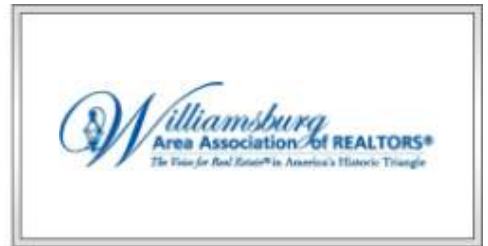




March 2013

Area Delimited by Zipcodes 23168, 23185, 23188
 - Residential Property Type - Single Family
 Attached, Single Family Detach Type

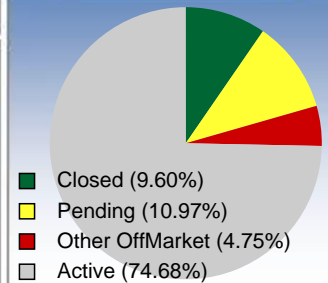


Absorption: Last 12 months, an Average of **98** Sales/Month

Active Inventory as of March 31, 2013 = **817**

	MARCH		
	2012	2013	+/- %
Closed Sales	98	105	7.14%
Pending Sales	121	120	-0.83%
New Listings	250	237	-5.20%
Median List Price	286,450	272,900	-4.73%
Median Sale Price	279,000	270,000	-3.23%
Median Percent of List Price to Selling Price	96.51%	97.78%	1.31%
Median Days on Market to Sale	94.50	109.00	15.34%
End of Month Inventory	982	817	-16.80%
Months Supply of Inventory	12.16	8.37	-31.21%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 10, 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 March 2013 decreased **16.80%** to 817 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 **8.37** 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 **3.23%** in March 2013 to \$270,000 versus the previous year at \$279,000.

Median Days on Market Lengthens

The median number of **109.00** days that homes spent on the market before selling increased by 14.50 days or **15.34%** in March 2013 compared to last year's same month at **94.50** DOM.

Sales Success for March 2013 is Positive

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

There were 237 New Listings in March 2013, down **5.20%** from last year at 250. Furthermore, there were 105 Closed Sales this month versus last year at 98, a **7.14%** increase.

Closed versus Listed trends yielded a **44.3%** ratio, up from last year's March 2013 at **39.2%**, a **13.02%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

What's in this Issue

Closed Sales	1
Pending Sales	2
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Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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®

Elizabeth Moore - Salesperson
Office: Liz Moore & Associates
Phone: 757-645-4106
Email: liz@lizmoore.com



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

March 2013

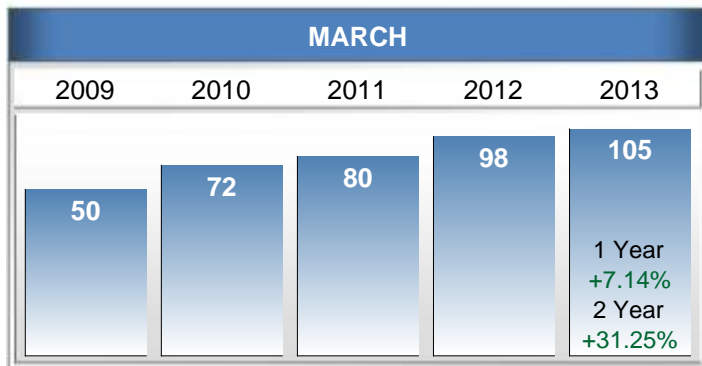
Closed Sales as of Apr 09, 2013



Closed Sales

Report Produced on: Apr 10, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type - Single Family Attached, Single Family Detach Type



CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$125,000 and less	10	9.52%	135.5	7	3	0	0
\$125,001 - \$175,000	13	12.38%	57.0	6	5	1	1
\$175,001 - \$225,000	14	13.33%	61.5	3	11	0	0
\$225,001 - \$325,000	24	22.86%	116.0	1	12	10	1
\$325,001 - \$375,000	16	15.24%	128.5	0	3	12	1
\$375,001 - \$525,000	17	16.19%	194.0	0	7	7	3
\$525,001 and up	11	10.48%	34.0	0	2	8	1
Total Closed Units: 105				109.0			
Total Closed Volume: 32,722,760				2.45M 11.70M 15.82M 2.74M			
Median Closed Price: \$270,000				\$139,215 \$239,900 \$362,000 \$379,000			

