

Monthly Indicators



January 2018

Last year, U.S. consumers seemed to be operating with a renewed but cautious optimism. The stock market was strong, wages were edging upwards and home buying activity was extremely competitive. Not much has changed in 2018 in terms of those measures, yet there is a sort of seasoned prudence mixed into the high emotions that go with a major expense like a home purchase. We are now several years deep into a period of rising prices and low inventory. Those in the market to buy a home have caught on. As sellers attempt take advantage of rising prices, expect buyers to be more selective.

When comparing 2017 to 2016 statistics, New Listings remained flat for single family detached homes but increased 17.4 percent for single family attached properties. Pending Sales decreased 5.4 percent for single family detached homes but increased 66.7 percent for single family attached properties.

The Median Sales Price was down 3.6 percent to \$336,500 for single family detached homes and 10.7 percent to \$242,000 for single family attached properties. Months Supply of Inventory increased 2.8 percent for single family detached units but was down 5.6 percent for single family attached units.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

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

- 3.6%

One-Year Change in
**Single Family Detached
Median Sales Price**

- 10.7%

One-Year Change in
**Single Family Attached
Median Sales Price**

- 13.2%

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.

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				1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	1-2015	1-2016	1-2017	1-2018						
New Listings					123	123	0.0%	123	123	0.0%
Pending Sales					92	87	- 5.4%	92	87	- 5.4%
Closed Sales					66	56	- 15.2%	66	56	- 15.2%
Median List Price					\$385,950	\$347,000	- 10.1%	\$385,950	\$347,000	- 10.1%
Median Sales Price					\$349,007	\$336,500	- 3.6%	\$349,007	\$336,500	- 3.6%
Avg. Sales Price					\$414,778	\$378,134	- 8.8%	\$414,778	\$378,134	- 8.8%
Median Price Per Sq Ft					\$142	\$146	+ 3.1%	\$142	\$146	+ 3.1%
Average Price Per Sq Ft					\$143	\$149	+ 4.2%	\$143	\$149	+ 4.2%
\$ Volume of Closed Sales (in millions)					\$27.4	\$21.2	- 22.6%	\$27.4	\$21.2	- 22.6%
Median Pct of List Price to Sale Price					98.4%	97.8%	- 0.6%	98.4%	97.8%	- 0.6%
Avg Pct of List Price to Sale Price					97.9%	97.9%	0.0%	97.9%	97.9%	0.0%
Median Days on Market					64	47	- 26.6%	64	47	- 26.6%
Affordability Index					92	97	+ 5.4%	92	97	+ 5.4%
End of Month Inventory					378	413	+ 9.3%	--	--	--
Months Supply					3.6	3.7	+ 2.8%	--	--	--

Single Family Attached Market Overview

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



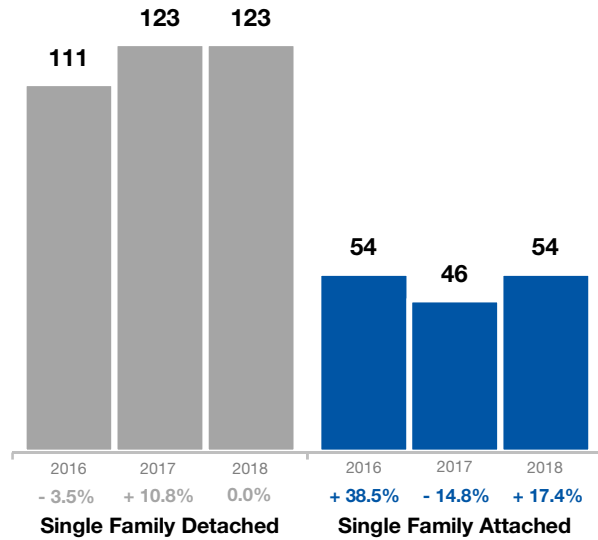
Key Metrics	Historical Sparkbars				1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	1-2015	1-2016	1-2017	1-2018						
New Listings					46	54	+ 17.4%	46	54	+ 17.4%
Pending Sales					30	50	+ 66.7%	30	50	+ 66.7%
Closed Sales					19	25	+ 31.6%	19	25	+ 31.6%
Median List Price					\$227,950	\$247,415	+ 8.5%	\$227,950	\$247,415	+ 8.5%
Median Sales Price					\$271,000	\$242,000	- 10.7%	\$271,000	\$242,000	- 10.7%
Avg. Sales Price					\$264,733	\$256,658	- 3.1%	\$264,733	\$256,658	- 3.1%
Median Price Per Sq Ft					\$142	\$134	- 5.6%	\$142	\$134	- 5.6%
Average Price Per Sq Ft					\$140	\$136	- 2.9%	\$140	\$136	- 2.9%
\$ Volume of Closed Sales (in millions)					\$5.0	\$6.4	+ 27.6%	\$5.0	\$6.4	+ 27.6%
Median Pct of List Price to Sale Price					100.0%	99.0%	- 1.0%	100.0%	99.0%	- 1.0%
Avg Pct of List Price to Sale Price					99.0%	98.1%	- 0.9%	99.0%	98.1%	- 0.9%
Median Days on Market					68	55	- 19.1%	68	55	- 19.1%
Affordability Index					119	134	+ 12.6%	119	134	+ 12.6%
End of Month Inventory					120	132	+ 10.0%	--	--	--
Months Supply					3.6	3.4	- 5.6%	--	--	--

New Listings

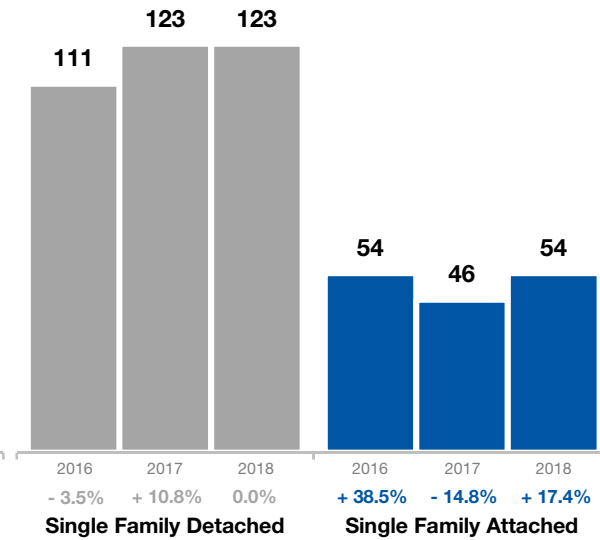
A count of the properties that have been newly listed on the market in a given month.



January

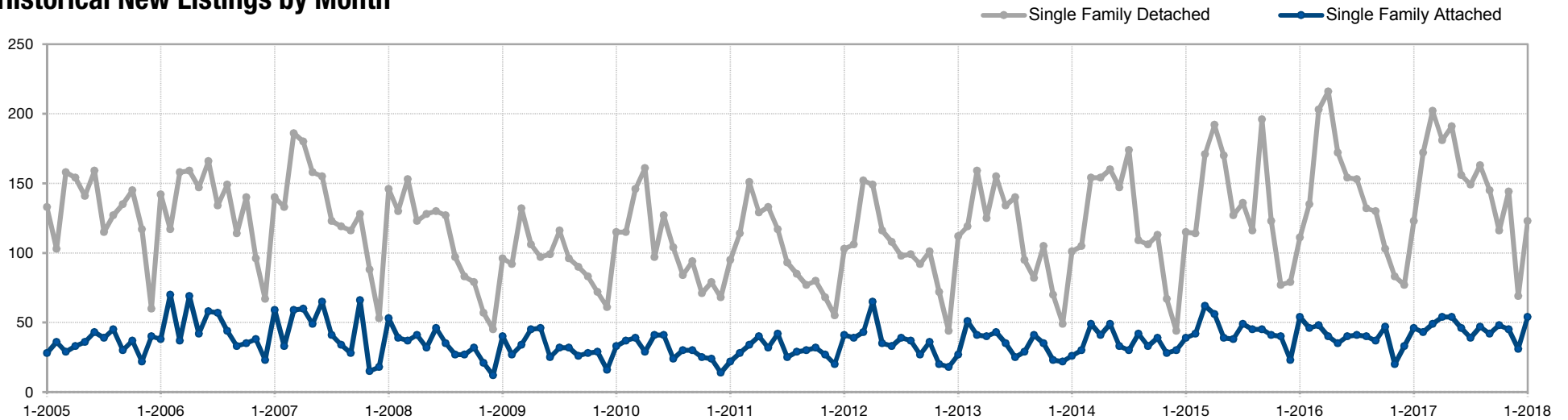


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	172	+27.4%	43	-6.5%
Mar-2017	202	-0.5%	49	+2.1%
Apr-2017	181	-16.2%	54	+35.0%
May-2017	191	+11.0%	54	+54.3%
Jun-2017	156	+1.3%	46	+15.0%
Jul-2017	149	-2.6%	39	-4.9%
Aug-2017	163	+23.5%	47	+17.5%
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%
12-Month Avg	144	+2.7%	45	+14.6%

Historical New Listings by Month

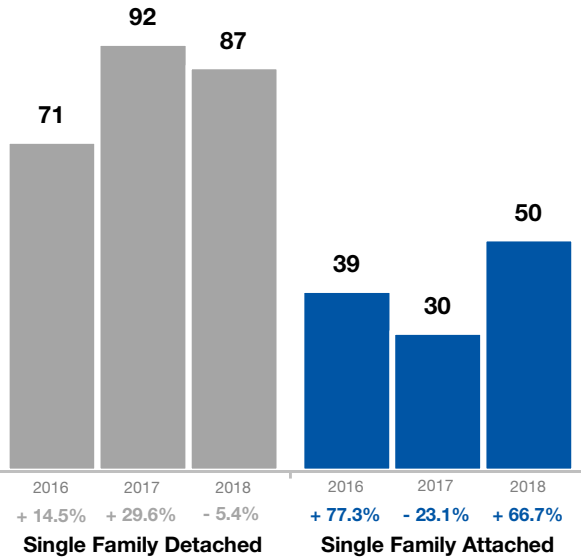


Pending Sales

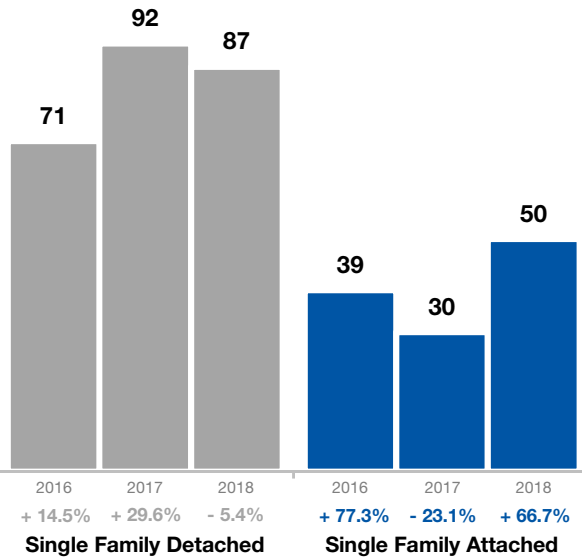
A count of the properties on which offers have been accepted in a given month.



