

Monthly Indicators



September 2017

Every market is unique, yet the national sentiment has given rise to the notion that housing markets are stalling. Although desirous buyers are out on an increasing number of showings, there remains a limited number of desirable listings. And although mortgage rates have remained enticingly low, home prices have reached unaffordable levels for many new entrants into the housing pool at exactly the same time that established owners are proving to be less interested in moving.

When comparing 2017 to 2016 statistics, New Listings were up 13.8 percent for single family detached homes and 13.5 percent for single family attached properties. Pending Sales increased 19.6 percent for single family detached homes and 30.0 percent for single family attached properties.

The Median Sales Price was down 8.8 percent to \$319,200 for single family detached homes but increased 10.0 percent to \$220,000 for single family attached properties. Months Supply of Inventory decreased 1.9 percent for single family detached units and 5.4 percent for single family attached units.

Last year at this time, the national storyline was about how high demand was propping up sales and prices despite low inventory and months of supply. That has actually continued to be a familiar refrain for many months in 2017 and now for the past couple of years. But with the likes of Hurricanes Harvey and Irma, different employment outlooks, disparate incomes, varying new construction expectations and potential housing policy shifts, regional differences are becoming more prevalent and pronounced.

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

- 8.8%

+ 10.0%

- 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.

Single Family Detached Market Overview	2
Single Family Attached Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Median List Price	7
Median Sales Price	8
Average Sales Price	9
Median Price Per Square Foot	10
Average Price Per Square Foot	11
Dollar Volume of Closed Sales (in millions)	12
Median Percent of List Price to Sale Price	13
Average Percent of List Price to Sale Price	14
Median Days on Market Until Sale	15
Housing Affordability Index	16
End of Month Inventory	17
Months Supply of Inventory	18
Total Market Overview	19
Area Overview	20

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				9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	9-2014	9-2015	9-2016	9-2017						
New Listings					130	148	+ 13.8%	1,407	1,509	+ 7.2%
Pending Sales					92	110	+ 19.6%	1,002	1,093	+ 9.1%
Closed Sales					116	90	- 22.4%	984	1,002	+ 1.8%
Median List Price					\$362,500	\$369,000	+ 1.8%	\$365,000	\$365,000	0.0%
Median Sales Price					\$349,950	\$319,200	- 8.8%	\$339,000	\$344,163	+ 1.5%
Avg. Sales Price					\$380,706	\$350,719	- 7.9%	\$369,465	\$390,162	+ 5.6%
Median Price Per Sq Ft					\$138	\$140	+ 1.5%	\$137	\$141	+ 2.9%
Average Price Per Sq Ft					\$142	\$140	- 1.4%	\$141	\$144	+ 2.1%
\$ Volume of Closed Sales (in millions)					\$44.2	\$31.6	- 28.5%	\$363.3	\$390.9	+ 7.6%
Median Pct of List Price to Sale Price					99.0%	99.2%	+ 0.2%	98.5%	98.3%	- 0.2%
Avg Pct of List Price to Sale Price					98.1%	99.0%	+ 0.9%	97.9%	97.9%	0.0%
Median Days on Market					58	26	- 55.2%	50	38	- 24.0%
Affordability Index					100	107	+ 7.0%	103	99	- 3.9%
End of Month Inventory					532	574	+ 7.9%	--	--	--
Months Supply					5.2	5.1	- 1.9%	--	--	--

Single Family Attached Market Overview

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



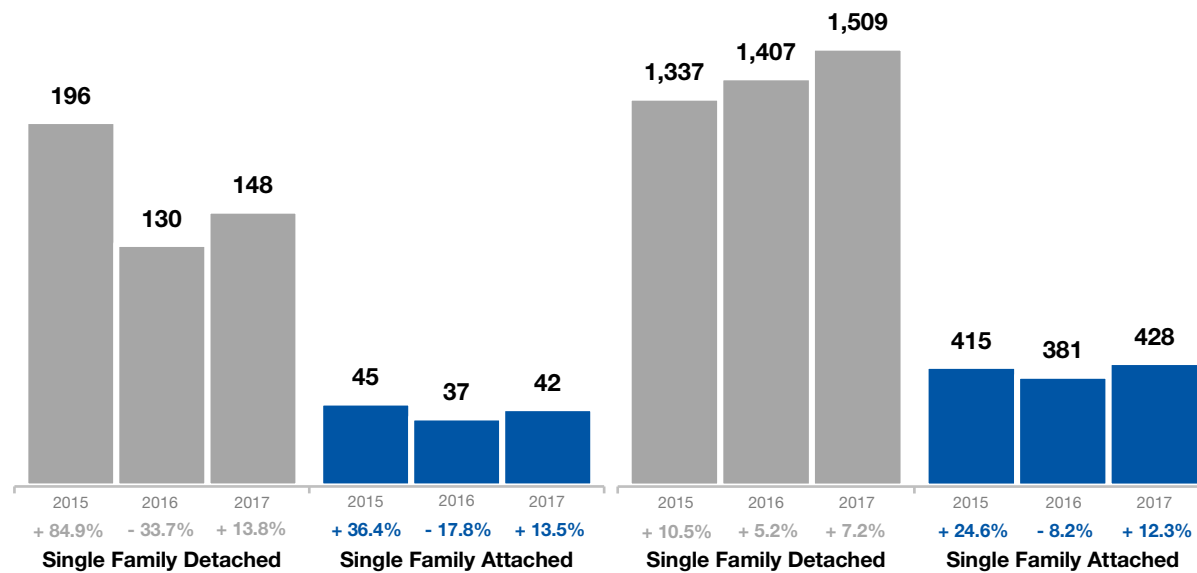
Key Metrics	Historical Sparkbars				9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	9-2014	9-2015	9-2016	9-2017						
New Listings					37	42	+ 13.5%	381	428	+ 12.3%
Pending Sales					30	39	+ 30.0%	331	362	+ 9.4%
Closed Sales					33	33	0.0%	321	306	- 4.7%
Median List Price					\$232,400	\$241,445	+ 3.9%	\$236,250	\$233,745	- 1.1%
Median Sales Price					\$200,000	\$220,000	+ 10.0%	\$220,000	\$217,126	- 1.3%
Avg. Sales Price					\$211,229	\$224,335	+ 6.2%	\$229,802	\$228,446	- 0.6%
Median Price Per Sq Ft					\$132	\$132	+ 0.2%	\$127	\$129	+ 1.1%
Average Price Per Sq Ft					\$132	\$136	+ 3.0%	\$132	\$135	+ 2.3%
\$ Volume of Closed Sales (in millions)					\$7.0	\$7.4	+ 6.2%	\$73.8	\$69.9	- 5.2%
Median Pct of List Price to Sale Price					97.4%	99.1%	+ 1.7%	98.6%	98.3%	- 0.3%
Avg Pct of List Price to Sale Price					96.7%	98.1%	+ 1.4%	98.2%	97.9%	- 0.3%
Median Days on Market					50	39	- 22.0%	54	41	- 24.1%
Affordability Index					175	156	- 10.9%	159	158	- 0.6%
End of Month Inventory					125	131	+ 4.8%	--	--	--
Months Supply					3.7	3.5	- 5.4%	--	--	--

New Listings

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

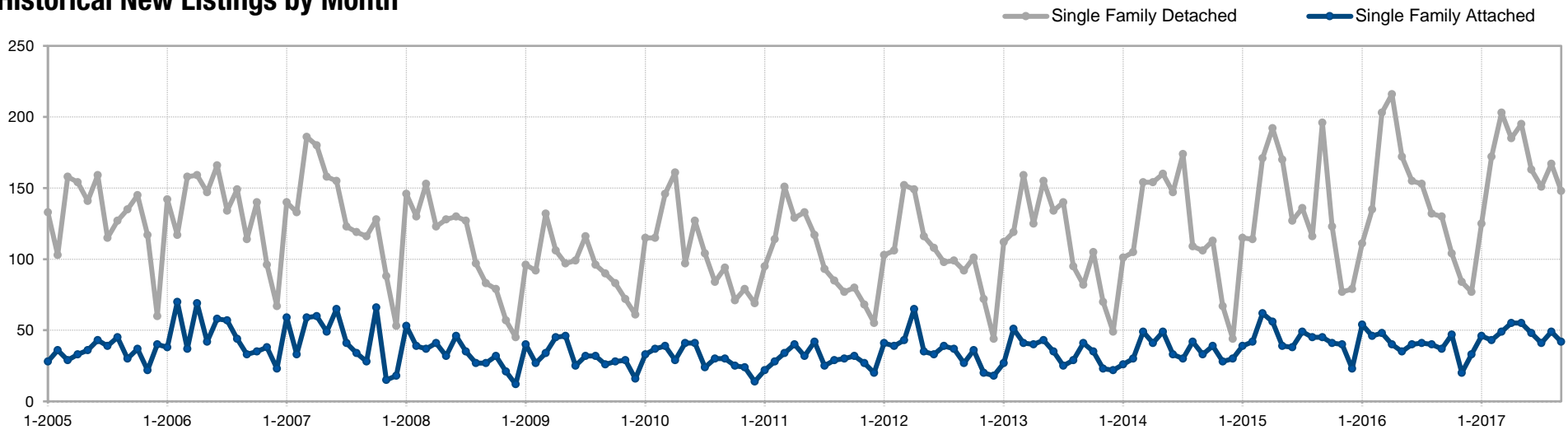


September



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2016	104	-15.4%	47	+14.6%
Nov-2016	84	+9.1%	20	-50.0%
Dec-2016	77	-2.5%	33	+43.5%
Jan-2017	125	+12.6%	46	-14.8%
Feb-2017	172	+27.4%	43	-6.5%
Mar-2017	203	0.0%	49	+2.1%
Apr-2017	185	-14.4%	55	+37.5%
May-2017	195	+13.4%	55	+57.1%
Jun-2017	163	+5.2%	48	+20.0%
Jul-2017	151	-1.3%	41	0.0%
Aug-2017	167	+26.5%	49	+22.5%
Sep-2017	148	+13.8%	42	+13.5%
12-Month Avg	148	+5.2%	44	+8.9%

