

Monthly Indicators



May 2017

Home prices across the U.S. are reaching all-time highs, prompting worry over another boom-and-bust scenario like we experienced roughly ten years ago. Yet, as we glance across the state of residential real estate, what is clear compared to the last extended run of price increases is that lending standards are now much stronger than they were before. Incomes must be verified, a reasonable amount of money must be paid toward the home prior to purchase and a more stringent loan approval process is in place to prevent a repeat performance of the Great Recession.

When comparing 2017 to 2016 statistics, New Listings were up 24.9 percent for single family detached homes and 77.1 percent for single family attached properties. Pending Sales increased 28.1 percent for single family detached homes and 18.8 percent for single family attached properties.

The Median Sales Price was up 17.8 percent to \$371,000 for single family detached homes but decreased 21.2 percent to \$201,000 for single family attached properties. Months Supply of Inventory increased 3.8 percent for single family detached units but was down 22.7 percent for single family attached units.

In addition to a stronger base upon which to conduct real estate transactions, the overall economy is in better shape than it was a decade ago. More jobs are available, unemployment is relatively low and workers have more faith in their wages and the potential for wage increases. Although we continue to battle an inventory shortage in much of the country, optimism remains high for a successful summer for buying and selling homes.

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

+ 17.8%	- 21.2%	+ 6.5%
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				5-2016	5-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	5-2014	5-2015	5-2016	5-2017						
New Listings					173	216	+ 24.9%	840	957	+ 13.9%
Pending Sales					121	155	+ 28.1%	582	645	+ 10.8%
Closed Sales					118	148	+ 25.4%	436	503	+ 15.4%
Median List Price					\$359,000	\$378,988	+ 5.6%	\$369,000	\$369,875	+ 0.2%
Median Sales Price					\$315,000	\$371,000	+ 17.8%	\$333,725	\$350,155	+ 4.9%
Avg. Sales Price					\$342,612	\$410,862	+ 19.9%	\$359,437	\$401,760	+ 11.8%
Median Price Per Sq Ft					\$139	\$145	+ 4.2%	\$137	\$143	+ 4.7%
Average Price Per Sq Ft					\$143	\$148	+ 3.5%	\$140	\$147	+ 5.0%
\$ Volume of Closed Sales (in millions)					\$40.4	\$60.8	+ 50.4%	\$156.7	\$202.1	+ 29.0%
Median Pct of List Price to Sale Price					98.6%	97.9%	- 0.7%	98.6%	98.1%	- 0.5%
Avg Pct of List Price to Sale Price					98.2%	97.9%	- 0.3%	97.9%	97.8%	- 0.1%
Median Days on Market					44	28	- 36.4%	59	46	- 22.0%
Affordability Index					109	91	- 16.5%	103	97	- 5.8%
End of Month Inventory					562	591	+ 5.2%	--	--	--
Months Supply					5.2	5.4	+ 3.8%	--	--	--

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				5-2016	5-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	5-2014	5-2015	5-2016	5-2017						
New Listings					35	62	+ 77.1%	224	260	+ 16.1%
Pending Sales					48	57	+ 18.8%	196	221	+ 12.8%
Closed Sales					25	37	+ 48.0%	156	139	- 10.9%
Median List Price					\$255,000	\$232,495	- 8.8%	\$240,995	\$235,650	- 2.2%
Median Sales Price					\$255,000	\$201,000	- 21.2%	\$229,983	\$217,000	- 5.6%
Avg. Sales Price					\$267,855	\$228,319	- 14.8%	\$236,421	\$229,620	- 2.9%
Median Price Per Sq Ft					\$129	\$124	- 3.9%	\$128	\$128	- 0.3%
Average Price Per Sq Ft					\$138	\$131	- 5.1%	\$131	\$136	+ 3.8%
\$ Volume of Closed Sales (in millions)					\$6.7	\$8.4	+ 26.2%	\$36.9	\$31.9	- 13.5%
Median Pct of List Price to Sale Price					97.6%	97.9%	+ 0.3%	98.4%	98.5%	+ 0.1%
Avg Pct of List Price to Sale Price					97.3%	97.5%	+ 0.2%	98.1%	97.7%	- 0.4%
Median Days on Market					43	39	- 9.3%	51	41	- 19.6%
Affordability Index					135	168	+ 24.4%	150	156	+ 4.0%
End of Month Inventory					151	123	- 18.5%	--	--	--
Months Supply					4.4	3.4	- 22.7%	--	--	--

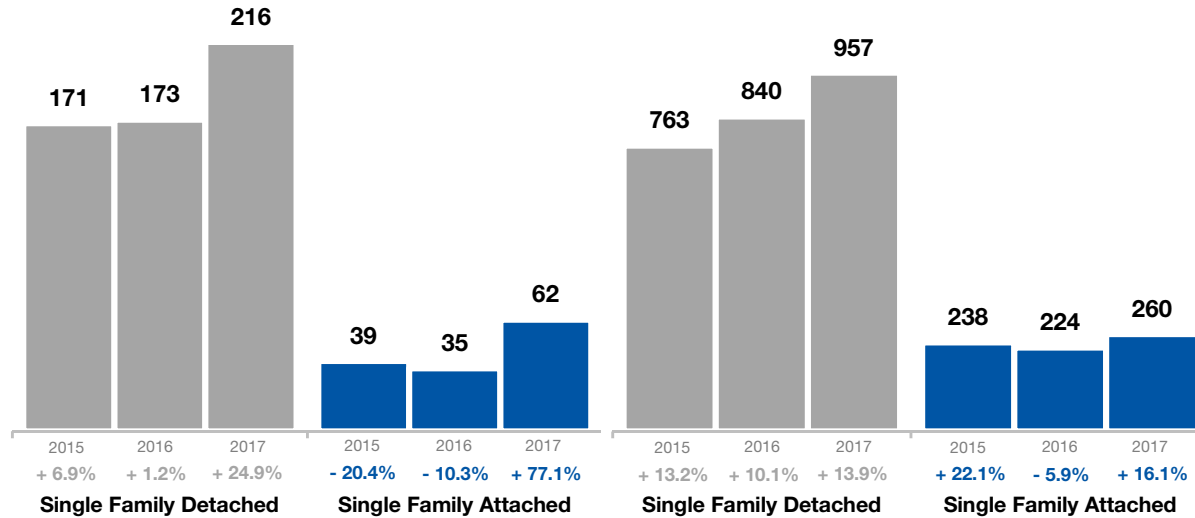
New Listings

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



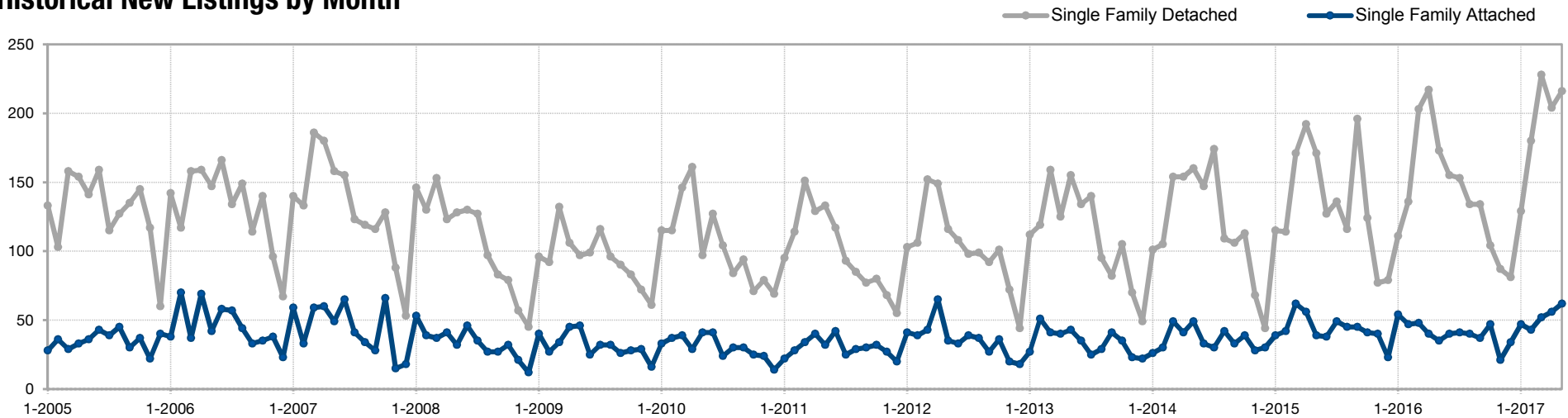
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Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	155	+22.0%	40	+5.3%
Jul-2016	153	+12.5%	41	-16.3%
Aug-2016	134	+15.5%	40	-11.1%
Sep-2016	134	-31.6%	37	-17.8%
Oct-2016	104	-16.1%	47	+14.6%
Nov-2016	87	+13.0%	21	-47.5%
Dec-2016	81	+2.5%	34	+47.8%
Jan-2017	129	+16.2%	47	-13.0%
Feb-2017	180	+32.4%	43	-8.5%
Mar-2017	228	+12.3%	52	+8.3%
Apr-2017	204	-6.0%	56	+40.0%
May-2017	216	+24.9%	62	+77.1%
12-Month Avg	150	+6.5%	43	+3.0%

