

Monthly Indicators



August 2018

Rising home prices, higher interest rates and increased building material costs have pressured housing affordability to a ten-year low, according to the National Association of Home Builders. Keen market observers have been watching this situation take shape for quite some time. Nationally, median household income has risen 2.6% in the last 12 months, while home prices are up 6.0%. That kind of gap will eventually create fewer sales due to affordability concerns, which is happening in several markets, especially in the middle to high-middle price ranges.

When comparing 2018 to 2017 statistics, New Listings decreased 7.4 percent for single-family detached homes but increased 4.3 percent for single-family attached homes. Pending Sales remained flat for single-family detached homes but increased 30.8 percent for single-family attached properties.

Median Sales Price was down 0.9 percent for single-family detached homes and was up 17.0 percent for single-family attached properties. Months Supply of Inventory remained flat for single-family detached homes but increased 5.9 percent for single-family attached properties.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.

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

- 0.9%

+ 17.0%

- 2.8%

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, comprised of single family properties, townhomes, condominiums, mobile homes with land. Percent changes are calculated using rounded figures.

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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				8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	8-2015	8-2016	8-2017	8-2018						
New Listings					163	151	- 7.4%	1,337	1,325	- 0.9%
Pending Sales					112	112	0.0%	979	946	- 3.4%
Closed Sales					133	138	+ 3.8%	912	927	+ 1.6%
Median List Price					\$385,000	\$370,000	- 3.9%	\$365,000	\$380,000	+ 4.1%
Median Sales Price					\$352,000	\$349,000	- 0.9%	\$345,500	\$347,000	+ 0.4%
Avg. Sales Price					\$398,507	\$368,932	- 7.4%	\$394,055	\$380,597	- 3.4%
Median Price Per Sq Ft					\$138	\$146	+ 6.1%	\$141	\$144	+ 2.0%
Average Price Per Sq Ft					\$140	\$151	+ 7.9%	\$145	\$148	+ 2.1%
\$ Volume of Closed Sales (in millions)					\$53.0	\$50.9	- 3.9%	\$359.4	\$352.8	- 1.8%
Median Pct of List Price to Sale Price					98.6%	98.4%	- 0.2%	98.2%	98.5%	+ 0.3%
Avg Pct of List Price to Sale Price					97.8%	97.9%	+ 0.1%	97.8%	98.1%	+ 0.3%
Median Days on Market					34	36	+ 5.9%	39	31	- 20.5%
Affordability Index					97	91	- 6.2%	99	92	- 7.1%
End of Month Inventory					552	543	- 1.6%	--	--	--
Months Supply					5.0	5.0	0.0%	--	--	--

Single Family Attached Market Overview

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



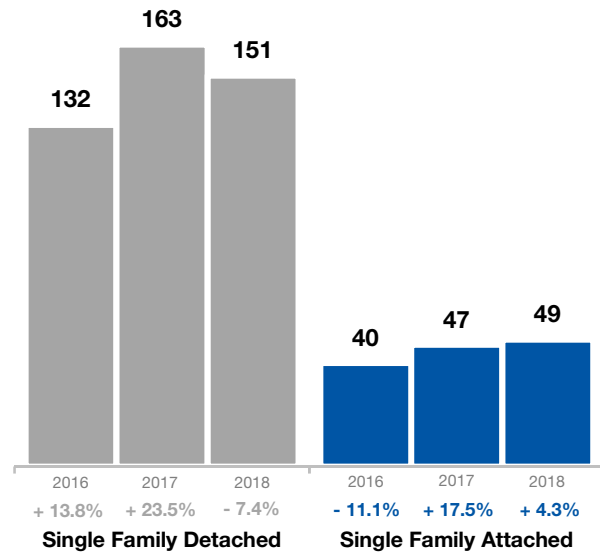
Key Metrics	Historical Sparkbars				8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	8-2015	8-2016	8-2017	8-2018						
New Listings					47	49	+ 4.3%	378	458	+ 21.2%
Pending Sales					39	51	+ 30.8%	323	386	+ 19.5%
Closed Sales					35	54	+ 54.3%	273	346	+ 26.7%
Median List Price					\$250,000	\$245,000	- 2.0%	\$229,945	\$239,995	+ 4.4%
Median Sales Price					\$196,000	\$229,300	+ 17.0%	\$217,000	\$232,988	+ 7.4%
Avg. Sales Price					\$211,795	\$231,998	+ 9.5%	\$228,942	\$234,887	+ 2.6%
Median Price Per Sq Ft					\$125	\$130	+ 4.4%	\$128	\$134	+ 4.8%
Average Price Per Sq Ft					\$134	\$136	+ 1.5%	\$135	\$138	+ 2.2%
\$ Volume of Closed Sales (in millions)					\$7.4	\$12.5	+ 69.0%	\$62.5	\$81.3	+ 30.0%
Median Pct of List Price to Sale Price					97.7%	100.0%	+ 2.4%	98.3%	99.4%	+ 1.1%
Avg Pct of List Price to Sale Price					97.6%	98.9%	+ 1.3%	97.9%	98.8%	+ 0.9%
Median Days on Market					44	24	- 45.5%	41	23	- 43.9%
Affordability Index					175	139	- 20.6%	158	136	- 13.9%
End of Month Inventory					124	154	+ 24.2%	--	--	--
Months Supply					3.4	3.6	+ 5.9%	--	--	--

New Listings

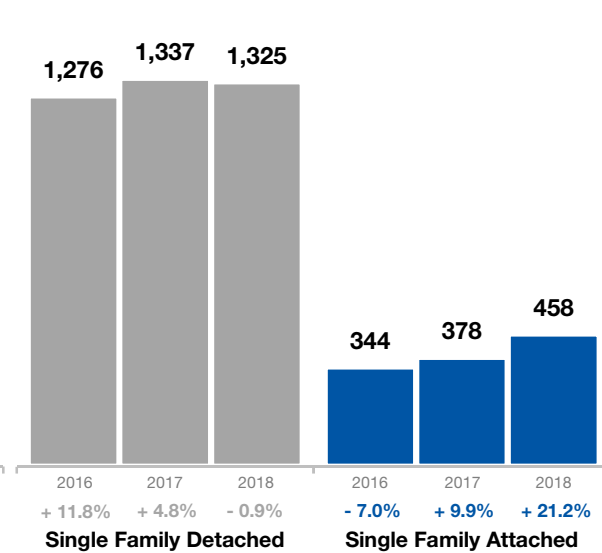
A count of the properties that have been newly listed on the market in a given month.



August

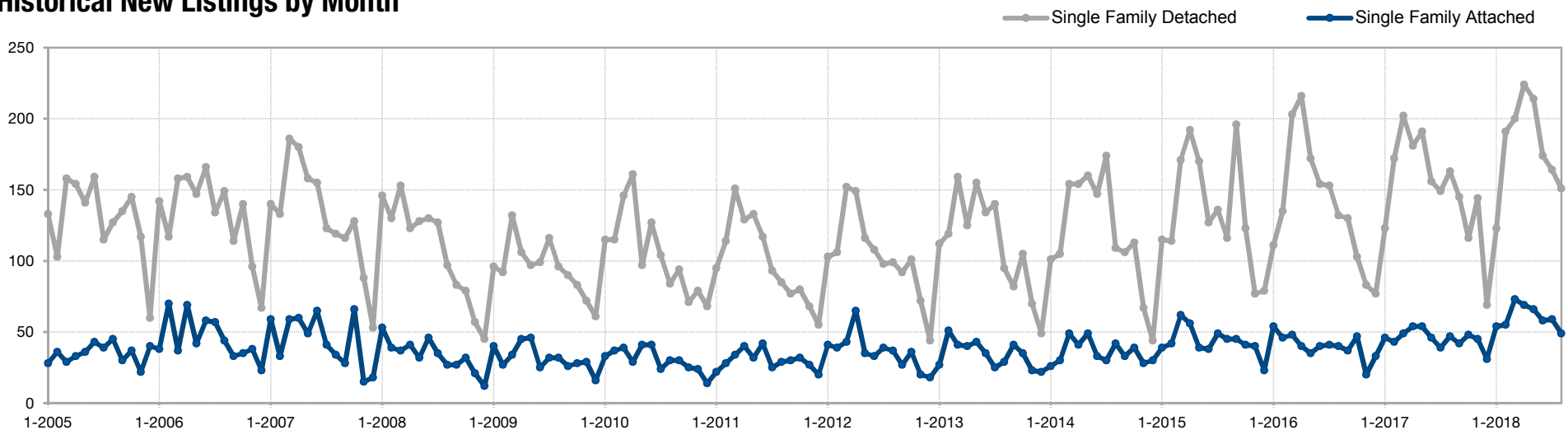


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2017	145	+11.5%	42	+13.5%
Oct-2017	116	+12.6%	48	+2.1%
Nov-2017	144	+73.5%	45	+125.0%
Dec-2017	69	-10.4%	31	-6.1%
Jan-2018	123	0.0%	54	+17.4%
Feb-2018	191	+11.0%	55	+27.9%
Mar-2018	200	-1.0%	73	+49.0%
Apr-2018	224	+23.8%	69	+27.8%
May-2018	214	+12.0%	66	+22.2%
Jun-2018	174	+11.5%	58	+26.1%
Jul-2018	164	+10.1%	59	+51.3%
Aug-2018	151	-7.4%	49	+4.3%
12-Month Avg	143	+4.6%	50	+18.4%

Historical New Listings by Month

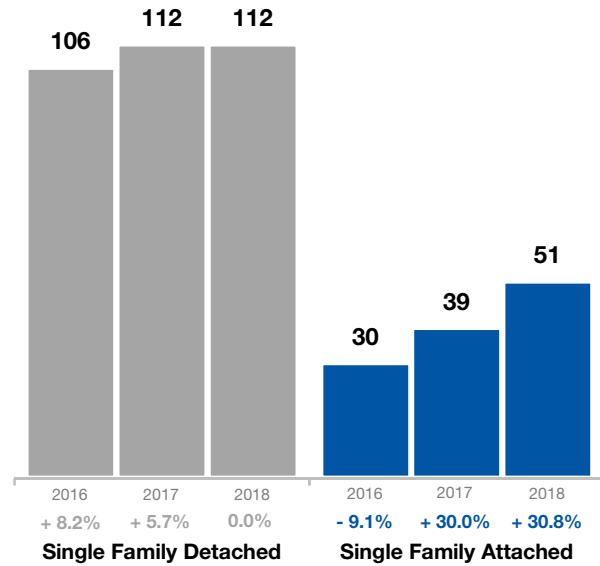


Pending Sales

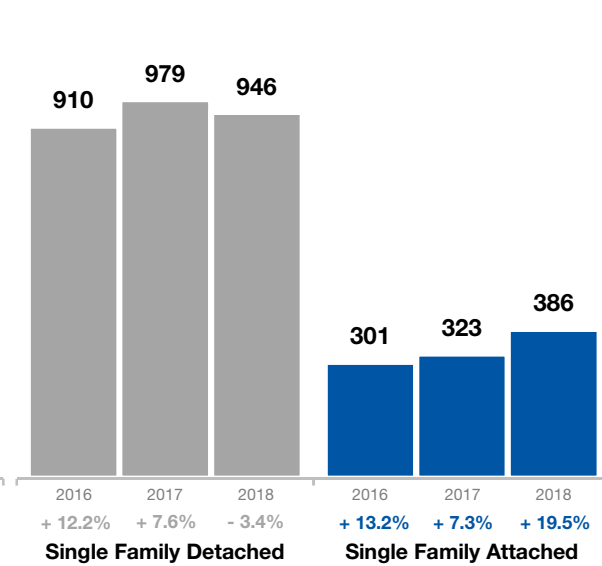
A count of the properties on which offers have been accepted in a given month.



