

Monthly Indicators



November 2017

The facts of residential real estate have remained consistent in 2017. In year-over-year comparisons, the number of homes for sale has been fewer in most locales, and homes have been selling in fewer days for higher prices. This hasn't always been true, but it has been a common enough storyline to make it an overarching trend for the year.

When comparing 2017 to 2016 statistics, New Listings were up 73.5 percent for single family detached homes and 125.0 percent for single family attached properties. Pending Sales increased 1.0 percent for single family detached homes and 111.1 percent for single family attached properties.

The Median Sales Price was down 1.2 percent to \$331,000 for single family detached homes and 6.4 percent to \$219,900 for single family attached properties. Months Supply of Inventory increased 11.9 percent for single family detached units but was down 8.1 percent for single family attached units.

New tax legislation could have ramifications on housing. The White House believes that the tax reform bill will have a small impact on home prices, lowering them by less than 4 percent, and could conceivably boost homeownership. The National Association of REALTORS® has stated that eliminating the mortgage interest deduction could hurt housing, as the doubled standard deduction would reduce the desire to take out a mortgage and itemize the interest associated with it, thus reducing demand. This is a developing story.

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

- 1.2%

- 6.4%

- 6.1%

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				11-2016	11-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	11-2014	11-2015	11-2016	11-2017						
New Listings					83	144	+ 73.5%	1,592	1,718	+ 7.9%
Pending Sales					101	102	+ 1.0%	1,190	1,285	+ 8.0%
Closed Sales					81	89	+ 9.9%	1,155	1,199	+ 3.8%
Median List Price					\$396,645	\$330,000	- 16.8%	\$367,858	\$359,705	- 2.2%
Median Sales Price					\$335,000	\$331,000	- 1.2%	\$336,510	\$345,000	+ 2.5%
Avg. Sales Price					\$343,600	\$366,926	+ 6.8%	\$367,141	\$388,845	+ 5.9%
Median Price Per Sq Ft					\$136	\$140	+ 2.3%	\$137	\$141	+ 2.6%
Average Price Per Sq Ft					\$139	\$142	+ 2.2%	\$141	\$144	+ 2.1%
\$ Volume of Closed Sales (in millions)					\$27.8	\$32.7	+ 17.3%	\$423.8	\$466.2	+ 10.0%
Median Pct of List Price to Sale Price					98.7%	98.3%	- 0.4%	98.5%	98.3%	- 0.2%
Avg Pct of List Price to Sale Price					98.2%	98.0%	- 0.2%	98.0%	97.9%	- 0.1%
Median Days on Market					46	49	+ 6.5%	48	41	- 14.6%
Affordability Index					100	103	+ 3.0%	100	99	- 1.0%
End of Month Inventory					435	528	+ 21.4%	--	--	--
Months Supply					4.2	4.7	+ 11.9%	--	--	--

Single Family Attached Market Overview

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



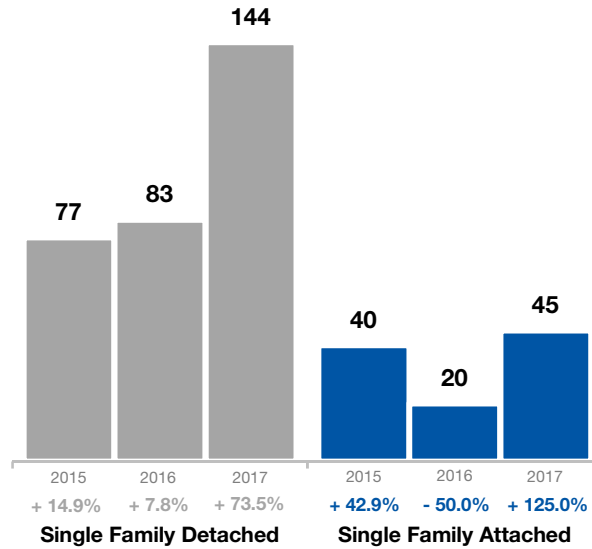
Key Metrics	Historical Sparkbars				11-2016	11-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	11-2014	11-2015	11-2016	11-2017						
New Listings					20	45	+ 125.0%	448	509	+ 13.6%
Pending Sales					18	38	+ 111.1%	381	431	+ 13.1%
Closed Sales					25	27	+ 8.0%	385	371	- 3.6%
Median List Price					\$256,073	\$230,000	- 10.2%	\$239,900	\$229,900	- 4.2%
Median Sales Price					\$234,900	\$219,900	- 6.4%	\$224,500	\$218,000	- 2.9%
Avg. Sales Price					\$234,142	\$219,478	- 6.3%	\$230,724	\$227,210	- 1.5%
Median Price Per Sq Ft					\$133	\$121	- 8.8%	\$127	\$128	+ 1.1%
Average Price Per Sq Ft					\$141	\$133	- 5.7%	\$132	\$135	+ 2.3%
\$ Volume of Closed Sales (in millions)					\$5.9	\$5.9	+ 1.2%	\$88.8	\$84.3	- 5.1%
Median Pct of List Price to Sale Price					100.0%	100.0%	0.0%	98.6%	98.4%	- 0.2%
Avg Pct of List Price to Sale Price					99.3%	100.2%	+ 0.9%	98.4%	98.1%	- 0.3%
Median Days on Market					65	19	- 70.8%	51	39	- 23.5%
Affordability Index					143	155	+ 8.4%	150	156	+ 4.0%
End of Month Inventory					125	133	+ 6.4%	--	--	--
Months Supply					3.7	3.4	- 8.1%	--	--	--

New Listings

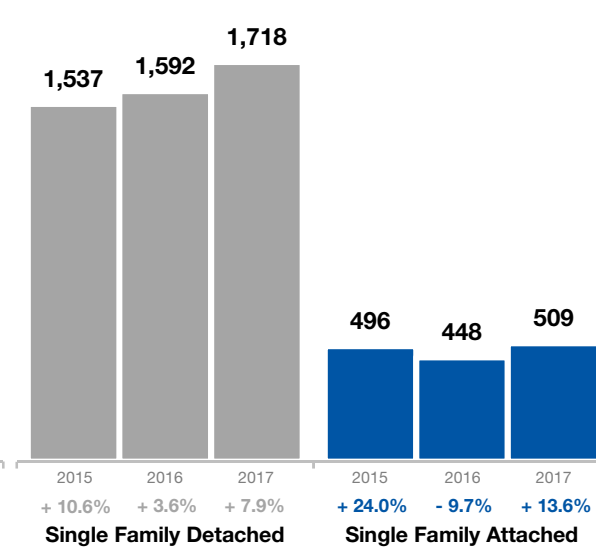
A count of the properties that have been newly listed on the market in a given month.



November

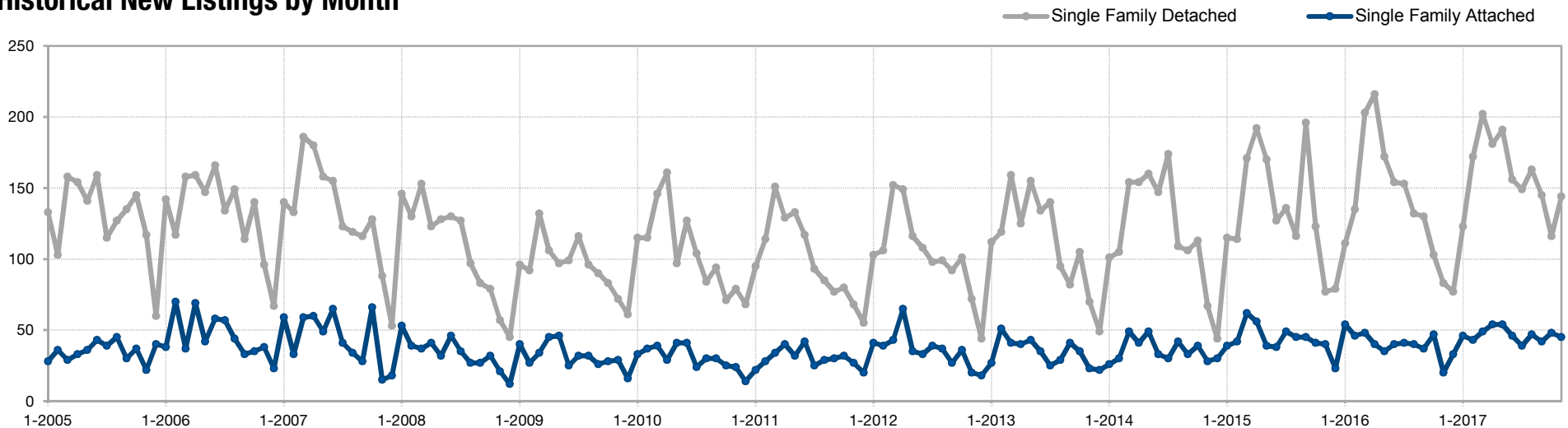


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2016	77	-2.5%	33	+43.5%
Jan-2017	123	+10.8%	46	-14.8%
Feb-2017	172	+27.4%	43	-6.5%
Mar-2017	202	-0.5%	49	+2.1%
Apr-2017	181	-16.2%	54	+35.0%
May-2017	191	+11.0%	54	+54.3%
Jun-2017	156	+1.3%	46	+15.0%
Jul-2017	149	-2.6%	39	-4.9%
Aug-2017	163	+23.5%	47	+17.5%
Sep-2017	145	+11.5%	42	+13.5%
Oct-2017	116	+12.6%	48	+2.1%
Nov-2017	144	+73.5%	45	+125.0%
12-Month Avg	150	+7.5%	45	+15.1%

Historical New Listings by Month

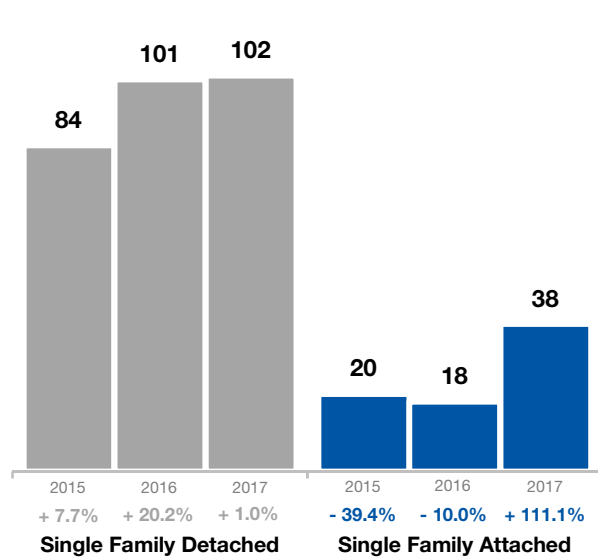


Pending Sales

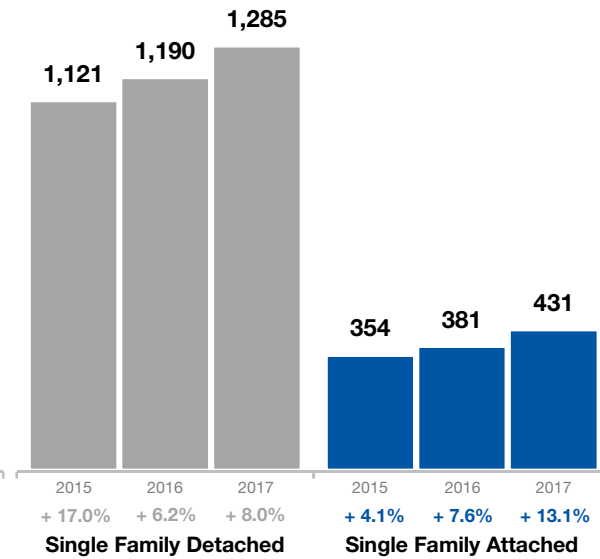
A count of the properties on which offers have been accepted in a given month.



