

Monthly Indicators



April 2018

Many sellers and builders are in a good position for financial gains, as the economy continues to favor putting existing homes on the market and building new homes for sale. We are finally beginning to see some upward movement in new listings after at least two years of a positive outlook. There may not be massive increases in inventory from week to week, but a longer-term trend toward more new listings would be a good sign. Low inventory should continue to create a competitive situation for buyers, causing price increases over the next several months.

When comparing 2018 to 2017 statistics, New Listings increased 23.8 percent for single-family detached homes and 27.8 percent for single-family attached homes. Pending Sales increased 27.9 percent for single-family detached homes and 66.7 percent for single-family attached properties.

Median Sales Price was down 1.3 percent for single-family detached homes and was up 5.0 percent for single-family attached properties. Months Supply of Inventory increased 2.2 percent for single-family detached homes and 20.6 percent for single-family attached properties.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

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%

+ 5.0%

- 5.9%

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
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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.

Single Family Detached Market Overview	2
Single Family Attached Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Median List Price	7
Median Sales Price	8
Average Sales Price	9
Median Price Per Square Foot	10
Average Price Per Square Foot	11
Dollar Volume of Closed Sales (in millions)	12
Median Percent of List Price to Sale Price	13
Average Percent of List Price to Sale Price	14
Median Days on Market Until Sale	15
Housing Affordability Index	16
End of Month Inventory	17
Months Supply of Inventory	18
Total Market Overview	19
Area Overview	20



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				4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	4-2015	4-2016	4-2017	4-2018						
New Listings					181	224	+ 23.8%	678	720	+ 6.2%
Pending Sales					122	156	+ 27.9%	488	479	- 1.8%
Closed Sales					113	114	+ 0.9%	356	354	- 0.6%
Median List Price					\$339,000	\$402,999	+ 18.9%	\$355,000	\$389,995	+ 9.9%
Median Sales Price					\$350,000	\$345,500	- 1.3%	\$345,000	\$340,000	- 1.4%
Avg. Sales Price					\$398,538	\$373,051	- 6.4%	\$397,288	\$373,245	- 6.1%
Median Price Per Sq Ft					\$140	\$142	+ 2.0%	\$142	\$143	+ 0.9%
Average Price Per Sq Ft					\$151	\$145	- 4.0%	\$147	\$146	- 0.7%
\$ Volume of Closed Sales (in millions)					\$45.0	\$42.5	- 5.6%	\$141.4	\$132.1	- 6.6%
Median Pct of List Price to Sale Price					98.4%	98.2%	- 0.2%	98.3%	98.4%	+ 0.1%
Avg Pct of List Price to Sale Price					97.8%	97.8%	0.0%	97.8%	97.9%	+ 0.1%
Median Days on Market					38	27	- 28.9%	59	37	- 37.3%
Affordability Index					96	92	- 4.2%	97	93	- 4.1%
End of Month Inventory					477	507	+ 6.3%	--	--	--
Months Supply					4.5	4.6	+ 2.2%	--	--	--

Single Family Attached Market Overview

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



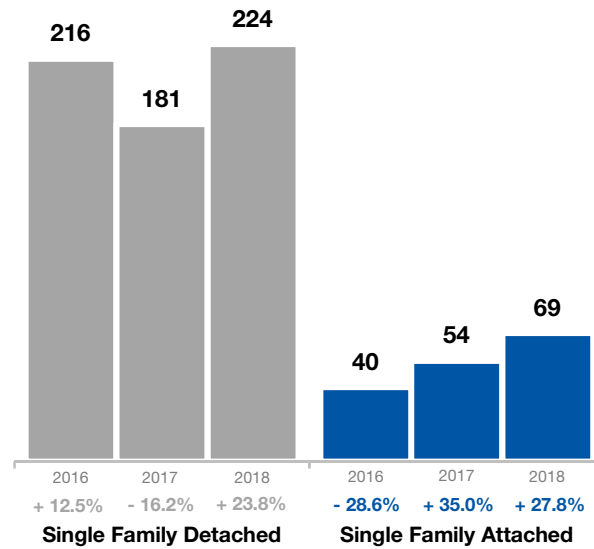
Key Metrics	Historical Sparkbars				4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	4-2015	4-2016	4-2017	4-2018						
New Listings					54	69	+ 27.8%	192	249	+ 29.7%
Pending Sales					39	65	+ 66.7%	158	190	+ 20.3%
Closed Sales					34	45	+ 32.4%	103	137	+ 33.0%
Median List Price					\$219,900	\$246,900	+ 12.3%	\$235,200	\$246,955	+ 5.0%
Median Sales Price					\$210,000	\$220,395	+ 5.0%	\$219,900	\$230,000	+ 4.6%
Avg. Sales Price					\$230,436	\$217,131	- 5.8%	\$229,993	\$232,847	+ 1.2%
Median Price Per Sq Ft					\$128	\$135	+ 6.0%	\$129	\$137	+ 6.0%
Average Price Per Sq Ft					\$138	\$135	- 2.2%	\$137	\$137	0.0%
\$ Volume of Closed Sales (in millions)					\$7.8	\$9.8	+ 24.7%	\$23.7	\$31.9	+ 34.7%
Median Pct of List Price to Sale Price					97.8%	100.0%	+ 2.2%	98.6%	99.7%	+ 1.1%
Avg Pct of List Price to Sale Price					97.4%	99.2%	+ 1.8%	97.8%	98.9%	+ 1.1%
Median Days on Market					38	14	- 63.2%	42	23	- 45.2%
Affordability Index					160	144	- 10.0%	153	138	- 9.8%
End of Month Inventory					121	163	+ 34.7%	--	--	--
Months Supply					3.4	4.1	+ 20.6%	--	--	--

New Listings

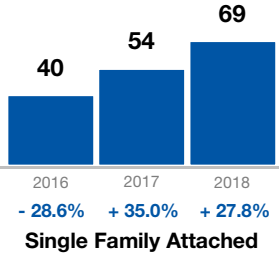
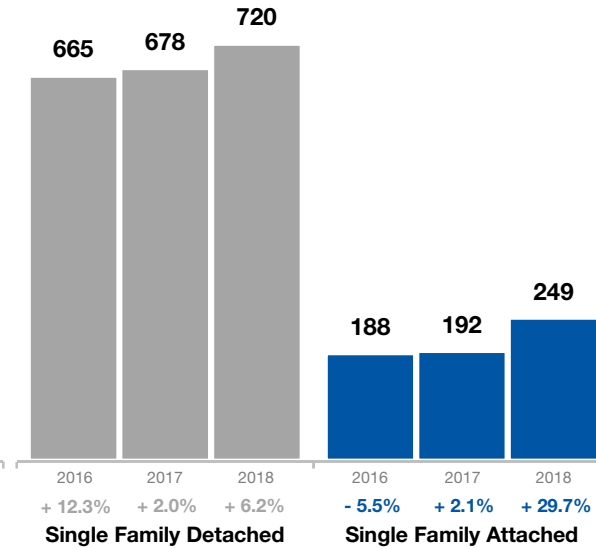
A count of the properties that have been newly listed on the market in a given month.



April

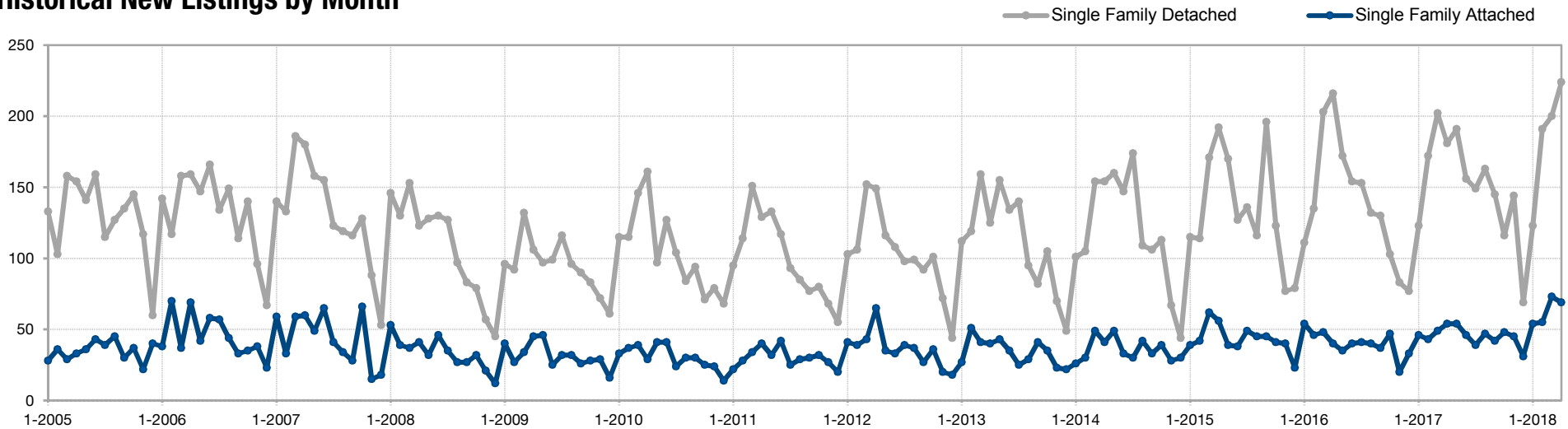


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2017	191	+11.0%	54	+54.3%
Jun-2017	156	+1.3%	46	+15.0%
Jul-2017	149	-2.6%	39	-4.9%
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%
12-Month Avg	144	+3.7%	48	+19.2%

