

Monthly Indicators



October 2018

If the last few months are an indication of the temperature of housing markets across the country, a period of relative calm can be expected during the last three months of the year. A trend of market balance is emerging as we approach the end of 2018. Prices are still rising in most areas, and the number of homes for sale is still low, but there is a general shrinking of year-over-year percentage change gaps in sales, inventory and prices.

When comparing 2018 to 2017 statistics, New Listings increased 19.0 percent for single-family detached homes but decreased 20.8 percent for single-family attached homes. Pending Sales decreased 25.5 percent for single-family detached homes and 30.6 percent for single-family attached properties.

Median Sales Price was up 1.9 percent for single-family detached homes and 8.9 percent for single-family attached properties. Months Supply of Inventory increased 2.1 percent for single-family detached homes and 5.7 percent for single-family attached properties.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate. Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward record highs.

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

+ 1.9%	+ 8.9%	+ 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				10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	10-2015	10-2016	10-2017	10-2018						
New Listings					116	138	+ 19.0%	1,598	1,543	- 3.4%
Pending Sales					106	79	- 25.5%	1,192	1,122	- 5.9%
Closed Sales					106	97	- 8.5%	1,109	1,127	+ 1.6%
Median List Price					\$367,493	\$387,000	+ 5.3%	\$365,000	\$379,900	+ 4.1%
Median Sales Price					\$350,200	\$357,000	+ 1.9%	\$345,000	\$347,000	+ 0.6%
Avg. Sales Price					\$391,515	\$394,072	+ 0.7%	\$390,382	\$379,772	- 2.7%
Median Price Per Sq Ft					\$135	\$150	+ 11.3%	\$141	\$144	+ 2.5%
Average Price Per Sq Ft					\$141	\$155	+ 9.9%	\$144	\$149	+ 3.5%
\$ Volume of Closed Sales (in millions)					\$41.5	\$38.2	- 7.9%	\$432.9	\$428.0	- 1.1%
Median Pct of List Price to Sale Price					97.7%	98.2%	+ 0.5%	98.3%	98.5%	+ 0.2%
Avg Pct of List Price to Sale Price					97.6%	98.3%	+ 0.7%	97.9%	98.2%	+ 0.3%
Median Days on Market					60	33	- 45.0%	40	32	- 20.0%
Affordability Index					96	81	- 15.6%	97	84	- 13.4%
End of Month Inventory					533	515	- 3.4%	--	--	--
Months Supply					4.7	4.8	+ 2.1%	--	--	--

Single Family Attached Market Overview

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



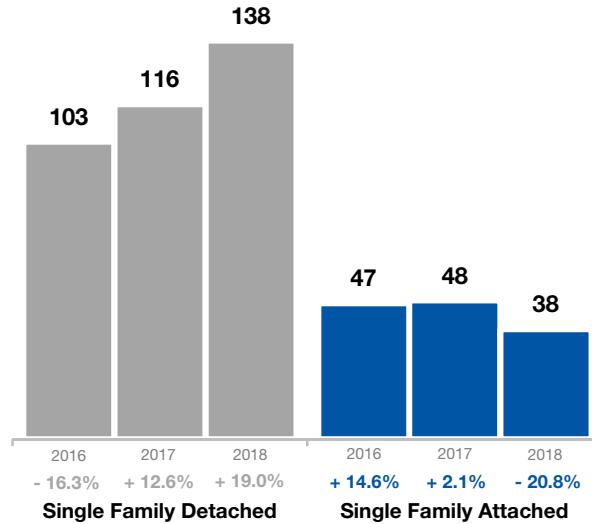
Key Metrics	Historical Sparkbars				10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	10-2015	10-2016	10-2017	10-2018						
New Listings					48	38	- 20.8%	468	528	+ 12.8%
Pending Sales					36	25	- 30.6%	396	439	+ 10.9%
Closed Sales					38	47	+ 23.7%	344	437	+ 27.0%
Median List Price					\$229,400	\$240,950	+ 5.0%	\$229,990	\$239,900	+ 4.3%
Median Sales Price					\$225,010	\$245,000	+ 8.9%	\$217,626	\$234,400	+ 7.7%
Avg. Sales Price					\$222,757	\$254,576	+ 14.3%	\$227,817	\$236,246	+ 3.7%
Median Price Per Sq Ft					\$127	\$139	+ 9.0%	\$128	\$135	+ 5.4%
Average Price Per Sq Ft					\$133	\$141	+ 6.0%	\$135	\$139	+ 3.0%
\$ Volume of Closed Sales (in millions)					\$8.5	\$12.0	+ 41.4%	\$78.4	\$103.2	+ 31.7%
Median Pct of List Price to Sale Price					98.2%	100.0%	+ 1.8%	98.3%	100.0%	+ 1.7%
Avg Pct of List Price to Sale Price					98.2%	99.3%	+ 1.1%	97.9%	99.1%	+ 1.2%
Median Days on Market					50	19	- 62.0%	41	23	- 43.9%
Affordability Index					149	118	- 20.8%	154	124	- 19.5%
End of Month Inventory					131	154	+ 17.6%	--	--	--
Months Supply					3.5	3.7	+ 5.7%	--	--	--

New Listings

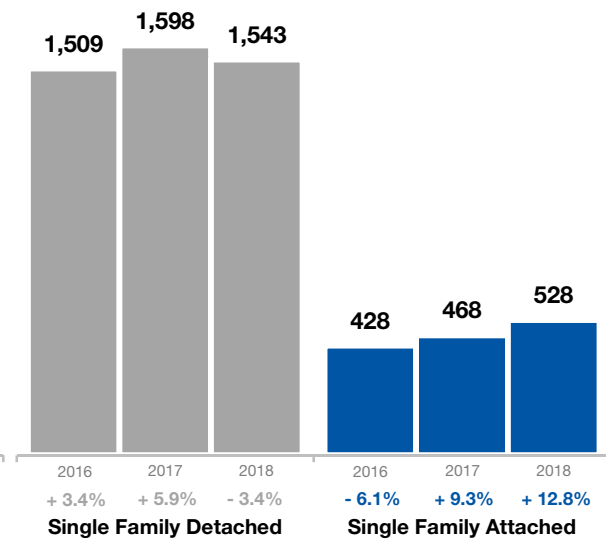
A count of the properties that have been newly listed on the market in a given month.



October

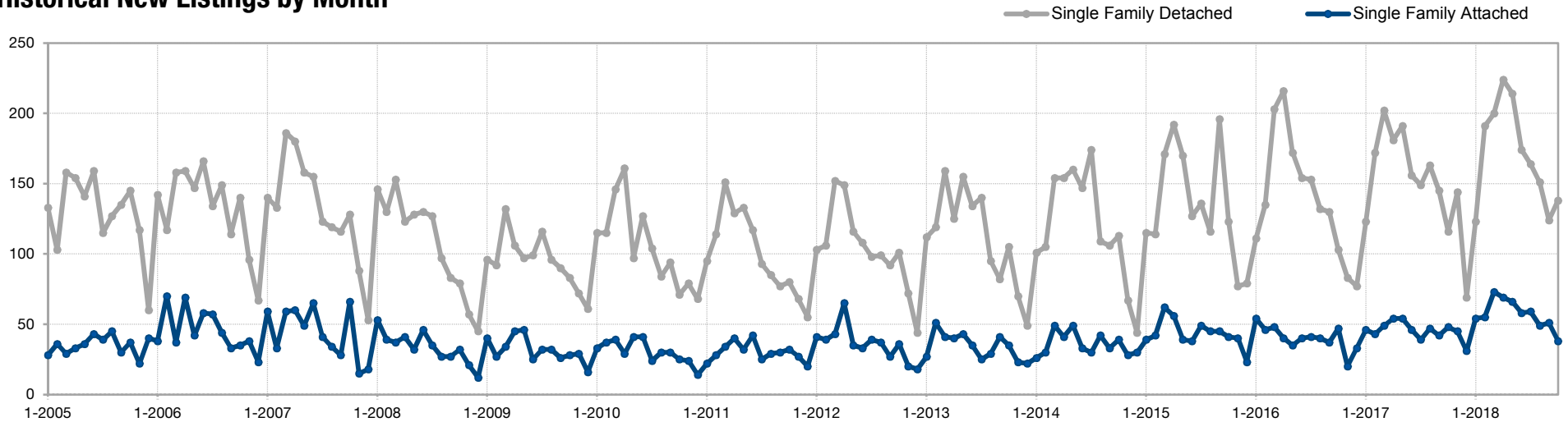


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	144	+73.5%	45	+125.0%
Dec-2017	69	-10.4%	31	-6.1%
Jan-2018	123	0.0%	54	+17.4%
Feb-2018	191	+11.0%	55	+27.9%
Mar-2018	200	-1.0%	73	+49.0%
Apr-2018	224	+23.8%	69	+27.8%
May-2018	214	+12.0%	66	+22.2%
Jun-2018	174	+11.5%	58	+26.1%
Jul-2018	164	+10.1%	59	+51.3%
Aug-2018	151	-7.4%	49	+4.3%
Sep-2018	124	-14.5%	51	+21.4%
Oct-2018	138	+19.0%	38	-20.8%
12-Month Avg	143	+4.9%	49	+20.0%

Historical New Listings by Month

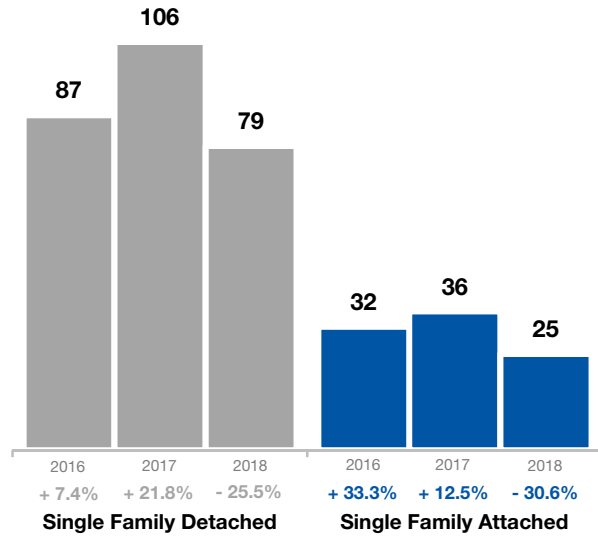


Pending Sales

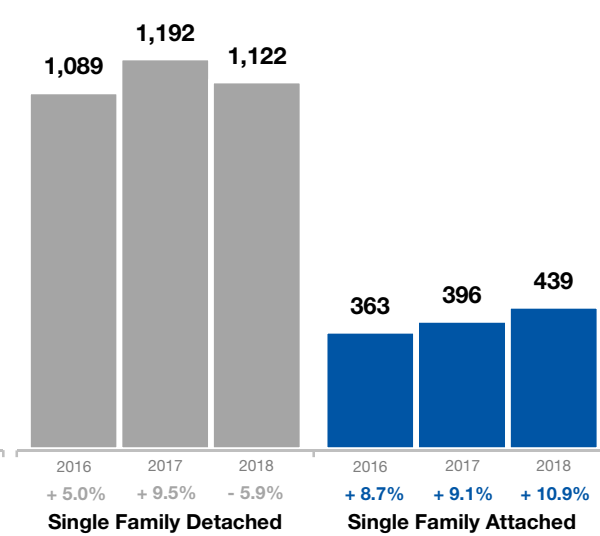
A count of the properties on which offers have been accepted in a given month.



