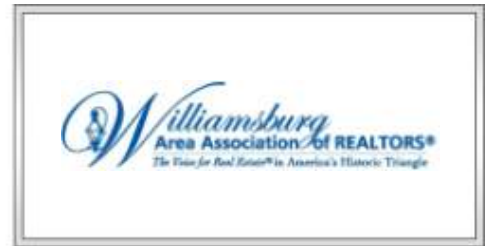




May 2013

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

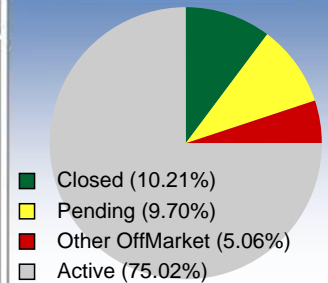


Absorption: Last 12 months, an Average of **102** Sales/Month

Active Inventory as of May 31, 2013 = **874**

	MAY		
	2012	2013	+/- %
Closed Sales	104	119	14.42%
Pending Sales	123	113	-8.13%
New Listings	183	232	26.78%
Median List Price	312,950	305,000	-2.54%
Median Sale Price	304,500	304,000	-0.16%
Median Percent of List Price to Selling Price	96.65%	98.00%	1.40%
Median Days on Market to Sale	75.00	51.00	-32.00%
End of Month Inventory	1,042	874	-16.12%
Months Supply of Inventory	12.80	8.57	-33.05%

Market Activity



Report Produced on: Jun 04, 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 **16.12%** to 874 existing homes available for sale. Over the last 12 months this area has had an average of 102 closed sales per month. This represents an unsold inventory index of **8.57** 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 **0.16%** in May 2013 to \$304,000 versus the previous year at \$304,500.

Median Days on Market Shortens

The median number of **51.00** days that homes spent on the market before selling decreased by 24.00 days or **32.00%** 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 weak this month.

There were 232 New Listings in May 2013, up **26.78%** from last year at 183. Furthermore, there were 119 Closed Sales this month versus last year at 104, a **14.42%** increase.

Closed versus Listed trends yielded a **51.3%** ratio, down from last year's May 2013 at **56.8%**, a **9.74%** downswing. 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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Months Supply of Inventory	5
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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

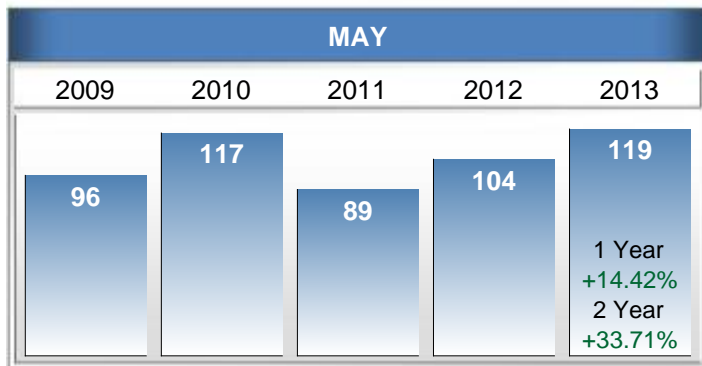
Closed Sales as of Jun 03, 2013



Closed Sales

Report Produced on: Jun 04, 2013

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	10	8.40%	123.5	4	6	0	0
\$150,001 - \$200,000	11	9.24%	69.0	4	6	1	0
\$200,001 - \$250,000	21	17.65%	113.0	1	15	5	0
\$250,001 - \$325,000	30	25.21%	34.5	1	15	13	1
\$325,001 - \$400,000	17	14.29%	89.0	0	7	8	2
\$400,001 - \$475,000	18	15.13%	24.0	0	8	9	1
\$475,001 and up	12	10.08%	42.5	0	1	7	4
Total Closed Units:	119		51.0	10	58	43	8
Total Closed Volume:	38,444,161			1.66M	16.63M	16.33M	3.83M
Median Closed Price:	\$304,000			\$166,950	\$262,000	\$340,001	\$497,000