August

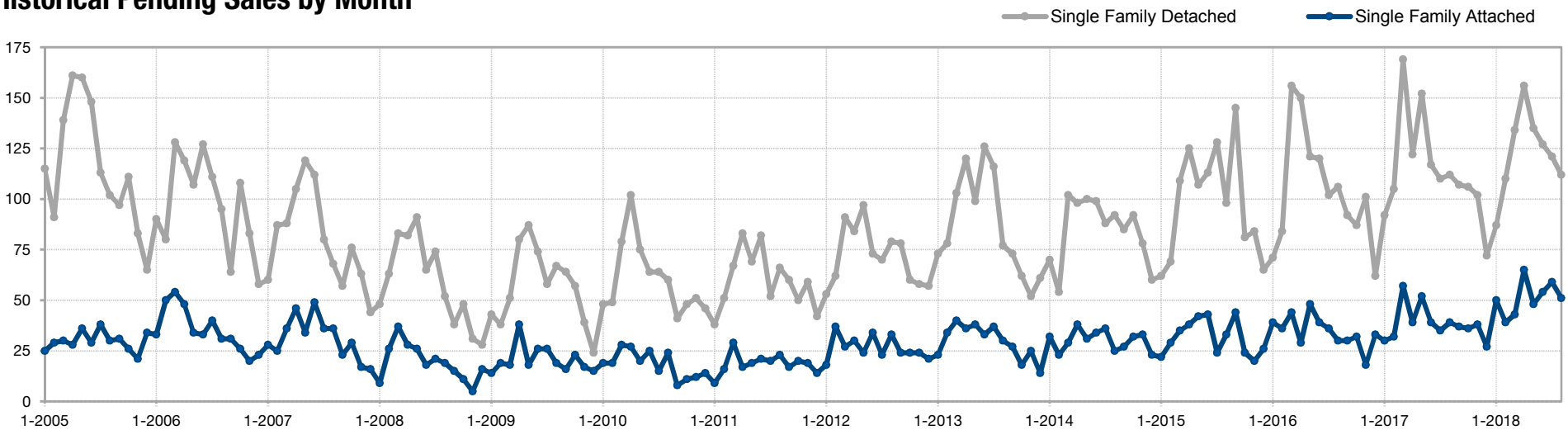


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2017	107	+16.3%	37	+23.3%
Oct-2017	106	+21.8%	36	+12.5%
Nov-2017	102	+1.0%	38	+111.1%
Dec-2017	72	+16.1%	27	-18.2%
Jan-2018	87	-5.4%	50	+66.7%
Feb-2018	110	+4.8%	39	+21.9%
Mar-2018	134	-20.7%	43	-24.6%
Apr-2018	156	+27.9%	65	+66.7%
May-2018	135	-11.2%	48	-7.7%
Jun-2018	127	+8.5%	54	+38.5%
Jul-2018	121	+10.0%	59	+68.6%
Aug-2018	112	0.0%	51	+30.8%
12-Month Avg	109	-0.3%	43	+18.2%

Historical Pending Sales by Month

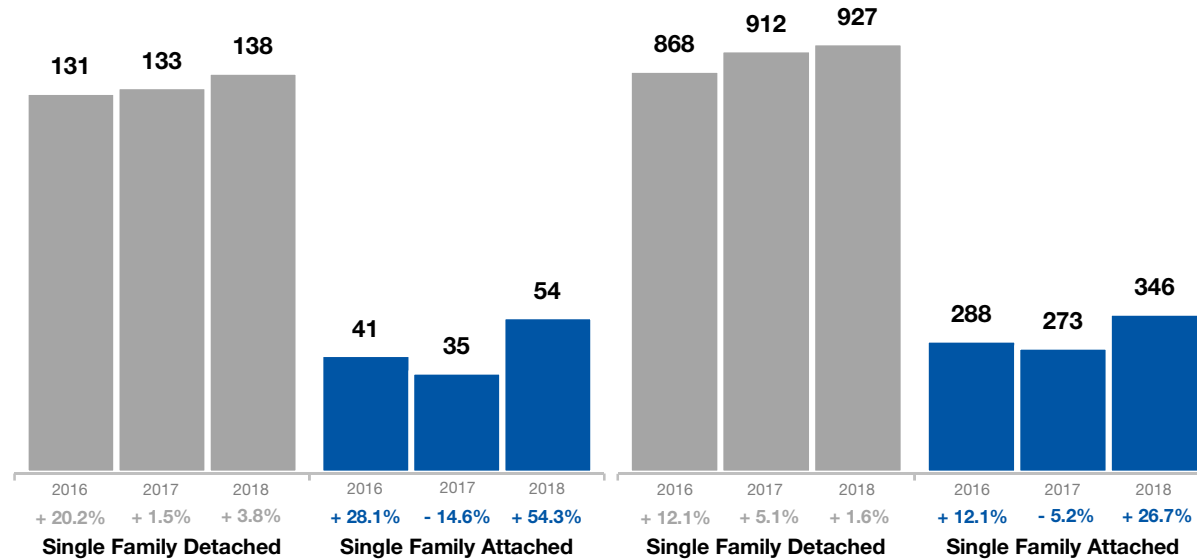


Closed Sales

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

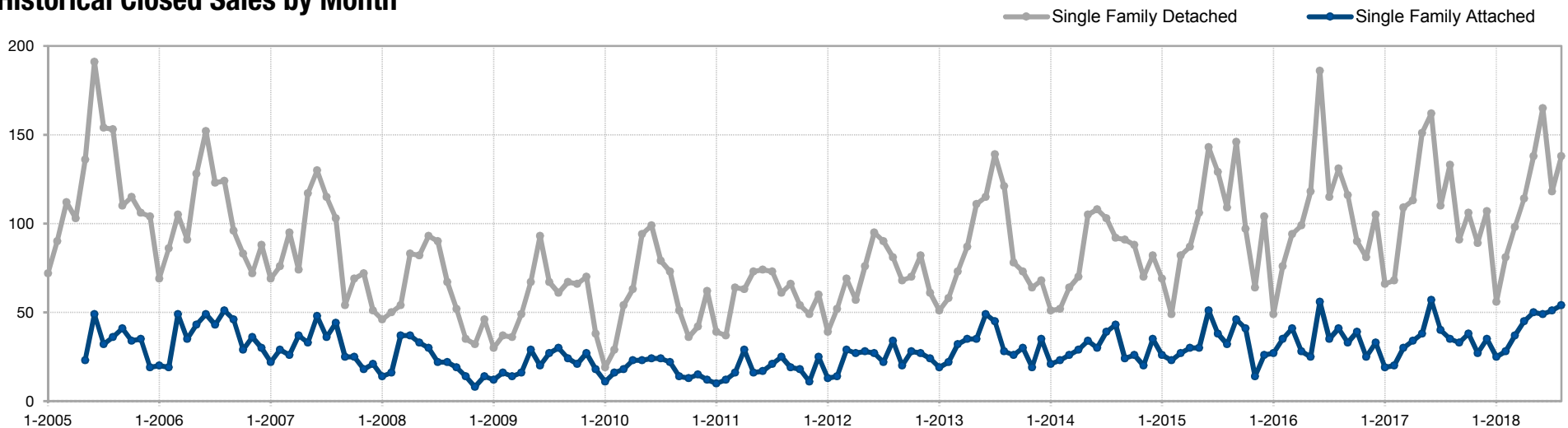


August



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2017	91	-21.6%	33	0.0%
Oct-2017	106	+17.8%	38	-2.6%
Nov-2017	89	+9.9%	27	+8.0%
Dec-2017	107	+1.9%	35	+6.1%
Jan-2018	56	-15.2%	25	+31.6%
Feb-2018	81	+19.1%	28	+40.0%
Mar-2018	98	-10.1%	37	+23.3%
Apr-2018	114	+0.9%	45	+32.4%
May-2018	138	-8.6%	50	+31.6%
Jun-2018	165	+1.9%	49	-14.0%
Jul-2018	118	+7.3%	51	+27.5%
Aug-2018	138	+3.8%	54	+54.3%
12-Month Avg	110	+1.5%	40	+19.9%

Historical Closed Sales by Month

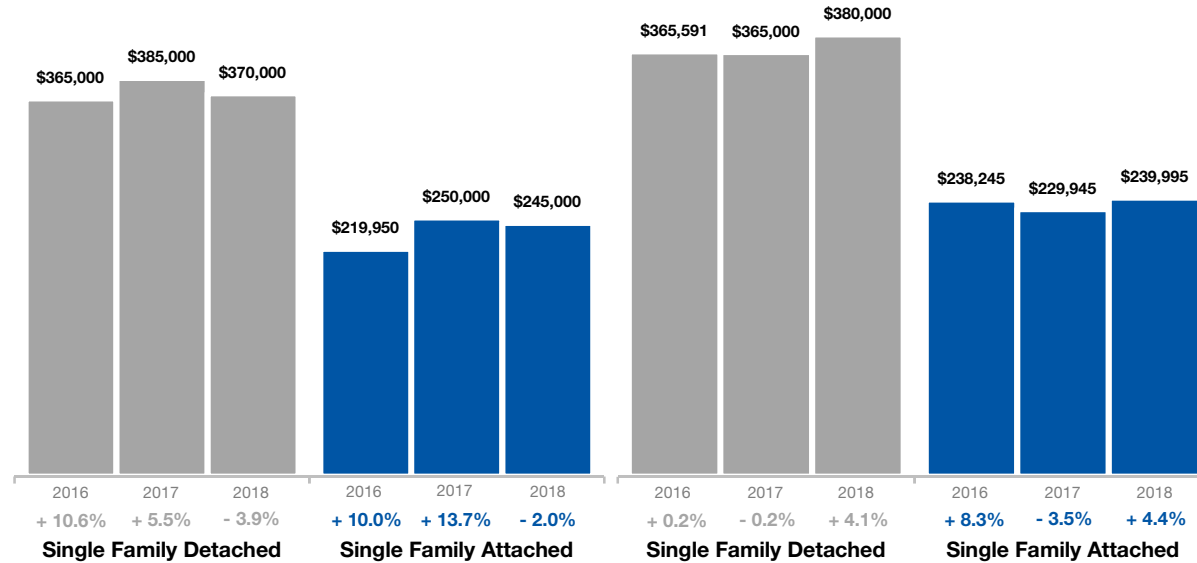


Median List Price

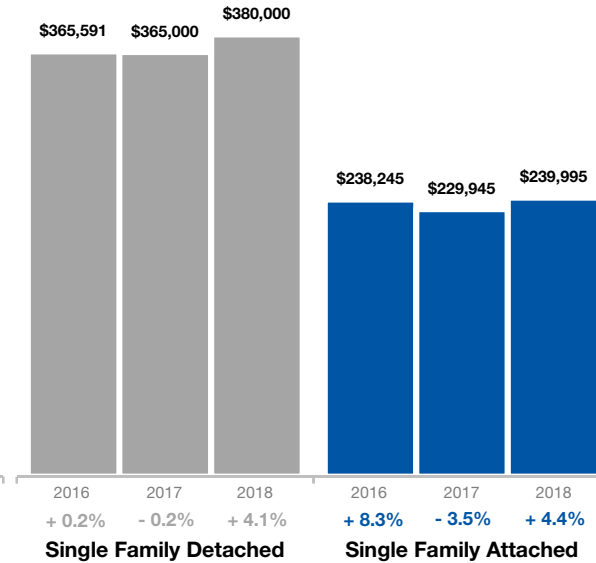
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