October

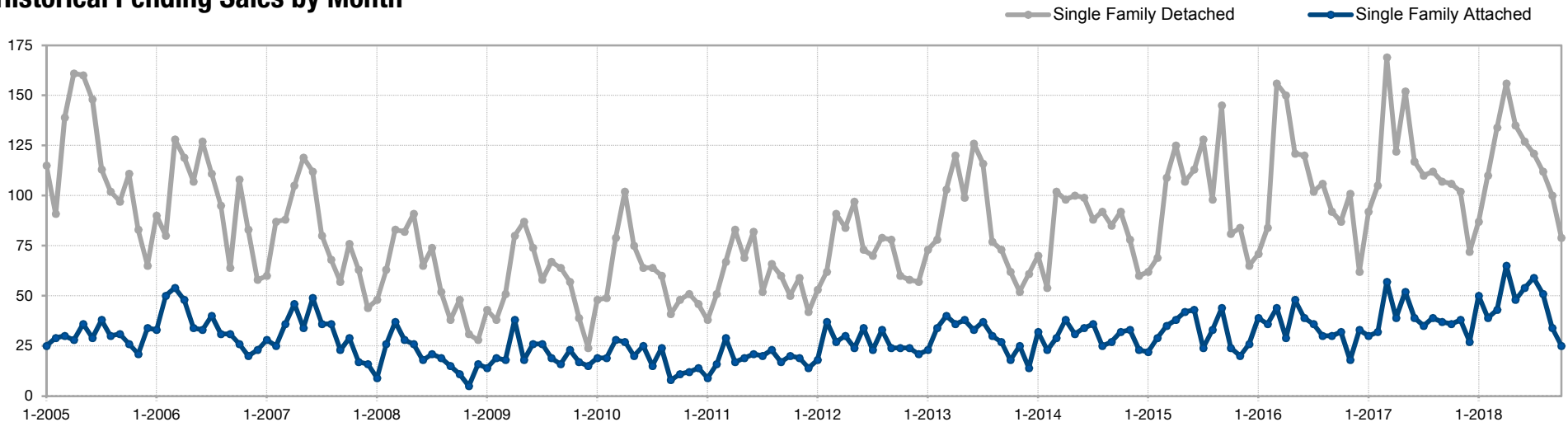


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	102	+1.0%	38	+111.1%
Dec-2017	72	+16.1%	27	-18.2%
Jan-2018	87	-5.4%	50	+66.7%
Feb-2018	110	+4.8%	39	+21.9%
Mar-2018	134	-20.7%	43	-24.6%
Apr-2018	156	+27.9%	65	+66.7%
May-2018	135	-11.2%	48	-7.7%
Jun-2018	127	+8.5%	54	+38.5%
Jul-2018	121	+10.0%	59	+68.6%
Aug-2018	112	0.0%	51	+30.8%
Sep-2018	100	-6.5%	34	-8.1%
Oct-2018	79	-25.5%	25	-30.6%
12-Month Avg	107	-4.5%	42	+13.7%

Historical Pending Sales by Month

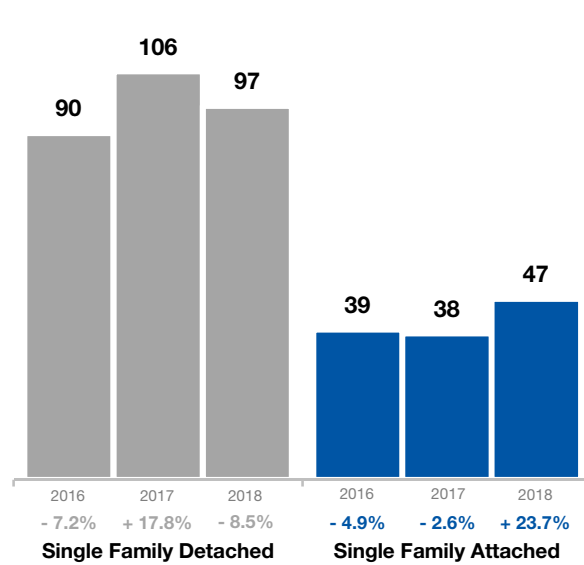


Closed Sales

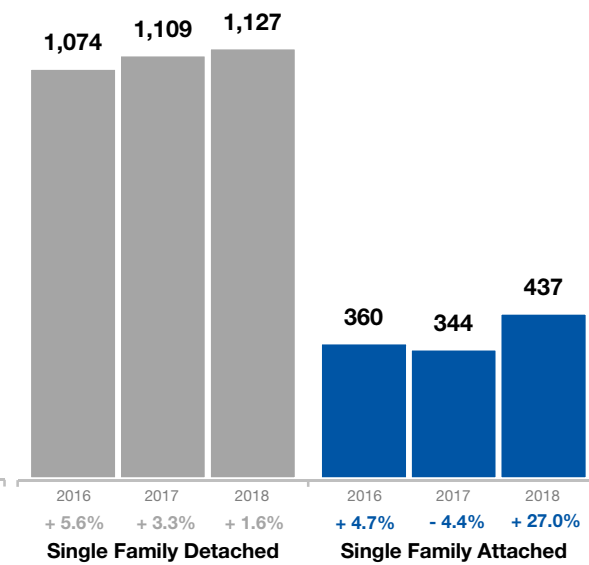
A count of the actual sales that closed in a given month.



October

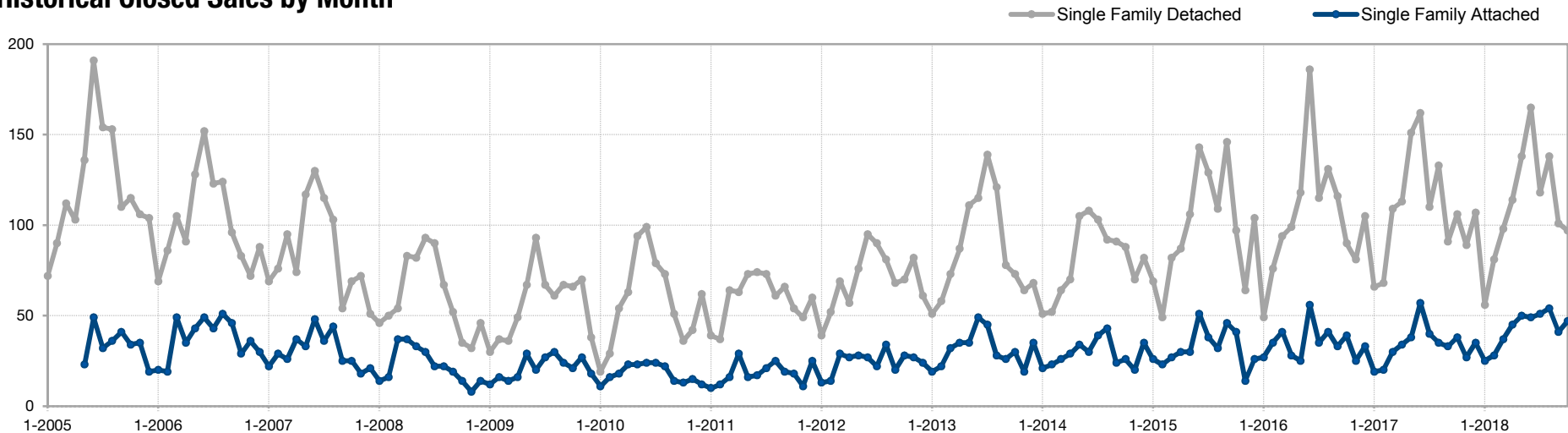


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	89	+9.9%	27	+8.0%
Dec-2017	107	+1.9%	35	+6.1%
Jan-2018	56	-15.2%	25	+31.6%
Feb-2018	81	+19.1%	28	+40.0%
Mar-2018	98	-10.1%	37	+23.3%
Apr-2018	114	+0.9%	45	+32.4%
May-2018	138	-8.6%	50	+31.6%
Jun-2018	165	+1.9%	49	-14.0%
Jul-2018	118	+7.3%	51	+27.5%
Aug-2018	138	+3.8%	54	+54.3%
Sep-2018	101	+11.0%	41	+24.2%
Oct-2018	97	-8.5%	47	+23.7%
12-Month Avg	111	+2.3%	42	+24.0%

Historical Closed Sales by Month

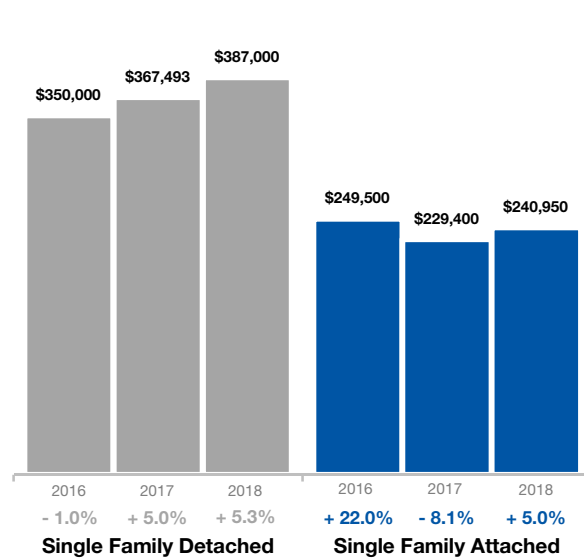


Median List Price

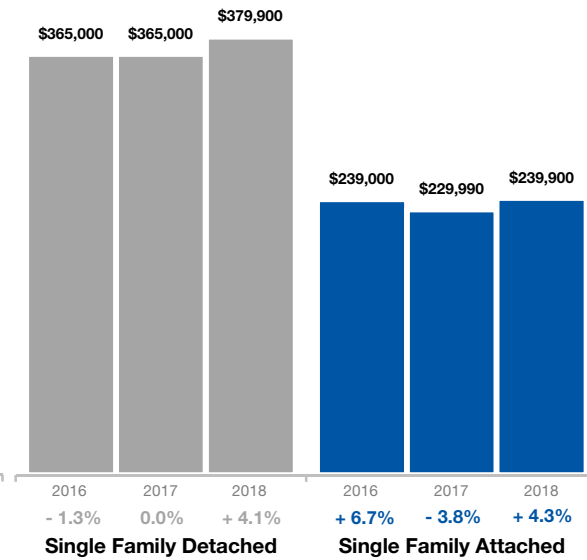
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