Closed Sales

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Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

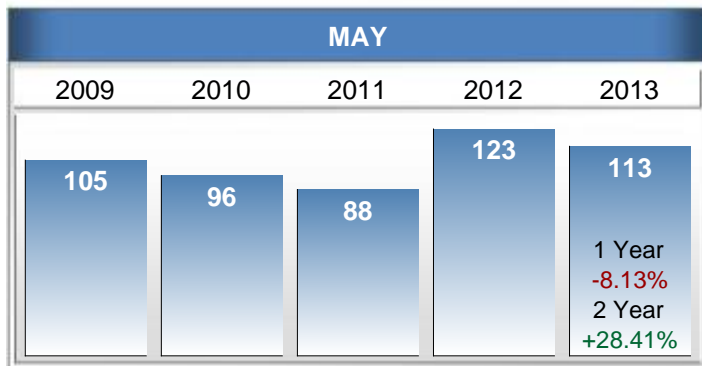
Pending Sales as of Jun 03, 2013



Pending Sales

Report Produced on: Jun 04, 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+
\$150,000 and less	12	10.62%	58.5	8	4	0	0
\$150,001 - \$175,000	6	5.31%	102.5	3	2	0	1
\$175,001 - \$225,000	17	15.04%	77.0	0	14	2	1
\$225,001 - \$300,000	33	29.20%	81.0	3	23	7	0
\$300,001 - \$350,000	17	15.04%	46.0	1	3	12	1
\$350,001 - \$475,000	16	14.16%	60.0	1	3	7	5
\$475,001 and up	12	10.62%	57.5	0	3	7	2
Total Pending Units: 113				16	52	35	10
Total Pending Volume: 34,537,493				3.00M	13.66M	13.57M	4.31M
Median Listing Price: \$269,140				\$153,240	\$244,450	\$339,900	\$403,700

Pending Sales

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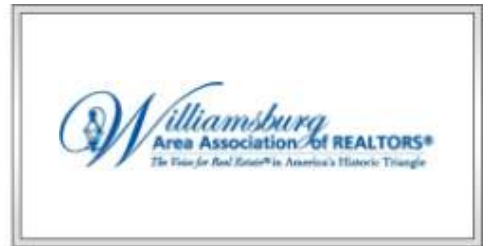


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

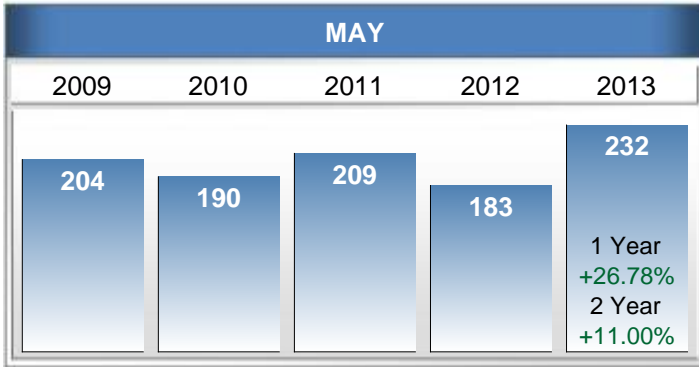
New Listings as of Jun 03, 2013



New Listings

Report Produced on: Jun 04, 2013

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



New Listings

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5yr MAY AVG = 204	3 MONTHS								
High Mar 2010 = 270 Low Dec 2012 = 89 <i>New Listings</i> this month at 232 , above the 5 yr MAY average of 204	<table border="1"> <tr> <td>MAR</td> <td>237</td> </tr> <tr> <td>APR</td> <td>196</td> </tr> <tr> <td>MAY</td> <td>232</td> </tr> <tr> <td colspan="2">-17.30%</td> </tr> </table>	MAR	237	APR	196	MAY	232	-17.30%	
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	22	35	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	96	93	20
Total New Listed Volume:			6.22M	29.59M	40.64M	14.59M
Median New Listed Listing Price:			\$199,900	\$263,950	\$365,000	\$557,500