January

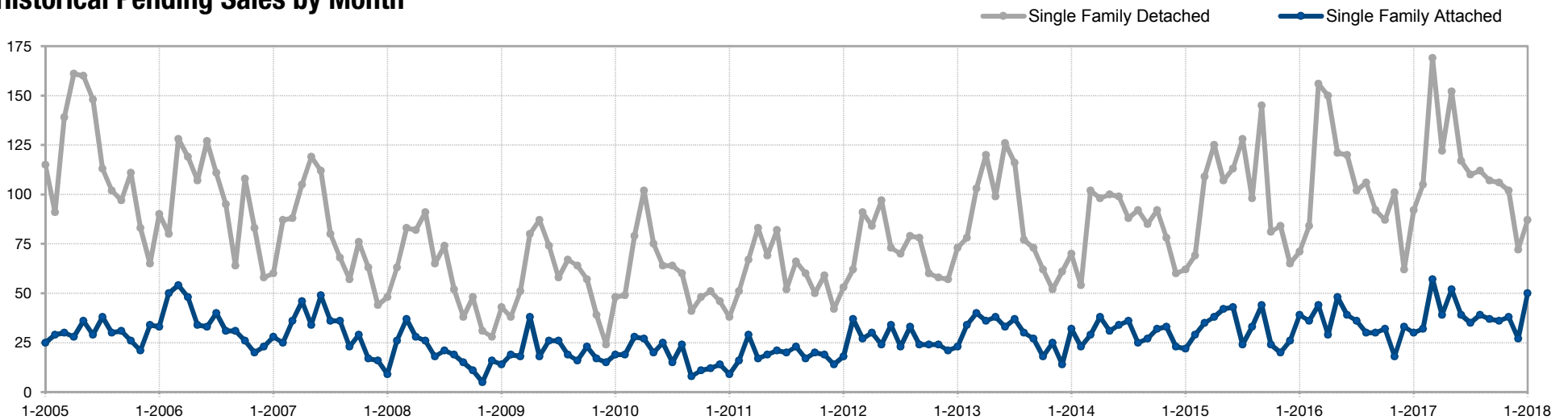


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	105	+25.0%	32	-11.1%
Mar-2017	169	+8.3%	57	+29.5%
Apr-2017	122	-18.7%	39	+34.5%
May-2017	152	+25.6%	52	+8.3%
Jun-2017	117	-2.5%	39	0.0%
Jul-2017	110	+7.8%	35	-2.8%
Aug-2017	112	+5.7%	39	+30.0%
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%
12-Month Avg	112	+5.3%	39	+16.0%

Historical Pending Sales by Month

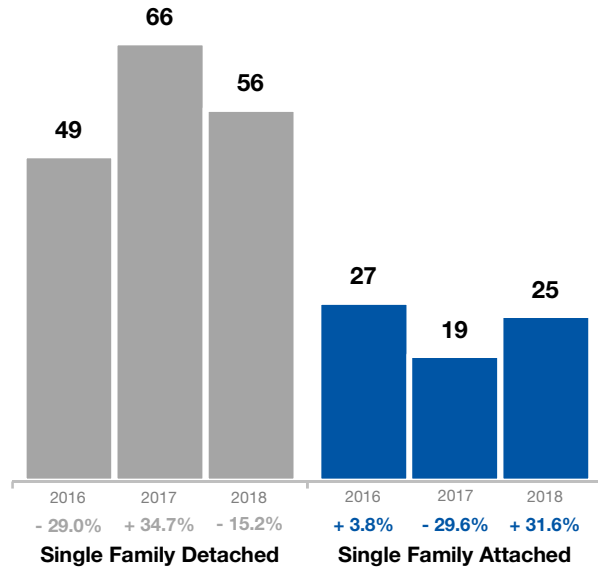


Closed Sales

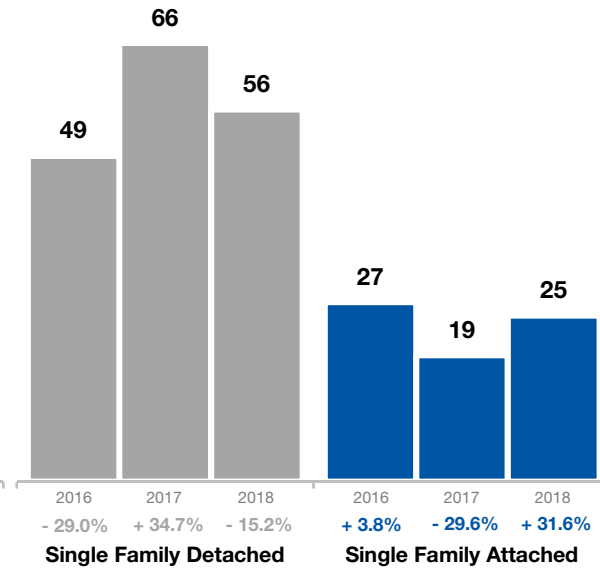
A count of the actual sales that closed in a given month.



January

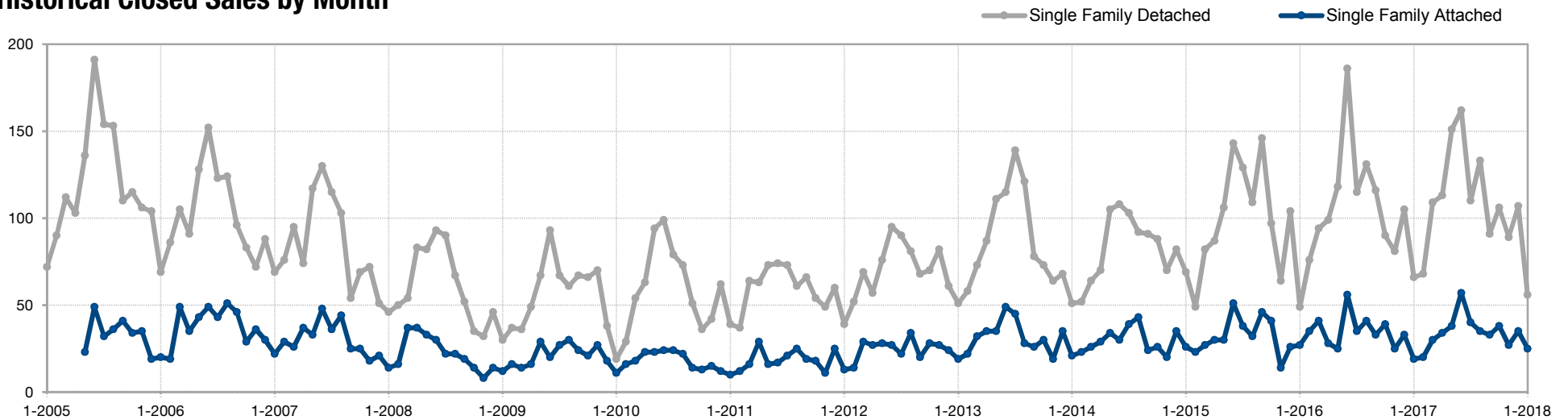


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	68	-10.5%	20	-42.9%
Mar-2017	109	+16.0%	30	-26.8%
Apr-2017	113	+14.1%	34	+21.4%
May-2017	151	+28.0%	38	+52.0%
Jun-2017	162	-12.9%	57	+1.8%
Jul-2017	110	-4.3%	40	+14.3%
Aug-2017	133	+1.5%	35	-14.6%
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%
12-Month Avg	108	+1.7%	35	+1.0%

