

Monthly Indicators



March 2017

We can comfortably consider the first quarter to have been a good start for residential real estate in 2017. There was certainly plenty to worry over when the year began. Aside from new national leadership in Washington, DC, and the policy shifts that can occur during such transitions, there was also the matter of continuous low housing supply, steadily rising mortgage rates and ever-increasing home prices. Nevertheless, sales have held their own in year-over-year comparisons and should improve during the busiest months of the real estate sales cycle.

When comparing 2017 to 2016 statistics, New Listings were up 17.2 percent for single family detached homes and 18.8 percent for single family attached properties. Pending Sales increased 14.0 percent for single family detached homes and 40.9 percent for single family attached properties.

The Median Sales Price was up 8.2 percent to \$372,960 for single family detached homes and 5.1 percent to \$232,458 for single family attached properties. Months Supply of Inventory decreased 2.0 percent for single family detached units and 32.0 percent for single family attached units.

The U.S. economy has improved for several quarters in a row, which has helped wage growth and retail consumption increase in year-over-year comparisons. Couple that with an unemployment rate that has been holding steady or dropping both nationally and in many localities, and consumer confidence is on the rise. As the economy improves, home sales tend to go up. It isn't much more complex than that right now. Rising mortgage rates could slow growth eventually, but rate increases should be thought of as little more than a byproduct of a stronger economy and stronger 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

+ 8.2%	+ 5.1%	+ 4.9%
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				3-2016	3-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	3-2014	3-2015	3-2016	3-2017						
New Listings					203	238	+ 17.2%	451	566	+ 25.5%
Pending Sales					157	179	+ 14.0%	312	380	+ 21.8%
Closed Sales					94	107	+ 13.8%	219	241	+ 10.0%
Median List Price					\$365,000	\$390,000	+ 6.8%	\$366,586	\$385,000	+ 5.0%
Median Sales Price					\$344,610	\$372,960	+ 8.2%	\$335,000	\$343,000	+ 2.4%
Avg. Sales Price					\$381,543	\$403,132	+ 5.7%	\$363,554	\$397,941	+ 9.5%
Median Price Per Sq Ft					\$132	\$144	+ 9.3%	\$135	\$144	+ 6.8%
Average Price Per Sq Ft					\$138	\$147	+ 6.5%	\$138	\$145	+ 5.1%
\$ Volume of Closed Sales (in millions)					\$35.9	\$43.1	+ 20.3%	\$79.6	\$95.9	+ 20.5%
Median Pct of List Price to Sale Price					98.8%	98.4%	- 0.4%	98.7%	98.2%	- 0.5%
Avg Pct of List Price to Sale Price					98.4%	97.8%	- 0.6%	98.3%	97.8%	- 0.5%
Median Days on Market					72	75	+ 4.2%	76	73	- 3.9%
Affordability Index					100	88	- 12.0%	102	96	- 5.9%
End of Month Inventory					518	534	+ 3.1%	--	--	--
Months Supply					4.9	4.8	- 2.0%	--	--	--

Single Family Attached Market Overview

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



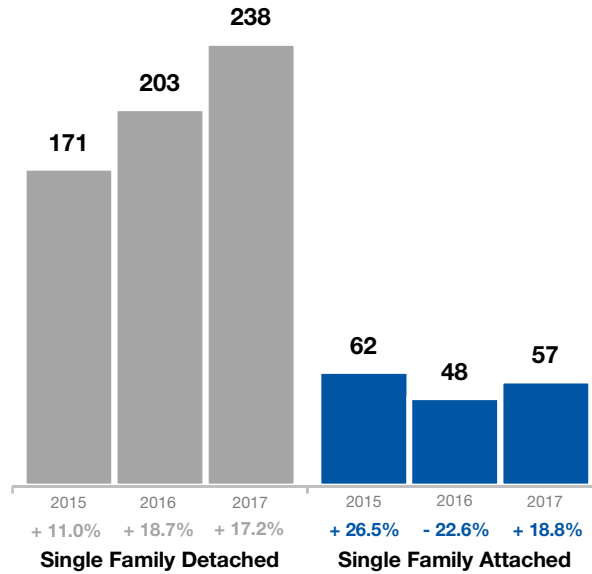
Key Metrics	Historical Sparkbars				3-2016	3-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	3-2014	3-2015	3-2016	3-2017						
New Listings					48	57	+ 18.8%	150	154	+ 2.7%
Pending Sales					44	62	+ 40.9%	119	126	+ 5.9%
Closed Sales					41	28	- 31.7%	103	66	- 35.9%
Median List Price					\$221,185	\$254,917	+ 15.3%	\$239,945	\$239,995	+ 0.0%
Median Sales Price					\$221,185	\$232,458	+ 5.1%	\$221,185	\$232,458	+ 5.1%
Avg. Sales Price					\$227,591	\$220,986	- 2.9%	\$224,235	\$228,960	+ 2.1%
Median Price Per Sq Ft					\$122	\$127	+ 4.6%	\$125	\$131	+ 4.4%
Average Price Per Sq Ft					\$124	\$132	+ 6.5%	\$128	\$137	+ 7.0%
\$ Volume of Closed Sales (in millions)					\$9.3	\$6.2	- 33.7%	\$23.1	\$15.1	- 34.6%
Median Pct of List Price to Sale Price					98.8%	98.7%	- 0.1%	98.6%	98.7%	+ 0.1%
Avg Pct of List Price to Sale Price					98.2%	97.8%	- 0.4%	98.3%	98.0%	- 0.3%
Median Days on Market					46	25	- 45.7%	51	46	- 9.8%
Affordability Index					155	141	- 9.0%	155	141	- 9.0%
End of Month Inventory					173	120	- 30.6%	--	--	--
Months Supply					5.0	3.4	- 32.0%	--	--	--

New Listings

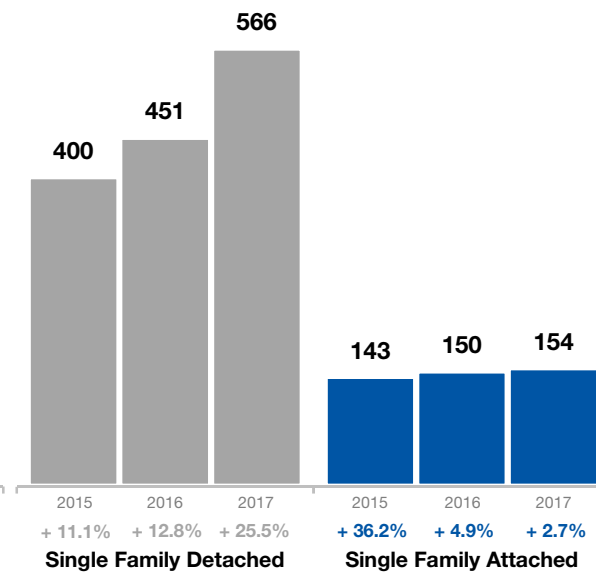
A count of the properties that have been newly listed on the market in a given month.



March

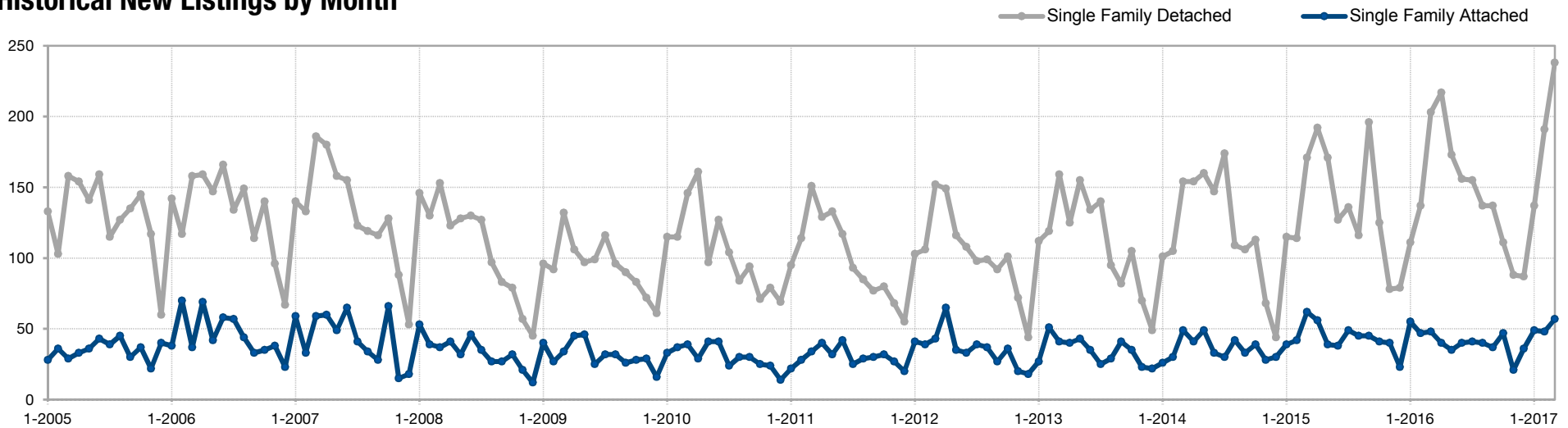


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2016	217	+13.0%	40	-28.6%
May-2016	173	+1.2%	35	-10.3%
Jun-2016	156	+22.8%	40	+5.3%
Jul-2016	155	+14.0%	41	-16.3%
Aug-2016	137	+18.1%	40	-11.1%
Sep-2016	137	-30.1%	37	-17.8%
Oct-2016	111	-11.2%	47	+14.6%
Nov-2016	88	+12.8%	21	-47.5%
Dec-2016	87	+10.1%	36	+56.5%
Jan-2017	137	+23.4%	49	-10.9%
Feb-2017	191	+39.4%	48	+2.1%
Mar-2017	238	+17.2%	57	+18.8%
12-Month Avg	152	+9.3%	41	-6.7%