November

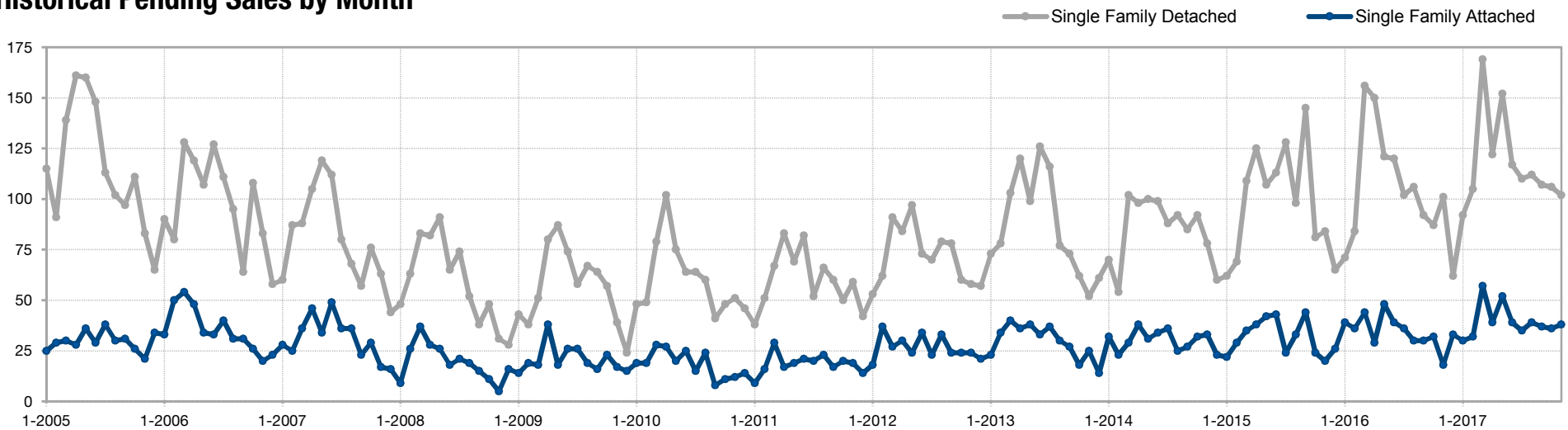


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2016	62	-4.6%	33	+26.9%
Jan-2017	92	+29.6%	30	-23.1%
Feb-2017	105	+25.0%	32	-11.1%
Mar-2017	169	+8.3%	57	+29.5%
Apr-2017	122	-18.7%	39	+34.5%
May-2017	152	+25.6%	52	+8.3%
Jun-2017	117	-2.5%	39	0.0%
Jul-2017	110	+7.8%	35	-2.8%
Aug-2017	112	+5.7%	39	+30.0%
Sep-2017	107	+16.3%	37	+23.3%
Oct-2017	106	+21.8%	36	+12.5%
Nov-2017	102	+1.0%	38	+111.1%
12-Month Avg	112	+7.3%	39	+14.0%

Historical Pending Sales by Month

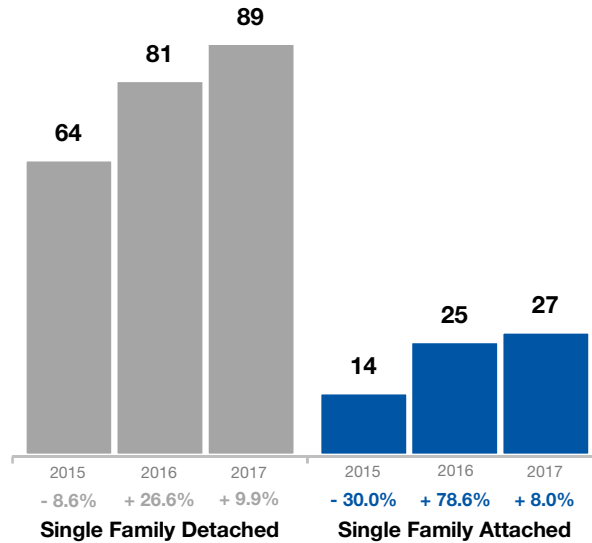


Closed Sales

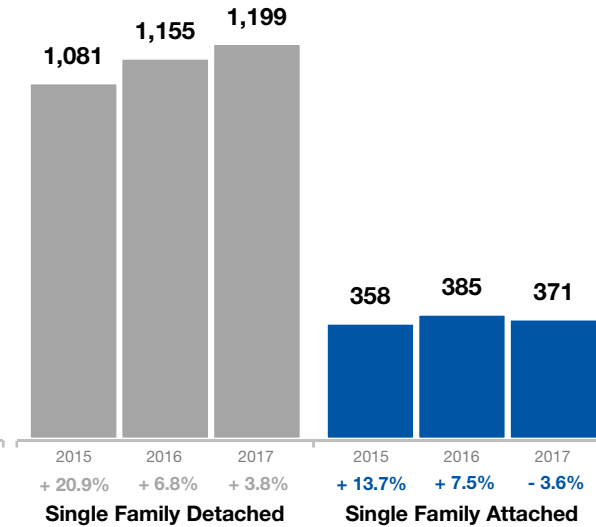
A count of the actual sales that closed in a given month.



November

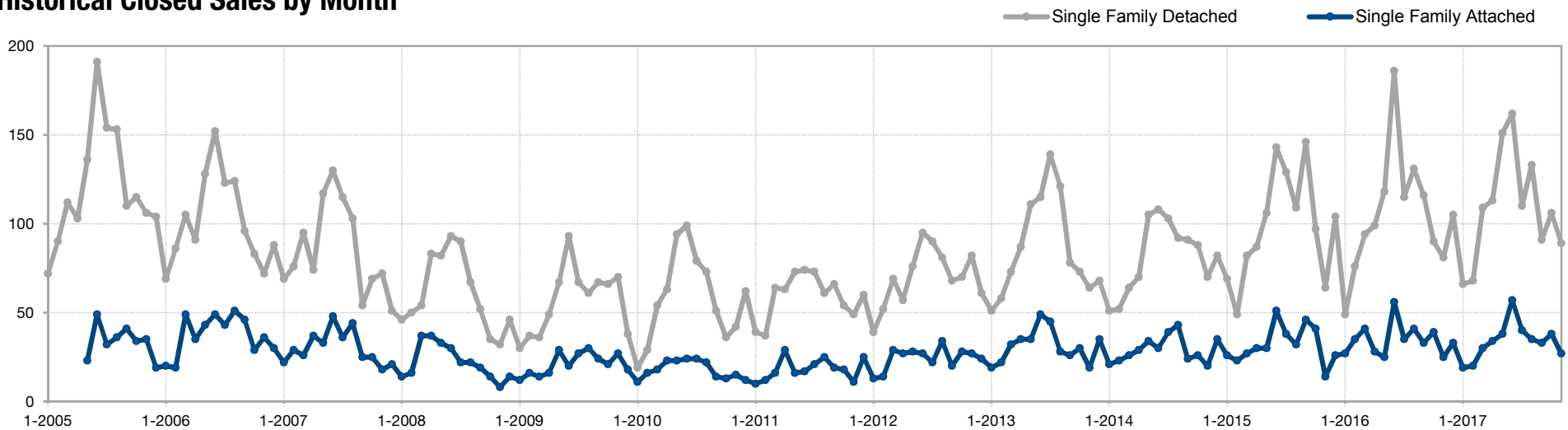


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2016	105	+1.0%	33	+26.9%
Jan-2017	66	+34.7%	19	-29.6%
Feb-2017	68	-10.5%	20	-42.9%
Mar-2017	109	+16.0%	30	-26.8%
Apr-2017	113	+14.1%	34	+21.4%
May-2017	151	+28.0%	38	+52.0%
Jun-2017	162	-12.9%	57	+1.8%
Jul-2017	110	-4.3%	40	+14.3%
Aug-2017	133	+1.5%	35	-14.6%
Sep-2017	91	-21.6%	33	0.0%
Oct-2017	106	+17.8%	38	-2.6%
Nov-2017	89	+9.9%	27	+8.0%
12-Month Avg	109	+3.6%	34	-1.7%

Historical Closed Sales by Month

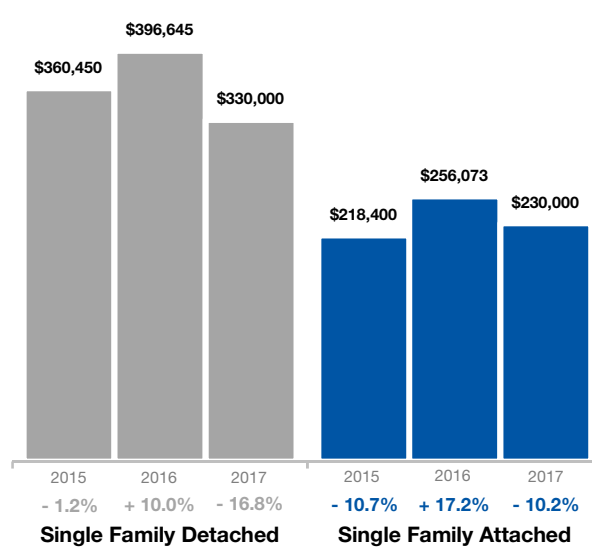


Median List Price

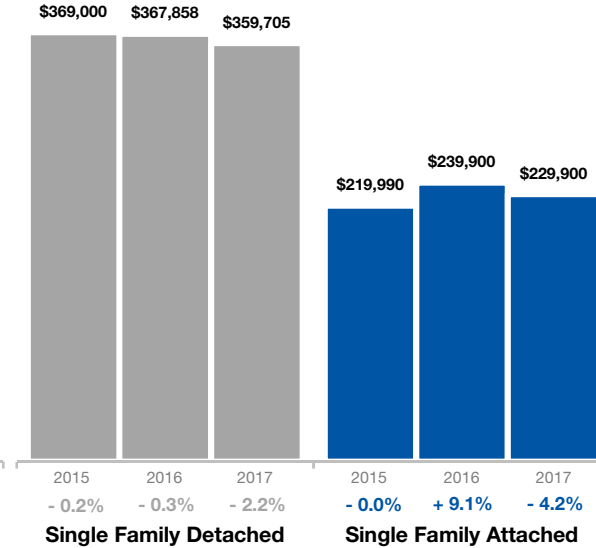
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



