

Monthly Indicators



August 2019

At this point in the year, we are getting a good sense for how the housing market is likely to perform for the foreseeable future. And although it is not a particularly exciting forecast, it is a desirable one. Markets across the country are regulating toward a middle ground between buyers and sellers. While it remains true that sales prices are running higher and that inventory options are relatively low, buyers are beginning to find wiggle room at some price points and geographies.

When comparing 2019 to 2018 statistics, New Listings increased 24.4 percent for single-family detached homes and 5.8 percent for single-family attached homes. Pending Sales decreased 2.9 percent for single-family detached homes and 5.6 percent for single-family attached properties.

Median List Price was up 1.9 percent for single-family detached homes and 6.2 percent for single-family attached properties. Months Supply of Inventory increased 24.4 percent for single-family detached homes and 7.4 percent for single-family attached properties.

An extended trend of low unemployment, higher wages and favorable mortgage rates has been a terrific driver of housing stability in recent years. What is different about this year so far is that prices are not rising as quickly. Some of the hottest Western markets are even cooling slightly, while some Northeast markets are achieving a state of recovery after a decade of battling back from recession. As a whole, the selling season is looking fairly stable across the nation.

Consumers Should Consult with a REALTOR®. 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®.

Quick Facts

- 3.9%

- 5.3%

- 4.5%

One-Year Change in
Single Family Detached
Median Sales Price

One-Year Change in
Single Family Attached
Median Sales Price

One-Year Change in
All Properties
Median Sales Price

Residential real estate activity in the 23168, 23185 and 23188 ZIP codes composed of single family properties, townhomes, condominiums and mobile homes with land. Percent changes are calculated using rounded figures.

Single Family Detached Market Overview	2
Single Family Attached Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Median List Price	7
Median Sales Price	8
Average Sales Price	9
Median Price Per Square Foot	10
Average Price Per Square Foot	11
Dollar Volume of Closed Sales (in millions)	12
Median Percent of List Price to Sale Price	13
Average Percent of List Price to Sale Price	14
Median Days on Market Until Sale	15
Housing Affordability Index	16
End of Month Inventory	17
Months Supply of Inventory	18
Total Market Overview	19
Area Overview	20



Single Family Detached Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars				8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	8-2016	8-2017	8-2018	8-2019						
New Listings					123	153	+ 24.4%	1,174	1,261	+ 7.4%
Pending Sales					105	102	- 2.9%	894	919	+ 2.8%
Closed Sales					136	135	- 0.7%	874	871	- 0.3%
Median List Price					\$368,000	\$375,000	+ 1.9%	\$383,200	\$394,500	+ 2.9%
Median Sales Price					\$353,762	\$340,000	- 3.9%	\$354,750	\$362,500	+ 2.2%
Avg. Sales Price					\$371,949	\$393,201	+ 5.7%	\$388,442	\$390,829	+ 0.6%
Median Price Per Sq Ft					\$147	\$146	- 0.3%	\$145	\$144	- 0.6%
Average Price Per Sq Ft					\$152	\$148	- 2.6%	\$149	\$148	- 0.7%
\$ Volume of Closed Sales (in millions)					\$50.6	\$53.1	+ 4.9%	\$339.5	\$340.4	+ 0.3%
Median Pct of List Price to Sale Price					98.3%	98.5%	+ 0.2%	98.5%	98.6%	+ 0.1%
Avg Pct of List Price to Sale Price					97.8%	97.7%	- 0.1%	98.1%	98.0%	- 0.1%
Median Days on Market					39	40	+ 2.6%	32	38	+ 18.8%
Affordability Index					90	104	+ 15.6%	90	97	+ 7.8%
End of Month Inventory					422	517	+ 22.5%	--	--	--
Months Supply					4.1	5.1	+ 24.4%	--	--	--

Single Family Attached Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars				8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	8-2016	8-2017	8-2018	8-2019						
New Listings					52	55	+ 5.8%	475	458	- 3.6%
Pending Sales					54	51	- 5.6%	424	406	- 4.2%
Closed Sales					61	60	- 1.6%	402	362	- 10.0%
Median List Price					\$235,340	\$249,999	+ 6.2%	\$239,000	\$235,525	- 1.5%
Median Sales Price					\$229,900	\$217,750	- 5.3%	\$234,520	\$224,590	- 4.2%
Avg. Sales Price					\$230,325	\$217,538	- 5.6%	\$236,179	\$235,275	- 0.4%
Median Price Per Sq Ft					\$131	\$134	+ 2.0%	\$133	\$134	+ 0.5%
Average Price Per Sq Ft					\$135	\$139	+ 3.0%	\$137	\$139	+ 1.5%
\$ Volume of Closed Sales (in millions)					\$14.0	\$13.1	- 7.1%	\$94.9	\$85.2	- 10.3%
Median Pct of List Price to Sale Price					100.0%	100.0%	0.0%	99.6%	99.3%	- 0.3%
Avg Pct of List Price to Sale Price					99.0%	98.8%	- 0.2%	98.8%	98.5%	- 0.3%
Median Days on Market					19	15	- 21.1%	23	36	+ 56.5%
Affordability Index					138	162	+ 17.4%	135	157	+ 16.3%
End of Month Inventory					130	128	- 1.5%	--	--	--
Months Supply					2.7	2.9	+ 7.4%	--	--	--

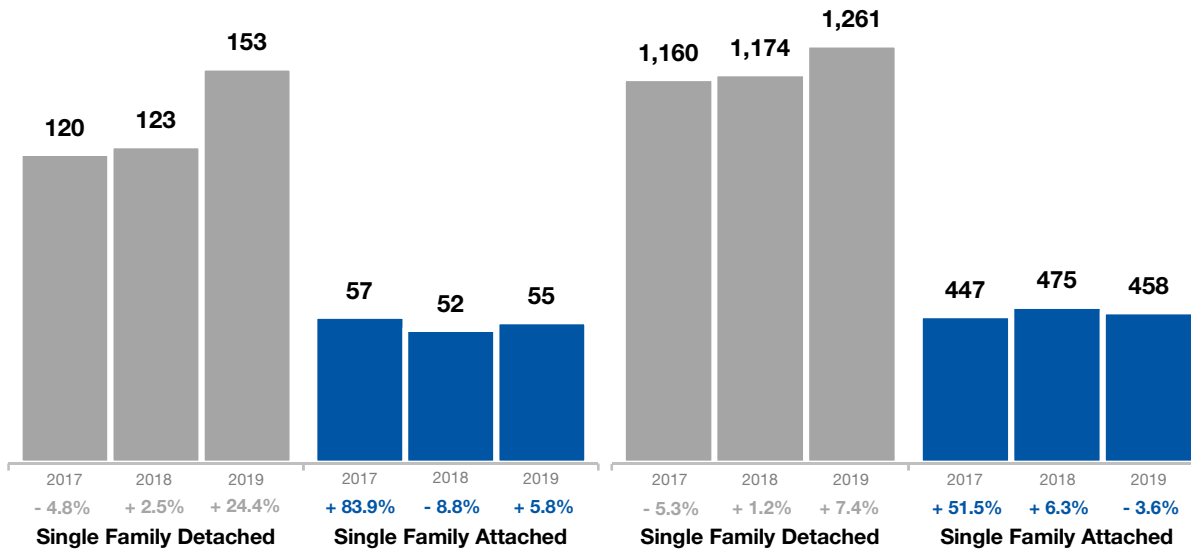
New Listings

A count of the properties that have been newly listed on the market in a given month.



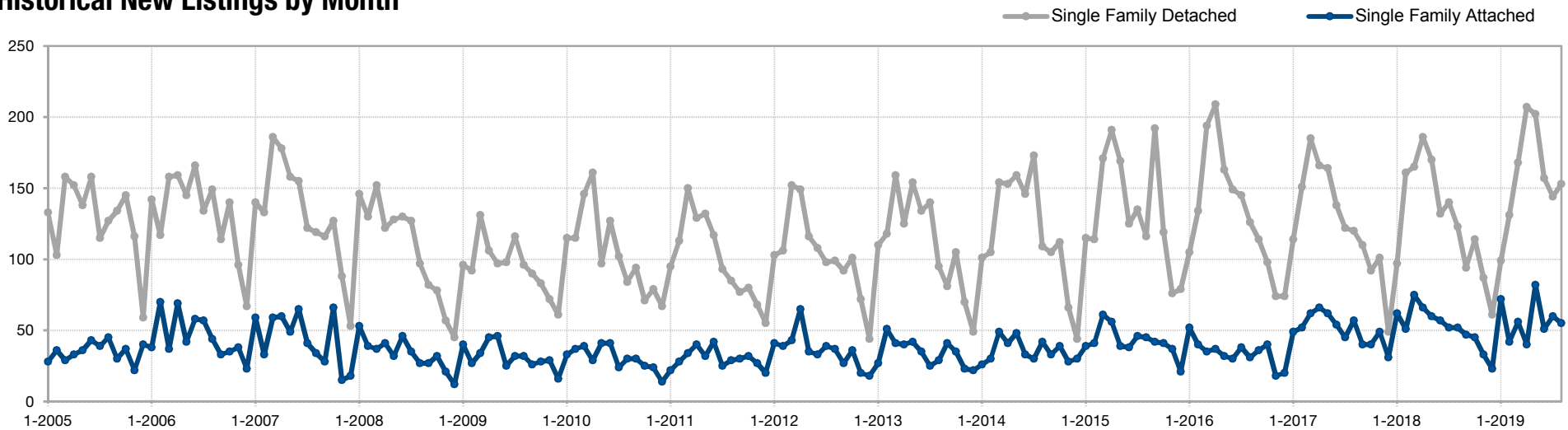
August

Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	94	-14.5%	47	+17.5%
Oct-2018	114	+23.9%	45	+12.5%
Nov-2018	87	-13.9%	33	-32.7%
Dec-2018	61	+24.5%	23	-25.8%
Jan-2019	99	+2.1%	72	+16.1%
Feb-2019	131	-18.6%	42	-17.6%
Mar-2019	168	+1.8%	56	-25.3%
Apr-2019	207	+11.3%	40	-39.4%
May-2019	202	+18.8%	82	+36.7%
Jun-2019	157	+18.9%	51	-10.5%
Jul-2019	144	+2.9%	60	+15.4%
Aug-2019	153	+24.4%	55	+5.8%
12-Month Avg	135	+6.0%	51	-4.6%

