500,000	128	16.93%	121.0	0	43	69	16		
\$500,001 - \$750,000	96	12.70%	102.5	0	11	62	23		
\$750,001 and up	77	10.19%	93.0	1	6	39	31		
Total Active Inventory by Units:				756	121.5	95	283	284	94
Total Active Inventory by Volume:				312,273,997		17.50M	85.81M	141.83M	67.13M
Median Active Inventory Listing Price:				\$332,250		\$165,000	\$269,900	\$439,900	\$562,500



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

February 2013

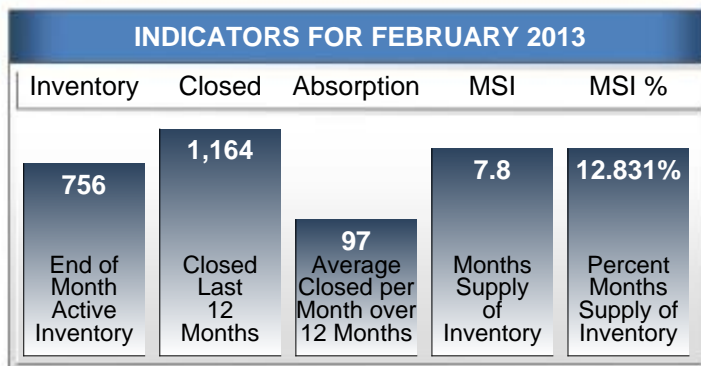
Active Inventory as of Mar 17, 2013



Months Supply of Inventory

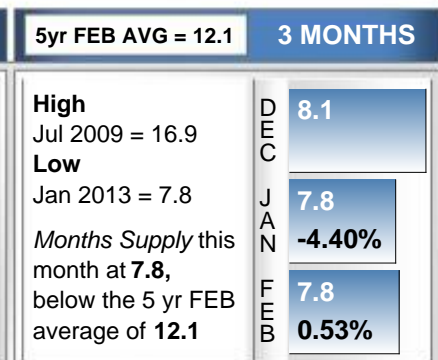
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Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type



Months Supply

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MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$150,000 and less	67	8.86%	7.7	8.7	6.1	12.0	0.0
\$150,001 - \$200,000	73	9.66%	5.2	5.7	5.2	4.3	0.0
\$200,001 - \$275,000	136	17.99%	6.1	7.1	6.5	4.9	4.8
\$275,001 - \$375,000	179	23.68%	6.5	8.0	6.4	5.9	10.2
\$375,001 - \$500,000	128	16.93%	9.1	0.0	9.1	9.5	9.6
\$500,001 - \$750,000	96	12.70%	12.3	0.0	6.9	12.8	17.3
\$750,001 and up	77	10.19%	29.8	0.0	72.0	31.2	24.8
MSI:			7.8	7.1	6.6	8.4	13.6
Total Active Inventory:			756	95	283	284	94



Monthly Inventory Analysis

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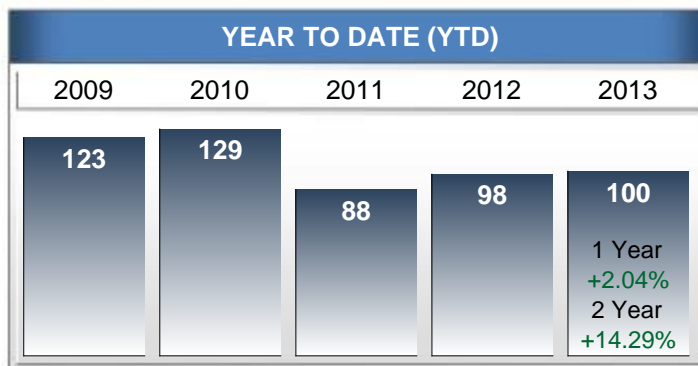
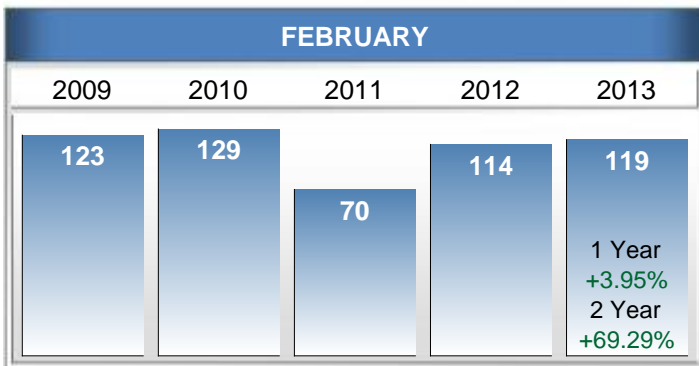
Closed Sales as of Mar 17, 2013



