

Monthly Indicators



June 2018

Housing markets across the nation are most assuredly active this summer, and buyer competition is manifesting itself into several quick sales above asking price. While the strength of the U.S. economy has helped purchase offers pile up, the Fed recently increased the federal funds rate by 0.25 percent, marking the second rate hike this year and seventh since late 2015. Although the 30-year mortgage rate did not increase, buyers often react by locking in at the current rate ahead of assumed higher rates later. When this happens, accelerated price increases are possible, causing further strain on affordability.

When comparing 2018 to 2017 statistics, New Listings increased 11.5 percent for single-family detached homes and 26.1 percent for single-family attached homes. Pending Sales increased 8.5 percent for single-family detached homes and 38.5 percent for single-family attached properties.

Median Sales Price was down 4.6 percent for single-family detached homes but remained flat for single-family attached properties. Months Supply of Inventory increased 6.4 percent for single-family detached homes and 17.6 percent for single-family attached properties.

Inventory may be persistently lower in year-over-year comparisons, and home prices are still more likely to rise than not, but sales and new listings may finish the summer on the upswing. The housing supply outlook in several markets is beginning to show an increase in new construction and a move by builders away from overstocked rental units to new developments for sale. These are encouraging signs in an already healthy marketplace.

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

+ 4.3%	+ 10.1%	+ 0.8%
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				6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	6-2015	6-2016	6-2017	6-2018						
New Listings					156	174	+ 11.5%	1,025	1,062	+ 3.6%
Pending Sales					117	127	+ 8.5%	757	727	- 4.0%
Closed Sales					162	165	+ 1.9%	669	666	- 0.4%
Median List Price					\$386,350	\$368,750	- 4.6%	\$364,830	\$384,995	+ 5.5%
Median Sales Price					\$345,000	\$360,000	+ 4.3%	\$349,900	\$347,250	- 0.8%
Avg. Sales Price					\$391,517	\$401,476	+ 2.5%	\$398,447	\$383,177	- 3.8%
Median Price Per Sq Ft					\$140	\$146	+ 4.6%	\$142	\$144	+ 1.2%
Average Price Per Sq Ft					\$144	\$148	+ 2.8%	\$146	\$148	+ 1.4%
\$ Volume of Closed Sales (in millions)					\$63.4	\$66.2	+ 4.4%	\$266.6	\$255.2	- 4.3%
Median Pct of List Price to Sale Price					98.4%	98.7%	+ 0.3%	98.2%	98.5%	+ 0.3%
Avg Pct of List Price to Sale Price					98.1%	98.5%	+ 0.4%	97.9%	98.1%	+ 0.2%
Median Days on Market					28	28	0.0%	39	31	- 20.5%
Affordability Index					98	89	- 9.2%	97	92	- 5.2%
End of Month Inventory					511	551	+ 7.8%	--	--	--
Months Supply					4.7	5.0	+ 6.4%	--	--	--

Single Family Attached Market Overview

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



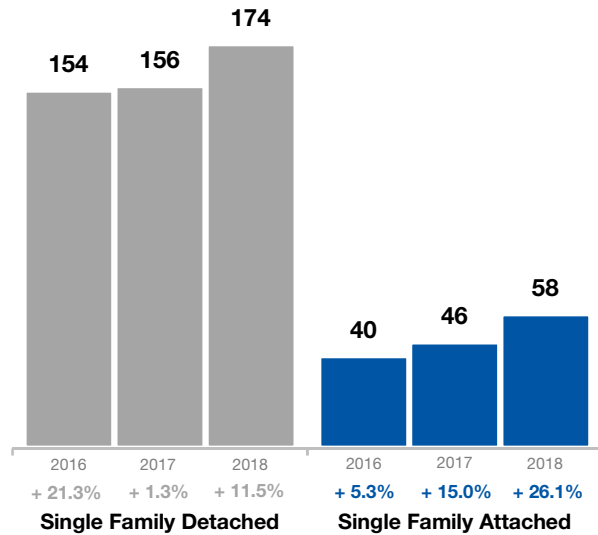
Key Metrics	Historical Sparkbars				6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	6-2015	6-2016	6-2017	6-2018						
New Listings					46	58	+ 26.1%	292	361	+ 23.6%
Pending Sales					39	54	+ 38.5%	249	290	+ 16.5%
Closed Sales					57	49	- 14.0%	198	237	+ 19.7%
Median List Price					\$222,450	\$222,450	0.0%	\$229,945	\$239,990	+ 4.4%
Median Sales Price					\$218,000	\$240,000	+ 10.1%	\$217,126	\$234,905	+ 8.2%
Avg. Sales Price					\$225,137	\$238,884	+ 6.1%	\$228,218	\$237,031	+ 3.9%
Median Price Per Sq Ft					\$129	\$138	+ 6.4%	\$128	\$137	+ 7.0%
Average Price Per Sq Ft					\$136	\$142	+ 4.4%	\$136	\$140	+ 2.9%
\$ Volume of Closed Sales (in millions)					\$12.8	\$11.7	- 8.8%	\$45.2	\$56.2	+ 24.3%
Median Pct of List Price to Sale Price					98.6%	98.7%	+ 0.1%	98.5%	99.0%	+ 0.5%
Avg Pct of List Price to Sale Price					98.7%	98.5%	- 0.2%	98.0%	98.8%	+ 0.8%
Median Days on Market					32	15	- 53.1%	40	23	- 42.5%
Affordability Index					155	133	- 14.2%	156	136	- 12.8%
End of Month Inventory					120	164	+ 36.7%	--	--	--
Months Supply					3.4	4.0	+ 17.6%	--	--	--

New Listings

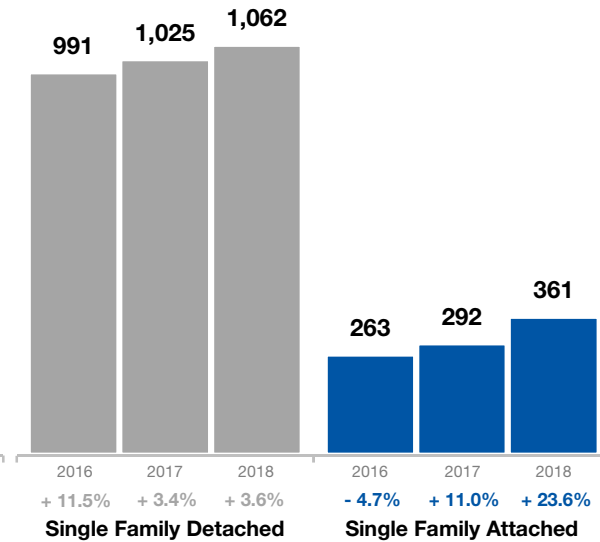
A count of the properties that have been newly listed on the market in a given month.



