

Monthly Indicators



February 2017

The start of the year ushered in a wave of good news about a hot stock market, higher wages and an active home sales environment. At the same time, housing prices have continued to rise, and the low inventory situation and affordability crunch has been particularly hard on first-time buyers struggling to get into the market. Nevertheless, buyer activity is easily outpacing seller activity in much of the country, culminating in relatively quick sales and low supply. Demand definitely remained strong this month.

When comparing 2016 to 2017 statistics, New Listings were up 44.2 percent for single family detached homes and 2.1 percent for single family attached properties. Pending Sales increased 32.1 percent for single family detached homes but decreased 5.6 percent for single family attached properties.

The Median Sales Price was up 2.9 percent to \$318,888 for single family detached homes but decreased 10.4 percent to \$185,000 for single family attached properties. Months Supply of Inventory decreased 7.8 percent for single family detached units and 28.3 percent for single family attached units.

Unemployment has reached pre-recession levels, and Americans remain optimistic about finding quality employment. This matters because job growth and higher paychecks fuel home purchases. Unfortunately, that won't matter for potential buyers if price appreciation outpaces income growth and if mortgage rates continue their upward trend. Sellers are getting a generous number of offers in this market. The worry for sellers then becomes that there will not be a generous number of homes to choose from when they become buyers.

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

+ 2.9%	- 10.4%	+ 8.0%
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, 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				2-2016	2-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	2-2014	2-2015	2-2016	2-2017						
New Listings					138	199	+ 44.2%	249	340	+ 36.5%
Pending Sales					84	111	+ 32.1%	155	205	+ 32.3%
Closed Sales					76	67	- 11.8%	125	133	+ 6.4%
Median List Price					\$399,000	\$361,030	- 9.5%	\$368,888	\$375,338	+ 1.7%
Median Sales Price					\$310,000	\$318,888	+ 2.9%	\$321,205	\$340,000	+ 5.9%
Avg. Sales Price					\$335,624	\$374,900	+ 11.7%	\$350,026	\$394,689	+ 12.8%
Median Price Per Sq Ft					\$135	\$142	+ 5.3%	\$137	\$142	+ 3.9%
Average Price Per Sq Ft					\$138	\$145	+ 5.1%	\$138	\$144	+ 4.3%
\$ Volume of Closed Sales (in millions)					\$25.5	\$25.1	- 1.5%	\$43.8	\$52.5	+ 20.0%
Median Pct of List Price to Sale Price					98.4%	97.9%	- 0.5%	98.6%	98.0%	- 0.6%
Avg Pct of List Price to Sale Price					98.1%	97.8%	- 0.3%	98.3%	97.9%	- 0.4%
Median Days on Market					78	79	+ 1.3%	76	73	- 3.9%
Affordability Index					112	104	- 7.1%	108	97	- 10.2%
End of Month Inventory					512	507	- 1.0%	--	--	--
Months Supply					5.1	4.7	- 7.8%	--	--	--

Single Family Attached Market Overview

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



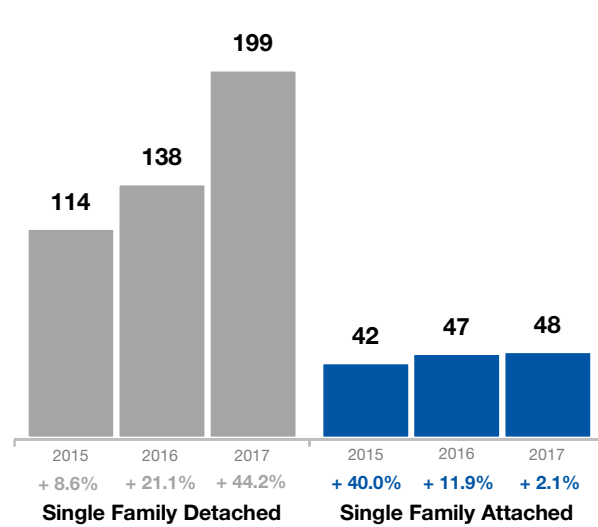
Key Metrics	Historical Sparkbars				2-2016	2-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	2-2014	2-2015	2-2016	2-2017						
New Listings					47	48	+ 2.1%	102	98	- 3.9%
Pending Sales					36	34	- 5.6%	75	67	- 10.7%
Closed Sales					35	19	- 45.7%	62	38	- 38.7%
Median List Price					\$238,990	\$217,500	- 9.0%	\$247,625	\$222,500	- 10.1%
Median Sales Price					\$206,500	\$185,000	- 10.4%	\$218,500	\$233,000	+ 6.6%
Avg. Sales Price					\$201,252	\$204,938	+ 1.8%	\$222,016	\$234,836	+ 5.8%
Median Price Per Sq Ft					\$125	\$130	+ 3.6%	\$128	\$135	+ 5.4%
Average Price Per Sq Ft					\$123	\$141	+ 14.6%	\$131	\$141	+ 7.6%
\$ Volume of Closed Sales (in millions)					\$7.0	\$3.9	- 44.7%	\$13.8	\$8.9	- 35.2%
Median Pct of List Price to Sale Price					98.5%	98.5%	0.0%	98.5%	98.6%	+ 0.1%
Avg Pct of List Price to Sale Price					98.2%	97.2%	- 1.0%	98.3%	98.1%	- 0.2%
Median Days on Market					67	49	- 26.9%	59	54	- 8.5%
Affordability Index					167	178	+ 6.6%	158	142	- 10.1%
End of Month Inventory					177	128	- 27.7%	--	--	--
Months Supply					5.3	3.8	- 28.3%	--	--	--

New Listings

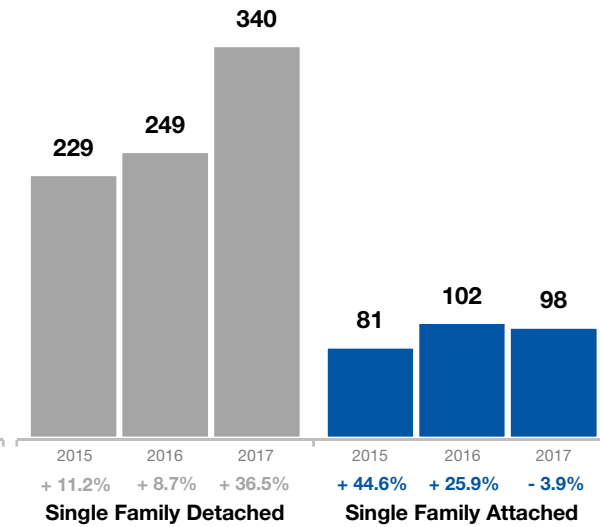
A count of the properties that have been newly listed on the market in a given month.



February

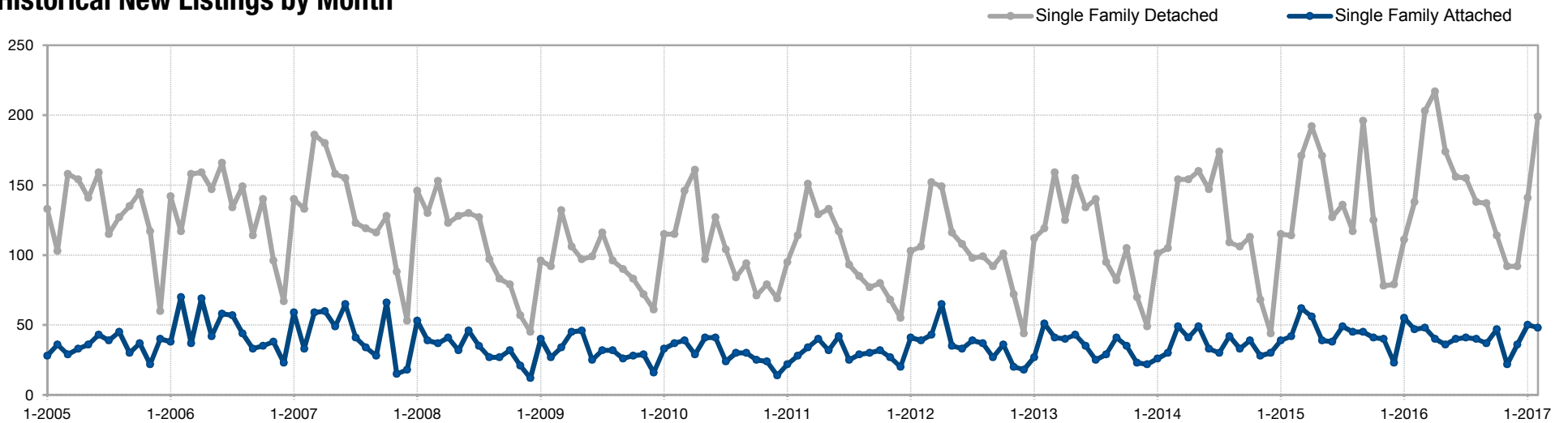


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	203	+18.7%	48	-22.6%
Apr-2016	217	+13.0%	40	-28.6%
May-2016	174	+1.8%	36	-7.7%
Jun-2016	156	+22.8%	40	+5.3%
Jul-2016	155	+14.0%	41	-16.3%
Aug-2016	138	+17.9%	40	-11.1%
Sep-2016	137	-30.1%	37	-17.8%
Oct-2016	114	-8.8%	47	+14.6%
Nov-2016	92	+17.9%	22	-45.0%
Dec-2016	92	+16.5%	36	+56.5%
Jan-2017	141	+27.0%	50	-9.1%
Feb-2017	199	+44.2%	48	+2.1%
12-Month Avg	152	+10.8%	40	-10.2%