Historical New Listings by Month

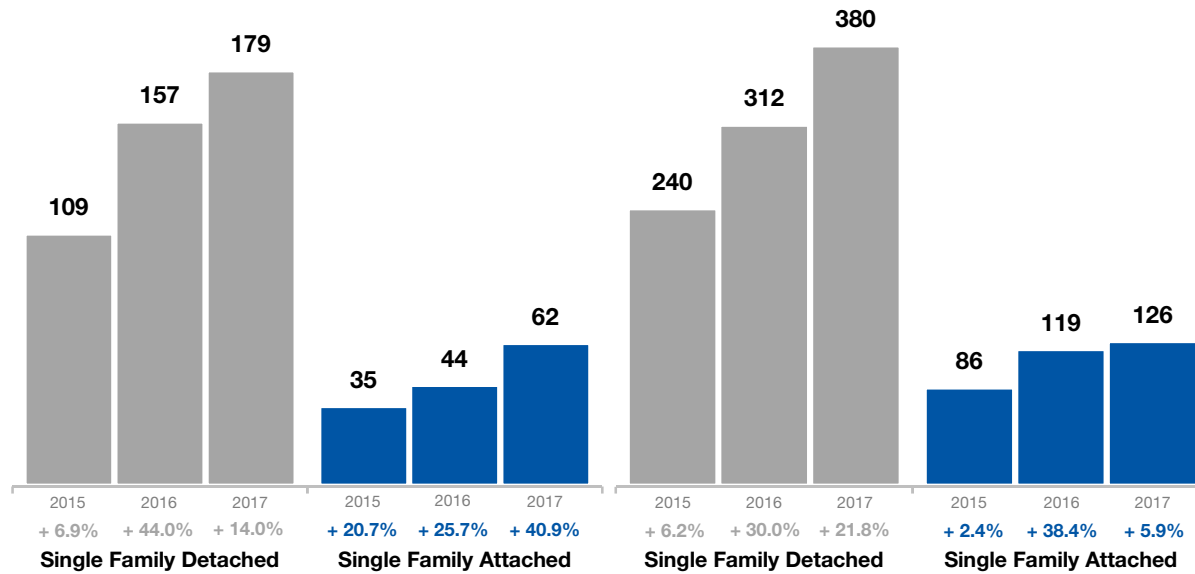


Pending Sales

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

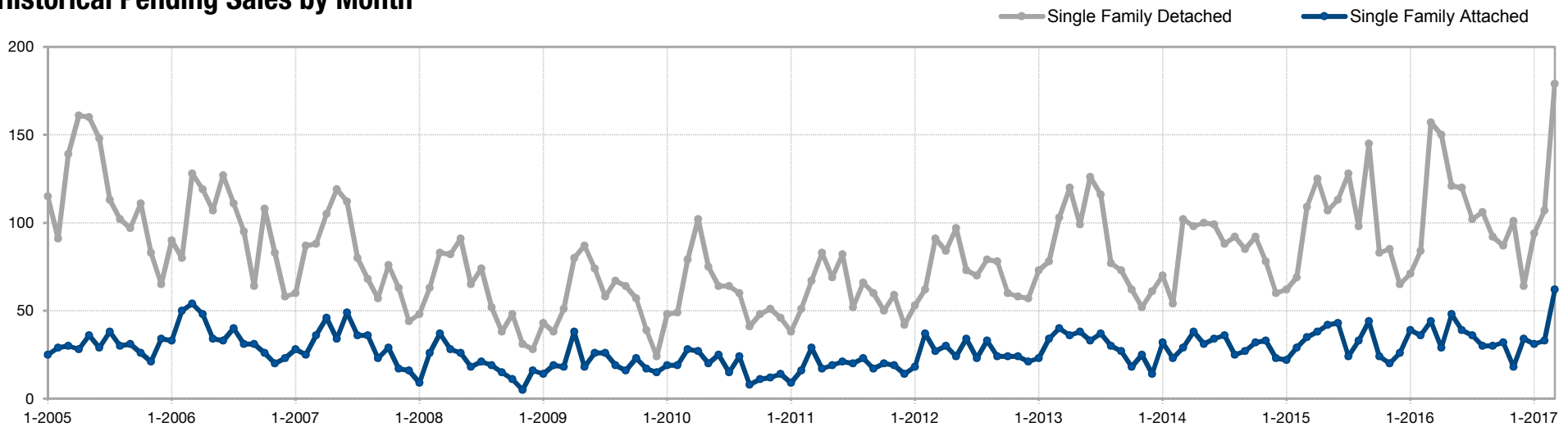


March



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	101	+18.8%	18	-10.0%
Dec-2016	64	-1.5%	34	+30.8%
Jan-2017	94	+32.4%	31	-20.5%
Feb-2017	107	+27.4%	33	-8.3%
Mar-2017	179	+14.0%	62	+40.9%
12-Month Avg	110	+4.9%	35	+2.2%

Historical Pending Sales by Month

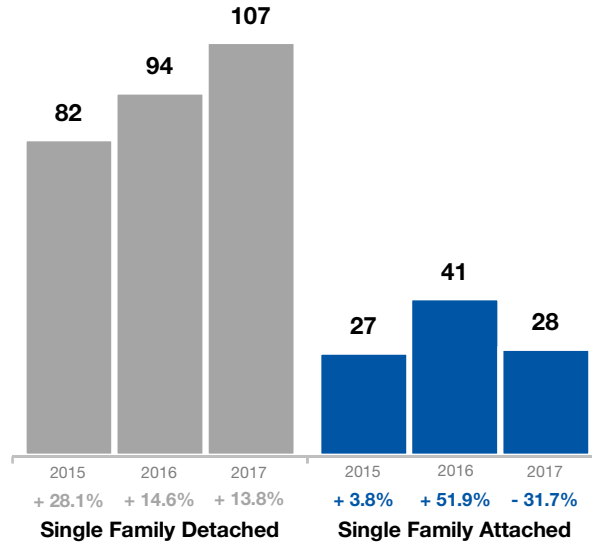


Closed Sales

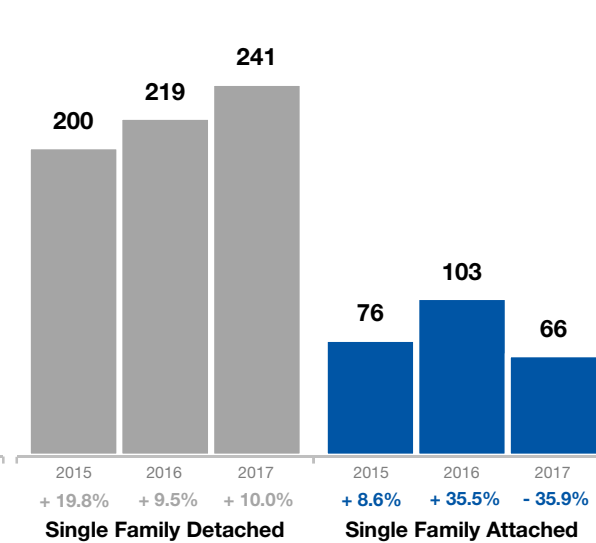
A count of the actual sales that closed in a given month.



March

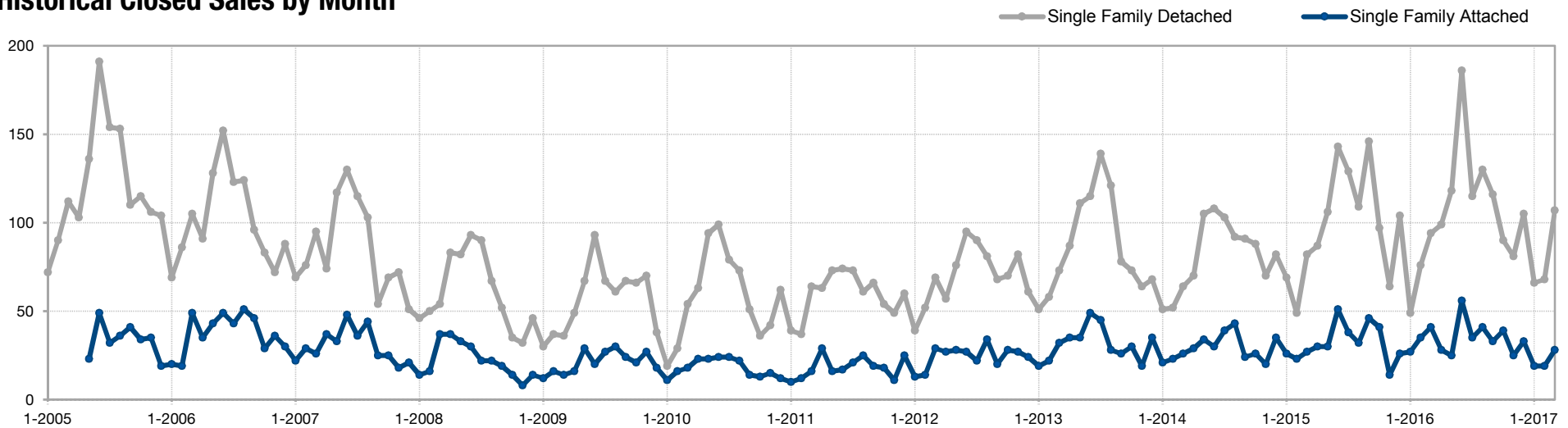


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	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	107	+13.8%	28	-31.7%
12-Month Avg	107	+6.4%	32	-7.3%

