

Monthly Indicators



April 2020

While the stock market recovered significantly in March, the effects of COVID-19 to the economy continue to build. In just the last four weeks, more than 20 million people filed initial unemployment claims according to the United States Department of Labor, fueled by stay at home orders and a slowdown of economic activity across the country. Added to the unemployment claims from March, more than 30 million people have become unemployed since COVID-19 has become widespread in the U.S. In the face of these challenging times, real estate activity in April slowed significantly.

When comparing 2020 to 2019 statistics, New Listings decreased 42.9 percent for single-family detached homes but increased 33.3 percent for single-family attached homes. Pending Sales decreased 35.5 percent for single-family detached homes and 16.3 percent for single-family attached properties.

Median List Price was up 0.6 percent for single-family detached homes but decreased 1.6 percent for single-family attached properties. Months Supply of Inventory decreased 15.6 percent for single-family detached homes but increased 19.2 percent for single-family attached properties.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

Consumers Should Consult with a REALTOR®. Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate? Contact an experienced REALTOR®.

Quick Facts

+ 12.6%	+ 12.0%	+ 17.1%
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 composed of single family properties, townhomes, condominiums and mobile homes with land. Percent changes are calculated using rounded figures.

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Single Family Detached Market Overview

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



Key Metrics	Historical Sparkbars				4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	4-2017	4-2018	4-2019	4-2020						
New Listings					196	112	- 42.9%	583	576	- 1.2%
Pending Sales					141	91	- 35.5%	417	438	+ 5.0%
Closed Sales					105	103	- 1.9%	316	349	+ 10.4%
Median List Price					\$405,000	\$407,500	+ 0.6%	\$424,900	\$395,000	- 7.0%
Median Sales Price					\$345,000	\$388,500	+ 12.6%	\$355,000	\$370,000	+ 4.2%
Avg. Sales Price					\$371,924	\$433,039	+ 16.4%	\$375,895	\$400,746	+ 6.6%
Median Price Per Sq Ft					\$143	\$146	+ 2.3%	\$142	\$150	+ 5.4%
Average Price Per Sq Ft					\$149	\$152	+ 2.0%	\$148	\$156	+ 5.4%
\$ Volume of Closed Sales (in millions)					\$39.1	\$44.6	+ 14.2%	\$118.8	\$139.9	+ 17.7%
Median Pct of List Price to Sale Price					98.7%	98.9%	+ 0.2%	98.3%	99.1%	+ 0.8%
Avg Pct of List Price to Sale Price					98.7%	98.7%	0.0%	97.7%	98.9%	+ 1.2%
Median Days on Market					37	22	- 40.5%	53	33	- 37.7%
Affordability Index					96	93	- 3.1%	93	98	+ 5.4%
End of Month Inventory					437	411	- 5.9%	--	--	--
Months Supply					4.5	3.8	- 15.6%	--	--	--

Single Family Attached Market Overview

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



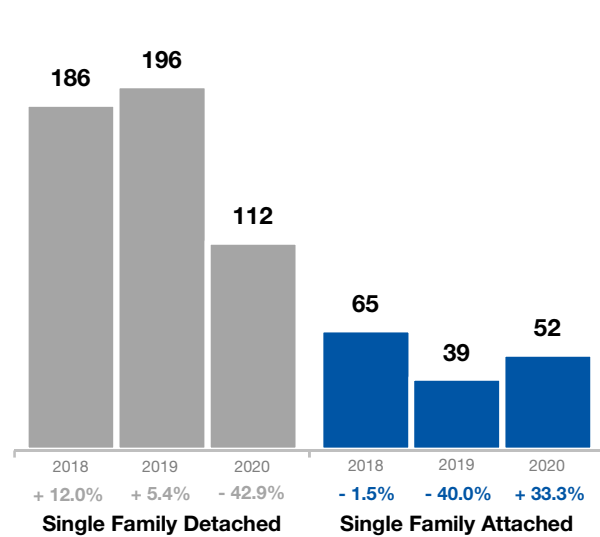
Key Metrics	Historical Sparkbars				4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	4-2017	4-2018	4-2019	4-2020						
New Listings					39	52	+ 33.3%	205	226	+ 10.2%
Pending Sales					43	36	- 16.3%	188	176	- 6.4%
Closed Sales					45	42	- 6.7%	145	163	+ 12.4%
Median List Price					\$245,000	\$241,045	- 1.6%	\$235,000	\$243,045	+ 3.4%
Median Sales Price					\$217,000	\$242,975	+ 12.0%	\$220,000	\$239,900	+ 9.0%
Avg. Sales Price					\$235,213	\$250,982	+ 6.7%	\$231,767	\$247,576	+ 6.8%
Median Price Per Sq Ft					\$133	\$140	+ 4.9%	\$133	\$140	+ 5.1%
Average Price Per Sq Ft					\$139	\$143	+ 2.9%	\$138	\$146	+ 5.8%
\$ Volume of Closed Sales (in millions)					\$10.6	\$10.5	- 0.4%	\$33.6	\$40.4	+ 20.1%
Median Pct of List Price to Sale Price					98.4%	99.5%	+ 1.1%	98.5%	99.3%	+ 0.8%
Avg Pct of List Price to Sale Price					98.2%	98.5%	+ 0.3%	98.1%	98.7%	+ 0.6%
Median Days on Market					45	16	- 64.4%	45	26	- 42.2%
Affordability Index					152	149	- 2.0%	150	151	+ 0.7%
End of Month Inventory					115	140	+ 21.7%	--	--	--
Months Supply					2.6	3.1	+ 19.2%	--	--	--

New Listings

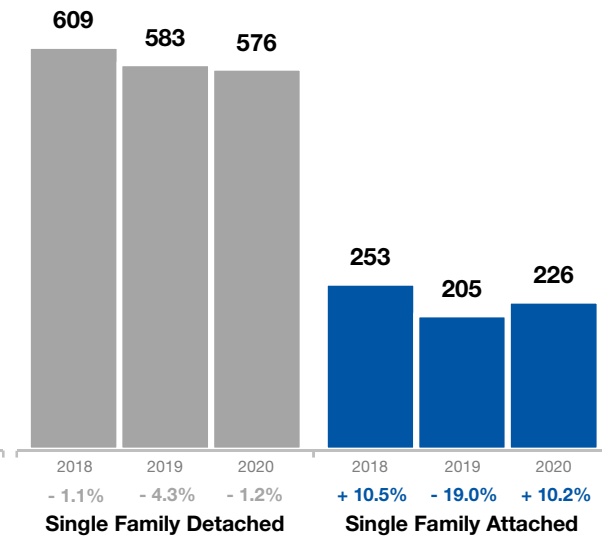
A count of the properties that have been newly listed on the market in a given month.



April

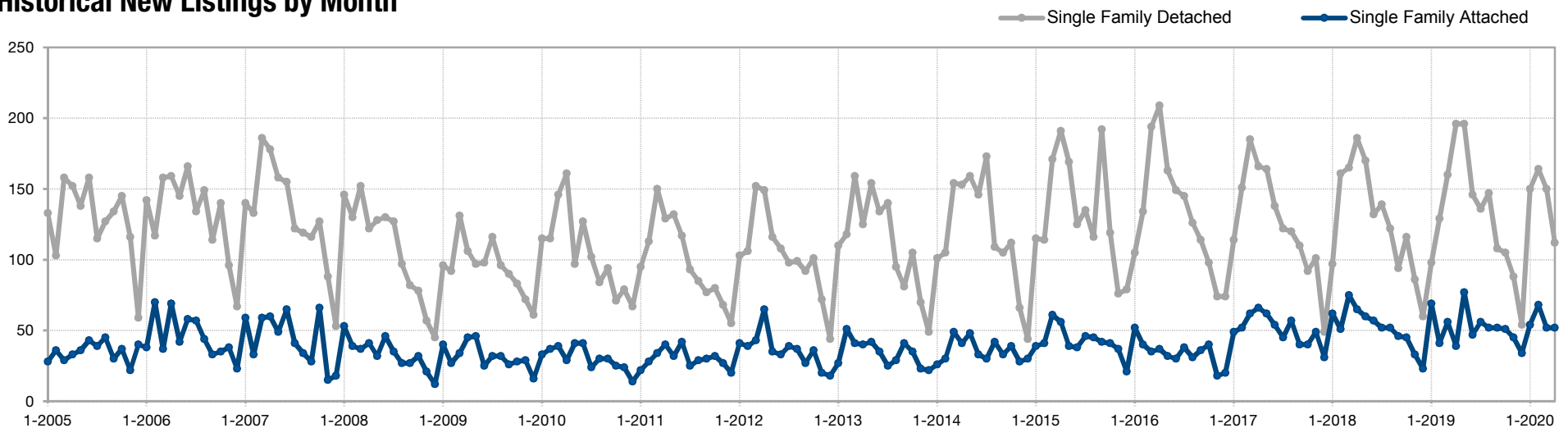


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	196	+15.3%	77	+28.3%
Jun-2019	146	+10.6%	47	-17.5%
Jul-2019	136	-2.2%	56	+7.7%
Aug-2019	147	+20.5%	52	0.0%
Sep-2019	108	+14.9%	52	+13.0%
Oct-2019	105	-9.5%	51	+13.3%
Nov-2019	88	+2.3%	45	+36.4%
Dec-2019	54	-10.0%	34	+47.8%
Jan-2020	150	+53.1%	54	-21.7%
Feb-2020	164	+27.1%	68	+65.9%
Mar-2020	150	-6.3%	52	-7.1%
Apr-2020	112	-42.9%	52	+33.3%
12-Month Avg	130	+3.6%	53	+11.7%

Historical New Listings by Month

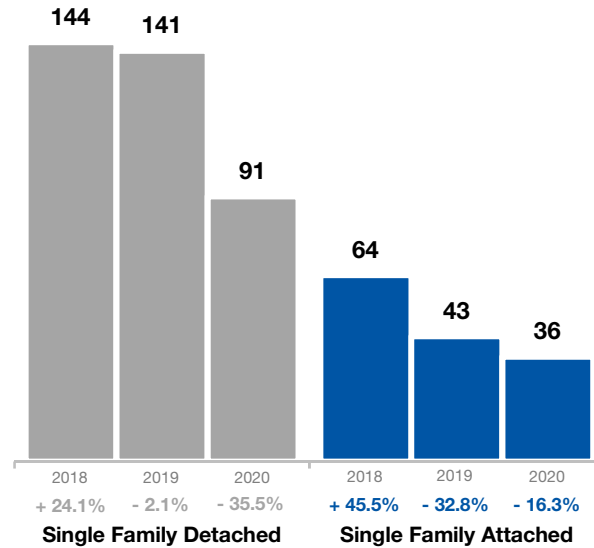


Pending Sales

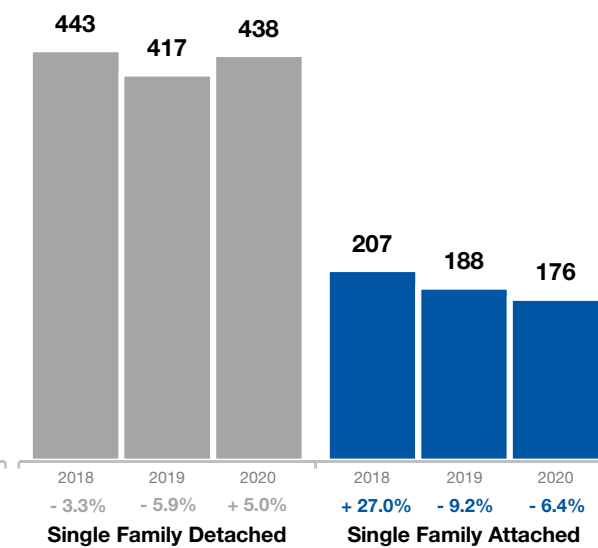
A count of the properties on which offers have been accepted in a given month.