Historical New Listings by Month

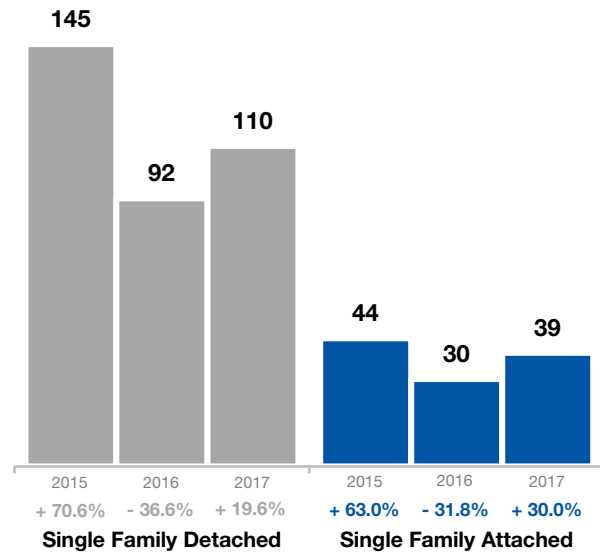


Pending Sales

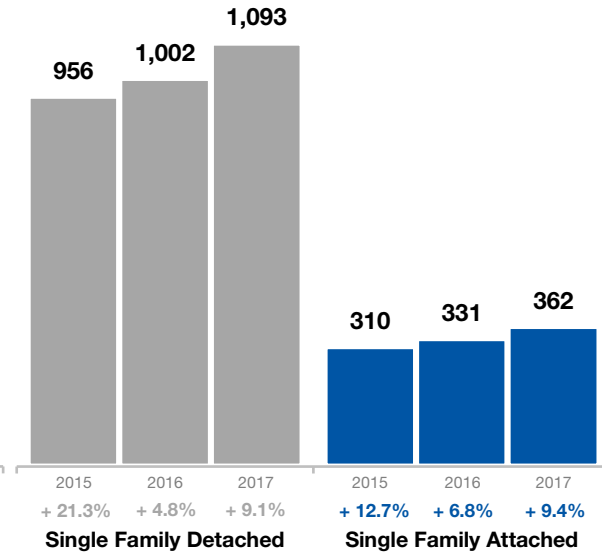
A count of the properties on which offers have been accepted in a given month.



September

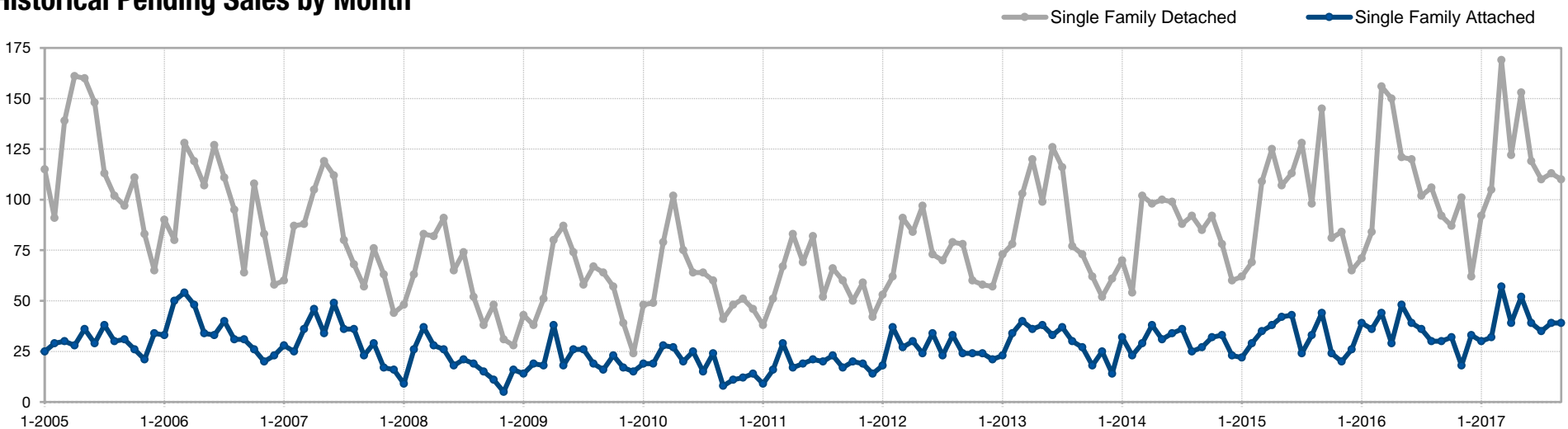


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2016	87	+7.4%	32	+33.3%
Nov-2016	101	+20.2%	18	-10.0%
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	153	+26.4%	52	+8.3%
Jun-2017	119	-0.8%	39	0.0%
Jul-2017	110	+7.8%	35	-2.8%
Aug-2017	113	+6.6%	39	+30.0%
Sep-2017	110	+19.6%	39	+30.0%
12-Month Avg	112	+9.0%	37	+11.0%

Historical Pending Sales by Month

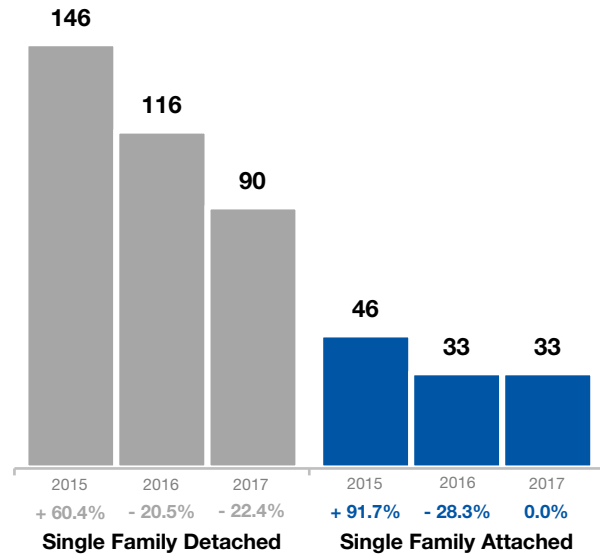


Closed Sales

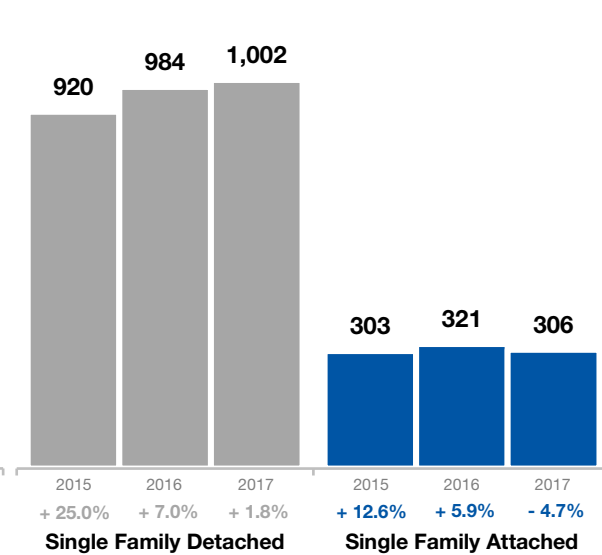
A count of the actual sales that closed in a given month.



September

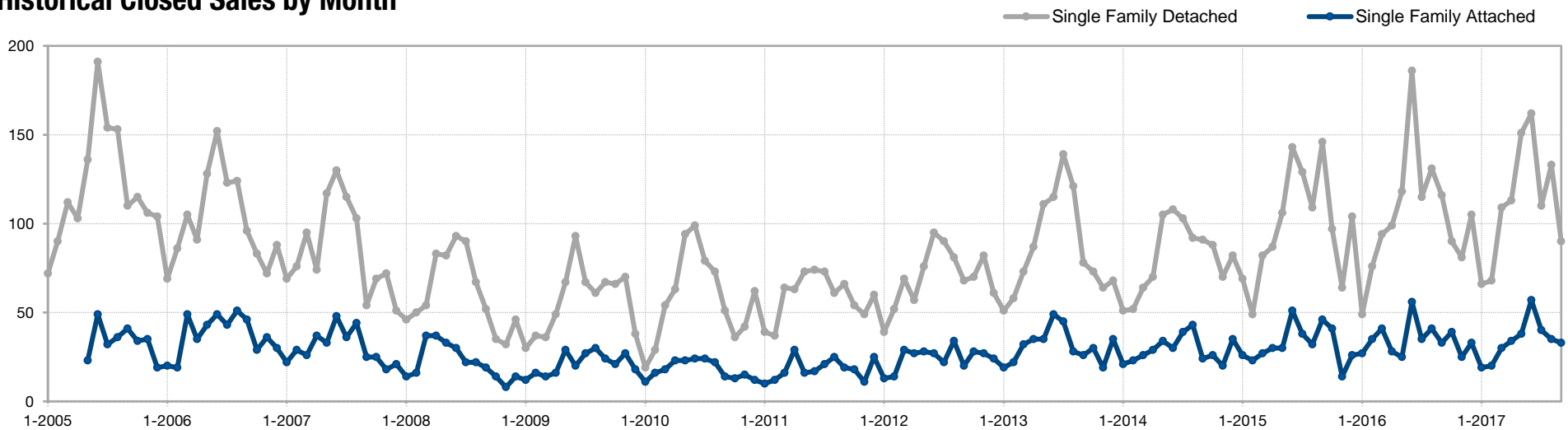


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	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	90	-22.4%	33	0.0%
12-Month Avg	107	+2.3%	34	+0.2%