Historical New Listings by Month

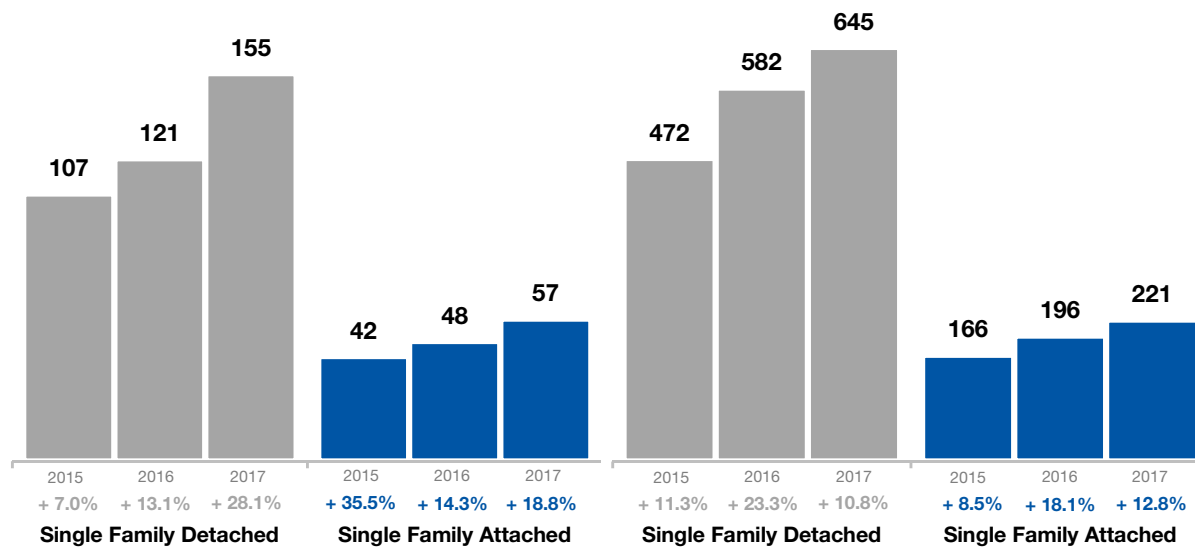


Pending Sales

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

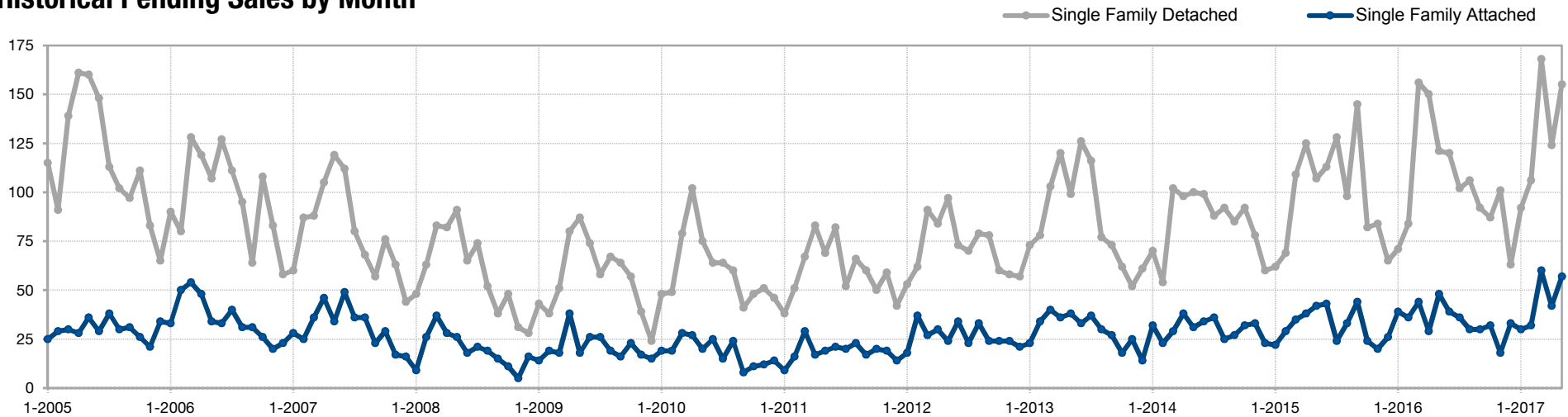


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Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	120	+6.2%	39	-9.3%
Jul-2016	102	-20.3%	36	+50.0%
Aug-2016	106	+8.2%	30	-9.1%
Sep-2016	92	-36.6%	30	-31.8%
Oct-2016	87	+6.1%	32	+33.3%
Nov-2016	101	+20.2%	18	-10.0%
Dec-2016	63	-3.1%	33	+26.9%
Jan-2017	92	+29.6%	30	-23.1%
Feb-2017	106	+26.2%	32	-11.1%
Mar-2017	168	+7.7%	60	+36.4%
Apr-2017	124	-17.3%	42	+44.8%
May-2017	155	+28.1%	57	+18.8%
12-Month Avg	110	+1.5%	37	+7.1%

Historical Pending Sales by Month

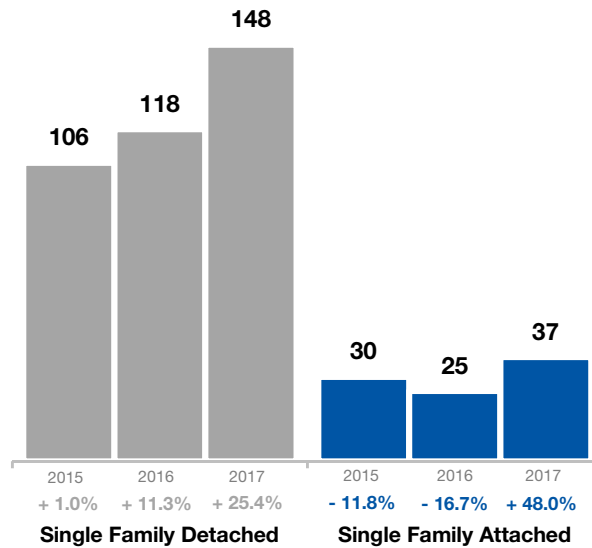


Closed Sales

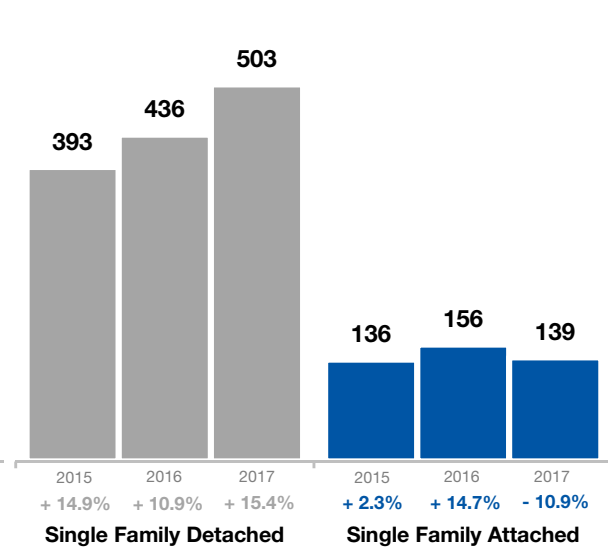
A count of the actual sales that closed in a given month.



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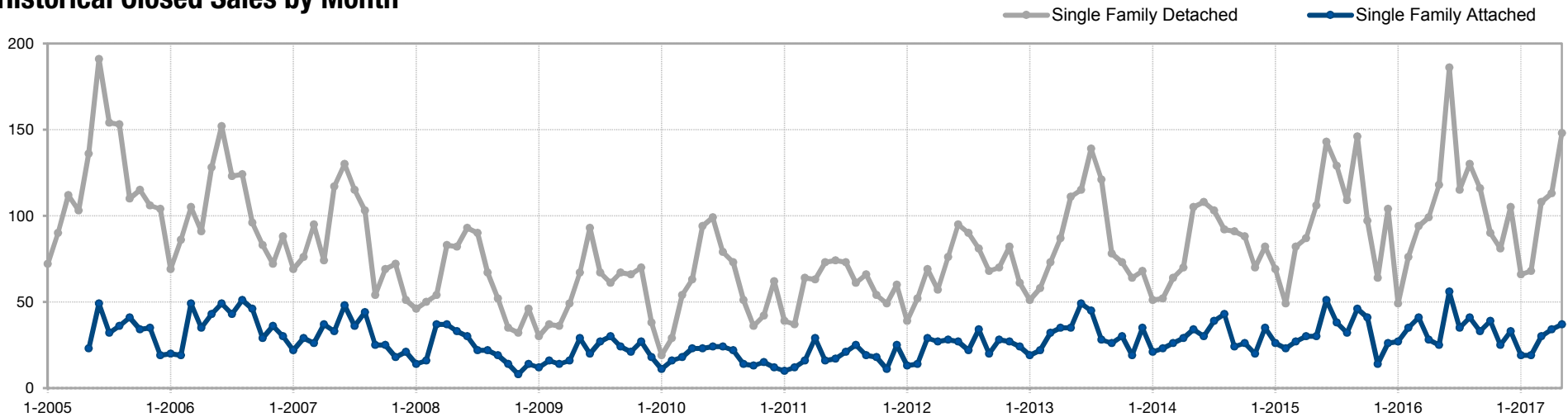


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	186	+30.1%	56	+9.8%
Jul-2016	115	-10.9%	35	-7.9%
Aug-2016	130	+19.3%	41	+28.1%
Sep-2016	116	-20.5%	33	-28.3%
Oct-2016	90	-7.2%	39	-4.9%
Nov-2016	81	+26.6%	25	+78.6%
Dec-2016	105	+1.0%	33	+26.9%
Jan-2017	66	+34.7%	19	-29.6%
Feb-2017	68	-10.5%	19	-45.7%
Mar-2017	108	+14.9%	30	-26.8%
Apr-2017	113	+14.1%	34	+21.4%
May-2017	148	+25.4%	37	+48.0%
12-Month Avg	111	+8.0%	33	-0.7%

Historical Closed Sales by Month

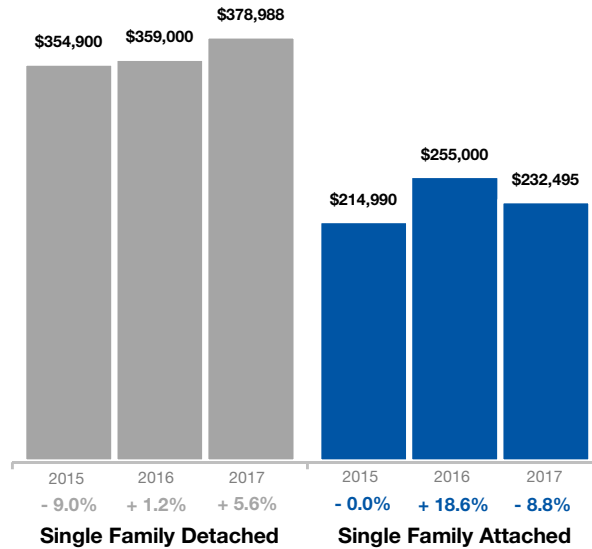


Median List Price

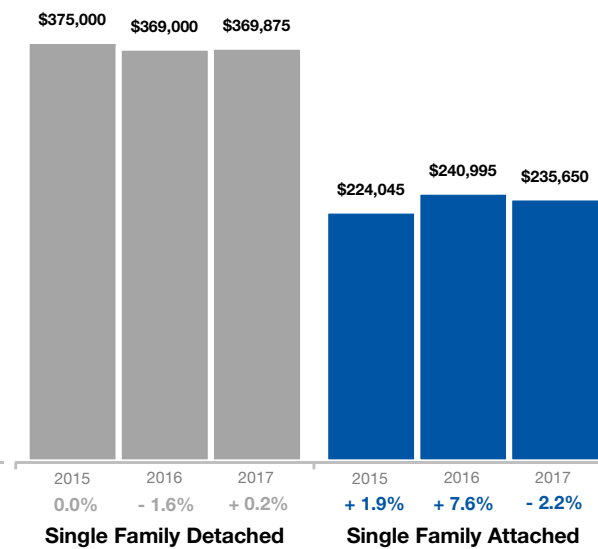
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



