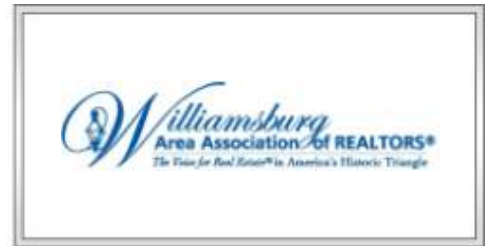




June 2013

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

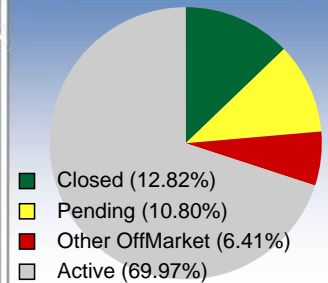


Absorption: Last 12 months, an Average of **107** Sales/Month

Active Inventory as of June 30, 2013 = **862**

	JUNE		
	2012	2013	+/- %
Closed Sales	122	158	29.51%
Pending Sales	113	133	17.70%
New Listings	180	209	16.11%
Median List Price	300,000	318,000	6.00%
Median Sale Price	296,450	315,050	6.27%
Median Percent of List Price to Selling Price	96.83%	98.42%	1.64%
Median Days on Market to Sale	51.50	47.00	-8.74%
End of Month Inventory	1,001	862	-13.89%
Months Supply of Inventory	11.92	8.04	-32.55%

Market Activity



Report Produced on: Jul 11, 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 June 2013 decreased **13.89%** to 862 existing homes available for sale. Over the last 12 months this area has had an average of 107 closed sales per month. This represents an unsold inventory index of **8.04** 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 **6.27%** in June 2013 to \$315,050 versus the previous year at \$296,450.

Median Days on Market Shortens

The median number of **47.00** days that homes spent on the market before selling decreased by 4.50 days or **8.74%** in June 2013 compared to last year's same month at **51.50** DOM.

Sales Success for June 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 209 New Listings in June 2013, up **16.11%** from last year at 180. Furthermore, there were 158 Closed Sales this month versus last year at 122, a **29.51%** increase.

Closed versus Listed trends yielded a **75.6%** ratio, up from last year's June 2013 at **67.8%**, a **11.54%** 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
Median Days on Market to Sale	6
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®

June 2013

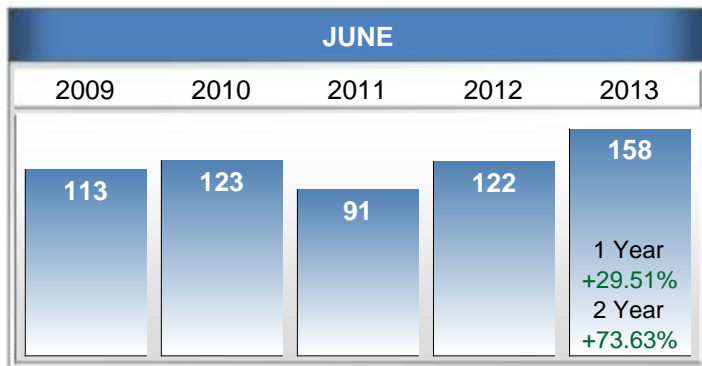
Closed Sales as of Jul 10, 2013



Closed Sales

Report Produced on: Jul 11, 2013

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



Closed Sales

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



5yr JUN AVG = 121 **3 MONTHS**

High
Jun 2013 = 158

Low
Jan 2010 = 30

Closed Sales this month at **158**, above the 5 yr JUN average of **121**

A	121
P	
R	
M	146
A	20.66%
Y	
J	158
U	8.22%
N	

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	14	8.86%	35.5	9	5	0	0
\$150,001 - \$200,000	14	8.86%	159.0	4	8	2	0
\$200,001 - \$275,000	32	20.25%	53.5	1	20	11	0
\$275,001 - \$325,000	27	17.09%	63.0	1	11	14	1
\$325,001 - \$375,000	29	18.35%	25.0	0	8	19	2
\$375,001 - \$500,000	26	16.46%	40.0	0	11	13	2
\$500,001 and up	16	10.13%	34.5	0	3	9	4
Total Closed Units:	158		47.0	15	66	68	9
Total Closed Volume:	\$1,119,443			2.35M	19.05M	25.16M	4.56M
Median Closed Price:	\$315,050			\$145,040	\$275,000	\$345,000	\$457,500