Historical Closed Sales by Month

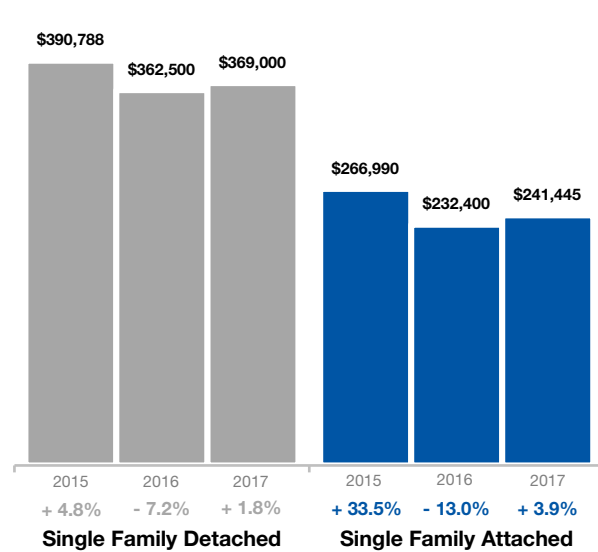


Median List Price

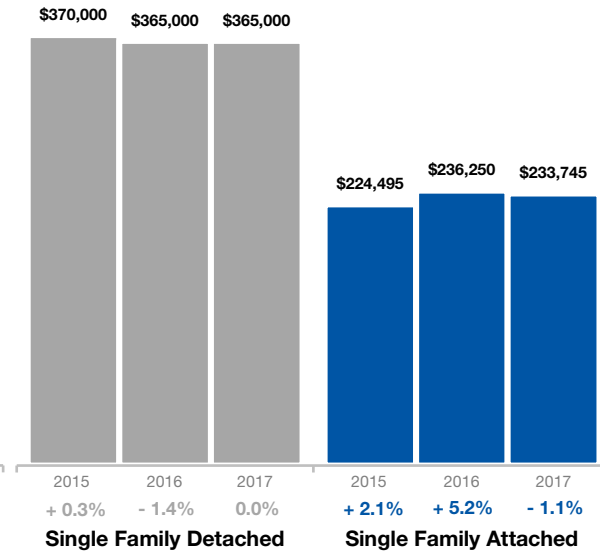
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



September



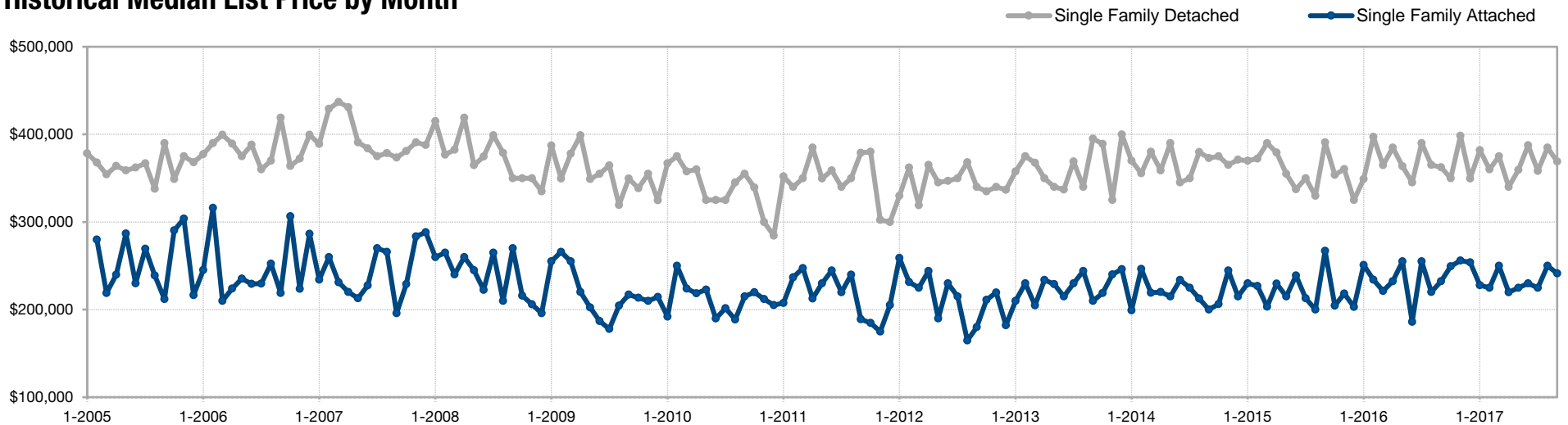
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2016	\$350,000	-1.0%	\$249,500	+22.0%
Nov-2016	\$398,273	+10.5%	\$256,073	+17.2%
Dec-2016	\$349,670	+7.6%	\$253,900	+25.1%
Jan-2017	\$382,000	+9.5%	\$227,950	-9.2%
Feb-2017	\$360,015	-9.3%	\$225,000	-3.9%
Mar-2017	\$375,000	+2.8%	\$250,000	+13.0%
Apr-2017	\$339,900	-11.7%	\$219,900	-5.4%
May-2017	\$359,495	-1.2%	\$225,000	-11.8%
Jun-2017	\$387,700	+12.4%	\$230,000	+23.7%
Jul-2017	\$358,200	-8.2%	\$224,900	-11.8%
Aug-2017	\$385,000	+5.5%	\$249,990	+13.7%
Sep-2017	\$369,000	+1.8%	\$241,445	+3.9%
12-Month Avg*	\$365,500	+0.5%	\$239,000	+4.1%

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

Historical Median List Price by Month

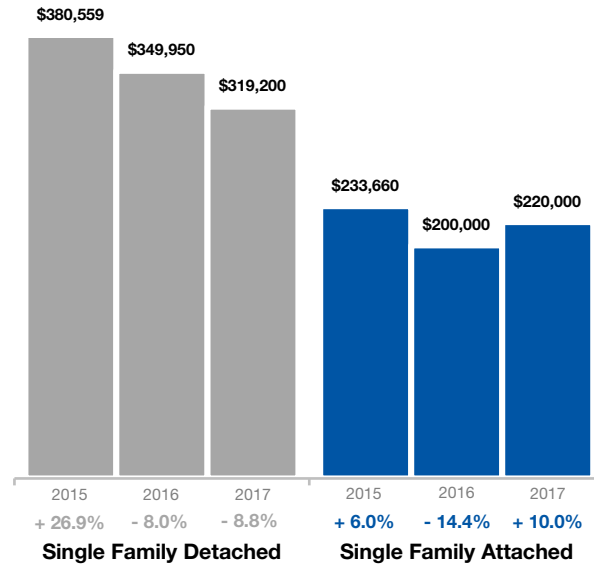


Median Sales Price

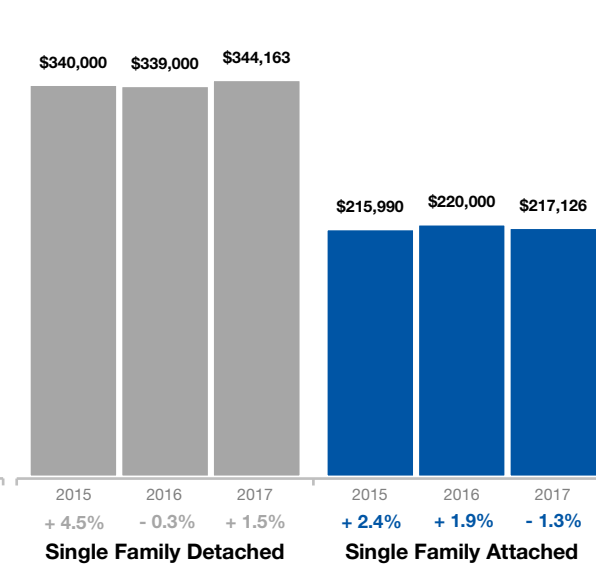
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



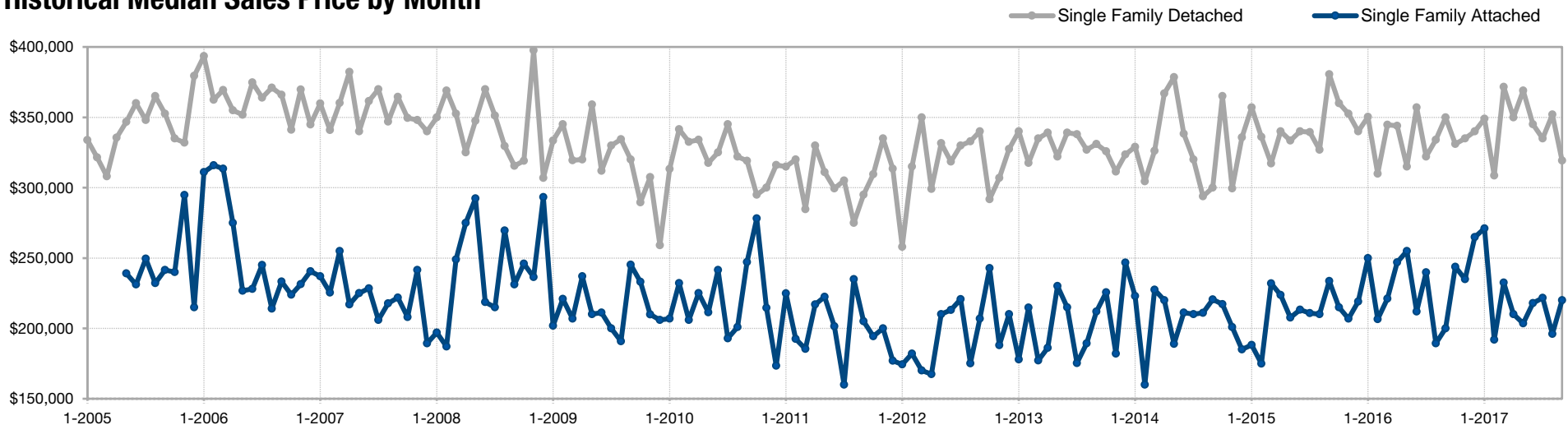
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	\$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	\$319,200	-8.8%	\$220,000	+10.0%
12-Month Avg*	\$341,950	+0.6%	\$223,000	+2.5%

