

Monthly Indicators



November 2018

The booming U.S. economy continues to prop up home sales and new listings in much of the nation, although housing affordability remains a concern. Historically, housing is still relatively affordable. Although Freddie Mac recently reported that the 30-year fixed rate is at its highest average in seven years, reaching 4.94 percent, average rates were 5.97 percent ten years ago, 6.78 percent 20 years ago and 10.39 percent 30 years ago. Nevertheless, affordability concerns are causing a slowdown in home price growth in some markets, while price reductions are becoming more common.

When comparing 2018 to 2017 statistics, New Listings decreased 15.9 percent for single-family detached homes and 18.4 percent for single-family attached homes. Pending Sales decreased 15.2 percent for single-family detached homes and 11.4 percent for single-family attached properties.

Median List Price was up 6.2 percent for single-family detached homes but decreased 1.0 percent for single-family attached properties. Months Supply of Inventory increased 10.8 percent for single-family detached homes and 6.5 percent for single-family attached properties.

The Bureau of Labor Statistics recently reported that the national unemployment rate was at 3.7 percent. Low unemployment has helped the housing industry during this extensive period of U.S. economic prosperity. Home buying and selling activity relies on gainful employment. It also relies on demand, and builders are showing caution by breaking ground on fewer single-family home construction projects in the face of rising mortgage rates and fewer showings.

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

+ 12.3%

One-Year Change in
Single Family Detached
Median Sales Price

+ 11.5%

One-Year Change in
Single Family Attached
Median Sales Price

+ 10.3%

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.

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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				11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	11-2015	11-2016	11-2017	11-2018						
New Listings					113	95	- 15.9%	1,583	1,558	- 1.6%
Pending Sales					92	78	- 15.2%	1,271	1,196	- 5.9%
Closed Sales					90	86	- 4.4%	1,200	1,214	+ 1.2%
Median List Price					\$339,000	\$359,900	+ 6.2%	\$359,000	\$375,000	+ 4.5%
Median Sales Price					\$325,500	\$365,485	+ 12.3%	\$345,000	\$348,000	+ 0.9%
Avg. Sales Price					\$364,549	\$385,231	+ 5.7%	\$388,648	\$380,143	- 2.2%
Median Price Per Sq Ft					\$139	\$145	+ 3.9%	\$141	\$144	+ 2.6%
Average Price Per Sq Ft					\$142	\$147	+ 3.5%	\$144	\$149	+ 3.5%
\$ Volume of Closed Sales (in millions)					\$32.8	\$33.1	+ 1.0%	\$466.4	\$461.5	- 1.0%
Median Pct of List Price to Sale Price					98.3%	98.6%	+ 0.3%	98.3%	98.5%	+ 0.2%
Avg Pct of List Price to Sale Price					98.0%	98.3%	+ 0.3%	97.9%	98.2%	+ 0.3%
Median Days on Market					50	58	+ 16.0%	41	33	- 19.5%
Affordability Index					104	81	- 22.1%	99	85	- 14.1%
End of Month Inventory					416	434	+ 4.3%	--	--	--
Months Supply					3.7	4.1	+ 10.8%	--	--	--

Single Family Attached Market Overview

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



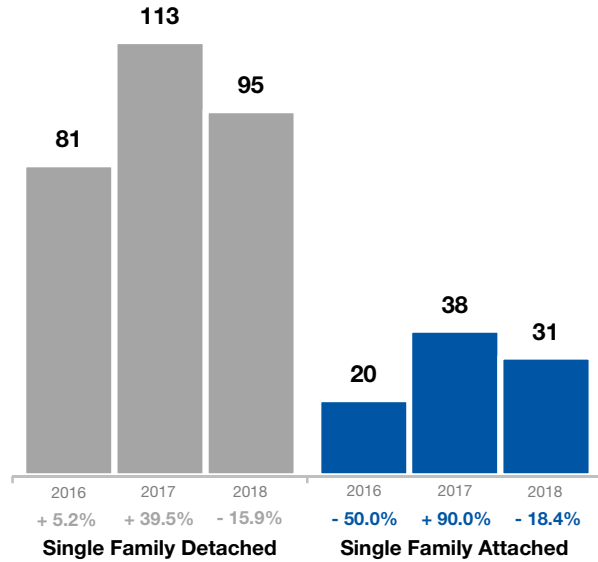
Key Metrics	Historical Sparkbars				11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	11-2015	11-2016	11-2017	11-2018						
New Listings					38	31	- 18.4%	478	540	+ 13.0%
Pending Sales					35	31	- 11.4%	422	466	+ 10.4%
Closed Sales					28	41	+ 46.4%	374	480	+ 28.3%
Median List Price					\$236,453	\$234,000	- 1.0%	\$229,358	\$235,248	+ 2.6%
Median Sales Price					\$217,950	\$242,975	+ 11.5%	\$217,626	\$234,520	+ 7.8%
Avg. Sales Price					\$218,390	\$260,746	+ 19.4%	\$227,056	\$238,188	+ 4.9%
Median Price Per Sq Ft					\$122	\$144	+ 17.9%	\$128	\$136	+ 6.3%
Average Price Per Sq Ft					\$134	\$149	+ 11.2%	\$135	\$140	+ 3.7%
\$ Volume of Closed Sales (in millions)					\$6.1	\$10.7	+ 74.8%	\$84.9	\$114.3	+ 34.6%
Median Pct of List Price to Sale Price					100.0%	99.5%	- 0.5%	98.4%	99.9%	+ 1.5%
Avg Pct of List Price to Sale Price					100.1%	97.8%	- 2.3%	98.1%	99.0%	+ 0.9%
Median Days on Market					19	21	+ 10.5%	39	23	- 41.0%
Affordability Index					156	122	- 21.8%	156	127	- 18.6%
End of Month Inventory					118	135	+ 14.4%	--	--	--
Months Supply					3.1	3.3	+ 6.5%	--	--	--

New Listings

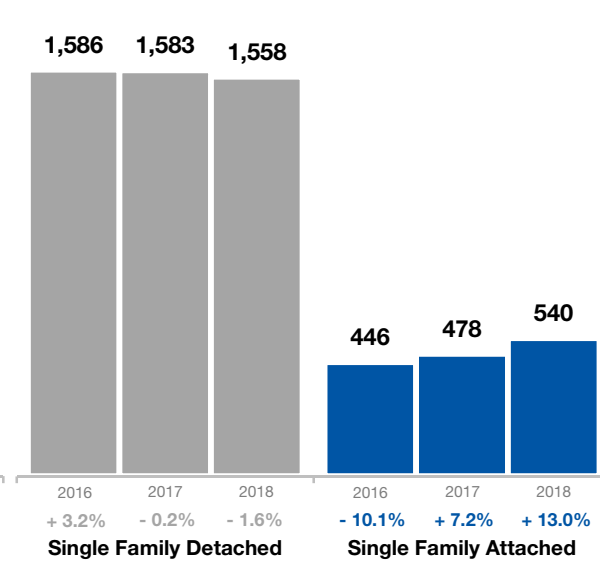
A count of the properties that have been newly listed on the market in a given month.



November

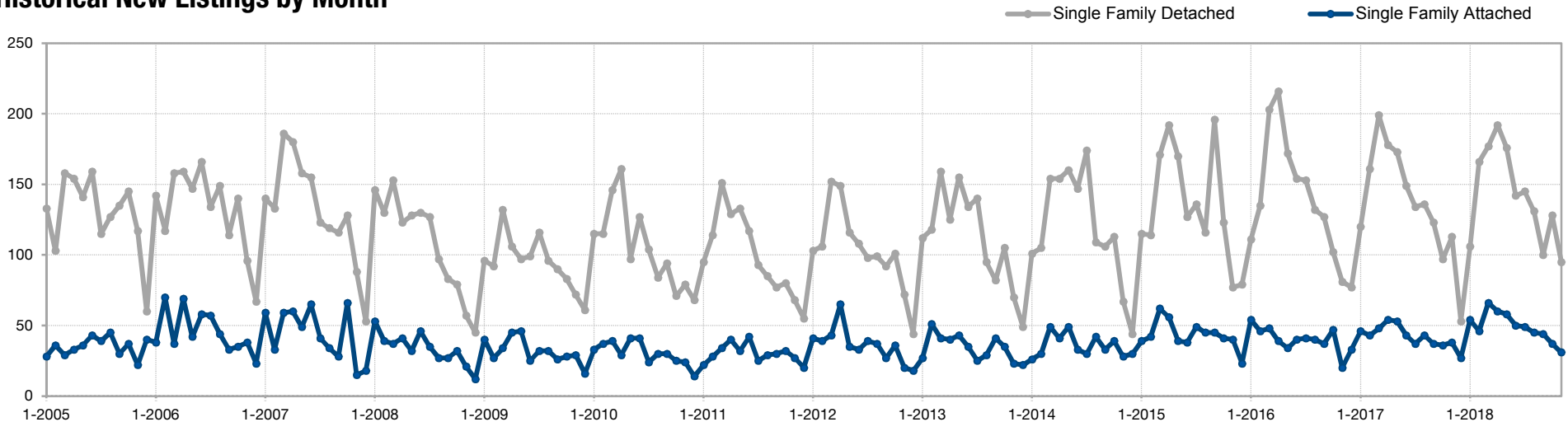


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	53	-31.2%	27	-18.2%
Jan-2018	106	-11.7%	54	+17.4%
Feb-2018	166	+3.1%	46	+7.0%
Mar-2018	177	-11.1%	66	+37.5%
Apr-2018	192	+7.9%	60	+11.1%
May-2018	176	+1.7%	58	+9.4%
Jun-2018	142	-4.7%	50	+16.3%
Jul-2018	145	+8.2%	49	+32.4%
Aug-2018	131	-3.7%	45	+4.7%
Sep-2018	100	-18.7%	44	+18.9%
Oct-2018	128	+32.0%	37	+2.8%
Nov-2018	95	-15.9%	31	-18.4%
12-Month Avg	134	-3.0%	47	+11.0%