April

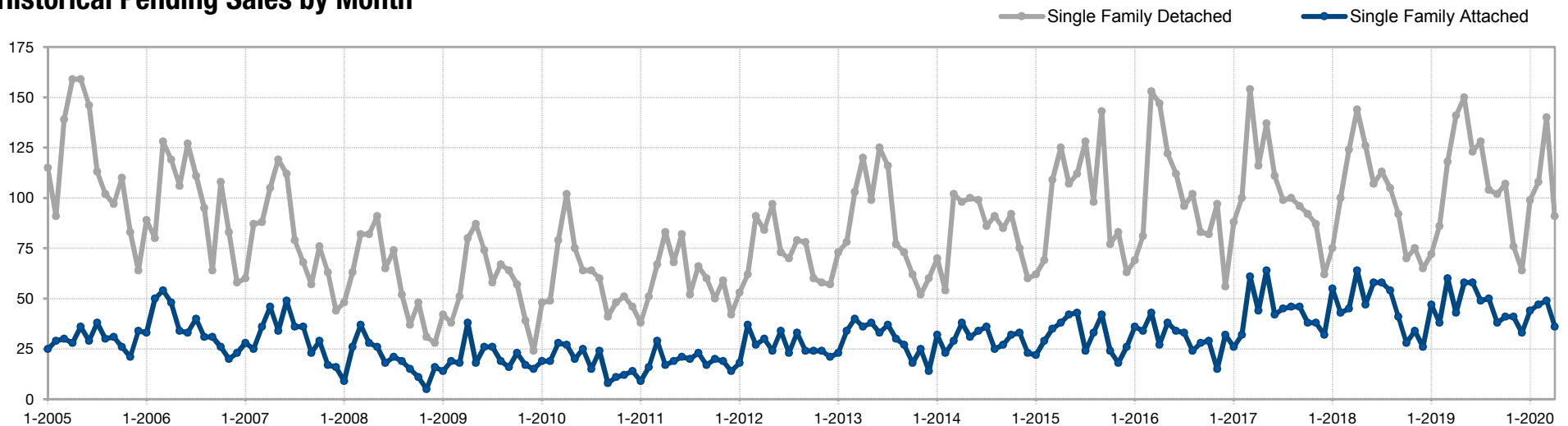


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	150	+19.0%	58	+23.4%
Jun-2019	123	+15.0%	58	0.0%
Jul-2019	128	+13.3%	49	-15.5%
Aug-2019	104	-1.0%	50	-7.4%
Sep-2019	102	+10.9%	38	-7.3%
Oct-2019	107	+52.9%	41	+46.4%
Nov-2019	76	+1.3%	41	+20.6%
Dec-2019	64	-1.5%	33	+26.9%
Jan-2020	99	+37.5%	44	-6.4%
Feb-2020	108	+25.6%	47	+23.7%
Mar-2020	140	+18.6%	49	-18.3%
Apr-2020	91	-35.5%	36	-16.3%
12-Month Avg	108	+10.4%	45	+1.9%

Historical Pending Sales by Month

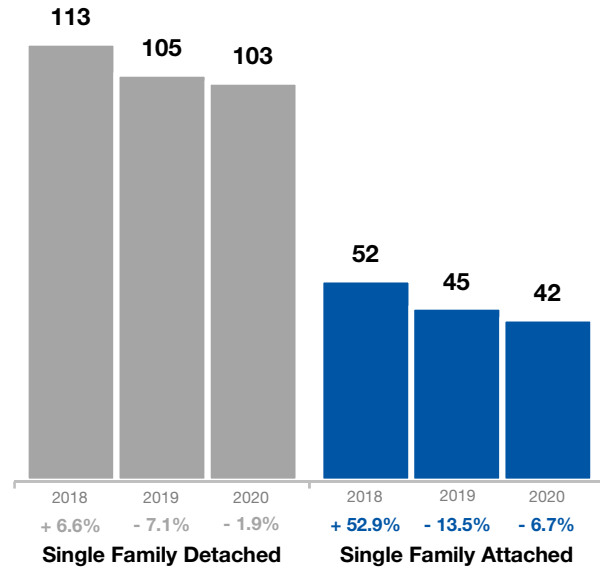


Closed Sales

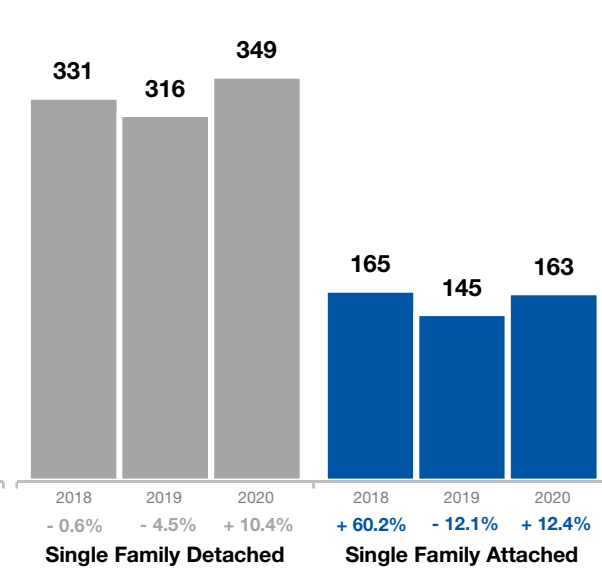
A count of the actual sales that closed in a given month.



April

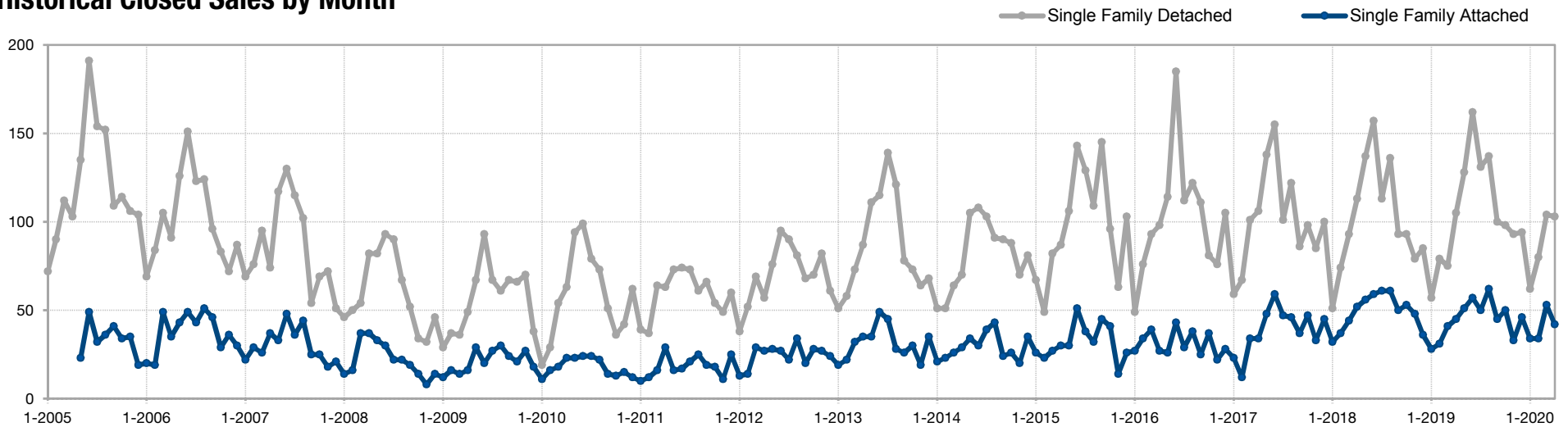


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	128	-6.6%	51	-8.9%
Jun-2019	162	+3.2%	57	-3.4%
Jul-2019	131	+15.9%	50	-18.0%
Aug-2019	137	+0.7%	62	+1.6%
Sep-2019	100	+7.5%	45	-10.0%
Oct-2019	98	+5.4%	50	-5.7%
Nov-2019	93	+17.7%	33	-31.3%
Dec-2019	94	+10.6%	46	+27.8%
Jan-2020	62	+8.8%	34	+21.4%
Feb-2020	80	+1.3%	34	+9.7%
Mar-2020	104	+38.7%	53	+29.3%
Apr-2020	103	-1.9%	42	-6.7%
12-Month Avg	108	+6.9%	46	-2.1%