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

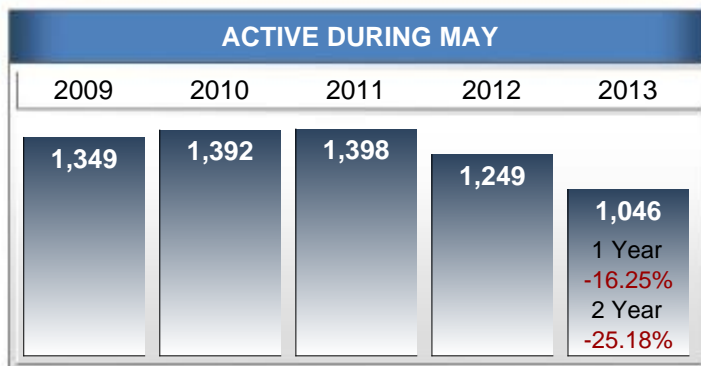
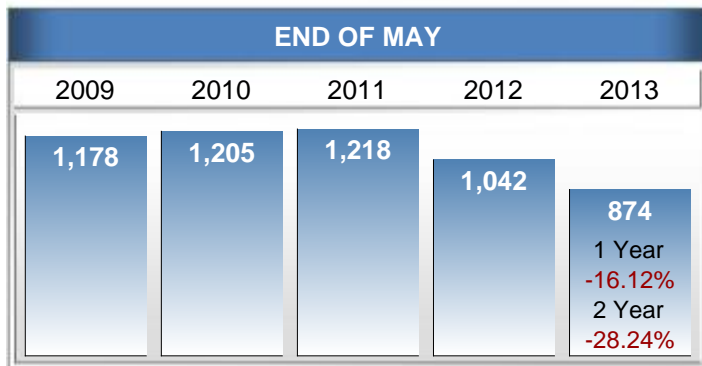
Active Inventory as of Jun 03, 2013



Active Inventory

Report Produced on: Jun 04, 2013

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



Active Inventory

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

High
Jun 2010 = 1,251

Low
Jan 2013 = 749

Inventory this month at **874**, below the 5 yr MAY average of **1,103**

M A R	814
A P R	814
M A Y	874
0.00%	
7.37%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$150,000 and less	53	6.06%	95.0	31	18	4	0		
\$150,001 - \$225,000	124	14.19%	87.0	44	64	16	0		
\$225,001 - \$275,000	107	12.24%	87.0	16	61	28	2		
\$275,001 - \$400,000	255	29.18%	78.0	19	106	104	26		
\$400,001 - \$550,000	135	15.45%	77.0	0	44	66	25		
\$550,001 - \$775,000	109	12.47%	97.0	0	18	73	18		
\$775,001 and up	91	10.41%	106.0	2	2	51	36		
Total Active Inventory by Units:				874	85.5	112	313	342	107
Total Active Inventory by Volume:				382,019,729		24.00M	99.93M	179.33M	78.76M
Median Active Inventory Listing Price:				\$349,995		\$187,000	\$290,000	\$446,900	\$559,000