Historical New Listings by Month

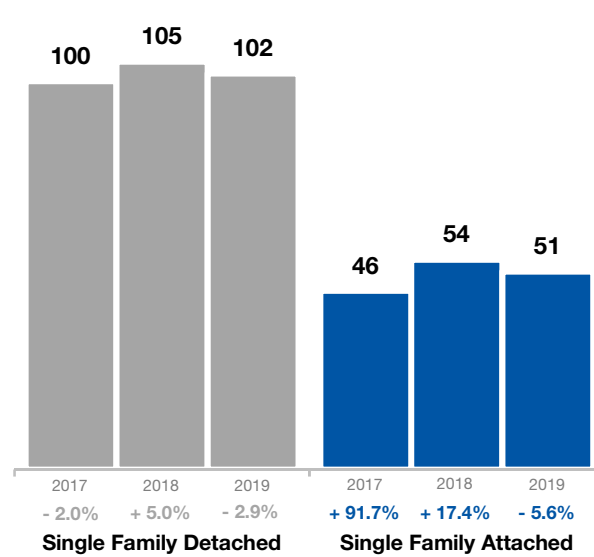


Pending Sales

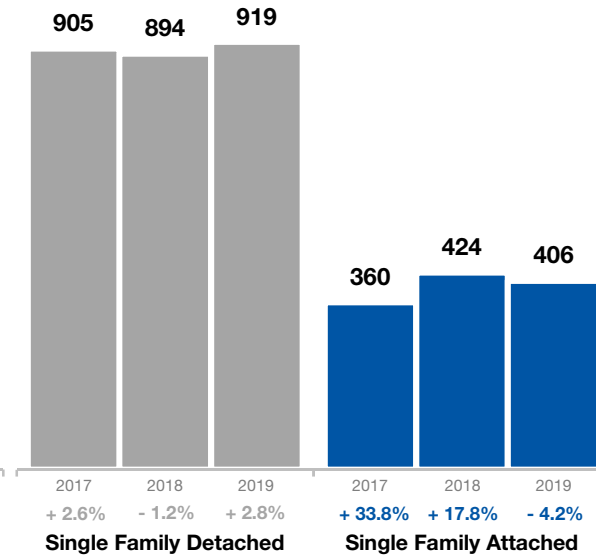
A count of the properties on which offers have been accepted in a given month.



August

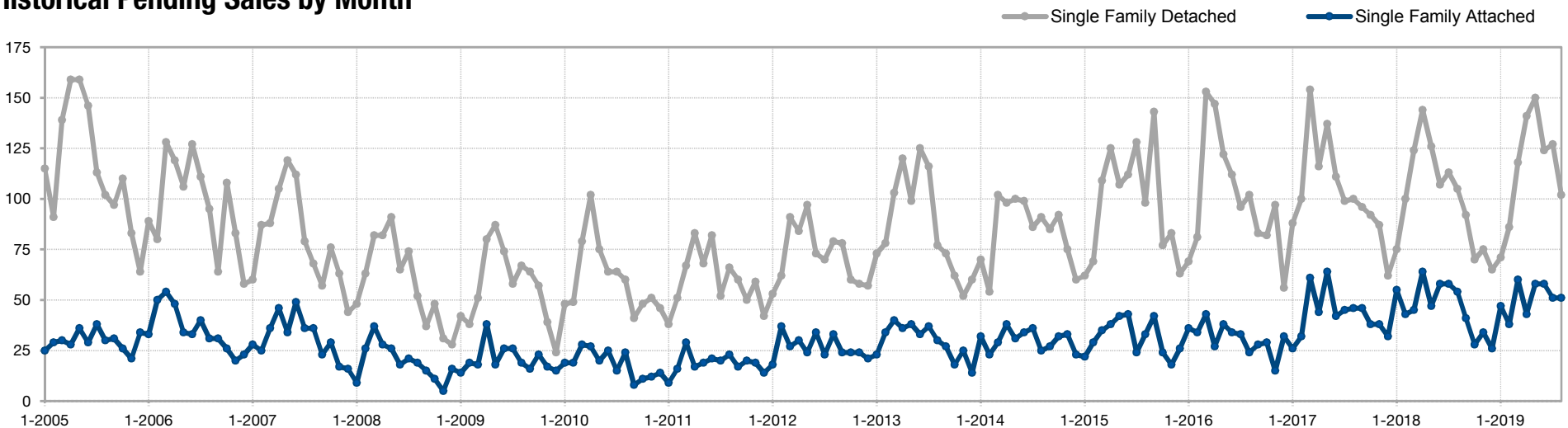


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	92	-4.2%	41	-10.9%
Oct-2018	70	-23.9%	28	-26.3%
Nov-2018	75	-13.8%	34	-10.5%
Dec-2018	65	+4.8%	26	-18.8%
Jan-2019	71	-5.3%	47	-14.5%
Feb-2019	86	-14.0%	38	-11.6%
Mar-2019	118	-4.8%	60	+33.3%
Apr-2019	141	-2.1%	43	-32.8%
May-2019	150	+19.0%	58	+23.4%
Jun-2019	124	+15.9%	58	0.0%
Jul-2019	127	+12.4%	51	-12.1%
Aug-2019	102	-2.9%	51	-5.6%
12-Month Avg	102	-0.8%	45	-7.4%

Historical Pending Sales by Month

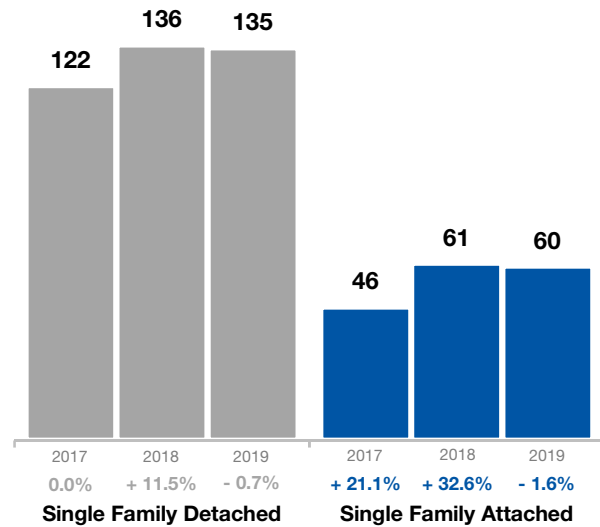


Closed Sales

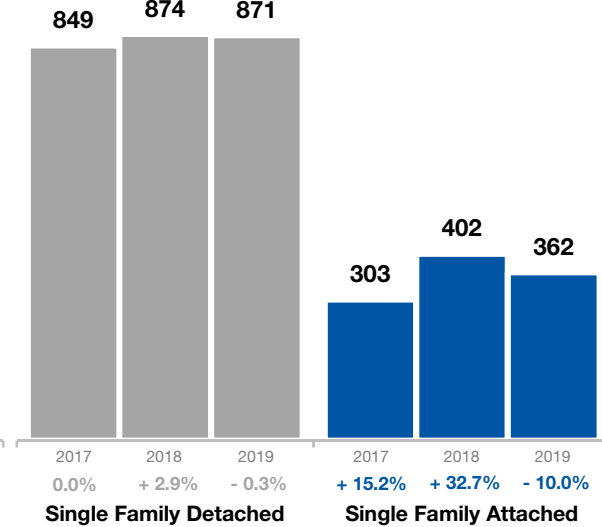
A count of the actual sales that closed in a given month.



August

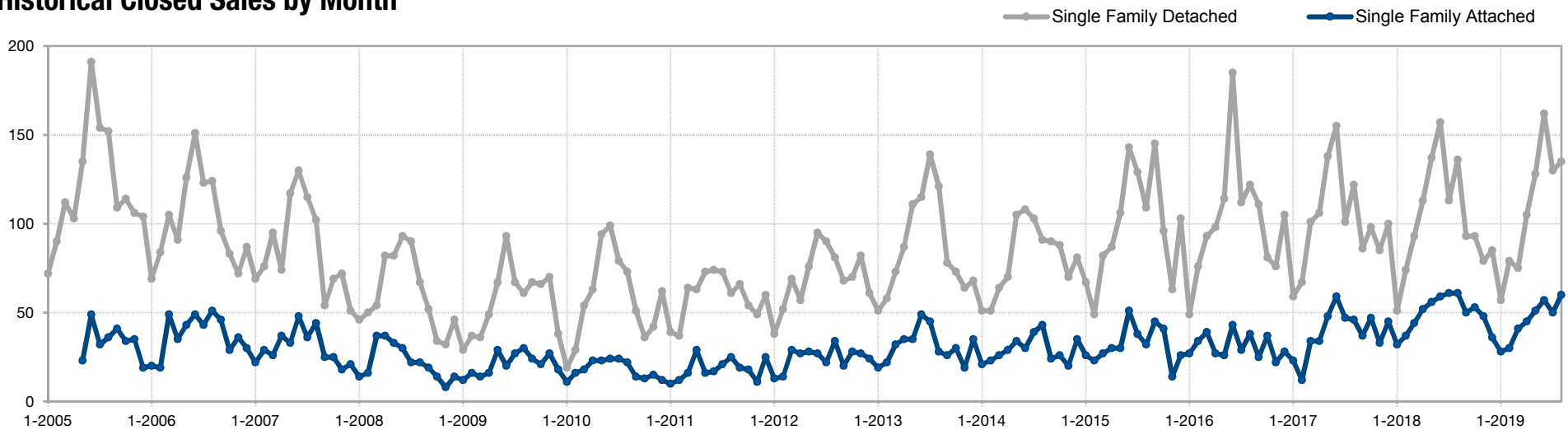


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	93	+8.1%	50	+35.1%
Oct-2018	93	-5.1%	53	+12.8%
Nov-2018	79	-7.1%	48	+45.5%
Dec-2018	85	-15.0%	36	-20.0%
Jan-2019	57	+11.8%	28	-12.5%
Feb-2019	79	+6.8%	30	-18.9%
Mar-2019	75	-19.4%	41	-6.8%
Apr-2019	105	-7.1%	45	-13.5%
May-2019	128	-6.6%	51	-8.9%
Jun-2019	162	+3.2%	57	-3.4%
Jul-2019	130	+15.0%	50	-18.0%
Aug-2019	135	-0.7%	60	-1.6%
12-Month Avg	102	-1.8%	46	-2.7%

