

Monthly Indicators



July 2018

Housing price bubble chatter has increased this summer, as market observers attempt to predict the next residential real estate shift. It is too early to predict a change from higher prices and lower inventory, but the common markers that caused the last housing cooldown are present. Wages are up but not at the same pace as home prices, leading to the kind of affordability concerns that can cause fewer sales at lower prices. At the same time, demand is still outpacing what is available for sale in many markets.

When comparing 2018 to 2017 statistics, New Listings increased 10.1 percent for single-family detached homes and 51.3 percent for single-family attached homes. Pending Sales increased 10.0 percent for single-family detached homes and 68.6 percent for single-family attached properties.

Median Sales Price was up 1.3 percent for single-family detached homes and 1.8 percent for single-family attached properties. Months Supply of Inventory increased 4.2 percent for single-family detached homes and 11.8 percent for single-family attached properties.

Consumer spending on home goods and renovations are up, and more people are entering the workforce. Employed people spending money is good for the housing market. Meanwhile, GDP growth was 4.1% in the second quarter, the strongest showing since 2014. Housing starts are down, but that is more reflective of low supply than anything else. With a growing economy, solid lending practices and the potential for improved inventory from new listing and building activity, market balance is more likely than a bubble.

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

+ 1.3%	+ 1.8%	- 2.6%
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				7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	7-2015	7-2016	7-2017	7-2018						
New Listings					149	164	+ 10.1%	1,174	1,208	+ 2.9%
Pending Sales					110	121	+ 10.0%	867	844	- 2.7%
Closed Sales					110	118	+ 7.3%	779	787	+ 1.0%
Median List Price					\$358,200	\$383,000	+ 6.9%	\$361,315	\$381,330	+ 5.5%
Median Sales Price					\$335,000	\$339,223	+ 1.3%	\$345,000	\$345,000	0.0%
Avg. Sales Price					\$361,959	\$382,289	+ 5.6%	\$393,295	\$382,611	- 2.7%
Median Price Per Sq Ft					\$140	\$144	+ 3.4%	\$142	\$144	+ 1.4%
Average Price Per Sq Ft					\$141	\$148	+ 5.0%	\$146	\$148	+ 1.4%
\$ Volume of Closed Sales (in millions)					\$39.8	\$45.1	+ 13.3%	\$306.4	\$301.1	- 1.7%
Median Pct of List Price to Sale Price					98.1%	98.7%	+ 0.6%	98.2%	98.6%	+ 0.4%
Avg Pct of List Price to Sale Price					97.7%	98.2%	+ 0.5%	97.9%	98.1%	+ 0.2%
Median Days on Market					39	22	- 43.6%	39	29	- 25.6%
Affordability Index					101	94	- 6.9%	98	93	- 5.1%
End of Month Inventory					522	554	+ 6.1%	--	--	--
Months Supply					4.8	5.0	+ 4.2%	--	--	--

Single Family Attached Market Overview

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



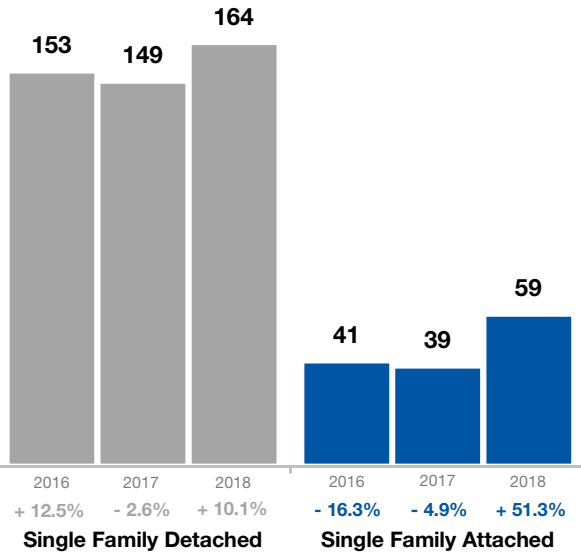
Key Metrics	Historical Sparkbars				7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	7-2015	7-2016	7-2017	7-2018						
New Listings					39	59	+ 51.3%	331	416	+ 25.7%
Pending Sales					35	59	+ 68.6%	284	343	+ 20.8%
Closed Sales					40	51	+ 27.5%	238	289	+ 21.4%
Median List Price					\$216,900	\$235,000	+ 8.3%	\$225,000	\$239,990	+ 6.7%
Median Sales Price					\$221,625	\$225,560	+ 1.8%	\$217,626	\$234,000	+ 7.5%
Avg. Sales Price					\$247,532	\$227,549	- 8.1%	\$231,464	\$235,233	+ 1.6%
Median Price Per Sq Ft					\$129	\$129	- 0.2%	\$129	\$135	+ 5.2%
Average Price Per Sq Ft					\$134	\$134	0.0%	\$135	\$139	+ 3.0%
\$ Volume of Closed Sales (in millions)					\$9.9	\$11.6	+ 17.2%	\$55.1	\$68.0	+ 23.4%
Median Pct of List Price to Sale Price					97.7%	100.0%	+ 2.4%	98.3%	99.1%	+ 0.8%
Avg Pct of List Price to Sale Price					97.3%	99.0%	+ 1.7%	97.9%	98.8%	+ 0.9%
Median Days on Market					42	16	- 61.9%	41	23	- 43.9%
Affordability Index					153	142	- 7.2%	156	137	- 12.2%
End of Month Inventory					121	161	+ 33.1%	--	--	--
Months Supply					3.4	3.8	+ 11.8%	--	--	--

New Listings

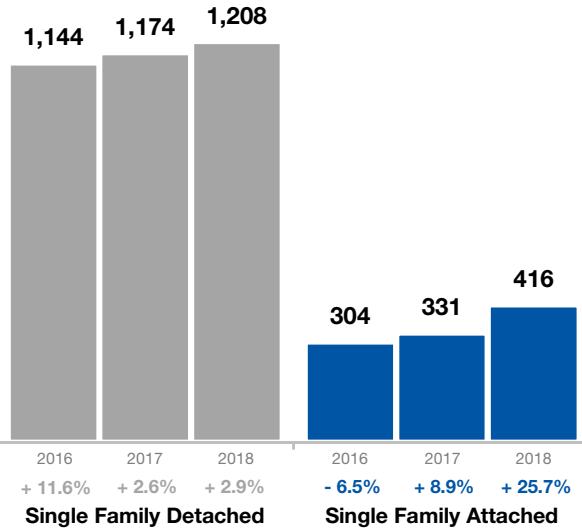
A count of the properties that have been newly listed on the market in a given month.



July

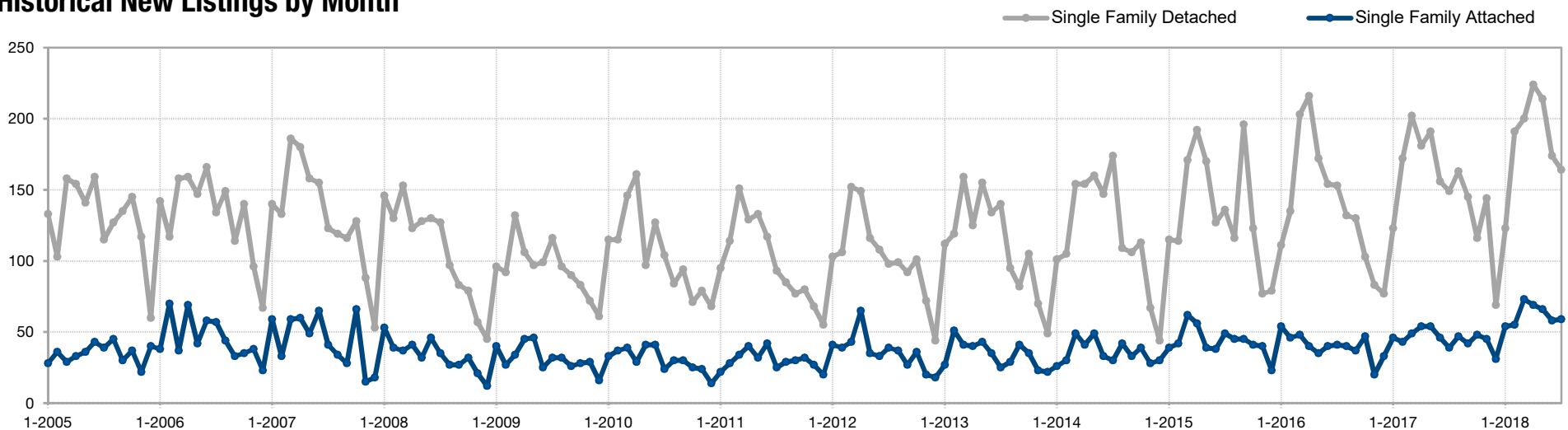


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	163	+23.5%	47	+17.5%
Sep-2017	145	+11.5%	42	+13.5%
Oct-2017	116	+12.6%	48	+2.1%
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%
12-Month Avg	145	+6.2%	50	+19.7%

