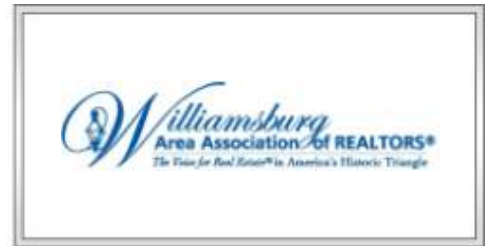




May 2013

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

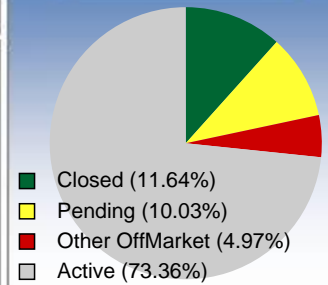


Absorption: Last 12 months, an Average of **104** Sales/Month

Active Inventory as of May 31, 2013 = **870**

	MAY		
	2012	2013	+/- %
Closed Sales	104	138	32.69%
Pending Sales	123	119	-3.25%
New Listings	183	232	26.78%
Median List Price	312,950	303,845	-2.91%
Median Sale Price	304,500	303,500	-0.33%
Median Percent of List Price to Selling Price	96.65%	97.94%	1.33%
Median Days on Market to Sale	75.00	53.50	-28.67%
End of Month Inventory	1,042	870	-16.51%
Months Supply of Inventory	12.80	8.40	-34.37%

Market Activity



Report Produced on: Jun 10, 2013

Monthly Inventory Analysis

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 May 2013 decreased **16.51%** to 870 existing homes available for sale. Over the last 12 months this area has had an average of 104 closed sales per month. This represents an unsold inventory index of **8.40** 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 **0.33%** in May 2013 to \$303,500 versus the previous year at \$304,500.

Median Days on Market Shortens

The median number of **53.50** days that homes spent on the market before selling decreased by 21.50 days or **28.67%** in May 2013 compared to last year's same month at **75.00** DOM.

Sales Success for May 2013 is Positive

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

There were 232 New Listings in May 2013, up **26.78%** from last year at 183. Furthermore, there were 138 Closed Sales this month versus last year at 104, a **32.69%** increase.

Closed versus Listed trends yielded a **59.5%** ratio, up from last year's May 2013 at **56.8%**, a **4.67%** 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
New Listings	3
Inventory	4
Months Supply of Inventory	5
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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®