Historical New Listings by Month

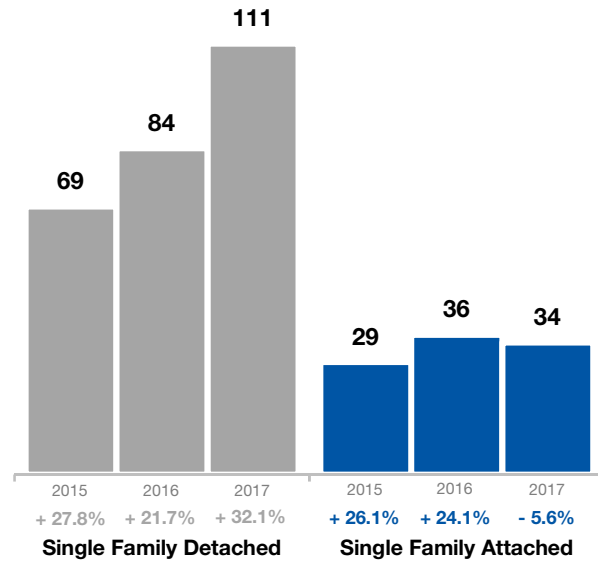


Pending Sales

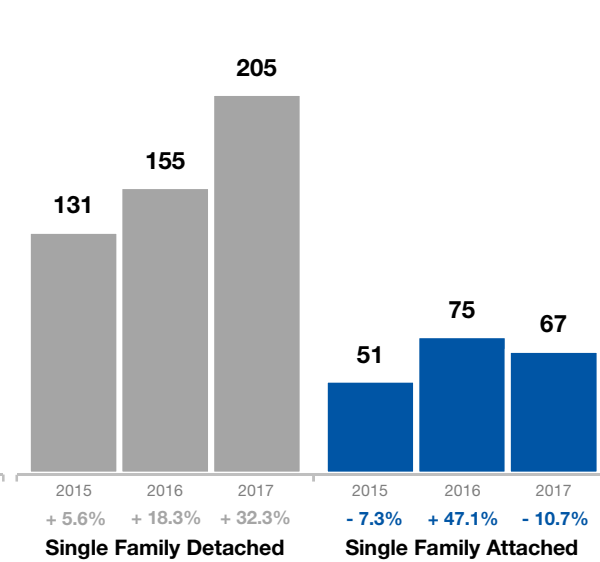
A count of the properties on which offers have been accepted in a given month.



February

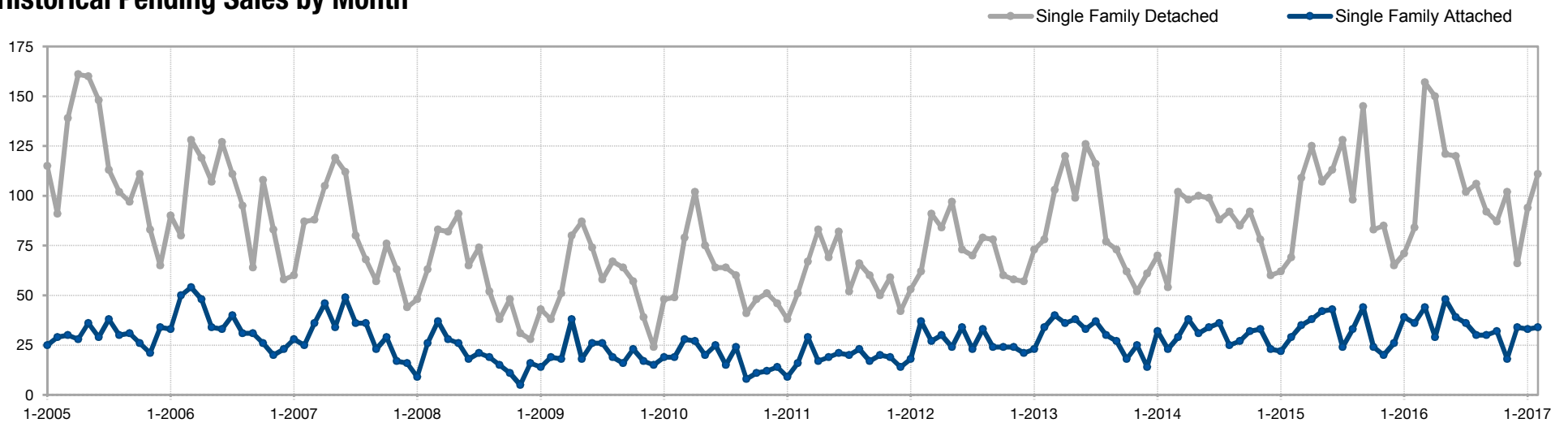


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	157	+44.0%	44	+25.7%
Apr-2016	150	+20.0%	29	-23.7%
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	+4.8%	32	+33.3%
Nov-2016	102	+20.0%	18	-10.0%
Dec-2016	66	+1.5%	34	+30.8%
Jan-2017	94	+32.4%	33	-15.4%
Feb-2017	111	+32.1%	34	-5.6%
12-Month Avg	109	+7.8%	34	+0.7%

Historical Pending Sales by Month

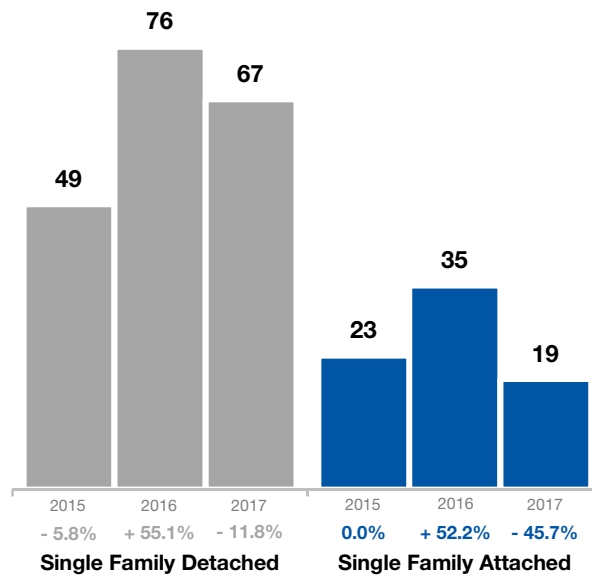


Closed Sales

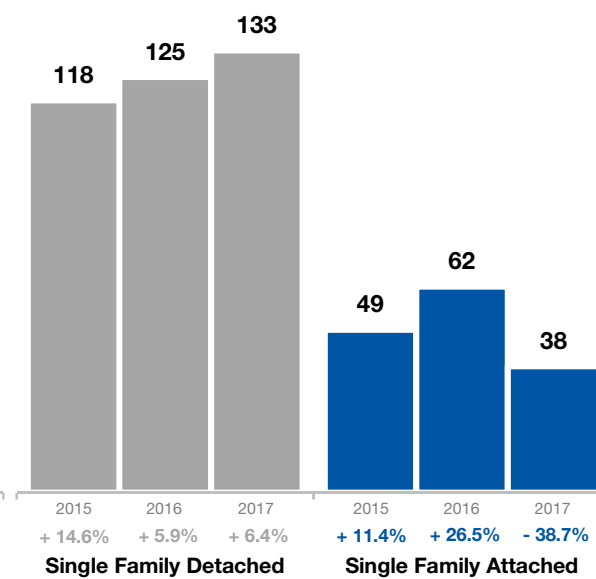
A count of the actual sales that closed in a given month.



February

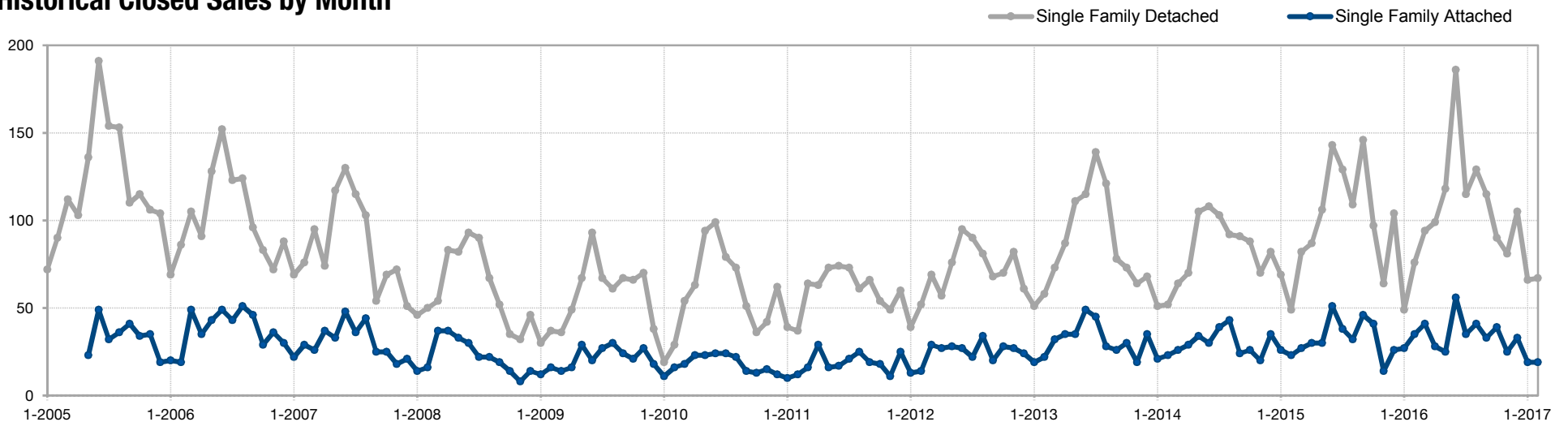


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	94	+14.6%	41	+51.9%
Apr-2016	99	+13.8%	28	-6.7%
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	129	+18.3%	41	+28.1%
Sep-2016	115	-21.2%	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	67	-11.8%	19	-45.7%
12-Month Avg	105	+6.1%	33	-0.8%