Median Days on Market to Sale

Report Produced on: Mar 18, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type



Median Days on Market
 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR



5yr FEB AVG = 111 **3 MONTHS**

High
Dec 2012 = 132

Low
Jun 2012 = 52

Median DOM this month at **119**, above the 5 yr FEB average of **111**

DEC	132
JAN	79
FEB	119

-40.53% (JAN vs FEB)
50.96% (FEB vs 5yr AVG)

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range				%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$150,000 and less	7			8.75%	62.0	245.5	34.0	0.0	0.0
\$150,001 - \$200,000	12			15.00%	148.0	118.5	191.0	230.0	24.0
\$200,001 - \$225,000	10			12.50%	124.0	121.0	124.0	173.0	0.0
\$225,001 - \$300,000	17			21.25%	77.0	27.0	77.0	66.5	111.0
\$300,001 - \$375,000	14			17.50%	166.5	0.0	242.0	138.0	1.0
\$375,001 - \$500,000	10			12.50%	131.5	0.0	149.0	113.0	145.5
\$500,001 and up	10			12.50%	100.5	0.0	137.0	100.5	68.0
Median Closed DOM:					118.5	124.0	120.0	111.0	89.5
Total Closed Units:					80	12	43	19	6
Total Closed Volume:					25,023,036	2.23M	13.18M	6.70M	2.90M



Monthly Inventory Analysis

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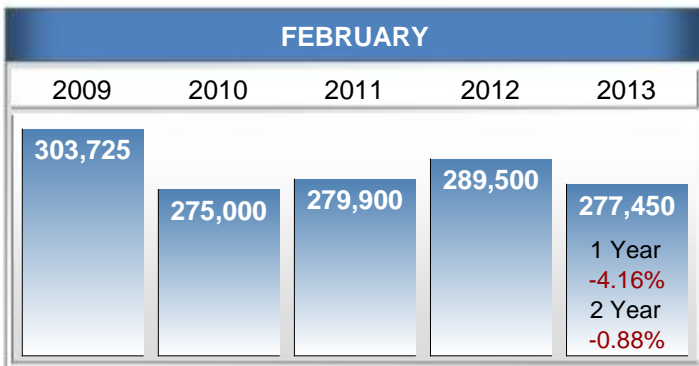
Closed Sales as of Mar 17, 2013



Median List Price at Closing

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Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type



Median List Price

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MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$150,000 and less	6		7.50%	118,500	105,000	127,000	0	0
\$150,001 - \$200,000	9		11.25%	180,000	159,900	187,450	180,000	200,000
\$200,001 - \$225,000	11		13.75%	212,000	212,000	213,500	208,750	0
\$225,001 - \$300,000	19		23.75%	253,450	229,900	252,000	259,225	0
\$300,001 - \$375,000	14		17.50%	346,450	0	343,000	349,900	338,950
\$375,001 - \$500,000	11		13.75%	420,000	0	437,500	385,000	439,500
\$500,001 and up	10		12.50%	597,000	0	619,000	562,000	1,399,900
Median List Price:		\$277,450			\$185,950	\$275,000	\$349,900	\$373,500
Total Closed Units:		80			12	43	19	6
Total List Volume:		26,007,219			2.30M	13.63M	6.92M	3.16M