June

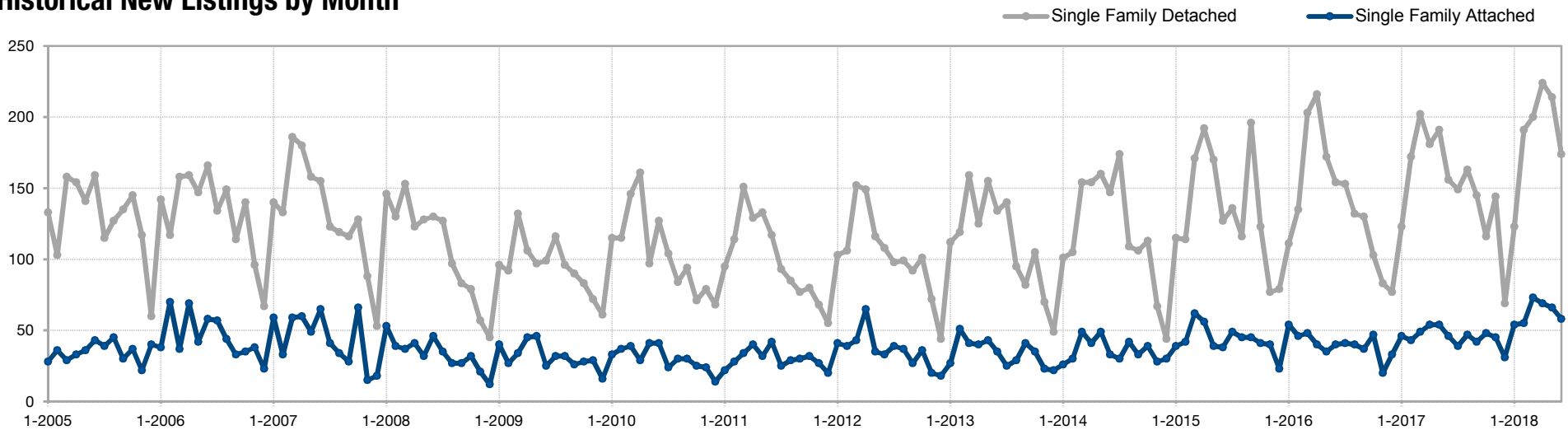


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg	144	+4.4%	49	+15.6%

Historical New Listings by Month

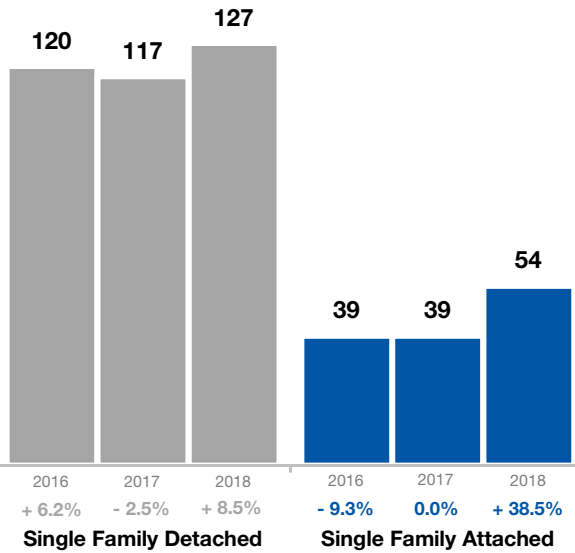


Pending Sales

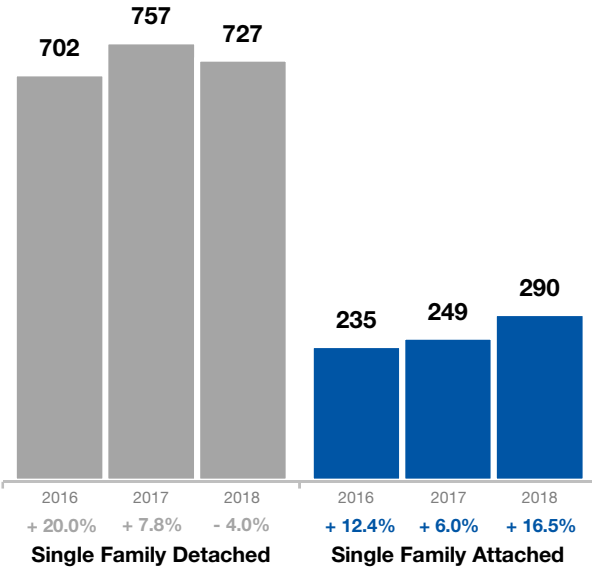
A count of the properties on which offers have been accepted in a given month.



June

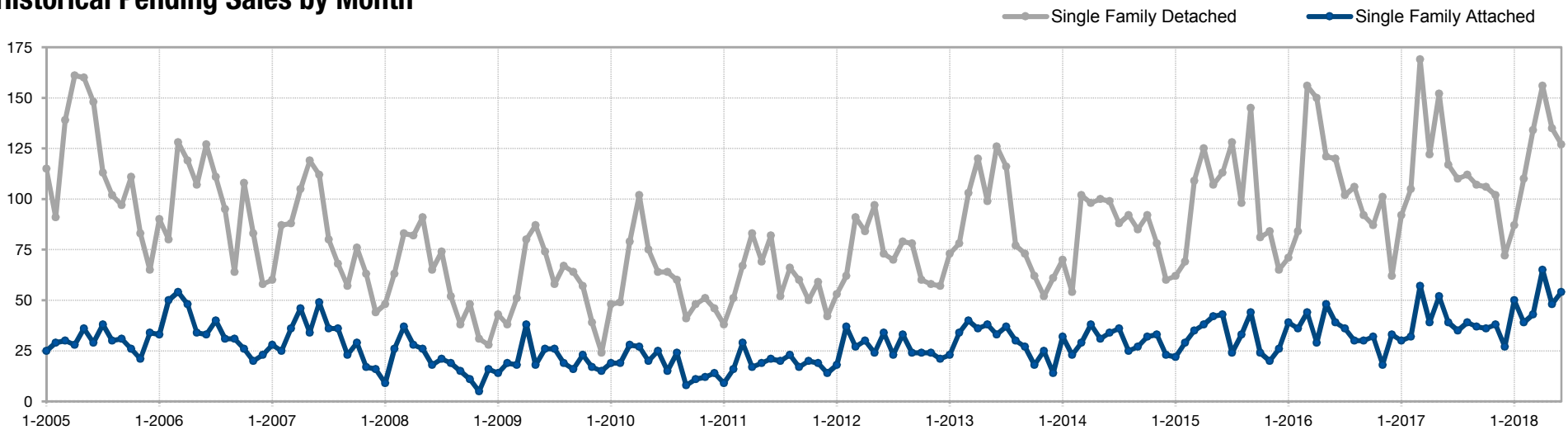


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg	110	+0.7%	41	+14.5%

Historical Pending Sales by Month

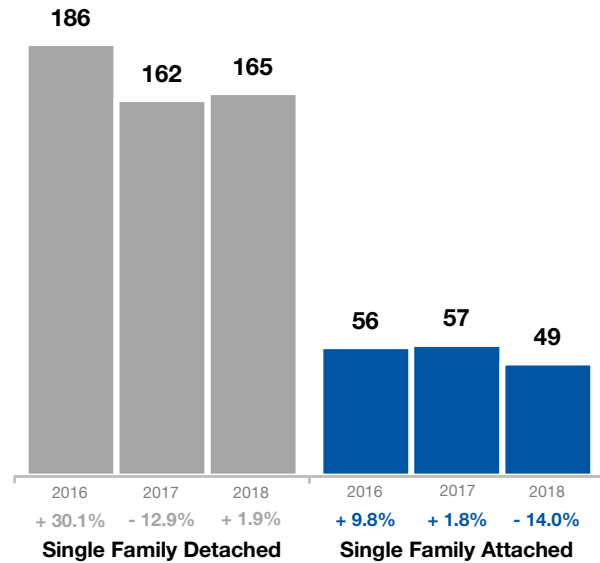


Closed Sales

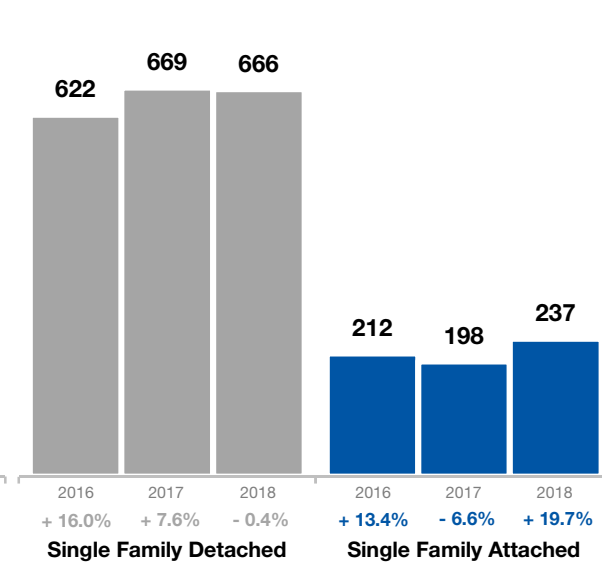
A count of the actual sales that closed in a given month.