August



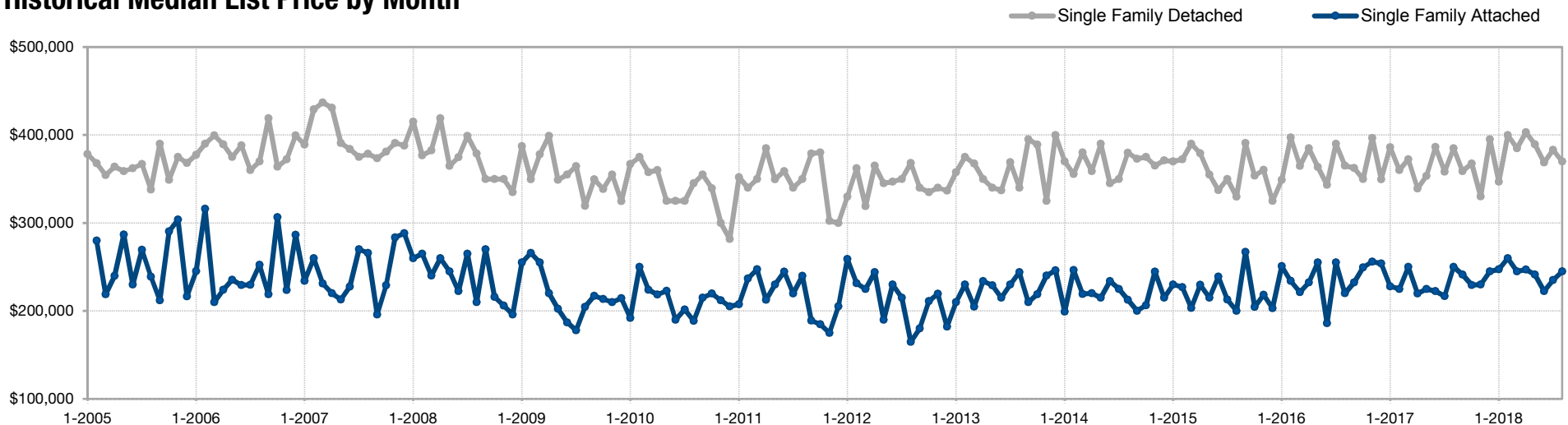
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2017	\$358,750	-1.0%	\$241,445	+3.9%
Oct-2017	\$367,493	+5.0%	\$229,400	-8.1%
Nov-2017	\$330,000	-16.8%	\$230,000	-10.2%
Dec-2017	\$395,000	+13.0%	\$244,990	-3.5%
Jan-2018	\$347,000	-10.1%	\$247,415	+8.5%
Feb-2018	\$399,900	+11.1%	\$259,795	+15.5%
Mar-2018	\$385,000	+3.4%	\$245,000	-2.0%
Apr-2018	\$402,999	+18.9%	\$246,900	+12.3%
May-2018	\$389,495	+10.2%	\$241,450	+7.3%
Jun-2018	\$368,750	-4.6%	\$222,450	0.0%
Jul-2018	\$383,000	+6.9%	\$235,000	+8.3%
Aug-2018	\$370,000	-3.9%	\$245,000	-2.0%
12-Month Avg*	\$375,000	+2.7%	\$239,400	+1.3%

* Median List Price for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

Historical Median List Price by Month

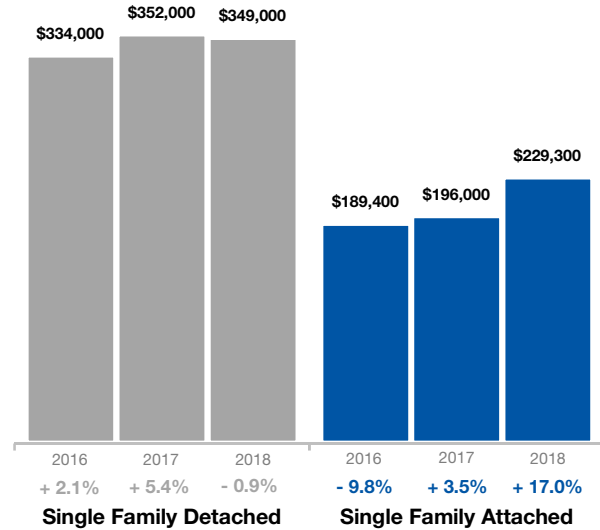


Median Sales Price

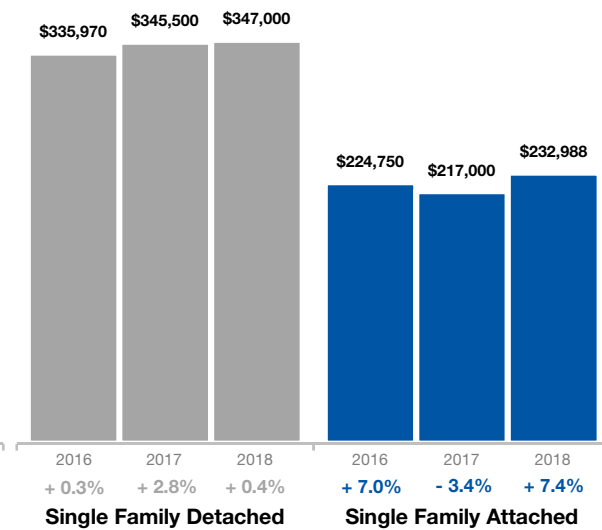
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



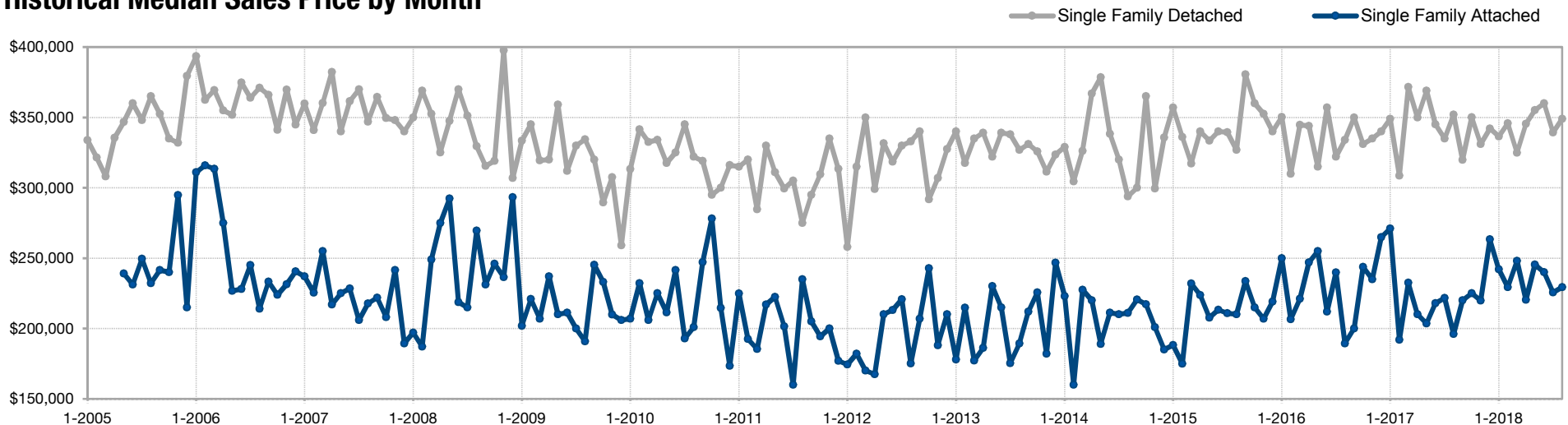
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2017	\$319,900	-8.6%	\$220,000	+10.0%
Oct-2017	\$350,200	+5.8%	\$225,010	-7.7%
Nov-2017	\$331,000	-1.2%	\$219,900	-6.4%
Dec-2017	\$342,150	+0.6%	\$263,290	-0.6%
Jan-2018	\$336,500	-3.6%	\$242,000	-10.7%
Feb-2018	\$345,900	+12.1%	\$229,298	+19.4%
Mar-2018	\$324,953	-12.5%	\$248,000	+6.7%
Apr-2018	\$345,500	-1.3%	\$220,395	+5.0%
May-2018	\$355,118	-3.8%	\$245,503	+20.6%
Jun-2018	\$360,000	+4.3%	\$240,000	+10.1%
Jul-2018	\$339,223	+1.3%	\$225,560	+1.8%
Aug-2018	\$349,000	-0.9%	\$229,300	+17.0%
12-Month Avg*	\$345,000	0.0%	\$233,000	+5.9%