Historical Closed Sales by Month

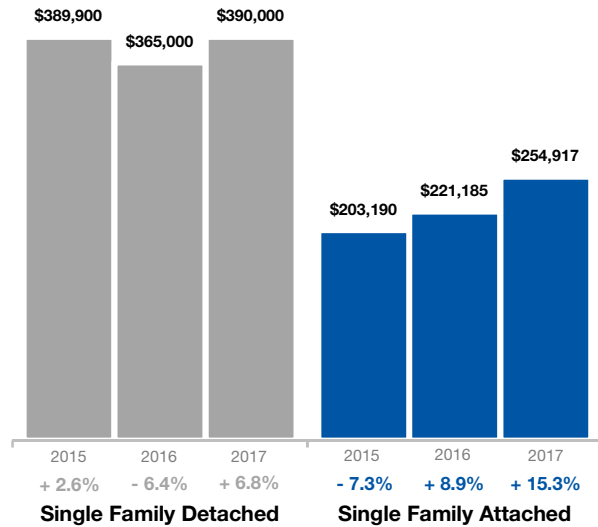


Median List Price

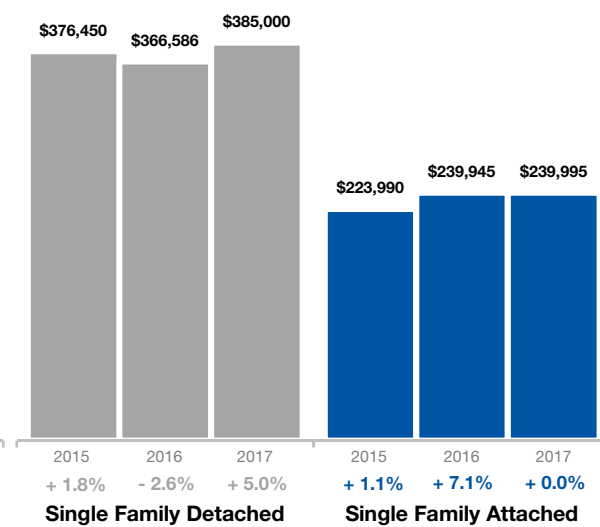
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



March



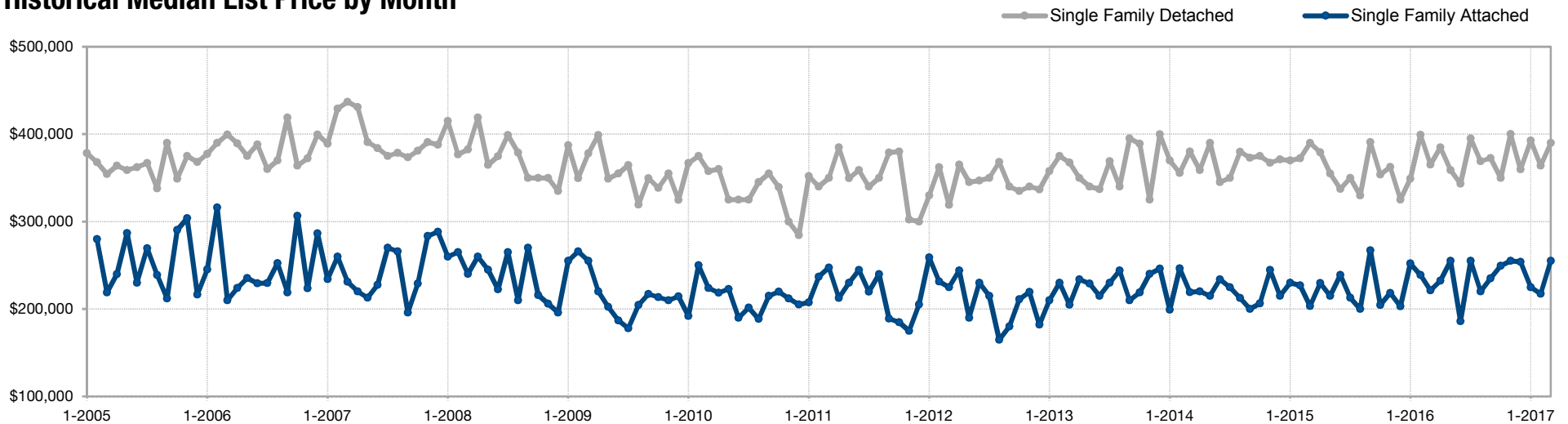
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2016	\$385,000	+1.5%	\$232,450	+1.3%
May-2016	\$359,000	+1.2%	\$255,000	+18.6%
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	\$350,000	-1.0%	\$249,500	+22.0%
Nov-2016	\$400,148	+10.4%	\$255,000	+16.8%
Dec-2016	\$359,900	+10.7%	\$253,900	+25.1%
Jan-2017	\$392,535	+12.5%	\$225,000	-10.7%
Feb-2017	\$364,000	-8.8%	\$217,500	-9.0%
Mar-2017	\$390,000	+6.8%	\$254,917	+15.3%
12-Month Avg*	\$374,900	+3.0%	\$240,000	+7.1%

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

Historical Median List Price by Month

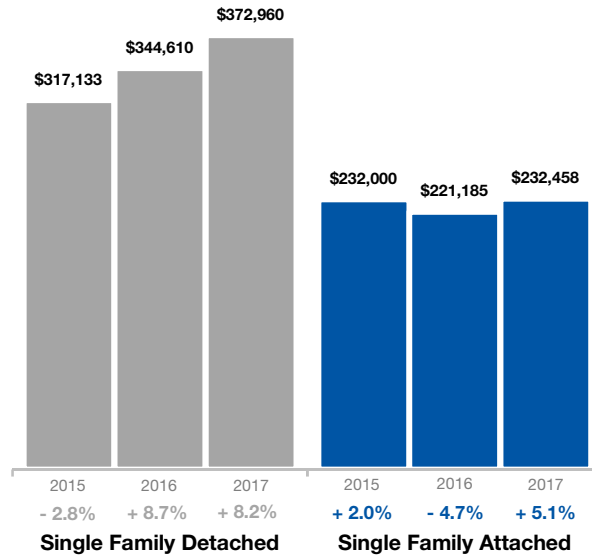


Median Sales Price

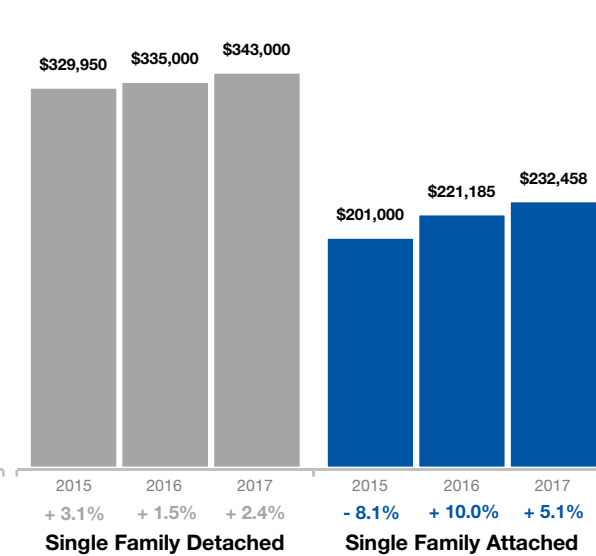
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



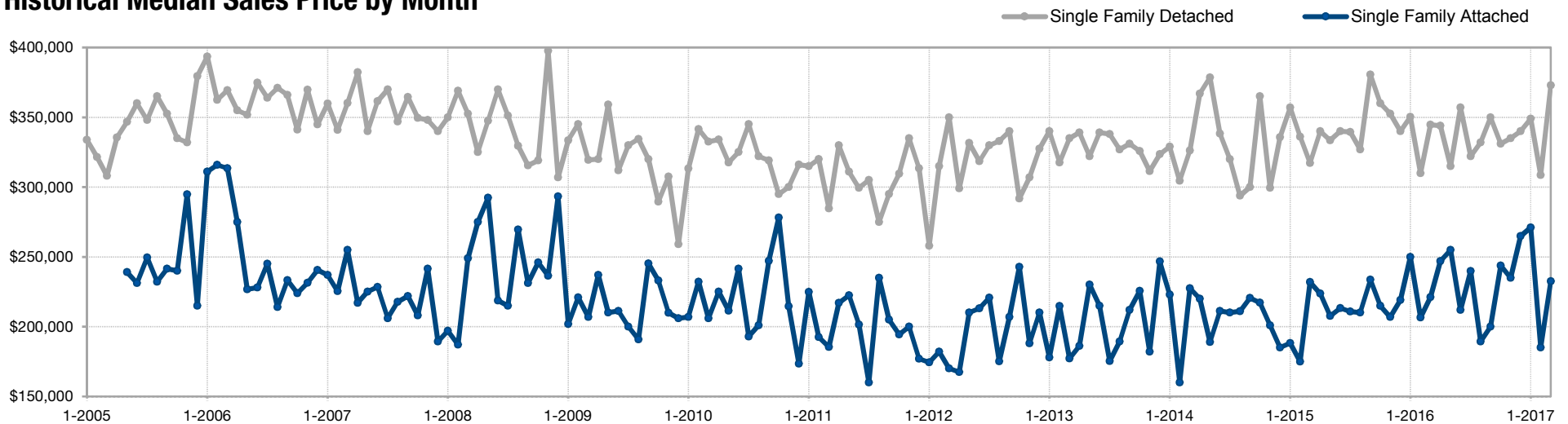
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	\$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	\$372,960	+8.2%	\$232,458	+5.1%
12-Month Avg*	\$339,750	-0.9%	\$230,000	+5.0%