Historical New Listings by Month



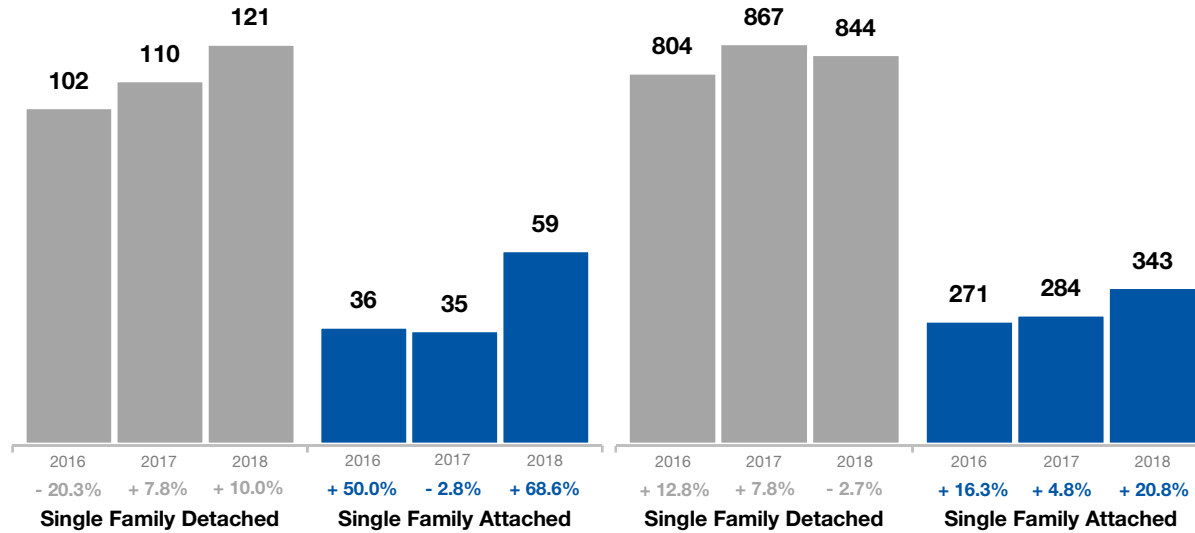
Pending Sales

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



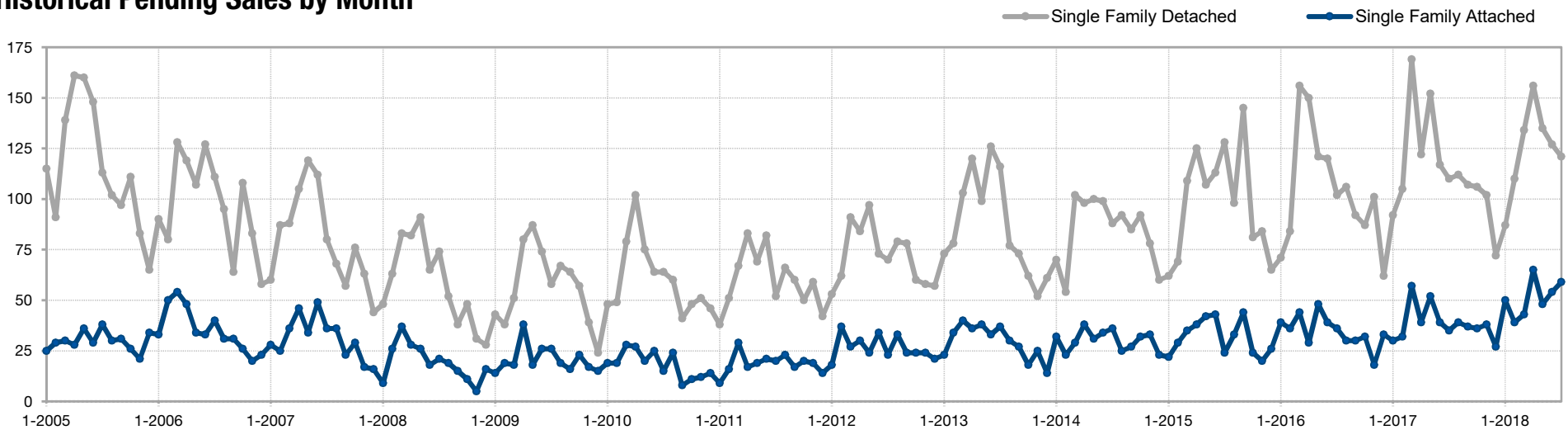
July

Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	112	+5.7%	39	+30.0%
Sep-2017	107	+16.3%	37	+23.3%
Oct-2017	106	+21.8%	36	+12.5%
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%
12-Month Avg	110	+0.8%	42	+18.7%

Historical Pending Sales by Month



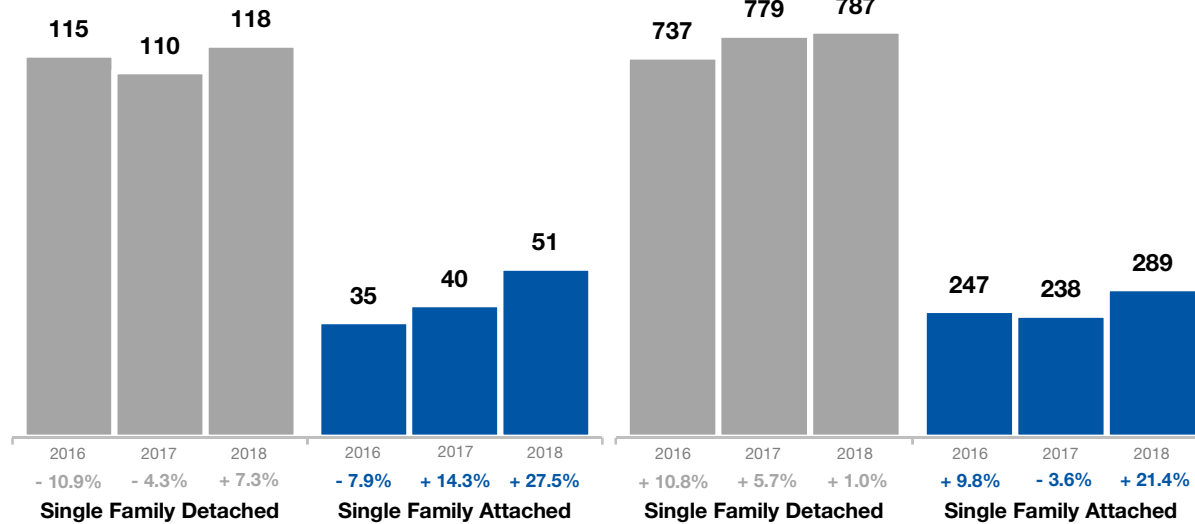
Closed Sales

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



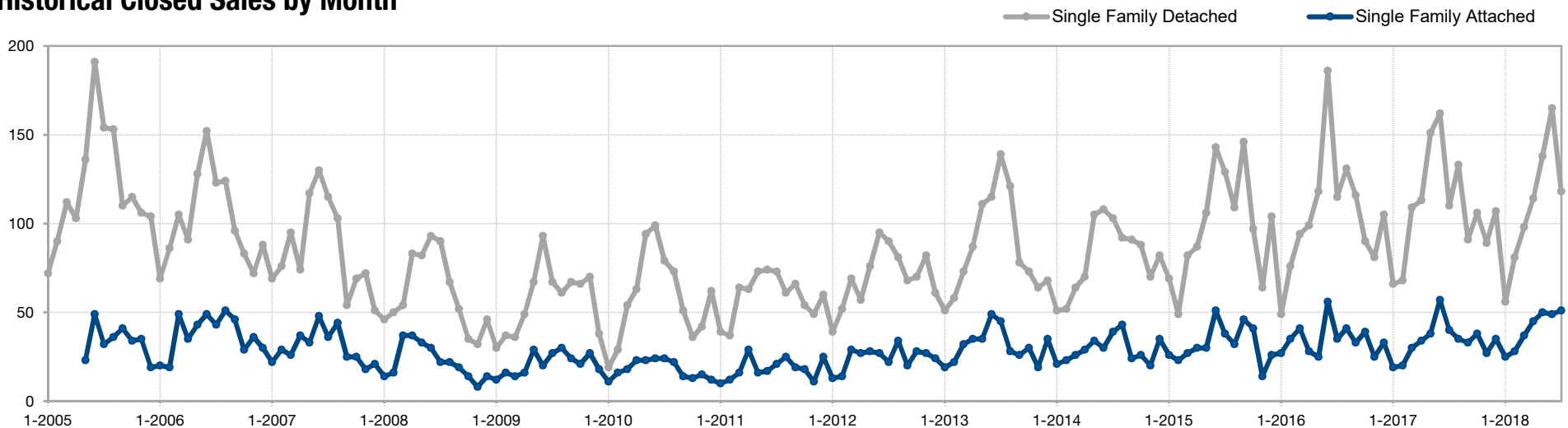
July

Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	133	+1.5%	35	-14.6%
Sep-2017	91	-21.6%	33	0.0%
Oct-2017	106	+17.8%	38	-2.6%
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%
12-Month Avg	110	+1.2%	38	+12.7%