November



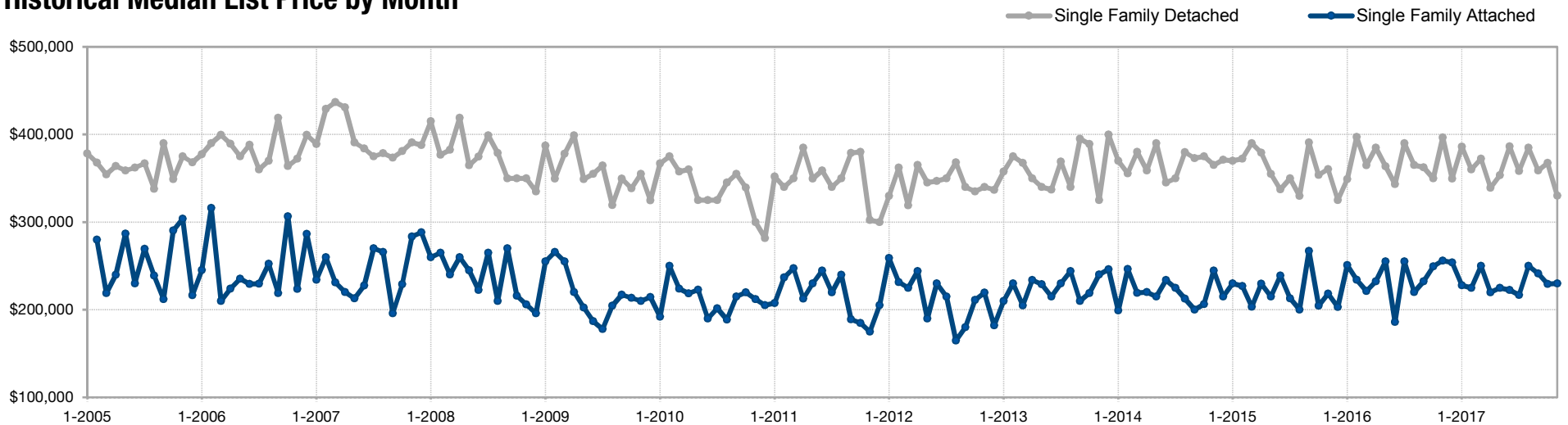
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2016	\$349,670	+7.6%	\$253,900	+25.1%
Jan-2017	\$385,950	+10.6%	\$227,950	-9.2%
Feb-2017	\$360,015	-9.3%	\$225,000	-3.9%
Mar-2017	\$372,450	+2.1%	\$250,000	+13.0%
Apr-2017	\$339,000	-11.9%	\$219,900	-5.4%
May-2017	\$353,500	-2.8%	\$225,000	-11.8%
Jun-2017	\$386,350	+12.5%	\$222,450	+19.6%
Jul-2017	\$358,200	-8.2%	\$216,900	-14.9%
Aug-2017	\$385,000	+5.5%	\$250,000	+13.7%
Sep-2017	\$358,750	-1.0%	\$241,445	+3.9%
Oct-2017	\$367,493	+5.0%	\$229,400	-8.1%
Nov-2017	\$330,000	-16.8%	\$230,000	-10.2%
12-Month Avg*	\$359,000	-1.6%	\$230,000	-3.8%

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

Historical Median List Price by Month

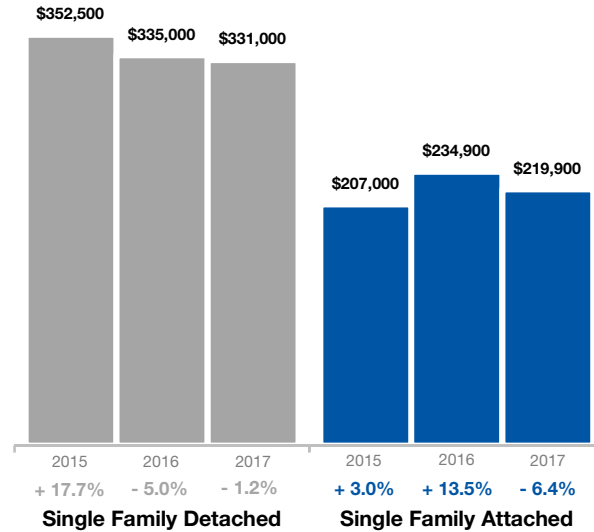


Median Sales Price

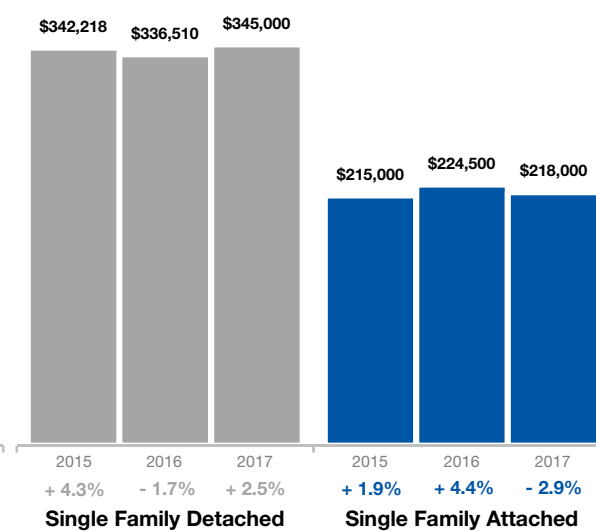
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



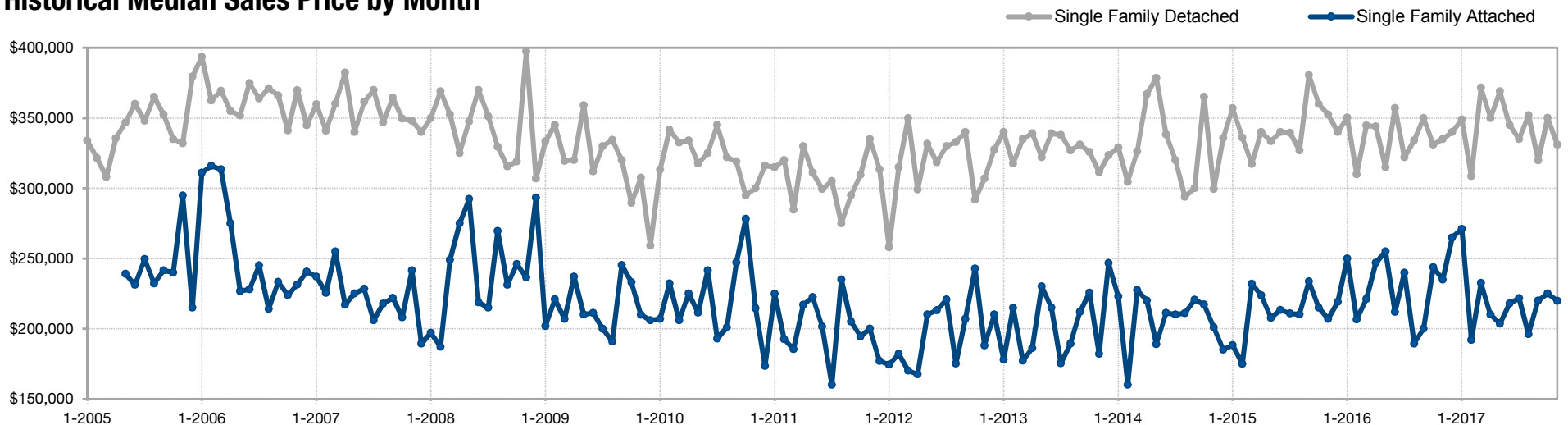
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	\$192,000	-7.0%
Mar-2017	\$371,570	+7.8%	\$232,458	+5.1%
Apr-2017	\$350,000	+1.7%	\$210,000	-15.0%
May-2017	\$369,000	+17.1%	\$203,500	-20.2%
Jun-2017	\$345,000	-3.4%	\$218,000	+2.9%
Jul-2017	\$335,000	+4.0%	\$221,625	-7.6%
Aug-2017	\$352,000	+5.4%	\$196,000	+3.5%
Sep-2017	\$319,900	-8.6%	\$220,000	+10.0%
Oct-2017	\$350,200	+5.8%	\$225,010	-7.7%
Nov-2017	\$331,000	-1.2%	\$219,900	-6.4%
12-Month Avg*	\$345,000	+2.1%	\$220,000	-1.8%

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

Historical Median Sales Price by Month

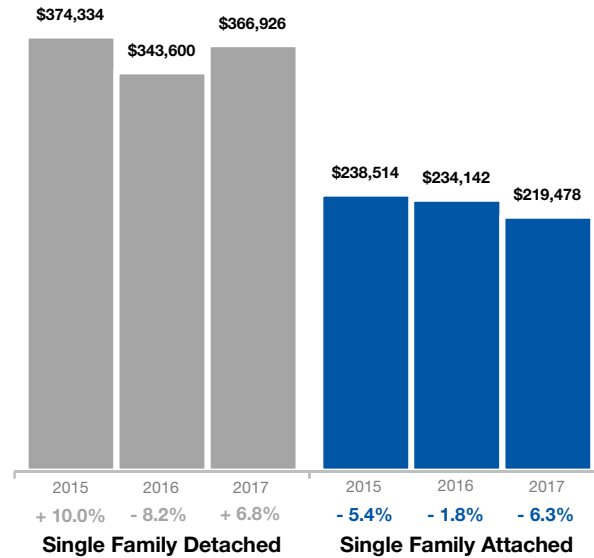


Average Sales Price

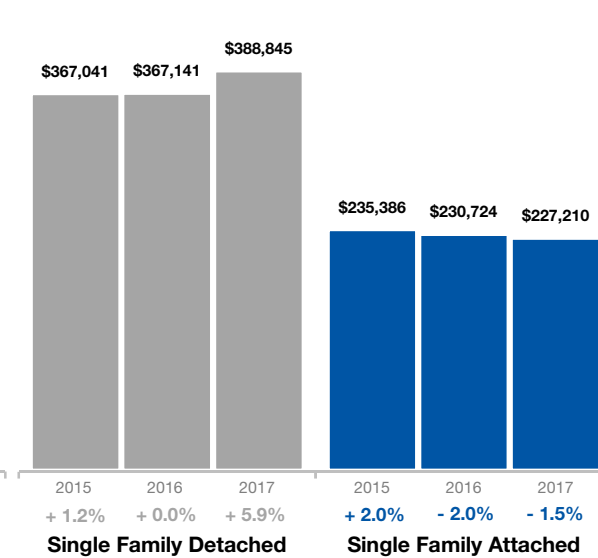
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



