

Monthly Indicators



May 2018

Just like last year at this time, prospective home buyers should expect a competitive housing market for the next several months. With payrolls trending upward and unemployment trending downward month after month in an extensive string of positive economic news, demand remains quite strong. Given the fact that gradually rising mortgage rates often infuse urgency to get into a new home before it costs more later, buyers need to remain watchful of new listings and make their offers quickly.

When comparing 2018 to 2017 statistics, New Listings increased 12.0 percent for single-family detached homes and 22.2 percent for single-family attached homes. Pending Sales decreased 11.2 percent for single-family detached homes and 7.7 percent for single-family attached properties.

Median Sales Price was down 3.8 percent for single-family detached homes and up 20.6 percent for single-family attached properties. Months Supply of Inventory increased 11.1 percent for single-family detached homes and 27.3 percent for single-family attached properties.

Although home sales may actually drop in year-over-year comparisons over the next few months, that has more to do with low inventory than a lack of buyer interest. As lower days on market and higher prices persist year after year, one might rationally expect a change in the outlook for residential real estate, yet the current situation has proven to be remarkably sustainable likely due to stronger fundamentals in home loan approvals than were in place a decade ago.

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

- 3.8%

+ 20.6%

- 4.7%

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				5-2017	5-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	5-2015	5-2016	5-2017	5-2018						
New Listings					191	214	+ 12.0%	869	912	+ 4.9%
Pending Sales					152	135	- 11.2%	640	605	- 5.5%
Closed Sales					151	138	- 8.6%	507	498	- 1.8%
Median List Price					\$353,500	\$389,495	+ 10.2%	\$355,000	\$389,000	+ 9.6%
Median Sales Price					\$369,000	\$355,118	- 3.8%	\$350,000	\$345,000	- 1.4%
Avg. Sales Price					\$408,613	\$388,689	- 4.9%	\$400,661	\$377,131	- 5.9%
Median Price Per Sq Ft					\$145	\$144	- 0.5%	\$143	\$143	+ 0.2%
Average Price Per Sq Ft					\$148	\$151	+ 2.0%	\$147	\$148	+ 0.7%
\$ Volume of Closed Sales (in millions)					\$61.7	\$53.6	- 13.1%	\$203.1	\$187.8	- 7.5%
Median Pct of List Price to Sale Price					98.0%	98.7%	+ 0.7%	98.2%	98.4%	+ 0.2%
Avg Pct of List Price to Sale Price					97.9%	98.1%	+ 0.2%	97.8%	98.0%	+ 0.2%
Median Days on Market					29	22	- 24.1%	46	33	- 28.3%
Affordability Index					92	89	- 3.3%	97	92	- 5.2%
End of Month Inventory					494	542	+ 9.7%	--	--	--
Months Supply					4.5	5.0	+ 11.1%	--	--	--

Single Family Attached Market Overview

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



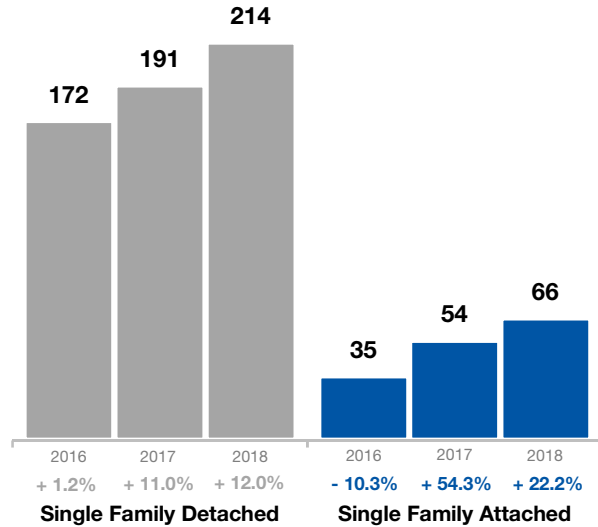
Key Metrics	Historical Sparkbars				5-2017	5-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	5-2015	5-2016	5-2017	5-2018						
New Listings					54	66	+ 22.2%	246	307	+ 24.8%
Pending Sales					52	48	- 7.7%	210	238	+ 13.3%
Closed Sales					38	50	+ 31.6%	141	187	+ 32.6%
Median List Price					\$225,000	\$241,450	+ 7.3%	\$229,995	\$244,900	+ 6.5%
Median Sales Price					\$203,500	\$245,503	+ 20.6%	\$217,000	\$234,110	+ 7.9%
Avg. Sales Price					\$228,028	\$245,019	+ 7.5%	\$229,463	\$236,102	+ 2.9%
Median Price Per Sq Ft					\$124	\$137	+ 10.9%	\$127	\$137	+ 7.6%
Average Price Per Sq Ft					\$131	\$146	+ 11.5%	\$135	\$139	+ 3.0%
\$ Volume of Closed Sales (in millions)					\$8.7	\$12.3	+ 41.4%	\$32.4	\$44.2	+ 36.5%
Median Pct of List Price to Sale Price					97.9%	98.5%	+ 0.6%	98.5%	99.1%	+ 0.6%
Avg Pct of List Price to Sale Price					97.5%	98.9%	+ 1.4%	97.7%	98.9%	+ 1.2%
Median Days on Market					40	27	- 32.5%	42	25	- 40.5%
Affordability Index					166	129	- 22.3%	156	136	- 12.8%
End of Month Inventory					119	165	+ 38.7%	--	--	--
Months Supply					3.3	4.2	+ 27.3%	--	--	--

New Listings

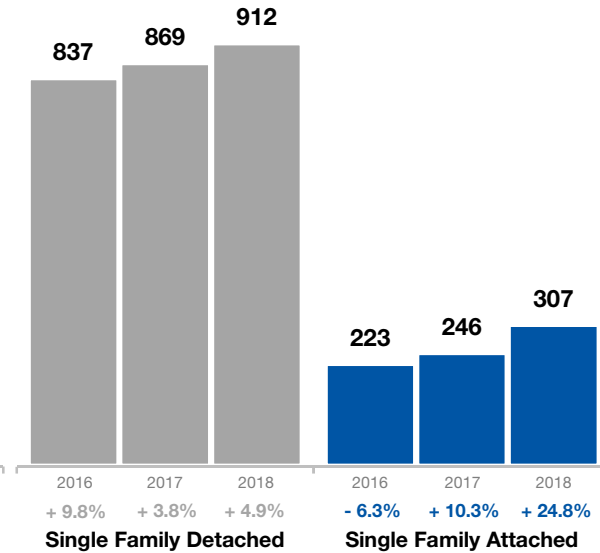
A count of the properties that have been newly listed on the market in a given month.