October



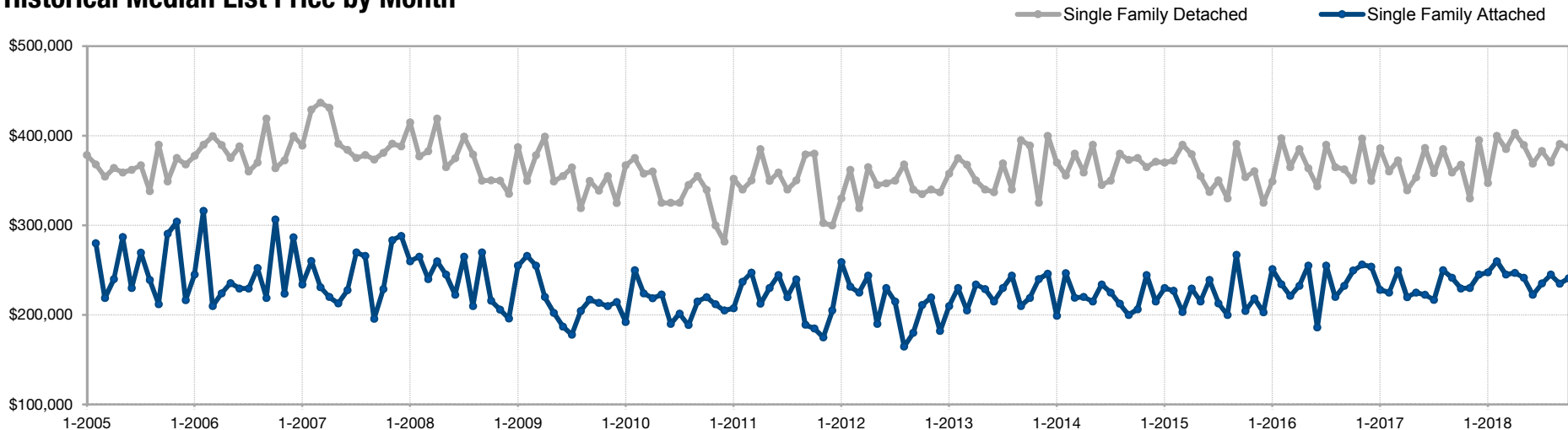
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	\$330,000	-16.8%	\$230,000	-10.2%
Dec-2017	\$395,000	+13.0%	\$244,990	-3.5%
Jan-2018	\$347,000	-10.1%	\$247,415	+8.5%
Feb-2018	\$399,900	+11.1%	\$259,795	+15.5%
Mar-2018	\$385,000	+3.4%	\$245,000	-2.0%
Apr-2018	\$402,999	+18.9%	\$246,900	+12.3%
May-2018	\$389,495	+10.2%	\$241,450	+7.3%
Jun-2018	\$368,750	-4.6%	\$222,450	0.0%
Jul-2018	\$383,000	+6.9%	\$235,000	+8.3%
Aug-2018	\$370,000	-3.9%	\$245,000	-2.0%
Sep-2018	\$390,850	+8.9%	\$234,990	-2.7%
Oct-2018	\$387,000	+5.3%	\$240,950	+5.0%
12-Month Avg*	\$377,000	+4.4%	\$239,900	+2.6%

* Median List Price for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Median List Price by Month

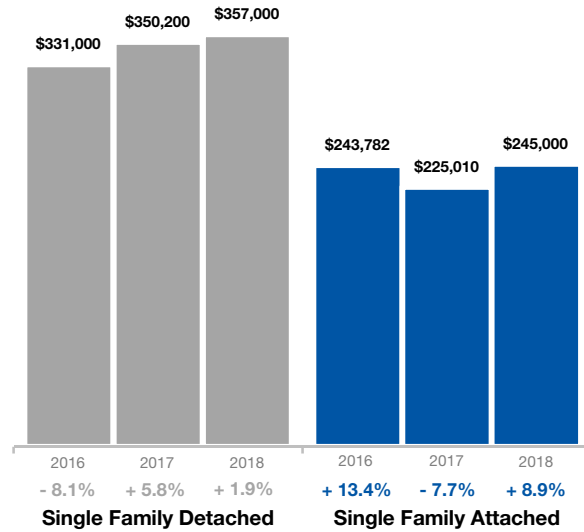


Median Sales Price

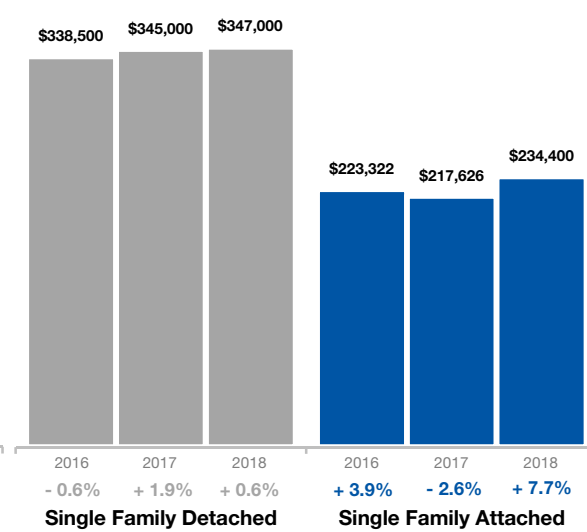
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



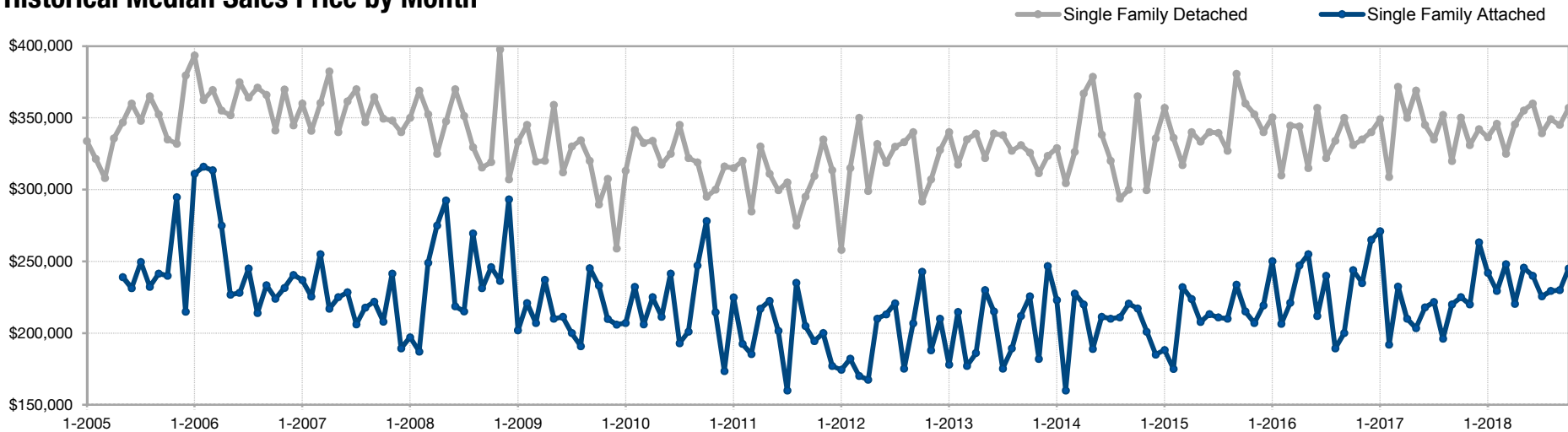
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	\$331,000	-1.2%	\$219,900	-6.4%
Dec-2017	\$342,150	+0.6%	\$263,290	-0.6%
Jan-2018	\$336,500	-3.6%	\$242,000	-10.7%
Feb-2018	\$345,900	+12.1%	\$229,298	+19.4%
Mar-2018	\$324,953	-12.5%	\$248,000	+6.7%
Apr-2018	\$345,500	-1.3%	\$220,395	+5.0%
May-2018	\$355,118	-3.8%	\$245,503	+20.6%
Jun-2018	\$360,000	+4.3%	\$240,000	+10.1%
Jul-2018	\$339,223	+1.3%	\$225,560	+1.8%
Aug-2018	\$349,000	-0.9%	\$229,300	+17.0%
Sep-2018	\$345,000	+7.8%	\$230,000	+4.5%
Oct-2018	\$357,000	+1.9%	\$245,000	+8.9%
12-Month Avg*	\$347,000	+0.9%	\$234,990	+6.6%

* Median Sales Price for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Median Sales Price by Month

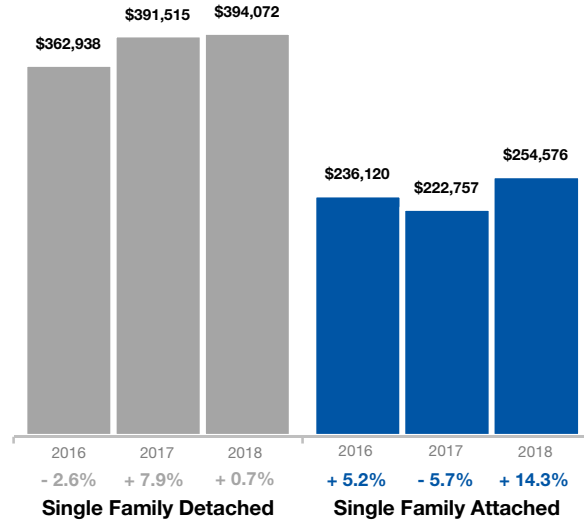


Average Sales Price

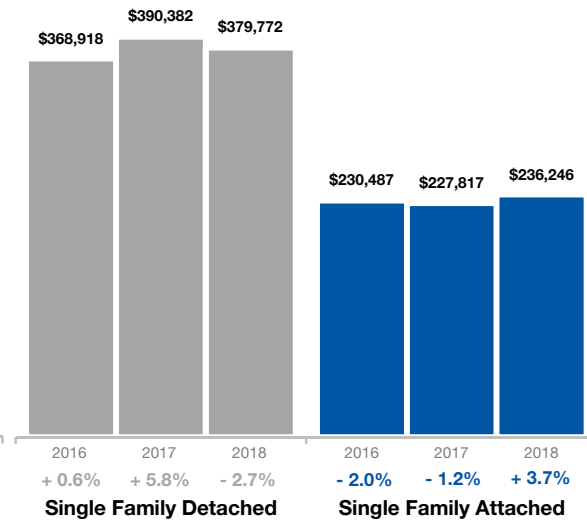
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



