

# Monthly Indicators



## April 2017

The employment landscape and wages have both improved over the last few years, allowing for more people to participate in the home-buying process. When the economy is in good working order, as it is now, it creates opportunities in residential real estate, and right now is a potentially lucrative time to sell a home. Houses that show well and are priced correctly have been selling quickly, often at higher prices than asking.

When comparing 2017 to 2016 statistics, New Listings were down 1.8 percent for single family detached homes but increased 47.5 percent for single family attached properties. Pending Sales decreased 12.0 percent for single family detached homes but increased 48.3 percent for single family attached properties.

The Median Sales Price was up 1.7 percent to \$350,000 for single family detached homes but decreased 15.0 percent to \$210,000 for single family attached properties. Months Supply of Inventory increased 3.8 percent for single family detached units but was down 27.5 percent for single family attached units.

Although there is a mounting amount of buyer competition during the annual spring market cycle, buyer demand has not abated, nor is it expected to in the immediate future unless something unpredictable occurs. While strong demand is generally considered a good problem to have, it creates an affordability issue for some buyers, especially first-time buyers. And yet, prices will continue to rise amidst strong demand.

**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

<b>+ 1.7%</b>	<b>- 15.0%</b>	<b>+ 1.4%</b>
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				4-2016	4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	4-2014	4-2015	4-2016	4-2017						
New Listings					217	<b>213</b>	- 1.8%	667	<b>766</b>	+ 14.8%
Pending Sales					150	<b>132</b>	- 12.0%	461	<b>501</b>	+ 8.7%
Closed Sales					99	<b>113</b>	+ 14.1%	318	<b>355</b>	+ 11.6%
Median List Price					\$385,000	<b>\$349,900</b>	- 9.1%	\$369,185	<b>\$371,000</b>	+ 0.5%
Median Sales Price					\$344,000	<b>\$350,000</b>	+ 1.7%	\$341,000	<b>\$345,000</b>	+ 1.2%
Avg. Sales Price					\$370,386	<b>\$398,538</b>	+ 7.6%	\$365,681	<b>\$397,965</b>	+ 8.8%
Median Price Per Sq Ft					\$138	<b>\$140</b>	+ 1.4%	\$136	<b>\$142</b>	+ 4.4%
Average Price Per Sq Ft					\$143	<b>\$151</b>	+ 5.6%	\$140	<b>\$147</b>	+ 5.0%
\$ Volume of Closed Sales (in millions)					\$36.7	<b>\$45.0</b>	+ 22.8%	\$116.3	<b>\$141.3</b>	+ 21.5%
Median Pct of List Price to Sale Price					98.5%	<b>98.4%</b>	- 0.1%	98.6%	<b>98.2%</b>	- 0.4%
Avg Pct of List Price to Sale Price					96.8%	<b>97.8%</b>	+ 1.0%	97.9%	<b>97.8%</b>	- 0.1%
Median Days on Market					58	<b>38</b>	- 34.5%	69	<b>59</b>	- 14.5%
Affordability Index					100	<b>96</b>	- 4.0%	101	<b>97</b>	- 4.0%
End of Month Inventory					555	<b>579</b>	+ 4.3%	--	<b>--</b>	--
Months Supply					5.2	<b>5.4</b>	+ 3.8%	--	<b>--</b>	--

# Single Family Attached Market Overview

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



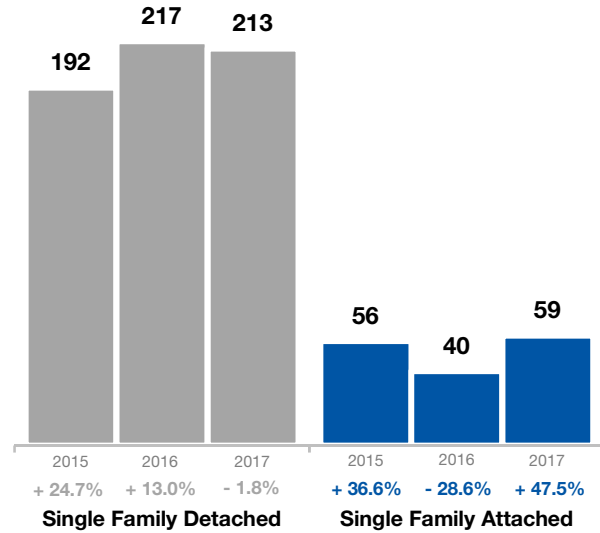
Key Metrics	Historical Sparkbars				4-2016	4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	4-2014	4-2015	4-2016	4-2017						
New Listings					40	59	+ 47.5%	190	209	+ 10.0%
Pending Sales					29	43	+ 48.3%	148	165	+ 11.5%
Closed Sales					28	34	+ 21.4%	131	102	- 22.1%
Median List Price					\$232,450	\$224,500	- 3.4%	\$239,900	\$239,000	- 0.4%
Median Sales Price					\$247,000	\$210,000	- 15.0%	\$228,540	\$219,450	- 4.0%
Avg. Sales Price					\$253,180	\$230,436	- 9.0%	\$230,422	\$230,092	- 0.1%
Median Price Per Sq Ft					\$137	\$128	- 6.9%	\$128	\$129	+ 1.1%
Average Price Per Sq Ft					\$138	\$138	0.0%	\$130	\$137	+ 5.4%
\$ Volume of Closed Sales (in millions)					\$7.1	\$7.8	+ 10.5%	\$30.2	\$23.5	- 22.2%
Median Pct of List Price to Sale Price					98.7%	97.8%	- 0.9%	98.6%	98.6%	0.0%
Avg Pct of List Price to Sale Price					97.9%	97.4%	- 0.5%	98.2%	97.8%	- 0.4%
Median Days on Market					53	38	- 28.3%	51	42	- 17.6%
Affordability Index					139	160	+ 15.1%	151	153	+ 1.3%
End of Month Inventory					171	134	- 21.6%	--	--	--
Months Supply					5.1	3.7	- 27.5%	--	--	--

# New Listings

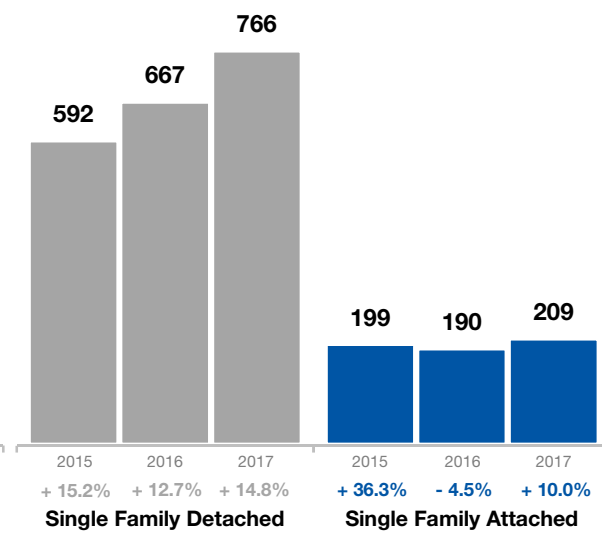
A count of the properties that have been newly listed on the market in a given month.



## April

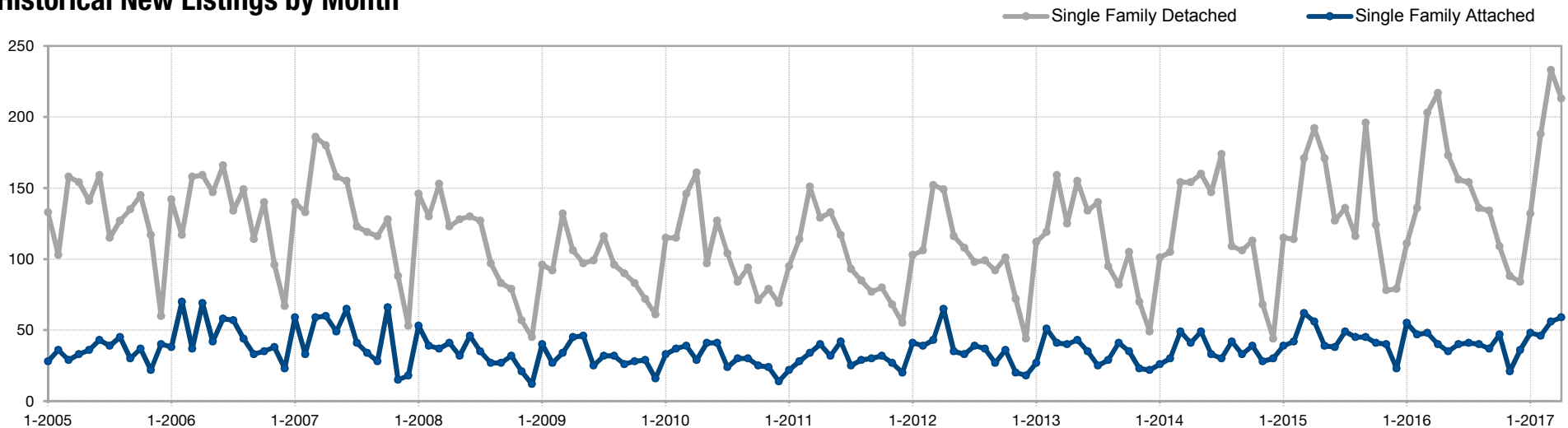


## Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2016	173	+1.2%	35	-10.3%
Jun-2016	156	+22.8%	40	+5.3%
Jul-2016	154	+13.2%	41	-16.3%
Aug-2016	136	+17.2%	40	-11.1%
Sep-2016	134	-31.6%	37	-17.8%
Oct-2016	109	-12.1%	47	+14.6%
Nov-2016	88	+12.8%	21	-47.5%
Dec-2016	84	+6.3%	36	+56.5%
Jan-2017	132	+18.9%	48	-12.7%
Feb-2017	188	+38.2%	46	-2.1%
Mar-2017	233	+14.8%	56	+16.7%
<b>Apr-2017</b>	<b>213</b>	<b>-1.8%</b>	<b>59</b>	<b>+47.5%</b>
12-Month Avg	150	+6.3%	42	-0.8%

## Historical New Listings by Month

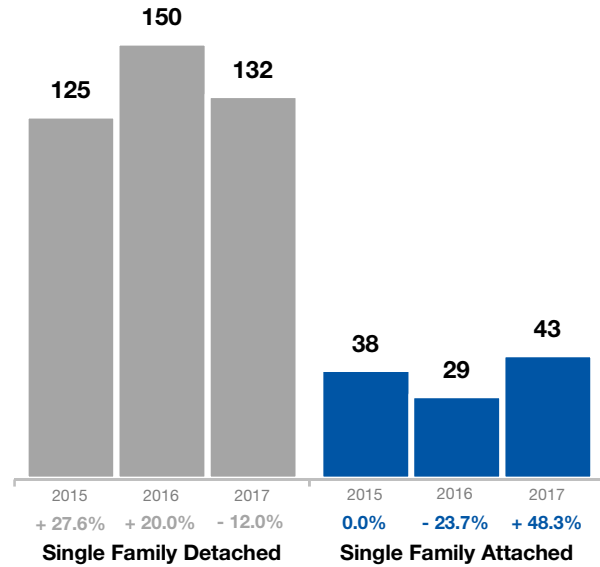


# Pending Sales

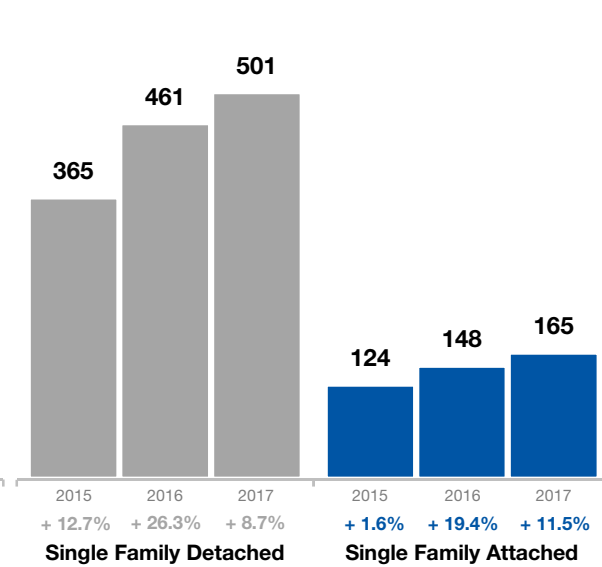
A count of the properties on which offers have been accepted in a given month.



