

Monthly Indicators



July 2017

How long can the residential real estate market go on like this? We are about two years into a national trend of dropping housing supply and increasing median sales prices. There are some regional variations to the story, but the shift to a predominantly seller's market is mostly complete. Multiple-offer situations over asking price are commonplace in many communities, and good homes are routinely off the market after a single day. It is evident that a favorable economy keeps hungry buyers in the chase.

When comparing 2016 to 2015 statistics, New Listings were up 6.5 percent for single family detached homes and 9.8 percent for single family attached properties. Pending Sales increased 18.6 percent for single family detached homes but remained flat for single family attached properties.

The Median Sales Price was up 4.0 percent to \$335,000 for single family detached homes but decreased 7.4 percent to \$222,250 for single family attached properties. Months Supply of Inventory increased 1.9 percent for single family detached units but was down 2.7 percent for single family attached units.

Although the unemployment rate remains unchanged at its favorable national 4.3 percent rate, wage growth has not been rising at the steady clip that would be expected in an improving economy. Sales activity manages to keep churning along despite looming shortages in new construction. Lower price ranges are starting to feel the effects of the supply and demand gap, as first-time buyers scramble to get offers in at an increasing pace.

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

+ 4.0%	- 7.4%	+ 1.5%
One-Year Change in Single Family Detached Median Sales Price	One-Year Change in Single Family Attached Median Sales Price	One-Year Change in All Properties Median Sales Price

Residential real estate activity in the 23168, 23185 and 23188 zip codes, comprised of single family properties, townhomes, condominiums, mobile homes with land. Percent changes are calculated using rounded figures.

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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				7-2016	7-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	7-2014	7-2015	7-2016	7-2017						
New Listings					153	163	+ 6.5%	1,147	1,248	+ 8.8%
Pending Sales					102	121	+ 18.6%	804	882	+ 9.7%
Closed Sales					115	109	- 5.2%	737	778	+ 5.6%
Median List Price					\$390,000	\$350,000	- 10.3%	\$367,715	\$365,000	- 0.7%
Median Sales Price					\$322,000	\$335,000	+ 4.0%	\$336,010	\$345,000	+ 2.7%
Avg. Sales Price					\$369,432	\$361,518	- 2.1%	\$365,122	\$393,215	+ 7.7%
Median Price Per Sq Ft					\$135	\$140	+ 3.5%	\$137	\$142	+ 3.5%
Average Price Per Sq Ft					\$139	\$140	+ 0.7%	\$141	\$145	+ 2.8%
\$ Volume of Closed Sales (in millions)					\$42.5	\$39.4	- 7.2%	\$268.8	\$305.9	+ 13.8%
Median Pct of List Price to Sale Price					98.4%	98.1%	- 0.3%	98.6%	98.2%	- 0.4%
Avg Pct of List Price to Sale Price					98.2%	97.6%	- 0.6%	98.0%	97.8%	- 0.2%
Median Days on Market					41	39	- 4.9%	47	39	- 17.0%
Affordability Index					109	101	- 7.3%	104	98	- 5.8%
End of Month Inventory					554	584	+ 5.4%	--	--	--
Months Supply					5.2	5.3	+ 1.9%	--	--	--

Single Family Attached Market Overview

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



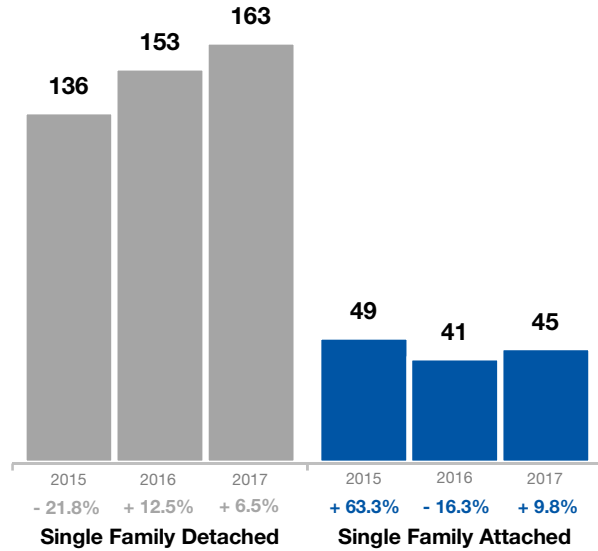
Key Metrics	Historical Sparkbars				7-2016	7-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	7-2014	7-2015	7-2016	7-2017						
New Listings					41	45	+ 9.8%	304	349	+ 14.8%
Pending Sales					36	36	0.0%	271	292	+ 7.7%
Closed Sales					35	39	+ 11.4%	247	236	- 4.5%
Median List Price					\$255,000	\$224,900	- 11.8%	\$239,900	\$230,000	- 4.1%
Median Sales Price					\$239,900	\$222,250	- 7.4%	\$229,965	\$217,626	- 5.4%
Avg. Sales Price					\$246,365	\$250,110	+ 1.5%	\$236,954	\$231,871	- 2.1%
Median Price Per Sq Ft					\$128	\$129	+ 0.6%	\$127	\$129	+ 1.5%
Average Price Per Sq Ft					\$138	\$134	- 2.9%	\$133	\$135	+ 1.5%
\$ Volume of Closed Sales (in millions)					\$8.6	\$9.8	+ 13.1%	\$58.5	\$54.7	- 6.5%
Median Pct of List Price to Sale Price					98.1%	97.7%	- 0.4%	98.3%	98.3%	0.0%
Avg Pct of List Price to Sale Price					99.5%	97.3%	- 2.2%	98.2%	97.9%	- 0.3%
Median Days on Market					73	42	- 42.5%	58	41	- 29.3%
Affordability Index					146	153	+ 4.8%	152	156	+ 2.6%
End of Month Inventory					129	132	+ 2.3%	--	--	--
Months Supply					3.7	3.6	- 2.7%	--	--	--

New Listings

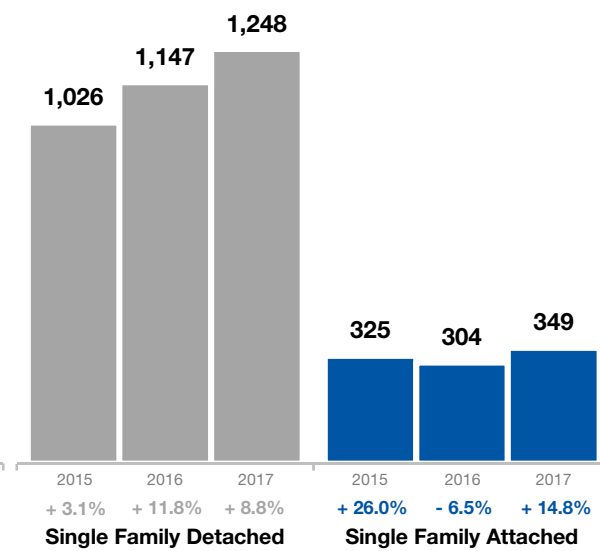
A count of the properties that have been newly listed on the market in a given month.



July

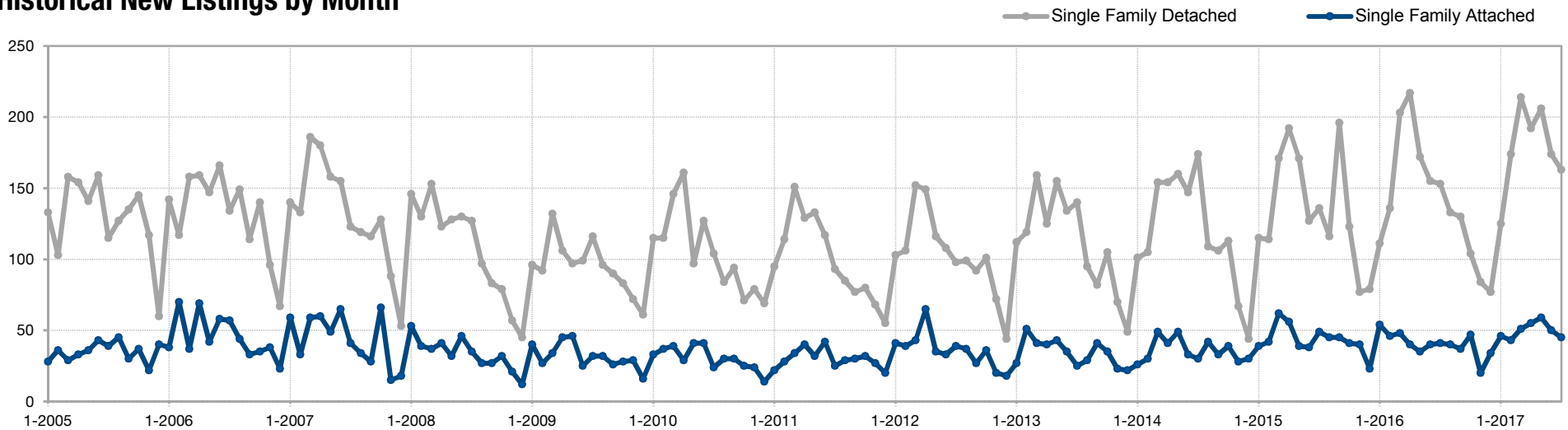


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2016	133	+14.7%	40	-11.1%
Sep-2016	130	-33.7%	37	-17.8%
Oct-2016	104	-15.4%	47	+14.6%
Nov-2016	84	+9.1%	20	-50.0%
Dec-2016	77	-2.5%	34	+47.8%
Jan-2017	125	+12.6%	46	-14.8%
Feb-2017	174	+27.9%	43	-6.5%
Mar-2017	214	+5.4%	51	+6.3%
Apr-2017	192	-11.5%	55	+37.5%
May-2017	206	+19.8%	59	+68.6%
Jun-2017	174	+12.3%	50	+25.0%
Jul-2017	163	+6.5%	45	+9.8%
12-Month Avg	148	+2.2%	44	+5.8%

