

Monthly Indicators



December 2017

The number of homes for sale, days on market and months of supply were all down in year-over-year comparisons in a majority of the country for the entirety of 2017, as was housing affordability. And although total sales volumes were mixed, prices were consistently up in most markets. Buyers may not benefit from higher prices, but sellers do, and there should be more listing activity by more confident sellers in 2018. At least that would be the most viable prediction for an economic landscape pointing toward improved conditions for sellers.

When comparing 2017 to 2016 statistics, New Listings were down 10.4 percent for single family detached homes and 6.1 percent for single family attached properties. Pending Sales increased 16.1 percent for single family detached homes but decreased 18.2 percent for single family attached properties.

The Median Sales Price was up 0.6 percent to \$342,150 for single family detached homes but decreased 0.6 percent to \$263,290 for single family attached properties. Months Supply of Inventory increased 11.1 percent for single family detached units and 2.9 percent for single family attached units.

Unemployment rates have remained low throughout 2017, and wages have shown improvement, though not always to levels that match home price increases. Yet housing demand remained incredibly strong in 2017, even in the face of higher mortgage rates that are likely to increase further in 2018. Home building and selling professionals are both cautiously optimistic for the year ahead. Housing and economic indicators give reason for this optimism, with or without new federal tax legislation.

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

+ 0.6%	- 0.6%	- 3.8%
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				12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	12-2014	12-2015	12-2016	12-2017						
New Listings					77	69	- 10.4%	1,669	1,761	+ 5.5%
Pending Sales					62	72	+ 16.1%	1,252	1,352	+ 8.0%
Closed Sales					105	107	+ 1.9%	1,260	1,306	+ 3.7%
Median List Price					\$349,670	\$395,000	+ 13.0%	\$366,990	\$361,600	- 1.5%
Median Sales Price					\$340,000	\$342,150	+ 0.6%	\$338,500	\$345,000	+ 1.9%
Avg. Sales Price					\$374,076	\$362,241	- 3.2%	\$367,719	\$386,665	+ 5.2%
Median Price Per Sq Ft					\$139	\$138	- 0.5%	\$137	\$140	+ 2.3%
Average Price Per Sq Ft					\$145	\$141	- 2.8%	\$141	\$144	+ 2.1%
\$ Volume of Closed Sales (in millions)					\$39.3	\$38.8	- 1.3%	\$463.1	\$505.0	+ 9.1%
Median Pct of List Price to Sale Price					98.8%	98.3%	- 0.5%	98.5%	98.3%	- 0.2%
Avg Pct of List Price to Sale Price					98.5%	98.3%	- 0.2%	98.0%	97.9%	- 0.1%
Median Days on Market					75	43	- 42.7%	50	41	- 18.0%
Affordability Index					96	98	+ 2.1%	96	97	+ 1.0%
End of Month Inventory					379	446	+ 17.7%	--	--	--
Months Supply					3.6	4.0	+ 11.1%	--	--	--

Single Family Attached Market Overview

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



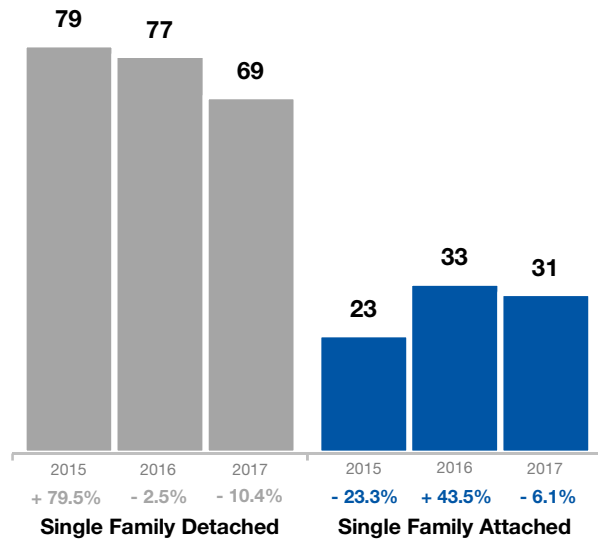
Key Metrics	Historical Sparkbars				12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	12-2014	12-2015	12-2016	12-2017						
New Listings					33	31	- 6.1%	481	536	+ 11.4%
Pending Sales					33	27	- 18.2%	414	455	+ 9.9%
Closed Sales					33	35	+ 6.1%	418	407	- 2.6%
Median List Price					\$253,900	\$244,990	- 3.5%	\$239,995	\$229,990	- 4.2%
Median Sales Price					\$264,900	\$263,290	- 0.6%	\$227,118	\$220,000	- 3.1%
Avg. Sales Price					\$254,013	\$264,339	+ 4.1%	\$232,563	\$230,309	- 1.0%
Median Price Per Sq Ft					\$133	\$140	+ 5.3%	\$127	\$129	+ 1.7%
Average Price Per Sq Ft					\$139	\$147	+ 5.8%	\$133	\$136	+ 2.3%
\$ Volume of Closed Sales (in millions)					\$8.4	\$9.3	+ 10.4%	\$97.2	\$93.7	- 3.6%
Median Pct of List Price to Sale Price					100.0%	99.7%	- 0.3%	98.8%	98.5%	- 0.3%
Avg Pct of List Price to Sale Price					99.6%	100.7%	+ 1.1%	98.5%	98.3%	- 0.2%
Median Days on Market					29	12	- 58.6%	50	37	- 26.0%
Affordability Index					123	128	+ 4.1%	143	153	+ 7.0%
End of Month Inventory					117	131	+ 12.0%	--	--	--
Months Supply					3.4	3.5	+ 2.9%	--	--	--