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

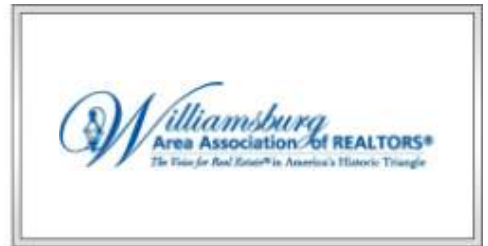


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

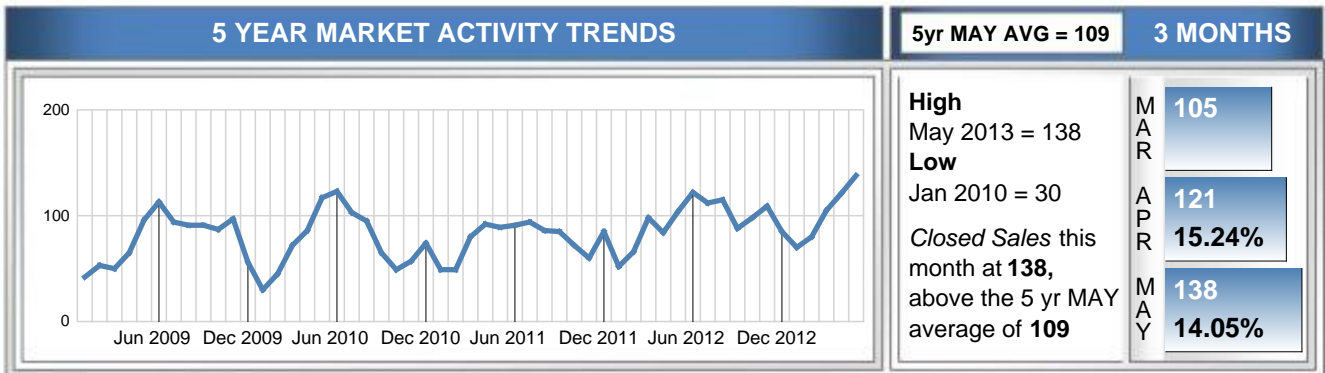
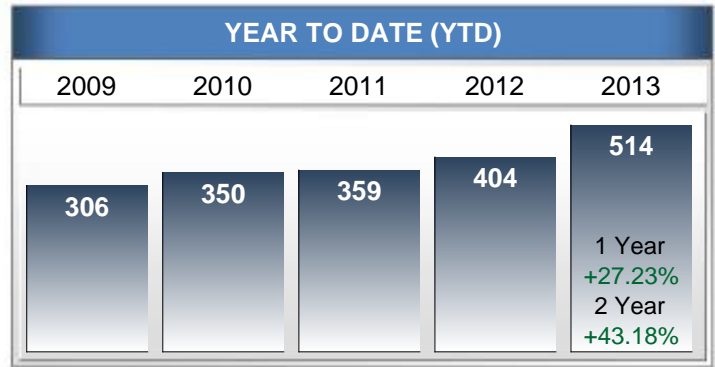
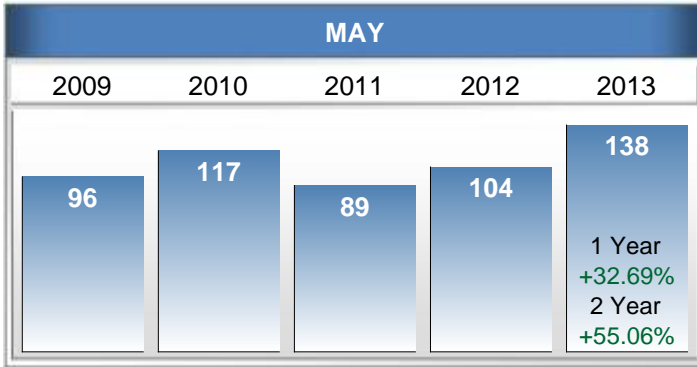
Closed Sales as of Jun 04, 2013



Closed Sales

Report Produced on: Jun 10, 2013

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



Closed Sales

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Contact an experienced REALTOR

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	12	8.70%	87.5	6	6	0	0
\$150,001 - \$225,000	21	15.22%	70.0	5	11	5	0
\$225,001 - \$250,000	16	11.59%	51.0	0	13	3	0
\$250,001 - \$325,000	33	23.91%	33.0	1	17	14	1
\$325,001 - \$400,000	19	13.77%	89.0	0	7	9	3
\$400,001 - \$475,000	22	15.94%	31.0	0	9	11	2
\$475,001 and up	15	10.87%	35.0	0	3	8	4
Total Closed Units:	138		53.5	12	66	50	10
Total Closed Volume:	45,137,961			1.91M	19.77M	18.81M	4.64M
Median Closed Price:	\$303,500			\$153,750	\$262,000	\$337,751	\$468,500

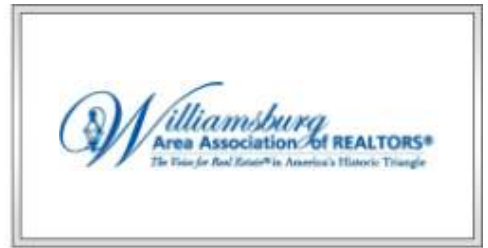


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

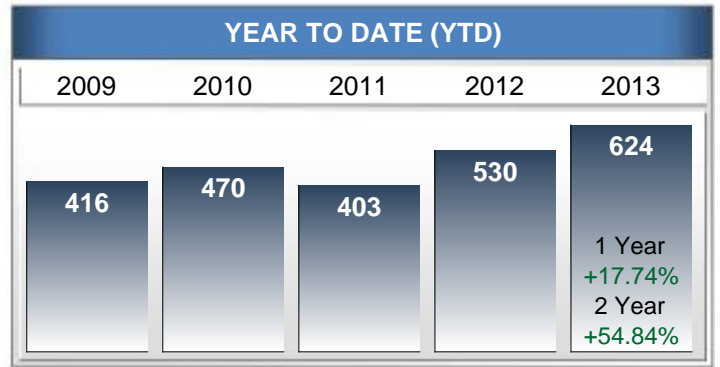
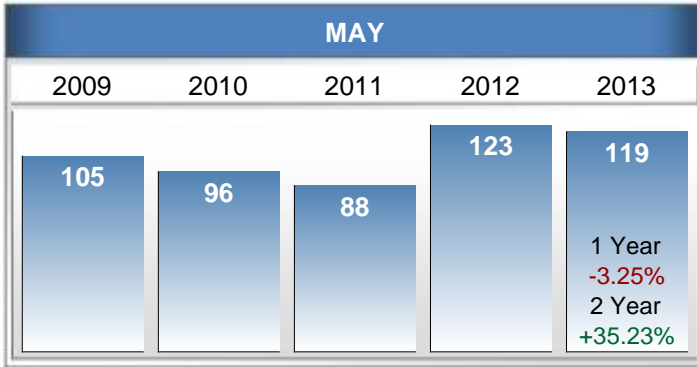
Pending Sales as of Jun 04, 2013