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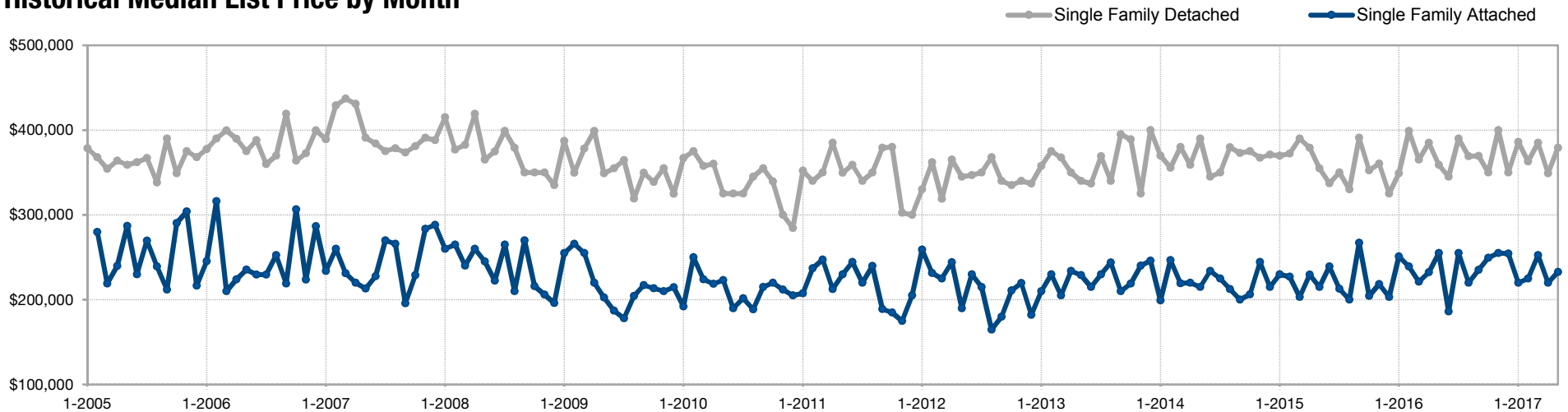
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	\$345,000	+2.3%	\$186,000	-22.2%
Jul-2016	\$390,000	+11.4%	\$255,000	+19.8%
Aug-2016	\$369,000	+11.9%	\$219,950	+10.0%
Sep-2016	\$369,495	-5.4%	\$234,945	-12.0%
Oct-2016	\$350,000	-0.7%	\$249,500	+22.0%
Nov-2016	\$399,900	+10.9%	\$255,000	+16.8%
Dec-2016	\$350,000	+7.7%	\$254,450	+25.3%
Jan-2017	\$385,950	+10.6%	\$220,000	-12.3%
Feb-2017	\$363,015	-9.0%	\$225,000	-5.9%
Mar-2017	\$385,000	+5.5%	\$252,459	+14.1%
Apr-2017	\$349,000	-9.4%	\$219,950	-5.4%
May-2017	\$378,988	+5.6%	\$232,495	-8.8%
12-Month Avg*	\$369,000	+1.4%	\$239,000	+4.5%

* Median List Price for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

Historical Median List Price by Month

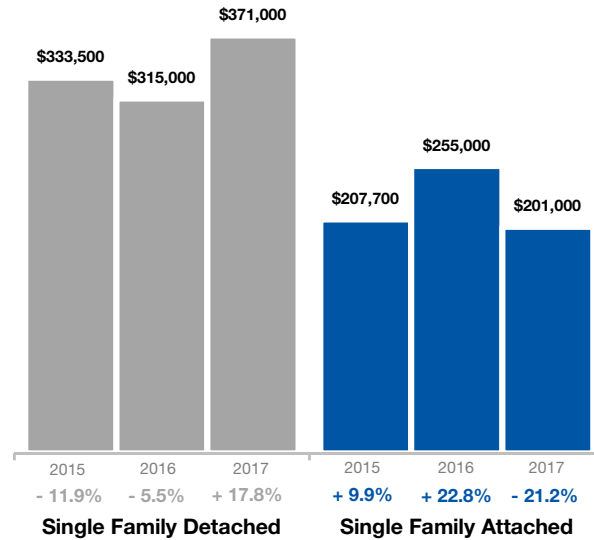


Median Sales Price

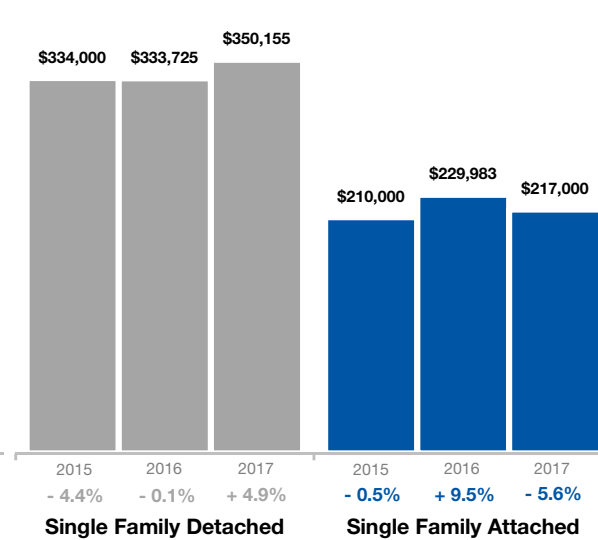
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



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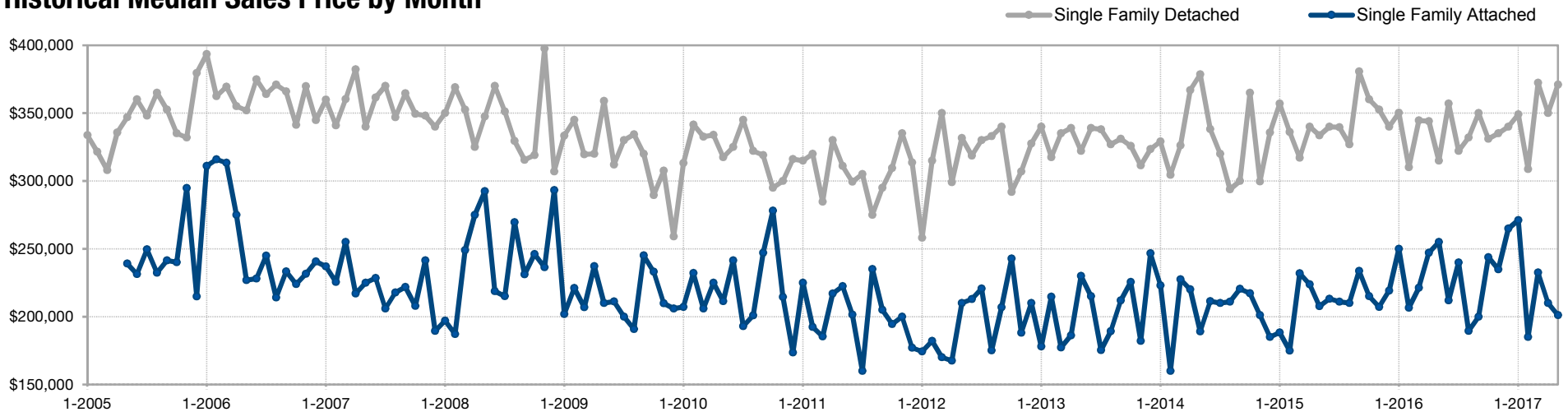
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	\$356,990	+5.0%	\$211,950	-0.6%
Jul-2016	\$322,000	-5.2%	\$239,900	+13.8%
Aug-2016	\$332,000	+1.5%	\$189,400	-9.8%
Sep-2016	\$349,950	-8.0%	\$200,000	-14.4%
Oct-2016	\$331,000	-8.1%	\$243,782	+13.4%
Nov-2016	\$335,000	-5.0%	\$234,900	+13.5%
Dec-2016	\$340,000	0.0%	\$264,900	+20.9%
Jan-2017	\$349,007	-0.4%	\$271,000	+8.4%
Feb-2017	\$308,694	-0.4%	\$185,000	-10.4%
Mar-2017	\$372,265	+8.0%	\$232,458	+5.1%
Apr-2017	\$350,000	+1.7%	\$210,000	-15.0%
May-2017	\$371,000	+17.8%	\$201,000	-21.2%
12-Month Avg*	\$345,000	+1.5%	\$220,000	-2.0%

* Median Sales Price for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

Historical Median Sales Price by Month

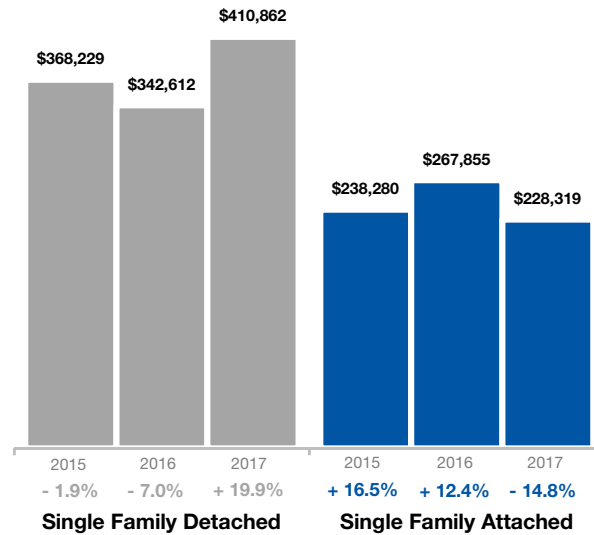


Average Sales Price

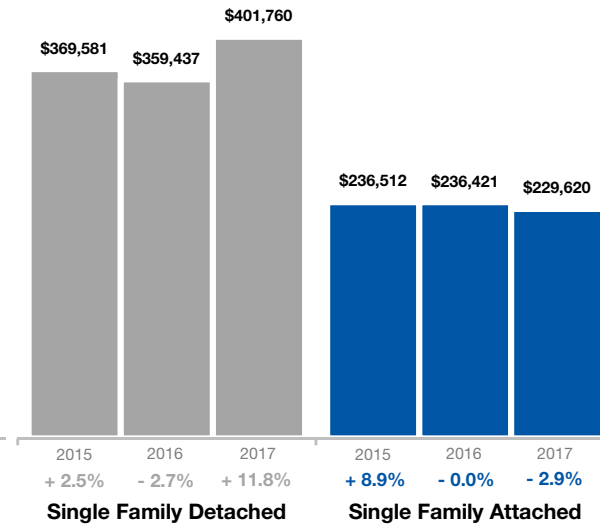
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