May

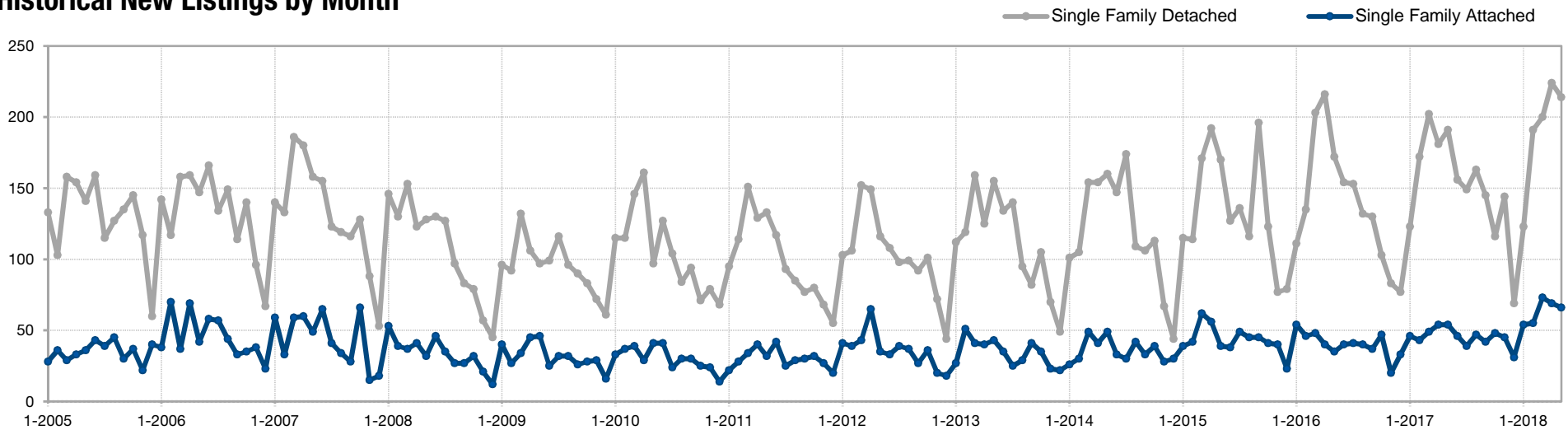


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg	145	+4.3%	48	+14.7%

Historical New Listings by Month

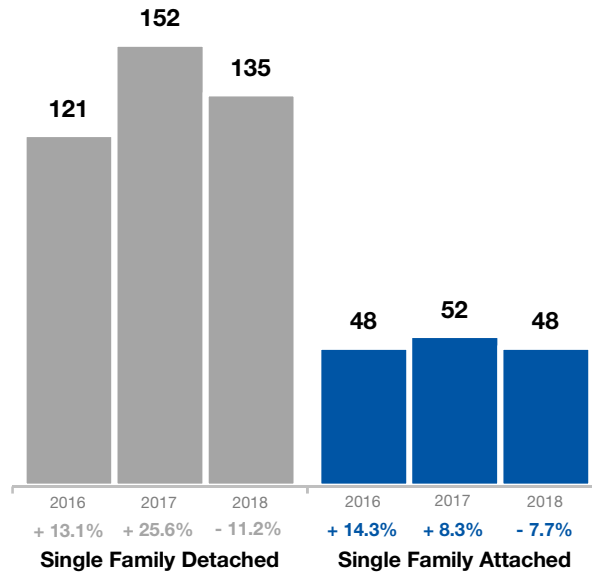


Pending Sales

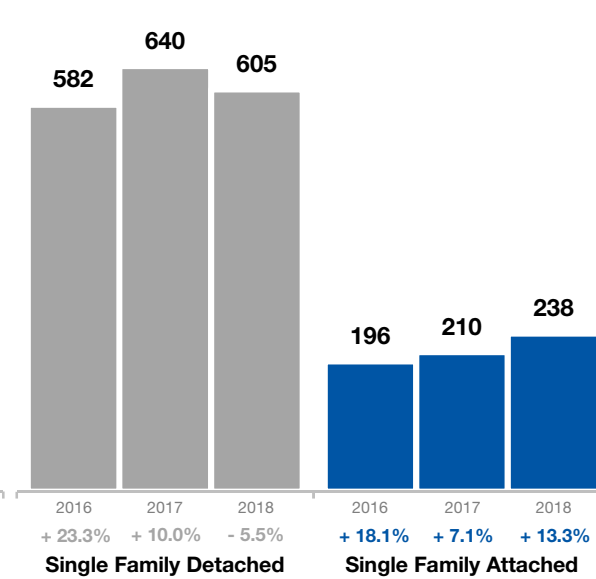
A count of the properties on which offers have been accepted in a given month.



May

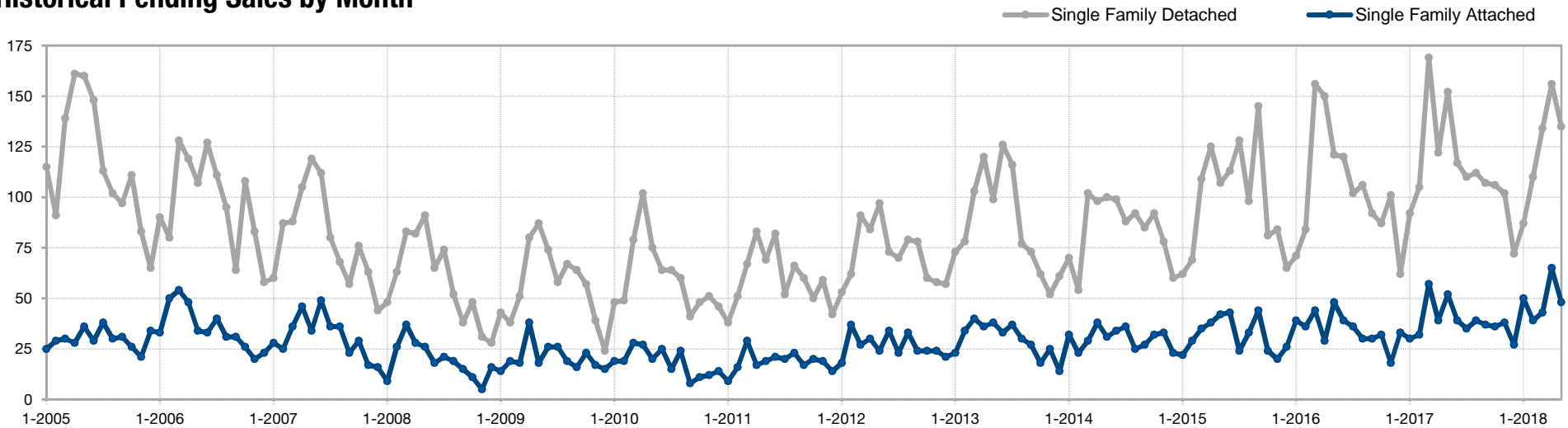


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg	109	-0.1%	40	+11.4%

Historical Pending Sales by Month

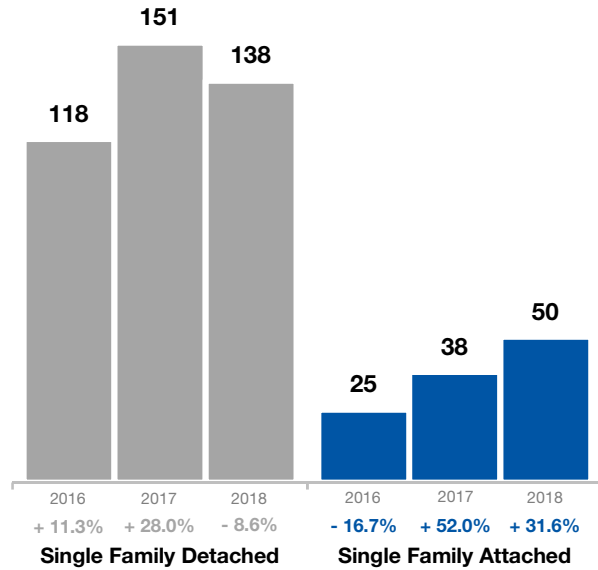


Closed Sales

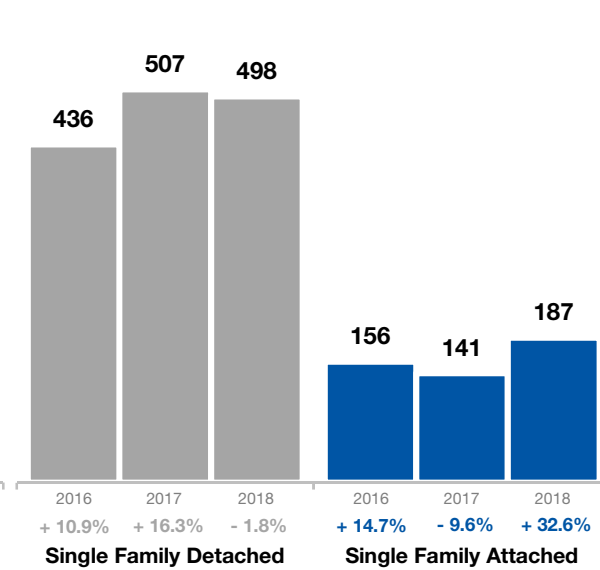
A count of the actual sales that closed in a given month.



