

Monthly Indicators



January 2019

Despite a strong U.S. economy, historically low unemployment and steady wage growth, home sales began to slow across the nation late last year. Blame was given to a combination of high prices and a steady stream of interest rate hikes by the Federal Reserve. This month, the Fed responded to the growing affordability conundrum. In a move described as a patient approach to further rate changes, the Fed did not increase rates during January 2019.

When comparing 2019 to 2018 statistics, New Listings increased 9.4 percent for single-family detached homes and 25.9 percent for single-family attached homes. Pending Sales decreased 12.9 percent for single-family detached homes and 4.4 percent for single-family attached properties.

Median List Price was up 24.9 percent for single-family detached homes but decreased 3.5 percent for single-family attached properties. Months Supply of Inventory increased 37.9 percent for single-family detached homes and 24.1 percent for single-family attached properties.

While the home affordability topic will continue to set the tone for the 2019 housing market, early signs point to an improving inventory situation, including in several markets that are beginning to show regular year-over-year percentage increases. As motivated sellers attempt to get a jump on annual goals, many new listings enter the market immediately after the turn of a calendar year. If home price appreciation falls more in line with wage growth, and rates can hold firm, consumer confidence and affordability are likely to improve.

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

- 8.0%	- 3.8%	- 4.0%
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				1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	1-2016	1-2017	1-2018	1-2019						
New Listings					106	116	+ 9.4%	106	116	+ 9.4%
Pending Sales					85	74	- 12.9%	85	74	- 12.9%
Closed Sales					58	60	+ 3.4%	58	60	+ 3.4%
Median List Price					\$343,500	\$428,950	+ 24.9%	\$343,500	\$428,950	+ 24.9%
Median Sales Price					\$330,000	\$303,750	- 8.0%	\$330,000	\$303,750	- 8.0%
Avg. Sales Price					\$376,183	\$325,464	- 13.5%	\$376,183	\$325,464	- 13.5%
Median Price Per Sq Ft					\$146	\$142	- 3.0%	\$146	\$142	- 3.0%
Average Price Per Sq Ft					\$149	\$144	- 3.4%	\$149	\$144	- 3.4%
\$ Volume of Closed Sales (in millions)					\$21.8	\$19.5	- 10.5%	\$21.8	\$19.5	- 10.5%
Median Pct of List Price to Sale Price					97.8%	97.3%	- 0.5%	97.8%	97.3%	- 0.5%
Avg Pct of List Price to Sale Price					97.9%	96.6%	- 1.3%	97.9%	96.6%	- 1.3%
Median Days on Market					47	56	+ 19.1%	47	56	+ 19.1%
Affordability Index					99	106	+ 7.1%	99	106	+ 7.1%
End of Month Inventory					326	415	+ 27.3%	--	--	--
Months Supply					2.9	4.0	+ 37.9%	--	--	--

Single Family Attached Market Overview

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



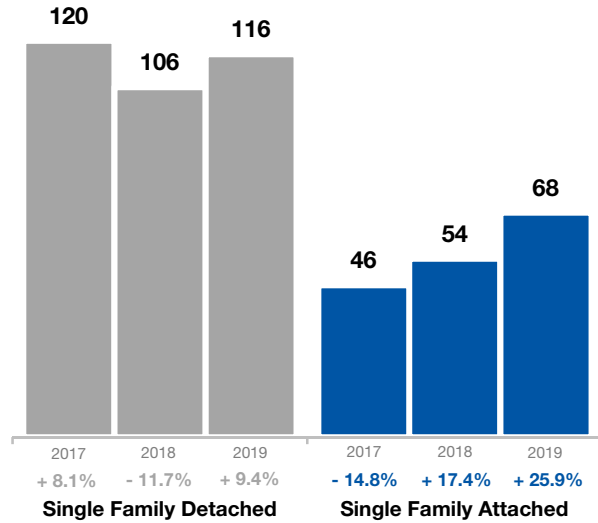
Key Metrics	Historical Sparkbars				1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	1-2016	1-2017	1-2018	1-2019						
New Listings					54	68	+ 25.9%	54	68	+ 25.9%
Pending Sales					45	43	- 4.4%	45	43	- 4.4%
Closed Sales					26	25	- 3.8%	26	25	- 3.8%
Median List Price					\$243,473	\$234,990	- 3.5%	\$243,473	\$234,990	- 3.5%
Median Sales Price					\$242,608	\$233,470	- 3.8%	\$242,608	\$233,470	- 3.8%
Avg. Sales Price					\$261,402	\$239,946	- 8.2%	\$261,402	\$239,946	- 8.2%
Median Price Per Sq Ft					\$133	\$141	+ 6.1%	\$133	\$141	+ 6.1%
Average Price Per Sq Ft					\$135	\$144	+ 6.7%	\$135	\$144	+ 6.7%
\$ Volume of Closed Sales (in millions)					\$6.8	\$6.0	- 11.7%	\$6.8	\$6.0	- 11.7%
Median Pct of List Price to Sale Price					98.9%	97.8%	- 1.1%	98.9%	97.8%	- 1.1%
Avg Pct of List Price to Sale Price					98.1%	97.3%	- 0.8%	98.1%	97.3%	- 0.8%
Median Days on Market					59	73	+ 23.7%	59	73	+ 23.7%
Affordability Index					134	138	+ 3.0%	134	138	+ 3.0%
End of Month Inventory					111	148	+ 33.3%	--	--	--
Months Supply					2.9	3.6	+ 24.1%	--	--	--

New Listings

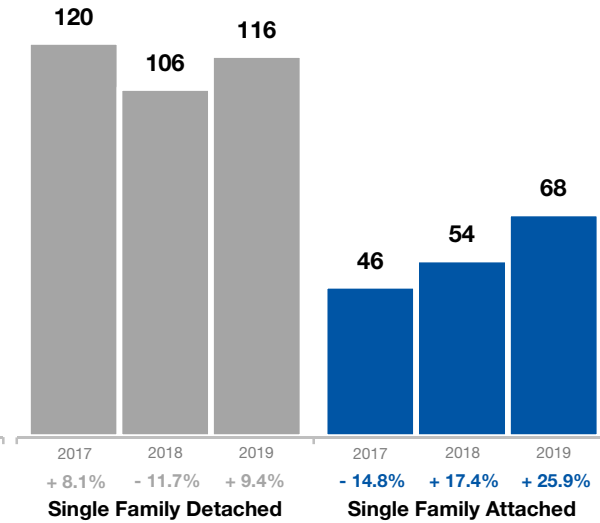
A count of the properties that have been newly listed on the market in a given month.



January

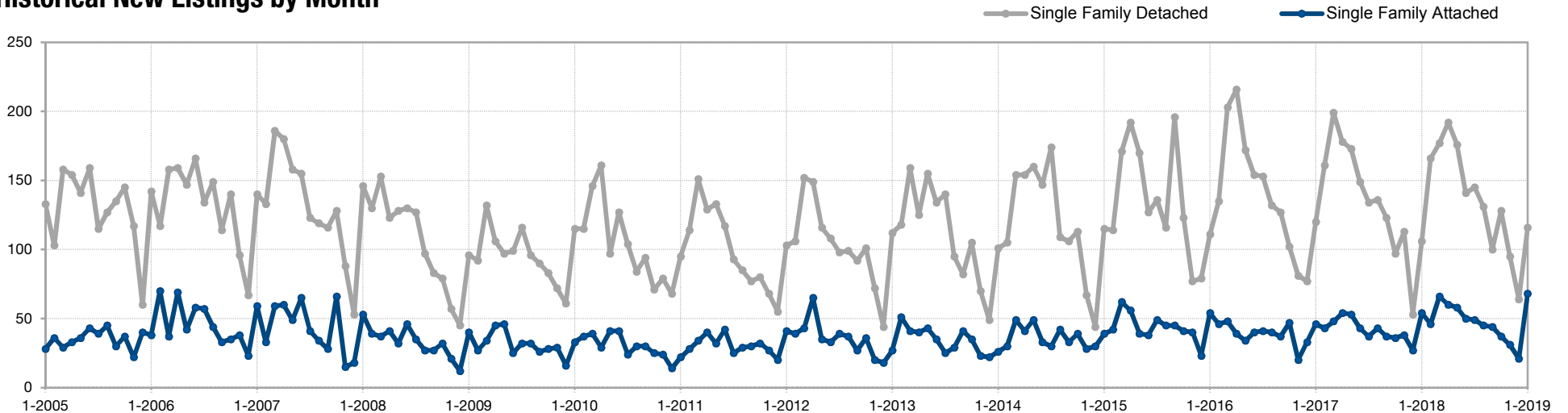


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	166	+3.1%	46	+7.0%
Mar-2018	177	-11.1%	66	+37.5%
Apr-2018	192	+7.9%	60	+11.1%
May-2018	176	+1.7%	58	+9.4%
Jun-2018	141	-5.4%	50	+16.3%
Jul-2018	145	+8.2%	49	+32.4%
Aug-2018	131	-3.7%	45	+4.7%
Sep-2018	100	-18.7%	44	+18.9%
Oct-2018	128	+32.0%	37	+2.8%
Nov-2018	95	-15.9%	31	-18.4%
Dec-2018	64	+20.8%	21	-22.2%
Jan-2019	116	+9.4%	68	+25.9%
12-Month Avg	136	+0.6%	48	+12.1%

Historical New Listings by Month

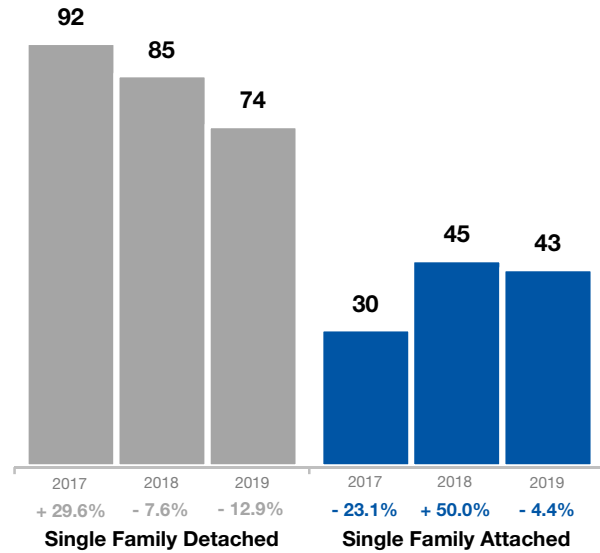


Pending Sales

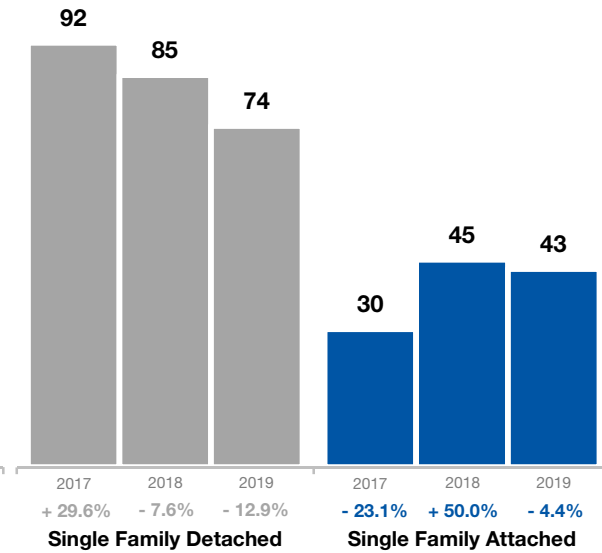
A count of the properties on which offers have been accepted in a given month.