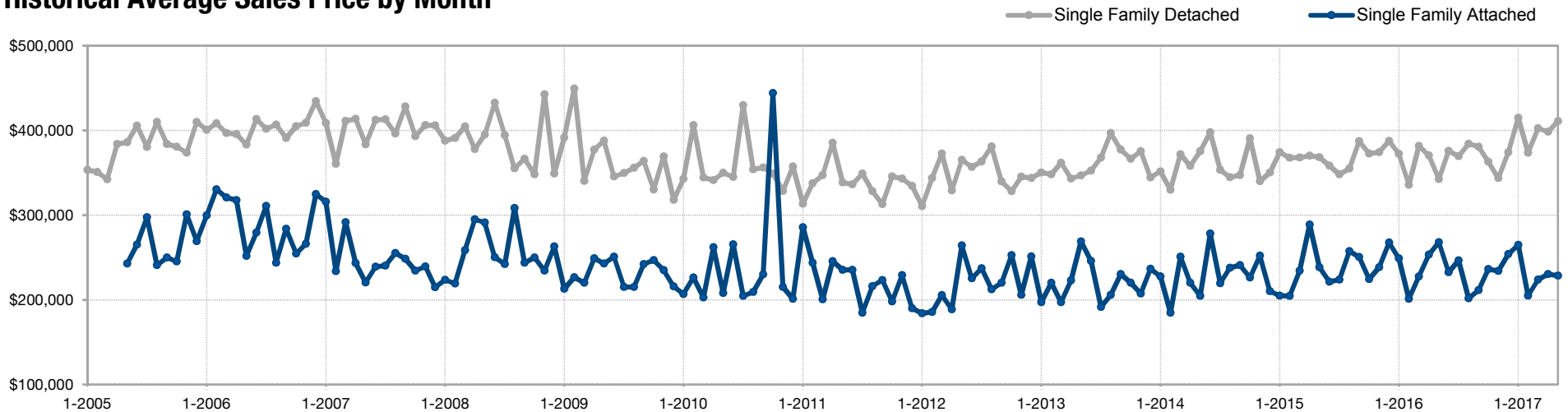
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	\$375,840	+4.8%	\$232,557	+5.0%
Jul-2016	\$369,432	+6.1%	\$246,365	+10.0%
Aug-2016	\$384,183	+8.2%	\$201,668	-21.6%
Sep-2016	\$380,706	-1.7%	\$211,229	-15.7%
Oct-2016	\$362,938	-2.6%	\$236,120	+5.2%
Nov-2016	\$343,600	-8.2%	\$234,142	-1.8%
Dec-2016	\$374,076	-3.5%	\$254,013	-5.1%
Jan-2017	\$414,778	+11.4%	\$264,733	+6.3%
Feb-2017	\$373,431	+11.3%	\$204,938	+1.8%
Mar-2017	\$402,538	+5.5%	\$223,694	-1.7%
Apr-2017	\$398,538	+7.6%	\$230,436	-9.0%
May-2017	\$410,862	+19.9%	\$228,319	-14.8%
12-Month Avg*	\$383,381	+5.0%	\$230,042	-3.1%

* Avg. Sales Price for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

Historical Average Sales Price by Month

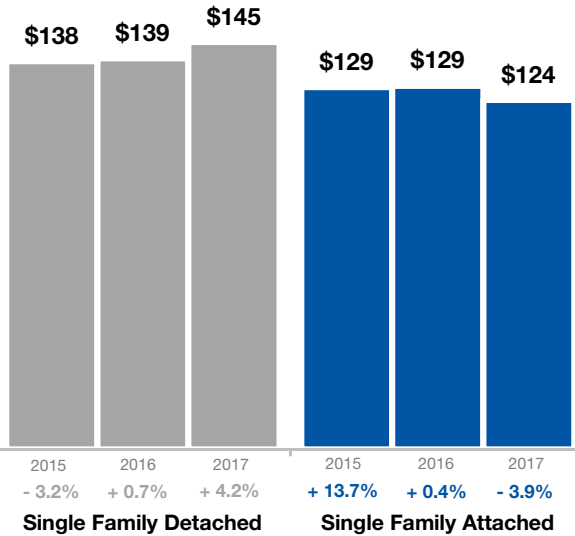


Median Price Per Square Foot

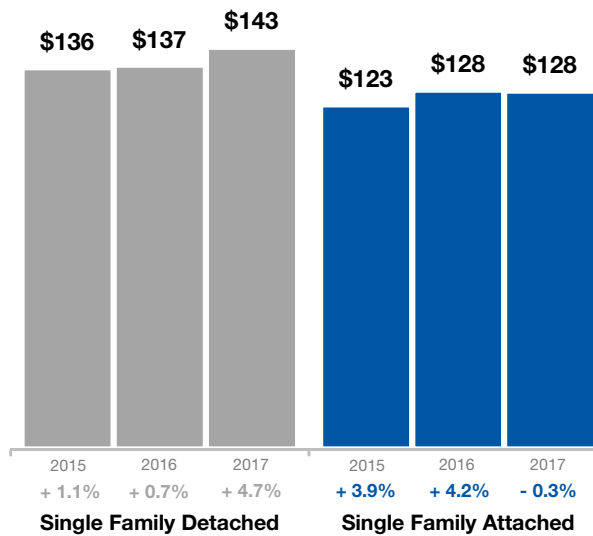
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



May



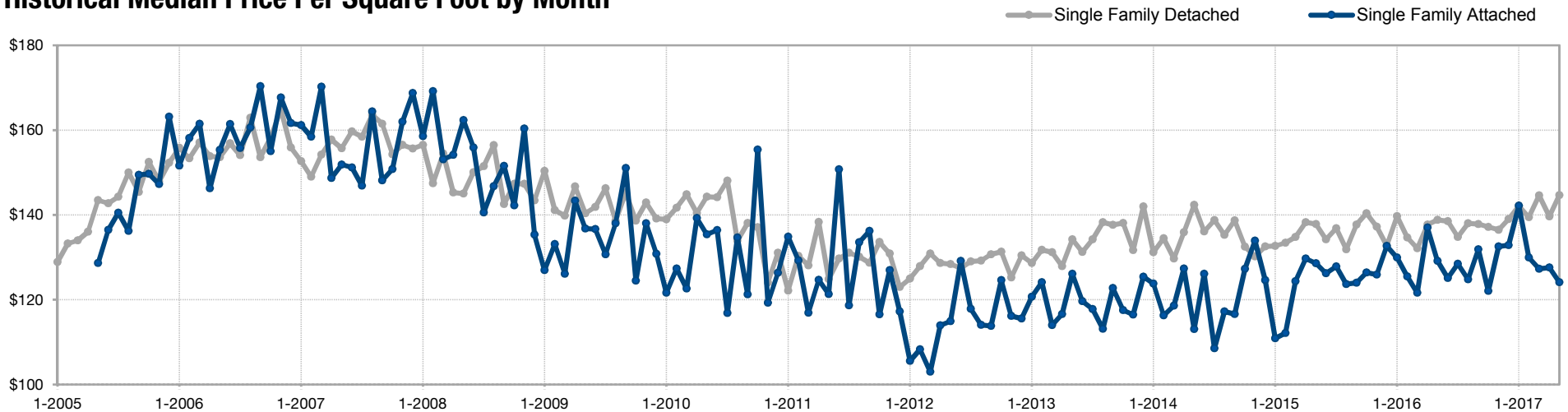
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	\$138	+3.2%	\$125	-0.9%
Jul-2016	\$135	-1.5%	\$128	+0.5%
Aug-2016	\$138	+4.7%	\$125	+0.9%
Sep-2016	\$138	+0.1%	\$132	+6.3%
Oct-2016	\$137	-2.3%	\$122	-3.4%
Nov-2016	\$136	-0.5%	\$133	+5.3%
Dec-2016	\$139	+4.7%	\$133	+0.1%
Jan-2017	\$142	+1.8%	\$142	+9.4%
Feb-2017	\$139	+3.5%	\$130	+3.6%
Mar-2017	\$145	+9.5%	\$127	+4.6%
Apr-2017	\$140	+1.4%	\$128	-6.9%
May-2017	\$145	+4.2%	\$124	-3.9%
12-Month Avg*	\$139	+2.5%	\$127	+0.5%

* Median Price Per Sq Ft for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

Historical Median Price Per Square Foot by Month

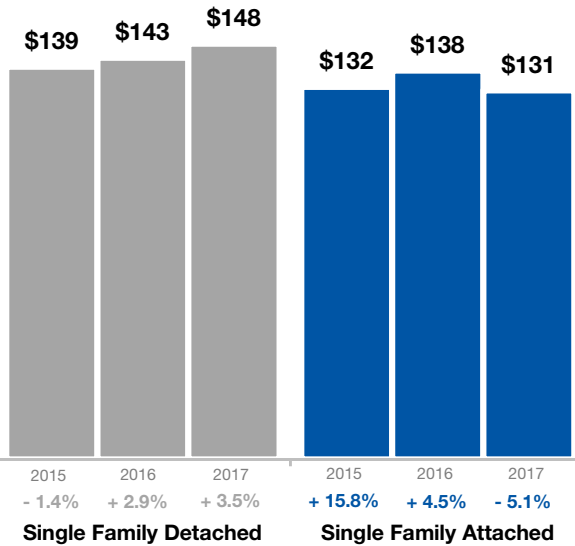


Average Price Per Square Foot

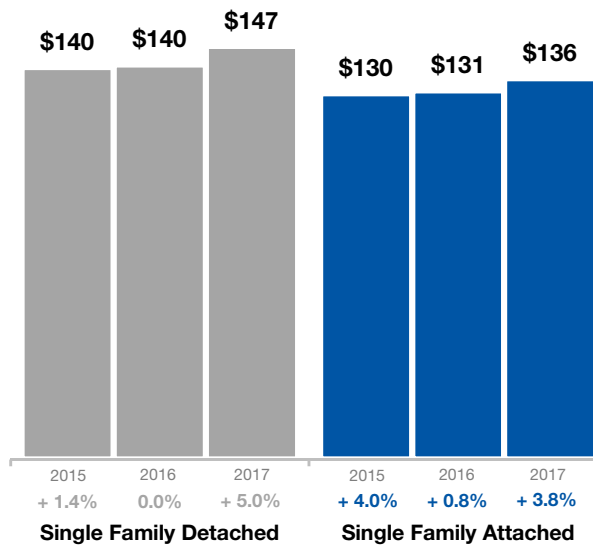
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