May

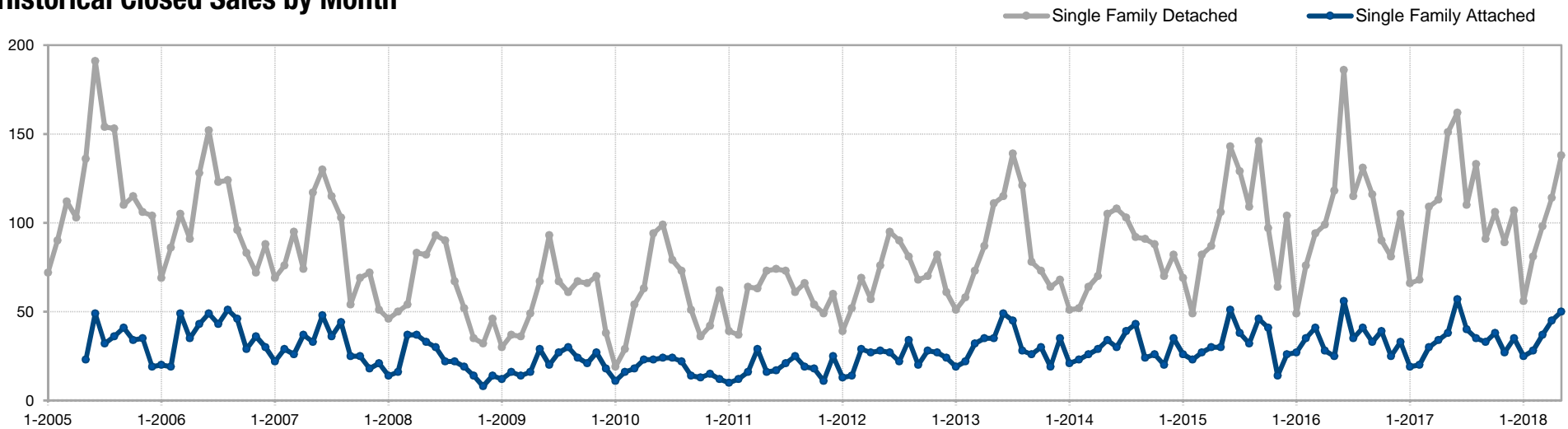


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg	108	-2.3%	38	+12.9%

Historical Closed Sales by Month

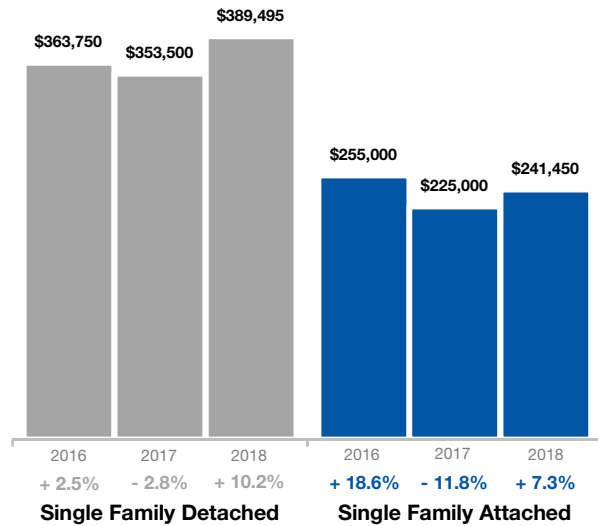


Median List Price

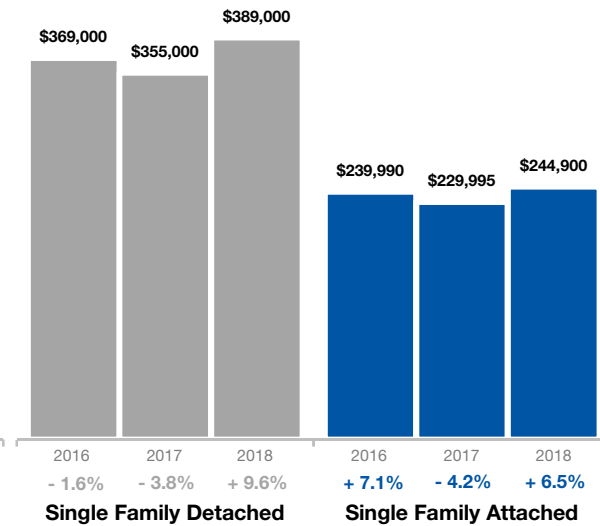
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



May



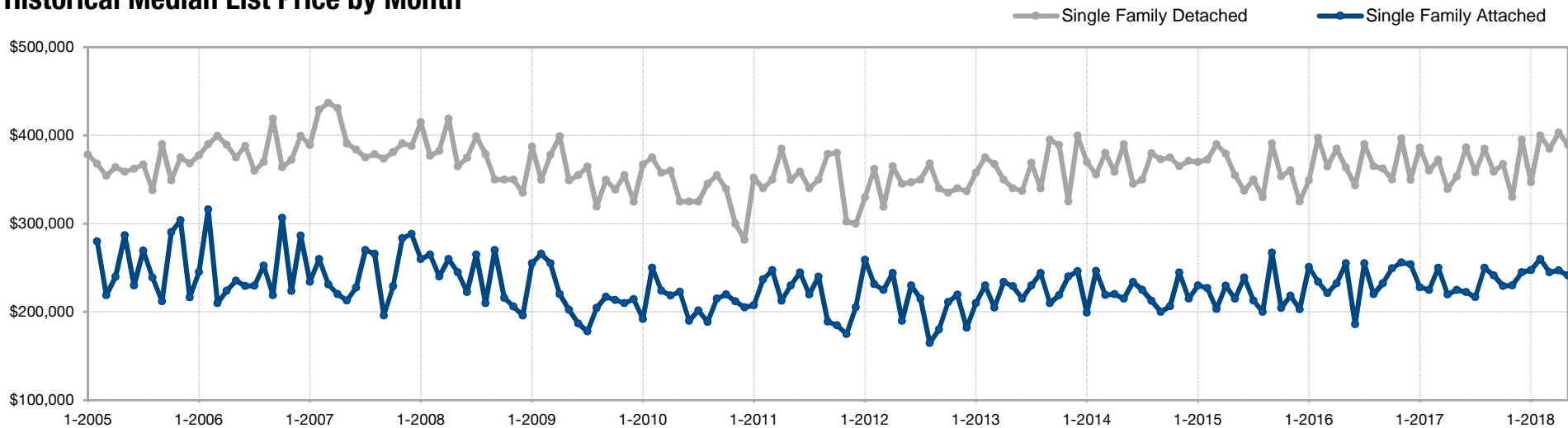
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	\$375,000	+4.2%	\$239,050	+1.1%

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

Historical Median List Price by Month

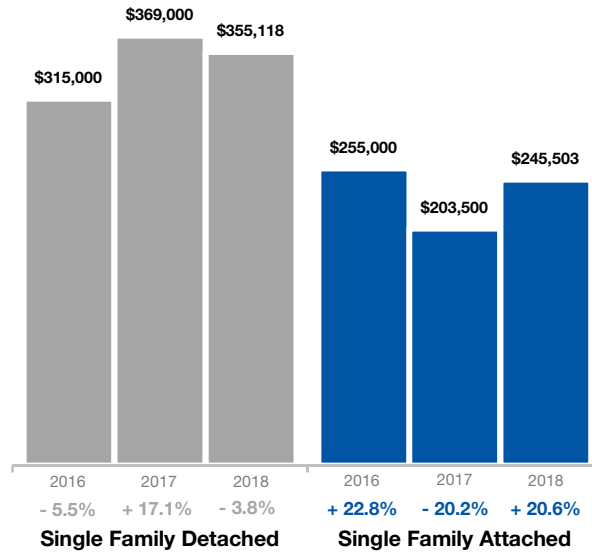


Median Sales Price

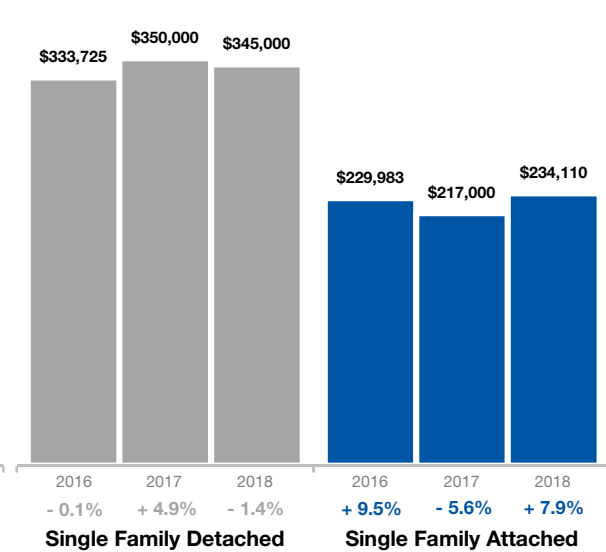
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



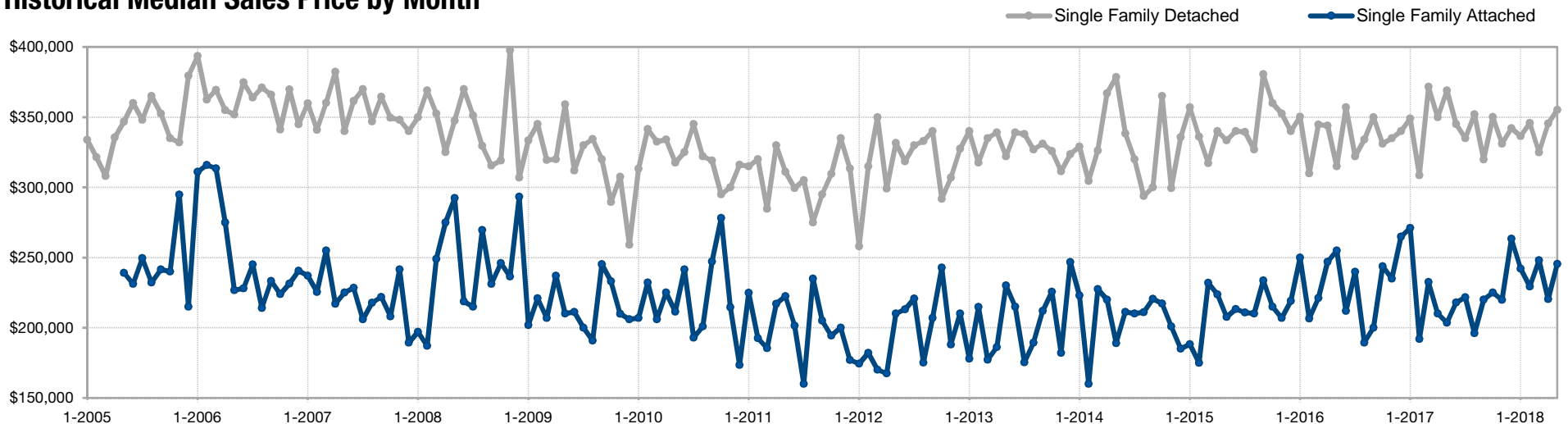
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	\$341,500	-1.0%	\$228,868	+4.0%