January

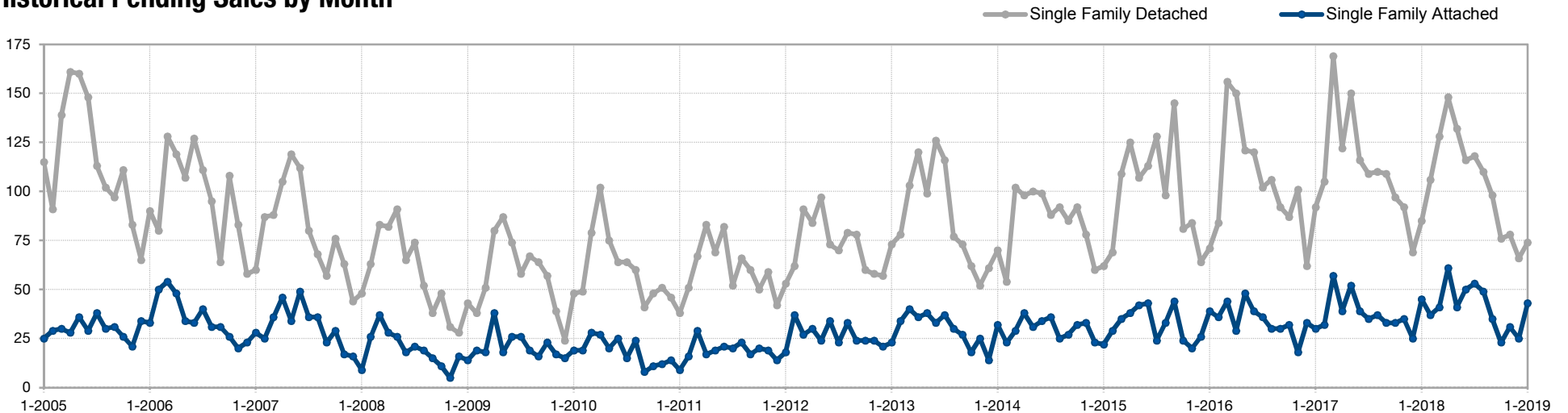


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	106	+1.0%	37	+15.6%
Mar-2018	128	-24.3%	41	-28.1%
Apr-2018	148	+21.3%	61	+56.4%
May-2018	132	-12.0%	41	-21.2%
Jun-2018	116	0.0%	50	+28.2%
Jul-2018	118	+8.3%	53	+51.4%
Aug-2018	110	0.0%	49	+32.4%
Sep-2018	98	-10.1%	35	+6.1%
Oct-2018	76	-21.6%	23	-30.3%
Nov-2018	78	-15.2%	31	-11.4%
Dec-2018	66	-4.3%	25	0.0%
Jan-2019	74	-12.9%	43	-4.4%
12-Month Avg	104	-6.2%	41	+5.8%

Historical Pending Sales by Month

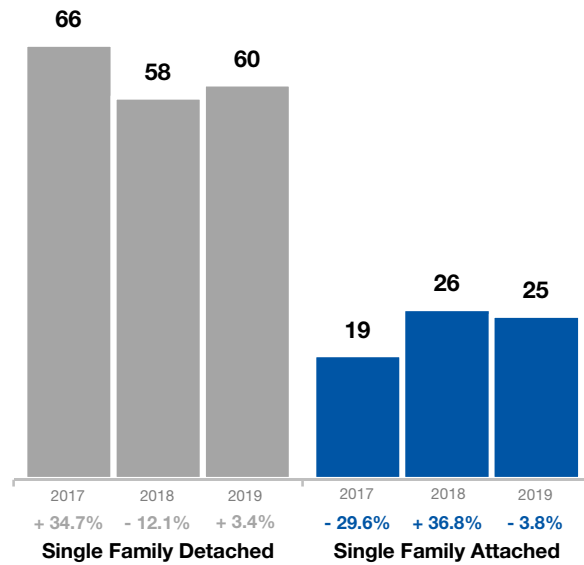


Closed Sales

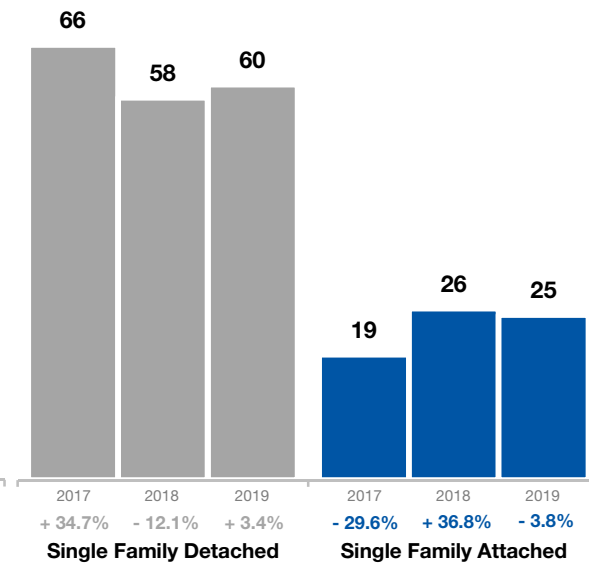
A count of the actual sales that closed in a given month.



January

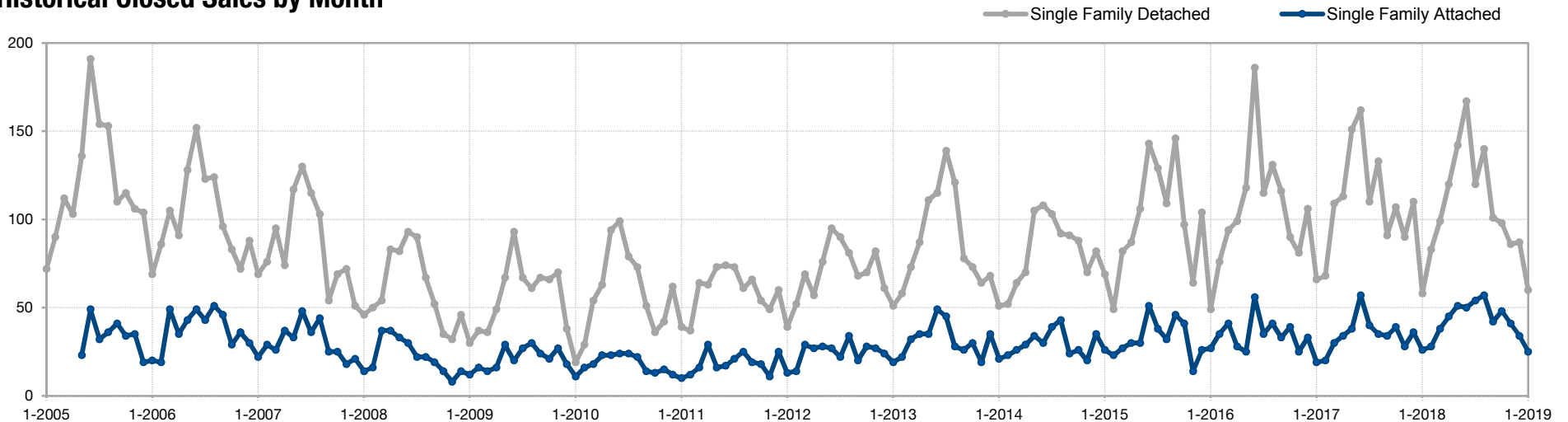


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	83	+22.1%	28	+40.0%
Mar-2018	99	-9.2%	38	+26.7%
Apr-2018	120	+6.2%	45	+32.4%
May-2018	142	-6.0%	51	+34.2%
Jun-2018	167	+3.1%	50	-12.3%
Jul-2018	120	+9.1%	54	+35.0%
Aug-2018	140	+5.3%	57	+62.9%
Sep-2018	101	+11.0%	42	+23.5%
Oct-2018	98	-8.4%	48	+23.1%
Nov-2018	86	-4.4%	41	+46.4%
Dec-2018	87	-20.9%	34	-5.6%
Jan-2019	60	+3.4%	25	-3.8%
12-Month Avg	109	+0.1%	43	+23.0%

