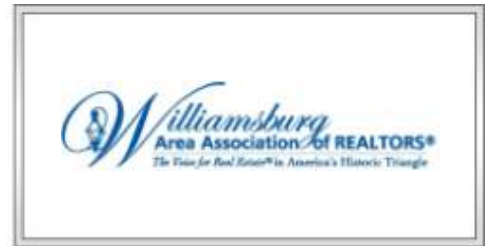




April 2013

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

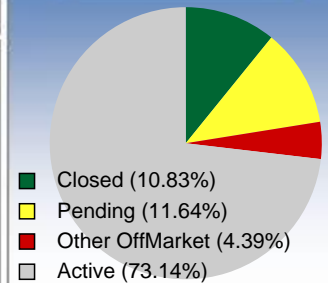


Absorption: Last 12 months, an Average of **101** Sales/Month

Active Inventory as of April 30, 2013 = **817**

	APRIL		
	2012	2013	+/- %
Closed Sales	84	121	44.05%
Pending Sales	115	130	13.04%
New Listings	262	193	-26.34%
Median List Price	278,750	285,000	2.24%
Median Sale Price	260,500	285,000	9.40%
Median Percent of List Price to Selling Price	96.24%	98.51%	2.36%
Median Days on Market to Sale	91.00	67.00	-26.37%
End of Month Inventory	1,065	817	-23.29%
Months Supply of Inventory	13.28	8.11	-38.96%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 19, 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 April 2013 decreased **23.29%** to 817 existing homes available for sale. Over the last 12 months this area has had an average of 101 closed sales per month. This represents an unsold inventory index of **8.11** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **9.40%** in April 2013 to \$285,000 versus the previous year at \$260,500.

Median Days on Market Shortens

The median number of **67.00** days that homes spent on the market before selling decreased by 24.00 days or **26.37%** in April 2013 compared to last year's same month at **91.00** DOM.

Sales Success for April 2013 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 193 New Listings in April 2013, down **26.34%** from last year at 262. Furthermore, there were 121 Closed Sales this month versus last year at 84, a **44.05%** increase.

Closed versus Listed trends yielded a **62.7%** ratio, up from last year's April 2013 at **32.1%**, a **95.55%** 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
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Median List Price at Closing	7
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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®

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



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

April 2013

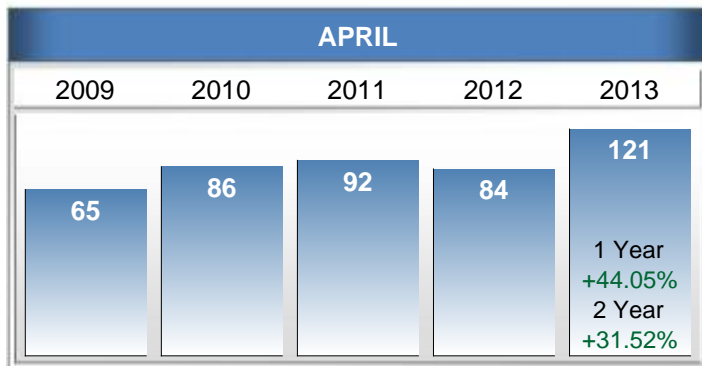
Closed Sales as of May 16, 2013



Report Produced on: May 19, 2013

Closed Sales

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



Closed Sales

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5yr APR AVG = 90	3 MONTHS										
High Jun 2010 = 123 Low Jan 2010 = 30 Closed Sales this month at 121 , above the 5 yr APR average of 90	<table border="1"> <tr> <td>FEB</td> <td>80</td> </tr> <tr> <td>MAR</td> <td>105</td> </tr> <tr> <td>APR</td> <td>121</td> </tr> <tr> <td colspan="2">31.25%</td> </tr> <tr> <td colspan="2">15.24%</td> </tr> </table>	FEB	80	MAR	105	APR	121	31.25%		15.24%	
FEB	80										
MAR	105										
APR	121										
31.25%											
15.24%											

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	8	6.61%	94.5	5	3	0	0
\$125,001 - \$175,000	15	12.40%	35.0	9	6	0	0
\$175,001 - \$225,000	13	10.74%	89.0	3	9	1	0
\$225,001 - \$325,000	37	30.58%	72.0	3	16	17	1
\$325,001 - \$375,000	17	14.05%	41.0	0	9	7	1
\$375,001 - \$500,000	18	14.88%	98.0	0	6	8	4
\$500,001 and up	13	10.74%	46.0	1	5	5	2
Total Closed Units: 121				67.0			
Total Closed Volume: 37,212,004				4.15M 15.95M 13.77M 3.34M			
Median Closed Price: \$285,000				\$158,000 \$261,250 \$334,000 \$396,600			