## April

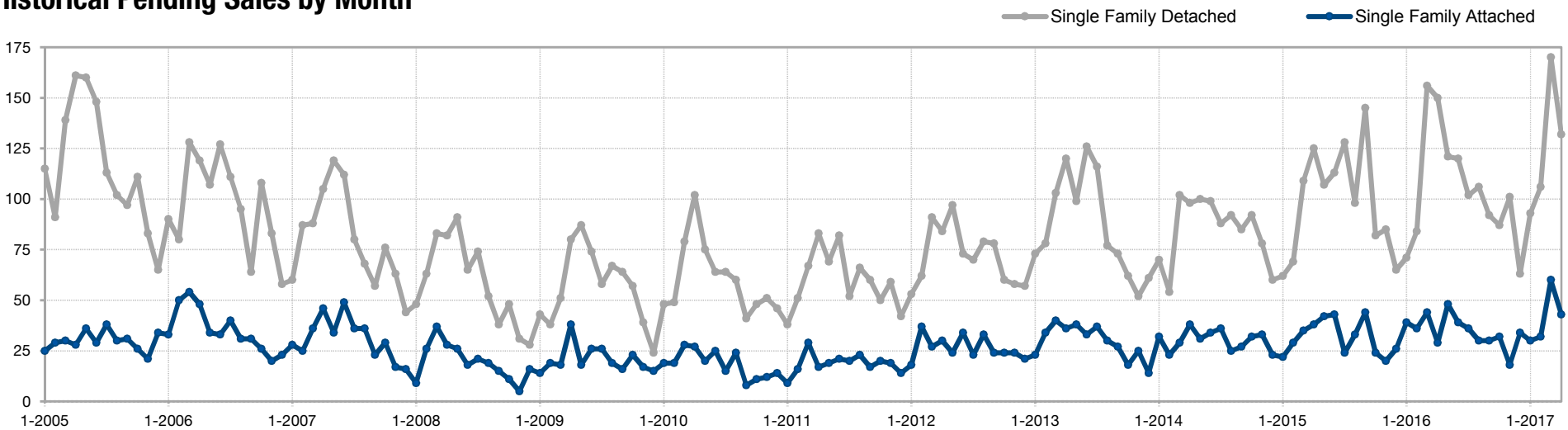


## Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2016	121	+13.1%	48	+14.3%
Jun-2016	120	+6.2%	39	-9.3%
Jul-2016	102	-20.3%	36	+50.0%
Aug-2016	106	+8.2%	30	-9.1%
Sep-2016	92	-36.6%	30	-31.8%
Oct-2016	87	+6.1%	32	+33.3%
Nov-2016	101	+18.8%	18	-10.0%
Dec-2016	63	-3.1%	34	+30.8%
Jan-2017	93	+31.0%	30	-23.1%
Feb-2017	106	+26.2%	32	-11.1%
Mar-2017	170	+9.0%	60	+36.4%
<b>Apr-2017</b>	<b>132</b>	<b>-12.0%</b>	<b>43</b>	<b>+48.3%</b>
12-Month Avg	108	+0.7%	36	+6.9%

## Historical Pending Sales by Month

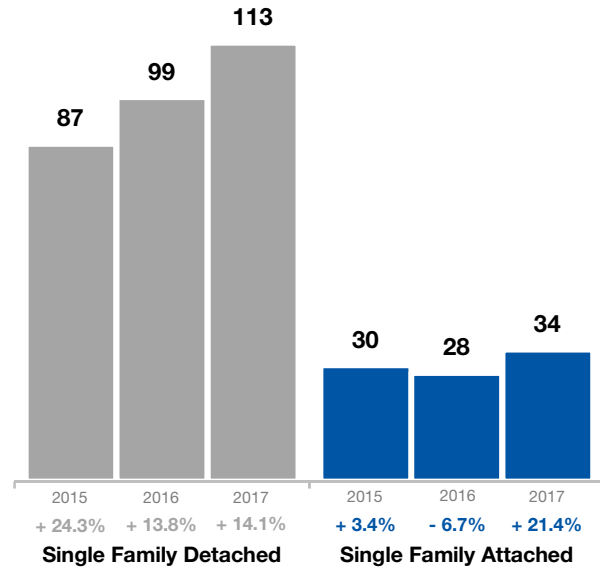


# Closed Sales

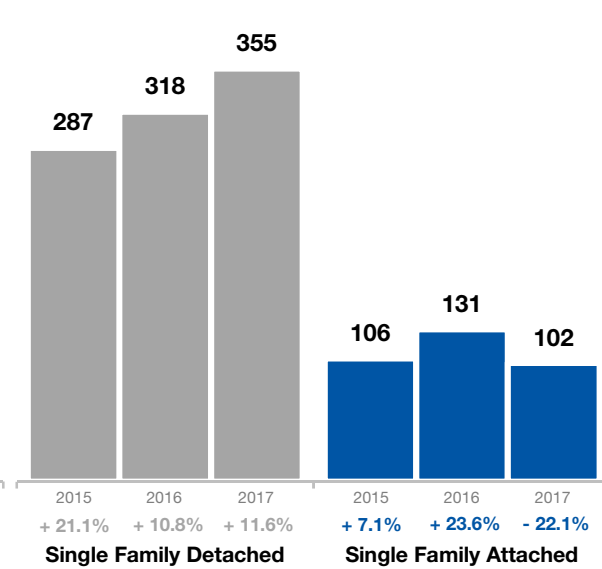
A count of the actual sales that closed in a given month.



## April

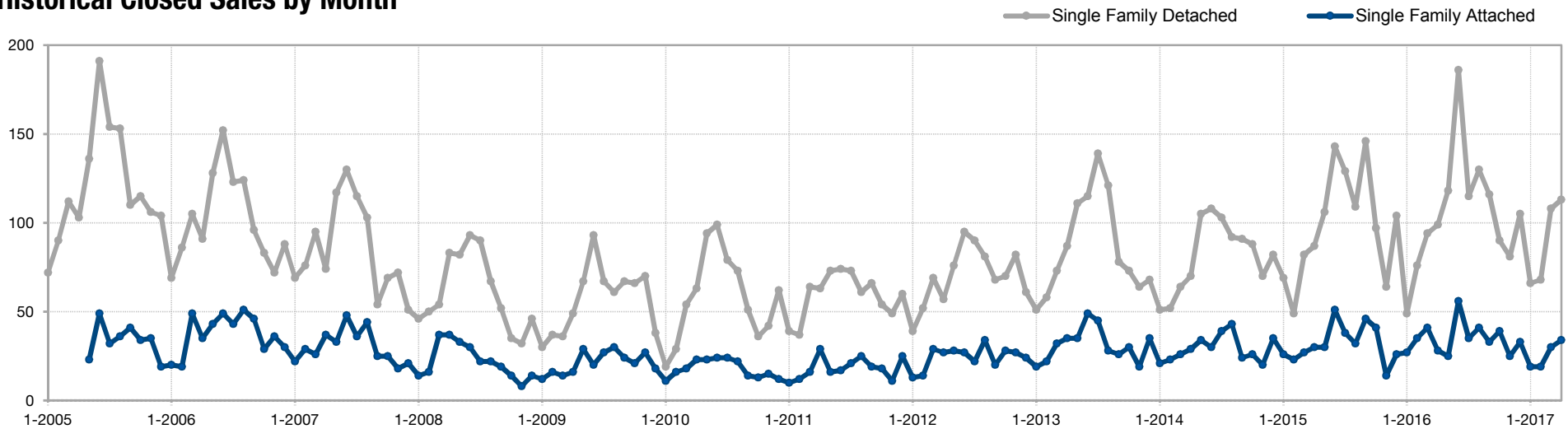


## Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2016	118	+11.3%	25	-16.7%
Jun-2016	186	+30.1%	56	+9.8%
Jul-2016	115	-10.9%	35	-7.9%
Aug-2016	130	+19.3%	41	+28.1%
Sep-2016	116	-20.5%	33	-28.3%
Oct-2016	90	-7.2%	39	-4.9%
Nov-2016	81	+26.6%	25	+78.6%
Dec-2016	105	+1.0%	33	+26.9%
Jan-2017	66	+34.7%	19	-29.6%
Feb-2017	68	-10.5%	19	-45.7%
Mar-2017	108	+14.9%	30	-26.8%
<b>Apr-2017</b>	<b>113</b>	<b>+14.1%</b>	<b>34</b>	<b>+21.4%</b>
12-Month Avg	108	+6.6%	32	-4.9%