* Median Sales Price for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

Historical Median Sales Price by Month

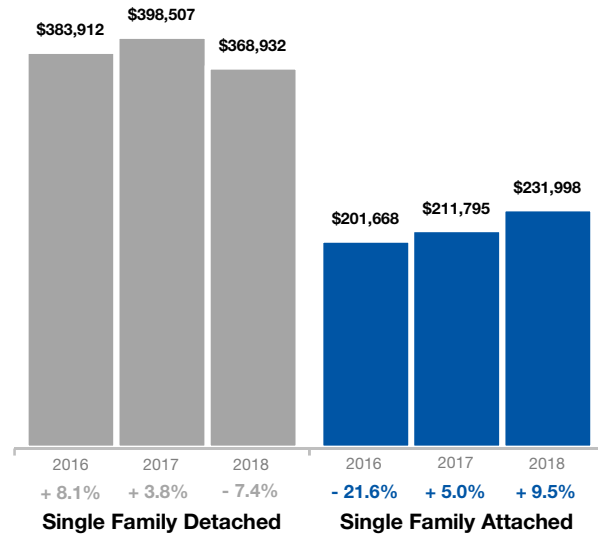


Average Sales Price

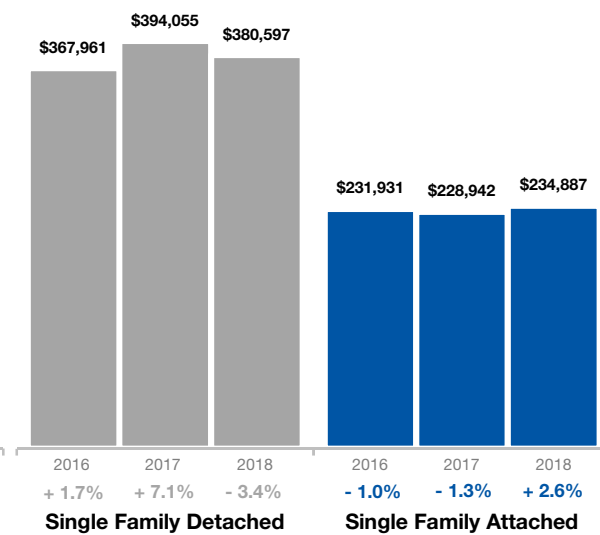
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



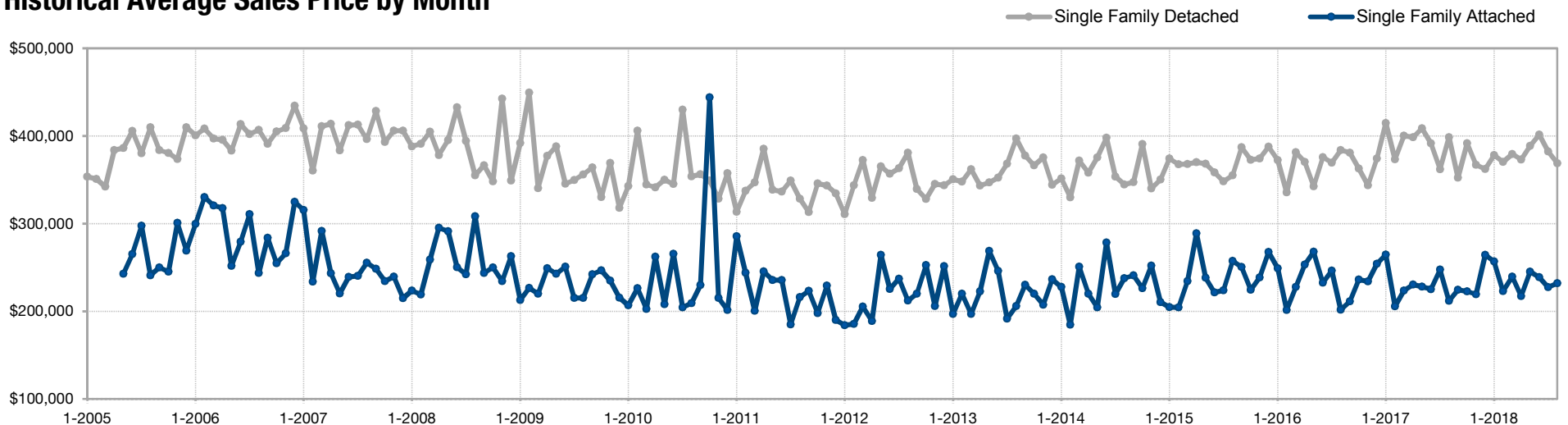
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2017	\$352,249	-7.5%	\$224,335	+6.2%
Oct-2017	\$391,515	+7.9%	\$222,757	-5.7%
Nov-2017	\$366,926	+6.8%	\$219,478	-6.3%
Dec-2017	\$362,241	-3.2%	\$264,339	+4.1%
Jan-2018	\$378,134	-8.8%	\$256,658	-3.1%
Feb-2018	\$370,261	-0.8%	\$222,949	+8.4%
Mar-2018	\$379,359	-5.2%	\$239,572	+7.1%
Apr-2018	\$373,051	-6.4%	\$217,131	-5.8%
May-2018	\$388,689	-4.9%	\$245,019	+7.5%
Jun-2018	\$401,476	+2.5%	\$238,884	+6.1%
Jul-2018	\$382,289	+5.6%	\$227,549	-8.1%
Aug-2018	\$368,932	-7.4%	\$231,998	+9.5%
12-Month Avg*	\$377,136	-2.3%	\$234,221	+1.6%

* Avg. Sales Price for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

Historical Average Sales Price by Month

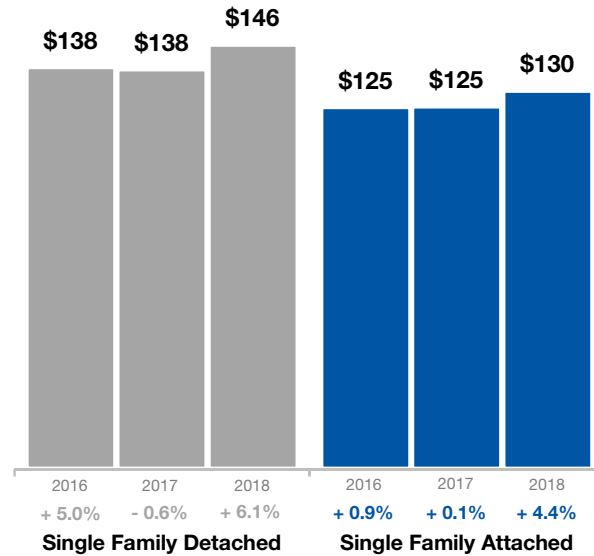


Median Price Per Square Foot

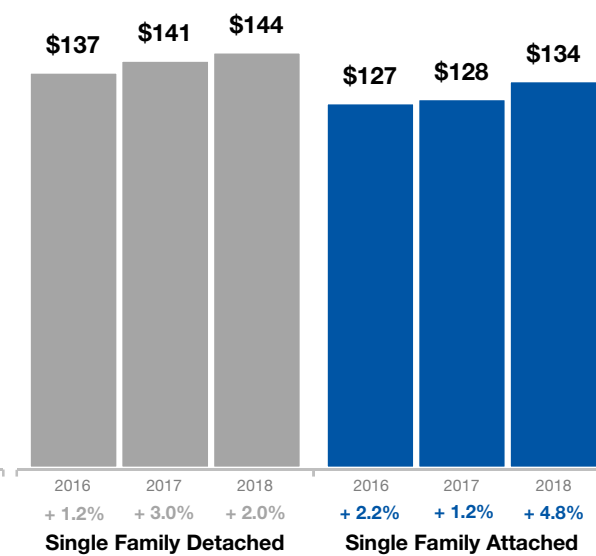
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



August



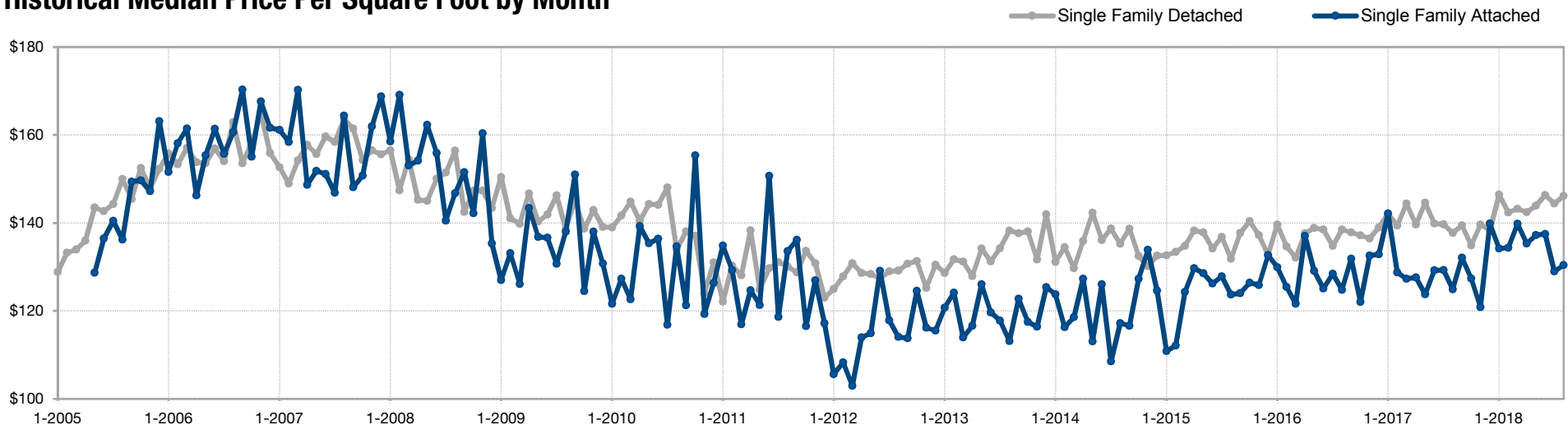
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2017	\$139	+1.2%	\$132	+0.2%
Oct-2017	\$135	-1.6%	\$127	+4.4%
Nov-2017	\$140	+2.3%	\$121	-8.8%
Dec-2017	\$138	-0.5%	\$140	+5.3%
Jan-2018	\$146	+3.1%	\$134	-5.6%
Feb-2018	\$142	+2.1%	\$134	+4.4%
Mar-2018	\$143	-0.8%	\$140	+9.9%
Apr-2018	\$142	+2.0%	\$135	+6.0%
May-2018	\$144	-0.5%	\$137	+10.9%
Jun-2018	\$146	+4.6%	\$138	+6.4%
Jul-2018	\$144	+3.4%	\$129	-0.2%
Aug-2018	\$146	+6.1%	\$130	+4.4%
12-Month Avg*	\$143	+1.8%	\$133	+4.2%

* Median Price Per Sq Ft for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