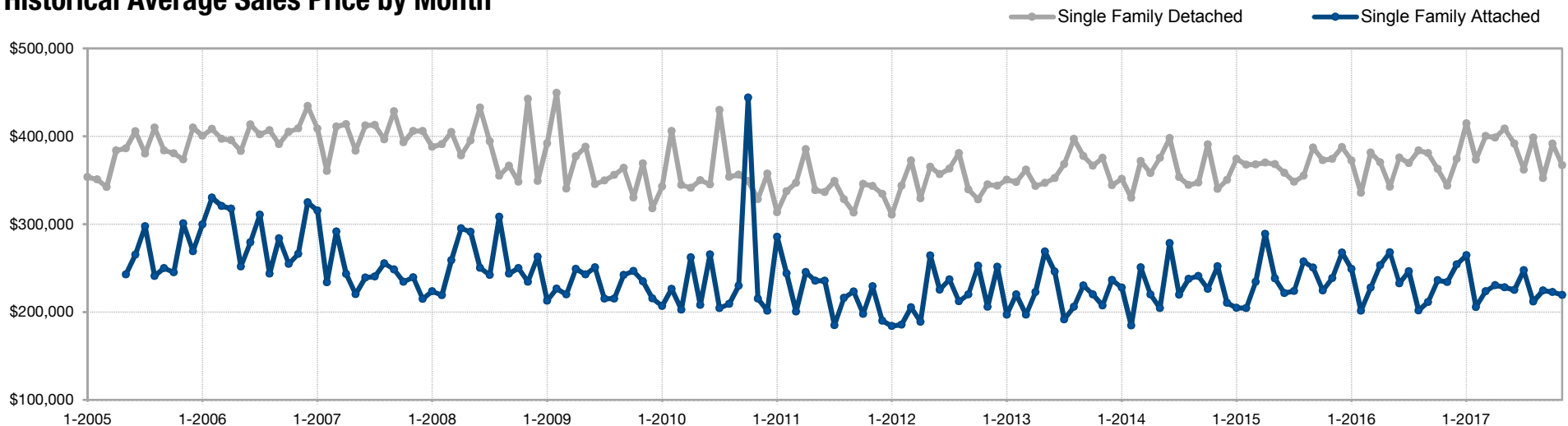
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	\$205,687	+2.2%
Mar-2017	\$400,287	+4.9%	\$223,694	-1.7%
Apr-2017	\$398,538	+7.6%	\$230,436	-9.0%
May-2017	\$408,613	+19.3%	\$228,028	-14.9%
Jun-2017	\$391,517	+4.2%	\$225,137	-3.2%
Jul-2017	\$361,959	-2.0%	\$247,532	+0.5%
Aug-2017	\$398,507	+3.8%	\$211,795	+5.0%
Sep-2017	\$352,249	-7.5%	\$224,335	+6.2%
Oct-2017	\$391,515	+7.9%	\$222,757	-5.7%
Nov-2017	\$366,926	+6.8%	\$219,478	-6.3%
12-Month Avg*	\$387,655	+5.1%	\$229,400	-1.6%

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

Historical Average Sales Price by Month



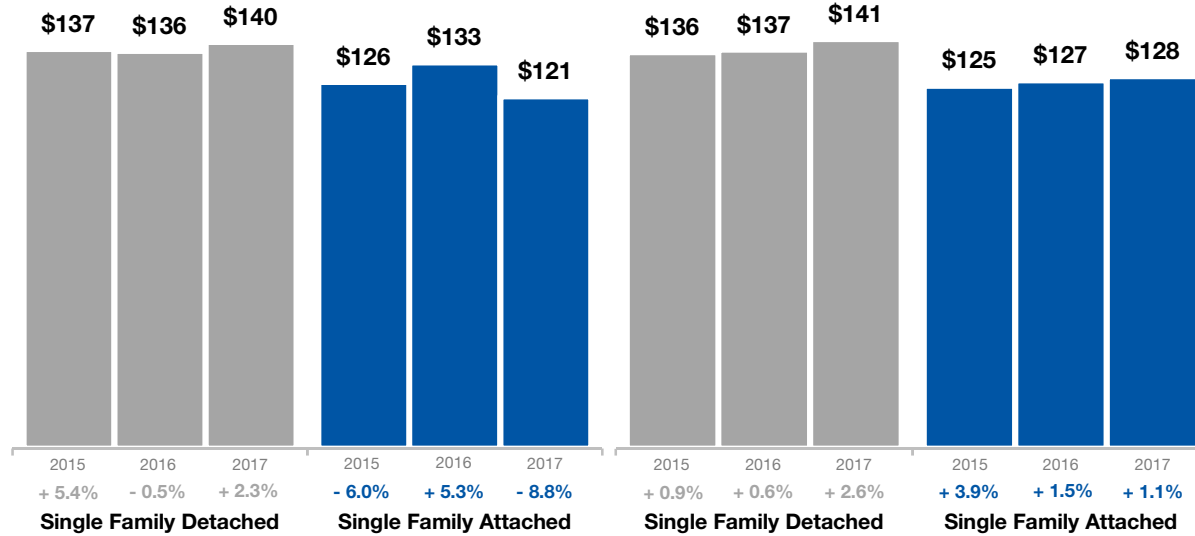
Median Price Per Square Foot

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



November

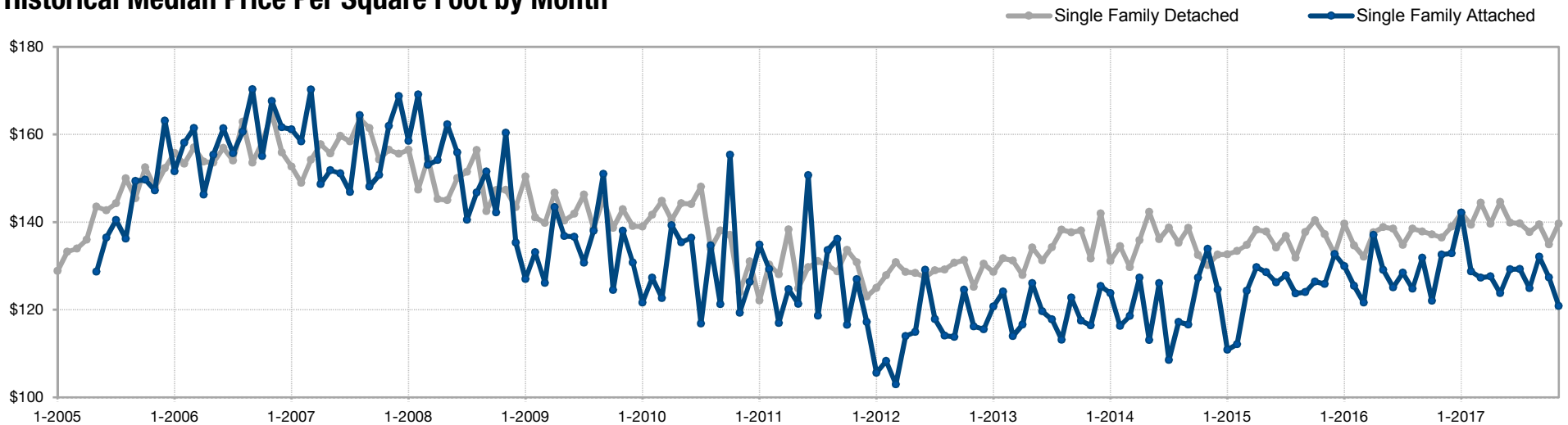
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2016	\$139	+4.7%	\$133	+0.1%
Jan-2017	\$142	+1.8%	\$142	+9.4%
Feb-2017	\$139	+3.5%	\$129	+2.6%
Mar-2017	\$144	+9.3%	\$127	+4.6%
Apr-2017	\$140	+1.4%	\$128	-6.9%
May-2017	\$145	+4.2%	\$124	-4.1%
Jun-2017	\$140	+1.0%	\$129	+3.3%
Jul-2017	\$140	+3.7%	\$129	+0.7%
Aug-2017	\$138	-0.6%	\$125	+0.1%
Sep-2017	\$139	+1.2%	\$132	+0.2%
Oct-2017	\$135	-1.6%	\$127	+4.4%
Nov-2017	\$140	+2.3%	\$121	-8.8%
12-Month Avg*	\$140	+2.7%	\$128	+1.3%

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

Historical Median Price Per Square Foot by Month

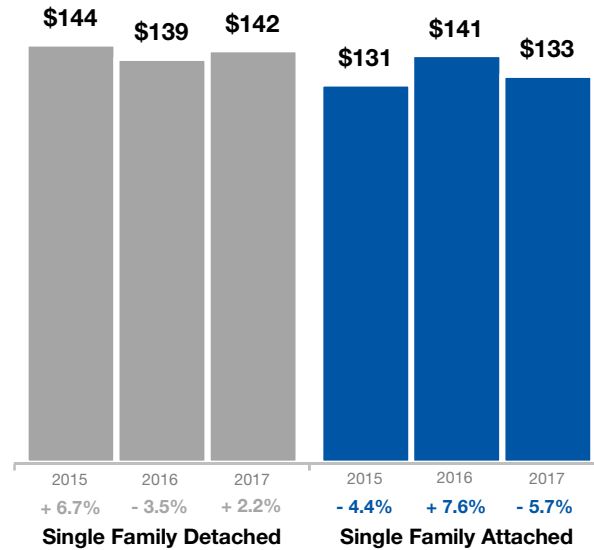


Average Price Per Square Foot

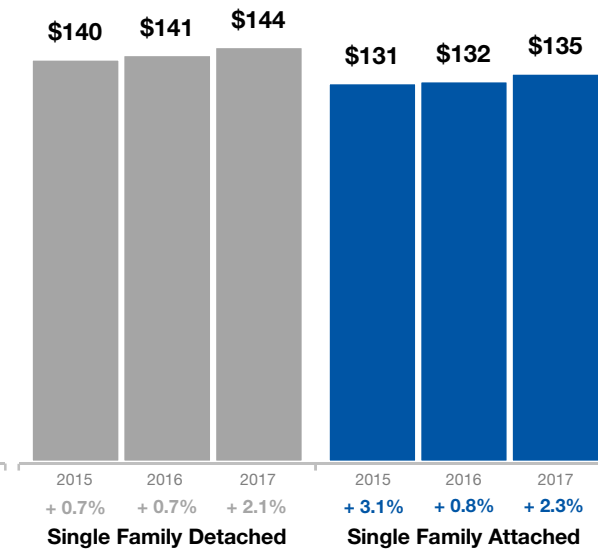
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



