

Monthly Indicators



March 2019

In addition to the quandary of ongoing housing price increases and affordability concerns in many U.S. markets, the first quarter of 2019 saw a fair share of adverse weather as well. Sales totals were mixed across the nation and sometimes dependent on what was a persistent wintry mix, especially in the Great Plains, Midwest and Northeast. Meanwhile, new listings and total homes for sale have been trending lower in year-over-year comparisons in many areas, and last year's marks were already quite low.

When comparing 2019 to 2018 statistics, New Listings increased 7.9 percent for single-family detached homes but decreased 18.2 percent for single-family attached homes. Pending Sales decreased 5.5 percent for single-family detached homes but increased 46.3 percent for single-family attached properties.

Median List Price was up 13.3 percent for single-family detached homes but decreased 4.2 percent for single-family attached properties. Months Supply of Inventory increased 36.1 percent for single-family detached homes but decreased 11.1 percent for single-family attached properties.

The Federal Reserve recently announced that no further interest rate hikes are planned for 2019. Given the fact that the federal funds rate has increased nine times over the past three years, this was welcome news for U.S. consumers, which carry an approximate average of \$6,000 in revolving credit card debt per household. Fed actions also tend to affect mortgage rates, so the pause in rate hikes was also welcome news to the residential real estate industry.

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

+ 12.1% **- 10.7%** **- 2.0%**

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

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

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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				3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	3-2016	3-2017	3-2018	3-2019						
New Listings					177	191	+ 7.9%	449	452	+ 0.7%
Pending Sales					128	121	- 5.5%	319	285	- 10.7%
Closed Sales					99	78	- 21.2%	240	216	- 10.0%
Median List Price					\$375,000	\$425,000	+ 13.3%	\$375,900	\$435,000	+ 15.7%
Median Sales Price					\$323,405	\$362,450	+ 12.1%	\$333,500	\$355,395	+ 6.6%
Avg. Sales Price					\$378,356	\$374,827	- 0.9%	\$373,338	\$374,149	+ 0.2%
Median Price Per Sq Ft					\$143	\$140	- 2.6%	\$143	\$141	- 1.2%
Average Price Per Sq Ft					\$145	\$142	- 2.1%	\$147	\$146	- 0.7%
\$ Volume of Closed Sales (in millions)					\$37.5	\$29.2	- 21.9%	\$89.6	\$80.8	- 9.8%
Median Pct of List Price to Sale Price					98.8%	97.9%	- 0.9%	98.4%	97.7%	- 0.7%
Avg Pct of List Price to Sale Price					97.9%	97.4%	- 0.5%	98.0%	97.2%	- 0.8%
Median Days on Market					43	64	+ 48.8%	48	60	+ 25.0%
Affordability Index					100	90	- 10.0%	97	92	- 5.2%
End of Month Inventory					388	503	+ 29.6%	--	--	--
Months Supply					3.6	4.9	+ 36.1%	--	--	--

Single Family Attached Market Overview

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



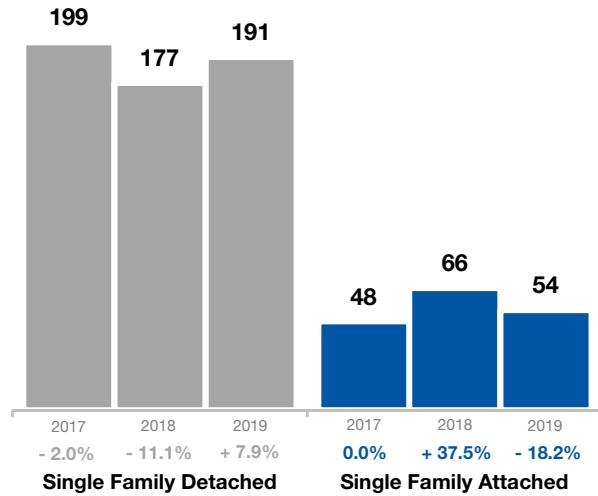
Key Metrics	Historical Sparkbars				3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	3-2016	3-2017	3-2018	3-2019						
New Listings					66	54	- 18.2%	166	161	- 3.0%
Pending Sales					41	60	+ 46.3%	123	137	+ 11.4%
Closed Sales					38	37	- 2.6%	92	92	0.0%
Median List Price					\$240,000	\$229,990	- 4.2%	\$245,000	\$229,990	- 6.1%
Median Sales Price					\$246,495	\$220,000	- 10.7%	\$238,748	\$221,750	- 7.1%
Avg. Sales Price					\$239,215	\$229,306	- 4.1%	\$240,535	\$232,676	- 3.3%
Median Price Per Sq Ft					\$141	\$137	- 3.1%	\$138	\$136	- 1.7%
Average Price Per Sq Ft					\$140	\$141	+ 0.7%	\$138	\$140	+ 1.4%
\$ Volume of Closed Sales (in millions)					\$9.1	\$8.5	- 6.7%	\$22.1	\$21.4	- 3.3%
Median Pct of List Price to Sale Price					99.7%	98.7%	- 1.0%	99.4%	98.9%	- 0.5%
Avg Pct of List Price to Sale Price					99.3%	98.6%	- 0.7%	98.8%	98.2%	- 0.6%
Median Days on Market					26	32	+ 23.1%	32	45	+ 40.6%
Affordability Index					131	149	+ 13.7%	135	148	+ 9.6%
End of Month Inventory					137	134	- 2.2%	--	--	--
Months Supply					3.6	3.2	- 11.1%	--	--	--

New Listings

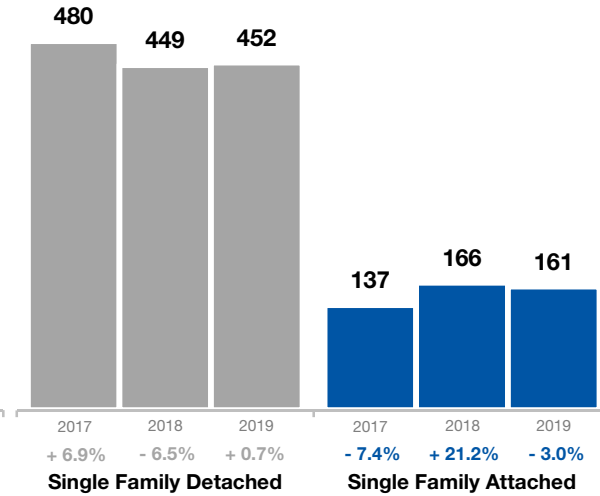
A count of the properties that have been newly listed on the market in a given month.



March

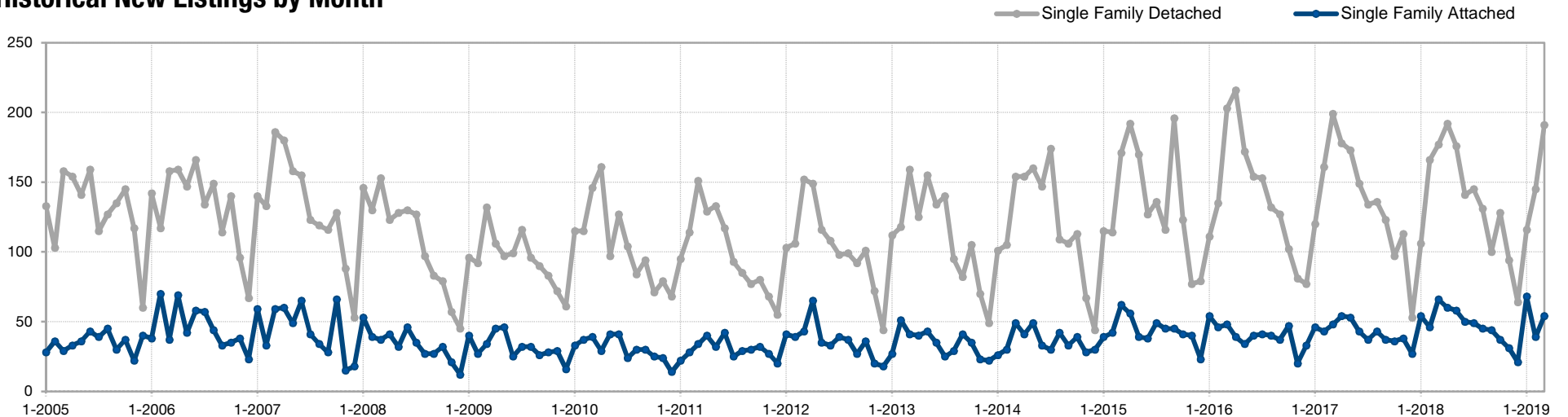


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2018	192	+7.9%	60	+11.1%
May-2018	176	+1.7%	58	+9.4%
Jun-2018	141	-5.4%	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	94	-16.8%	31	-18.4%
Dec-2018	64	+20.8%	21	-22.2%
Jan-2019	116	+9.4%	68	+25.9%
Feb-2019	145	-12.7%	39	-15.2%
Mar-2019	191	+7.9%	54	-18.2%
12-Month Avg	135	+1.1%	46	+4.1%