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

Historical Median Sales Price by Month

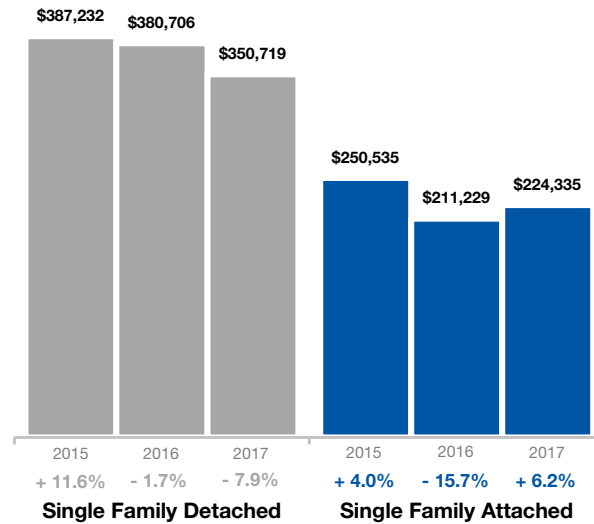


Average Sales Price

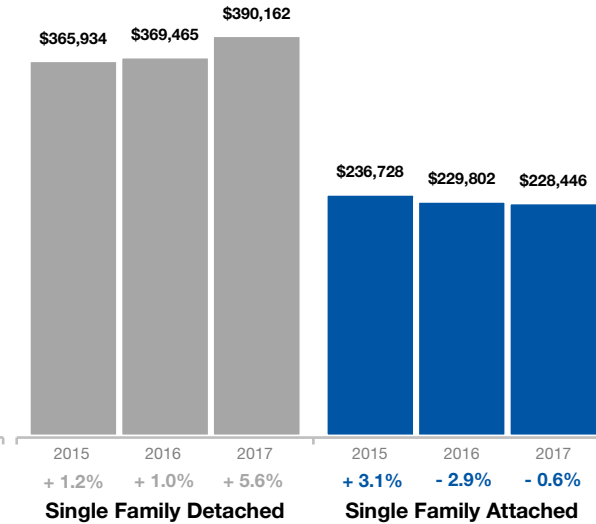
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



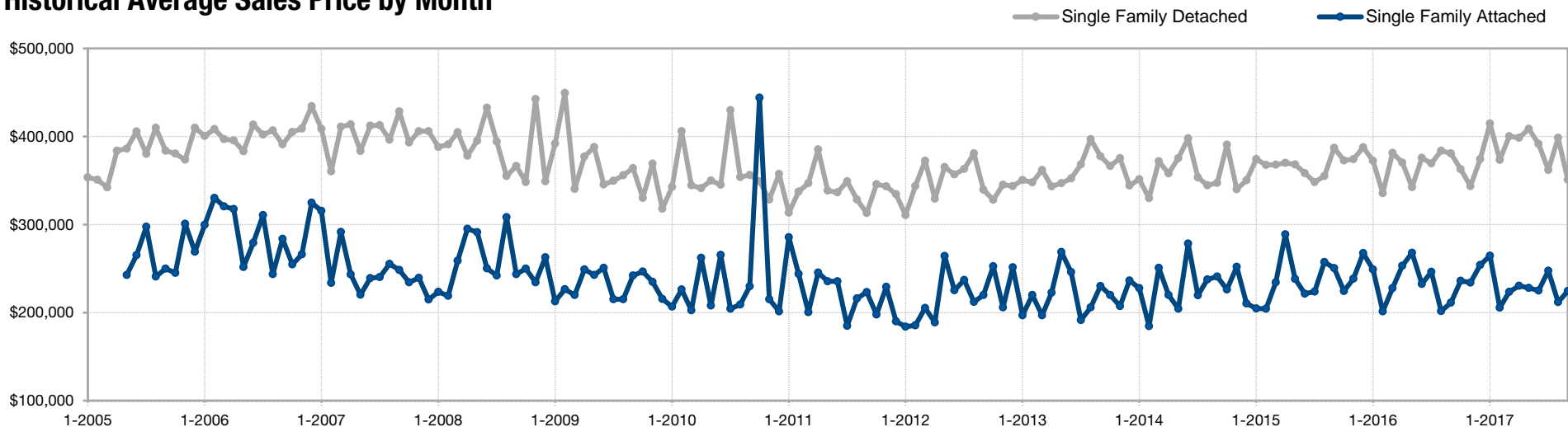
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	\$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	\$350,719	-7.9%	\$224,335	+6.2%
12-Month Avg*	\$383,972	+3.4%	\$231,635	-0.2%

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

Historical Average Sales Price by Month

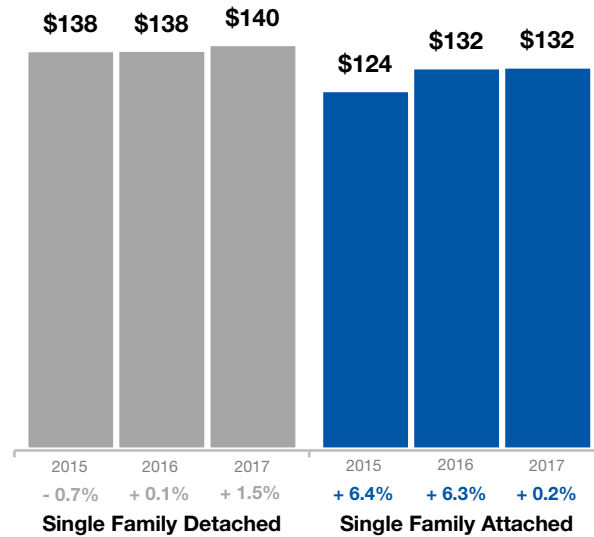


Median Price Per Square Foot

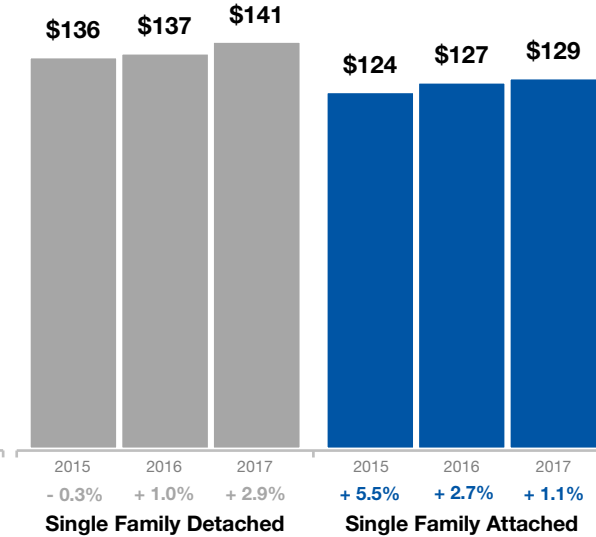
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



September



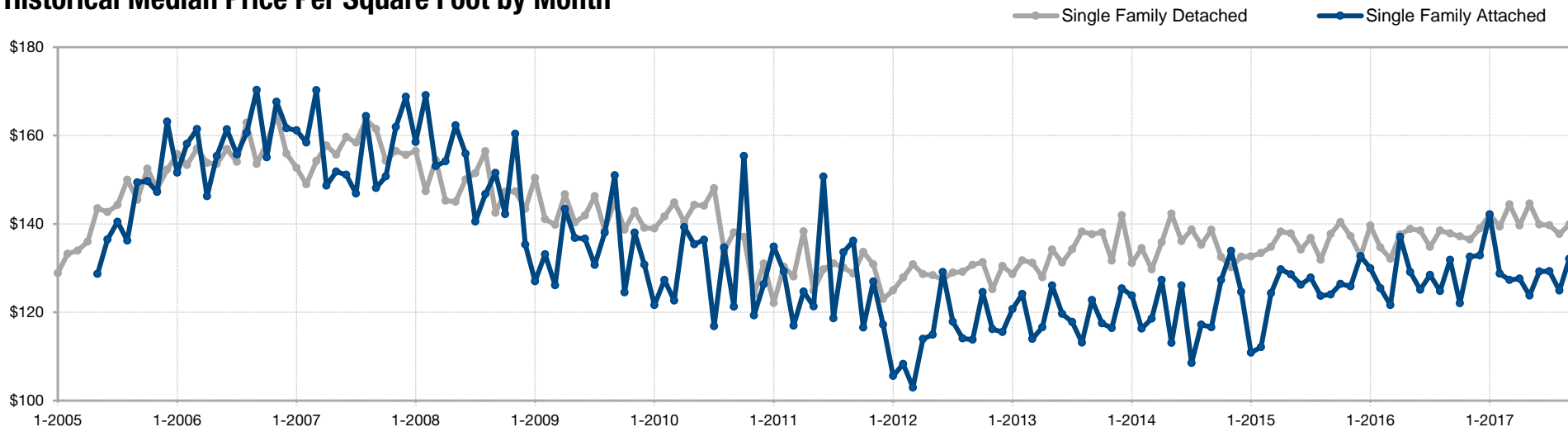
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	\$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	\$140	+1.5%	\$132	+0.2%
12-Month Avg*	\$140	+2.5%	\$128	+0.7%

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

Historical Median Price Per Square Foot by Month

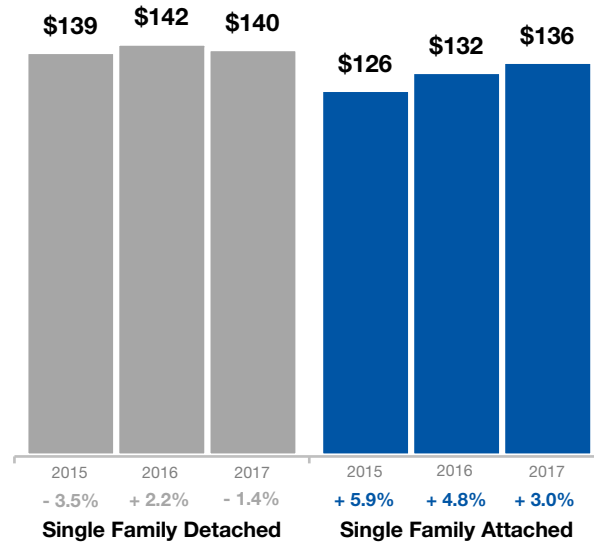


Average Price Per Square Foot

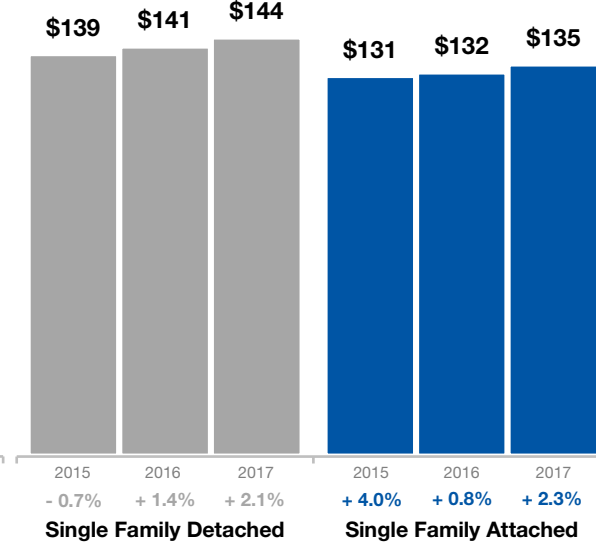
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