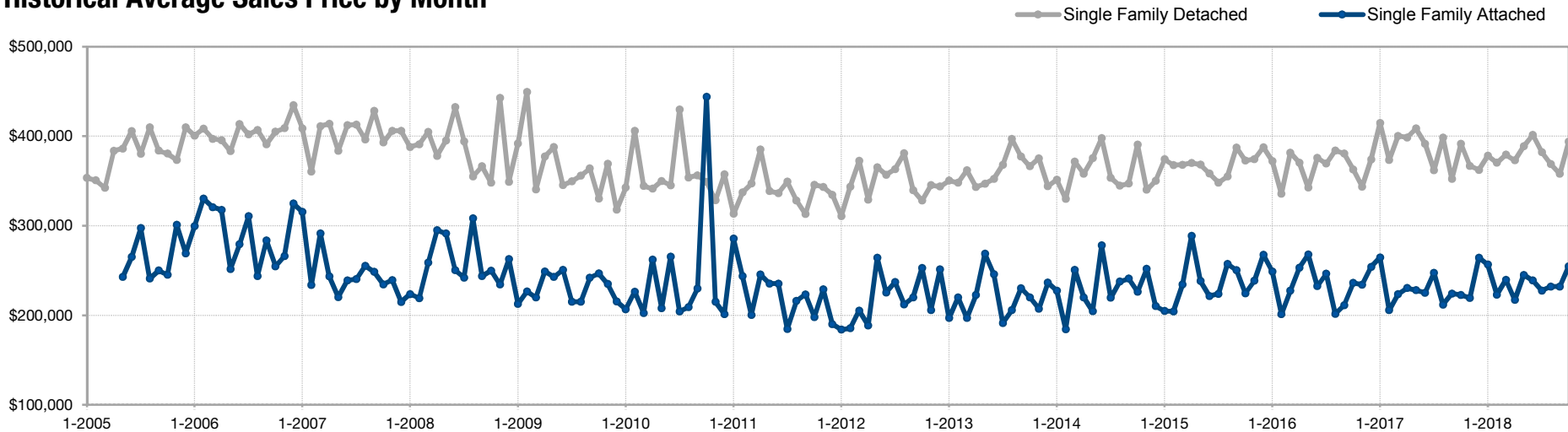
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	\$366,926	+6.8%	\$219,478	-6.3%
Dec-2017	\$362,241	-3.2%	\$264,339	+4.1%
Jan-2018	\$378,134	-8.8%	\$256,658	-3.1%
Feb-2018	\$370,261	-0.8%	\$222,949	+8.4%
Mar-2018	\$379,359	-5.2%	\$239,572	+7.1%
Apr-2018	\$373,051	-6.4%	\$217,131	-5.8%
May-2018	\$388,689	-4.9%	\$245,019	+7.5%
Jun-2018	\$401,476	+2.5%	\$238,884	+6.1%
Jul-2018	\$382,289	+5.6%	\$227,549	-8.1%
Aug-2018	\$368,932	-7.4%	\$231,998	+9.5%
Sep-2018	\$357,977	+1.6%	\$232,155	+3.5%
Oct-2018	\$394,072	+0.7%	\$254,576	+14.3%
12-Month Avg*	\$377,321	-2.3%	\$237,115	+3.0%

* Avg. Sales Price for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Average Sales Price by Month

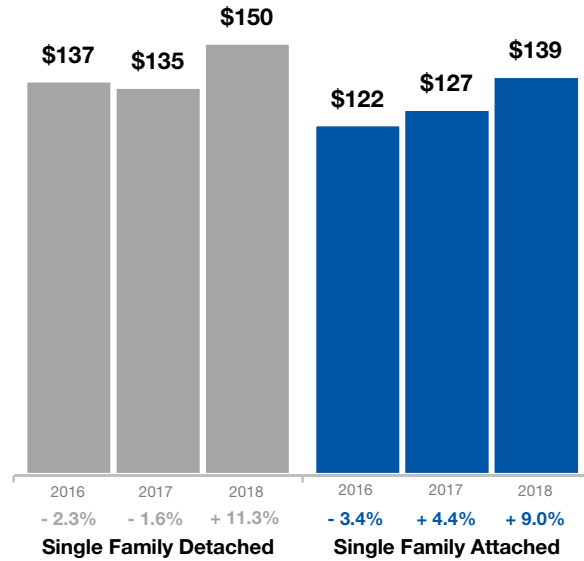


Median Price Per Square Foot

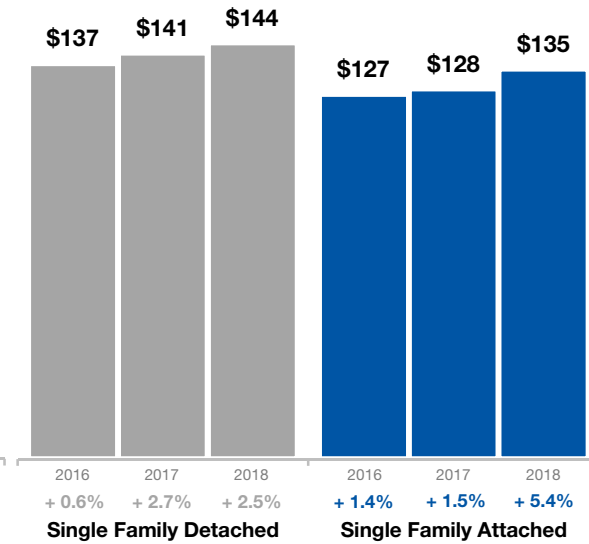
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



October



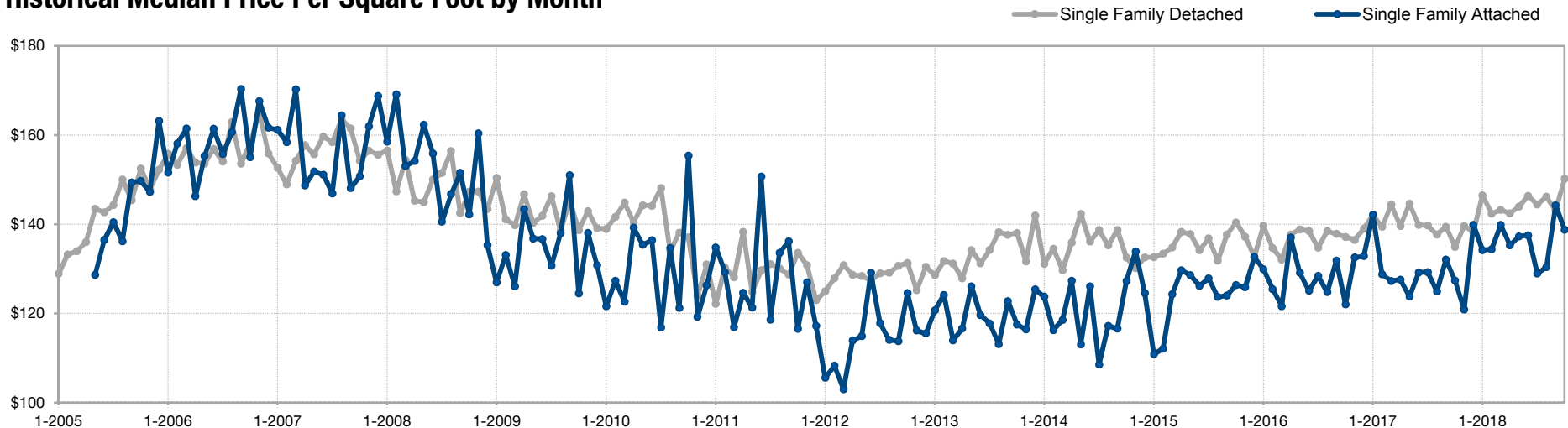
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	\$140	+2.3%	\$121	-8.8%
Dec-2017	\$138	-0.5%	\$140	+5.3%
Jan-2018	\$146	+3.1%	\$134	-5.6%
Feb-2018	\$142	+2.1%	\$134	+4.4%
Mar-2018	\$143	-0.8%	\$140	+9.9%
Apr-2018	\$142	+2.0%	\$135	+6.0%
May-2018	\$144	-0.5%	\$137	+10.9%
Jun-2018	\$146	+4.6%	\$138	+6.4%
Jul-2018	\$144	+3.4%	\$129	-0.2%
Aug-2018	\$146	+6.1%	\$130	+4.4%
Sep-2018	\$143	+2.6%	\$144	+9.2%
Oct-2018	\$150	+11.3%	\$139	+9.0%
12-Month Avg*	\$144	+2.7%	\$135	+5.1%

* Median Price Per Sq Ft for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Median Price Per Square Foot by Month

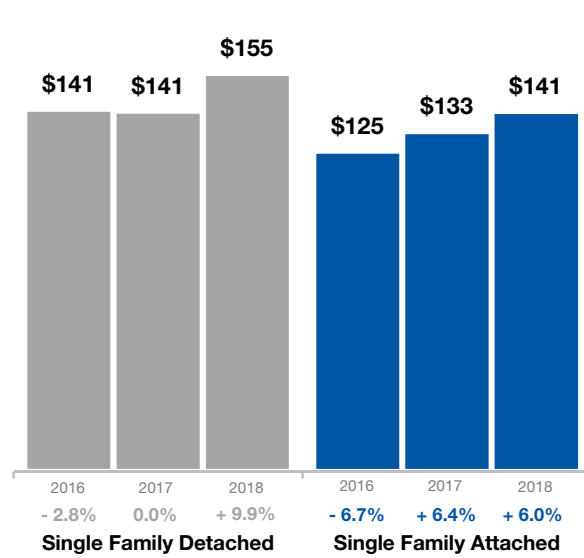


Average Price Per Square Foot

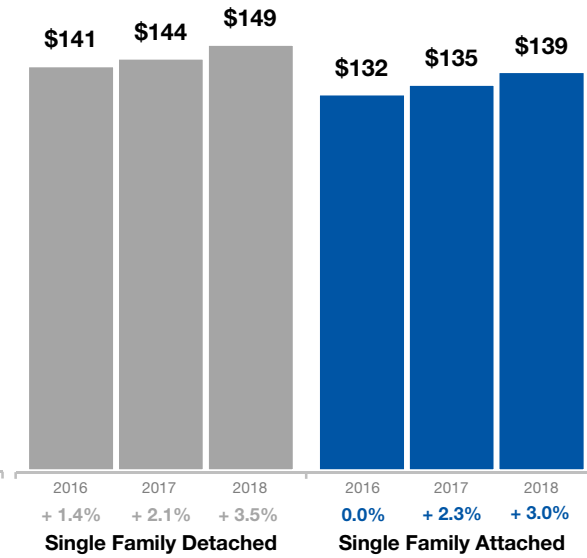
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