New Listings

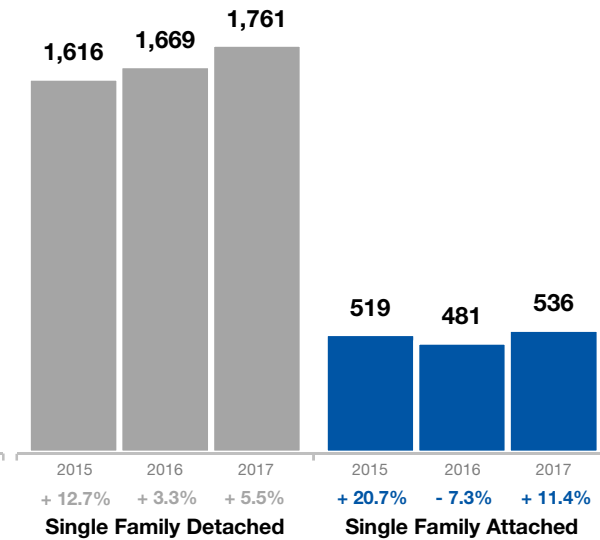
A count of the properties that have been newly listed on the market in a given month.



December

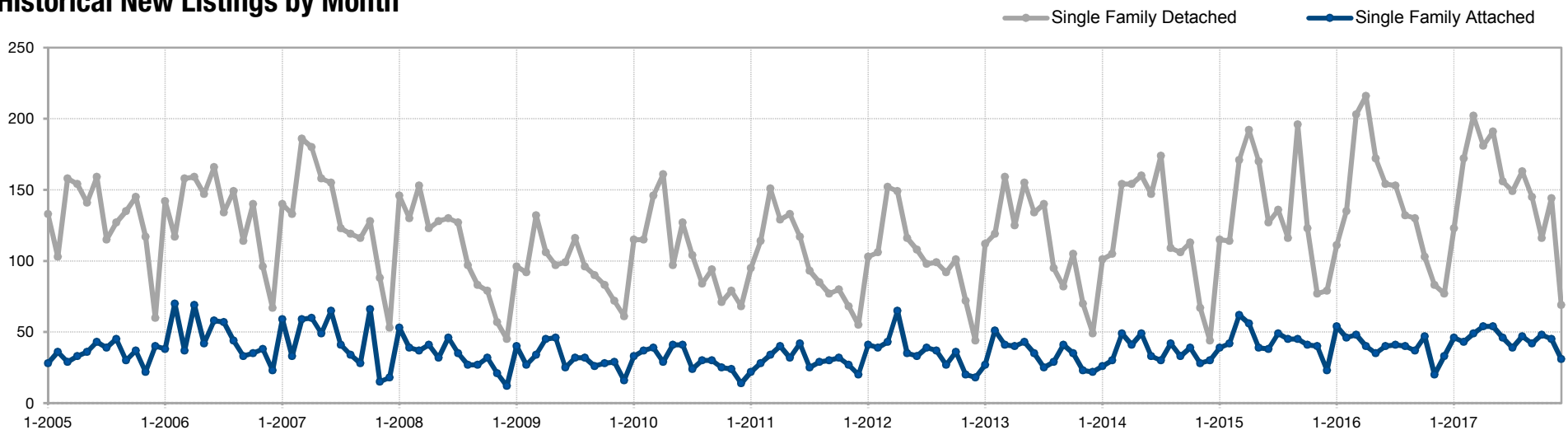


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	123	+10.8%	46	-14.8%
Feb-2017	172	+27.4%	43	-6.5%
Mar-2017	202	-0.5%	49	+2.1%
Apr-2017	181	-16.2%	54	+35.0%
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%
12-Month Avg	147	+5.6%	45	+11.4%