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

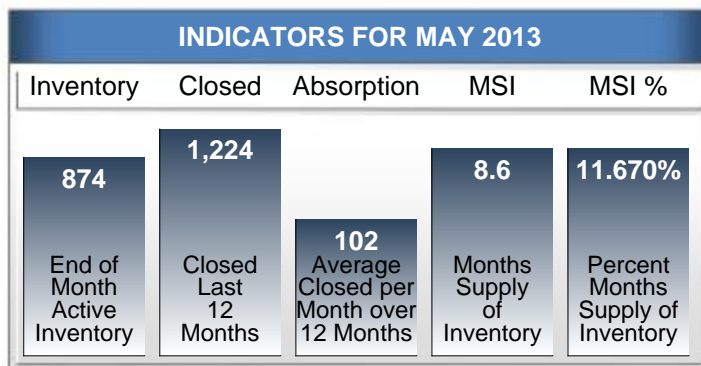
Active Inventory as of Jun 03, 2013



Months Supply of Inventory

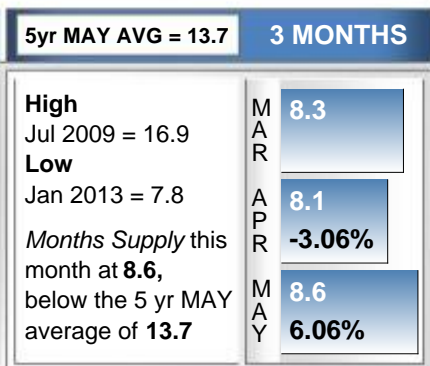
Report Produced on: Jun 04, 2013

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	53	6.06%	5.3	5.4	4.5	16.0	0.0	
\$150,001 - \$225,000	124	14.19%	5.9	8.5	5.1	5.5	0.0	
\$225,001 - \$275,000	107	12.24%	6.6	12.8	6.1	6.1	4.8	
\$275,001 - \$400,000	255	29.18%	7.7	15.2	8.3	6.2	10.1	
\$400,001 - \$550,000	135	15.45%	9.9	0.0	9.4	9.0	16.7	
\$550,001 - \$775,000	109	12.47%	19.8	0.0	16.6	22.5	15.4	
\$775,001 and up	91	10.41%	39.0	24.0	12.0	43.7	39.3	
MSI:	8.6			8.2	6.9	9.5	15.7	
Total Active Inventory:	874			112	313	342	107	



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

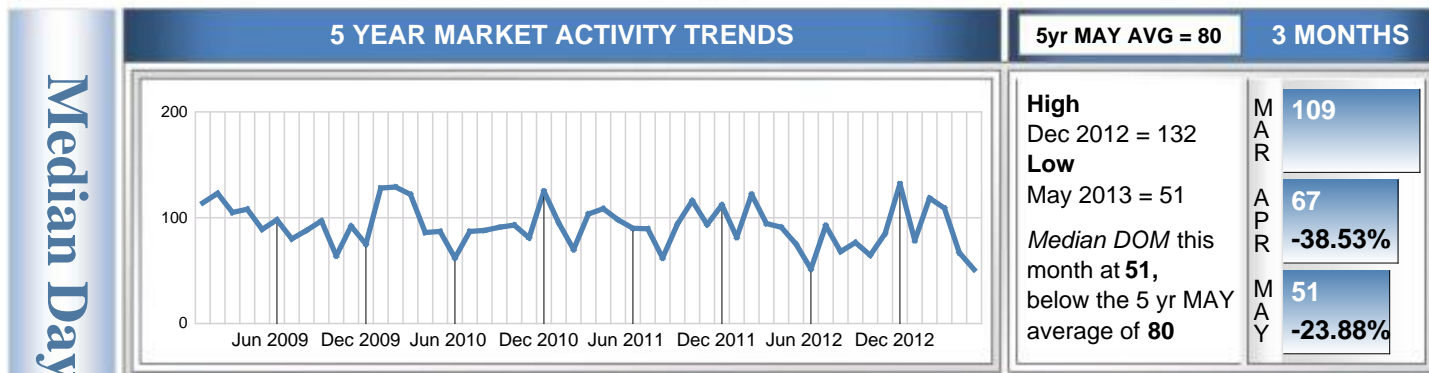
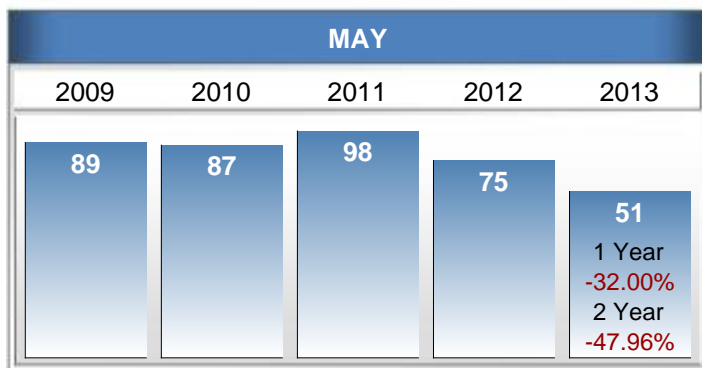
Closed Sales as of Jun 03, 2013