Historical Closed Sales by Month

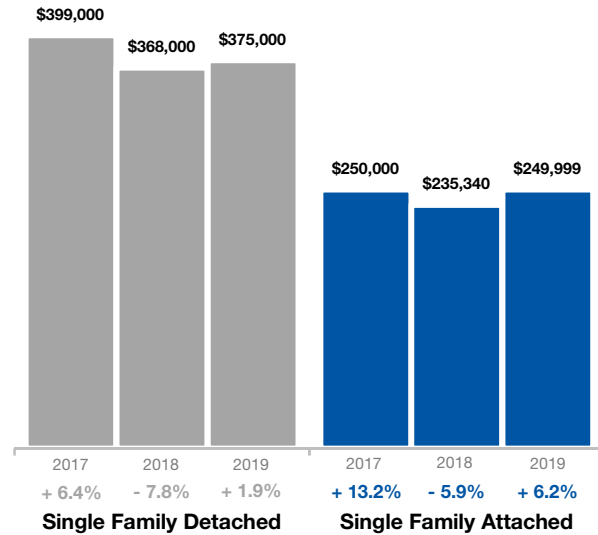


Median List Price

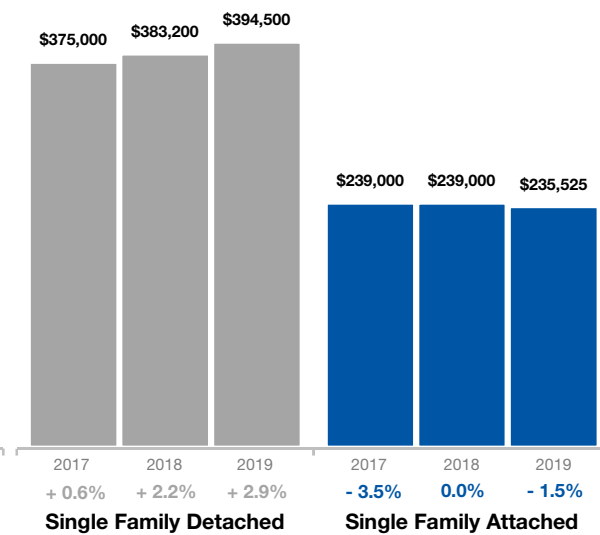
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



August



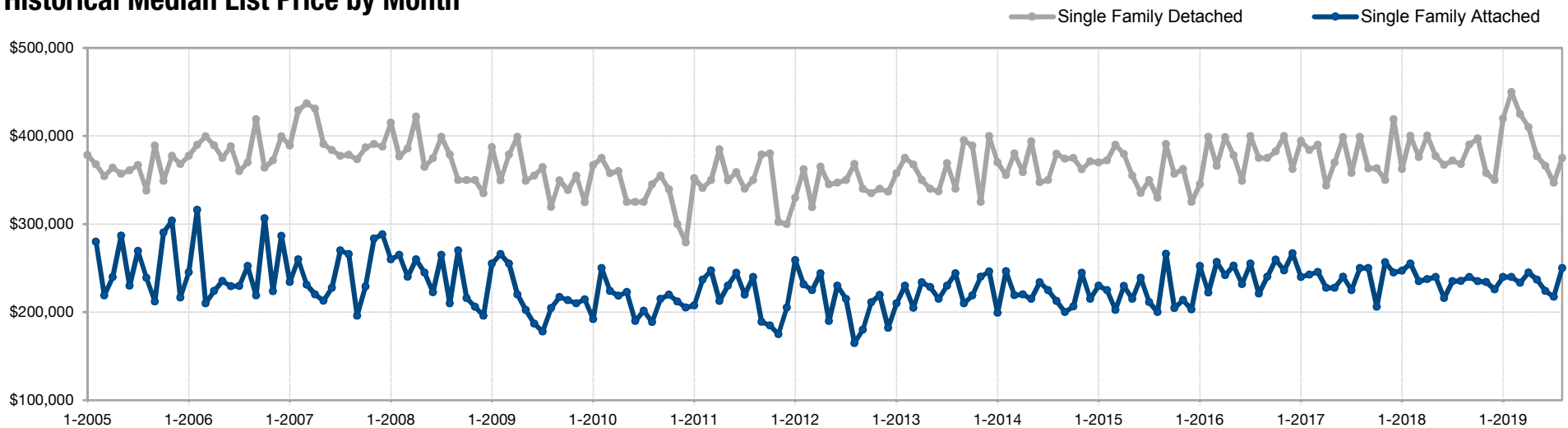
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	\$390,400	+7.5%	\$239,900	-4.0%
Oct-2018	\$397,000	+9.3%	\$235,000	+14.1%
Nov-2018	\$358,000	+2.3%	\$234,000	-8.8%
Dec-2018	\$350,000	-16.5%	\$225,900	-7.8%
Jan-2019	\$420,000	+15.9%	\$239,900	-2.8%
Feb-2019	\$449,900	+12.5%	\$239,900	-5.9%
Mar-2019	\$425,000	+13.1%	\$233,228	-0.8%
Apr-2019	\$410,000	+2.4%	\$245,000	+3.2%
May-2019	\$377,000	0.0%	\$236,950	-1.3%
Jun-2019	\$365,995	-0.3%	\$224,000	+3.8%
Jul-2019	\$347,000	-6.7%	\$217,448	-7.5%
Aug-2019	\$375,000	+1.9%	\$249,999	+6.2%
12-Month Avg*	\$389,900	+2.9%	\$235,075	-2.0%

* Median List Price for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

Historical Median List Price by Month

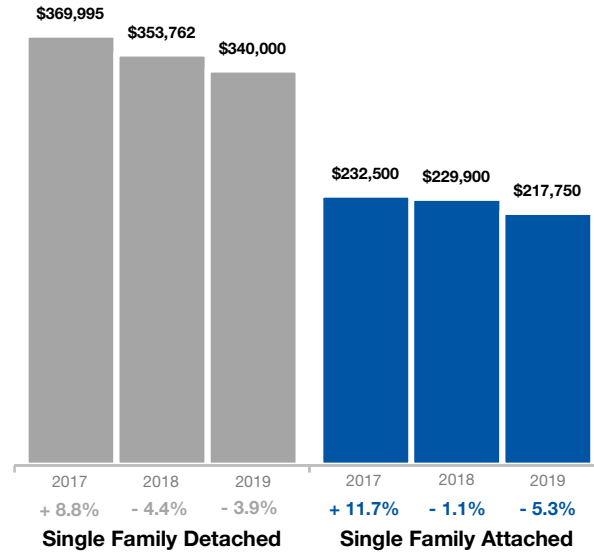


Median Sales Price

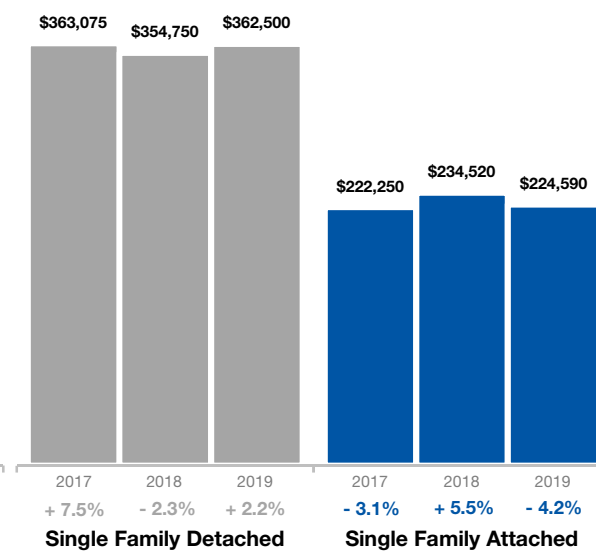
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



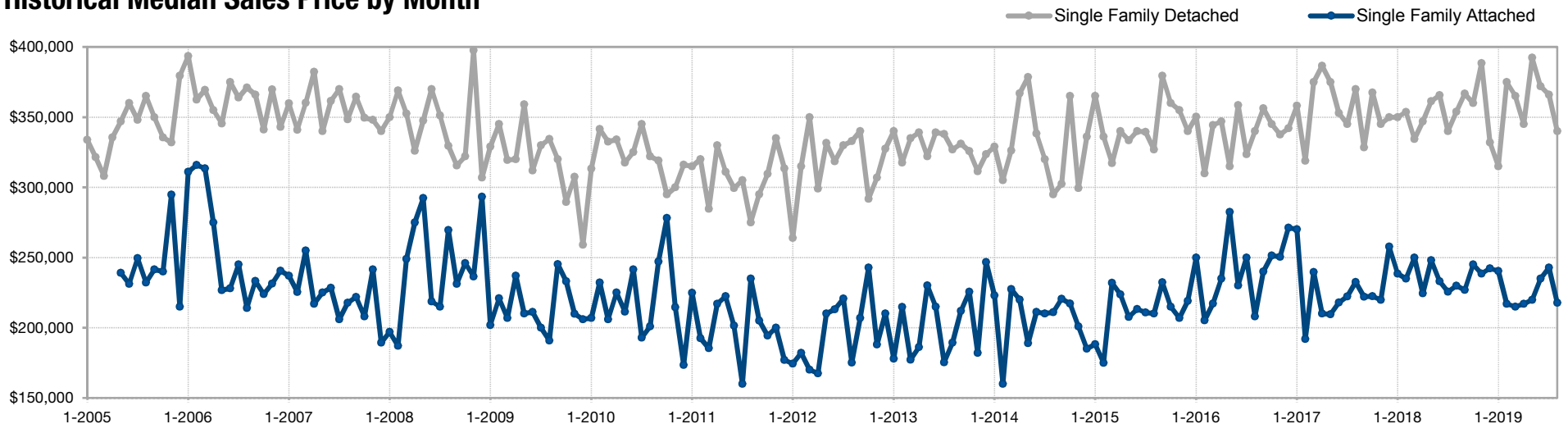
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	\$366,720	+11.6%	\$226,943	+2.2%
Oct-2018	\$360,000	-2.0%	\$245,000	+10.1%
Nov-2018	\$388,450	+12.6%	\$238,578	+8.5%
Dec-2018	\$332,000	-5.1%	\$242,219	-6.0%
Jan-2019	\$315,000	-10.0%	\$240,358	+0.8%
Feb-2019	\$374,900	+6.0%	\$217,000	-7.7%
Mar-2019	\$365,000	+9.2%	\$215,000	-14.0%
Apr-2019	\$345,000	-0.6%	\$217,000	-3.3%
May-2019	\$392,450	+8.6%	\$219,900	-11.3%
Jun-2019	\$372,000	+1.8%	\$235,000	+0.9%
Jul-2019	\$366,000	+7.6%	\$242,730	+7.6%
Aug-2019	\$340,000	-3.9%	\$217,750	-5.3%
12-Month Avg*	\$360,000	+2.9%	\$230,000	-2.1%