Historical New Listings by Month

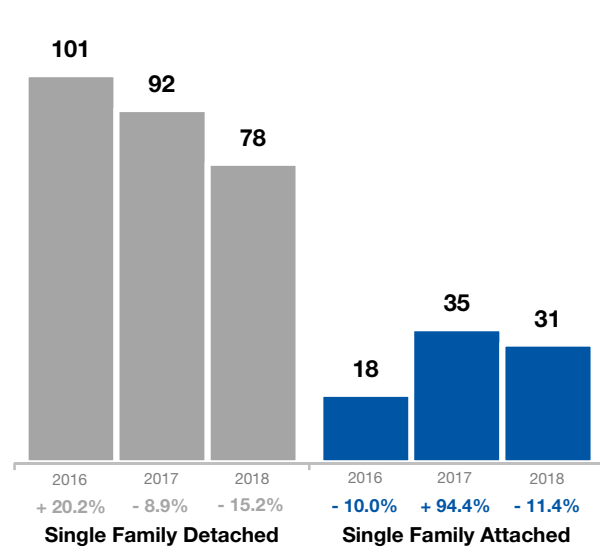


Pending Sales

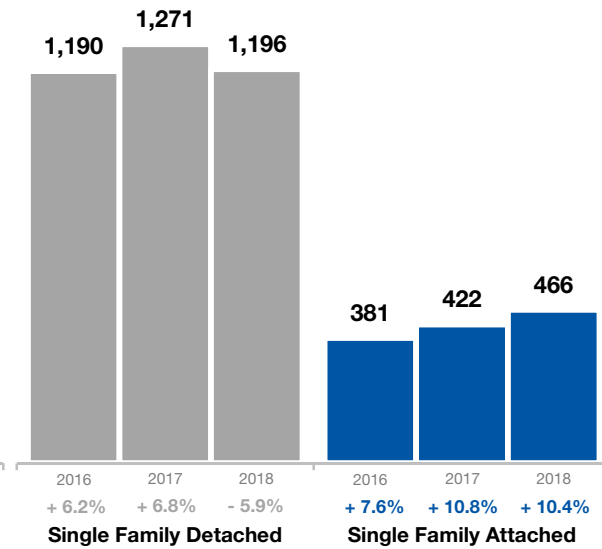
A count of the properties on which offers have been accepted in a given month.



November

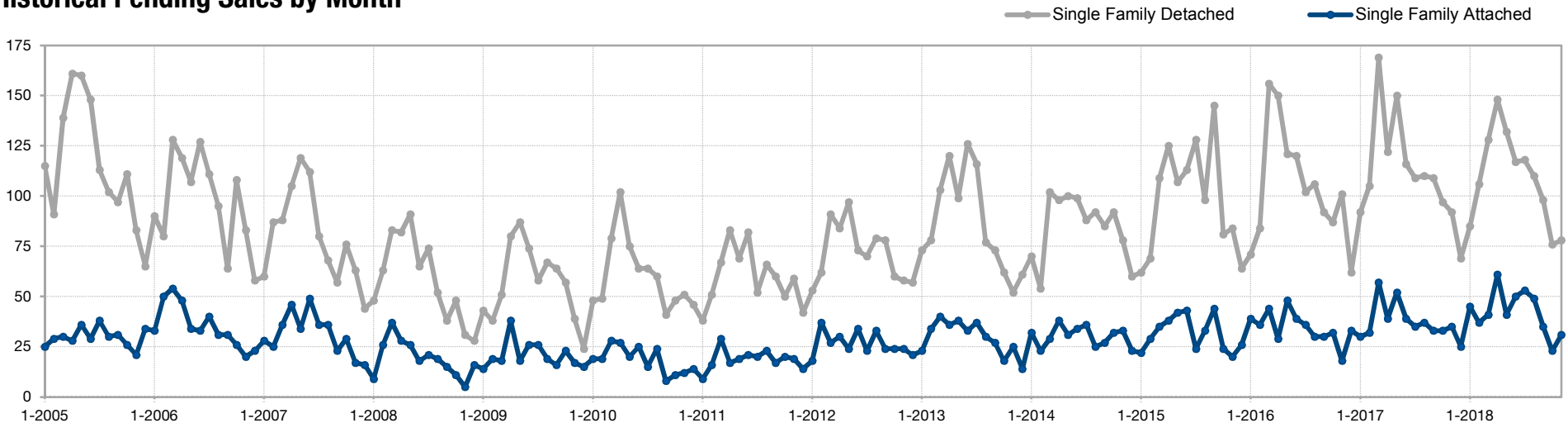


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	69	+11.3%	25	-24.2%
Jan-2018	85	-7.6%	45	+50.0%
Feb-2018	106	+1.0%	37	+15.6%
Mar-2018	128	-24.3%	41	-28.1%
Apr-2018	148	+21.3%	61	+56.4%
May-2018	132	-12.0%	41	-21.2%
Jun-2018	117	+0.9%	50	+28.2%
Jul-2018	118	+8.3%	53	+51.4%
Aug-2018	110	0.0%	49	+32.4%
Sep-2018	98	-10.1%	35	+6.1%
Oct-2018	76	-21.6%	23	-30.3%
Nov-2018	78	-15.2%	31	-11.4%
12-Month Avg	105	-5.1%	41	+7.9%

Historical Pending Sales by Month

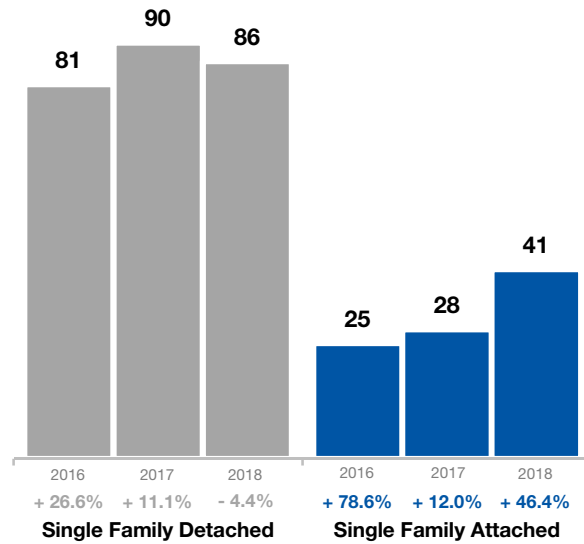


Closed Sales

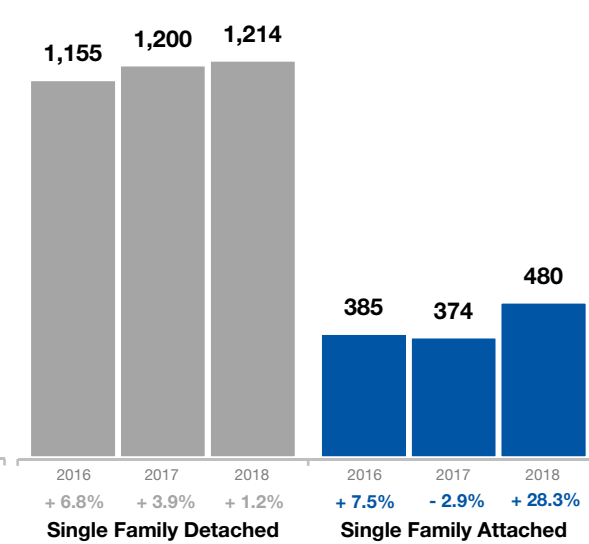
A count of the actual sales that closed in a given month.



November

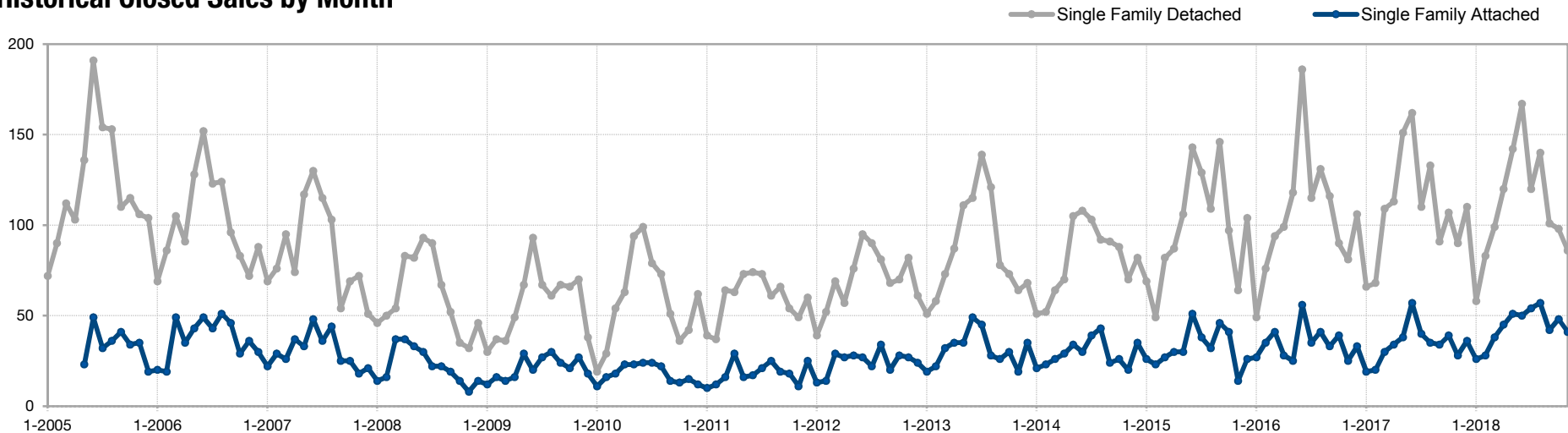


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	110	+3.8%	36	+9.1%
Jan-2018	58	-12.1%	26	+36.8%
Feb-2018	83	+22.1%	28	+40.0%
Mar-2018	99	-9.2%	38	+26.7%
Apr-2018	120	+6.2%	45	+32.4%
May-2018	142	-6.0%	51	+34.2%
Jun-2018	167	+3.1%	50	-12.3%
Jul-2018	120	+9.1%	54	+35.0%
Aug-2018	140	+5.3%	57	+62.9%
Sep-2018	101	+11.0%	42	+23.5%
Oct-2018	98	-8.4%	48	+23.1%
Nov-2018	86	-4.4%	41	+46.4%
12-Month Avg	110	+1.4%	43	+26.8%