Historical Closed Sales by Month

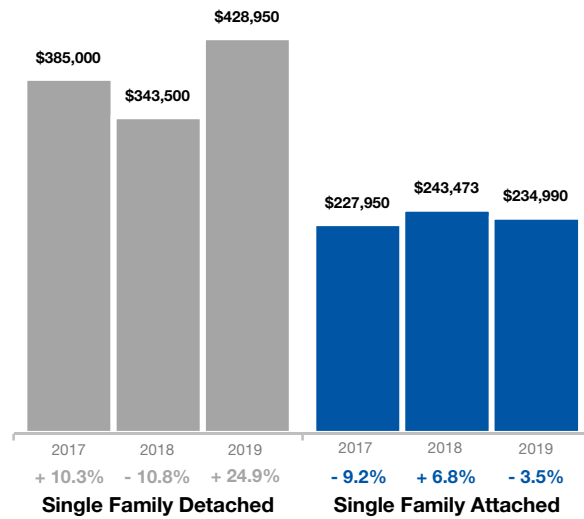


Median List Price

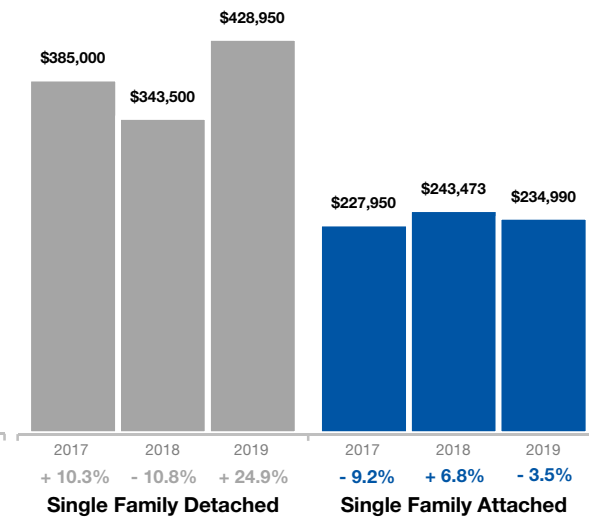
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



January



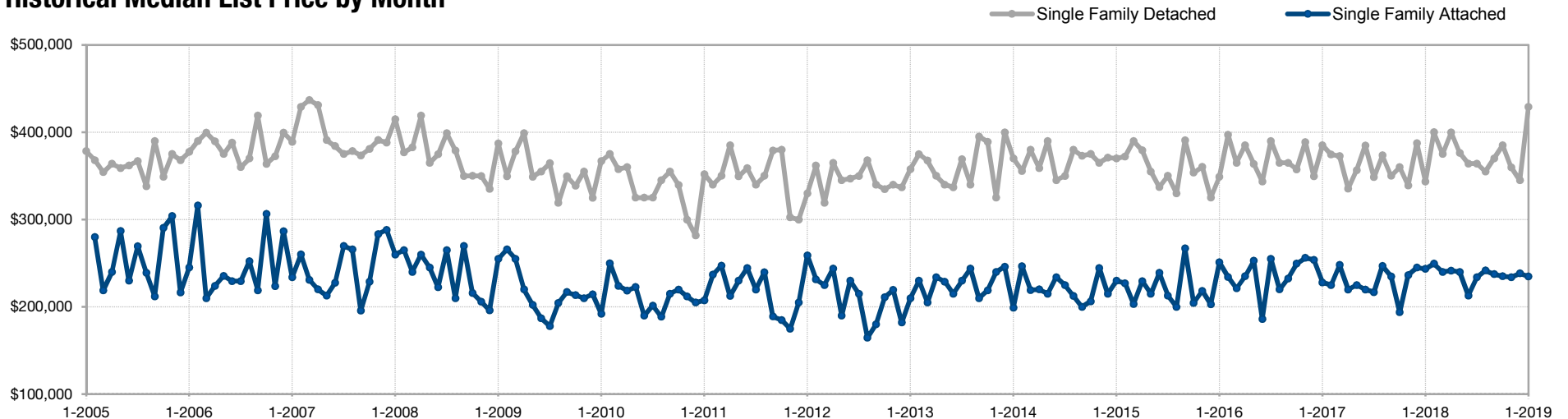
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	\$400,000	+6.8%	\$249,450	+10.9%
Mar-2018	\$375,000	+0.6%	\$240,000	-3.2%
Apr-2018	\$399,900	+19.2%	\$241,615	+9.9%
May-2018	\$376,450	+5.6%	\$239,950	+6.6%
Jun-2018	\$364,000	-5.4%	\$212,950	-3.2%
Jul-2018	\$364,000	+4.4%	\$234,000	+7.9%
Aug-2018	\$355,000	-5.0%	\$241,690	-2.1%
Sep-2018	\$369,950	+5.7%	\$237,445	+1.0%
Oct-2018	\$385,000	+7.0%	\$235,000	+21.2%
Nov-2018	\$359,900	+6.2%	\$234,000	-1.0%
Dec-2018	\$344,950	-11.0%	\$238,395	-2.7%
Jan-2019	\$428,950	+24.9%	\$234,990	-3.5%
12-Month Avg*	\$380,000	+7.0%	\$235,000	+1.1%

* Median List Price for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Median List Price by Month

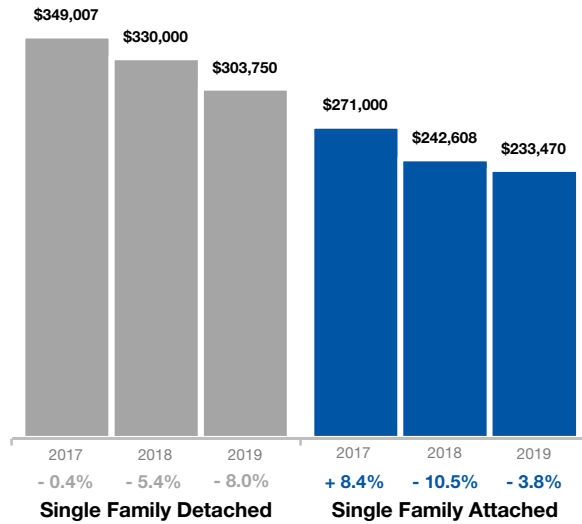


Median Sales Price

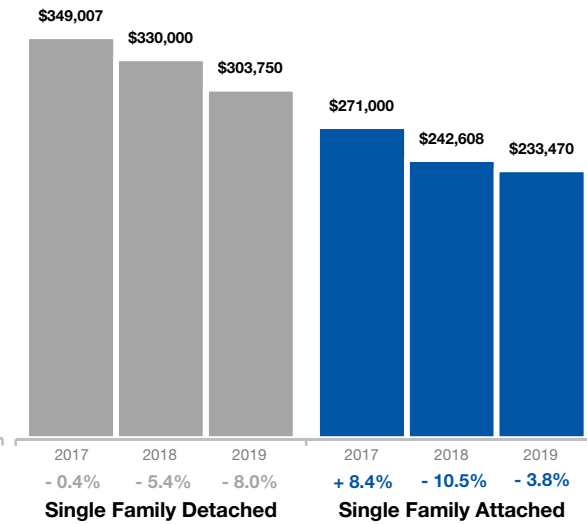
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



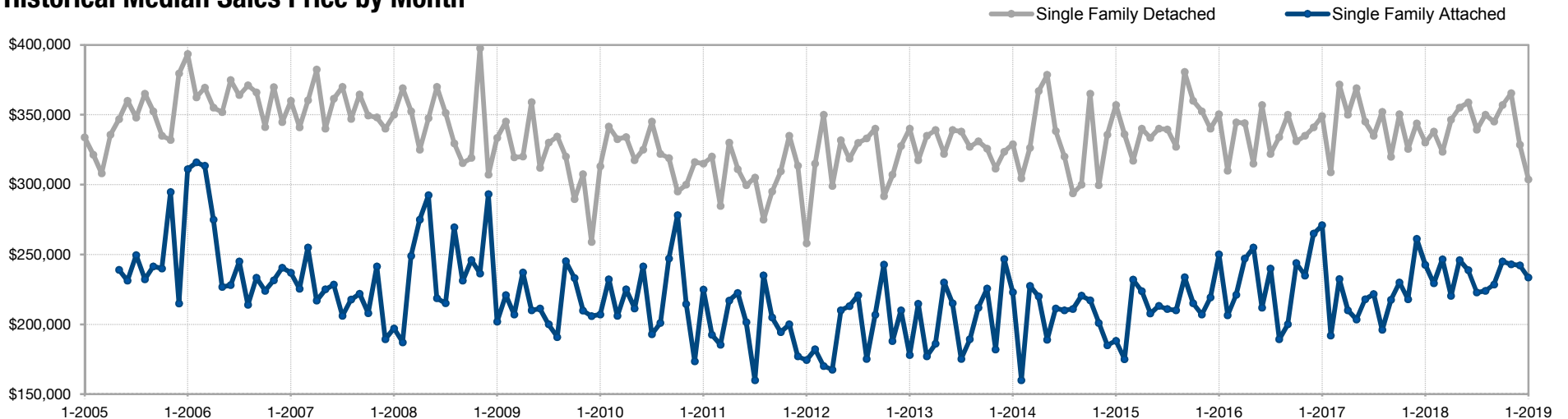
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	\$338,000	+9.5%	\$229,298	+19.4%
Mar-2018	\$323,405	-13.0%	\$246,495	+6.0%
Apr-2018	\$346,500	-1.0%	\$220,395	+5.0%
May-2018	\$355,118	-3.8%	\$246,005	+20.9%
Jun-2018	\$358,779	+4.0%	\$238,750	+9.5%
Jul-2018	\$339,223	+1.3%	\$222,730	+0.5%
Aug-2018	\$350,000	-0.6%	\$224,000	+14.3%
Sep-2018	\$345,000	+7.8%	\$228,443	+5.0%
Oct-2018	\$357,000	+1.9%	\$245,000	+6.5%
Nov-2018	\$365,485	+12.3%	\$242,975	+11.5%
Dec-2018	\$328,500	-4.4%	\$242,219	-7.2%
Jan-2019	\$303,750	-8.0%	\$233,470	-3.8%
12-Month Avg*	\$347,000	+0.9%	\$234,180	+6.4%

* Median Sales Price for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Median Sales Price by Month