Pending Sales

Report Produced on: Jun 10, 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+
\$125,000 and less	4	3.36%	101.5	3	1	0	0
\$125,001 - \$175,000	16	13.45%	99.0	9	6	0	1
\$175,001 - \$225,000	17	14.29%	77.0	0	14	2	1
\$225,001 - \$300,000	35	29.41%	77.0	3	25	7	0
\$300,001 - \$350,000	17	14.29%	46.0	1	3	12	1
\$350,001 - \$475,000	17	14.29%	52.0	1	4	7	5
\$475,001 and up	13	10.92%	63.0	0	3	7	3
Total Pending Units: 119				17	56	35	11
Total Pending Volume: 36,437,893				3.17M	14.65M	13.57M	5.06M
Median Listing Price: \$269,140				\$160,000	\$244,450	\$339,900	\$419,900

Pending Sales

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

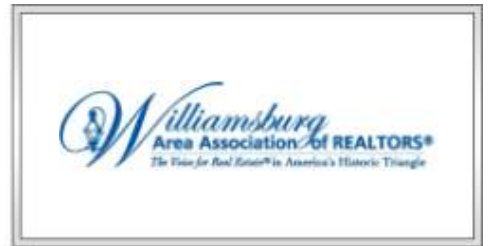


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

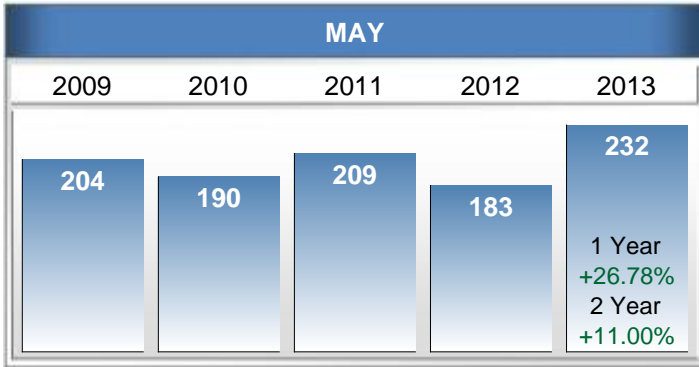
New Listings as of Jun 04, 2013



New Listings

Report Produced on: Jun 10, 2013

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



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



5yr MAY AVG = 204 **3 MONTHS**

High
Mar 2010 = 270
Low
Dec 2012 = 89

New Listings this month at **232**, above the 5 yr MAY average of **204**

MAR	237
APR	196
MAY	232
-17.30%	

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	19	8.19%	7	10	1	1
\$175,001 - \$225,000	31	13.36%	7	20	4	0
\$225,001 - \$275,000	37	15.95%	4	22	11	0
\$275,001 - \$375,000	59	25.43%	2	21	36	0
\$375,001 - \$475,000	31	13.36%	1	9	14	7
\$475,001 - \$650,000	32	13.79%	0	12	17	3
\$650,001 and up	23	9.91%	2	1	11	9
Total New Listed Units:			23	95	94	20
Total New Listed Volume:			6.21M	29.29M	40.88M	14.59M
Median New Listed Listing Price:			\$199,900	\$262,000	\$362,450	\$557,500