## Historical Closed Sales by Month

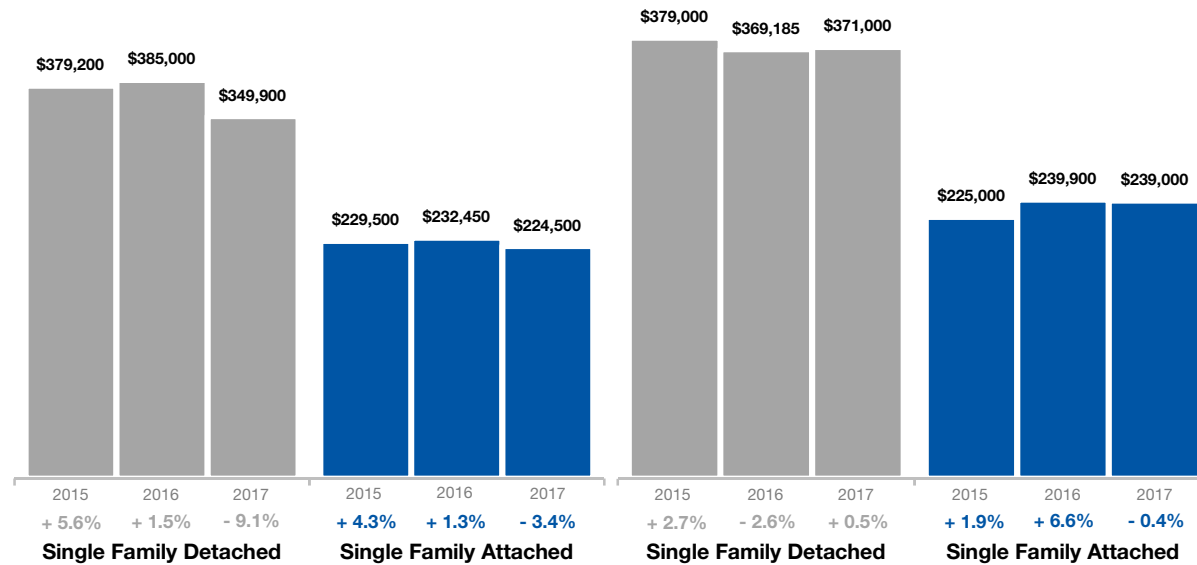


# Median List Price

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



## April

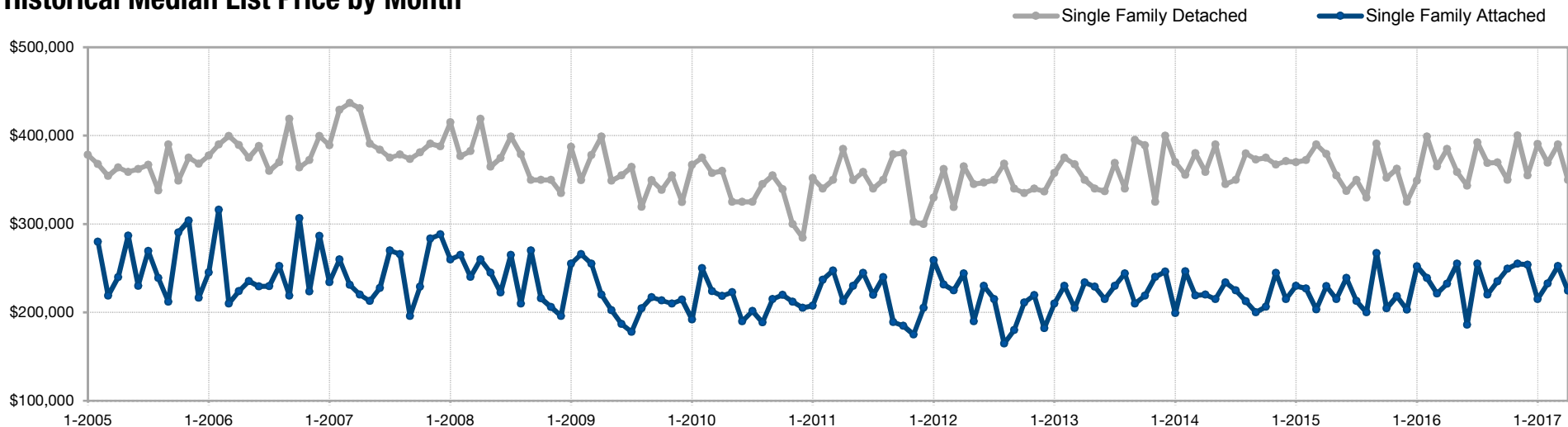


## Year to Date

Month	Single Family Detached Price	Year-Over-Year Change	Single Family Attached Price	Year-Over-Year Change
May-2016	\$359,000	+1.2%	\$255,000	+18.6%
Jun-2016	\$343,450	+1.8%	\$186,000	-22.2%
Jul-2016	\$392,495	+12.1%	\$255,000	+19.8%
Aug-2016	\$369,000	+11.9%	\$219,950	+10.0%
Sep-2016	\$369,495	-5.4%	\$234,945	-12.0%
Oct-2016	\$349,900	-0.7%	\$249,500	+22.0%
Nov-2016	\$400,148	+10.4%	\$255,000	+16.8%
Dec-2016	\$354,950	+9.2%	\$253,900	+25.1%
Jan-2017	\$390,570	+11.9%	\$215,000	-14.7%
Feb-2017	\$369,450	-7.4%	\$232,495	-2.7%
Mar-2017	\$389,900	+6.8%	\$252,459	+14.1%
<b>Apr-2017</b>	<b>\$349,900</b>	<b>-9.1%</b>	<b>\$224,500</b>	<b>-3.4%</b>
12-Month Avg*	\$369,365	+1.9%	\$240,000	+8.2%

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

## Historical Median List Price by Month

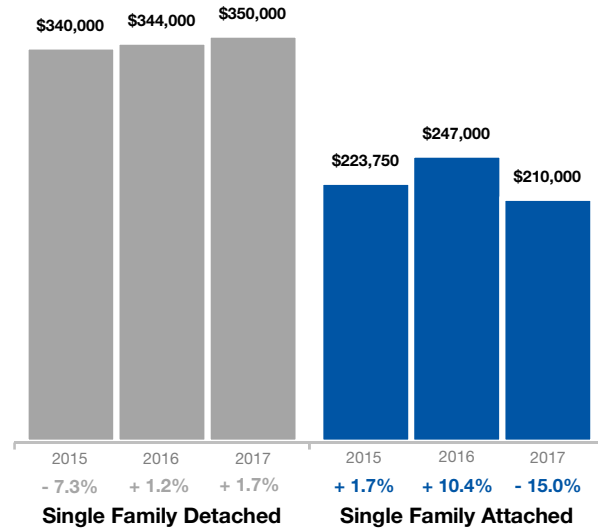


# Median Sales Price

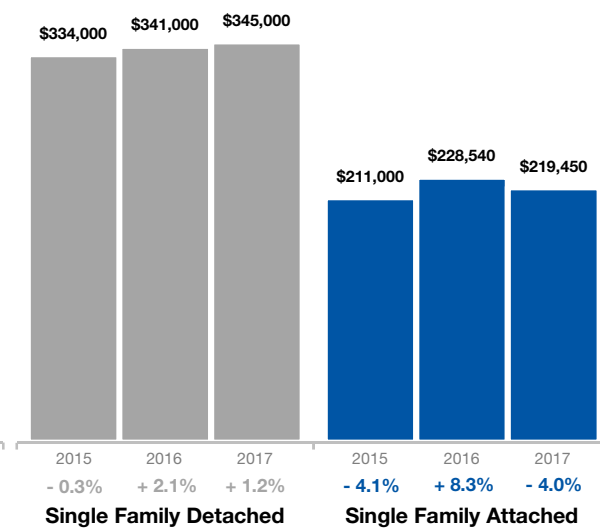
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



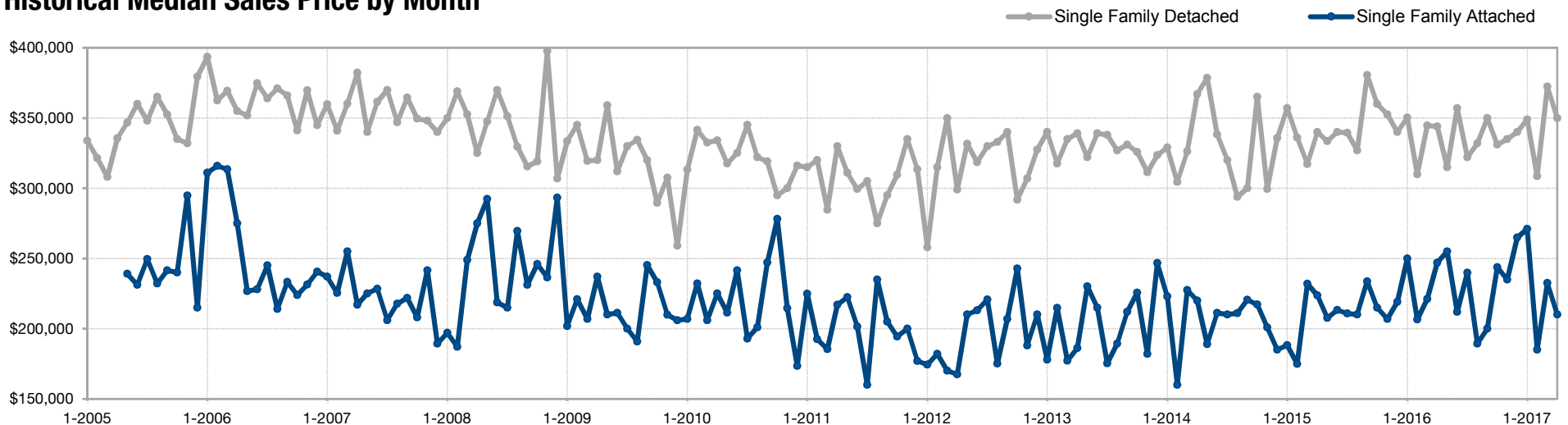
## Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2016	\$315,000	-5.5%	\$255,000	+22.8%
Jun-2016	\$356,990	+5.0%	\$211,950	-0.6%
Jul-2016	\$322,000	-5.2%	\$239,900	+13.8%
Aug-2016	\$332,000	+1.5%	\$189,400	-9.8%
Sep-2016	\$349,950	-8.0%	\$200,000	-14.4%
Oct-2016	\$331,000	-8.1%	\$243,782	+13.4%
Nov-2016	\$335,000	-5.0%	\$234,900	+13.5%
Dec-2016	\$340,000	0.0%	\$264,900	+20.9%
Jan-2017	\$349,007	-0.4%	\$271,000	+8.4%
Feb-2017	\$308,694	-0.4%	\$185,000	-10.4%
Mar-2017	\$372,265	+8.0%	\$232,458	+5.1%
<b>Apr-2017</b>	<b>\$350,000</b>	<b>+1.7%</b>	<b>\$210,000</b>	<b>-15.0%</b>
12-Month Avg*	\$340,000	-1.0%	\$224,500	+2.0%

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

## Historical Median Sales Price by Month



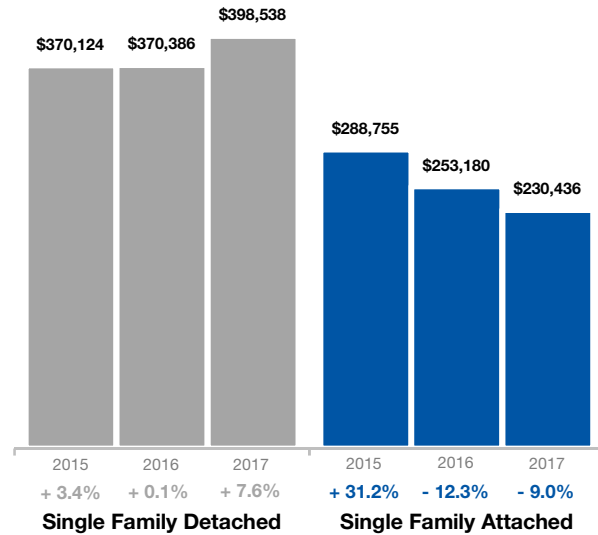


# Average Sales Price

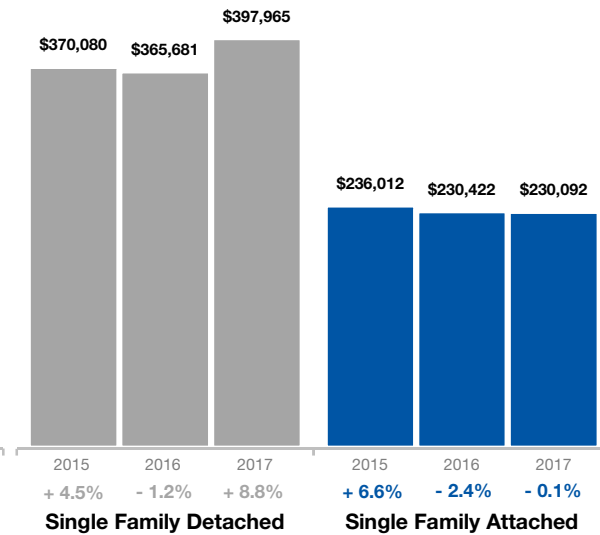
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