June

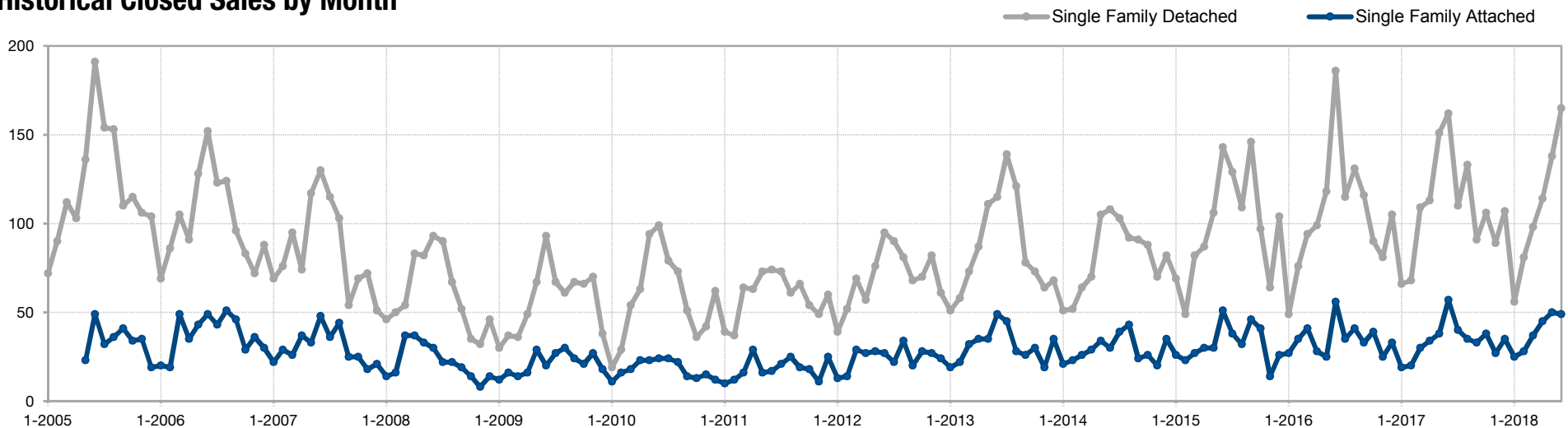


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg	109	-0.1%	37	+10.9%

Historical Closed Sales by Month

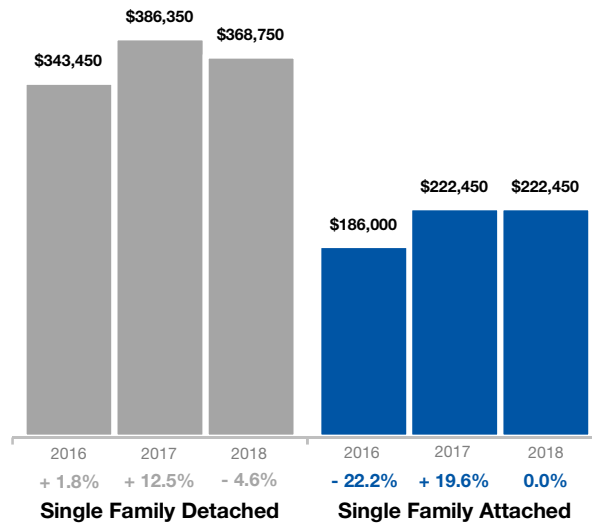


Median List Price

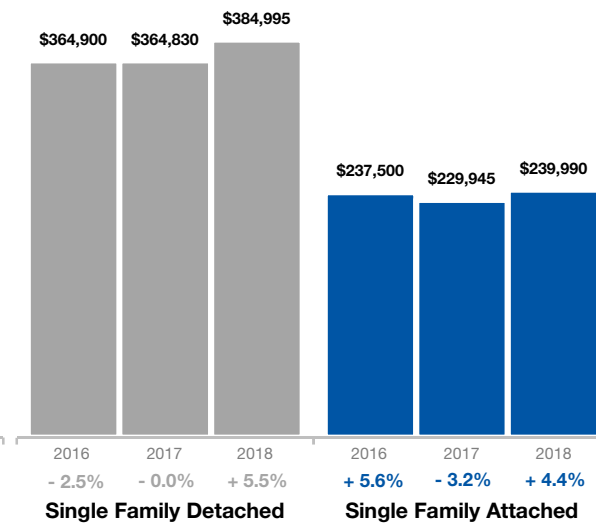
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



June



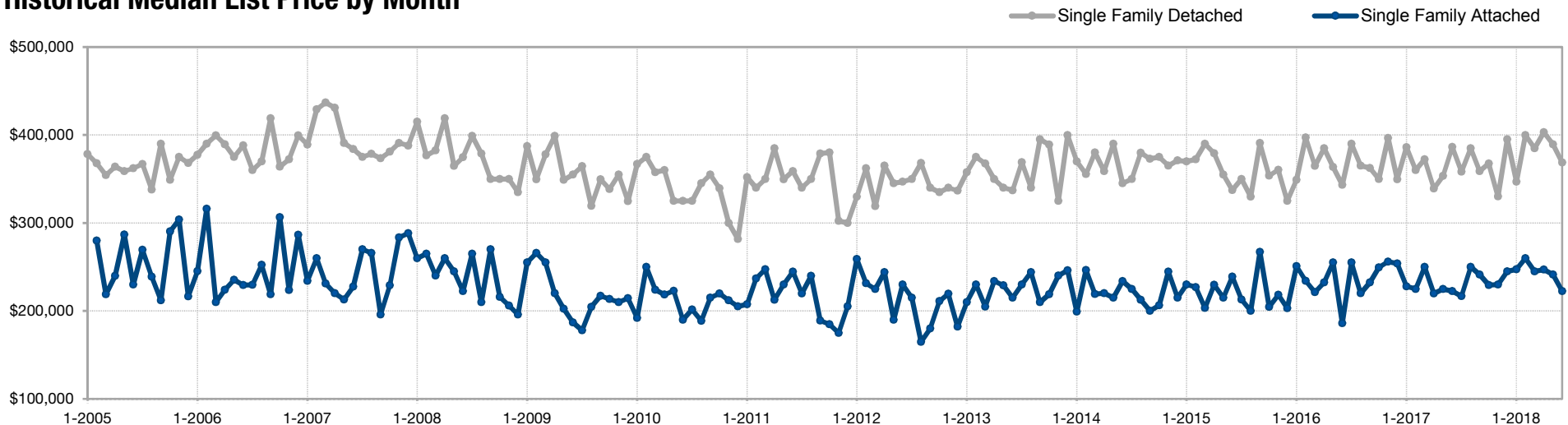
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	\$375,000	+1.6%	\$238,000	+0.2%

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

Historical Median List Price by Month

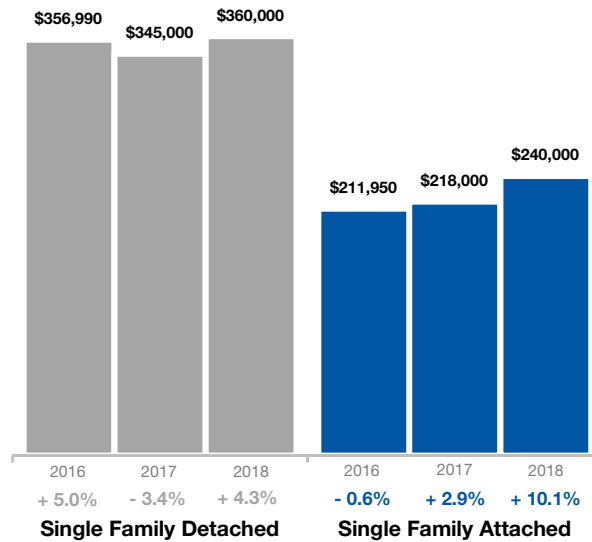


Median Sales Price

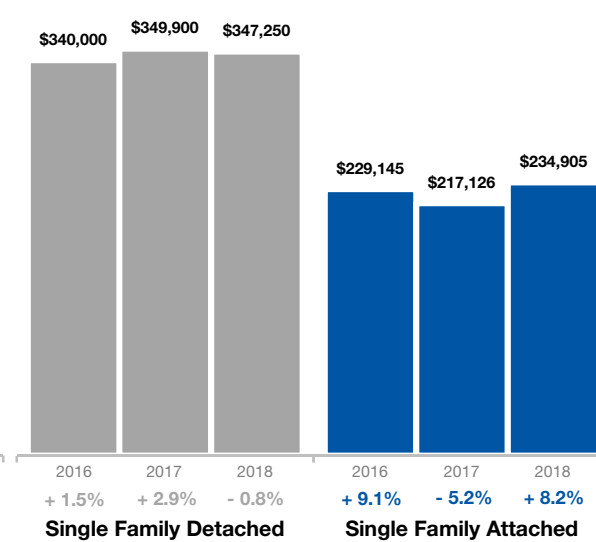
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



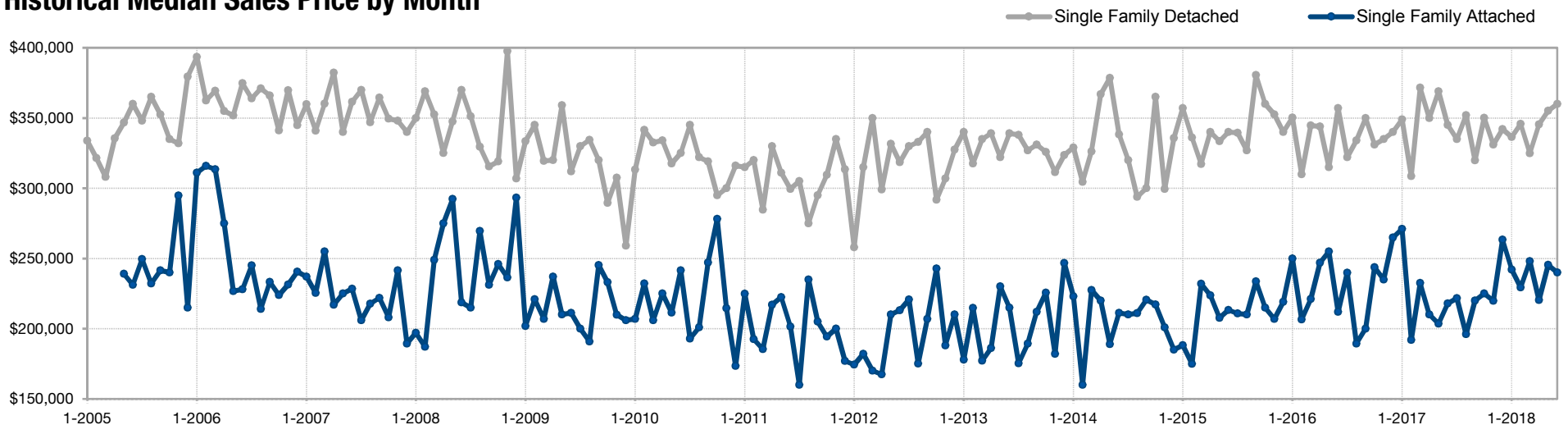
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	\$344,900	+0.8%	\$232,988	+5.9%