Historical New Listings by Month

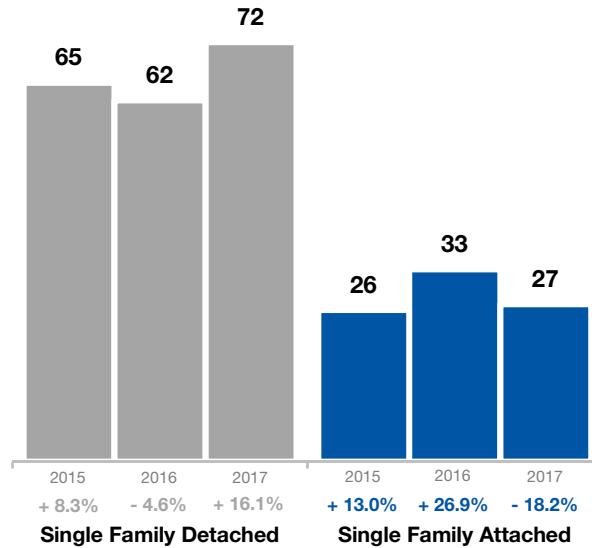


Pending Sales

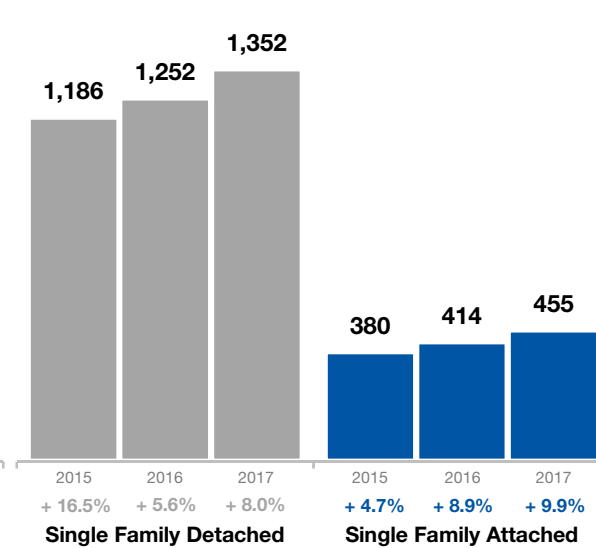
A count of the properties on which offers have been accepted in a given month.



December

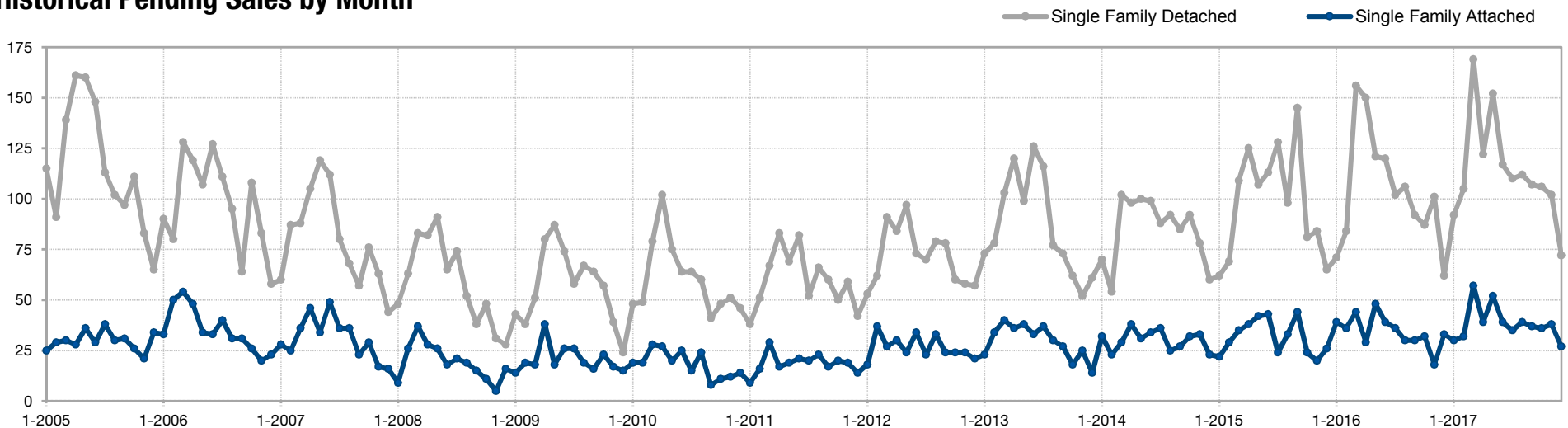


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	92	+29.6%	30	-23.1%
Feb-2017	105	+25.0%	32	-11.1%
Mar-2017	169	+8.3%	57	+29.5%
Apr-2017	122	-18.7%	39	+34.5%
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%
12-Month Avg	113	+8.0%	38	+9.9%