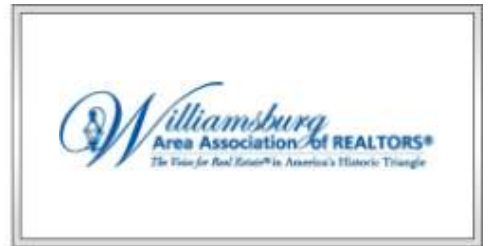


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

April 2013

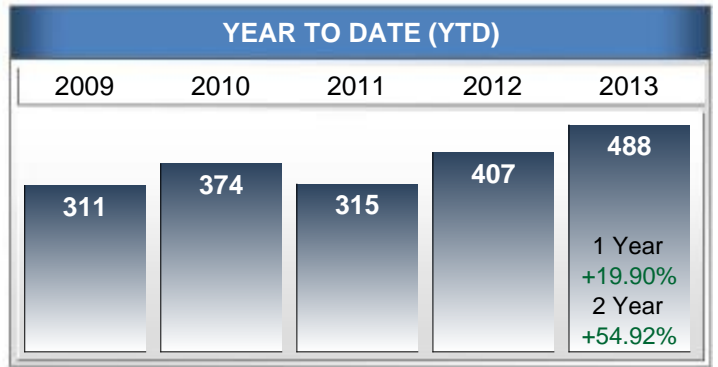
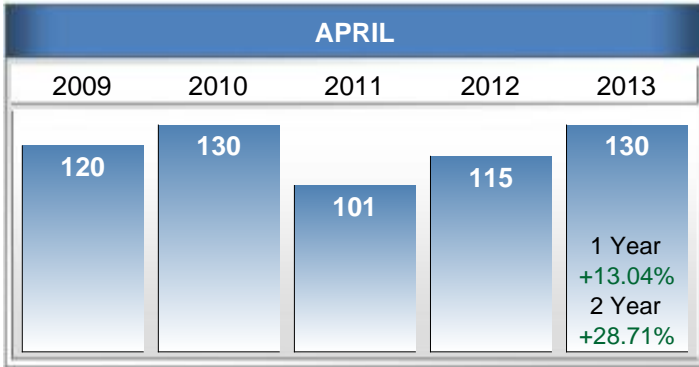
Pending Sales as of May 16, 2013



Pending Sales

Report Produced on: May 19, 2013

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



PENDING SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$175,000 and less	13	10.00%	190.0	7	6	0	0
\$175,001 - \$225,000	15	11.54%	84.0	5	7	3	0
\$225,001 - \$250,000	14	10.77%	23.0	0	11	3	0
\$250,001 - \$325,000	36	27.69%	54.0	4	16	15	1
\$325,001 - \$425,000	25	19.23%	38.0	2	5	17	1
\$425,001 - \$525,000	13	10.00%	79.0	0	3	7	3
\$525,001 and up	14	10.77%	36.0	0	3	8	3
Total Pending Units: 130				18	51	53	8
Total Pending Volume: 43,290,734				3.64M	15.55M	20.17M	3.93M
Median Listing Price: \$303,858				\$179,400	\$259,900	\$353,455	\$502,450

Pending Sales

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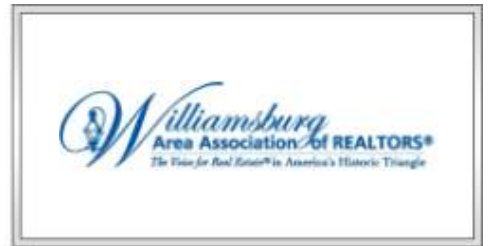