Historical New Listings by Month

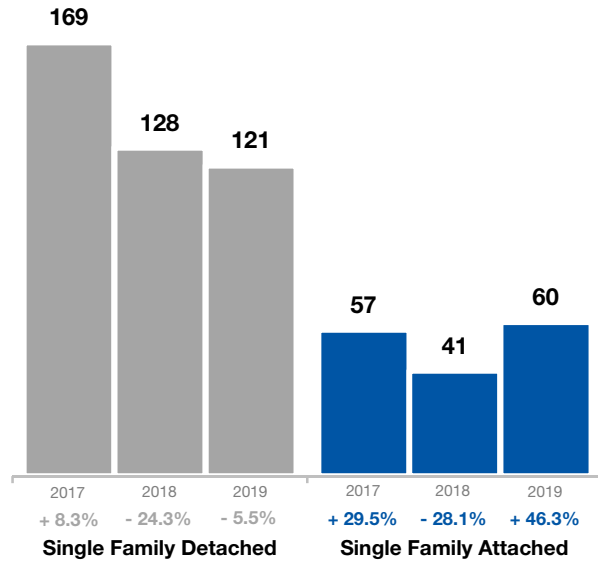


Pending Sales

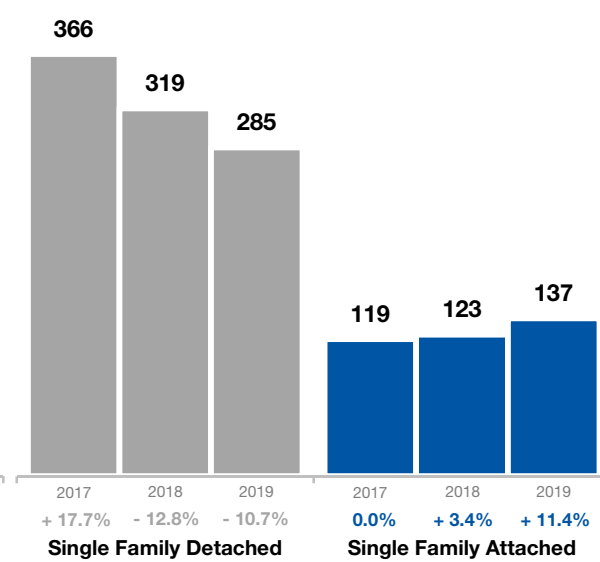
A count of the properties on which offers have been accepted in a given month.



March

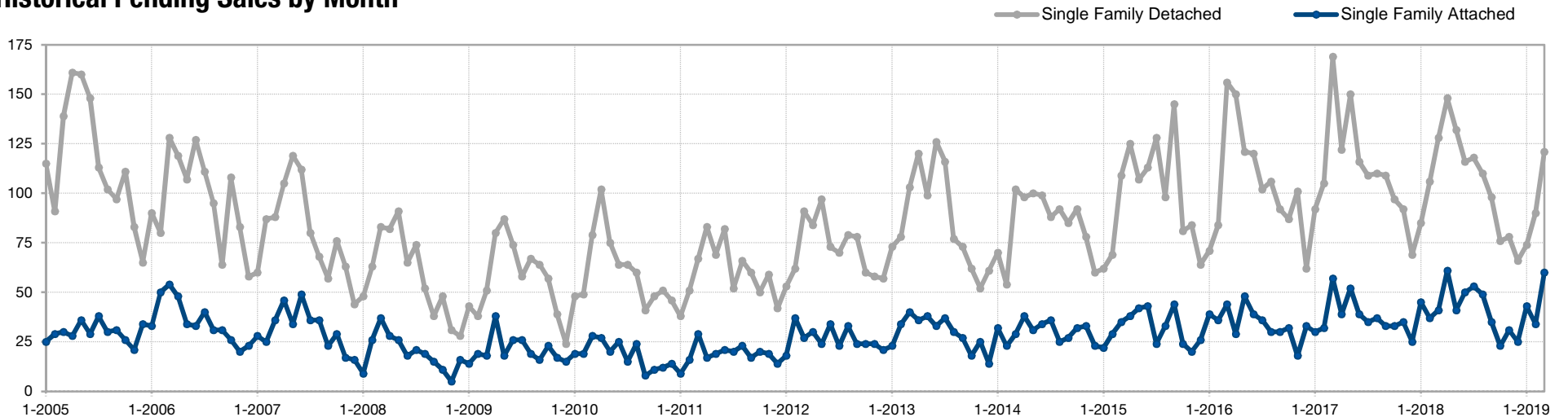


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2018	148	+21.3%	61	+56.4%
May-2018	132	-12.0%	41	-21.2%
Jun-2018	116	0.0%	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%
Dec-2018	66	-4.3%	25	0.0%
Jan-2019	74	-12.9%	43	-4.4%
Feb-2019	90	-15.1%	34	-8.1%
Mar-2019	121	-5.5%	60	+46.3%
12-Month Avg	102	-5.1%	42	+12.0%

Historical Pending Sales by Month

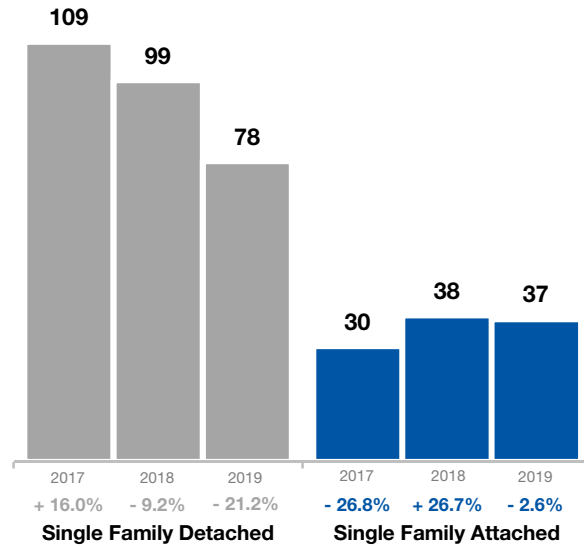


Closed Sales

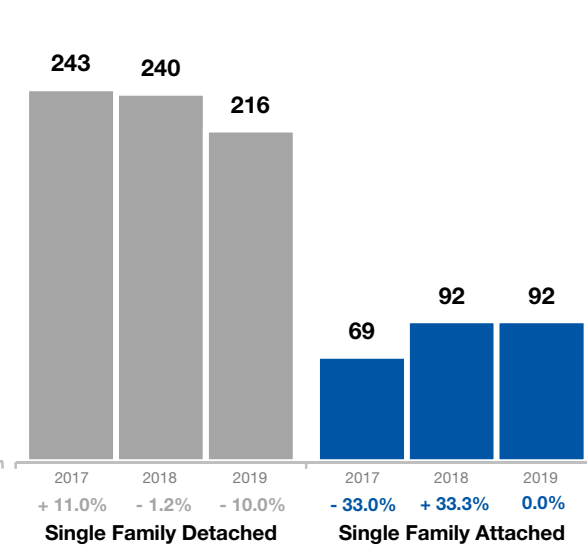
A count of the actual sales that closed in a given month.



March

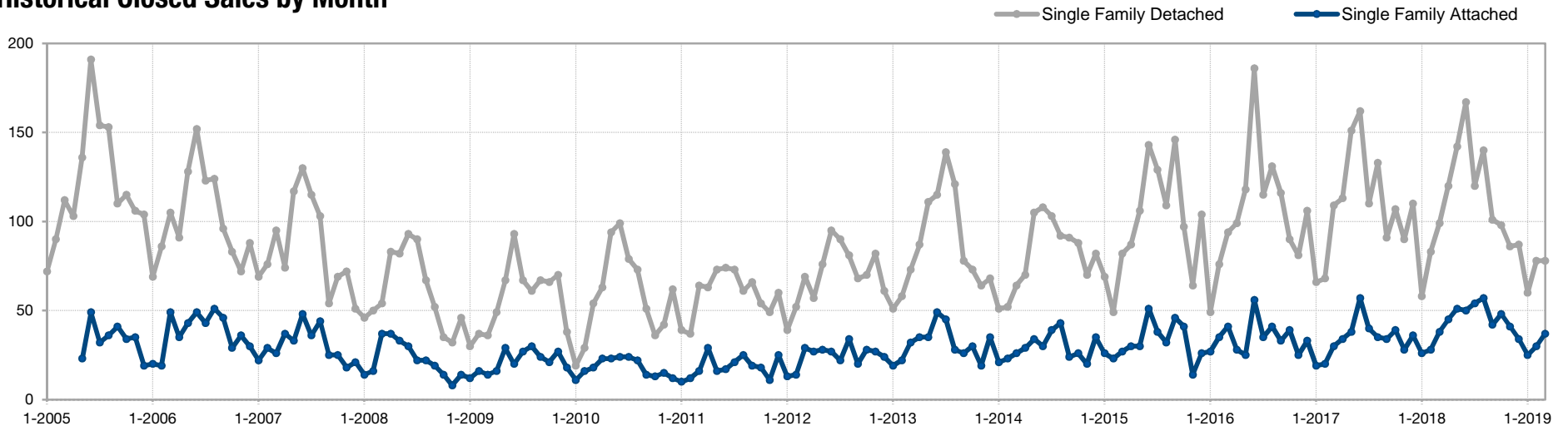


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Dec-2018	87	-20.9%	34	-5.6%
Jan-2019	60	+3.4%	25	-3.8%
Feb-2019	78	-6.0%	30	+7.1%
Mar-2019	78	-21.2%	37	-2.6%
12-Month Avg	106	-2.3%	43	+18.7%