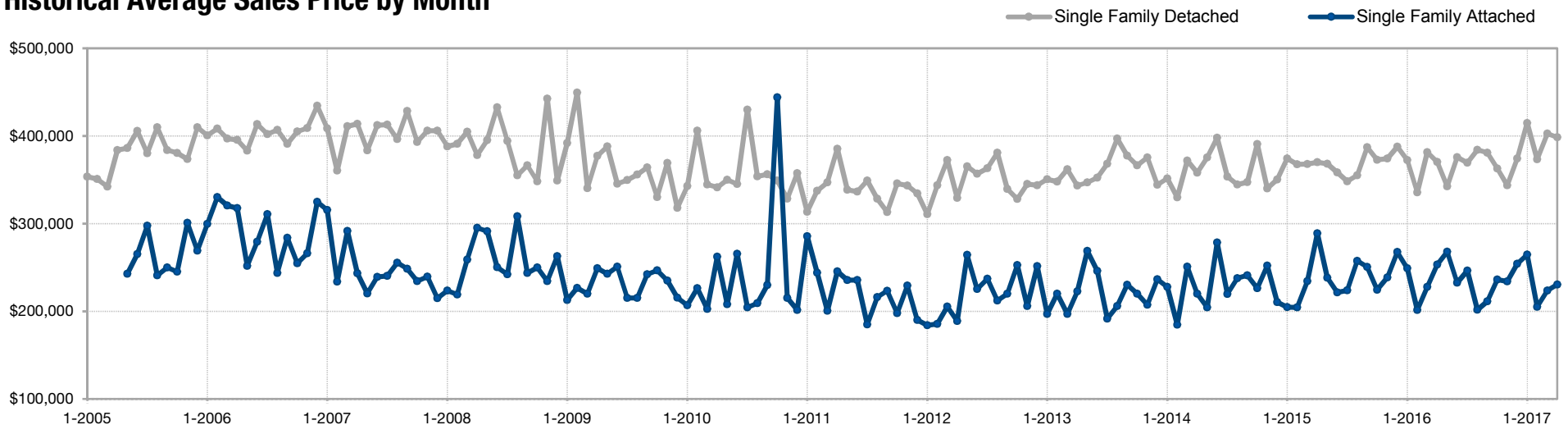
## Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2016	\$342,612	-7.0%	\$267,855	+12.4%
Jun-2016	\$375,840	+4.8%	\$232,557	+5.0%
Jul-2016	\$369,432	+6.1%	\$246,365	+10.0%
Aug-2016	\$384,183	+8.2%	\$201,668	-21.6%
Sep-2016	\$380,706	-1.7%	\$211,229	-15.7%
Oct-2016	\$362,938	-2.6%	\$236,120	+5.2%
Nov-2016	\$343,600	-8.2%	\$234,142	-1.8%
Dec-2016	\$374,076	-3.5%	\$254,013	-5.1%
Jan-2017	\$414,778	+11.4%	\$264,733	+6.3%
Feb-2017	\$373,431	+11.3%	\$204,938	+1.8%
Mar-2017	\$402,538	+5.5%	\$223,694	-1.7%
<b>Apr-2017</b>	<b>\$398,538</b>	<b>+7.6%</b>	<b>\$230,436</b>	<b>-9.0%</b>
12-Month Avg*	\$376,526	+2.4%	\$232,636	-1.3%

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

## Historical Average Sales Price by Month

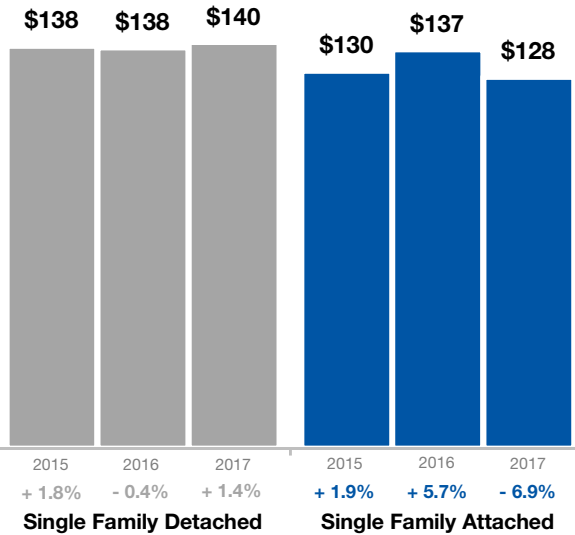


# Median Price Per Square Foot

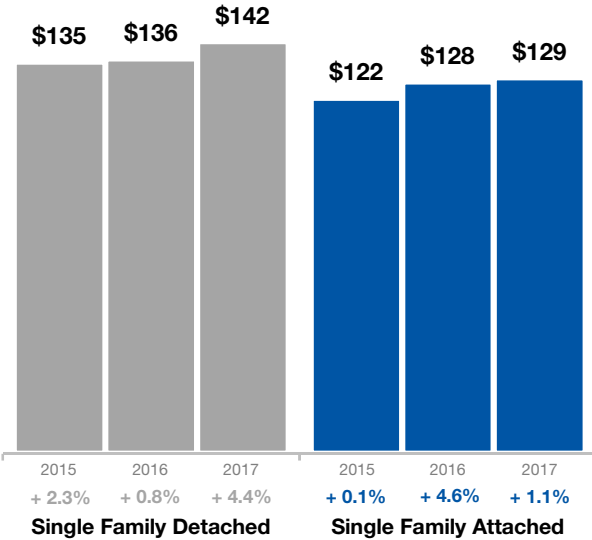
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



## April



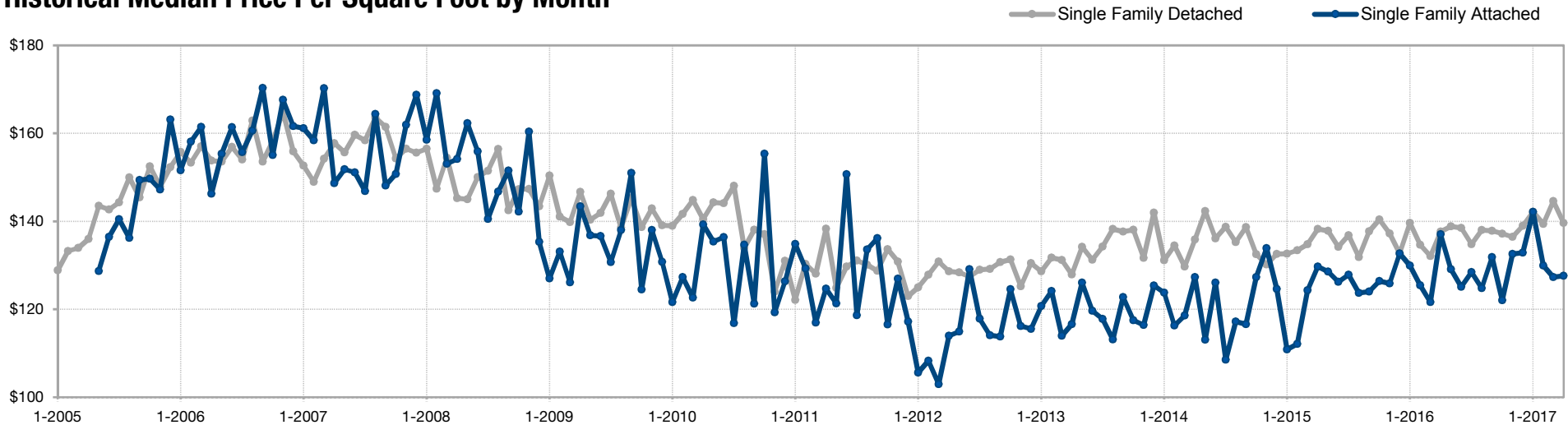
## Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2016	\$139	+0.7%	\$129	+0.4%
Jun-2016	\$138	+3.2%	\$125	-0.9%
Jul-2016	\$135	-1.5%	\$128	+0.5%
Aug-2016	\$138	+4.7%	\$125	+0.9%
Sep-2016	\$138	+0.1%	\$132	+6.3%
Oct-2016	\$137	-2.3%	\$122	-3.4%
Nov-2016	\$136	-0.5%	\$133	+5.3%
Dec-2016	\$139	+4.7%	\$133	+0.1%
Jan-2017	\$142	+1.8%	\$142	+9.4%
Feb-2017	\$139	+3.5%	\$130	+3.6%
Mar-2017	\$145	+9.5%	\$127	+4.6%
<b>Apr-2017</b>	<b>\$140</b>	<b>+1.4%</b>	<b>\$128</b>	<b>-6.9%</b>
12-Month Avg*	\$139	+2.0%	\$127	+0.8%

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

## Historical Median Price Per Square Foot by Month

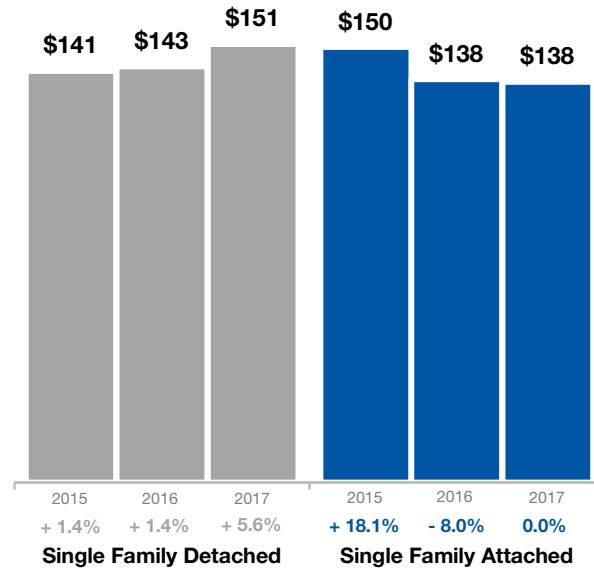


# Average Price Per Square Foot

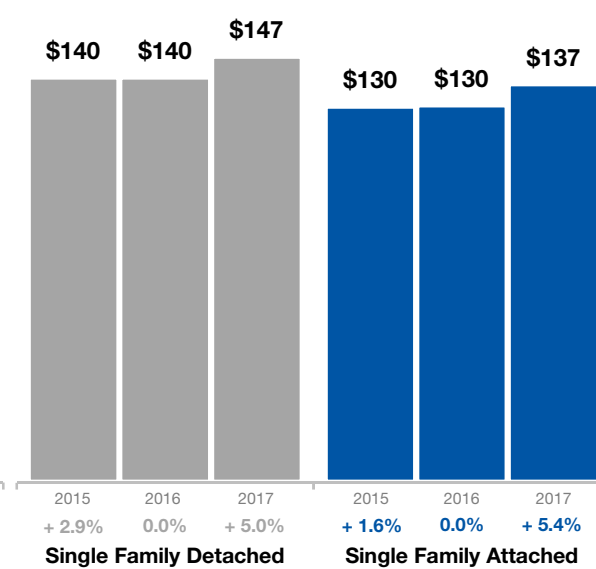
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