Historical Pending Sales by Month

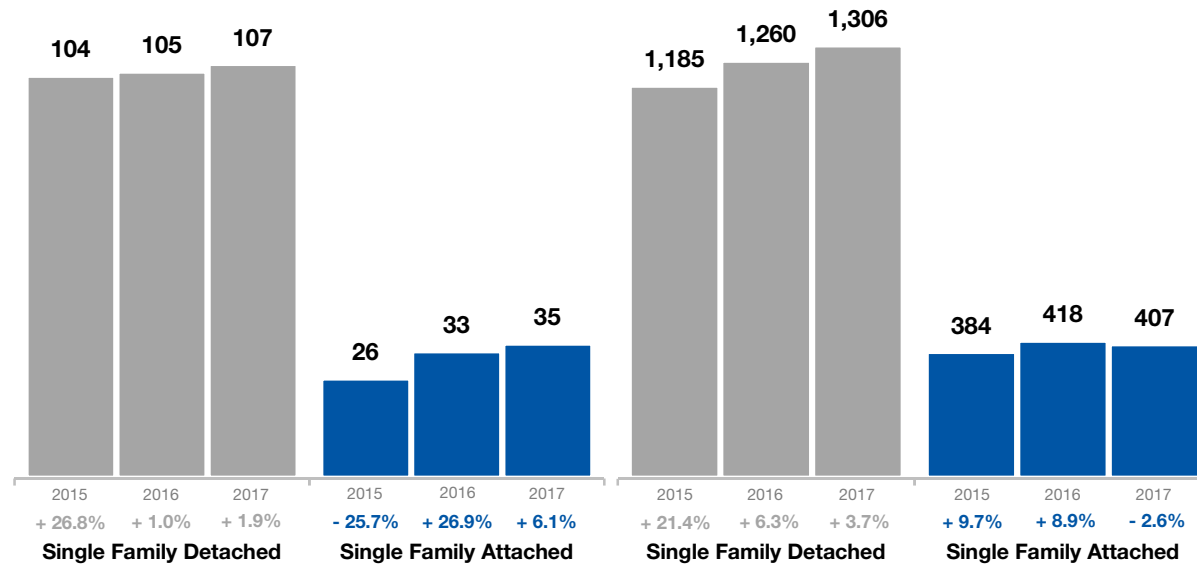


Closed Sales

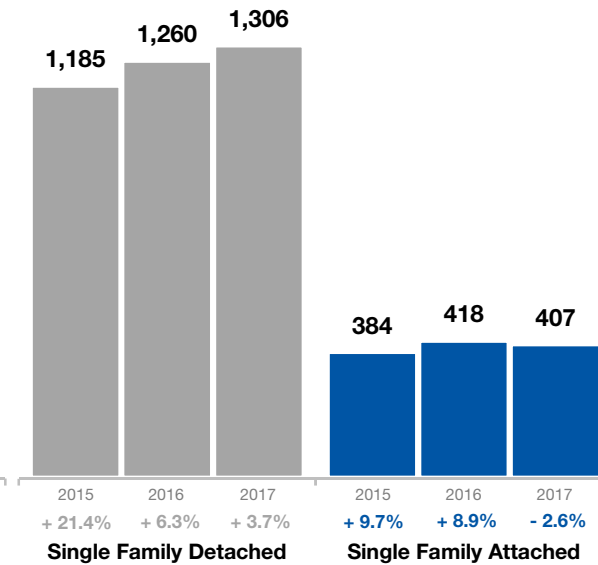
A count of the actual sales that closed in a given month.



December

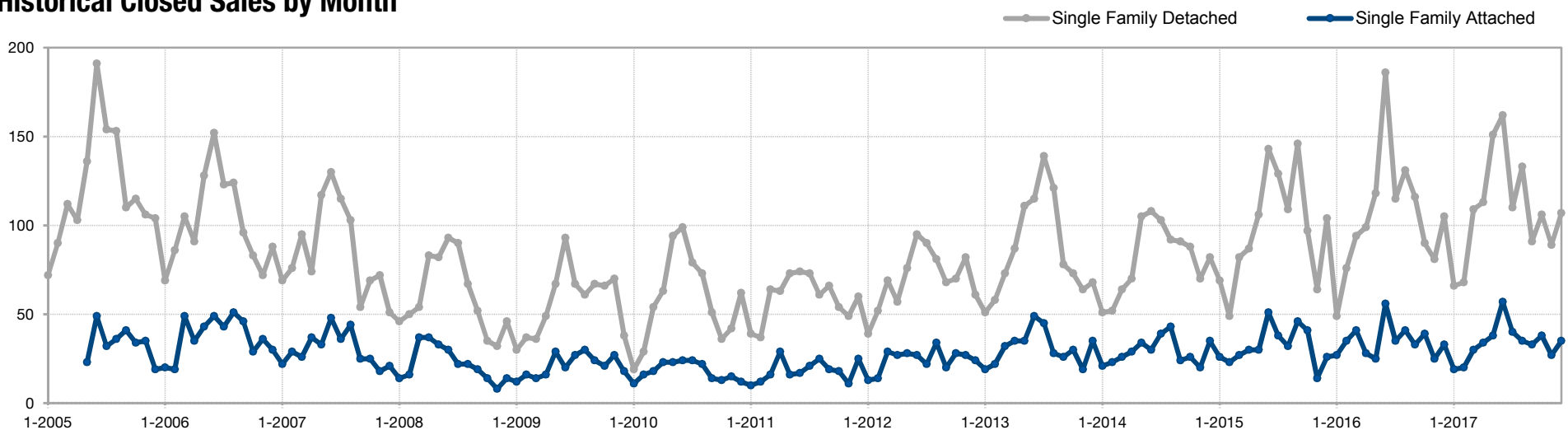


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	66	+34.7%	19	-29.6%
Feb-2017	68	-10.5%	20	-42.9%
Mar-2017	109	+16.0%	30	-26.8%
Apr-2017	113	+14.1%	34	+21.4%
May-2017	151	+28.0%	38	+52.0%
Jun-2017	162	-12.9%	57	+1.8%
Jul-2017	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%
12-Month Avg	109	+3.7%	34	-2.6%