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

June 2013

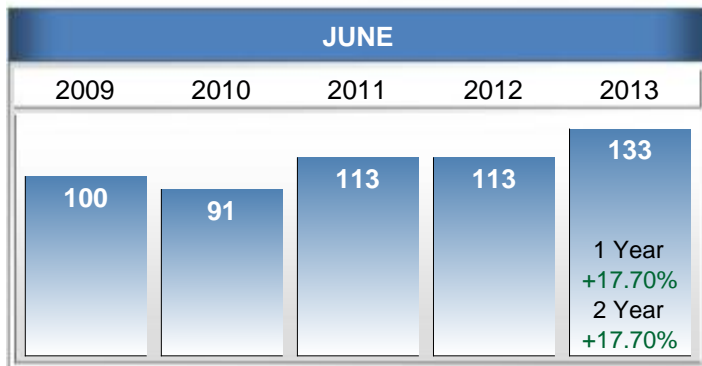
Pending Sales as of Jul 10, 2013



Pending Sales

Report Produced on: Jul 11, 2013

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



5yr JUN AVG = 110 **3 MONTHS**

High
Apr 2013 = 155

Low
Dec 2009 = 39

Pending Sales this month at **133**, above the 5 yr JUN average of **110**

A P R	155
M A Y	141
J U N	123
	-9.03%
	-12.77%

Pending Sales

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

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	10	7.52%	57.5	6	3	1	0
\$150,001 - \$175,000	7	5.26%	63.0	1	6	0	0
\$175,001 - \$225,000	31	23.31%	15.0	2	24	5	0
\$225,001 - \$300,000	27	20.30%	75.0	4	11	12	0
\$300,001 - \$375,000	27	20.30%	58.0	0	8	14	5
\$375,001 - \$475,000	17	12.78%	93.0	0	5	11	1
\$475,001 and up	14	10.53%	68.5	0	4	7	3
Total Pending Units:				13	61	50	9
Total Pending Volume:				2.46M	16.62M	18.39M	4.10M
Median Listing Price:				\$151,650	\$224,900	\$333,000	\$366,505



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

June 2013

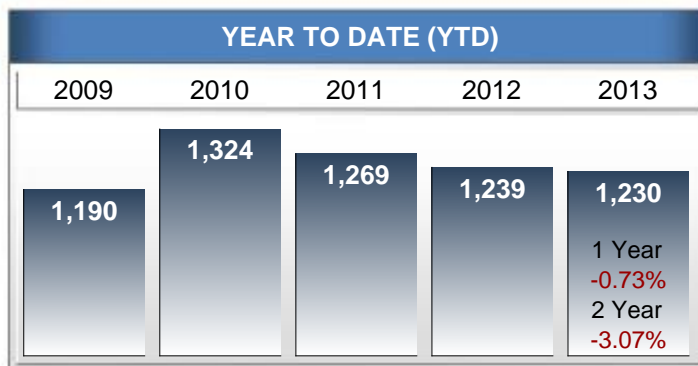
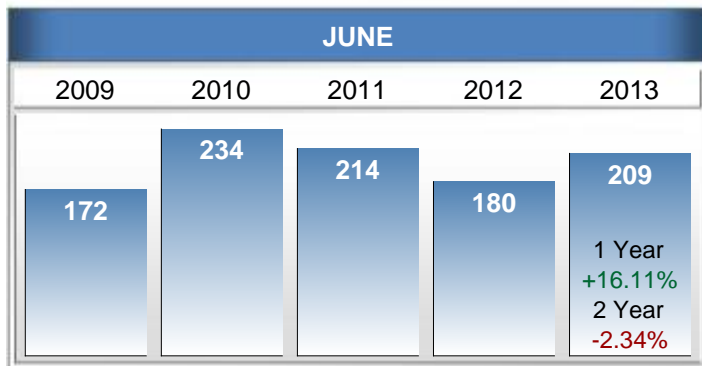
New Listings as of Jul 10, 2013