Historical Closed Sales by Month

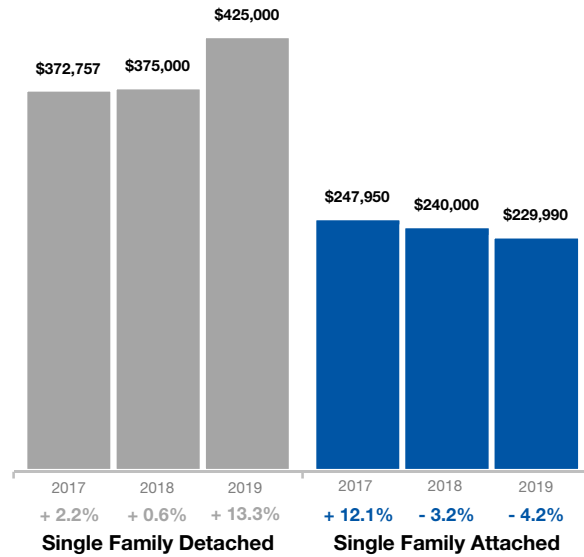


Median List Price

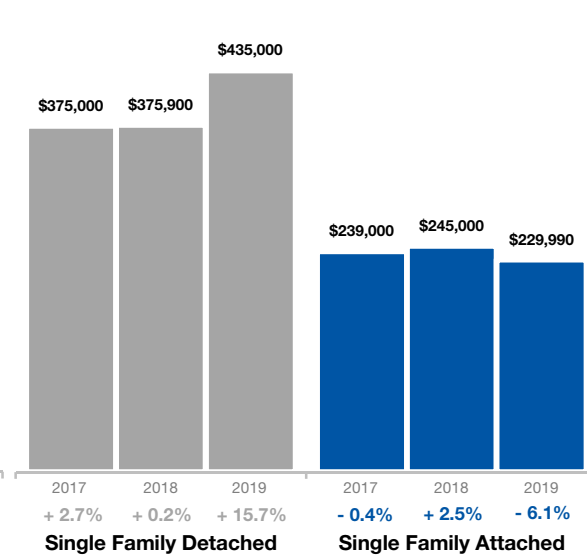
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



March



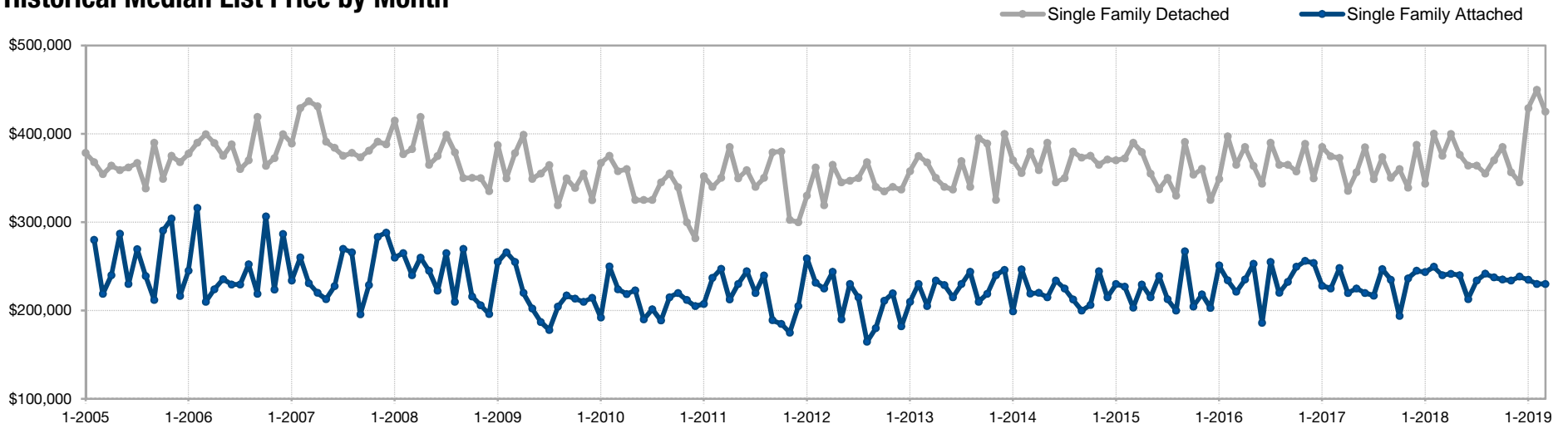
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2018	\$399,900	+19.2%	\$241,615	+9.9%
May-2018	\$376,450	+5.6%	\$239,950	+6.6%
Jun-2018	\$364,000	-5.4%	\$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	\$356,500	+5.2%	\$234,000	-1.0%
Dec-2018	\$344,950	-11.0%	\$238,395	-2.7%
Jan-2019	\$428,950	+24.9%	\$234,990	-3.5%
Feb-2019	\$449,900	+12.5%	\$229,990	-7.8%
Mar-2019	\$425,000	+13.3%	\$229,990	-4.2%
12-Month Avg*	\$389,985	+8.1%	\$234,990	+0.0%

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

Historical Median List Price by Month

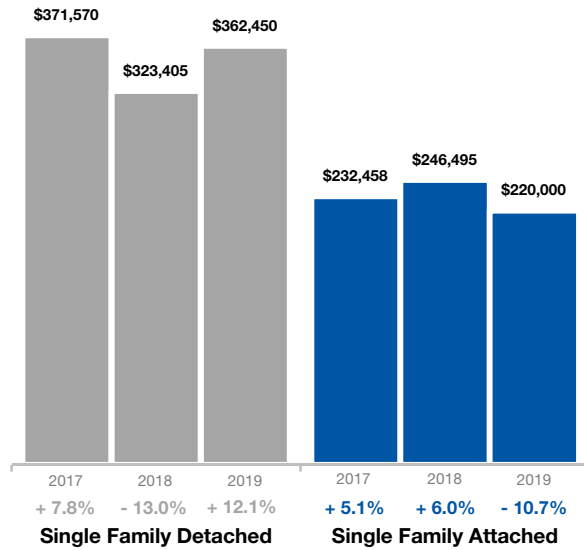


Median Sales Price

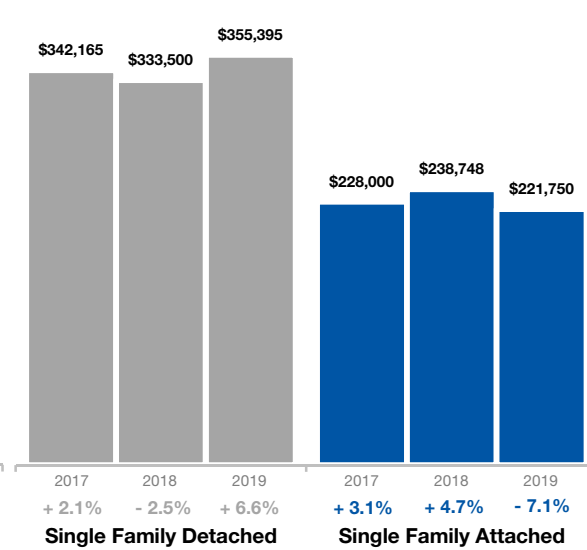
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



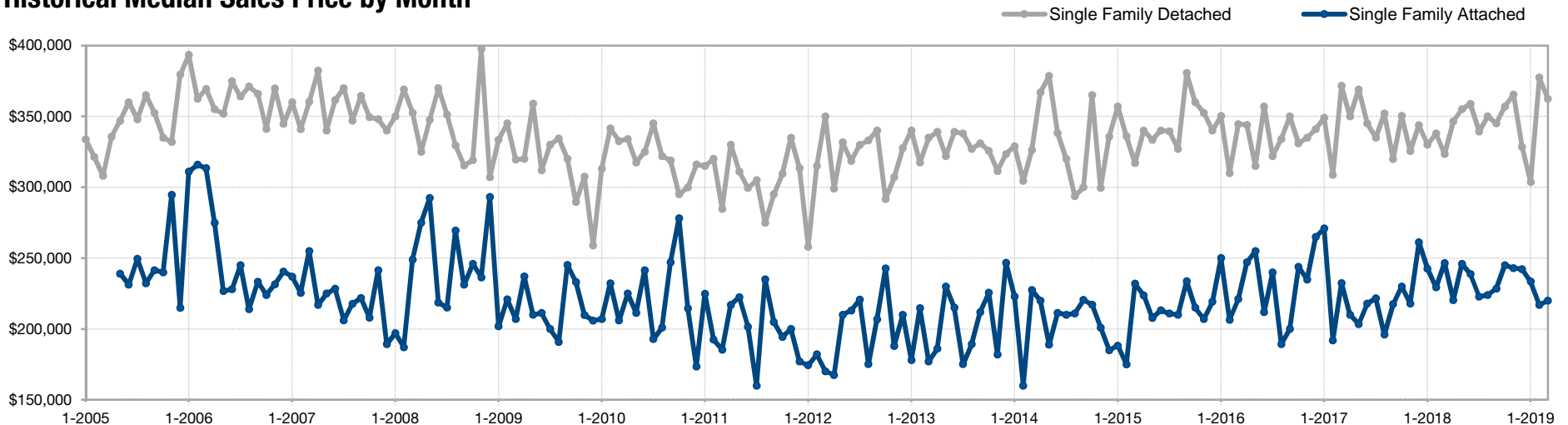
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Dec-2018	\$328,500	-4.4%	\$242,219	-7.2%
Jan-2019	\$303,750	-8.0%	\$233,470	-3.8%
Feb-2019	\$377,450	+11.7%	\$217,000	-5.4%
Mar-2019	\$362,450	+12.1%	\$220,000	-10.7%
12-Month Avg*	\$350,000	+2.0%	\$231,745	+2.1%