Historical Closed Sales by Month

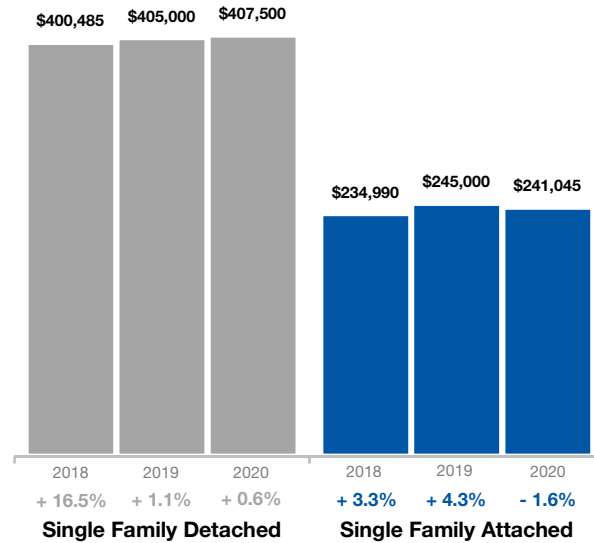


Median List Price

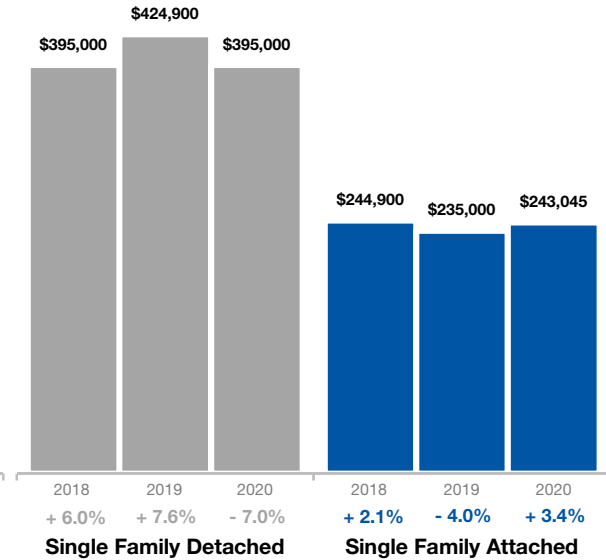
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



April



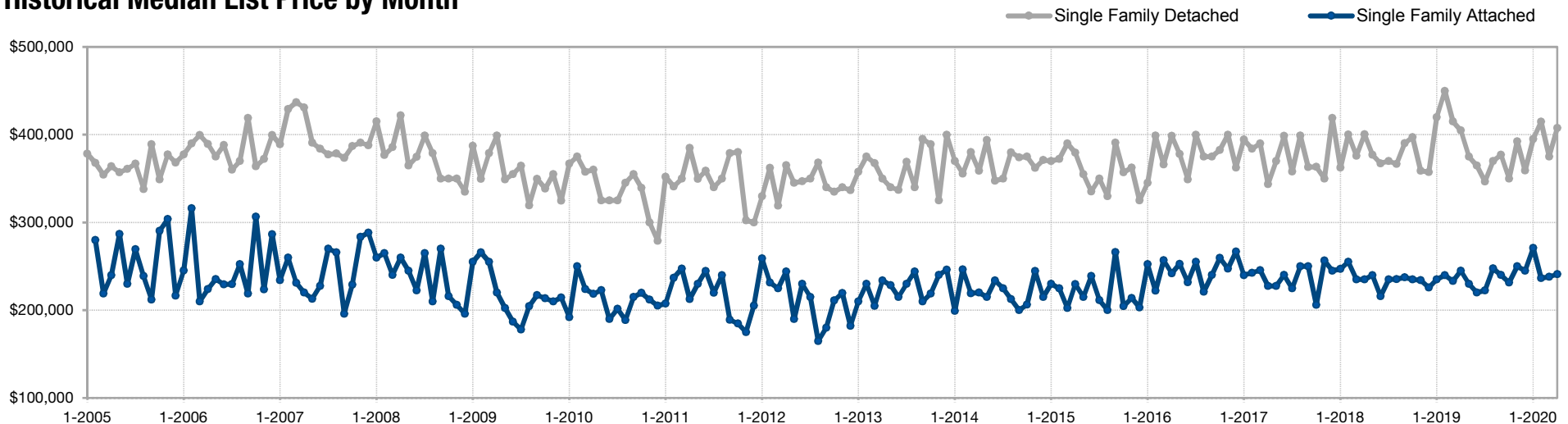
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	\$374,950	-0.5%	\$229,990	-4.2%
Jun-2019	\$364,950	-0.6%	\$220,000	+1.9%
Jul-2019	\$346,500	-6.4%	\$222,450	-5.3%
Aug-2019	\$369,900	+0.9%	\$247,500	+5.2%
Sep-2019	\$377,000	-3.4%	\$239,963	+1.1%
Oct-2019	\$349,950	-11.9%	\$231,510	-1.5%
Nov-2019	\$392,500	+9.3%	\$249,975	+6.8%
Dec-2019	\$359,250	+0.5%	\$244,900	+8.4%
Jan-2020	\$395,000	-5.9%	\$270,825	+15.2%
Feb-2020	\$414,900	-7.8%	\$236,500	-1.4%
Mar-2020	\$374,995	-9.6%	\$238,053	+2.1%
Apr-2020	\$407,500	+0.6%	\$241,045	-1.6%
12-Month Avg*	\$375,000	-3.8%	\$239,900	+2.1%

* Median List Price for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Median List Price by Month

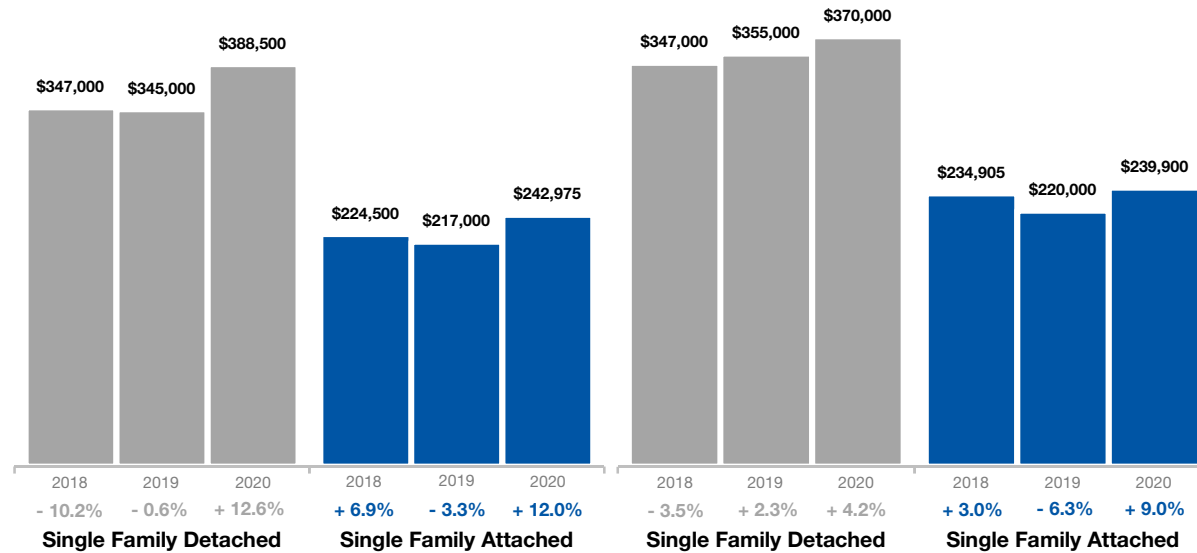


Median Sales Price

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



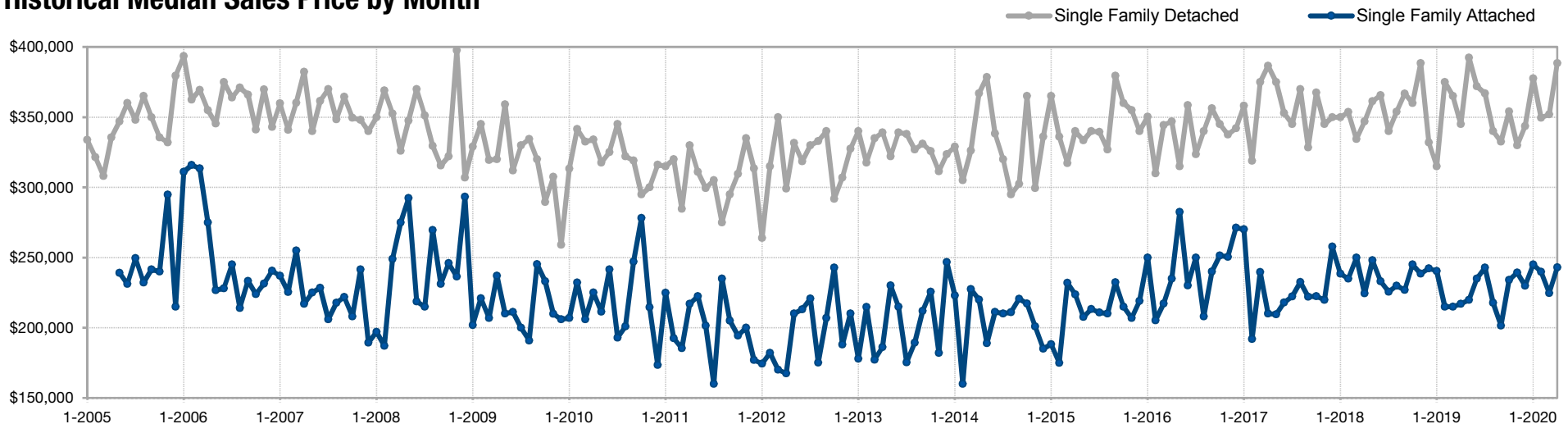
April



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	\$392,450	+8.6%	\$219,900	-11.3%
Jun-2019	\$372,000	+1.8%	\$235,000	+0.9%
Jul-2019	\$367,000	+7.9%	\$242,730	+7.6%
Aug-2019	\$340,000	-3.9%	\$217,750	-5.3%
Sep-2019	\$332,500	-9.3%	\$201,415	-11.2%
Oct-2019	\$354,000	-1.7%	\$234,085	-4.5%
Nov-2019	\$330,000	-15.0%	\$239,195	+0.3%
Dec-2019	\$343,500	+3.5%	\$229,988	-5.0%
Jan-2020	\$377,500	+19.8%	\$245,000	+1.9%
Feb-2020	\$349,500	-6.8%	\$239,900	+11.6%
Mar-2020	\$351,900	-3.6%	\$224,700	+4.5%
Apr-2020	\$388,500	+12.6%	\$242,975	+12.0%
12-Month Avg*	\$359,998	+0.8%	\$232,500	+0.2%

* Median Sales Price for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month

