



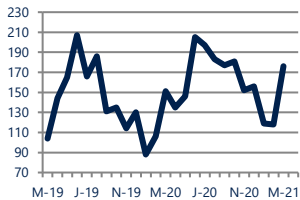
Focus On: Greater Williamsburg Housing Market

March 2021

Zip Code(s): 23188 and 23185

Units Sold

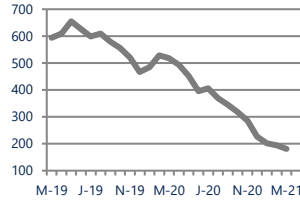
176



Up 17%  
Vs. Year Ago

Active Inventory

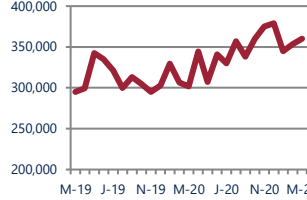
181



Down -65%  
Vs. Year Ago

Median Sale Price

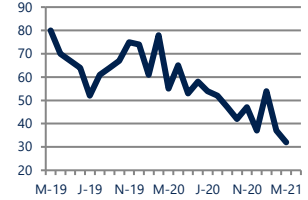
\$360,050



Up 19%  
Vs. Year Ago

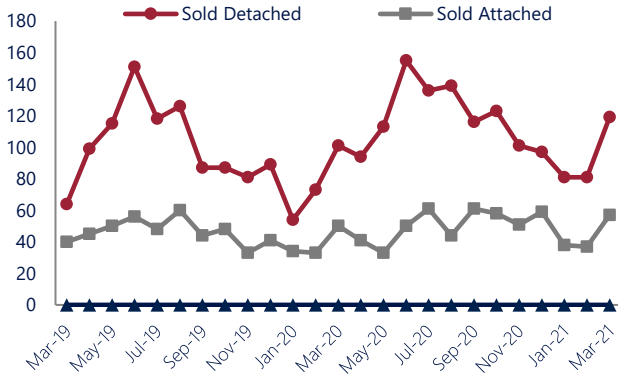
Days On Market

32



Down -42%  
Vs. Year Ago

Units Sold\*



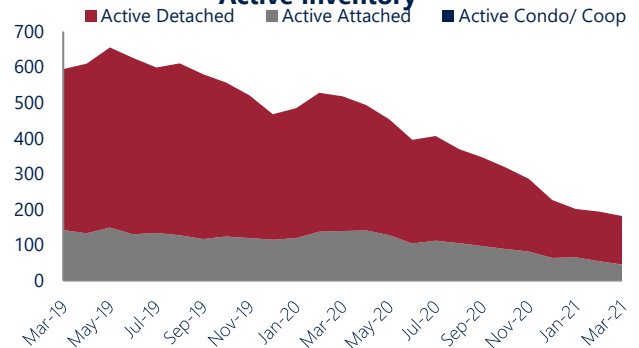
Units Sold

There was an increase in total units sold in March, with 176 sold this month in Greater Williamsburg. This month's total units sold was higher than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 337 units or 65%. The total number of active inventory this March was 181 compared to 518 in March 2020. This month's total of 181 is lower than the previous month's total supply of available inventory of 194, a decrease of 7%.

Active Inventory\*



Median Sale Price



Median Sale Price

Last March, the median sale price for Greater Williamsburg Homes was \$301,630. This March, the median sale price was \$360,050, an increase of 19% or \$58,420 compared to last year. The current median sold price is 2% higher than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Greater Williamsburg are defined as properties listed in zip code/s 23188 and 23185.

\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by WAAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of WAAR or Long & Foster Real Estate, Inc.





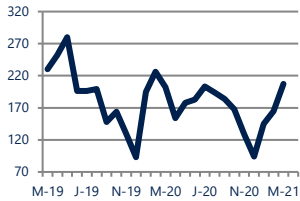
## Focus On: Greater Williamsburg Housing Market

March 2021

Zip Code(s): 23188 and 23185

### New Listings

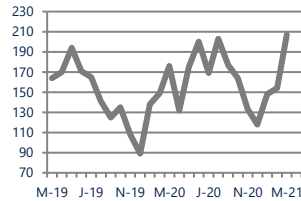
207



**Up 2%**  
Vs. Year Ago

### Current Contracts

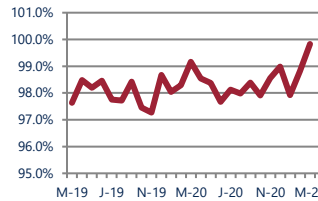
207



**Up 18%**  
Vs. Year Ago

### Sold Vs. List Price

99.8%



**Up 0.7%**  
Vs. Year Ago

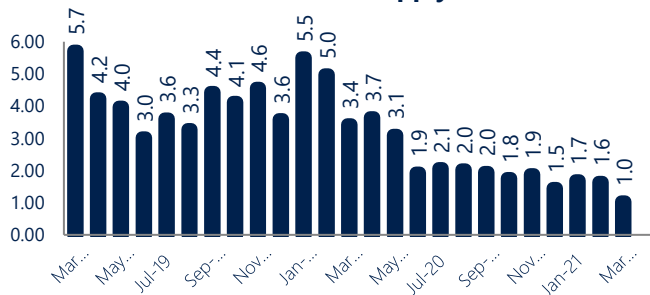
### Months of Supply

1.0



**Down -70%**  
Vs. Year Ago

### Months Of Supply



### New Listings & Current Contracts

This month there were 207 homes newly listed for sale in Greater Williamsburg compared to 202 in March 2020, an increase of 2%.

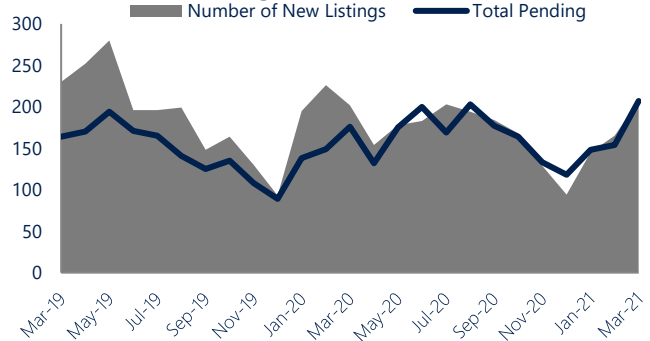
There were 207 current contracts pending sale this March compared to 176 a year ago. The number of current contracts is 18% higher than last March.

### Months of Supply

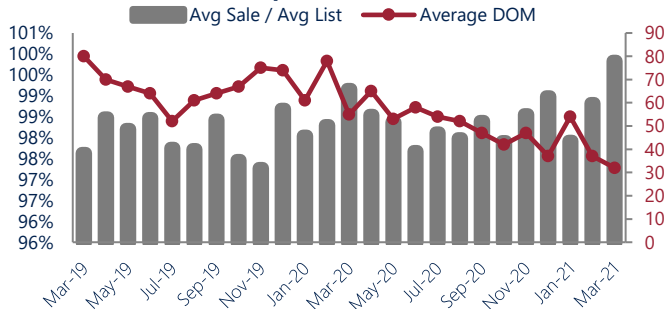
In March, there was 1.0 months of supply available in Greater Williamsburg, compared to 3.4 in March 2020. That is a decrease of 70% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Greater Williamsburg was 99.8% of the average list price, which is 0.7% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 32, lower than the average last year, which was 55, a decrease of 42%.



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