November



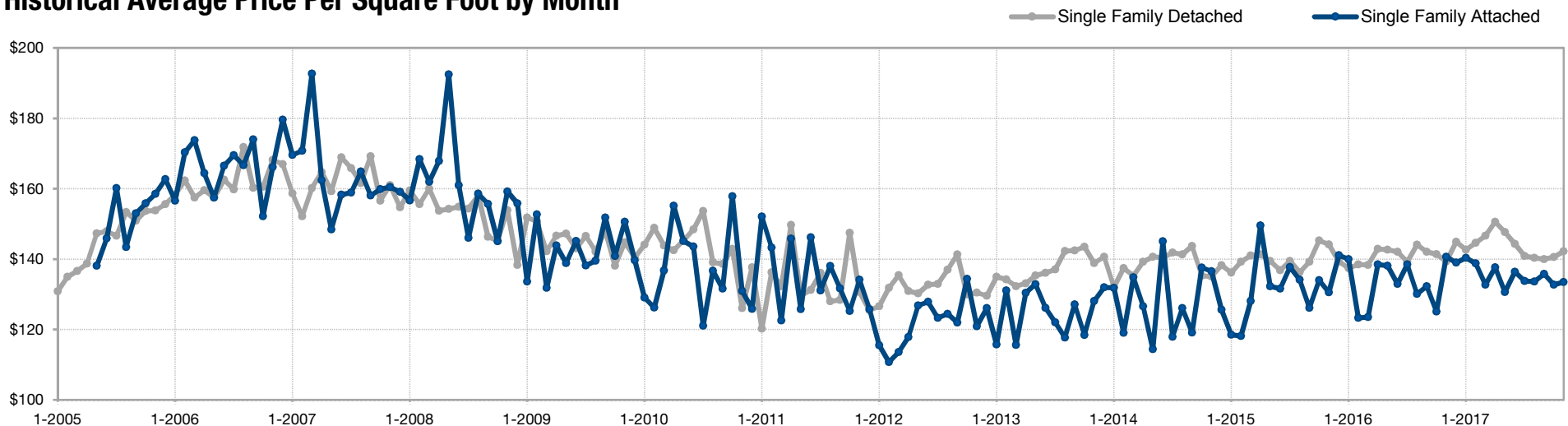
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2016	\$145	+4.3%	\$139	-1.4%
Jan-2017	\$143	+4.4%	\$140	0.0%
Feb-2017	\$145	+5.1%	\$139	+13.0%
Mar-2017	\$147	+6.5%	\$133	+7.3%
Apr-2017	\$151	+5.6%	\$138	0.0%
May-2017	\$148	+3.5%	\$131	-5.1%
Jun-2017	\$144	+1.4%	\$136	+2.3%
Jul-2017	\$141	+1.4%	\$134	-2.9%
Aug-2017	\$140	-2.8%	\$134	+3.1%
Sep-2017	\$140	-1.4%	\$136	+3.0%
Oct-2017	\$141	0.0%	\$133	+6.4%
Nov-2017	\$142	+2.2%	\$133	-5.7%
12-Month Avg*	\$144	+2.1%	\$135	+1.8%

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

Historical Average Price Per Square Foot by Month

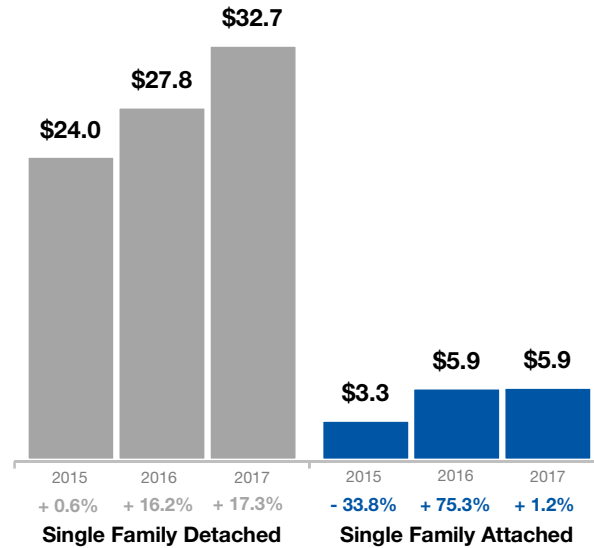


Dollar Volume of Closed Sales (in millions)

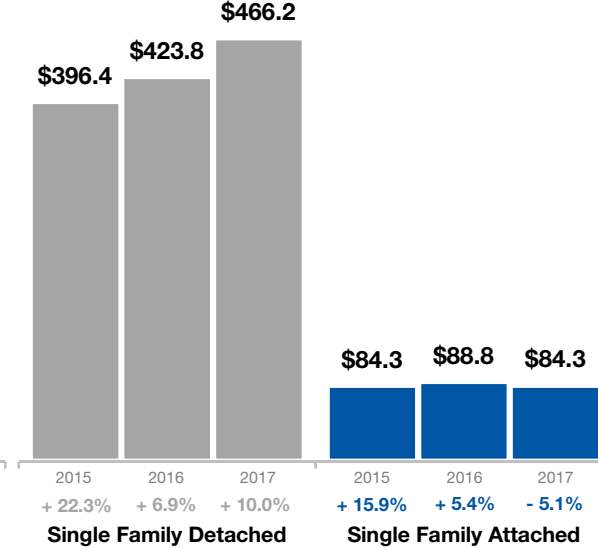
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



November



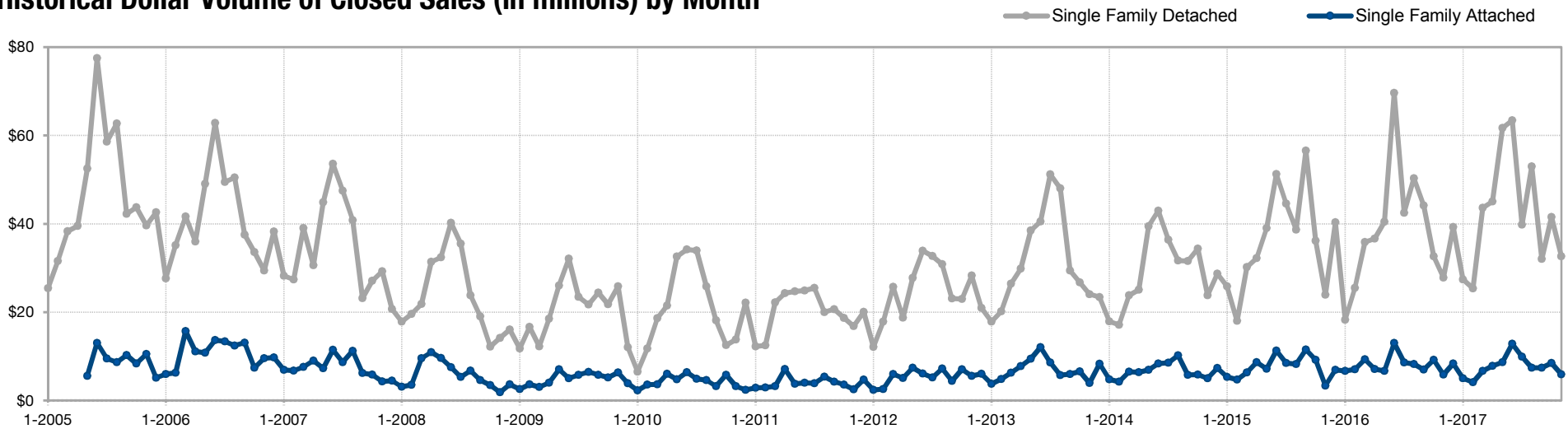
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	\$4.1	-41.6%
Mar-2017	\$43.6	+21.7%	\$6.7	-28.1%
Apr-2017	\$45.0	+22.8%	\$7.8	+10.5%
May-2017	\$61.7	+52.6%	\$8.7	+29.4%
Jun-2017	\$63.4	-8.9%	\$12.8	-1.5%
Jul-2017	\$39.8	-6.3%	\$9.9	+14.8%
Aug-2017	\$53.0	+5.4%	\$7.4	-10.3%
Sep-2017	\$32.1	-27.4%	\$7.4	+6.2%
Oct-2017	\$41.5	+27.1%	\$8.5	-8.1%
Nov-2017	\$32.7	+17.3%	\$5.9	+1.2%
12-Month Avg*	\$42.1	+8.9%	\$7.7	-3.2%

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

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



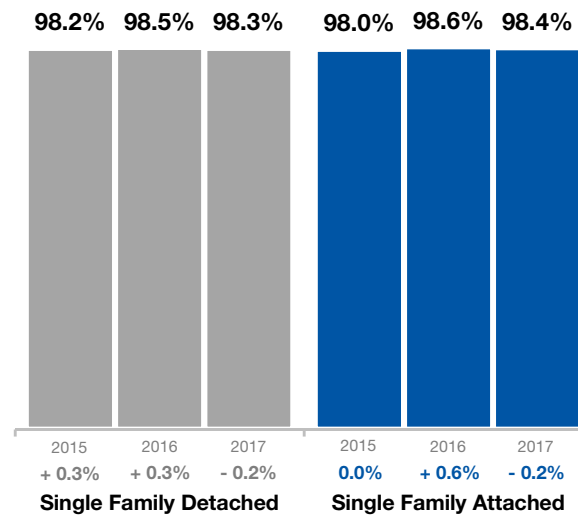
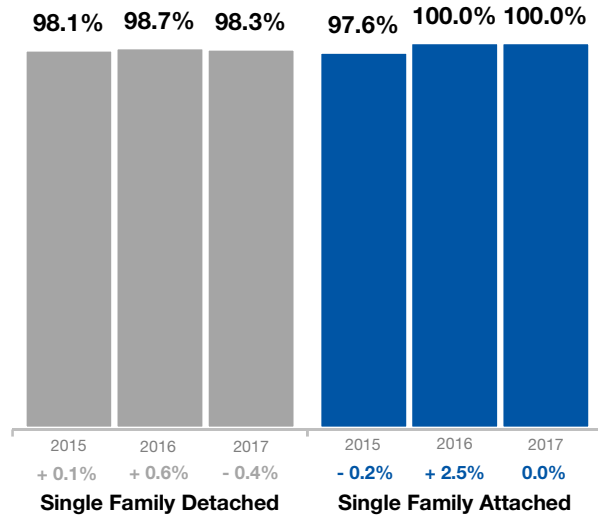
Median Percent of List Price to Sale Price



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.