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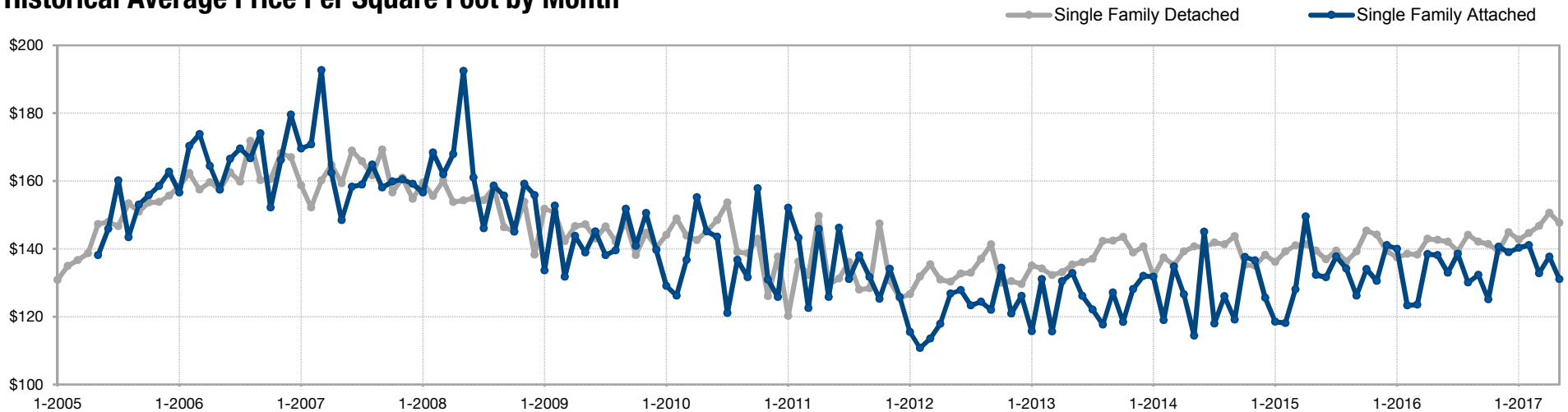
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	\$142	+3.6%	\$133	+0.8%
Jul-2016	\$139	0.0%	\$138	0.0%
Aug-2016	\$144	+5.9%	\$130	-3.0%
Sep-2016	\$142	+2.2%	\$132	+4.8%
Oct-2016	\$141	-2.8%	\$125	-6.7%
Nov-2016	\$139	-3.5%	\$141	+7.6%
Dec-2016	\$145	+4.3%	\$139	-1.4%
Jan-2017	\$143	+4.4%	\$140	0.0%
Feb-2017	\$145	+5.1%	\$141	+14.6%
Mar-2017	\$147	+6.5%	\$133	+7.3%
Apr-2017	\$151	+5.6%	\$138	0.0%
May-2017	\$148	+3.5%	\$131	-5.1%
12-Month Avg*	\$144	+2.9%	\$134	+1.3%

* Average Price Per Sq Ft for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

Historical Average Price Per Square Foot by Month

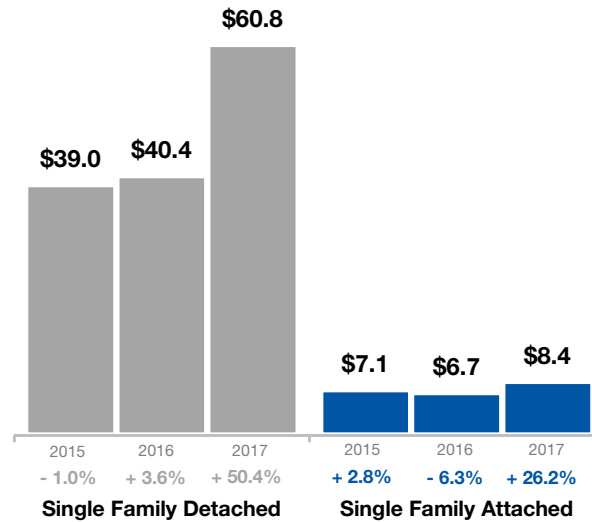


Dollar Volume of Closed Sales (in millions)

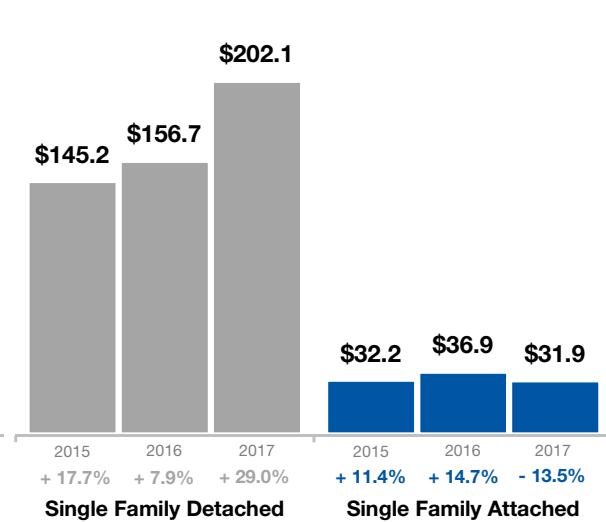
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



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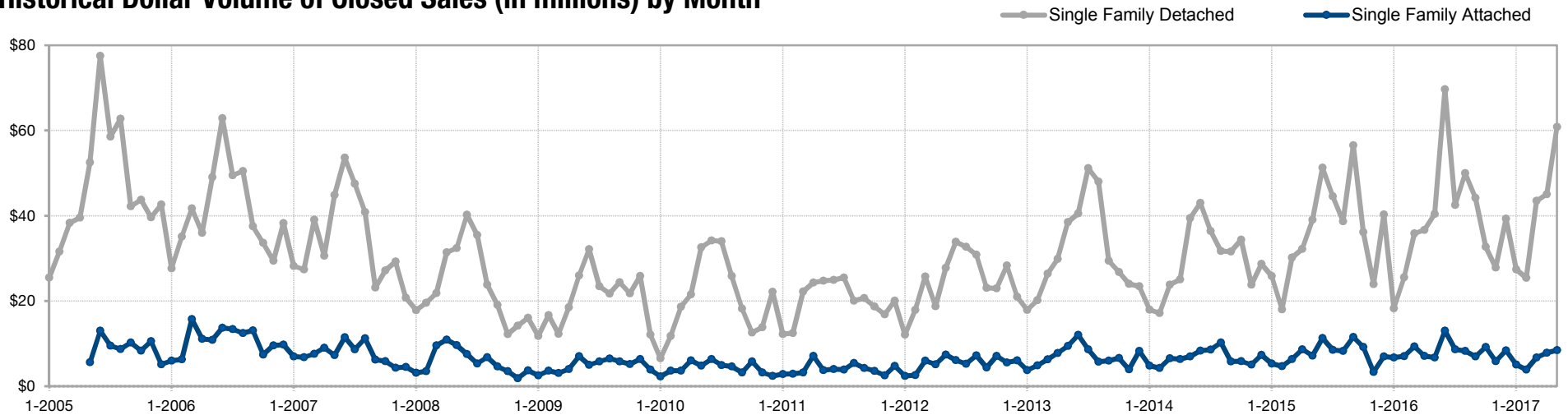
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	\$69.6	+35.8%	\$13.0	+15.3%
Jul-2016	\$42.5	-4.6%	\$8.6	+1.3%
Aug-2016	\$49.9	+29.1%	\$8.3	+0.4%
Sep-2016	\$44.2	-21.9%	\$7.0	-39.5%
Oct-2016	\$32.7	-9.7%	\$9.2	+0.1%
Nov-2016	\$27.8	+16.2%	\$5.9	+75.3%
Dec-2016	\$39.3	-2.6%	\$8.4	+20.4%
Jan-2017	\$27.4	+50.0%	\$5.0	-25.2%
Feb-2017	\$25.4	-0.4%	\$3.9	-44.7%
Mar-2017	\$43.5	+21.2%	\$6.7	-28.1%
Apr-2017	\$45.0	+22.8%	\$7.8	+10.5%
May-2017	\$60.8	+50.4%	\$8.4	+26.2%
12-Month Avg*	\$42.3	+13.4%	\$7.7	-3.9%

* \$ Volume of Closed Sales (in millions) for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

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



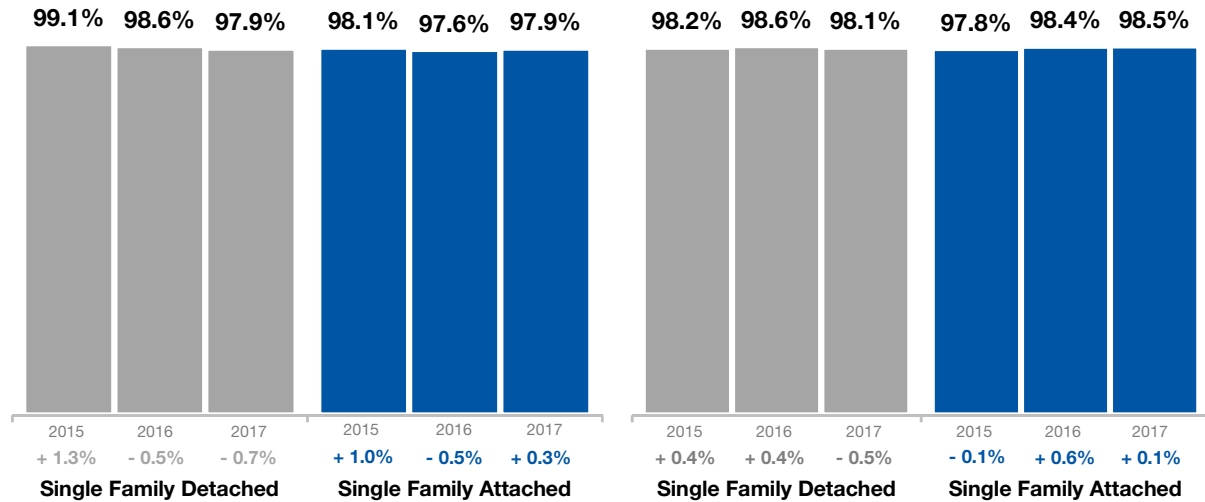
Median Percent of List Price to Sale Price

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.