Historical Median Price Per Square Foot by Month

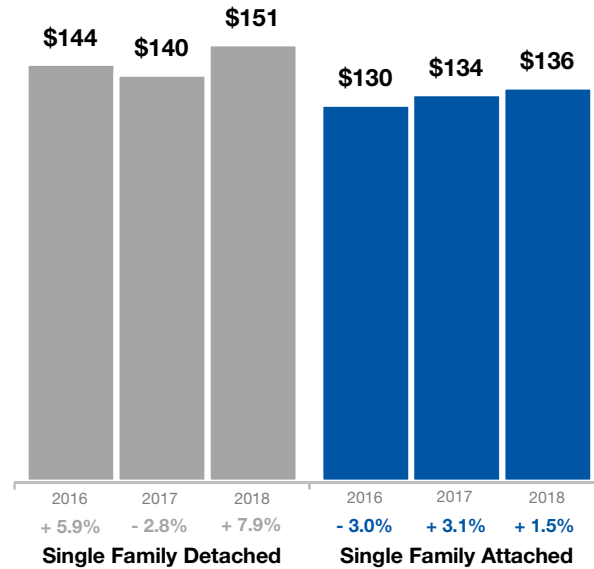


Average Price Per Square Foot

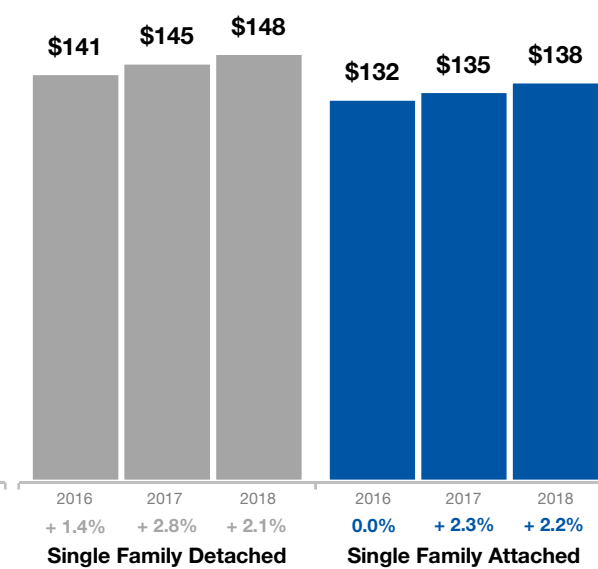
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



August



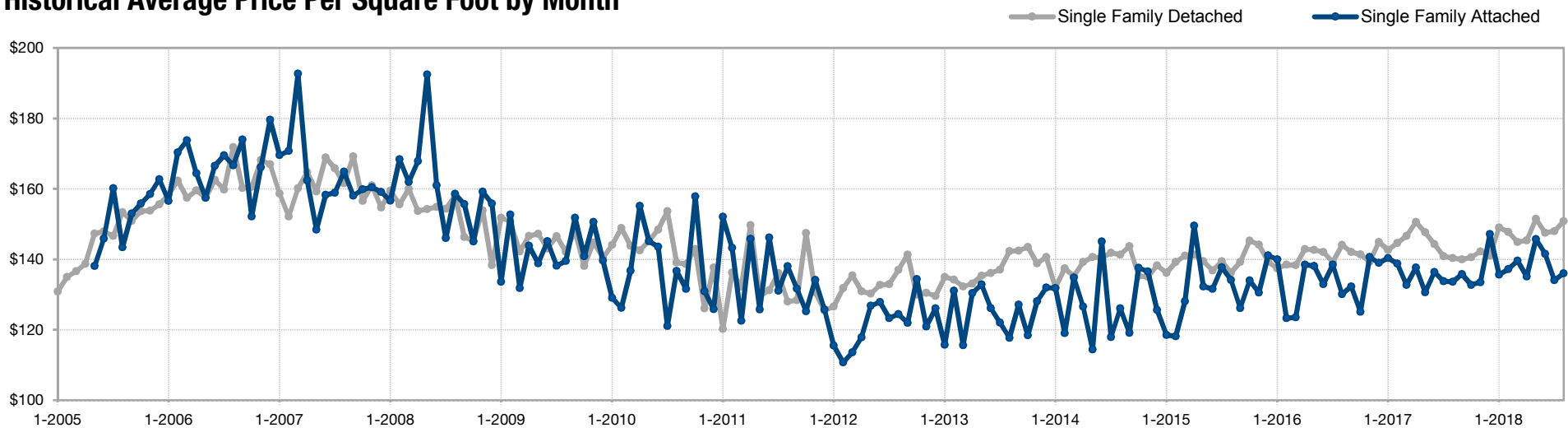
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2017	\$140	-1.4%	\$136	+3.0%
Oct-2017	\$141	0.0%	\$133	+6.4%
Nov-2017	\$142	+2.2%	\$133	-5.7%
Dec-2017	\$141	-2.8%	\$147	+5.8%
Jan-2018	\$149	+4.2%	\$136	-2.9%
Feb-2018	\$148	+2.1%	\$137	-1.4%
Mar-2018	\$145	-1.4%	\$140	+5.3%
Apr-2018	\$145	-4.0%	\$135	-2.2%
May-2018	\$151	+2.0%	\$146	+11.5%
Jun-2018	\$148	+2.8%	\$142	+4.4%
Jul-2018	\$148	+5.0%	\$134	0.0%
Aug-2018	\$151	+7.9%	\$136	+1.5%
12-Month Avg*	\$146	+1.3%	\$138	+2.6%

* Average Price Per Sq Ft for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

Historical Average Price Per Square Foot by Month

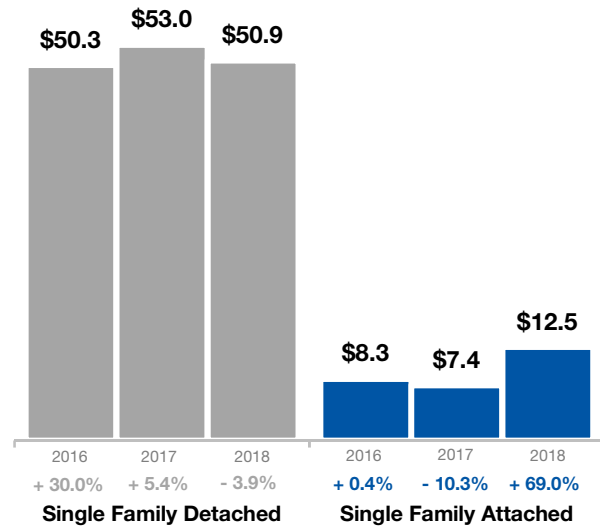


Dollar Volume of Closed Sales (in millions)

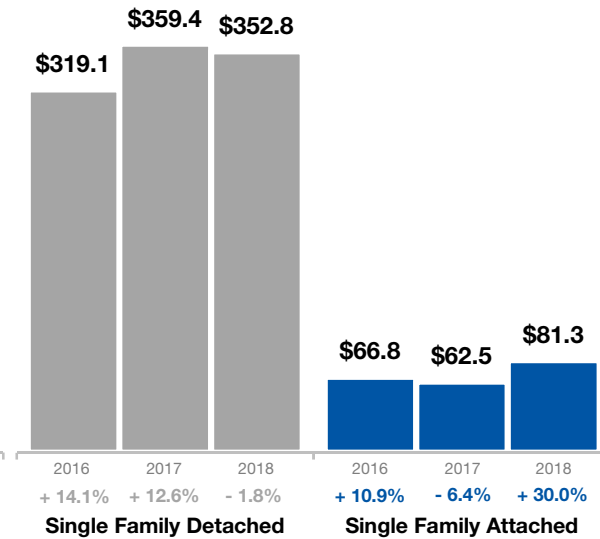
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



August



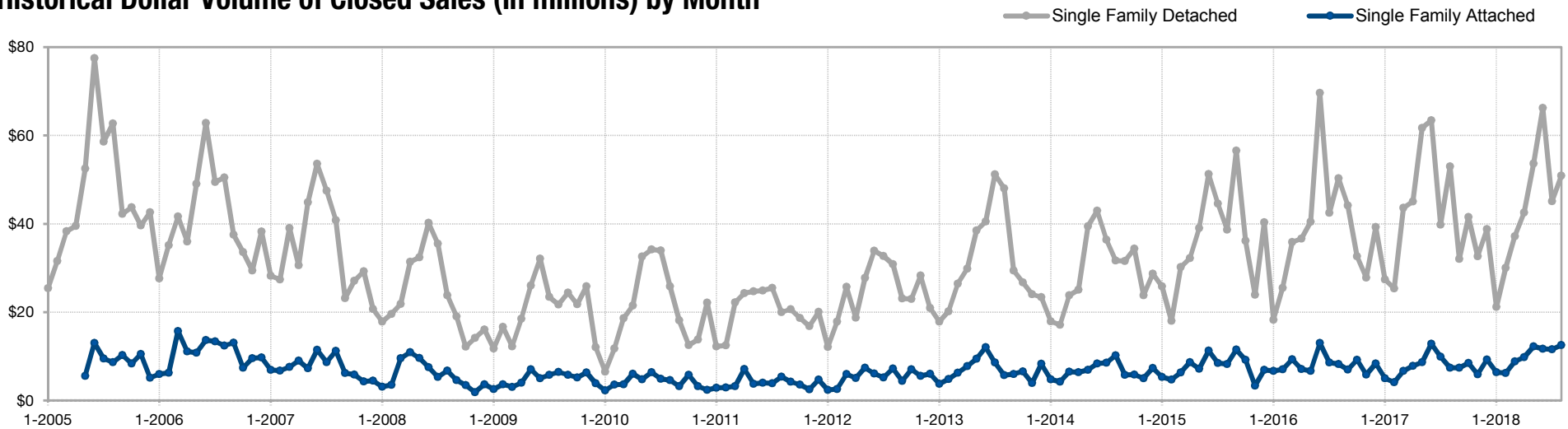
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2017	\$32.1	-27.4%	\$7.4	+6.2%
Oct-2017	\$41.5	+27.1%	\$8.5	-8.1%
Nov-2017	\$32.7	+17.3%	\$5.9	+1.2%
Dec-2017	\$38.8	-1.3%	\$9.3	+10.4%
Jan-2018	\$21.2	-22.6%	\$6.4	+27.6%
Feb-2018	\$30.0	+18.1%	\$6.2	+51.8%
Mar-2018	\$37.2	-14.8%	\$8.9	+32.1%
Apr-2018	\$42.5	-5.6%	\$9.8	+24.7%
May-2018	\$53.6	-13.1%	\$12.3	+41.4%
Jun-2018	\$66.2	+4.4%	\$11.7	-8.8%
Jul-2018	\$45.1	+13.3%	\$11.6	+17.2%
Aug-2018	\$50.9	-3.9%	\$12.5	+69.0%
12-Month Avg*	\$41.0	-0.8%	\$9.2	+21.8%

* \$ Volume of Closed Sales (in millions) for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