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

Historical Median Sales Price by Month

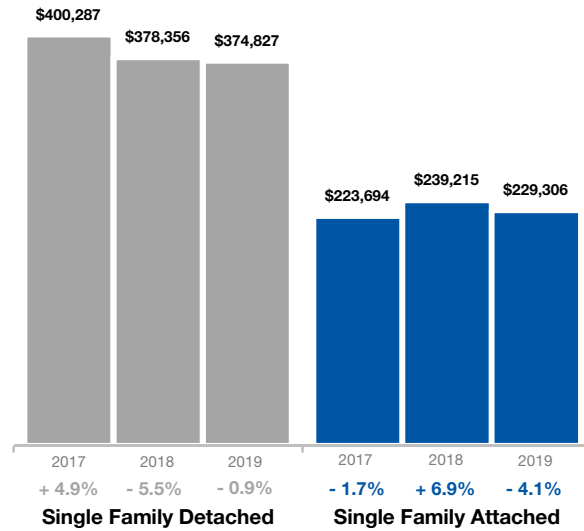


Average Sales Price

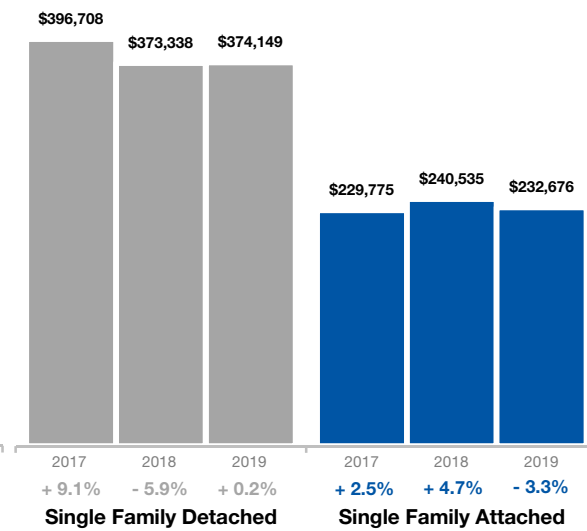
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



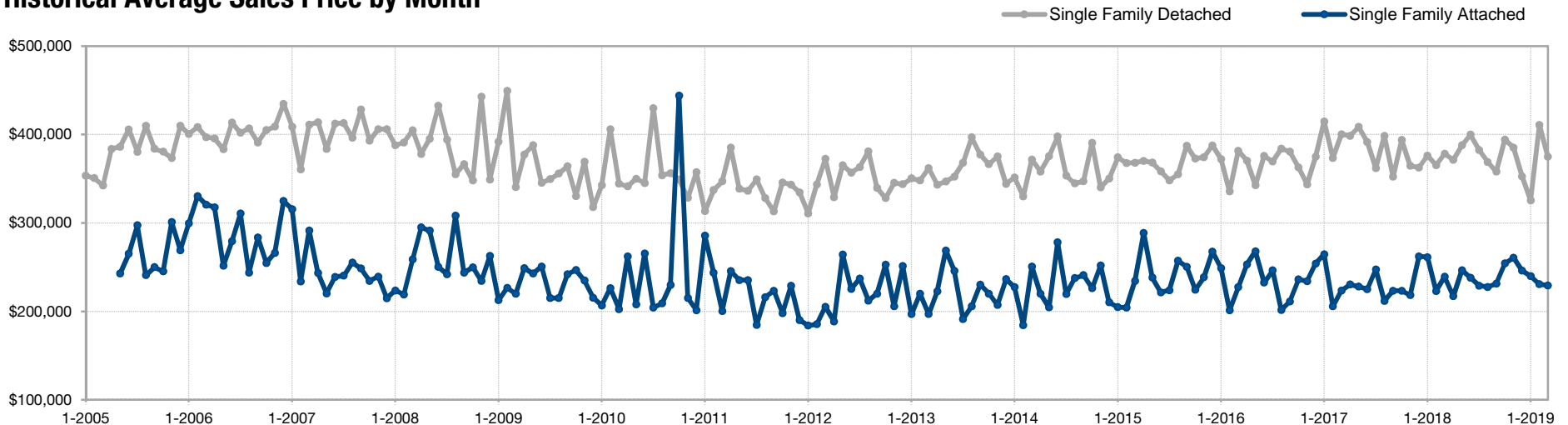
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Dec-2018	\$352,673	-2.8%	\$246,117	-6.1%
Jan-2019	\$325,464	-13.5%	\$239,946	-8.2%
Feb-2019	\$410,921	+12.5%	\$230,774	+3.5%
Mar-2019	\$374,827	-0.9%	\$229,306	-4.1%
12-Month Avg*	\$378,536	-0.9%	\$237,306	+2.1%

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

Historical Average Sales Price by Month

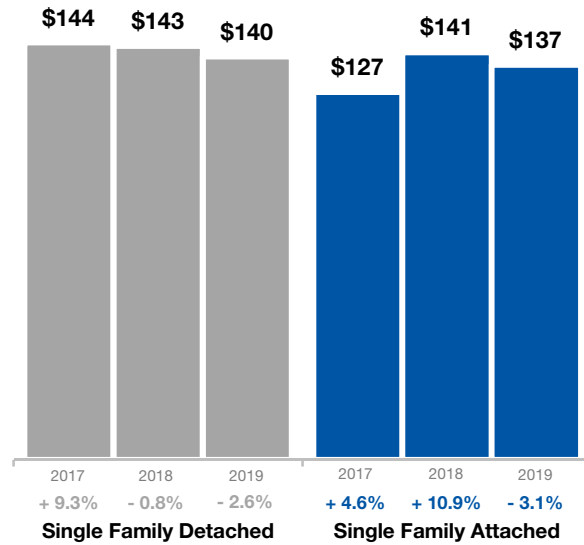


Median Price Per Square Foot

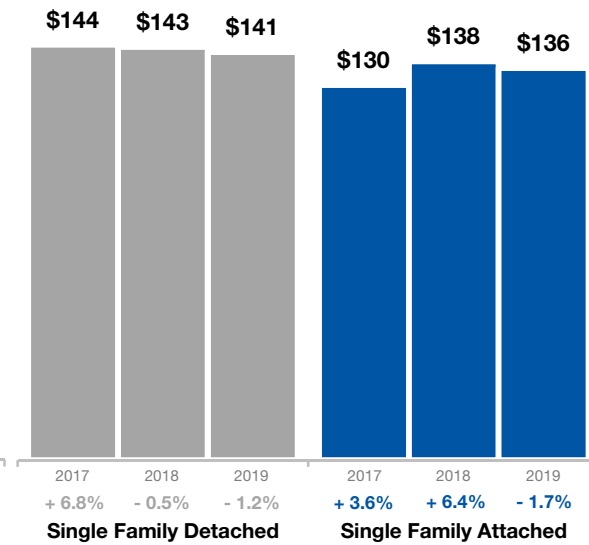
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



March



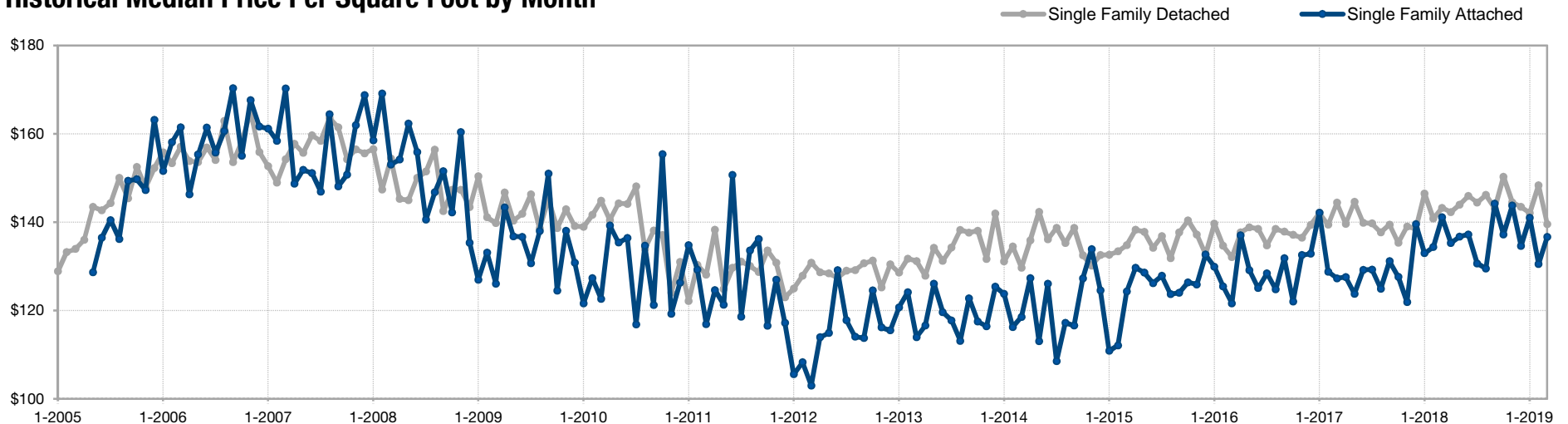
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Dec-2018	\$143	+3.6%	\$135	-3.5%
Jan-2019	\$142	-3.0%	\$141	+6.1%
Feb-2019	\$148	+5.4%	\$131	-2.9%
Mar-2019	\$140	-2.6%	\$137	-3.1%
12-Month Avg*	\$144	+2.4%	\$135	+4.2%