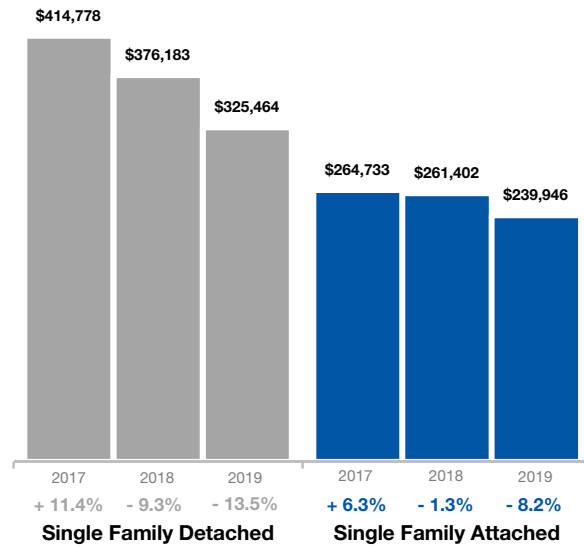


Average Sales Price

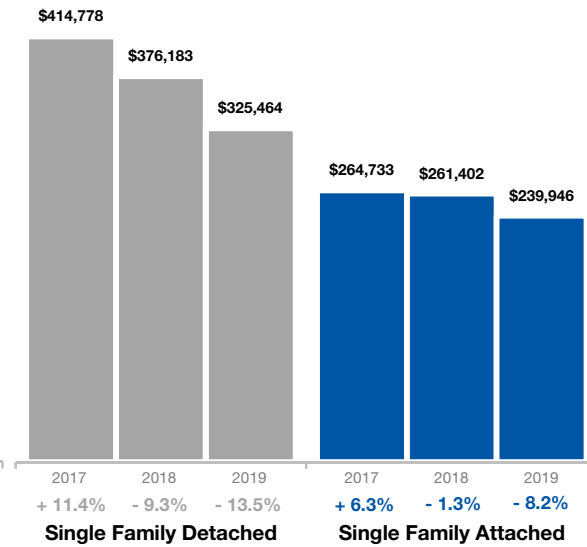
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



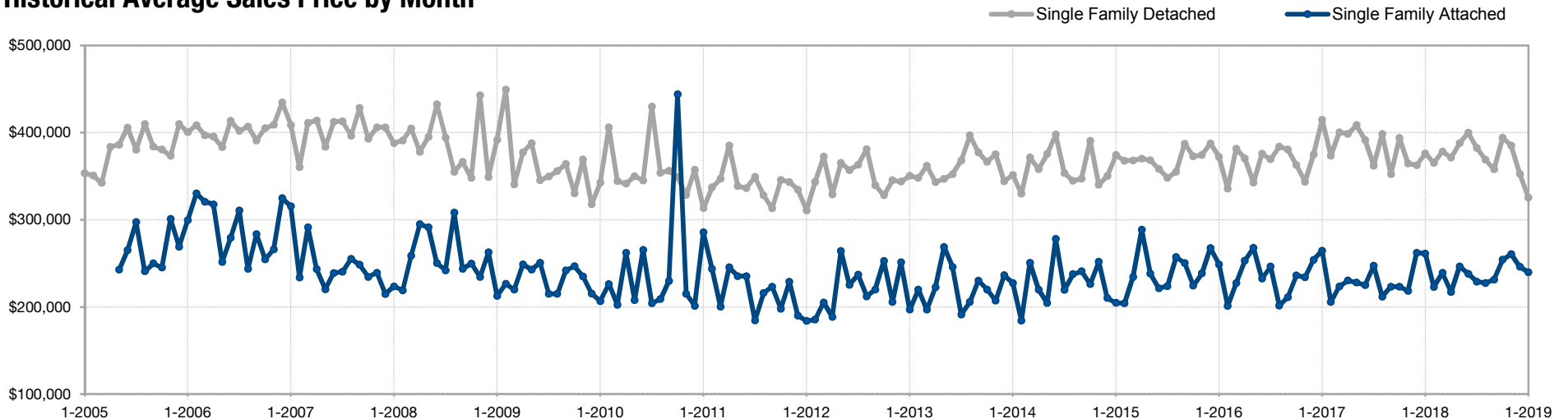
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	\$365,364	-2.2%	\$222,949	+8.4%
Mar-2018	\$378,356	-5.5%	\$239,215	+6.9%
Apr-2018	\$371,425	-6.8%	\$217,131	-5.8%
May-2018	\$387,747	-5.1%	\$246,489	+8.1%
Jun-2018	\$399,836	+2.1%	\$238,127	+5.8%
Jul-2018	\$382,467	+5.7%	\$228,996	-7.5%
Aug-2018	\$369,048	-7.4%	\$227,511	+7.4%
Sep-2018	\$357,977	+1.6%	\$231,506	+3.6%
Oct-2018	\$394,285	+0.1%	\$254,272	+13.9%
Nov-2018	\$385,231	+5.7%	\$260,746	+19.4%
Dec-2018	\$352,673	-2.8%	\$246,117	-6.1%
Jan-2019	\$325,464	-13.5%	\$239,946	-8.2%
12-Month Avg*	\$375,967	-2.2%	\$237,623	+3.1%

* Avg. Sales Price for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month

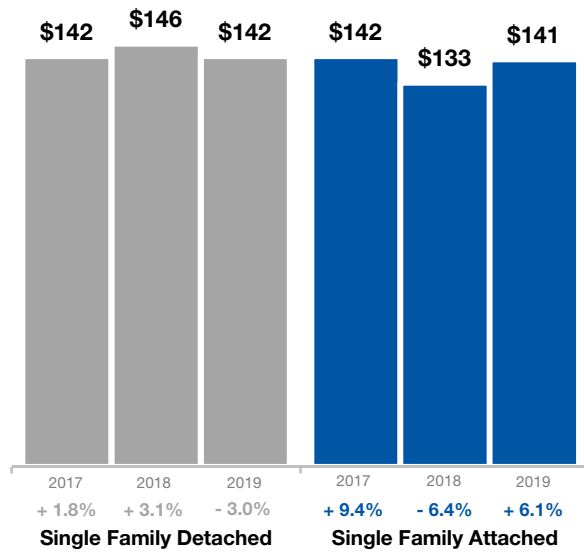


Median Price Per Square Foot

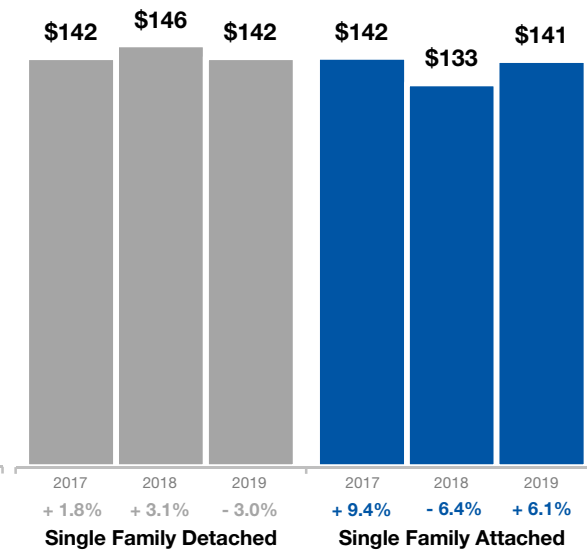
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



January



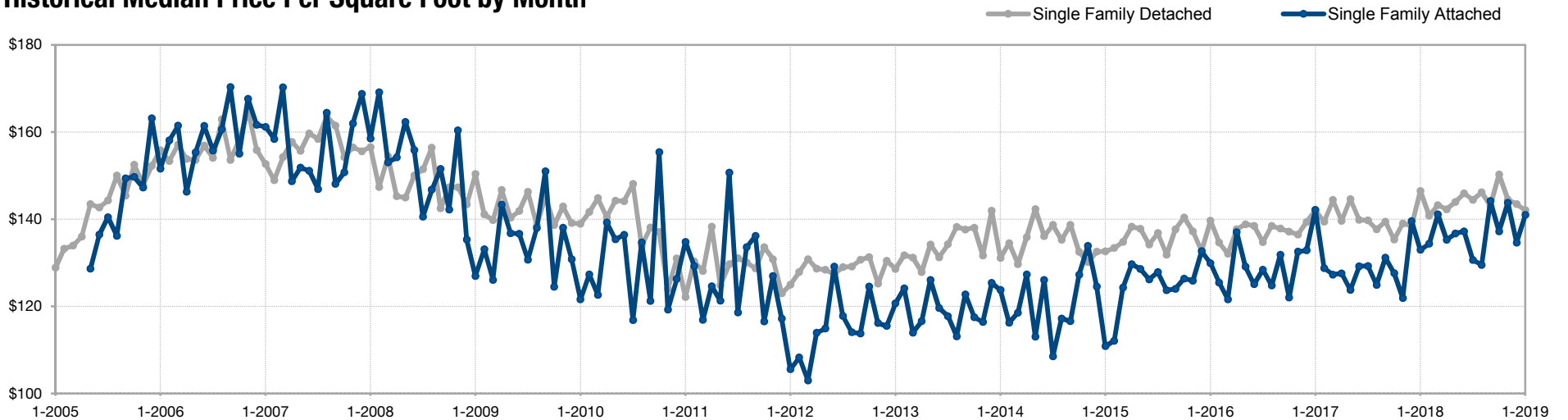
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	\$141	+1.0%	\$134	+4.4%
Mar-2018	\$143	-0.8%	\$141	+10.9%
Apr-2018	\$142	+1.9%	\$135	+6.0%
May-2018	\$144	-0.5%	\$137	+10.5%
Jun-2018	\$146	+4.3%	\$137	+6.2%
Jul-2018	\$144	+3.4%	\$131	+1.1%
Aug-2018	\$146	+6.1%	\$130	+3.7%
Sep-2018	\$143	+2.6%	\$144	+9.9%
Oct-2018	\$150	+11.1%	\$137	+7.5%
Nov-2018	\$145	+3.9%	\$144	+17.9%
Dec-2018	\$143	+3.6%	\$135	-3.5%
Jan-2019	\$142	-3.0%	\$141	+6.1%
12-Month Avg*	\$144	+2.4%	\$137	+5.8%

* Median Price Per Sq Ft for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Median Price Per Square Foot by Month