October



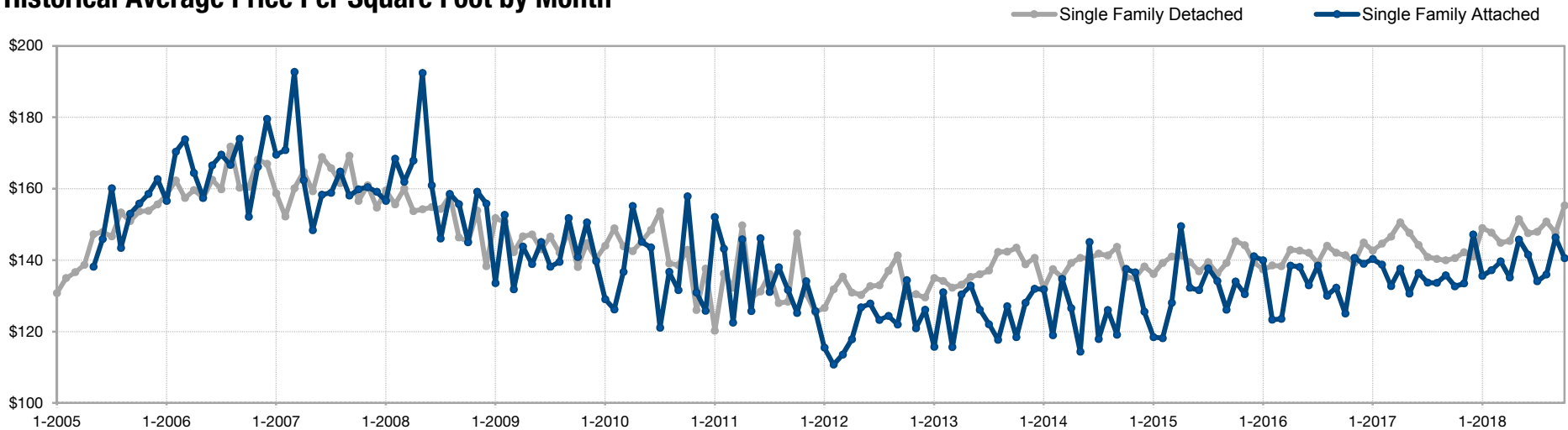
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	\$142	+2.2%	\$133	-5.7%
Dec-2017	\$141	-2.8%	\$147	+5.8%
Jan-2018	\$149	+4.2%	\$136	-2.9%
Feb-2018	\$148	+2.1%	\$137	-1.4%
Mar-2018	\$145	-1.4%	\$140	+5.3%
Apr-2018	\$145	-4.0%	\$135	-2.2%
May-2018	\$151	+2.0%	\$146	+11.5%
Jun-2018	\$148	+2.8%	\$142	+4.4%
Jul-2018	\$148	+5.0%	\$134	0.0%
Aug-2018	\$151	+7.9%	\$136	+1.5%
Sep-2018	\$148	+5.7%	\$146	+7.4%
Oct-2018	\$155	+9.9%	\$141	+6.0%
12-Month Avg*	\$148	+2.6%	\$139	+3.0%

* Average Price Per Sq Ft for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Average Price Per Square Foot by Month

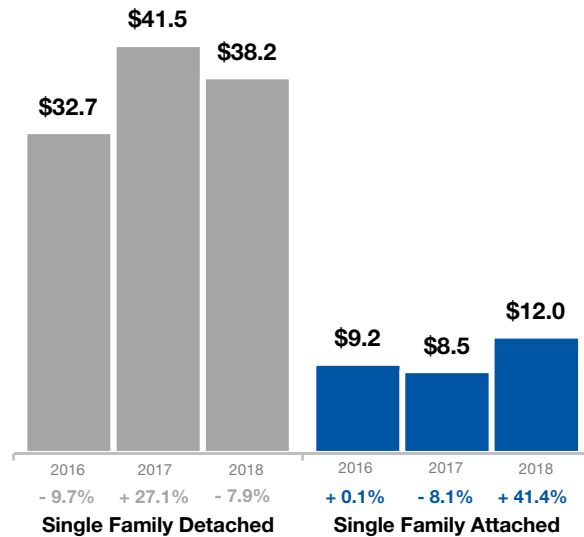


Dollar Volume of Closed Sales (in millions)

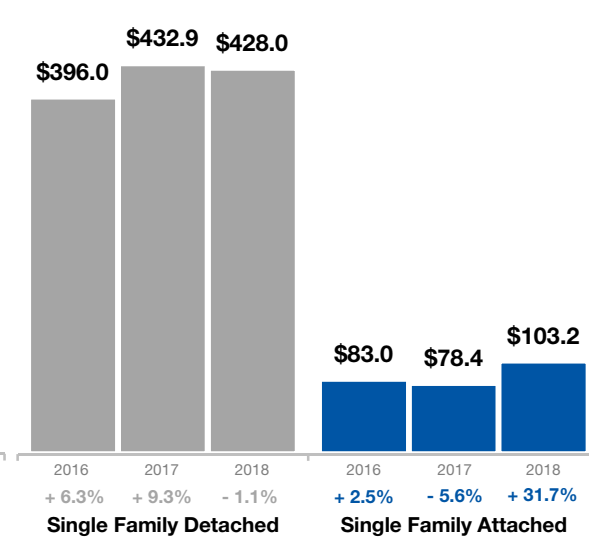
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



October



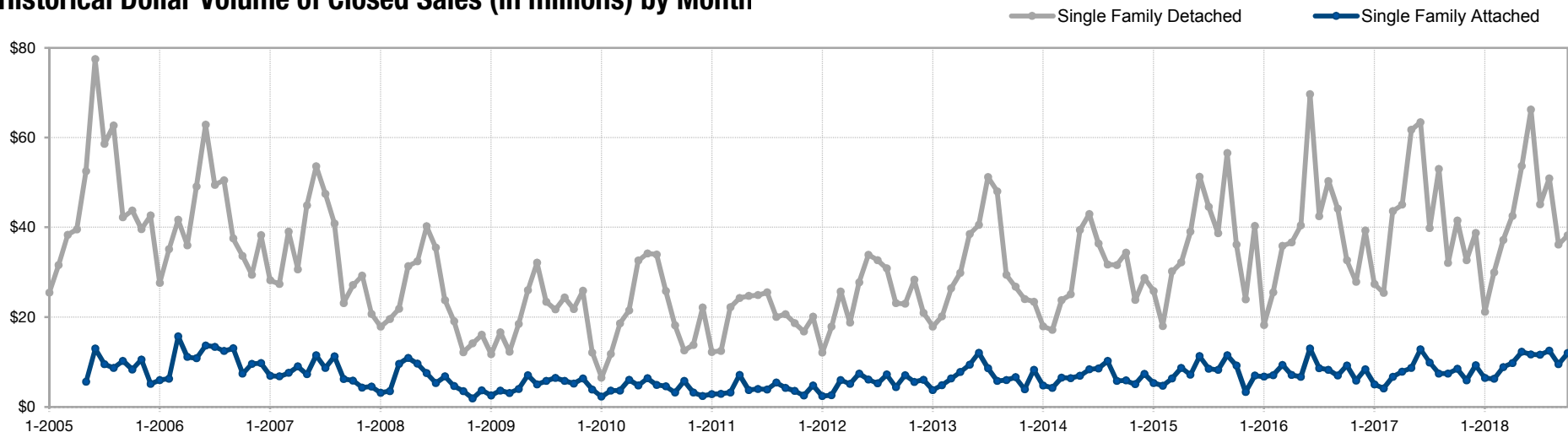
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	\$32.7	+17.3%	\$5.9	+1.2%
Dec-2017	\$38.8	-1.3%	\$9.3	+10.4%
Jan-2018	\$21.2	-22.6%	\$6.4	+27.6%
Feb-2018	\$30.0	+18.1%	\$6.2	+51.8%
Mar-2018	\$37.2	-14.8%	\$8.9	+32.1%
Apr-2018	\$42.5	-5.6%	\$9.8	+24.7%
May-2018	\$53.6	-13.1%	\$12.3	+41.4%
Jun-2018	\$66.2	+4.4%	\$11.7	-8.8%
Jul-2018	\$45.1	+13.3%	\$11.6	+17.2%
Aug-2018	\$50.9	-3.9%	\$12.5	+69.0%
Sep-2018	\$36.2	+12.8%	\$9.5	+28.6%
Oct-2018	\$38.2	-7.9%	\$12.0	+41.3%
12-Month Avg*	\$41.0	-0.1%	\$9.7	+27.7%

* \$ Volume of Closed Sales (in millions) for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

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

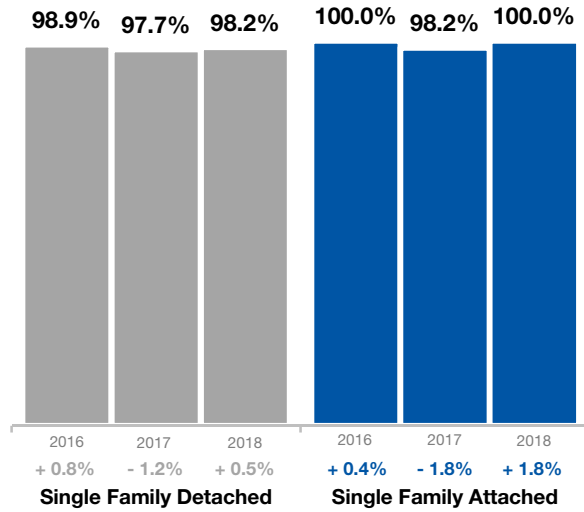


Median Percent of List Price to Sale Price

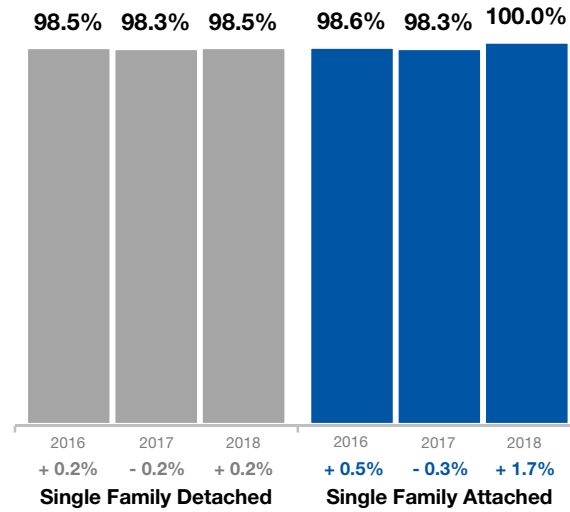


Percentage found when dividing a property's sales price by its most recent list price, then taking the median for all properties sold in a given month, not accounting for seller concessions.