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

Historical Median Price Per Square Foot by Month

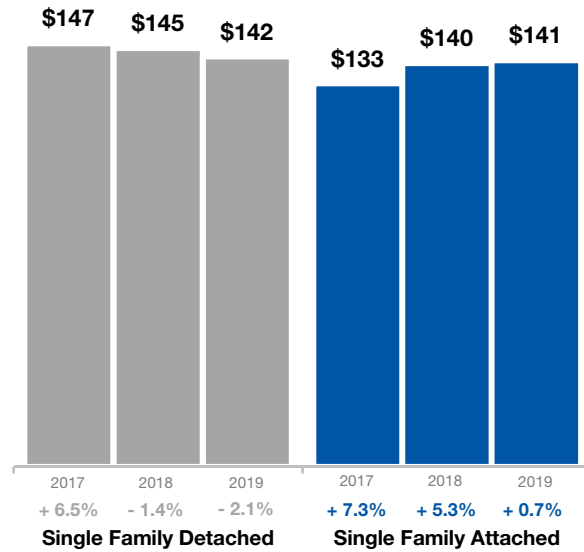


Average Price Per Square Foot

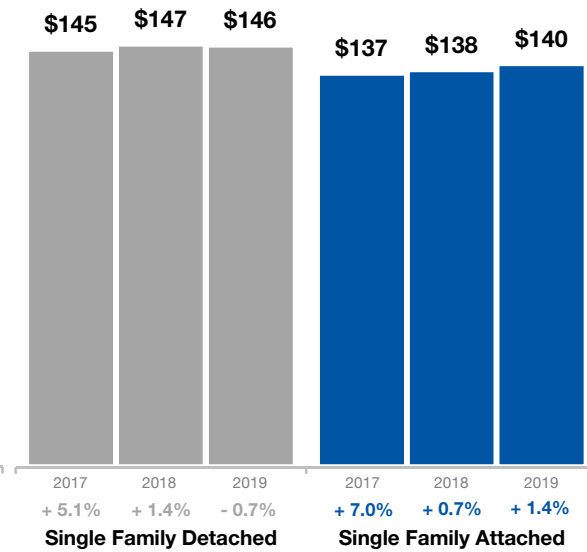
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



March



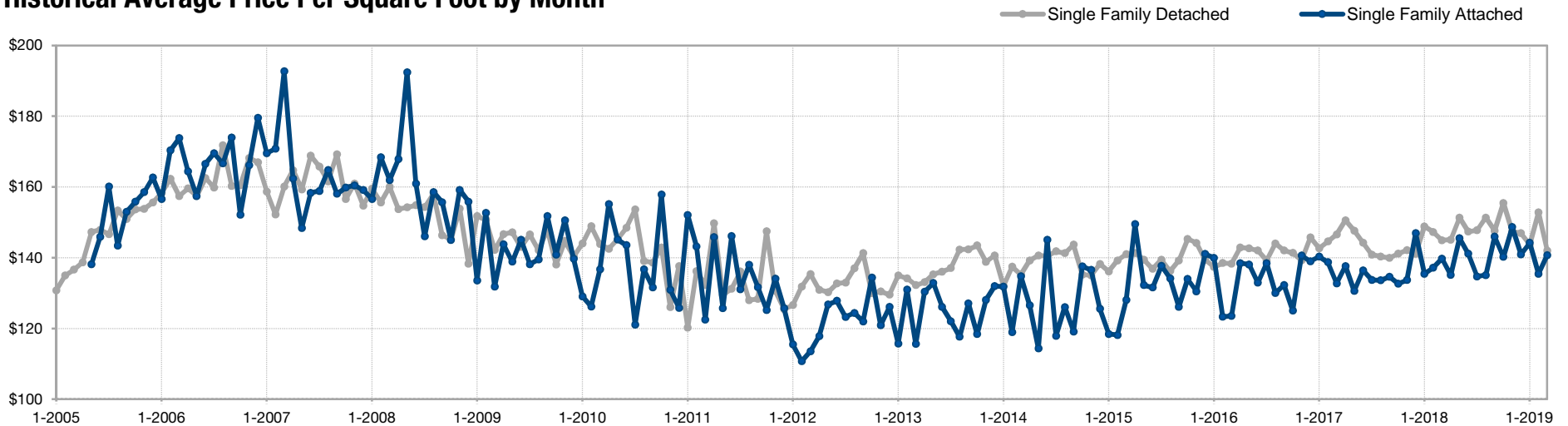
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Dec-2018	\$147	+4.3%	\$141	-4.1%
Jan-2019	\$144	-3.4%	\$144	+6.7%
Feb-2019	\$153	+4.1%	\$135	-1.5%
Mar-2019	\$142	-2.1%	\$141	+0.7%
12-Month Avg*	\$149	+3.1%	\$140	+3.2%

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

Historical Average Price Per Square Foot by Month

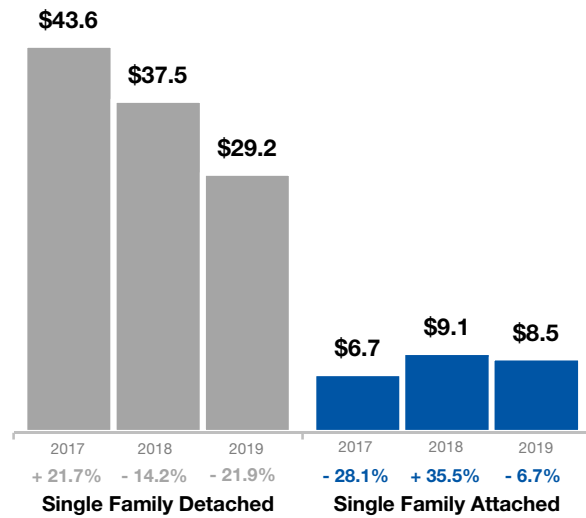


Dollar Volume of Closed Sales (in millions)

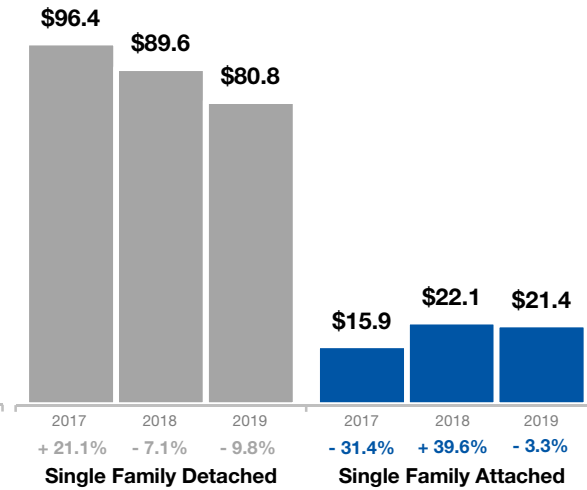
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



March



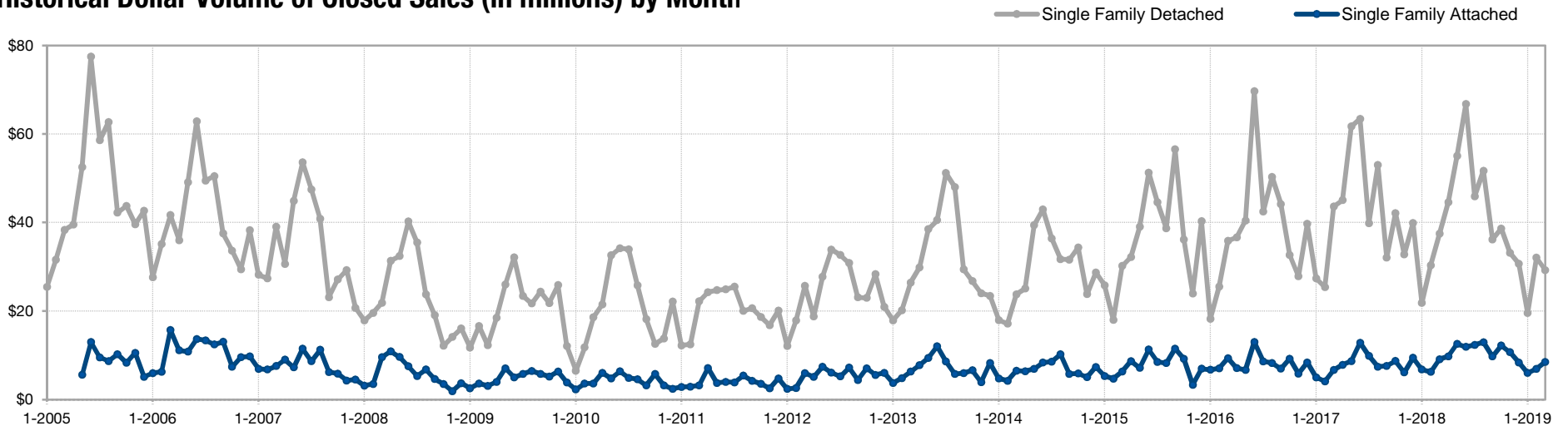
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Dec-2018	\$30.7	-23.1%	\$8.4	-11.4%
Jan-2019	\$19.5	-10.5%	\$6.0	-11.7%
Feb-2019	\$32.1	+5.7%	\$6.9	+10.9%
Mar-2019	\$29.2	-21.9%	\$8.5	-6.7%
12-Month Avg*	\$40.3	-3.2%	\$10.2	+21.2%