Historical Closed Sales by Month

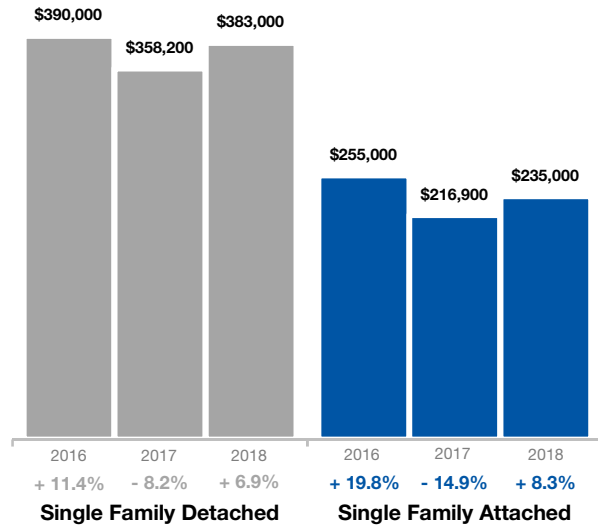


Median List Price

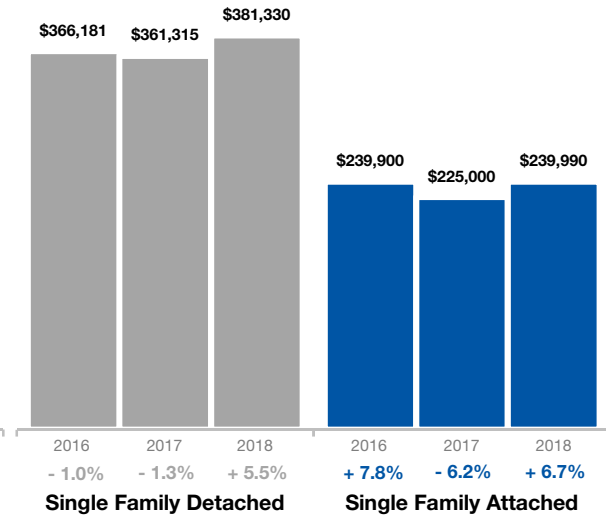
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



July



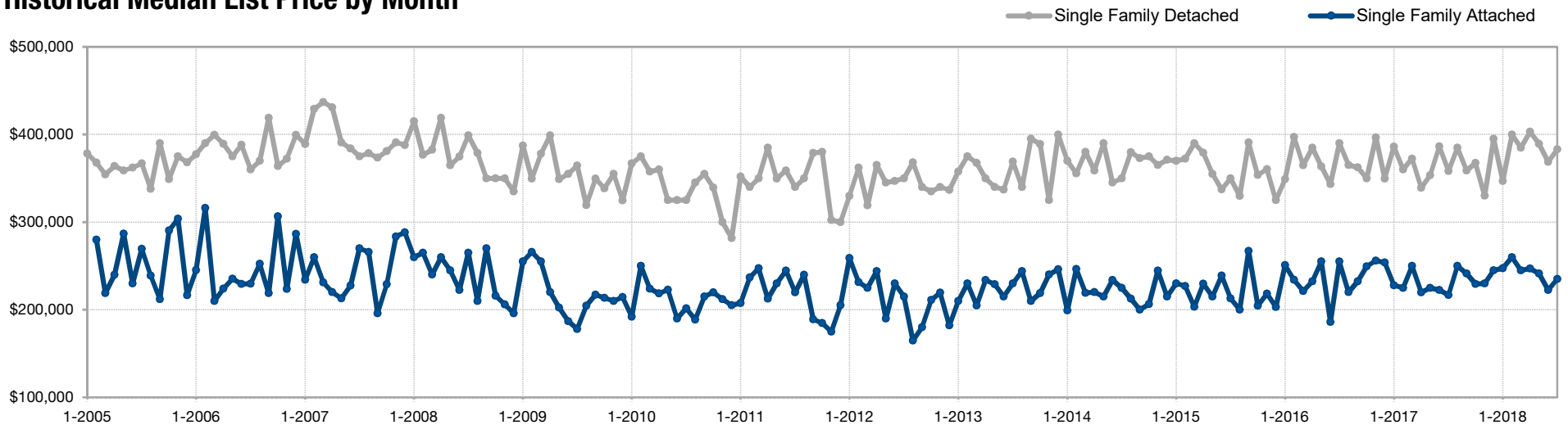
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	\$385,000	+5.5%	\$250,000	+13.7%
Sep-2017	\$358,750	-1.0%	\$241,445	+3.9%
Oct-2017	\$367,493	+5.0%	\$229,400	-8.1%
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%
12-Month Avg*	\$375,000	+3.3%	\$239,050	+1.7%

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

Historical Median List Price by Month

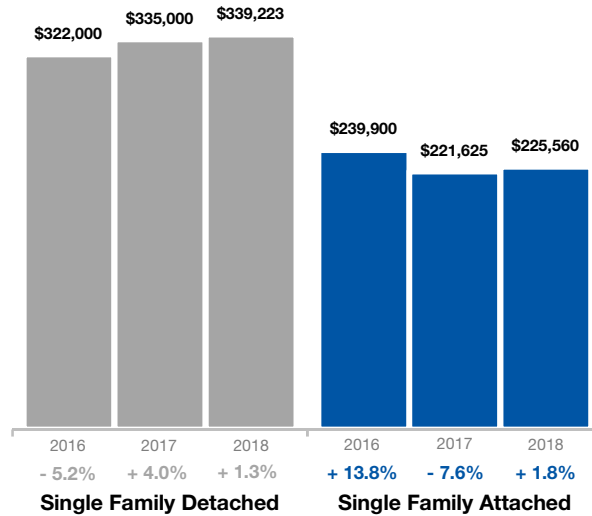


Median Sales Price

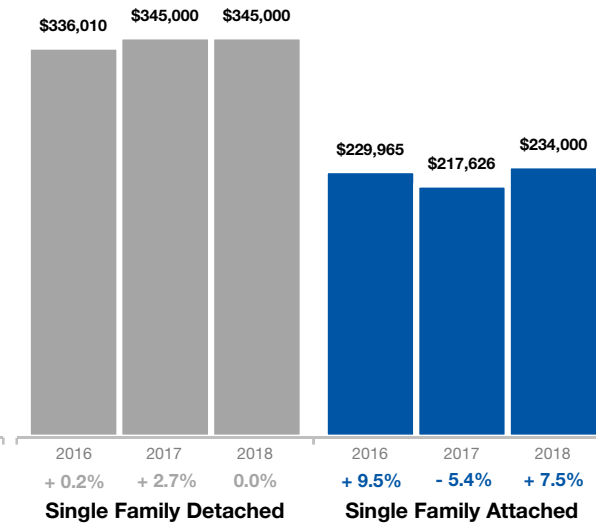
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



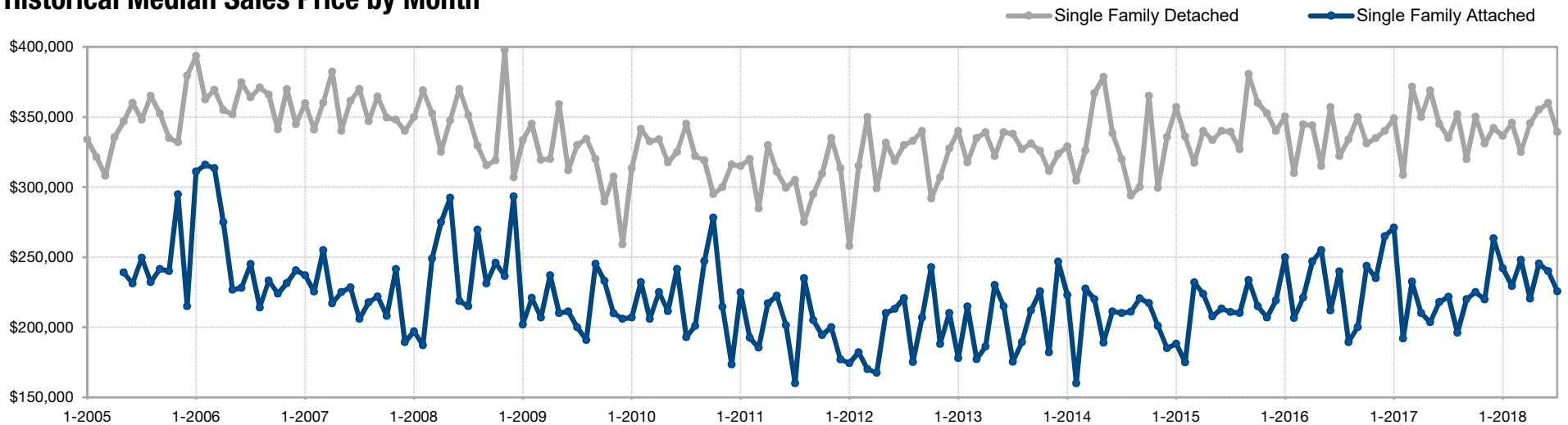
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	\$352,000	+5.4%	\$196,000	+3.5%
Sep-2017	\$319,900	-8.6%	\$220,000	+10.0%
Oct-2017	\$350,200	+5.8%	\$225,010	-7.7%
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%
12-Month Avg*	\$344,950	+0.6%	\$233,000	+6.0%