Closed Sales

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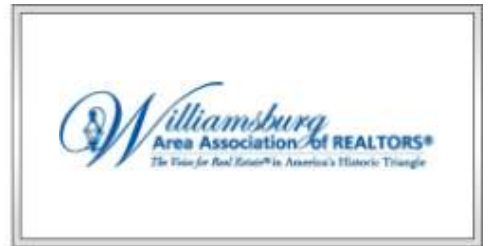


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

March 2013

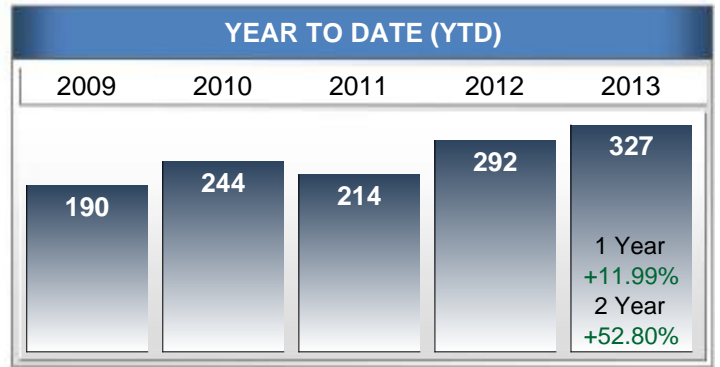
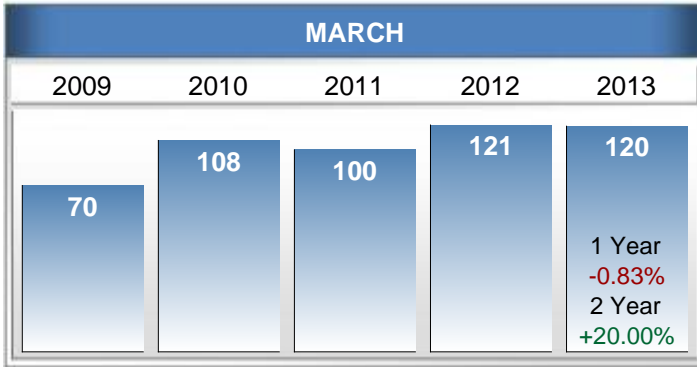
Pending Sales as of Apr 09, 2013



Pending Sales

Report Produced on: Apr 10, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type - Single Family Attached, Single Family Detach Type



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	11	9.17%	126.0	8	3	0	0
\$125,001 - \$200,000	15	12.50%	15.0	7	7	1	0
\$200,001 - \$250,000	22	18.33%	68.0	3	10	8	1
\$250,001 - \$325,000	30	25.00%	46.0	0	15	13	2
\$325,001 - \$375,000	12	10.00%	81.0	0	5	5	2
\$375,001 - \$450,000	16	13.33%	34.5	0	8	7	1
\$450,001 and up	14	11.67%	33.5	0	4	8	2
Total Pending Units: 120				44.5			
Total Pending Volume: 36,008,848				2.53M 15.56M 14.95M 2.96M			
Median Listing Price: \$275,000				\$136,870 \$272,450 \$325,000 \$351,630			



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

March 2013

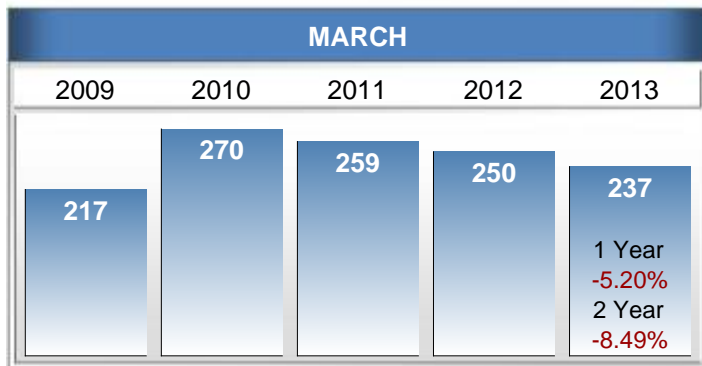
New Listings as of Apr 09, 2013



New Listings

Report Produced on: Apr 10, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type - Single Family Attached, Single Family Detach Type