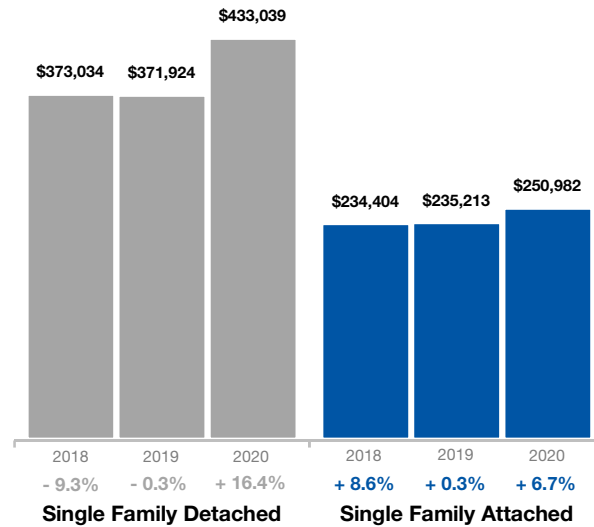


Average Sales Price

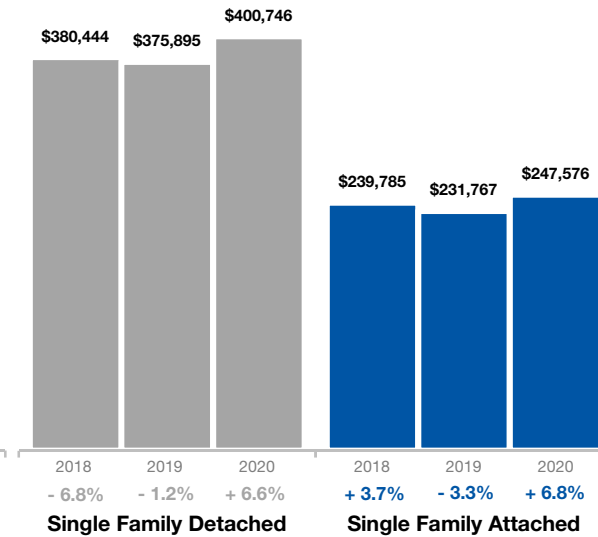
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



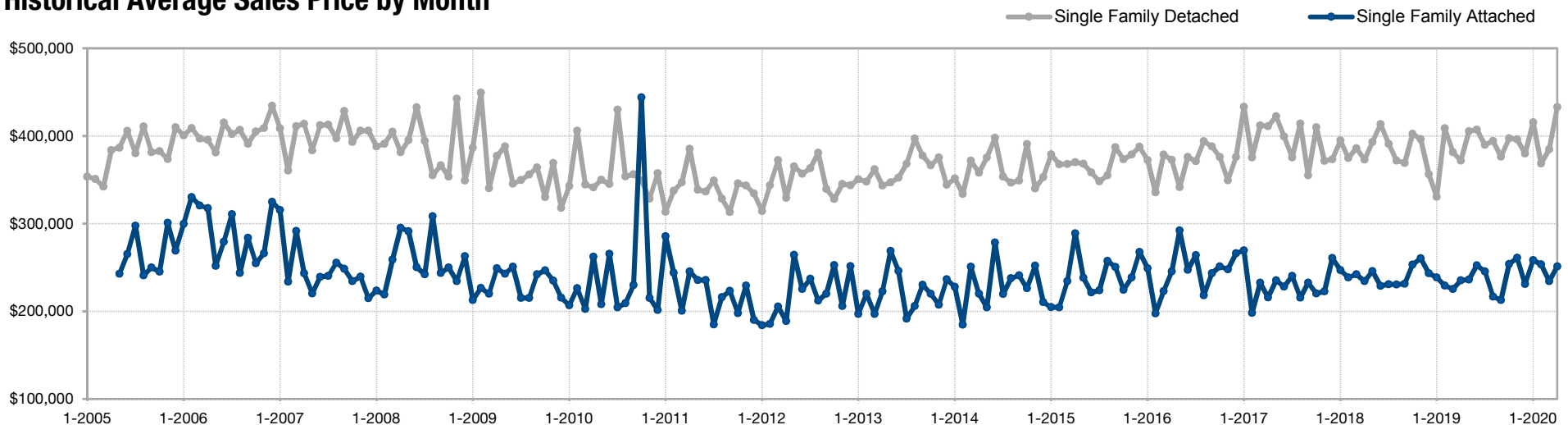
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	\$405,338	+3.1%	\$236,197	-3.9%
Jun-2019	\$407,168	-1.5%	\$252,196	+10.2%
Jul-2019	\$389,944	-0.3%	\$245,396	+6.4%
Aug-2019	\$394,285	+6.0%	\$216,754	-5.9%
Sep-2019	\$376,466	+2.0%	\$212,759	-8.0%
Oct-2019	\$397,269	-1.3%	\$253,672	+0.2%
Nov-2019	\$396,138	-0.1%	\$261,084	+0.2%
Dec-2019	\$379,938	+6.6%	\$231,034	-5.0%
Jan-2020	\$415,620	+25.7%	\$258,309	+8.3%
Feb-2020	\$368,538	-9.8%	\$253,375	+10.6%
Mar-2020	\$384,674	+0.8%	\$234,271	+4.0%
Apr-2020	\$433,039	+16.4%	\$250,982	+6.7%
12-Month Avg*	\$396,237	+2.9%	\$240,549	+1.2%

* Avg. Sales Price for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month

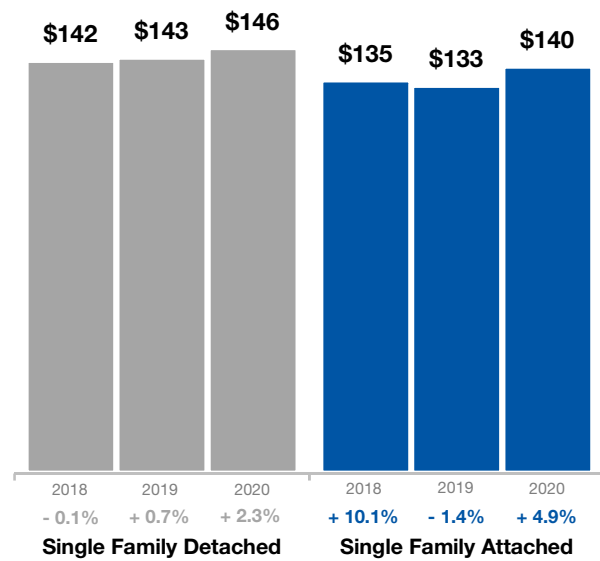


Median Price Per Square Foot

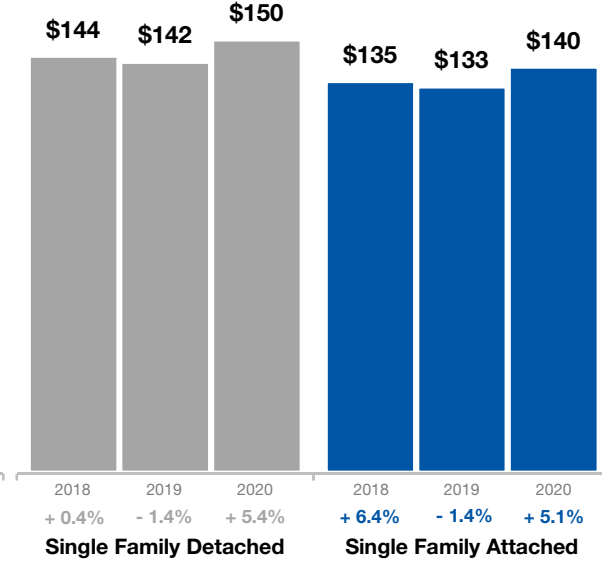
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



April



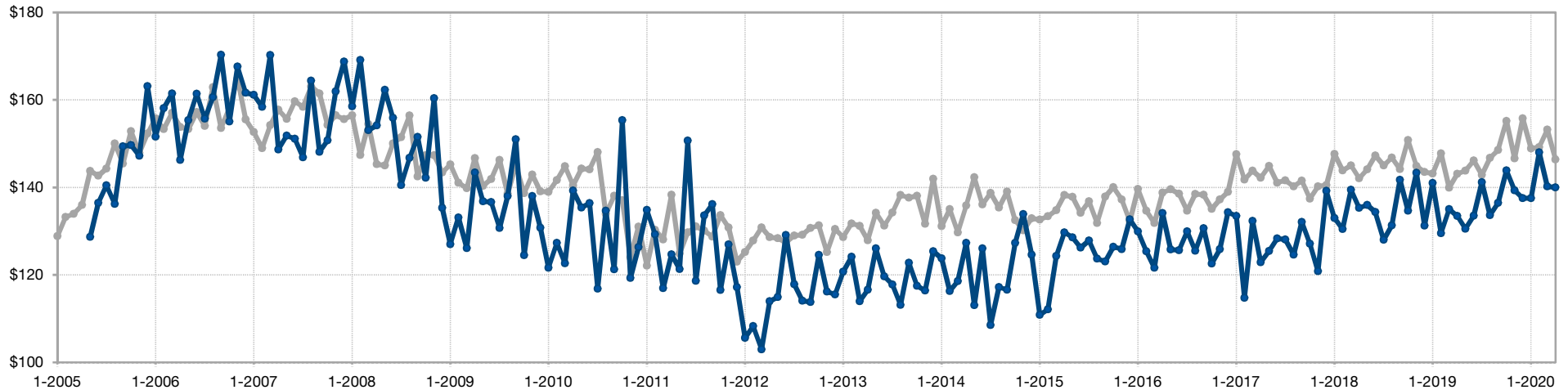
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	\$144	-0.2%	\$131	-4.0%
Jun-2019	\$146	-0.8%	\$134	-0.6%
Jul-2019	\$143	-1.5%	\$141	+10.3%
Aug-2019	\$147	-0.0%	\$134	+1.8%
Sep-2019	\$149	+3.1%	\$136	-3.7%
Oct-2019	\$155	+2.9%	\$144	+6.8%
Nov-2019	\$147	+1.2%	\$139	-2.8%
Dec-2019	\$156	+8.5%	\$138	+4.8%
Jan-2020	\$149	+4.0%	\$138	-2.5%
Feb-2020	\$149	+0.9%	\$148	+14.3%
Mar-2020	\$153	+9.5%	\$140	+3.9%
Apr-2020	\$146	+2.3%	\$140	+4.9%
12-Month Avg*	\$148	+2.0%	\$137	+2.9%

* Median Price Per Sq Ft for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Median Price Per Square Foot by Month