Historical Closed Sales by Month

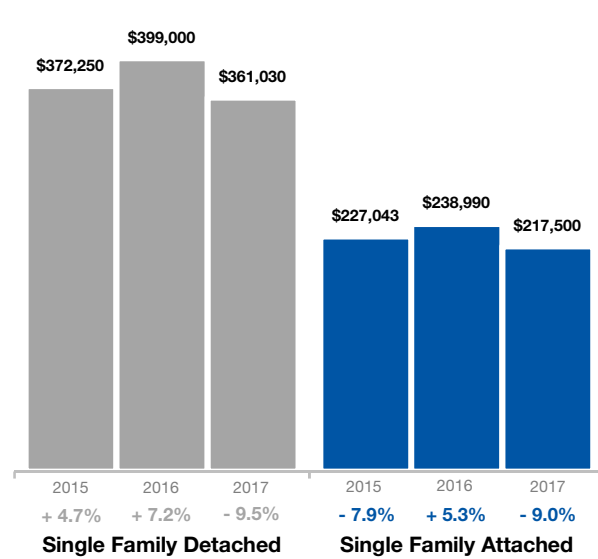


Median List Price

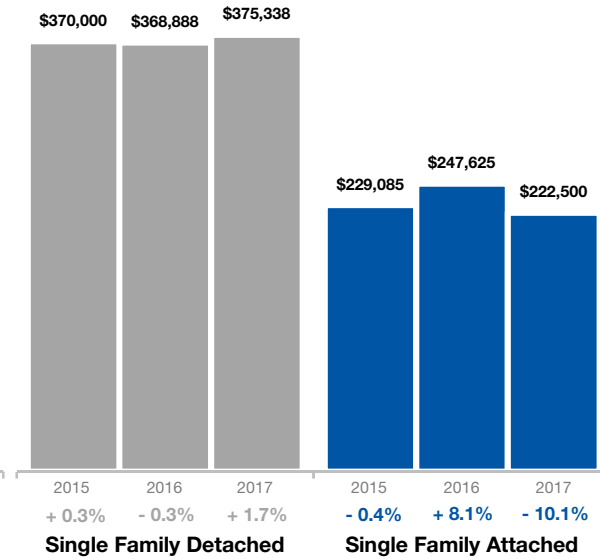
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



February



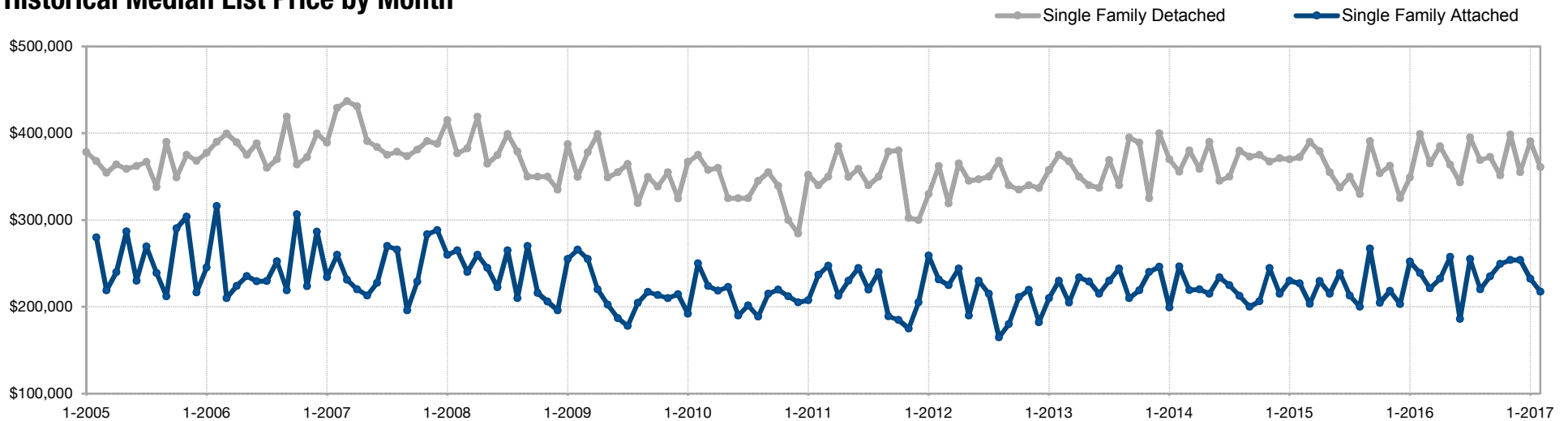
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	\$365,000	-6.4%	\$221,185	+8.9%
Apr-2016	\$385,000	+1.5%	\$232,450	+1.3%
May-2016	\$363,750	+2.5%	\$257,495	+19.8%
Jun-2016	\$343,450	+1.8%	\$186,000	-22.2%
Jul-2016	\$394,990	+12.9%	\$255,000	+19.8%
Aug-2016	\$369,000	+11.9%	\$219,950	+10.0%
Sep-2016	\$372,500	-4.7%	\$234,945	-12.0%
Oct-2016	\$351,500	-0.6%	\$249,500	+22.0%
Nov-2016	\$398,273	+9.9%	\$253,950	+16.3%
Dec-2016	\$354,950	+9.2%	\$253,900	+25.1%
Jan-2017	\$390,570	+11.9%	\$232,450	-7.8%
Feb-2017	\$361,030	-9.5%	\$217,500	-9.0%
12-Month Avg*	\$369,990	+1.4%	\$239,000	+8.7%

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

Historical Median List Price by Month

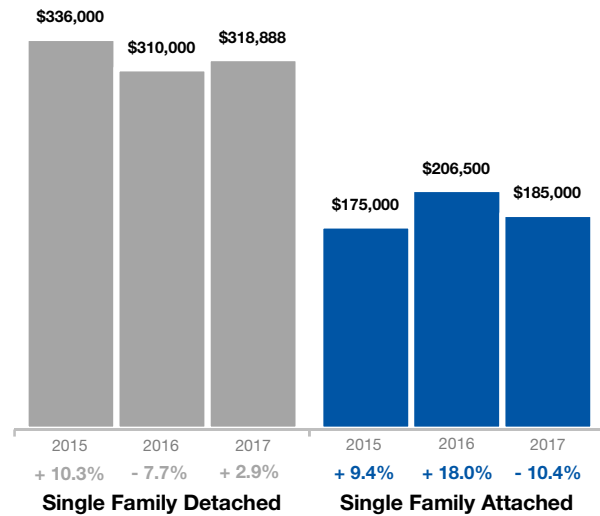


Median Sales Price

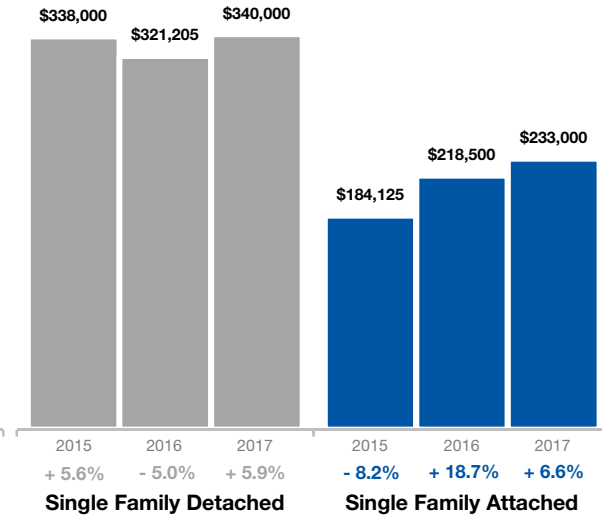
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



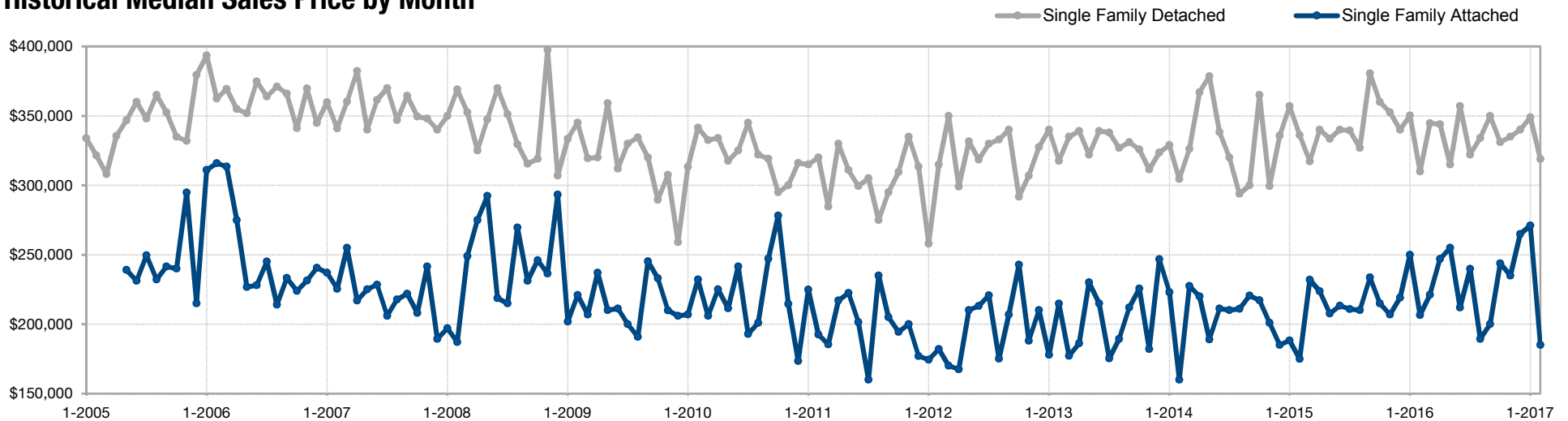
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	\$344,610	+8.7%	\$221,185	-4.7%
Apr-2016	\$344,000	+1.2%	\$247,000	+10.4%
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	\$334,000	+2.1%	\$189,400	-9.8%
Sep-2016	\$350,000	-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	\$318,888	+2.9%	\$185,000	-10.4%
12-Month Avg*	\$339,183	-0.2%	\$227,368	+3.3%