Historical New Listings by Month

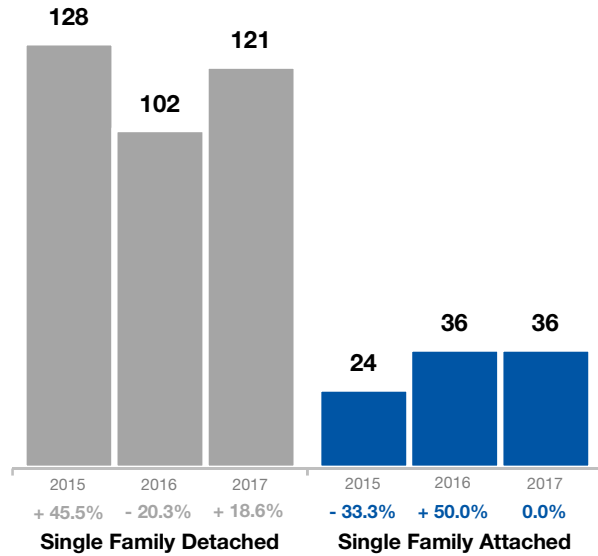


Pending Sales

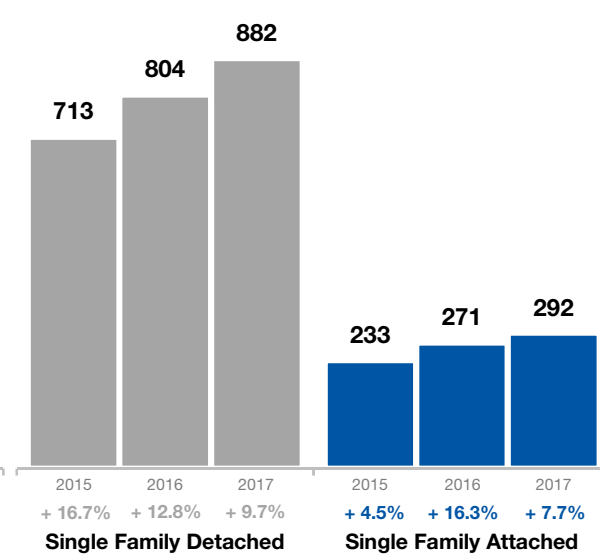
A count of the properties on which offers have been accepted in a given month.



July

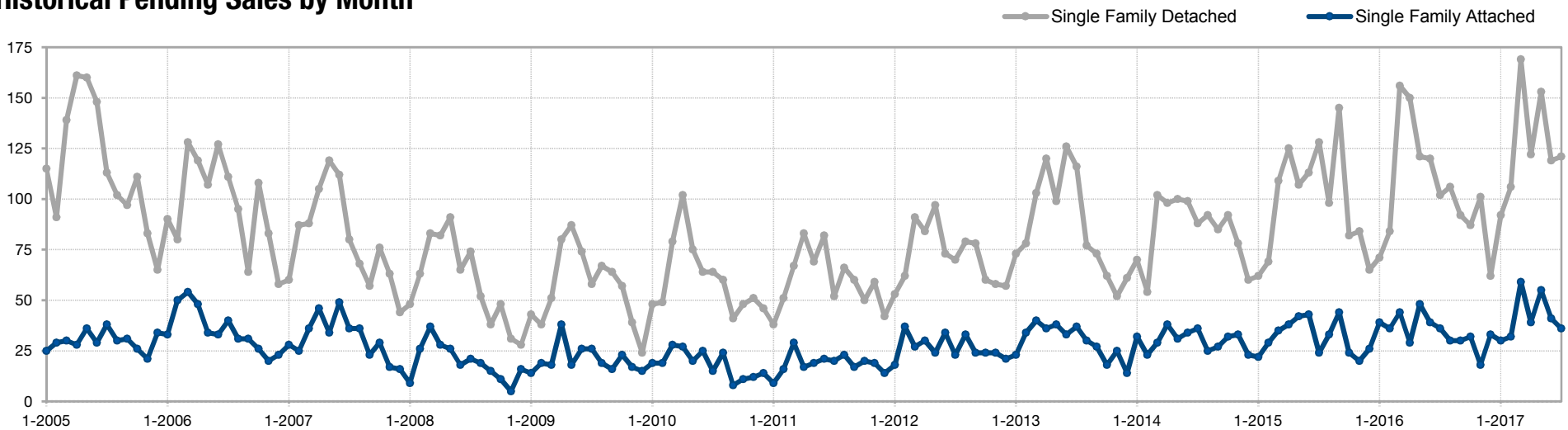


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	+20.2%	18	-10.0%
Dec-2016	62	-4.6%	33	+26.9%
Jan-2017	92	+29.6%	30	-23.1%
Feb-2017	106	+26.2%	32	-11.1%
Mar-2017	169	+8.3%	59	+34.1%
Apr-2017	122	-18.7%	39	+34.5%
May-2017	153	+26.4%	55	+14.6%
Jun-2017	119	-0.8%	41	+5.1%
Jul-2017	121	+18.6%	36	0.0%
12-Month Avg	111	+4.1%	36	+4.1%

Historical Pending Sales by Month

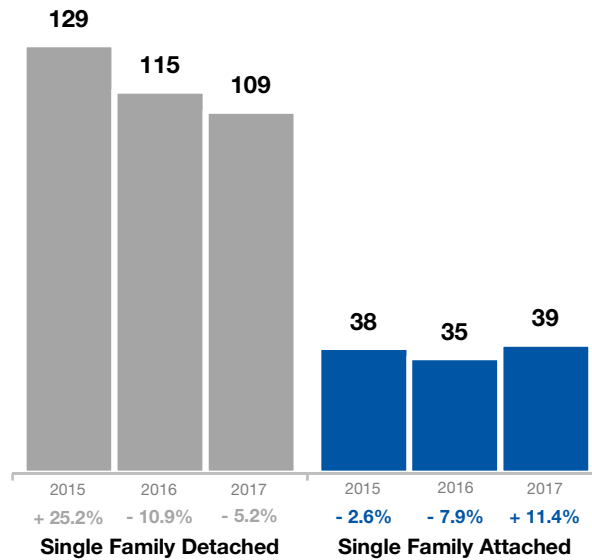


Closed Sales

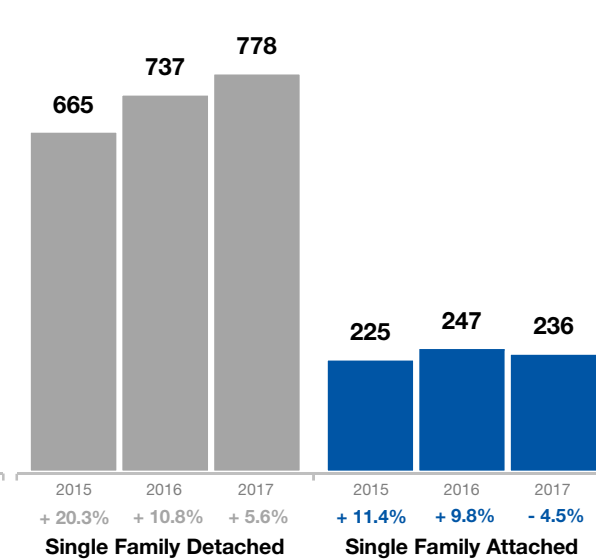
A count of the actual sales that closed in a given month.



July

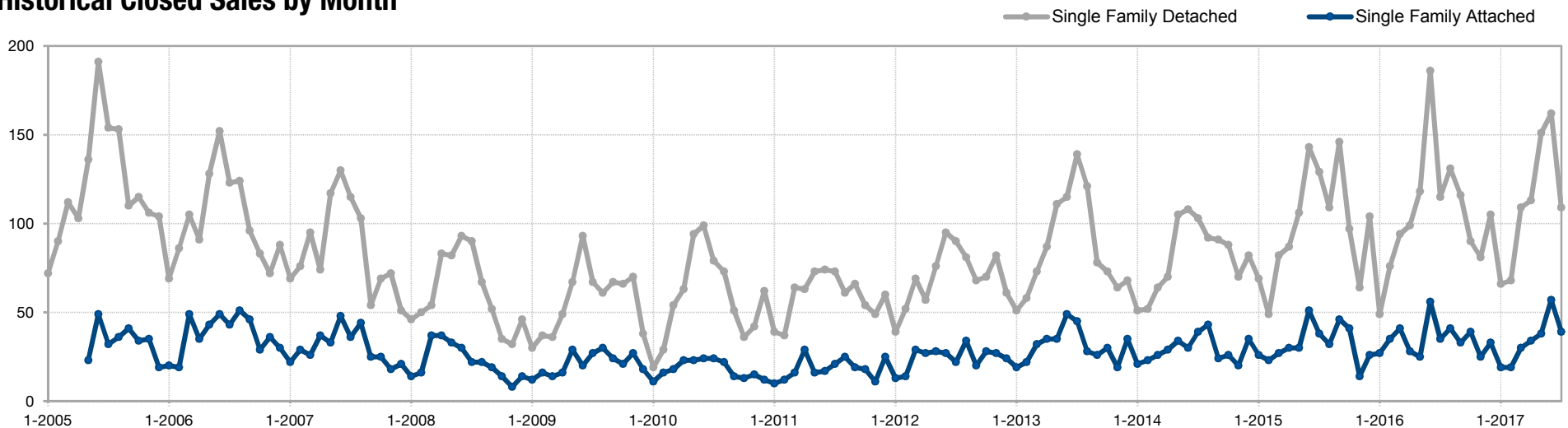


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2016	131	+20.2%	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	109	+16.0%	30	-26.8%
Apr-2017	113	+14.1%	34	+21.4%
May-2017	151	+28.0%	38	+52.0%
Jun-2017	162	-12.9%	57	+1.8%
Jul-2017	109	-5.2%	39	+11.4%
12-Month Avg	108	+3.5%	34	+0.2%