October



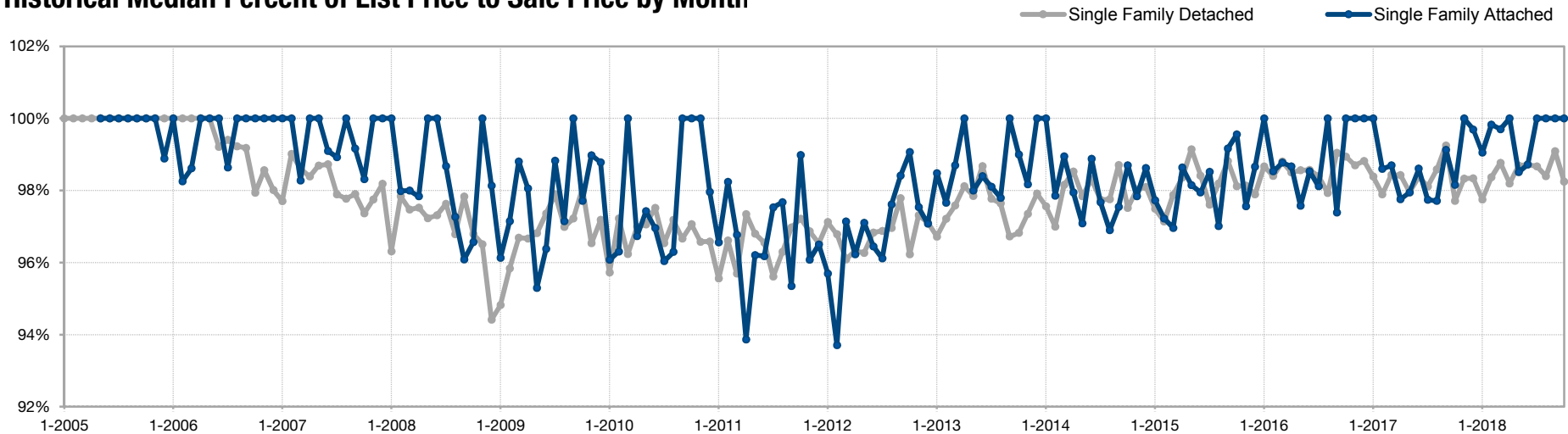
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	98.3%	-0.4%	100.0%	0.0%
Dec-2017	98.3%	-0.5%	99.7%	-0.3%
Jan-2018	97.8%	-0.6%	99.0%	-1.0%
Feb-2018	98.4%	+0.5%	99.8%	+1.2%
Mar-2018	98.8%	+0.4%	99.7%	+1.0%
Apr-2018	98.2%	-0.2%	100.0%	+2.2%
May-2018	98.7%	+0.7%	98.5%	+0.6%
Jun-2018	98.7%	+0.3%	98.7%	+0.1%
Jul-2018	98.7%	+0.6%	100.0%	+2.4%
Aug-2018	98.4%	-0.2%	100.0%	+2.4%
Sep-2018	99.1%	-0.1%	100.0%	+0.9%
Oct-2018	98.2%	+0.5%	100.0%	+1.8%
12-Month Avg*	98.5%	+0.2%	100.0%	+1.6%

* Median Pct of List Price to Sale Price for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Median Percent of List Price to Sale Price by Month



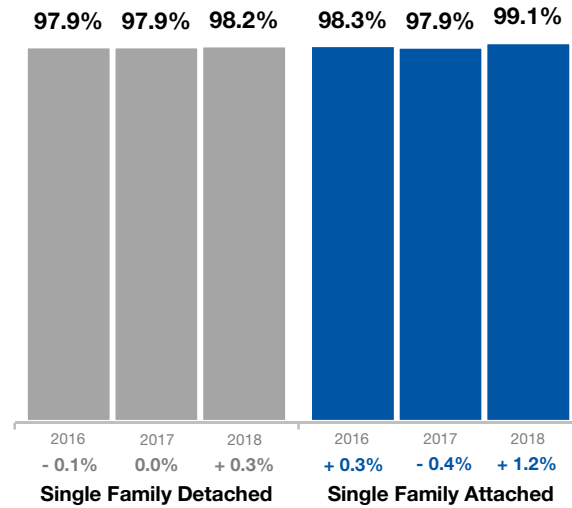
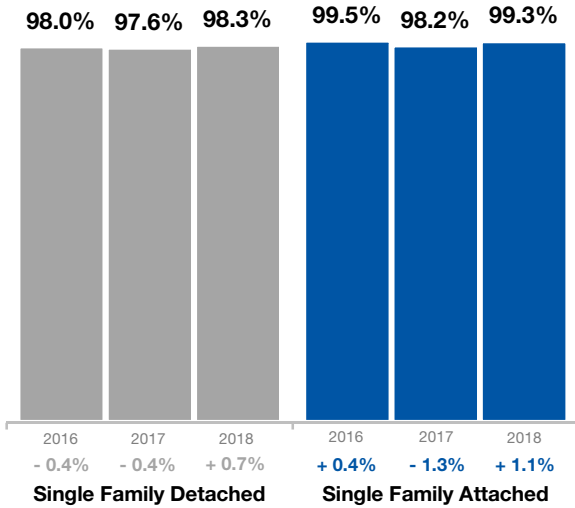
Average Percent of List Price to Sale Price

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.



October

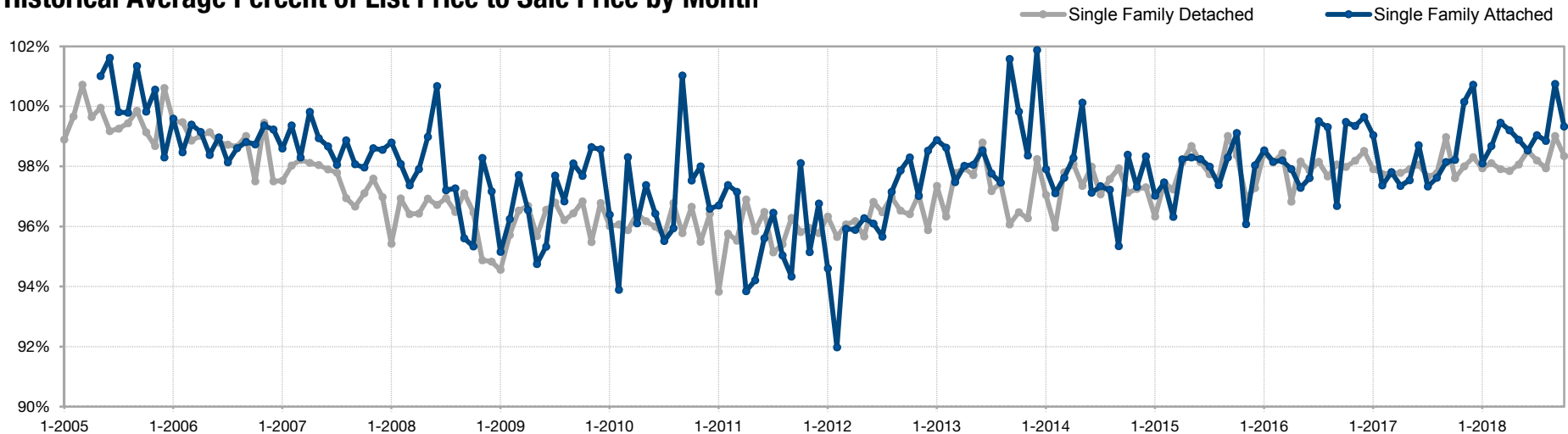
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	98.0%	-0.2%	100.2%	+0.9%
Dec-2017	98.3%	-0.2%	100.7%	+1.1%
Jan-2018	97.9%	0.0%	98.1%	-0.9%
Feb-2018	98.1%	+0.3%	98.7%	+1.3%
Mar-2018	97.9%	+0.1%	99.5%	+1.7%
Apr-2018	97.8%	0.0%	99.2%	+1.8%
May-2018	98.1%	+0.2%	98.9%	+1.4%
Jun-2018	98.5%	+0.4%	98.5%	-0.2%
Jul-2018	98.2%	+0.5%	99.0%	+1.7%
Aug-2018	97.9%	+0.1%	98.9%	+1.3%
Sep-2018	99.0%	0.0%	100.7%	+2.7%
Oct-2018	98.3%	+0.7%	99.3%	+1.1%
12-Month Avg*	98.2%	+0.2%	99.2%	+1.1%

* Avg Pct of List Price to Sale Price for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Average Percent of List Price to Sale Price by Month

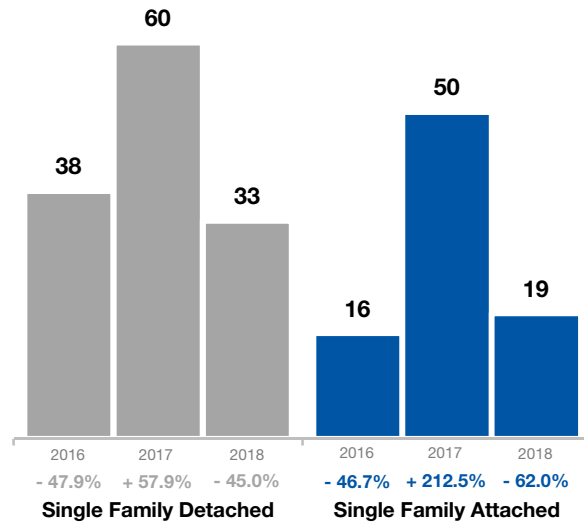


Median Days on Market Until Sale

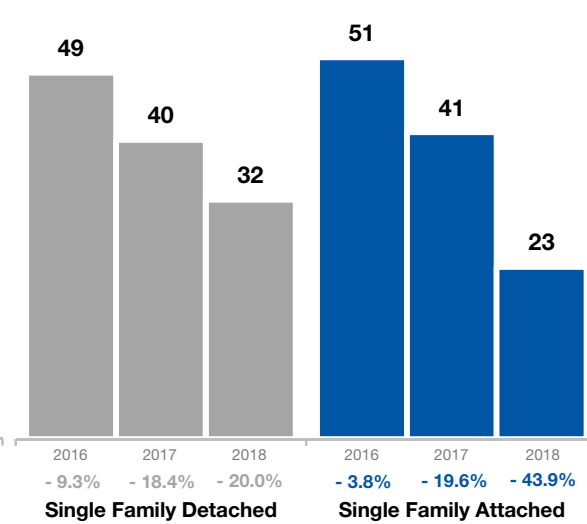
Median number of days between when a property is listed and when an offer is accepted in a given month.