* Median Sales Price for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

Historical Median Sales Price by Month

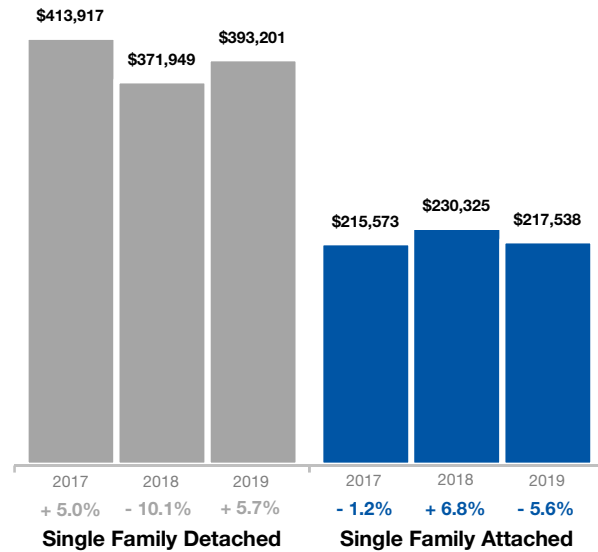


Average Sales Price

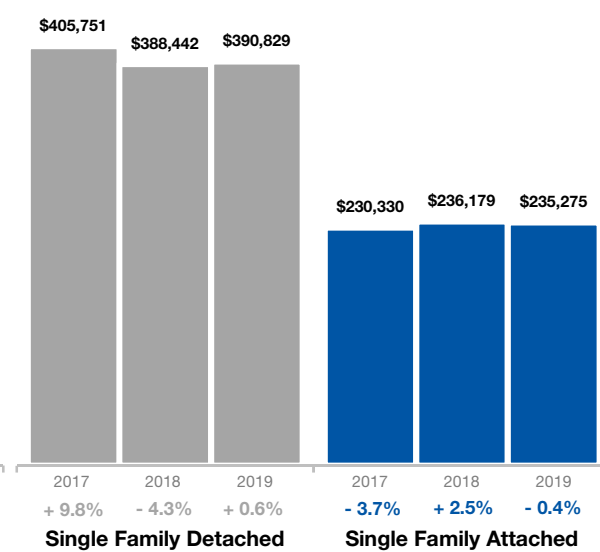
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



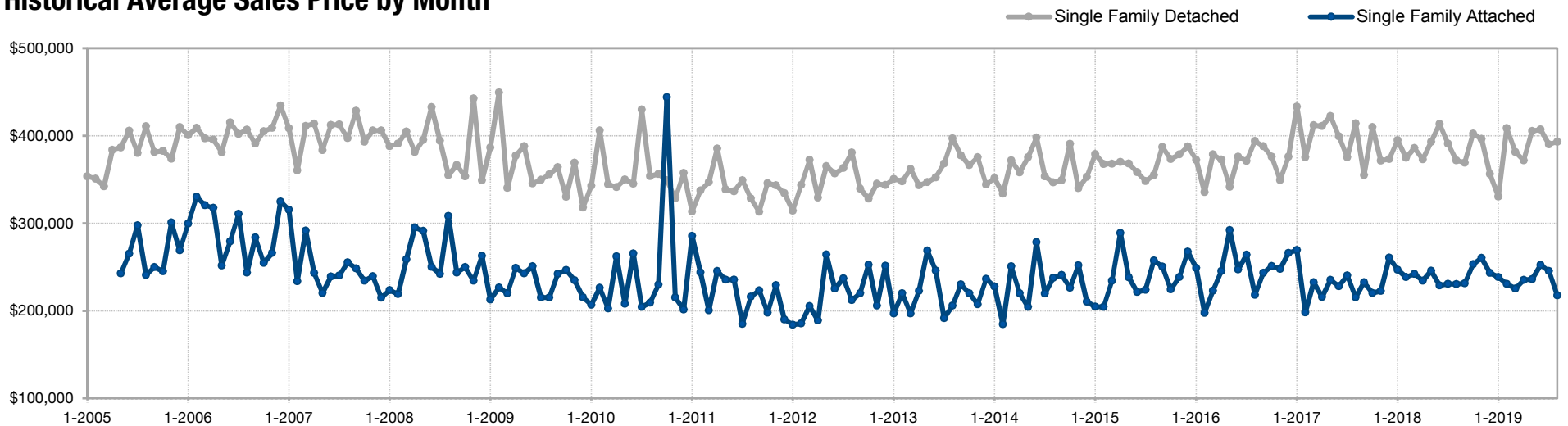
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	\$369,008	+4.0%	\$231,224	-0.5%
Oct-2018	\$402,505	-1.8%	\$253,058	+14.8%
Nov-2018	\$396,392	+6.7%	\$260,531	+17.1%
Dec-2018	\$356,395	-4.6%	\$243,250	-6.7%
Jan-2019	\$330,620	-16.2%	\$238,612	-3.4%
Feb-2019	\$408,567	+9.0%	\$230,774	-3.2%
Mar-2019	\$381,447	-1.2%	\$225,301	-6.9%
Apr-2019	\$371,924	-0.3%	\$235,213	+0.3%
May-2019	\$405,338	+3.1%	\$236,197	-3.9%
Jun-2019	\$407,168	-1.5%	\$252,196	+10.2%
Jul-2019	\$390,021	-0.3%	\$245,396	+6.4%
Aug-2019	\$393,201	+5.7%	\$217,538	-5.6%
12-Month Avg*	\$388,019	+0.7%	\$239,354	+1.5%

* Avg. Sales Price for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month

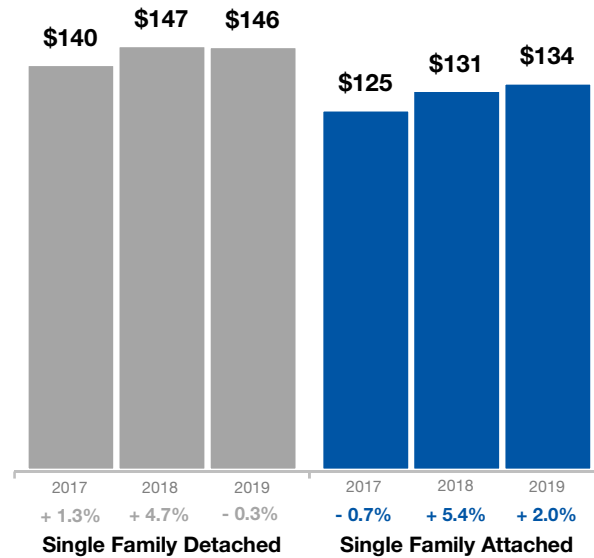


Median Price Per Square Foot

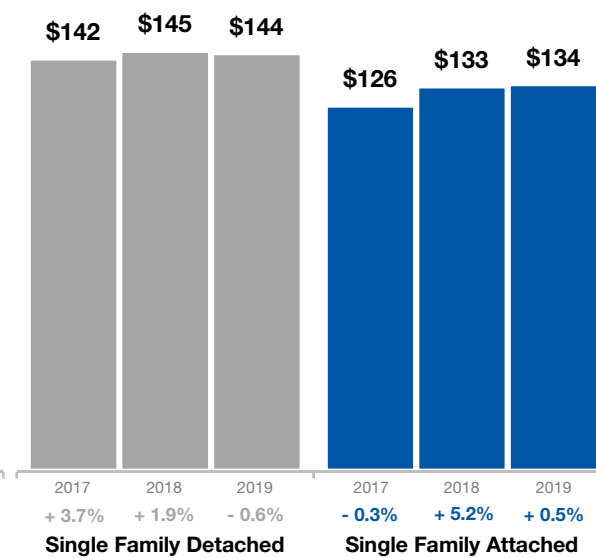
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



August



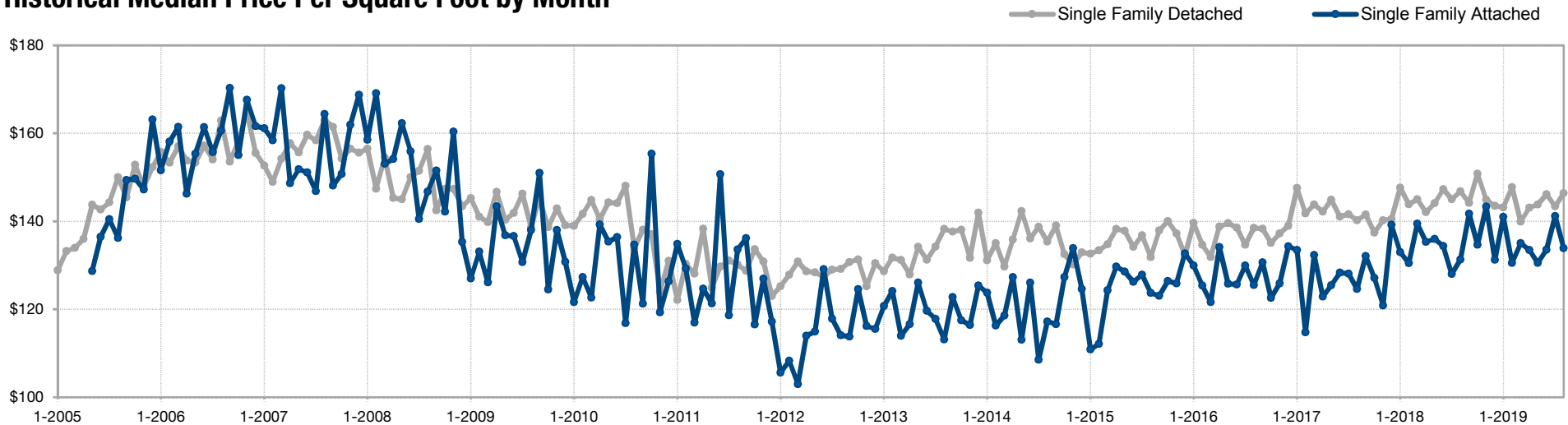
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	\$144	+1.8%	\$142	+7.3%
Oct-2018	\$151	+9.7%	\$135	+6.0%
Nov-2018	\$145	+3.3%	\$143	+18.6%
Dec-2018	\$144	+2.1%	\$131	-5.7%
Jan-2019	\$143	-3.0%	\$141	+6.1%
Feb-2019	\$148	+2.7%	\$131	+0.0%
Mar-2019	\$140	-3.5%	\$135	-3.2%
Apr-2019	\$143	+0.7%	\$133	-1.4%
May-2019	\$144	-0.2%	\$131	-4.0%
Jun-2019	\$146	-0.8%	\$134	-0.6%
Jul-2019	\$143	-1.1%	\$141	+10.3%
Aug-2019	\$146	-0.3%	\$134	+2.0%
12-Month Avg*	\$144	+0.4%	\$135	+1.8%

* Median Price Per Sq Ft for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