Median Days on Market to Sale

Report Produced on: Jun 04, 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

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	10	8.40%	123.5	123.5	110.0	0.0	0.0
\$150,001 - \$200,000	11	9.24%	69.0	198.0	69.5	15.0	0.0
\$200,001 - \$250,000	21	17.65%	113.0	367.0	64.0	137.0	0.0
\$250,001 - \$325,000	30	25.21%	34.5	21.0	60.0	23.0	154.0
\$325,001 - \$400,000	17	14.29%	89.0	0.0	113.0	53.0	35.5
\$400,001 - \$475,000	18	15.13%	24.0	0.0	16.5	30.0	142.0
\$475,001 and up	12	10.08%	42.5	0.0	75.0	50.0	28.5
Median Closed DOM:	51.0			125.0	64.0	32.0	47.5
Total Closed Units:	119			10	58	43	8
Total Closed Volume:	38,444,161			1.66M	16.63M	16.33M	3.83M

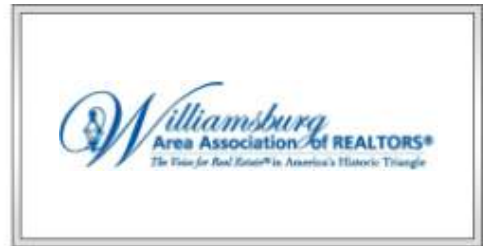


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

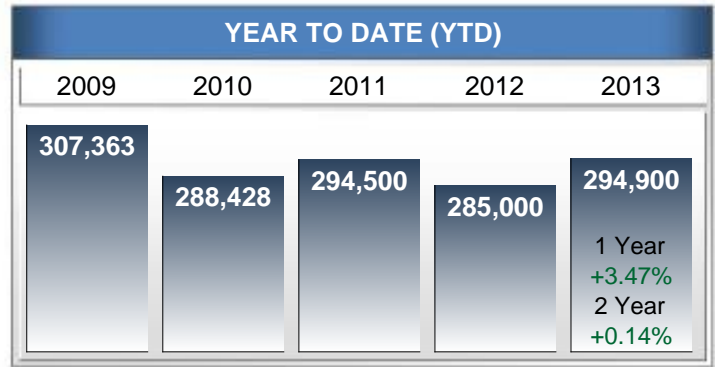
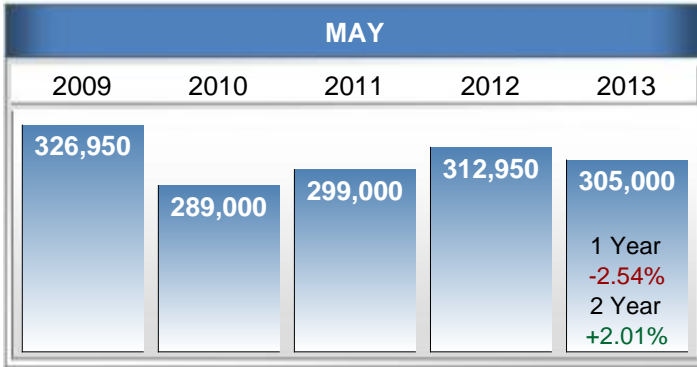
Closed Sales as of Jun 03, 2013



Median List Price at Closing

Report Produced on: Jun 04, 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	10		8.40%	113,500	109,700	113,700	0	0
\$150,001 - \$200,000	10		8.40%	184,400	173,900	193,700	199,900	0
\$200,001 - \$250,000	21		17.65%	239,900	226,500	241,945	229,000	0
\$250,001 - \$325,000	31		26.05%	300,000	0	292,500	313,375	302,690
\$325,001 - \$400,000	20		16.81%	350,000	335,000	364,500	364,500	342,450
\$400,001 - \$475,000	12		10.08%	437,000	0	433,500	445,000	0
\$475,001 and up	15		12.61%	550,000	0	1,475,000	545,000	630,000
Median List Price:		\$305,000			\$166,950	\$269,000	\$339,900	\$517,450
Total Closed Units:		119			10	58	43	8
Total List Volume:		39,326,420			1.74M	16.90M	16.70M	3.99M