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

Historical Median Sales Price by Month

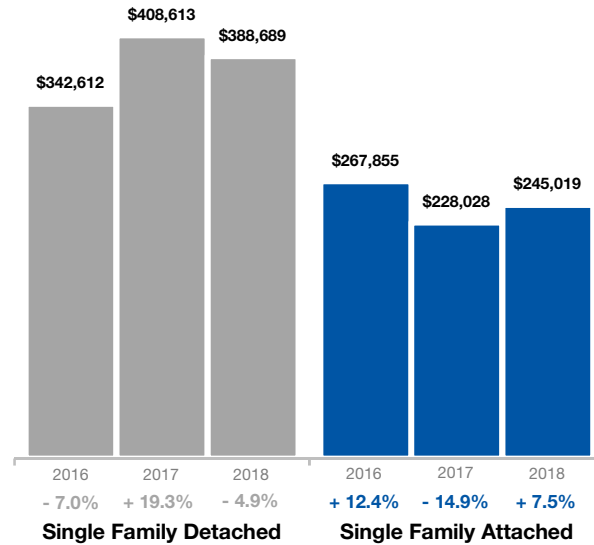


Average Sales Price

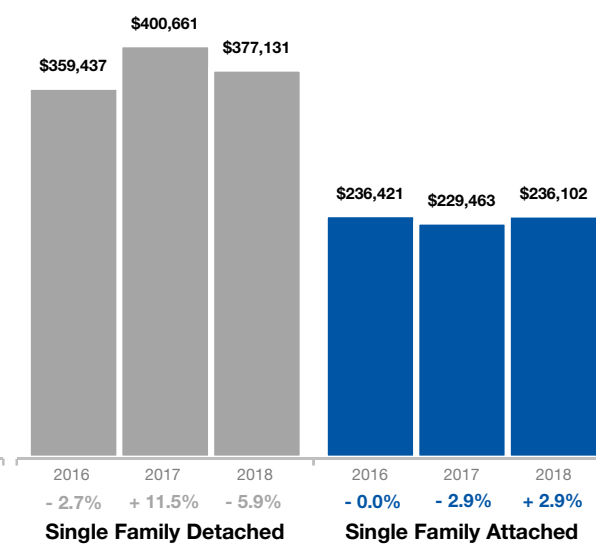
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



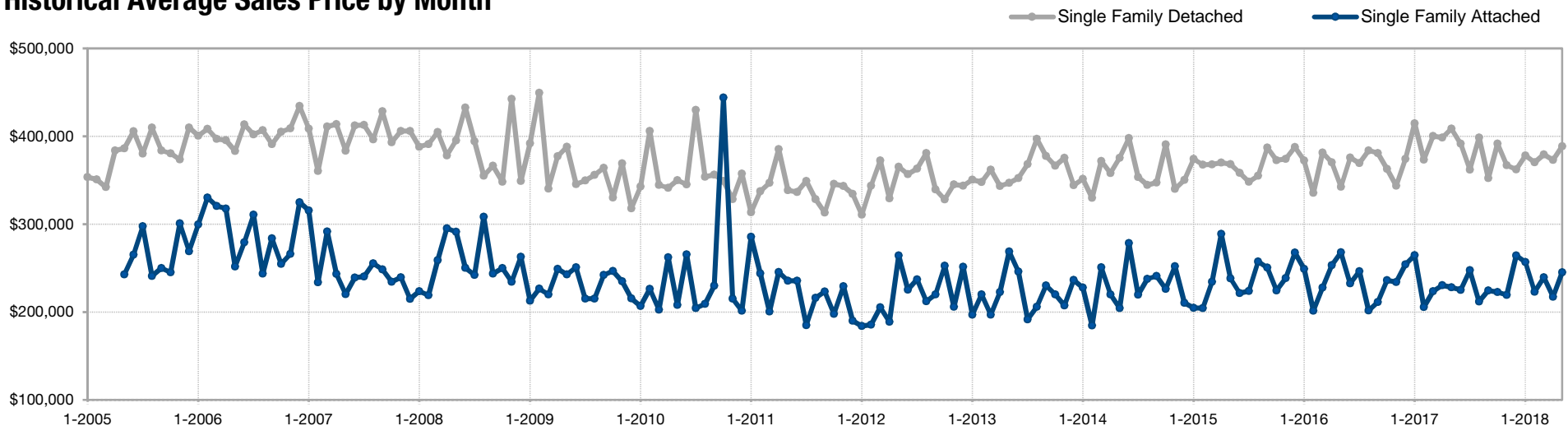
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	\$377,361	-1.5%	\$232,886	+1.3%

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

Historical Average Sales Price by Month

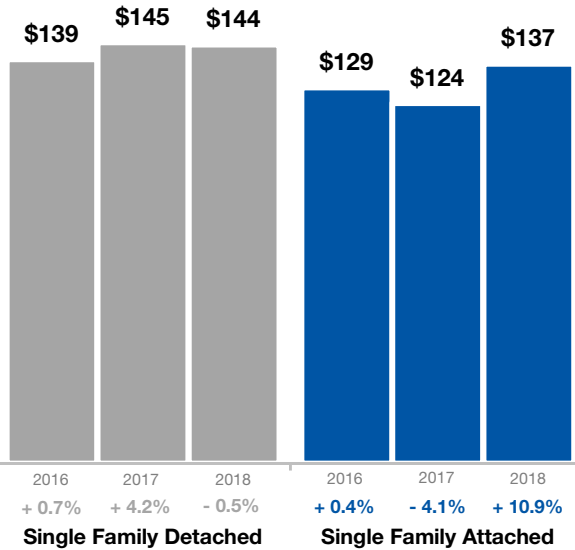


Median Price Per Square Foot

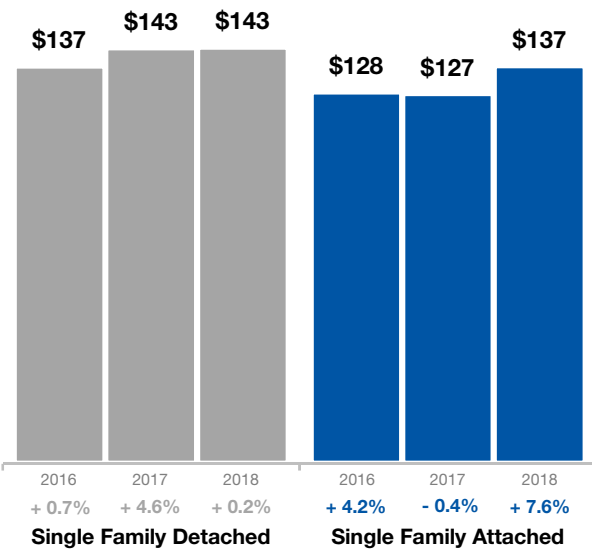
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



May



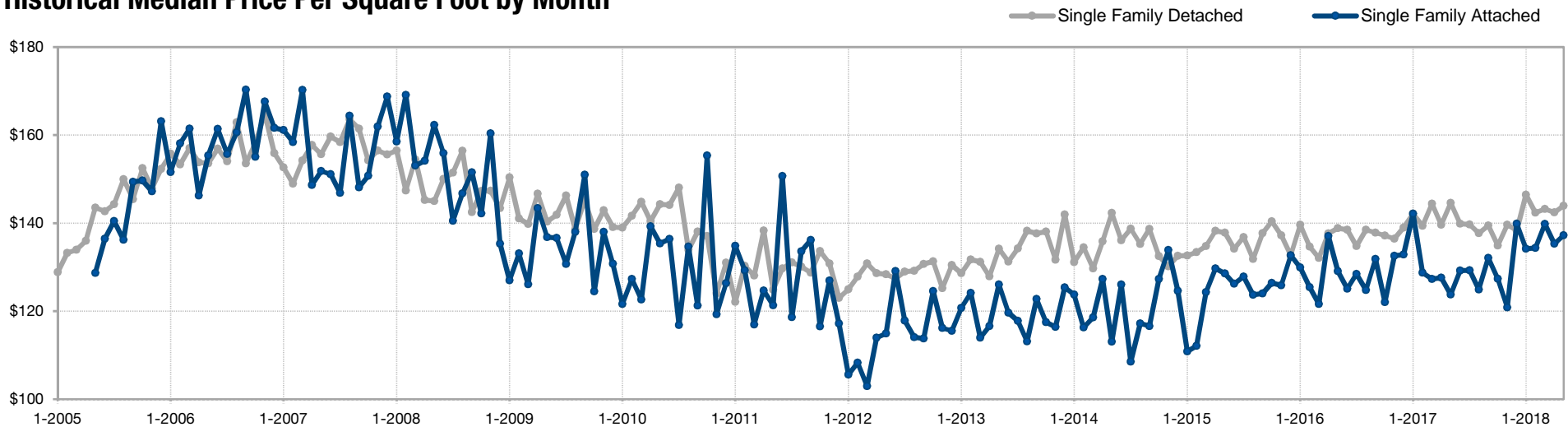
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	\$140	+0.8%	\$132	+3.7%