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

April 2013

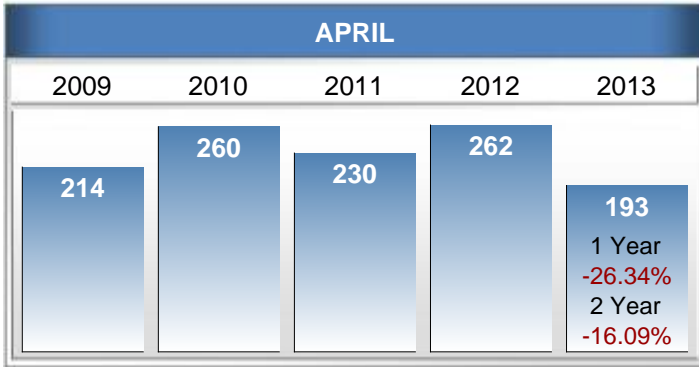
New Listings as of May 16, 2013



New Listings

Report Produced on: May 19, 2013

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



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$150,000 and less	17	8.81%	12	5	0	0
\$150,001 - \$225,000	21	10.88%	6	12	2	1
\$225,001 - \$275,000	26	13.47%	3	19	4	0
\$275,001 - \$375,000	56	29.02%	6	16	25	9
\$375,001 - \$525,000	29	15.03%	0	14	12	3
\$525,001 - \$675,000	23	11.92%	0	4	15	4
\$675,001 and up	21	10.88%	0	3	11	7
Total New Listed Units:			27	73	69	24
Total New Listed Volume:			5.20M	23.00M	34.26M	14.72M
Median New Listed Listing Price:			\$167,900	\$278,060	\$396,500	\$494,450

New Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

April 2013

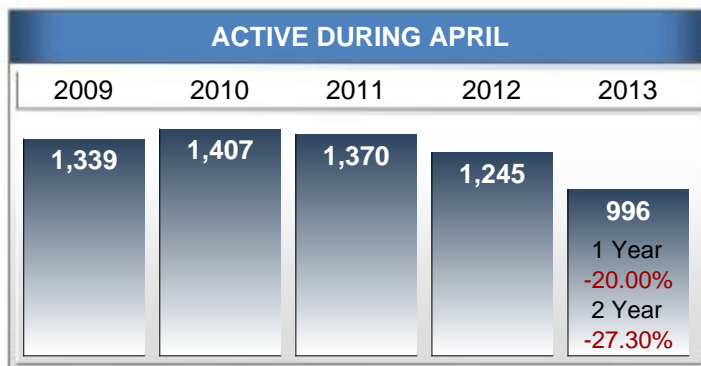
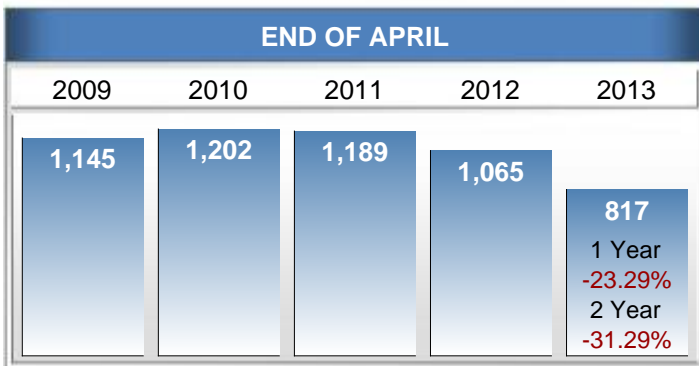
Active Inventory as of May 16, 2013



Active Inventory

Report Produced on: May 19, 2013

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



Active Inventory

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5yr APR AVG = 1,084 **3 MONTHS**

High
Jun 2010 = 1,251
Low
Jan 2013 = 745

Inventory this month at **817**, below the 5 yr APR average of **1,084**

FEB	757
MAR	803
APR	817
6.08%	
1.74%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$150,000 and less	61	7.47%	84.0	38	20	3	0		
\$150,001 - \$225,000	109	13.34%	102.0	40	56	12	1		
\$225,001 - \$275,000	98	12.00%	85.0	11	59	26	2		
\$275,001 - \$400,000	235	28.76%	71.0	22	94	89	30		
\$400,001 - \$550,000	128	15.67%	76.0	0	42	66	20		
\$550,001 - \$775,000	102	12.48%	82.0	0	18	65	19		
\$775,001 and up	84	10.28%	108.5	0	1	50	33		
Total Active Inventory by Units:				817	83.0	111	290	311	105
Total Active Inventory by Volume:				352,116,204		21.70M	90.59M	165.38M	74.45M
Median Active Inventory Listing Price:				\$347,400		\$177,000	\$284,495	\$450,000	\$549,900