Historical Closed Sales by Month

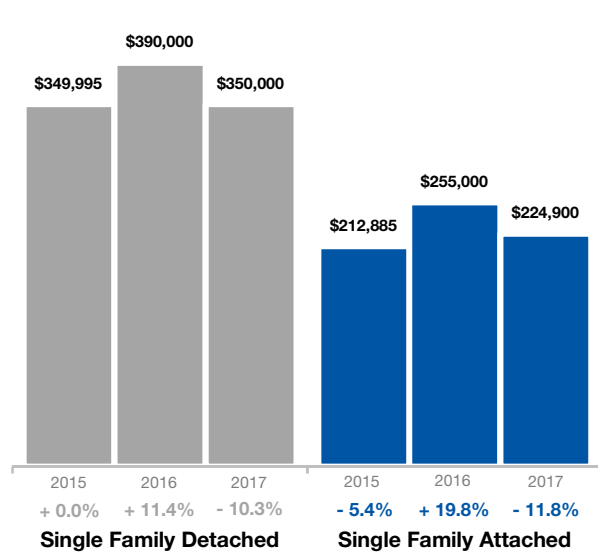


Median List Price

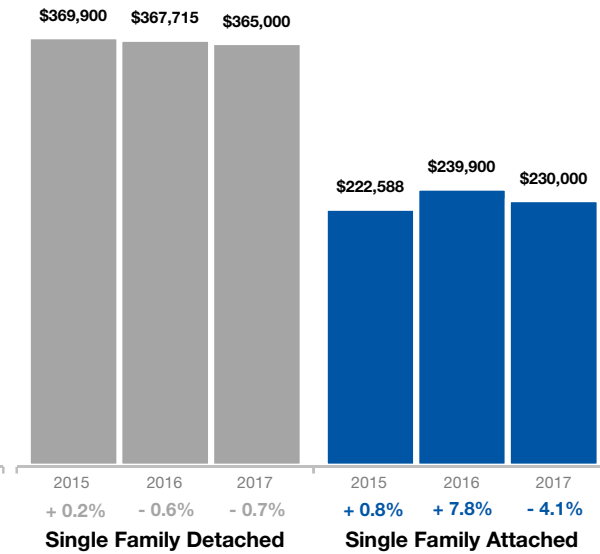
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



July



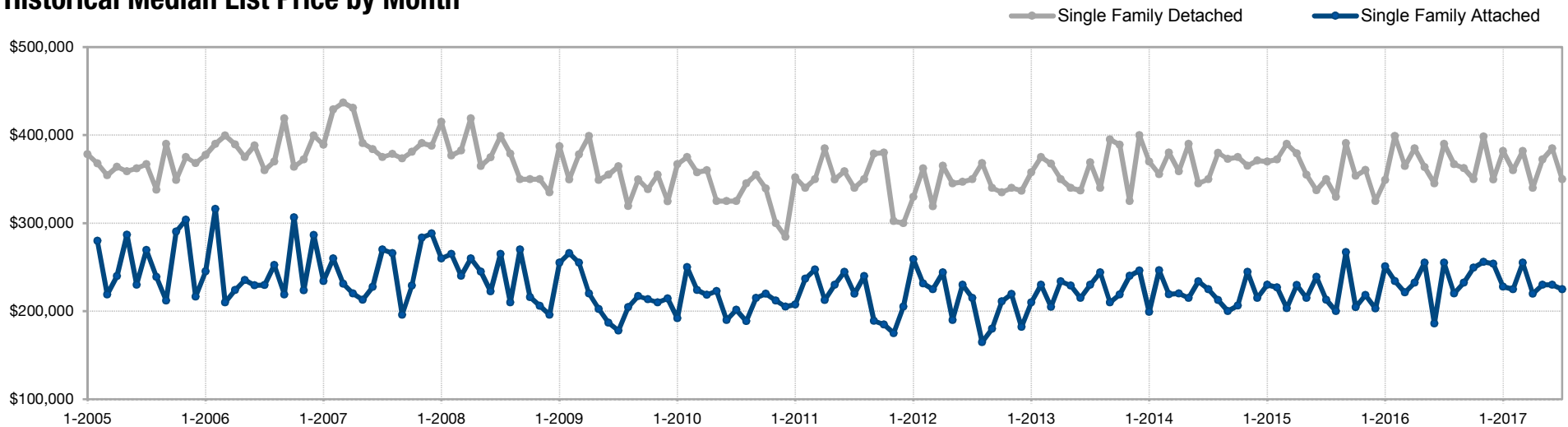
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2016	\$367,000	+11.2%	\$219,950	+10.0%
Sep-2016	\$362,500	-7.2%	\$232,400	-13.0%
Oct-2016	\$350,000	-1.0%	\$249,500	+22.0%
Nov-2016	\$398,273	+10.5%	\$256,073	+17.2%
Dec-2016	\$349,670	+7.6%	\$253,900	+25.1%
Jan-2017	\$382,000	+9.5%	\$227,950	-9.2%
Feb-2017	\$360,015	-9.8%	\$225,000	-3.9%
Mar-2017	\$382,000	+4.7%	\$254,917	+15.3%
Apr-2017	\$339,900	-11.7%	\$219,900	-5.4%
May-2017	\$372,250	+2.3%	\$229,900	-9.8%
Jun-2017	\$384,950	+11.6%	\$230,000	+23.7%
Jul-2017	\$350,000	-10.3%	\$224,900	-11.8%
12-Month Avg*	\$365,000	0.0%	\$236,958	+3.1%

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

Historical Median List Price by Month

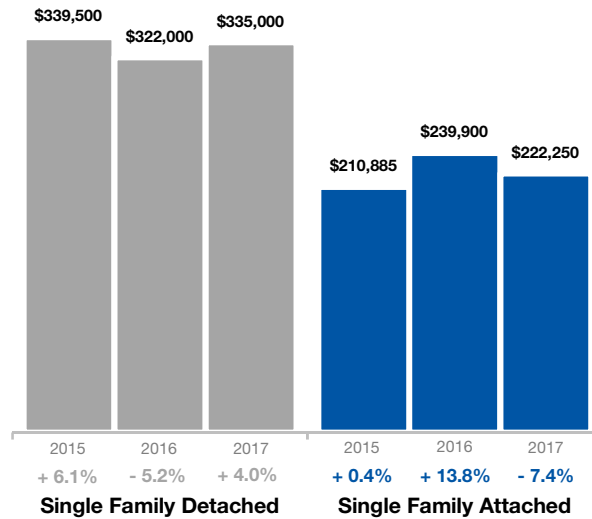


Median Sales Price

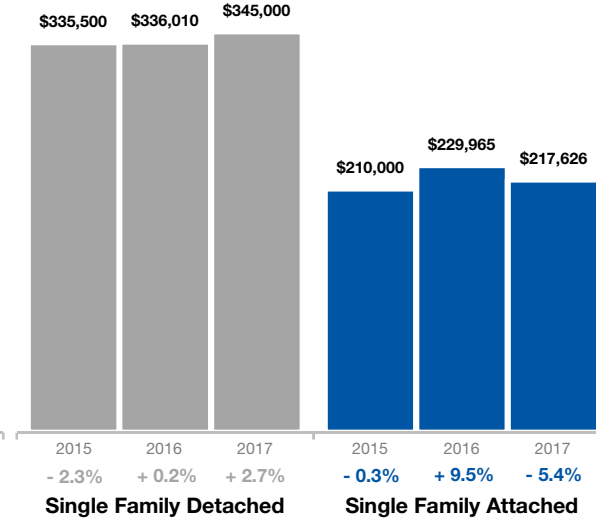
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



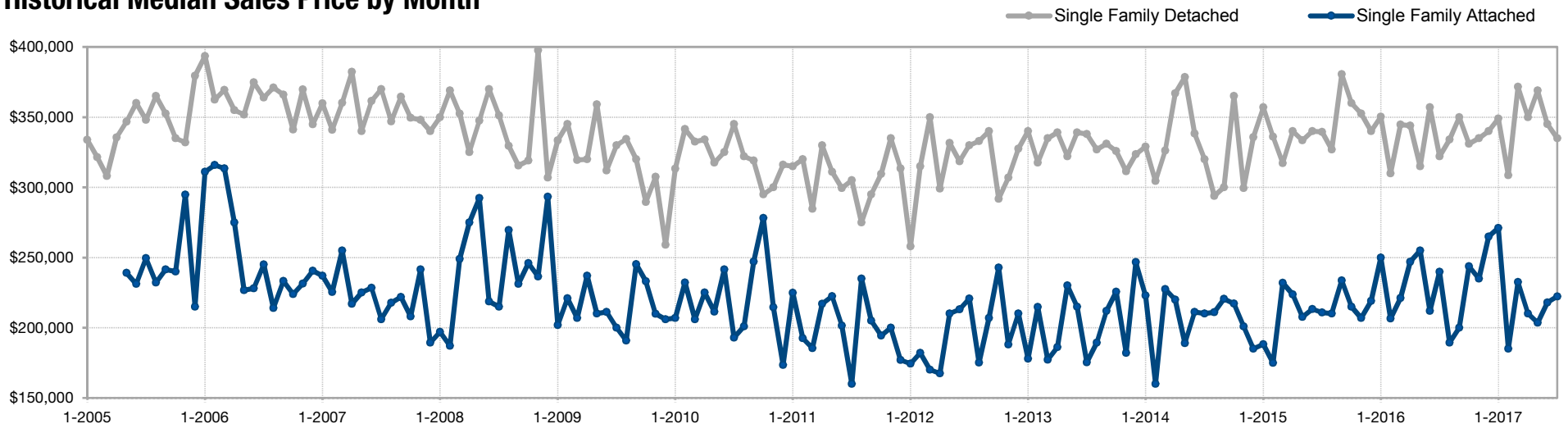
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2016	\$334,000	+2.1%	\$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	\$371,570	+7.8%	\$232,458	+5.1%
Apr-2017	\$350,000	+1.7%	\$210,000	-15.0%
May-2017	\$369,000	+17.1%	\$203,500	-20.2%
Jun-2017	\$345,000	-3.4%	\$218,000	+2.9%
Jul-2017	\$335,000	+4.0%	\$222,250	-7.4%
12-Month Avg*	\$343,000	-0.2%	\$219,900	-3.8%