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

Historical Median Sales Price by Month

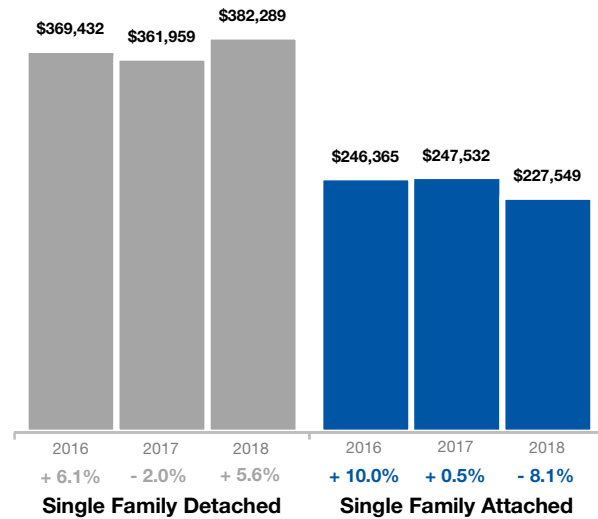


Average Sales Price

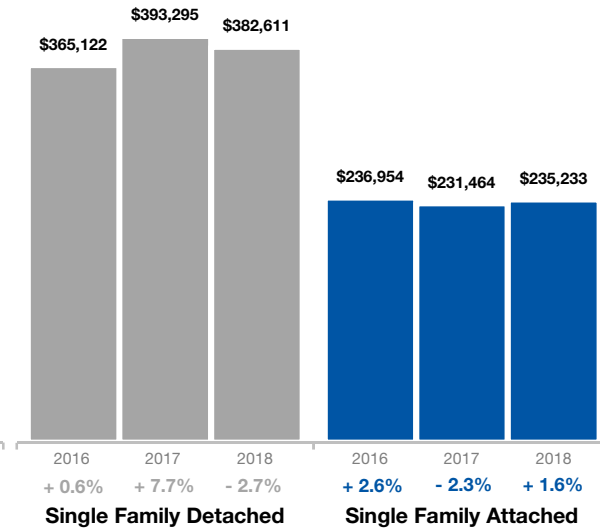
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



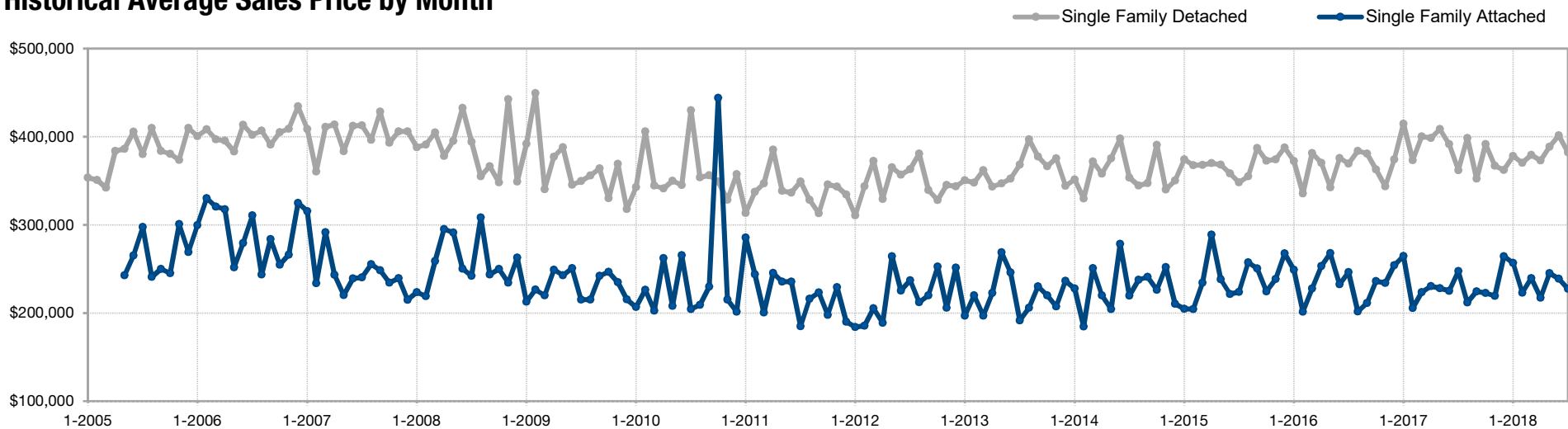
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	\$398,507	+3.8%	\$211,795	+5.0%
Sep-2017	\$352,249	-7.5%	\$224,335	+6.2%
Oct-2017	\$391,515	+7.9%	\$222,757	-5.7%
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%
12-Month Avg*	\$380,128	-1.1%	\$232,653	+1.5%

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

Historical Average Sales Price by Month

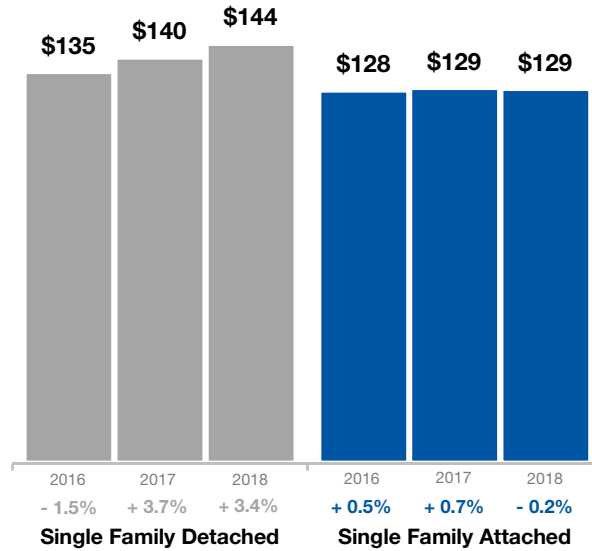


Median Price Per Square Foot

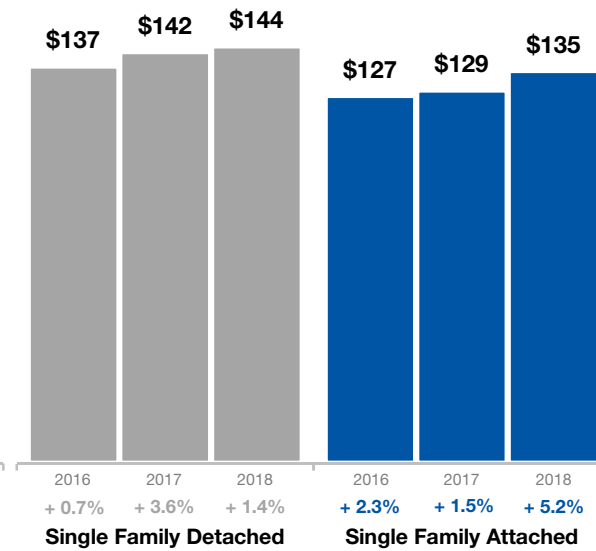
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



July



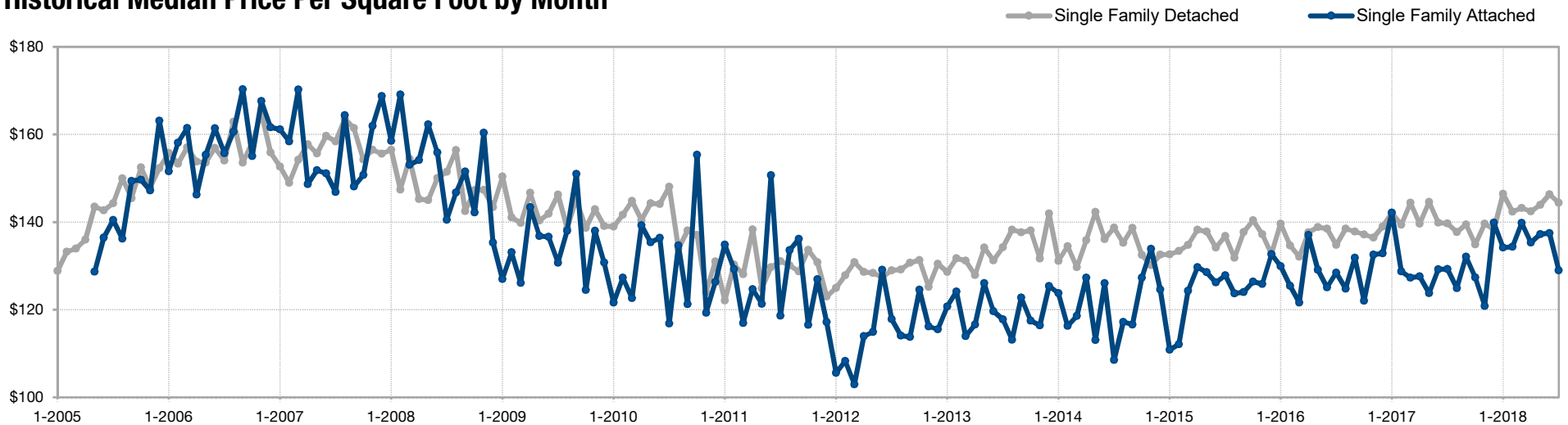
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	\$138	-0.6%	\$125	+0.1%
Sep-2017	\$139	+1.2%	\$132	+0.2%
Oct-2017	\$135	-1.6%	\$127	+4.4%
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%
12-Month Avg*	\$142	+1.3%	\$133	+4.1%