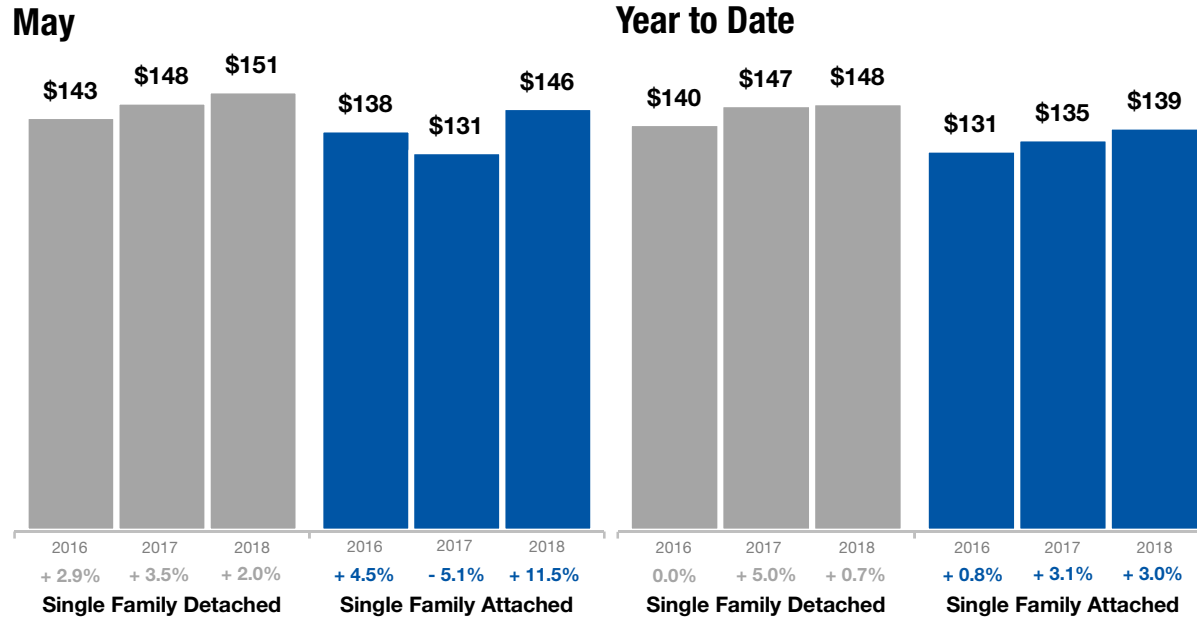
* Median Price Per Sq Ft for all properties from June 2017 through May 2018. This is not the average of the individual figures above.

Historical Median Price Per Square Foot by Month



Average Price Per Square Foot

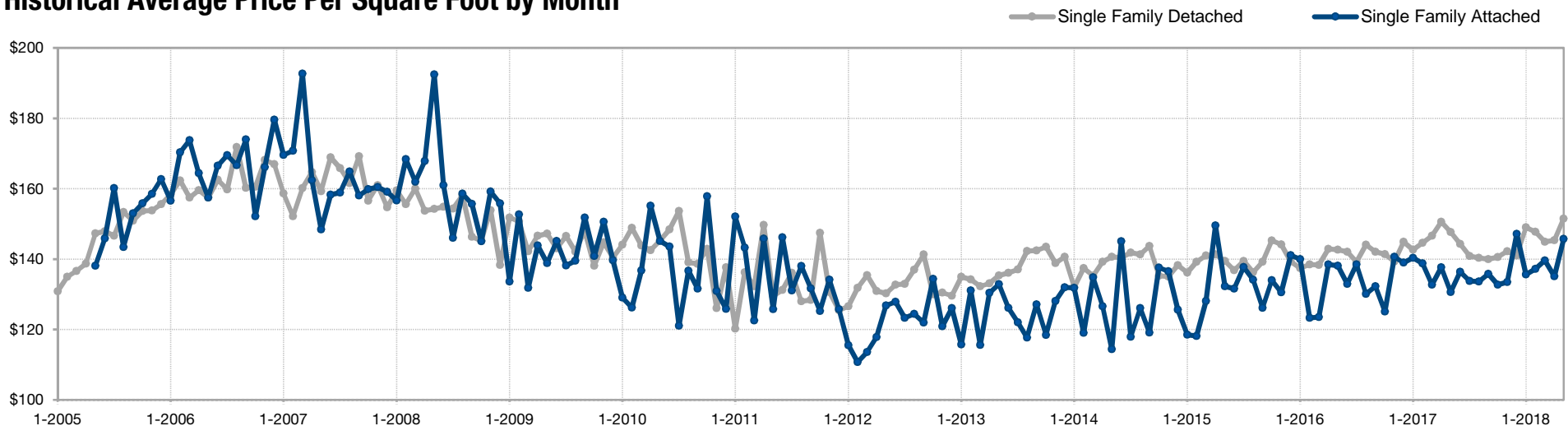
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	\$144	-0.1%	\$137	+2.5%

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

Historical Average Price Per Square Foot by Month

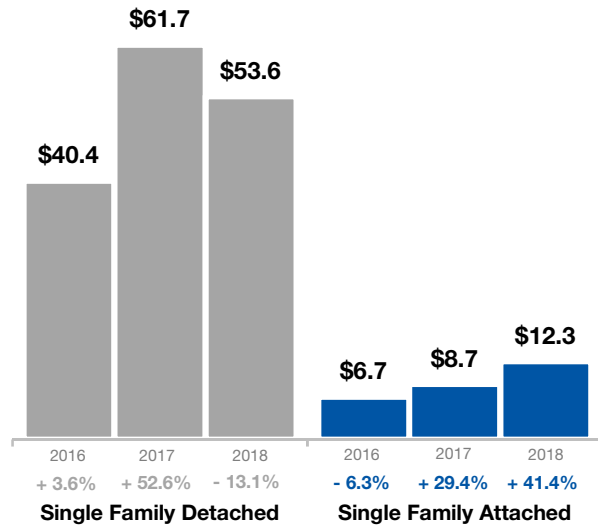


Dollar Volume of Closed Sales (in millions)

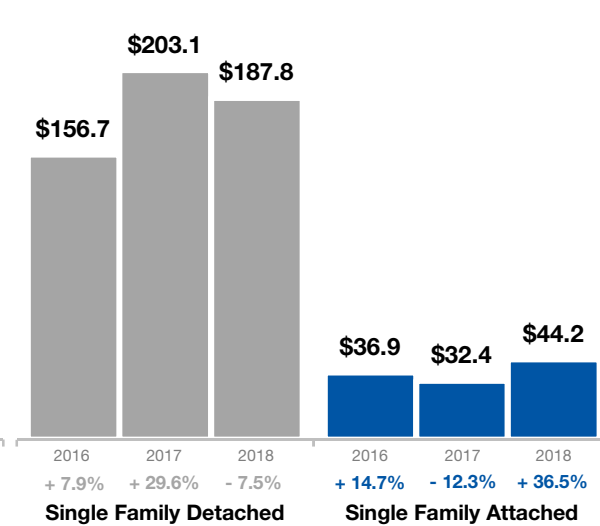
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



May



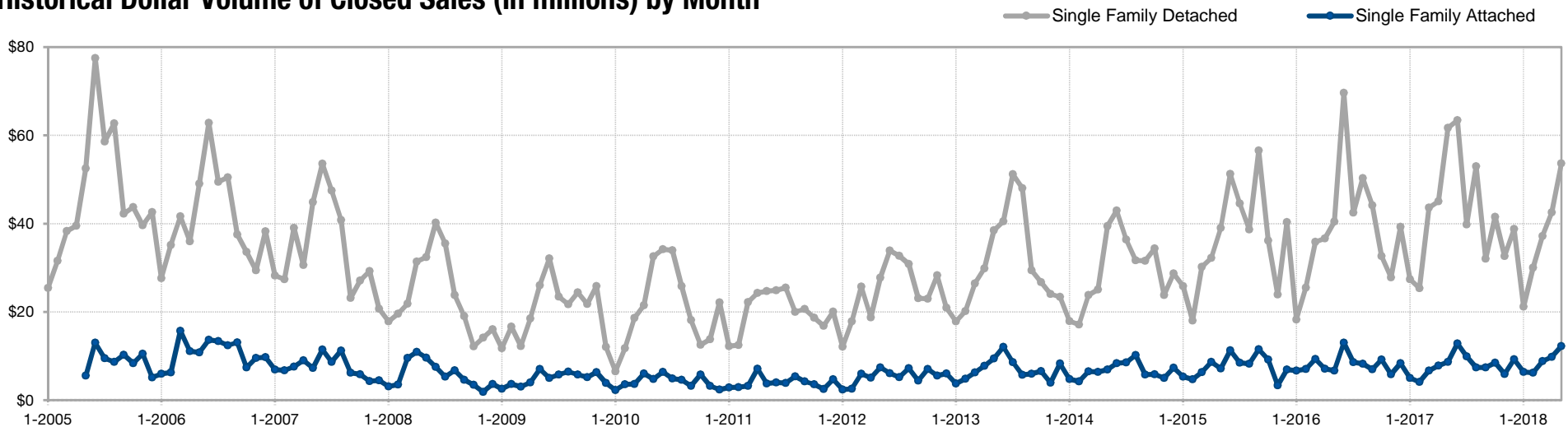
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	\$40.5	-3.7%	\$8.7	+14.3%