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

Historical Median Sales Price by Month

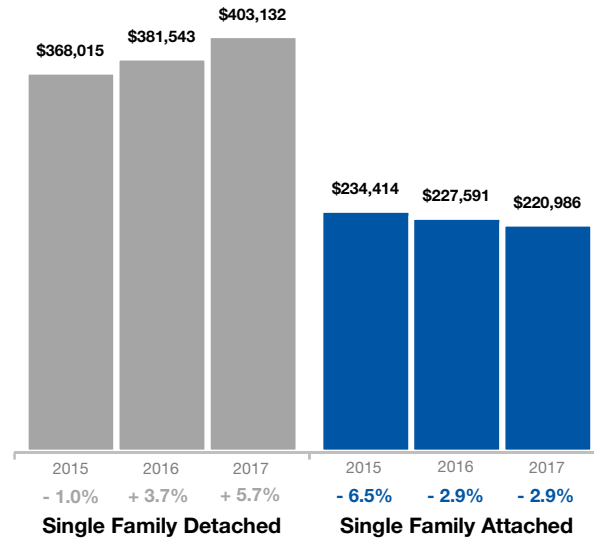


Average Sales Price

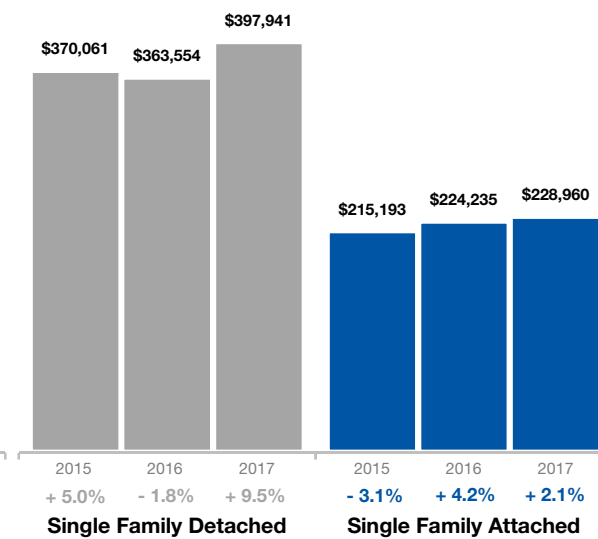
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



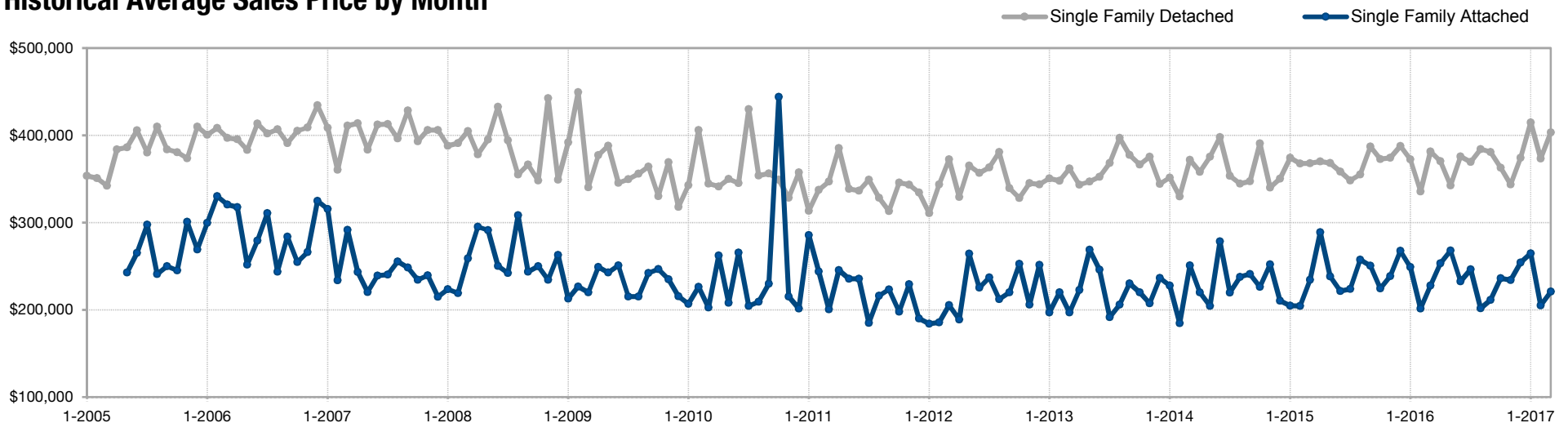
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	\$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	\$403,132	+5.7%	\$220,986	-2.9%
12-Month Avg*	\$374,137	+1.8%	\$234,190	-1.8%

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

Historical Average Sales Price by Month

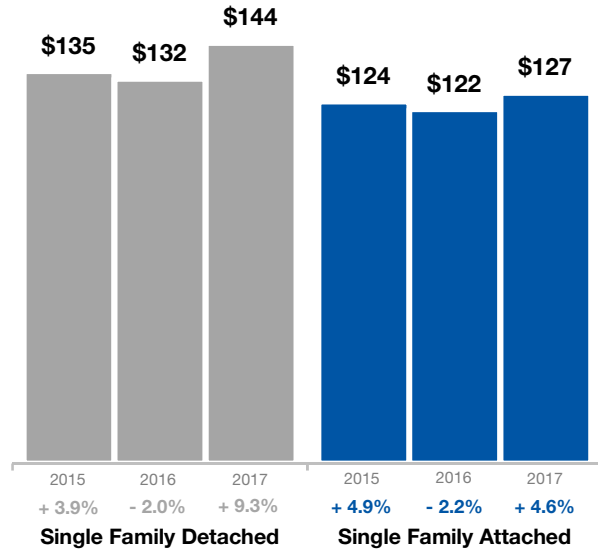


Median Price Per Square Foot

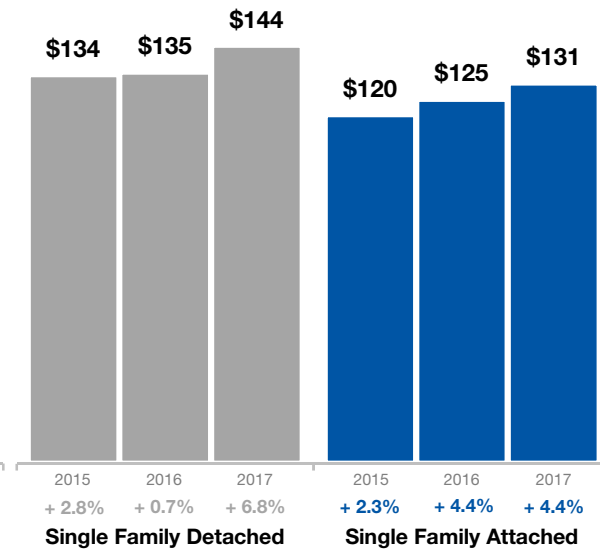
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



March



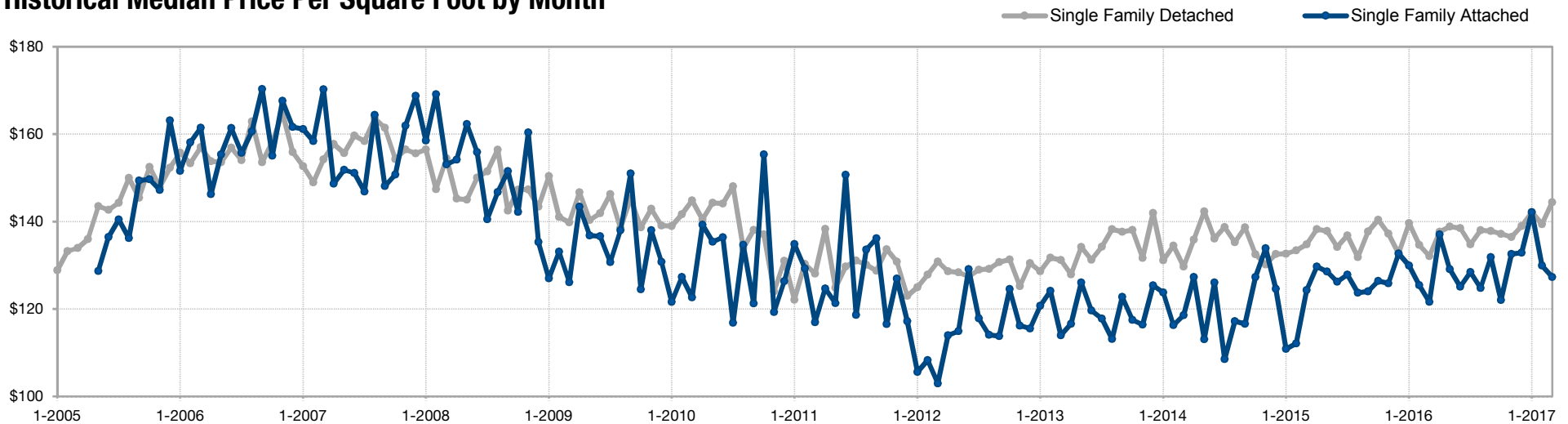
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	+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	\$144	+9.3%	\$127	+4.6%
12-Month Avg*	\$138	+1.9%	\$128	+1.2%

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

Historical Median Price Per Square Foot by Month

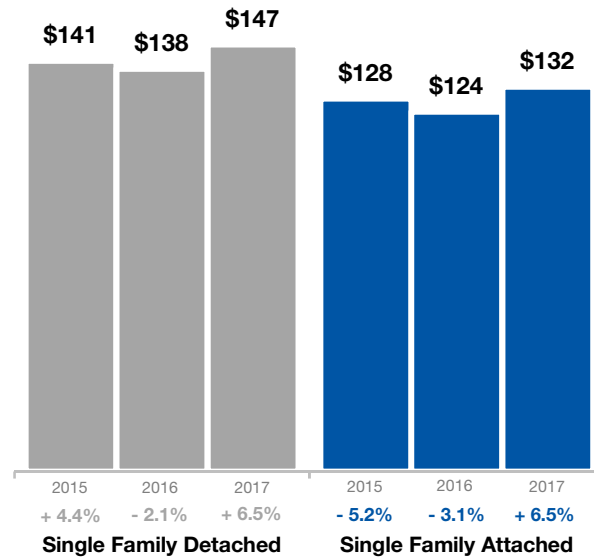


Average Price Per Square Foot

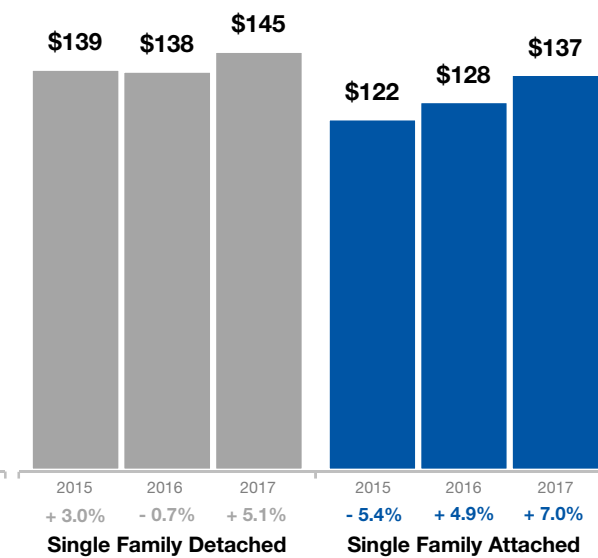
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