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

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

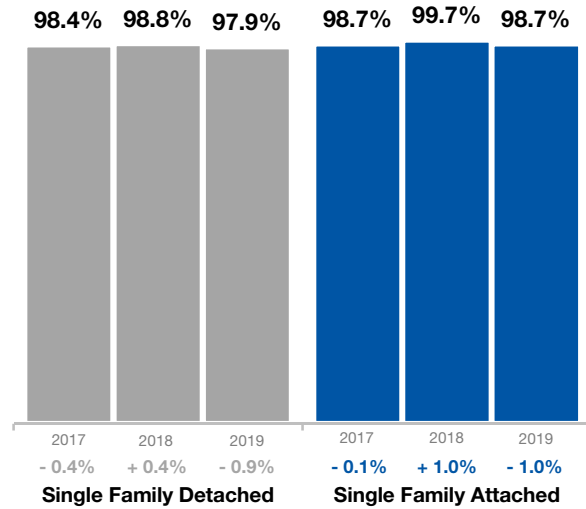


Median Percent of List Price to Sale Price

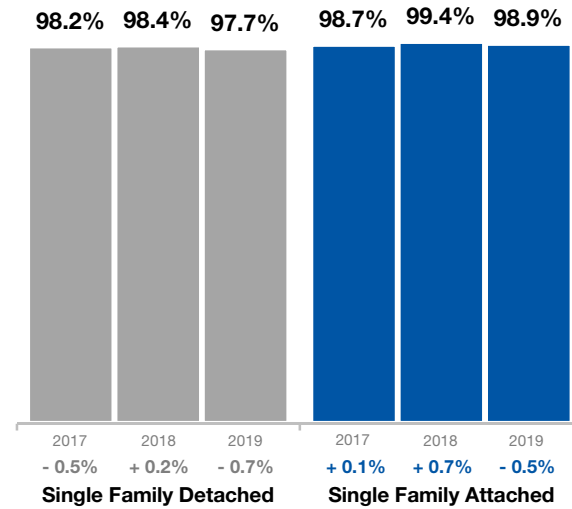
Percentage found when dividing a property's sales price by its most recent list price, then taking the median for all properties sold in a given month, not accounting for seller concessions.



March



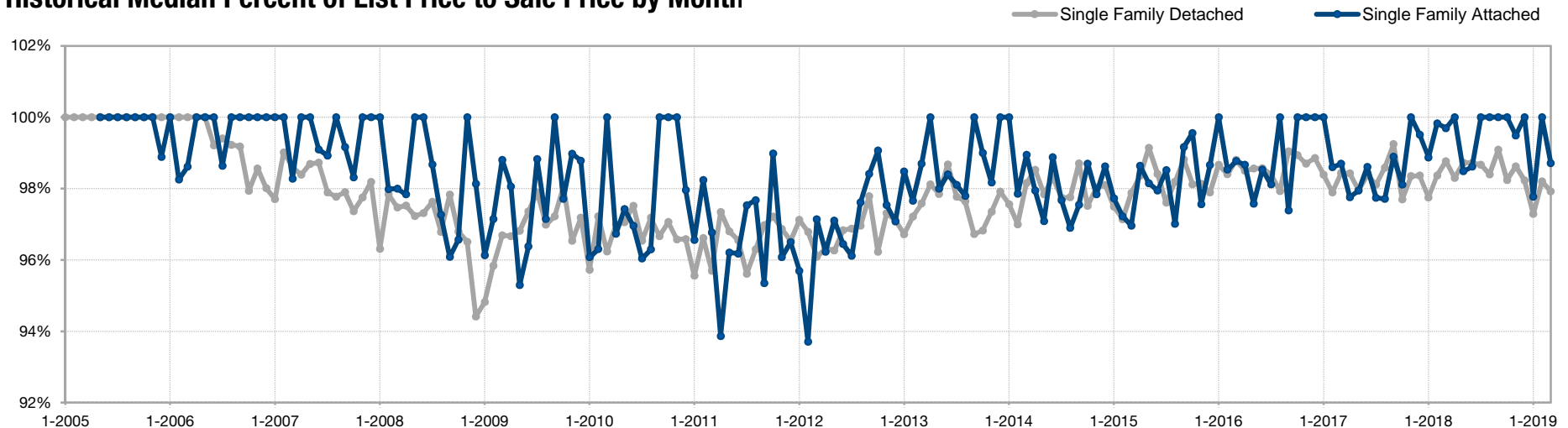
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Dec-2018	98.2%	-0.2%	100.0%	+0.5%
Jan-2019	97.3%	-0.5%	97.8%	-1.1%
Feb-2019	98.2%	-0.2%	100.0%	+0.2%
Mar-2019	97.9%	-0.9%	98.7%	-1.0%
12-Month Avg*	98.4%	+0.1%	99.8%	+1.4%

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

Historical Median Percent of List Price to Sale Price by Month

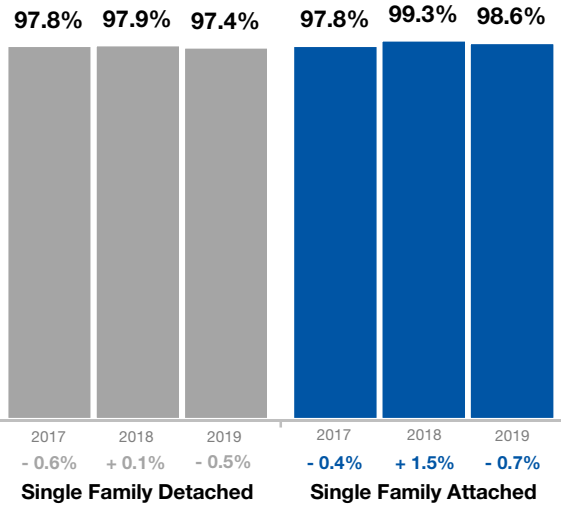


Average Percent of List Price to Sale Price

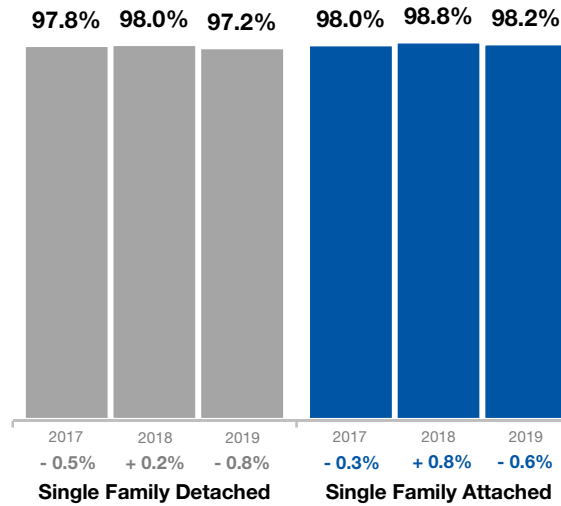
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



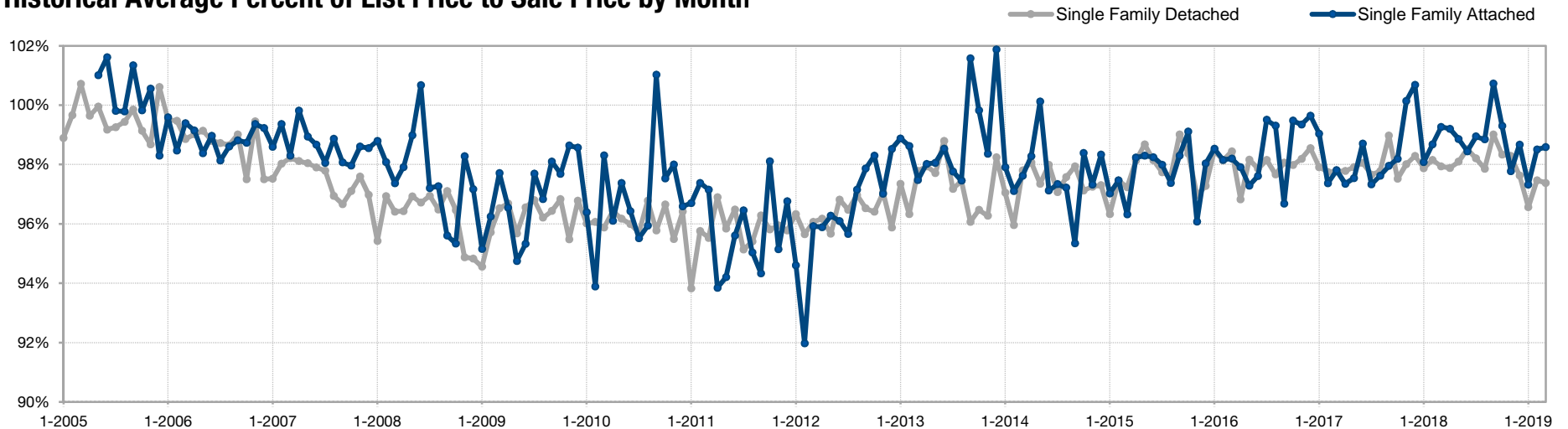
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Dec-2018	97.6%	-0.7%	98.7%	-2.0%
Jan-2019	96.6%	-1.3%	97.3%	-0.8%
Feb-2019	97.5%	-0.7%	98.5%	-0.2%
Mar-2019	97.4%	-0.5%	98.6%	-0.7%
12-Month Avg*	98.0%	+0.1%	98.8%	+0.4%