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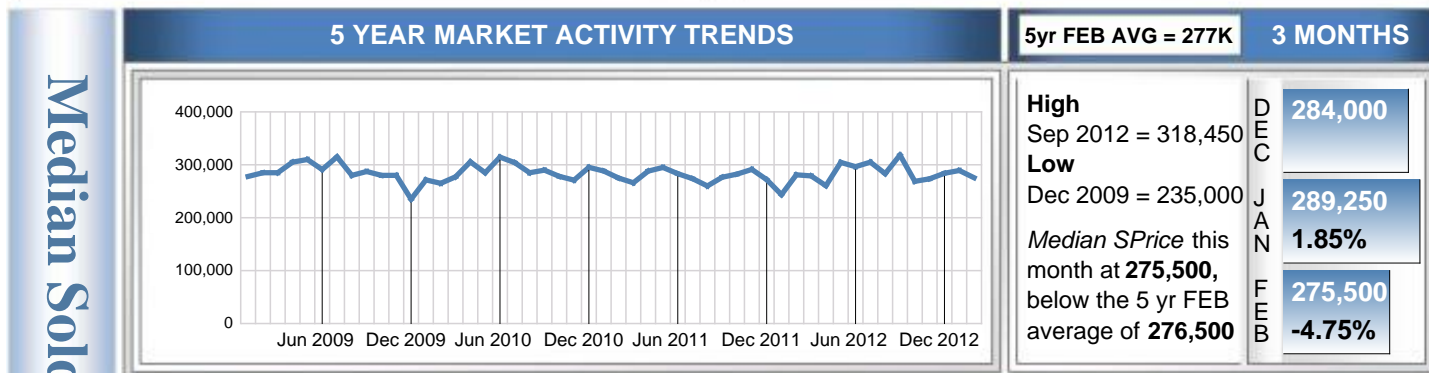
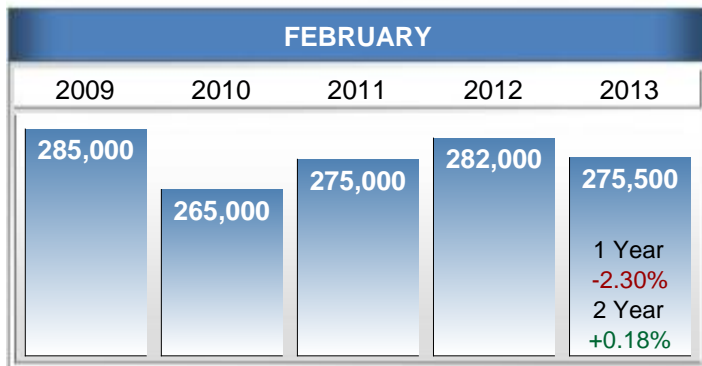
Closed Sales as of Mar 17, 2013



Median Sold Price at Closing

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Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type



Median Sold Price

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Contact an experienced REALTOR

MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$150,000 and less	7		8.75%	115,000	120,000	115,000	0	0
\$150,001 - \$200,000	12		15.00%	186,650	155,950	193,300	187,000	195,000
\$200,001 - \$225,000	10		12.50%	212,250	225,000	212,000	207,500	0
\$225,001 - \$300,000	17		21.25%	268,000	268,000	274,047	257,763	281,737
\$300,001 - \$375,000	14		17.50%	339,000	0	322,500	354,000	368,000
\$375,001 - \$500,000	10		12.50%	414,000	0	425,000	392,000	434,500
\$500,001 and up	10		12.50%	570,000	0	580,000	518,500	1,190,000
Median Closed Price:	\$275,500				\$184,950	\$275,000	\$343,000	\$378,500
Total Closed Units:	80				12	43	19	6
Total Closed Volume:	25,023,036				2.23M	13.18M	6.70M	2.90M