## April



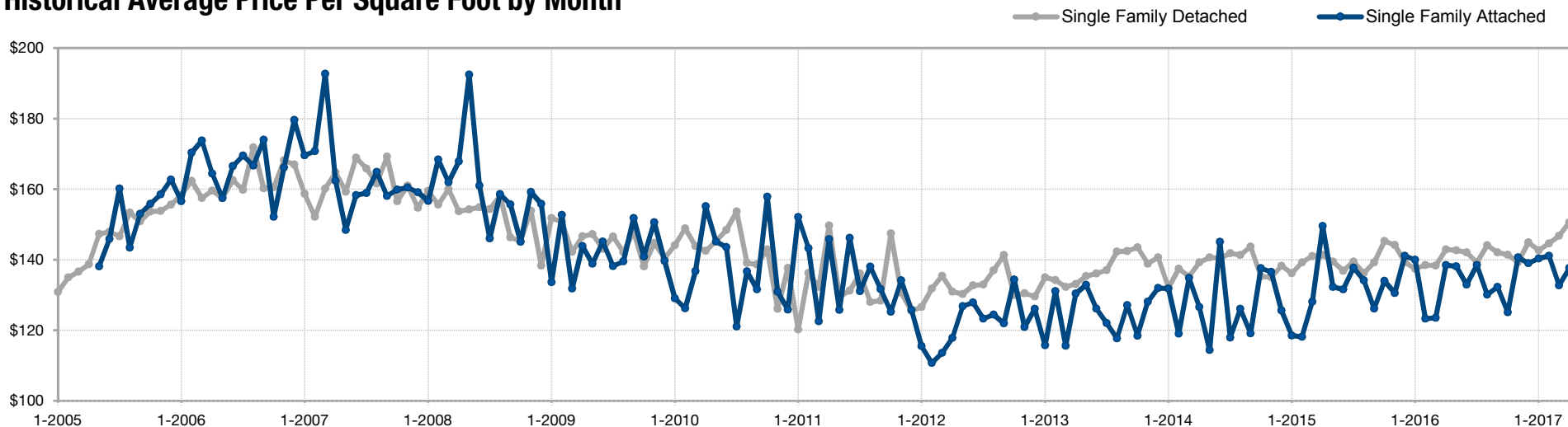
## Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2016	\$143	+2.9%	\$138	+4.5%
Jun-2016	\$142	+3.6%	\$133	+0.8%
Jul-2016	\$139	0.0%	\$138	0.0%
Aug-2016	\$144	+5.9%	\$130	-3.0%
Sep-2016	\$142	+2.2%	\$132	+4.8%
Oct-2016	\$141	-2.8%	\$125	-6.7%
Nov-2016	\$139	-3.5%	\$141	+7.6%
Dec-2016	\$145	+4.3%	\$139	-1.4%
Jan-2017	\$143	+4.4%	\$140	0.0%
Feb-2017	\$145	+5.1%	\$141	+14.6%
Mar-2017	\$147	+6.5%	\$133	+7.3%
<b>Apr-2017</b>	<b>\$151</b>	<b>+5.6%</b>	<b>\$138</b>	<b>0.0%</b>
12-Month Avg*	\$143	+2.7%	\$135	+2.0%

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

## Historical Average Price Per Square Foot by Month



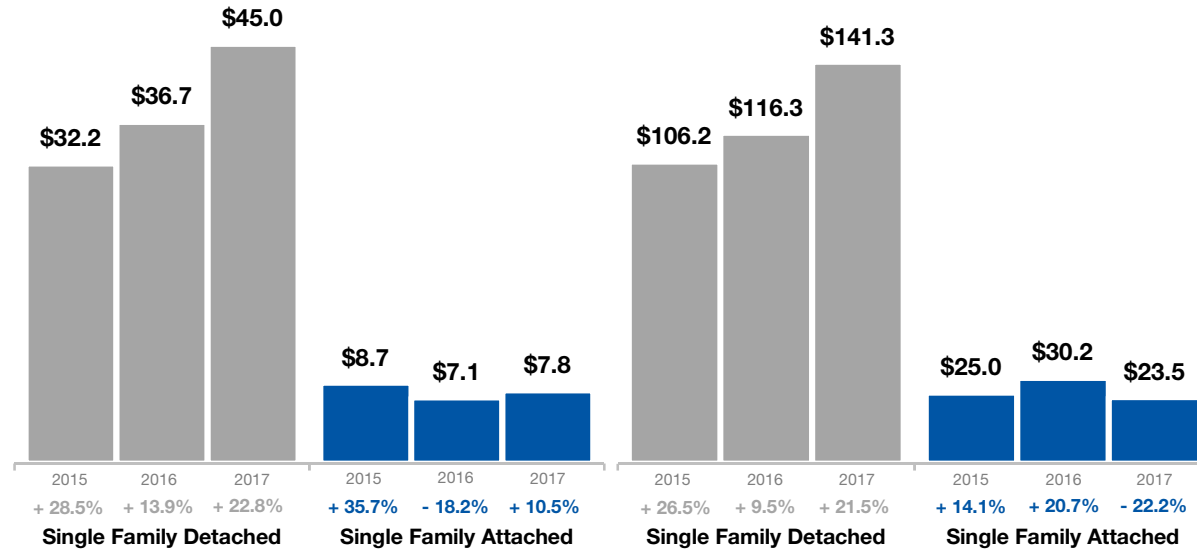
# Dollar Volume of Closed Sales (in millions)



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

## April

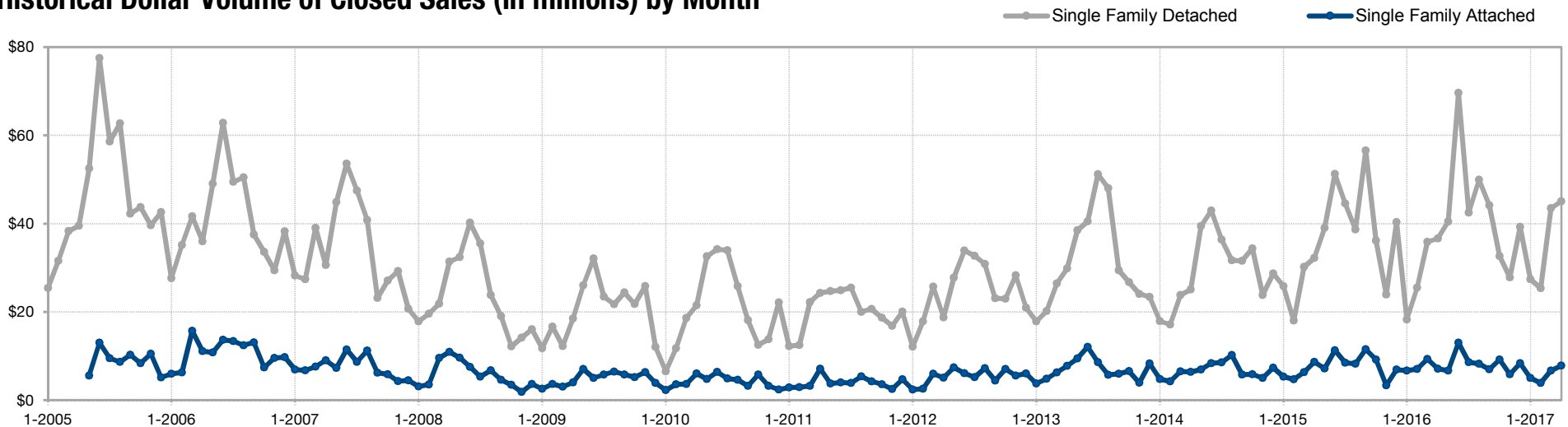
## Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2016	\$40.4	+3.6%	\$6.7	-6.3%
Jun-2016	\$69.6	+35.8%	\$13.0	+15.3%
Jul-2016	\$42.5	-4.6%	\$8.6	+1.3%
Aug-2016	\$49.9	+29.1%	\$8.3	+0.4%
Sep-2016	\$44.2	-21.9%	\$7.0	-39.5%
Oct-2016	\$32.7	-9.7%	\$9.2	+0.1%
Nov-2016	\$27.8	+16.2%	\$5.9	+75.3%
Dec-2016	\$39.3	-2.6%	\$8.4	+20.4%
Jan-2017	\$27.4	+50.0%	\$5.0	-25.2%
Feb-2017	\$25.4	-0.4%	\$3.9	-44.7%
Mar-2017	\$43.5	+21.2%	\$6.7	-28.1%
<b>Apr-2017</b>	<b>\$45.0</b>	<b>+22.8%</b>	<b>\$7.8</b>	<b>+10.5%</b>
12-Month Avg*	\$40.6	+9.2%	\$7.5	-6.1%

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

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



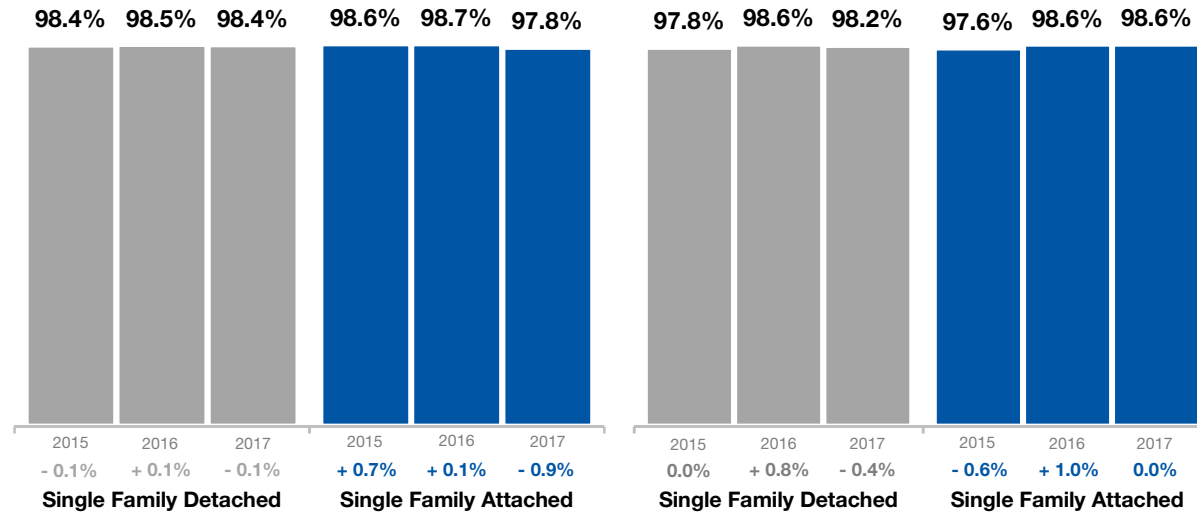
# Median Percent of List Price to Sale Price



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.