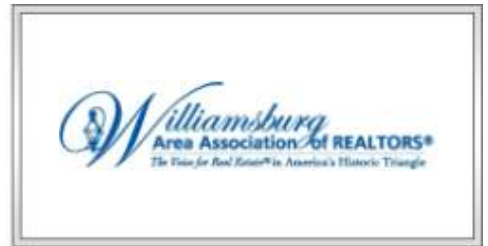


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

April 2013

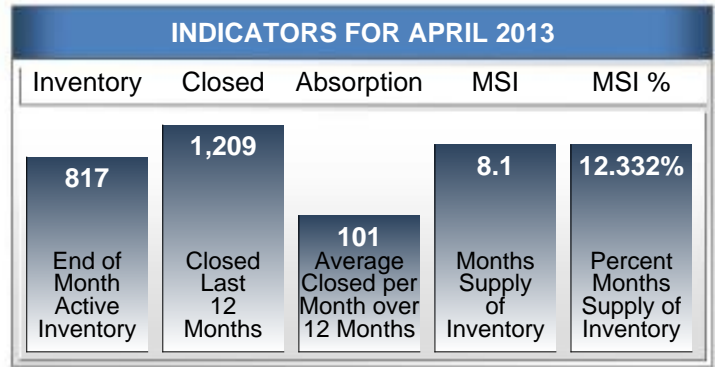
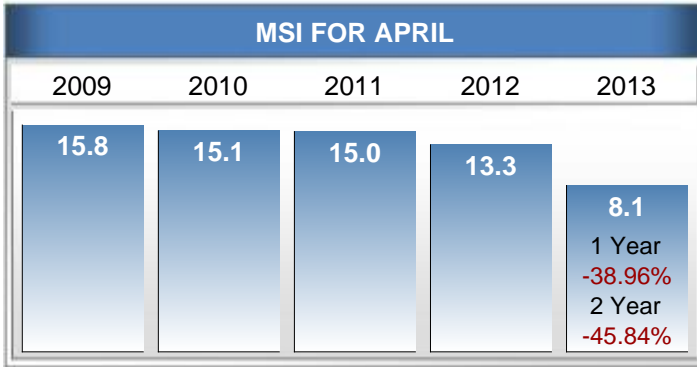
Active Inventory as of May 16, 2013



Months Supply of Inventory

Report Produced on: May 19, 2013

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



Months Supply

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	61	7.47%	6.4	6.7	5.6	12.0	0.0
\$150,001 - \$225,000	109	13.34%	5.1	7.6	4.3	4.2	6.0
\$225,001 - \$275,000	98	12.00%	6.3	8.3	6.6	5.2	4.8
\$275,001 - \$400,000	235	28.76%	7.1	17.6	7.4	5.4	10.6
\$400,001 - \$550,000	128	15.67%	9.7	0.0	9.7	9.1	13.3
\$550,001 - \$775,000	102	12.48%	18.3	0.0	15.4	19.5	19.0
\$775,001 and up	84	10.28%	36.0	0.0	12.0	46.2	30.5
MSI:			8.1	8.0	6.6	8.6	14.8
Total Active Inventory:			817	111	290	311	105



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

April 2013

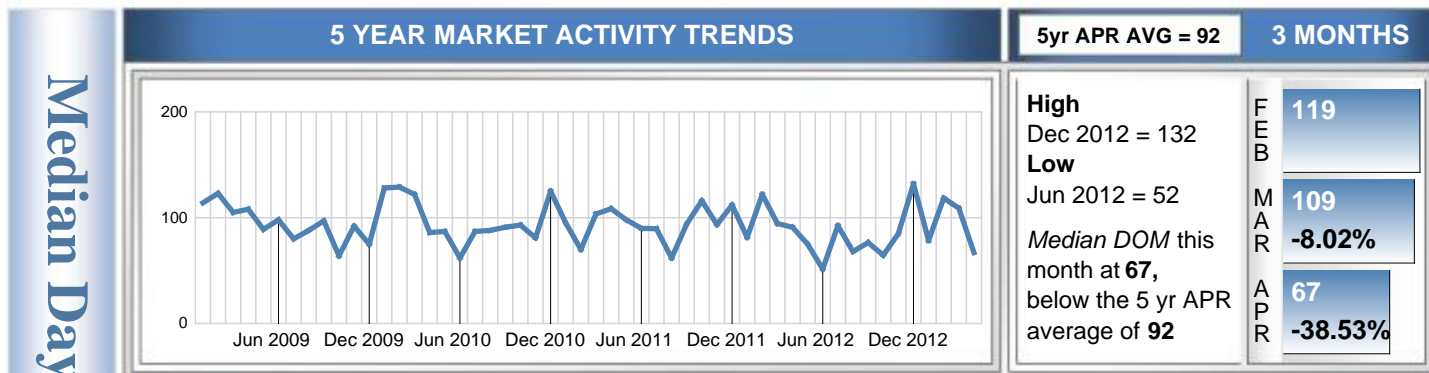
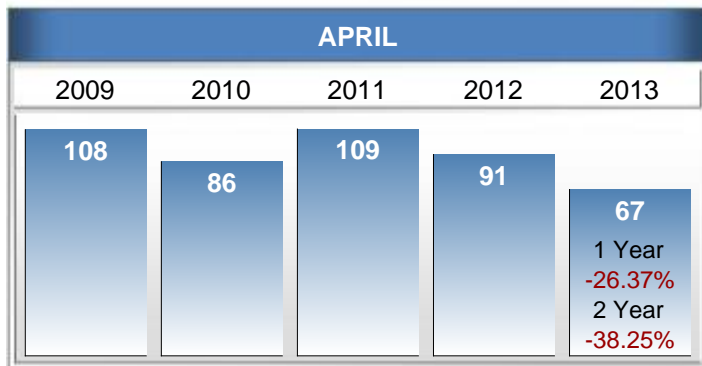
Closed Sales as of May 16, 2013