New Listings

Report Produced on: Jul 11, 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	15	7.18%	10	5	0	0
\$150,001 - \$225,000	34	16.27%	6	23	5	0
\$225,001 - \$250,000	17	8.13%	2	13	2	0
\$250,001 - \$350,000	64	30.62%	2	38	23	1
\$350,001 - \$425,000	21	10.05%	1	11	9	0
\$425,001 - \$550,000	37	17.70%	0	8	21	8
\$550,001 and up	21	10.05%	0	3	12	6
Total New Listed Units:			21	101	72	15
Total New Listed Volume:			3.80M	29.82M	31.42M	11.82M
Median New Listed Listing Price:			\$165,000	\$275,000	\$374,950	\$475,000

New Listings

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



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

June 2013

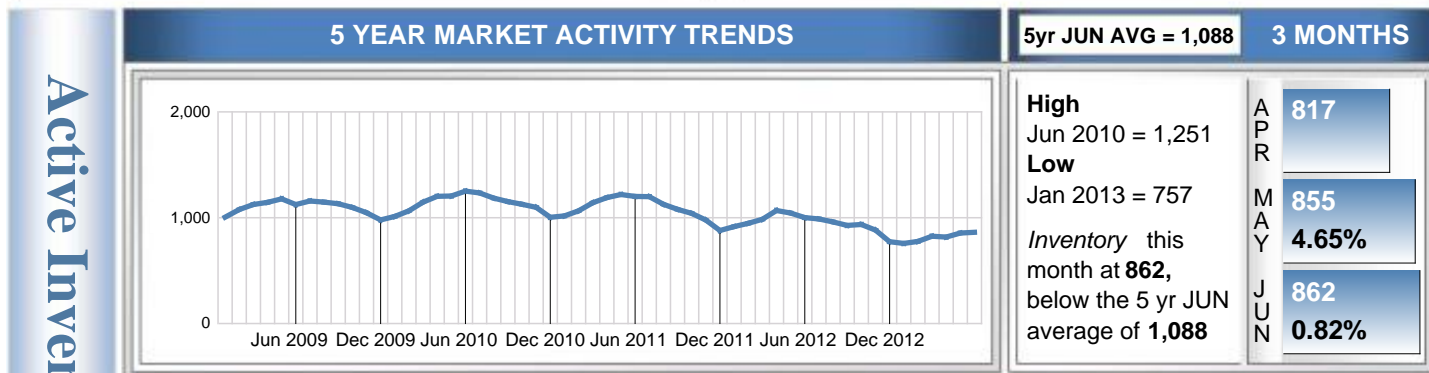
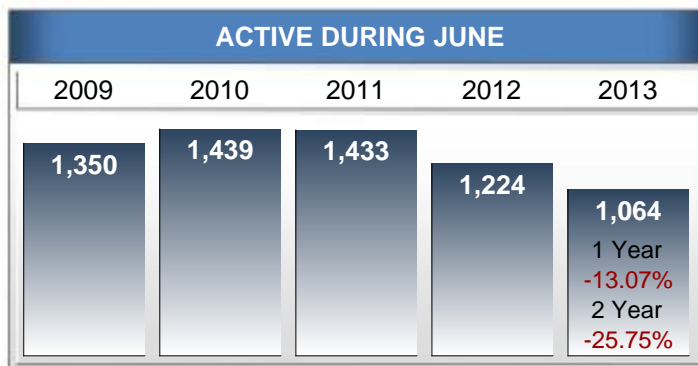
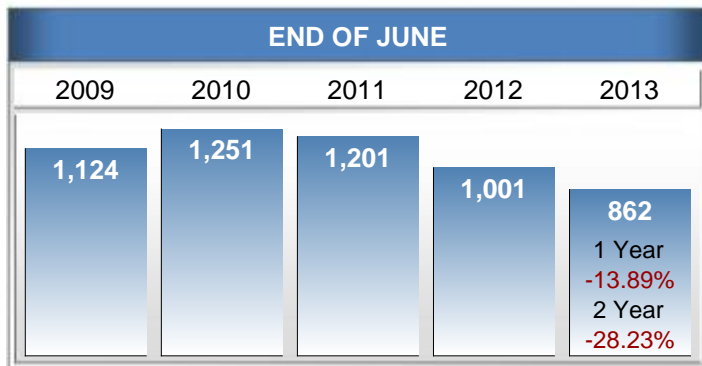
Active Inventory as of Jul 10, 2013