New Listings
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5yr MAR AVG = 247 **3 MONTHS**

High
Mar 2010 = 270
Low
Dec 2012 = 89

New Listings this month at **237**, below the 5 yr MAR average of **247**

JAN	152
FEB	192
MAR	237
26.32%	
23.44%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$175,000 and less	20	8.44%	13	6	1	0
\$175,001 - \$225,000	19	8.02%	8	7	4	0
\$225,001 - \$275,000	38	16.03%	4	17	15	2
\$275,001 - \$375,000	61	25.74%	11	22	26	2
\$375,001 - \$475,000	48	20.25%	1	22	20	5
\$475,001 - \$625,000	25	10.55%	0	6	14	5
\$625,001 and up	26	10.97%	0	2	14	10
Total New Listed Units:			37	82	94	24
Total New Listed Volume:			8.27M	27.68M	42.84M	14.08M
Median New Listed Listing Price:			\$200,000	\$321,500	\$386,950	\$572,500



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

March 2013

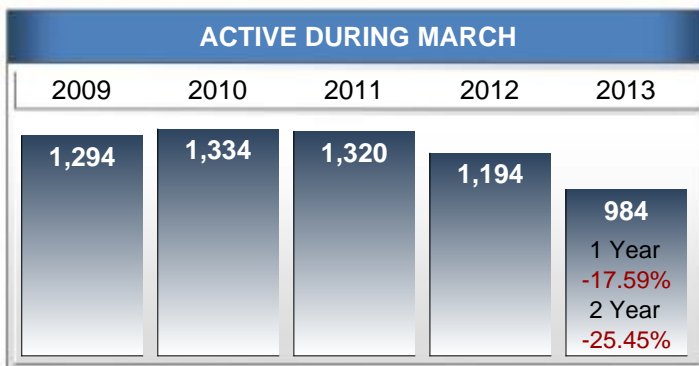
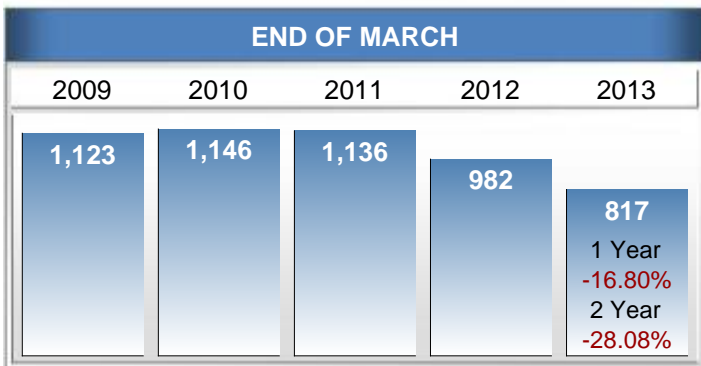
Active Inventory as of Apr 09, 2013



Active Inventory

Report Produced on: Apr 10, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type - Single Family Attached, Single Family Detach Type



Active Inventory

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5yr MAR AVG = 1,041	3 MONTHS
High Jun 2010 = 1,249	JAN 736
Low Jan 2013 = 736	FEB 747
<i>Inventory this month at 817, below the 5 yr MAR average of 1,041</i>	MAR 817
	MAR 1.49%
	MAR 9.37%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$150,000 and less	57	6.98%	79.0	33	21	3	0		
\$150,001 - \$225,000	107	13.10%	110.0	40	51	15	1		
\$225,001 - \$275,000	105	12.85%	73.0	12	66	25	2		
\$275,001 - \$400,000	240	29.38%	68.0	18	99	97	26		
\$400,001 - \$525,000	117	14.32%	88.0	0	37	64	16		
\$525,001 - \$750,000	108	13.22%	75.5	0	15	68	25		
\$750,001 and up	83	10.16%	104.0	1	5	45	32		
Total Active Inventory by Units:				817	82.0	104	294	317	102
Total Active Inventory by Volume:				346,560,694		21.27M	92.03M	161.85M	71.41M
Median Active Inventory Listing Price:				\$344,900		\$178,400	\$284,450	\$439,900	\$580,000