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

Historical Median Price Per Square Foot by Month

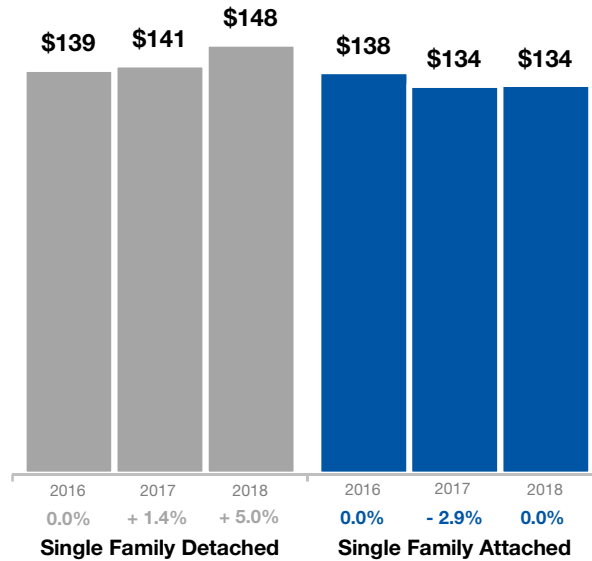


Average Price Per Square Foot

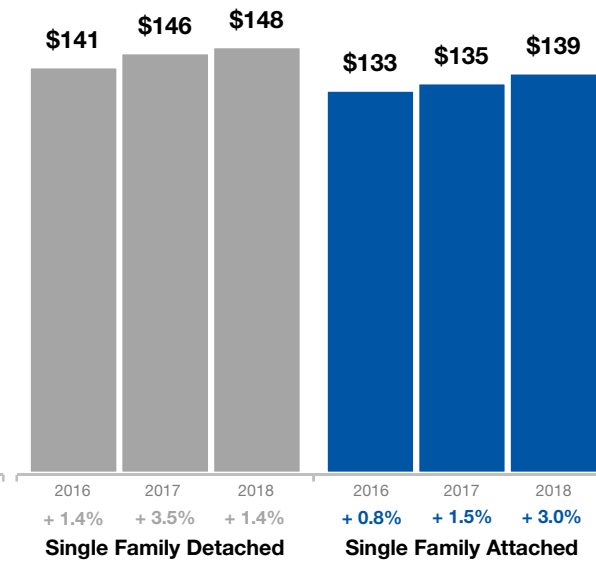
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



July



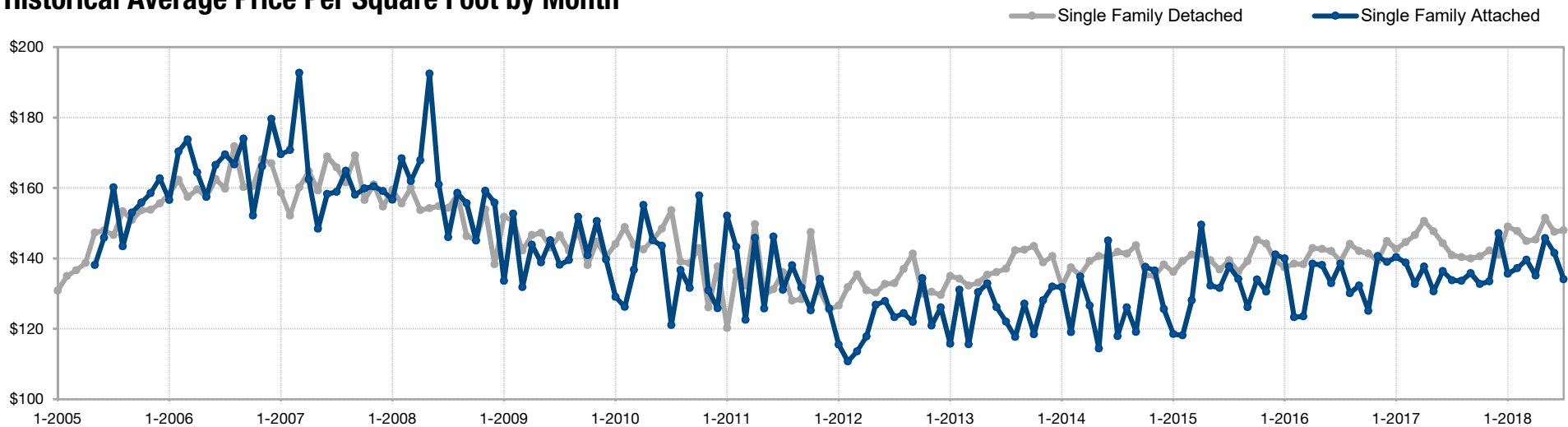
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	\$140	-2.8%	\$134	+3.1%
Sep-2017	\$140	-1.4%	\$136	+3.0%
Oct-2017	\$141	0.0%	\$133	+6.4%
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%
12-Month Avg*	\$145	+0.3%	\$138	+2.7%

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

Historical Average Price Per Square Foot by Month



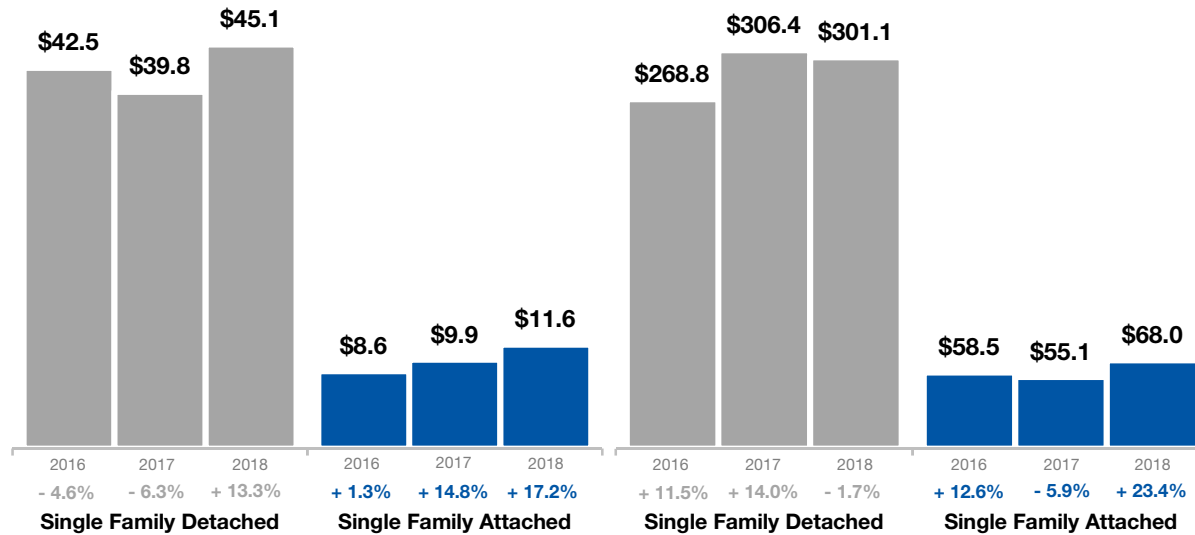
Dollar Volume of Closed Sales (in millions)

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



July

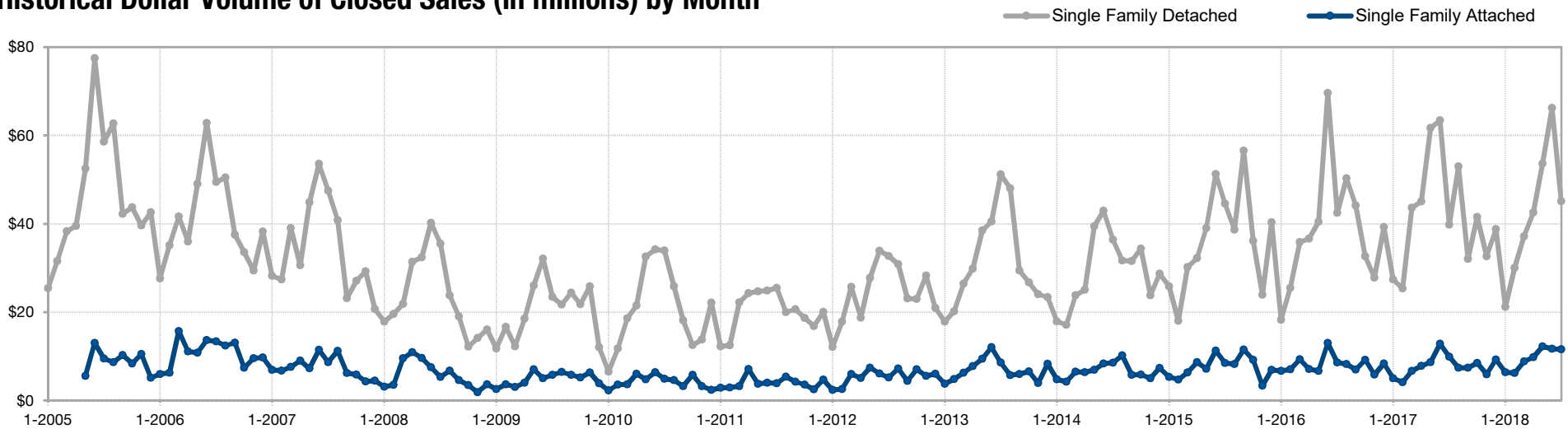
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	\$53.0	+5.4%	\$7.4	-10.3%
Sep-2017	\$32.1	-27.4%	\$7.4	+6.2%
Oct-2017	\$41.5	+27.1%	\$8.5	-8.1%
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%
12-Month Avg*	\$41.2	-0.0%	\$8.8	+14.4%

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

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



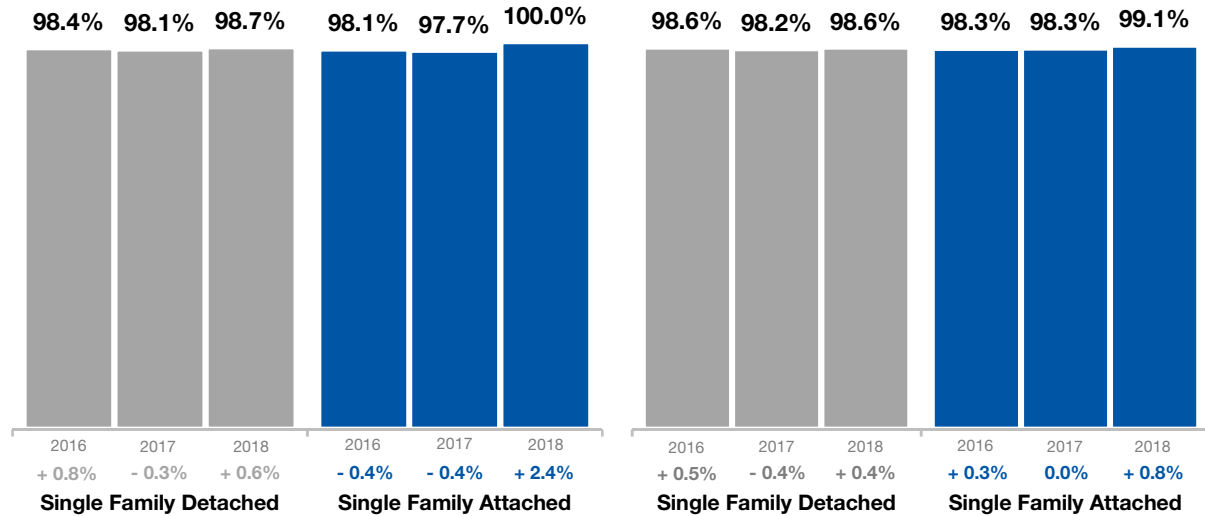
Median Percent of List Price to Sale Price



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.