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

Historical Median Sales Price by Month

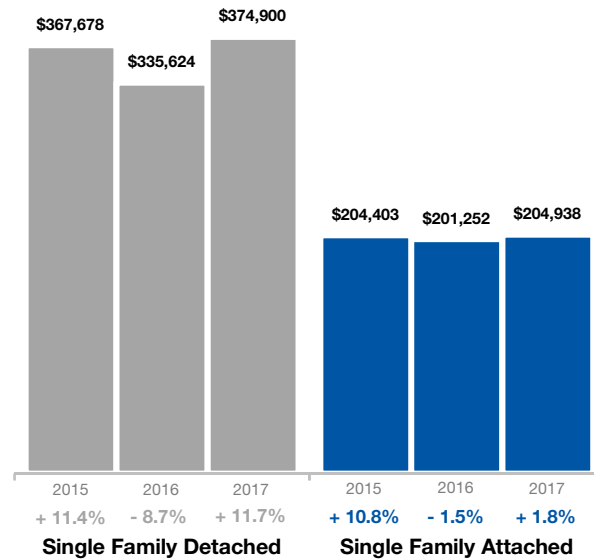


Average Sales Price

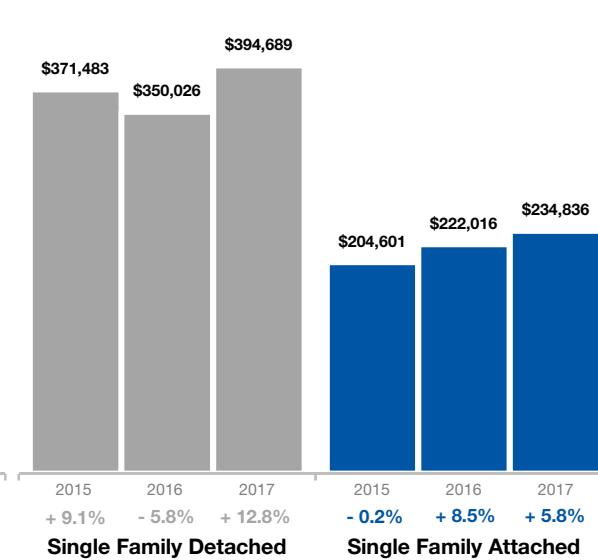
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



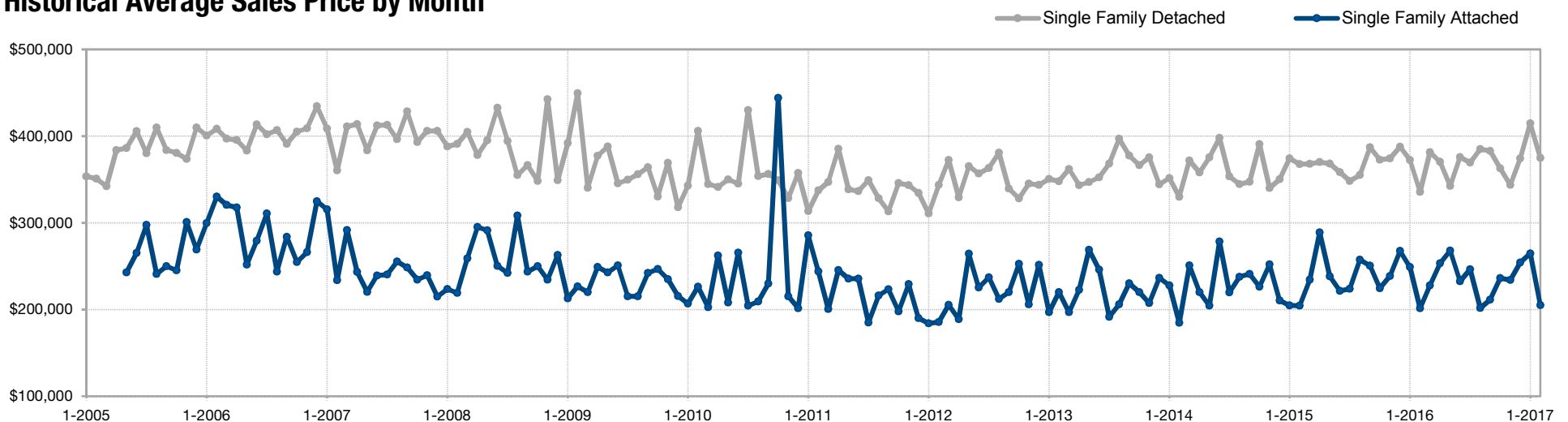
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	\$381,543	+3.7%	\$227,591	-2.9%
Apr-2016	\$370,386	+0.1%	\$253,180	-12.3%
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	\$385,084	+8.5%	\$201,668	-21.6%
Sep-2016	\$383,033	-1.1%	\$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	\$374,900	+11.7%	\$204,938	+1.8%
12-Month Avg*	\$372,602	+1.6%	\$234,442	-2.0%

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

Historical Average Sales Price by Month

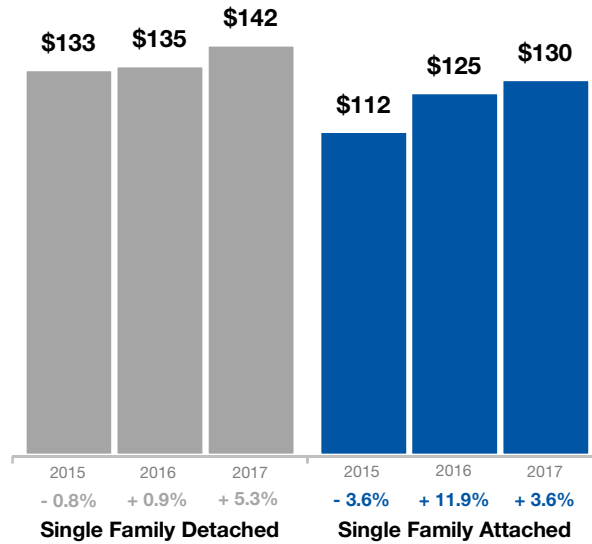


Median Price Per Square Foot

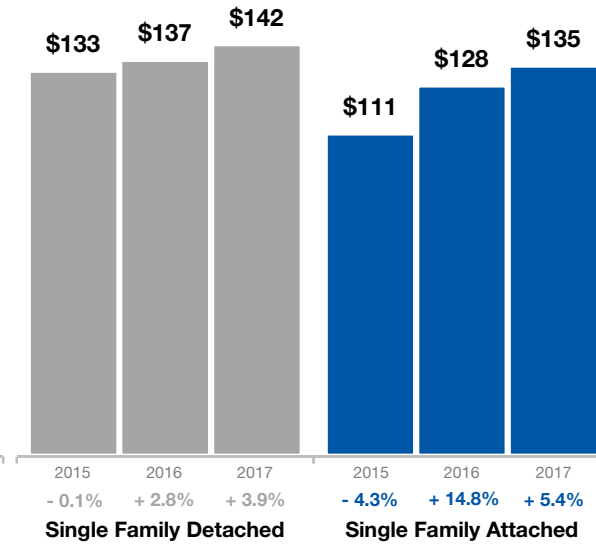
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



February



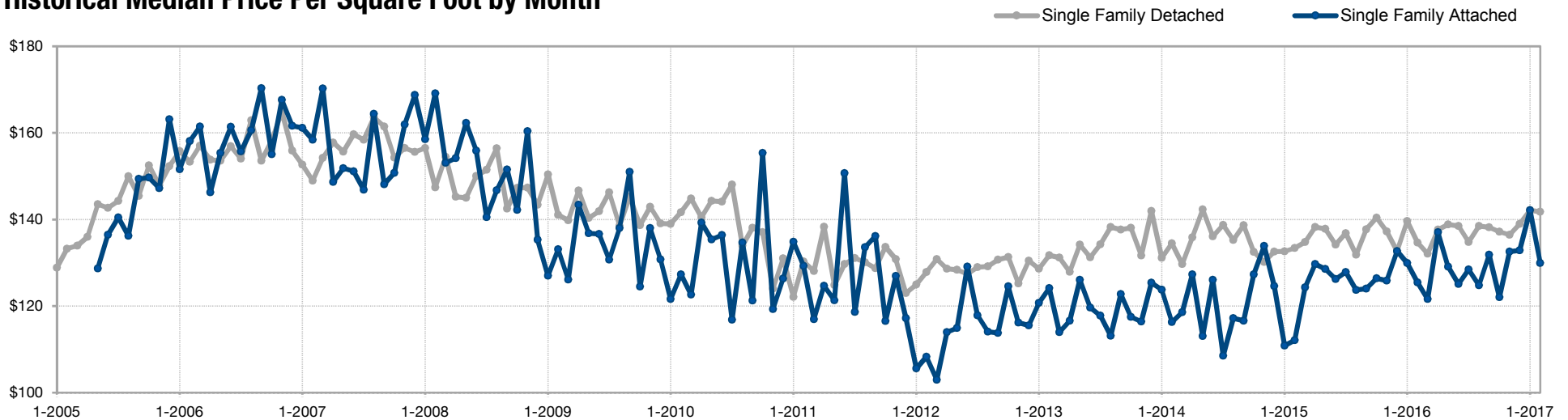
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	\$132	-2.0%	\$122	-2.2%
Apr-2016	\$138	-0.4%	\$137	+5.7%
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	+5.0%	\$125	+0.9%
Sep-2016	\$138	+0.4%	\$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	\$142	+5.3%	\$130	+3.6%
12-Month Avg*	\$138	+0.9%	\$127	+0.9%

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

Historical Median Price Per Square Foot by Month

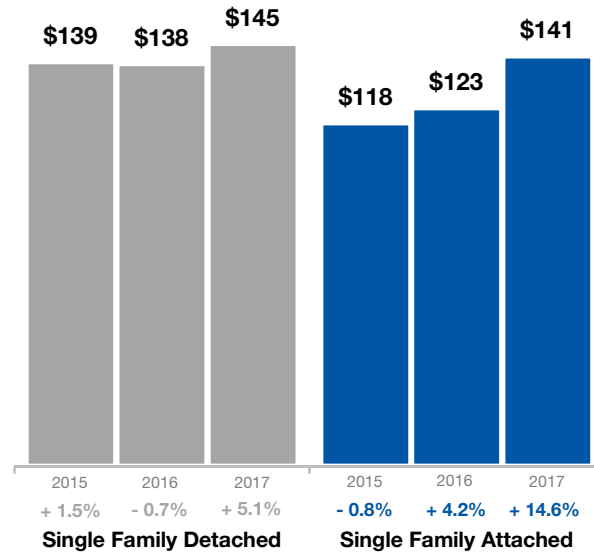


Average Price Per Square Foot

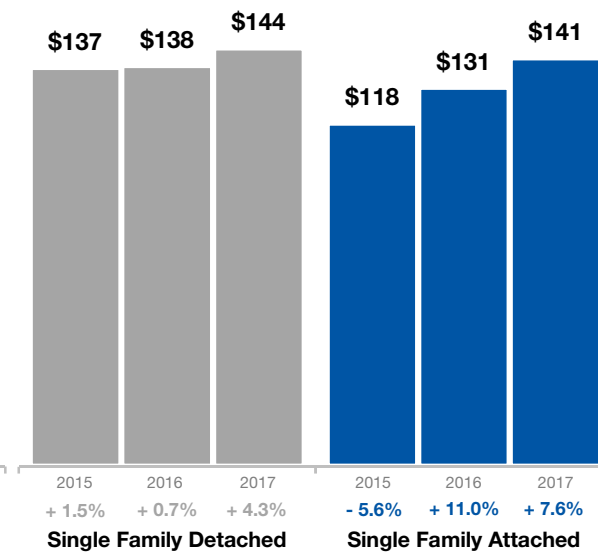
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