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

Historical Median Sales Price by Month

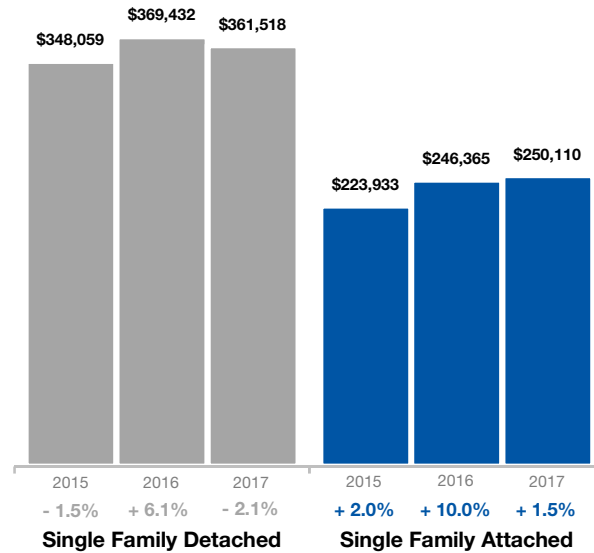


Average Sales Price

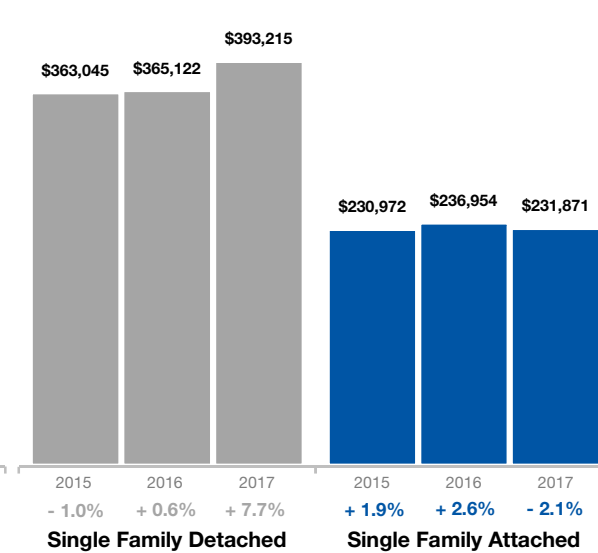
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



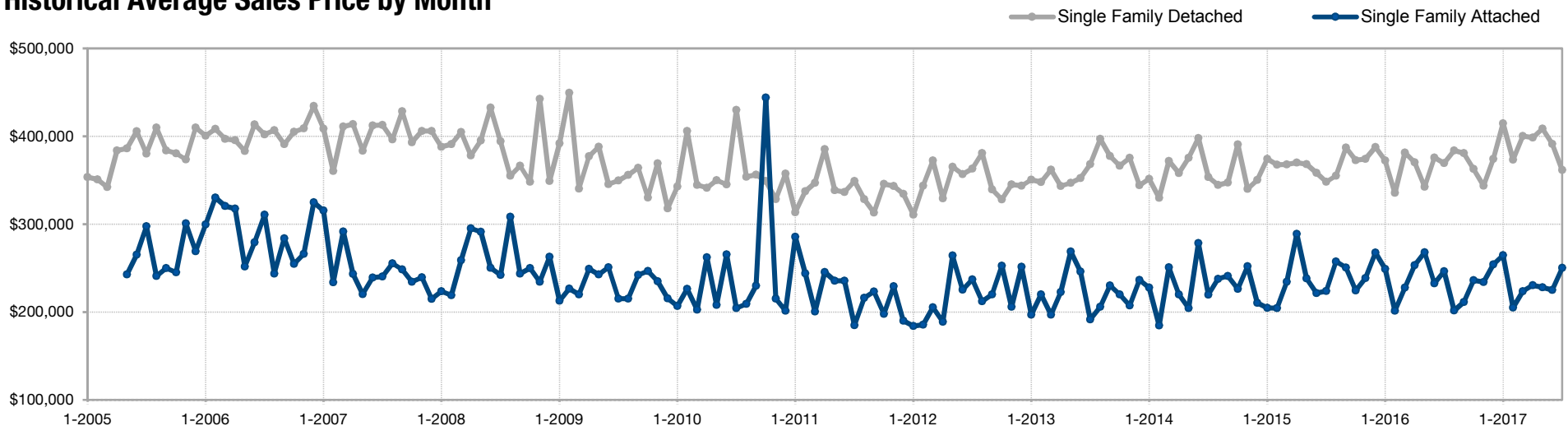
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2016	\$383,912	+8.1%	\$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	\$400,287	+4.9%	\$223,694	-1.7%
Apr-2017	\$398,538	+7.6%	\$230,436	-9.0%
May-2017	\$408,613	+19.3%	\$228,028	-14.9%
Jun-2017	\$391,239	+4.1%	\$225,137	-3.2%
Jul-2017	\$361,518	-2.1%	\$250,110	+1.5%
12-Month Avg*	\$384,435	+4.0%	\$229,497	-4.7%

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

Historical Average Sales Price by Month

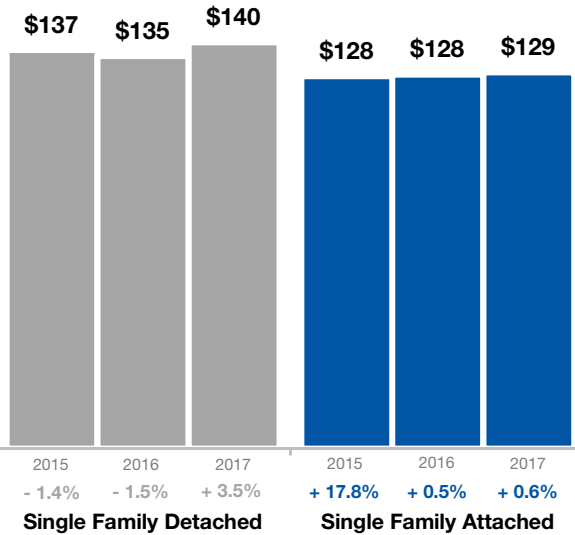


Median Price Per Square Foot

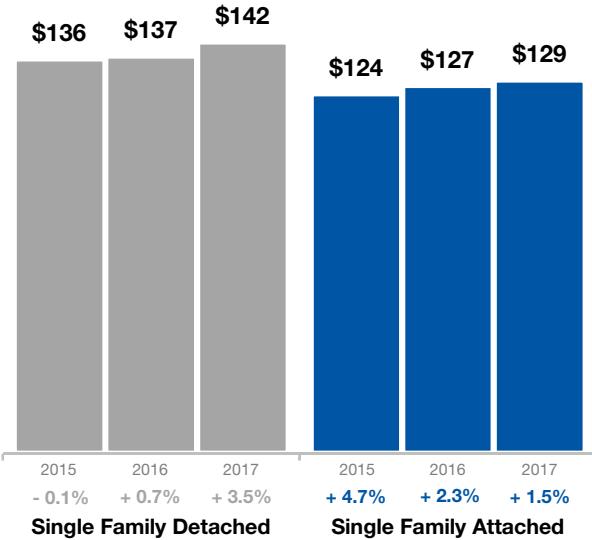
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



July



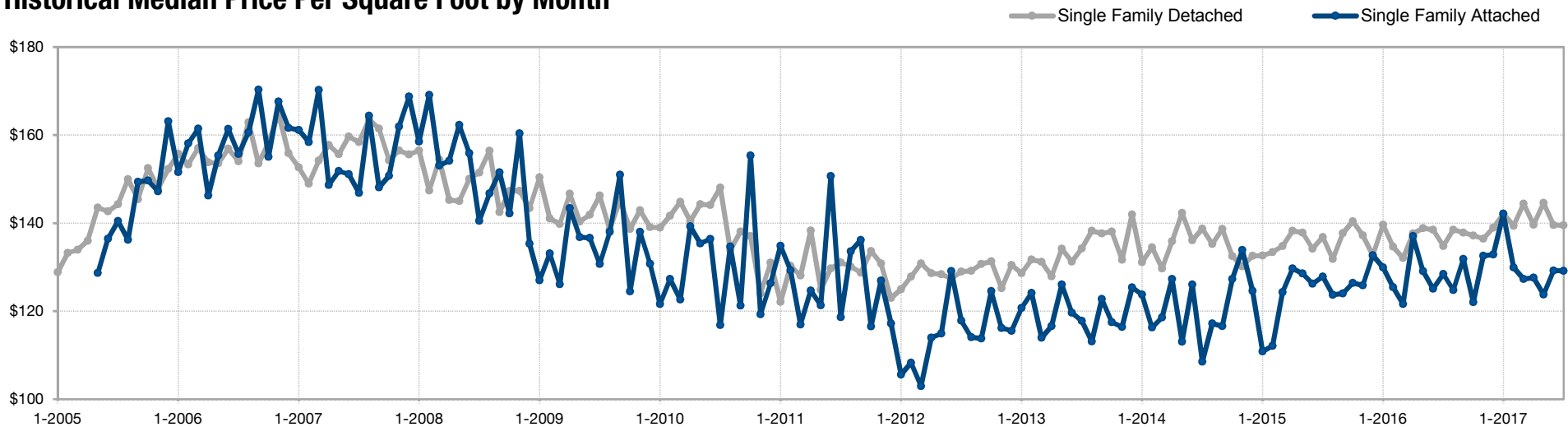
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2016	\$138	+5.0%	\$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	\$144	+9.3%	\$127	+4.6%
Apr-2017	\$140	+1.4%	\$128	-6.9%
May-2017	\$145	+4.2%	\$124	-4.1%
Jun-2017	\$140	+0.8%	\$129	+3.3%
Jul-2017	\$140	+3.5%	\$129	+0.6%
12-Month Avg*	\$140	+2.6%	\$128	+1.4%