Historical Closed Sales by Month

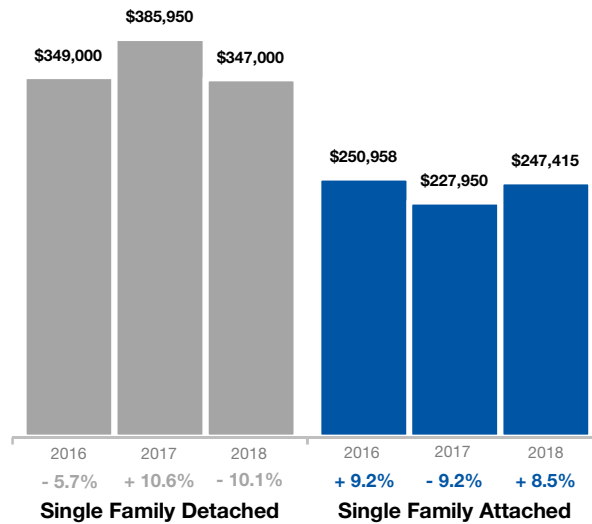


Median List Price

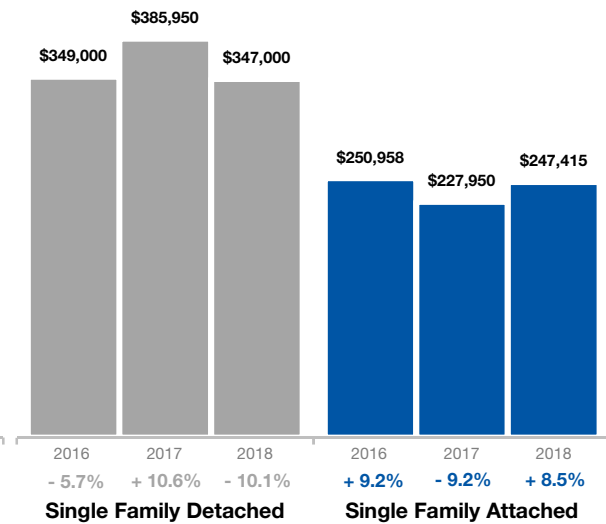
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



January



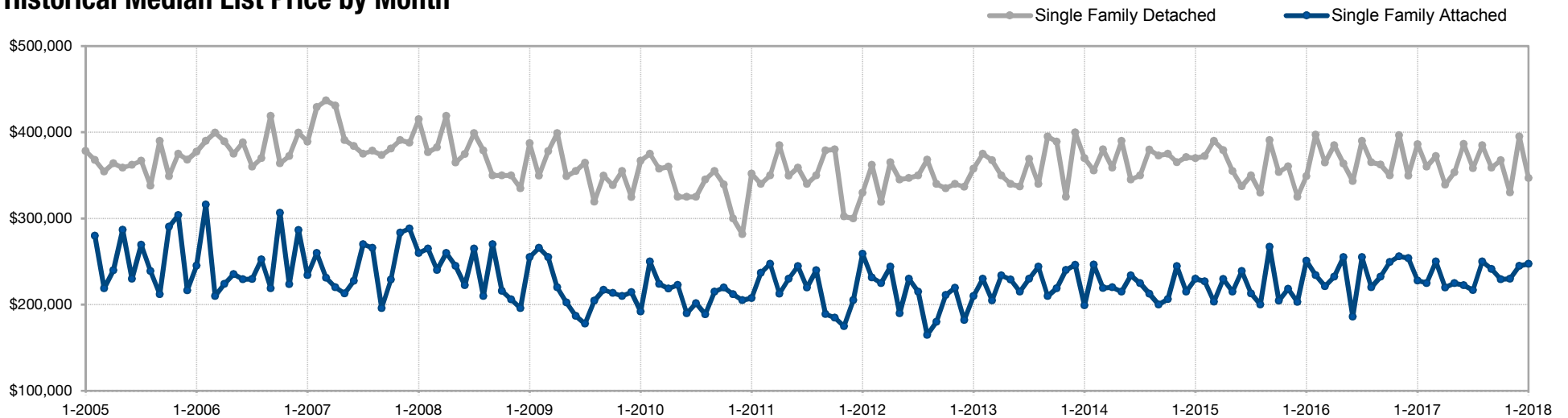
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	\$360,015	-9.3%	\$225,000	-3.9%
Mar-2017	\$372,450	+2.1%	\$250,000	+13.0%
Apr-2017	\$339,000	-11.9%	\$219,900	-5.4%
May-2017	\$353,500	-2.8%	\$225,000	-11.8%
Jun-2017	\$386,350	+12.5%	\$222,450	+19.6%
Jul-2017	\$358,200	-8.2%	\$216,900	-14.9%
Aug-2017	\$385,000	+5.5%	\$250,000	+13.7%
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%
12-Month Avg*	\$358,610	-3.7%	\$231,990	-2.9%

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

Historical Median List Price by Month

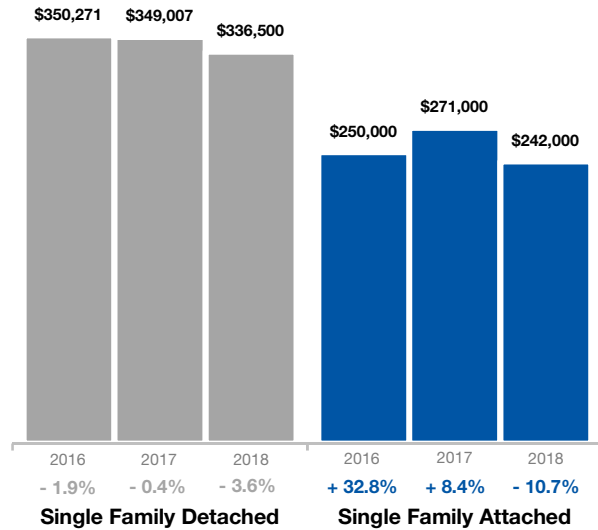


Median Sales Price

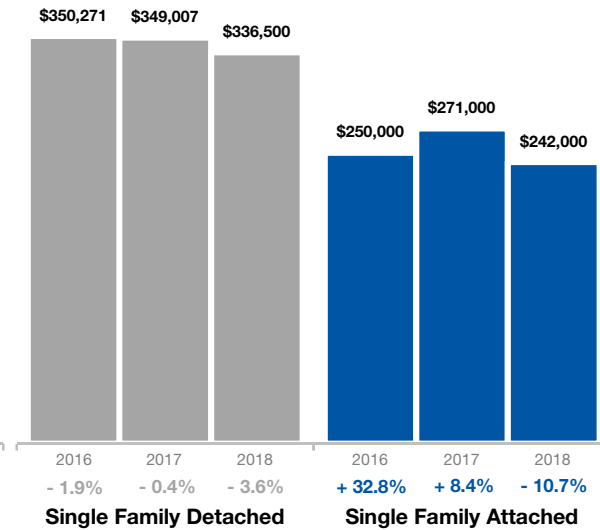
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



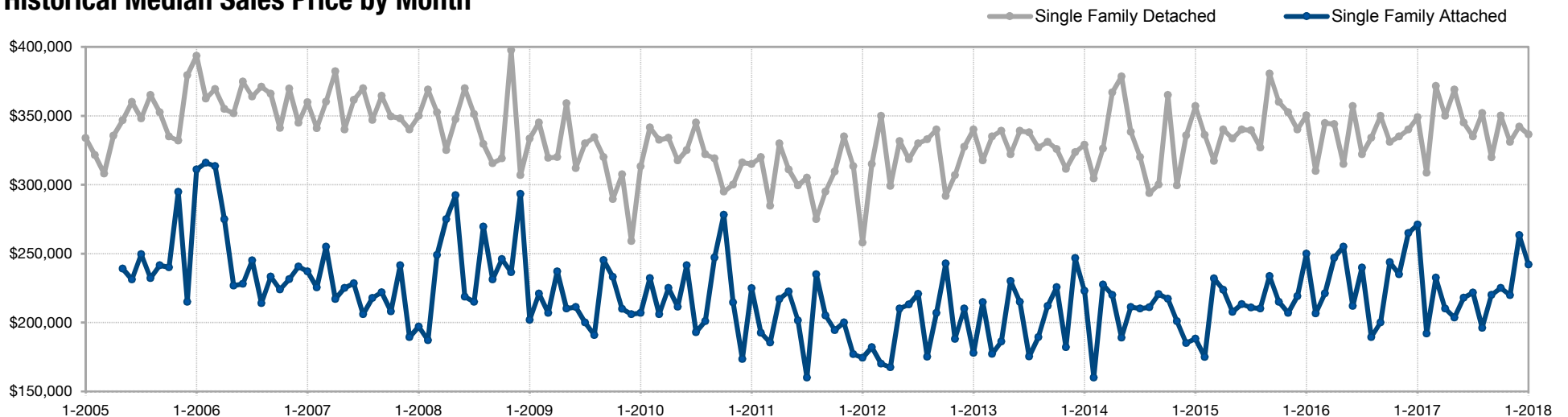
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	\$308,694	-0.4%	\$192,000	-7.0%
Mar-2017	\$371,570	+7.8%	\$232,458	+5.1%
Apr-2017	\$350,000	+1.7%	\$210,000	-15.0%
May-2017	\$369,000	+17.1%	\$203,500	-20.2%
Jun-2017	\$345,000	-3.4%	\$218,000	+2.9%
Jul-2017	\$335,000	+4.0%	\$221,625	-7.6%
Aug-2017	\$352,000	+5.4%	\$196,000	+3.5%
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%
12-Month Avg*	\$344,325	+1.6%	\$220,000	-3.5%