Historical New Listings by Month

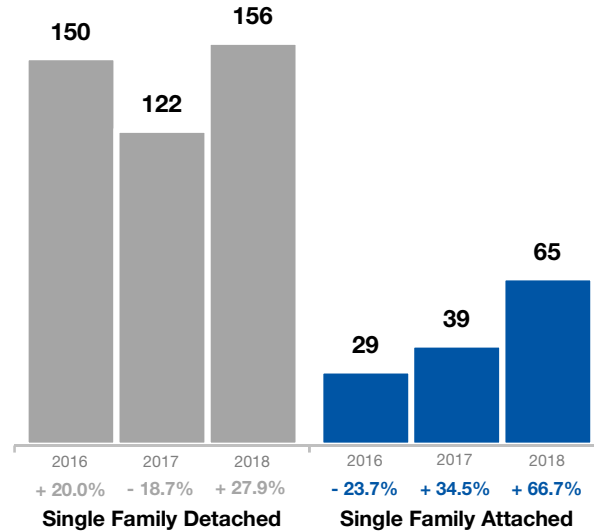


Pending Sales

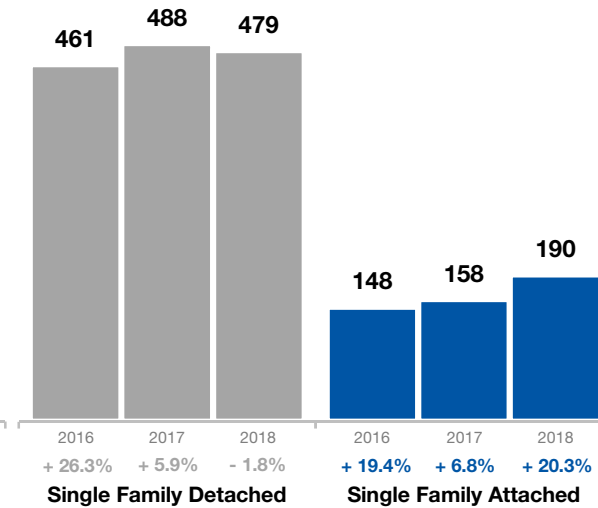
A count of the properties on which offers have been accepted in a given month.



April

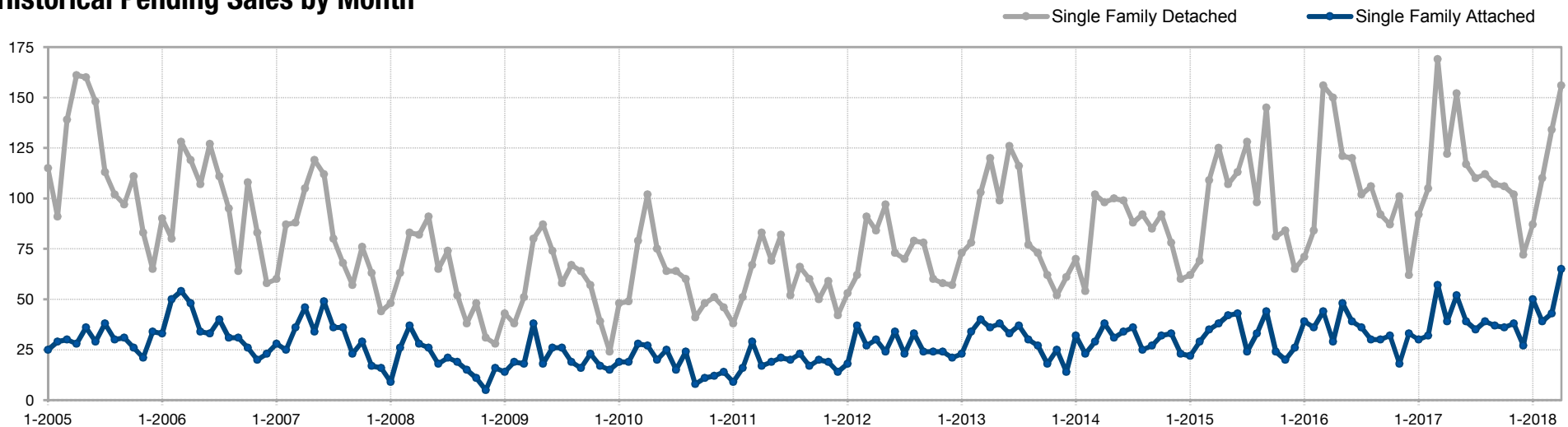


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2017	152	+25.6%	52	+8.3%
Jun-2017	117	-2.5%	39	0.0%
Jul-2017	110	+7.8%	35	-2.8%
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%
12-Month Avg	111	+4.2%	40	+13.4%

Historical Pending Sales by Month

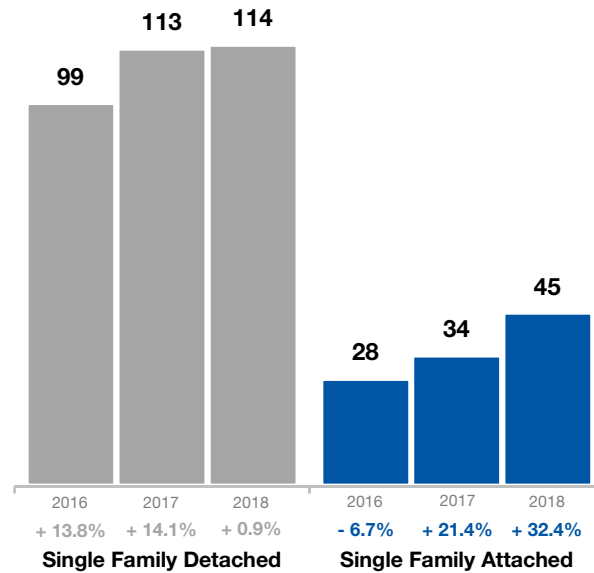


Closed Sales

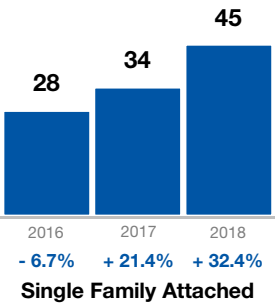
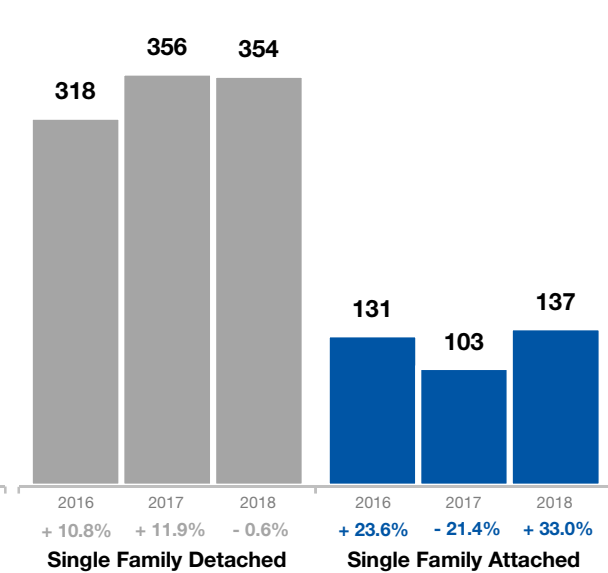
A count of the actual sales that closed in a given month.



April

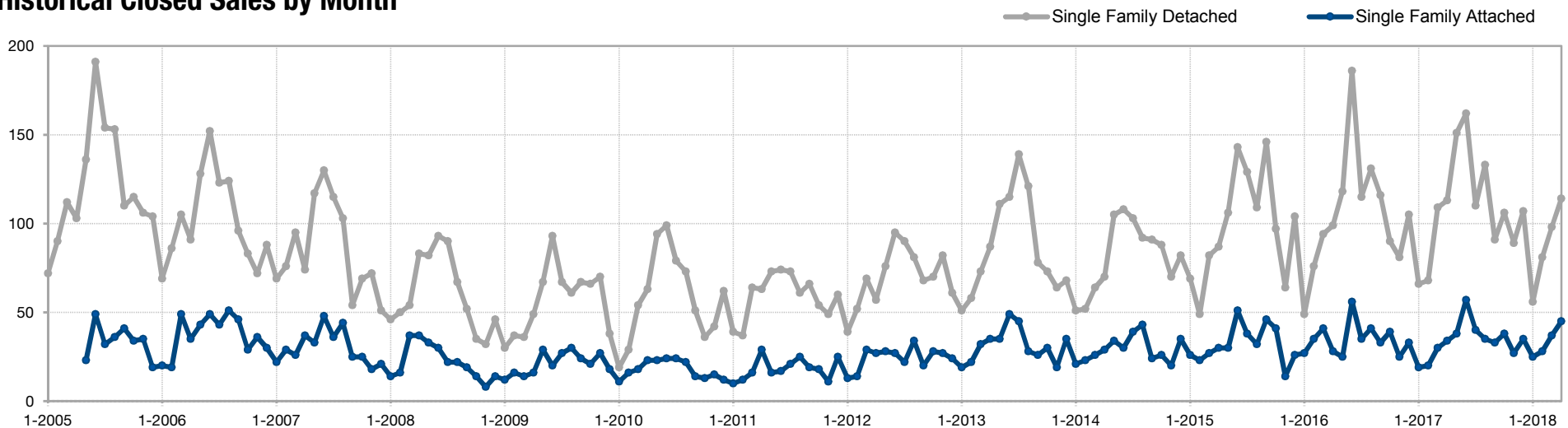


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2017	151	+28.0%	38	+52.0%
Jun-2017	162	-12.9%	57	+1.8%
Jul-2017	110	-4.3%	40	+14.3%
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%
12-Month Avg	109	+0.7%	37	+13.6%