March



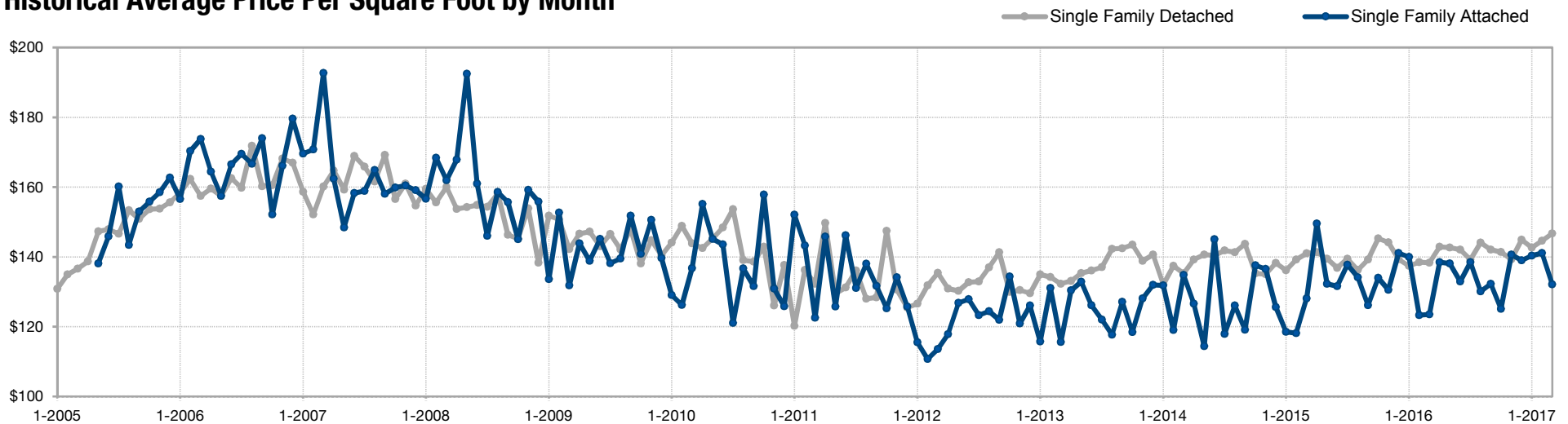
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Mar-2017	\$147	+6.5%	\$132	+6.5%
12-Month Avg*	\$143	+2.3%	\$135	+1.4%

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

Historical Average Price Per Square Foot by Month

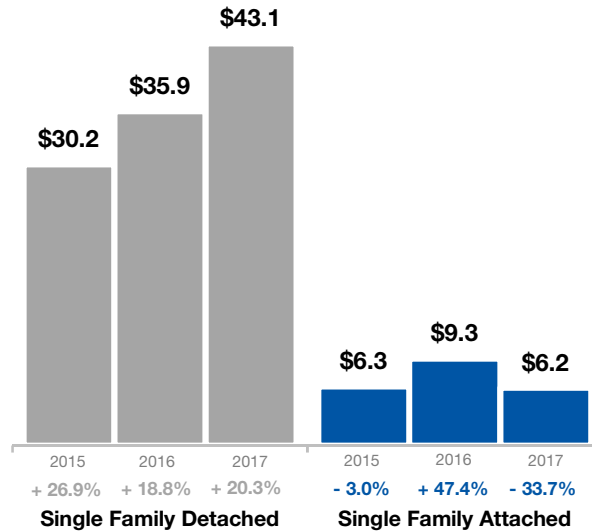


Dollar Volume of Closed Sales (in millions)

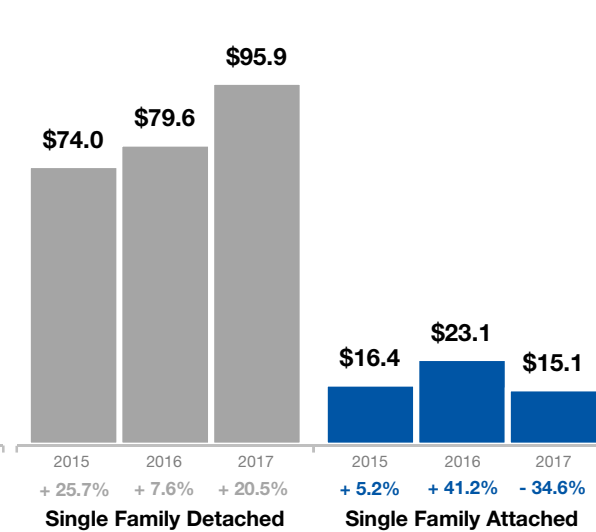
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



March



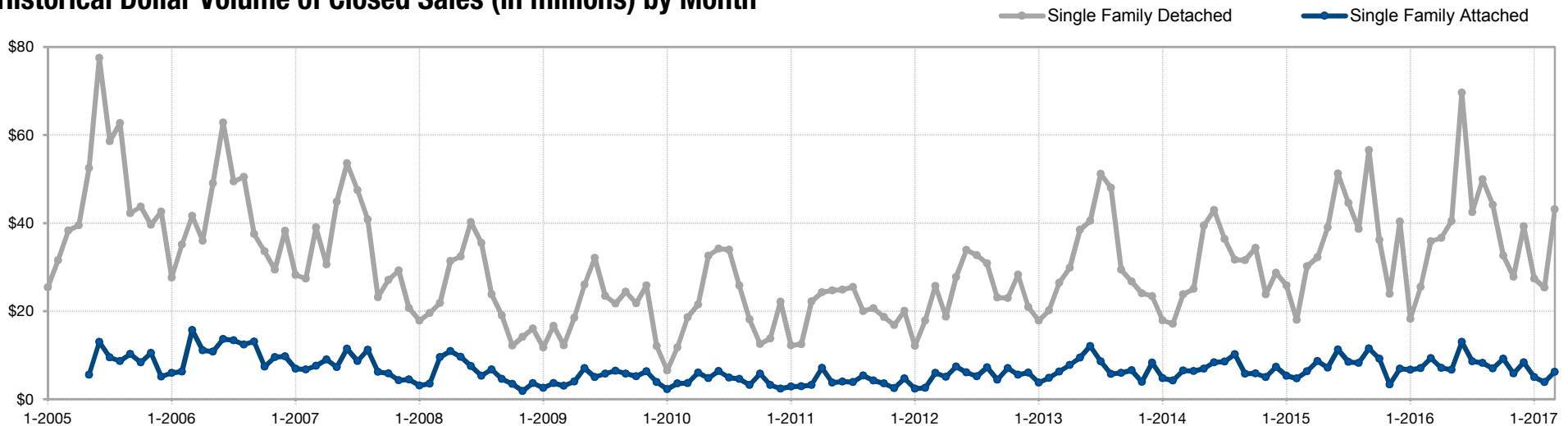
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	\$49.9	+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	\$43.1	+20.3%	\$6.2	-33.7%
12-Month Avg*	\$39.9	+8.3%	\$7.4	-8.9%

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

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



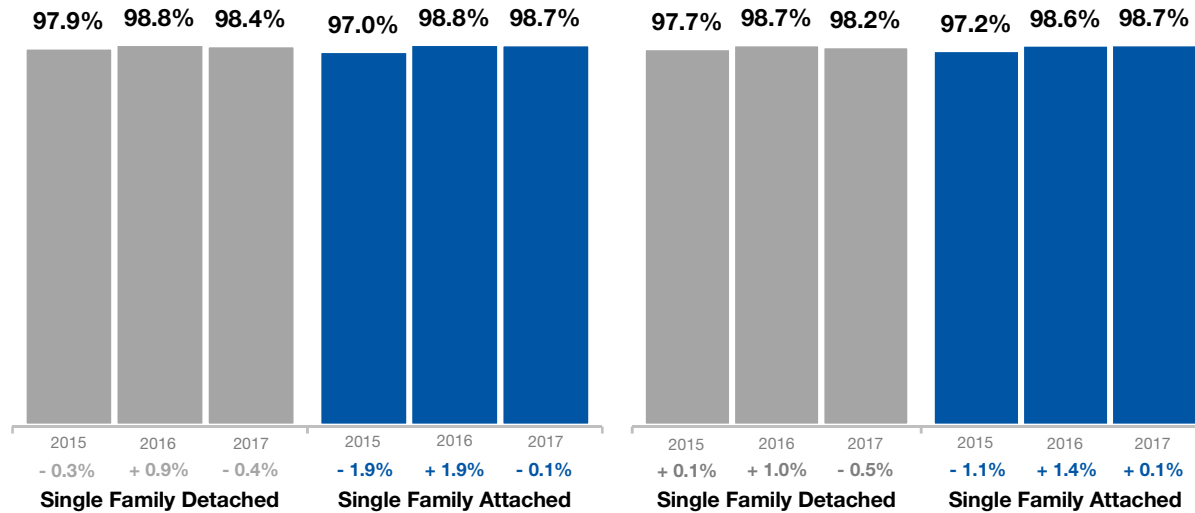
Median Percent of List Price to Sale Price



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.