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

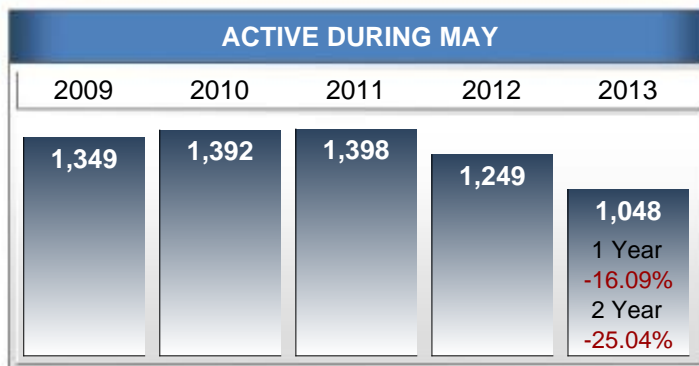
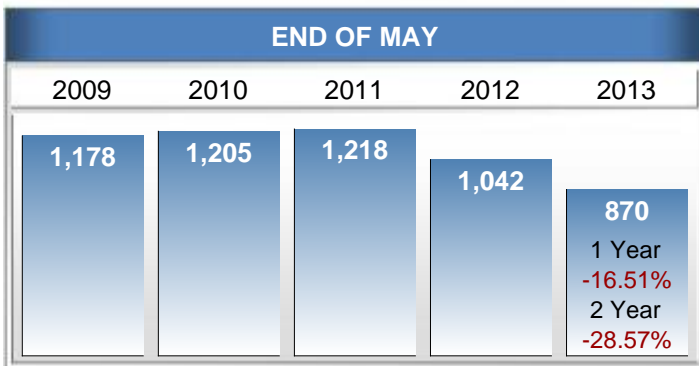
Active Inventory as of Jun 04, 2013



Active Inventory

Report Produced on: Jun 10, 2013

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



Active Inventory

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Contact an experienced REALTOR



5yr MAY AVG = 1,103 **3 MONTHS**

High
Jun 2010 = 1,251

Low
Jan 2013 = 750

Inventory this month at **870**, below the 5 yr MAY average of **1,103**

M A R	816
A P R	816
M A Y	870
	0.00%
	6.62%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$150,000 and less	53	6.09%	95.0	31	18	4	0		
\$150,001 - \$225,000	123	14.14%	86.0	43	64	16	0		
\$225,001 - \$275,000	106	12.18%	89.5	16	60	28	2		
\$275,001 - \$400,000	254	29.20%	78.0	19	104	106	25		
\$400,001 - \$550,000	135	15.52%	78.0	0	44	66	25		
\$550,001 - \$775,000	108	12.41%	95.5	0	18	73	17		
\$775,001 and up	91	10.46%	106.0	2	2	51	36		
Total Active Inventory by Units:				870	86.0	111	310	344	105
Total Active Inventory by Volume:				380,207,365		23.81M	98.90M	179.94M	77.56M
Median Active Inventory Listing Price:				\$350,000		\$189,000	\$289,995	\$442,400	\$559,000



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

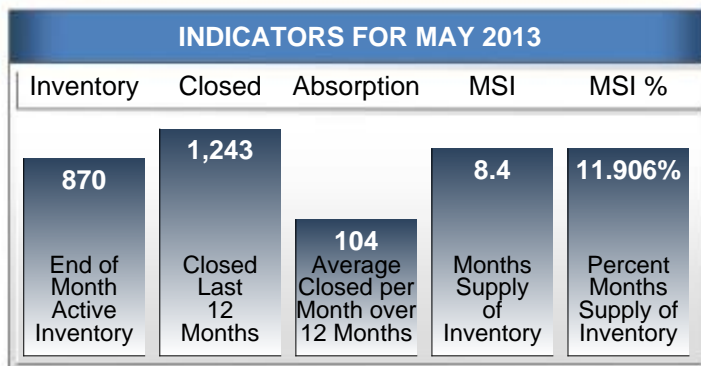
Active Inventory as of Jun 04, 2013



Months Supply of Inventory

Report Produced on: Jun 10, 2013

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



Months Supply
 Ready to Buy or Sell Real Estate?
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5yr MAY AVG = 13.7	3 MONTHS										
High Jul 2009 = 16.9 Low Jan 2013 = 7.8 <i>Months Supply</i> this month at 8.4 , below the 5 yr MAY average of 13.7	<table border="1"> <tr> <td>M A R</td> <td>8.4</td> </tr> <tr> <td>A P R</td> <td>8.1</td> </tr> <tr> <td>M A Y</td> <td>8.4</td> </tr> <tr> <td></td> <td>-3.06%</td> </tr> <tr> <td></td> <td>3.70%</td> </tr> </table>	M A R	8.4	A P R	8.1	M A Y	8.4		-3.06%		3.70%
M A R	8.4										
A P R	8.1										
M A Y	8.4										
	-3.06%										
	3.70%										

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	53		6.09%	5.2	5.2	4.5	16.0	0.0
\$150,001 - \$225,000	123		14.14%	5.8	8.3	5.0	5.3	0.0
\$225,001 - \$275,000	106		12.18%	6.4	12.8	5.8	6.0	4.8
\$275,001 - \$400,000	254		29.20%	7.6	15.2	8.1	6.3	9.4
\$400,001 - \$550,000	135		15.52%	9.6	0.0	9.3	8.7	15.8
\$550,001 - \$775,000	108		12.41%	19.3	0.0	15.4	22.5	14.6
\$775,001 and up	91		10.46%	37.7	24.0	8.0	43.7	39.3
MSI:		8.4			8.1	6.7	9.4	15.0
Total Active Inventory:		870			111	310	344	105