October



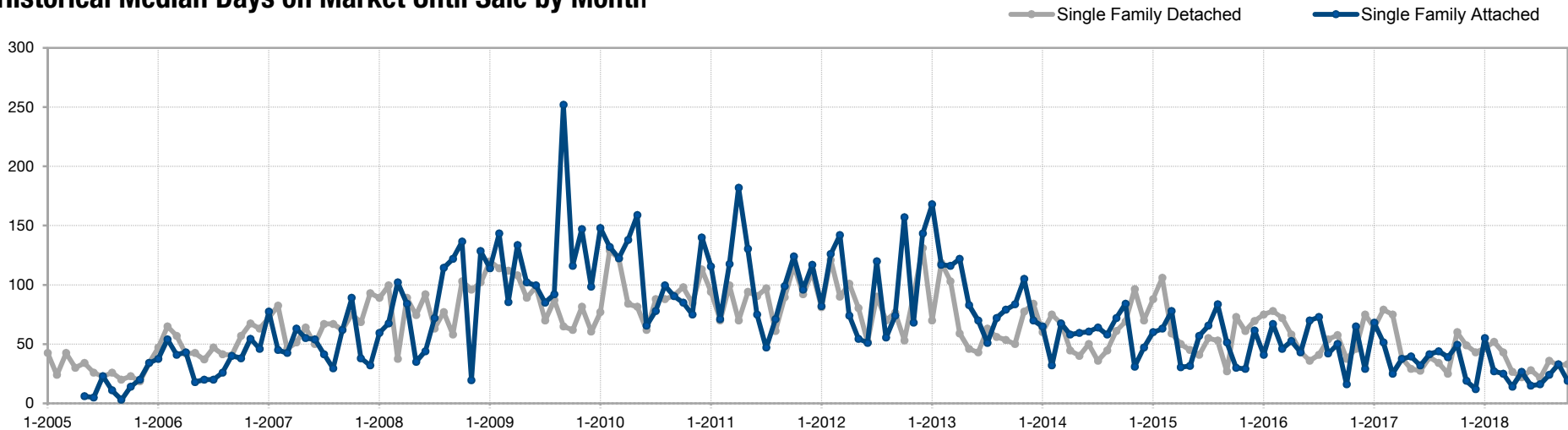
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	49	+6.5%	19	-70.8%
Dec-2017	43	-42.7%	12	-58.6%
Jan-2018	47	-26.6%	55	-19.1%
Feb-2018	52	-34.2%	27	-48.1%
Mar-2018	43	-42.7%	25	0.0%
Apr-2018	27	-28.9%	14	-63.2%
May-2018	22	-24.1%	27	-32.5%
Jun-2018	28	0.0%	15	-53.1%
Jul-2018	22	-43.6%	16	-61.9%
Aug-2018	36	+5.9%	24	-45.5%
Sep-2018	32	+28.0%	33	-15.4%
Oct-2018	33	-45.0%	19	-62.0%
12-Month Avg*	33	-23.3%	22	-46.3%

* Median Days on Market for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Median Days on Market Until Sale by Month

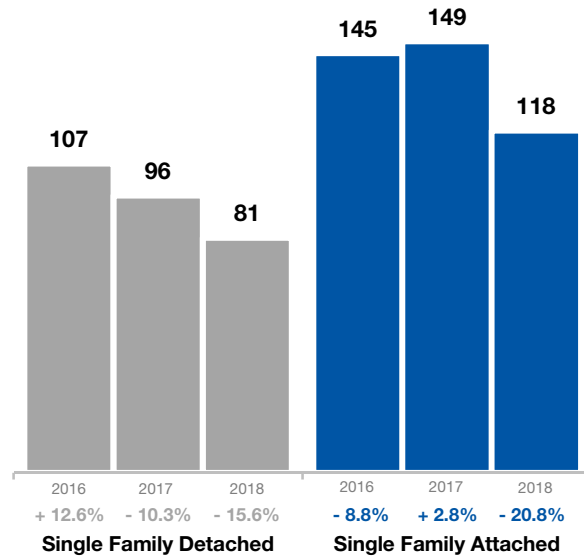


Housing Affordability Index

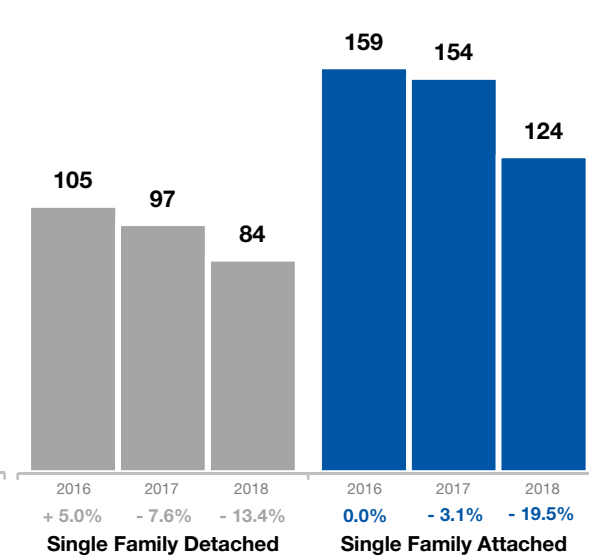
Measures housing affordability for James City, New Kent and York Counties. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for a median-priced home under prevailing interest rates. A higher number means greater affordability.



October



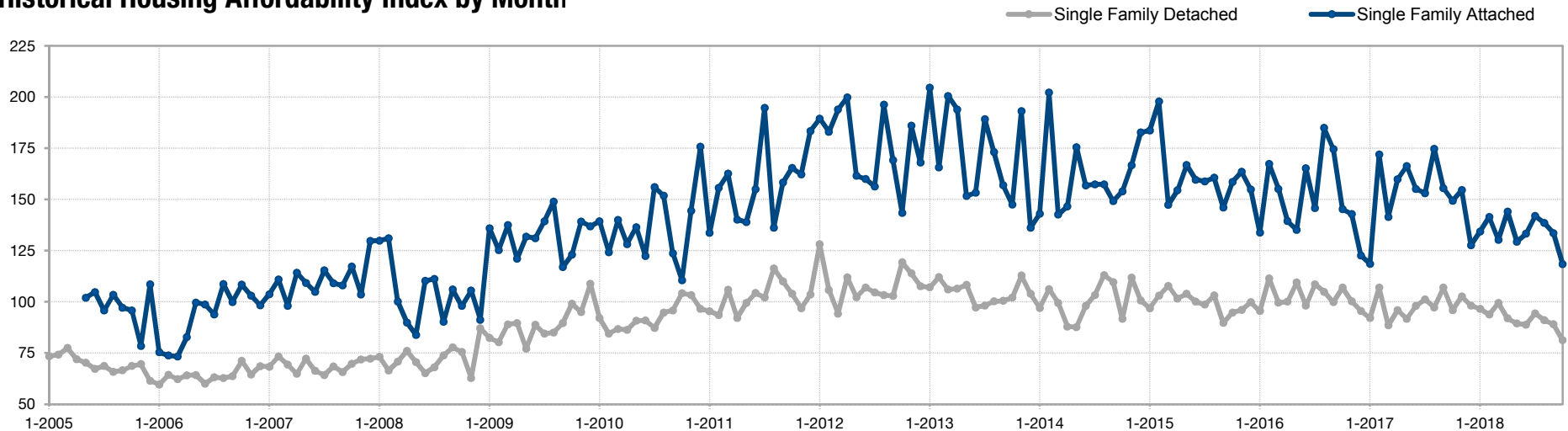
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	103	+3.0%	155	+8.4%
Dec-2017	98	+2.1%	128	+4.1%
Jan-2018	97	+5.4%	134	+12.6%
Feb-2018	94	-12.1%	141	-18.0%
Mar-2018	99	+11.2%	130	-7.8%
Apr-2018	92	-4.2%	144	-10.0%
May-2018	89	-3.3%	129	-22.3%
Jun-2018	89	-9.2%	133	-14.2%
Jul-2018	94	-6.9%	142	-7.2%
Aug-2018	91	-6.2%	139	-20.6%
Sep-2018	89	-16.8%	134	-14.1%
Oct-2018	81	-15.6%	118	-20.8%
12-Month Avg*	93	-17.0%	98	-21.8%

* Affordability Index for all properties from November 2017 through October 2018. This is not the average of the individual figures above.