September



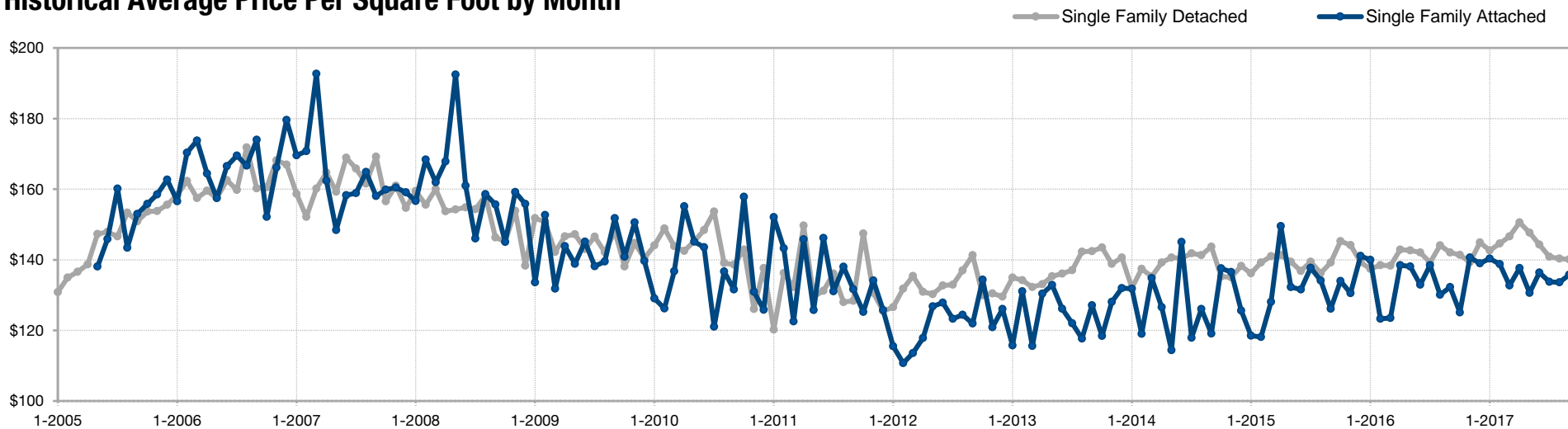
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	\$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%
12-Month Avg*	\$144	+1.6%	\$135	+1.4%

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

Historical Average Price Per Square Foot by Month

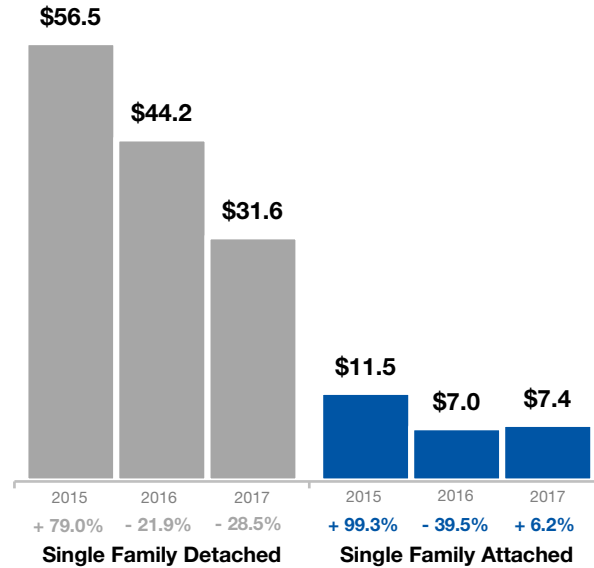


Dollar Volume of Closed Sales (in millions)

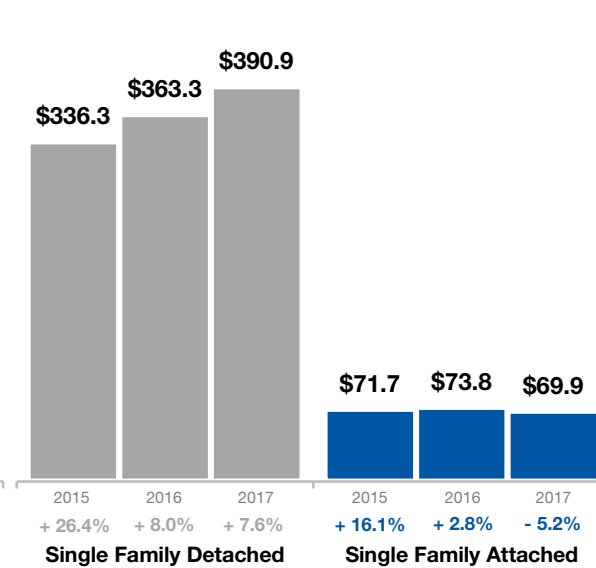


The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.

September



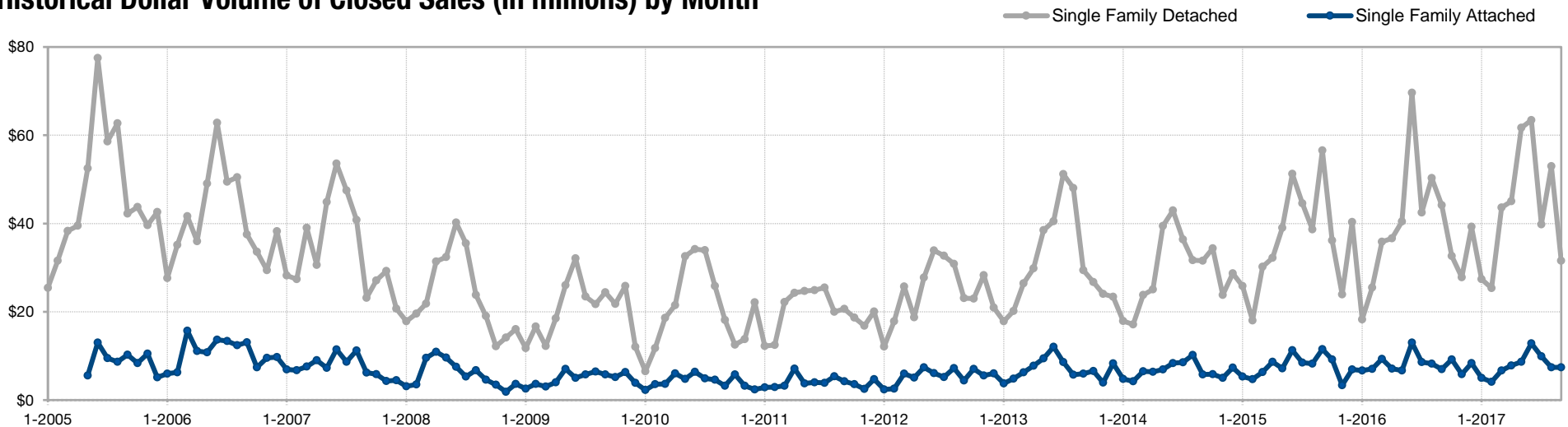
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	\$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	\$31.6	-28.5%	\$7.4	+6.2%
12-Month Avg*	\$40.9	+5.8%	\$7.8	+0.1%

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

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



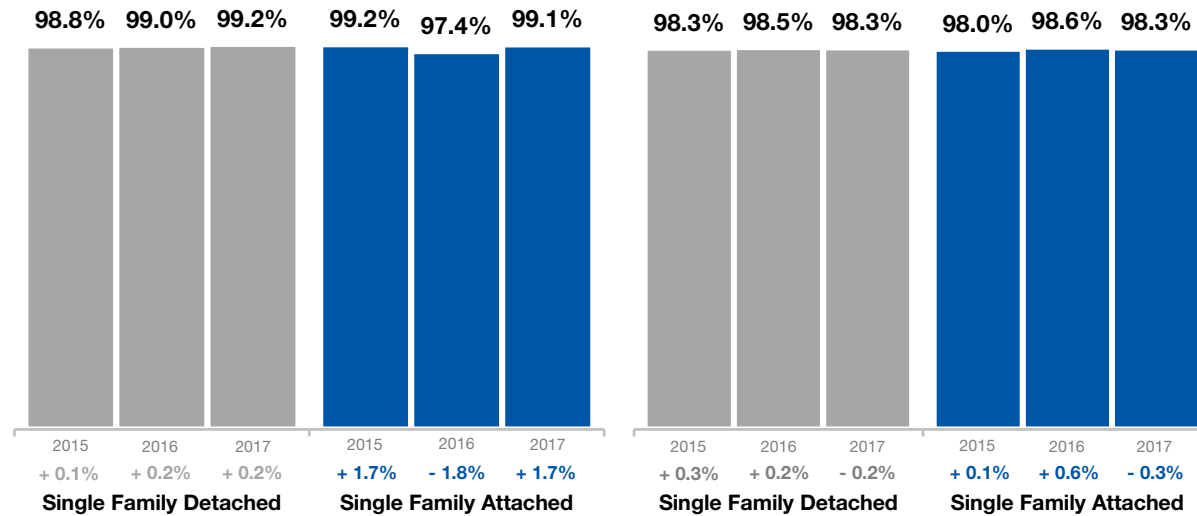
Median Percent of List Price to Sale Price



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.