March

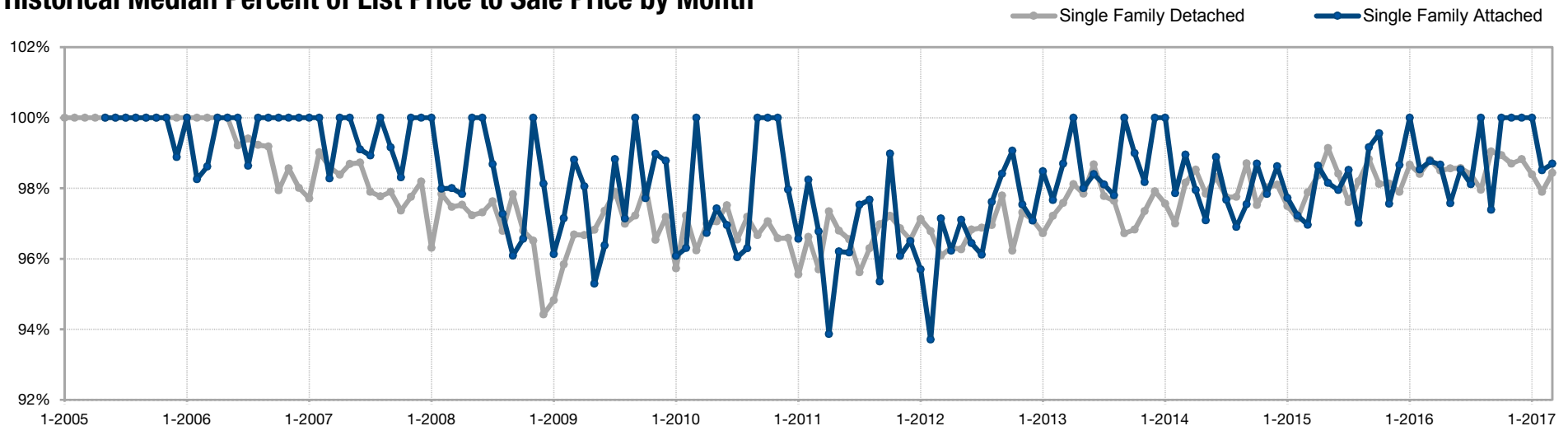
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	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%
12-Month Avg*	98.4%	+0.1%	98.7%	+0.5%

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

Historical Median Percent of List Price to Sale Price by Month

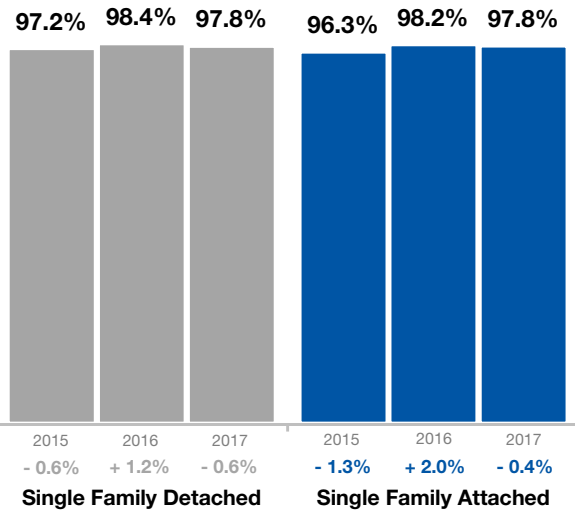


Average Percent of List Price to Sale Price

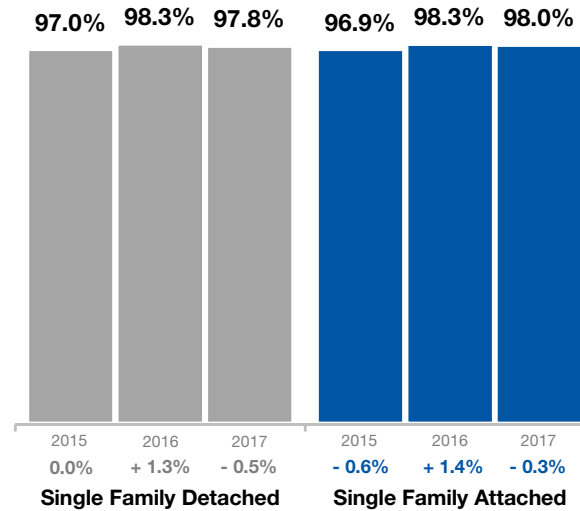


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March



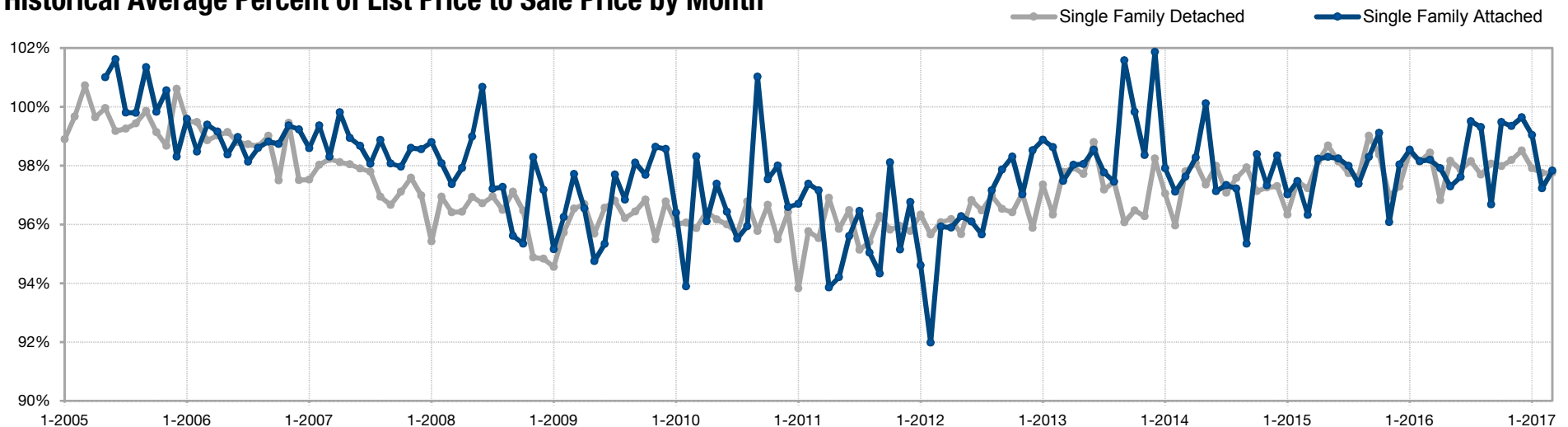
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	98.1%	-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%
12-Month Avg*	97.9%	-0.2%	98.4%	+0.3%

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

Historical Average Percent of List Price to Sale Price by Month

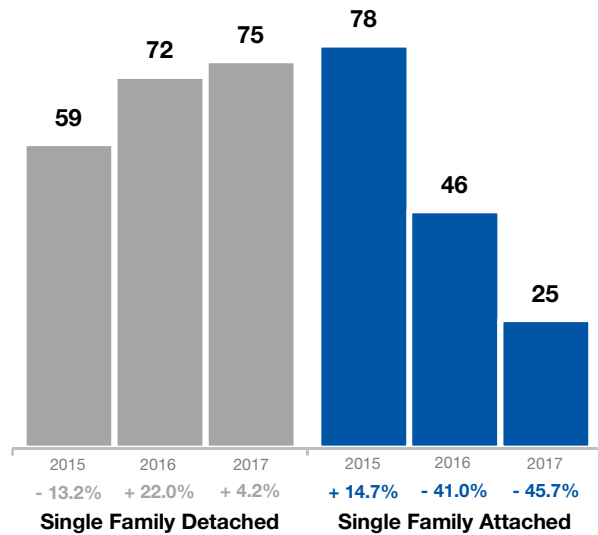


Median Days on Market Until Sale

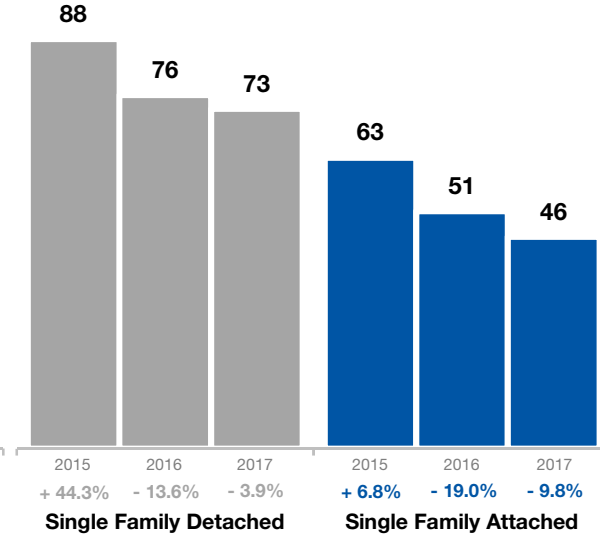
Median number of days between when a property is listed and when an offer is accepted in a given month.