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

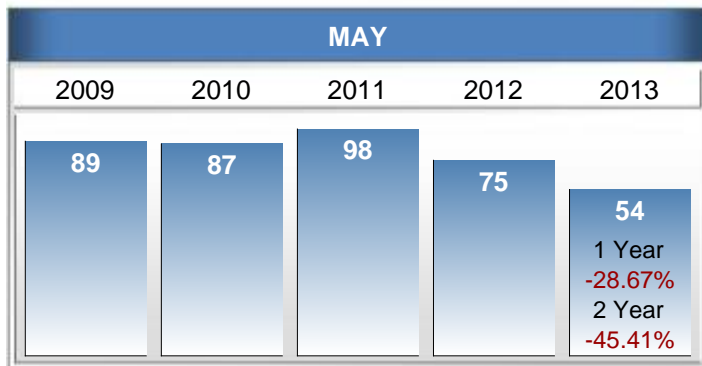
Closed Sales as of Jun 04, 2013



Median Days on Market to Sale

Report Produced on: Jun 10, 2013

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



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	12	8.70%	87.5	87.5	110.0	0.0	0.0
\$150,001 - \$225,000	21	15.22%	70.0	327.0	70.0	56.0	0.0
\$225,001 - \$250,000	16	11.59%	51.0	0.0	38.0	172.0	0.0
\$250,001 - \$325,000	33	23.91%	33.0	21.0	60.0	22.0	154.0
\$325,001 - \$400,000	19	13.77%	89.0	0.0	113.0	64.0	8.0
\$400,001 - \$475,000	22	15.94%	31.0	0.0	18.0	32.0	79.5
\$475,001 and up	15	10.87%	35.0	0.0	75.0	42.5	28.5
Median Closed DOM: 53.5 Total Closed Units: 138 Total Closed Volume: 45,137,961				87.5	64.0	34.0	28.5
				12	66	50	10
				1.91M	19.77M	18.81M	4.64M

Median Days on Market

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



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

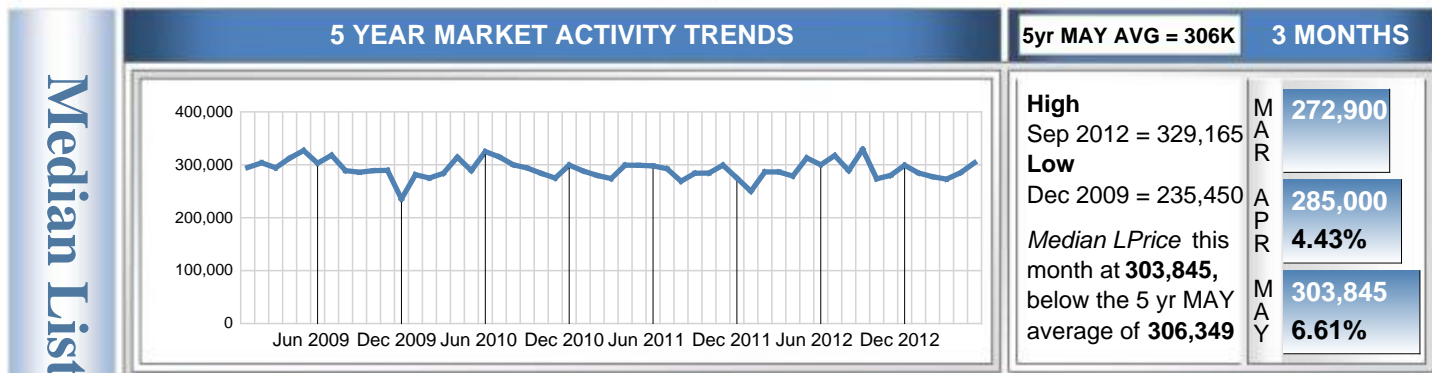
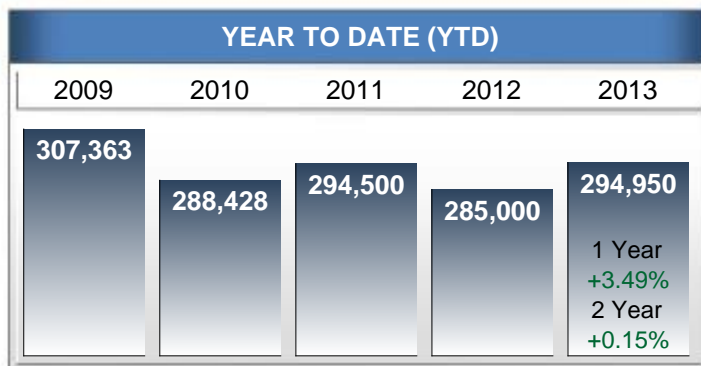
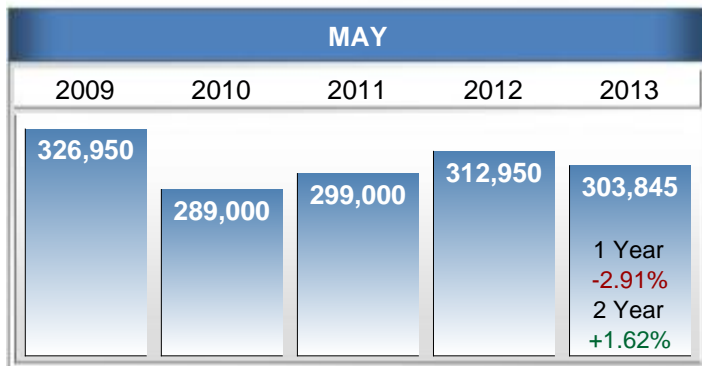
Closed Sales as of Jun 04, 2013