Historical Median Price Per Square Foot by Month

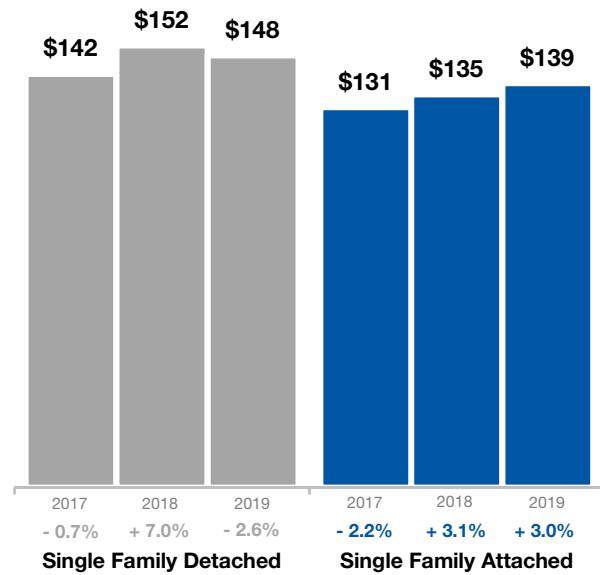


Average Price Per Square Foot

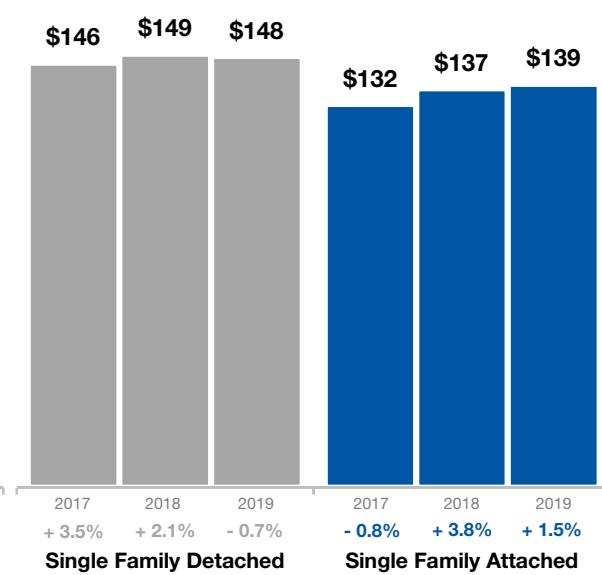
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



August



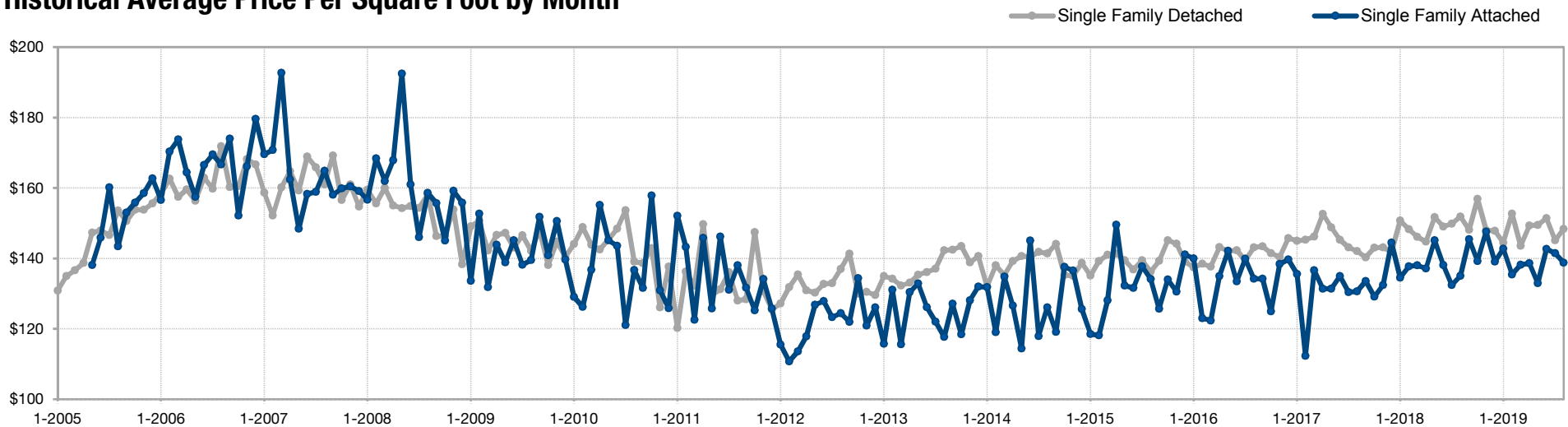
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	\$148	+5.7%	\$145	+8.2%
Oct-2018	\$157	+9.8%	\$139	+7.8%
Nov-2018	\$148	+3.5%	\$148	+12.1%
Dec-2018	\$148	+4.2%	\$139	-3.5%
Jan-2019	\$144	-4.6%	\$143	+5.9%
Feb-2019	\$153	+3.4%	\$135	-2.2%
Mar-2019	\$144	-1.4%	\$138	0.0%
Apr-2019	\$149	+2.8%	\$139	+1.5%
May-2019	\$149	-2.0%	\$133	-8.3%
Jun-2019	\$151	+1.3%	\$143	+3.6%
Jul-2019	\$145	-3.3%	\$141	+6.8%
Aug-2019	\$148	-2.6%	\$139	+3.0%
12-Month Avg*	\$149	+1.3%	\$140	+2.7%

* Average Price Per Sq Ft for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

Historical Average Price Per Square Foot by Month

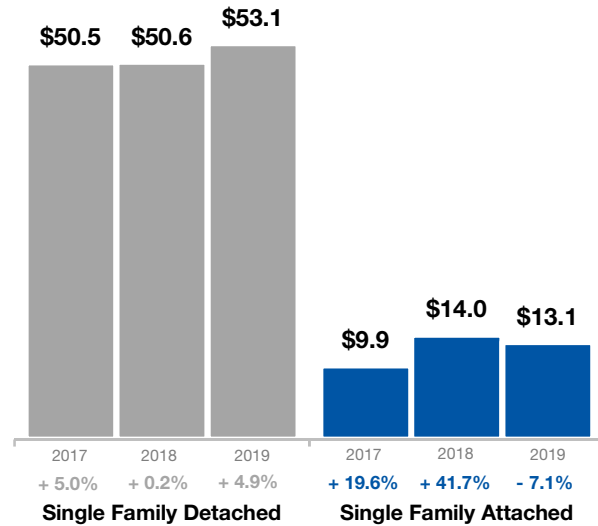


Dollar Volume of Closed Sales (in millions)

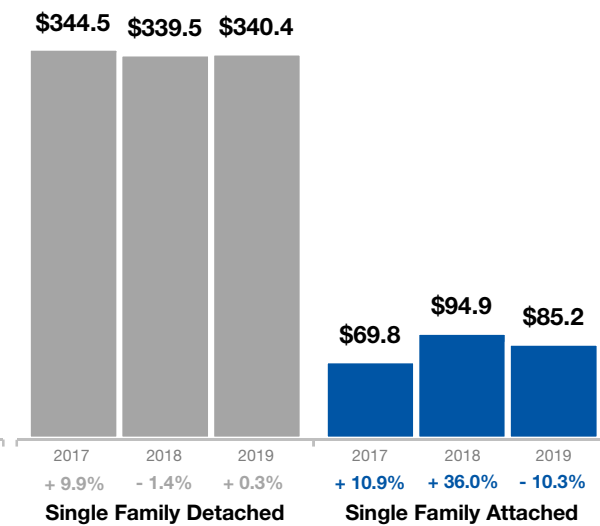
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



August



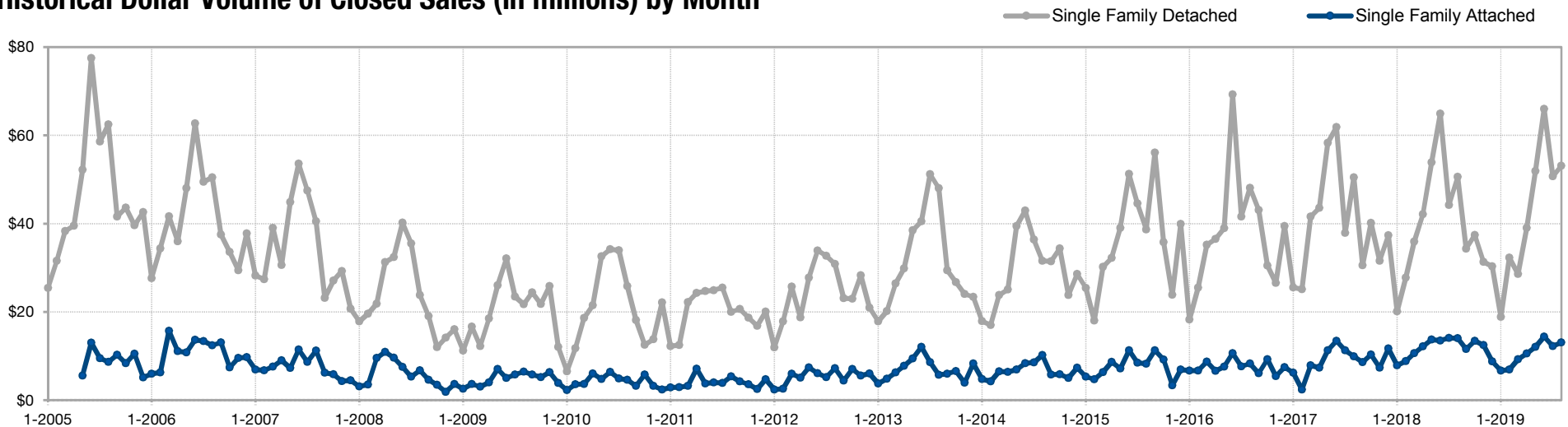
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	\$34.3	+12.4%	\$11.6	+34.4%
Oct-2018	\$37.4	-6.8%	\$13.4	+29.5%
Nov-2018	\$31.3	-0.8%	\$12.5	+70.3%
Dec-2018	\$30.3	-18.9%	\$8.8	-25.3%
Jan-2019	\$18.8	-6.4%	\$6.7	-15.5%
Feb-2019	\$32.3	+16.3%	\$6.9	-21.6%
Mar-2019	\$28.6	-20.3%	\$9.2	-13.3%
Apr-2019	\$39.1	-7.4%	\$10.6	-13.2%
May-2019	\$51.9	-3.7%	\$12.0	-12.4%
Jun-2019	\$66.0	+1.6%	\$14.4	+6.4%
Jul-2019	\$50.7	+14.7%	\$12.3	-12.8%
Aug-2019	\$53.1	+4.9%	\$13.1	-7.1%
12-Month Avg*	\$39.5	-1.1%	\$11.0	-1.2%

* \$ Volume of Closed Sales (in millions) for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

Historical Dollar Volume of Closed Sales (in millions) by Month



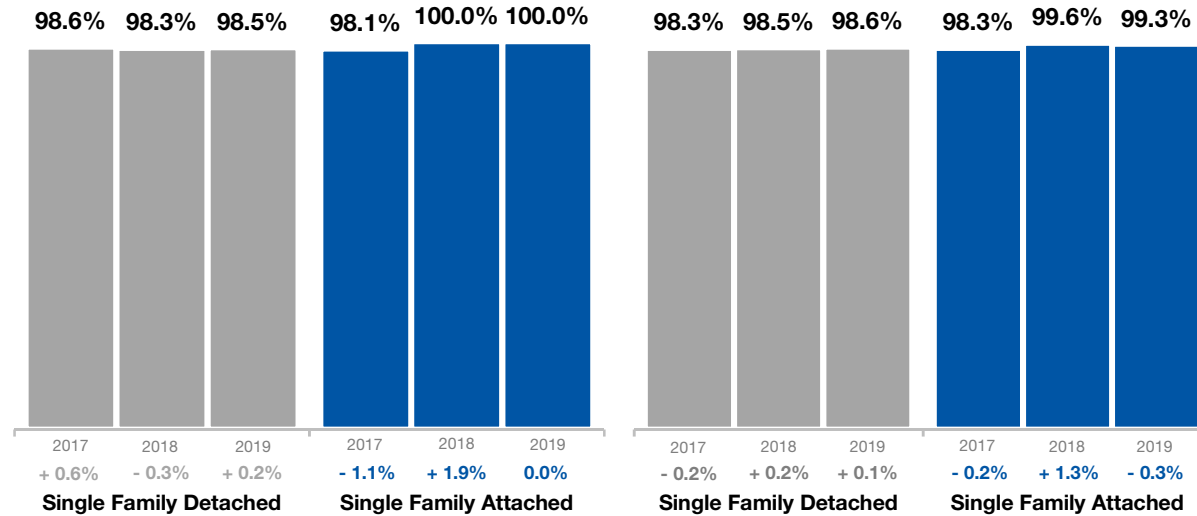
Median Percent of List Price to Sale Price



Percentage found when dividing a property's sales price by its most recent list price, then taking the median for all properties sold in a given month, not accounting for seller concessions.