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

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



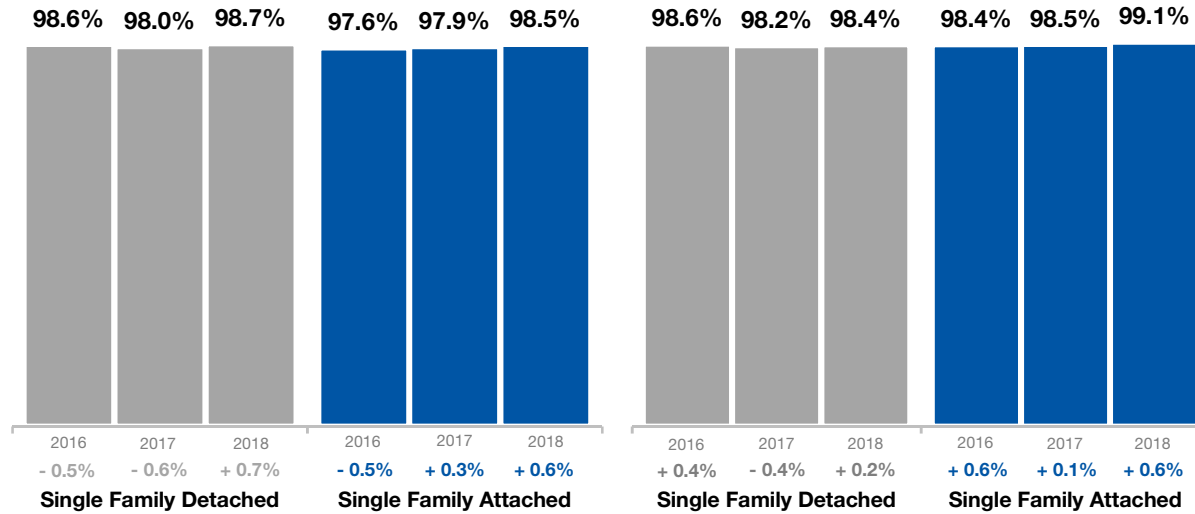
Median Percent of List Price to Sale Price



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.

May

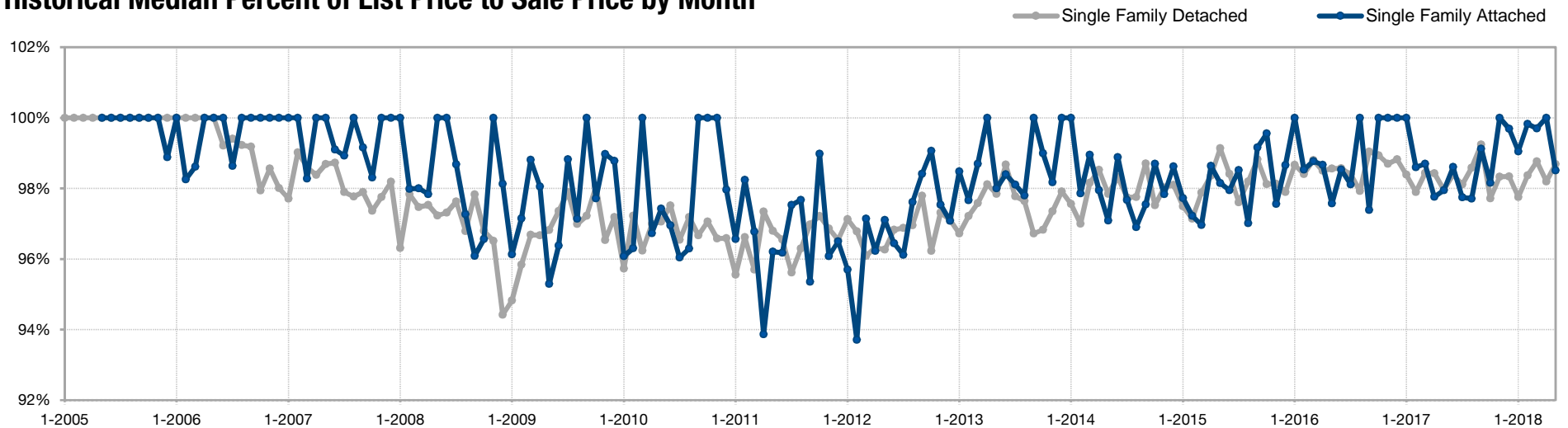
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	98.4%	+0.1%	98.7%	-0.1%

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

Historical Median Percent of List Price to Sale Price by Month

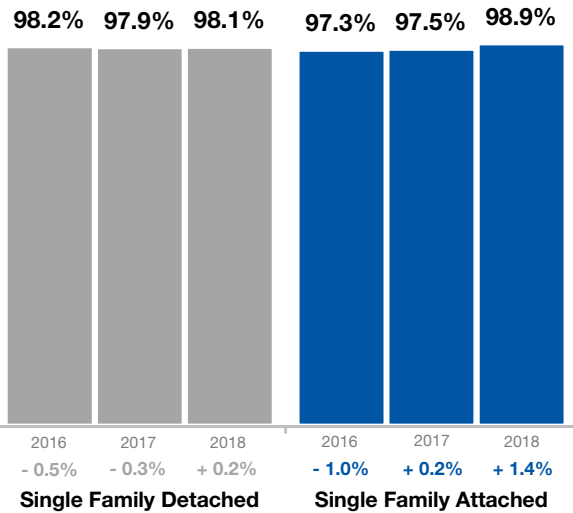


Average Percent of List Price to Sale Price

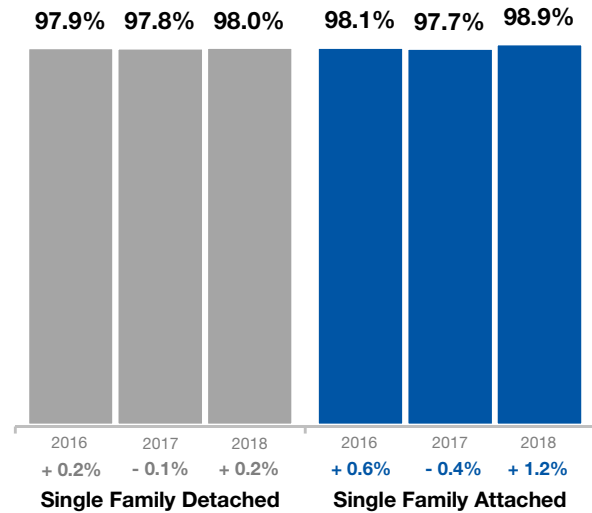
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



May



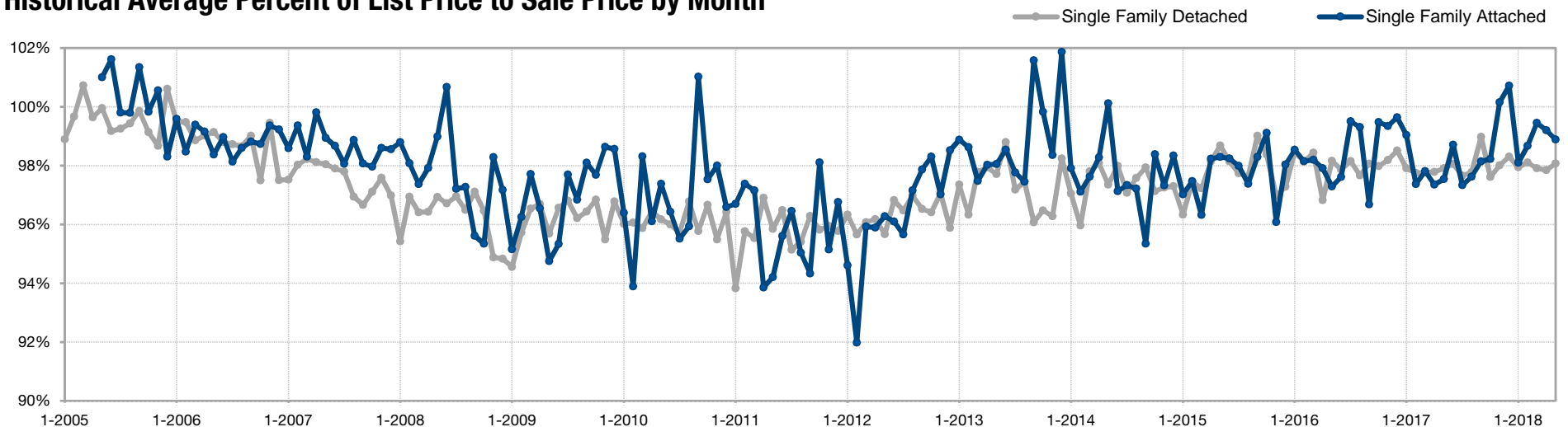
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	98.0%	+0.0%	98.7%	+0.4%