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

Historical Median Sales Price by Month

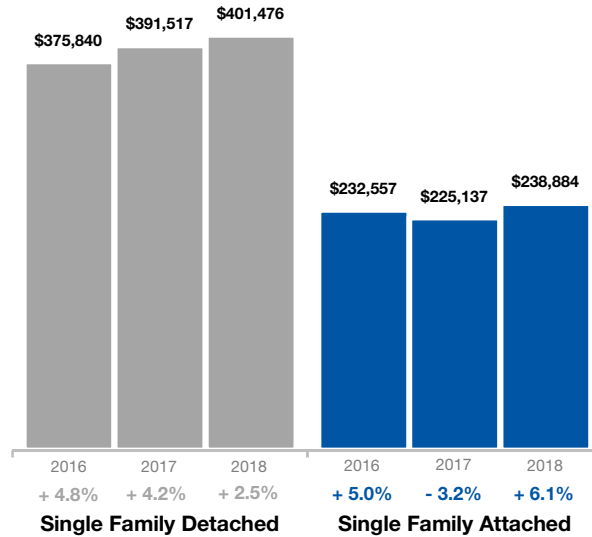


Average Sales Price

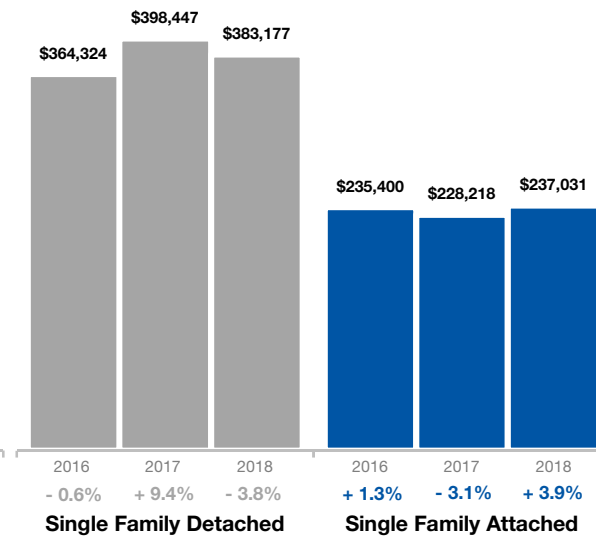
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



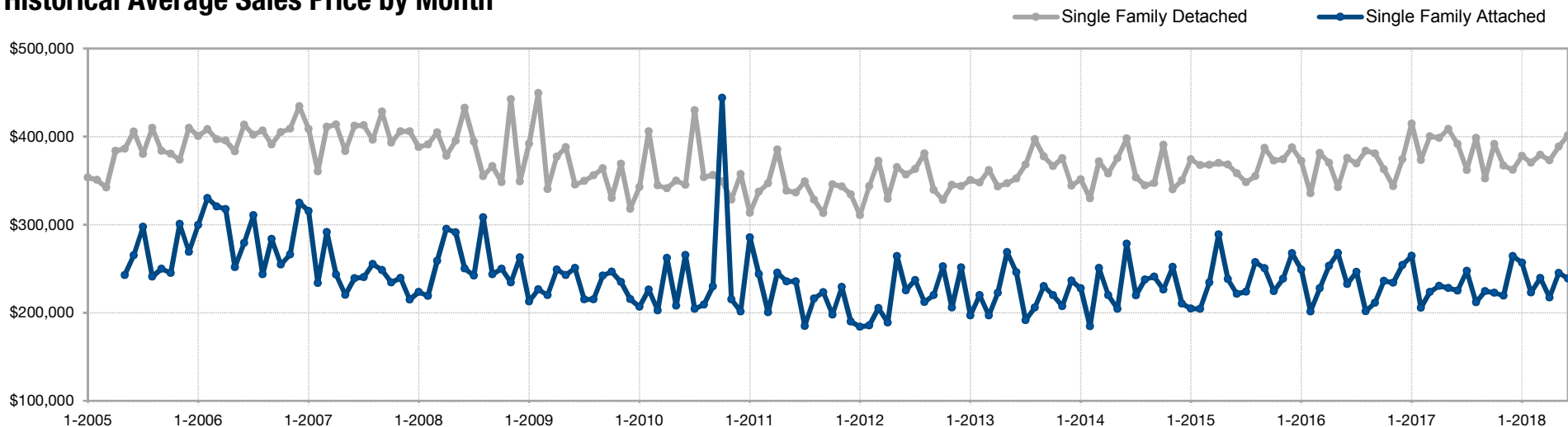
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	\$378,657	-1.7%	\$234,723	+2.5%

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

Historical Average Sales Price by Month

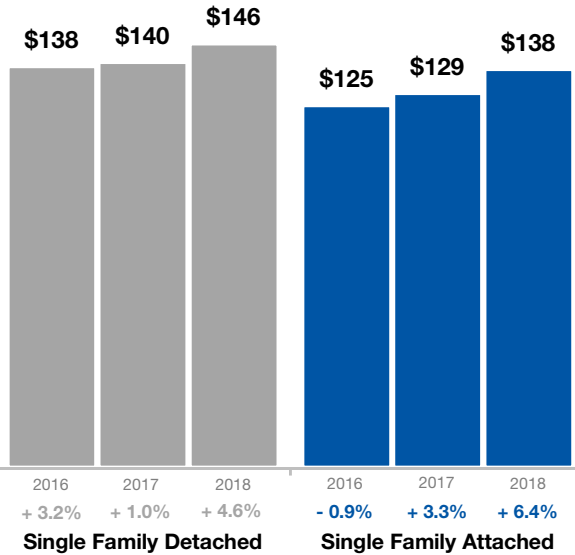


Median Price Per Square Foot

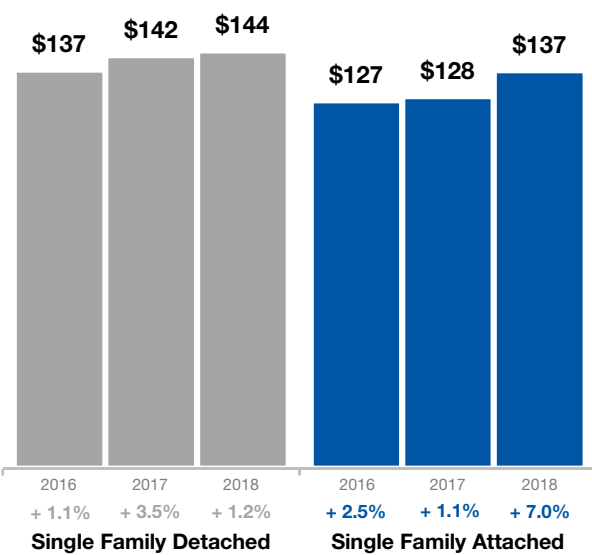
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



June



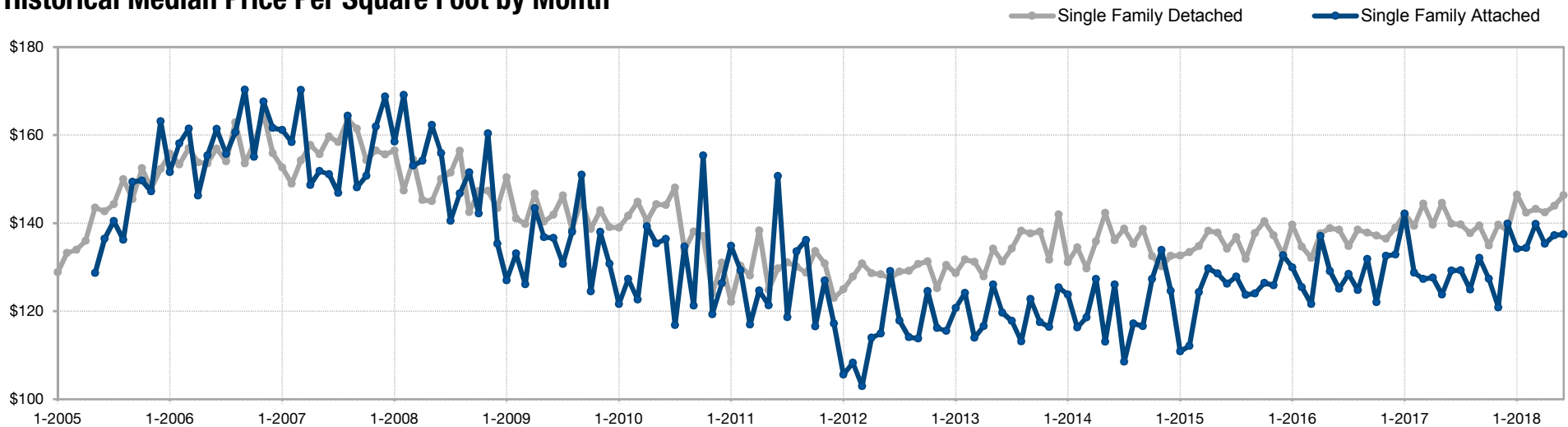
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	\$142	+1.6%	\$133	+4.5%