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

Historical Median Price Per Square Foot by Month



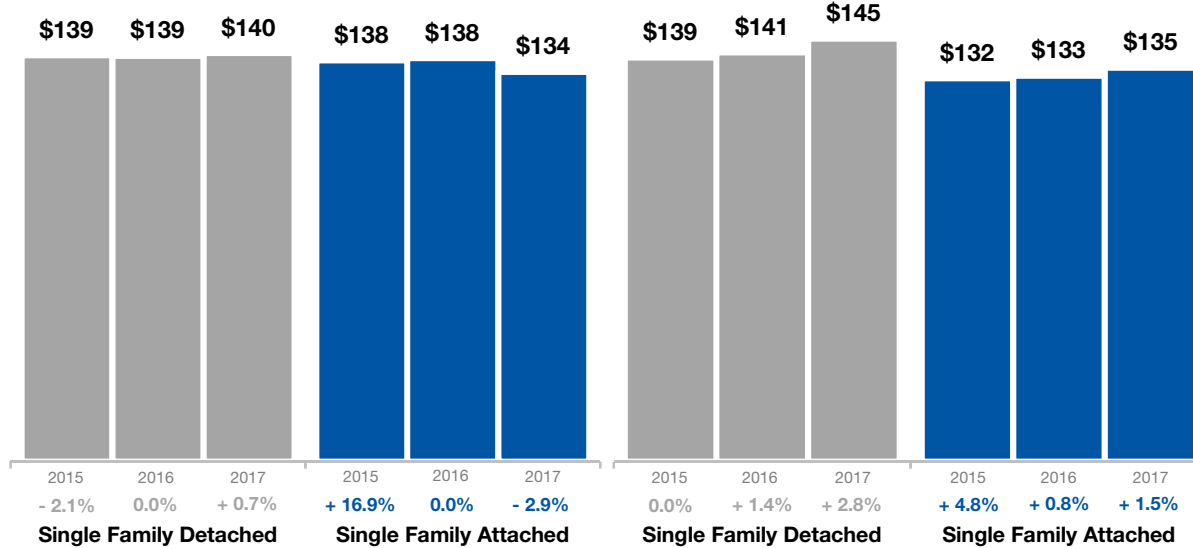
Average Price Per Square Foot

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



July

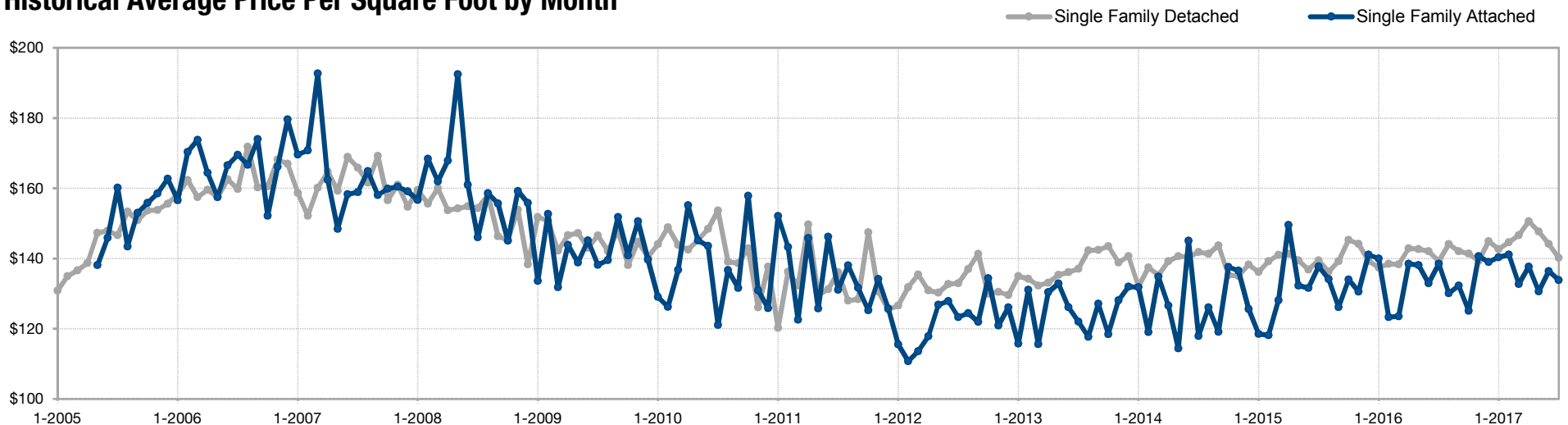
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Apr-2017	\$151	+5.6%	\$138	0.0%
May-2017	\$148	+3.5%	\$131	-5.1%
Jun-2017	\$144	+1.4%	\$136	+2.3%
Jul-2017	\$140	+0.7%	\$134	-2.9%
12-Month Avg*	\$144	+2.7%	\$134	+1.2%

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

Historical Average Price Per Square Foot by Month

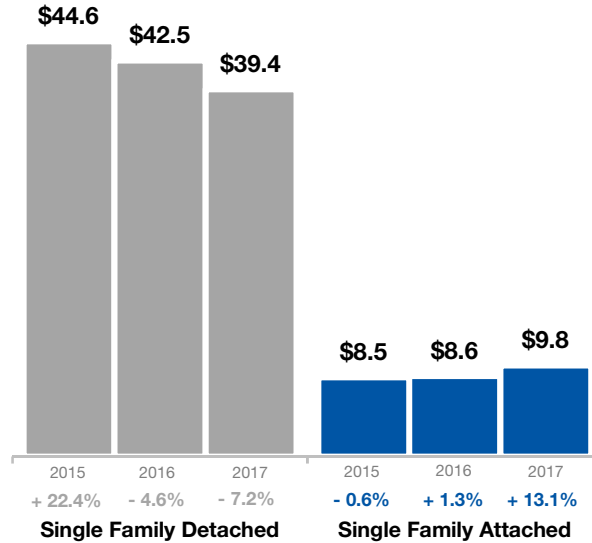


Dollar Volume of Closed Sales (in millions)

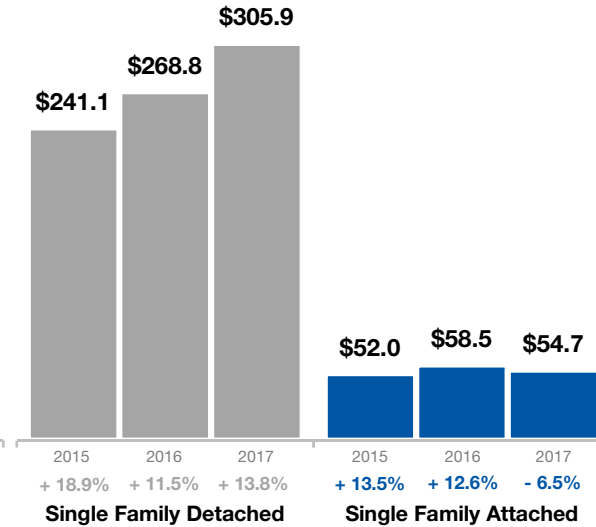
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



July



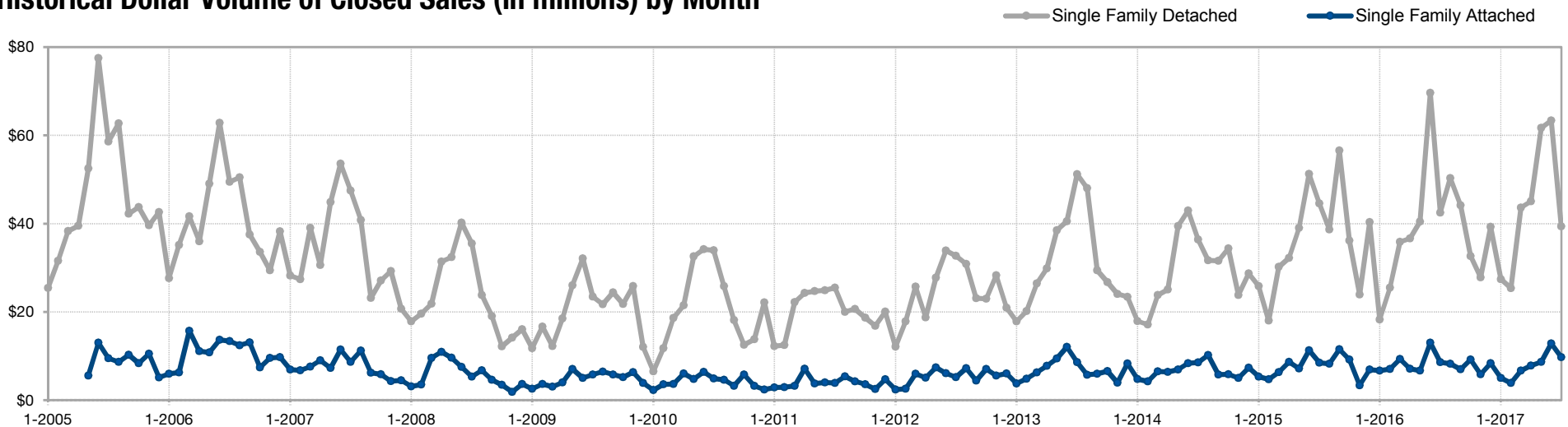
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2016	\$50.3	+30.0%	\$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	\$43.6	+21.7%	\$6.7	-28.1%
Apr-2017	\$45.0	+22.8%	\$7.8	+10.5%
May-2017	\$61.7	+52.6%	\$8.7	+29.4%
Jun-2017	\$63.4	-9.0%	\$12.8	-1.5%
Jul-2017	\$39.4	-7.2%	\$9.8	+13.1%
12-Month Avg*	\$41.7	+7.7%	\$7.8	-4.5%

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

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



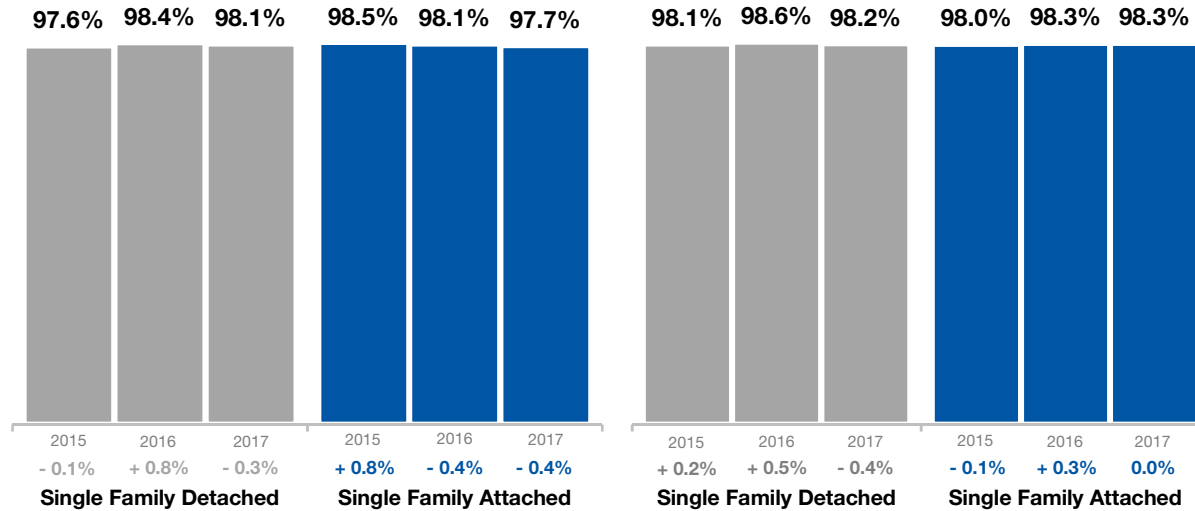
Median Percent of List Price to Sale Price



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.