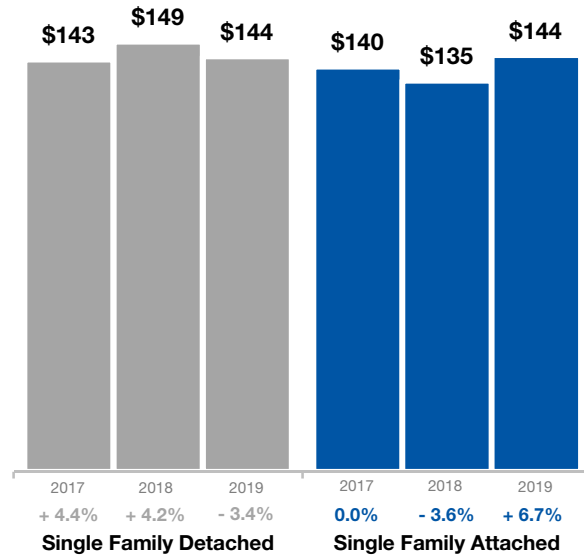


Average Price Per Square Foot

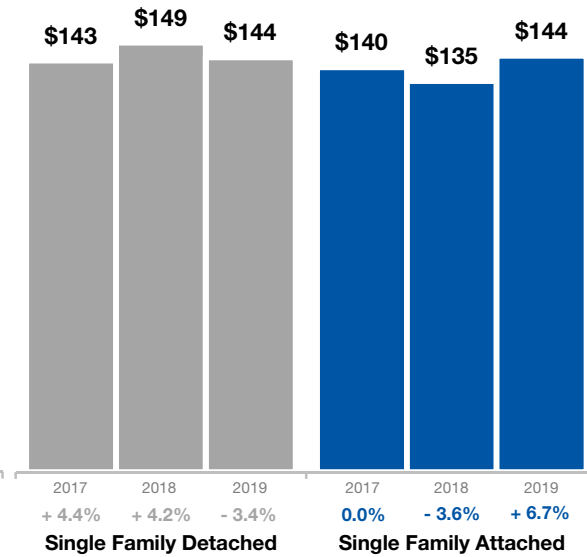
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



January



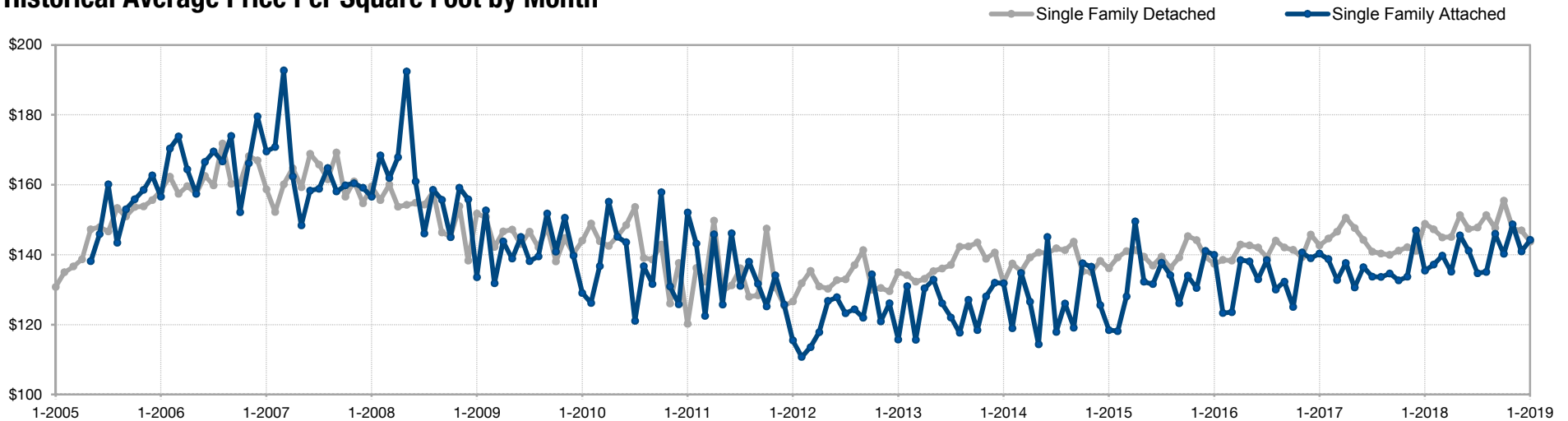
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	\$147	+1.4%	\$137	-1.4%
Mar-2018	\$145	-1.4%	\$140	+5.3%
Apr-2018	\$145	-4.0%	\$135	-2.2%
May-2018	\$151	+2.0%	\$146	+11.5%
Jun-2018	\$147	+2.1%	\$141	+3.7%
Jul-2018	\$148	+5.0%	\$135	+0.7%
Aug-2018	\$151	+7.9%	\$135	+0.7%
Sep-2018	\$148	+5.7%	\$146	+8.1%
Oct-2018	\$155	+9.9%	\$140	+5.3%
Nov-2018	\$147	+3.5%	\$149	+11.2%
Dec-2018	\$147	+4.3%	\$141	-4.1%
Jan-2019	\$144	-3.4%	\$144	+6.7%
12-Month Avg*	\$148	+3.0%	\$140	+3.6%

* Average Price Per Sq Ft for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Average Price Per Square Foot by Month

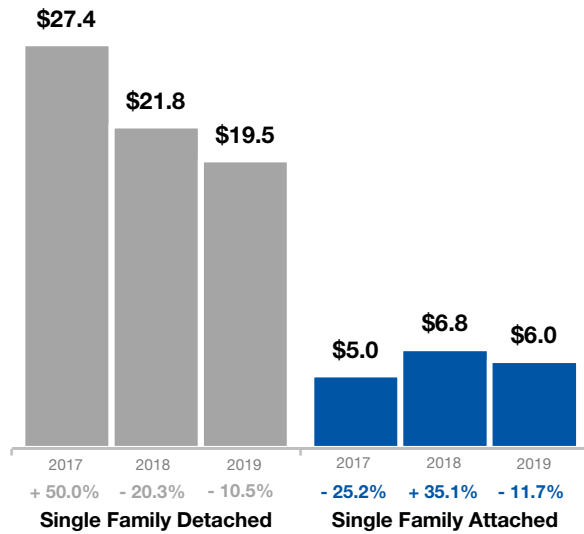


Dollar Volume of Closed Sales (in millions)

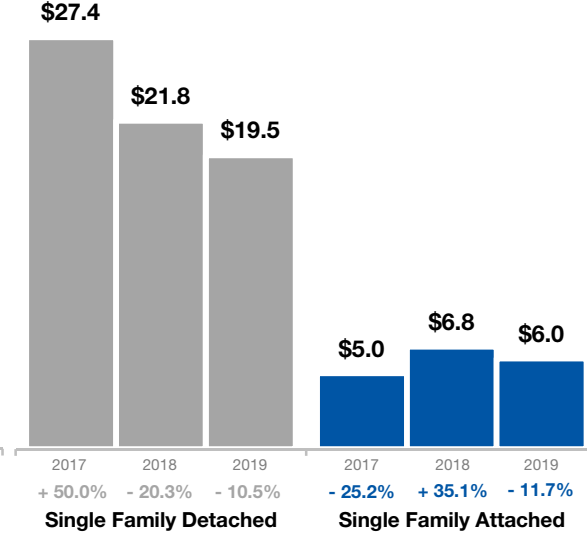
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



January



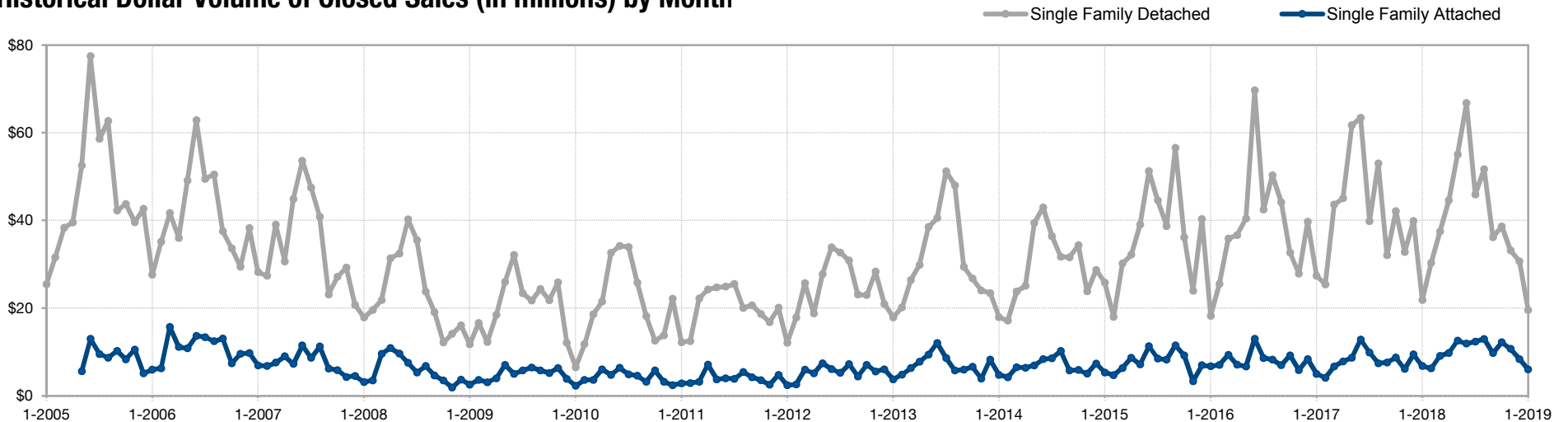
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	\$30.3	+19.4%	\$6.2	+51.8%
Mar-2018	\$37.5	-14.2%	\$9.1	+35.4%
Apr-2018	\$44.6	-1.0%	\$9.8	+24.7%
May-2018	\$55.1	-10.8%	\$12.6	+45.1%
Jun-2018	\$66.8	+5.3%	\$11.9	-7.2%
Jul-2018	\$45.9	+15.3%	\$12.4	+24.9%
Aug-2018	\$51.7	-2.5%	\$13.0	+74.9%
Sep-2018	\$36.2	+12.8%	\$9.7	+28.0%
Oct-2018	\$38.6	-8.3%	\$12.2	+40.2%
Nov-2018	\$33.1	+1.0%	\$10.7	+74.8%
Dec-2018	\$30.7	-23.1%	\$8.4	-11.4%
Jan-2019	\$19.5	-10.5%	\$6.0	-11.7%
12-Month Avg*	\$40.8	-2.2%	\$10.2	+26.8%