Active Inventory

Report Produced on: Jul 11, 2013

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



Active Inventory

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

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$150,000 and less	56	6.50%	79.5	34	19	3	0
\$150,001 - \$225,000	108	12.53%	90.0	44	52	12	0
\$225,001 - \$275,000	112	12.99%	67.0	17	65	28	2
\$275,001 - \$425,000	268	31.09%	71.5	14	131	102	21
\$425,001 - \$550,000	122	14.15%	68.0	0	28	68	26
\$550,001 - \$775,000	105	12.18%	118.0	0	13	74	18
\$775,001 and up	91	10.56%	111.0	2	3	47	39

Total Active Inventory by Units:	862	86.0	111	311	334	106
Total Active Inventory by Volume:	382,677,035		23.05M	99.21M	177.65M	82.77M
Median Active Inventory Listing Price:	\$353,455		\$179,900	\$299,900	\$466,500	\$594,000



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

June 2013

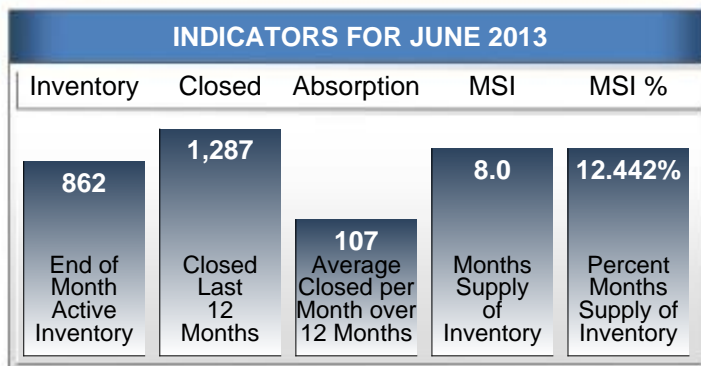
Active Inventory as of Jul 10, 2013



Months Supply of Inventory

Report Produced on: Jul 11, 2013

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



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



5yr JUN AVG = 13.5	3 MONTHS																		
High Jul 2009 = 16.9 Low Jan 2013 = 7.9 <i>Months Supply</i> this month at 8.0 , below the 5 yr JUN average of 13.5	<table border="1"> <tr> <td>A</td> <td>8.1</td> </tr> <tr> <td>P</td> <td></td> </tr> <tr> <td>R</td> <td></td> </tr> <tr> <td>M</td> <td>8.2</td> </tr> <tr> <td>A</td> <td>1.14%</td> </tr> <tr> <td>Y</td> <td></td> </tr> <tr> <td>J</td> <td>8.0</td> </tr> <tr> <td>U</td> <td>-2.00%</td> </tr> <tr> <td>N</td> <td></td> </tr> </table>	A	8.1	P		R		M	8.2	A	1.14%	Y		J	8.0	U	-2.00%	N	
A	8.1																		
P																			
R																			
M	8.2																		
A	1.14%																		
Y																			
J	8.0																		
U	-2.00%																		
N																			

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	56		6.50%	5.2	5.4	4.7	12.0	0.0
\$150,001 - \$225,000	108		12.53%	5.1	9.3	4.0	3.7	0.0
\$225,001 - \$275,000	112		12.99%	6.6	13.6	6.1	5.9	4.8
\$275,001 - \$425,000	268		31.09%	6.6	9.9	8.3	5.1	6.8
\$425,001 - \$550,000	122		14.15%	12.4	0.0	11.6	11.3	19.5
\$550,001 - \$775,000	105		12.18%	18.3	0.0	9.8	23.4	14.4
\$775,001 and up	91		10.56%	39.0	24.0	18.0	35.3	52.0
MSI:		8.0			8.0	6.6	8.6	15.0
Total Active Inventory:		862			111	311	334	106