Historical Housing Affordability Index by Month

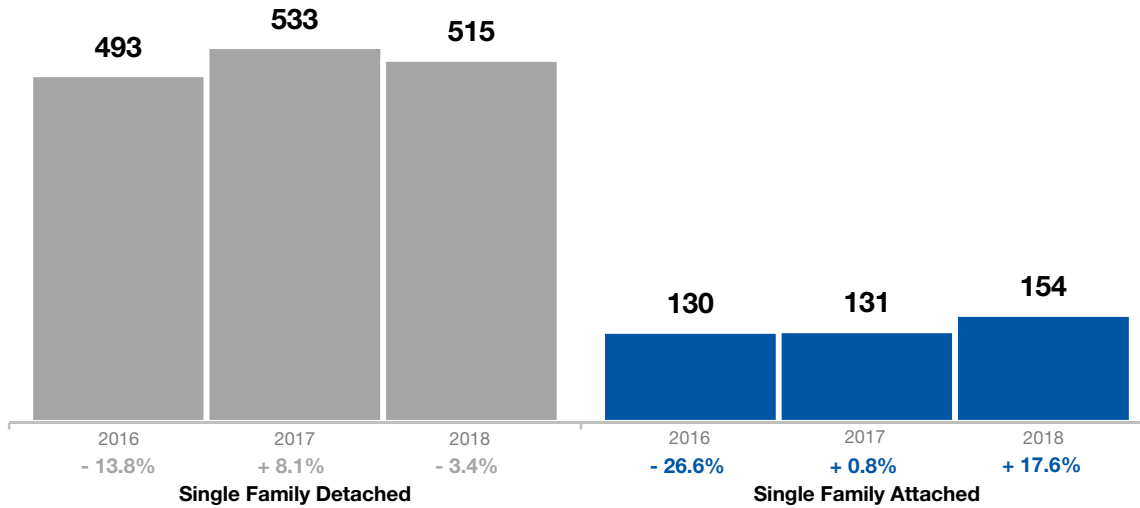


End of Month Inventory

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

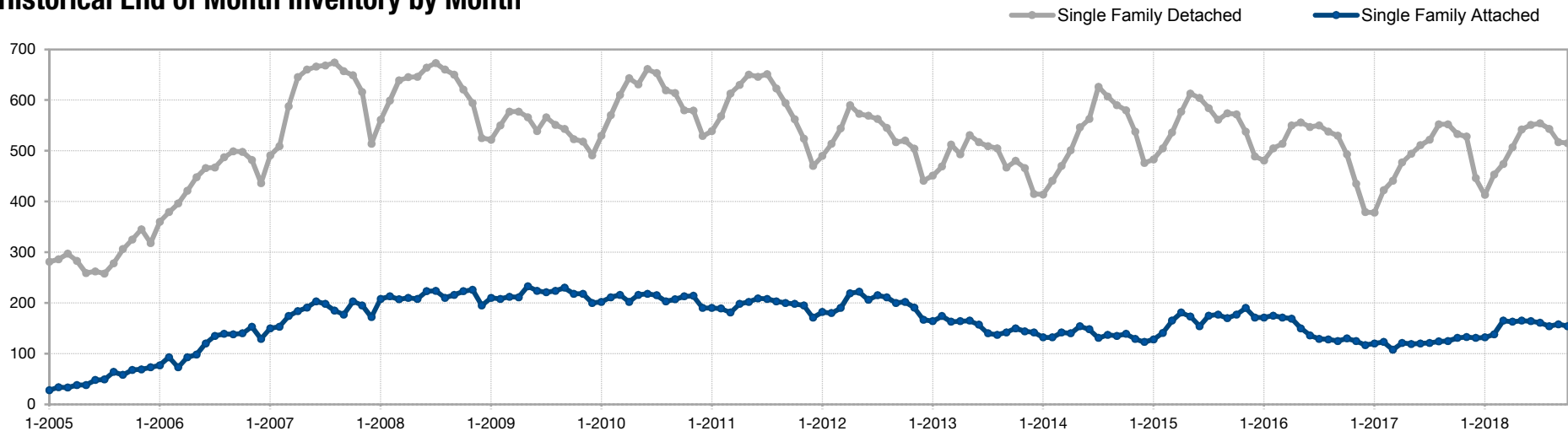


October



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	528	+21.4%	133	+6.4%
Dec-2017	446	+17.7%	131	+12.0%
Jan-2018	413	+9.3%	132	+10.0%
Feb-2018	453	+7.3%	138	+12.2%
Mar-2018	474	+7.5%	165	+52.8%
Apr-2018	507	+6.3%	163	+34.7%
May-2018	542	+9.7%	165	+38.7%
Jun-2018	551	+7.8%	164	+36.7%
Jul-2018	554	+6.1%	161	+33.1%
Aug-2018	543	-1.6%	154	+24.2%
Sep-2018	517	-6.3%	158	+26.4%
Oct-2018	515	-3.4%	154	+17.6%
12-Month Avg	433	-0.6%	136	+9.1%

Historical End of Month Inventory by Month

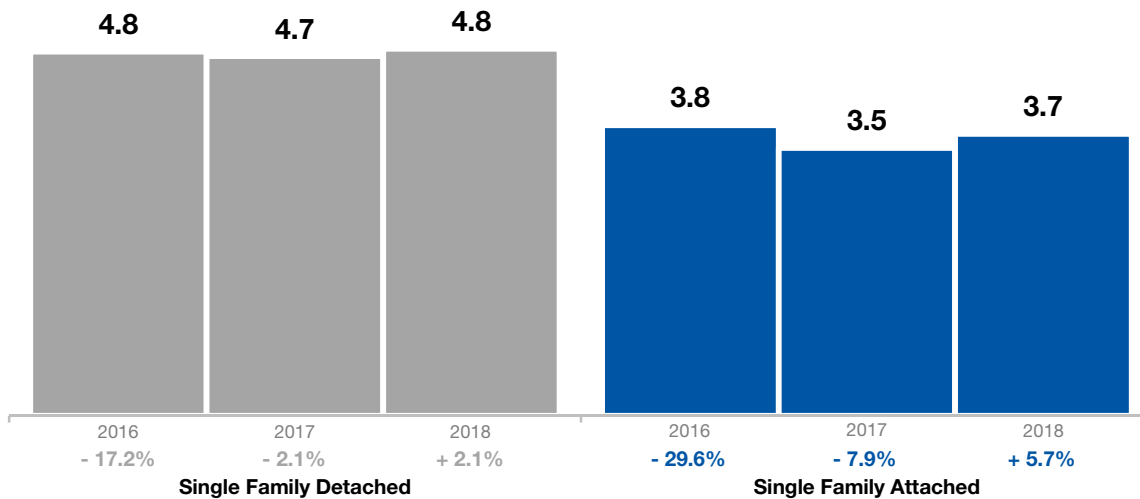


Months Supply of Inventory

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.



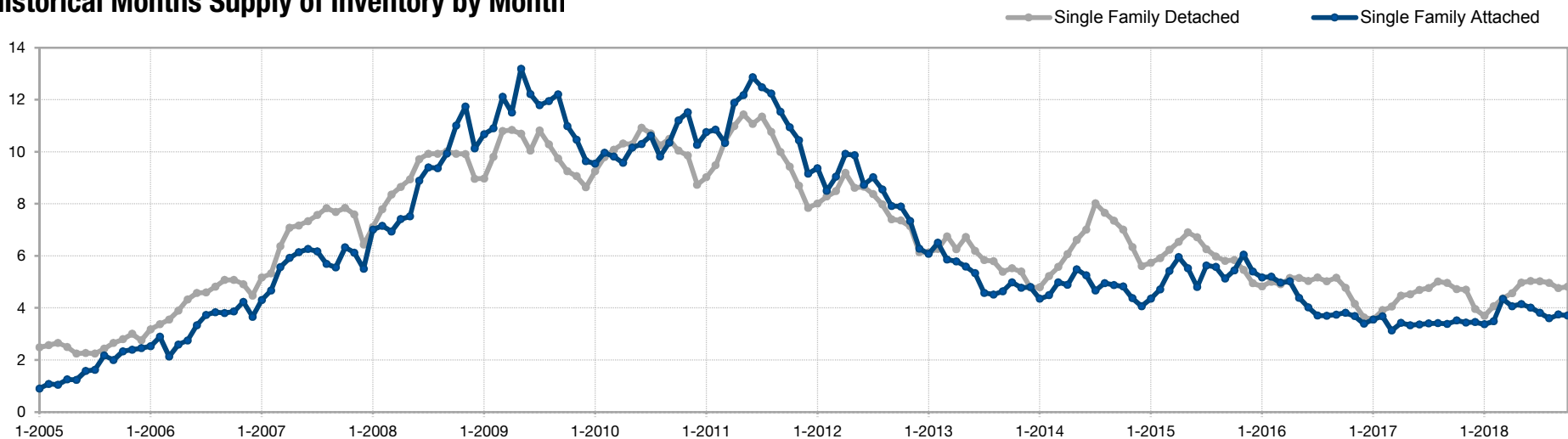
October



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2017	4.7	+11.9%	3.4	-8.1%
Dec-2017	4.0	+11.1%	3.5	+2.9%
Jan-2018	3.7	+2.8%	3.4	-5.6%
Feb-2018	4.1	+5.1%	3.5	-5.4%
Mar-2018	4.4	+10.0%	4.3	+38.7%
Apr-2018	4.6	+2.2%	4.1	+20.6%
May-2018	5.0	+11.1%	4.2	+27.3%
Jun-2018	5.0	+6.4%	4.0	+17.6%
Jul-2018	5.0	+4.2%	3.8	+11.8%
Aug-2018	5.0	0.0%	3.6	+5.9%
Sep-2018	4.8	-4.0%	3.7	+8.8%
Oct-2018	4.8	+2.1%	3.7	+5.7%
12-Month Avg*	4.0	-1.7%	3.4	-3.7%

* Months Supply for all properties from November 2017 through October 2018. 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				10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	10-2015	10-2016	10-2017	10-2018						
New Listings					165	176	+ 6.7%	2,070	2,072	+ 0.1%
Pending Sales					142	104	- 26.8%	1,590	1,561	- 1.8%
Closed Sales					145	144	- 0.7%	1,455	1,564	+ 7.5%
Median List Price					\$325,000	\$362,500	+ 11.5%	\$330,000	\$334,485	+ 1.4%
Median Sales Price					\$310,000	\$325,181	+ 4.9%	\$315,000	\$310,253	- 1.5%
Avg. Sales Price					\$346,382	\$348,542	+ 0.6%	\$351,885	\$339,669	- 3.5%
Median Price Per Sq Ft					\$133	\$145	+ 9.0%	\$131	\$136	+ 3.8%
Average Price Per Sq Ft					\$138	\$150	+ 8.7%	\$142	\$146	+ 2.8%
\$ Volume of Closed Sales (in millions)					\$50.2	\$50.2	0.0%	\$512.0	\$531.2	+ 3.8%
Median Pct of List Price to Sale Price					97.9%	98.6%	+ 0.7%	98.3%	98.7%	+ 0.4%
Avg Pct of List Price to Sale Price					97.8%	98.7%	+ 0.9%	97.9%	98.5%	+ 0.6%
Median Days on Market					56	29	- 48.2%	40	29	- 27.5%
Affordability Index					108	89	- 17.6%	107	94	- 12.1%
End of Month Inventory					666	672	+ 0.9%	--	--	--
Months Supply					4.4	4.5	+ 2.3%	--	--	--

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		
	10-2017	10-2018	+ / -	10-2017	10-2018	+ / -	10-2017	10-2018	+ / -	10-2017	10-2018	+ / -	10-2017	10-2018	+ / -
James City County	132	153	+15.9%	118	109	-7.6%	\$ 310,000	\$ 334,000	+7.7%	560	552	-1.4%	4.7	4.8	+2.1%
City of Williamsburg	17	16	-5.9%	12	15	+25.0%	\$281,500	\$345,000	+22.6%	62	68	+9.7%	5.2	5.3	+1.9%
York County	33	29	-12.1%	21	32	+52.4%	\$342,500	\$271,008	-20.9%	109	100	-8.3%	4.1	3.1	-24.4%
New Kent County	18	14	-22.2%	10	4	-60.0%	\$293,450	\$255,000	-13.1%	59	49	-16.9%	8.3	6.9	-16.9%
Charles City County	0	1	--	1	2	+100.0%	\$214,000	\$143,000	-33.2%	6	6	0.0%	5.3	4.2	-20.8%
Newport News	29	27	-6.9%	18	18	0.0%	\$175,000	\$195,000	+11.4%	62	67	+8.1%	4.1	4.6	+12.2%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	1	1	0.0%	1	0	-100.0%	\$60,000	\$0	-100.0%	5	11	+120.0%	3.3	7.3	+121.2%
Gloucester	13	7	-46.2%	15	7	-53.3%	\$195,000	\$224,500	+15.1%	55	56	+1.8%	6.6	5.1	-22.7%
Richmond	1	2	+100.0%	1	0	-100.0%	\$328,361	\$0	-100.0%	2	3	+50.0%	1.3	3.0	+130.8%
23185	79	67	-15.2%	60	73	+21.7%	\$313,950	\$319,000	+1.6%	298	305	+2.3%	4.7	4.3	-8.5%
23188	76	91	+19.7%	69	56	-18.8%	\$314,000	\$311,070	-0.9%	311	314	+1.0%	4.3	4.7	+9.3%
23168	10	18	+80.0%	16	15	-6.3%	\$277,450	\$342,000	+23.3%	57	53	-7.0%	3.7	4.7	+27.0%
23168, 23185 & 23188	165	176	+6.7%	145	144	-0.7%	\$310,000	\$325,181	+4.9%	666	672	+0.9%	4.4	4.5	+2.3%