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

Historical Median Price Per Square Foot by Month

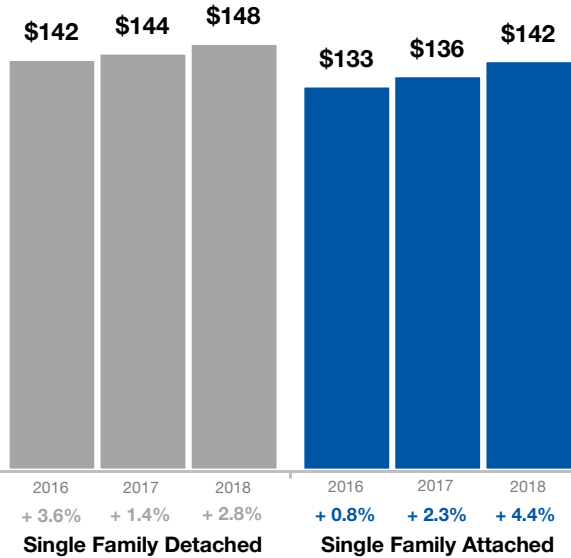


Average Price Per Square Foot

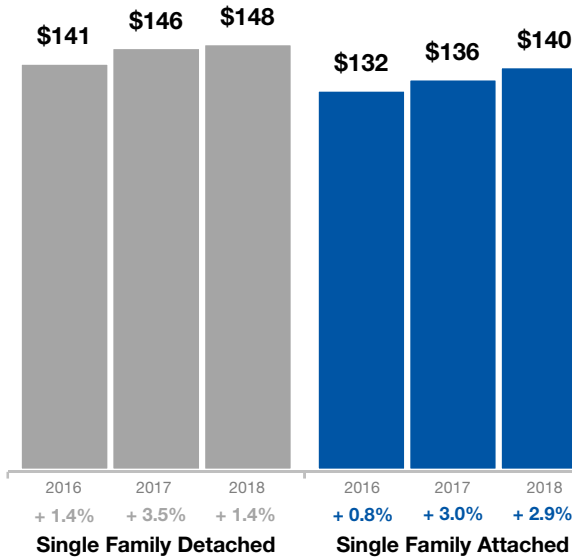
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



June



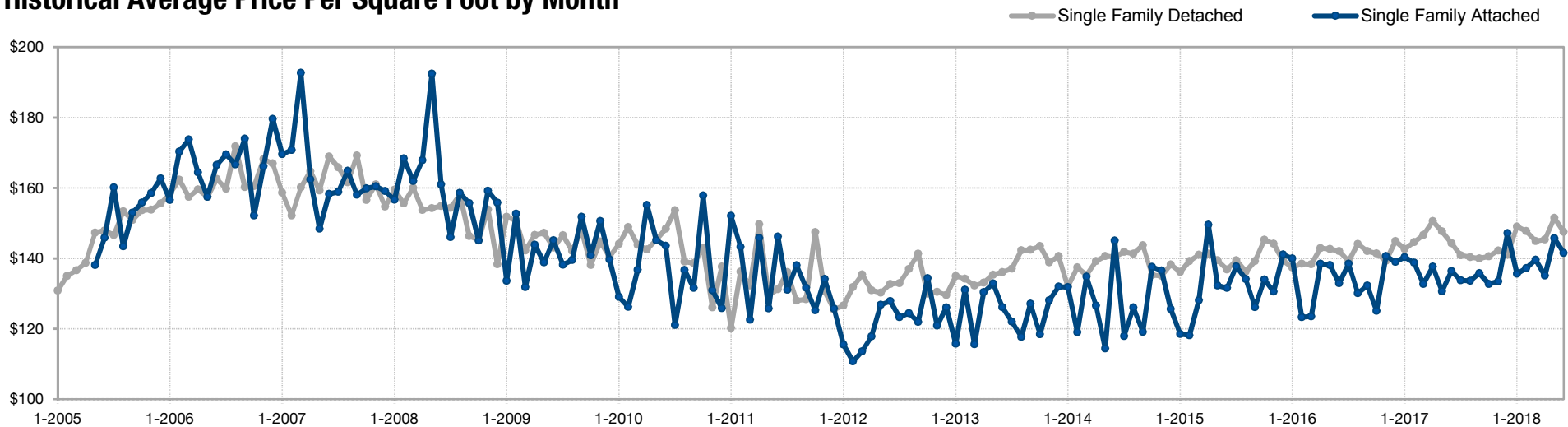
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	\$144	+0.0%	\$138	+2.6%

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

Historical Average Price Per Square Foot by Month

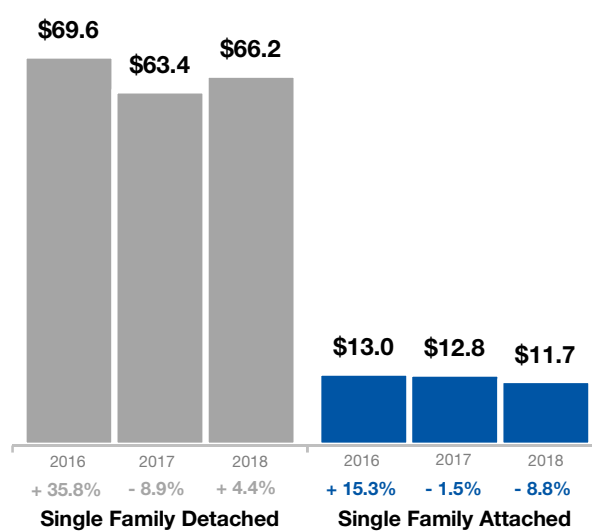


Dollar Volume of Closed Sales (in millions)

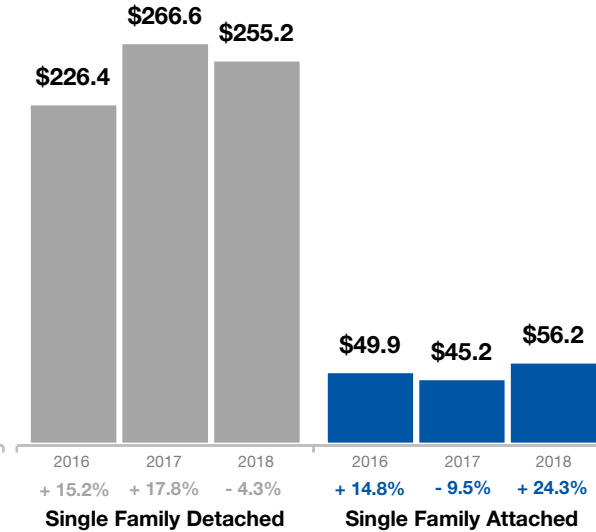
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



June



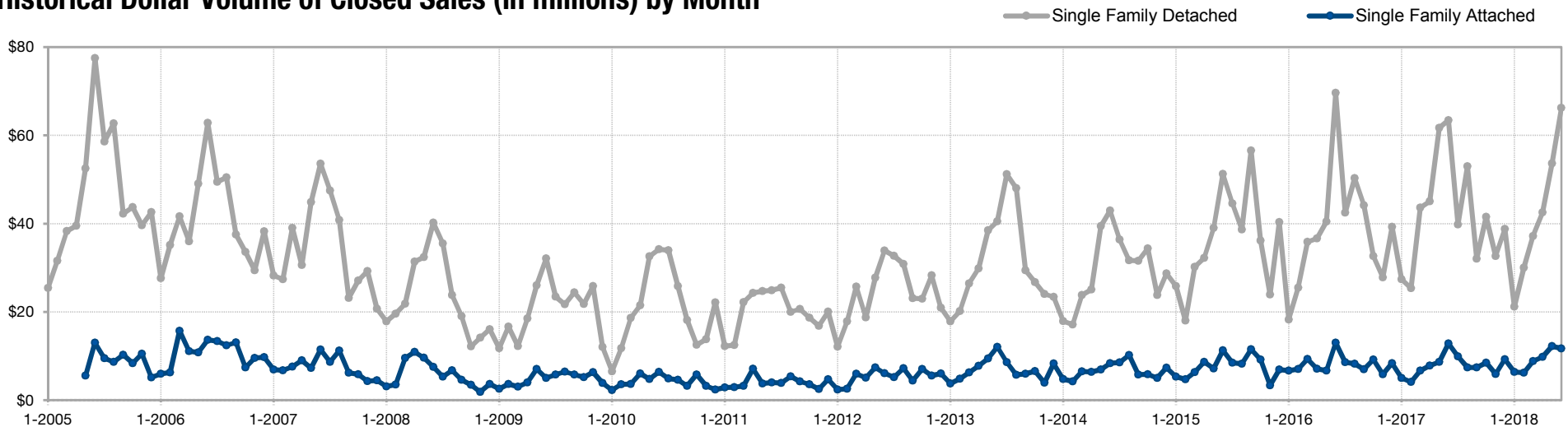
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	\$40.7	-1.8%	\$8.6	+13.7%