February



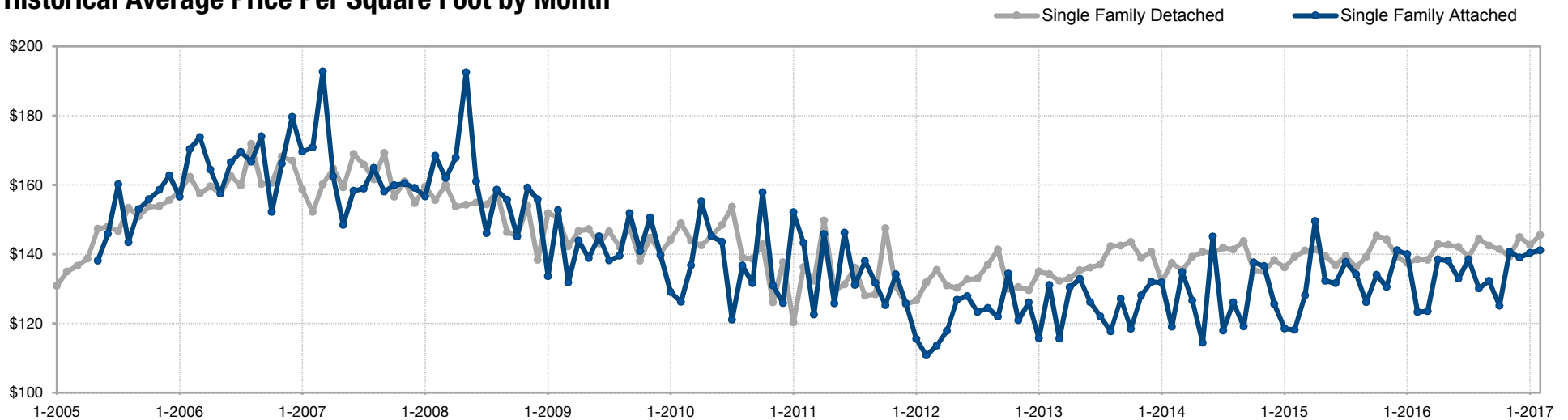
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	\$138	-2.1%	\$124	-3.1%
Apr-2016	\$143	+1.4%	\$138	-8.0%
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%
12-Month Avg*	\$142	+1.8%	\$134	+0.1%

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

Historical Average Price Per Square Foot by Month

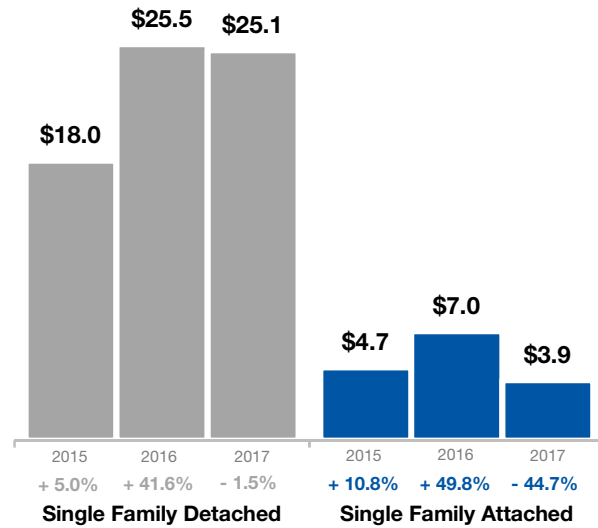


Dollar Volume of Closed Sales (in millions)

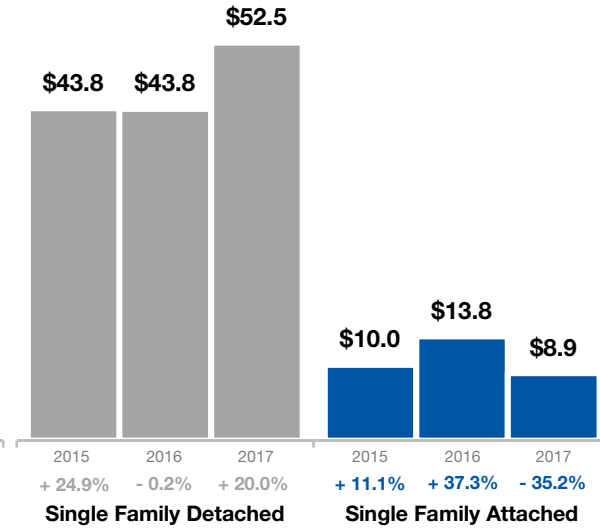
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



February



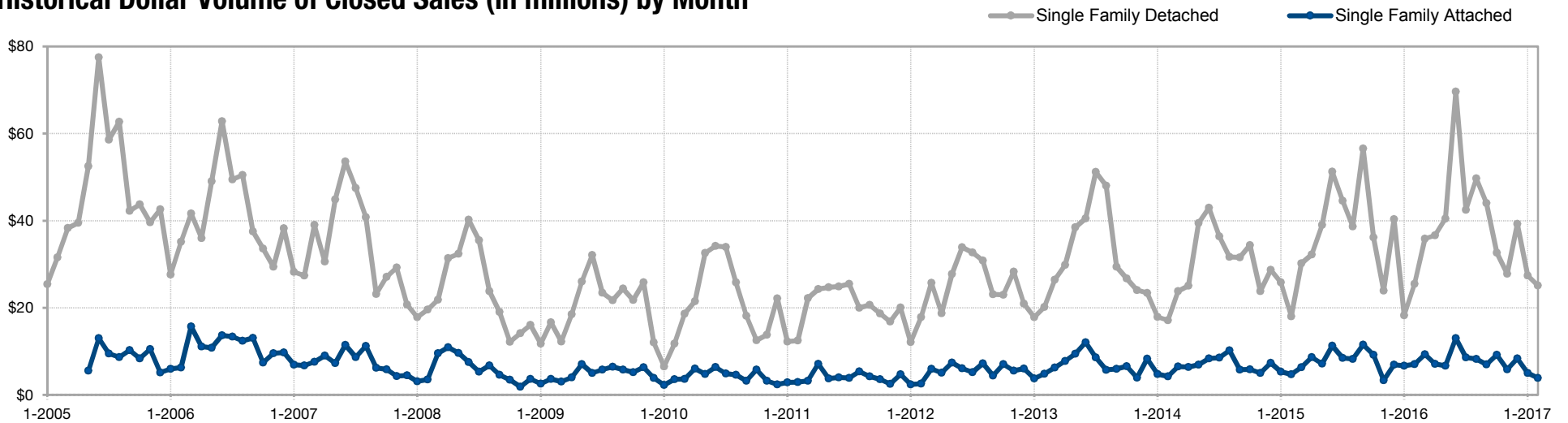
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	\$35.9	+18.8%	\$9.3	+47.4%
Apr-2016	\$36.7	+13.9%	\$7.1	-18.2%
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	\$49.7	+28.4%	\$8.3	+0.4%
Sep-2016	\$44.0	-22.1%	\$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	\$25.1	-1.5%	\$3.9	-44.7%
12-Month Avg*	\$39.3	+7.9%	\$7.7	-2.7%

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

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



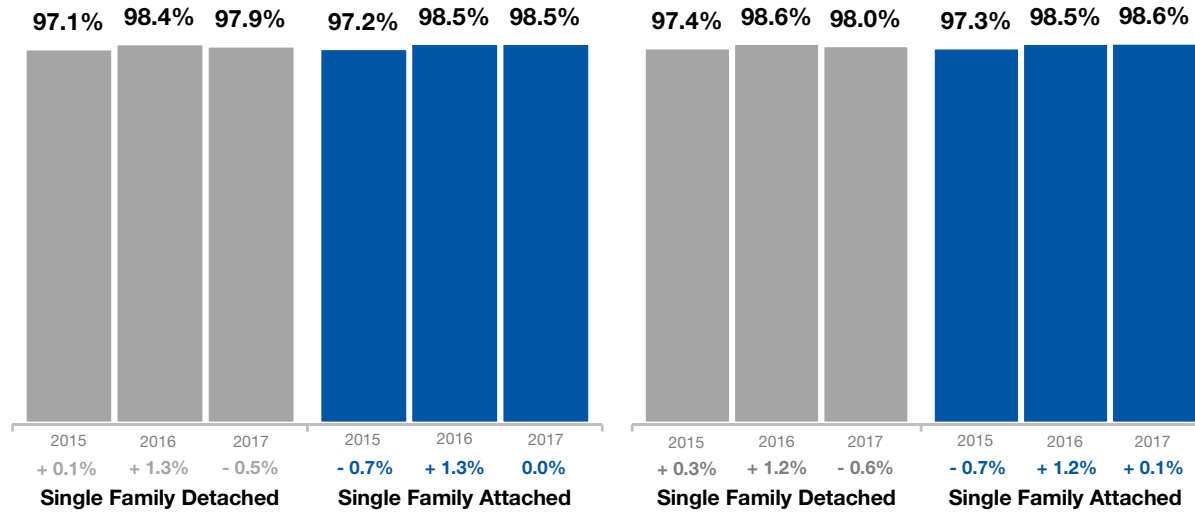
Median Percent of List Price to Sale Price



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.