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

June 2013

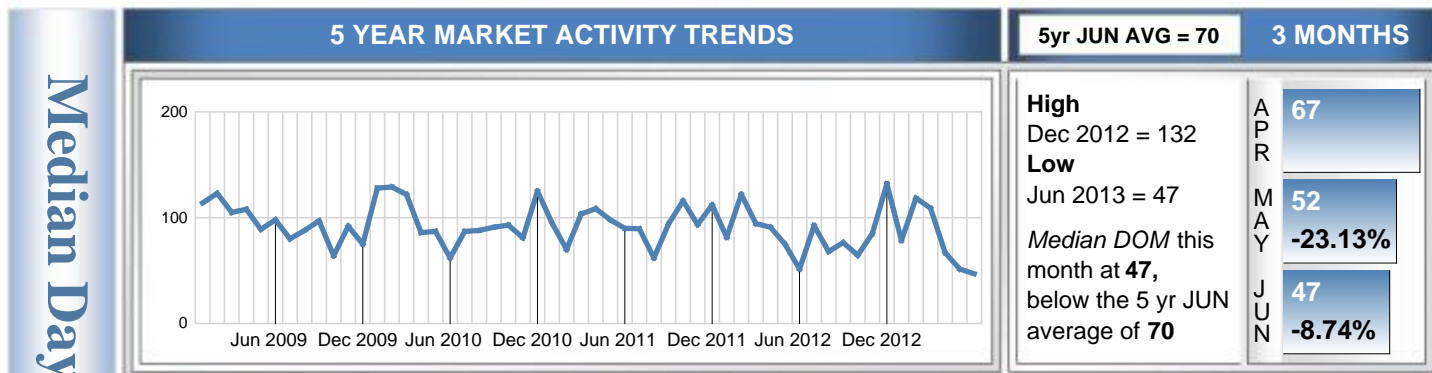
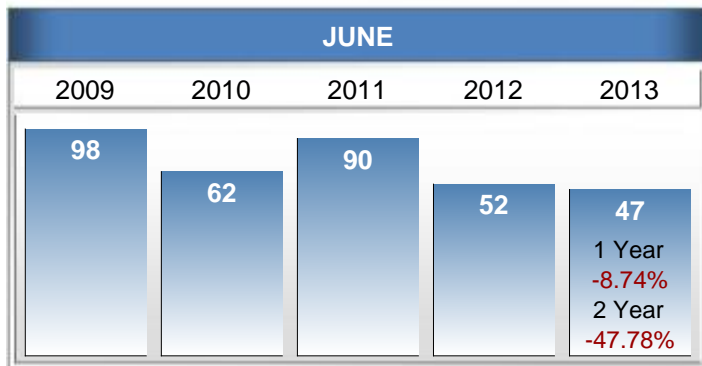
Closed Sales as of Jul 10, 2013



Median Days on Market to Sale

Report Produced on: Jul 11, 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	14	8.86%	35.5	51.0	29.0	0.0	0.0
\$150,001 - \$200,000	14	8.86%	159.0	119.5	188.0	198.0	0.0
\$200,001 - \$275,000	32	20.25%	53.5	1.0	63.0	58.0	0.0
\$275,001 - \$325,000	27	17.09%	63.0	1.0	74.0	76.0	37.0
\$325,001 - \$375,000	29	18.35%	25.0	0.0	30.5	21.0	152.0
\$375,001 - \$500,000	26	16.46%	40.0	0.0	15.0	68.0	337.5
\$500,001 and up	16	10.13%	34.5	0.0	40.0	28.0	77.0
Median Closed DOM:	47.0			51.0	46.0	43.5	104.0
Total Closed Units:	158			15	66	68	9
Total Closed Volume:	51,119,443			2.35M	19.05M	25.16M	4.56M