March



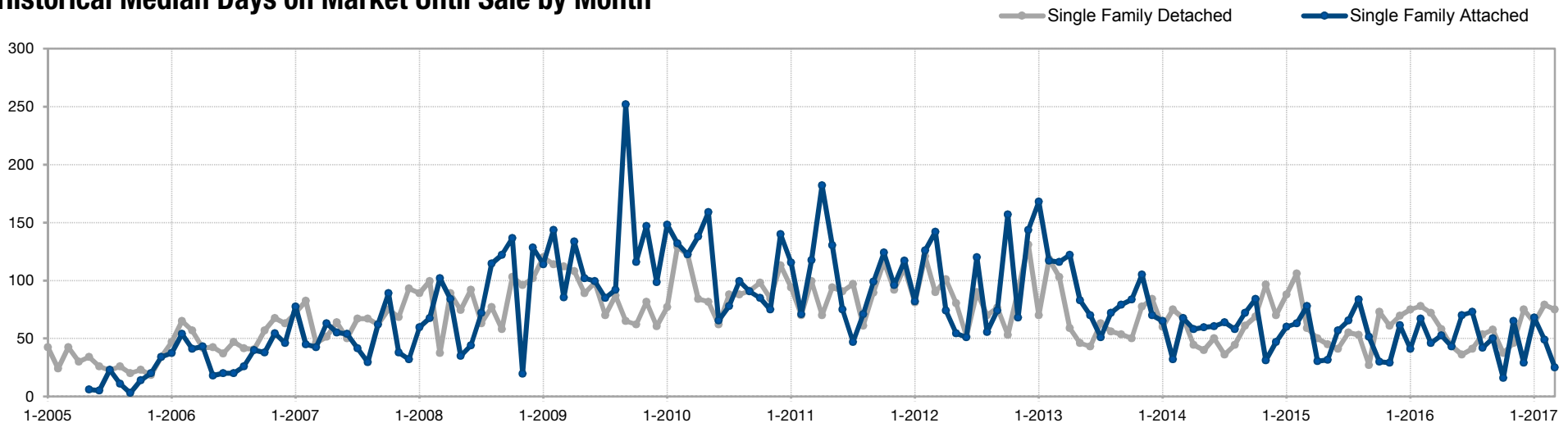
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	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%
12-Month Avg*	50	-7.4%	49	+2.1%

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

Historical Median Days on Market Until Sale by Month



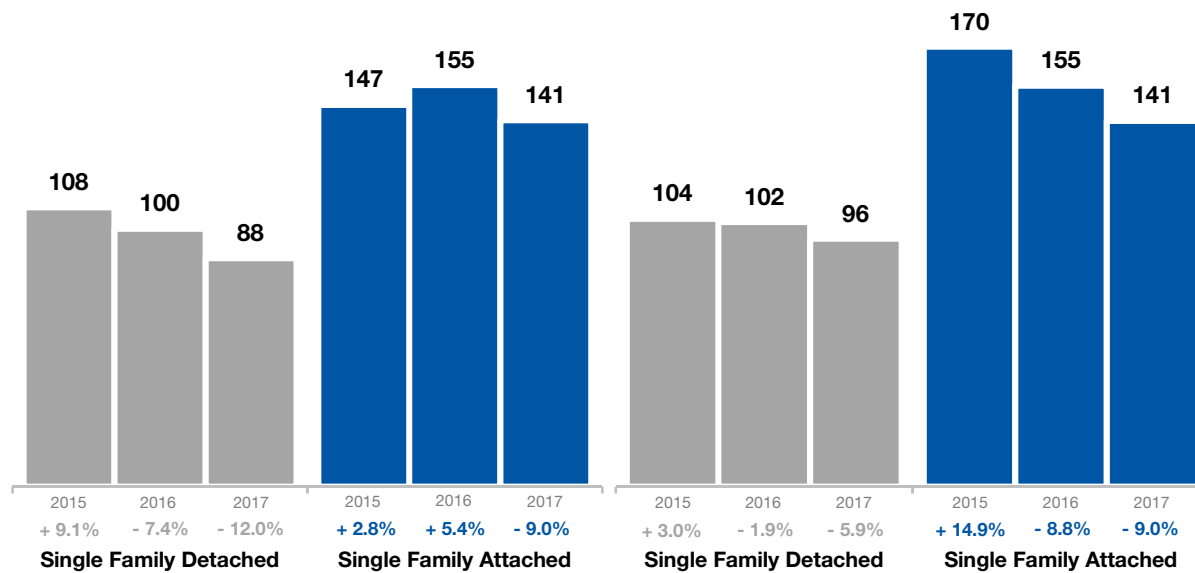
Housing Affordability Index



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.

March

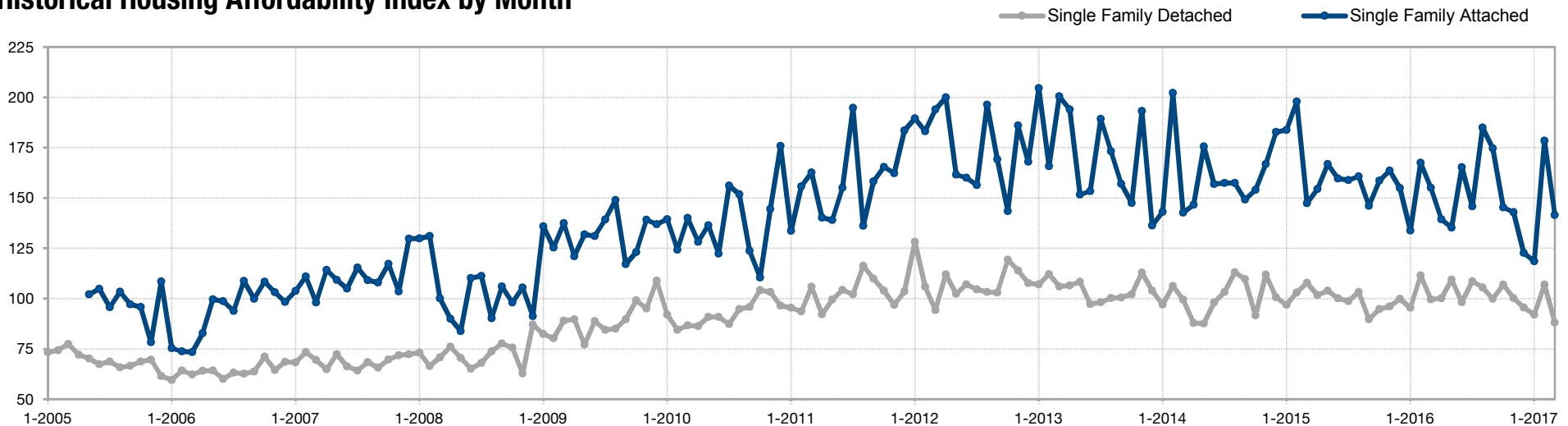
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	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%
12-Month Avg*	101	-11.6%	100	-10.0%

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

Historical Housing Affordability Index by Month

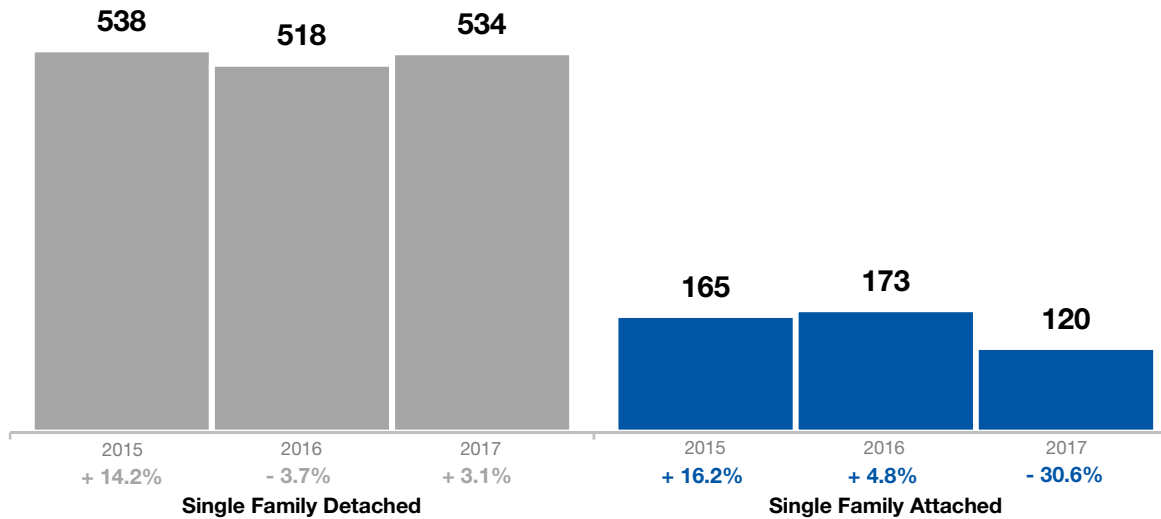


End of Month Inventory

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

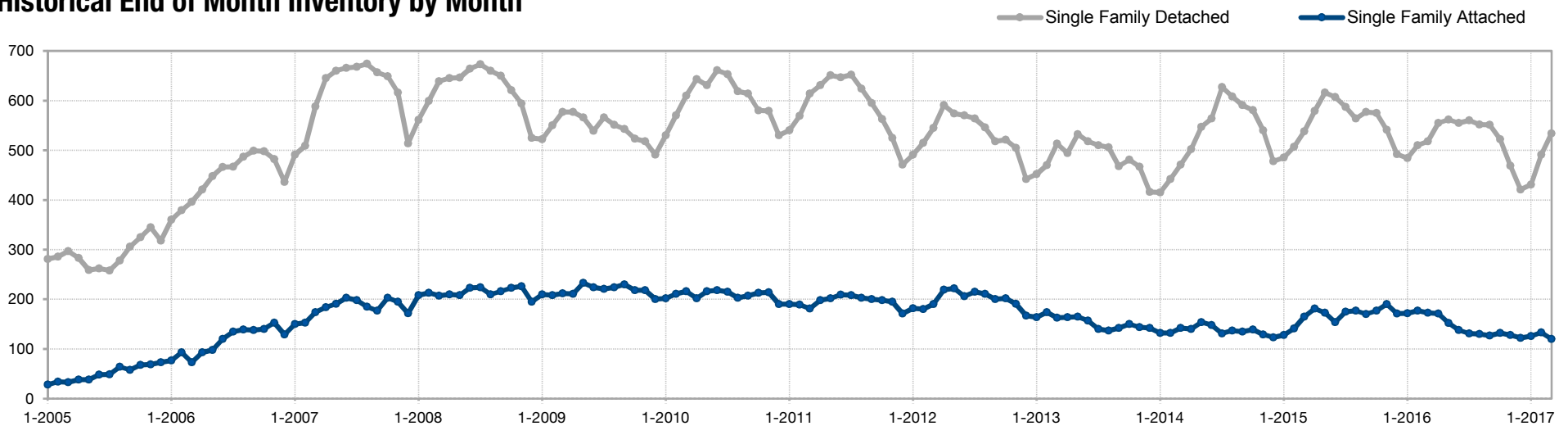


March



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2016	555	-4.1%	171	-5.5%
May-2016	562	-8.8%	152	-12.1%
Jun-2016	555	-8.6%	138	-10.4%
Jul-2016	560	-4.6%	131	-25.1%
Aug-2016	552	-2.1%	130	-26.6%
Sep-2016	551	-4.5%	127	-25.3%
Oct-2016	522	-9.2%	132	-25.4%
Nov-2016	469	-13.3%	128	-32.6%
Dec-2016	421	-14.4%	122	-28.7%
Jan-2017	431	-11.0%	126	-26.7%
Feb-2017	491	-3.7%	133	-24.9%
Mar-2017	534	+3.1%	120	-30.6%
12-Month Avg	517	-6.7%	134	-23.0%