Historical Closed Sales by Month

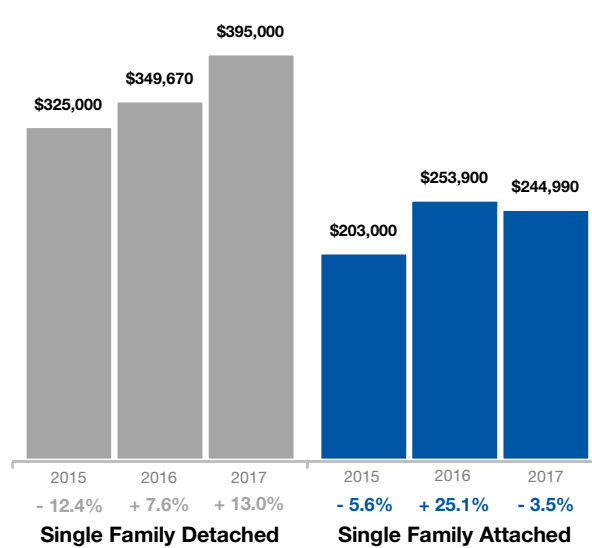


Median List Price

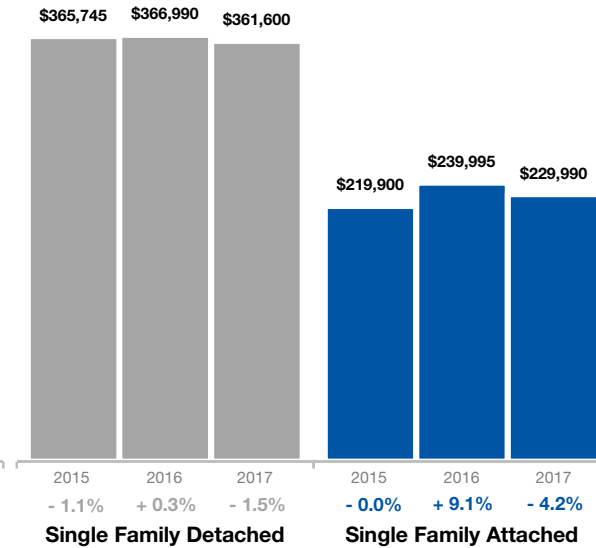
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



December



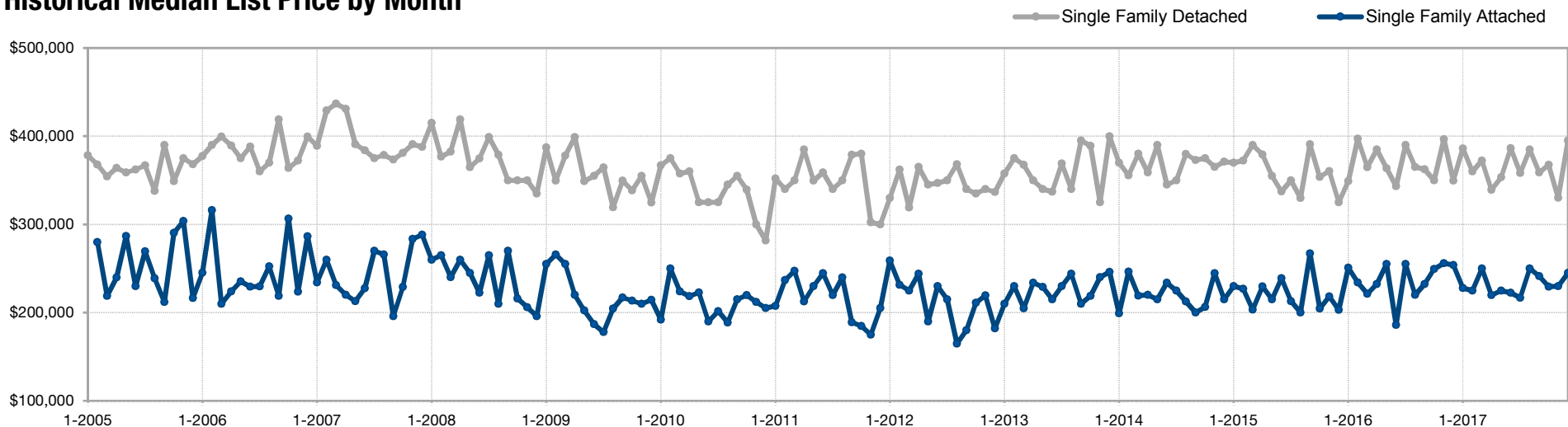
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	\$385,950	+10.6%	\$227,950	-9.2%
Feb-2017	\$360,015	-9.3%	\$225,000	-3.9%
Mar-2017	\$372,450	+2.1%	\$250,000	+13.0%
Apr-2017	\$339,000	-11.9%	\$219,900	-5.4%
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%
12-Month Avg*	\$361,600	-1.7%	\$229,990	-4.2%