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

Historical Median Sales Price by Month

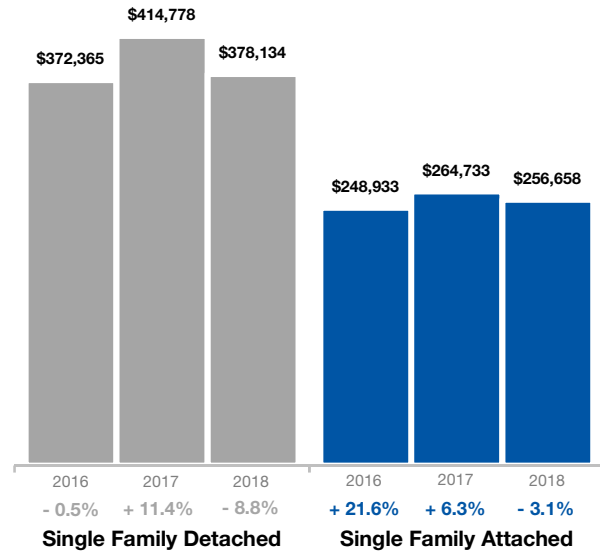


Average Sales Price

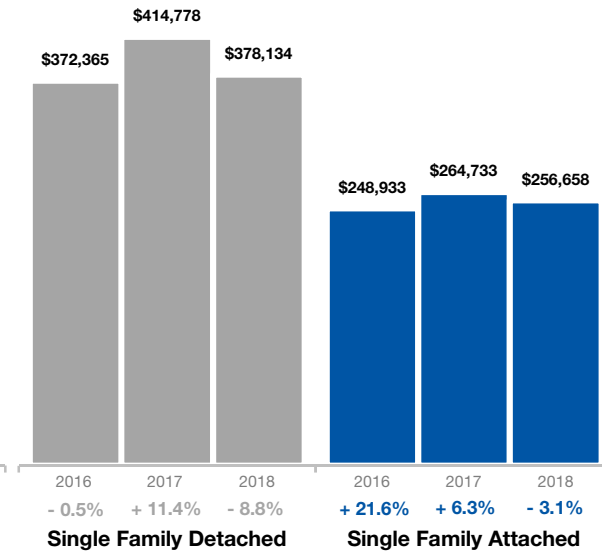
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



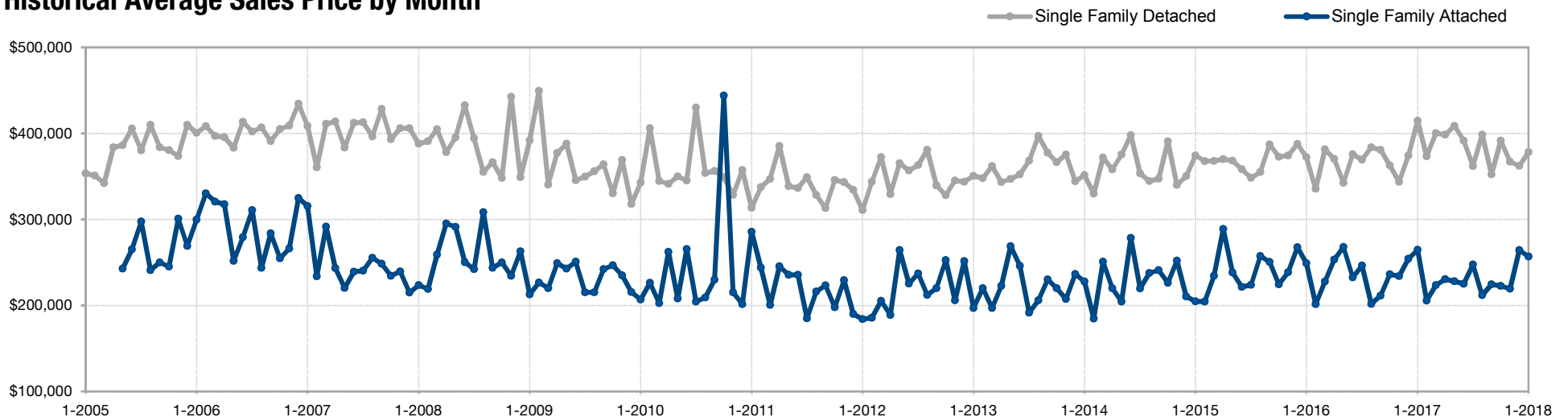
Year to Date



	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	\$373,431	+11.3%	\$205,687	+2.2%
Mar-2017	\$400,287	+4.9%	\$223,694	-1.7%
Apr-2017	\$398,538	+7.6%	\$230,436	-9.0%
May-2017	\$408,613	+19.3%	\$228,028	-14.9%
Jun-2017	\$391,517	+4.2%	\$225,137	-3.2%
Jul-2017	\$361,959	-2.0%	\$247,532	+0.5%
Aug-2017	\$398,507	+3.8%	\$211,795	+5.0%
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%
12-Month Avg*	\$384,716	+4.0%	\$230,219	-1.2%

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

Historical Average Sales Price by Month

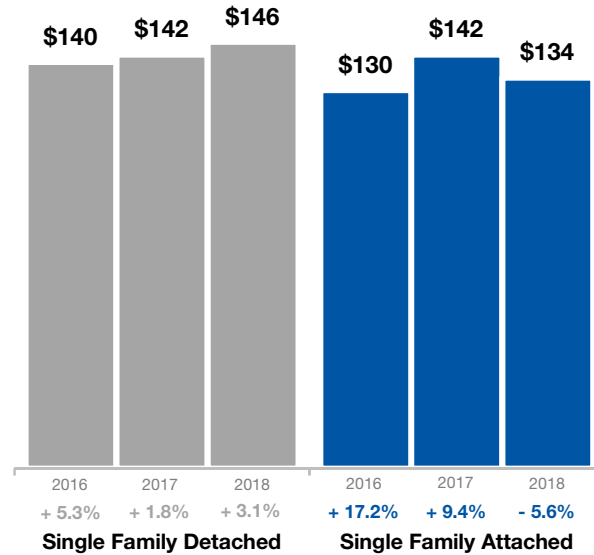


Median Price Per Square Foot

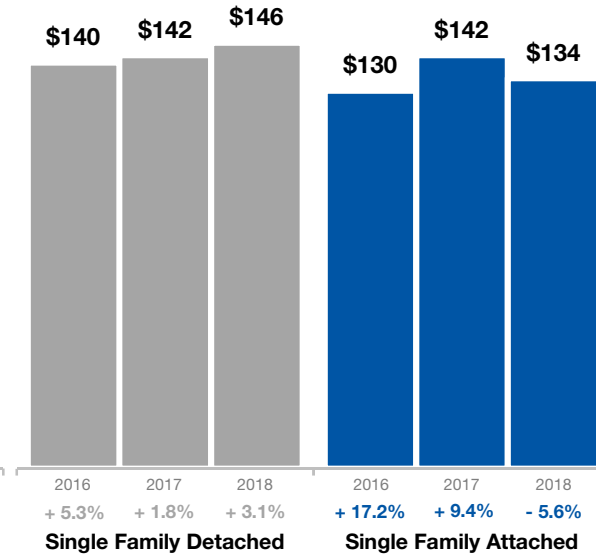
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



January



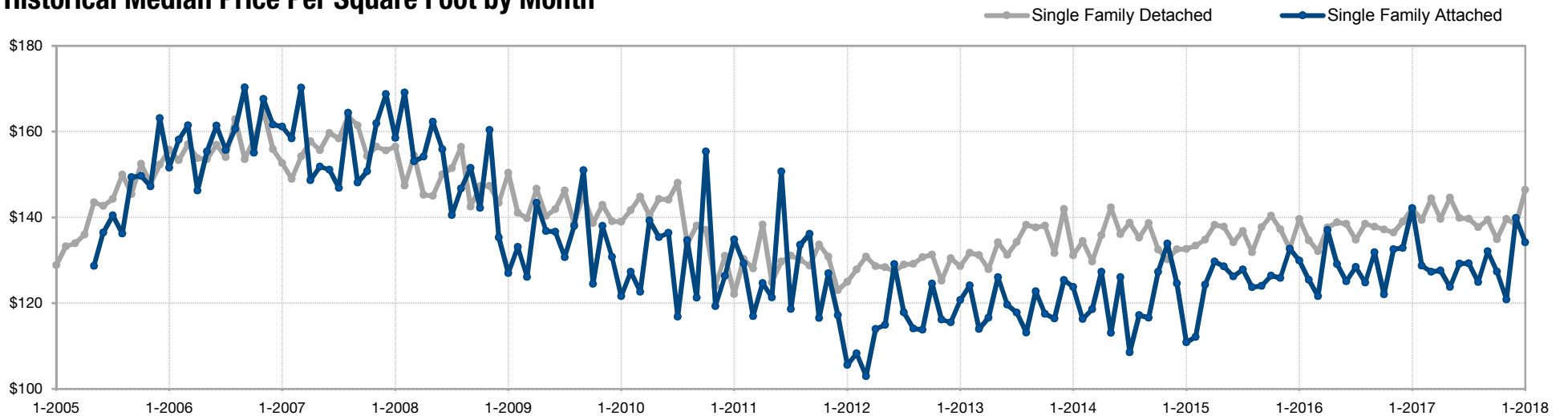
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	\$139	+3.5%	\$129	+2.6%
Mar-2017	\$144	+9.3%	\$127	+4.6%
Apr-2017	\$140	+1.4%	\$128	-6.9%
May-2017	\$145	+4.2%	\$124	-4.1%
Jun-2017	\$140	+1.0%	\$129	+3.3%
Jul-2017	\$140	+3.7%	\$129	+0.7%
Aug-2017	\$138	-0.6%	\$125	+0.1%
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%
12-Month Avg*	\$141	+2.6%	\$129	+1.5%