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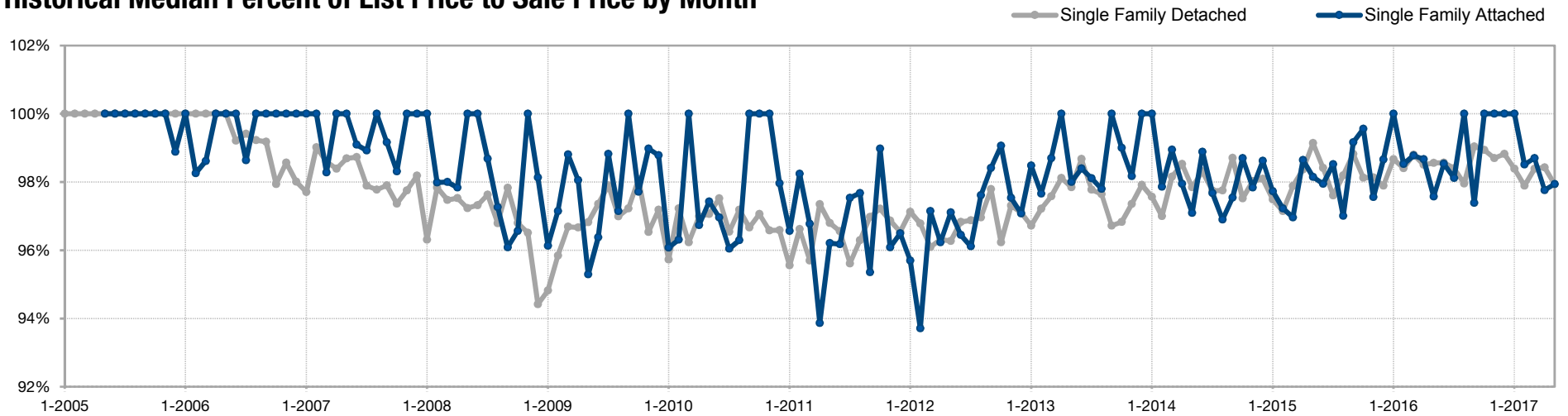
Year to Date



Month	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	98.6%	+0.2%	98.5%	+0.6%
Jul-2016	98.4%	+0.8%	98.1%	-0.4%
Aug-2016	98.0%	-0.2%	100.0%	+3.1%
Sep-2016	99.0%	+0.2%	97.4%	-1.8%
Oct-2016	98.9%	+0.8%	100.0%	+0.4%
Nov-2016	98.7%	+0.6%	100.0%	+2.5%
Dec-2016	98.8%	+0.9%	100.0%	+1.3%
Jan-2017	98.4%	-0.3%	100.0%	0.0%
Feb-2017	97.9%	-0.5%	98.5%	0.0%
Mar-2017	98.4%	-0.4%	98.7%	-0.1%
Apr-2017	98.4%	-0.1%	97.8%	-0.9%
May-2017	97.9%	-0.7%	97.9%	+0.3%
12-Month Avg*	98.3%	-0.1%	98.7%	+0.4%

* Median Pct of List Price to Sale Price for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

Historical Median Percent of List Price to Sale Price by Month



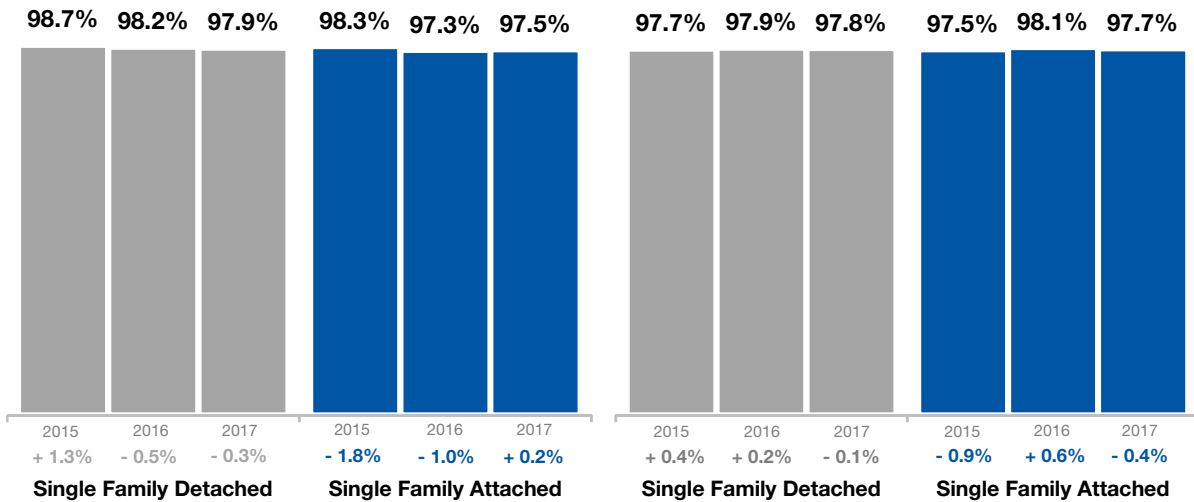
Average Percent of List Price to Sale Price

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

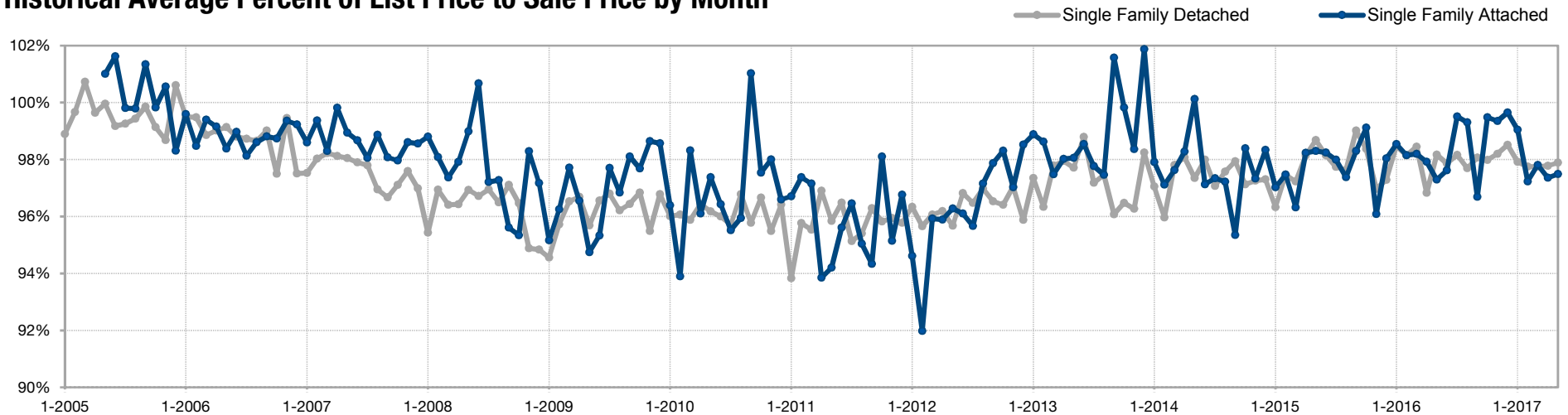
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	97.9%	-0.2%	97.6%	-0.6%
Jul-2016	98.2%	+0.5%	99.5%	+1.5%
Aug-2016	97.7%	+0.1%	99.3%	+2.0%
Sep-2016	98.1%	-0.9%	96.7%	-1.6%
Oct-2016	98.0%	-0.4%	99.5%	+0.4%
Nov-2016	98.2%	+1.2%	99.3%	+3.3%
Dec-2016	98.5%	+1.2%	99.6%	+1.6%
Jan-2017	97.9%	-0.6%	99.0%	+0.5%
Feb-2017	97.8%	-0.3%	97.2%	-1.0%
Mar-2017	97.7%	-0.7%	97.8%	-0.4%
Apr-2017	97.8%	+1.0%	97.4%	-0.5%
May-2017	97.9%	-0.3%	97.5%	+0.2%
12-Month Avg*	98.0%	-0.0%	98.4%	+0.3%

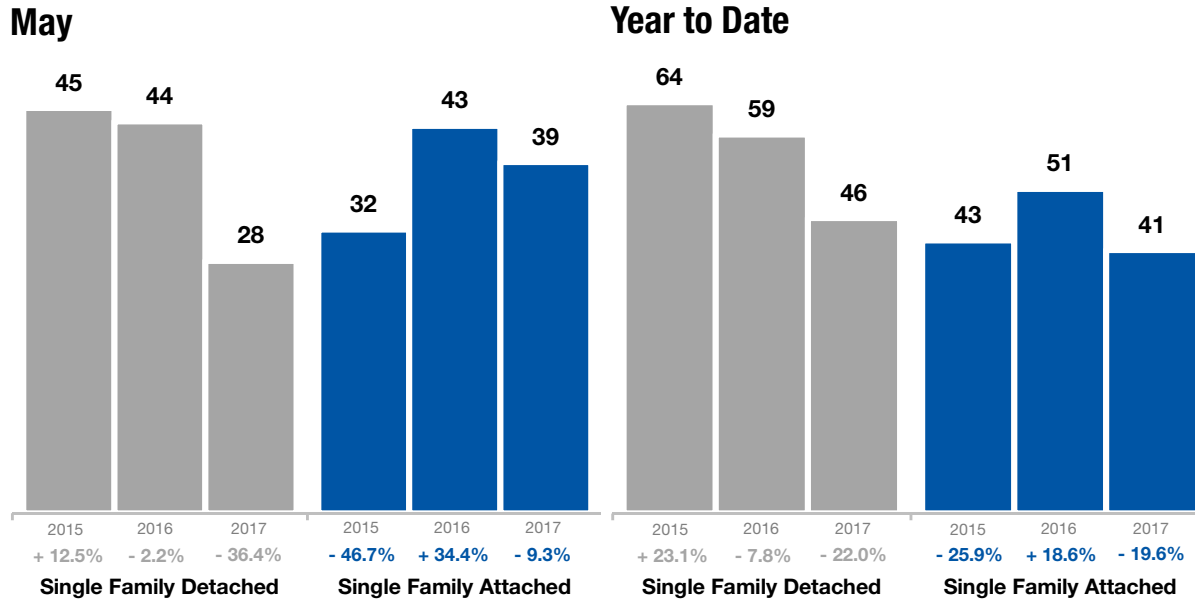
* Avg Pct of List Price to Sale Price for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