Historical Closed Sales by Month

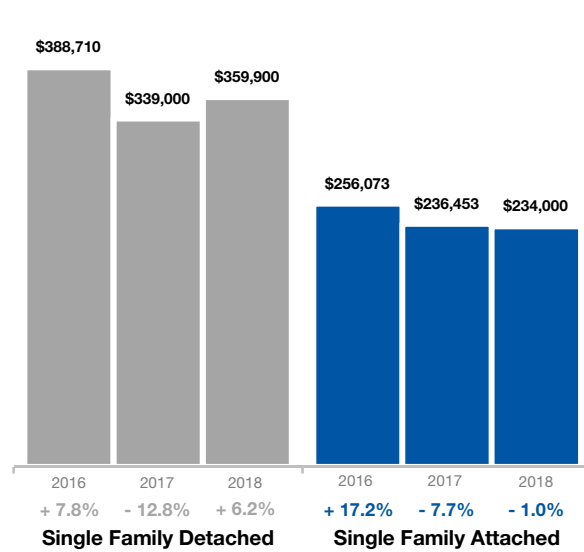


Median List Price

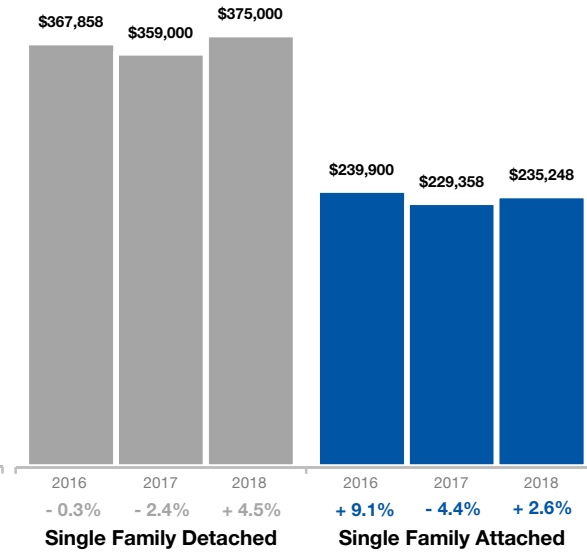
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



November



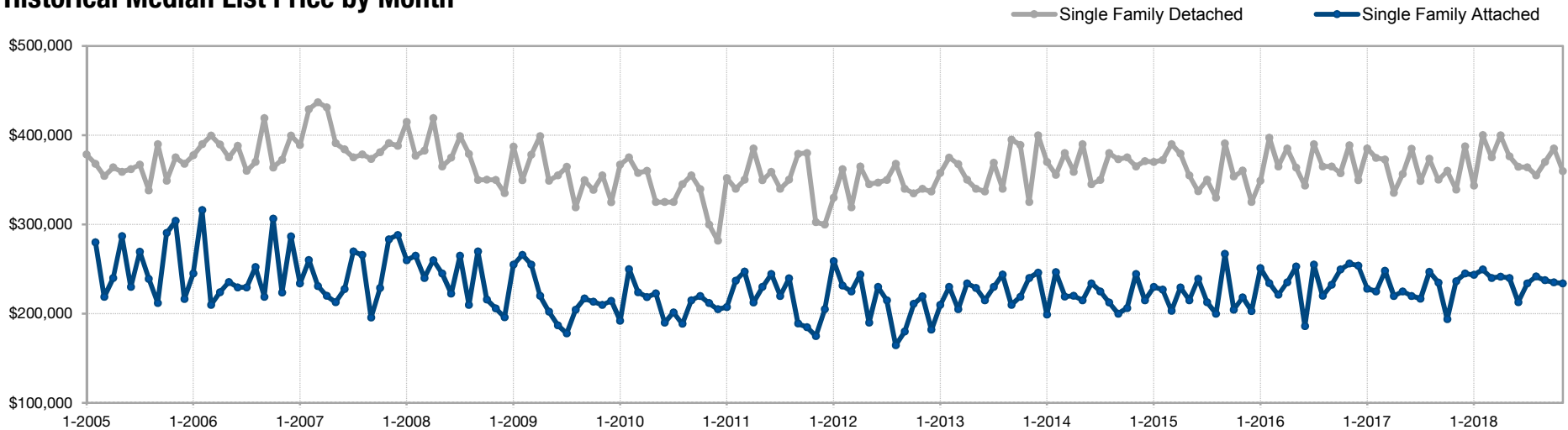
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	\$387,435	+10.8%	\$245,000	-3.5%
Jan-2018	\$343,500	-10.8%	\$243,473	+6.8%
Feb-2018	\$400,000	+6.8%	\$249,450	+10.9%
Mar-2018	\$375,000	+0.6%	\$240,000	-3.2%
Apr-2018	\$399,900	+19.2%	\$241,615	+9.9%
May-2018	\$376,450	+5.6%	\$239,950	+6.6%
Jun-2018	\$364,500	-5.3%	\$212,950	-3.2%
Jul-2018	\$364,000	+4.4%	\$234,000	+7.9%
Aug-2018	\$355,000	-5.0%	\$241,690	-2.1%
Sep-2018	\$369,950	+5.7%	\$237,445	+1.0%
Oct-2018	\$385,000	+7.0%	\$235,000	+21.2%
Nov-2018	\$359,900	+6.2%	\$234,000	-1.0%
12-Month Avg*	\$375,000	+4.6%	\$235,630	+2.4%

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

Historical Median List Price by Month

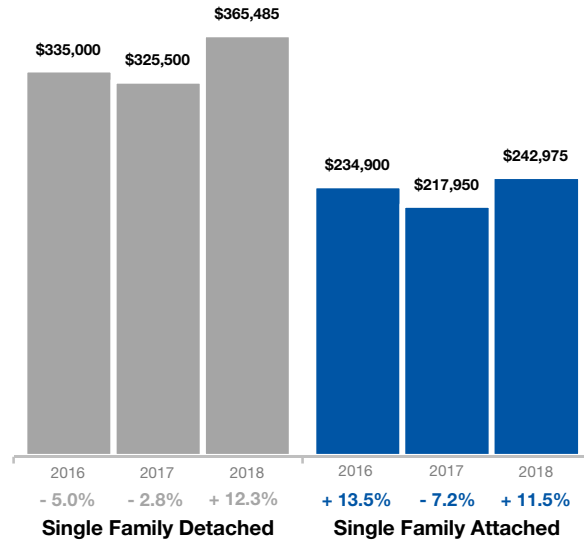


Median Sales Price

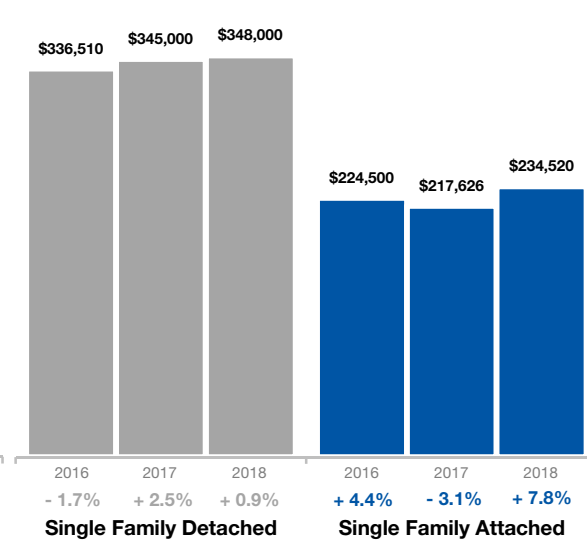
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



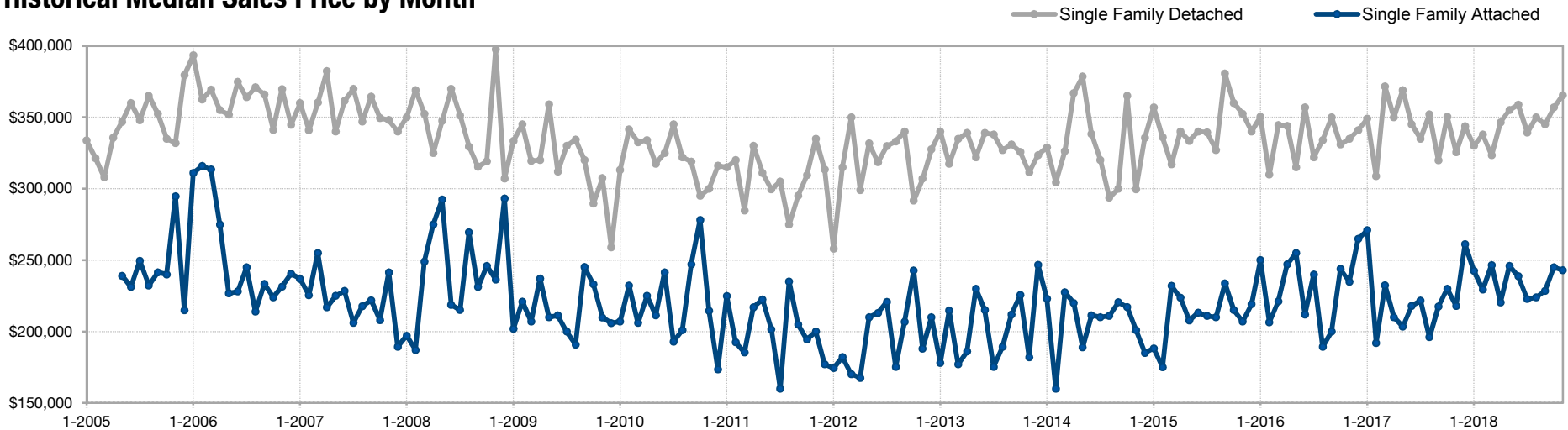
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	\$343,770	+0.8%	\$261,145	-1.4%
Jan-2018	\$330,000	-5.4%	\$242,608	-10.5%
Feb-2018	\$338,000	+9.5%	\$229,298	+19.4%
Mar-2018	\$323,405	-13.0%	\$246,495	+6.0%
Apr-2018	\$346,500	-1.0%	\$220,395	+5.0%
May-2018	\$355,118	-3.8%	\$246,005	+20.9%
Jun-2018	\$358,779	+4.0%	\$238,750	+9.5%
Jul-2018	\$339,223	+1.3%	\$222,730	+0.5%
Aug-2018	\$350,000	-0.6%	\$224,000	+14.3%
Sep-2018	\$345,000	+7.8%	\$228,443	+5.0%
Oct-2018	\$357,000	+1.9%	\$245,000	+6.5%
Nov-2018	\$365,485	+12.3%	\$242,975	+11.5%
12-Month Avg*	\$347,750	+0.8%	\$235,000	+6.8%