July

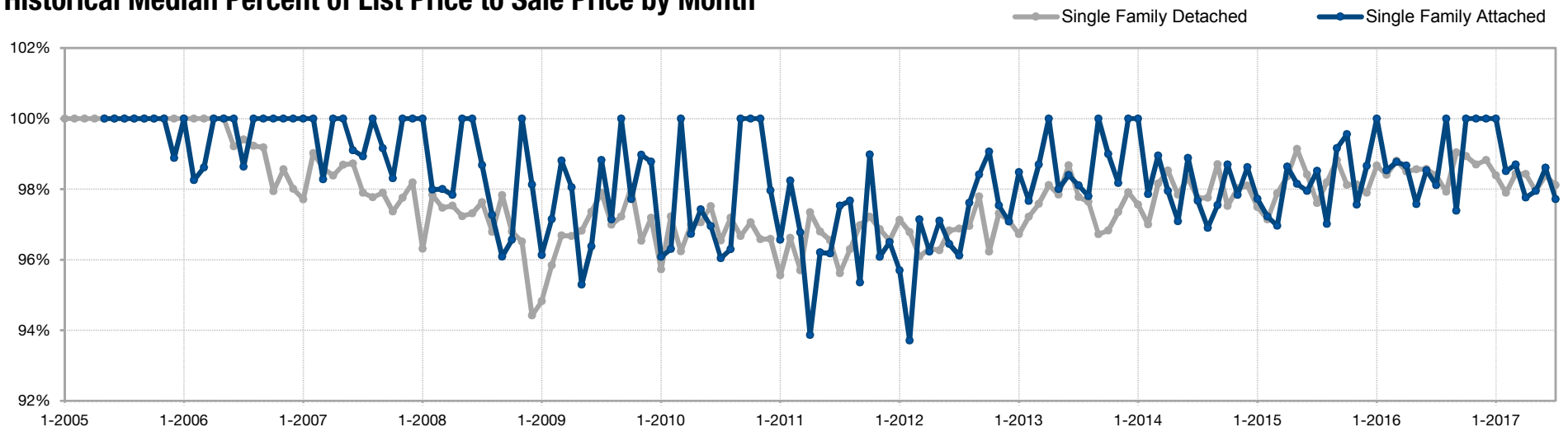
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Mar-2017	98.4%	-0.4%	98.7%	-0.1%
Apr-2017	98.4%	-0.1%	97.8%	-0.9%
May-2017	98.0%	-0.6%	97.9%	+0.3%
Jun-2017	98.4%	-0.2%	98.6%	+0.1%
Jul-2017	98.1%	-0.3%	97.7%	-0.4%
12-Month Avg*	98.3%	-0.2%	98.6%	+0.4%

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

Historical Median Percent of List Price to Sale Price by Month

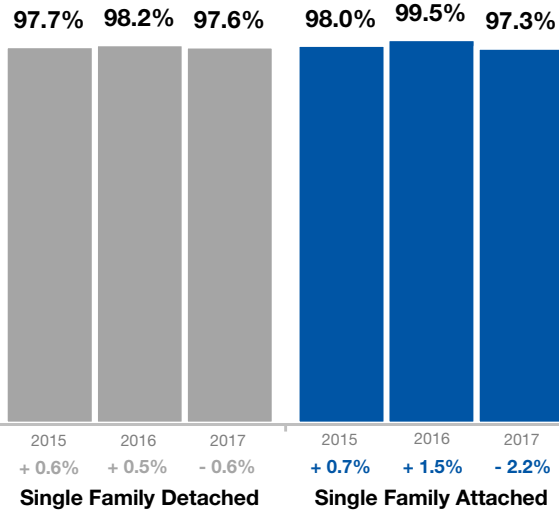


Average Percent of List Price to Sale Price

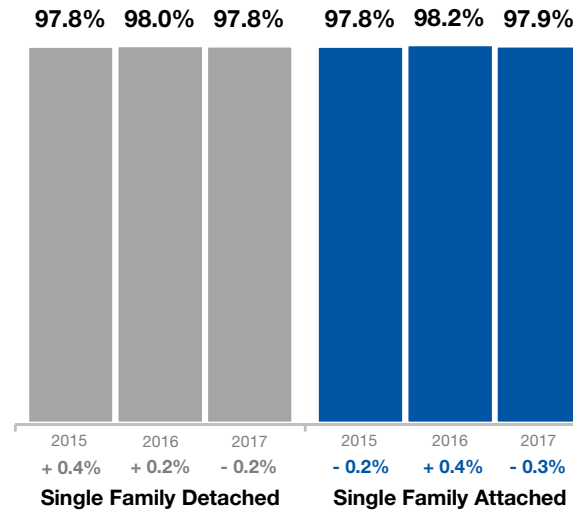


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

July



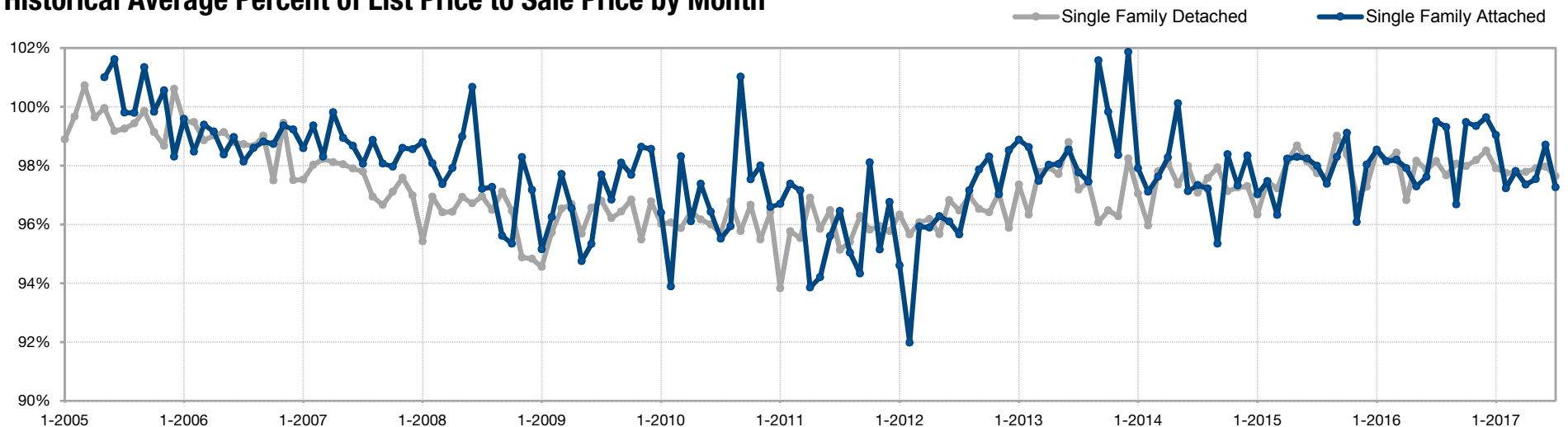
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	97.8%	-0.6%	97.8%	-0.4%
Apr-2017	97.8%	+1.0%	97.4%	-0.5%
May-2017	97.9%	-0.3%	97.5%	+0.2%
Jun-2017	98.0%	+0.1%	98.7%	+1.1%
Jul-2017	97.6%	-0.6%	97.3%	-2.2%
12-Month Avg*	97.9%	-0.1%	98.3%	+0.2%