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

Historical Average Percent of List Price to Sale Price by Month

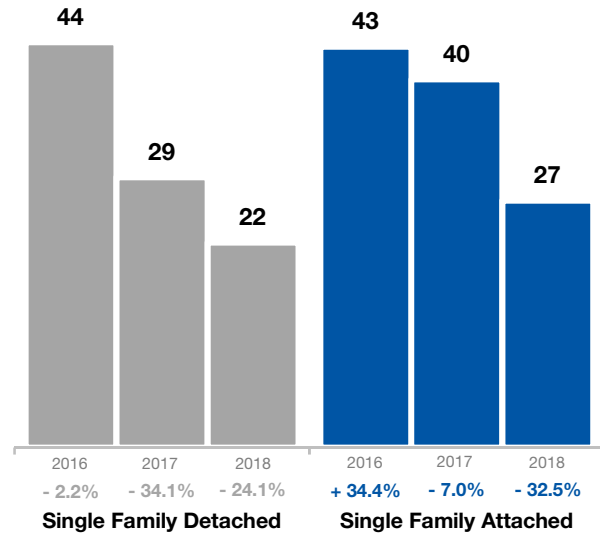


Median Days on Market Until Sale

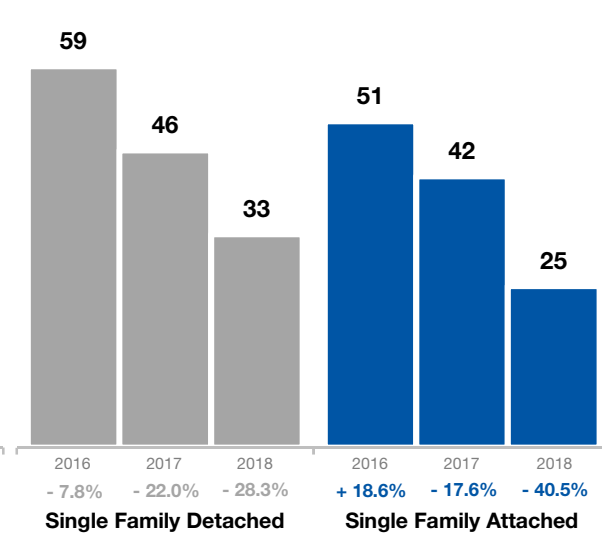
Median number of days between when a property is listed and when an offer is accepted in a given month.



May



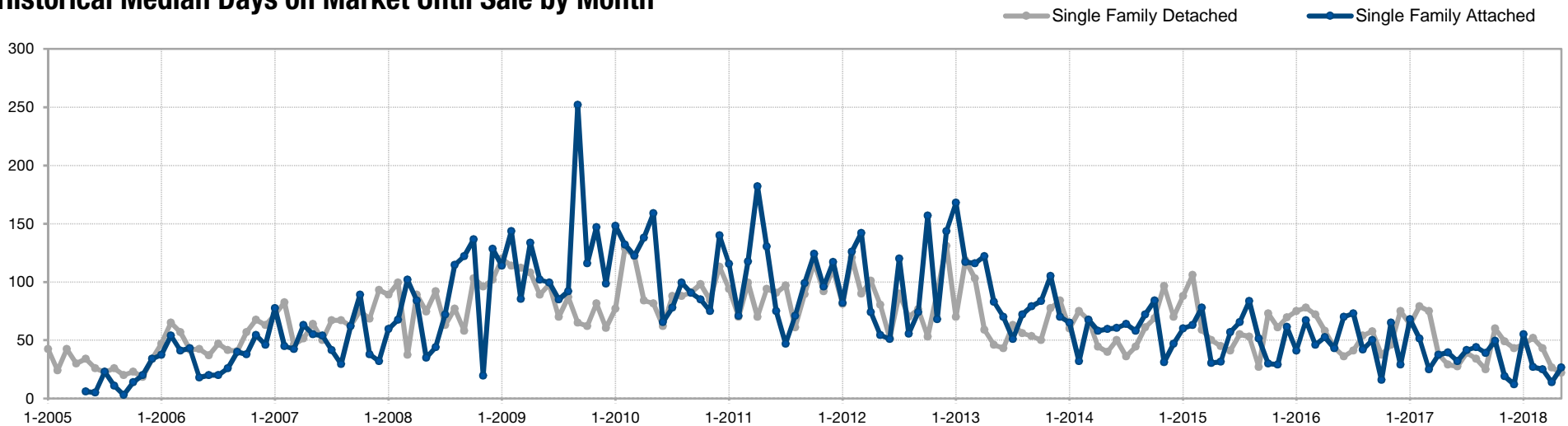
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	38	-19.1%	30	-36.2%

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

Historical Median Days on Market Until Sale by Month



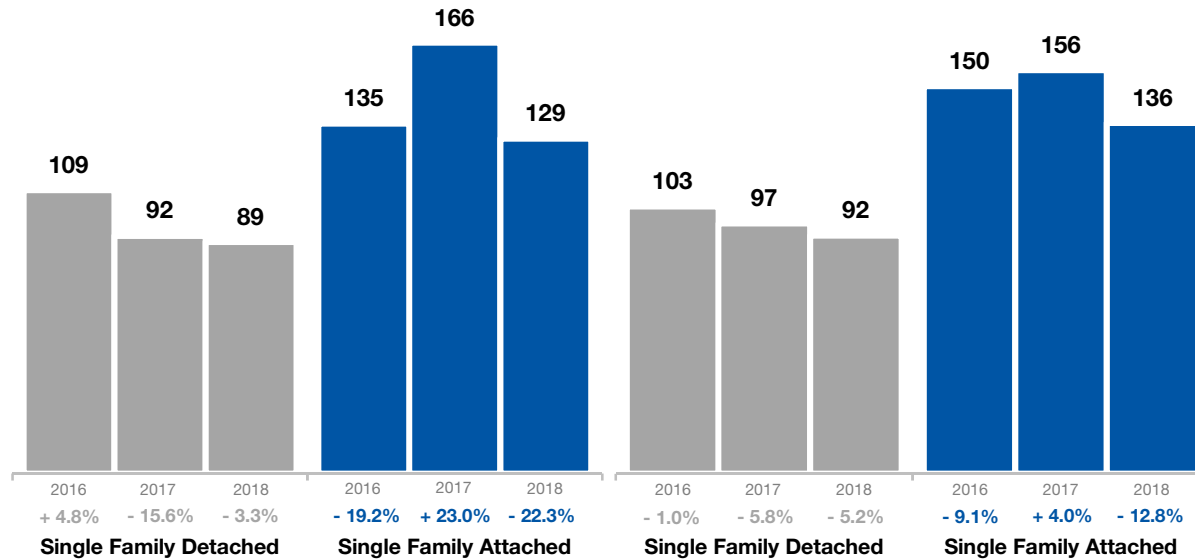
Housing Affordability Index



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.

May

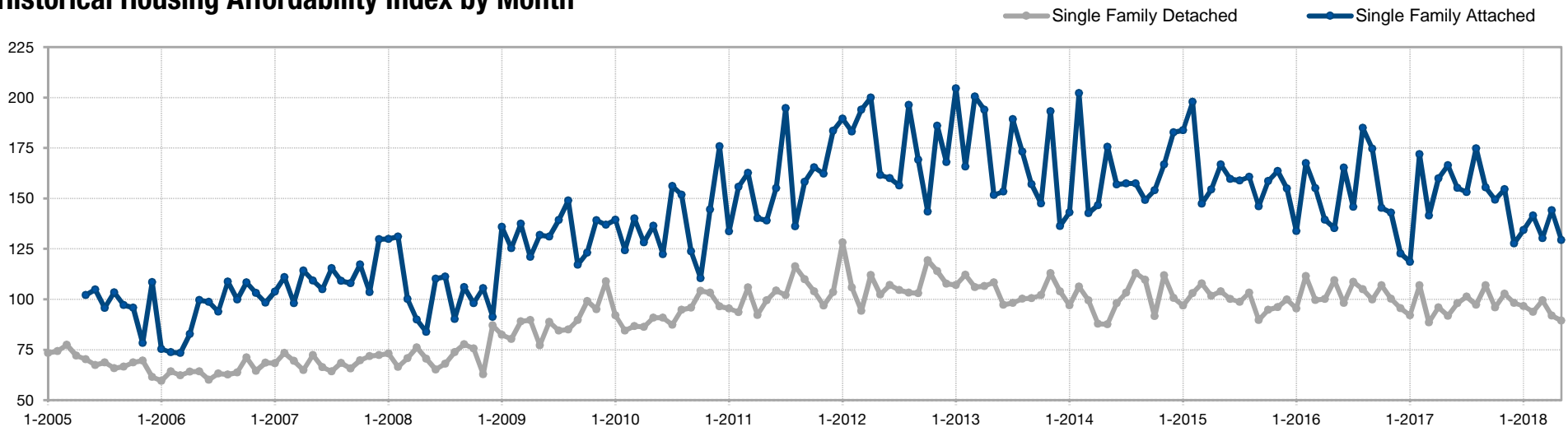
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	98	-10.2%	99	-15.9%