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

Historical Average Percent of List Price to Sale Price by Month

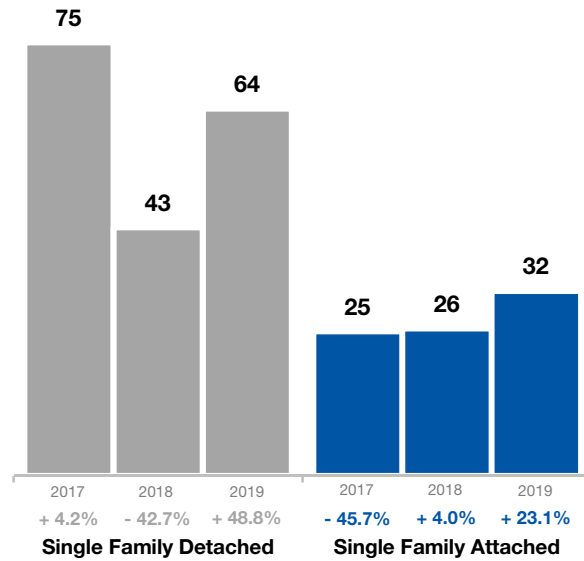


Median Days on Market Until Sale

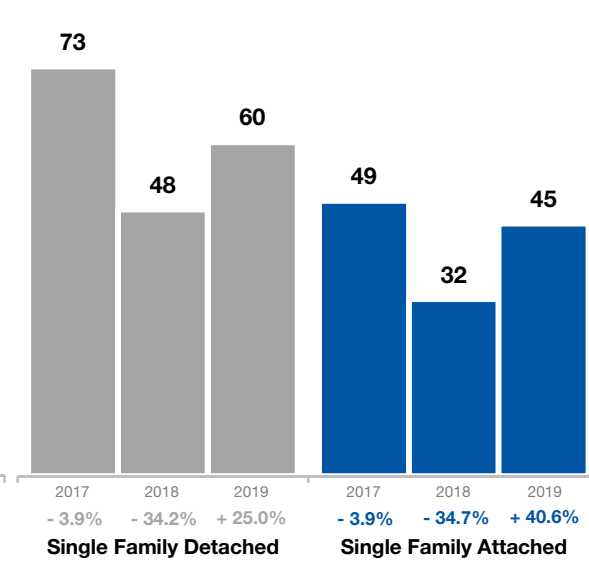
Median number of days between when a property is listed and when an offer is accepted in a given month.



March



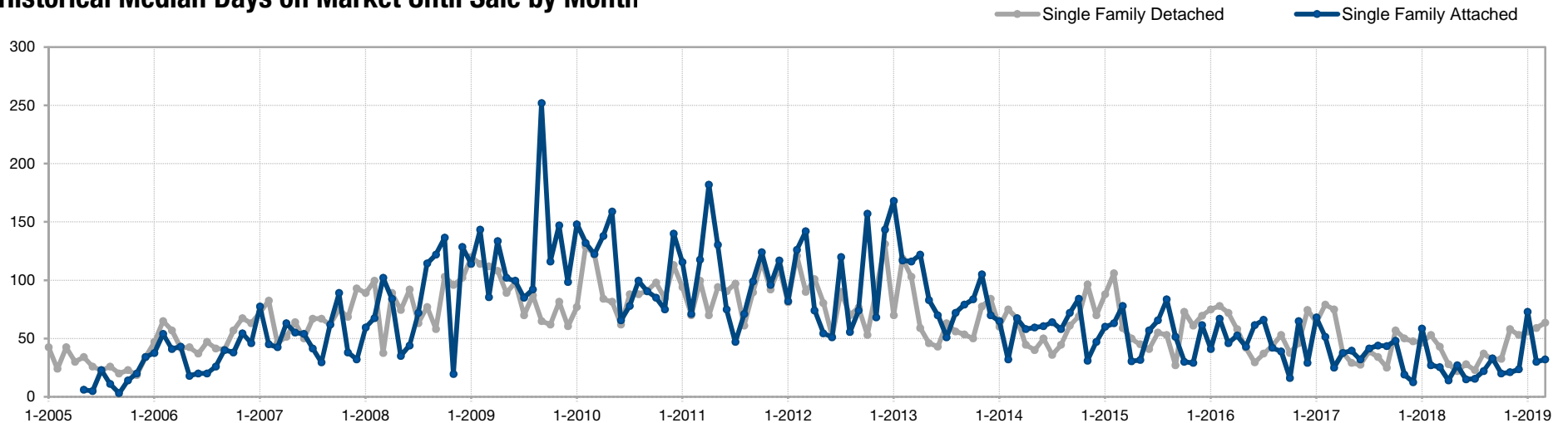
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Dec-2018	53	+10.4%	24	+84.6%
Jan-2019	56	+19.1%	73	+23.7%
Feb-2019	59	+11.3%	30	+11.1%
Mar-2019	64	+48.8%	32	+23.1%
12-Month Avg*	36	-7.7%	24	-29.4%

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

Historical Median Days on Market Until Sale by Month

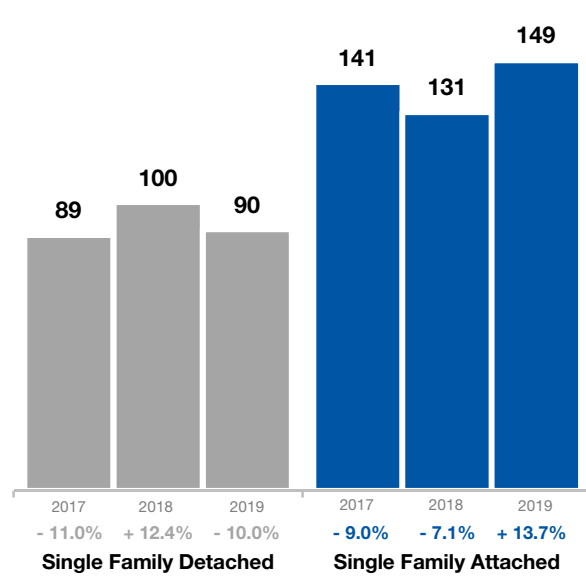


Housing Affordability Index

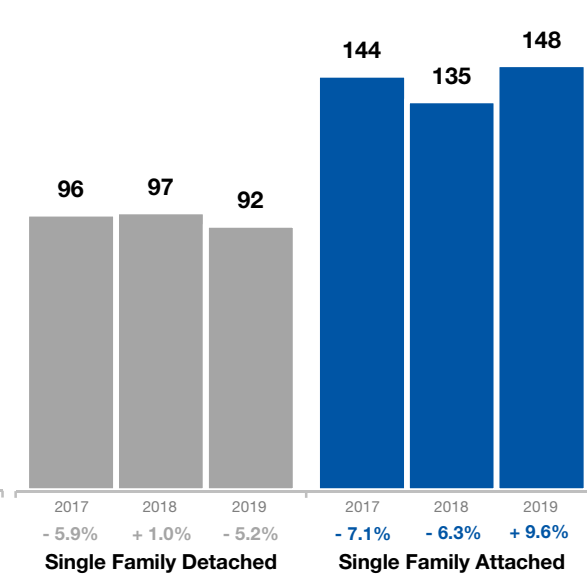
Measures housing affordability for James City, New Kent and York Counties. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for a median-priced home under prevailing interest rates. A higher number means greater affordability.



March



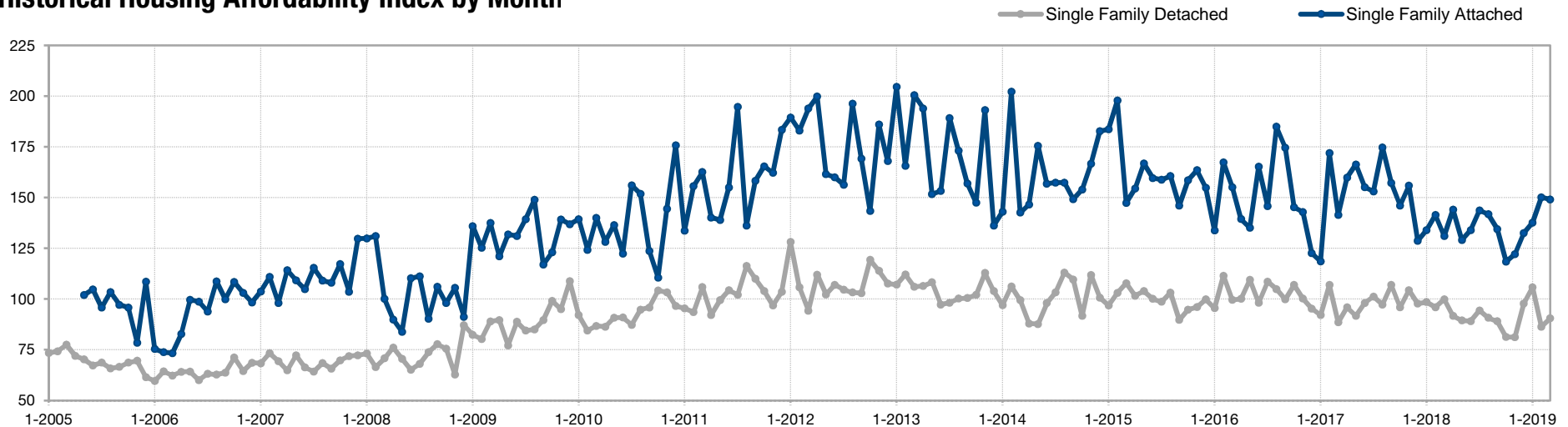
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Dec-2018	98	0.0%	133	+3.1%
Jan-2019	106	+7.1%	138	+3.0%
Feb-2019	86	-10.4%	150	+6.4%
Mar-2019	90	-10.0%	149	+13.7%
12-Month Avg*	91	-8.8%	99	-0.9%