Historical Closed Sales by Month

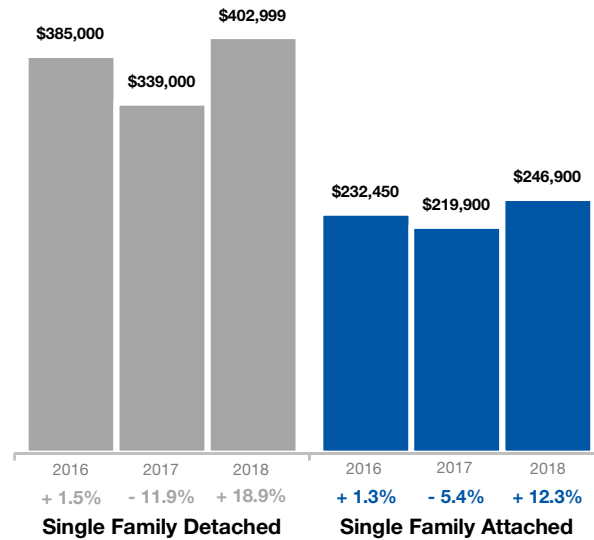


Median List Price

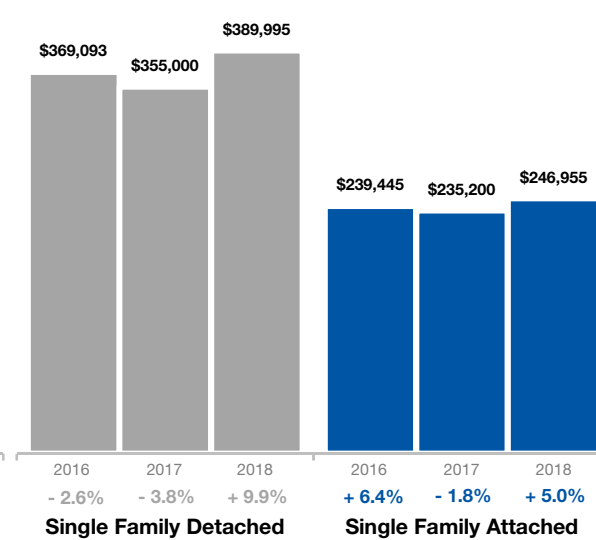
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



April



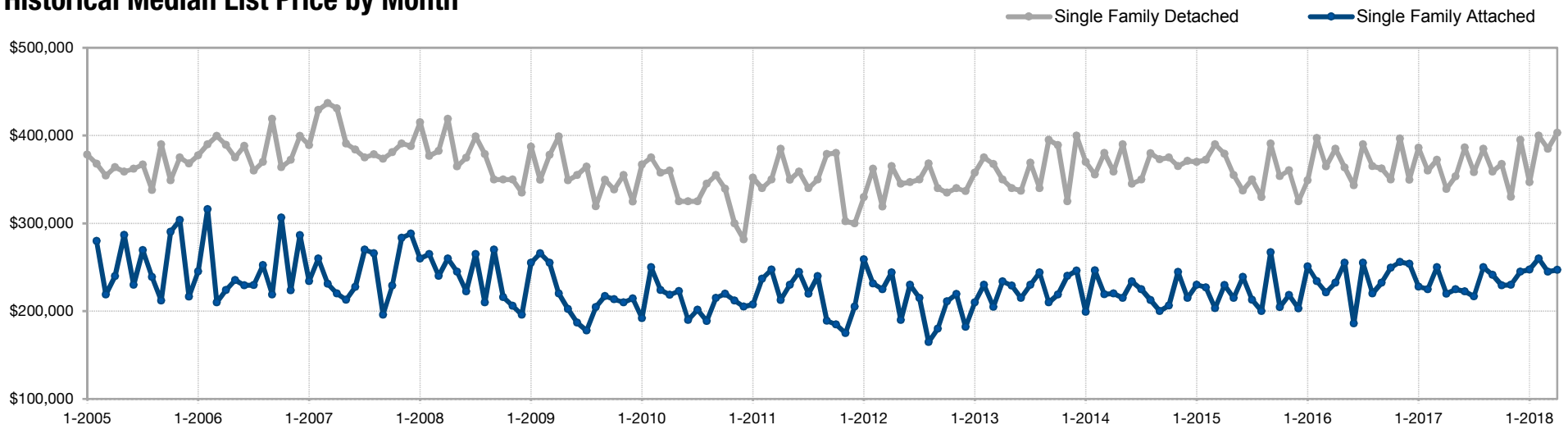
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2017	\$353,500	-2.8%	\$225,000	-11.8%
Jun-2017	\$386,350	+12.5%	\$222,450	+19.6%
Jul-2017	\$358,200	-8.2%	\$216,900	-14.9%
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%
12-Month Avg*	\$375,000	+4.0%	\$236,900	-1.3%

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

Historical Median List Price by Month

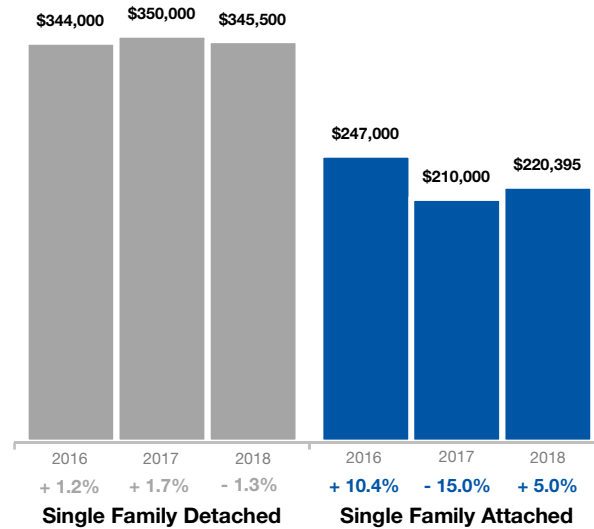


Median Sales Price

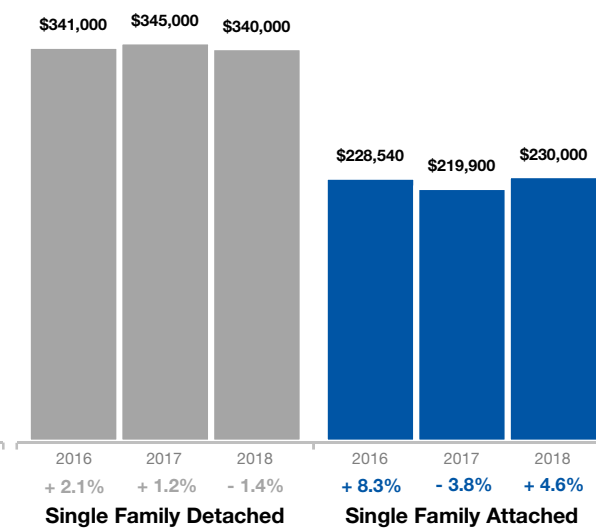
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



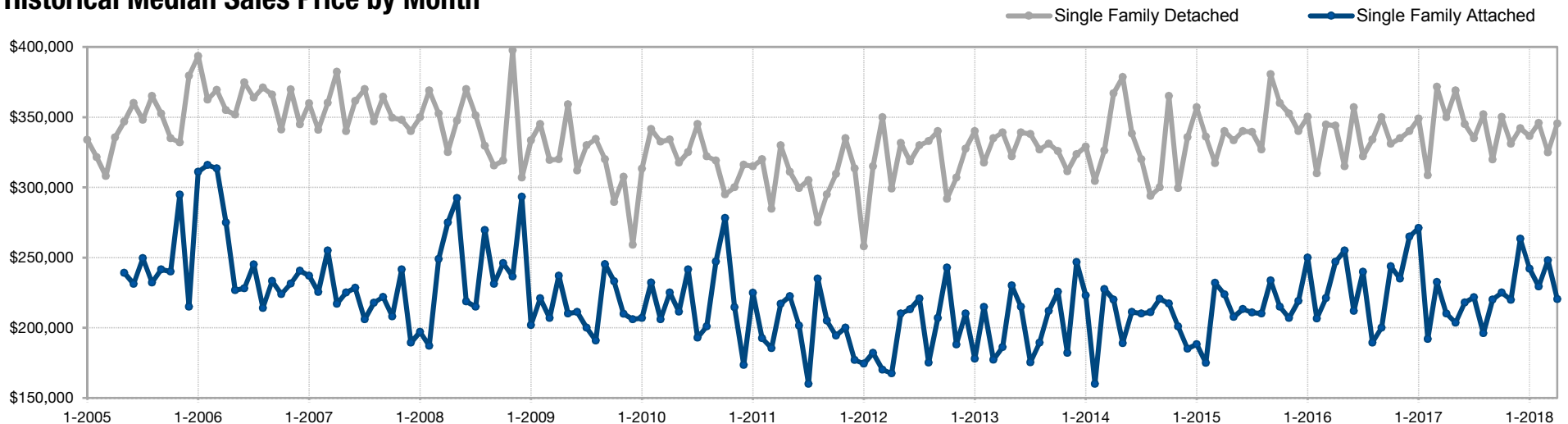
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	\$221,625	-7.6%
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%
12-Month Avg*	\$343,153	+0.9%	\$226,000	+0.8%