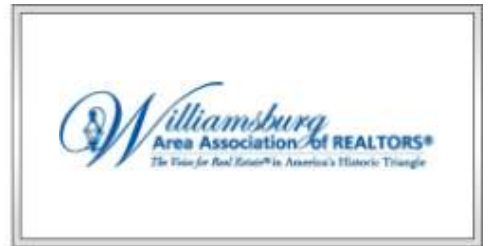


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

June 2013

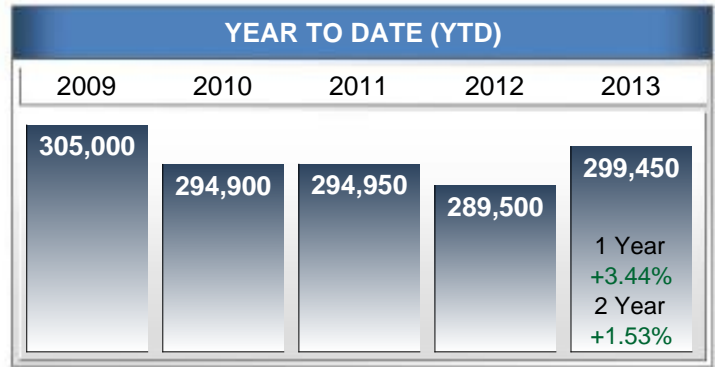
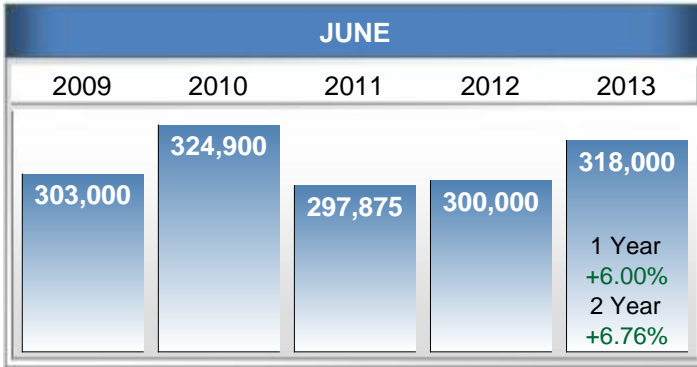
Closed Sales as of Jul 10, 2013



Median List Price at Closing

Report Produced on: Jul 11, 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	14		8.86%	134,950	135,000	129,900	0	0
\$150,001 - \$200,000	12		7.59%	177,998	168,450	178,000	189,000	0
\$200,001 - \$275,000	34		21.52%	239,495	233,065	232,500	249,000	0
\$275,001 - \$325,000	26		16.46%	299,450	279,900	299,000	310,000	295,000
\$325,001 - \$375,000	28		17.72%	346,845	0	341,000	345,000	358,203
\$375,001 - \$500,000	28		17.72%	425,000	0	425,000	438,500	438,250
\$500,001 and up	16		10.13%	575,000	0	575,000	586,075	662,000
Median List Price:		\$318,000			\$145,040	\$280,643	\$342,450	\$489,000
Total Closed Units:		158			15	66	68	9
Total List Volume:		52,032,265			2.39M	19.36M	25.56M	4.73M



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

June 2013

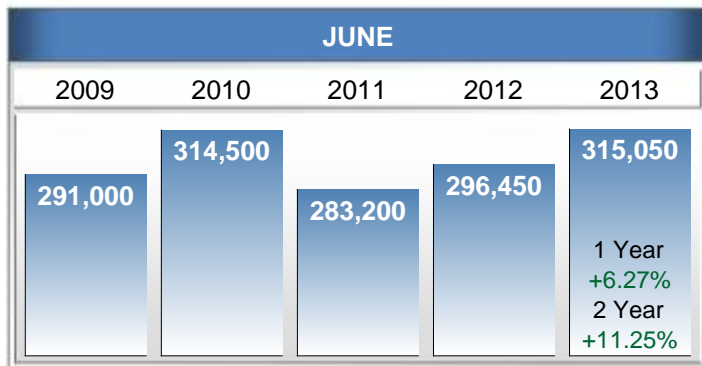
Closed Sales as of Jul 10, 2013



Median Sold Price at Closing

Report Produced on: Jul 11, 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	14		8.86%	129,450	129,900	120,000	0	0
\$150,001 - \$200,000	14		8.86%	174,950	163,750	176,998	192,000	0
\$200,001 - \$275,000	32		20.25%	242,500	239,765	235,000	247,000	0
\$275,001 - \$325,000	27		17.09%	297,000	279,900	295,000	312,500	290,000
\$325,001 - \$375,000	29		18.35%	350,000	0	348,000	350,000	359,500
\$375,001 - \$500,000	26		16.46%	422,500	0	405,000	425,000	421,250
\$500,001 and up	16		10.13%	567,500	0	555,000	586,075	655,000
Median Closed Price:	\$315,050				\$145,040	\$275,000	\$345,000	\$457,500
Total Closed Units:	158				15	66	68	9
Total Closed Volume:	51,119,443				2.35M	19.05M	25.16M	4.56M



Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

June 2013

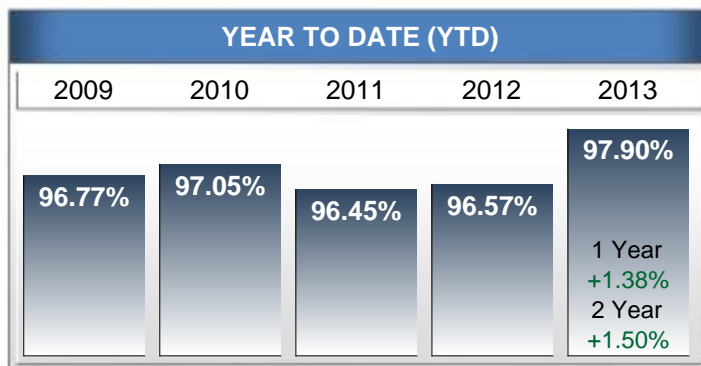
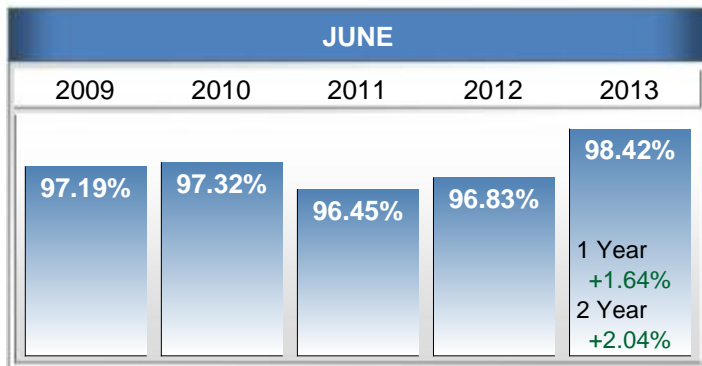
Closed Sales as of Jul 10, 2013



Median Percent of List Price to Selling Price

Report Produced on: Jul 11, 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	14	8.86%	96.46%	96.50%	96.43%	0.00%	0.00%
\$150,001 - \$200,000	14	8.86%	97.47%	97.21%	98.56%	95.65%	0.00%
\$200,001 - \$275,000	32	20.25%	98.00%	102.87%	98.00%	97.87%	0.00%
\$275,001 - \$325,000	27	17.09%	100.00%	100.00%	96.75%	100.00%	98.31%
\$325,001 - \$375,000	29	18.35%	99.76%	0.00%	99.87%	99.76%	100.35%
\$375,001 - \$500,000	26	16.46%	98.67%	0.00%	100.00%	98.42%	96.46%
\$500,001 and up	16	10.13%	95.80%	0.00%	97.39%	95.53%	97.04%
Median List/Sell Ratio:	98.42%			97.31%	98.13%	98.64%	98.31%
Total Closed Units:	158			15	66	68	9
Total Closed Volume:	51,119,443			2.35M	19.05M	25.16M	4.56M

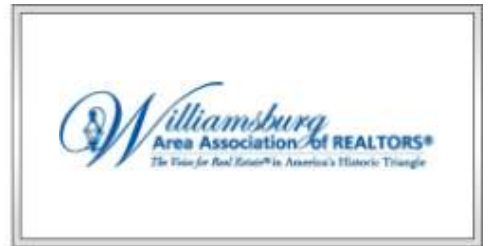


Monthly Inventory Analysis

Data from the Williamsburg Area Association of REALTORS®

June 2013

Inventory as of Jul 10, 2013



Market Summary

Report Produced on: Jul 11, 2013

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



Absorption: Last 12 months, an Average of **107** Sales/Month

Active Inventory as of June 30, 2013 = **862**

	JUNE			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	122	158	29.51%	526	680	29.28%
Pending Sales	113	133	17.70%	642	787	22.59%
New Listings	180	209	16.11%	1,239	1,230	-0.73%
Median List Price	300,000	318,000	6.00%	289,500	299,450	3.44%
Median Sale Price	296,450	315,050	6.27%	280,325	295,000	5.23%
Median Percent of List Price to Selling Price	96.83%	98.42%	1.64%	96.57%	97.90%	1.38%
Median Days on Market to Sale	51.50	47.00	-8.74%	81.50	72.50	-11.04%
Monthly Inventory	1,001	862	-13.89%	1,001	862	-13.89%
Months Supply of Inventory	11.92	8.04	-32.55%	11.92	8.04	-32.55%