* \$ Volume of Closed Sales (in millions) for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

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

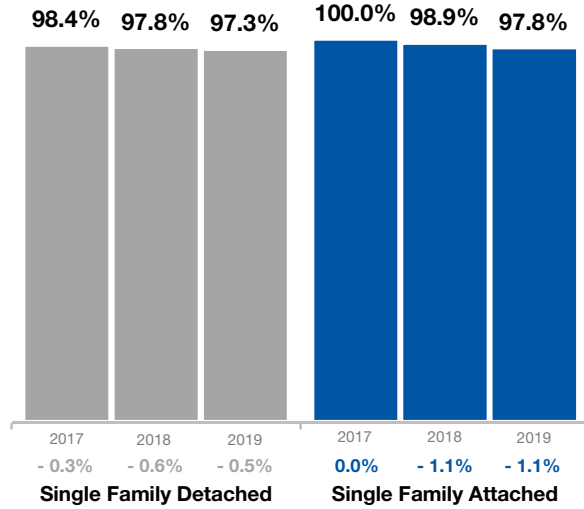


Median Percent of List Price to Sale Price

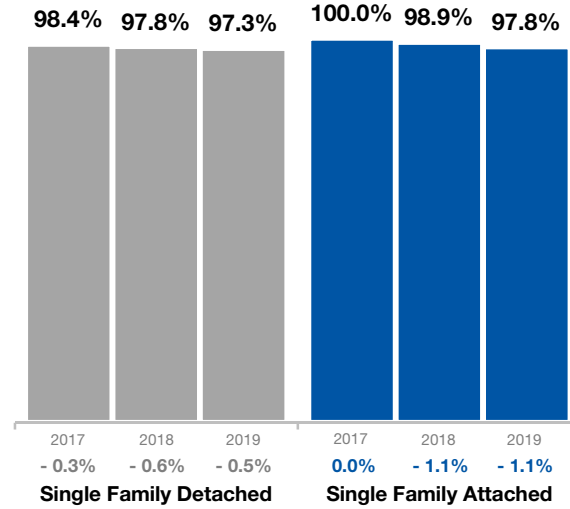


Percentage found when dividing a property's sales price by its most recent list price, then taking the median for all properties sold in a given month, not accounting for seller concessions.

January



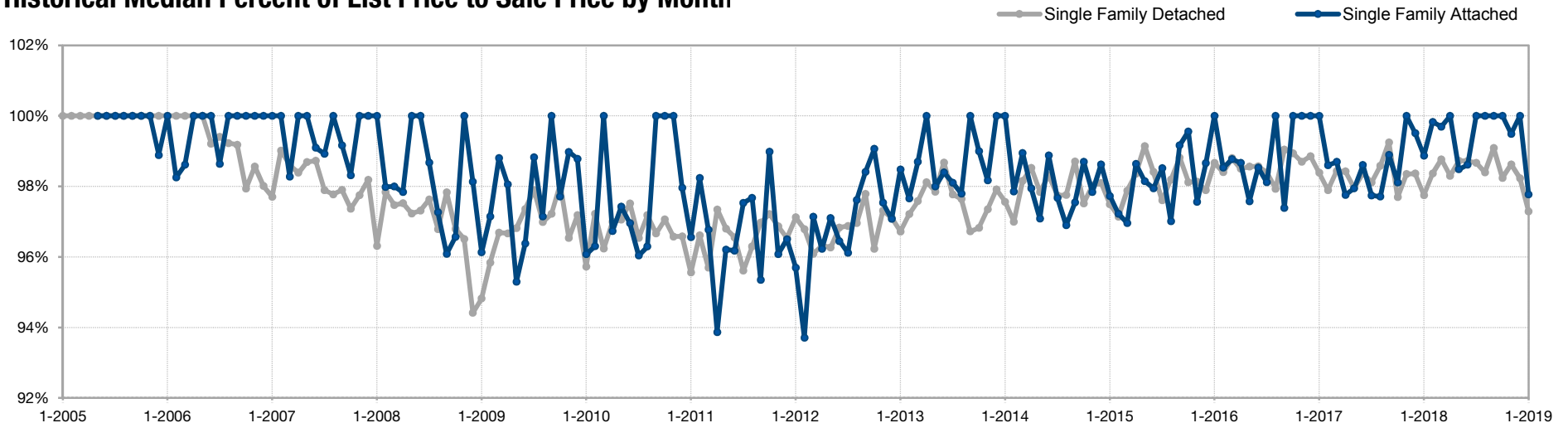
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	98.4%	+0.5%	99.8%	+1.2%
Mar-2018	98.8%	+0.4%	99.7%	+1.0%
Apr-2018	98.3%	-0.1%	100.0%	+2.2%
May-2018	98.7%	+0.7%	98.5%	+0.6%
Jun-2018	98.7%	+0.3%	98.6%	0.0%
Jul-2018	98.7%	+0.6%	100.0%	+2.4%
Aug-2018	98.4%	-0.2%	100.0%	+2.4%
Sep-2018	99.1%	-0.1%	100.0%	+1.1%
Oct-2018	98.2%	+0.5%	100.0%	+1.9%
Nov-2018	98.6%	+0.3%	99.5%	-0.5%
Dec-2018	98.2%	-0.2%	100.0%	+0.5%
Jan-2019	97.3%	-0.5%	97.8%	-1.1%
12-Month Avg*	98.5%	+0.2%	99.9%	+1.4%

* Median Pct of List Price to Sale Price for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Median Percent of List Price to Sale Price by Month

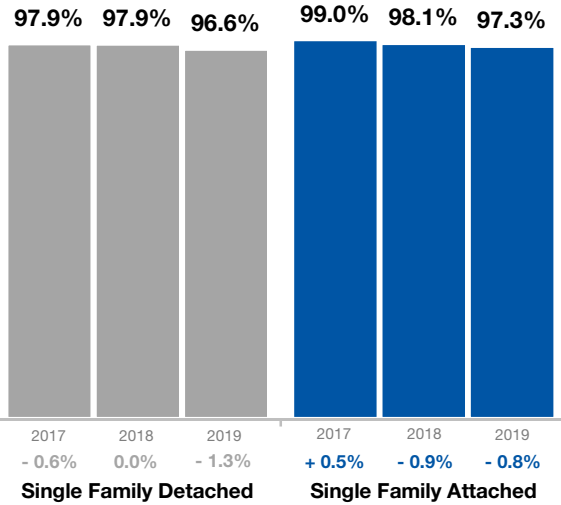


Average Percent of List Price to Sale Price

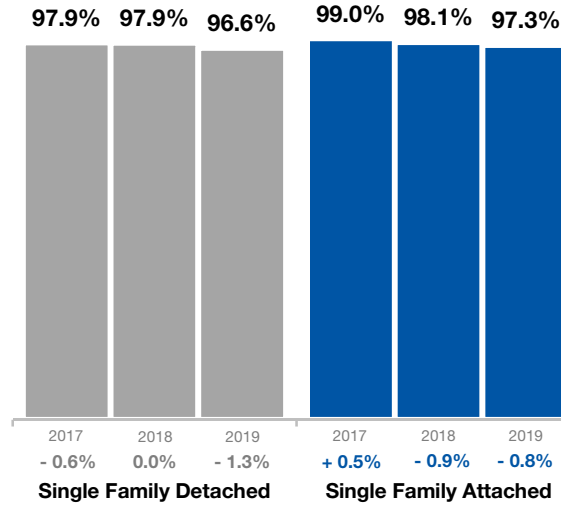
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



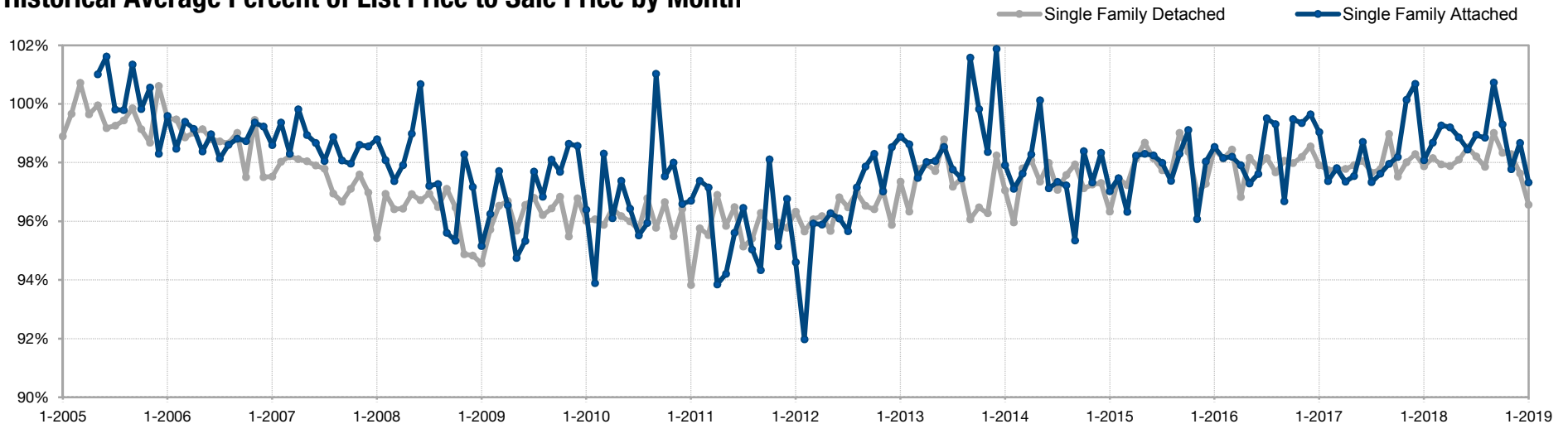
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	98.2%	+0.4%	98.7%	+1.3%
Mar-2018	97.9%	+0.1%	99.3%	+1.5%
Apr-2018	97.9%	+0.1%	99.2%	+1.8%
May-2018	98.1%	+0.2%	98.9%	+1.4%
Jun-2018	98.5%	+0.4%	98.4%	-0.3%
Jul-2018	98.2%	+0.5%	98.9%	+1.6%
Aug-2018	97.9%	+0.1%	98.8%	+1.2%
Sep-2018	99.0%	0.0%	100.7%	+2.8%
Oct-2018	98.3%	+0.8%	99.3%	+1.1%
Nov-2018	98.3%	+0.3%	97.8%	-2.3%
Dec-2018	97.6%	-0.7%	98.7%	-2.0%
Jan-2019	96.6%	-1.3%	97.3%	-0.8%
12-Month Avg*	98.1%	+0.2%	98.9%	+0.7%