## April

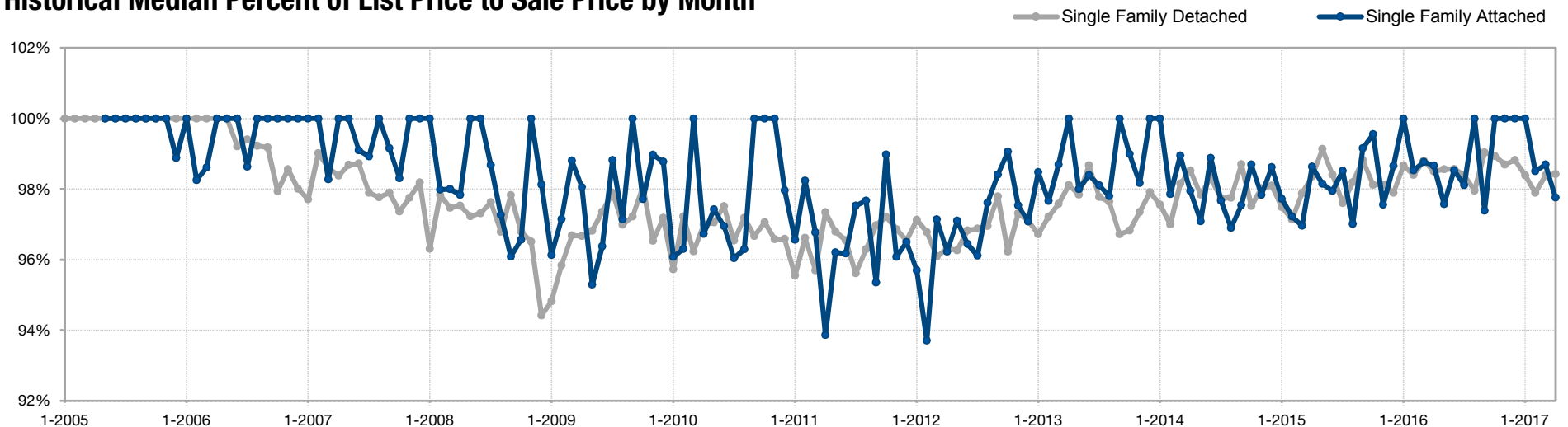
## Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2016	98.6%	-0.5%	97.6%	-0.5%
Jun-2016	98.6%	+0.2%	98.5%	+0.6%
Jul-2016	98.4%	+0.8%	98.1%	-0.4%
Aug-2016	98.0%	-0.2%	100.0%	+3.1%
Sep-2016	99.0%	+0.2%	97.4%	-1.8%
Oct-2016	98.9%	+0.8%	100.0%	+0.4%
Nov-2016	98.7%	+0.6%	100.0%	+2.5%
Dec-2016	98.8%	+0.9%	100.0%	+1.3%
Jan-2017	98.4%	-0.3%	100.0%	0.0%
Feb-2017	97.9%	-0.5%	98.5%	0.0%
Mar-2017	98.4%	-0.4%	98.7%	-0.1%
<b>Apr-2017</b>	<b>98.4%</b>	<b>-0.1%</b>	<b>97.8%</b>	<b>-0.9%</b>
12-Month Avg*	98.4%	+0.0%	98.7%	+0.4%

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

## Historical Median Percent of List Price to Sale Price by Month



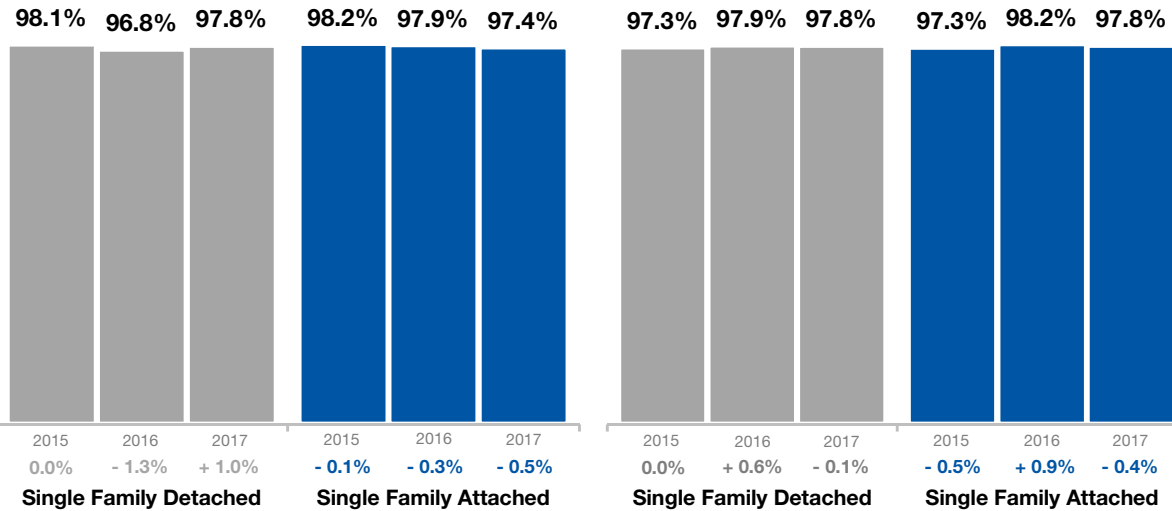
# Average Percent of List Price to Sale Price

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.



## April

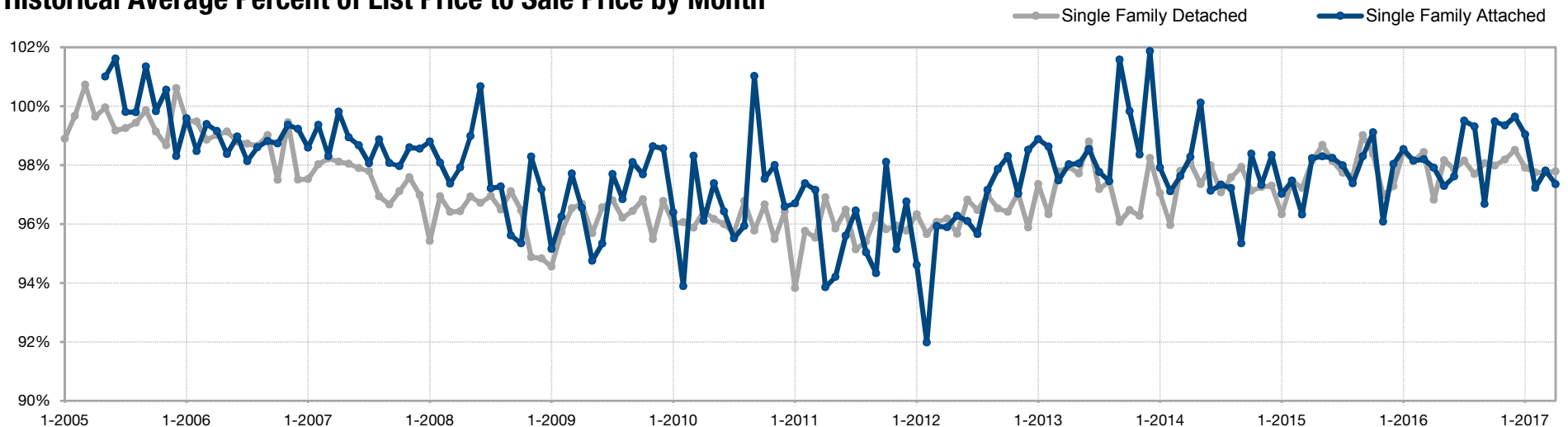
## Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2016	98.2%	-0.5%	97.3%	-1.0%
Jun-2016	97.9%	-0.2%	97.6%	-0.6%
Jul-2016	98.2%	+0.5%	99.5%	+1.5%
Aug-2016	97.7%	+0.1%	99.3%	+2.0%
Sep-2016	98.1%	-0.9%	96.7%	-1.6%
Oct-2016	98.0%	-0.4%	99.5%	+0.4%
Nov-2016	98.2%	+1.2%	99.3%	+3.3%
Dec-2016	98.5%	+1.2%	99.6%	+1.6%
Jan-2017	97.9%	-0.6%	99.0%	+0.5%
Feb-2017	97.8%	-0.3%	97.2%	-1.0%
Mar-2017	97.7%	-0.7%	97.8%	-0.4%
<b>Apr-2017</b>	<b>97.8%</b>	<b>+1.0%</b>	<b>97.4%</b>	<b>-0.5%</b>
12-Month Avg*	98.0%	-0.0%	98.4%	+0.2%

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

## Historical Average Percent of List Price to Sale Price by Month

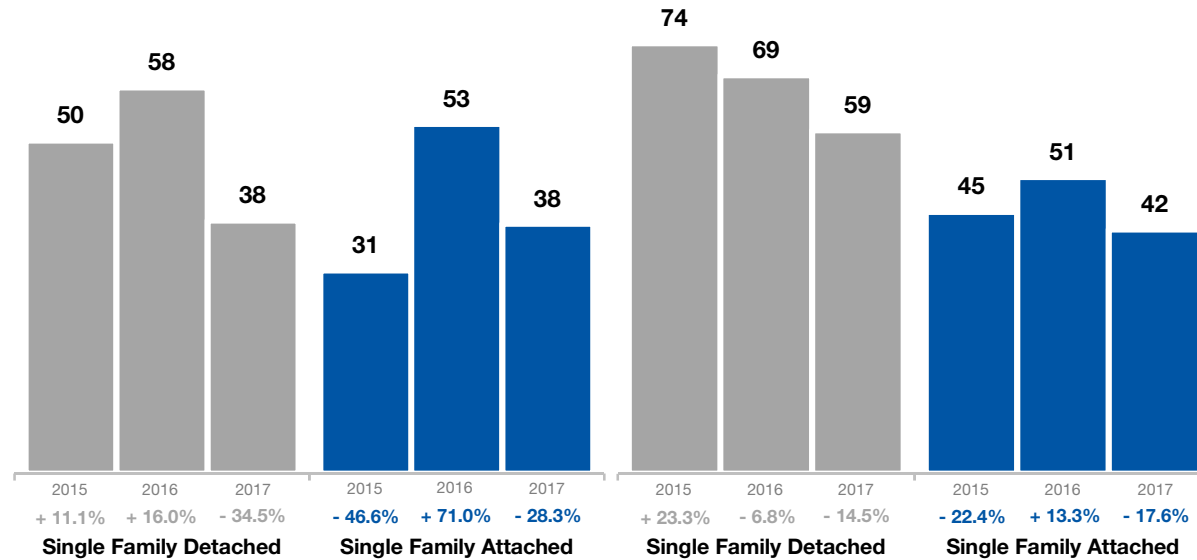


# Median Days on Market Until Sale

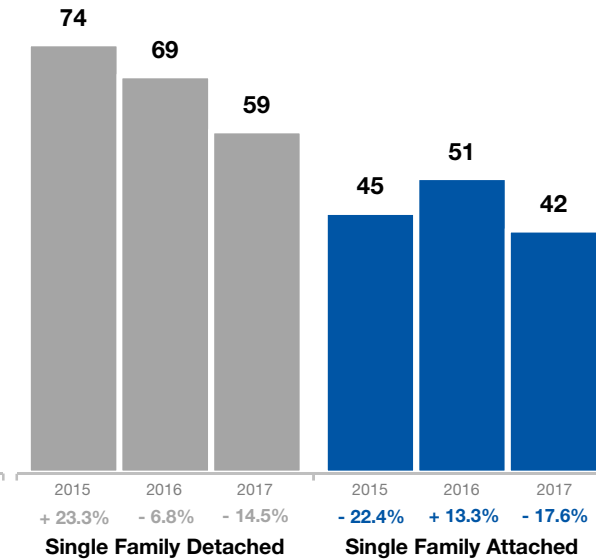
Median number of days between when a property is listed and when an offer is accepted in a given month.