September

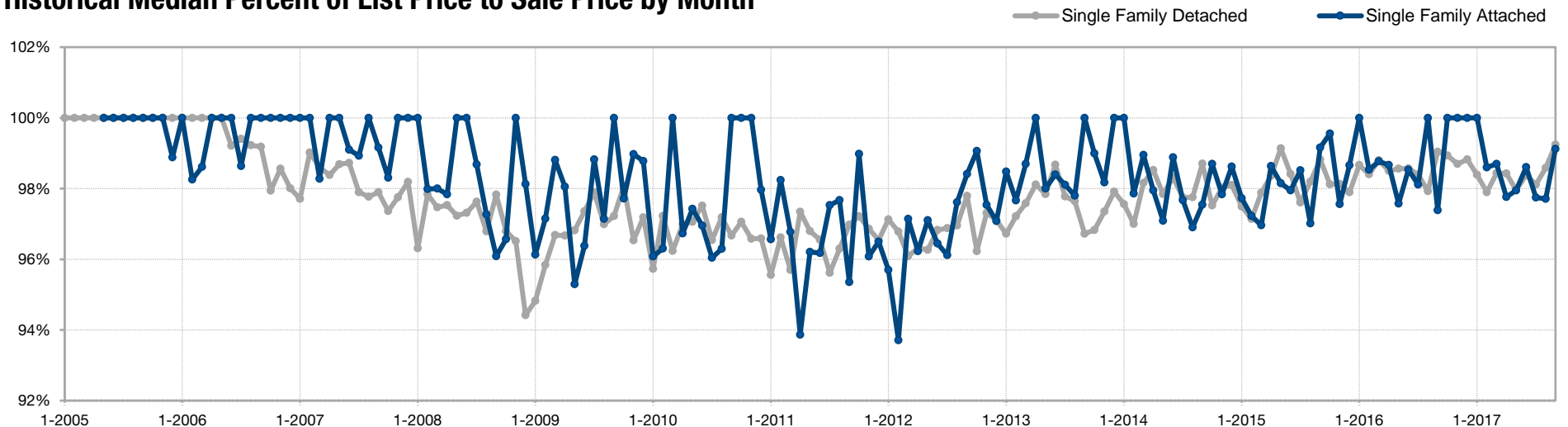
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	98.6%	+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%
12-Month Avg*	98.4%	-0.0%	98.6%	+0.0%

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

Historical Median Percent of List Price to Sale Price by Month



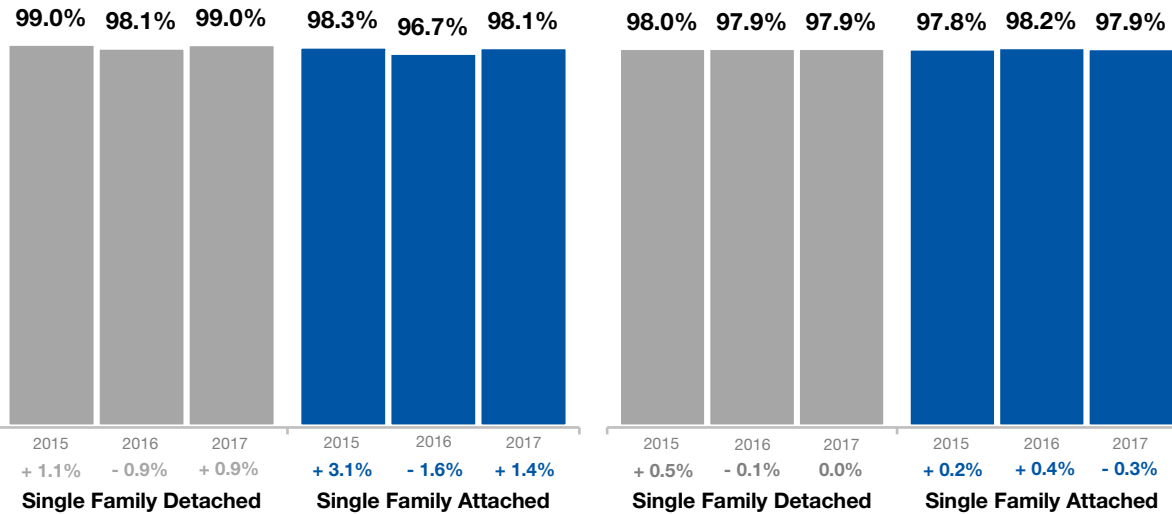
Average Percent of List Price to Sale Price



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.

September

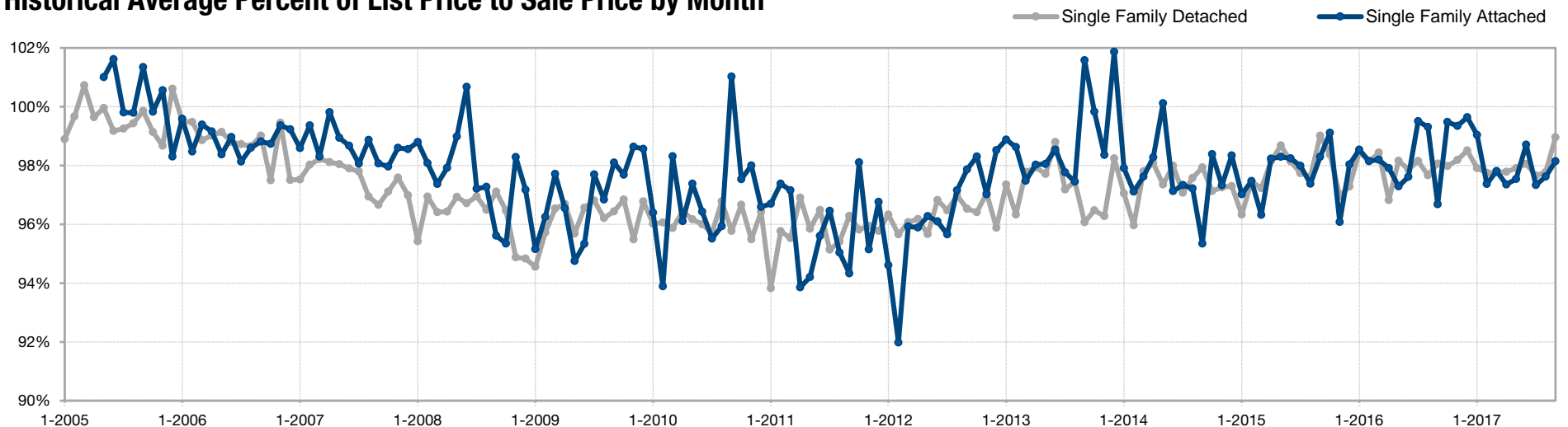
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	97.4%	-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%
12-Month Avg*	98.0%	+0.1%	98.3%	+0.1%

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

Historical Average Percent of List Price to Sale Price by Month

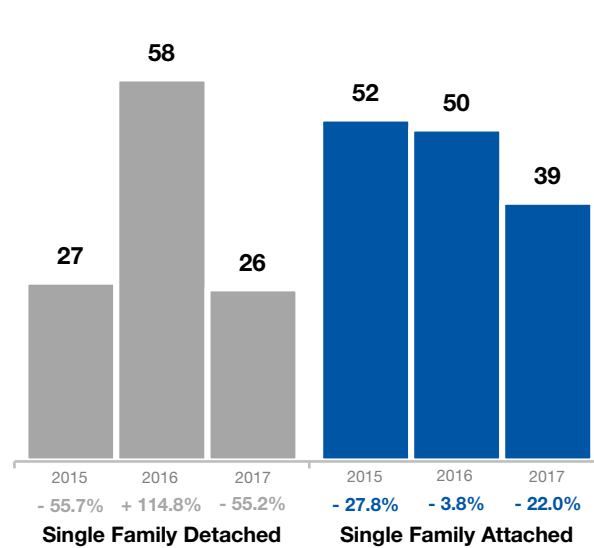


Median Days on Market Until Sale

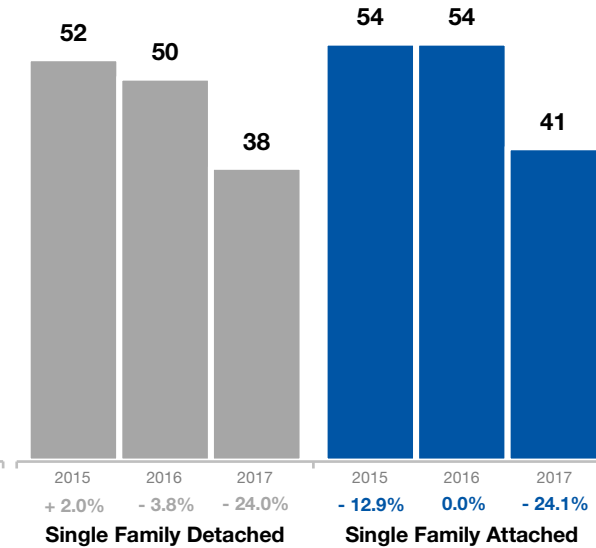
Median number of days between when a property is listed and when an offer is accepted in a given month.