Median Days on Market to Sale

Report Produced on: May 19, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property 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	8	6.61%	94.5	208.0	54.0	0.0	0.0
\$125,001 - \$175,000	15	12.40%	35.0	181.0	9.0	0.0	0.0
\$175,001 - \$225,000	13	10.74%	89.0	89.0	134.0	84.0	0.0
\$225,001 - \$325,000	37	30.58%	72.0	192.0	66.0	67.0	36.0
\$325,001 - \$375,000	17	14.05%	41.0	0.0	32.0	41.0	62.0
\$375,001 - \$500,000	18	14.88%	98.0	0.0	195.5	76.5	24.5
\$500,001 and up	13	10.74%	46.0	375.0	23.0	46.0	137.5
Median Closed DOM:	67.0			181.0	59.5	62.5	39.5
Total Closed Units:	121			21	54	38	8
Total Closed Volume:	37,212,004			4.15M	15.95M	13.77M	3.34M



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

April 2013

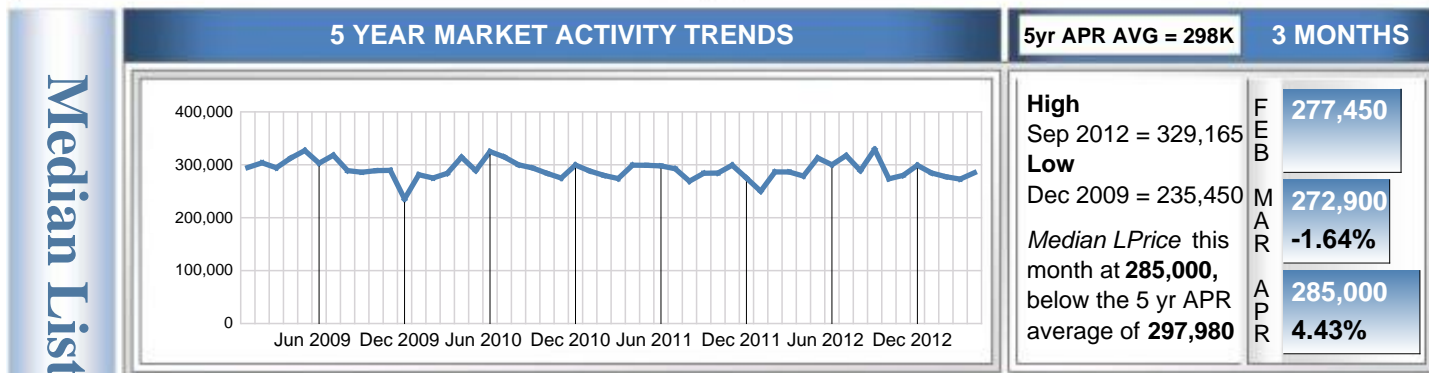
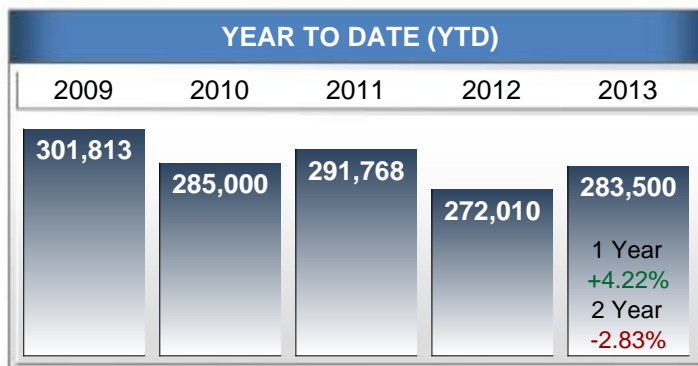
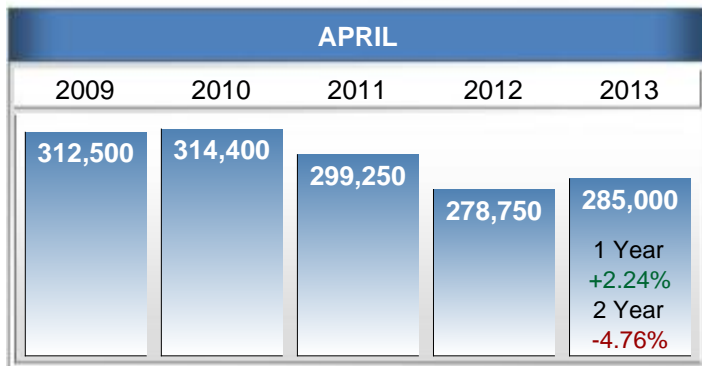
Closed Sales as of May 16, 2013