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

March 2013

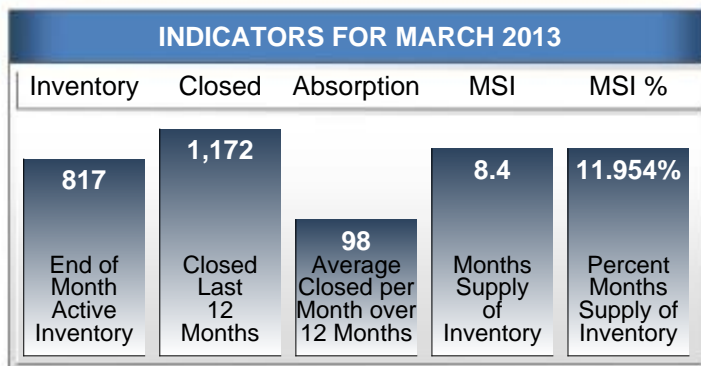
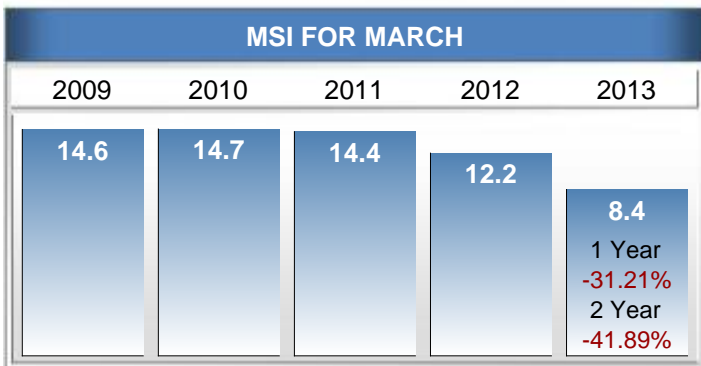
Active Inventory as of Apr 09, 2013



Months Supply of Inventory

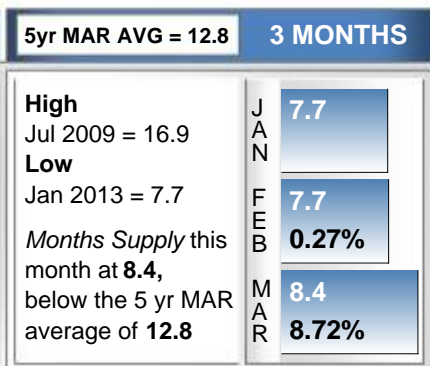
Report Produced on: Apr 10, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type - Single Family Attached, Single Family Detach Type



Months Supply

Ready to Buy or Sell Real Estate?
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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	57		6.98%	6.1	6.0	6.0	12.0	0.0
\$150,001 - \$225,000	107		13.10%	5.0	7.4	4.0	5.0	6.0
\$225,001 - \$275,000	105		12.85%	7.0	9.0	7.8	5.2	4.8
\$275,001 - \$400,000	240		29.38%	7.6	15.4	7.8	6.4	9.5
\$400,001 - \$525,000	117		14.32%	10.0	0.0	9.3	10.2	12.8
\$525,001 - \$750,000	108		13.22%	17.5	0.0	13.8	18.1	20.0
\$750,001 and up	83		10.16%	34.3	0.0	60.0	36.0	29.5
MSI:		8.4			7.6	6.9	9.2	14.6
Total Active Inventory:		817			104	294	317	102