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



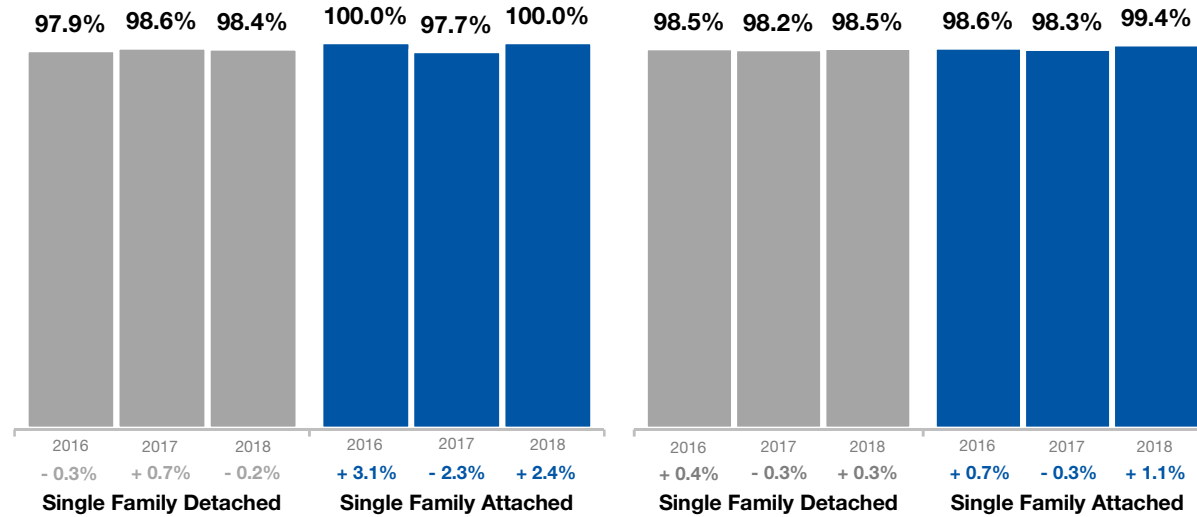
Median Percent of List Price to Sale Price



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

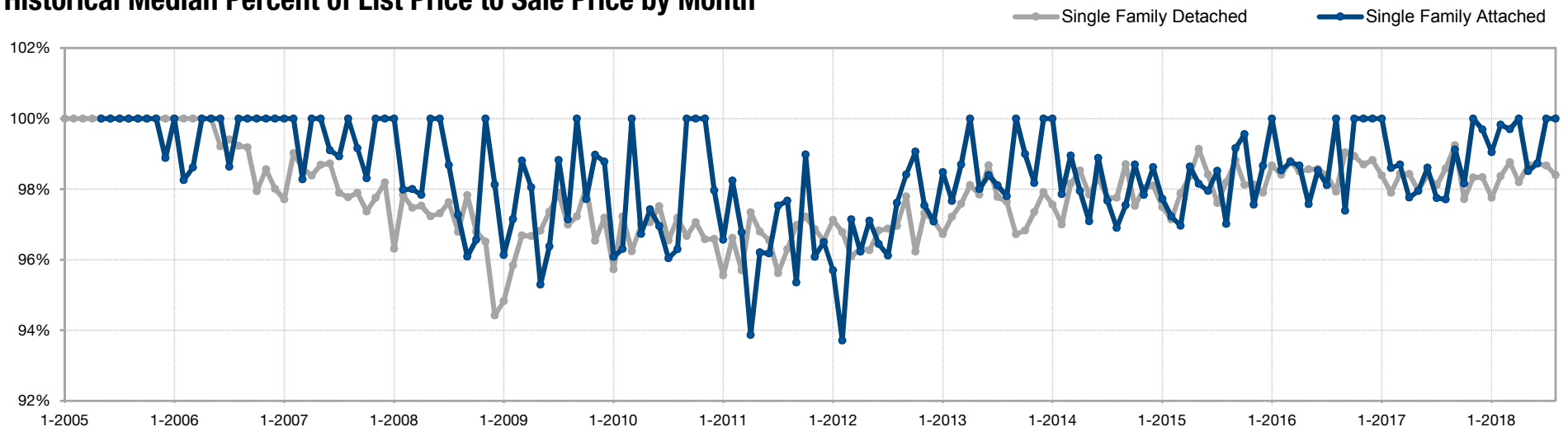
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2017	99.2%	+0.2%	99.1%	+1.7%
Oct-2017	97.7%	-1.2%	98.2%	-1.8%
Nov-2017	98.3%	-0.4%	100.0%	0.0%
Dec-2017	98.3%	-0.5%	99.7%	-0.3%
Jan-2018	97.8%	-0.6%	99.0%	-1.0%
Feb-2018	98.4%	+0.5%	99.8%	+1.2%
Mar-2018	98.8%	+0.4%	99.7%	+1.0%
Apr-2018	98.2%	-0.2%	100.0%	+2.2%
May-2018	98.7%	+0.7%	98.5%	+0.6%
Jun-2018	98.7%	+0.3%	98.7%	+0.1%
Jul-2018	98.7%	+0.6%	100.0%	+2.4%
Aug-2018	98.4%	-0.2%	100.0%	+2.4%
12-Month Avg*	98.5%	+0.1%	99.3%	+0.8%

* Median Pct of List Price to Sale Price for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

Historical Median Percent of List Price to Sale Price by Month

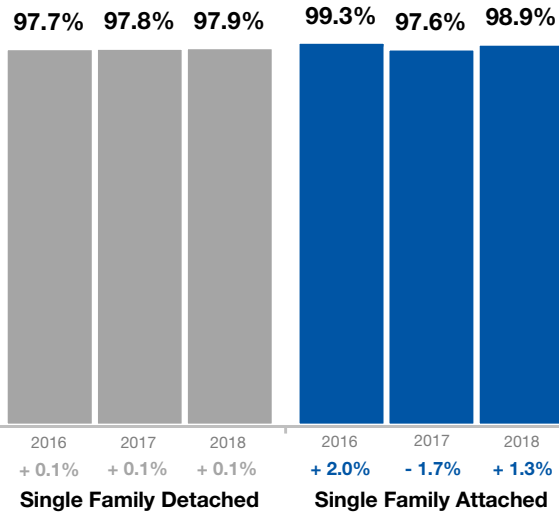


Average Percent of List Price to Sale Price

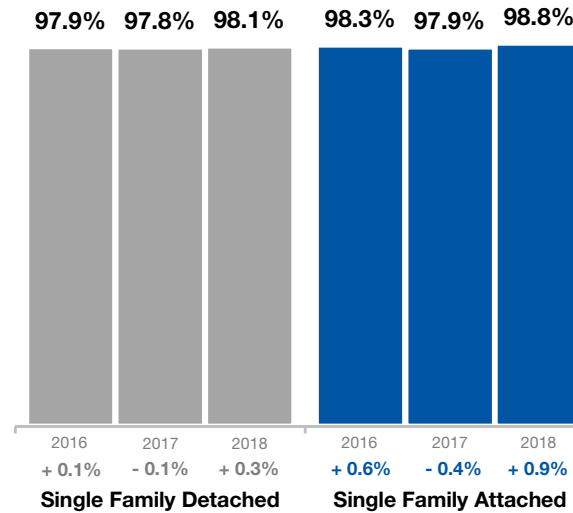


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

August



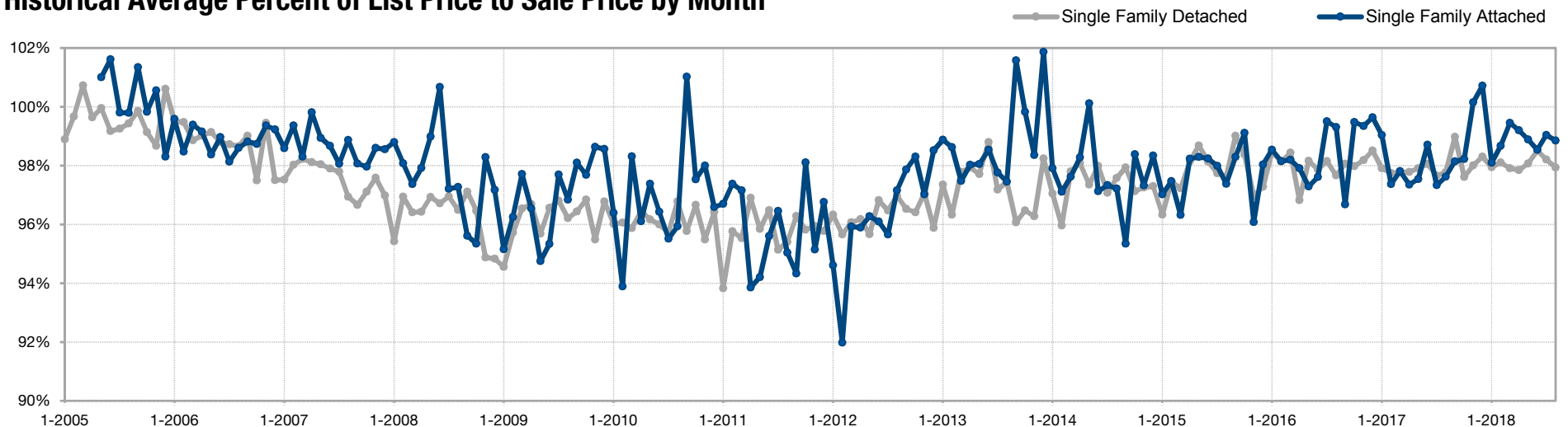
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2017	99.0%	+0.9%	98.1%	+1.4%
Oct-2017	97.6%	-0.4%	98.2%	-1.3%
Nov-2017	98.0%	-0.2%	100.2%	+0.9%
Dec-2017	98.3%	-0.2%	100.7%	+1.1%
Jan-2018	97.9%	0.0%	98.1%	-0.9%
Feb-2018	98.1%	+0.3%	98.7%	+1.3%
Mar-2018	97.9%	+0.1%	99.5%	+1.7%
Apr-2018	97.8%	0.0%	99.2%	+1.8%
May-2018	98.1%	+0.2%	98.9%	+1.4%
Jun-2018	98.5%	+0.4%	98.5%	-0.2%
Jul-2018	98.2%	+0.5%	99.0%	+1.7%
Aug-2018	97.9%	+0.1%	98.9%	+1.3%
12-Month Avg*	98.1%	+0.2%	98.9%	+0.8%

* Avg Pct of List Price to Sale Price for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

Historical Average Percent of List Price to Sale Price by Month

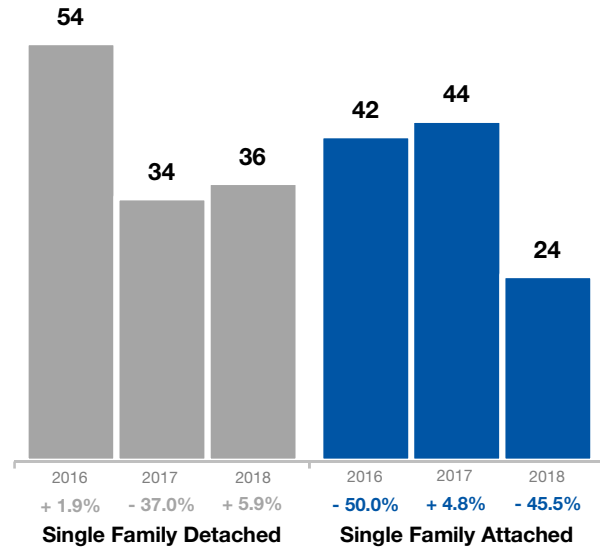


Median Days on Market Until Sale

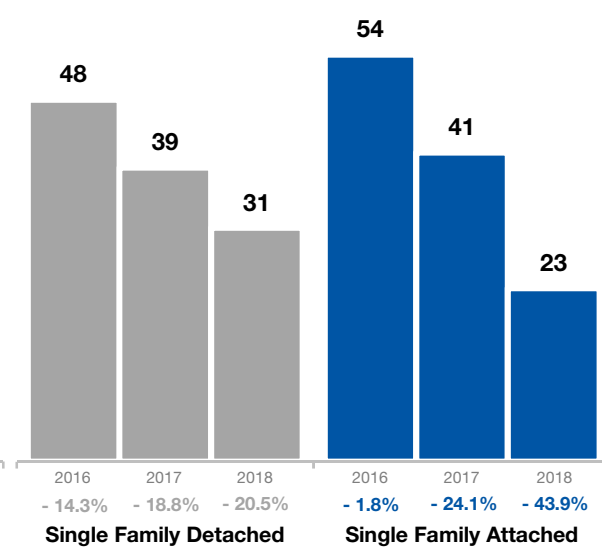
Median number of days between when a property is listed and when an offer is accepted in a given month.