## April



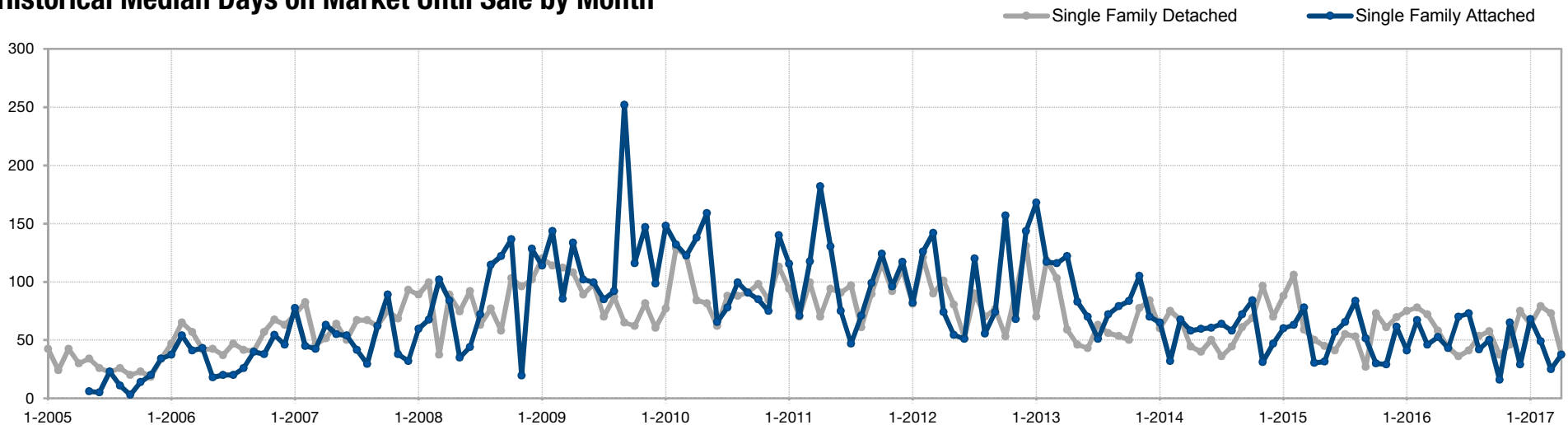
## Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2016	44	-2.2%	43	+34.4%
Jun-2016	36	-12.2%	70	+22.8%
Jul-2016	41	-25.5%	73	+10.6%
Aug-2016	54	+1.9%	42	-50.0%
Sep-2016	58	+114.8%	50	-3.8%
Oct-2016	38	-47.9%	16	-46.7%
Nov-2016	46	-24.6%	65	+124.1%
Dec-2016	75	+7.1%	29	-53.2%
Jan-2017	64	-14.7%	68	+65.9%
Feb-2017	79	+1.3%	49	-26.9%
Mar-2017	73	+1.4%	25	-45.7%
<b>Apr-2017</b>	<b>38</b>	<b>-34.5%</b>	<b>38</b>	<b>-28.3%</b>
12-Month Avg*	49	-11.8%	47	-11.3%

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

## Historical Median Days on Market Until Sale by Month





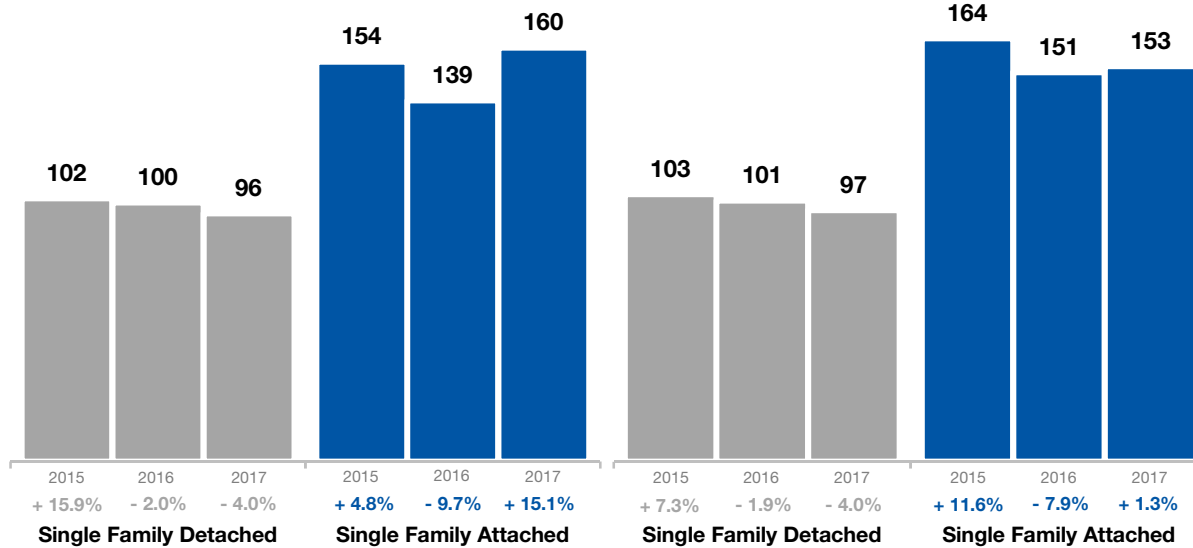
# Housing Affordability Index



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.

## April

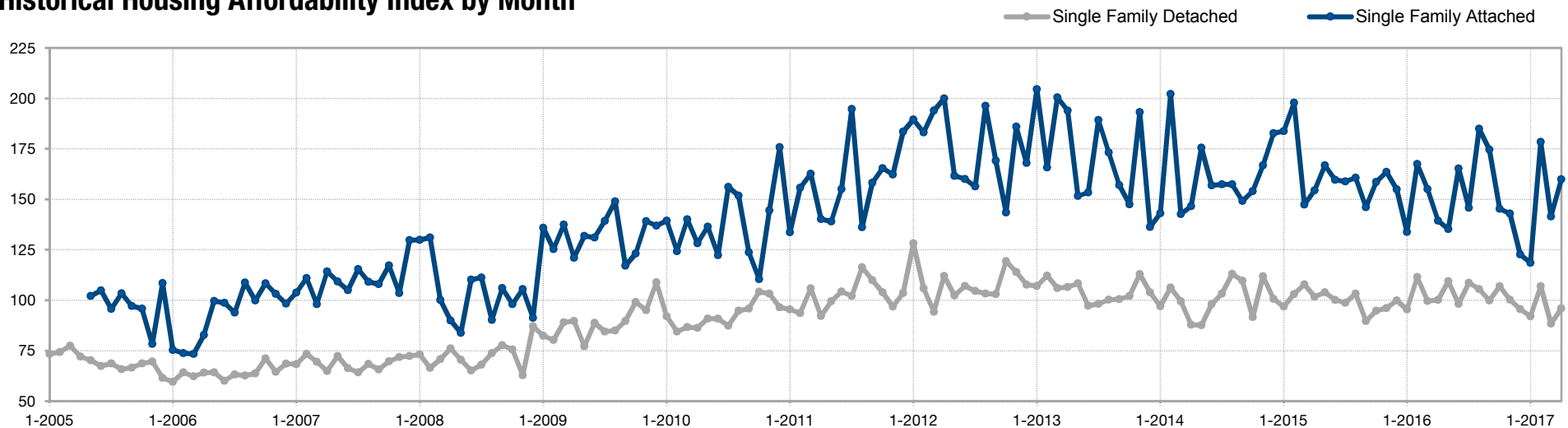
## Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2016	109	+4.8%	135	-19.2%
Jun-2016	98	-2.0%	165	+3.1%
Jul-2016	109	+10.1%	146	-8.2%
Aug-2016	106	+2.9%	185	+14.9%
Sep-2016	100	+11.1%	175	+19.9%
Oct-2016	107	+12.6%	145	-8.8%
Nov-2016	100	+4.2%	143	-12.8%
Dec-2016	96	-4.0%	123	-20.6%
Jan-2017	92	-3.2%	119	-11.2%
Feb-2017	107	-4.5%	178	+6.6%
Mar-2017	88	-12.0%	141	-9.0%
<b>Apr-2017</b>	<b>96</b>	<b>-4.0%</b>	<b>160</b>	<b>+15.1%</b>
12-Month Avg*	101	-3.4%	99	+3.0%

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

## Historical Housing Affordability Index by Month



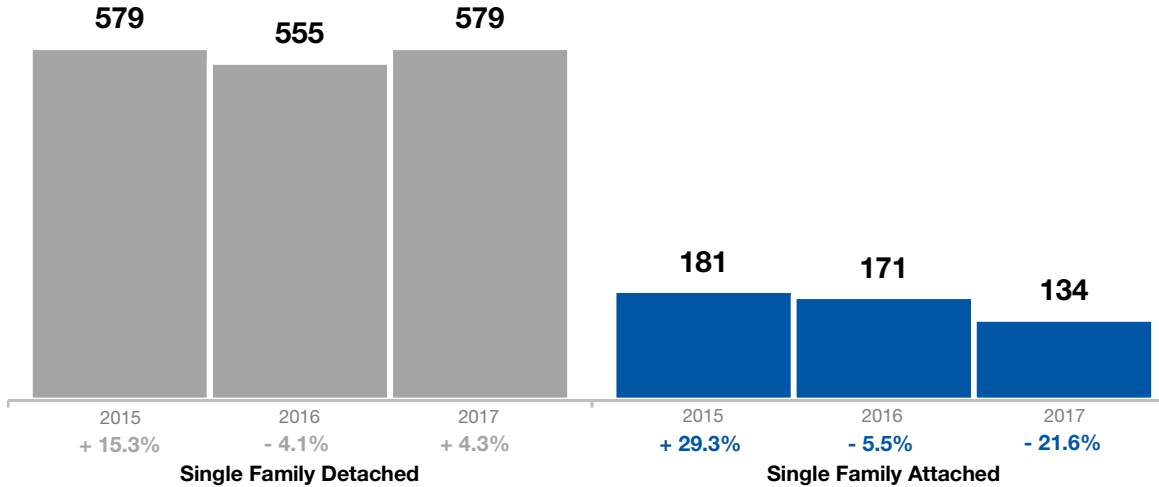


# End of Month Inventory

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

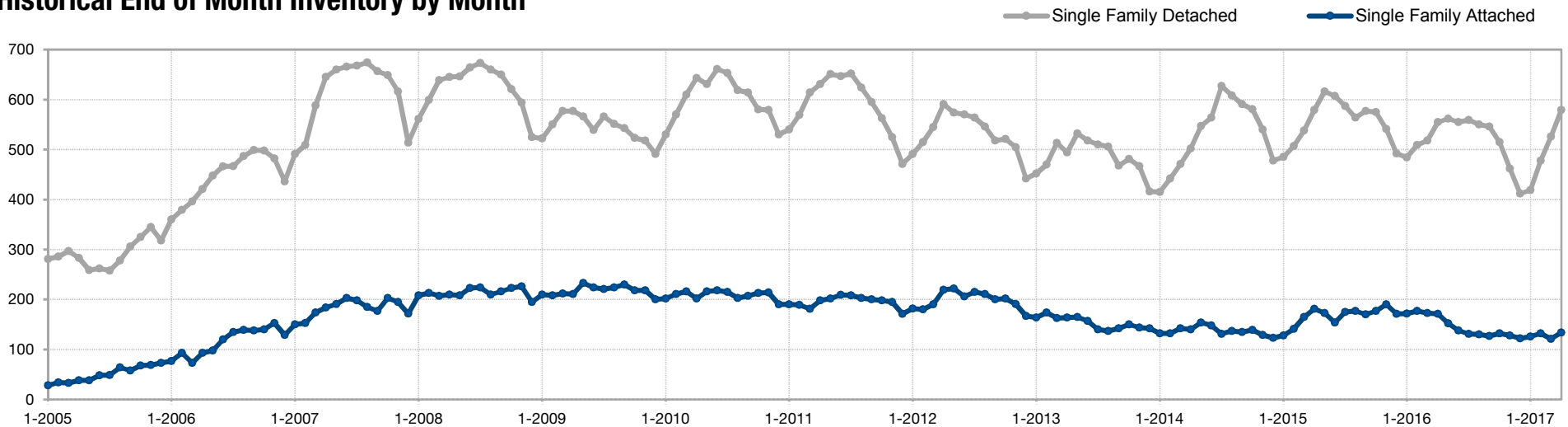


## April



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2016	562	-8.8%	152	-12.1%
Jun-2016	555	-8.6%	138	-10.4%
Jul-2016	559	-4.8%	131	-25.1%
Aug-2016	550	-2.5%	130	-26.6%
Sep-2016	546	-5.4%	127	-25.3%
Oct-2016	515	-10.4%	132	-25.4%
Nov-2016	462	-14.6%	128	-32.6%
Dec-2016	412	-16.3%	122	-28.7%
Jan-2017	419	-13.4%	126	-26.7%
Feb-2017	478	-6.1%	132	-25.4%
Mar-2017	526	+1.5%	121	-30.1%
<b>Apr-2017</b>	<b>579</b>	<b>+4.3%</b>	<b>134</b>	<b>-21.6%</b>
12-Month Avg	514	-7.0%	131	-24.4%