* Avg Pct of List Price to Sale Price for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Average Percent of List Price to Sale Price by Month

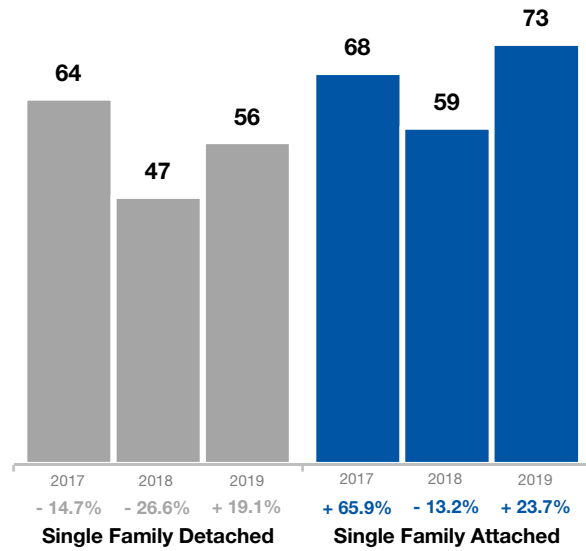


Median Days on Market Until Sale

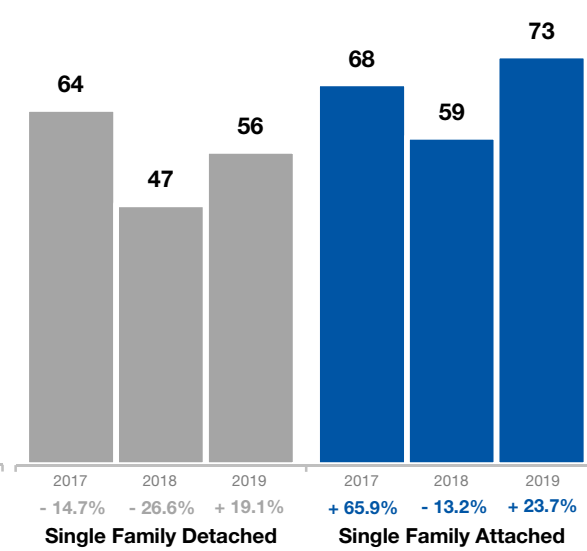
Median number of days between when a property is listed and when an offer is accepted in a given month.



January



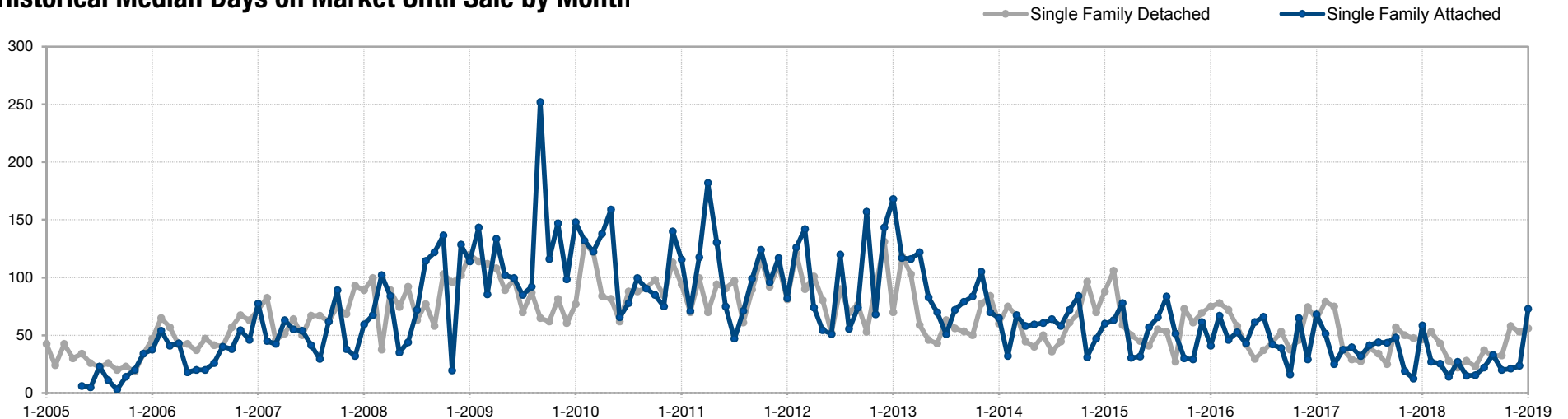
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	53	-32.9%	27	-48.1%
Mar-2018	43	-42.7%	26	+4.0%
Apr-2018	28	-26.3%	14	-63.2%
May-2018	22	-24.1%	27	-32.5%
Jun-2018	28	0.0%	15	-53.1%
Jul-2018	23	-41.0%	16	-61.9%
Aug-2018	37	+8.8%	22	-50.0%
Sep-2018	32	+28.0%	33	-25.0%
Oct-2018	33	-42.1%	20	-58.3%
Nov-2018	58	+16.0%	21	+10.5%
Dec-2018	53	+10.4%	24	+84.6%
Jan-2019	56	+19.1%	73	+23.7%
12-Month Avg*	35	-14.6%	24	-31.4%

* Median Days on Market for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Median Days on Market Until Sale by Month



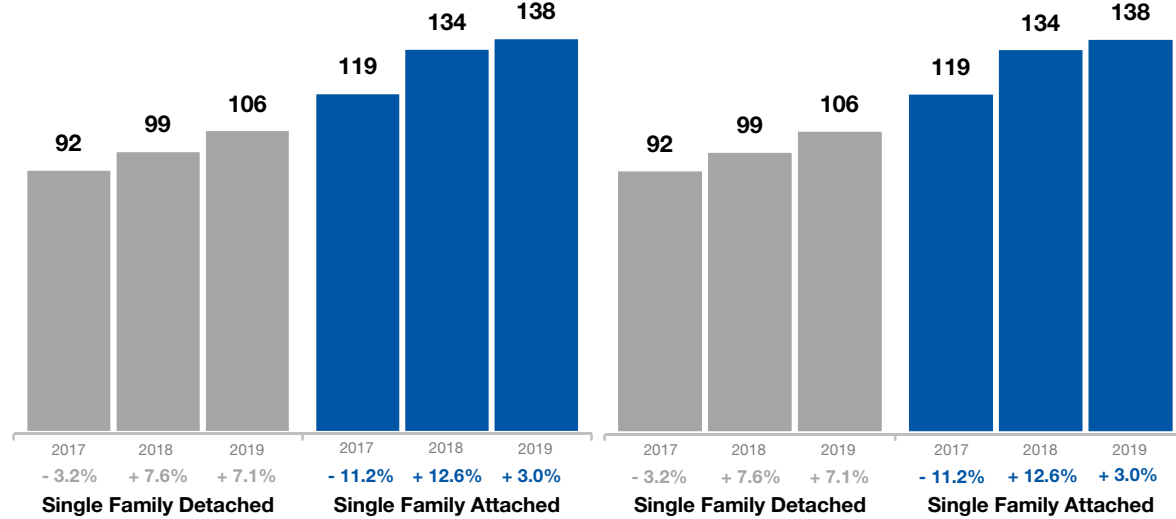
Housing Affordability Index

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.



January

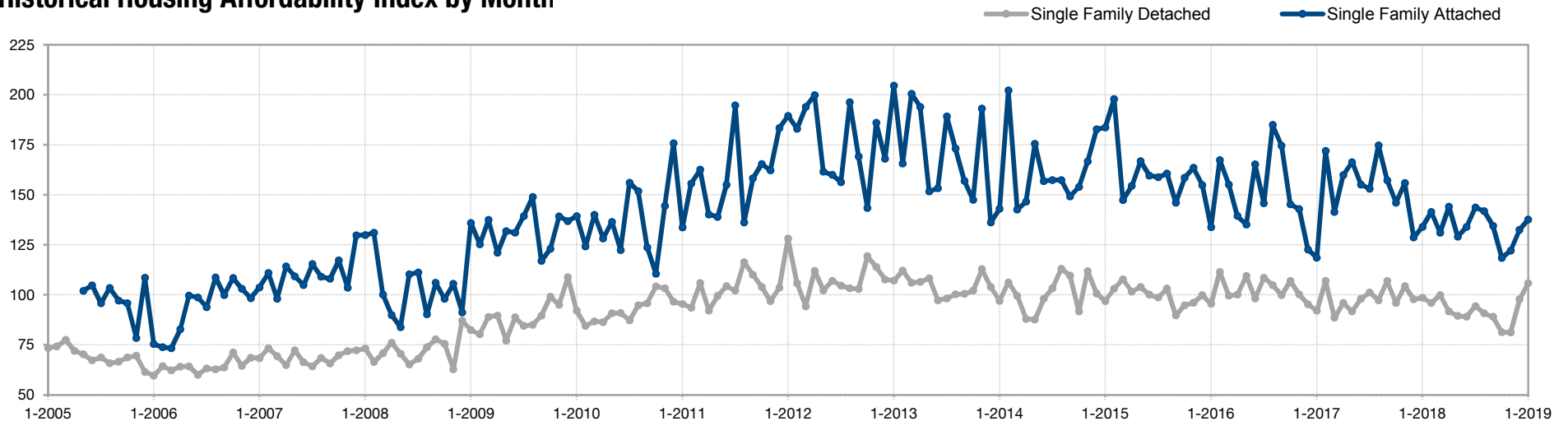
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	96	-10.3%	141	-18.0%
Mar-2018	100	+12.4%	131	-7.1%
Apr-2018	92	-4.2%	144	-10.0%
May-2018	89	-3.3%	129	-22.3%
Jun-2018	89	-9.2%	134	-13.5%
Jul-2018	94	-6.9%	144	-5.9%
Aug-2018	91	-6.2%	142	-18.9%
Sep-2018	89	-16.8%	134	-14.6%
Oct-2018	81	-15.6%	118	-19.2%
Nov-2018	81	-22.1%	122	-21.8%
Dec-2018	98	0.0%	133	+3.1%
Jan-2019	106	+7.1%	138	+3.0%
12-Month Avg*	92	+7.5%	99	-10.2%