August

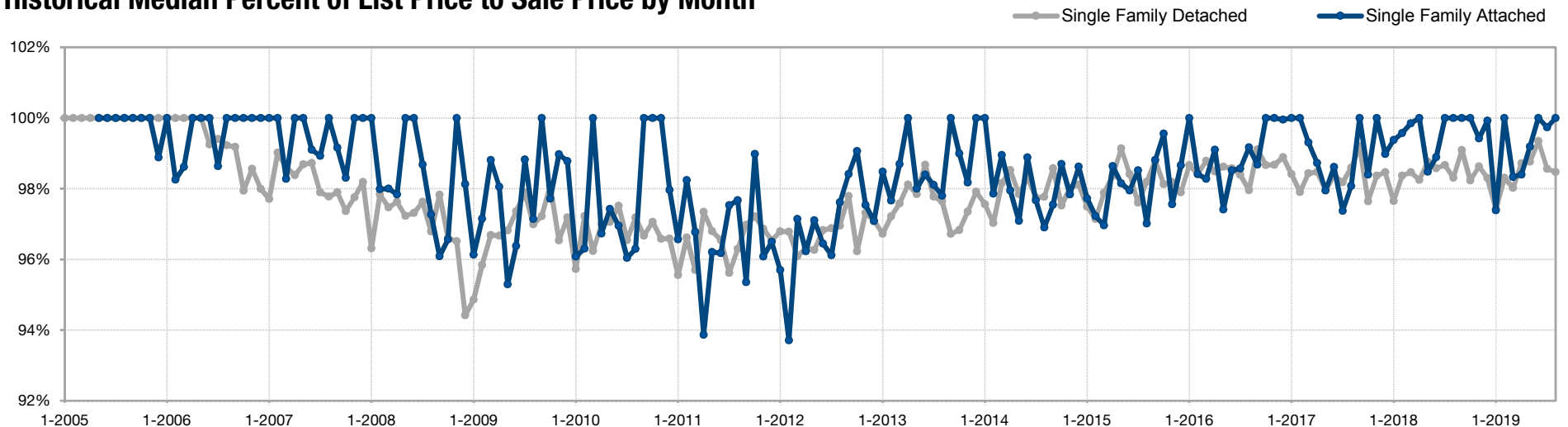
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	99.1%	-0.1%	100.0%	0.0%
Oct-2018	98.2%	+0.6%	100.0%	+1.6%
Nov-2018	98.6%	+0.2%	99.4%	-0.6%
Dec-2018	98.3%	-0.2%	99.9%	+0.9%
Jan-2019	97.4%	-0.2%	97.4%	-2.0%
Feb-2019	98.3%	-0.1%	100.0%	+0.4%
Mar-2019	98.0%	-0.5%	98.3%	-1.5%
Apr-2019	98.7%	+0.5%	98.4%	-1.6%
May-2019	98.8%	0.0%	99.2%	+0.7%
Jun-2019	99.3%	+0.7%	100.0%	+1.1%
Jul-2019	98.6%	-0.1%	99.7%	-0.3%
Aug-2019	98.5%	+0.2%	100.0%	0.0%
12-Month Avg*	98.6%	+0.1%	99.7%	+0.1%

* Median Pct of List Price to Sale Price for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

Historical Median Percent of List Price to Sale Price by Month

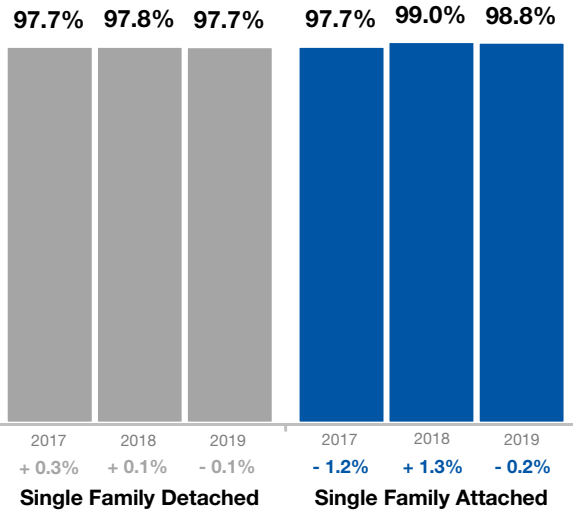


Average Percent of List Price to Sale Price

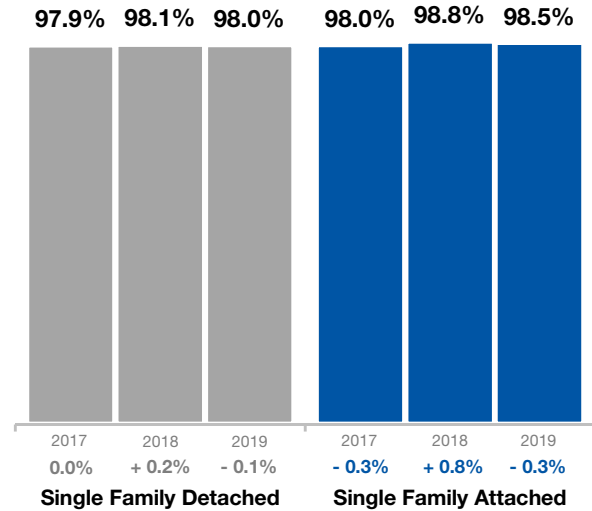
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August



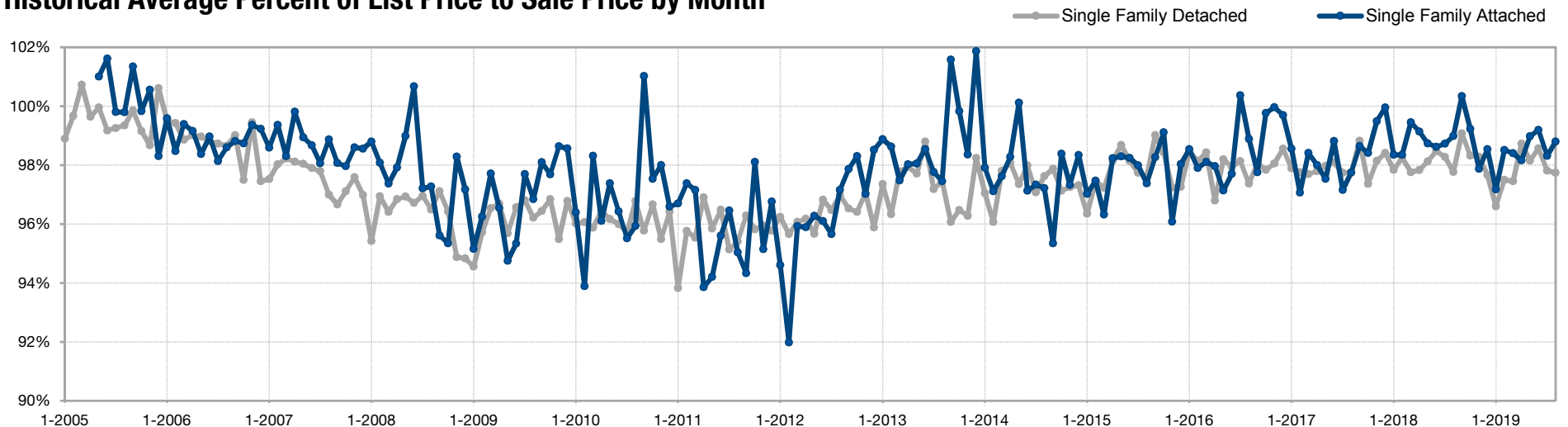
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	99.1%	+0.3%	100.3%	+1.7%
Oct-2018	98.3%	+0.9%	99.2%	+0.8%
Nov-2018	98.3%	+0.2%	97.9%	-1.6%
Dec-2018	97.7%	-0.7%	98.5%	-1.5%
Jan-2019	96.6%	-1.2%	97.2%	-1.2%
Feb-2019	97.5%	-0.8%	98.5%	+0.1%
Mar-2019	97.5%	-0.3%	98.4%	-1.1%
Apr-2019	98.7%	+0.9%	98.2%	-0.9%
May-2019	98.1%	0.0%	99.0%	+0.3%
Jun-2019	98.6%	+0.1%	99.2%	+0.6%
Jul-2019	97.8%	-0.5%	98.3%	-0.4%
Aug-2019	97.7%	-0.1%	98.8%	-0.2%
12-Month Avg*	98.1%	-0.0%	98.7%	-0.2%

* Avg Pct of List Price to Sale Price for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

Historical Average Percent of List Price to Sale Price by Month

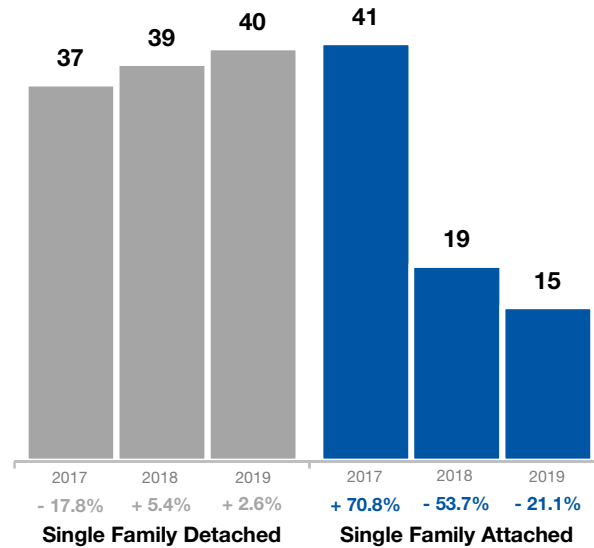


Median Days on Market Until Sale

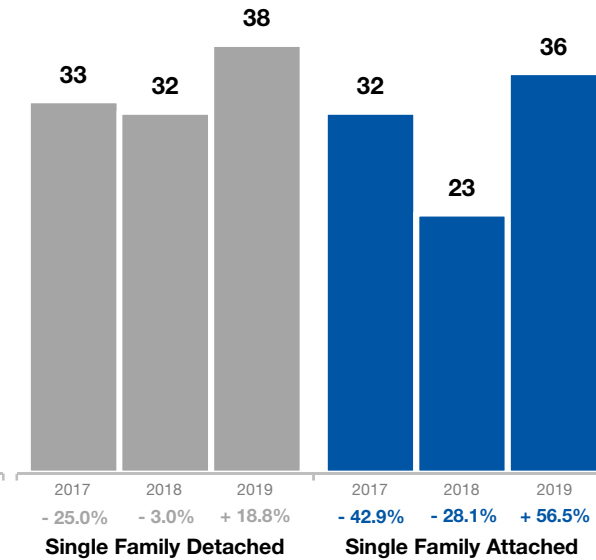
Median number of days between when a property is listed and when an offer is accepted in a given month.