February

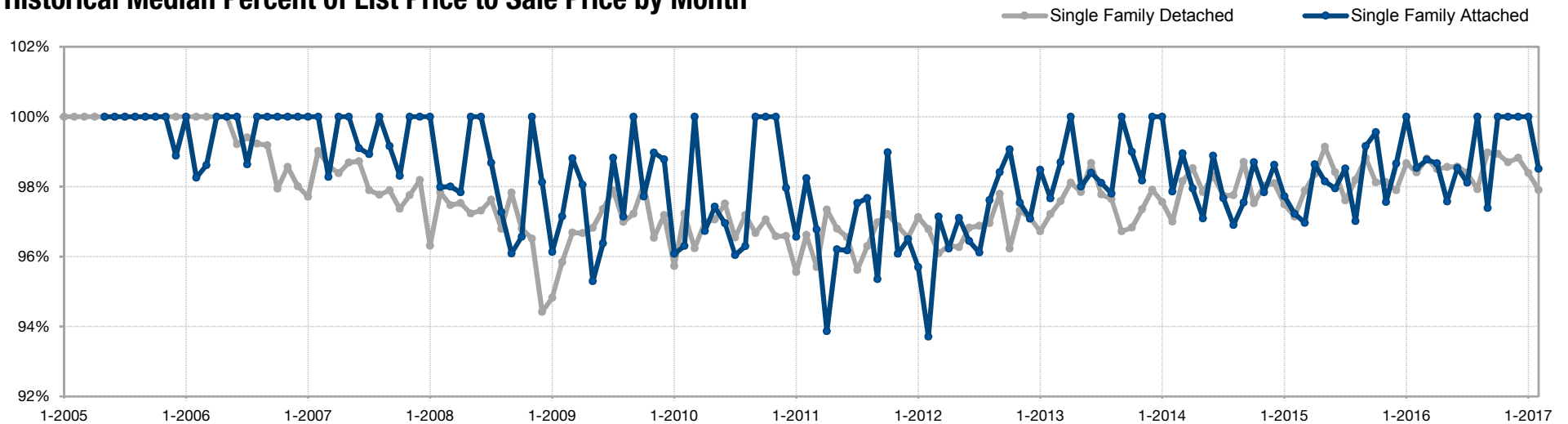
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	98.8%	+0.9%	98.8%	+1.9%
Apr-2016	98.5%	+0.1%	98.7%	+0.1%
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	97.9%	-0.3%	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%
12-Month Avg*	98.5%	+0.1%	98.8%	+0.6%

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

Historical Median Percent of List Price to Sale Price by Month

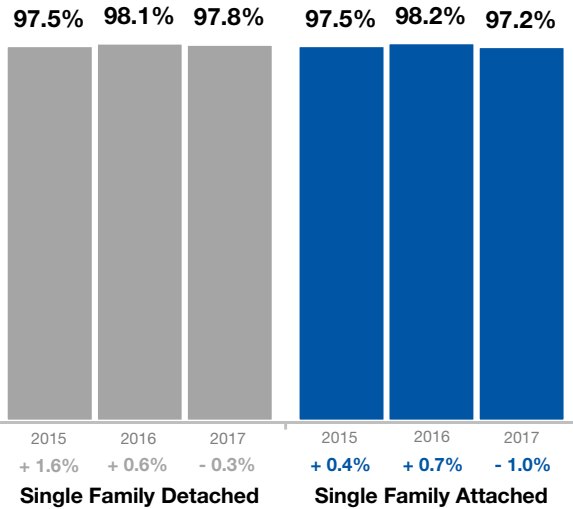


Average Percent of List Price to Sale Price

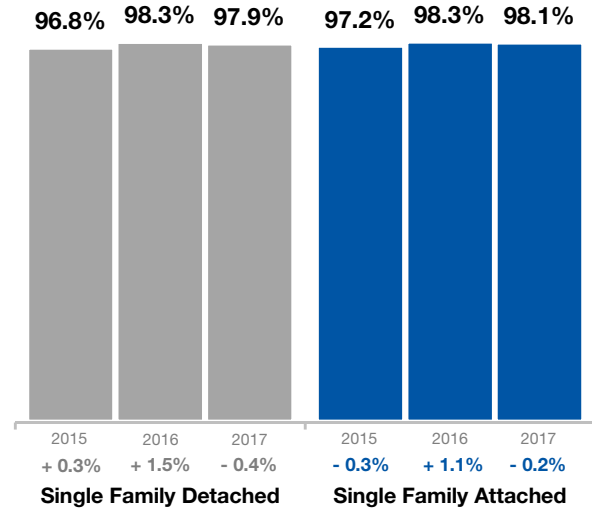
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



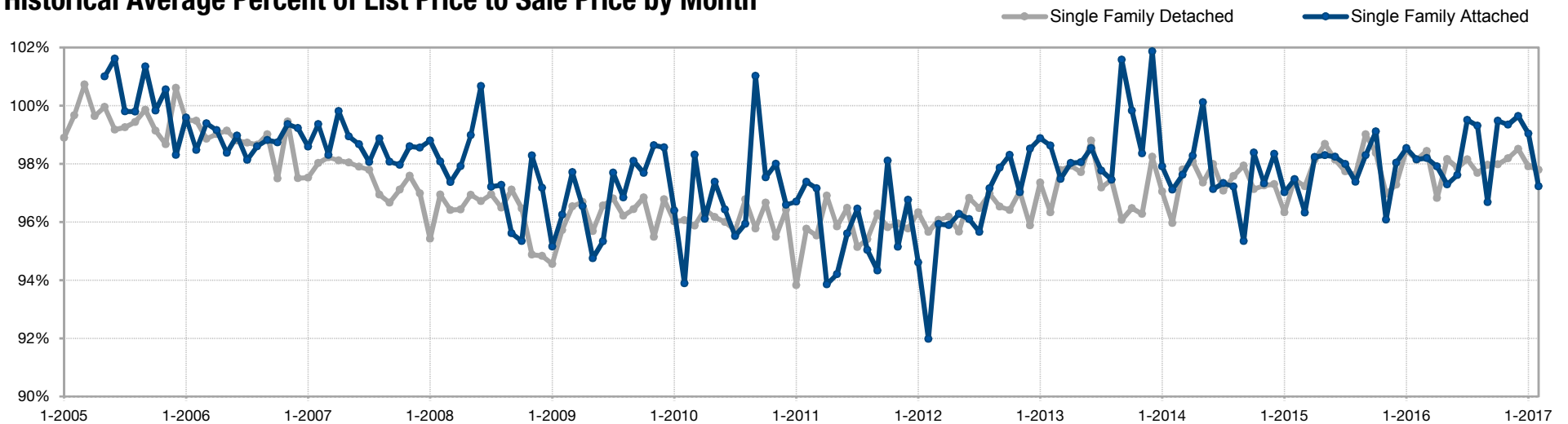
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	98.4%	+1.2%	98.2%	+2.0%
Apr-2016	96.8%	-1.3%	97.9%	-0.3%
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	98.0%	-1.0%	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%
12-Month Avg*	98.0%	-0.1%	98.5%	+0.4%

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

Historical Average Percent of List Price to Sale Price by Month

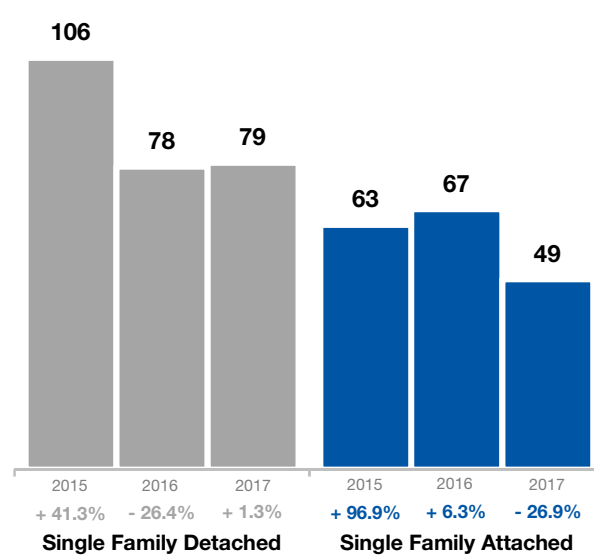


Median Days on Market Until Sale

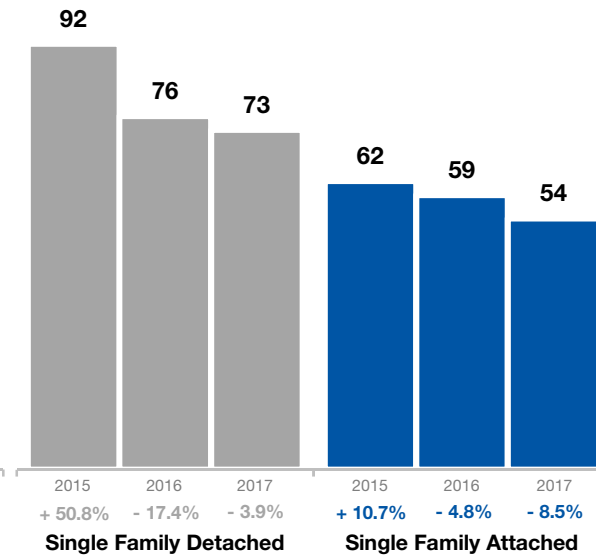
Median number of days between when a property is listed and when an offer is accepted in a given month.