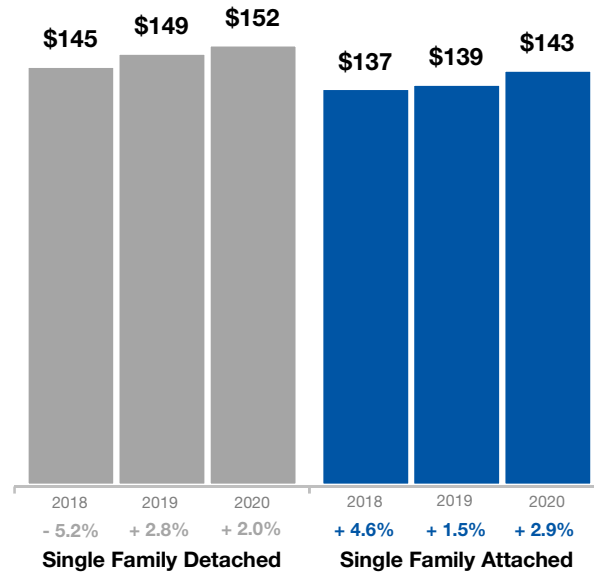


Average Price Per Square Foot

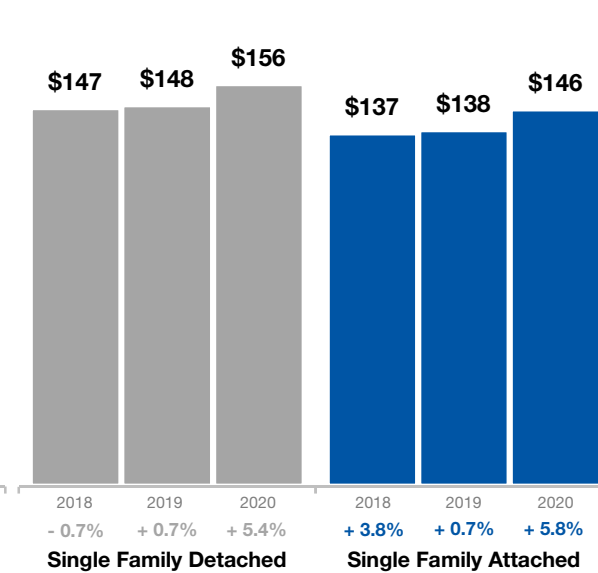
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



April



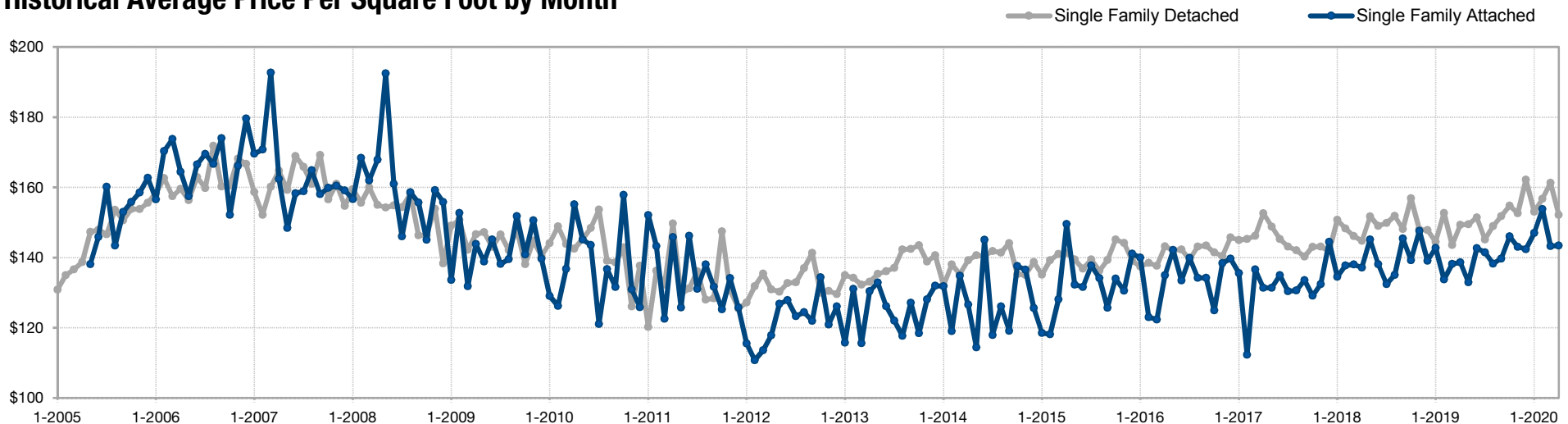
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	\$149	-2.0%	\$133	-8.3%
Jun-2019	\$151	+1.3%	\$143	+3.6%
Jul-2019	\$145	-3.3%	\$141	+6.8%
Aug-2019	\$149	-2.0%	\$138	+2.2%
Sep-2019	\$152	+2.7%	\$140	-3.4%
Oct-2019	\$155	-1.3%	\$146	+5.0%
Nov-2019	\$153	+3.4%	\$143	-3.4%
Dec-2019	\$162	+9.5%	\$142	+2.2%
Jan-2020	\$153	+6.3%	\$147	+2.8%
Feb-2020	\$157	+2.6%	\$154	+14.9%
Mar-2020	\$161	+11.8%	\$143	+3.6%
Apr-2020	\$152	+2.0%	\$143	+2.9%
12-Month Avg*	\$153	+2.0%	\$142	+2.0%

* Average Price Per Sq Ft for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Average Price Per Square Foot by Month

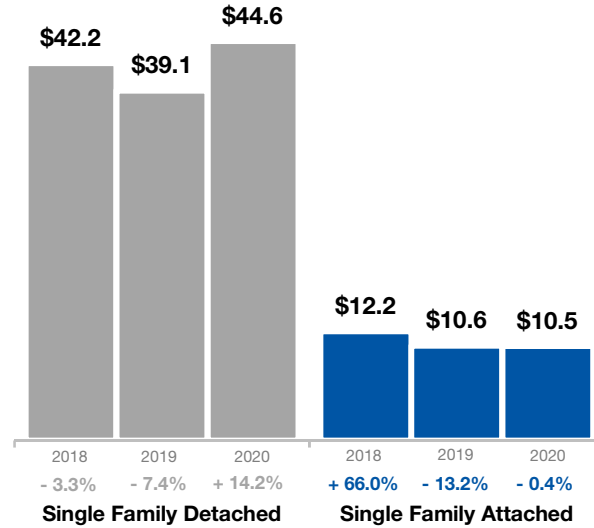


Dollar Volume of Closed Sales (in millions)

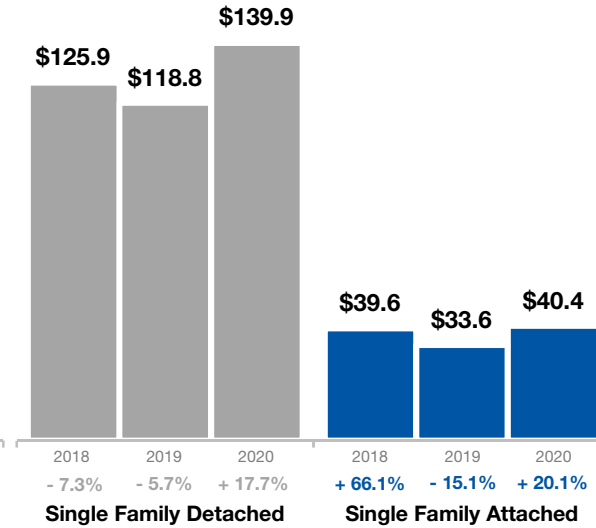
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



April



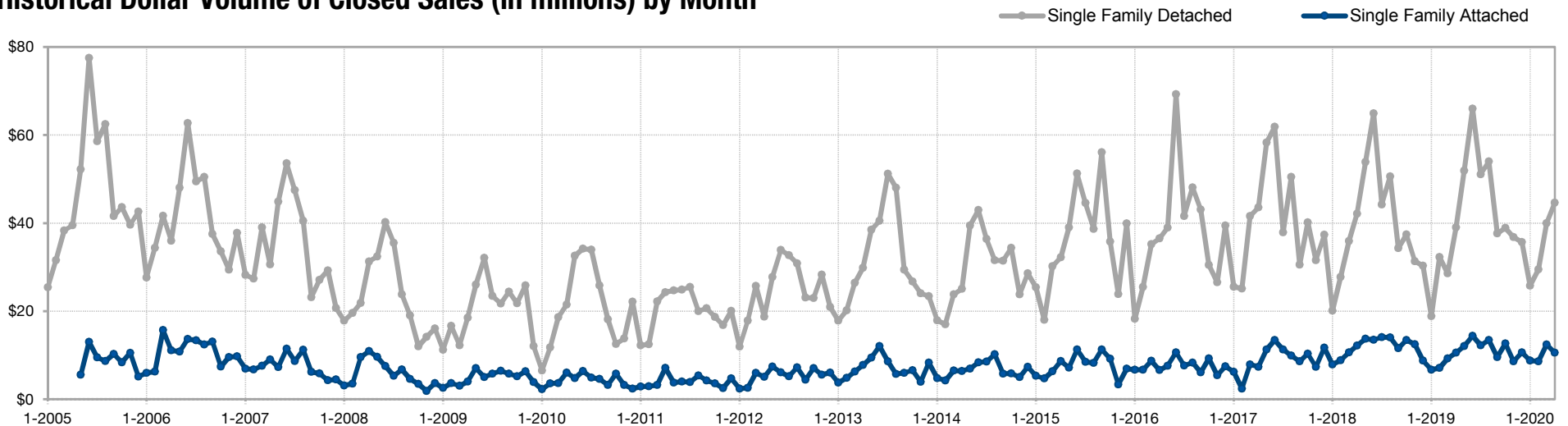
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	\$51.9	-3.7%	\$12.0	-12.4%
Jun-2019	\$66.0	+1.6%	\$14.4	+6.4%
Jul-2019	\$51.1	+15.6%	\$12.3	-12.8%
Aug-2019	\$54.0	+6.8%	\$13.4	-4.3%
Sep-2019	\$37.6	+9.7%	\$9.6	-17.2%
Oct-2019	\$38.9	+4.0%	\$12.7	-5.4%
Nov-2019	\$36.8	+17.6%	\$8.6	-31.1%
Dec-2019	\$35.7	+17.9%	\$10.6	+21.4%
Jan-2020	\$25.8	+36.7%	\$8.8	+31.5%
Feb-2020	\$29.5	-8.7%	\$8.6	+21.3%
Mar-2020	\$40.0	+39.8%	\$12.4	+34.4%
Apr-2020	\$44.6	+14.2%	\$10.5	-0.4%
12-Month Avg*	\$42.7	+9.9%	\$11.2	-0.9%

* \$ Volume of Closed Sales (in millions) for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