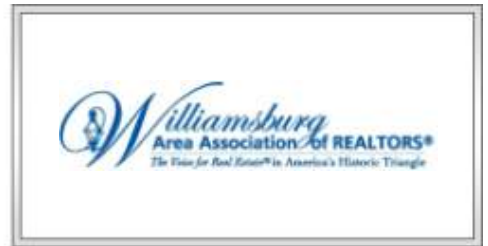


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

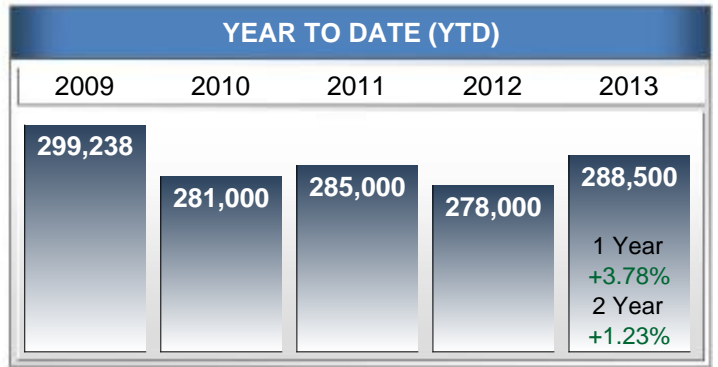
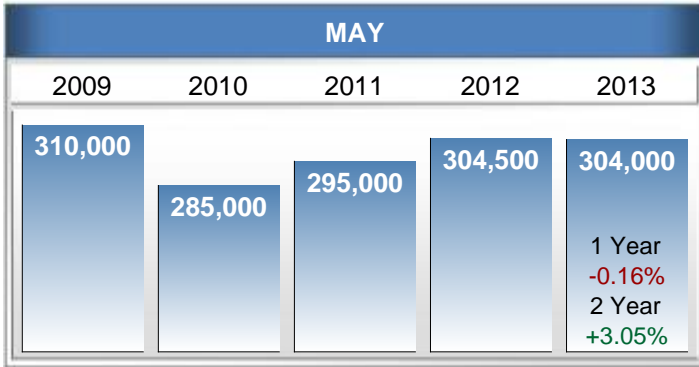
Closed Sales as of Jun 03, 2013



Median Sold Price at Closing

Report Produced on: Jun 04, 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	10		8.40%	111,000	105,600	113,750	0	0
\$150,001 - \$200,000	11		9.24%	185,500	176,400	191,500	190,000	0
\$200,001 - \$250,000	21		17.65%	235,000	225,000	239,900	223,000	0
\$250,001 - \$325,000	30		25.21%	299,500	320,000	282,245	305,000	314,545
\$325,001 - \$400,000	17		14.29%	350,000	0	350,000	364,500	337,500
\$400,001 - \$475,000	18		15.13%	414,500	0	411,250	432,000	462,000
\$475,001 and up	12		10.08%	597,500	0	1,400,000	540,000	597,500
Median Closed Price:	\$304,000				\$166,950	\$262,000	\$340,001	\$497,000
Total Closed Units:	119				10	58	43	8
Total Closed Volume:	38,444,161				1.66M	16.63M	16.33M	3.83M