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

Historical Median List Price by Month

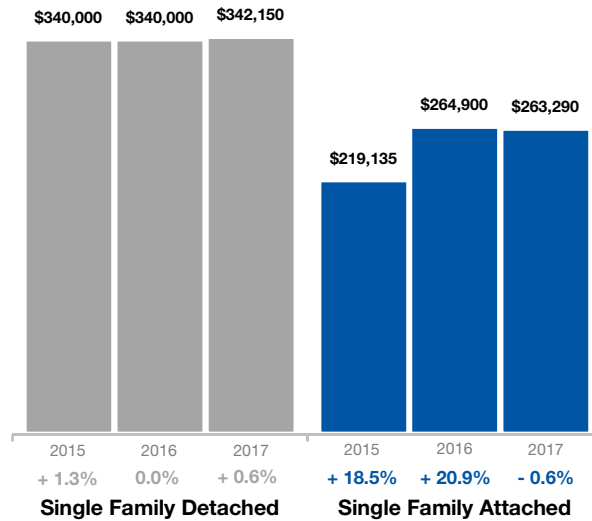


Median Sales Price

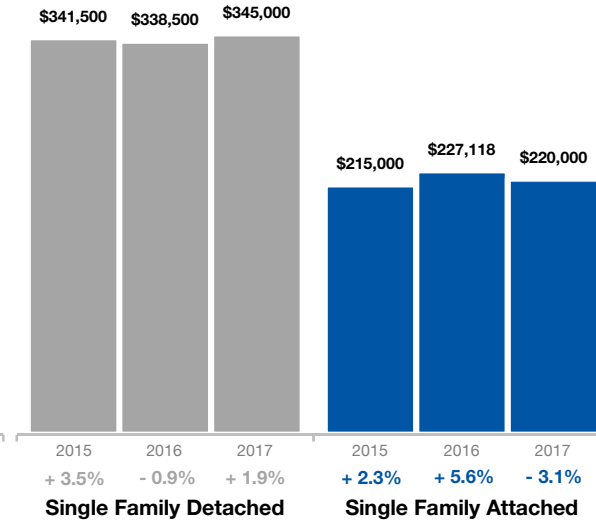
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



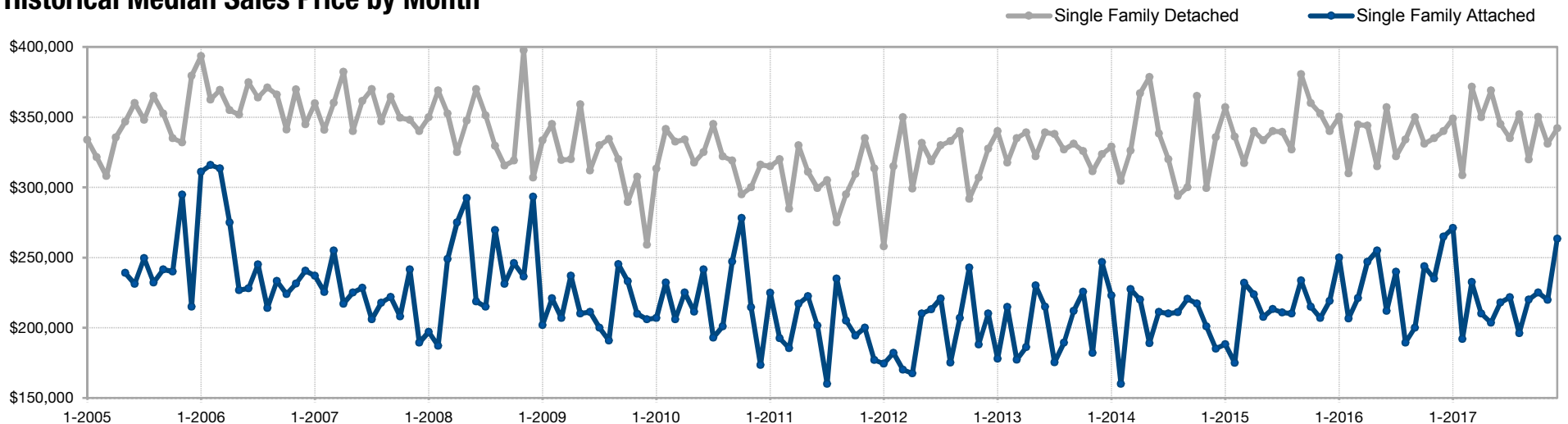
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	\$349,007	-0.4%	\$271,000	+8.4%
Feb-2017	\$308,694	-0.4%	\$192,000	-7.0%
Mar-2017	\$371,570	+7.8%	\$232,458	+5.1%
Apr-2017	\$350,000	+1.7%	\$210,000	-15.0%
May-2017	\$369,000	+17.1%	\$203,500	-20.2%
Jun-2017	\$345,000	-3.4%	\$218,000	+2.9%
Jul-2017	\$335,000	+4.0%	\$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%
12-Month Avg*	\$345,000	+1.9%	\$220,000	-3.1%

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

Historical Median Sales Price by Month

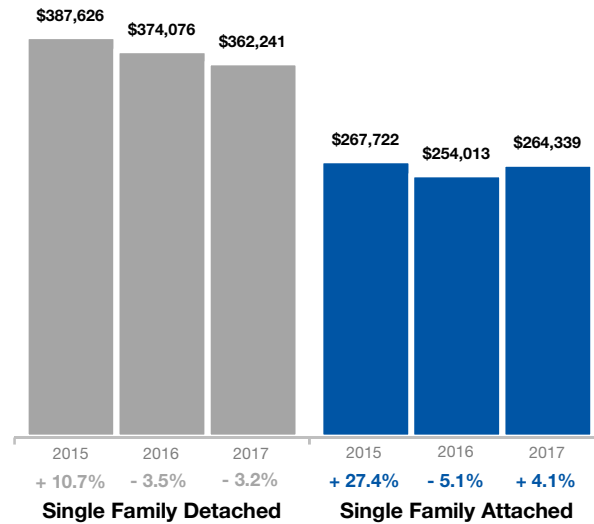


Average Sales Price

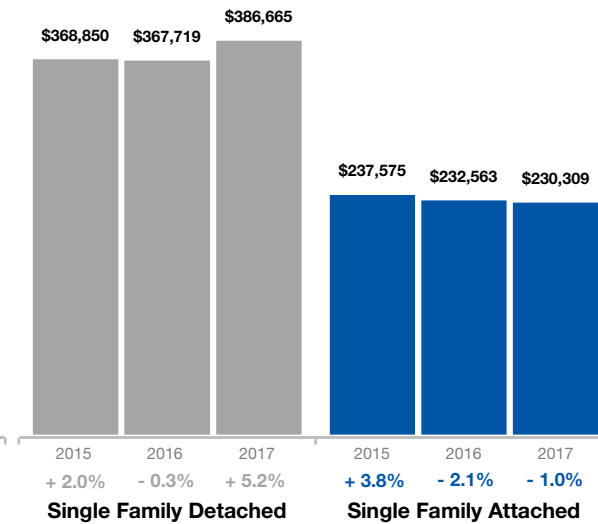
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