Historical End of Month Inventory by Month

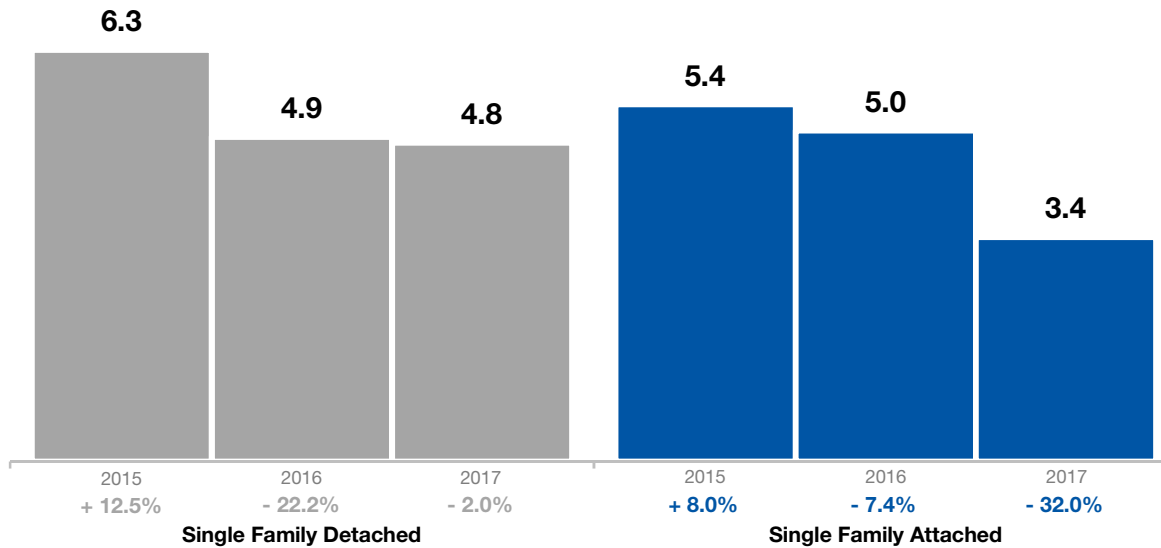


Months Supply of Inventory

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.



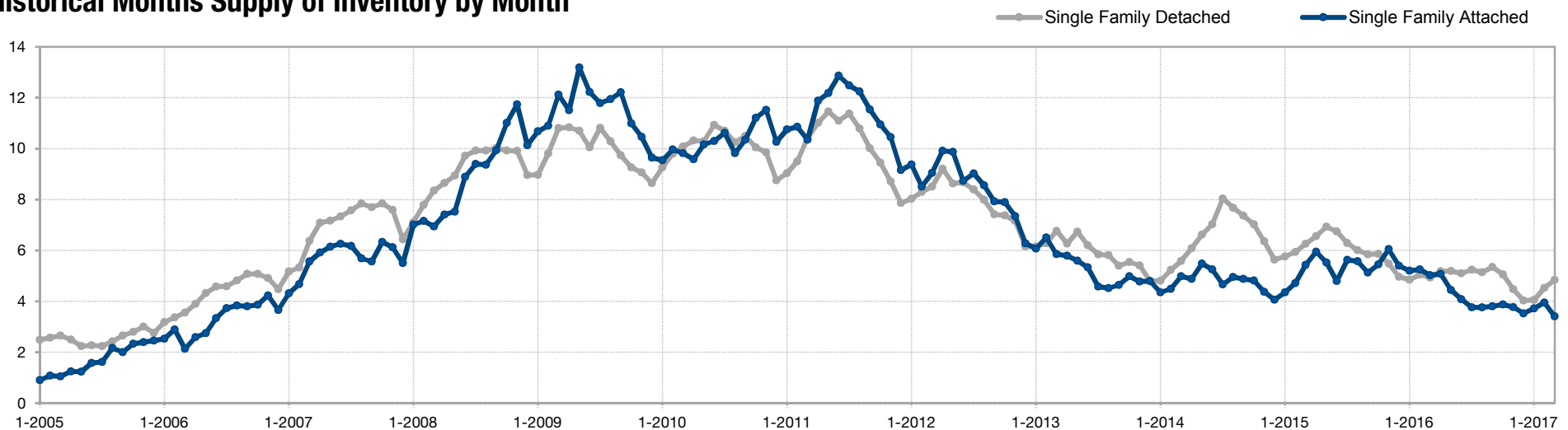
March



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	4.1	-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	5.1	-13.6%	3.9	-27.8%
Nov-2016	4.5	-18.2%	3.8	-36.7%
Dec-2016	4.0	-20.0%	3.5	-35.2%
Jan-2017	4.0	-16.7%	3.7	-28.8%
Feb-2017	4.5	-10.0%	4.0	-24.5%
Mar-2017	4.8	-2.0%	3.4	-32.0%
12-Month Avg*	4.8	-16.3%	3.9	-27.4%

* Months Supply for all properties from April 2016 through March 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				3-2016	3-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	3-2014	3-2015	3-2016	3-2017						
New Listings					251	297	+ 18.3%	601	724	+ 20.5%
Pending Sales					201	241	+ 19.9%	431	506	+ 17.4%
Closed Sales					135	135	0.0%	323	307	- 5.0%
Median List Price					\$330,000	\$349,988	+ 6.1%	\$329,900	\$345,900	+ 4.8%
Median Sales Price					\$305,000	\$320,000	+ 4.9%	\$288,000	\$315,000	+ 9.4%
Avg. Sales Price					\$334,787	\$365,354	+ 9.1%	\$318,636	\$361,613	+ 13.5%
Median Price Per Sq Ft					\$129	\$141	+ 9.3%	\$129	\$130	+ 0.8%
Average Price Per Sq Ft					\$134	\$144	+ 7.5%	\$135	\$143	+ 5.9%
\$ Volume of Closed Sales (in millions)					\$45.2	\$49.3	+ 9.1%	\$102.9	\$111.0	+ 7.9%
Median Pct of List Price to Sale Price					98.8%	98.5%	- 0.3%	98.6%	98.3%	- 0.3%
Avg Pct of List Price to Sale Price					98.4%	97.8%	- 0.6%	98.3%	97.8%	- 0.5%
Median Days on Market					64	66	+ 3.1%	70	67	- 4.3%
Affordability Index					112	103	- 8.0%	119	104	- 12.6%
End of Month Inventory					691	658	- 4.8%	--	--	--
Months Supply					5.0	4.5	- 10.0%	--	--	--

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		
	3-2016	3-2017	+ / -	3-2016	3-2017	+ / -	3-2016	3-2017	+ / -	3-2016	3-2017	+ / -	3-2016	3-2017	+ / -
James City County	195	255	+30.8%	109	102	-6.4%	\$ 317,002	\$ 340,623	+7.5%	571	545	-4.6%	5.0	4.6	-8.0%
City of Williamsburg	22	20	-9.1%	8	15	+87.5%	\$237,771	\$280,000	+17.8%	69	70	+1.4%	6.8	5.5	-19.1%
York County	34	40	+17.6%	27	29	+7.4%	\$291,500	\$290,000	-0.5%	83	93	+12.0%	3.4	3.8	+11.8%
New Kent County	12	10	-16.7%	10	10	0.0%	\$338,000	\$285,000	-15.7%	56	46	-17.9%	5.3	6.7	+26.4%
Charles City County	3	1	-66.7%	1	0	-100.0%	\$275,000	\$0	-100.0%	11	7	-36.4%	6.9	4.8	-30.4%
Newport News	21	17	-19.0%	15	23	+53.3%	\$249,000	\$157,000	-36.9%	49	53	+8.2%	4.2	3.5	-16.7%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	3	2	-33.3%	0	0	--	\$0	\$0	--	12	12	0.0%	6.7	7.2	+7.5%
Gloucester	15	6	-60.0%	10	10	0.0%	\$305,000	\$222,500	-27.0%	56	47	-16.1%	8.1	6.1	-24.7%
Richmond	5	1	-80.0%	0	1	--	\$0	\$206,700	--	10	6	-40.0%	6.3	4.0	-36.5%
23185	97	124	+27.8%	51	69	+35.3%	\$297,400	\$330,000	+11.0%	303	289	-4.6%	5.5	4.6	-16.4%
23188	135	145	+7.4%	69	52	-24.6%	\$324,404	\$316,500	-2.4%	336	298	-11.3%	4.6	4.3	-6.5%
23168	19	28	+47.4%	15	14	-6.7%	\$265,000	\$322,153	+21.6%	52	71	+36.5%	4.5	5.6	+24.4%
23168, 23185 & 23188	251	297	+18.3%	135	135	0.0%	\$305,000	\$320,000	+4.9%	691	658	-4.8%	5.0	4.5	-10.0%