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

Historical Average Percent of List Price to Sale Price by Month



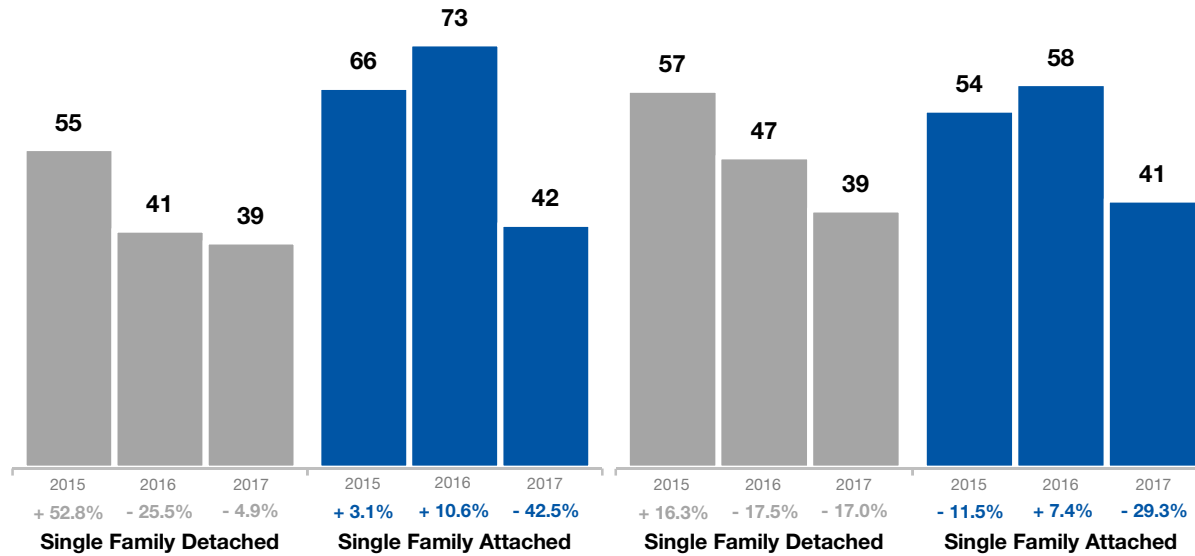
Median Days on Market Until Sale

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



July

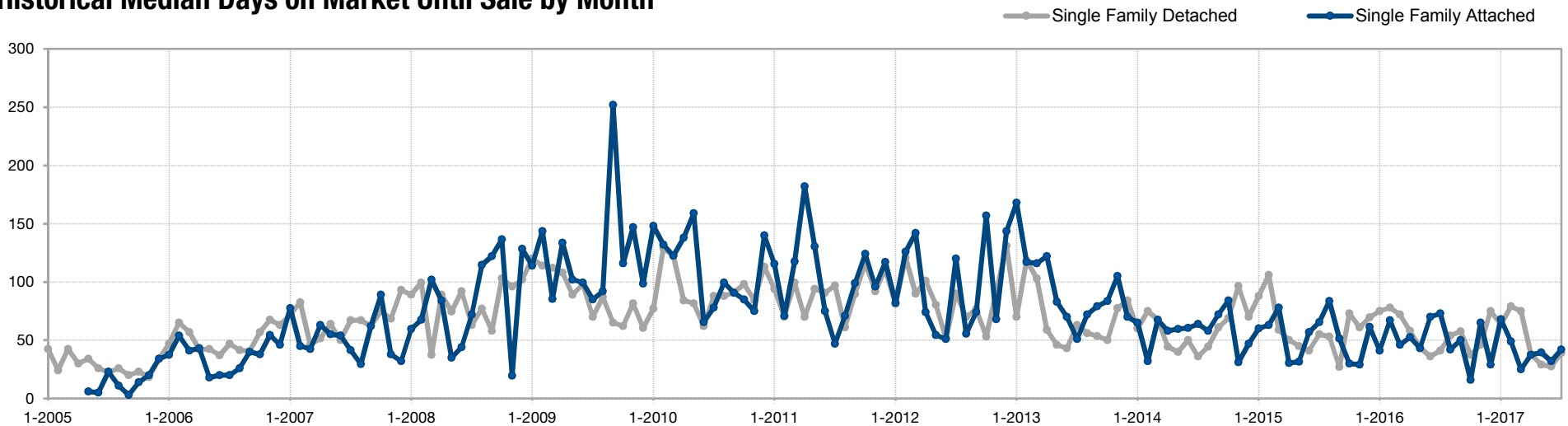
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	75	+4.2%	25	-45.7%
Apr-2017	38	-34.5%	38	-28.3%
May-2017	29	-34.1%	40	-7.0%
Jun-2017	28	-22.2%	32	-54.3%
Jul-2017	39	-4.9%	42	-42.5%
12-Month Avg*	45	-10.0%	39	-25.7%

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

Historical Median Days on Market Until Sale by Month

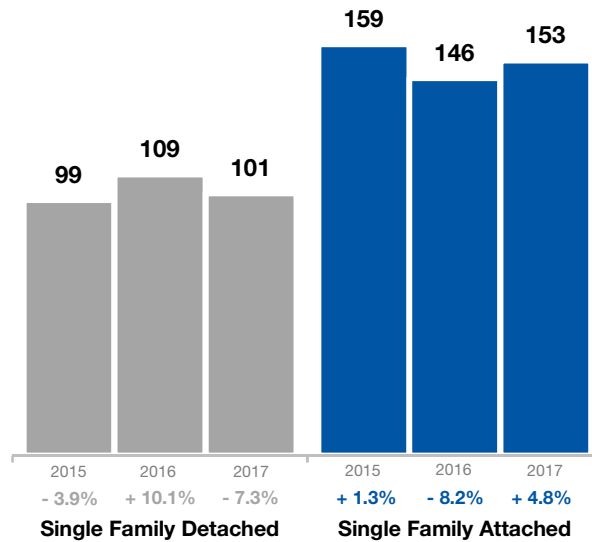


Housing Affordability Index

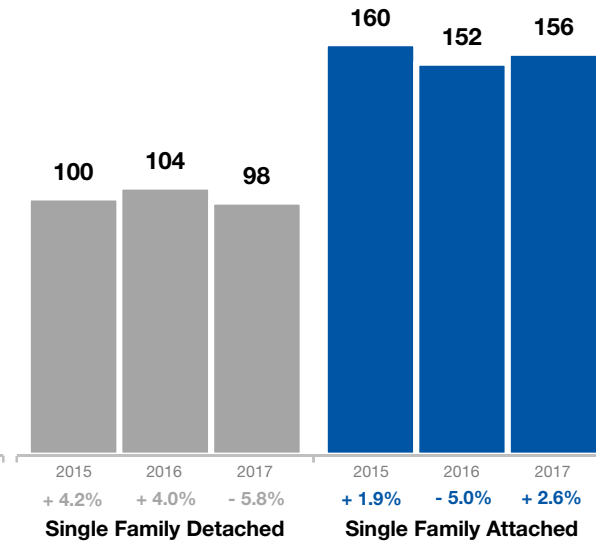


This index measures housing affordability for James City, New Kent and York Counties. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

July



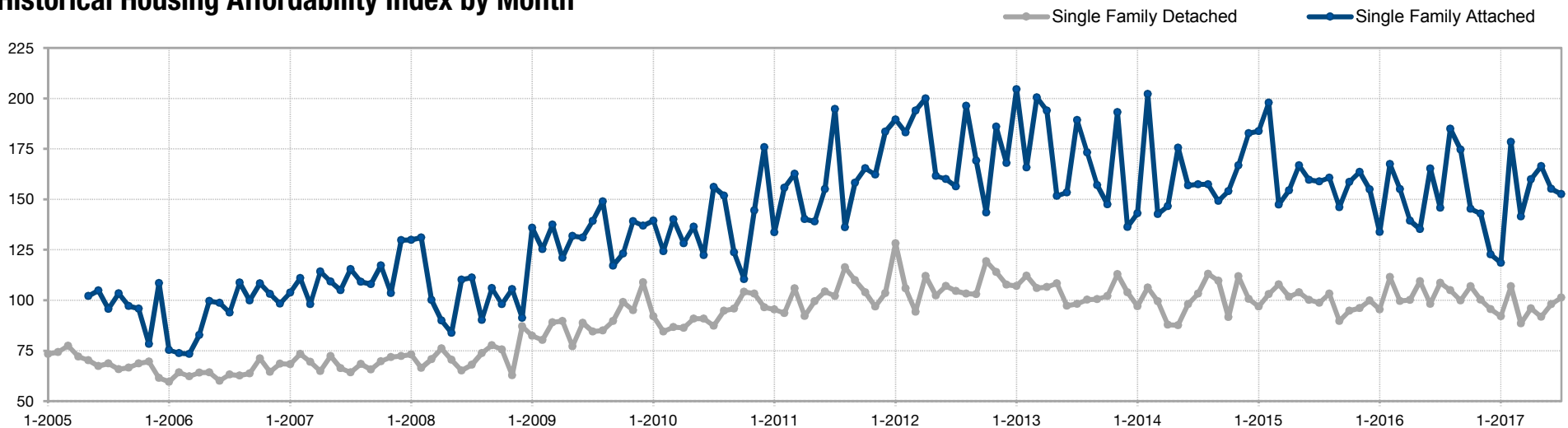
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	107	-4.5%	178	+6.6%
Mar-2017	89	-11.0%	141	-9.0%
Apr-2017	96	-4.0%	160	+15.1%
May-2017	92	-15.6%	166	+23.0%
Jun-2017	98	0.0%	155	-6.1%
Jul-2017	101	-7.3%	153	+4.8%
12-Month Avg*	98	+0.5%	101	+0.6%