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

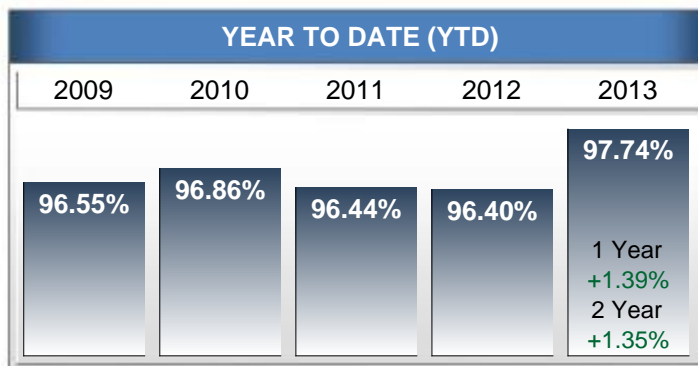
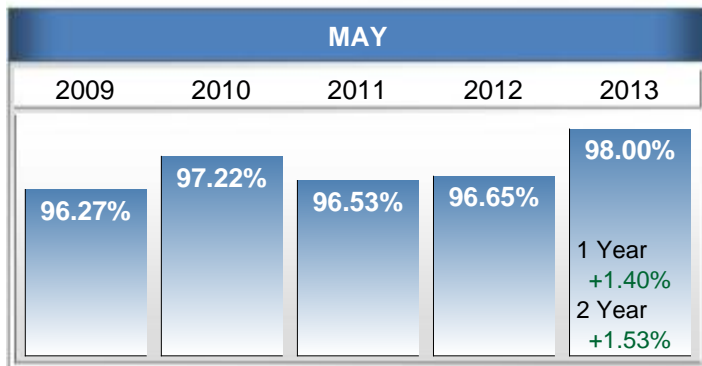
Closed Sales as of Jun 03, 2013



Median Percent of List Price to Selling Price

Report Produced on: Jun 04, 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	10	8.40%	96.31%	96.31%	97.06%	0.00%	0.00%
\$150,001 - \$200,000	11	9.24%	100.00%	100.00%	99.40%	95.05%	0.00%
\$200,001 - \$250,000	21	17.65%	98.00%	90.00%	98.00%	98.04%	0.00%
\$250,001 - \$325,000	30	25.21%	97.63%	95.52%	96.95%	99.02%	103.92%
\$325,001 - \$400,000	17	14.29%	100.00%	0.00%	98.49%	100.00%	98.55%
\$400,001 - \$475,000	18	15.13%	97.36%	0.00%	98.43%	97.31%	94.30%
\$475,001 and up	12	10.08%	96.21%	0.00%	94.92%	97.12%	94.47%
Median List/Sell Ratio:	98.00%			97.04%	97.59%	98.41%	96.43%
Total Closed Units:	119			10	58	43	8
Total Closed Volume:	38,444,161			1.66M	16.63M	16.33M	3.83M

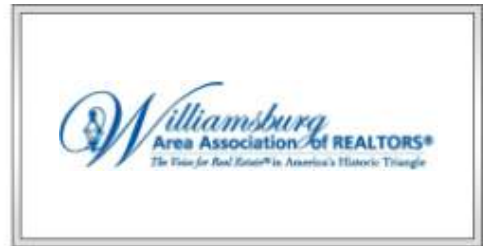


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

May 2013

Inventory as of Jun 03, 2013



Market Summary

Report Produced on: Jun 04, 2013

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



Absorption: Last 12 months, an Average of **102** Sales/Month

Active Inventory as of May 31, 2013 = **874**

	MAY			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	104	119	14.42%	404	495	22.52%
Pending Sales	123	113	-8.13%	530	620	16.98%
New Listings	183	232	26.78%	1,059	1,019	-3.78%
Median List Price	312,950	305,000	-2.54%	285,000	294,900	3.47%
Median Sale Price	304,500	304,000	-0.16%	278,000	288,500	3.78%
Median Percent of List Price to Selling Price	96.65%	98.00%	1.40%	96.40%	97.74%	1.39%
Median Days on Market to Sale	75.00	51.00	-32.00%	91.00	80.00	-12.09%
Monthly Inventory	1,042	874	-16.12%	1,042	874	-16.12%
Months Supply of Inventory	12.80	8.57	-33.05%	12.80	8.57	-33.05%