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

Historical Median Sales Price by Month

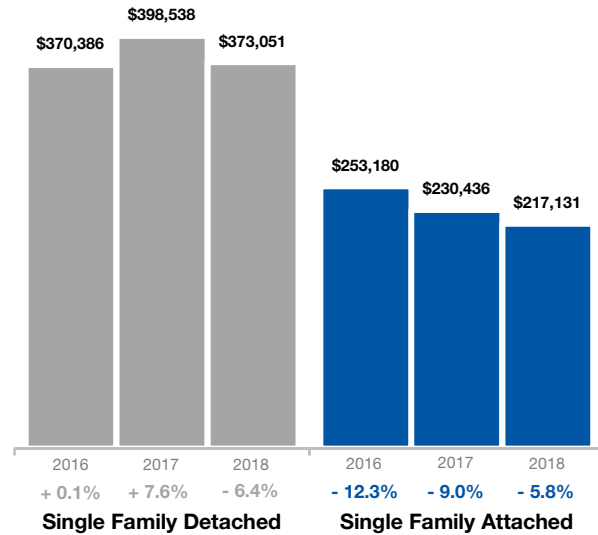


Average Sales Price

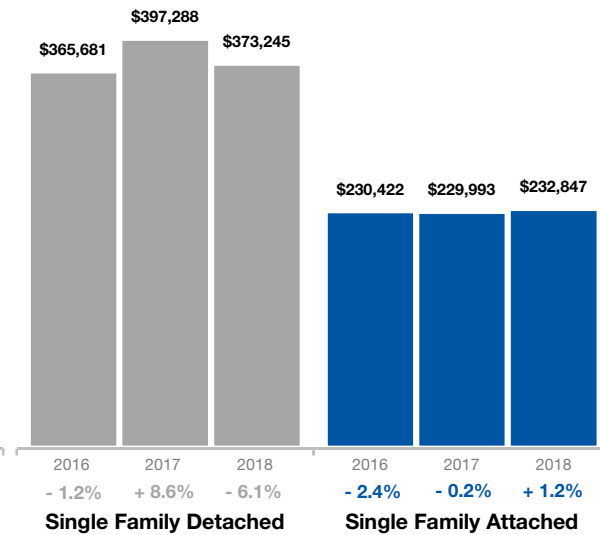
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



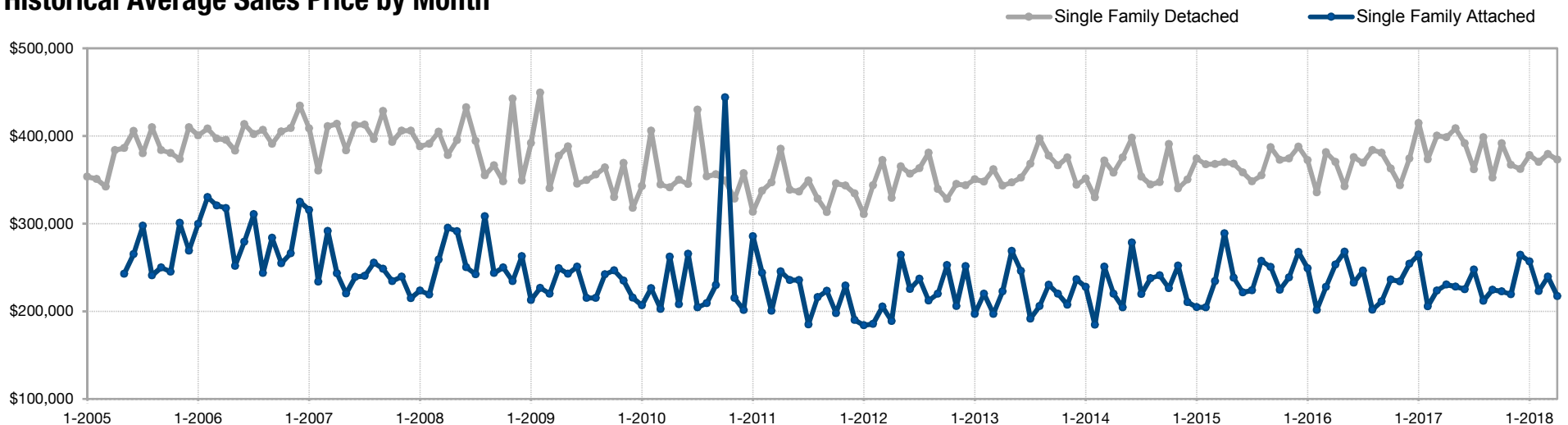
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2017	\$408,613	+19.3%	\$228,028	-14.9%
Jun-2017	\$391,517	+4.2%	\$225,137	-3.2%
Jul-2017	\$361,959	-2.0%	\$247,532	+0.5%
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%
12-Month Avg*	\$379,942	+0.9%	\$231,100	-0.6%

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

Historical Average Sales Price by Month



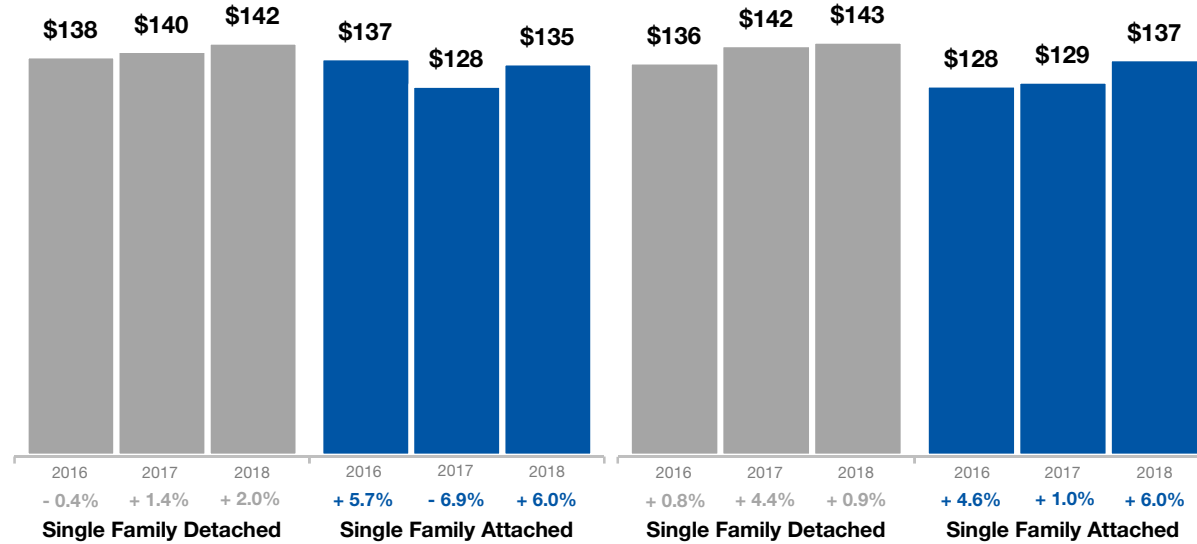
Median Price Per Square Foot

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



April

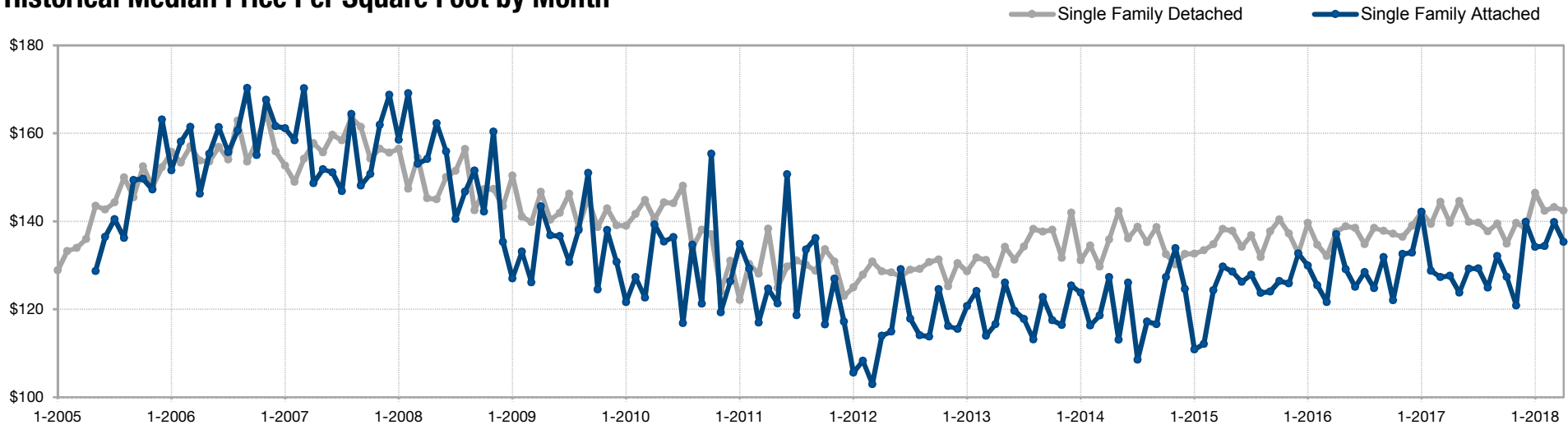
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2017	\$145	+4.2%	\$124	-4.1%
Jun-2017	\$140	+1.0%	\$129	+3.3%
Jul-2017	\$140	+3.7%	\$129	+0.7%
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%
12-Month Avg*	\$141	+1.7%	\$130	+2.4%