August



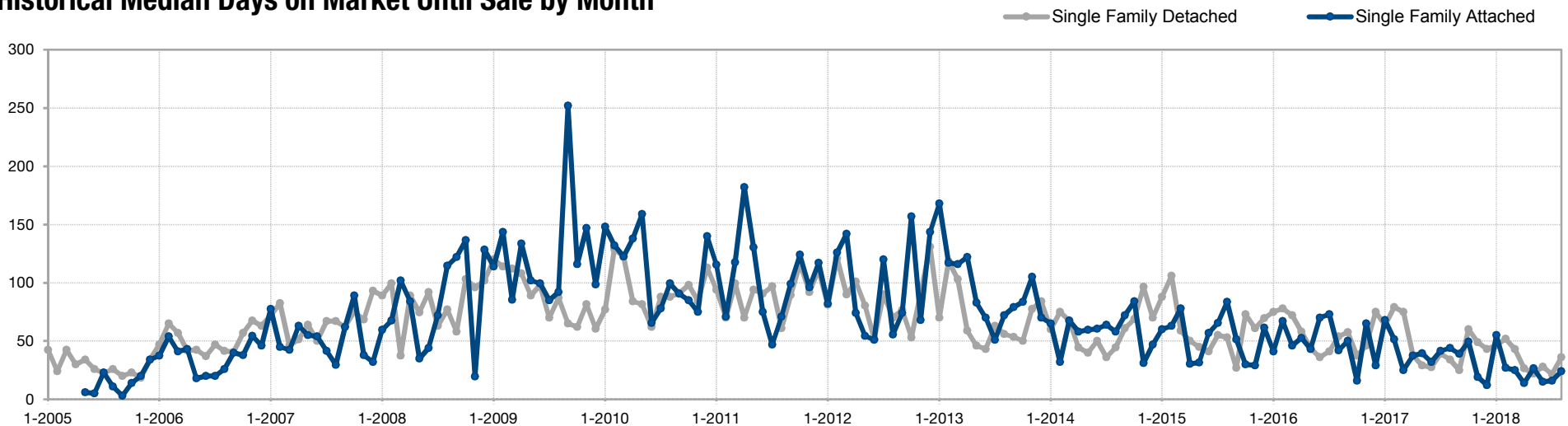
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2017	25	-56.9%	39	-22.0%
Oct-2017	60	+57.9%	50	+212.5%
Nov-2017	49	+6.5%	19	-70.8%
Dec-2017	43	-42.7%	12	-58.6%
Jan-2018	47	-26.6%	55	-19.1%
Feb-2018	52	-34.2%	27	-48.1%
Mar-2018	43	-42.7%	25	0.0%
Apr-2018	27	-28.9%	14	-63.2%
May-2018	22	-24.1%	27	-32.5%
Jun-2018	28	0.0%	15	-53.1%
Jul-2018	22	-43.6%	16	-61.9%
Aug-2018	36	+5.9%	24	-45.5%
12-Month Avg*	35	-20.5%	25	-35.9%

* Median Days on Market for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

Historical Median Days on Market Until Sale by Month

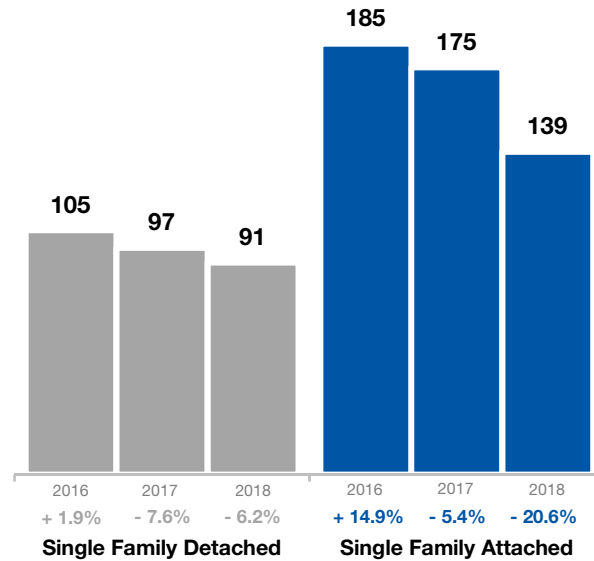


Housing Affordability Index

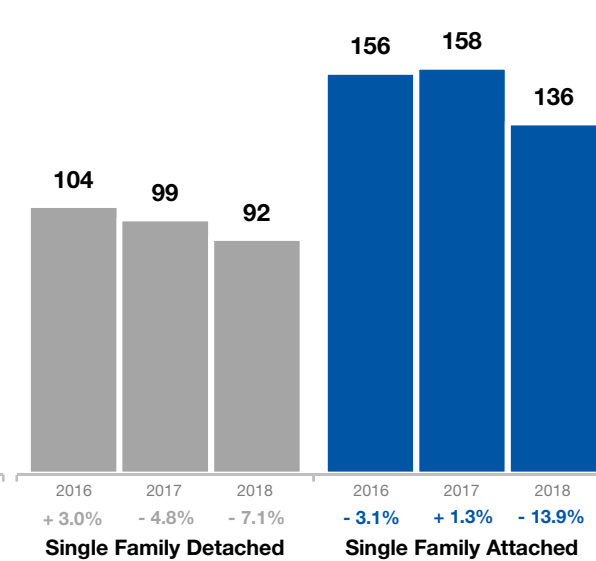


Measures housing affordability for James City, New Kent and York Counties. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for a median-priced home under prevailing interest rates. A higher number means greater affordability.

August



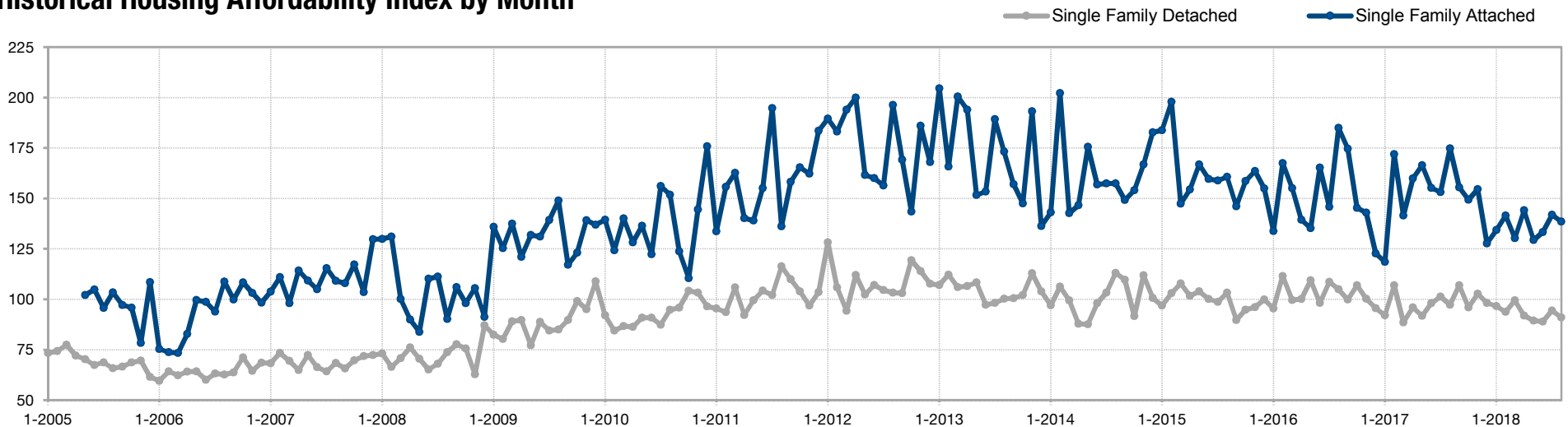
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2017	107	+7.0%	156	-10.9%
Oct-2017	96	-10.3%	149	+2.8%
Nov-2017	103	+3.0%	155	+8.4%
Dec-2017	98	+2.1%	128	+4.1%
Jan-2018	97	+5.4%	134	+12.6%
Feb-2018	94	-12.1%	141	-18.0%
Mar-2018	99	+11.2%	130	-7.8%
Apr-2018	92	-4.2%	144	-10.0%
May-2018	89	-3.3%	129	-22.3%
Jun-2018	89	-9.2%	133	-14.2%
Jul-2018	94	-6.9%	142	-7.2%
Aug-2018	91	-6.2%	139	-20.6%
12-Month Avg*	96	-7.0%	98	-8.7%