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

Historical Median Sales Price by Month

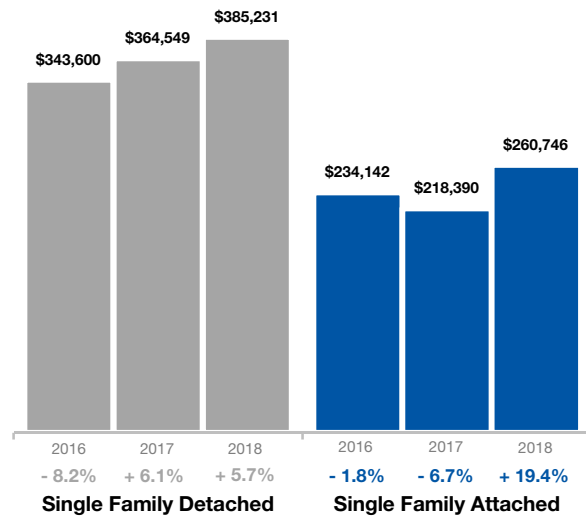


Average Sales Price

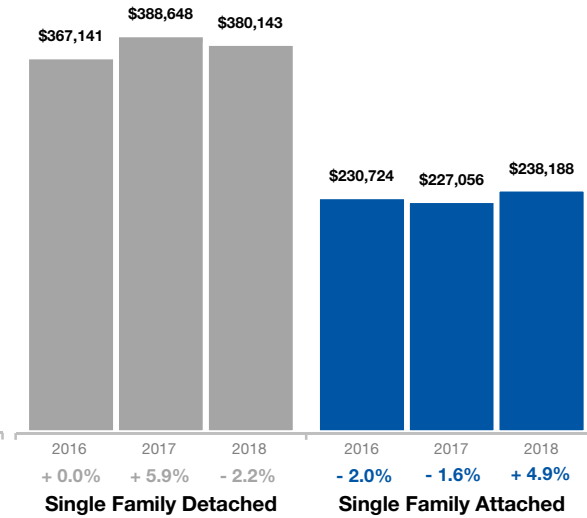
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



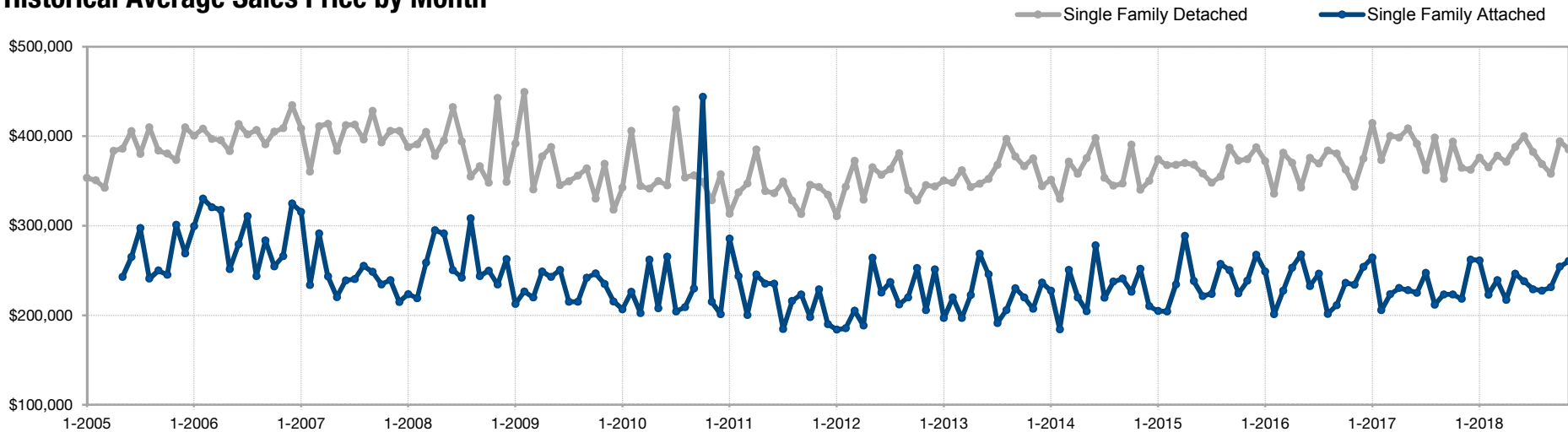
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	\$362,661	-3.2%	\$262,224	+3.2%
Jan-2018	\$376,183	-9.3%	\$261,402	-1.3%
Feb-2018	\$365,364	-2.2%	\$222,949	+8.4%
Mar-2018	\$378,356	-5.5%	\$239,215	+6.9%
Apr-2018	\$371,425	-6.8%	\$217,131	-5.8%
May-2018	\$387,747	-5.1%	\$246,489	+8.1%
Jun-2018	\$399,836	+2.1%	\$238,127	+5.8%
Jul-2018	\$382,467	+5.7%	\$228,996	-7.5%
Aug-2018	\$369,048	-7.4%	\$227,511	+7.4%
Sep-2018	\$357,977	+1.6%	\$231,506	+3.6%
Oct-2018	\$394,285	+0.1%	\$254,272	+13.9%
Nov-2018	\$385,231	+5.7%	\$260,746	+19.4%
12-Month Avg*	\$378,690	-2.3%	\$239,865	+4.6%

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

Historical Average Sales Price by Month

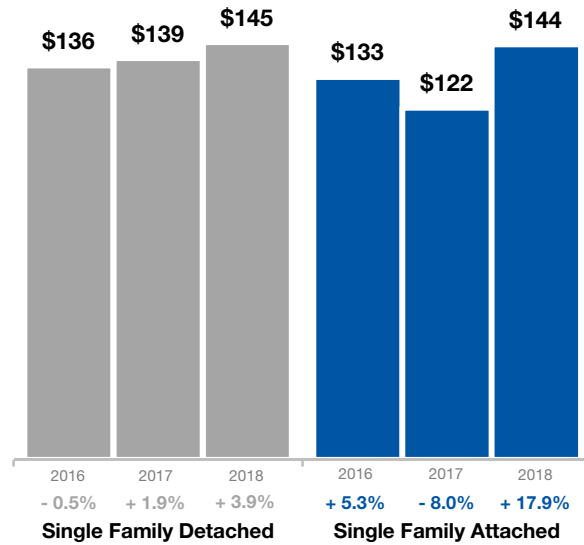


Median Price Per Square Foot

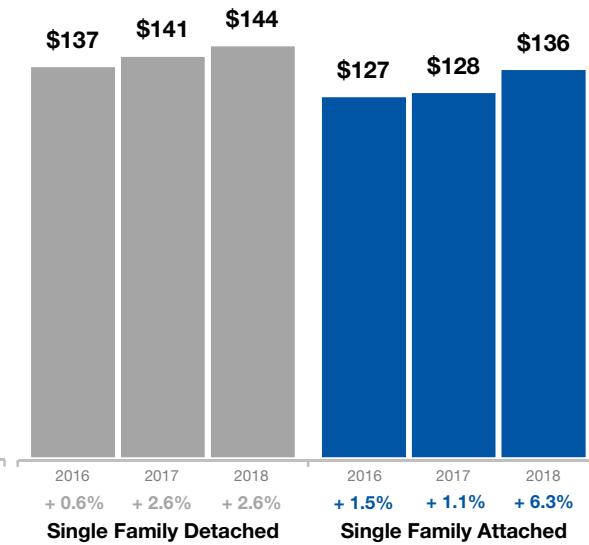
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



November



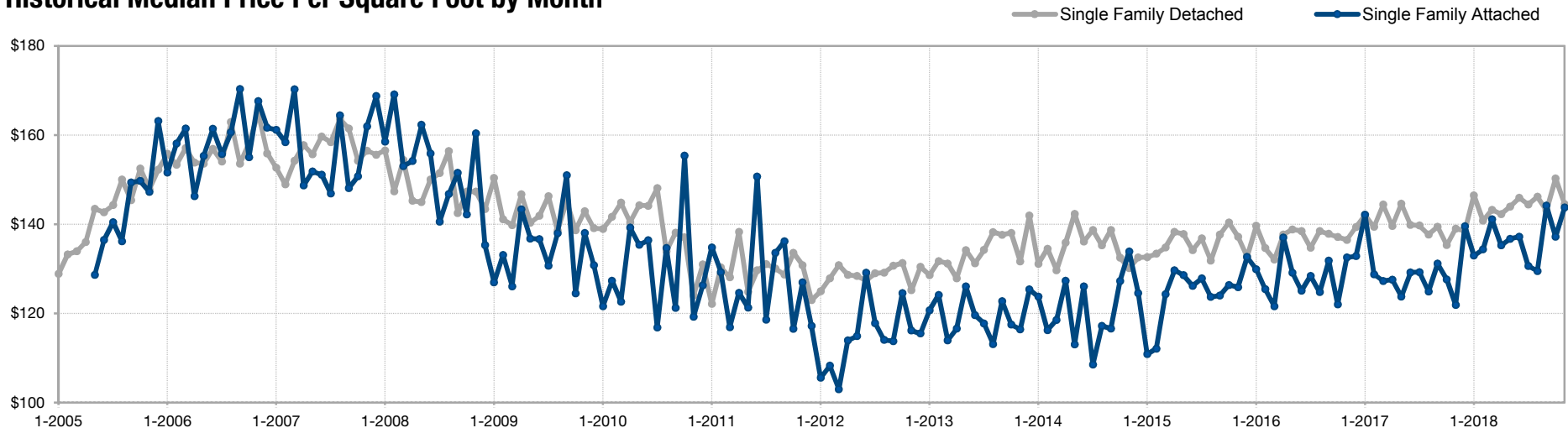
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	\$138	-0.6%	\$140	+5.1%
Jan-2018	\$146	+3.1%	\$133	-6.4%
Feb-2018	\$141	+1.0%	\$134	+4.4%
Mar-2018	\$143	-0.8%	\$141	+10.9%
Apr-2018	\$142	+1.9%	\$135	+6.0%
May-2018	\$144	-0.5%	\$137	+10.5%
Jun-2018	\$146	+4.3%	\$137	+6.2%
Jul-2018	\$144	+3.4%	\$131	+1.1%
Aug-2018	\$146	+6.1%	\$130	+3.7%
Sep-2018	\$143	+2.6%	\$144	+9.9%
Oct-2018	\$150	+11.1%	\$137	+7.5%
Nov-2018	\$145	+3.9%	\$144	+17.9%
12-Month Avg*	\$144	+2.6%	\$137	+6.4%