November

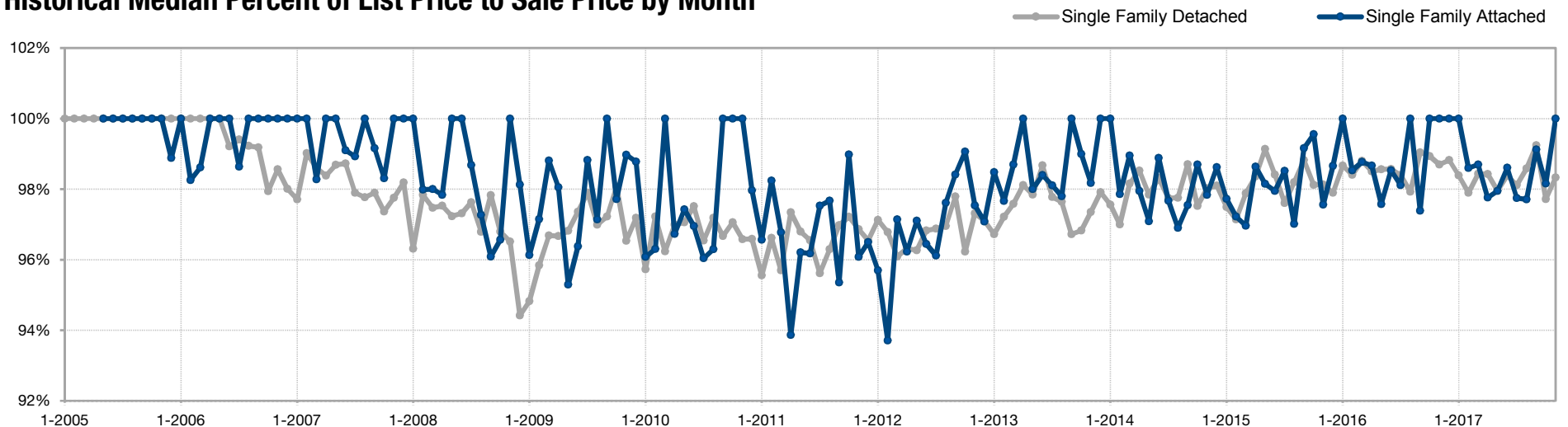
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	98.6%	+0.1%
Mar-2017	98.4%	-0.4%	98.7%	-0.1%
Apr-2017	98.4%	-0.1%	97.8%	-0.9%
May-2017	98.0%	-0.6%	97.9%	+0.3%
Jun-2017	98.4%	-0.2%	98.6%	+0.1%
Jul-2017	98.1%	-0.3%	97.7%	-0.4%
Aug-2017	98.6%	+0.7%	97.7%	-2.3%
Sep-2017	99.2%	+0.2%	99.1%	+1.7%
Oct-2017	97.7%	-1.2%	98.2%	-1.8%
Nov-2017	98.3%	-0.4%	100.0%	0.0%
12-Month Avg*	98.3%	-0.2%	98.5%	-0.2%

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

Historical Median Percent of List Price to Sale Price by Month

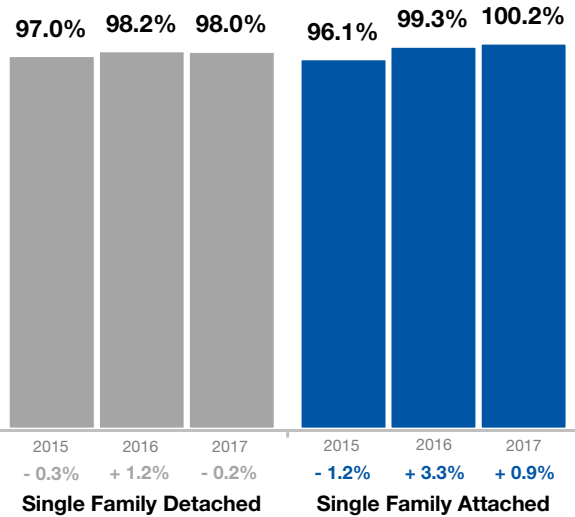


Average Percent of List Price to Sale Price

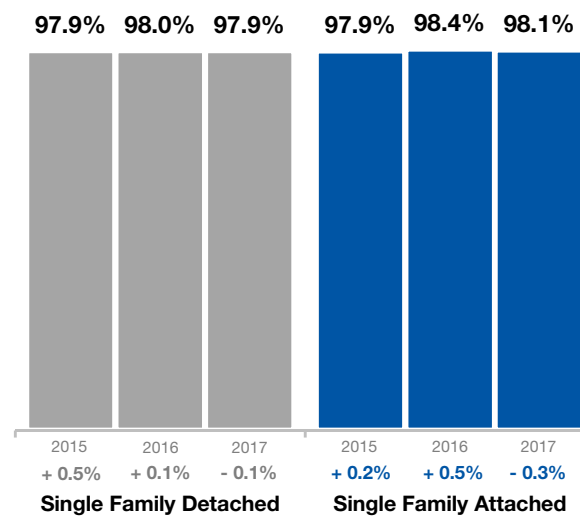
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



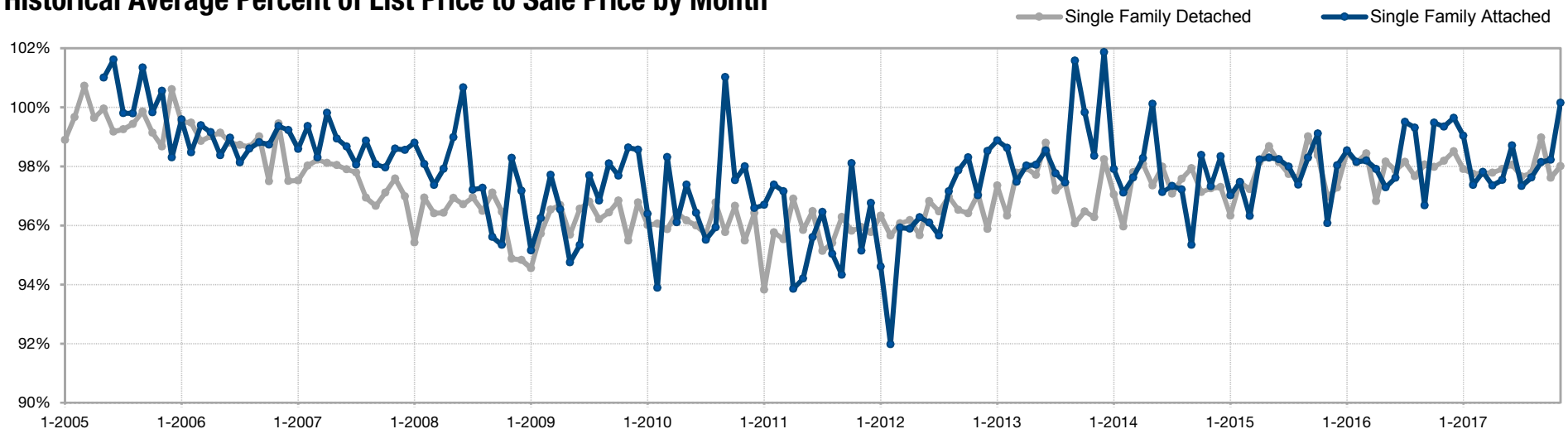
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	97.4%	-0.8%
Mar-2017	97.8%	-0.6%	97.8%	-0.4%
Apr-2017	97.8%	+1.0%	97.4%	-0.5%
May-2017	97.9%	-0.3%	97.5%	+0.2%
Jun-2017	98.1%	+0.2%	98.7%	+1.1%
Jul-2017	97.7%	-0.5%	97.3%	-2.2%
Aug-2017	97.8%	+0.1%	97.6%	-1.7%
Sep-2017	99.0%	+0.9%	98.1%	+1.4%
Oct-2017	97.6%	-0.4%	98.2%	-1.3%
Nov-2017	98.0%	-0.2%	100.2%	+0.9%
12-Month Avg*	98.0%	+0.1%	98.2%	-0.1%

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

Historical Average Percent of List Price to Sale Price by Month

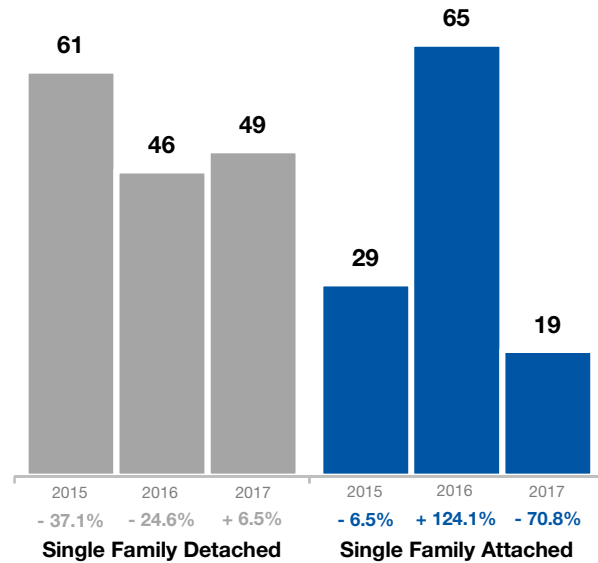


Median Days on Market Until Sale

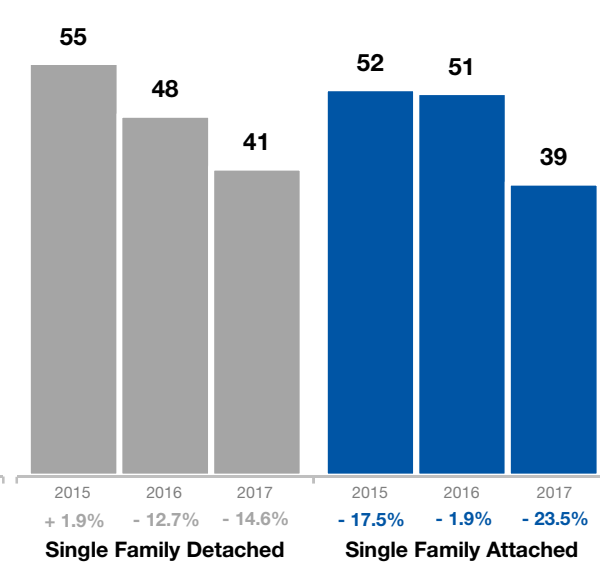
Median number of days between when a property is listed and when an offer is accepted in a given month.