Median List Price at Closing

Report Produced on: May 19, 2013

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+
\$125,000 and less	7		5.79%	89,500	89,500	82,450	0	0
\$125,001 - \$175,000	16		13.22%	159,450	146,420	163,485	0	0
\$175,001 - \$225,000	13		10.74%	204,000	193,500	204,500	219,900	0
\$225,001 - \$325,000	36		29.75%	272,400	248,825	264,950	293,885	244,000
\$325,001 - \$375,000	13		10.74%	359,900	339,000	365,000	344,500	368,360
\$375,001 - \$500,000	24		19.83%	409,950	0	404,950	434,500	399,500
\$500,001 and up	12		9.92%	567,450	1,050,000	549,900	567,000	584,950
Median List Price:		\$285,000			\$159,900	\$267,000	\$334,950	\$399,500
Total Closed Units:		121			21	54	38	8
Total List Volume:		38,107,301			4.35M	16.28M	14.10M	3.38M



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

April 2013

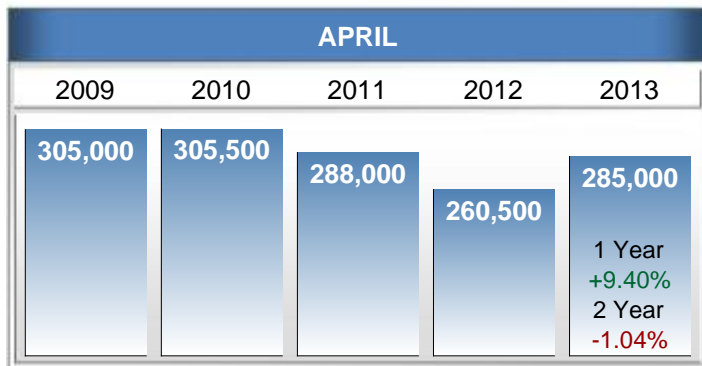
Closed Sales as of May 16, 2013



Median Sold Price at Closing

Report Produced on: May 19, 2013

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



Median Sold Price

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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	8		6.61%	86,250	80,000	92,500	0	0
\$125,001 - \$175,000	15		12.40%	158,000	149,000	165,513	0	0
\$175,001 - \$225,000	13		10.74%	200,000	200,000	199,900	220,900	0
\$225,001 - \$325,000	37		30.58%	275,000	257,750	256,425	290,000	230,000
\$325,001 - \$375,000	17		14.05%	360,000	0	362,500	350,000	368,360
\$375,001 - \$500,000	18		14.88%	403,500	0	418,000	411,000	396,600
\$500,001 and up	13		10.74%	551,000	947,500	555,989	545,000	583,950
Median Closed Price:		\$285,000			\$158,000	\$261,250	\$334,000	\$396,600
Total Closed Units:		121			21	54	38	8
Total Closed Volume:		37,212,004			4.15M	15.95M	13.77M	3.34M