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

Historical Median Price Per Square Foot by Month

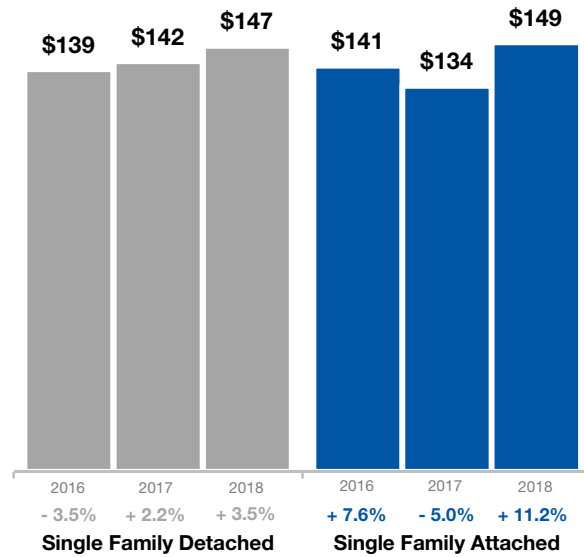


Average Price Per Square Foot

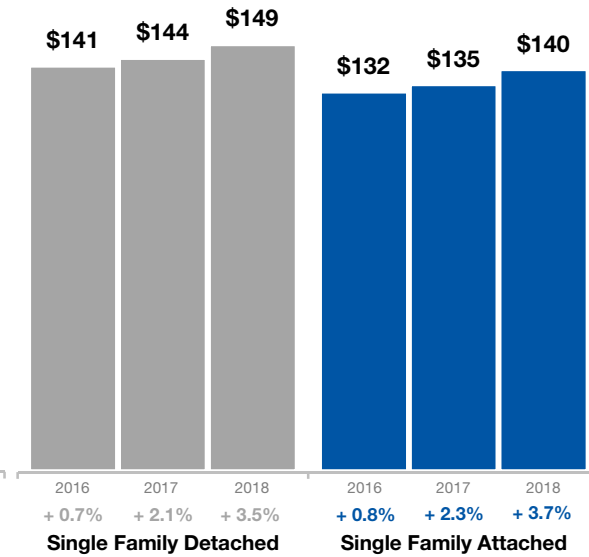
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



November



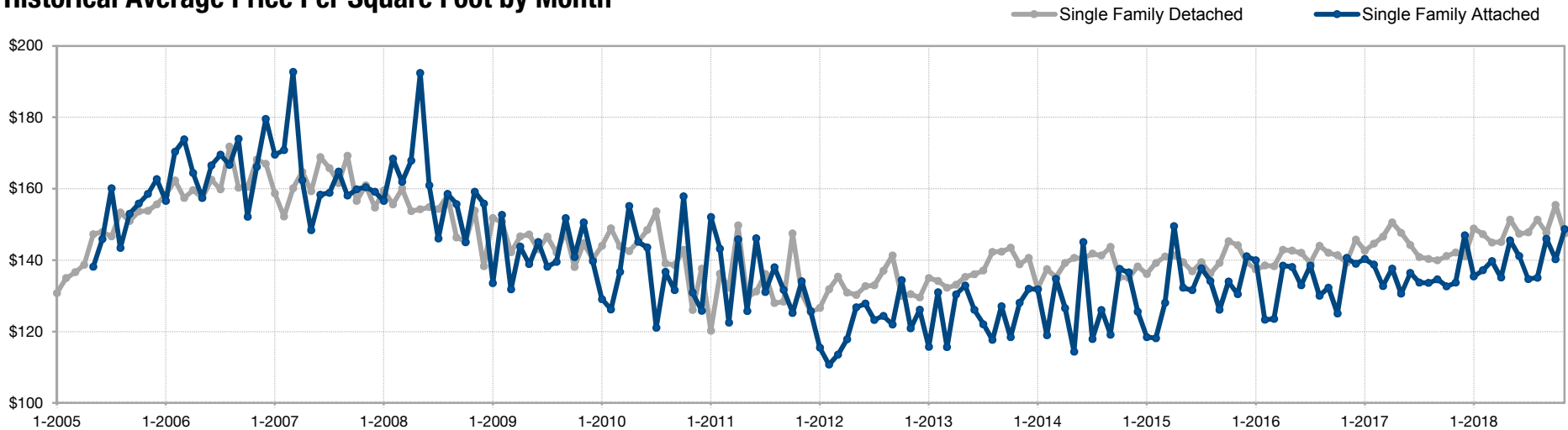
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	\$141	-3.4%	\$147	+5.8%
Jan-2018	\$149	+4.2%	\$135	-3.6%
Feb-2018	\$147	+1.4%	\$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	\$147	+2.1%	\$141	+3.7%
Jul-2018	\$148	+5.0%	\$135	+0.7%
Aug-2018	\$151	+7.9%	\$135	+0.7%
Sep-2018	\$148	+5.7%	\$146	+8.1%
Oct-2018	\$155	+9.9%	\$140	+5.3%
Nov-2018	\$147	+3.5%	\$149	+11.2%
12-Month Avg*	\$148	+2.7%	\$140	+4.0%

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

Historical Average Price Per Square Foot by Month

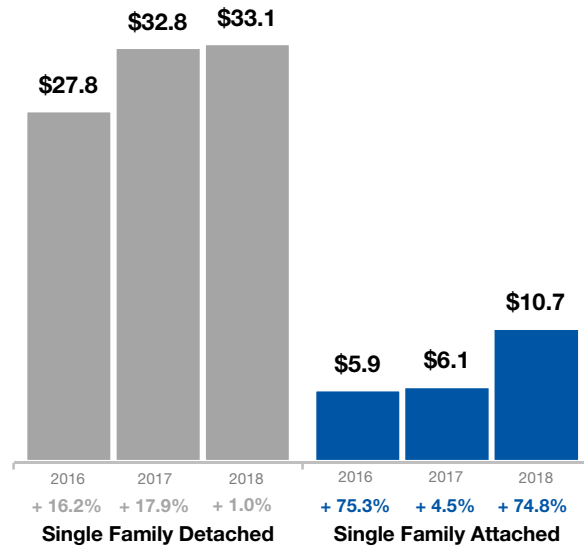


Dollar Volume of Closed Sales (in millions)

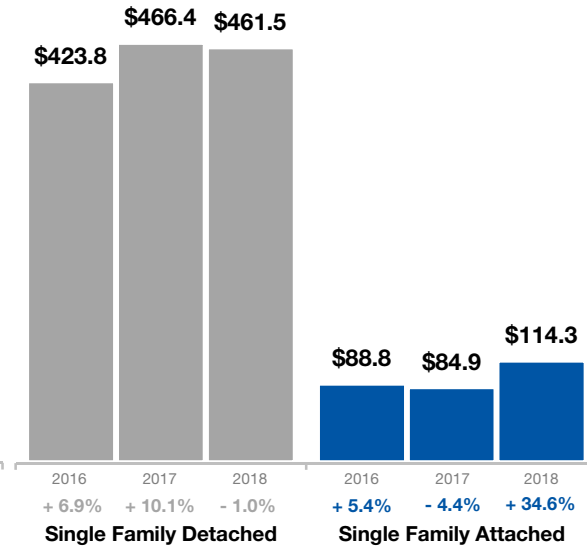
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



November



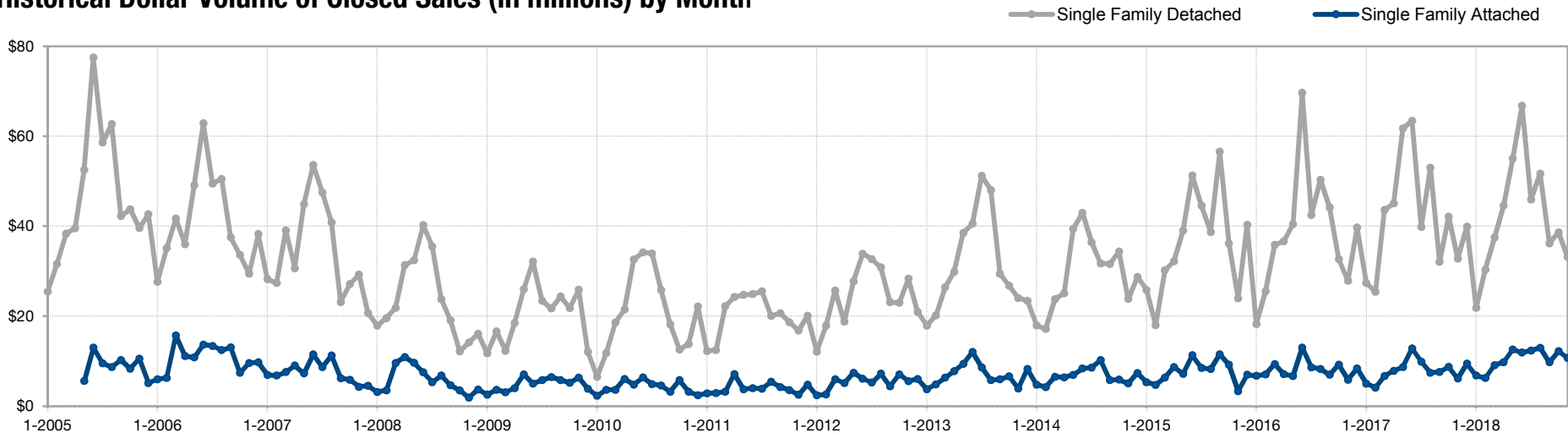
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	\$39.9	+0.4%	\$9.4	+12.6%
Jan-2018	\$21.8	-20.3%	\$6.8	+35.1%
Feb-2018	\$30.3	+19.4%	\$6.2	+51.8%
Mar-2018	\$37.5	-14.2%	\$9.1	+35.4%
Apr-2018	\$44.6	-1.0%	\$9.8	+24.7%
May-2018	\$55.1	-10.8%	\$12.6	+45.1%
Jun-2018	\$66.8	+5.3%	\$11.9	-7.2%
Jul-2018	\$45.9	+15.3%	\$12.4	+24.9%
Aug-2018	\$51.7	-2.5%	\$13.0	+74.9%
Sep-2018	\$36.2	+12.8%	\$9.7	+28.0%
Oct-2018	\$38.6	-8.3%	\$12.2	+40.2%
Nov-2018	\$33.1	+1.0%	\$10.7	+74.8%
12-Month Avg*	\$41.8	-0.9%	\$10.3	+32.7%

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

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

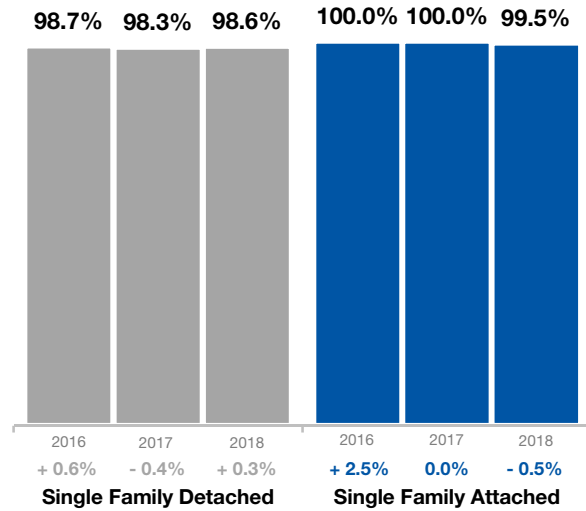


Median Percent of List Price to Sale Price

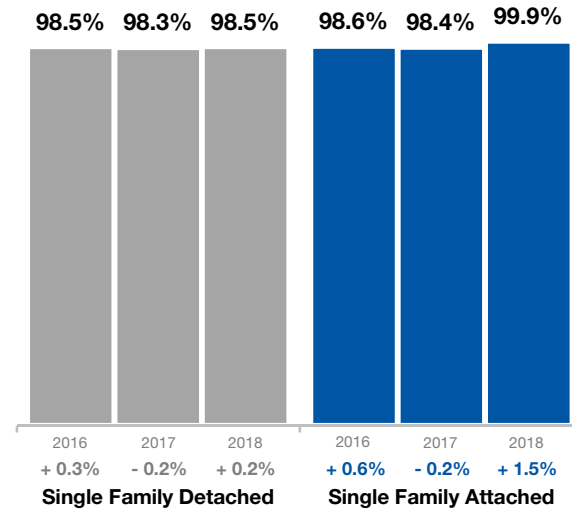
Percentage found when dividing a property's sales price by its most recent list price, then taking the median for all properties sold in a given month, not accounting for seller concessions.