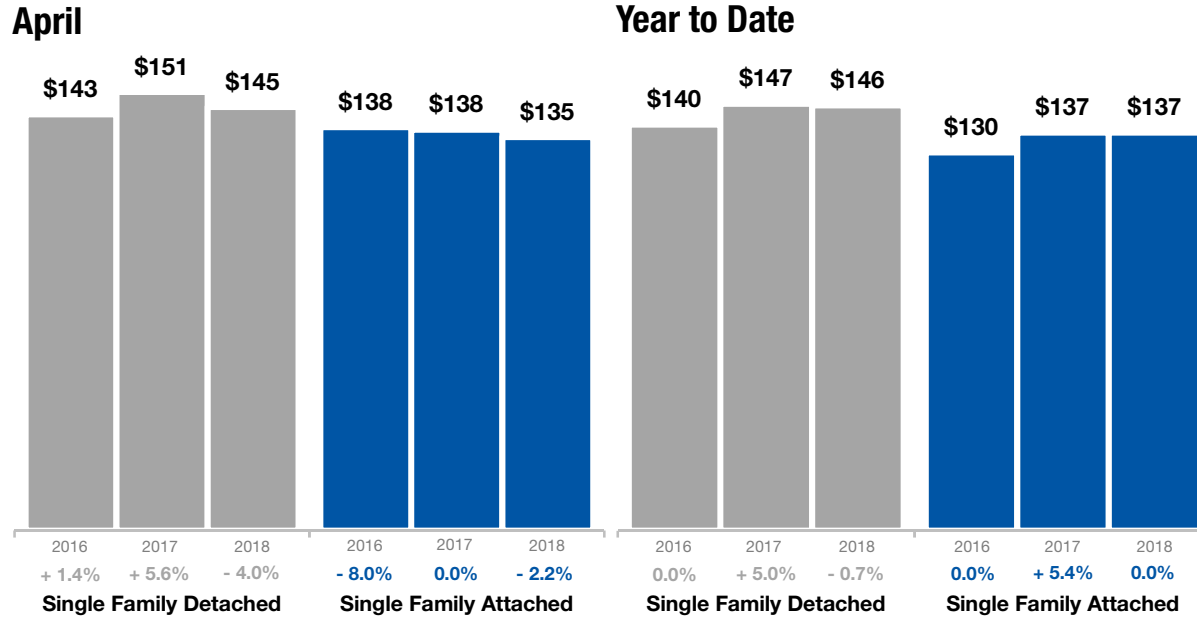
* Median Price Per Sq Ft for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

Historical Median Price Per Square Foot by Month



Average Price Per Square Foot

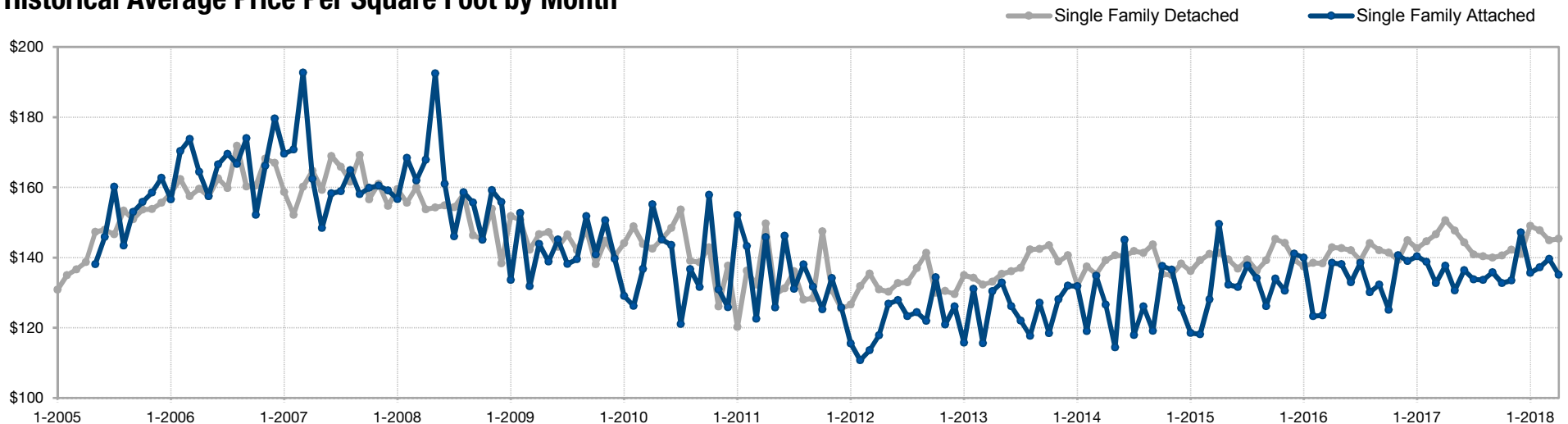
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2017	\$148	+3.5%	\$131	-5.1%
Jun-2017	\$144	+1.4%	\$136	+2.3%
Jul-2017	\$141	+1.4%	\$134	-2.9%
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%
12-Month Avg*	\$144	+0.1%	\$136	+0.9%

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

Historical Average Price Per Square Foot by Month

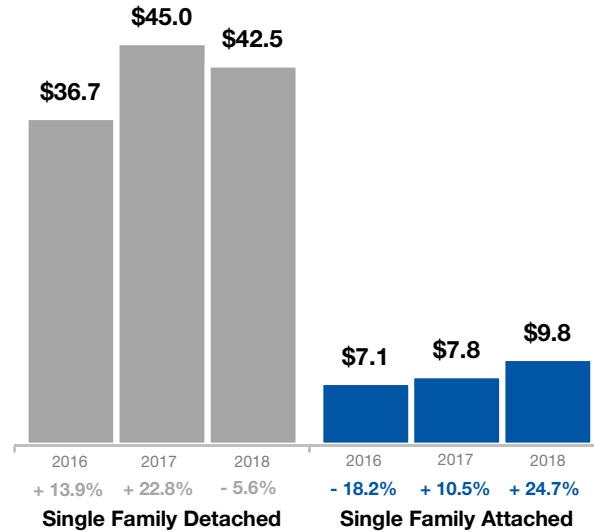


Dollar Volume of Closed Sales (in millions)

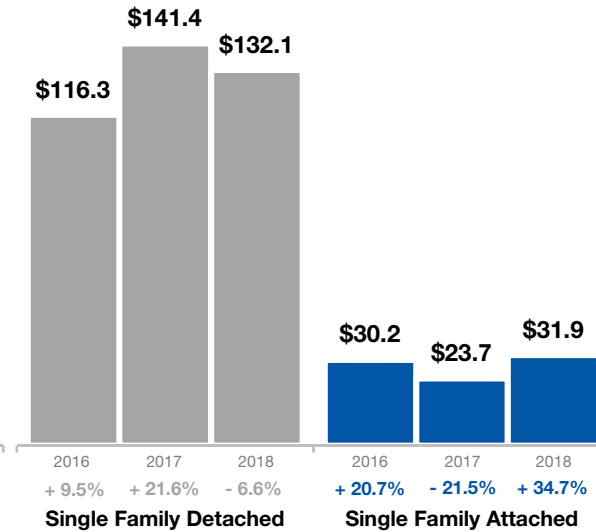
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



April



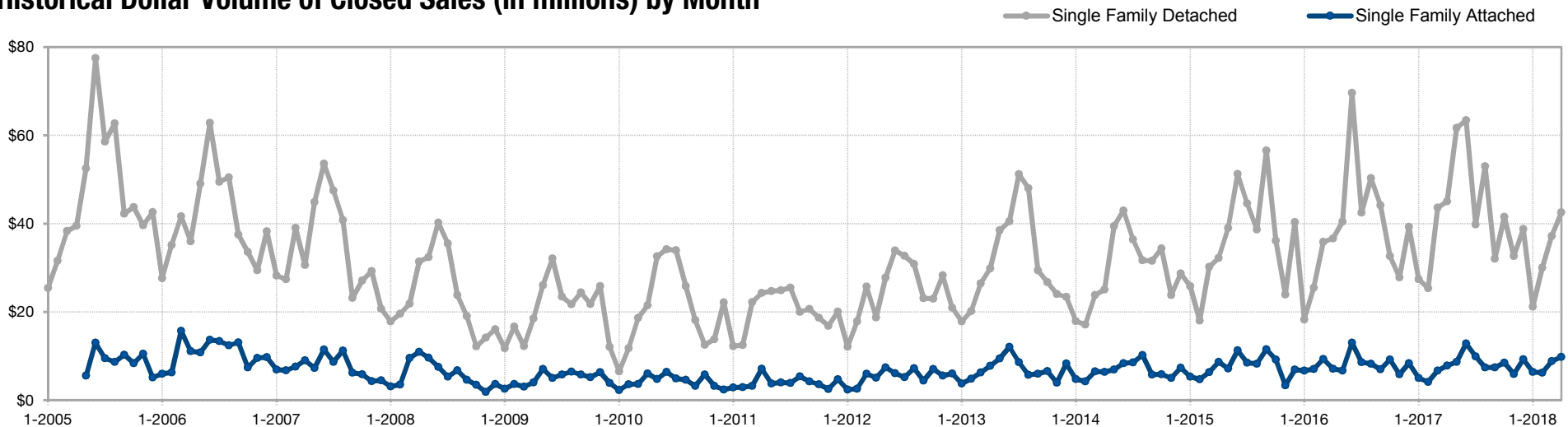
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2017	\$61.7	+52.6%	\$8.7	+29.4%
Jun-2017	\$63.4	-8.9%	\$12.8	-1.5%
Jul-2017	\$39.8	-6.3%	\$9.9	+14.8%
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%
12-Month Avg*	\$41.1	+1.7%	\$8.4	+12.9%