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

April 2013

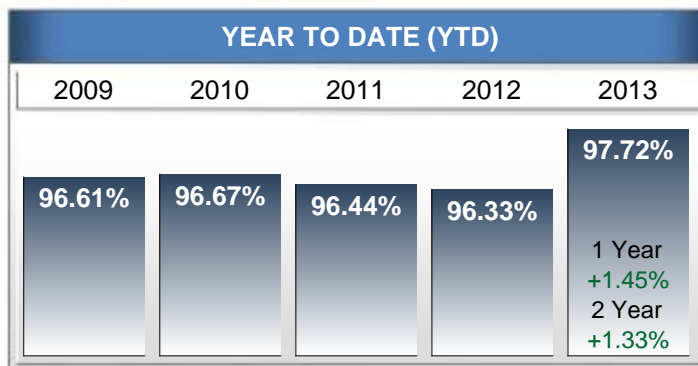
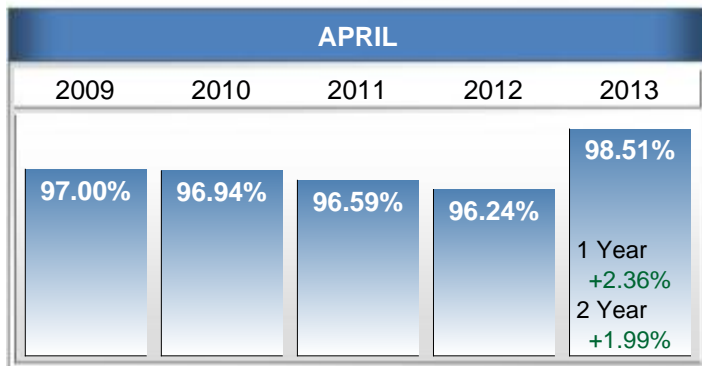
Closed Sales as of May 16, 2013



Median Percent of List Price to Selling Price

Report Produced on: May 19, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property 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	8	6.61%	93.35%	93.24%	93.46%	0.00%	0.00%
\$125,001 - \$175,000	15	12.40%	99.37%	99.24%	99.98%	0.00%	0.00%
\$175,001 - \$225,000	13	10.74%	100.00%	100.00%	100.00%	100.45%	0.00%
\$225,001 - \$325,000	37	30.58%	98.45%	95.87%	98.37%	100.00%	94.26%
\$325,001 - \$375,000	17	14.05%	98.67%	0.00%	97.86%	100.00%	100.00%
\$375,001 - \$500,000	18	14.88%	97.53%	0.00%	97.24%	97.35%	99.10%
\$500,001 and up	13	10.74%	97.13%	90.24%	97.03%	97.13%	99.85%
Median List/Sell Ratio:	98.51%			97.51%	98.27%	98.74%	99.60%
Total Closed Units:	121			21	54	38	8
Total Closed Volume:	37,212,004			4.15M	15.95M	13.77M	3.34M

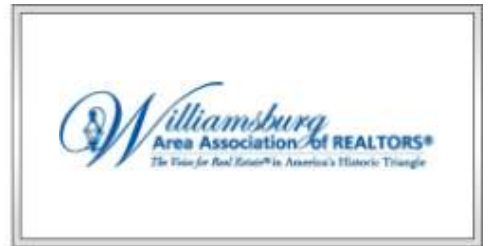


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

April 2013

Inventory as of May 16, 2013



Market Summary

Report Produced on: May 19, 2013

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



Absorption: Last 12 months, an Average of **101** Sales/Month

Active Inventory as of April 30, 2013 = **817**

	APRIL			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	84	121	44.05%	300	376	25.33%
Pending Sales	115	130	13.04%	407	488	19.90%
New Listings	262	193	-26.34%	875	778	-11.09%
Median List Price	278,750	285,000	2.24%	272,010	283,500	4.22%
Median Sale Price	260,500	285,000	9.40%	265,500	280,500	5.65%
Median Percent of List Price to Selling Price	96.24%	98.51%	2.36%	96.33%	97.72%	1.45%
Median Days on Market to Sale	91.00	67.00	-26.37%	97.00	98.00	1.03%
Monthly Inventory	1,065	817	-23.29%	1,065	817	-23.29%
Months Supply of Inventory	13.28	8.11	-38.96%	13.28	8.11	-38.96%