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

March 2013

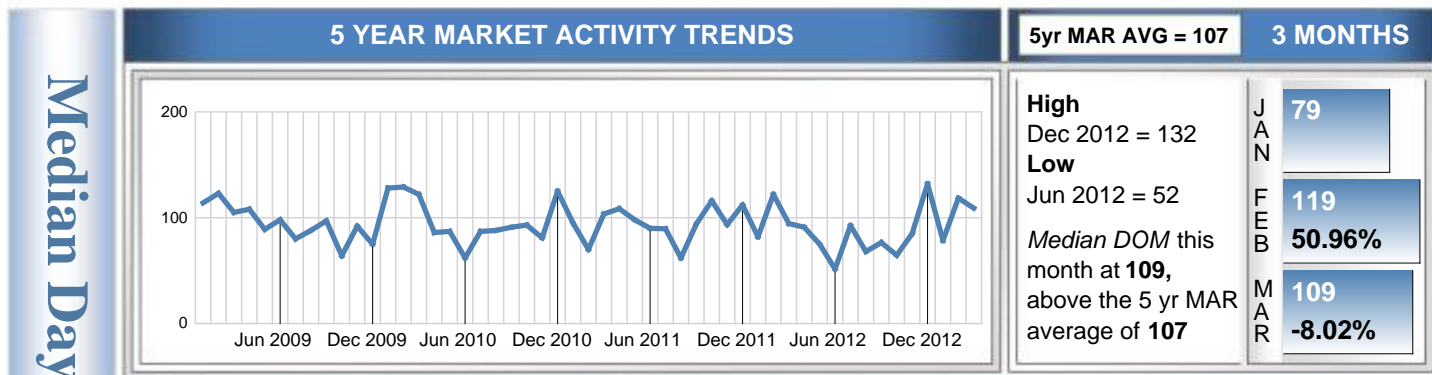
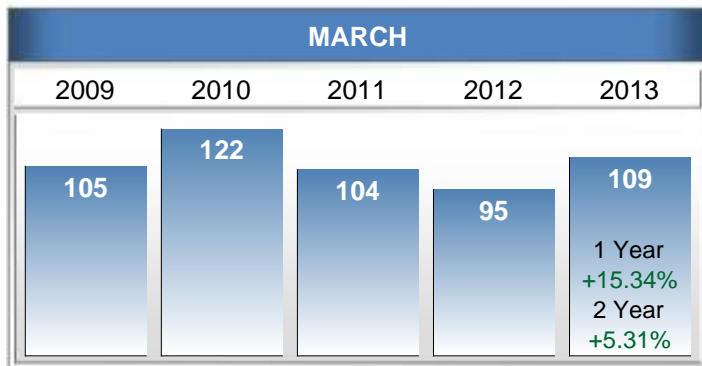
Closed Sales as of Apr 09, 2013



Median Days on Market to Sale

Report Produced on: Apr 10, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type - Single Family Attached, Single Family Detach Type



Median Days on Market

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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+
\$125,000 and less	10	9.52%	135.5	144.0	105.0	0.0	0.0
\$125,001 - \$175,000	13	12.38%	57.0	116.0	52.0	157.0	143.0
\$175,001 - \$225,000	14	13.33%	61.5	65.0	58.0	0.0	0.0
\$225,001 - \$325,000	24	22.86%	116.0	80.0	109.5	137.5	434.0
\$325,001 - \$375,000	16	15.24%	128.5	0.0	163.0	123.5	23.0
\$375,001 - \$525,000	17	16.19%	194.0	0.0	194.0	83.0	278.0
\$525,001 and up	11	10.48%	34.0	0.0	90.5	38.5	21.0
Median Closed DOM:	109.0			127.0	103.0	98.5	164.0
Total Closed Units:	105			17	43	38	7
Total Closed Volume:	32,722,760			2.45M	11.70M	15.82M	2.74M