Median List Price at Closing

Report Produced on: Jun 10, 2013

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



Median List Price

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

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	12		8.70%	114,700	114,700	113,700	0	0
\$150,001 - \$225,000	16		11.59%	199,900	176,400	199,900	214,000	0
\$225,001 - \$250,000	20		14.49%	244,445	250,000	241,945	244,900	0
\$250,001 - \$325,000	34		24.64%	299,500	0	289,950	305,000	302,690
\$325,001 - \$400,000	22		15.94%	350,000	335,000	364,500	350,000	350,000
\$400,001 - \$475,000	14		10.14%	439,500	0	435,000	450,000	0
\$475,001 and up	20		14.49%	547,500	0	950,000	515,000	587,500
Median List Price:		\$303,845			\$153,750	\$269,000	\$339,900	\$489,900
Total Closed Units:		138			12	66	50	10
Total List Volume:		46,197,520			2.00M	20.11M	19.27M	4.83M

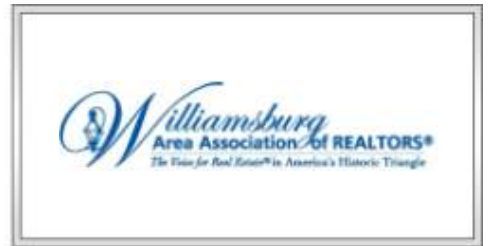


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

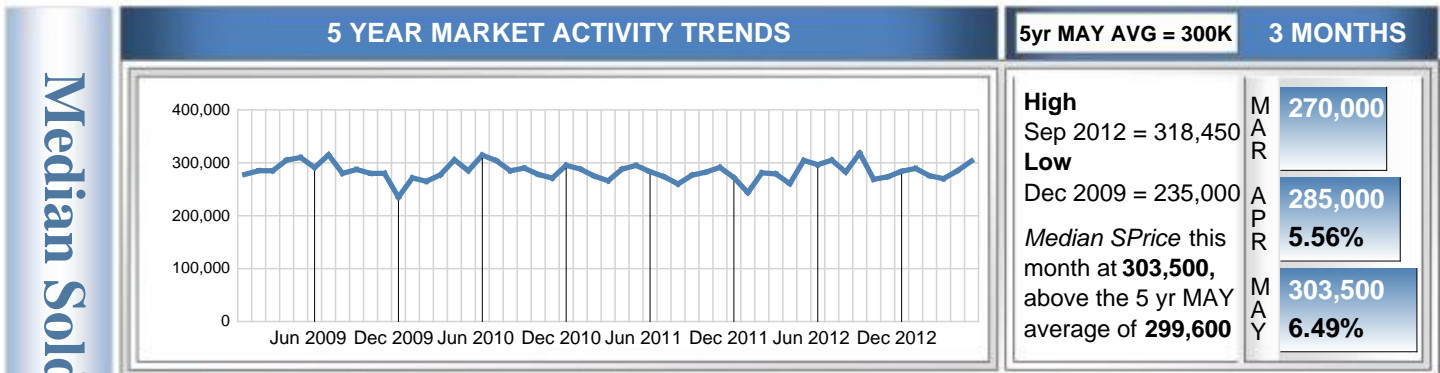
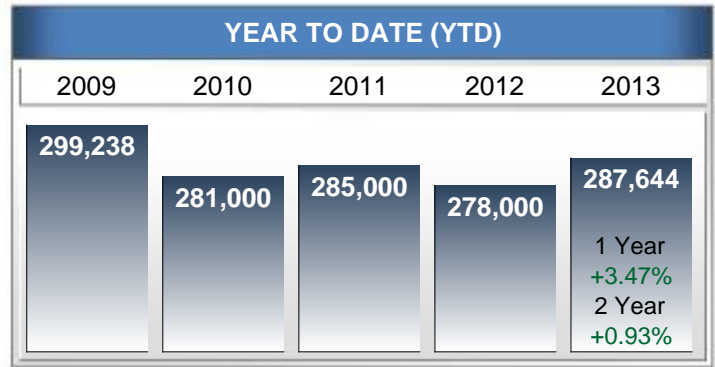