July

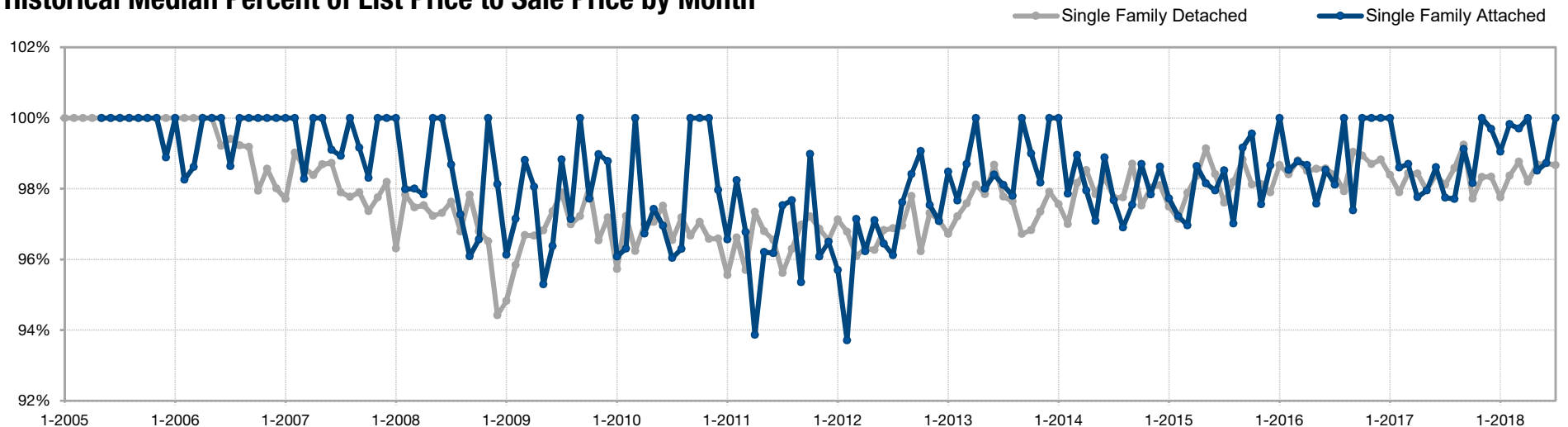
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	98.6%	+0.7%	97.7%	-2.3%
Sep-2017	99.2%	+0.2%	99.1%	+1.7%
Oct-2017	97.7%	-1.2%	98.2%	-1.8%
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%
12-Month Avg*	98.6%	+0.3%	99.0%	+0.4%

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

Historical Median Percent of List Price to Sale Price by Month

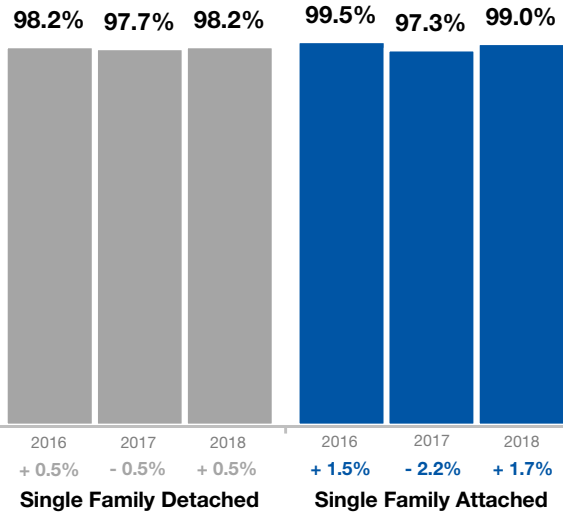


Average Percent of List Price to Sale Price

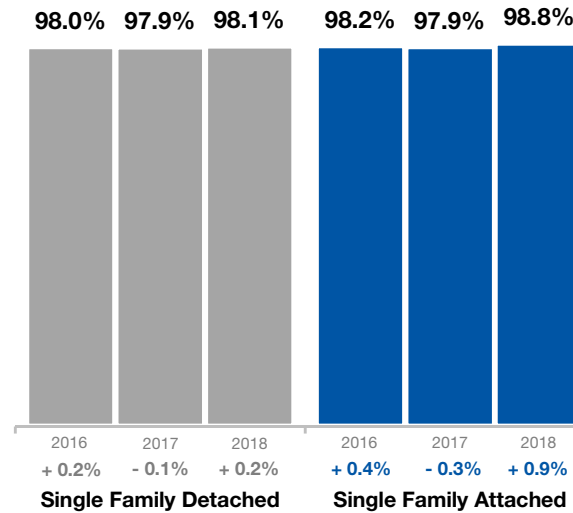
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



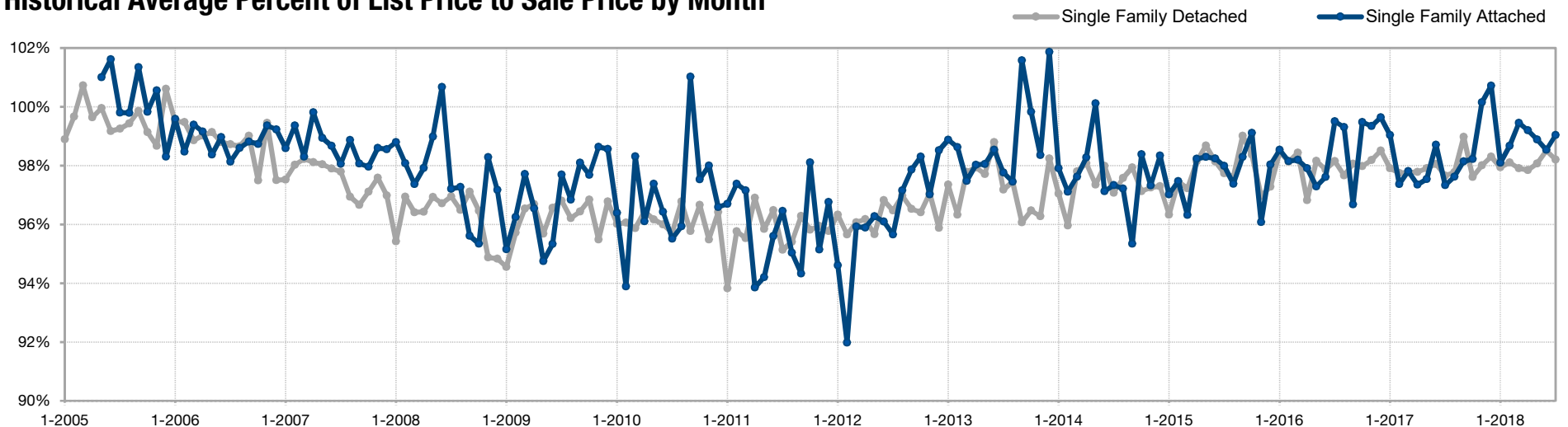
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	97.8%	+0.1%	97.6%	-1.7%
Sep-2017	99.0%	+0.9%	98.1%	+1.4%
Oct-2017	97.6%	-0.4%	98.2%	-1.3%
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%
12-Month Avg*	98.1%	+0.2%	98.8%	+0.5%