Historical Average Percent of List Price to Sale Price by Month



Median Days on Market Until Sale

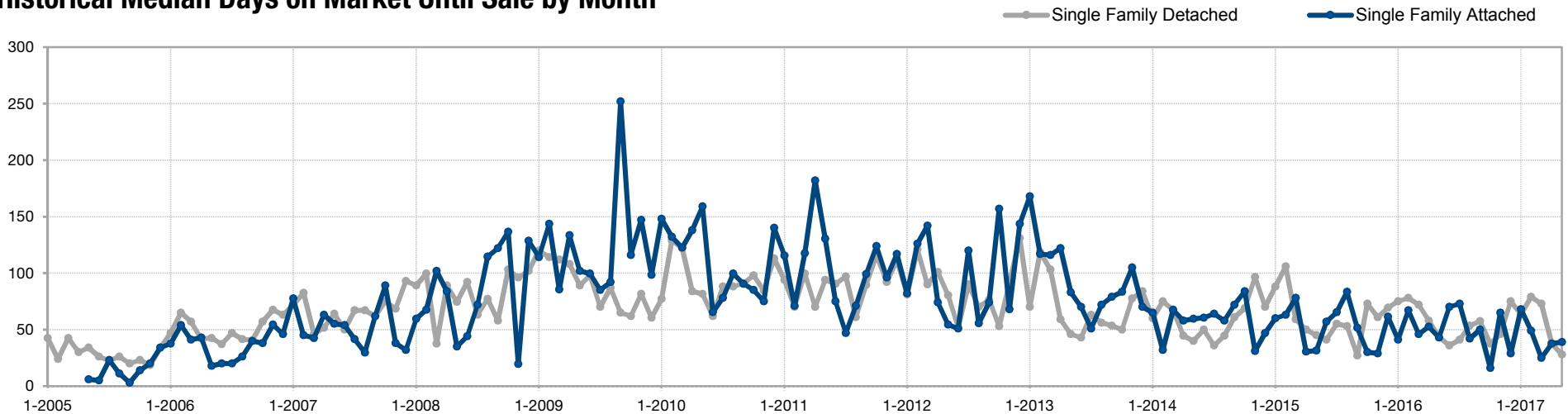
Median number of days between when a property is listed and when an offer is accepted in a given month.



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	36	-12.2%	70	+22.8%
Jul-2016	41	-25.5%	73	+10.6%
Aug-2016	54	+1.9%	42	-50.0%
Sep-2016	58	+114.8%	50	-3.8%
Oct-2016	38	-47.9%	16	-46.7%
Nov-2016	46	-24.6%	65	+124.1%
Dec-2016	75	+7.1%	29	-53.2%
Jan-2017	64	-14.7%	68	+65.9%
Feb-2017	79	+1.3%	49	-26.9%
Mar-2017	73	+1.4%	25	-45.7%
Apr-2017	38	-34.5%	38	-28.3%
May-2017	28	-36.4%	39	-9.3%
12-Month Avg*	47	-12.1%	47	-11.3%

* Median Days on Market for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

Historical Median Days on Market Until Sale by Month

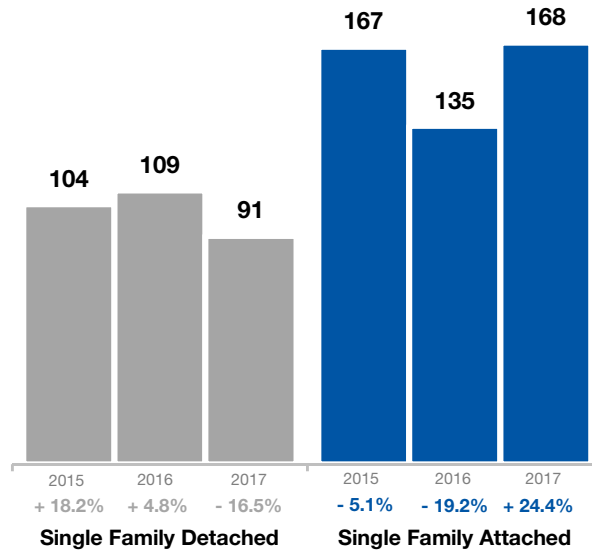


Housing Affordability Index

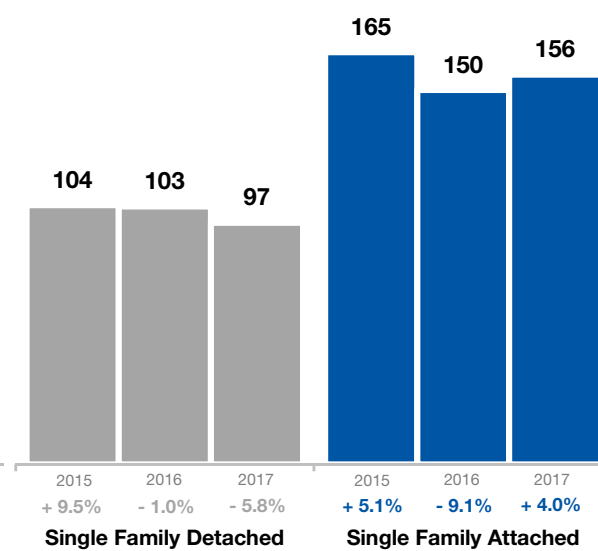


This index measures housing affordability for James City, New Kent and York Counties. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

May



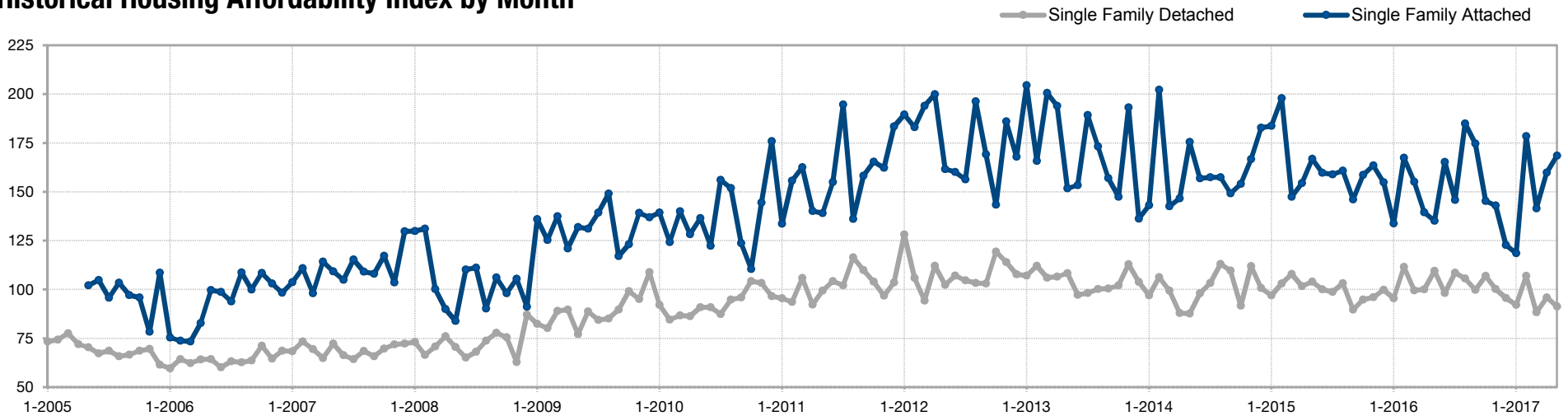
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	98	-2.0%	165	+3.1%
Jul-2016	109	+10.1%	146	-8.2%
Aug-2016	106	+2.9%	185	+14.9%
Sep-2016	100	+11.1%	175	+19.9%
Oct-2016	107	+12.6%	145	-8.8%
Nov-2016	100	+4.2%	143	-12.8%
Dec-2016	96	-4.0%	123	-20.6%
Jan-2017	92	-3.2%	119	-11.2%
Feb-2017	107	-4.5%	178	+6.6%
Mar-2017	88	-12.0%	141	-9.0%
Apr-2017	96	-4.0%	160	+15.1%
May-2017	91	-16.5%	168	+24.4%
12-Month Avg*	99	-8.9%	100	+10.0%