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

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

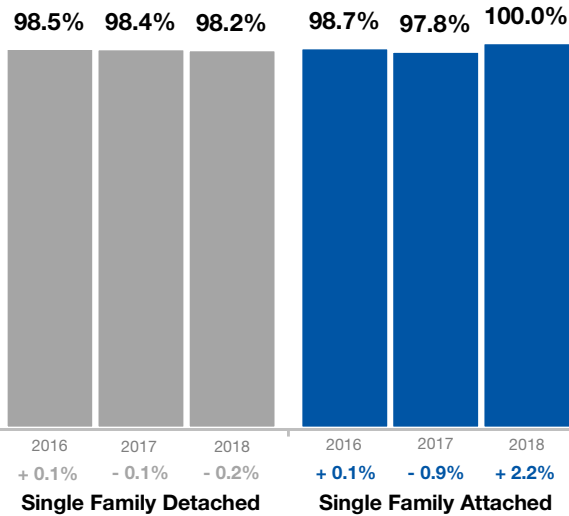


Median Percent of List Price to Sale Price

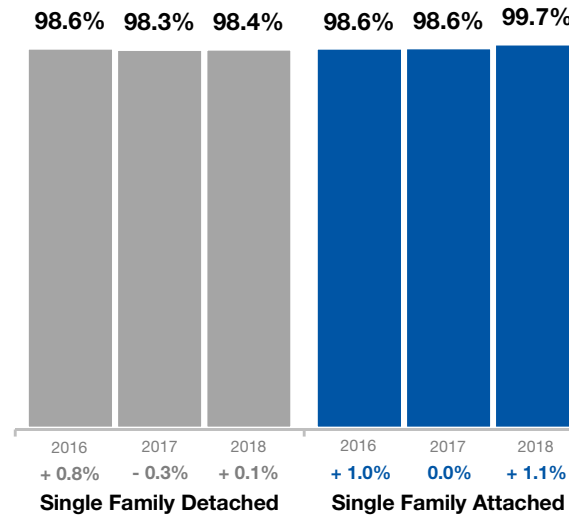


Percentage found when dividing a property's sales price by its most recent list price, then taking the median for all properties sold in a given month, not accounting for seller concessions.

April



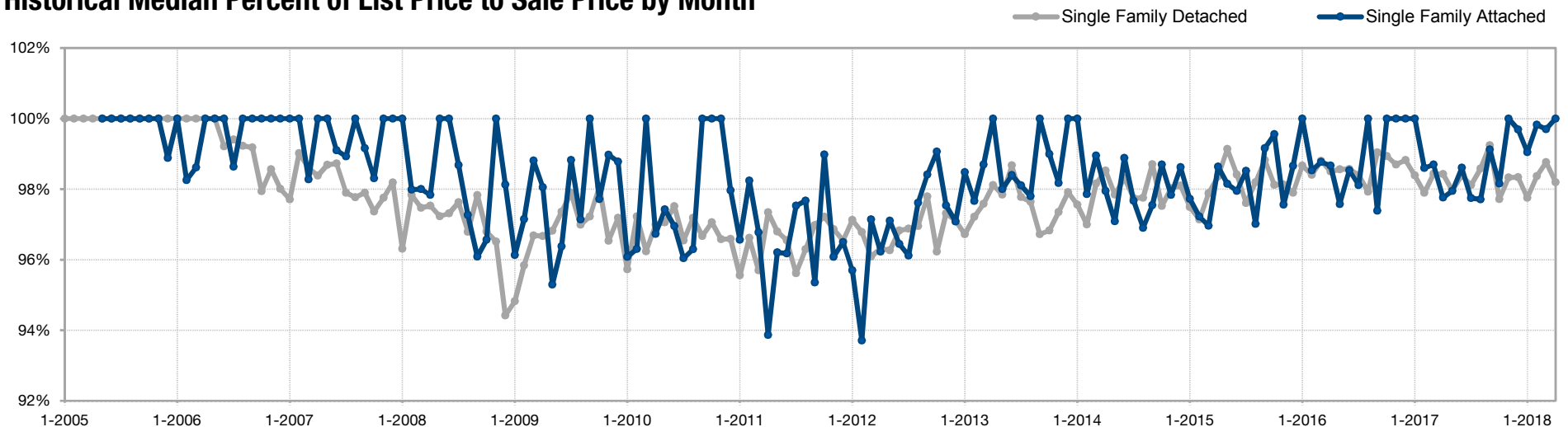
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
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%
12-Month Avg*	98.3%	-0.1%	98.7%	-0.1%

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

Historical Median Percent of List Price to Sale Price by Month



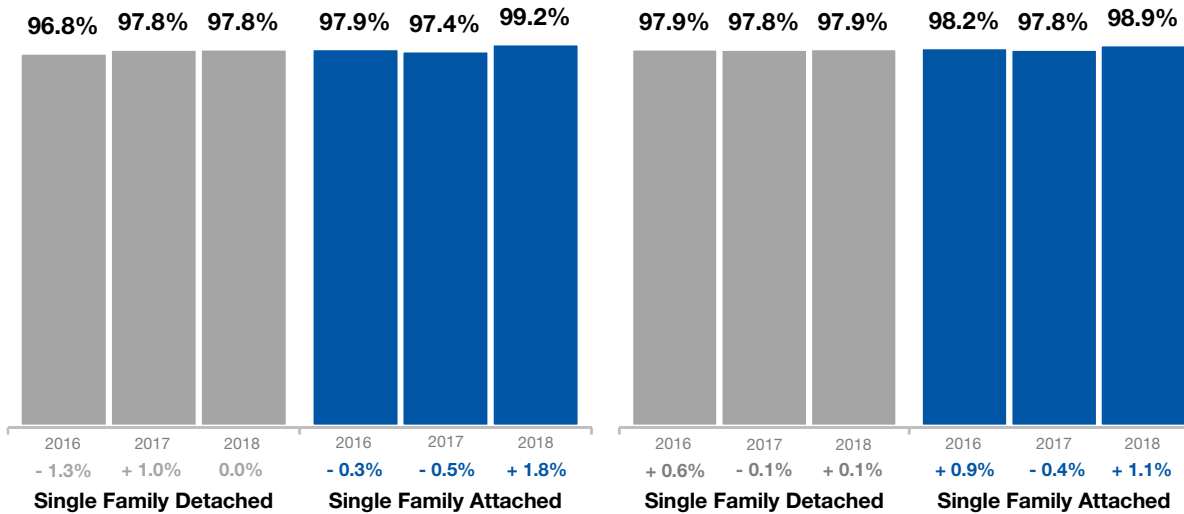
Average Percent of List Price to Sale Price

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.



April

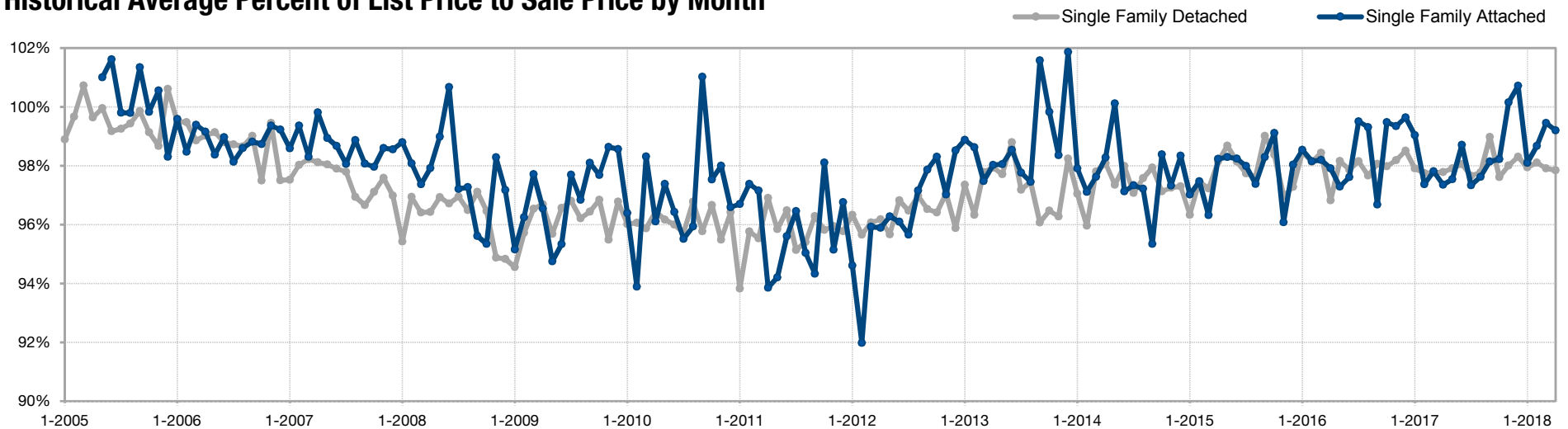
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2017	97.9%	-0.3%	97.5%	+0.2%
Jun-2017	98.1%	+0.2%	98.7%	+1.1%
Jul-2017	97.7%	-0.5%	97.3%	-2.2%
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%
12-Month Avg*	98.0%	+0.0%	98.6%	+0.2%

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

Historical Average Percent of List Price to Sale Price by Month

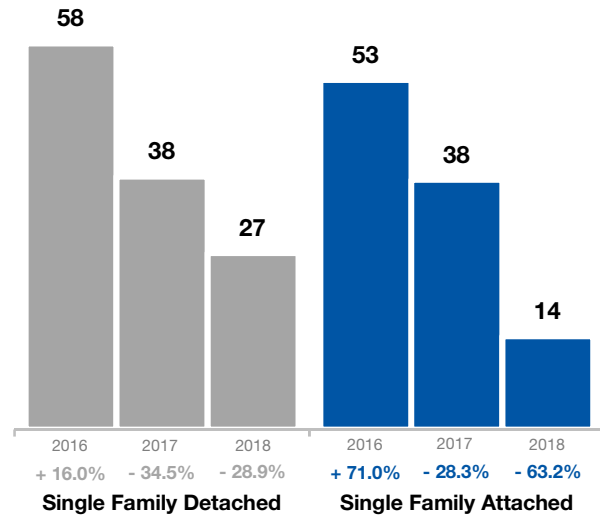


Median Days on Market Until Sale

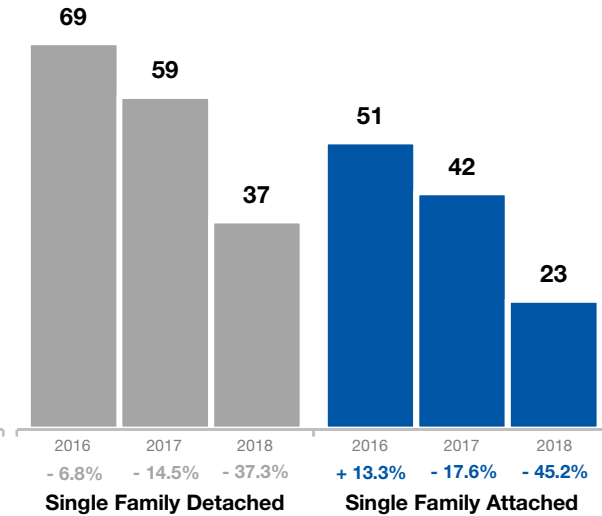
Median number of days between when a property is listed and when an offer is accepted in a given month.