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

Historical Housing Affordability Index by Month

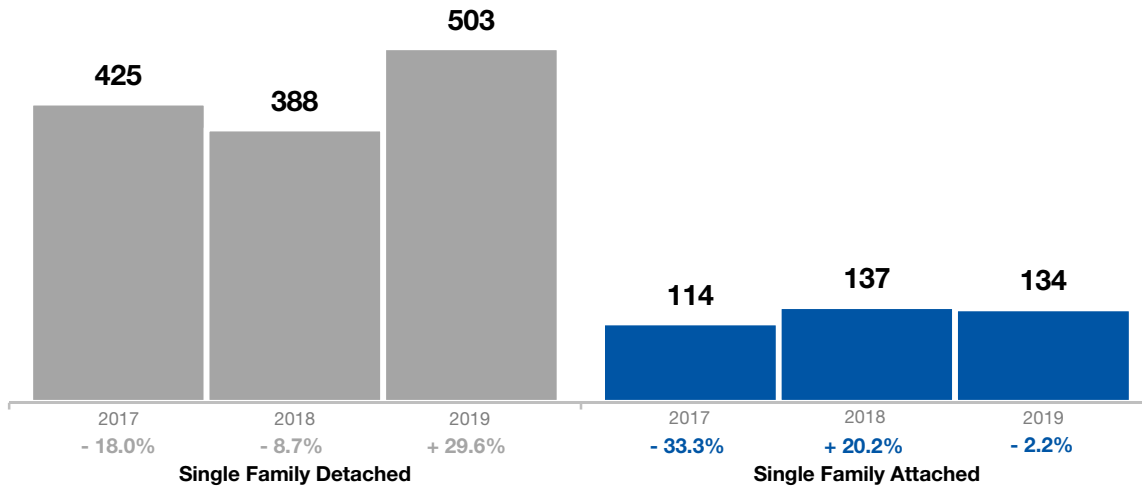


End of Month Inventory

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



March



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	456	-3.4%	131	+7.4%
Sep-2018	428	-4.9%	134	+9.8%
Oct-2018	449	+5.9%	140	+14.8%
Nov-2018	434	+4.3%	135	+14.4%
Dec-2018	393	+14.9%	124	+7.8%
Jan-2019	415	+27.3%	148	+33.3%
Feb-2019	458	+27.9%	147	+25.6%
Mar-2019	503	+29.6%	134	-2.2%
12-Month Avg	442	+5.3%	138	+13.9%

Historical End of Month Inventory by Month

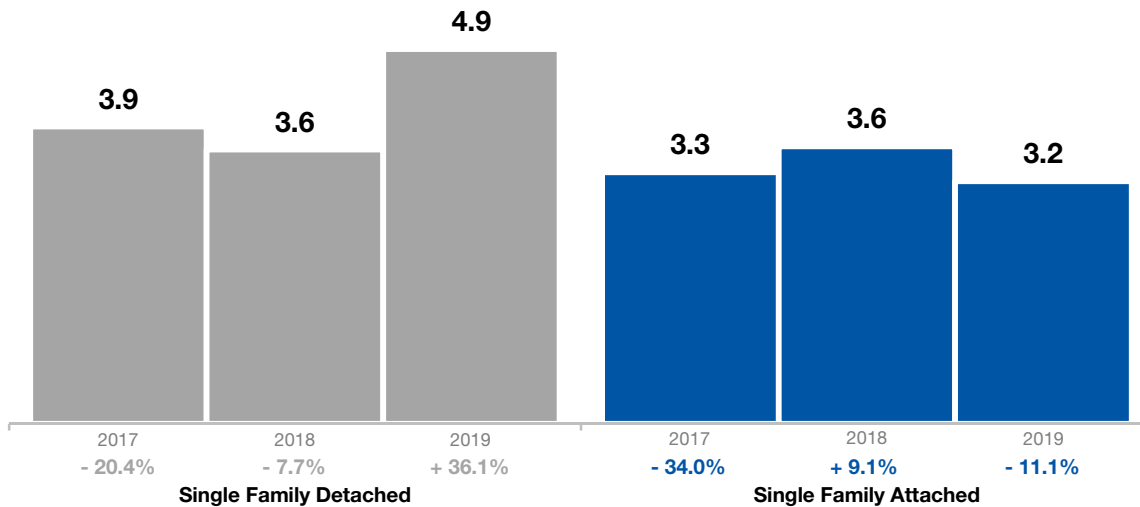


Months Supply of Inventory

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.



March



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2018	3.8	-11.6%	3.4	-5.6%
May-2018	4.1	-2.4%	3.8	+8.6%
Jun-2018	4.2	-2.3%	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	4.0	-2.4%	3.2	-5.9%
Oct-2018	4.2	+10.5%	3.4	+3.0%
Nov-2018	4.1	+10.8%	3.3	+6.5%
Dec-2018	3.7	+19.4%	3.0	-3.2%
Jan-2019	4.0	+37.9%	3.6	+24.1%
Feb-2019	4.5	+40.6%	3.6	+20.0%
Mar-2019	4.9	+36.1%	3.2	-11.1%
12-Month Avg*	4.1	+8.6%	3.4	+2.9%

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

Historical Months Supply of Inventory by Month



Total Market Overview

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



Key Metrics	Historical Sparkbars				3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	3-2016	3-2017	3-2018	3-2019						
New Listings					243	245	+ 0.8%	615	613	- 0.3%
Pending Sales					169	181	+ 7.1%	442	422	- 4.5%
Closed Sales					137	115	- 16.1%	332	308	- 7.2%
Median List Price					\$337,000	\$389,490	+ 15.6%	\$329,900	\$375,000	+ 13.7%
Median Sales Price					\$299,990	\$294,000	- 2.0%	\$299,495	\$294,875	- 1.5%
Avg. Sales Price					\$339,762	\$328,007	- 3.5%	\$336,537	\$331,891	- 1.4%
Median Price Per Sq Ft					\$143	\$138	- 3.5%	\$134	\$134	0.0%
Average Price Per Sq Ft					\$143	\$142	- 0.7%	\$144	\$144	0.0%
\$ Volume of Closed Sales (in millions)					\$46.5	\$37.7	- 18.9%	\$111.7	\$102.2	- 8.5%
Median Pct of List Price to Sale Price					98.8%	98.1%	- 0.7%	98.6%	98.0%	- 0.6%
Avg Pct of List Price to Sale Price					98.3%	97.8%	- 0.5%	98.2%	97.5%	- 0.7%
Median Days on Market					38	51	+ 34.2%	44	57	+ 29.5%
Affordability Index					108	112	+ 3.7%	108	111	+ 2.8%
End of Month Inventory					527	640	+ 21.4%	--	--	--
Months Supply					3.6	4.4	+ 22.2%	--	--	--

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		
	3-2018	3-2019	+ / -	3-2018	3-2019	+ / -	3-2018	3-2019	+ / -	3-2018	3-2019	+ / -	3-2018	3-2019	+ / -
James City County	196	210	+7.1%	111	99	-10.8%	\$ 312,000	\$ 294,750	-5.5%	440	523	+18.9%	3.9	4.5	+15.4%
City of Williamsburg	21	15	-28.6%	7	9	+28.6%	\$257,500	\$410,000	+59.2%	54	63	+16.7%	4.6	4.8	+4.3%
York County	43	46	+7.0%	26	11	-57.7%	\$298,403	\$258,800	-13.3%	65	108	+66.2%	2.2	3.9	+77.3%
New Kent County	18	27	+50.0%	8	8	0.0%	\$290,000	\$329,290	+13.5%	48	58	+20.8%	6.9	7.6	+10.1%
Charles City County	2	2	0.0%	0	2	--	\$0	\$414,900	--	7	10	+42.9%	6.1	6.4	+4.9%
Newport News	15	25	+66.7%	15	18	+20.0%	\$198,900	\$182,498	-8.2%	30	45	+50.0%	2.1	3.0	+42.9%
Hampton	9	6	-33.3%	5	6	+20.0%	\$234,000	\$153,750	-34.3%	17	15	-11.8%	3.1	2.9	-6.5%
Surry	2	2	0.0%	0	2	--	\$0	\$275,300	--	6	5	-16.7%	4.8	2.5	-47.9%
Gloucester	26	9	-65.4%	10	5	-50.0%	\$215,000	\$234,000	+8.8%	69	62	-10.1%	8.0	5.8	-27.5%
Richmond	1	0	-100.0%	1	0	-100.0%	\$264,900	\$0	-100.0%	2	0	-100.0%	1.8	0.0	-100.0%
23185	105	104	-1.0%	61	46	-24.6%	\$295,000	\$290,000	-1.7%	236	299	+26.7%	3.6	4.6	+27.8%
23188	119	123	+3.4%	61	57	-6.6%	\$314,000	\$314,000	0.0%	248	297	+19.8%	3.8	4.3	+13.2%
23168	19	18	-5.3%	15	12	-20.0%	\$323,405	\$252,000	-22.1%	43	44	+2.3%	3.0	4.6	+53.3%
23168, 23185 & 23188	243	245	+0.8%	137	115	-16.1%	\$299,990	\$294,000	-2.0%	527	640	+21.4%	3.6	4.4	+22.2%