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

March 2013

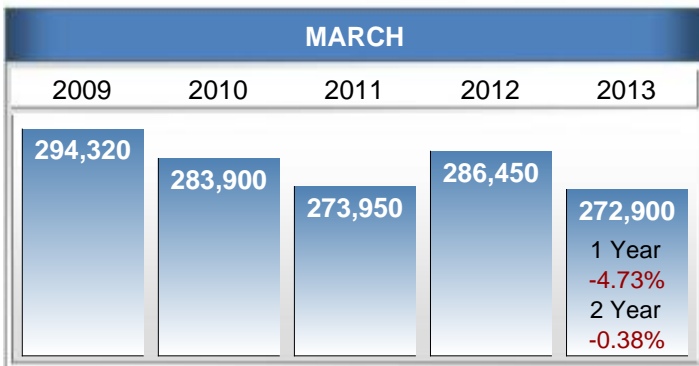
Closed Sales as of Apr 09, 2013



Median List Price at Closing

Report Produced on: Apr 10, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type - Single Family Attached, Single Family Detach 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+
\$125,000 and less	7		6.67%	117,500	117,900	96,865	0	0
\$125,001 - \$175,000	16		15.24%	139,715	138,358	141,750	175,000	149,900
\$175,001 - \$225,000	13		12.38%	207,000	199,000	208,500	0	0
\$225,001 - \$325,000	25		23.81%	259,900	259,000	259,900	257,500	261,000
\$325,001 - \$375,000	14		13.33%	349,500	0	334,495	355,000	339,900
\$375,001 - \$525,000	16		15.24%	417,250	0	440,000	409,900	402,000
\$525,001 and up	14		13.33%	631,500	0	550,000	674,900	634,388
Median List Price:		\$272,900			\$137,500	\$249,000	\$372,000	\$379,000
Total Closed Units:		105			17	43	38	7
Total List Volume:		33,697,387			2.52M	12.01M	16.34M	2.82M



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

March 2013

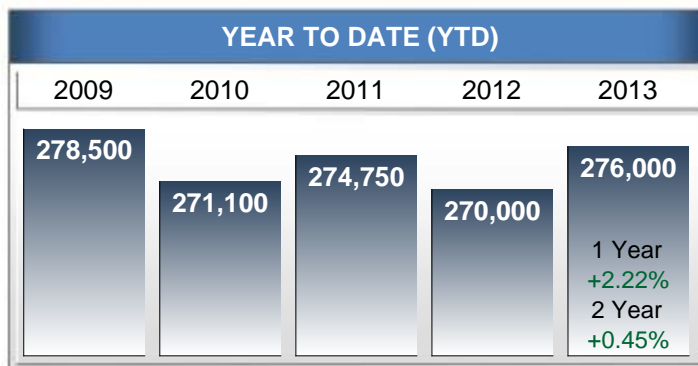
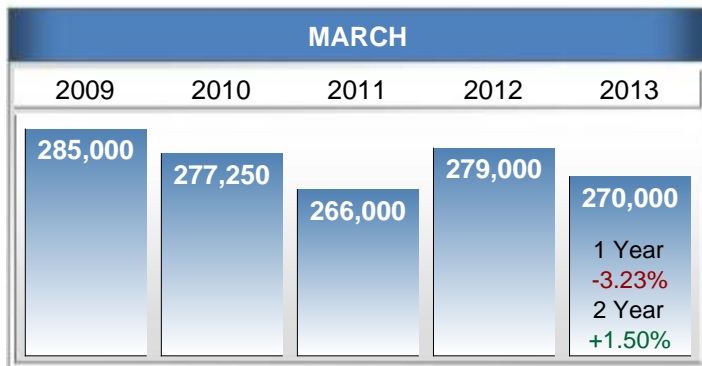
Closed Sales as of Apr 09, 2013



Median Sold Price at Closing

Report Produced on: Apr 10, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type - Single Family Attached, Single Family Detach Type



Median Sold Price

Ready to Buy or Sell Real Estate?
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+
\$125,000 and less	10		9.52%	112,500	115,000	107,000	0	0
\$125,001 - \$175,000	13		12.38%	140,215	140,108	140,000	175,000	149,900
\$175,001 - \$225,000	14		13.33%	196,250	195,000	210,000	0	0
\$225,001 - \$325,000	24		22.86%	258,450	257,000	258,450	262,168	261,000
\$325,001 - \$375,000	16		15.24%	345,000	0	368,500	345,000	334,450
\$375,001 - \$525,000	17		16.19%	415,000	0	417,000	400,000	405,000
\$525,001 and up	11		10.48%	652,000	0	567,500	689,750	722,000
Median Closed Price:	\$270,000				\$139,215	\$239,900	\$362,000	\$379,000
Total Closed Units:	105				17	43	38	7
Total Closed Volume:	32,722,760				2.45M	11.70M	15.82M	2.74M