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

Historical Average Percent of List Price to Sale Price by Month



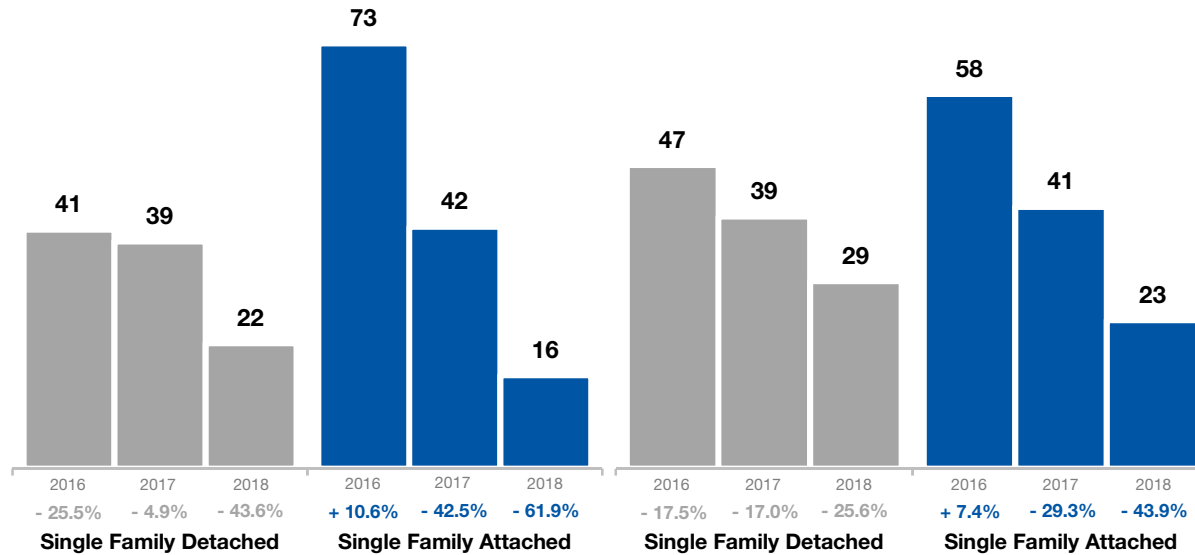
Median Days on Market Until Sale

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



July

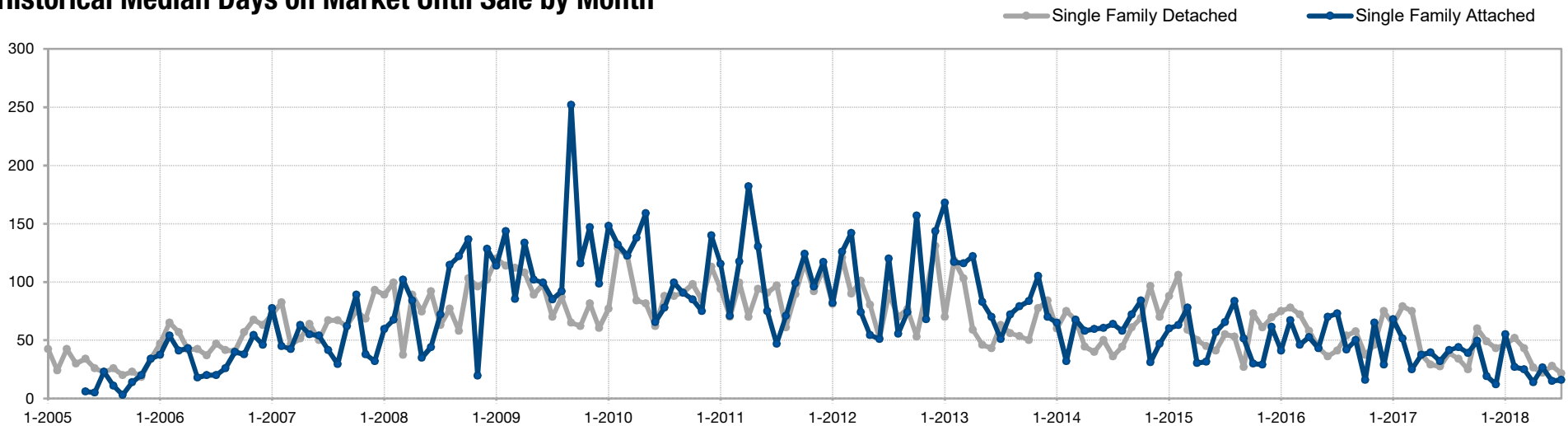
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	34	-37.0%	44	+4.8%
Sep-2017	25	-56.9%	39	-22.0%
Oct-2017	60	+57.9%	50	+212.5%
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%
12-Month Avg*	34	-24.4%	26	-33.3%

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

Historical Median Days on Market Until Sale by Month



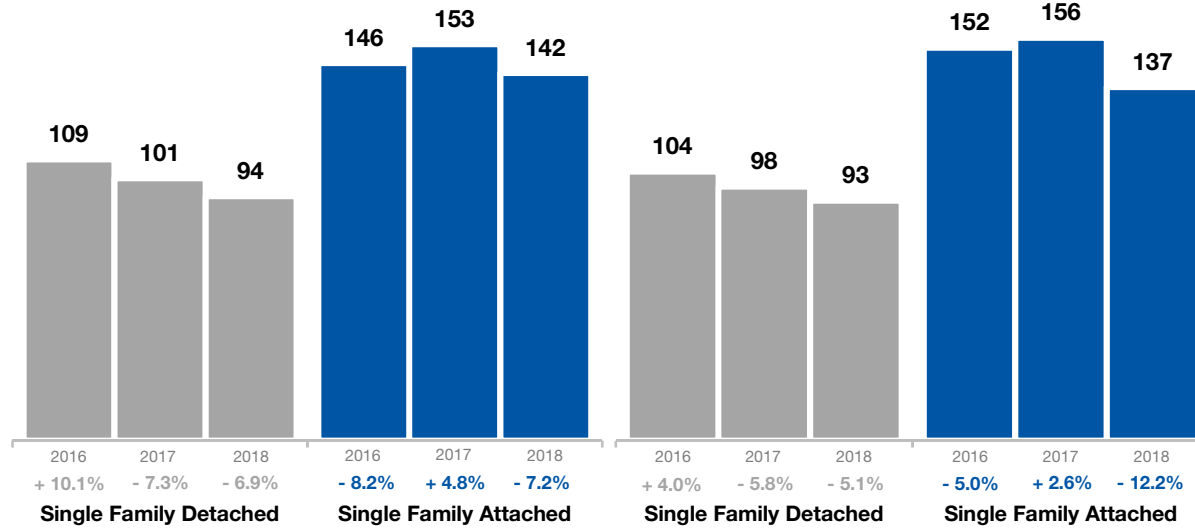
Housing Affordability Index



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.

July

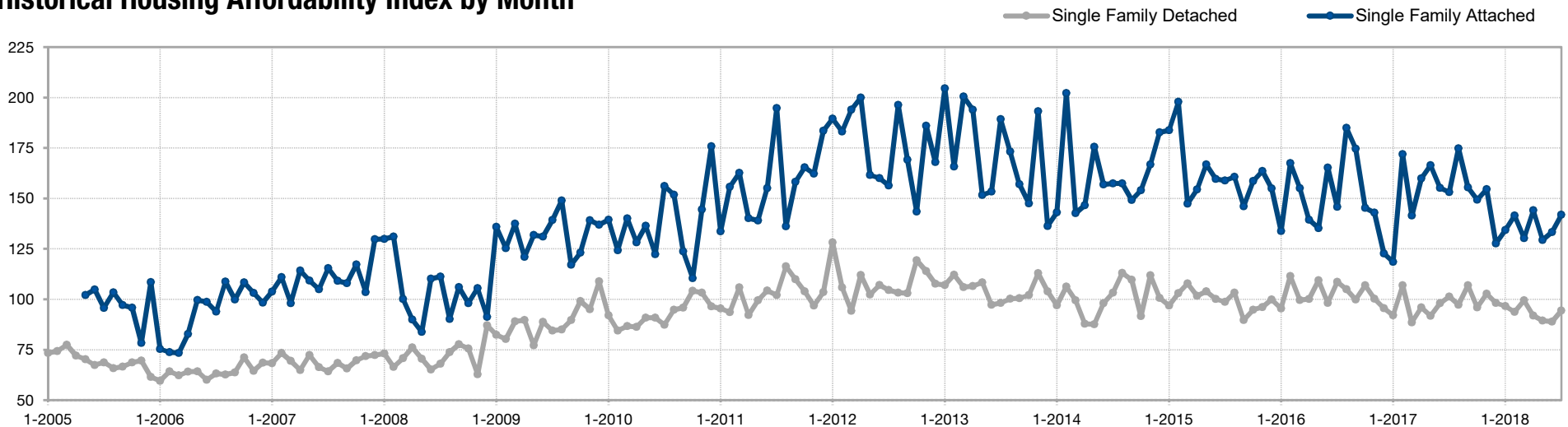
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	97	-7.6%	175	-5.4%
Sep-2017	107	+7.0%	156	-10.9%
Oct-2017	96	-10.3%	149	+2.8%
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%
12-Month Avg*	96	-4.6%	98	-7.2%