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



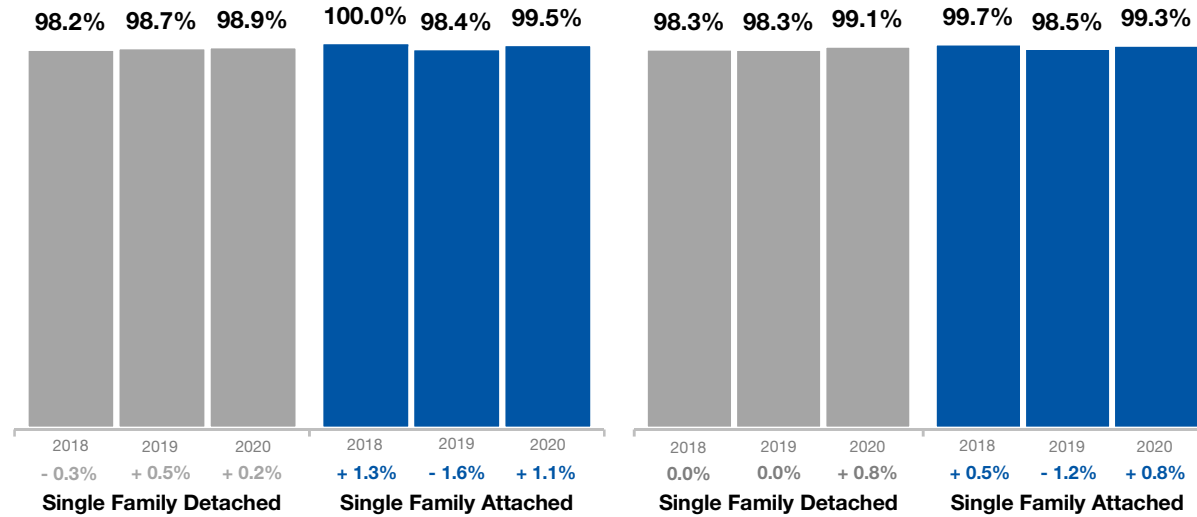
Median Percent of List Price to Sale Price



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.

April

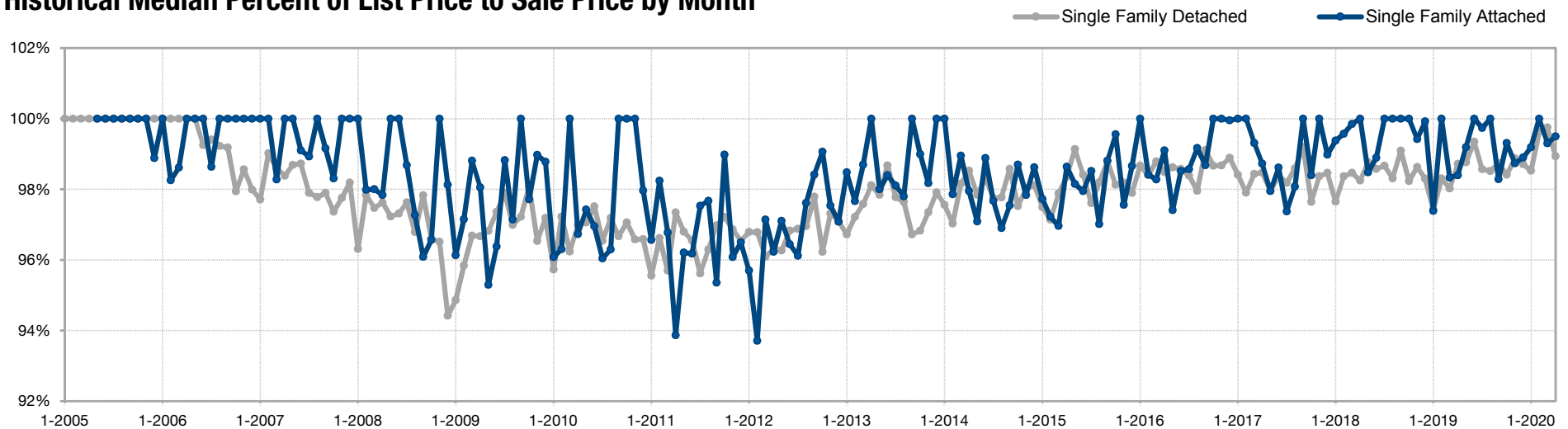
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	98.8%	0.0%	99.2%	+0.7%
Jun-2019	99.3%	+0.7%	100.0%	+1.1%
Jul-2019	98.6%	-0.1%	99.7%	-0.3%
Aug-2019	98.5%	+0.2%	100.0%	0.0%
Sep-2019	98.7%	-0.4%	98.3%	-1.7%
Oct-2019	98.4%	+0.2%	99.3%	-0.7%
Nov-2019	98.9%	+0.3%	98.7%	-0.7%
Dec-2019	98.7%	+0.4%	98.9%	-1.0%
Jan-2020	98.5%	+1.1%	99.2%	+1.8%
Feb-2020	99.6%	+1.3%	100.0%	0.0%
Mar-2020	99.7%	+1.7%	99.3%	+1.0%
Apr-2020	98.9%	+0.2%	99.5%	+1.1%
12-Month Avg*	98.9%	+0.4%	99.2%	-0.2%

* Median Pct of List Price to Sale Price for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Median Percent of List Price to Sale Price by Month



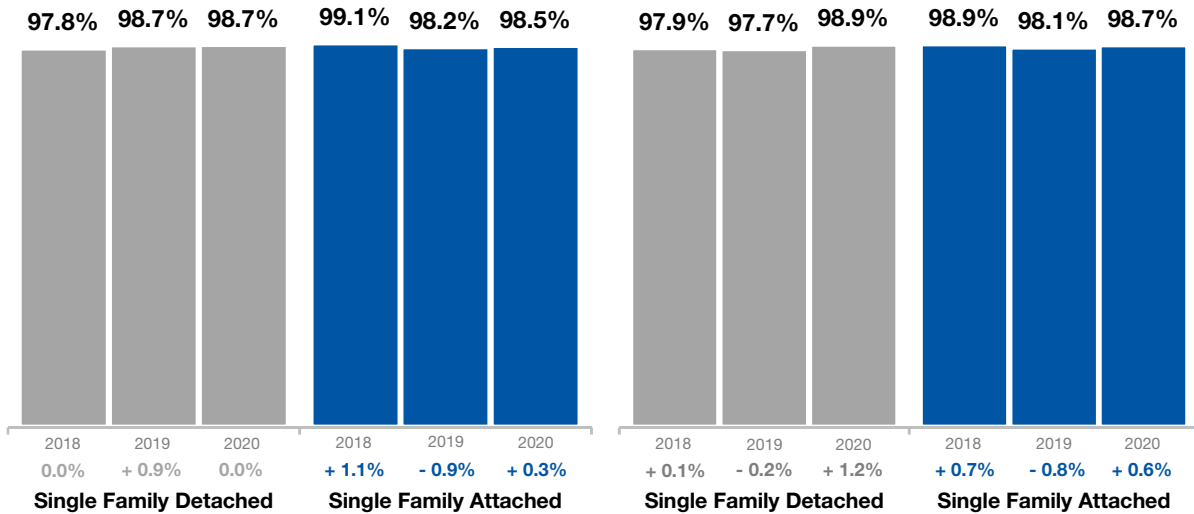
Average Percent of List Price to Sale Price



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.

April

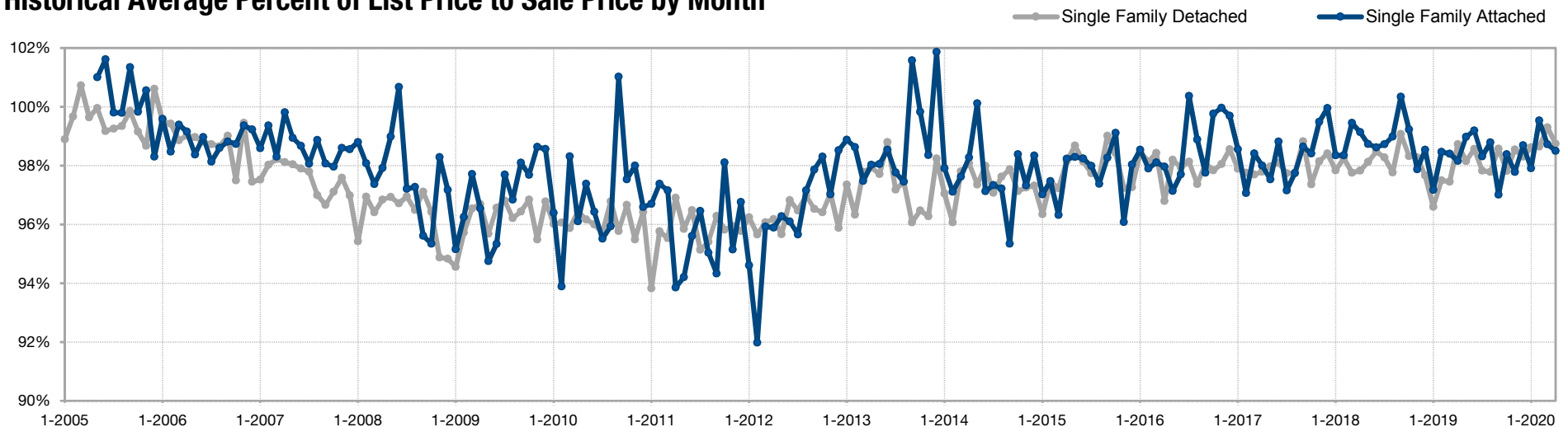
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	98.1%	0.0%	99.0%	+0.3%
Jun-2019	98.6%	+0.1%	99.2%	+0.6%
Jul-2019	97.8%	-0.5%	98.3%	-0.4%
Aug-2019	97.8%	0.0%	98.8%	-0.2%
Sep-2019	98.6%	-0.5%	97.0%	-3.3%
Oct-2019	97.8%	-0.5%	98.4%	-0.8%
Nov-2019	98.5%	+0.2%	97.8%	-0.1%
Dec-2019	98.3%	+0.6%	98.7%	+0.2%
Jan-2020	98.6%	+2.1%	97.9%	+0.7%
Feb-2020	98.6%	+1.1%	99.5%	+1.0%
Mar-2020	99.3%	+1.8%	98.7%	+0.3%
Apr-2020	98.7%	0.0%	98.5%	+0.3%
12-Month Avg*	98.4%	+0.3%	98.5%	-0.2%

* Avg Pct of List Price to Sale Price for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Average Percent of List Price to Sale Price by Month