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

Historical Median Price Per Square Foot by Month

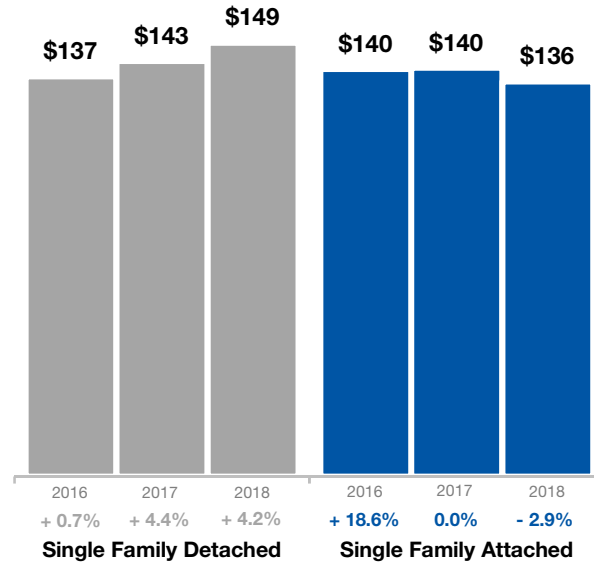


Average Price Per Square Foot

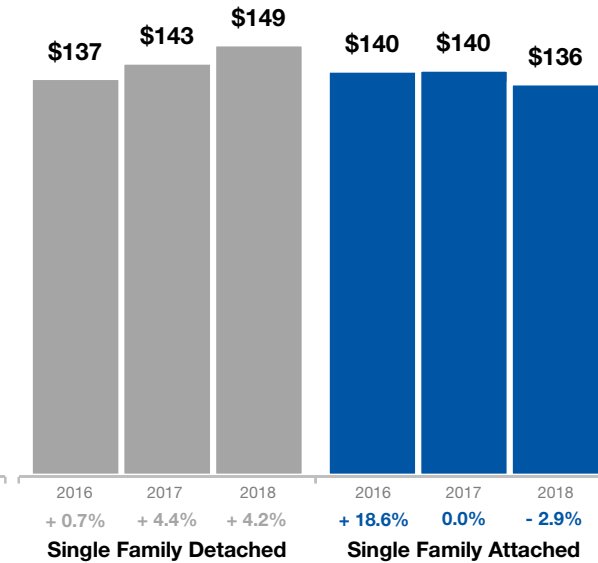
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



January



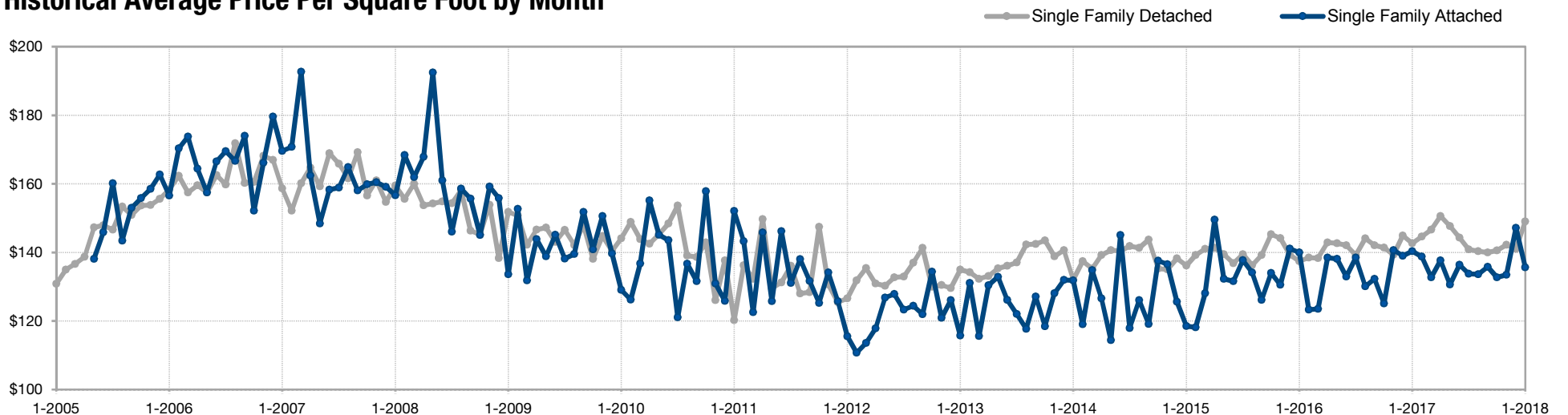
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	\$145	+5.1%	\$139	+13.0%
Mar-2017	\$147	+6.5%	\$133	+7.3%
Apr-2017	\$151	+5.6%	\$138	0.0%
May-2017	\$148	+3.5%	\$131	-5.1%
Jun-2017	\$144	+1.4%	\$136	+2.3%
Jul-2017	\$141	+1.4%	\$134	-2.9%
Aug-2017	\$140	-2.8%	\$134	+3.1%
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%
12-Month Avg*	\$144	+1.6%	\$136	+2.3%

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

Historical Average Price Per Square Foot by Month

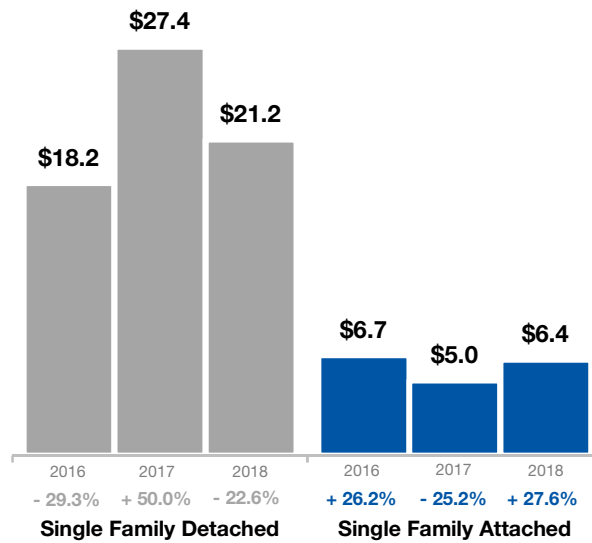


Dollar Volume of Closed Sales (in millions)

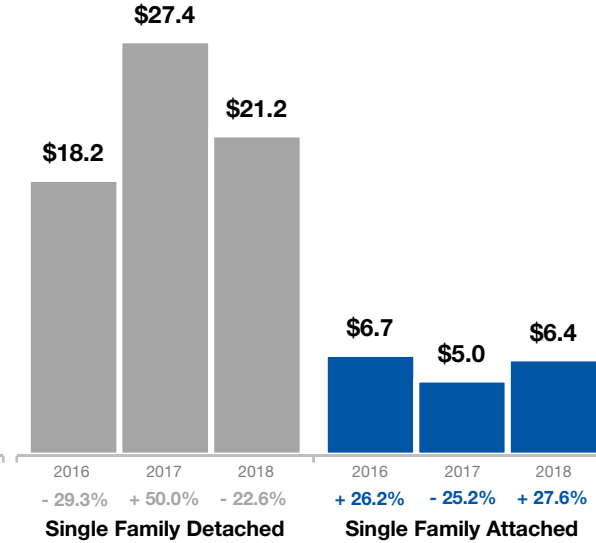
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



January



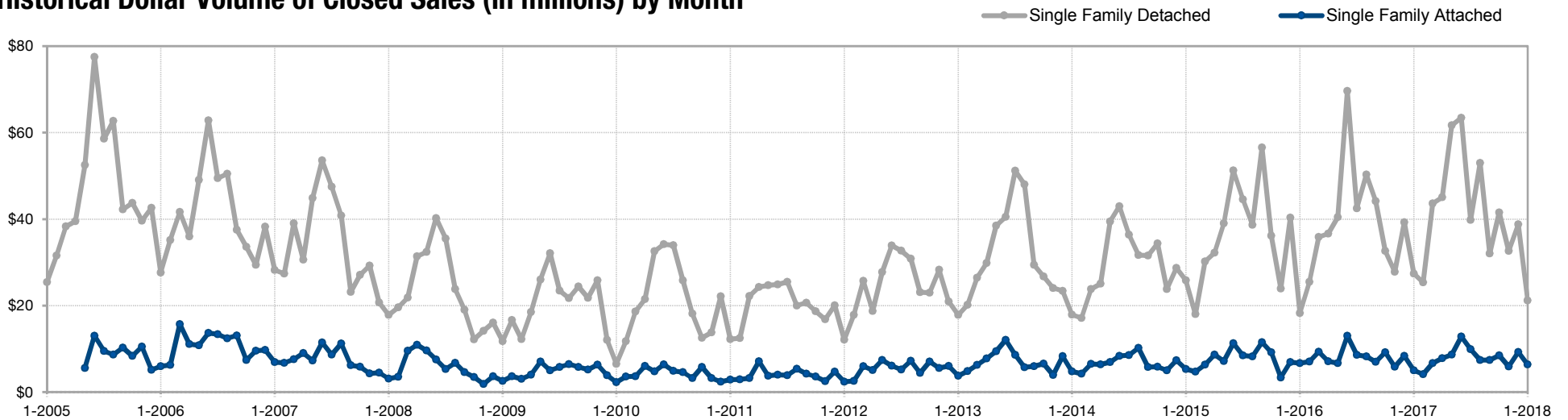
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	\$25.4	-0.4%	\$4.1	-41.6%
Mar-2017	\$43.6	+21.7%	\$6.7	-28.1%
Apr-2017	\$45.0	+22.8%	\$7.8	+10.5%
May-2017	\$61.7	+52.6%	\$8.7	+29.4%
Jun-2017	\$63.4	-8.9%	\$12.8	-1.5%
Jul-2017	\$39.8	-6.3%	\$9.9	+14.8%
Aug-2017	\$53.0	+5.4%	\$7.4	-10.3%
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%
12-Month Avg*	\$41.5	+5.8%	\$7.9	-0.2%

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

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



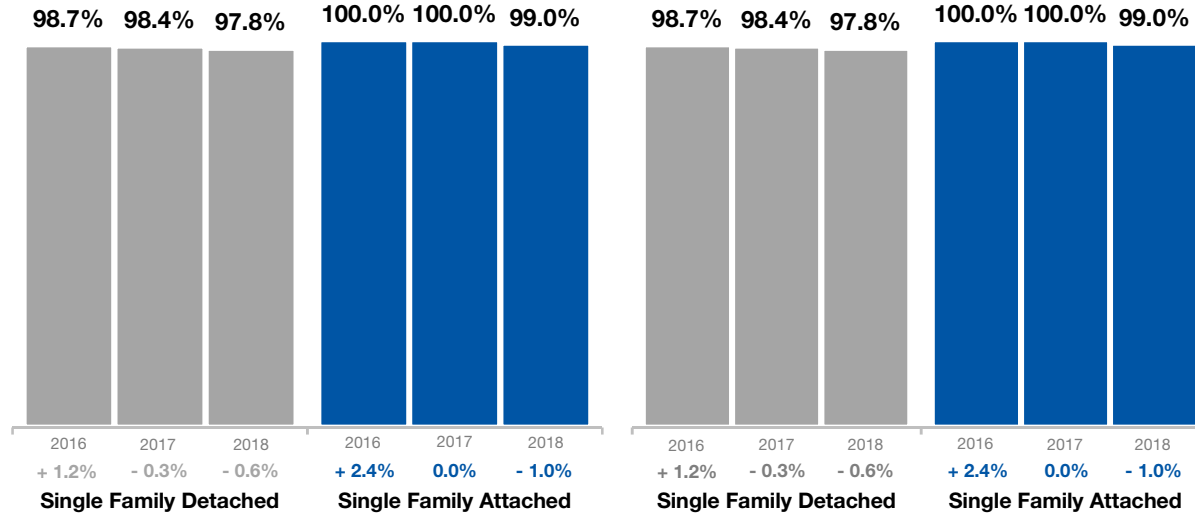
Median Percent of List Price to Sale Price



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.