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

Historical Housing Affordability Index by Month

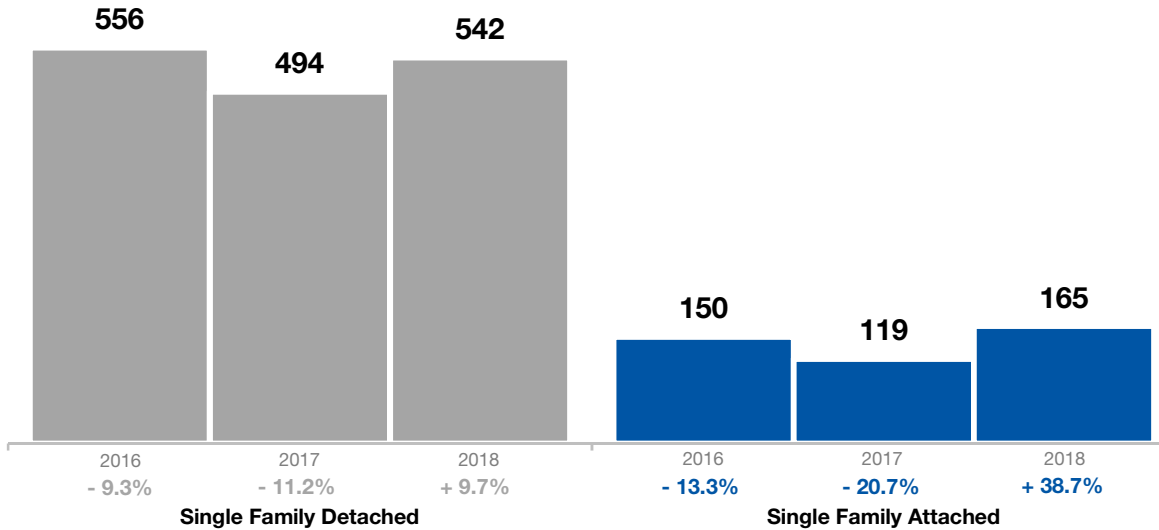


End of Month Inventory

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

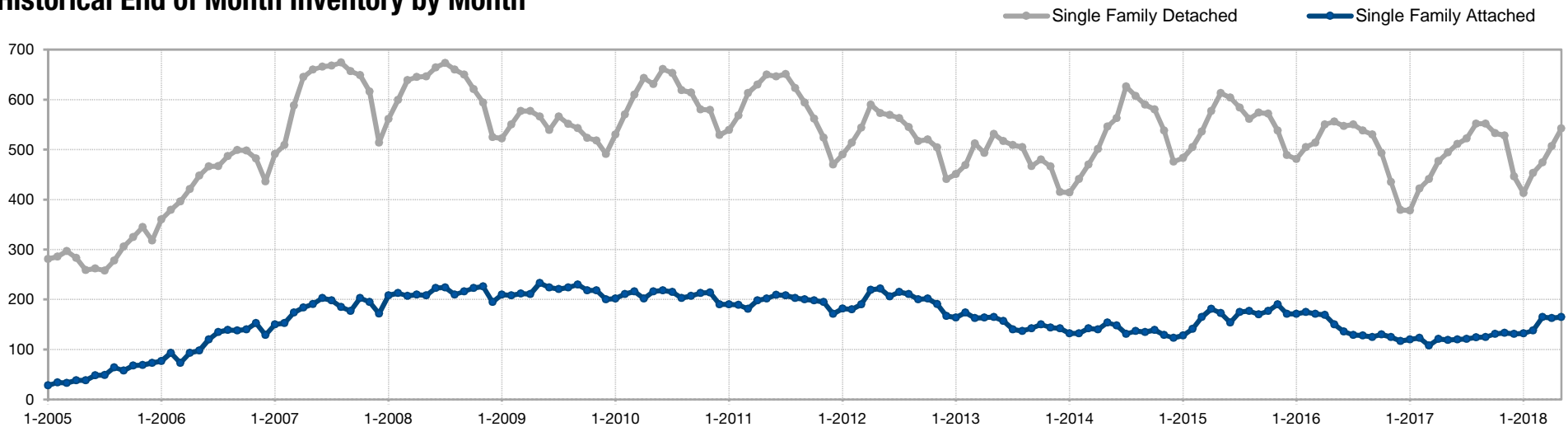


May



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg	444	-5.6%	132	+1.5%

Historical End of Month Inventory by Month

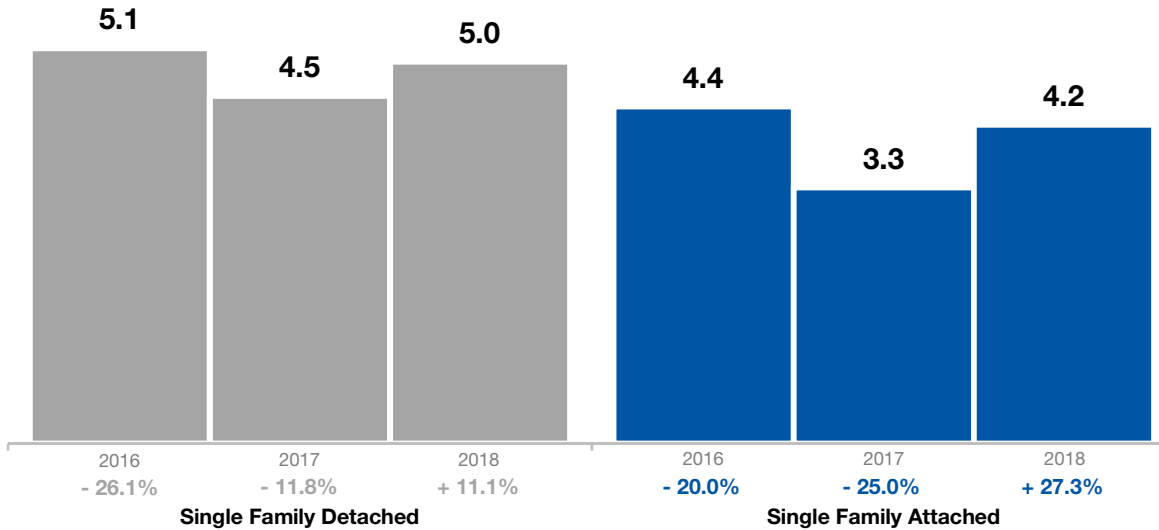


Months Supply of Inventory

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.



May



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	4.0	-9.1%	3.5	-7.6%

* Months Supply for all properties from June 2017 through May 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				5-2017	5-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	5-2015	5-2016	5-2017	5-2018						
New Listings					245	281	+ 14.7%	1,081	1,220	+ 12.9%
Pending Sales					204	183	- 10.3%	850	843	- 0.8%
Closed Sales					190	188	- 1.1%	649	685	+ 5.5%
Median List Price					\$334,950	\$339,990	+ 1.5%	\$334,360	\$339,900	+ 1.7%
Median Sales Price					\$330,500	\$315,000	- 4.7%	\$320,000	\$305,000	- 4.7%
Avg. Sales Price					\$372,614	\$350,479	- 5.9%	\$363,514	\$338,631	- 6.8%
Median Price Per Sq Ft					\$142	\$143	+ 0.7%	\$130	\$130	0.0%
Average Price Per Sq Ft					\$144	\$150	+ 4.2%	\$144	\$145	+ 0.7%
\$ Volume of Closed Sales (in millions)					\$70.8	\$65.9	- 6.9%	\$235.9	\$232.0	- 1.7%
Median Pct of List Price to Sale Price					97.9%	98.6%	+ 0.7%	98.2%	98.6%	+ 0.4%
Avg Pct of List Price to Sale Price					97.8%	98.3%	+ 0.5%	97.8%	98.2%	+ 0.4%
Median Days on Market					31	25	- 19.4%	45	31	- 31.1%
Affordability Index					102	101	- 1.0%	106	104	- 1.9%
End of Month Inventory					613	710	+ 15.8%	--	--	--
Months Supply					4.2	4.8	+ 14.3%	--	--	--

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		
	5-2017	5-2018	+ / -	5-2017	5-2018	+ / -	5-2017	5-2018	+ / -	5-2017	5-2018	+ / -	5-2017	5-2018	+ / -
James City County	181	210	+16.0%	168	151	-10.1%	\$ 344,500	\$ 315,000	-8.6%	481	573	+19.1%	4.1	5.0	+22.0%
City of Williamsburg	22	28	+27.3%	10	14	+40.0%	\$332,750	\$317,475	-4.6%	60	77	+28.3%	4.8	6.3	+31.3%
York County	32	62	+93.8%	18	36	+100.0%	\$254,500	\$308,148	+21.1%	84	99	+17.9%	3.5	3.1	-11.4%
New Kent County	12	17	+41.7%	9	7	-22.2%	\$355,000	\$394,000	+11.0%	46	63	+37.0%	8.0	8.4	+5.0%
Charles City County	0	1	--	0	2	--	\$0	\$124,500	--	6	7	+16.7%	4.9	5.3	+8.2%
Newport News	21	25	+19.0%	20	15	-25.0%	\$204,500	\$175,000	-14.4%	35	63	+80.0%	2.2	4.3	+95.5%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	1	3	+200.0%	0	3	--	\$0	\$265,000	--	13	8	-38.5%	7.2	5.5	-23.6%
Gloucester	17	29	+70.6%	9	15	+66.7%	\$263,900	\$242,000	-8.3%	60	82	+36.7%	7.6	8.6	+13.2%
Richmond	0	1	--	0	0	--	\$0	\$0	--	0	3	--	0.0	3.0	--
23185	99	147	+48.5%	74	80	+8.1%	\$343,750	\$304,148	-11.5%	252	333	+32.1%	4.1	4.9	+19.5%
23188	112	107	-4.5%	101	96	-5.0%	\$311,500	\$319,900	+2.7%	281	316	+12.5%	4.0	4.8	+20.0%
23168	16	27	+68.8%	15	12	-20.0%	\$343,305	\$340,678	-0.8%	56	61	+8.9%	4.4	4.3	-2.3%
23168, 23185 & 23188	227	281	+23.8%	190	188	-1.1%	\$330,500	\$315,000	-4.7%	589	710	+20.5%	4.1	4.8	+17.1%