April



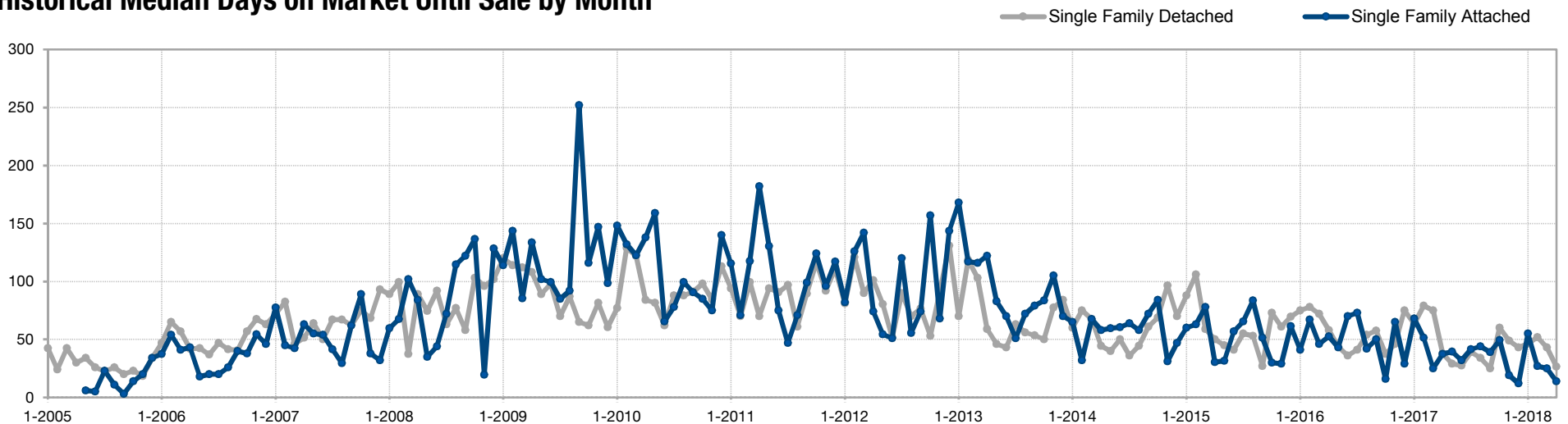
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2017	29	-34.1%	40	-7.0%
Jun-2017	28	-22.2%	32	-54.3%
Jul-2017	39	-4.9%	42	-42.5%
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%
12-Month Avg*	37	-24.5%	32	-31.9%

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

Historical Median Days on Market Until Sale by Month



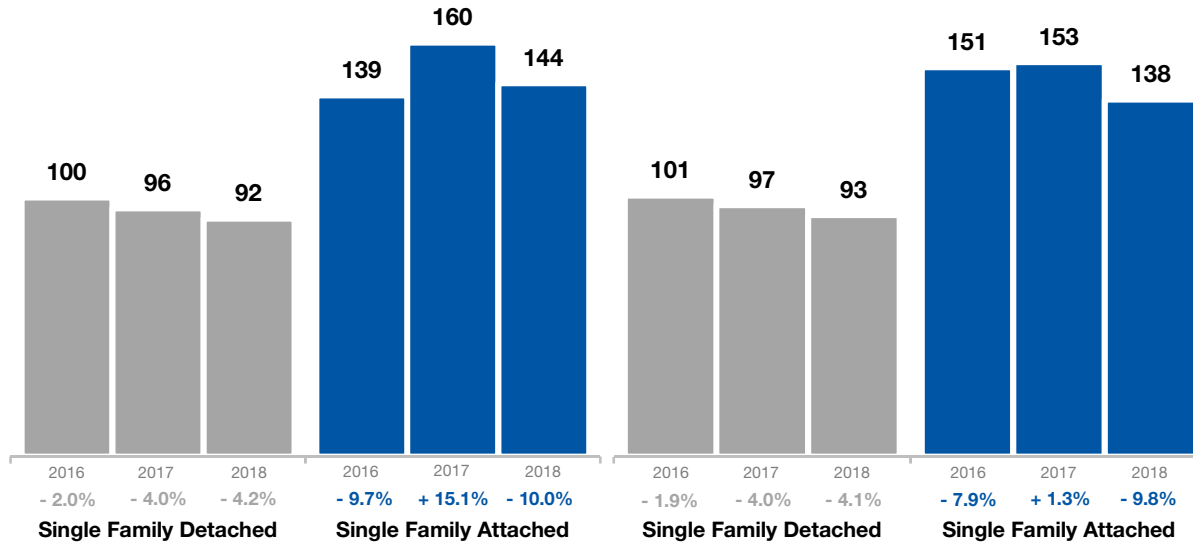
Housing Affordability Index



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.

April

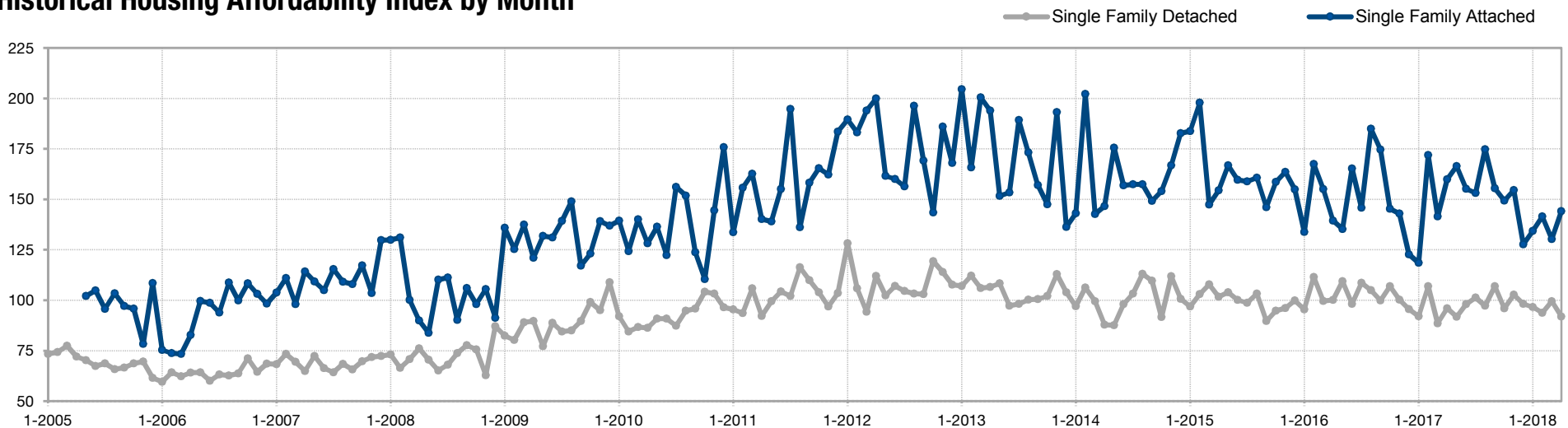
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2017	92	-15.6%	166	+23.0%
Jun-2017	98	0.0%	155	-6.1%
Jul-2017	101	-7.3%	153	+4.8%
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%
12-Month Avg*	98	-8.5%	101	-4.5%