January

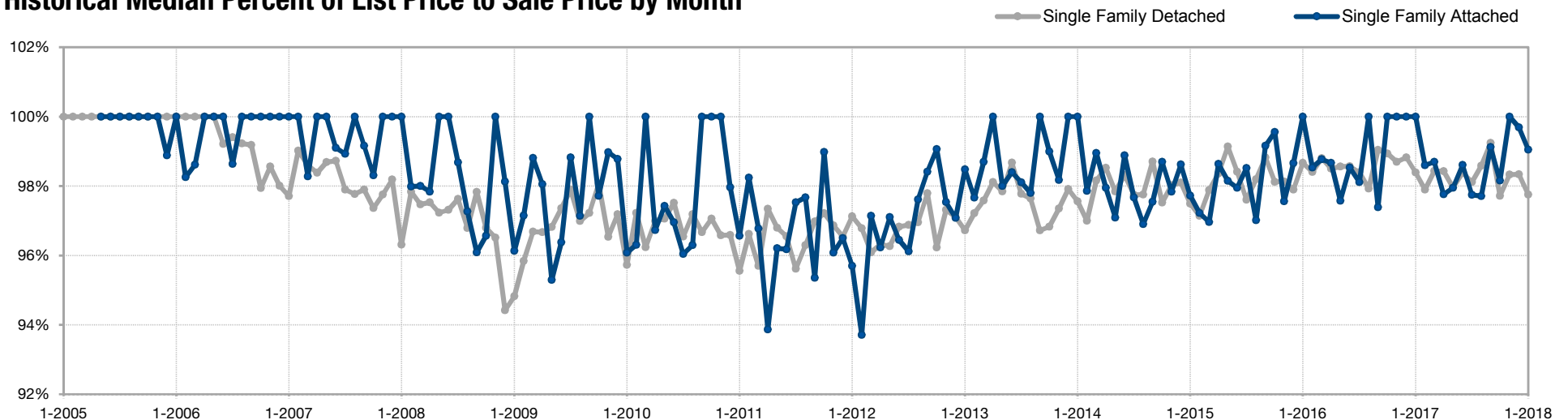
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	97.9%	-0.5%	98.6%	+0.1%
Mar-2017	98.4%	-0.4%	98.7%	-0.1%
Apr-2017	98.4%	-0.1%	97.8%	-0.9%
May-2017	98.0%	-0.6%	97.9%	+0.3%
Jun-2017	98.4%	-0.2%	98.6%	+0.1%
Jul-2017	98.1%	-0.3%	97.7%	-0.4%
Aug-2017	98.6%	+0.7%	97.7%	-2.3%
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%
12-Month Avg*	98.3%	-0.2%	98.5%	-0.3%

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

Historical Median Percent of List Price to Sale Price by Month



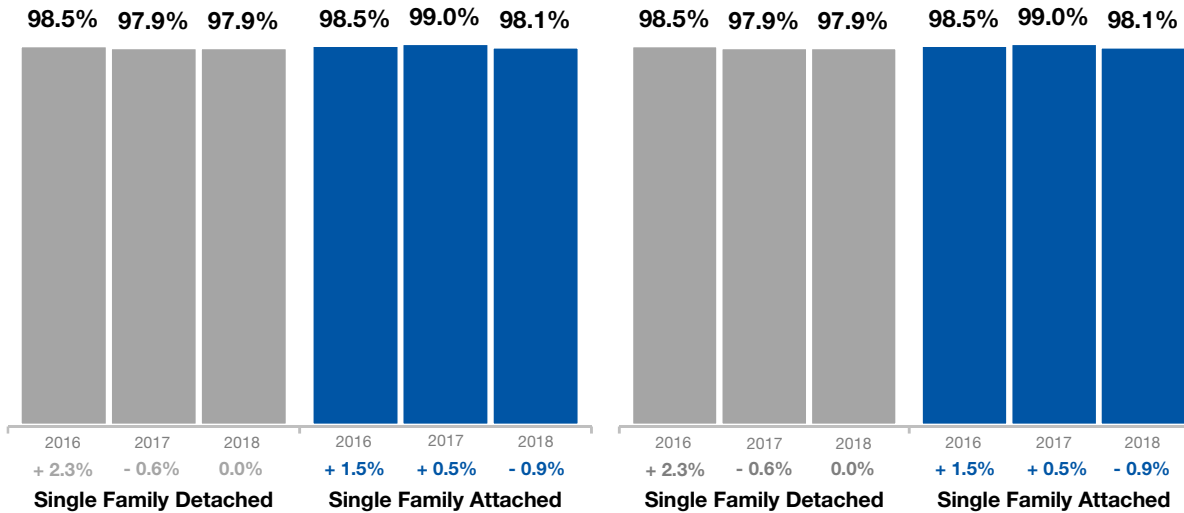
Average Percent of List Price to Sale Price

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.



January

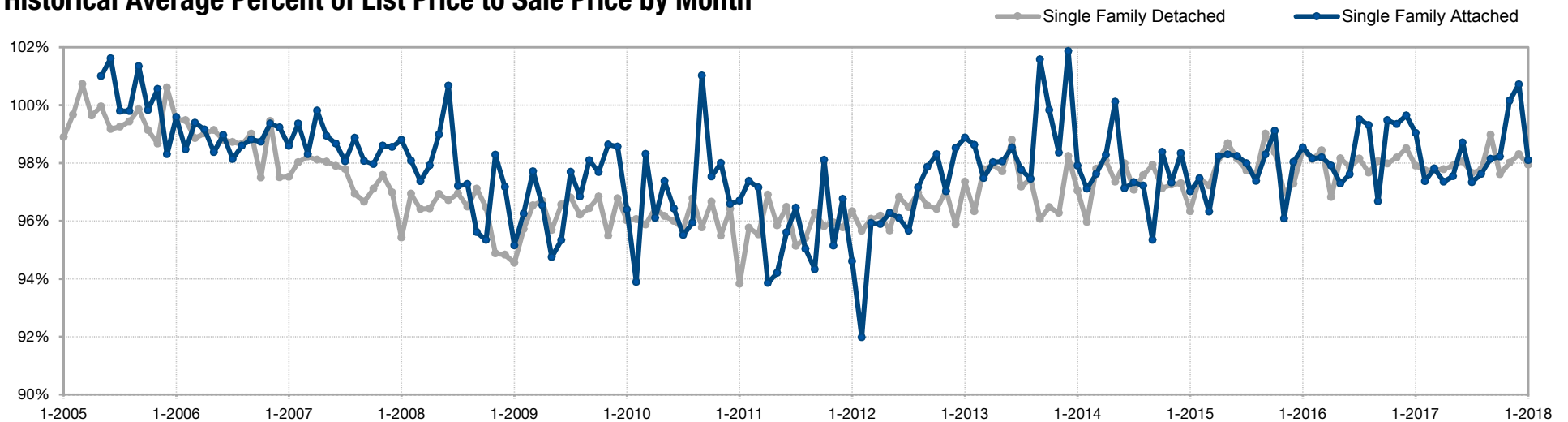
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	97.8%	-0.3%	97.4%	-0.8%
Mar-2017	97.8%	-0.6%	97.8%	-0.4%
Apr-2017	97.8%	+1.0%	97.4%	-0.5%
May-2017	97.9%	-0.3%	97.5%	+0.2%
Jun-2017	98.1%	+0.2%	98.7%	+1.1%
Jul-2017	97.7%	-0.5%	97.3%	-2.2%
Aug-2017	97.8%	+0.1%	97.6%	-1.7%
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%
12-Month Avg*	97.9%	-0.0%	98.3%	-0.2%

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

Historical Average Percent of List Price to Sale Price by Month

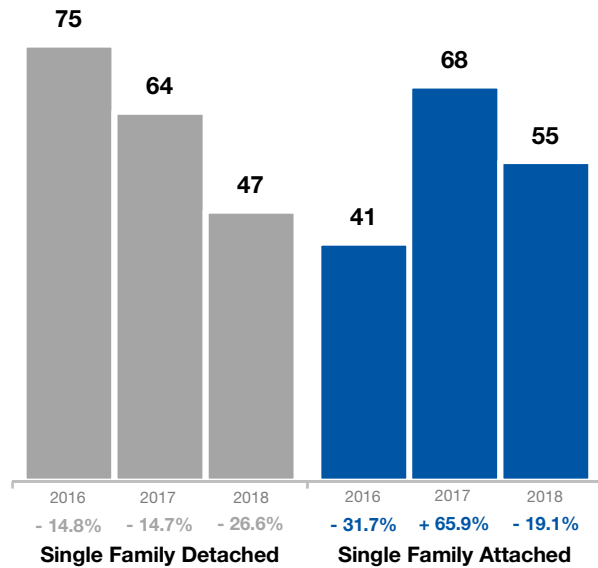


Median Days on Market Until Sale

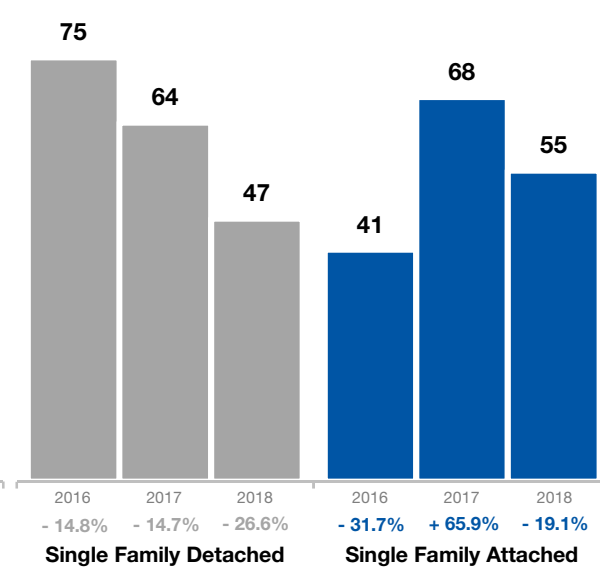
Median number of days between when a property is listed and when an offer is accepted in a given month.