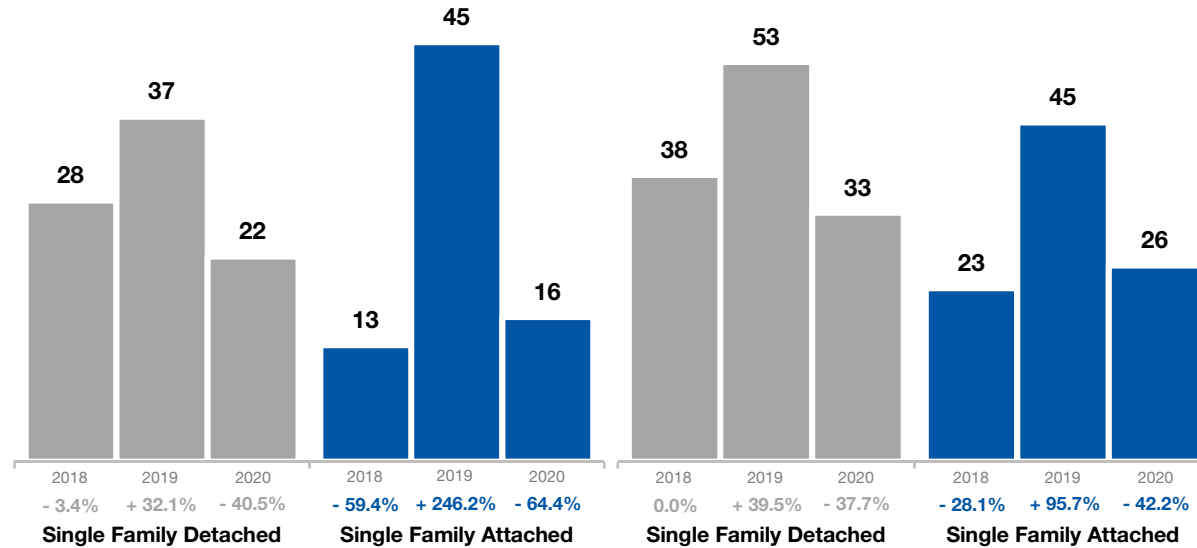


Median Days on Market Until Sale

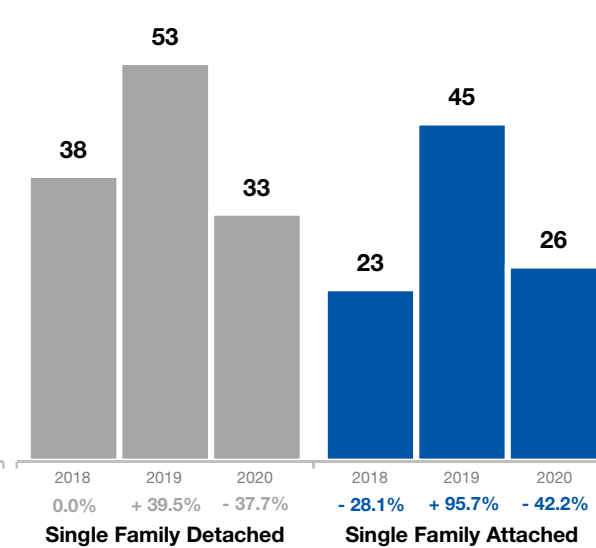
Median number of days between when a property is listed and when an offer is accepted in a given month.



April



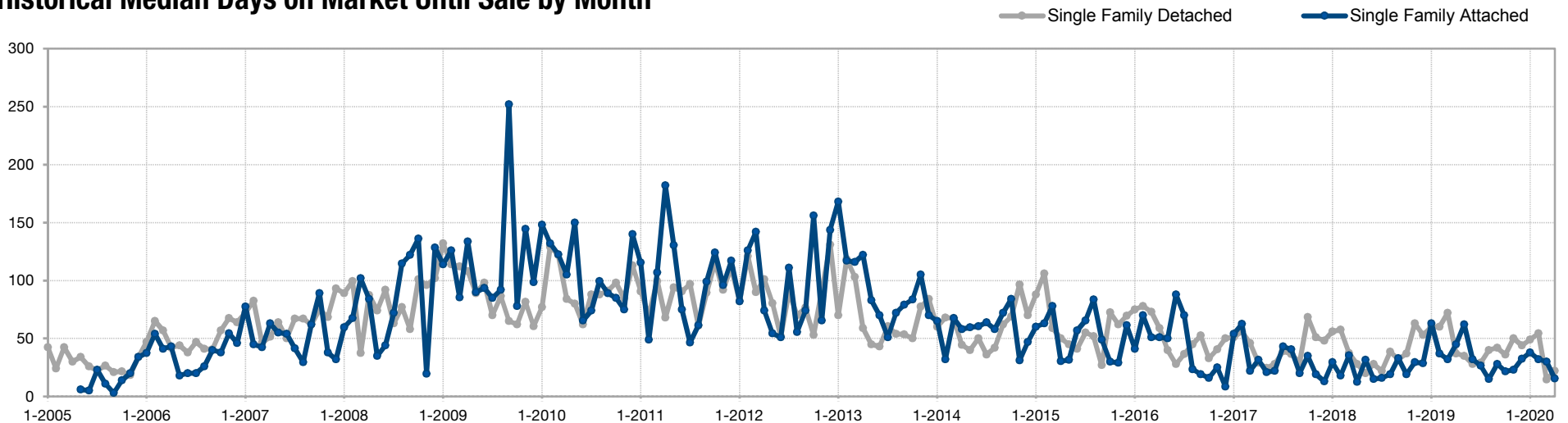
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	35	+75.0%	62	+93.8%
Jun-2019	28	0.0%	32	+113.3%
Jul-2019	29	+31.8%	27	+68.8%
Aug-2019	40	+2.6%	15	-21.1%
Sep-2019	42	+31.3%	28	-15.2%
Oct-2019	36	-2.7%	22	+15.8%
Nov-2019	50	-20.6%	23	-23.3%
Dec-2019	44	-17.0%	33	+13.8%
Jan-2020	49	-18.3%	38	-39.7%
Feb-2020	55	-8.3%	32	-13.5%
Mar-2020	15	-79.2%	30	-6.3%
Apr-2020	22	-40.5%	16	-64.4%
12-Month Avg*	37	0.0%	27	0.0%

* Median Days on Market for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Median Days on Market Until Sale by Month

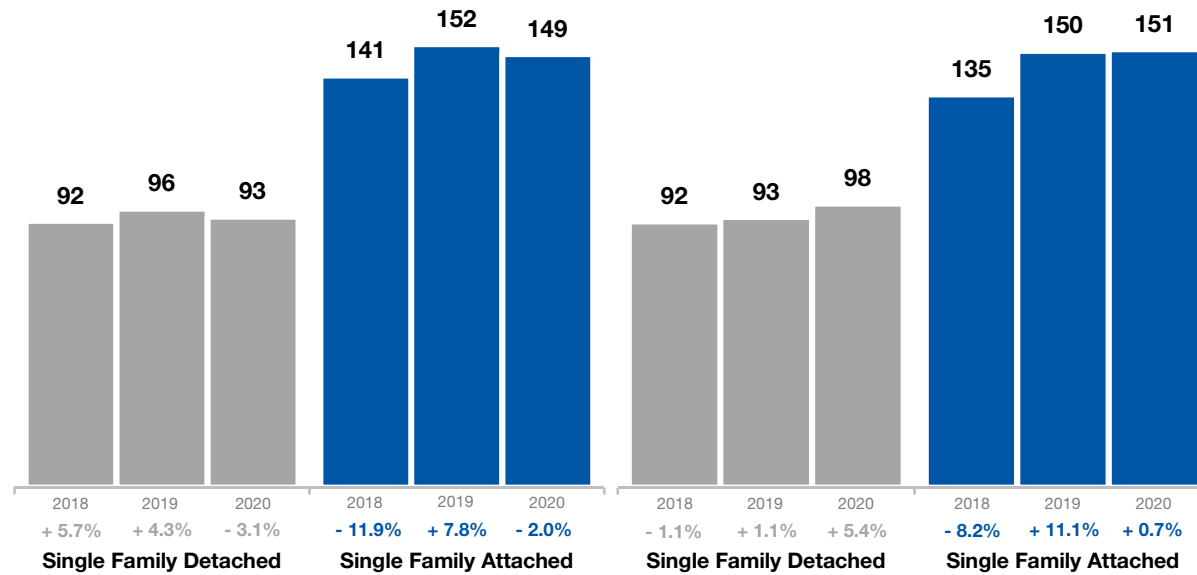


Housing Affordability Index



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.

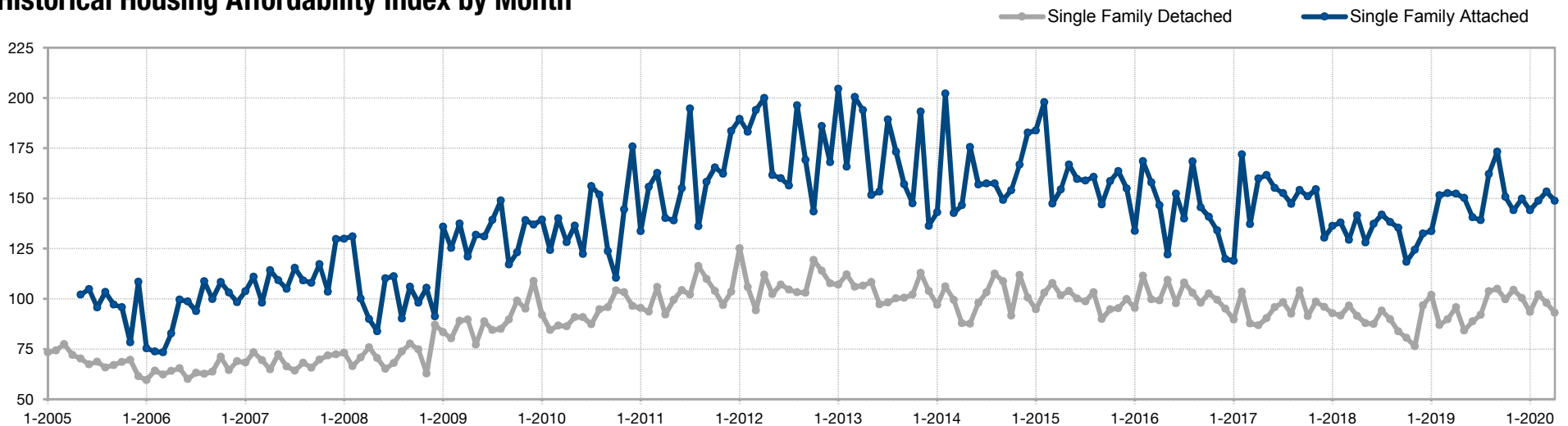
April



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	84	-4.5%	150	+17.2%
Jun-2019	89	+2.3%	141	+2.9%
Jul-2019	92	-2.1%	139	-2.1%
Aug-2019	104	+15.6%	162	+17.4%
Sep-2019	105	+25.0%	173	+28.1%
Oct-2019	100	+23.5%	151	+28.0%
Nov-2019	104	+36.8%	144	+16.1%
Dec-2019	100	+3.1%	150	+12.8%
Jan-2020	94	-7.8%	144	+7.5%
Feb-2020	102	+17.2%	149	-2.0%
Mar-2020	98	+8.9%	153	0.0%
Apr-2020	93	-3.1%	149	-2.0%
12-Month Avg*	97	+4.2%	89	+8.6%

* Affordability Index for all properties from May 2019 through April 2020. This is not the average of the individual figures above.