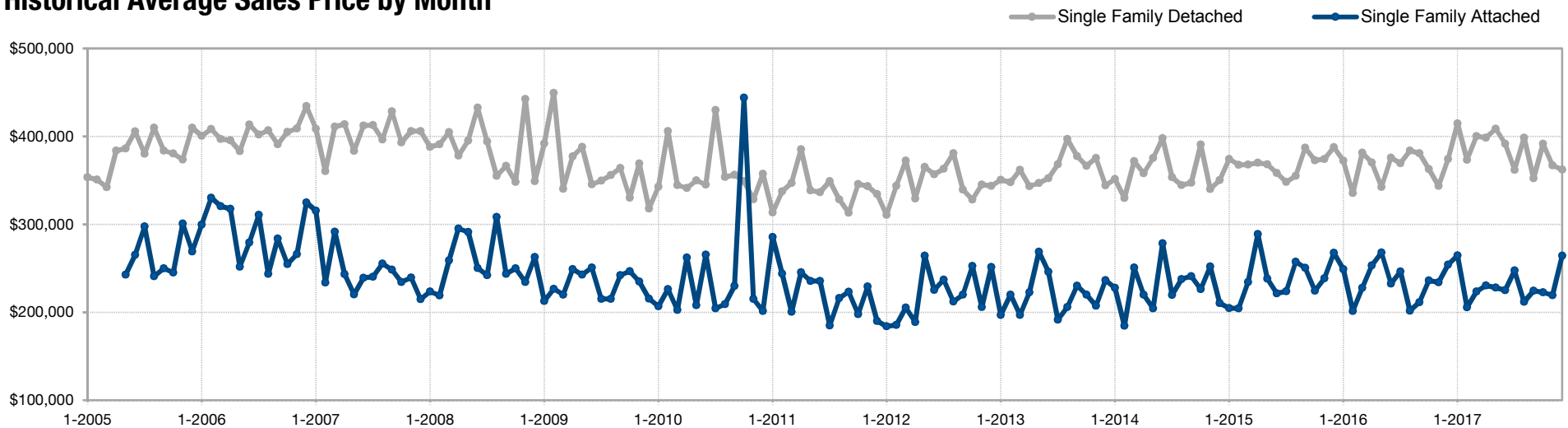
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	\$414,778	+11.4%	\$264,733	+6.3%
Feb-2017	\$373,431	+11.3%	\$205,687	+2.2%
Mar-2017	\$400,287	+4.9%	\$223,694	-1.7%
Apr-2017	\$398,538	+7.6%	\$230,436	-9.0%
May-2017	\$408,613	+19.3%	\$228,028	-14.9%
Jun-2017	\$391,517	+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%
12-Month Avg*	\$386,665	+5.2%	\$230,309	-1.0%

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

Historical Average Sales Price by Month

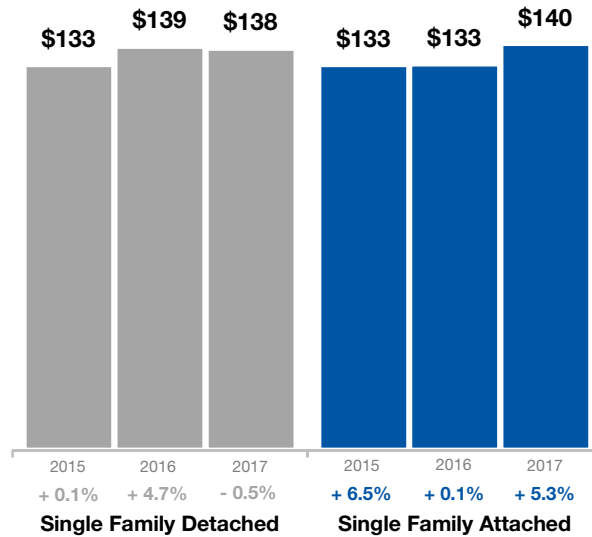


Median Price Per Square Foot

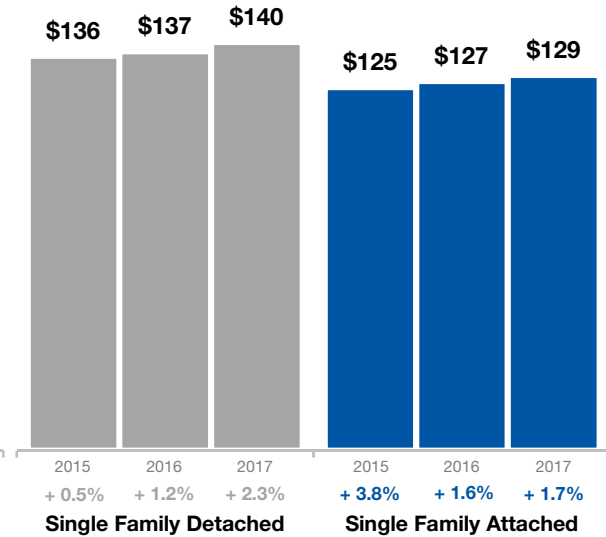
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