January



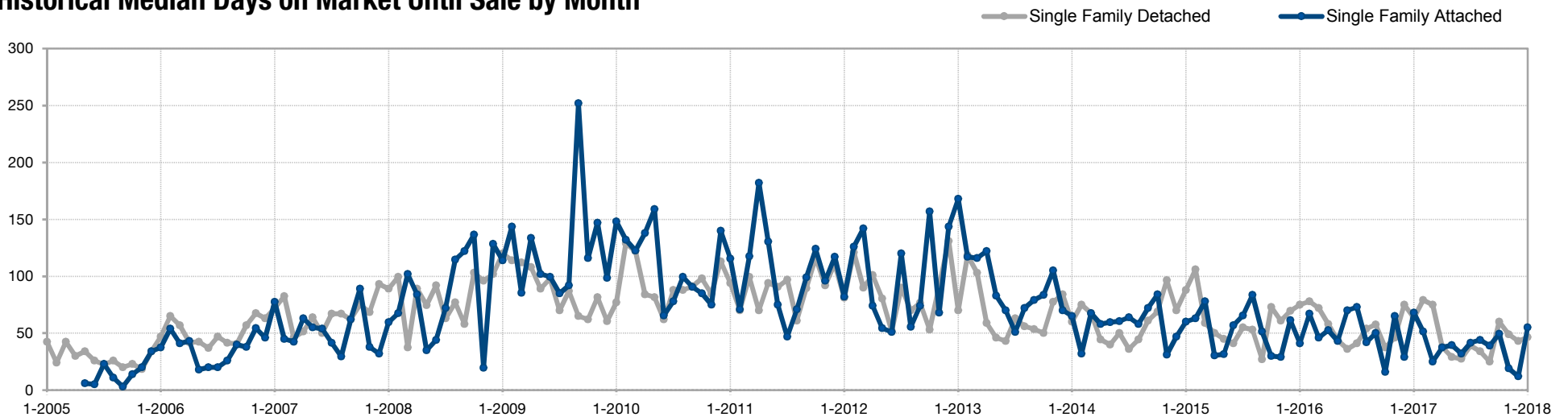
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	79	+1.3%	52	-22.4%
Mar-2017	75	+4.2%	25	-45.7%
Apr-2017	38	-34.5%	38	-28.3%
May-2017	29	-34.1%	40	-7.0%
Jun-2017	28	-22.2%	32	-54.3%
Jul-2017	39	-4.9%	42	-42.5%
Aug-2017	34	-37.0%	44	+4.8%
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%
12-Month Avg*	41	-18.0%	35	-30.0%

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

Historical Median Days on Market Until Sale by Month



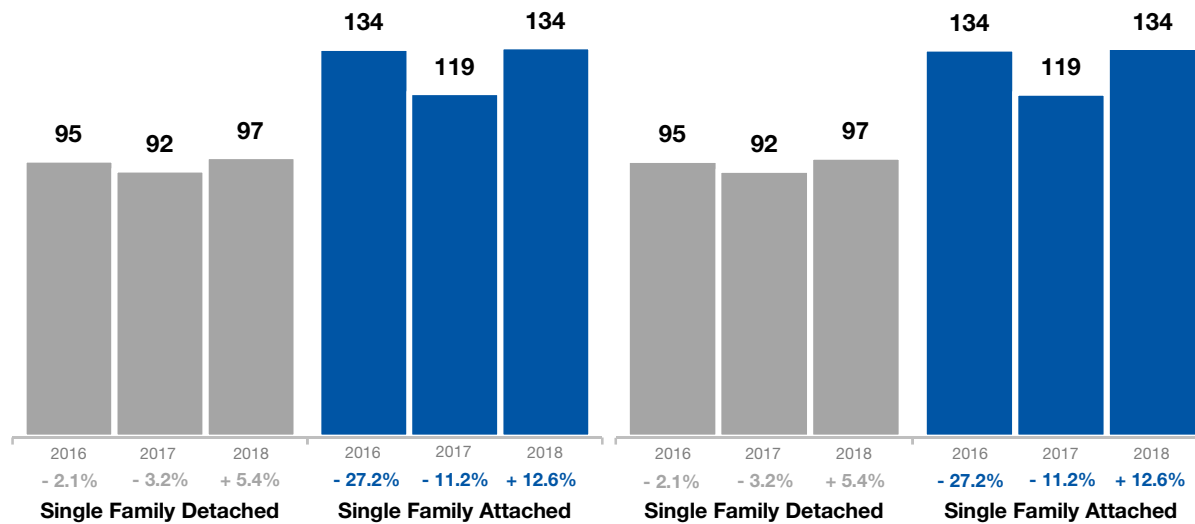
Housing Affordability Index



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.

January

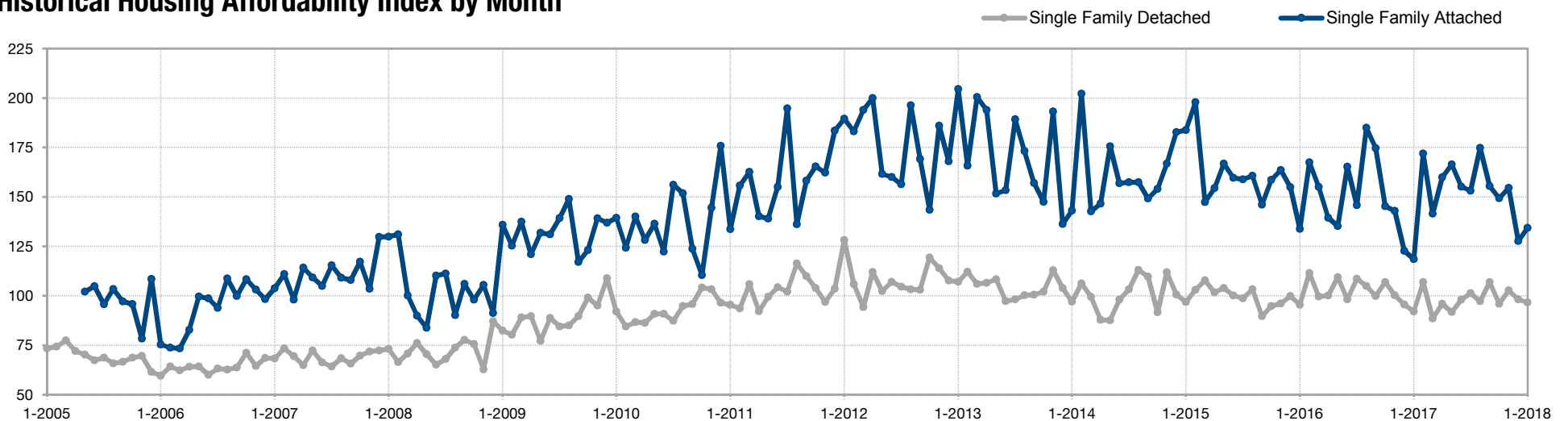
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	107	-4.5%	172	+3.0%
Mar-2017	89	-11.0%	141	-9.0%
Apr-2017	96	-4.0%	160	+15.1%
May-2017	92	-15.6%	166	+23.0%
Jun-2017	98	0.0%	155	-6.1%
Jul-2017	101	-7.3%	153	+4.8%
Aug-2017	97	-7.6%	175	-5.4%
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%
12-Month Avg*	98	-5.1%	102	-10.5%