September



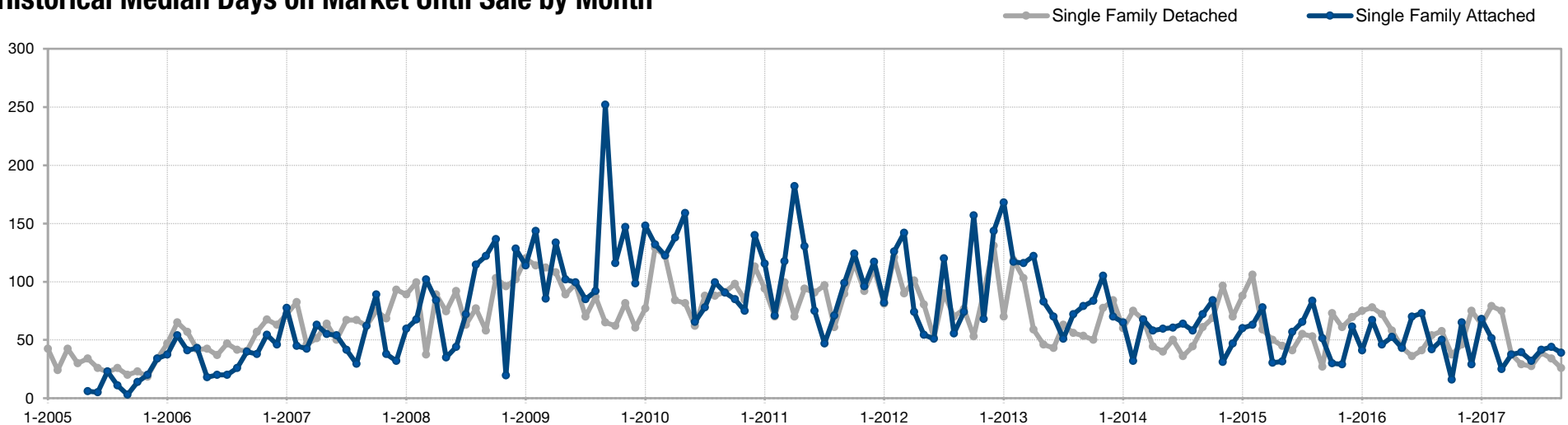
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	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	26	-55.2%	39	-22.0%
12-Month Avg*	41	-22.6%	39	-23.5%

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

Historical Median Days on Market Until Sale by Month



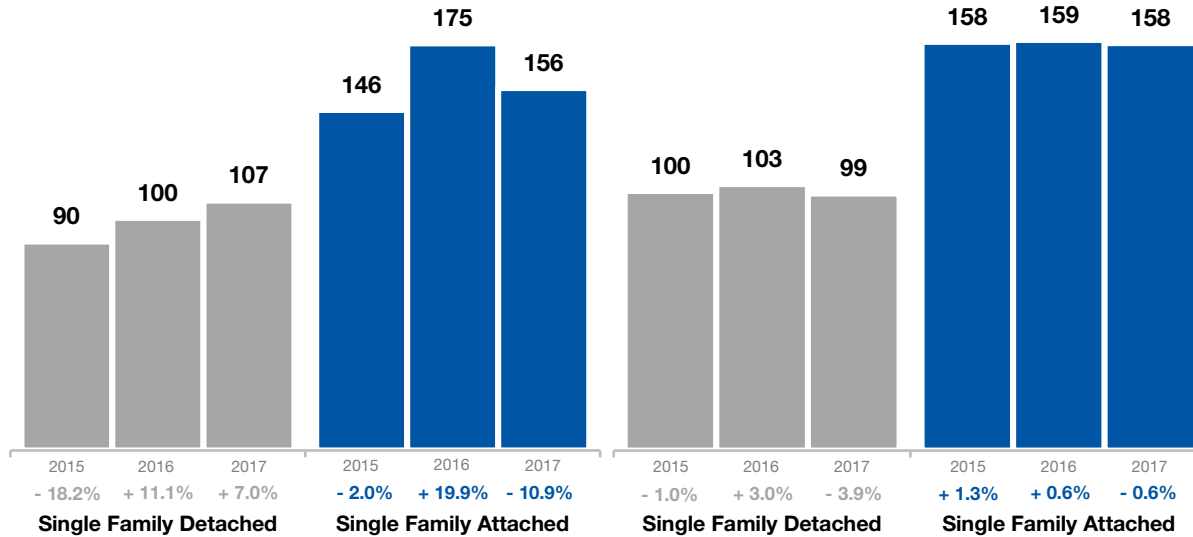
Housing Affordability Index



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.

September

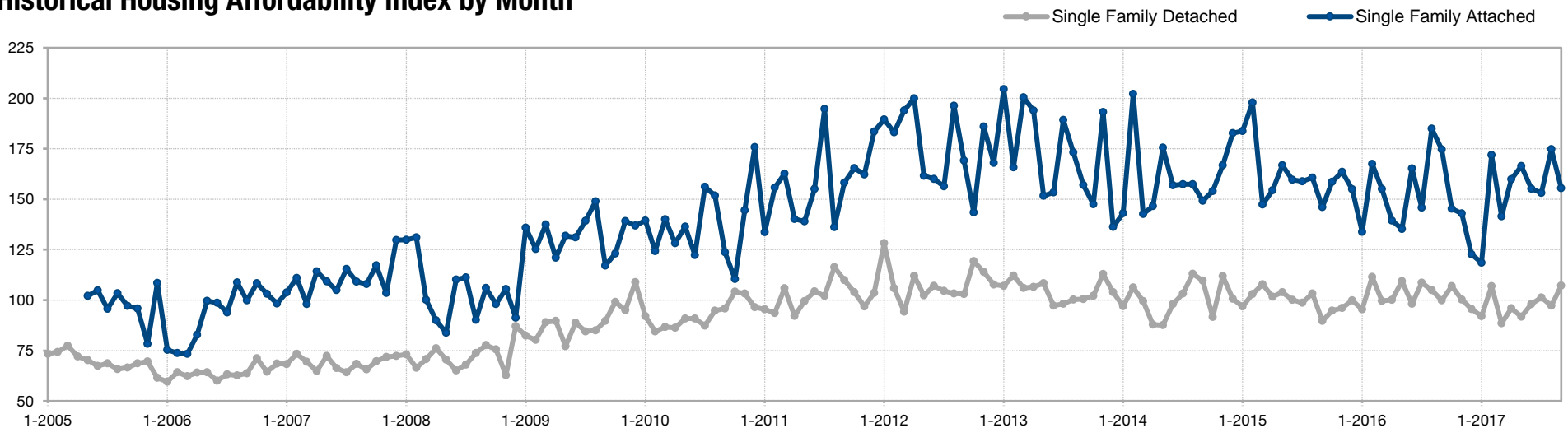
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	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%
12-Month Avg*	98	+5.4%	102	-0.4%

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

Historical Housing Affordability Index by Month

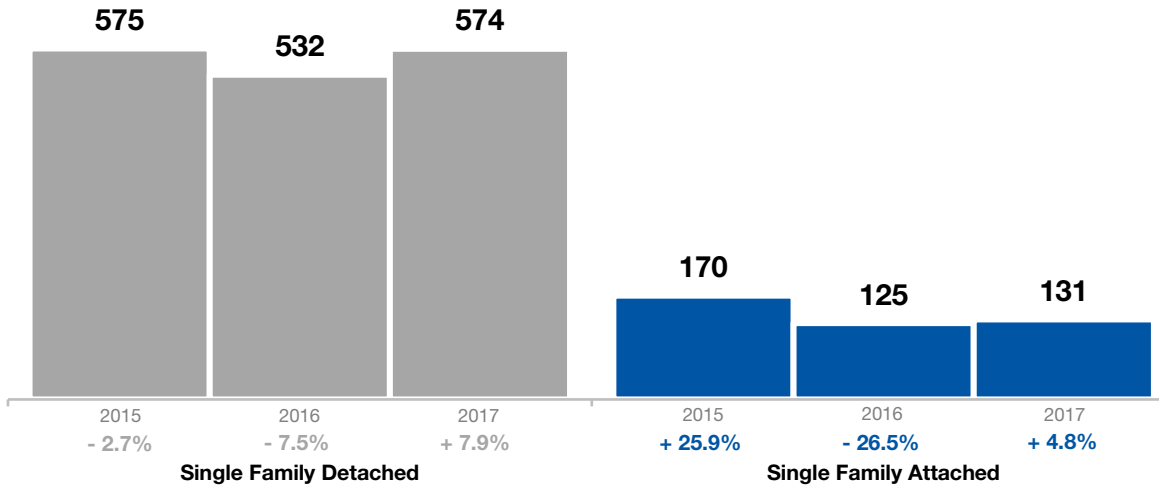


End of Month Inventory

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

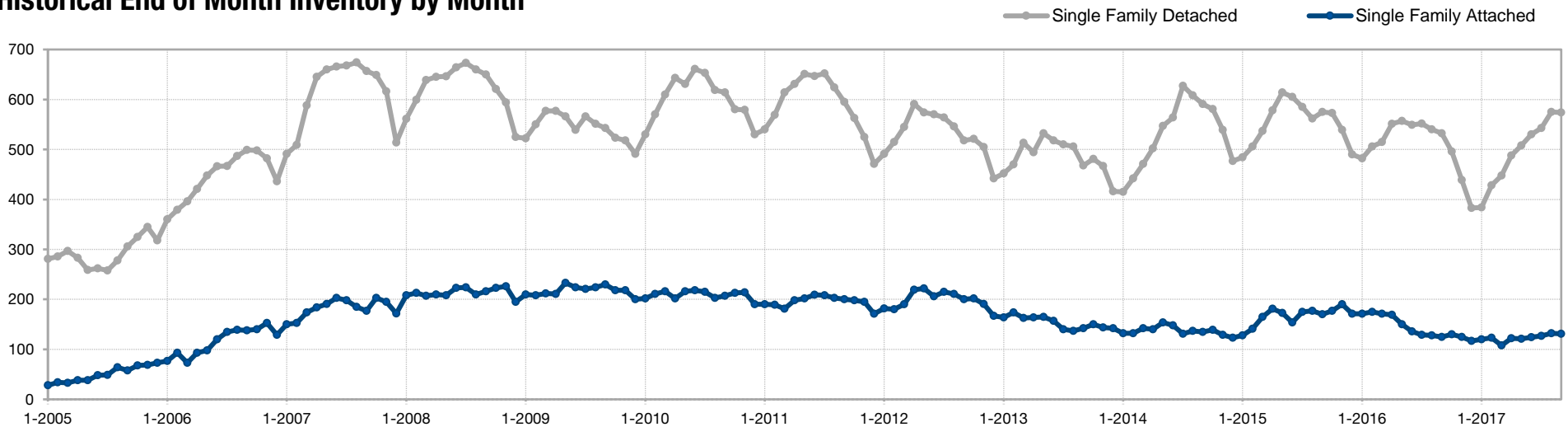


September



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2016	496	-13.4%	130	-26.6%
Nov-2016	439	-18.6%	125	-34.2%
Dec-2016	383	-21.8%	117	-31.6%
Jan-2017	384	-20.3%	120	-29.8%
Feb-2017	428	-15.4%	123	-29.7%
Mar-2017	448	-13.0%	108	-36.8%
Apr-2017	488	-11.4%	122	-27.8%
May-2017	508	-8.8%	121	-19.3%
Jun-2017	530	-3.5%	124	-8.8%
Jul-2017	543	-1.6%	127	-1.6%
Aug-2017	575	+6.5%	132	+3.1%
Sep-2017	574	+7.9%	131	+4.8%
12-Month Avg	483	-9.2%	123	-21.8%