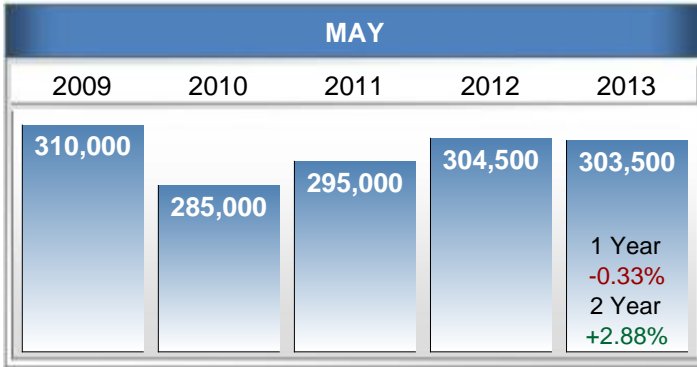
Closed Sales as of Jun 04, 2013



Median Sold Price at Closing

Report Produced on: Jun 10, 2013

Area Delimited by Zipcodes 23168, 23185, 23188 - Residential Property 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+
\$150,000 and less	12		8.70%	111,000	110,900	113,750	0	0
\$150,001 - \$225,000	21		15.22%	200,000	178,900	199,900	216,500	0
\$225,001 - \$250,000	16		11.59%	241,500	0	240,000	249,000	0
\$250,001 - \$325,000	33		23.91%	295,305	320,000	275,000	304,000	314,545
\$325,001 - \$400,000	19		13.77%	350,000	0	350,000	350,000	340,000
\$400,001 - \$475,000	22		15.94%	426,000	0	412,500	450,000	468,500
\$475,001 and up	15		10.87%	595,000	0	900,000	532,500	597,500
Median Closed Price:	\$303,500				\$153,750	\$262,000	\$337,751	\$468,500
Total Closed Units:	138				12	66	50	10
Total Closed Volume:	45,137,961				1.91M	19.77M	18.81M	4.64M



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

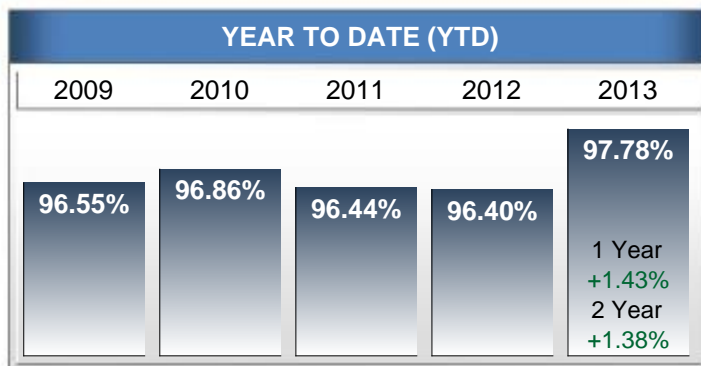
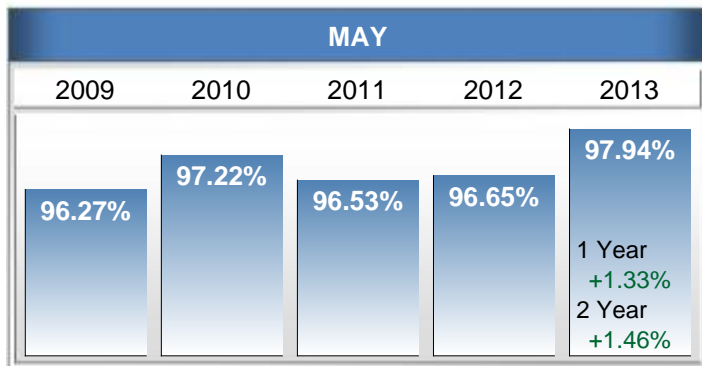
Closed Sales as of Jun 04, 2013