* Affordability Index for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

Historical Housing Affordability Index by Month

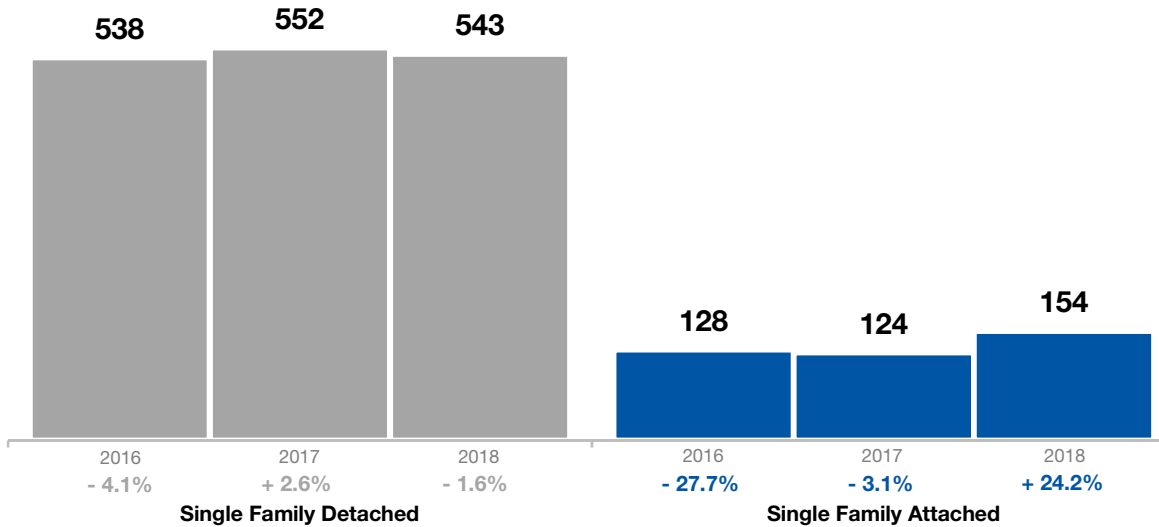


End of Month Inventory

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

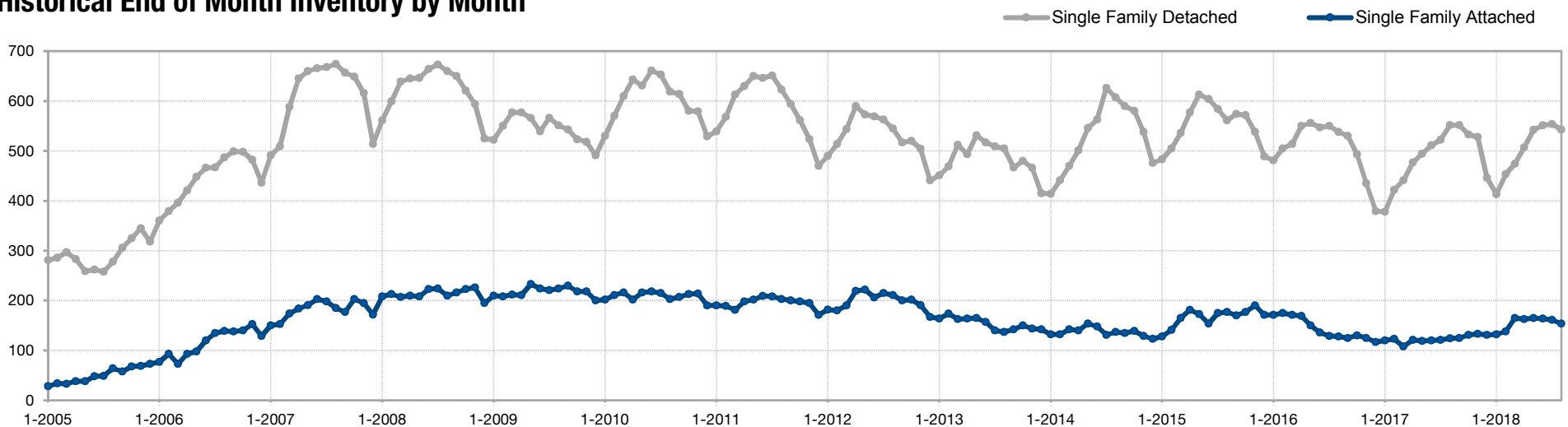


August



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2017	552	+4.2%	125	0.0%
Oct-2017	533	+8.1%	131	+0.8%
Nov-2017	528	+21.4%	133	+6.4%
Dec-2017	446	+17.7%	131	+12.0%
Jan-2018	413	+9.3%	132	+10.0%
Feb-2018	453	+7.3%	138	+12.2%
Mar-2018	474	+7.5%	165	+52.8%
Apr-2018	507	+6.3%	163	+34.7%
May-2018	542	+9.7%	165	+38.7%
Jun-2018	551	+7.8%	164	+36.7%
Jul-2018	554	+6.1%	161	+33.1%
Aug-2018	543	-1.6%	154	+24.2%
12-Month Avg	438	-2.5%	136	+7.7%

Historical End of Month Inventory by Month

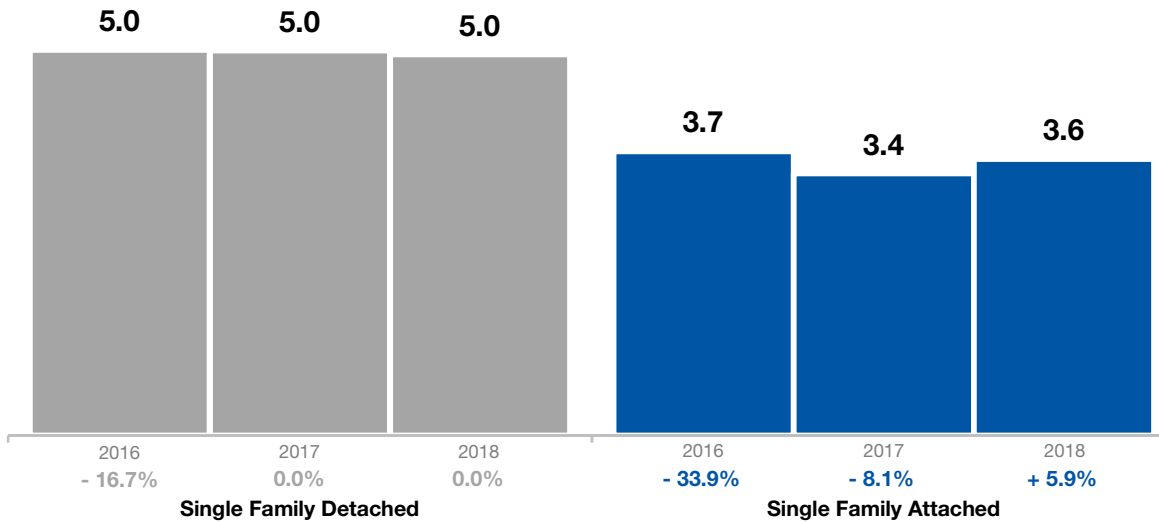


Months Supply of Inventory

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-2017	5.0	-3.8%	3.4	-8.1%
Oct-2017	4.7	-2.1%	3.5	-7.9%
Nov-2017	4.7	+11.9%	3.4	-8.1%
Dec-2017	4.0	+11.1%	3.5	+2.9%
Jan-2018	3.7	+2.8%	3.4	-5.6%
Feb-2018	4.1	+5.1%	3.5	-5.4%
Mar-2018	4.4	+10.0%	4.3	+38.7%
Apr-2018	4.6	+2.2%	4.1	+20.6%
May-2018	5.0	+11.1%	4.2	+27.3%
Jun-2018	5.0	+6.4%	4.0	+17.6%
Jul-2018	5.0	+4.2%	3.8	+11.8%
Aug-2018	5.0	0.0%	3.6	+5.9%
12-Month Avg*	4.0	-5.5%	3.5	-4.3%

* Months Supply for all properties from September 2017 through August 2018. 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				8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	8-2015	8-2016	8-2017	8-2018						
New Listings					210	200	- 4.8%	1,624	1,784	+ 9.9%
Pending Sales					151	163	+ 7.9%	1,297	1,332	+ 2.7%
Closed Sales					168	192	+ 14.3%	1,186	1,273	+ 7.3%
Median List Price					\$343,923	\$330,000	- 4.0%	\$329,925	\$330,000	+ 0.0%
Median Sales Price					\$322,173	\$313,000	- 2.8%	\$320,000	\$310,240	- 3.1%
Avg. Sales Price					\$359,608	\$330,420	- 8.1%	\$356,079	\$340,993	- 4.2%
Median Price Per Sq Ft					\$137	\$141	+ 2.9%	\$130	\$131	+ 0.8%
Average Price Per Sq Ft					\$139	\$147	+ 5.8%	\$143	\$145	+ 1.4%
\$ Volume of Closed Sales (in millions)					\$60.4	\$63.4	+ 5.0%	\$422.3	\$434.1	+ 2.8%
Median Pct of List Price to Sale Price					98.5%	98.6%	+ 0.1%	98.2%	98.6%	+ 0.4%
Avg Pct of List Price to Sale Price					97.7%	98.2%	+ 0.5%	97.8%	98.3%	+ 0.5%
Median Days on Market					38	32	- 15.8%	39	28	- 28.2%
Affordability Index					106	101	- 4.7%	107	102	- 4.7%
End of Month Inventory					677	700	+ 3.4%	--	--	--
Months Supply					4.6	4.6	0.0%	--	--	--

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		
	8-2017	8-2018	+ / -	8-2017	8-2018	+ / -	8-2017	8-2018	+ / -	8-2017	8-2018	+ / -	8-2017	8-2018	+ / -
James City County	140	167	+19.3%	137	143	+4.4%	\$ 339,520	\$ 327,500	-3.5%	502	569	+13.3%	4.3	4.8	+11.6%
City of Williamsburg	18	20	+11.1%	16	17	+6.3%	\$213,000	\$209,000	-1.9%	53	73	+37.7%	4.2	5.8	+38.1%
York County	31	31	0.0%	29	37	+27.6%	\$302,990	\$305,740	+0.9%	86	105	+22.1%	3.2	3.2	0.0%
New Kent County	12	11	-8.3%	6	11	+83.3%	\$299,900	\$272,000	-9.3%	44	52	+18.2%	6.8	7.6	+11.8%
Charles City County	1	3	+200.0%	2	1	-50.0%	\$115,250	\$65,000	-43.6%	8	9	+12.5%	6.4	7.9	+23.4%
Newport News	11	21	+90.9%	11	15	+36.4%	\$220,000	\$170,000	-22.7%	35	61	+74.3%	2.4	4.1	+70.8%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	0	2	--	0	1	--	\$0	\$595,000	--	7	10	+42.9%	4.7	6.4	+36.2%
Gloucester	11	15	+36.4%	7	16	+128.6%	\$190,000	\$295,650	+55.6%	55	70	+27.3%	6.7	6.5	-3.0%
Richmond	0	0	--	1	1	0.0%	\$210,000	\$345,500	+64.5%	0	1	--	0.0	1.0	--
23185	79	93	+17.7%	74	80	+8.1%	\$324,450	\$294,370	-9.3%	259	325	+25.5%	4.2	4.5	+7.1%
23188	86	96	+11.6%	76	95	+25.0%	\$320,223	\$325,000	+1.5%	282	323	+14.5%	3.9	4.8	+23.1%
23168	16	11	-31.3%	18	17	-5.6%	\$320,000	\$325,000	+1.6%	57	52	-8.8%	4.2	4.1	-2.4%
23168, 23185 & 23188	181	200	+10.5%	168	192	+14.3%	\$322,173	\$313,000	-2.8%	598	700	+17.1%	4.1	4.6	+12.2%