## Historical End of Month Inventory by Month

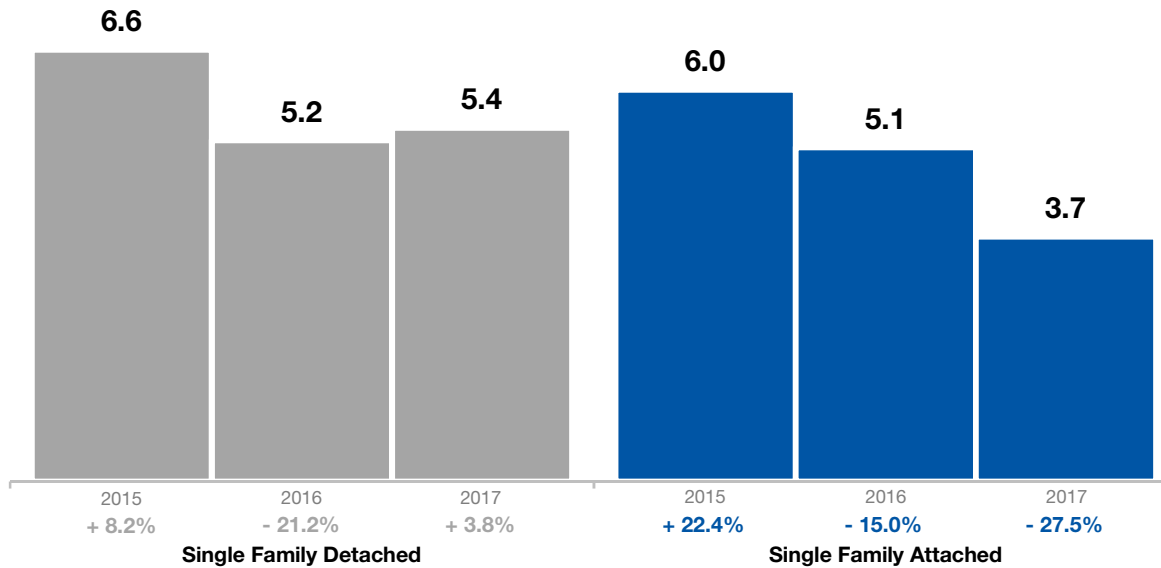


# Months Supply of Inventory

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.



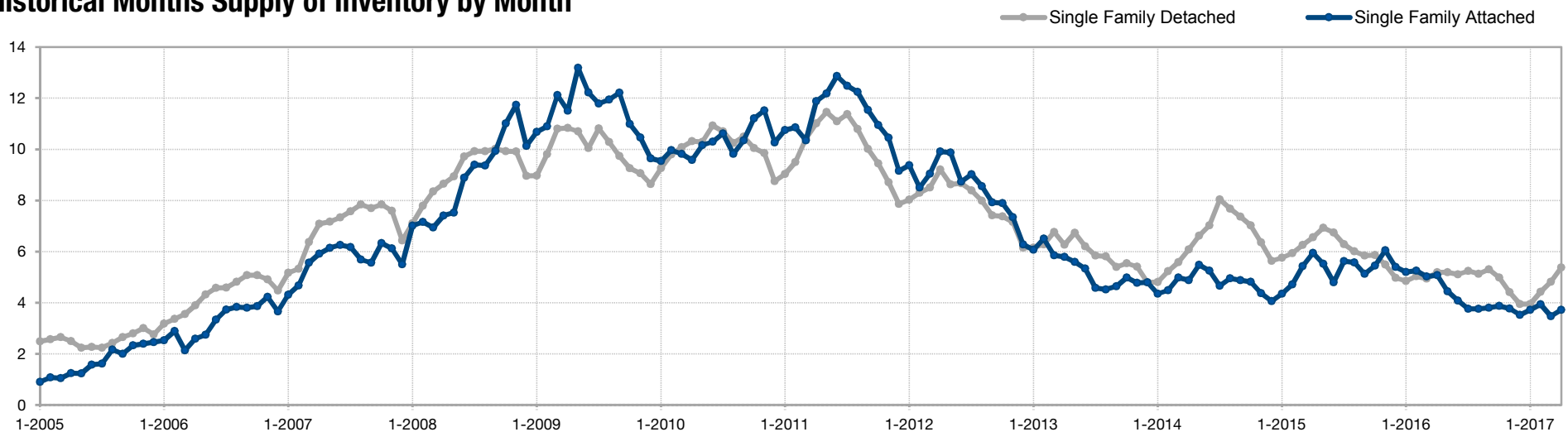
## April



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2016	5.2	-24.6%	4.4	-20.0%
Jun-2016	5.1	-23.9%	4.1	-14.6%
Jul-2016	5.2	-17.5%	3.8	-32.1%
Aug-2016	5.1	-15.0%	3.8	-32.1%
Sep-2016	5.3	-8.6%	3.8	-25.5%
Oct-2016	5.0	-15.3%	3.9	-27.8%
Nov-2016	4.4	-20.0%	3.8	-36.7%
Dec-2016	3.9	-22.0%	3.5	-35.2%
Jan-2017	3.9	-20.4%	3.7	-28.8%
Feb-2017	4.4	-12.0%	3.9	-26.4%
Mar-2017	4.8	-2.0%	3.5	-30.0%
<b>Apr-2017</b>	<b>5.4</b>	<b>+3.8%</b>	<b>3.7</b>	<b>-27.5%</b>
12-Month Avg*	4.8	-15.1%	3.8	-28.4%

\* Months Supply for all properties from May 2016 through April 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				4-2016	4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	4-2014	4-2015	4-2016	4-2017						
New Listings					257	<b>272</b>	+ 5.8%	857	<b>979</b>	+ 14.2%
Pending Sales					179	<b>176</b>	- 1.7%	609	<b>667</b>	+ 9.5%
Closed Sales					127	<b>147</b>	+ 15.7%	450	<b>457</b>	+ 1.6%
Median List Price					\$344,995	<b>\$325,000</b>	- 5.8%	\$335,000	<b>\$338,700</b>	+ 1.1%
Median Sales Price					\$329,000	<b>\$333,500</b>	+ 1.4%	\$293,127	<b>\$320,000</b>	+ 9.2%
Avg. Sales Price					\$344,545	<b>\$359,657</b>	+ 4.4%	\$325,948	<b>\$360,497</b>	+ 10.6%
Median Price Per Sq Ft					\$137	<b>\$138</b>	+ 0.7%	\$130	<b>\$131</b>	+ 0.8%
Average Price Per Sq Ft					\$142	<b>\$148</b>	+ 4.2%	\$137	<b>\$145</b>	+ 5.8%
\$ Volume of Closed Sales (in millions)					\$43.8	<b>\$52.9</b>	+ 20.8%	\$146.7	<b>\$164.7</b>	+ 12.3%
Median Pct of List Price to Sale Price					98.5%	<b>98.4%</b>	- 0.1%	98.6%	<b>98.3%</b>	- 0.3%
Avg Pct of List Price to Sale Price					97.1%	<b>97.7%</b>	+ 0.6%	97.9%	<b>97.8%</b>	- 0.1%
Median Days on Market					58	<b>38</b>	- 34.5%	64	<b>54</b>	- 15.6%
Affordability Index					105	<b>101</b>	- 3.8%	117	<b>105</b>	- 10.3%
End of Month Inventory					726	<b>715</b>	- 1.5%	--	--	--
Months Supply					5.2	<b>5.0</b>	- 3.8%	--	--	--

# 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		
	4-2016	4-2017	+ / -	4-2016	4-2017	+ / -	4-2016	4-2017	+ / -	4-2016	4-2017	+ / -	4-2016	4-2017	+ / -
<b>James City County</b>	211	222	<b>+5.2%</b>	104	121	<b>+16.3%</b>	\$ 331,750	\$ 340,000	<b>+2.5%</b>	603	590	<b>-2.2%</b>	5.3	5.1	<b>-3.8%</b>
<b>City of Williamsburg</b>	26	25	<b>-3.8%</b>	11	9	<b>-18.2%</b>	\$270,000	\$260,000	<b>-3.7%</b>	72	77	<b>+6.9%</b>	6.8	6.2	<b>-8.8%</b>
<b>York County</b>	40	38	<b>-5.0%</b>	19	24	<b>+26.3%</b>	\$370,000	\$259,250	<b>-29.9%</b>	87	98	<b>+12.6%</b>	3.5	4.0	<b>+14.3%</b>
<b>New Kent County</b>	14	10	<b>-28.6%</b>	8	4	<b>-50.0%</b>	\$213,000	\$213,500	<b>+0.2%</b>	54	50	<b>-7.4%</b>	5.6	7.8	<b>+39.3%</b>
<b>Charles City County</b>	3	2	<b>-33.3%</b>	2	1	<b>-50.0%</b>	\$181,500	\$490,000	<b>+170.0%</b>	12	7	<b>-41.7%</b>	7.5	4.8	<b>-36.0%</b>
<b>Newport News</b>	20	20	<b>0.0%</b>	12	13	<b>+8.3%</b>	\$172,500	\$186,300	<b>+8.0%</b>	53	51	<b>-3.8%</b>	4.5	3.3	<b>-26.7%</b>
<b>Hampton</b>	0	0	<b>--</b>	0	0	<b>--</b>	\$0	\$0	<b>--</b>	0	0	<b>--</b>	0.0	0.0	<b>--</b>
<b>Surry</b>	1	3	<b>+200.0%</b>	0	0	<b>--</b>	\$0	\$0	<b>--</b>	12	13	<b>+8.3%</b>	6.9	7.8	<b>+13.0%</b>
<b>Gloucester</b>	15	18	<b>+20.0%</b>	6	9	<b>+50.0%</b>	\$245,000	\$236,000	<b>-3.7%</b>	60	64	<b>+6.7%</b>	8.7	8.3	<b>-4.6%</b>
<b>Richmond</b>	3	0	<b>-100.0%</b>	1	1	<b>0.0%</b>	\$266,415	\$229,000	<b>-14.0%</b>	11	4	<b>-63.6%</b>	6.6	2.7	<b>-59.1%</b>
<b>23185</b>	113	89	<b>-21.2%</b>	48	62	<b>+29.2%</b>	\$331,250	\$330,000	<b>-0.4%</b>	331	305	<b>-7.9%</b>	6.0	4.9	<b>-18.3%</b>
<b>23188</b>	123	159	<b>+29.3%</b>	74	77	<b>+4.1%</b>	\$329,950	\$340,000	<b>+3.0%</b>	338	333	<b>-1.5%</b>	4.6	4.8	<b>+4.3%</b>
<b>23168</b>	21	24	<b>+14.3%</b>	5	8	<b>+60.0%</b>	\$319,000	\$290,310	<b>-9.0%</b>	57	77	<b>+35.1%</b>	5.0	5.9	<b>+18.0%</b>
<b>23168, 23185 &amp; 23188</b>	257	272	<b>+5.8%</b>	127	147	<b>+15.7%</b>	\$329,000	\$333,500	<b>+1.4%</b>	726	715	<b>-1.5%</b>	5.2	5.0	<b>-3.8%</b>