November



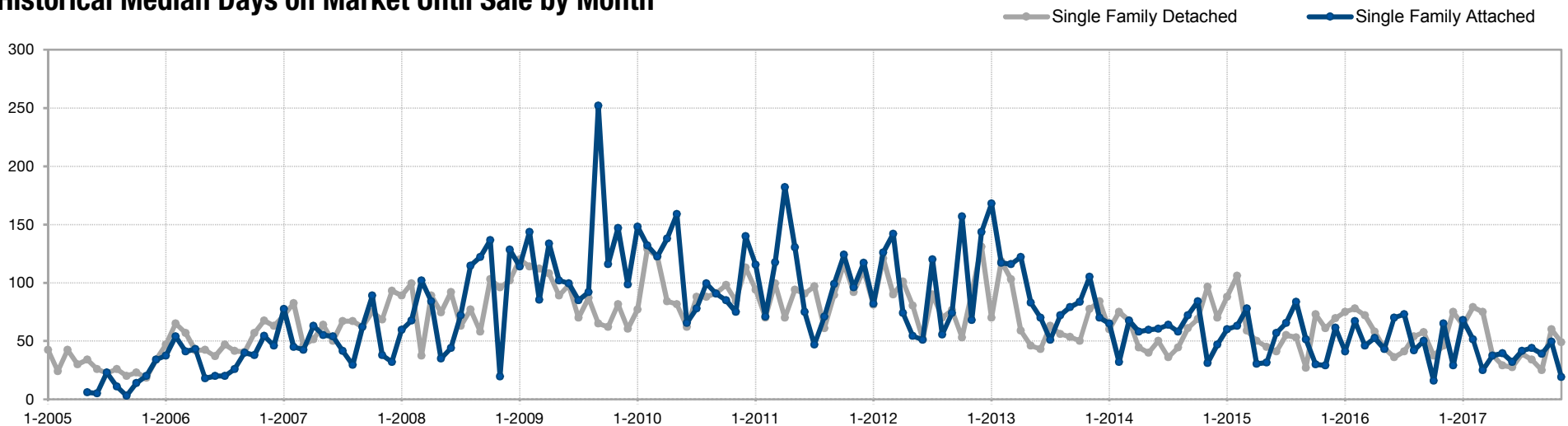
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2016	75	+7.1%	29	-53.2%
Jan-2017	64	-14.7%	68	+65.9%
Feb-2017	79	+1.3%	52	-22.4%
Mar-2017	75	+4.2%	25	-45.7%
Apr-2017	38	-34.5%	38	-28.3%
May-2017	29	-34.1%	40	-7.0%
Jun-2017	28	-22.2%	32	-54.3%
Jul-2017	39	-4.9%	42	-42.5%
Aug-2017	34	-37.0%	44	+4.8%
Sep-2017	25	-56.9%	39	-22.0%
Oct-2017	60	+57.9%	50	+212.5%
Nov-2017	49	+6.5%	19	-70.8%
12-Month Avg*	43	-14.0%	39	-24.5%

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

Historical Median Days on Market Until Sale by Month

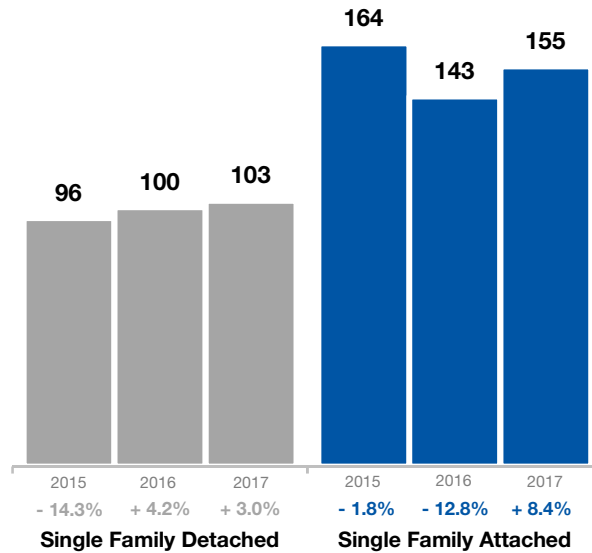


Housing Affordability Index

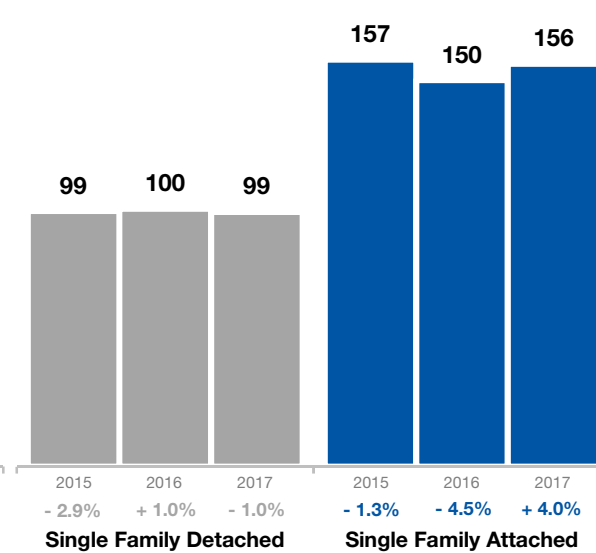


Measures housing affordability for James City, New Kent and York Counties. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for a median-priced home under prevailing interest rates. A higher number means greater affordability.

November



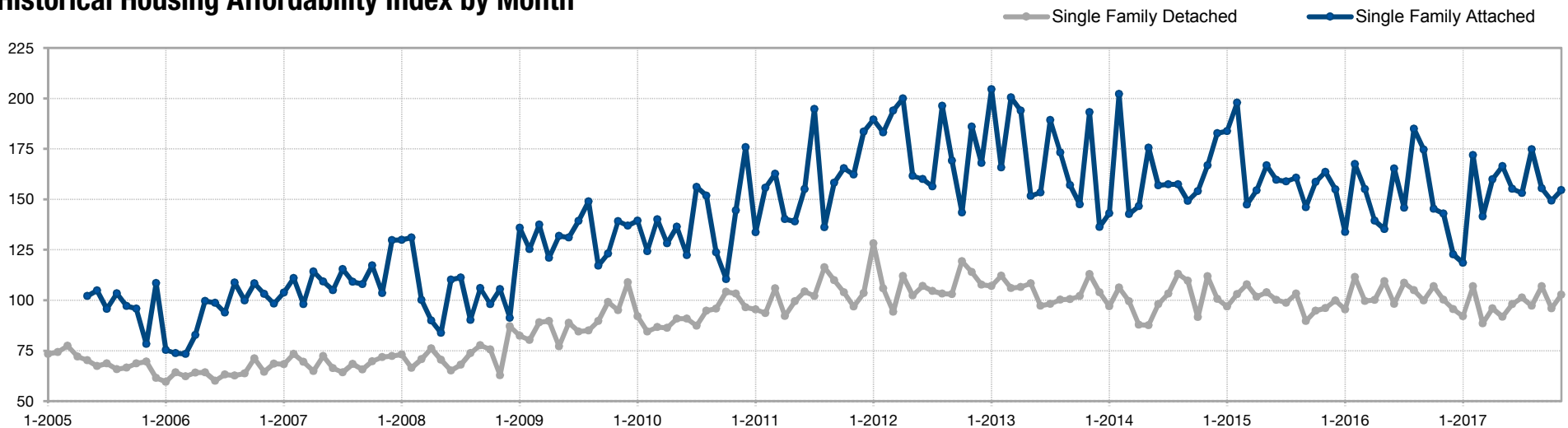
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2016	96	-4.0%	123	-20.6%
Jan-2017	92	-3.2%	119	-11.2%
Feb-2017	107	-4.5%	172	+3.0%
Mar-2017	89	-11.0%	141	-9.0%
Apr-2017	96	-4.0%	160	+15.1%
May-2017	92	-15.6%	166	+23.0%
Jun-2017	98	0.0%	155	-6.1%
Jul-2017	101	-7.3%	153	+4.8%
Aug-2017	97	-7.6%	175	-5.4%
Sep-2017	107	+7.0%	156	-10.9%
Oct-2017	96	-10.3%	149	+2.8%
Nov-2017	103	+3.0%	155	+8.4%
12-Month Avg*	98	+0.1%	103	+0.8%