Median Percent of List Price to Selling Price

Report Produced on: Jun 10, 2013

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



Median List/Sell Price

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

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	12	8.70%	97.04%	97.04%	97.06%	0.00%	0.00%
\$150,001 - \$225,000	21	15.22%	97.68%	100.00%	97.68%	95.33%	0.00%
\$225,001 - \$250,000	16	11.59%	99.02%	0.00%	98.40%	99.64%	0.00%
\$250,001 - \$325,000	33	23.91%	97.85%	95.52%	97.12%	98.74%	103.92%
\$325,001 - \$400,000	19	13.77%	99.30%	0.00%	98.49%	100.00%	98.54%
\$400,001 - \$475,000	22	15.94%	97.36%	0.00%	98.95%	97.31%	95.63%
\$475,001 and up	15	10.87%	96.33%	0.00%	94.92%	97.64%	94.47%
Median List/Sell Ratio:	97.94%			97.46%	97.94%	98.17%	97.05%
Total Closed Units:	138			12	66	50	10
Total Closed Volume:	45,137,961			1.91M	19.77M	18.81M	4.64M

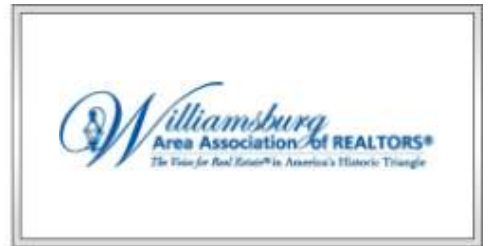


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

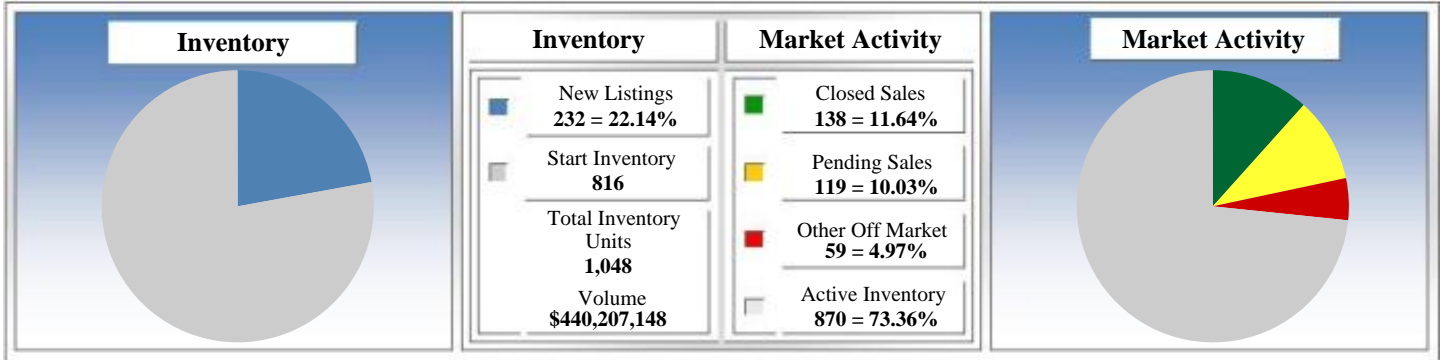
Inventory as of Jun 04, 2013



Market Summary

Report Produced on: Jun 10, 2013

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



Absorption: Last 12 months, an Average of **104** Sales/Month

Active Inventory as of May 31, 2013 = **870**

	MAY			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	104	138	32.69%	404	514	27.23%
Pending Sales	123	119	-3.25%	530	624	17.74%
New Listings	183	232	26.78%	1,059	1,019	-3.78%
Median List Price	312,950	303,845	-2.91%	285,000	294,950	3.49%
Median Sale Price	304,500	303,500	-0.33%	278,000	287,644	3.47%
Median Percent of List Price to Selling Price	96.65%	97.94%	1.33%	96.40%	97.78%	1.43%
Median Days on Market to Sale	75.00	53.50	-28.67%	91.00	80.00	-12.09%
Monthly Inventory	1,042	870	-16.51%	1,042	870	-16.51%
Months Supply of Inventory	12.80	8.40	-34.37%	12.80	8.40	-34.37%