February



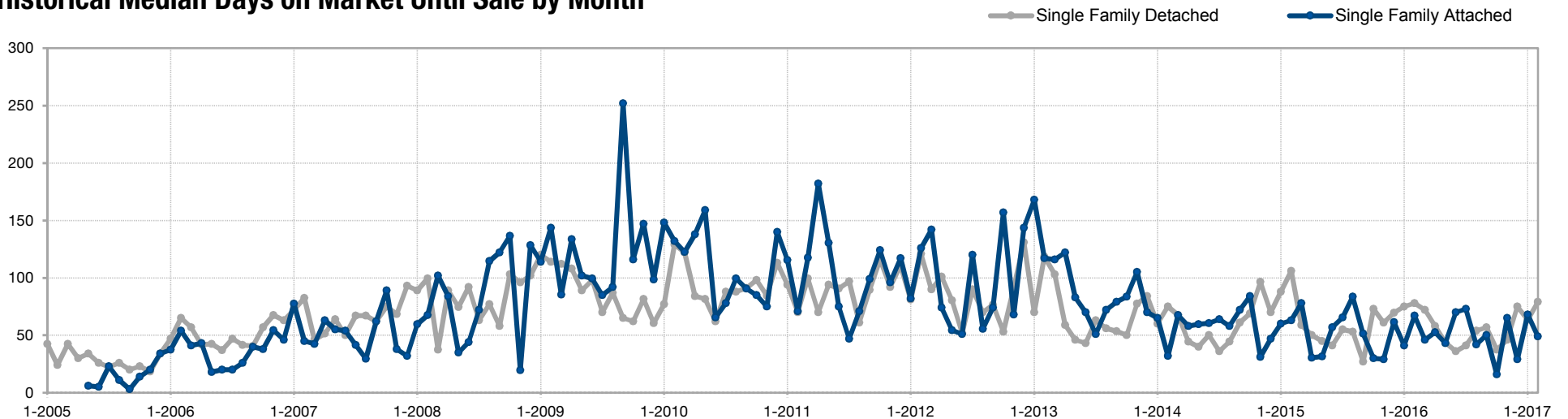
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	72	+22.0%	46	-41.0%
Apr-2016	58	+16.0%	53	+71.0%
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	57	+111.1%	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%
12-Month Avg*	50	-7.4%	50	+1.0%

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

Historical Median Days on Market Until Sale by Month



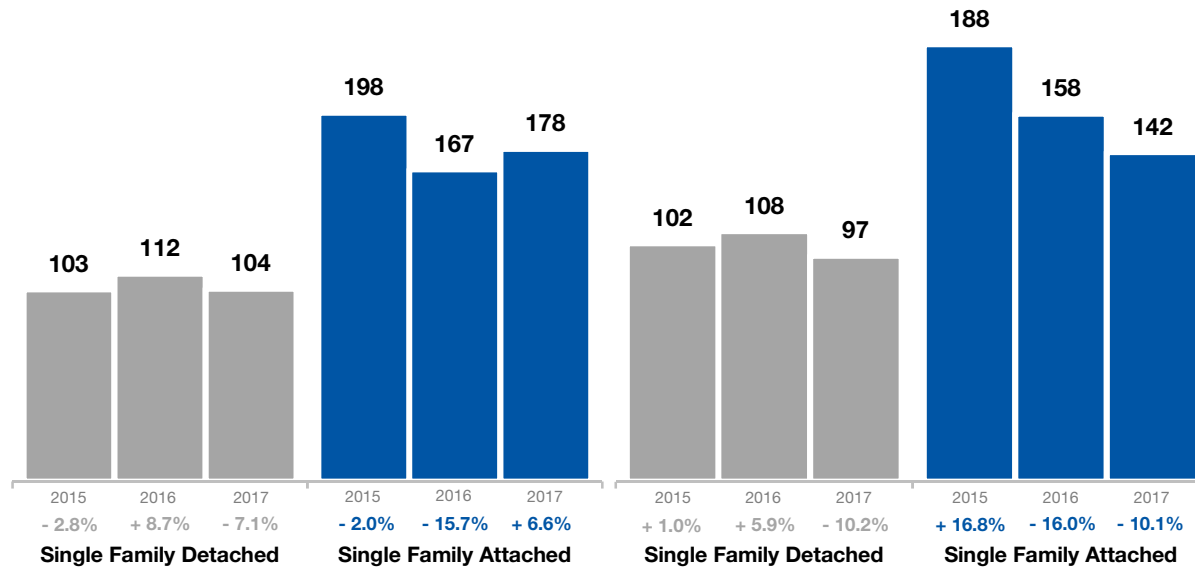
Housing Affordability Index



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.

February

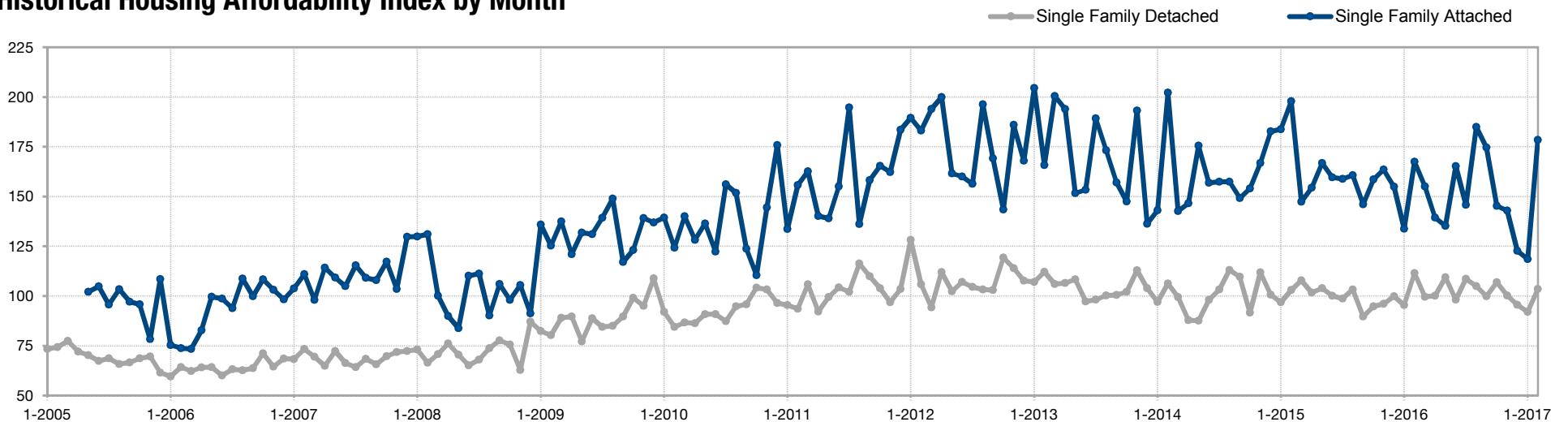
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	100	-7.4%	155	+5.4%
Apr-2016	100	-2.0%	139	-9.7%
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	105	+1.9%	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	104	-7.1%	178	+6.6%
12-Month Avg*	102	+3.8%	100	+14.1%

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

Historical Housing Affordability Index by Month

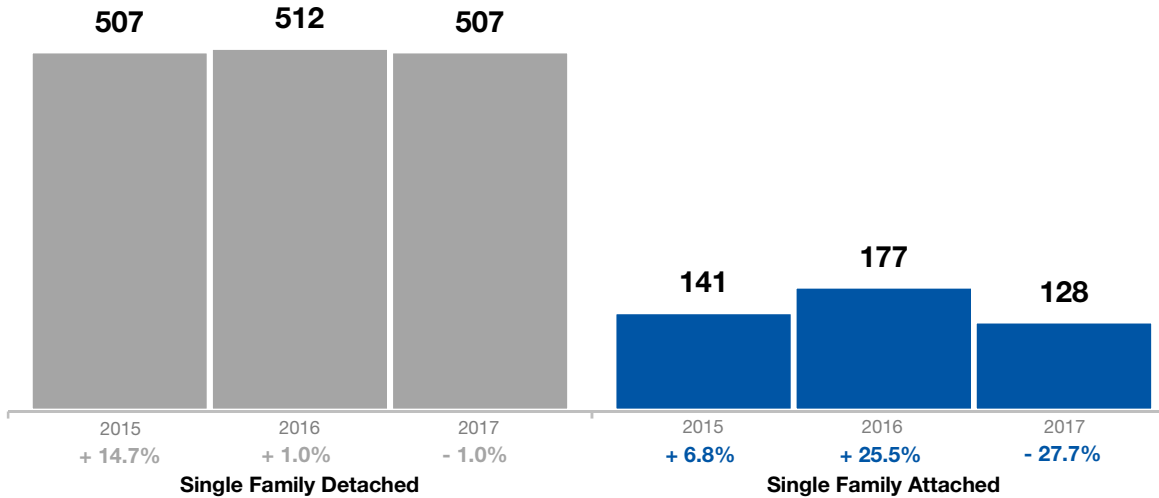


End of Month Inventory

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

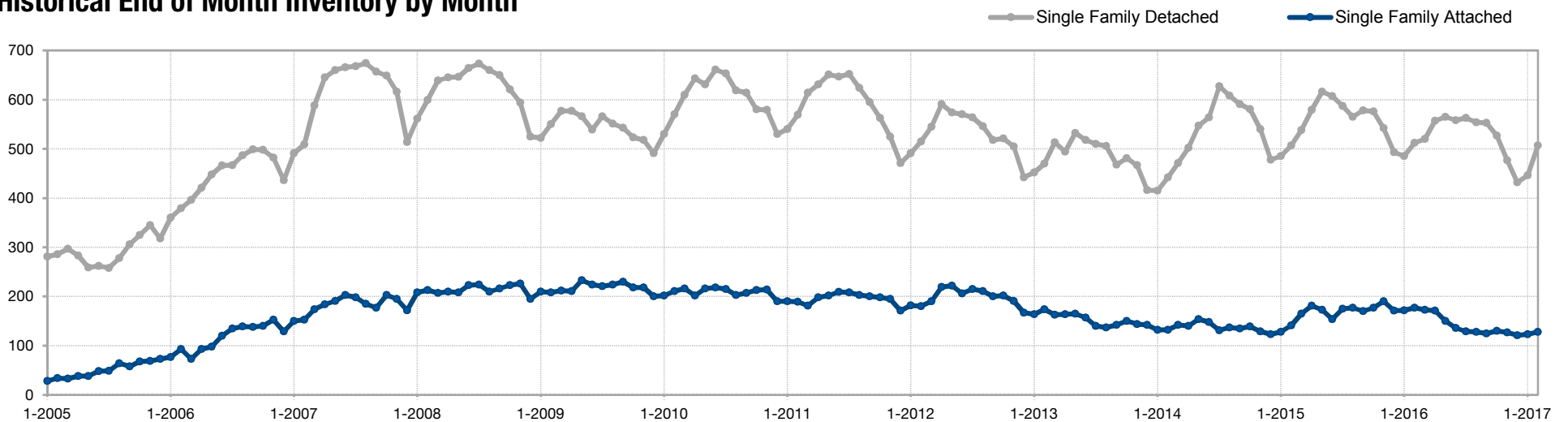


February



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	520	-3.3%	173	+4.8%
Apr-2016	557	-3.8%	171	-5.5%
May-2016	565	-8.3%	150	-13.3%
Jun-2016	558	-8.1%	136	-11.7%
Jul-2016	563	-4.1%	129	-26.3%
Aug-2016	554	-1.9%	128	-27.7%
Sep-2016	553	-4.3%	125	-26.5%
Oct-2016	527	-8.5%	130	-26.6%
Nov-2016	477	-12.0%	127	-33.2%
Dec-2016	432	-12.4%	121	-29.2%
Jan-2017	446	-8.0%	123	-28.5%
Feb-2017	507	-1.0%	128	-27.7%
12-Month Avg	522	-6.3%	137	-21.2%