November



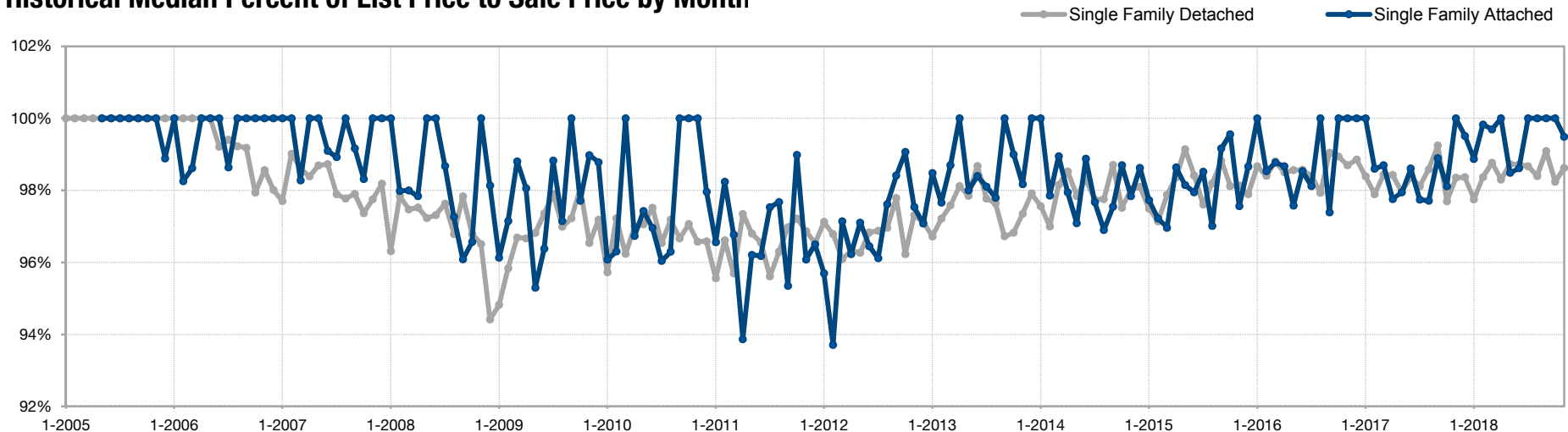
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	98.4%	-0.5%	99.5%	-0.5%
Jan-2018	97.8%	-0.6%	98.9%	-1.1%
Feb-2018	98.4%	+0.5%	99.8%	+1.2%
Mar-2018	98.8%	+0.4%	99.7%	+1.0%
Apr-2018	98.3%	-0.1%	100.0%	+2.2%
May-2018	98.7%	+0.7%	98.5%	+0.6%
Jun-2018	98.7%	+0.3%	98.6%	0.0%
Jul-2018	98.7%	+0.6%	100.0%	+2.4%
Aug-2018	98.4%	-0.2%	100.0%	+2.4%
Sep-2018	99.1%	-0.1%	100.0%	+1.1%
Oct-2018	98.2%	+0.5%	100.0%	+1.9%
Nov-2018	98.6%	+0.3%	99.5%	-0.5%
12-Month Avg*	98.5%	+0.2%	99.8%	+1.4%

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

Historical Median Percent of List Price to Sale Price by Month

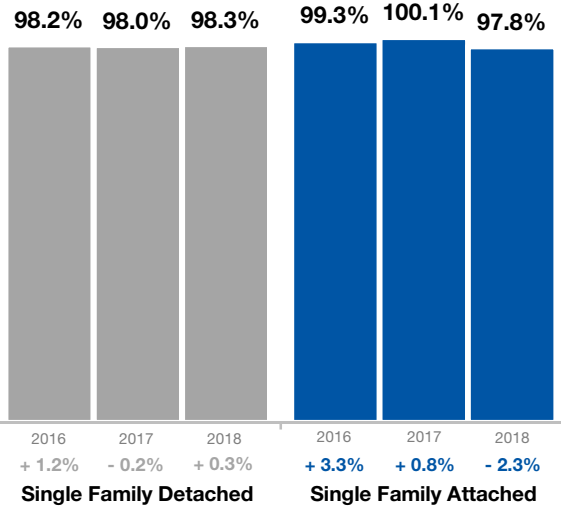


Average Percent of List Price to Sale Price

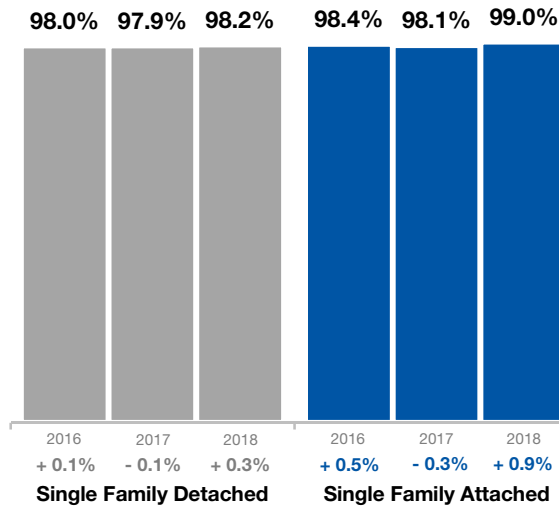
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



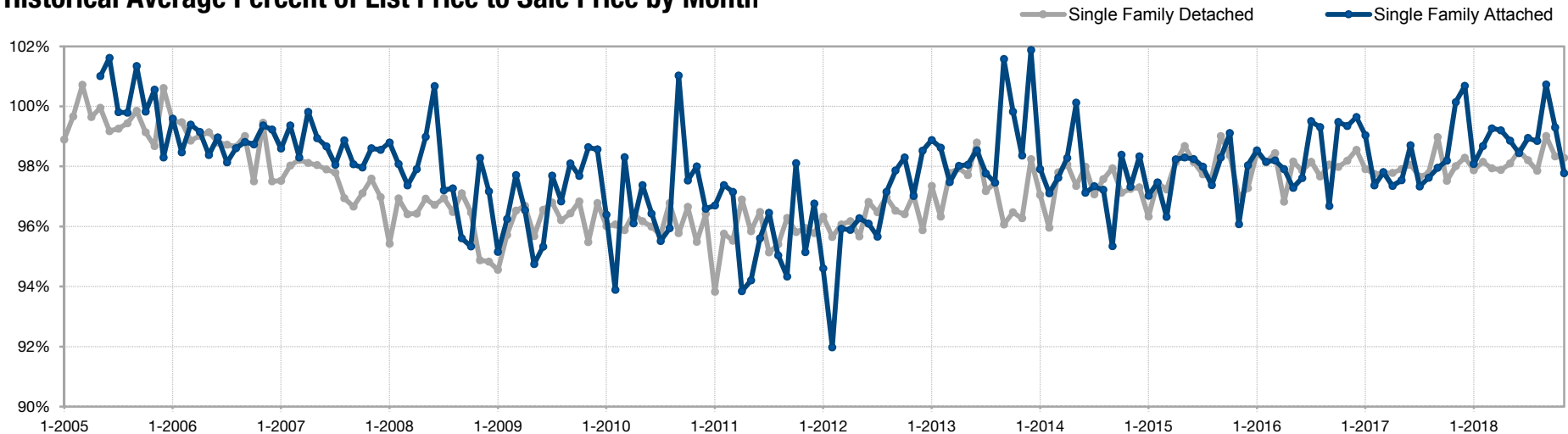
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	98.3%	-0.3%	100.7%	+1.1%
Jan-2018	97.9%	0.0%	98.1%	-0.9%
Feb-2018	98.2%	+0.4%	98.7%	+1.3%
Mar-2018	97.9%	+0.1%	99.3%	+1.5%
Apr-2018	97.9%	+0.1%	99.2%	+1.8%
May-2018	98.1%	+0.2%	98.9%	+1.4%
Jun-2018	98.5%	+0.4%	98.4%	-0.3%
Jul-2018	98.2%	+0.5%	98.9%	+1.6%
Aug-2018	97.9%	+0.1%	98.8%	+1.2%
Sep-2018	99.0%	0.0%	100.7%	+2.8%
Oct-2018	98.3%	+0.8%	99.3%	+1.1%
Nov-2018	98.3%	+0.3%	97.8%	-2.3%
12-Month Avg*	98.2%	+0.3%	99.1%	+0.9%

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

Historical Average Percent of List Price to Sale Price by Month

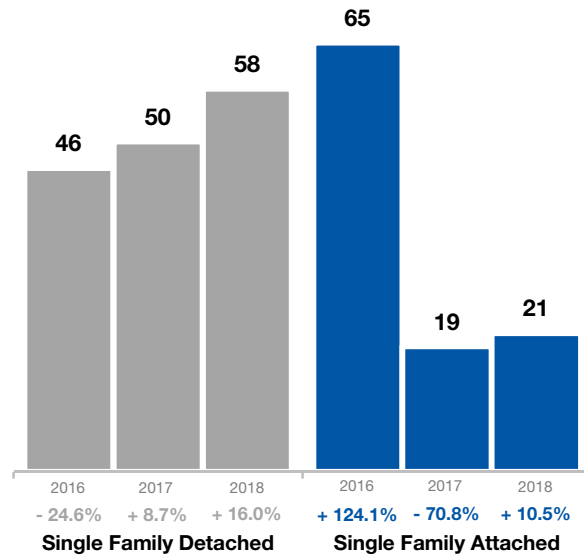


Median Days on Market Until Sale

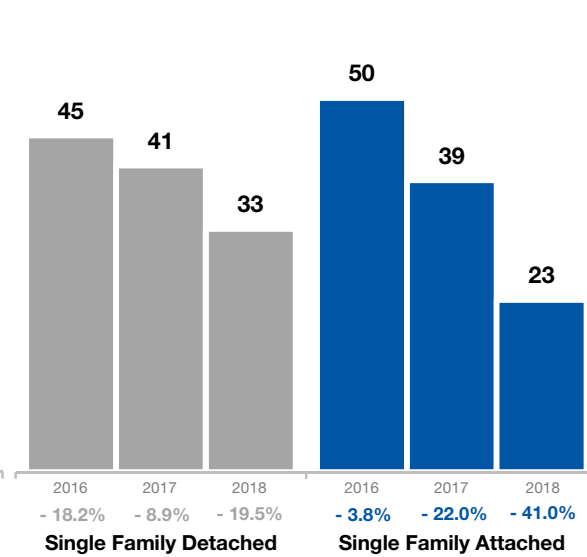
Median number of days between when a property is listed and when an offer is accepted in a given month.