Historical End of Month Inventory by Month

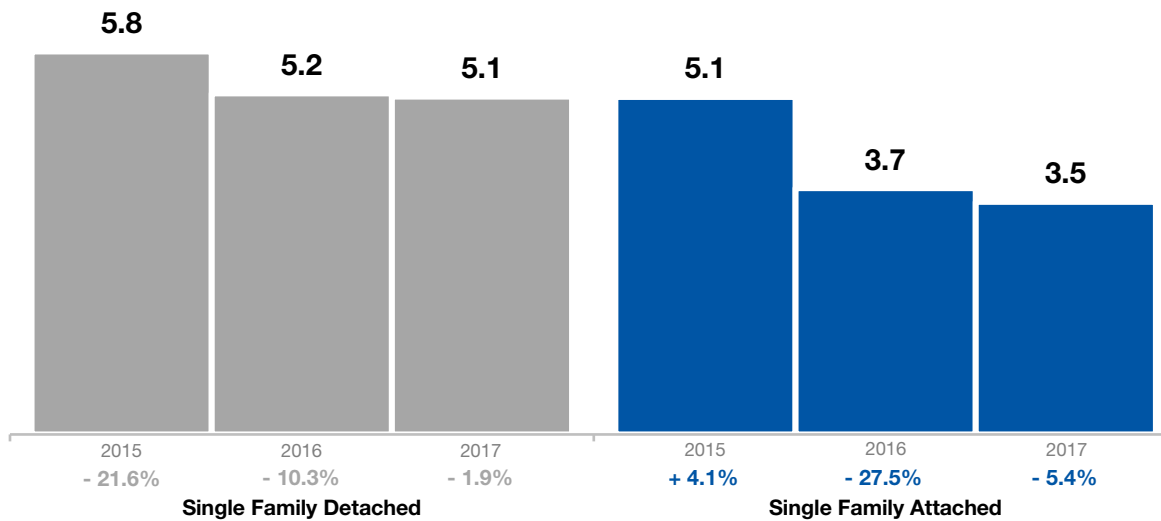


Months Supply of Inventory

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.



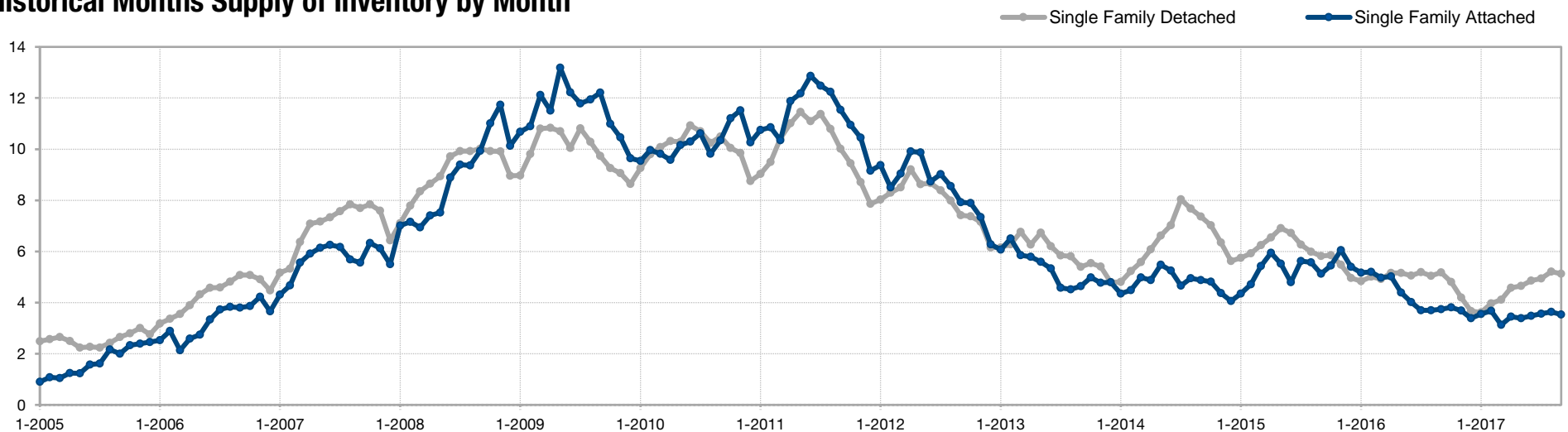
September



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2016	4.8	-18.6%	3.8	-29.6%
Nov-2016	4.2	-23.6%	3.7	-38.3%
Dec-2016	3.7	-26.0%	3.4	-37.0%
Jan-2017	3.6	-25.0%	3.6	-30.8%
Feb-2017	4.0	-20.0%	3.7	-28.8%
Mar-2017	4.1	-16.3%	3.1	-38.0%
Apr-2017	4.6	-11.5%	3.5	-30.0%
May-2017	4.6	-11.5%	3.4	-22.7%
Jun-2017	4.9	-3.9%	3.5	-12.5%
Jul-2017	4.9	-5.8%	3.6	-2.7%
Aug-2017	5.2	+4.0%	3.6	-2.7%
Sep-2017	5.1	-1.9%	3.5	-5.4%
12-Month Avg*	4.5	-13.1%	3.5	-25.5%

* Months Supply for all properties from October 2016 through September 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				9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	9-2014	9-2015	9-2016	9-2017						
New Listings					167	191	+ 14.4%	1,788	1,940	+ 8.5%
Pending Sales					122	150	+ 23.0%	1,333	1,457	+ 9.3%
Closed Sales					149	123	- 17.4%	1,306	1,309	+ 0.2%
Median List Price					\$337,208	\$329,900	- 2.2%	\$335,000	\$333,000	- 0.6%
Median Sales Price					\$321,000	\$300,000	- 6.5%	\$305,000	\$317,599	+ 4.1%
Avg. Sales Price					\$343,171	\$316,811	- 7.7%	\$334,985	\$352,390	+ 5.2%
Median Price Per Sq Ft					\$134	\$138	+ 3.0%	\$130	\$130	0.0%
Average Price Per Sq Ft					\$140	\$139	- 0.7%	\$139	\$142	+ 2.2%
\$ Volume of Closed Sales (in millions)					\$51.1	\$39.0	- 23.7%	\$437.3	\$461.3	+ 5.5%
Median Pct of List Price to Sale Price					98.4%	99.2%	+ 0.8%	98.5%	98.3%	- 0.2%
Avg Pct of List Price to Sale Price					97.8%	98.7%	+ 0.9%	98.0%	97.9%	- 0.1%
Median Days on Market					55	27	- 50.9%	51	39	- 23.5%
Affordability Index					109	114	+ 4.6%	115	108	- 6.1%
End of Month Inventory					657	706	+ 7.5%	--	--	--
Months Supply					4.8	4.7	- 2.1%	--	--	--

Area Overview

Key metrics by report month for areas in the Williamsburg Multiple Listing Service



	New Listings			Closed Sales			Median Sales Price			Monthly Inventory			Months Supply		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
James City County	128	160	+25.0%	124	101	-18.5%	\$ 336,906	\$ 306,005	-9.2%	523	598	+14.3%	4.8	5.0	+4.2%
City of Williamsburg	18	17	-5.6%	17	5	-70.6%	\$210,000	\$165,000	-21.4%	76	62	-18.4%	6.2	5.1	-17.7%
York County	33	26	-21.2%	18	25	+38.9%	\$294,350	\$281,980	-4.2%	115	107	-7.0%	5.1	4.0	-21.6%
New Kent County	5	11	+120.0%	9	12	+33.3%	\$335,000	\$288,750	-13.8%	48	57	+18.8%	5.9	8.8	+49.2%
Charles City County	1	0	-100.0%	3	0	-100.0%	\$230,000	\$0	-100.0%	6	7	+16.7%	3.4	5.6	+64.7%
Newport News	16	28	+75.0%	15	16	+6.7%	\$175,000	\$180,450	+3.1%	53	57	+7.5%	3.9	3.8	-2.6%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	2	1	-50.0%	4	1	-75.0%	\$185,000	\$237,000	+28.1%	10	8	-20.0%	6.7	5.0	-25.4%
Gloucester	8	10	+25.0%	8	7	-12.5%	\$157,500	\$181,150	+15.0%	63	62	-1.6%	8.7	7.8	-10.3%
Richmond	3	2	-33.3%	0	0	--	\$0	\$0	--	9	1	-88.9%	5.8	0.7	-87.9%
23185	73	92	+26.0%	72	43	-40.3%	\$310,000	\$300,000	-3.2%	306	310	+1.3%	5.1	5.0	-2.0%
23188	82	78	-4.9%	64	63	-1.6%	\$345,892	\$315,000	-8.9%	293	322	+9.9%	4.6	4.4	-4.3%
23168	12	21	+75.0%	13	17	+30.8%	\$295,000	\$260,000	-11.9%	58	74	+27.6%	4.7	5.2	+10.6%
23168, 23185 & 23188	167	191	+14.4%	149	123	-17.4%	\$321,000	\$300,000	-6.5%	657	706	+7.5%	4.8	4.7	-2.1%