Historical Housing Affordability Index by Month

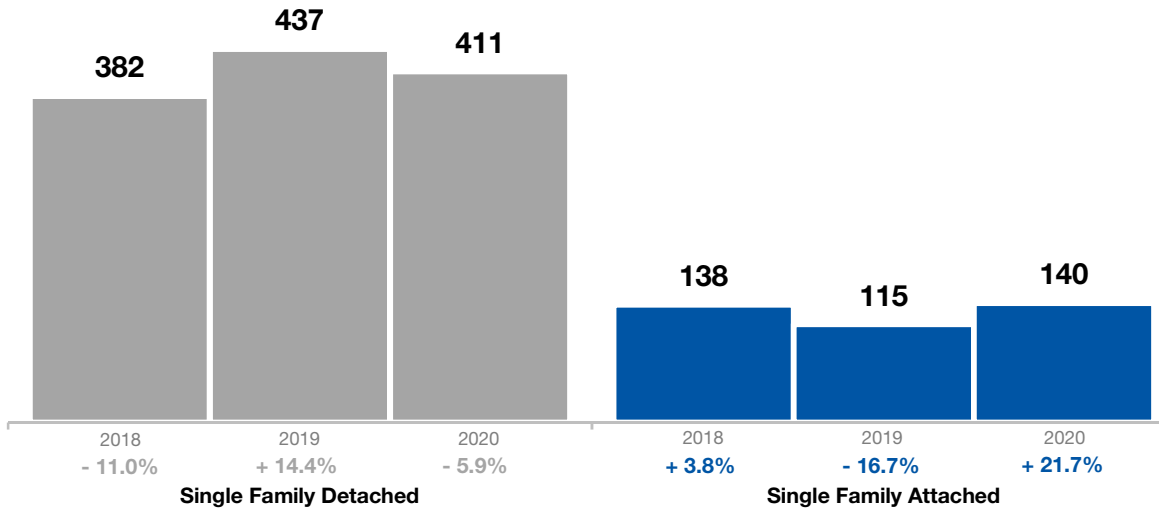


End of Month Inventory

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



April



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	467	+14.5%	126	-14.3%
Jun-2019	466	+11.8%	108	-25.5%
Jul-2019	444	+5.2%	110	-18.5%
Aug-2019	465	+10.7%	109	-15.5%
Sep-2019	455	+15.5%	115	-10.2%
Oct-2019	419	+1.9%	121	-11.7%
Nov-2019	399	+1.0%	121	-6.2%
Dec-2019	355	+0.3%	116	0.0%
Jan-2020	382	+5.2%	122	-10.3%
Feb-2020	415	+4.8%	137	+3.0%
Mar-2020	406	-1.9%	136	+11.5%
Apr-2020	411	-5.9%	140	+21.7%
12-Month Avg	424	+5.2%	122	-7.1%

Historical End of Month Inventory by Month

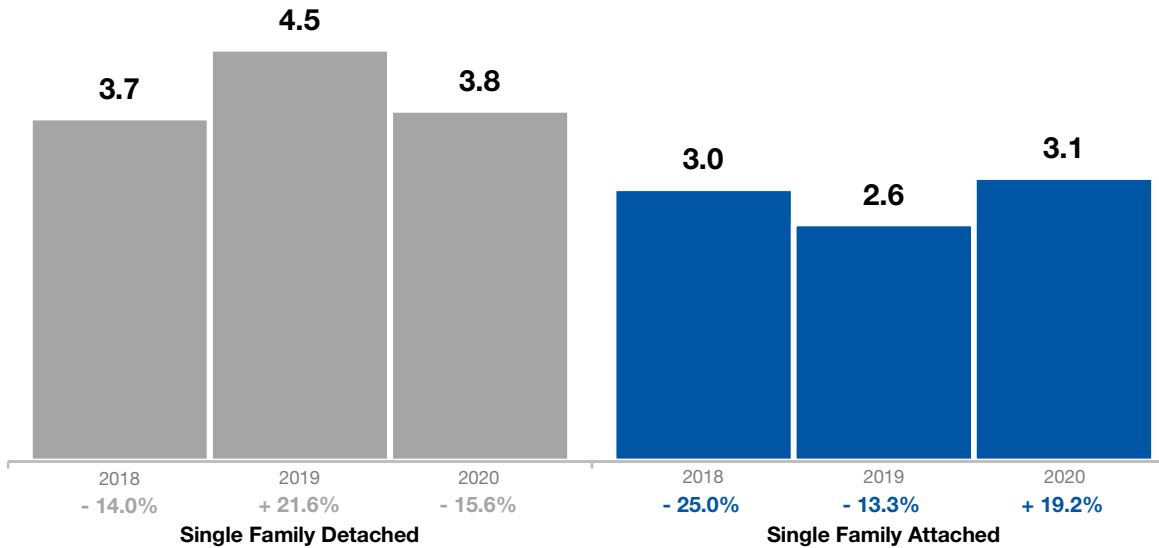


Months Supply of Inventory

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.



April



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2019	4.7	+17.5%	2.8	-15.2%
Jun-2019	4.6	+12.2%	2.4	-22.6%
Jul-2019	4.3	+4.9%	2.5	-10.7%
Aug-2019	4.6	+12.2%	2.5	-7.4%
Sep-2019	4.4	+12.8%	2.6	-3.7%
Oct-2019	4.0	-2.4%	2.7	-6.9%
Nov-2019	3.8	-5.0%	2.6	-7.1%
Dec-2019	3.4	-5.6%	2.5	0.0%
Jan-2020	3.5	-5.4%	2.6	-13.3%
Feb-2020	3.8	-5.0%	2.9	-3.3%
Mar-2020	3.6	-14.3%	3.0	+15.4%
Apr-2020	3.8	-15.6%	3.1	+19.2%
12-Month Avg*	4.0	+0.5%	2.7	-5.4%

* Months Supply for all properties from May 2019 through April 2020. 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				4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	4-2017	4-2018	4-2019	4-2020						
New Listings					235	164	- 30.2%	788	802	+ 1.8%
Pending Sales					184	127	- 31.0%	605	614	+ 1.5%
Closed Sales					150	145	- 3.3%	461	512	+ 11.1%
Median List Price					\$379,000	\$350,000	- 7.7%	\$365,000	\$349,900	- 4.1%
Median Sales Price					\$303,100	\$354,945	+ 17.1%	\$295,000	\$325,000	+ 10.2%
Avg. Sales Price					\$330,910	\$380,305	+ 14.9%	\$330,562	\$351,983	+ 6.5%
Median Price Per Sq Ft					\$139	\$146	+ 5.0%	\$138	\$138	0.0%
Average Price Per Sq Ft					\$146	\$150	+ 2.7%	\$145	\$153	+ 5.5%
\$ Volume of Closed Sales (in millions)					\$49.6	\$55.1	+ 11.1%	\$152.4	\$180.2	+ 18.2%
Median Pct of List Price to Sale Price					98.6%	99.0%	+ 0.4%	98.3%	99.2%	+ 0.9%
Avg Pct of List Price to Sale Price					98.6%	98.7%	+ 0.1%	97.8%	98.8%	+ 1.0%
Median Days on Market					42	20	- 52.4%	50	30	- 40.0%
Affordability Index					109	102	- 6.4%	112	111	- 0.9%
End of Month Inventory					552	551	- 0.2%	--	--	--
Months Supply					3.9	3.6	- 7.7%	--	--	--

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		
	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -	4-2019	4-2020	+ / -
James City County	190	133	-30.0%	125	115	-8.0%	\$ 315,000	\$ 364,900	+15.8%	457	439	-3.9%	4.0	3.6	-10.0%
City of Williamsburg	21	16	-23.8%	16	12	-25.0%	\$234,500	\$275,000	+17.3%	44	59	+34.1%	3.2	4.4	+37.5%
York County	44	34	-22.7%	28	30	+7.1%	\$286,625	\$320,000	+11.6%	103	100	-2.9%	3.9	3.1	-20.5%
New Kent County	19	10	-47.4%	9	13	+44.4%	\$264,880	\$315,000	+18.9%	52	35	-32.7%	6.4	3.0	-53.1%
Charles City County	5	2	-60.0%	4	0	-100.0%	\$260,000	\$0	-100.0%	9	5	-44.4%	5.1	2.6	-49.0%
Newport News	19	34	+78.9%	16	17	+6.3%	\$188,500	\$222,500	+18.0%	38	50	+31.6%	2.6	3.1	+19.2%
Hampton	8	26	+225.0%	5	9	+80.0%	\$237,500	\$211,000	-11.2%	14	20	+42.9%	2.8	2.7	-3.6%
Surry	2	1	-50.0%	2	1	-50.0%	\$236,750	\$214,000	-9.6%	3	2	-33.3%	1.6	1.6	0.0%
Gloucester	16	21	+31.3%	7	6	-14.3%	\$310,000	\$260,000	-16.1%	36	31	-13.9%	3.4	3.6	+5.9%
Richmond	1	0	-100.0%	0	0	--	\$0	\$0	--	1	0	-100.0%	0.8	0.0	-100.0%
23185	104	62	-40.4%	71	65	-8.5%	\$293,500	\$344,000	+17.2%	250	236	-5.6%	3.9	3.5	-10.3%
23188	115	83	-27.8%	72	70	-2.8%	\$299,600	\$352,450	+17.6%	267	261	-2.2%	3.9	3.5	-10.3%
23168	16	19	+18.8%	7	10	+42.9%	\$324,900	\$382,500	+17.7%	35	54	+54.3%	3.8	4.8	+26.3%
23168, 23185 & 23188	235	164	-30.2%	150	145	-3.3%	\$303,100	\$354,945	+17.1%	552	551	-0.2%	3.9	3.6	-7.7%