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

Historical Housing Affordability Index by Month

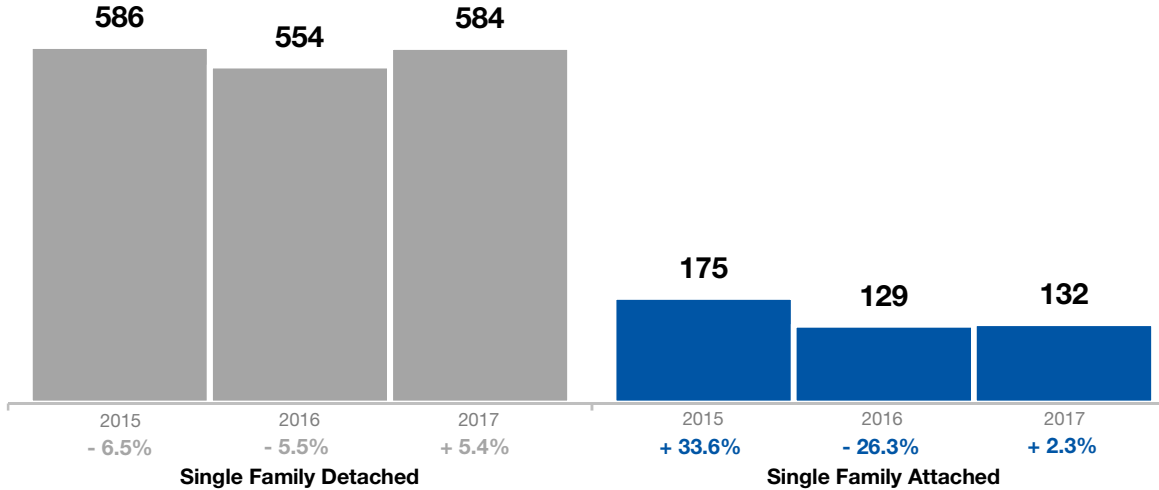


End of Month Inventory

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

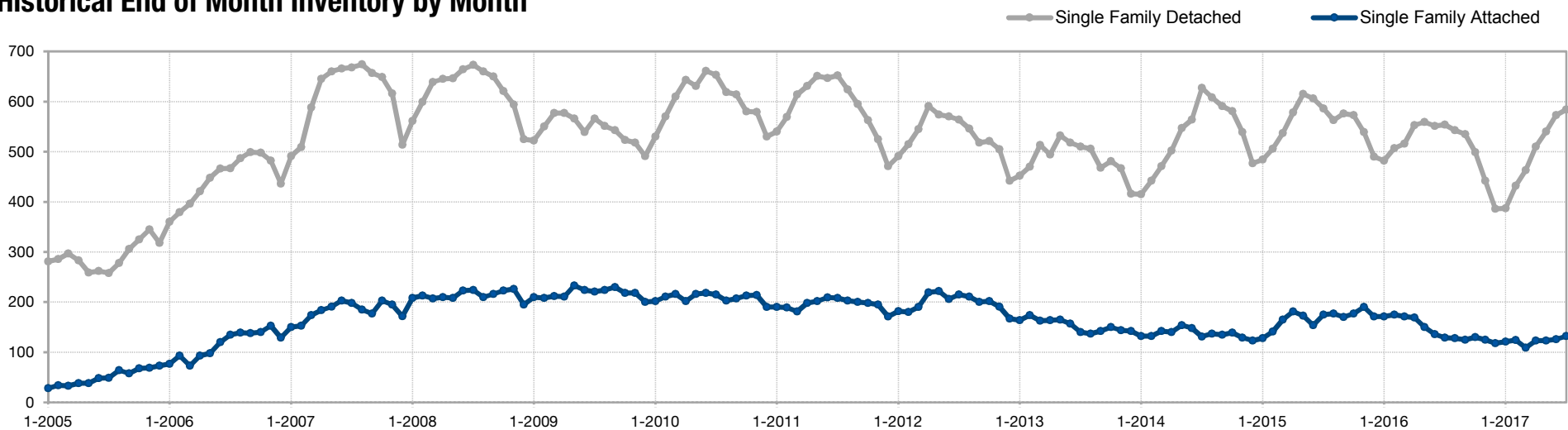


July



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2016	543	-3.6%	128	-27.7%
Sep-2016	535	-7.1%	125	-26.5%
Oct-2016	499	-12.9%	130	-26.6%
Nov-2016	442	-18.0%	125	-34.2%
Dec-2016	386	-21.2%	118	-31.0%
Jan-2017	387	-19.7%	121	-29.2%
Feb-2017	432	-14.8%	124	-29.1%
Mar-2017	463	-10.3%	109	-36.3%
Apr-2017	510	-7.8%	123	-27.2%
May-2017	540	-3.4%	123	-18.0%
Jun-2017	573	+4.0%	126	-7.4%
Jul-2017	584	+5.4%	132	+2.3%
12-Month Avg	491	-8.8%	124	-25.3%

Historical End of Month Inventory by Month

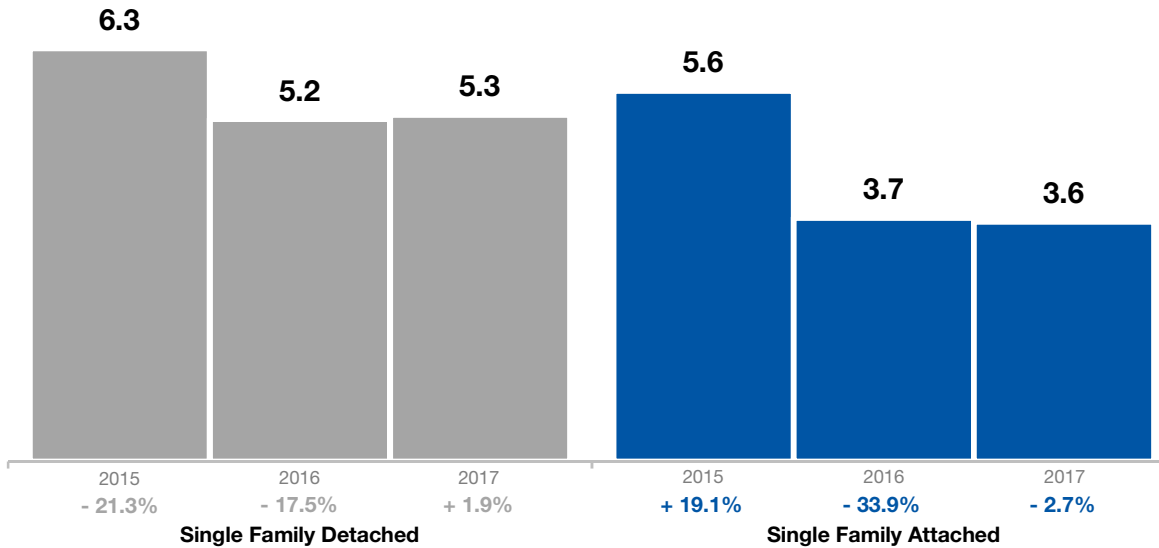


Months Supply of Inventory

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.



July



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2016	5.1	-15.0%	3.7	-33.9%
Sep-2016	5.2	-10.3%	3.7	-27.5%
Oct-2016	4.8	-17.2%	3.8	-29.6%
Nov-2016	4.2	-23.6%	3.7	-38.3%
Dec-2016	3.7	-26.0%	3.4	-37.0%
Jan-2017	3.6	-25.0%	3.6	-30.8%
Feb-2017	4.0	-20.0%	3.7	-28.8%
Mar-2017	4.2	-14.3%	3.1	-38.0%
Apr-2017	4.8	-7.7%	3.5	-30.0%
May-2017	4.9	-5.8%	3.4	-22.7%
Jun-2017	5.2	+2.0%	3.5	-12.5%
Jul-2017	5.3	+1.9%	3.6	-2.7%
12-Month Avg*	4.6	-13.1%	3.6	-28.8%

* Months Supply for all properties from August 2016 through July 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				7-2016	7-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	7-2014	7-2015	7-2016	7-2017						
New Listings					194	208	+ 7.2%	1,451	1,599	+ 10.2%
Pending Sales					138	157	+ 13.8%	1,075	1,175	+ 9.3%
Closed Sales					150	148	- 1.3%	985	1,015	+ 3.0%
Median List Price					\$356,103	\$315,000	- 11.5%	\$335,000	\$334,900	- 0.0%
Median Sales Price					\$299,500	\$304,000	+ 1.5%	\$305,000	\$320,000	+ 4.9%
Avg. Sales Price					\$340,716	\$332,160	- 2.5%	\$332,787	\$355,738	+ 6.9%
Median Price Per Sq Ft					\$134	\$133	- 0.7%	\$131	\$131	0.0%
Average Price Per Sq Ft					\$139	\$139	0.0%	\$139	\$143	+ 2.9%
\$ Volume of Closed Sales (in millions)					\$51.1	\$49.2	- 3.7%	\$327.6	\$361.1	+ 10.2%
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					98.5%	97.5%	- 1.0%	98.0%	97.8%	- 0.2%
Median Days on Market					49	41	- 16.3%	50	39	- 22.0%
Affordability Index					117	112	- 4.3%	115	106	- 7.8%
End of Month Inventory					683	717	+ 5.0%	--	--	--
Months Supply					4.8	4.9	+ 2.1%	--	--	--

Area Overview

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



	New Listings			Closed Sales			Median Sales Price			Monthly Inventory			Months Supply		
	7-2016	7-2017	+ / -	7-2016	7-2017	+ / -	7-2016	7-2017	+ / -	7-2016	7-2017	+ / -	7-2016	7-2017	+ / -
James City County	161	170	+5.6%	122	120	-1.6%	\$ 307,750	\$ 307,500	-0.1%	552	596	+8.0%	4.9	5.0	+2.0%
City of Williamsburg	18	20	+11.1%	8	14	+75.0%	\$270,000	\$397,000	+47.0%	80	67	-16.3%	6.6	5.4	-18.2%
York County	31	41	+32.3%	29	23	-20.7%	\$279,000	\$285,000	+2.2%	112	120	+7.1%	4.7	4.6	-2.1%
New Kent County	16	20	+25.0%	10	7	-30.0%	\$290,250	\$244,000	-15.9%	51	61	+19.6%	5.7	10.3	+80.7%
Charles City County	0	3	--	2	1	-50.0%	\$409,475	\$875,000	+113.7%	7	7	0.0%	3.9	5.7	+46.2%
Newport News	15	23	+53.3%	23	16	-30.4%	\$214,700	\$200,250	-6.7%	48	55	+14.6%	3.5	3.8	+8.6%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	2	3	+50.0%	1	1	0.0%	\$210,000	\$195,000	-7.1%	10	11	+10.0%	7.3	6.3	-13.7%
Gloucester	11	13	+18.2%	10	6	-40.0%	\$253,750	\$211,000	-16.8%	63	73	+15.9%	9.0	9.7	+7.8%
Richmond	1	0	-100.0%	1	0	-100.0%	\$256,036	\$0	-100.0%	9	0	-100.0%	5.8	0.0	-100.0%
23185	92	90	-2.2%	71	61	-14.1%	\$300,000	\$325,000	+8.3%	317	304	-4.1%	5.2	5.0	-3.8%
23188	76	95	+25.0%	68	77	+13.2%	\$305,735	\$295,000	-3.5%	298	331	+11.1%	4.3	4.6	+7.0%
23168	26	23	-11.5%	11	10	-9.1%	\$279,115	\$305,000	+9.3%	68	82	+20.6%	5.9	5.7	-3.4%
23168, 23185 & 23188	194	208	+7.2%	150	148	-1.3%	\$299,500	\$304,000	+1.5%	683	717	+5.0%	4.8	4.9	+2.1%