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

Historical Housing Affordability Index by Month

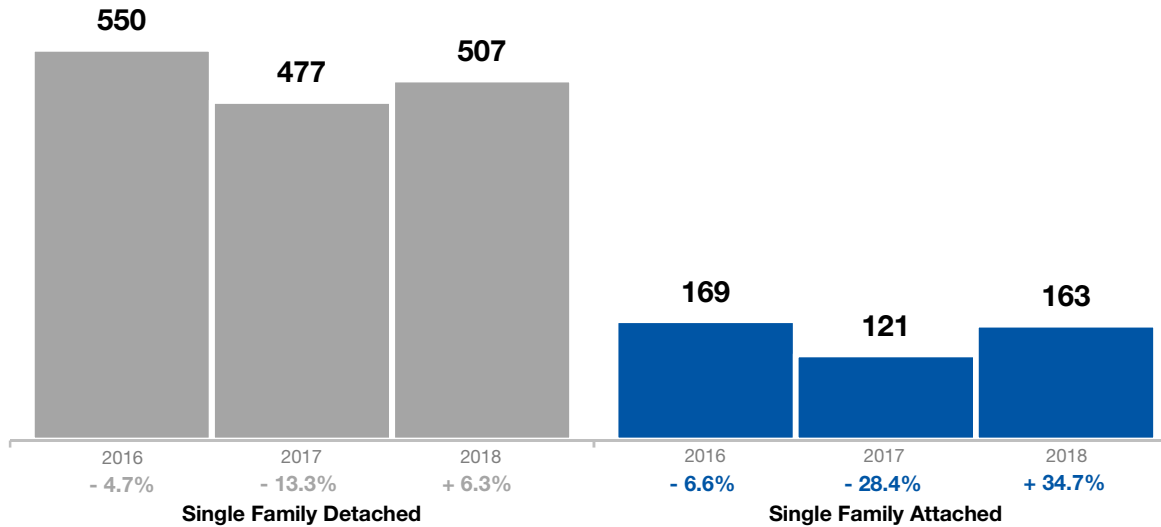


End of Month Inventory

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

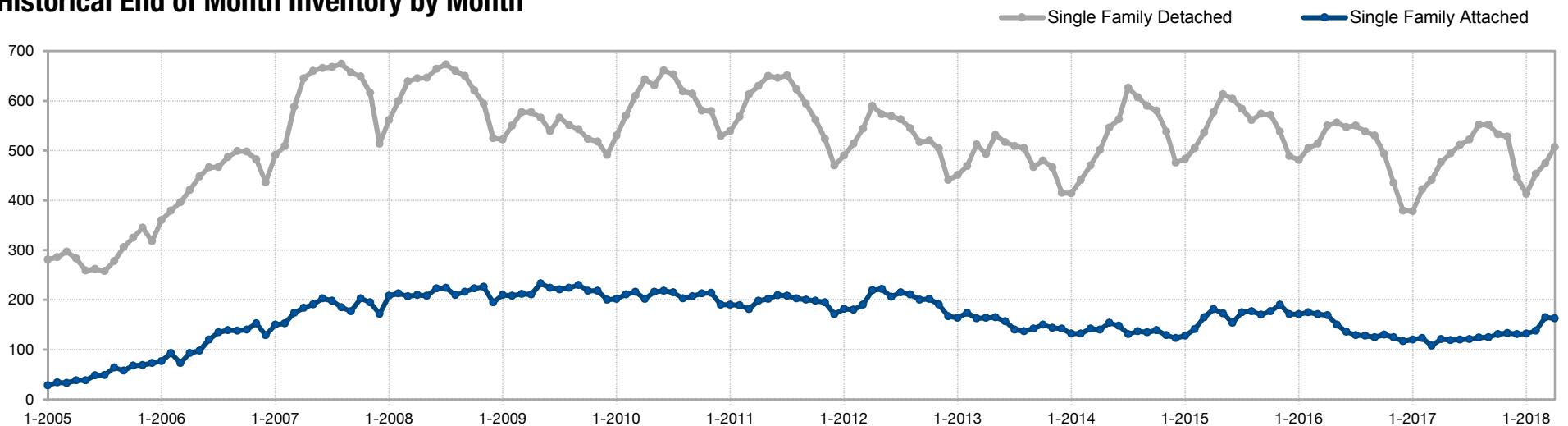


April



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2017	494	-11.2%	119	-20.7%
Jun-2017	511	-6.6%	120	-11.8%
Jul-2017	522	-5.1%	121	-6.2%
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%
12-Month Avg	446	-6.8%	133	+0.7%

Historical End of Month Inventory by Month

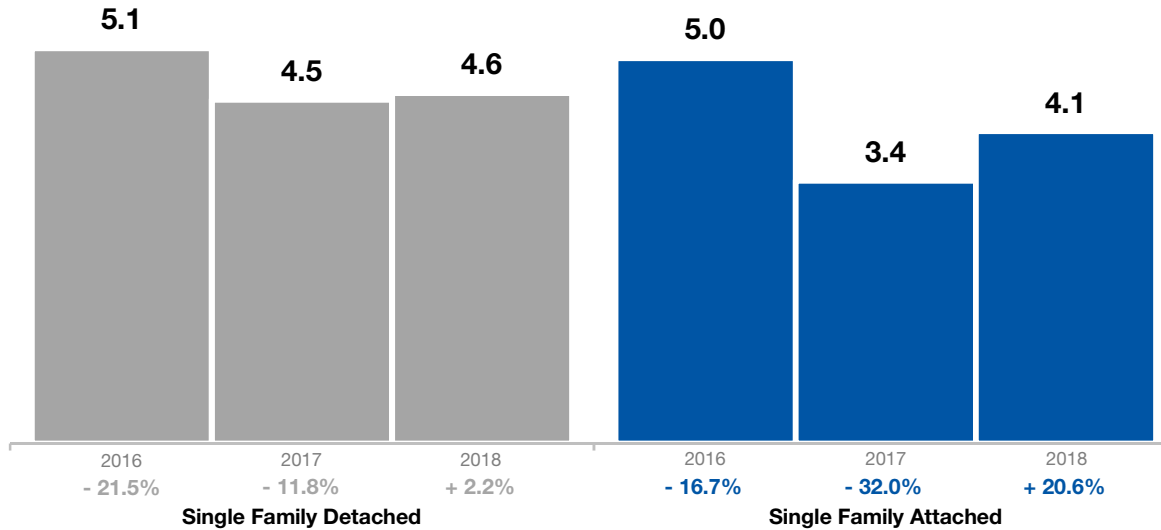


Months Supply of Inventory

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.



April



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2017	4.5	-11.8%	3.3	-25.0%
Jun-2017	4.7	-6.0%	3.4	-15.0%
Jul-2017	4.8	-7.7%	3.4	-8.1%
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%
12-Month Avg*	4.0	-10.4%	3.6	-7.9%

* Months Supply for all properties from May 2017 through April 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				4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	4-2015	4-2016	4-2017	4-2018						
New Listings					235	293	+ 24.7%	854	969	+ 13.5%
Pending Sales					162	221	+ 36.4%	647	669	+ 3.4%
Closed Sales					147	159	+ 8.2%	459	491	+ 7.0%
Median List Price					\$310,000	\$365,000	+ 17.7%	\$330,000	\$340,000	+ 3.0%
Median Sales Price					\$333,500	\$313,885	- 5.9%	\$319,900	\$300,000	- 6.2%
Avg. Sales Price					\$359,657	\$328,923	- 8.5%	\$359,747	\$334,071	- 7.1%
Median Price Per Sq Ft					\$138	\$140	+ 1.4%	\$130	\$130	0.0%
Average Price Per Sq Ft					\$148	\$142	- 4.1%	\$145	\$144	- 0.7%
\$ Volume of Closed Sales (in millions)					\$52.9	\$52.3	- 1.1%	\$165.1	\$164.0	- 0.7%
Median Pct of List Price to Sale Price					98.4%	98.6%	+ 0.2%	98.3%	98.6%	+ 0.3%
Avg Pct of List Price to Sale Price					97.7%	98.2%	+ 0.5%	97.8%	98.2%	+ 0.4%
Median Days on Market					38	20	- 47.4%	55	32	- 41.8%
Affordability Index					101	101	0.0%	105	106	+ 1.0%
End of Month Inventory					598	672	+ 12.4%	--	--	--
Months Supply					4.2	4.4	+ 4.8%	--	--	--

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		
	4-2017	4-2018	+ / -	4-2017	4-2018	+ / -	4-2017	4-2018	+ / -	4-2017	4-2018	+ / -	4-2017	4-2018	+ / -
James City County	191	243	+27.2%	121	113	-6.6%	\$ 340,000	\$ 326,000	-4.1%	478	563	+17.8%	4.2	4.8	+14.3%
City of Williamsburg	20	19	-5.0%	9	17	+88.9%	\$260,000	\$230,000	-11.5%	63	68	+7.9%	5.2	5.5	+5.8%
York County	32	52	+62.5%	24	42	+75.0%	\$259,250	\$315,000	+21.5%	91	86	-5.5%	3.8	2.7	-28.9%
New Kent County	9	17	+88.9%	4	5	+25.0%	\$213,500	\$205,000	-4.0%	41	55	+34.1%	6.6	7.3	+10.6%
Charles City County	2	1	-50.0%	1	0	-100.0%	\$490,000	\$0	-100.0%	7	6	-14.3%	4.8	4.7	-2.1%
Newport News	13	31	+138.5%	14	19	+35.7%	\$189,150	\$215,000	+13.7%	32	54	+68.8%	2.1	3.7	+76.2%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	3	5	+66.7%	0	2	--	\$0	\$202,500	--	13	9	-30.8%	7.2	6.2	-13.9%
Gloucester	16	14	-12.5%	10	8	-20.0%	\$238,250	\$182,500	-23.4%	56	68	+21.4%	7.3	7.0	-4.1%
Richmond	0	1	--	1	1	0.0%	\$229,000	\$137,000	-40.2%	1	3	+200.0%	0.7	3.0	+328.6%
23185	73	129	+76.7%	62	86	+38.7%	\$330,000	\$316,800	-4.0%	250	283	+13.2%	4.1	4.1	0.0%
23188	137	139	+1.5%	77	63	-18.2%	\$340,000	\$299,000	-12.1%	282	320	+13.5%	4.2	4.8	+14.3%
23168	23	25	+8.7%	8	10	+25.0%	\$290,310	\$290,260	-0.0%	59	69	+16.9%	4.5	4.7	+4.4%
23168, 23185 & 23188	233	293	+25.8%	147	159	+8.2%	\$333,500	\$313,885	-5.9%	591	672	+13.7%	4.2	4.4	+4.8%