* Affordability Index for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

Historical Housing Affordability Index by Month

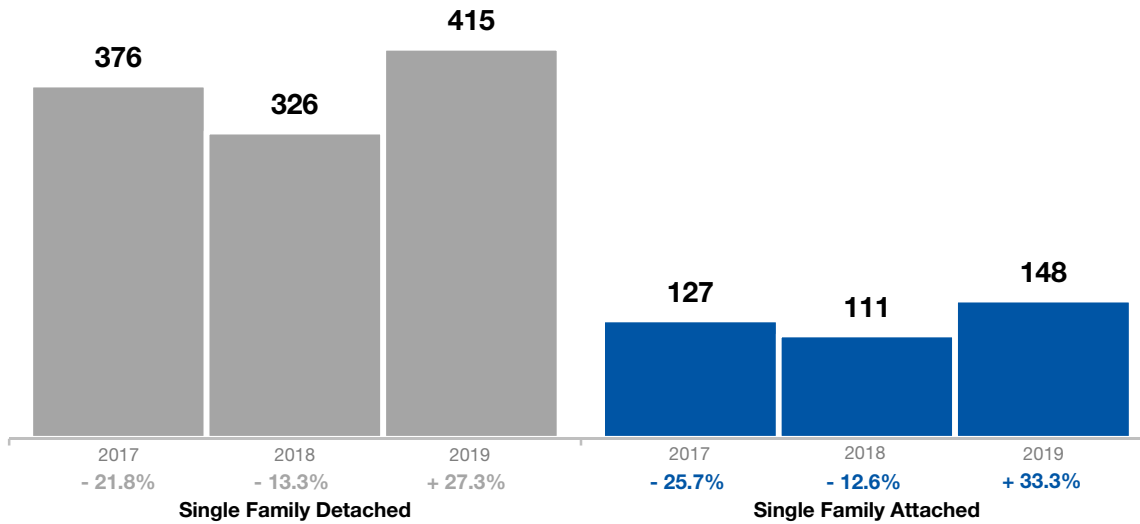


End of Month Inventory

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



January



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	358	-12.5%	117	-10.0%
Mar-2018	388	-8.7%	137	+20.2%
Apr-2018	416	-9.2%	134	+5.5%
May-2018	442	-3.7%	147	+18.5%
Jun-2018	450	-4.3%	147	+20.5%
Jul-2018	455	-2.6%	139	+14.9%
Aug-2018	455	-3.6%	131	+7.4%
Sep-2018	427	-5.1%	134	+9.8%
Oct-2018	448	+5.7%	140	+14.8%
Nov-2018	434	+4.3%	135	+14.4%
Dec-2018	393	+14.9%	124	+7.8%
Jan-2019	415	+27.3%	148	+33.3%
12-Month Avg	423	-0.7%	136	+12.8%

Historical End of Month Inventory by Month

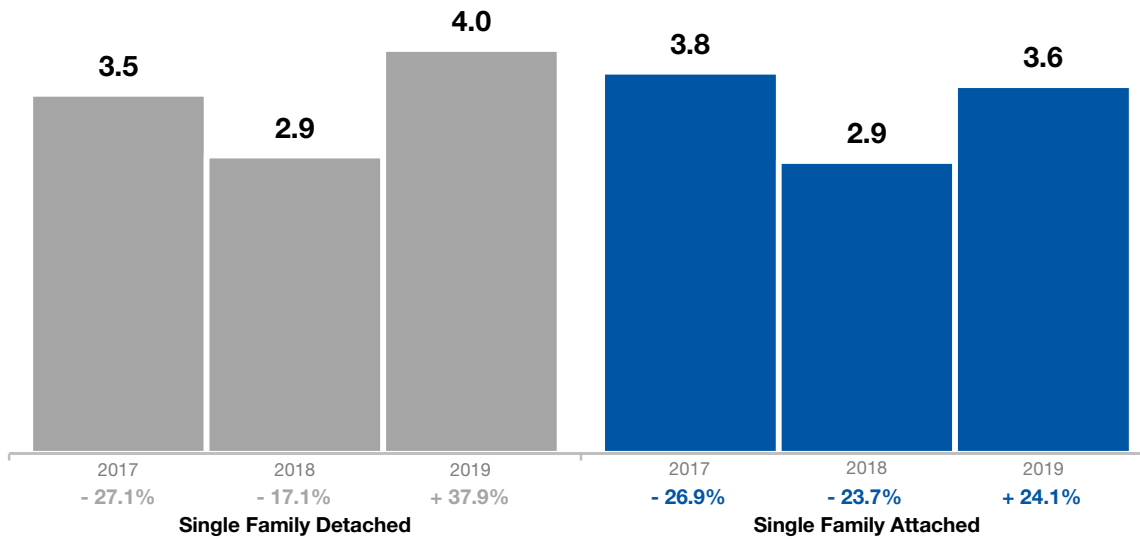


Months Supply of Inventory

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.



January



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2018	3.2	-15.8%	3.0	-23.1%
Mar-2018	3.6	-7.7%	3.6	+9.1%
Apr-2018	3.8	-11.6%	3.4	-5.6%
May-2018	4.1	-2.4%	3.8	+8.6%
Jun-2018	4.2	-2.3%	3.7	+8.8%
Jul-2018	4.2	-2.3%	3.4	0.0%
Aug-2018	4.2	-2.3%	3.1	-8.8%
Sep-2018	3.9	-4.9%	3.2	-5.9%
Oct-2018	4.2	+10.5%	3.4	+3.0%
Nov-2018	4.1	+10.8%	3.3	+6.5%
Dec-2018	3.7	+19.4%	3.0	-3.2%
Jan-2019	4.0	+37.9%	3.6	+24.1%
12-Month Avg*	3.9	+1.0%	3.4	+1.1%

* Months Supply for all properties from February 2018 through January 2019. 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				1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	1-2016	1-2017	1-2018	1-2019						
New Listings					160	184	+ 15.0%	160	184	+ 15.0%
Pending Sales					130	117	- 10.0%	130	117	- 10.0%
Closed Sales					84	85	+ 1.2%	84	85	+ 1.2%
Median List Price					\$300,856	\$338,495	+ 12.5%	\$300,856	\$338,495	+ 12.5%
Median Sales Price					\$291,690	\$280,000	- 4.0%	\$291,690	\$280,000	- 4.0%
Avg. Sales Price					\$340,655	\$300,312	- 11.8%	\$340,655	\$300,312	- 11.8%
Median Price Per Sq Ft					\$142	\$141	- 0.7%	\$132	\$133	+ 0.8%
Average Price Per Sq Ft					\$145	\$144	- 0.7%	\$145	\$144	- 0.7%
\$ Volume of Closed Sales (in millions)					\$28.6	\$25.5	- 10.8%	\$28.6	\$25.5	- 10.8%
Median Pct of List Price to Sale Price					98.3%	97.4%	- 0.9%	98.3%	97.4%	- 0.9%
Avg Pct of List Price to Sale Price					97.9%	96.8%	- 1.1%	97.9%	96.8%	- 1.1%
Median Days on Market					51	60	+ 17.6%	51	60	+ 17.6%
Affordability Index					111	115	+ 3.6%	111	115	+ 3.6%
End of Month Inventory					440	566	+ 28.6%	--	--	--
Months Supply					2.9	3.9	+ 34.5%	--	--	--

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		
	1-2018	1-2019	+ / -	1-2018	1-2019	+ / -	1-2018	1-2019	+ / -	1-2018	1-2019	+ / -	1-2018	1-2019	+ / -
James City County	122	148	+21.3%	64	66	+3.1%	\$ 304,000	\$ 285,630	-6.0%	362	441	+21.8%	3.0	3.9	+30.0%
City of Williamsburg	11	17	+54.5%	6	9	+50.0%	\$327,500	\$227,000	-30.7%	44	71	+61.4%	3.8	5.4	+42.1%
York County	36	32	-11.1%	26	19	-26.9%	\$301,190	\$259,000	-14.0%	58	97	+67.2%	2.0	3.3	+65.0%
New Kent County	10	10	0.0%	3	6	+100.0%	\$365,000	\$276,980	-24.1%	46	42	-8.7%	6.6	5.7	-13.6%
Charles City County	1	2	+100.0%	0	0	--	\$0	\$0	--	5	8	+60.0%	4.4	5.3	+20.5%
Newport News	14	12	-14.3%	4	7	+75.0%	\$220,500	\$167,000	-24.3%	36	46	+27.8%	2.4	3.1	+29.2%
Hampton	6	6	0.0%	5	5	0.0%	\$150,000	\$167,000	+11.3%	14	17	+21.4%	2.8	3.4	+21.4%
Surry	5	3	-40.0%	1	0	-100.0%	\$25,000	\$0	-100.0%	7	5	-28.6%	6.1	2.7	-55.7%
Gloucester	7	19	+171.4%	9	5	-44.4%	\$255,000	\$199,900	-21.6%	52	60	+15.4%	6.4	5.3	-17.2%
Richmond	2	0	-100.0%	1	0	-100.0%	\$290,000	\$0	-100.0%	2	1	-50.0%	1.6	0.8	-50.0%
23185	79	77	-2.5%	41	45	+9.8%	\$276,180	\$273,620	-0.9%	209	256	+22.5%	3.2	3.7	+15.6%
23188	65	92	+41.5%	38	37	-2.6%	\$314,000	\$285,000	-9.2%	202	263	+30.2%	2.9	3.9	+34.5%
23168	16	15	-6.3%	5	3	-40.0%	\$395,540	\$285,000	-27.9%	29	47	+62.1%	1.9	5.1	+168.4%
23168, 23185 & 23188	160	184	+15.0%	84	85	+1.2%	\$291,690	\$280,000	-4.0%	440	566	+28.6%	2.9	3.9	+34.5%