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

Historical Housing Affordability Index by Month

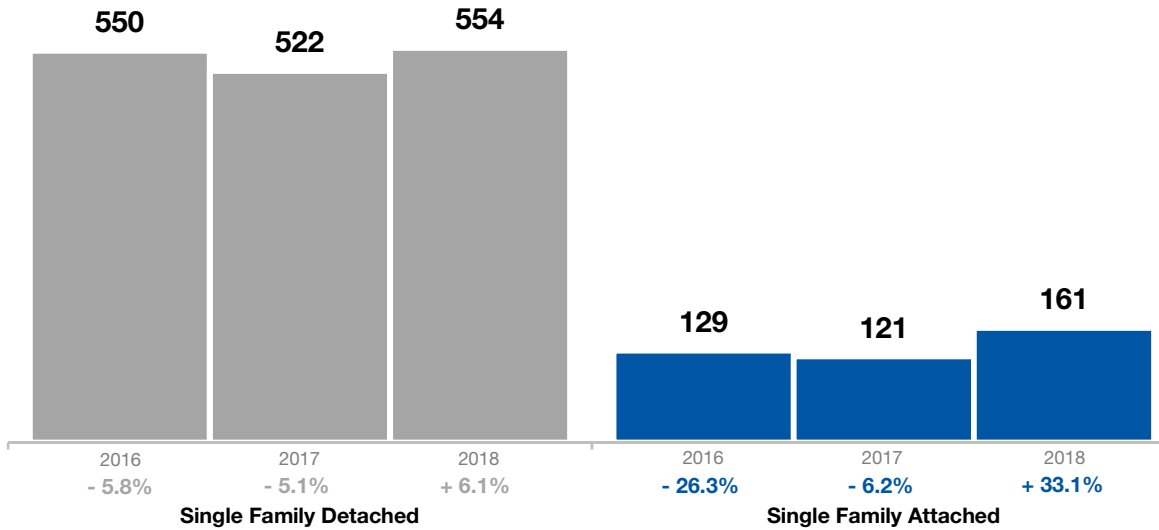


End of Month Inventory

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

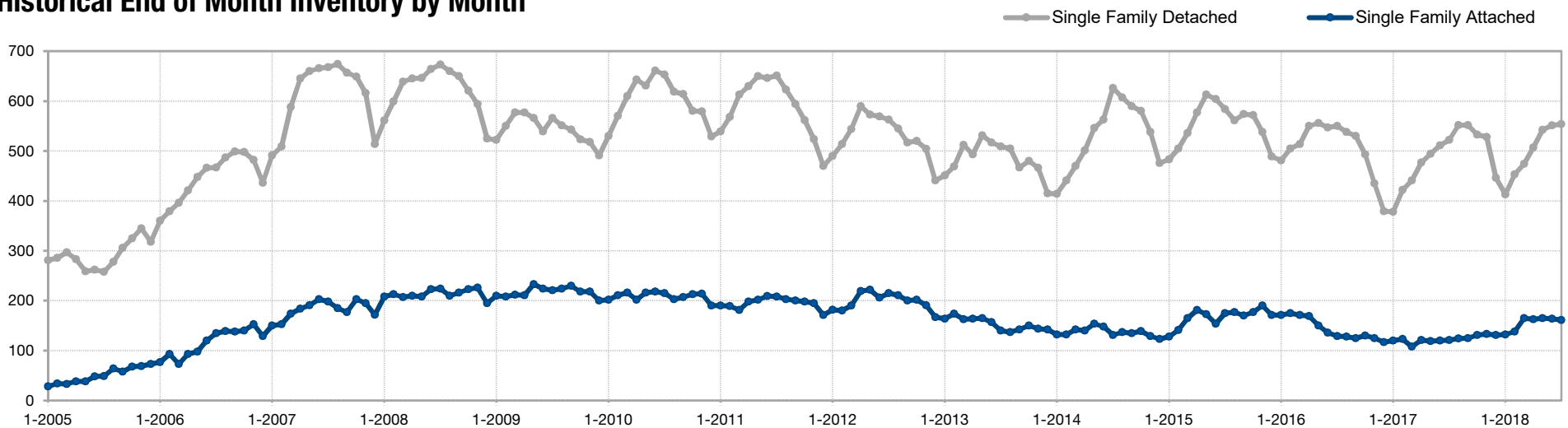


July



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	552	+2.6%	124	-3.1%
Sep-2017	552	+4.2%	125	0.0%
Oct-2017	533	+8.1%	131	+0.8%
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%
12-Month Avg	444	-2.8%	135	+6.1%

Historical End of Month Inventory by Month

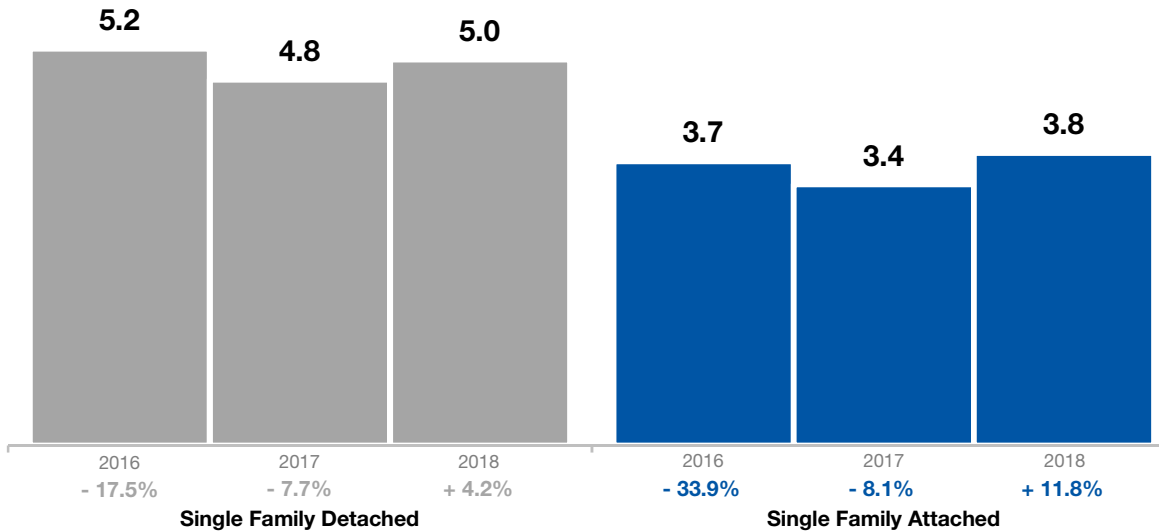


Months Supply of Inventory

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.



July



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2017	5.0	0.0%	3.4	-8.1%
Sep-2017	5.0	-3.8%	3.4	-8.1%
Oct-2017	4.7	-2.1%	3.5	-7.9%
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%
12-Month Avg*	4.0	-6.1%	3.5	-5.0%

* Months Supply for all properties from August 2017 through July 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				7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	7-2015	7-2016	7-2017	7-2018						
New Listings					188	223	+ 18.6%	1,445	1,625	+ 12.5%
Pending Sales					145	180	+ 24.1%	1,149	1,187	+ 3.3%
Closed Sales					150	169	+ 12.7%	1,018	1,076	+ 5.7%
Median List Price					\$319,250	\$329,950	+ 3.4%	\$329,900	\$334,410	+ 1.4%
Median Sales Price					\$304,000	\$296,000	- 2.6%	\$320,000	\$310,000	- 3.1%
Avg. Sales Price					\$331,445	\$335,592	+ 1.3%	\$355,497	\$343,027	- 3.5%
Median Price Per Sq Ft					\$133	\$139	+ 4.5%	\$130	\$130	0.0%
Average Price Per Sq Ft					\$139	\$144	+ 3.6%	\$143	\$145	+ 1.4%
\$ Volume of Closed Sales (in millions)					\$49.7	\$56.7	+ 14.1%	\$361.9	\$369.1	+ 2.0%
Median Pct of List Price to Sale Price					98.0%	98.8%	+ 0.8%	98.2%	98.7%	+ 0.5%
Avg Pct of List Price to Sale Price					97.6%	98.5%	+ 0.9%	97.9%	98.3%	+ 0.4%
Median Days on Market					41	21	- 48.8%	39	28	- 28.2%
Affordability Index					112	108	- 3.6%	106	103	- 2.8%
End of Month Inventory					644	718	+ 11.5%	--	--	--
Months Supply					4.4	4.7	+ 6.8%	--	--	--

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		
	7-2017	7-2018	+ / -	7-2017	7-2018	+ / -	7-2017	7-2018	+ / -	7-2017	7-2018	+ / -	7-2017	7-2018	+ / -
James City County	137	170	+24.1%	122	132	+8.2%	\$ 307,500	\$ 311,000	+1.1%	495	574	+16.0%	4.2	4.9	+16.7%
City of Williamsburg	18	20	+11.1%	14	16	+14.3%	\$397,000	\$231,250	-41.8%	53	74	+39.6%	4.3	5.9	+37.2%
York County	32	47	+46.9%	23	33	+43.5%	\$285,000	\$295,000	+3.5%	93	121	+30.1%	3.6	3.7	+2.8%
New Kent County	16	6	-62.5%	7	7	0.0%	\$244,000	\$327,990	+34.4%	52	52	0.0%	8.8	7.0	-20.5%
Charles City County	3	3	0.0%	1	1	0.0%	\$875,000	\$204,000	-76.7%	7	9	+28.6%	5.7	9.0	+57.9%
Newport News	18	16	-11.1%	17	14	-17.6%	\$195,000	\$194,250	-0.4%	42	66	+57.1%	2.9	4.5	+55.2%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	2	3	+50.0%	1	0	-100.0%	\$195,000	\$0	-100.0%	9	9	0.0%	5.1	6.0	+17.6%
Gloucester	7	13	+85.7%	6	14	+133.3%	\$211,000	\$260,950	+23.7%	61	72	+18.0%	8.1	6.5	-19.8%
Richmond	0	0	--	0	0	--	\$0	\$0	--	0	1	--	0.0	1.0	--
23185	75	109	+45.3%	62	75	+21.0%	\$325,450	\$305,000	-6.3%	249	333	+33.7%	4.1	4.7	+14.6%
23188	78	100	+28.2%	78	80	+2.6%	\$290,000	\$289,000	-0.3%	285	326	+14.4%	4.0	4.8	+20.0%
23168	18	14	-22.2%	10	14	+40.0%	\$305,000	\$316,500	+3.8%	59	59	0.0%	4.3	4.4	+2.3%
23168, 23185 & 23188	171	223	+30.4%	150	169	+12.7%	\$304,000	\$296,000	-2.6%	593	718	+21.1%	4.1	4.7	+14.6%