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

Historical Housing Affordability Index by Month

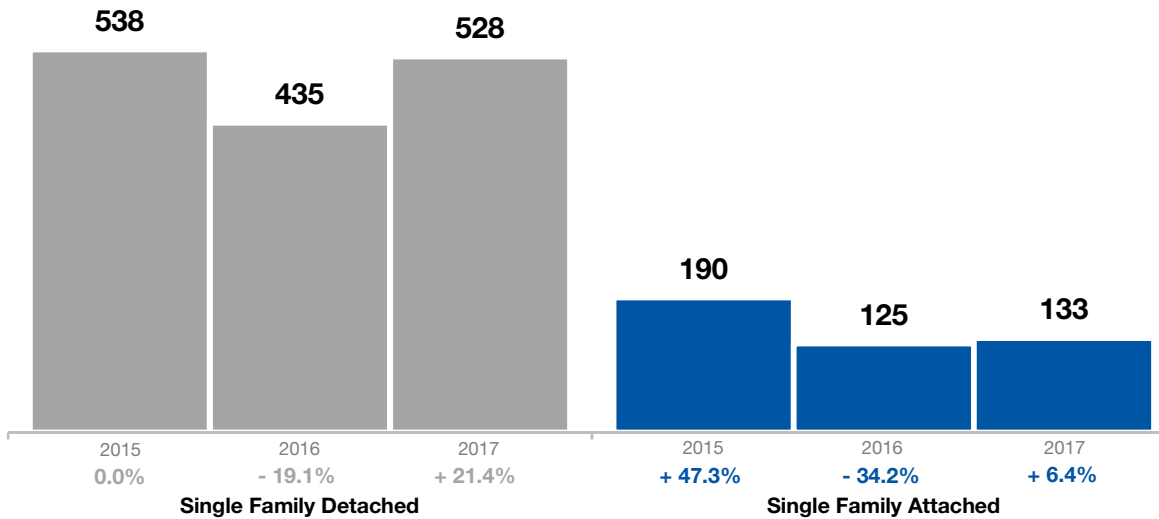


End of Month Inventory

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

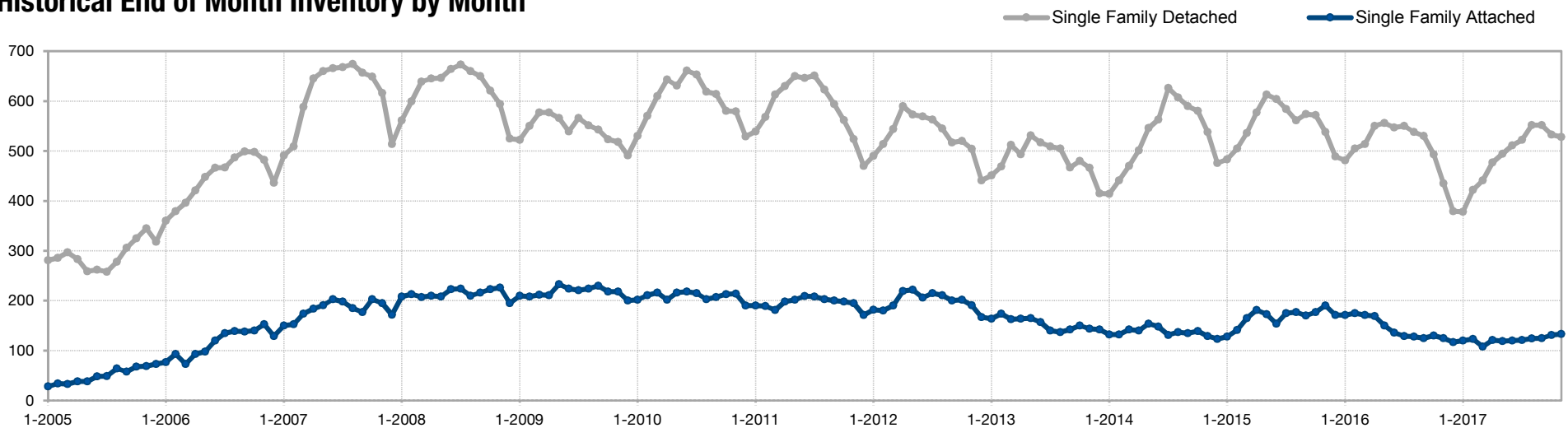


November



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2016	379	-22.5%	117	-31.6%
Jan-2017	378	-21.4%	120	-29.8%
Feb-2017	422	-16.4%	123	-29.7%
Mar-2017	441	-14.2%	108	-36.8%
Apr-2017	477	-13.3%	121	-28.4%
May-2017	494	-11.2%	119	-20.7%
Jun-2017	511	-6.6%	120	-11.8%
Jul-2017	522	-5.1%	121	-6.2%
Aug-2017	552	+2.6%	124	-3.1%
Sep-2017	552	+4.2%	125	0.0%
Oct-2017	533	+8.1%	131	+0.8%
Nov-2017	528	+21.4%	133	+6.4%
12-Month Avg	475	-7.8%	121	-18.3%

Historical End of Month Inventory by Month

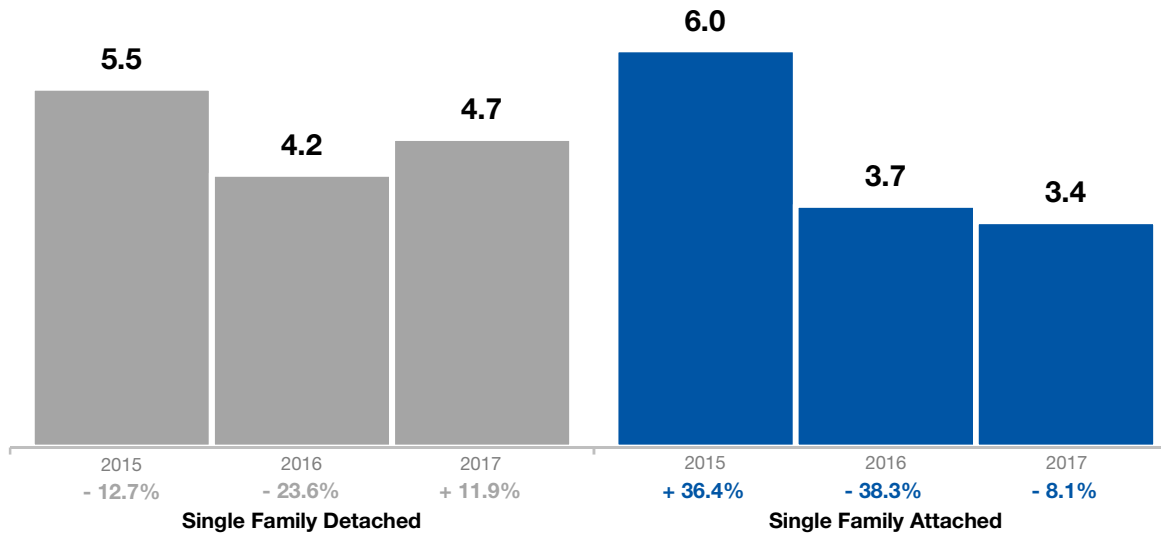


Months Supply of Inventory

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.



November



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2016	3.6	-26.5%	3.4	-37.0%
Jan-2017	3.6	-25.0%	3.6	-30.8%
Feb-2017	3.9	-22.0%	3.7	-28.8%
Mar-2017	4.0	-18.4%	3.1	-38.0%
Apr-2017	4.5	-11.8%	3.4	-32.0%
May-2017	4.5	-11.8%	3.3	-25.0%
Jun-2017	4.7	-6.0%	3.4	-15.0%
Jul-2017	4.8	-7.7%	3.4	-8.1%
Aug-2017	5.0	0.0%	3.4	-8.1%
Sep-2017	5.0	-3.8%	3.4	-8.1%
Oct-2017	4.7	-2.1%	3.5	-7.9%
Nov-2017	4.7	+11.9%	3.4	-8.1%
12-Month Avg*	4.4	-11.8%	3.4	-22.6%

* Months Supply for all properties from December 2016 through November 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				11-2016	11-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	11-2014	11-2015	11-2016	11-2017						
New Listings					103	190	+ 84.5%	2,039	2,232	+ 9.5%
Pending Sales					119	140	+ 17.6%	1,571	1,718	+ 9.4%
Closed Sales					106	116	+ 9.4%	1,541	1,572	+ 2.0%
Median List Price					\$349,000	\$299,000	- 14.3%	\$332,950	\$326,638	- 1.9%
Median Sales Price					\$315,000	\$295,750	- 6.1%	\$303,000	\$314,900	+ 3.9%
Avg. Sales Price					\$317,784	\$332,606	+ 4.7%	\$332,931	\$350,643	+ 5.3%
Median Price Per Sq Ft					\$136	\$138	+ 1.5%	\$125	\$127	+ 1.6%
Average Price Per Sq Ft					\$140	\$140	0.0%	\$139	\$142	+ 2.2%
\$ Volume of Closed Sales (in millions)					\$33.7	\$38.6	+ 14.5%	\$512.8	\$551.2	+ 7.5%
Median Pct of List Price to Sale Price					98.8%	98.8%	0.0%	98.6%	98.3%	- 0.3%
Avg Pct of List Price to Sale Price					98.5%	98.5%	0.0%	98.1%	98.0%	- 0.1%
Median Days on Market					48	37	- 22.9%	49	40	- 18.4%
Affordability Index					107	115	+ 7.5%	111	108	- 2.7%
End of Month Inventory					560	664	+ 18.6%	--	--	--
Months Supply					4.0	4.4	+ 10.0%	--	--	--

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		
	11-2016	11-2017	+ / -	11-2016	11-2017	+ / -	11-2016	11-2017	+ / -	11-2016	11-2017	+ / -	11-2016	11-2017	+ / -
James City County	82	141	+72.0%	85	89	+4.7%	\$ 320,000	\$ 302,255	-5.5%	439	556	+26.7%	3.9	4.6	+17.9%
City of Williamsburg	9	13	+44.4%	11	11	0.0%	\$335,000	\$266,500	-20.4%	68	57	-16.2%	5.4	4.5	-16.7%
York County	22	48	+118.2%	17	22	+29.4%	\$275,000	\$283,968	+3.3%	106	109	+2.8%	4.6	3.9	-15.2%
New Kent County	6	5	-16.7%	4	8	+100.0%	\$173,200	\$221,850	+28.1%	44	55	+25.0%	6.2	7.5	+21.0%
Charles City County	2	0	-100.0%	2	0	-100.0%	\$103,500	\$0	-100.0%	7	5	-28.6%	4.2	4.4	+4.8%
Newport News	11	18	+63.6%	8	12	+50.0%	\$163,500	\$217,500	+33.0%	39	62	+59.0%	2.8	4.0	+42.9%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	4	3	-25.0%	0	1	--	\$0	\$42,000	--	10	6	-40.0%	6.7	4.0	-40.3%
Gloucester	5	14	+180.0%	8	8	0.0%	\$245,450	\$226,000	-7.9%	58	64	+10.3%	7.6	7.8	+2.6%
Richmond	0	0	--	3	1	-66.7%	\$288,140	\$93,000	-67.7%	6	1	-83.3%	3.9	0.7	-82.1%
23185	48	87	+81.3%	52	55	+5.8%	\$317,500	\$286,815	-9.7%	267	291	+9.0%	4.4	4.5	+2.3%
23188	50	77	+54.0%	45	46	+2.2%	\$320,000	\$332,500	+3.9%	250	299	+19.6%	3.8	4.1	+7.9%
23168	5	26	+420.0%	9	15	+66.7%	\$300,925	\$295,000	-2.0%	42	74	+76.2%	3.3	5.2	+57.6%
23168, 23185 & 23188	103	190	+84.5%	106	116	+9.4%	\$315,000	\$295,750	-6.1%	559	664	+18.8%	4.0	4.4	+10.0%