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

March 2013

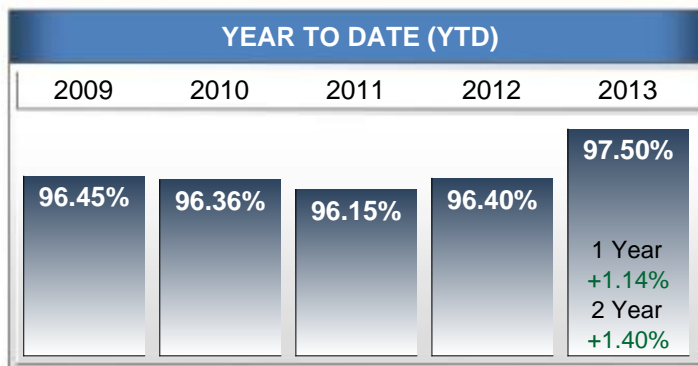
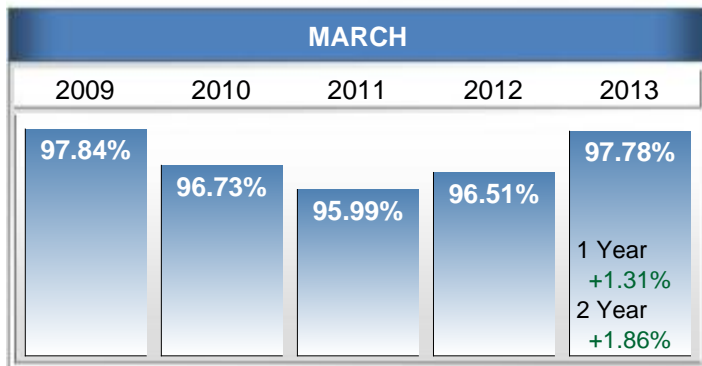
Closed Sales as of Apr 09, 2013



Median Percent of List Price to Selling Price

Report Produced on: Apr 10, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type - Single Family Attached, Single Family Detach Type



Median List/Sell Price

Ready to Buy or Sell Real Estate?
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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+
\$125,000 and less	10	9.52%	95.41%	97.54%	91.31%	0.00%	0.00%
\$125,001 - \$175,000	13	12.38%	100.00%	100.00%	99.78%	100.00%	100.00%
\$175,001 - \$225,000	14	13.33%	98.01%	97.99%	98.03%	0.00%	0.00%
\$225,001 - \$325,000	24	22.86%	98.23%	99.23%	98.03%	98.33%	100.00%
\$325,001 - \$375,000	16	15.24%	97.22%	0.00%	94.73%	97.22%	98.40%
\$375,001 - \$525,000	17	16.19%	95.45%	0.00%	94.98%	96.39%	95.29%
\$525,001 and up	11	10.48%	97.00%	0.00%	97.46%	97.00%	97.58%
Median List/Sell Ratio:	97.78%			99.17%	97.78%	97.53%	98.40%
Total Closed Units:	105			17	43	38	7
Total Closed Volume:	32,722,760			2.45M	11.70M	15.82M	2.74M

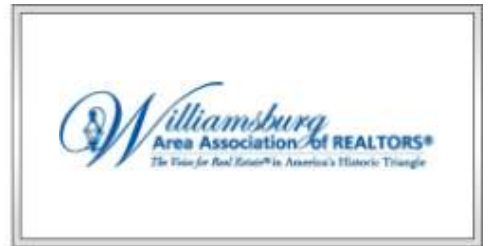


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

March 2013

Inventory as of Apr 09, 2013



Market Summary

Report Produced on: Apr 10, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property Type - Single Family Attached, Single Family Detach Type



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

Active Inventory as of March 31, 2013 = **817**

	MARCH			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	98	105	7.14%	215	255	18.60%
Pending Sales	121	120	-0.83%	292	327	11.99%
New Listings	250	237	-5.20%	613	581	-5.22%
Median List Price	286,450	272,900	-4.73%	271,600	279,900	3.06%
Median Sale Price	279,000	270,000	-3.23%	270,000	276,000	2.22%
Median Percent of List Price to Selling Price	96.51%	97.78%	1.31%	96.40%	97.50%	1.14%
Median Days on Market to Sale	94.50	109.00	15.34%	103.00	103.00	0.00%
Monthly Inventory	982	817	-16.80%	982	817	-16.80%
Months Supply of Inventory	12.16	8.37	-31.21%	12.16	8.37	-31.21%