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

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



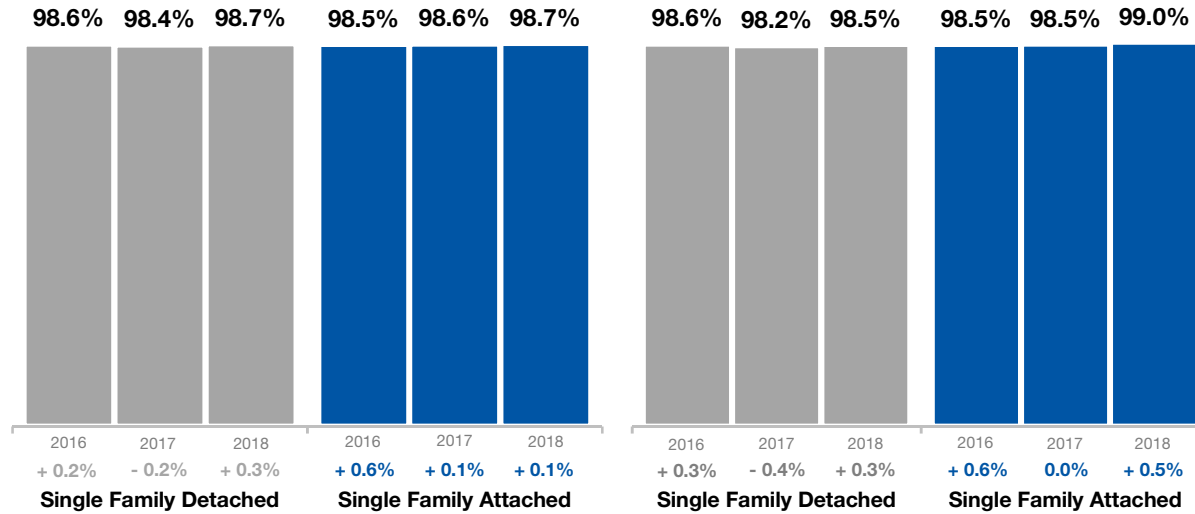
Median Percent of List Price to Sale Price



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.

June

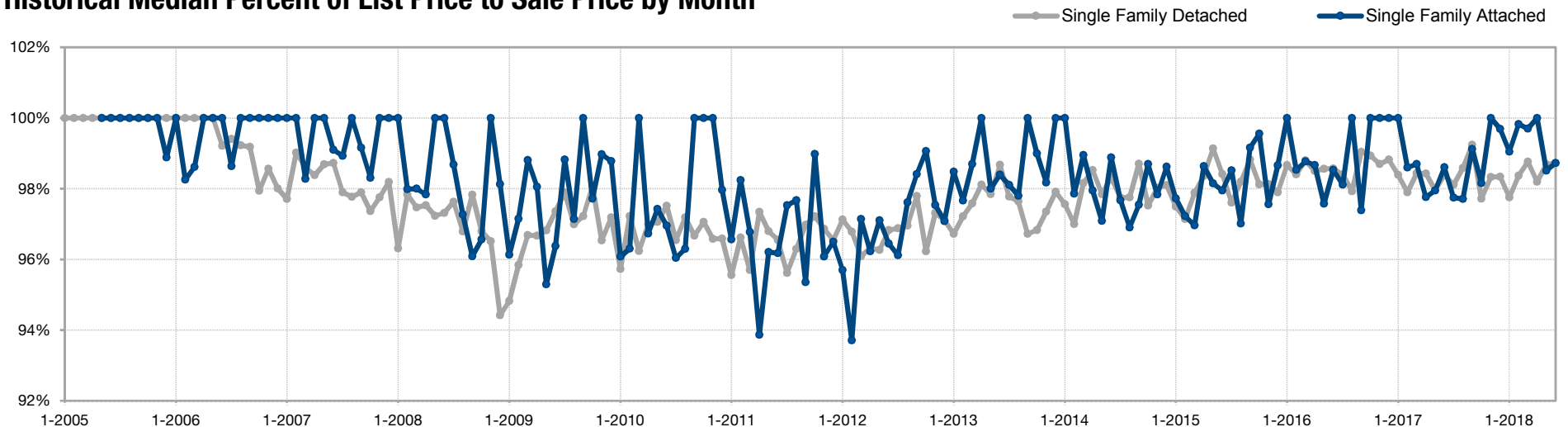
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	98.5%	+0.1%	98.7%	-0.1%

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

Historical Median Percent of List Price to Sale Price by Month

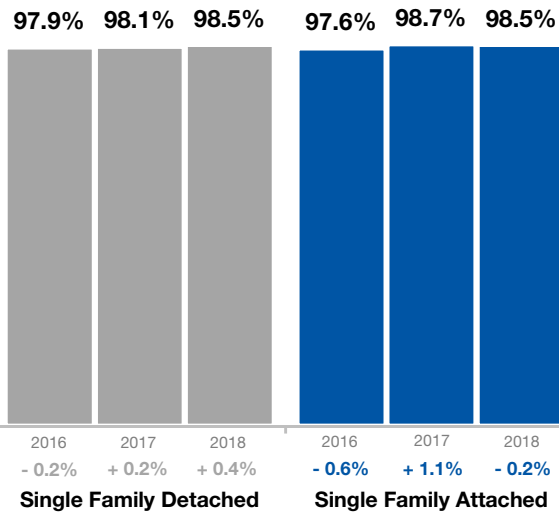


Average Percent of List Price to Sale Price

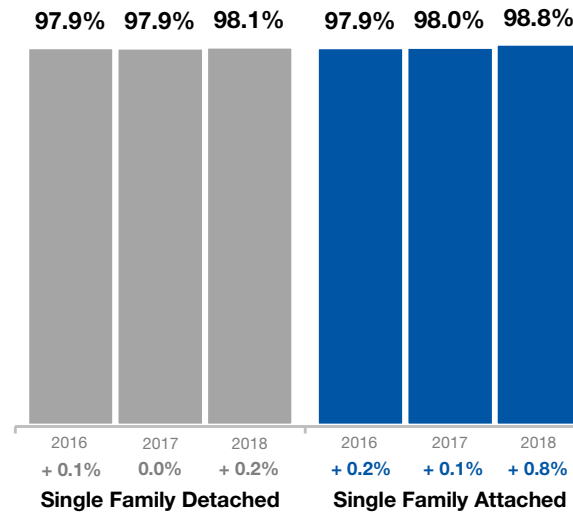


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June



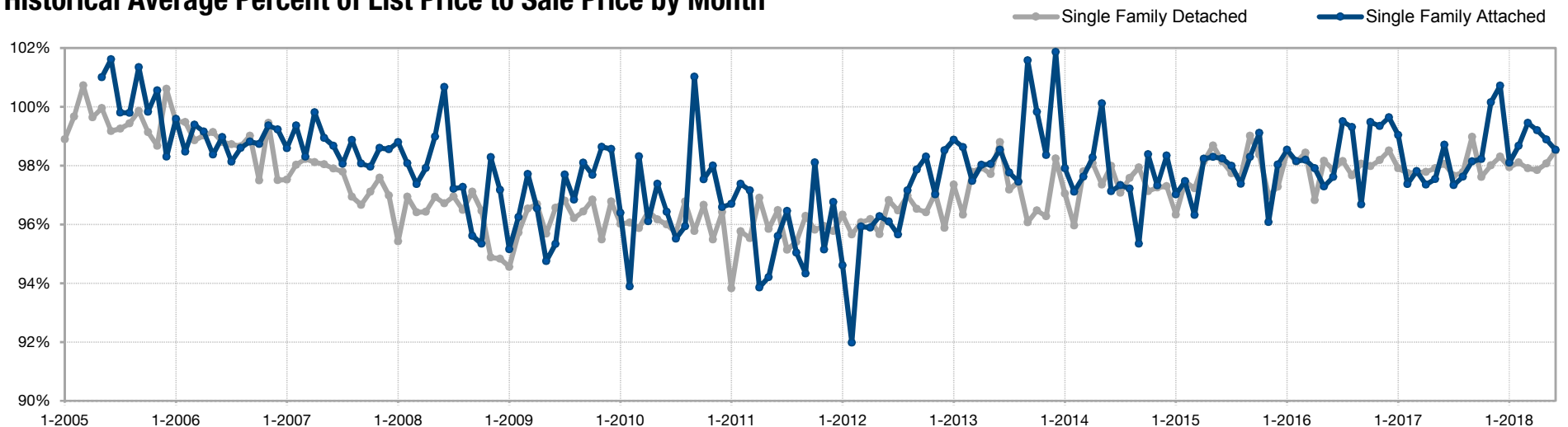
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	98.1%	+0.1%	98.7%	+0.2%