November



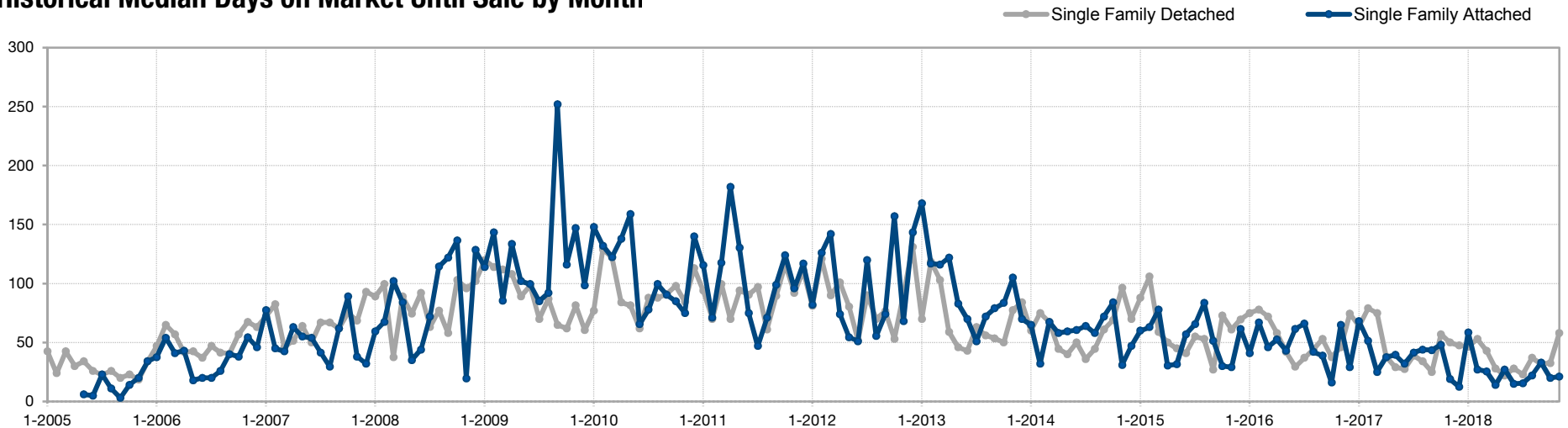
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	48	-36.0%	13	-55.2%
Jan-2018	47	-26.6%	59	-13.2%
Feb-2018	53	-32.9%	27	-48.1%
Mar-2018	43	-42.7%	26	+4.0%
Apr-2018	28	-26.3%	14	-63.2%
May-2018	22	-24.1%	27	-32.5%
Jun-2018	28	0.0%	15	-53.1%
Jul-2018	23	-41.0%	16	-61.9%
Aug-2018	37	+8.8%	22	-50.0%
Sep-2018	32	+28.0%	33	-25.0%
Oct-2018	33	-42.1%	20	-58.3%
Nov-2018	58	+16.0%	21	+10.5%
12-Month Avg*	34	-20.9%	23	-40.8%

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

Historical Median Days on Market Until Sale by Month



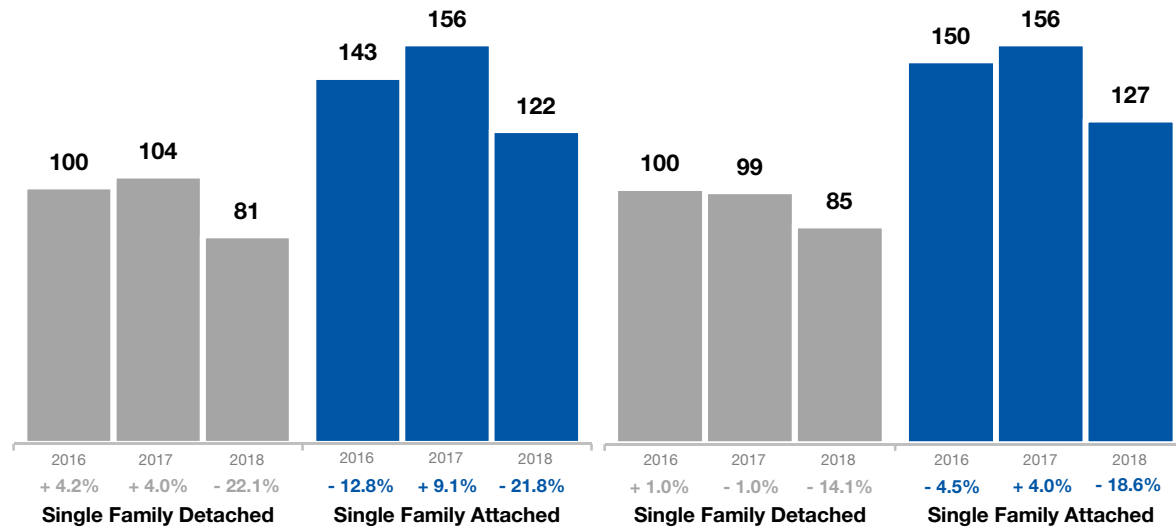
Housing Affordability Index

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.



November

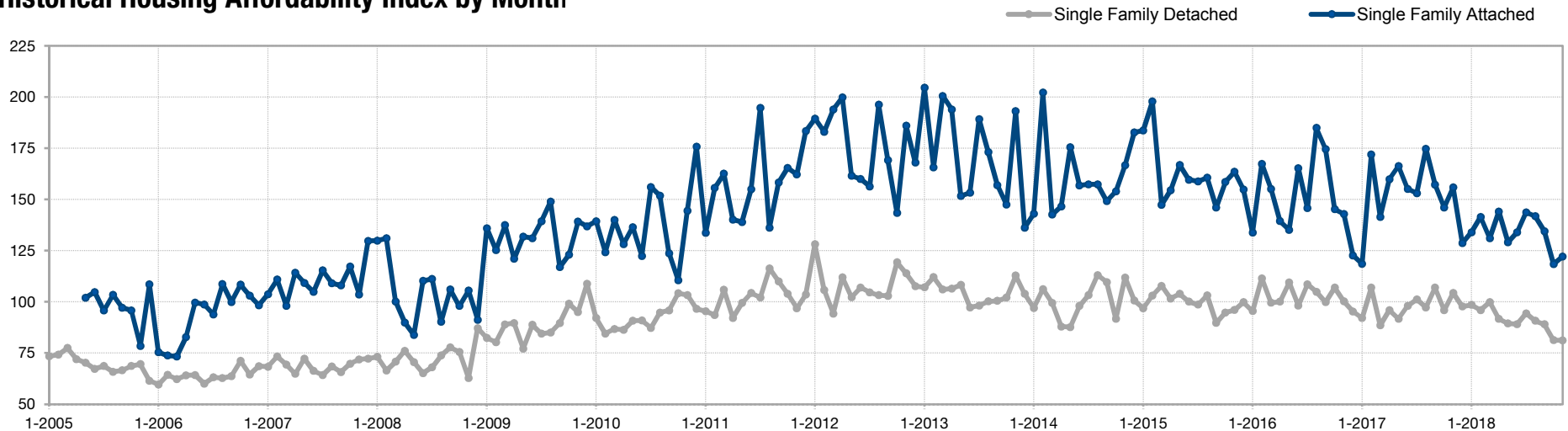
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	98	+3.2%	129	+4.9%
Jan-2018	99	+7.6%	134	+12.6%
Feb-2018	96	-10.3%	141	-18.0%
Mar-2018	100	+12.4%	131	-7.1%
Apr-2018	92	-4.2%	144	-10.0%
May-2018	89	-3.3%	129	-22.3%
Jun-2018	89	-9.2%	134	-13.5%
Jul-2018	94	-6.9%	144	-5.9%
Aug-2018	91	-6.2%	142	-18.9%
Sep-2018	89	-16.8%	134	-14.6%
Oct-2018	81	-15.6%	118	-19.2%
Nov-2018	81	-22.1%	122	-21.8%
12-Month Avg*	92	-17.2%	98	-19.7%