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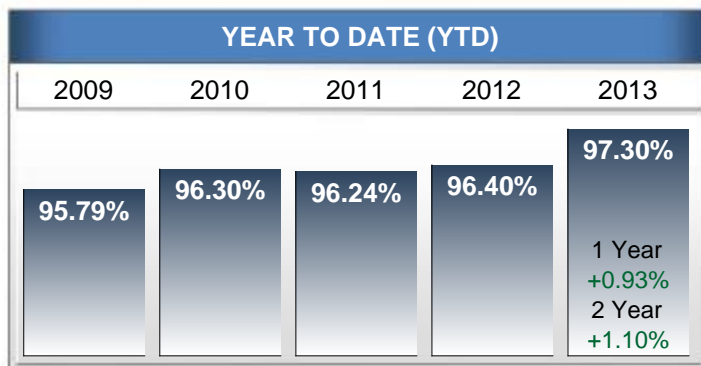
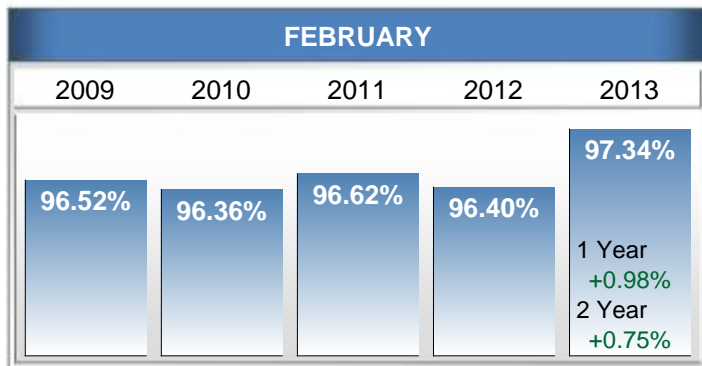
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Median Percent of List Price to Selling Price

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Median List/Sell Price

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MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of \$avgmed L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$150,000 and less	7	8.75%	91.43%	95.15%	90.55%	0.00%	0.00%
\$150,001 - \$200,000	12	15.00%	97.53%	99.06%	97.30%	97.11%	97.50%
\$200,001 - \$225,000	10	12.50%	97.76%	97.87%	97.19%	97.65%	0.00%
\$225,001 - \$300,000	17	21.25%	97.96%	97.45%	98.34%	98.52%	90.91%
\$300,001 - \$375,000	14	17.50%	97.85%	0.00%	97.67%	97.72%	100.00%
\$375,001 - \$500,000	10	12.50%	97.43%	0.00%	97.43%	102.67%	99.32%
\$500,001 and up	10	12.50%	93.90%	0.00%	95.16%	93.78%	85.01%
Median List/Sell Ratio:	97.34%			97.87%	97.21%	97.40%	96.75%
Total Closed Units:	80			12	43	19	6
Total Closed Volume:	25,023,036			2.23M	13.18M	6.70M	2.90M

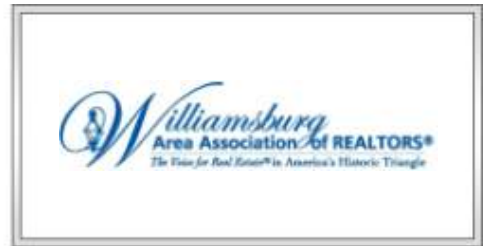


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Inventory as of Mar 17, 2013



Market Summary

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	FEBRUARY			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	57	80	40.35%	109	150	37.61%
Pending Sales	96	107	11.46%	168	202	20.24%
New Listings	177	192	8.47%	357	347	-2.80%
Median List Price	289,500	277,450	-4.16%	260,000	279,945	7.67%
Median Sale Price	282,000	275,500	-2.30%	253,000	278,000	9.88%
Median Percent of List Price to Selling Price	96.40%	97.34%	0.98%	96.40%	97.30%	0.93%
Median Days on Market to Sale	114.00	118.50	3.95%	98.00	100.00	2.04%
Monthly Inventory	945	756	-20.00%	945	756	-20.00%
Months Supply of Inventory	12.03	7.73	-35.69%	12.03	7.73	-35.69%