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

Historical Average Percent of List Price to Sale Price by Month



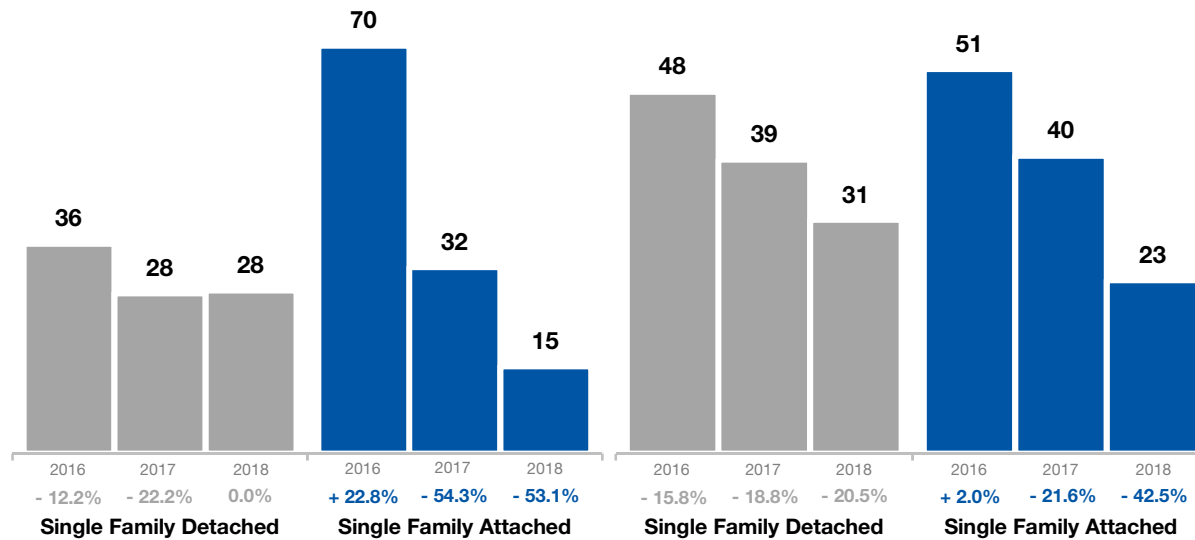
Median Days on Market Until Sale

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



June

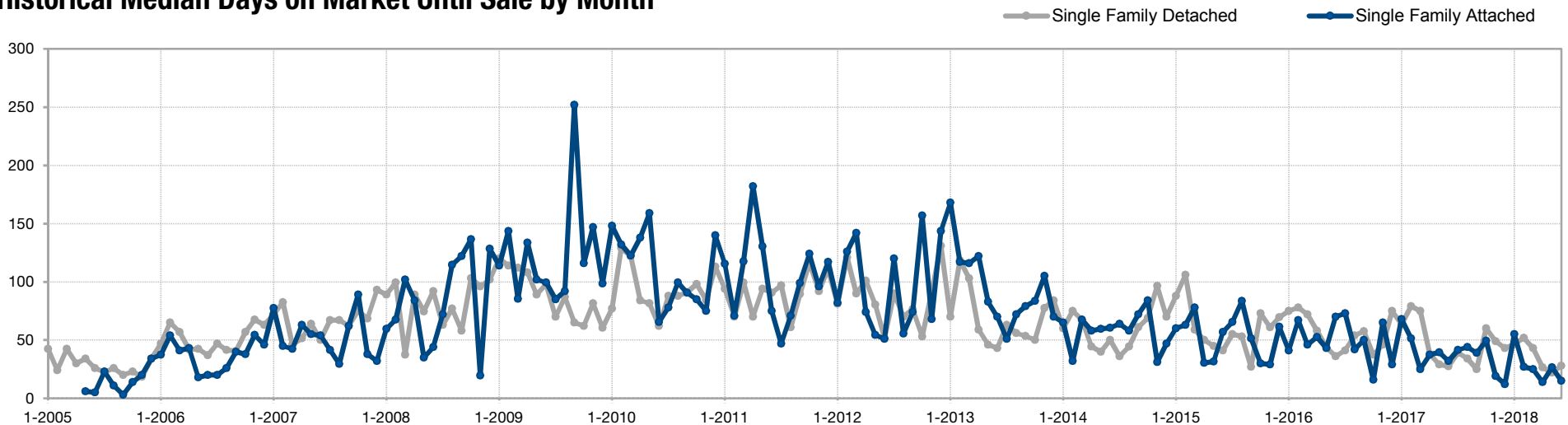
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	37	-19.6%	29	-31.0%

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

Historical Median Days on Market Until Sale by Month



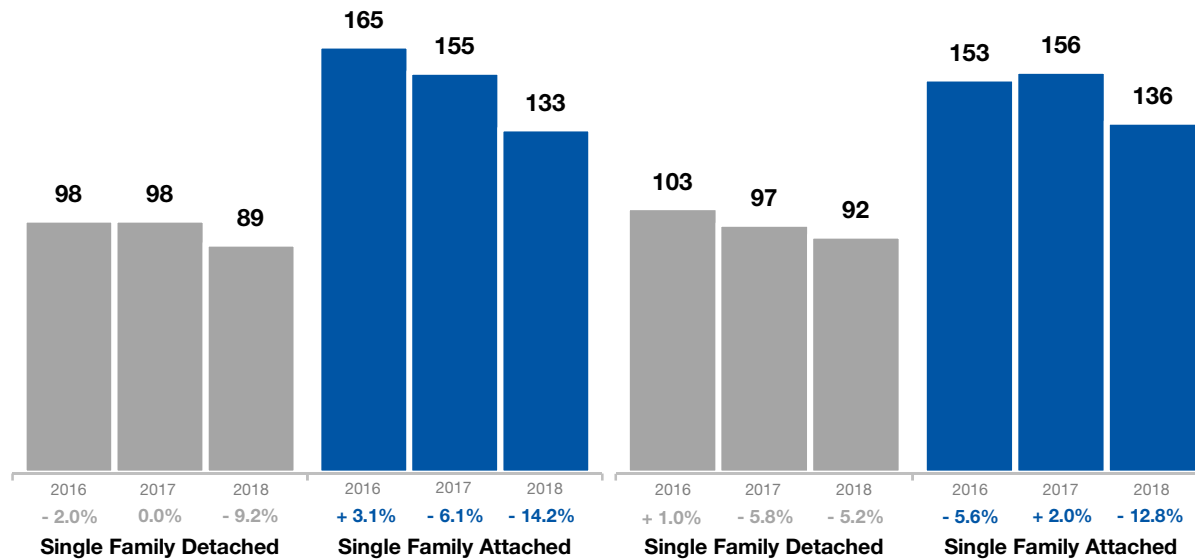
Housing Affordability Index



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.

June

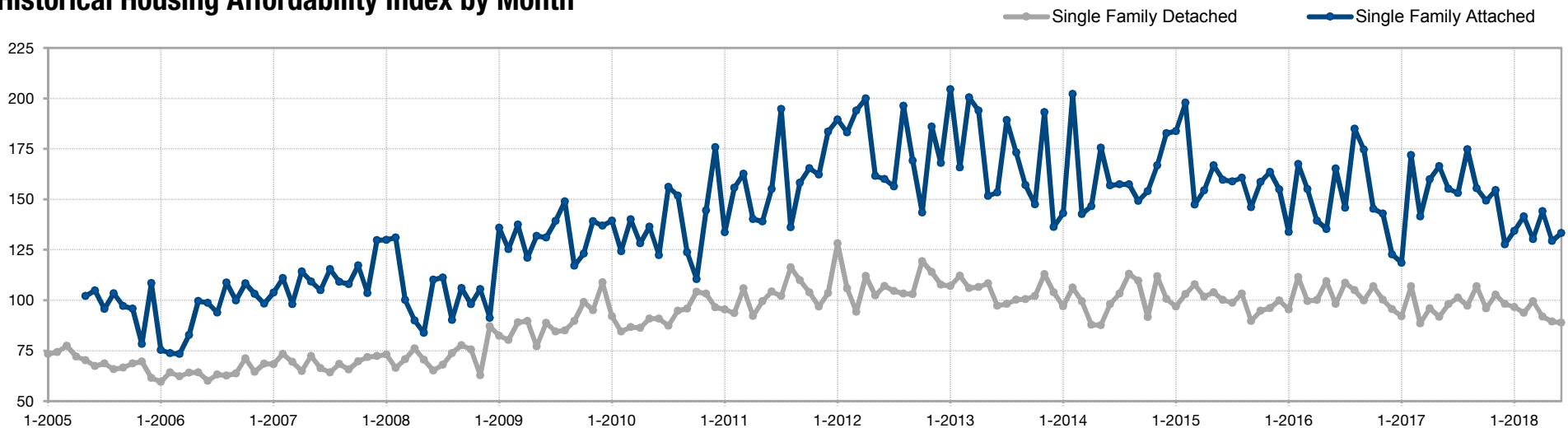
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	97	-10.2%	99	-12.8%