August



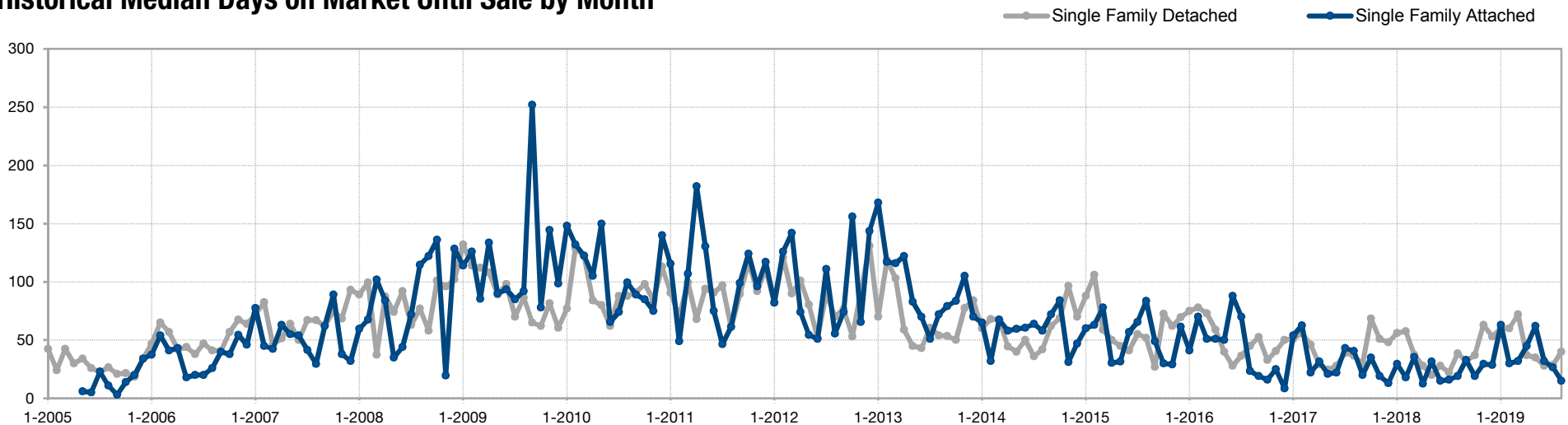
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	32	+6.7%	33	+65.0%
Oct-2018	37	-46.4%	19	-45.7%
Nov-2018	63	+23.5%	30	+57.9%
Dec-2018	53	+10.4%	29	+123.1%
Jan-2019	60	+7.1%	63	+110.0%
Feb-2019	60	+3.4%	30	+66.7%
Mar-2019	72	+89.5%	32	-11.1%
Apr-2019	37	+32.1%	45	+246.2%
May-2019	35	+75.0%	62	+93.8%
Jun-2019	28	0.0%	32	+113.3%
Jul-2019	29	+31.8%	27	+68.8%
Aug-2019	40	+2.6%	15	-21.1%
12-Month Avg*	39	+8.3%	32	+42.2%

* Median Days on Market for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

Historical Median Days on Market Until Sale by Month



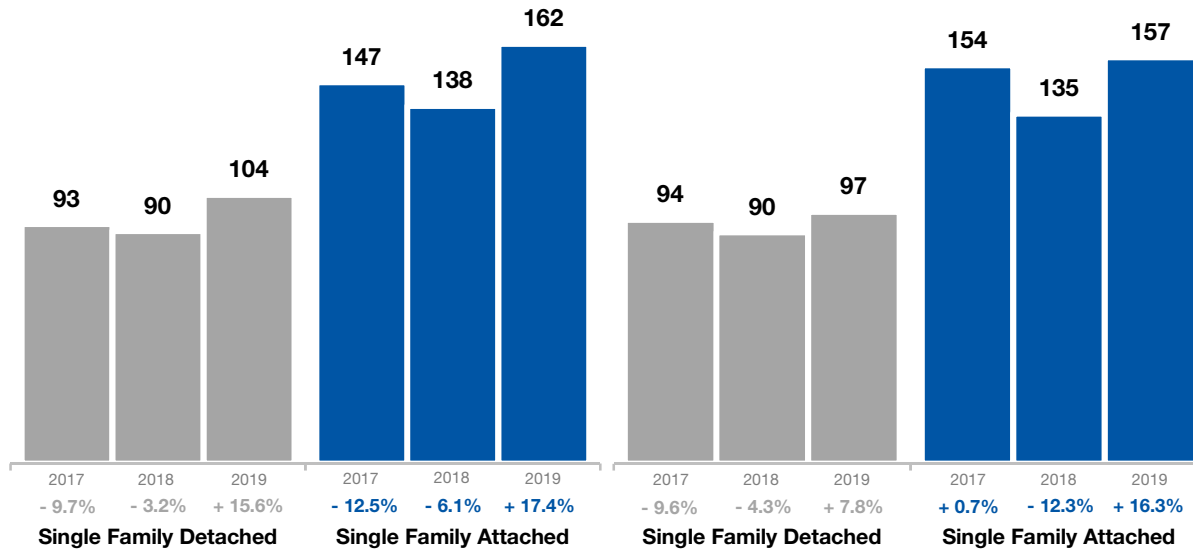
Housing Affordability Index



Measures housing affordability for James City, New Kent and York Counties. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for a median-priced home under prevailing interest rates. A higher number means greater affordability.

August

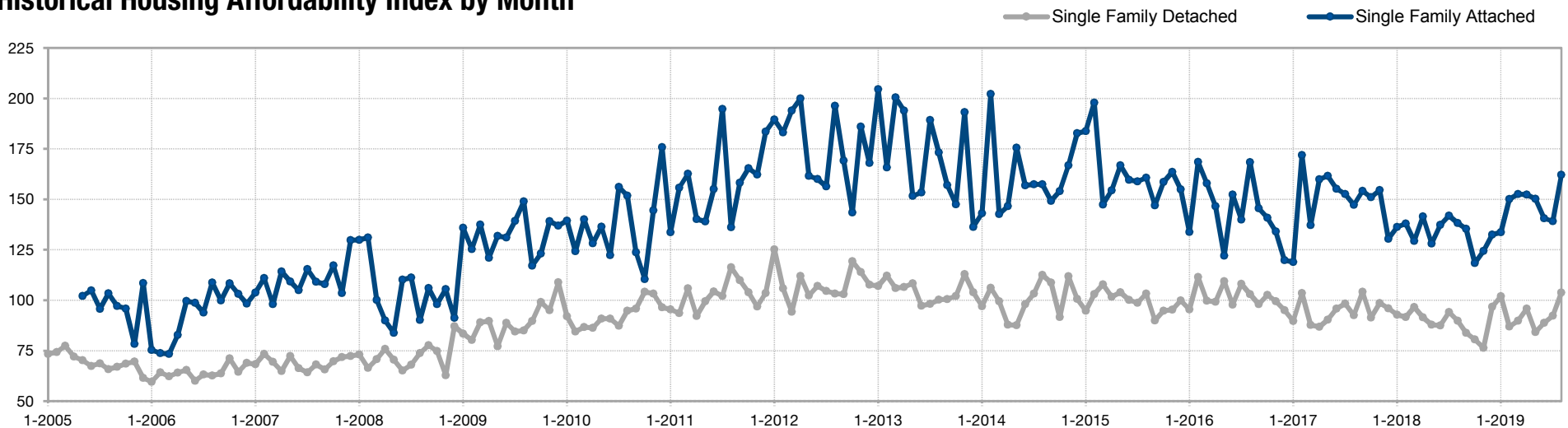
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	84	-19.2%	135	-12.3%
Oct-2018	81	-11.0%	118	-21.9%
Nov-2018	76	-23.2%	124	-20.0%
Dec-2018	97	+1.0%	133	+2.3%
Jan-2019	102	+9.7%	134	-1.5%
Feb-2019	87	-5.4%	150	+8.7%
Mar-2019	90	-7.2%	153	+18.6%
Apr-2019	96	+4.3%	152	+7.8%
May-2019	84	-4.5%	150	+17.2%
Jun-2019	89	+2.3%	141	+2.9%
Jul-2019	92	-2.1%	139	-2.1%
Aug-2019	104	+15.6%	162	+17.4%
12-Month Avg*	90	+11.2%	94	+15.7%

* Affordability Index for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

Historical Housing Affordability Index by Month

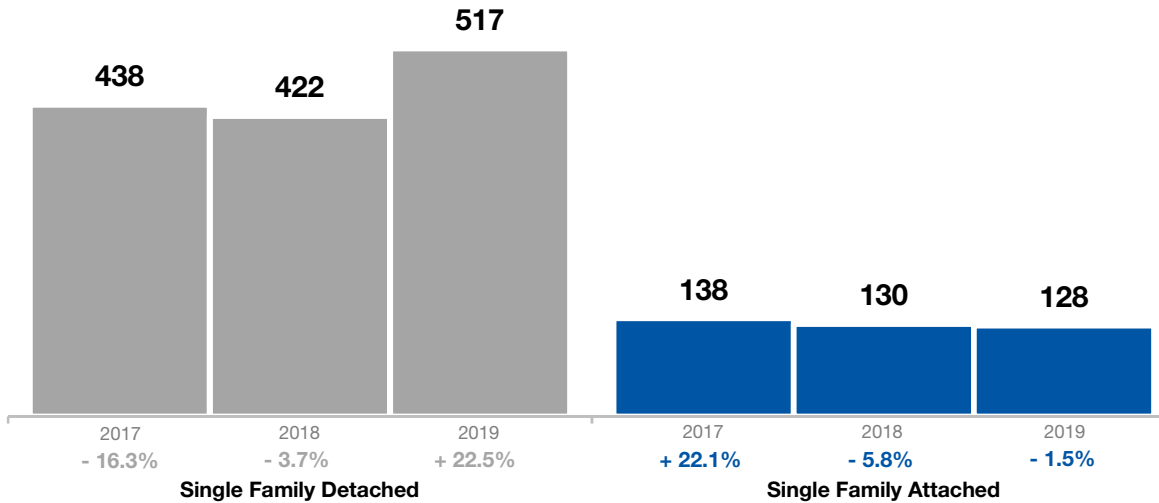


End of Month Inventory

The number of properties available for sale in active status at the end of a given month.