* Affordability Index for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

Historical Housing Affordability Index by Month

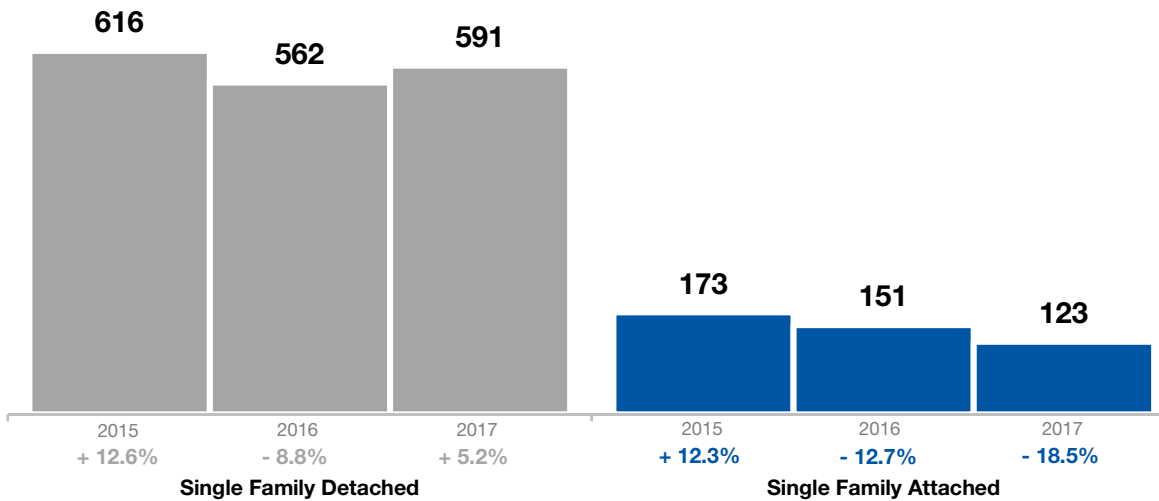


End of Month Inventory

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

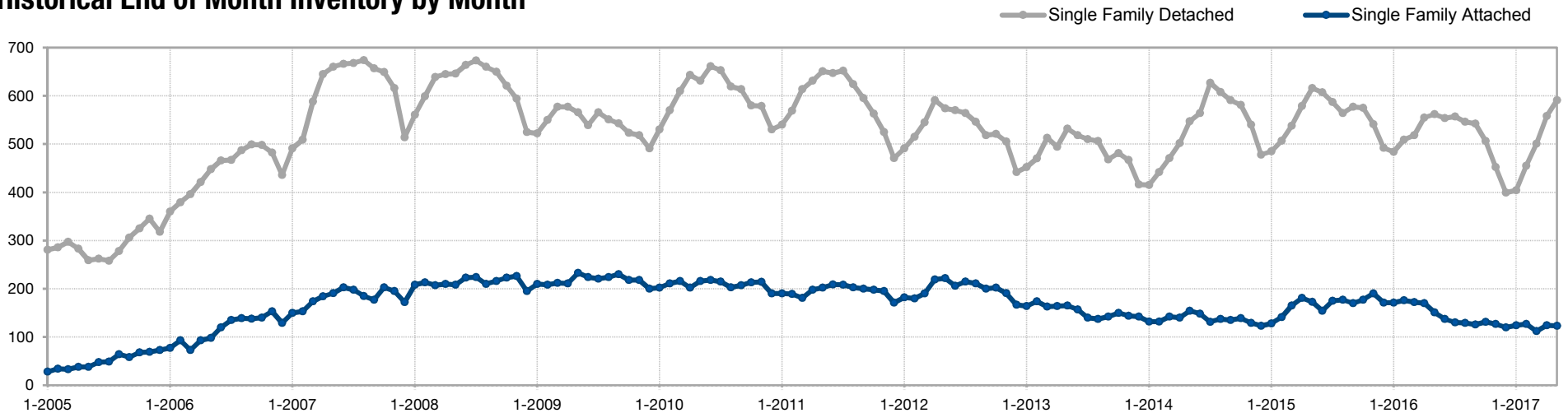


May



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	554	-8.7%	137	-11.0%
Jul-2016	557	-5.1%	130	-25.7%
Aug-2016	546	-3.2%	129	-27.1%
Sep-2016	542	-6.1%	126	-25.9%
Oct-2016	506	-12.0%	131	-26.0%
Nov-2016	452	-16.5%	127	-33.2%
Dec-2016	399	-18.9%	120	-29.8%
Jan-2017	404	-16.5%	124	-27.5%
Feb-2017	455	-10.6%	127	-27.8%
Mar-2017	501	-3.3%	112	-34.9%
Apr-2017	558	+0.5%	124	-27.1%
May-2017	591	+5.2%	123	-18.5%
12-Month Avg	505	-7.7%	126	-26.5%

Historical End of Month Inventory by Month

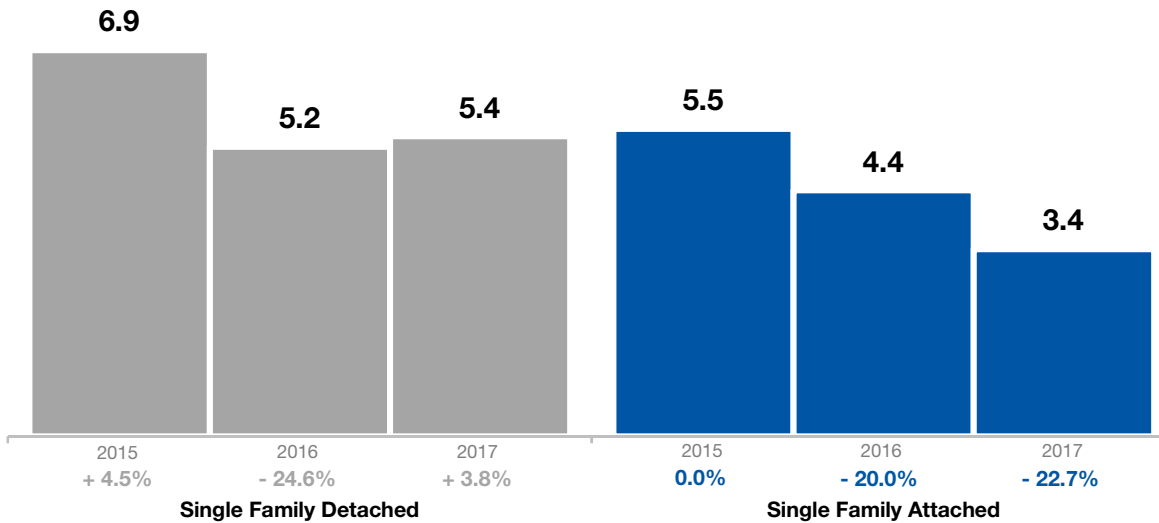


Months Supply of Inventory

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.



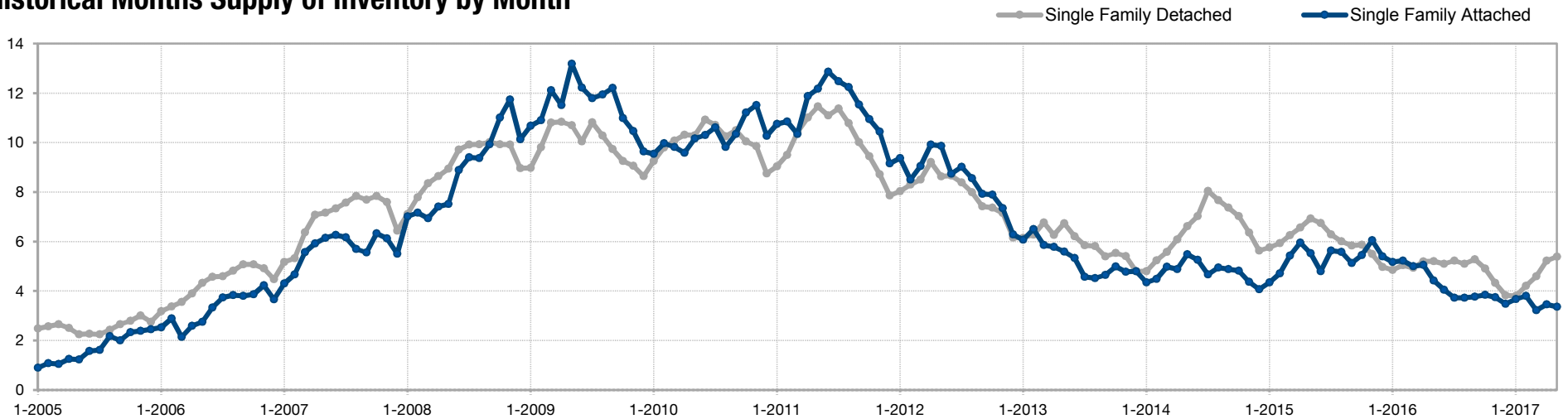
May



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2016	5.1	-23.9%	4.0	-16.7%
Jul-2016	5.2	-17.5%	3.7	-33.9%
Aug-2016	5.1	-15.0%	3.7	-33.9%
Sep-2016	5.3	-8.6%	3.8	-25.5%
Oct-2016	4.9	-16.9%	3.8	-29.6%
Nov-2016	4.3	-21.8%	3.7	-38.3%
Dec-2016	3.8	-24.0%	3.5	-35.2%
Jan-2017	3.8	-22.4%	3.7	-28.8%
Feb-2017	4.2	-16.0%	3.8	-26.9%
Mar-2017	4.6	-6.1%	3.2	-36.0%
Apr-2017	5.2	0.0%	3.5	-30.0%
May-2017	5.4	+3.8%	3.4	-22.7%
12-Month Avg*	4.7	-14.3%	3.7	-30.2%

* Months Supply for all properties from June 2016 through May 2017. 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				5-2016	5-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	5-2014	5-2015	5-2016	5-2017						
New Listings					208	278	+ 33.7%	1,064	1,218	+ 14.5%
Pending Sales					169	212	+ 25.4%	778	867	+ 11.4%
Closed Sales					143	186	+ 30.1%	593	643	+ 8.4%
Median List Price					\$342,445	\$343,300	+ 0.2%	\$335,203	\$338,345	+ 0.9%
Median Sales Price					\$313,000	\$333,465	+ 6.5%	\$300,000	\$324,900	+ 8.3%
Avg. Sales Price					\$329,542	\$374,658	+ 13.7%	\$326,815	\$364,593	+ 11.6%
Median Price Per Sq Ft					\$138	\$142	+ 2.9%	\$131	\$130	- 0.8%
Average Price Per Sq Ft					\$142	\$144	+ 1.4%	\$138	\$145	+ 5.1%
\$ Volume of Closed Sales (in millions)					\$47.1	\$69.7	+ 48.0%	\$193.8	\$234.4	+ 20.9%
Median Pct of List Price to Sale Price					98.5%	97.9%	- 0.6%	98.6%	98.2%	- 0.4%
Avg Pct of List Price to Sale Price					98.0%	97.8%	- 0.2%	98.0%	97.8%	- 0.2%
Median Days on Market					43	30	- 30.2%	58	44	- 24.1%
Affordability Index					110	102	- 7.3%	115	104	- 9.6%
End of Month Inventory					713	714	+ 0.1%	--	--	--
Months Supply					5.0	4.9	- 2.0%	--	--	--

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		
	5-2016	5-2017	+ / -	5-2016	5-2017	+ / -	5-2016	5-2017	+ / -	5-2016	5-2017	+ / -	5-2016	5-2017	+ / -
James City County	159	220	+38.4%	115	164	+42.6%	\$ 319,000	\$ 348,700	+9.3%	583	593	+1.7%	5.1	5.0	-2.0%
City of Williamsburg	21	24	+14.3%	11	10	-9.1%	\$264,000	\$332,750	+26.0%	76	71	-6.6%	6.8	5.6	-17.6%
York County	51	50	-2.0%	20	18	-10.0%	\$256,500	\$254,500	-0.8%	99	100	+1.0%	3.9	4.1	+5.1%
New Kent County	13	14	+7.7%	13	9	-30.8%	\$334,900	\$355,000	+6.0%	53	55	+3.8%	5.6	9.4	+67.9%
Charles City County	2	1	-50.0%	1	0	-100.0%	\$169,900	\$0	-100.0%	10	6	-40.0%	5.6	4.5	-19.6%
Newport News	20	21	+5.0%	10	20	+100.0%	\$191,500	\$204,500	+6.8%	56	52	-7.1%	4.9	3.3	-32.7%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	2	1	-50.0%	1	0	-100.0%	\$437,500	\$0	-100.0%	11	13	+18.2%	7.1	7.8	+9.9%
Gloucester	15	19	+26.7%	6	9	+50.0%	\$190,500	\$263,900	+38.5%	65	67	+3.1%	9.8	8.3	-15.3%
Richmond	1	0	-100.0%	1	0	-100.0%	\$261,615	\$0	-100.0%	11	2	-81.8%	7.0	1.2	-82.9%
23185	104	125	+20.2%	51	74	+45.1%	\$311,000	\$343,750	+10.5%	326	313	-4.0%	5.6	5.1	-8.9%
23188	86	129	+50.0%	80	99	+23.8%	\$319,500	\$325,000	+1.7%	331	323	-2.4%	4.6	4.5	-2.2%
23168	18	24	+33.3%	12	13	+8.3%	\$247,700	\$343,305	+38.6%	56	78	+39.3%	4.6	6.0	+30.4%
23168, 23185 & 23188	208	278	+33.7%	143	186	+30.1%	\$313,000	\$333,465	+6.5%	713	714	+0.1%	5.0	4.9	-2.0%