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

Historical Housing Affordability Index by Month

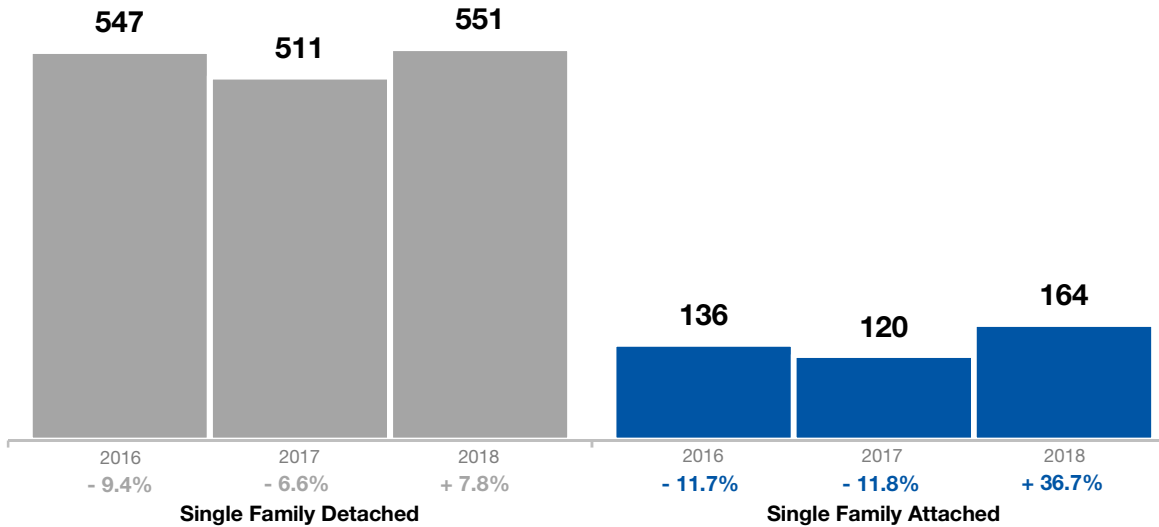


End of Month Inventory

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

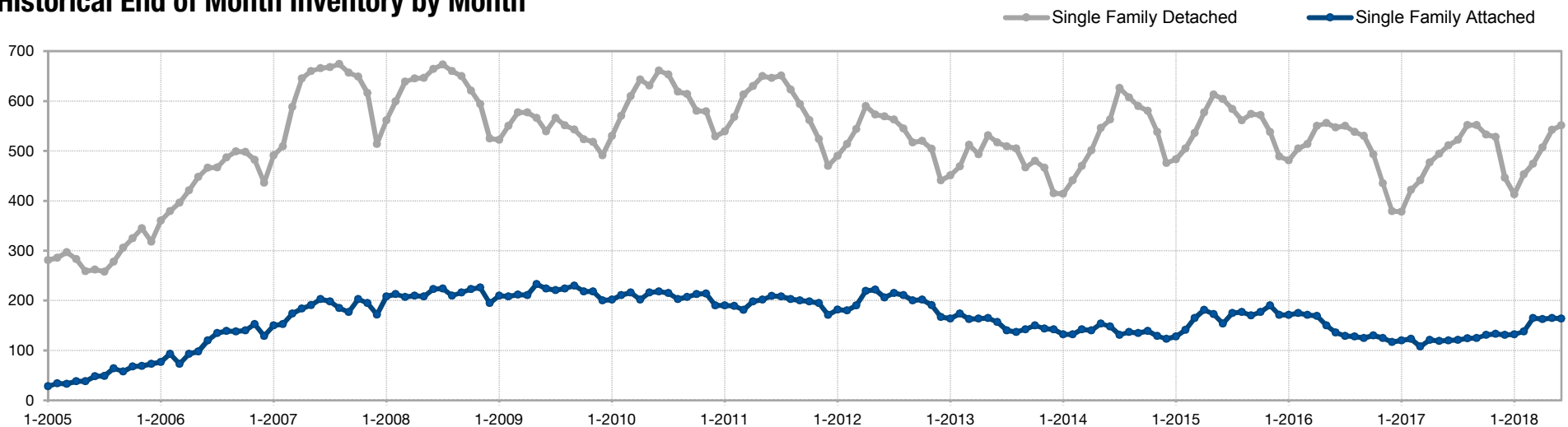


June



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg	443	-4.5%	133	+3.2%

Historical End of Month Inventory by Month

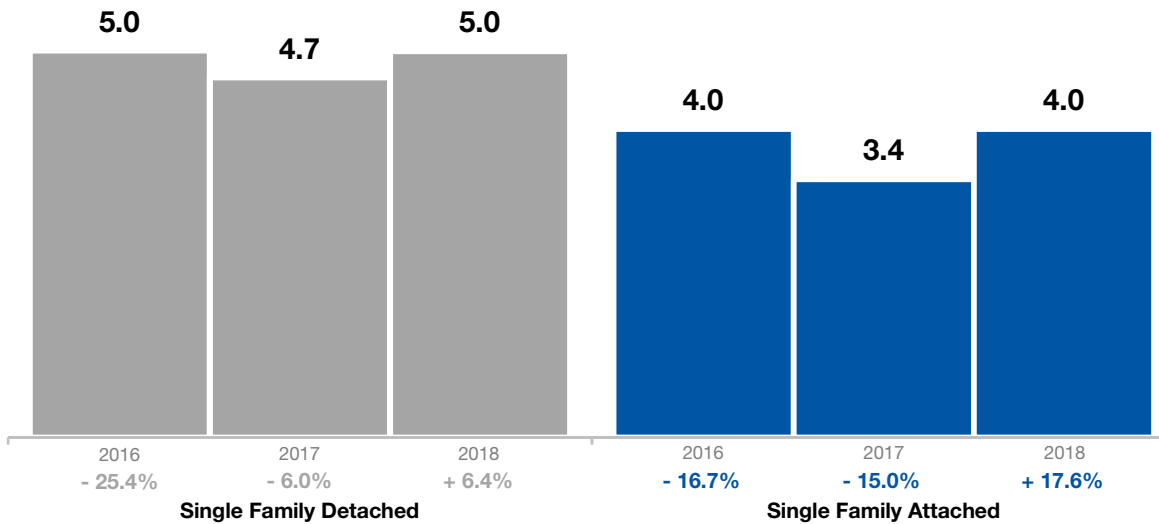


Months Supply of Inventory

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.



June



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	4.0	-8.0%	3.5	-6.7%

* Months Supply for all properties from July 2017 through June 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				6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	6-2015	6-2016	6-2017	6-2018						
New Listings					203	232	+ 14.3%	1,274	1,424	+ 11.8%
Pending Sales					156	181	+ 16.0%	1,005	1,017	+ 1.2%
Closed Sales					219	214	- 2.3%	868	903	+ 4.0%
Median List Price					\$329,500	\$326,250	- 1.0%	\$330,000	\$335,000	+ 1.5%
Median Sales Price					\$325,000	\$327,500	+ 0.8%	\$324,450	\$313,000	- 3.5%
Avg. Sales Price					\$348,213	\$364,247	+ 4.6%	\$359,654	\$344,820	- 4.1%
Median Price Per Sq Ft					\$138	\$144	+ 4.3%	\$130	\$130	0.0%
Average Price Per Sq Ft					\$142	\$146	+ 2.8%	\$144	\$146	+ 1.4%
\$ Volume of Closed Sales (in millions)					\$76.3	\$77.9	+ 2.1%	\$312.2	\$311.4	- 0.3%
Median Pct of List Price to Sale Price					98.4%	98.7%	+ 0.3%	98.3%	98.6%	+ 0.3%
Avg Pct of List Price to Sale Price					98.2%	98.5%	+ 0.3%	97.9%	98.3%	+ 0.4%
Median Days on Market					28	25	- 10.7%	39	29	- 25.6%
Affordability Index					104	98	- 5.8%	104	102	- 1.9%
End of Month Inventory					632	718	+ 13.6%	--	--	--
Months Supply					4.4	4.8	+ 9.1%	--	--	--

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		
	6-2017	6-2018	+ / -	6-2017	6-2018	+ / -	6-2017	6-2018	+ / -	6-2017	6-2018	+ / -	6-2017	6-2018	+ / -
James City County	159	176	+10.7%	170	170	0.0%	\$ 333,000	\$ 330,605	-0.7%	496	571	+15.1%	4.2	4.9	+16.7%
City of Williamsburg	11	24	+118.2%	21	20	-4.8%	\$228,000	\$275,650	+20.9%	56	75	+33.9%	4.5	5.8	+28.9%
York County	43	58	+34.9%	41	41	0.0%	\$280,000	\$347,000	+23.9%	89	121	+36.0%	3.6	3.8	+5.6%
New Kent County	11	11	0.0%	8	10	+25.0%	\$279,250	\$307,445	+10.1%	45	61	+35.6%	7.6	8.4	+10.5%
Charles City County	1	1	0.0%	1	0	-100.0%	\$114,900	\$0	-100.0%	6	7	+16.7%	4.9	5.4	+10.2%
Newport News	19	22	+15.8%	21	22	+4.8%	\$157,900	\$235,750	+49.3%	36	67	+86.1%	2.4	4.6	+91.7%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	1	1	0.0%	1	0	-100.0%	\$156,000	\$0	-100.0%	10	7	-30.0%	5.6	4.7	-16.1%
Gloucester	8	16	+100.0%	11	13	+18.2%	\$275,000	\$210,000	-23.6%	65	81	+24.6%	9.0	7.8	-13.3%
Richmond	1	0	-100.0%	3	0	-100.0%	\$259,180	\$0	-100.0%	1	2	+100.0%	0.7	2.0	+185.7%
23185	85	97	+14.1%	83	100	+20.5%	\$299,900	\$329,000	+9.7%	259	323	+24.7%	4.3	4.6	+7.0%
23188	88	121	+37.5%	116	94	-19.0%	\$334,000	\$322,500	-3.4%	281	339	+20.6%	4.0	5.1	+27.5%
23168	20	14	-30.0%	20	20	0.0%	\$302,343	\$335,942	+11.1%	59	56	-5.1%	4.5	4.0	-11.1%
23168, 23185 & 23188	193	232	+20.2%	219	214	-2.3%	\$325,000	\$327,500	+0.8%	599	718	+19.9%	4.1	4.8	+17.1%