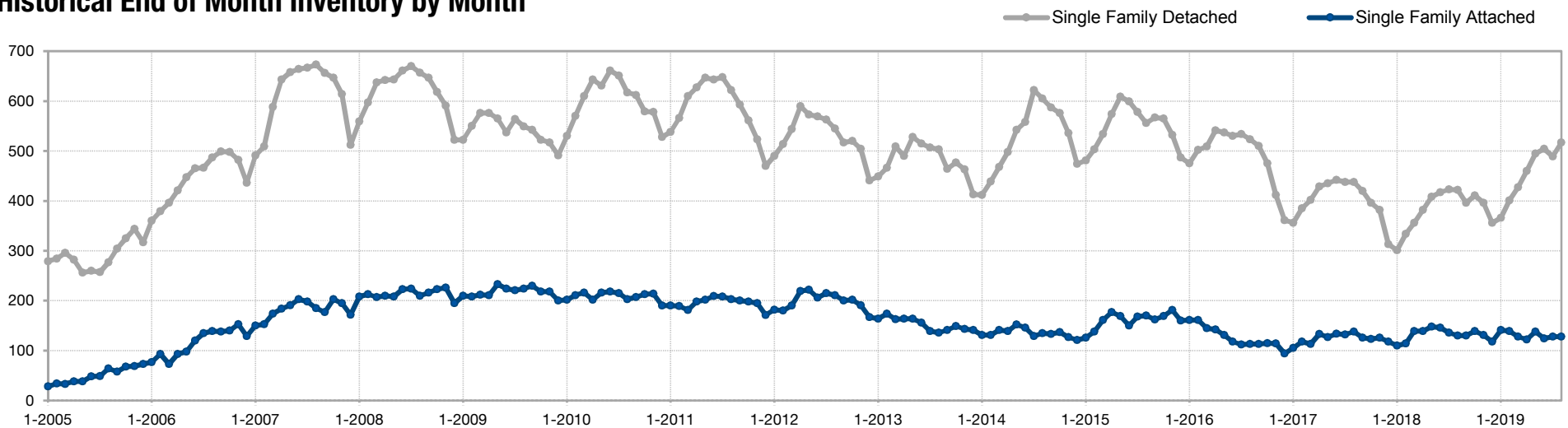


August



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	396	-5.7%	130	+3.2%
Oct-2018	411	+3.8%	139	+13.0%
Nov-2018	396	+3.7%	131	+4.0%
Dec-2018	356	+13.7%	118	0.0%
Jan-2019	366	+21.6%	141	+28.2%
Feb-2019	401	+20.1%	139	+21.9%
Mar-2019	427	+19.9%	128	-7.9%
Apr-2019	460	+20.4%	122	-12.2%
May-2019	495	+21.3%	138	-6.8%
Jun-2019	504	+20.9%	124	-15.1%
Jul-2019	489	+15.6%	128	-5.9%
Aug-2019	517	+22.5%	128	-1.5%
12-Month Avg	435	+14.6%	131	+0.7%

Historical End of Month Inventory by Month

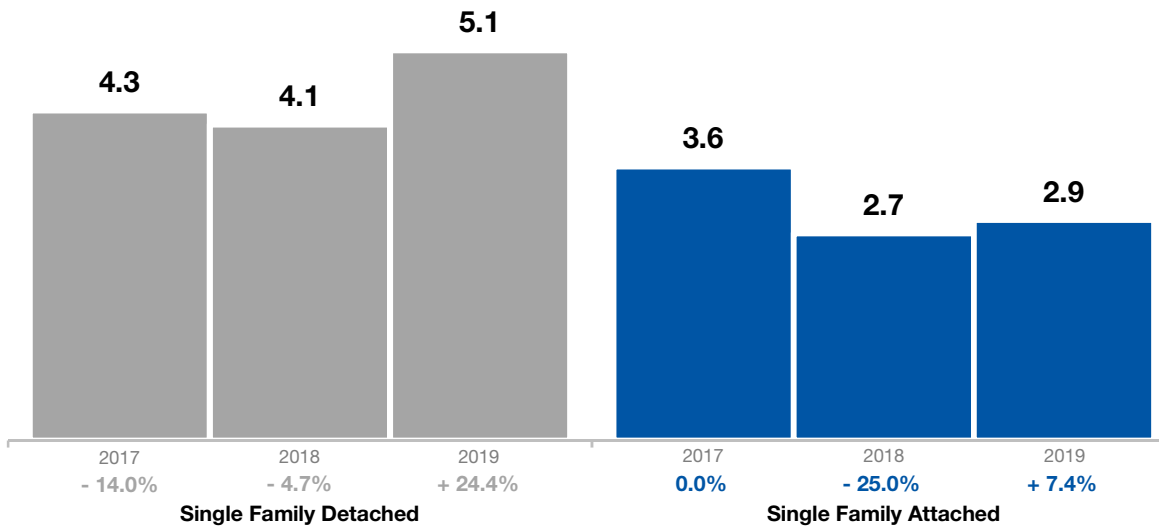


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



August



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2018	3.9	-4.9%	2.7	-12.9%
Oct-2018	4.1	+7.9%	3.0	0.0%
Nov-2018	4.0	+8.1%	2.8	-3.4%
Dec-2018	3.6	+20.0%	2.6	-7.1%
Jan-2019	3.7	+27.6%	3.1	+29.2%
Feb-2019	4.1	+24.2%	3.1	+24.0%
Mar-2019	4.4	+22.2%	2.8	-9.7%
Apr-2019	4.7	+27.0%	2.7	-10.0%
May-2019	5.0	+25.0%	3.0	-9.1%
Jun-2019	5.0	+22.0%	2.7	-12.9%
Jul-2019	4.8	+17.1%	2.9	0.0%
Aug-2019	5.1	+24.4%	2.9	+7.4%
12-Month Avg*	4.4	+17.3%	2.9	-1.6%

* Months Supply for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars				8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	8-2016	8-2017	8-2018	8-2019						
New Listings					175	208	+ 18.9%	1,649	1,719	+ 4.2%
Pending Sales					159	153	- 3.8%	1,319	1,325	+ 0.5%
Closed Sales					197	195	- 1.0%	1,278	1,233	- 3.5%
Median List Price					\$319,000	\$335,000	+ 5.0%	\$329,000	\$341,990	+ 3.9%
Median Sales Price					\$313,000	\$299,000	- 4.5%	\$310,120	\$315,000	+ 1.6%
Avg. Sales Price					\$328,096	\$339,151	+ 3.4%	\$340,594	\$345,160	+ 1.3%
Median Price Per Sq Ft					\$141	\$145	+ 2.8%	\$134	\$134	0.0%
Average Price Per Sq Ft					\$147	\$145	- 1.4%	\$145	\$146	+ 0.7%
\$ Volume of Closed Sales (in millions)					\$64.6	\$66.1	+ 2.3%	\$435.3	\$425.6	- 2.2%
Median Pct of List Price to Sale Price					98.6%	98.8%	+ 0.2%	98.7%	98.7%	0.0%
Avg Pct of List Price to Sale Price					98.1%	98.1%	0.0%	98.3%	98.1%	- 0.2%
Median Days on Market					32	37	+ 15.6%	28	37	+ 32.1%
Affordability Index					101	118	+ 16.8%	102	112	+ 9.8%
End of Month Inventory					552	645	+ 16.8%	--	--	--
Months Supply					3.7	4.4	+ 18.9%	--	--	--

Area Overview

Key metrics by report month for areas in the Williamsburg Multiple Listing Service



	New Listings			Closed Sales			Median Sales Price			Monthly Inventory			Months Supply		
	8-2018	8-2019	+ / -	8-2018	8-2019	+ / -	8-2018	8-2019	+ / -	8-2018	8-2019	+ / -	8-2018	8-2019	+ / -
James City County	147	170	+15.6%	147	164	+11.6%	\$ 327,500	\$ 300,000	-8.4%	448	518	+15.6%	3.8	4.3	+13.2%
City of Williamsburg	16	14	-12.5%	17	13	-23.5%	\$209,000	\$218,000	+4.3%	49	60	+22.4%	3.9	4.6	+17.9%
York County	27	43	+59.3%	40	34	-15.0%	\$292,763	\$328,750	+12.3%	86	122	+41.9%	2.6	4.5	+73.1%
New Kent County	8	25	+212.5%	11	15	+36.4%	\$272,000	\$365,000	+34.2%	42	68	+61.9%	6.2	6.9	+11.3%
Charles City County	3	0	-100.0%	1	2	+100.0%	\$65,000	\$437,350	+572.8%	8	10	+25.0%	7.0	5.9	-15.7%
Newport News	20	25	+25.0%	15	17	+13.3%	\$170,000	\$205,000	+20.6%	41	45	+9.8%	2.8	3.0	+7.1%
Hampton	6	8	+33.3%	3	8	+166.7%	\$185,000	\$182,000	-1.6%	16	17	+6.3%	3.0	3.0	0.0%
Surry	2	1	-50.0%	1	2	+100.0%	\$595,000	\$412,500	-30.7%	11	9	-18.2%	7.0	5.1	-27.1%
Gloucester	14	8	-42.9%	17	12	-29.4%	\$298,900	\$270,000	-9.7%	43	27	-37.2%	4.0	2.8	-30.0%
Richmond	0	0	--	1	0	-100.0%	\$345,500	\$0	-100.0%	0	0	--	0.0	0.0	--
23185	78	94	+20.5%	84	81	-3.6%	\$281,393	\$264,000	-6.2%	250	295	+18.0%	3.5	4.5	+28.6%
23188	88	94	+6.8%	97	101	+4.1%	\$325,000	\$305,000	-6.2%	261	297	+13.8%	3.9	4.2	+7.7%
23168	9	20	+122.2%	16	13	-18.8%	\$319,000	\$274,900	-13.8%	41	53	+29.3%	3.2	5.3	+65.6%
23168, 23185 & 23188	175	208	+18.9%	197	195	-1.0%	\$313,000	\$299,000	-4.5%	552	645	+16.8%	3.7	4.4	+18.9%