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

Historical Housing Affordability Index by Month

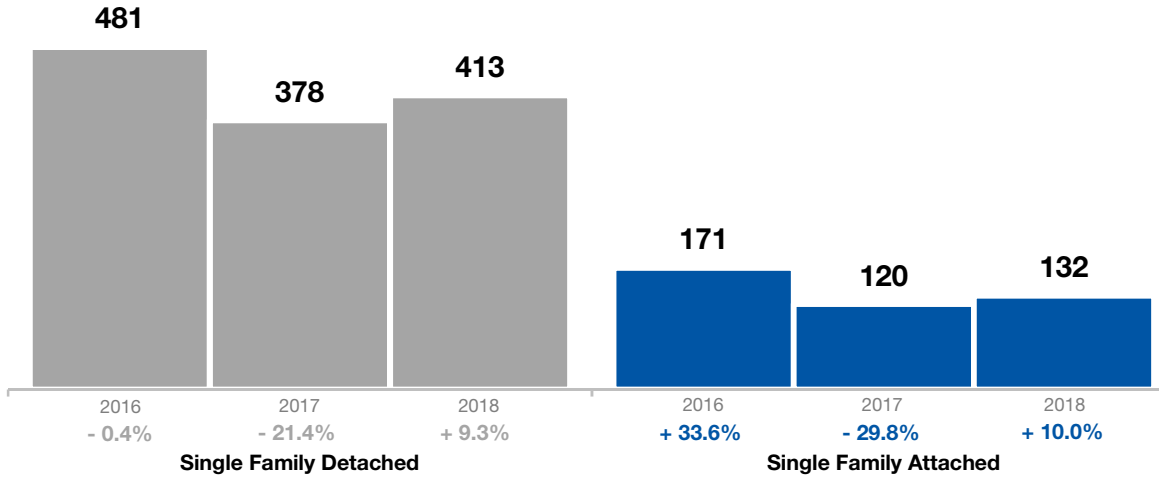


End of Month Inventory

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

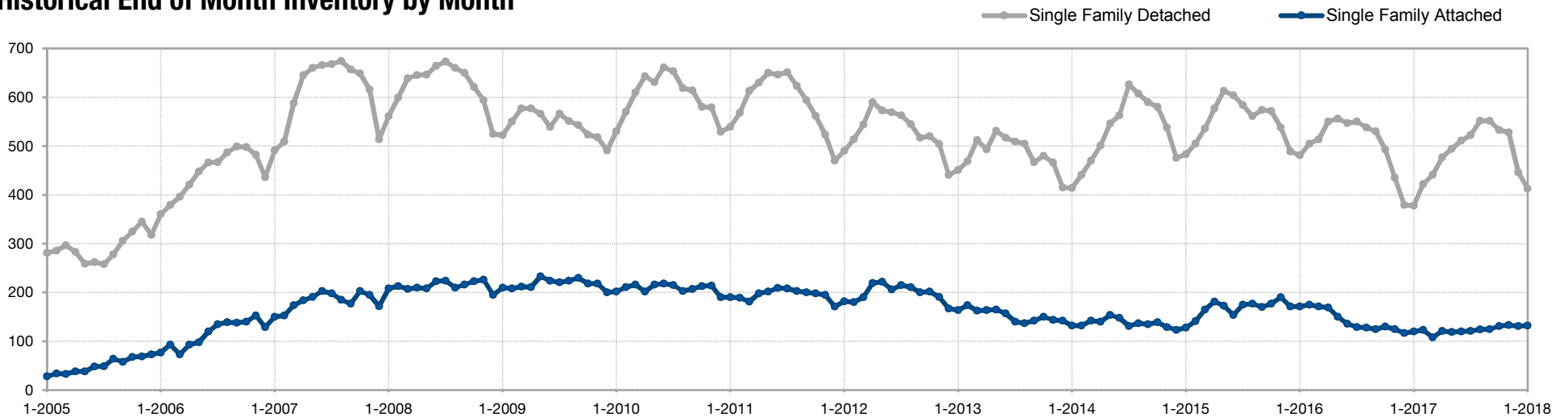


January



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	422	-16.4%	123	-29.7%
Mar-2017	441	-14.2%	108	-36.8%
Apr-2017	477	-13.3%	121	-28.4%
May-2017	494	-11.2%	119	-20.7%
Jun-2017	511	-6.6%	120	-11.8%
Jul-2017	522	-5.1%	121	-6.2%
Aug-2017	552	+2.6%	124	-3.1%
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%
12-Month Avg	470	-6.5%	130	-9.5%

Historical End of Month Inventory by Month

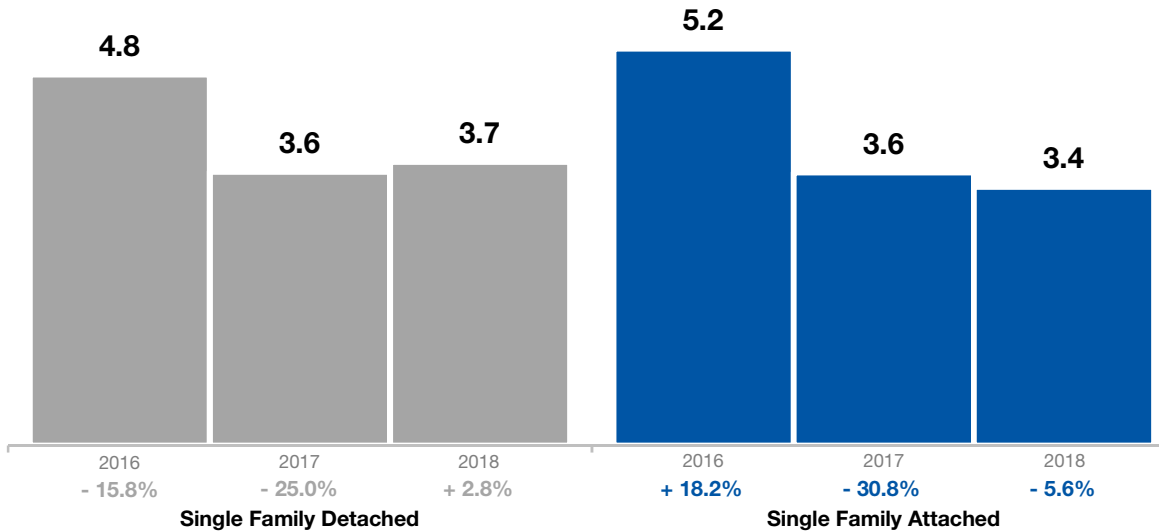


Months Supply of Inventory

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.



January



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2017	3.9	-22.0%	3.7	-28.8%
Mar-2017	4.0	-18.4%	3.1	-38.0%
Apr-2017	4.5	-11.8%	3.4	-32.0%
May-2017	4.5	-11.8%	3.3	-25.0%
Jun-2017	4.7	-6.0%	3.4	-15.0%
Jul-2017	4.8	-7.7%	3.4	-8.1%
Aug-2017	5.0	0.0%	3.4	-8.1%
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%
12-Month Avg*	4.3	-10.5%	3.6	-14.9%

* Months Supply for all properties from February 2017 through January 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				1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	1-2015	1-2016	1-2017	1-2018						
New Listings					169	177	+ 4.7%	169	177	+ 4.7%
Pending Sales					122	137	+ 12.3%	122	137	+ 12.3%
Closed Sales					85	81	- 4.7%	85	81	- 4.7%
Median List Price					\$332,450	\$309,000	- 7.1%	\$332,450	\$309,000	- 7.1%
Median Sales Price					\$329,900	\$286,500	- 13.2%	\$329,900	\$286,500	- 13.2%
Avg. Sales Price					\$381,238	\$340,641	- 10.6%	\$381,238	\$340,641	- 10.6%
Median Price Per Sq Ft					\$142	\$142	0.0%	\$128	\$129	+ 0.8%
Average Price Per Sq Ft					\$142	\$145	+ 2.1%	\$142	\$145	+ 2.1%
\$ Volume of Closed Sales (in millions)					\$32.4	\$27.6	- 14.8%	\$32.4	\$27.6	- 14.8%
Median Pct of List Price to Sale Price					98.5%	98.5%	0.0%	98.5%	98.5%	0.0%
Avg Pct of List Price to Sale Price					98.2%	98.0%	- 0.2%	98.2%	98.0%	- 0.2%
Median Days on Market					67	48	- 28.4%	67	48	- 28.4%
Affordability Index					97	113	+ 16.5%	97	113	+ 16.5%
End of Month Inventory					498	548	+ 10.0%	--	--	--
Months Supply					3.6	3.6	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		
	1-2017	1-2018	+ / -	1-2017	1-2018	+ / -	1-2017	1-2018	+ / -	1-2017	1-2018	+ / -	1-2017	1-2018	+ / -
James City County	124	136	+9.7%	64	62	-3.1%	\$ 336,881	\$ 290,000	-13.9%	405	444	+9.6%	3.6	3.7	+2.8%
City of Williamsburg	25	13	-48.0%	8	6	-25.0%	\$307,808	\$327,500	+6.4%	66	63	-4.5%	5.4	5.5	+1.9%
York County	30	44	+46.7%	19	24	+26.3%	\$283,185	\$287,440	+1.5%	83	76	-8.4%	3.5	2.6	-25.7%
New Kent County	9	12	+33.3%	3	3	0.0%	\$399,900	\$365,000	-8.7%	35	52	+48.6%	5.1	7.3	+43.1%
Charles City County	0	1	--	2	0	-100.0%	\$225,500	\$0	-100.0%	6	5	-16.7%	3.8	4.4	+15.8%
Newport News	24	15	-37.5%	3	4	+33.3%	\$167,400	\$220,500	+31.7%	51	56	+9.8%	3.8	3.6	-5.3%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	0	5	--	1	1	0.0%	\$354,900	\$25,000	-93.0%	10	8	-20.0%	6.7	7.0	+4.5%
Gloucester	10	11	+10.0%	5	8	+60.0%	\$249,900	\$254,000	+1.6%	57	60	+5.3%	7.6	7.1	-6.6%
Richmond	0	2	--	1	1	0.0%	\$200,000	\$290,000	+45.0%	4	2	-50.0%	2.5	1.6	-36.0%
23185	82	86	+4.9%	38	40	+5.3%	\$295,606	\$273,715	-7.4%	252	252	0.0%	4.2	3.9	-7.1%
23188	77	73	-5.2%	41	37	-9.8%	\$345,000	\$313,000	-9.3%	223	237	+6.3%	3.3	3.3	0.0%
23168	10	18	+80.0%	6	4	-33.3%	\$326,020	\$412,770	+26.6%	36	59	+63.9%	2.9	3.9	+34.5%
23168, 23185 & 23188	169	177	+4.7%	85	81	-4.7%	\$329,900	\$286,500	-13.2%	511	548	+7.2%	3.7	3.6	-2.7%