Historical End of Month Inventory by Month

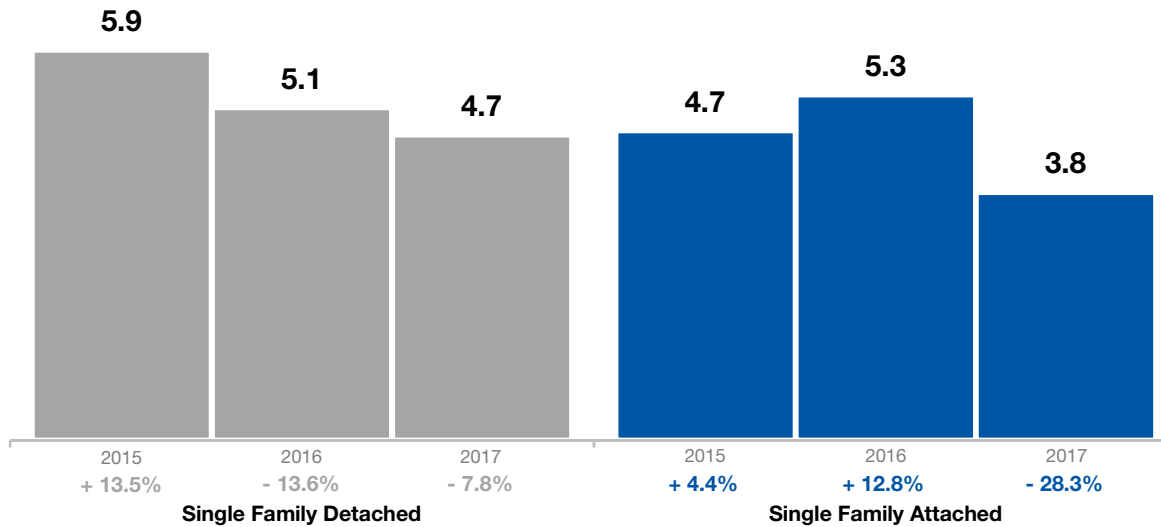


Months Supply of Inventory

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.



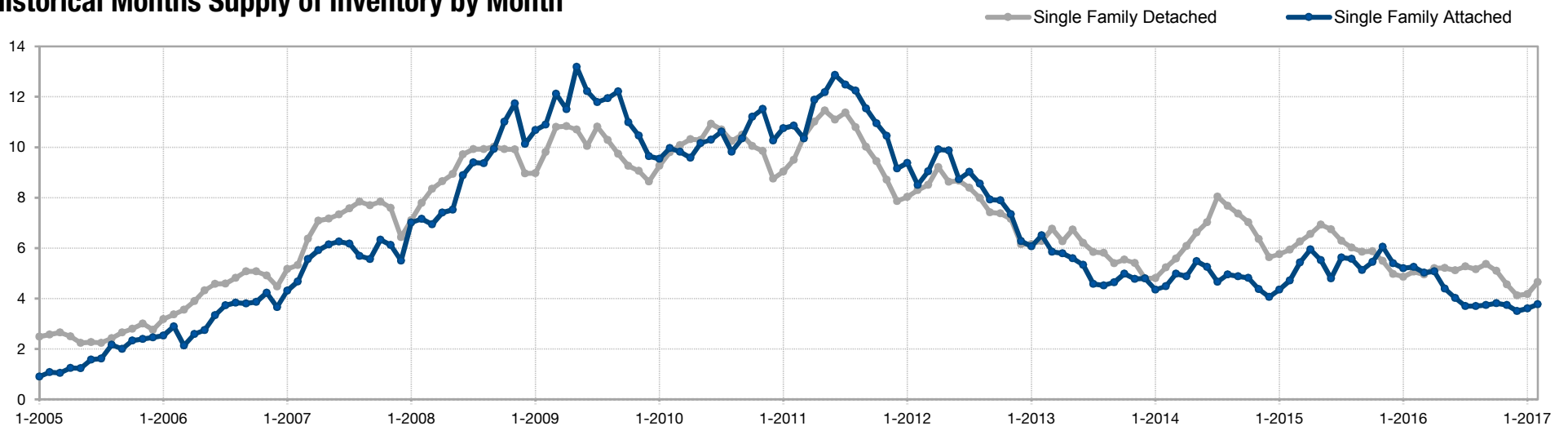
February



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2016	4.9	-22.2%	5.0	-7.4%
Apr-2016	5.2	-21.2%	5.1	-15.0%
May-2016	5.2	-24.6%	4.4	-20.0%
Jun-2016	5.1	-23.9%	4.0	-16.7%
Jul-2016	5.3	-15.9%	3.7	-33.9%
Aug-2016	5.2	-13.3%	3.7	-33.9%
Sep-2016	5.4	-6.9%	3.7	-27.5%
Oct-2016	5.1	-13.6%	3.8	-29.6%
Nov-2016	4.6	-16.4%	3.7	-38.3%
Dec-2016	4.1	-18.0%	3.5	-35.2%
Jan-2017	4.2	-14.3%	3.6	-30.8%
Feb-2017	4.7	-7.8%	3.8	-28.3%
12-Month Avg*	4.9	-17.0%	4.0	-26.4%

* Months Supply for all properties from March 2016 through February 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				2-2016	2-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	2-2014	2-2015	2-2016	2-2017						
New Listings					185	248	+ 34.1%	351	440	+ 25.4%
Pending Sales					120	145	+ 20.8%	230	272	+ 18.3%
Closed Sales					112	86	- 23.2%	188	171	- 9.0%
Median List Price					\$349,970	\$345,450	- 1.3%	\$329,900	\$340,495	+ 3.2%
Median Sales Price					\$268,436	\$289,800	+ 8.0%	\$271,469	\$310,000	+ 14.2%
Avg. Sales Price					\$292,466	\$337,350	+ 15.3%	\$307,039	\$359,166	+ 17.0%
Median Price Per Sq Ft					\$132	\$137	+ 3.8%	\$128	\$129	+ 0.8%
Average Price Per Sq Ft					\$133	\$144	+ 8.3%	\$135	\$143	+ 5.9%
\$ Volume of Closed Sales (in millions)					\$32.8	\$29.0	- 11.6%	\$57.7	\$61.4	+ 6.4%
Median Pct of List Price to Sale Price					98.4%	97.9%	- 0.5%	98.6%	98.2%	- 0.4%
Avg Pct of List Price to Sale Price					98.1%	97.7%	- 0.4%	98.2%	97.9%	- 0.3%
Median Days on Market					76	70	- 7.9%	72	68	- 5.6%
Affordability Index					129	114	- 11.6%	127	106	- 16.5%
End of Month Inventory					690	637	- 7.7%	--	--	--
Months Supply					5.1	4.5	- 11.8%	--	--	--

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		
	2-2016	2-2017	+ / -	2-2016	2-2017	+ / -	2-2016	2-2017	+ / -	2-2016	2-2017	+ / -	2-2016	2-2017	+ / -
James City County	156	203	+30.1%	76	71	-6.6%	\$ 291,750	\$ 295,000	+1.1%	586	534	-8.9%	5.3	4.7	-11.3%
City of Williamsburg	18	19	+5.6%	15	8	-46.7%	\$209,000	\$259,750	+24.3%	62	62	0.0%	6.2	4.9	-21.0%
York County	20	35	+75.0%	23	15	-34.8%	\$219,000	\$250,000	+14.2%	80	85	+6.3%	3.3	3.4	+3.0%
New Kent County	14	21	+50.0%	8	5	-37.5%	\$231,500	\$240,000	+3.7%	56	48	-14.3%	5.0	6.6	+32.0%
Charles City County	1	0	-100.0%	1	1	0.0%	\$290,000	\$182,000	-37.2%	10	6	-40.0%	6.4	4.0	-37.5%
Newport News	17	23	+35.3%	11	9	-18.2%	\$239,000	\$189,000	-20.9%	46	57	+23.9%	4.1	3.9	-4.9%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	1	1	0.0%	2	0	-100.0%	\$159,000	\$0	-100.0%	10	12	+20.0%	5.3	8.0	+50.9%
Gloucester	5	7	+40.0%	6	2	-66.7%	\$194,950	\$153,700	-21.2%	49	51	+4.1%	7.0	6.8	-2.9%
Richmond	0	1	--	1	0	-100.0%	\$175,000	\$0	-100.0%	8	7	-12.5%	4.6	5.1	+10.9%
23185	64	92	+43.8%	54	29	-46.3%	\$232,500	\$287,000	+23.4%	309	276	-10.7%	5.8	4.4	-24.1%
23188	108	117	+8.3%	51	49	-3.9%	\$295,000	\$328,000	+11.2%	330	301	-8.8%	4.8	4.4	-8.3%
23168	13	39	+200.0%	7	8	+14.3%	\$291,000	\$260,481	-10.5%	51	60	+17.6%	4.3	4.8	+11.6%
23168, 23185 & 23188	185	248	+34.1%	112	86	-23.2%	\$268,436	\$289,800	+8.0%	690	637	-7.7%	5.1	4.5	-11.8%