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

Historical Housing Affordability Index by Month

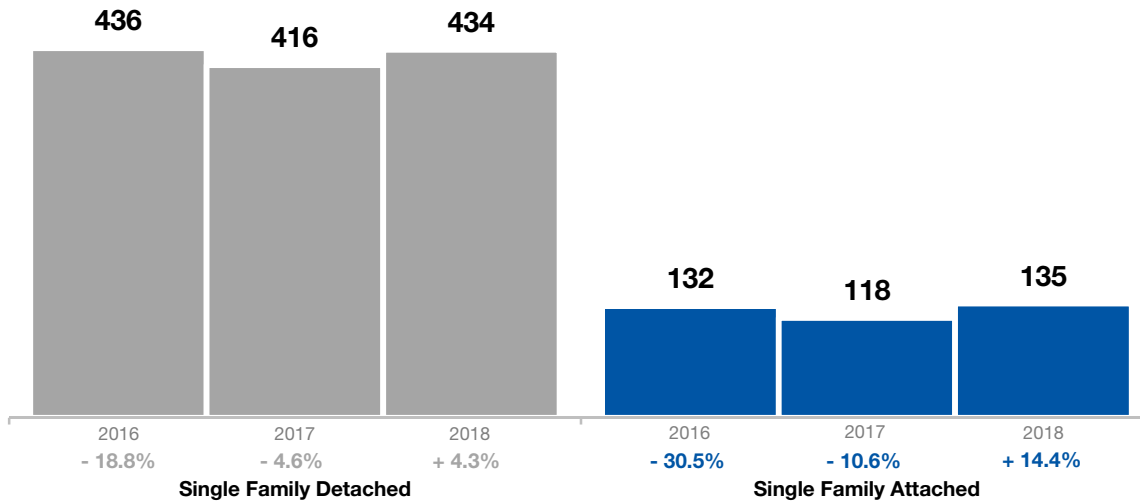


End of Month Inventory

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

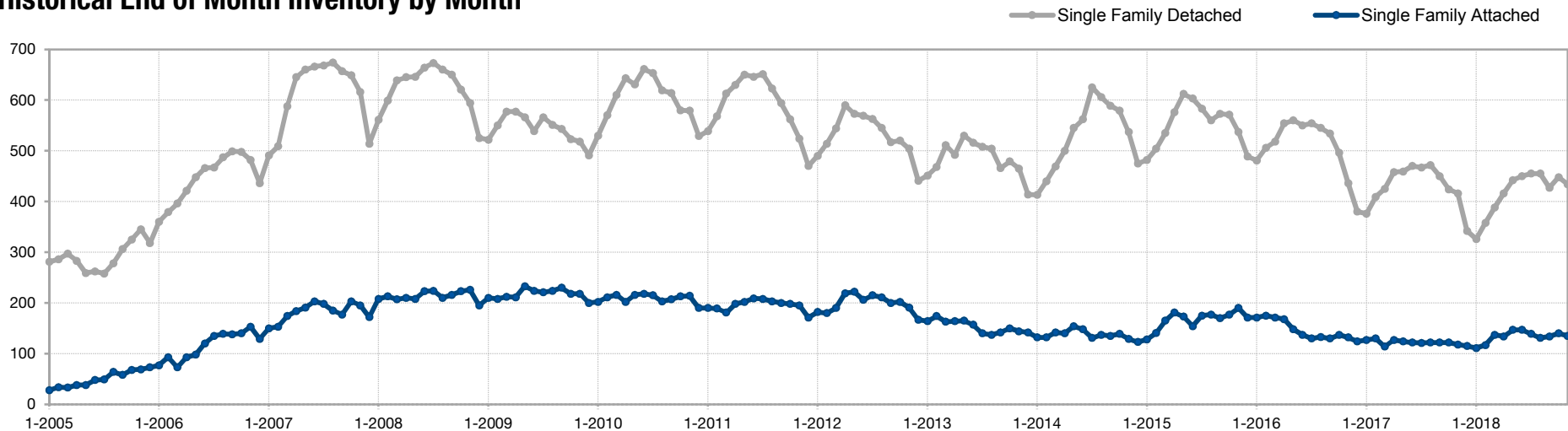


November



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	342	-10.0%	115	-7.3%
Jan-2018	326	-13.3%	111	-12.6%
Feb-2018	358	-12.5%	117	-10.0%
Mar-2018	388	-8.7%	137	+20.2%
Apr-2018	416	-9.2%	134	+5.5%
May-2018	442	-3.7%	147	+18.5%
Jun-2018	450	-4.3%	147	+20.5%
Jul-2018	455	-2.6%	139	+14.9%
Aug-2018	455	-3.6%	131	+7.4%
Sep-2018	427	-5.1%	134	+9.8%
Oct-2018	448	+5.7%	140	+14.8%
Nov-2018	434	+4.3%	135	+14.4%
12-Month Avg	412	-5.1%	132	+7.7%

Historical End of Month Inventory by Month

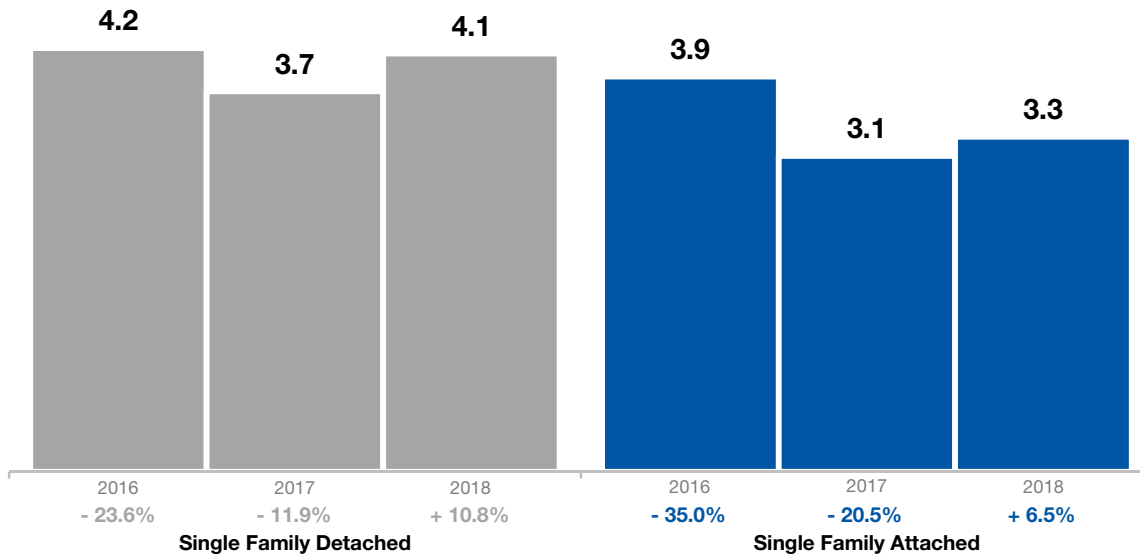


Months Supply of Inventory

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.



November



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2017	3.1	-13.9%	3.1	-13.9%
Jan-2018	2.9	-17.1%	2.9	-23.7%
Feb-2018	3.2	-15.8%	3.0	-23.1%
Mar-2018	3.6	-7.7%	3.6	+9.1%
Apr-2018	3.8	-11.6%	3.4	-5.6%
May-2018	4.1	-2.4%	3.8	+8.6%
Jun-2018	4.1	-4.7%	3.7	+8.8%
Jul-2018	4.2	-2.3%	3.4	0.0%
Aug-2018	4.2	-2.3%	3.1	-8.8%
Sep-2018	3.9	-4.9%	3.2	-5.9%
Oct-2018	4.2	+10.5%	3.4	+3.0%
Nov-2018	4.1	+10.8%	3.3	+6.5%
12-Month Avg*	3.8	-5.2%	3.3	-4.0%

* Months Supply for all properties from December 2017 through November 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				11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	11-2015	11-2016	11-2017	11-2018						
New Listings					152	126	- 17.1%	2,066	2,099	+ 1.6%
Pending Sales					127	109	- 14.2%	1,695	1,662	- 1.9%
Closed Sales					118	127	+ 7.6%	1,576	1,694	+ 7.5%
Median List Price					\$301,900	\$314,500	+ 4.2%	\$325,000	\$329,890	+ 1.5%
Median Sales Price					\$292,855	\$323,000	+ 10.3%	\$314,895	\$312,750	- 0.7%
Avg. Sales Price					\$329,867	\$345,043	+ 4.6%	\$350,246	\$339,919	- 2.9%
Median Price Per Sq Ft					\$138	\$144	+ 4.3%	\$136	\$134	- 1.5%
Average Price Per Sq Ft					\$140	\$148	+ 5.7%	\$142	\$146	+ 2.8%
\$ Volume of Closed Sales (in millions)					\$38.9	\$43.8	+ 12.6%	\$552.0	\$575.8	+ 4.3%
Median Pct of List Price to Sale Price					98.8%	98.8%	0.0%	98.3%	98.7%	+ 0.4%
Avg Pct of List Price to Sale Price					98.5%	98.1%	- 0.4%	98.0%	98.4%	+ 0.4%
Median Days on Market					37	44	+ 18.9%	40	30	- 25.0%
Affordability Index					116	92	- 20.7%	108	95	- 12.0%
End of Month Inventory					537	572	+ 6.5%	--	--	--
Months Supply					3.6	3.9	+ 8.3%	--	--	--

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		
	11-2017	11-2018	+ / -	11-2017	11-2018	+ / -	11-2017	11-2018	+ / -	11-2017	11-2018	+ / -	11-2017	11-2018	+ / -
James City County	104	87	-16.3%	91	101	+11.0%	\$ 299,990	\$ 326,000	+8.7%	443	464	+4.7%	3.7	4.1	+10.8%
City of Williamsburg	12	21	+75.0%	11	7	-36.4%	\$266,500	\$339,990	+27.6%	55	62	+12.7%	4.5	4.8	+6.7%
York County	47	26	-44.7%	23	29	+26.1%	\$286,300	\$289,965	+1.3%	81	84	+3.7%	2.9	2.7	-6.9%
New Kent County	3	11	+266.7%	8	9	+12.5%	\$221,850	\$269,000	+21.3%	46	53	+15.2%	6.3	8.0	+27.0%
Charles City County	0	1	--	0	1	--	\$0	\$185,000	--	5	6	+20.0%	4.4	4.7	+6.8%
Newport News	14	14	0.0%	12	13	+8.3%	\$217,500	\$230,000	+5.7%	36	53	+47.2%	2.3	3.8	+65.2%
Hampton	7	7	0.0%	7	2	-71.4%	\$174,000	\$108,000	-37.9%	15	25	+66.7%	3.2	5.5	+71.9%
Surry	3	0	-100.0%	1	0	-100.0%	\$42,000	\$0	-100.0%	5	6	+20.0%	3.3	3.8	+15.2%
Gloucester	8	12	+50.0%	8	9	+12.5%	\$226,000	\$244,900	+8.4%	54	54	0.0%	6.8	4.9	-27.9%
Richmond	0	0	--	1	1	0.0%	\$93,000	\$215,000	+131.2%	1	1	0.0%	0.8	0.9	+12.5%
23185	79	66	-16.5%	55	66	+20.0%	\$286,815	\$298,598	+4.1%	254	256	+0.8%	4.0	3.7	-7.5%
23188	51	54	+5.9%	48	53	+10.4%	\$319,500	\$361,000	+13.0%	235	277	+17.9%	3.3	4.2	+27.3%
23168	22	6	-72.7%	15	8	-46.7%	\$295,000	\$325,000	+10.2%	48	39	-18.8%	3.4	3.6	+5.9%
23168, 23185 & 23188	152	126	-17.1%	118	127	+7.6%	\$292,855	\$323,000	+10.3%	537	572	+6.5%	3.6	3.9	+8.3%