December



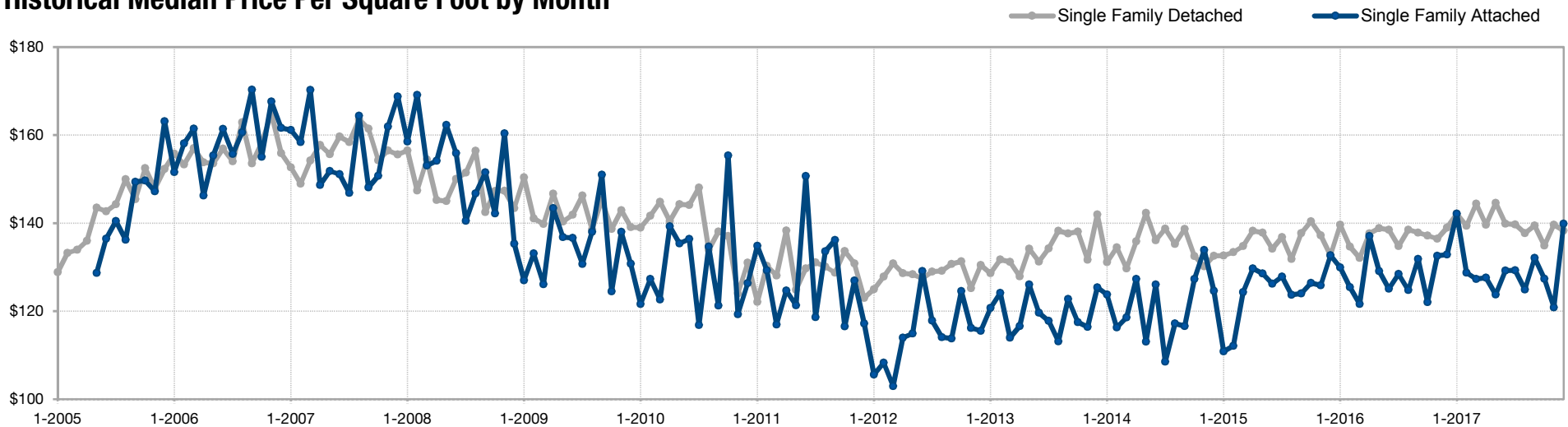
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	\$142	+1.8%	\$142	+9.4%
Feb-2017	\$139	+3.5%	\$129	+2.6%
Mar-2017	\$144	+9.3%	\$127	+4.6%
Apr-2017	\$140	+1.4%	\$128	-6.9%
May-2017	\$145	+4.2%	\$124	-4.1%
Jun-2017	\$140	+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%
12-Month Avg*	\$140	+2.3%	\$129	+1.7%

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

Historical Median Price Per Square Foot by Month

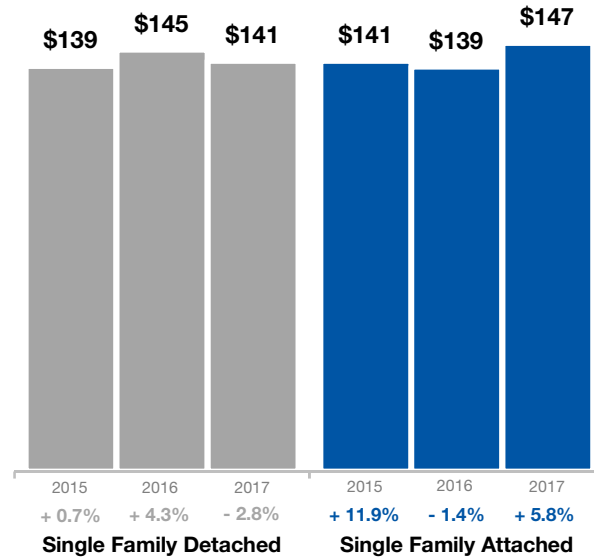


Average Price Per Square Foot

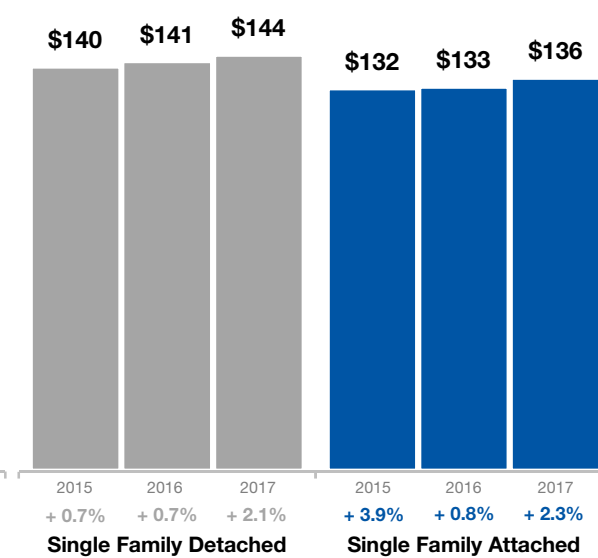
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



December



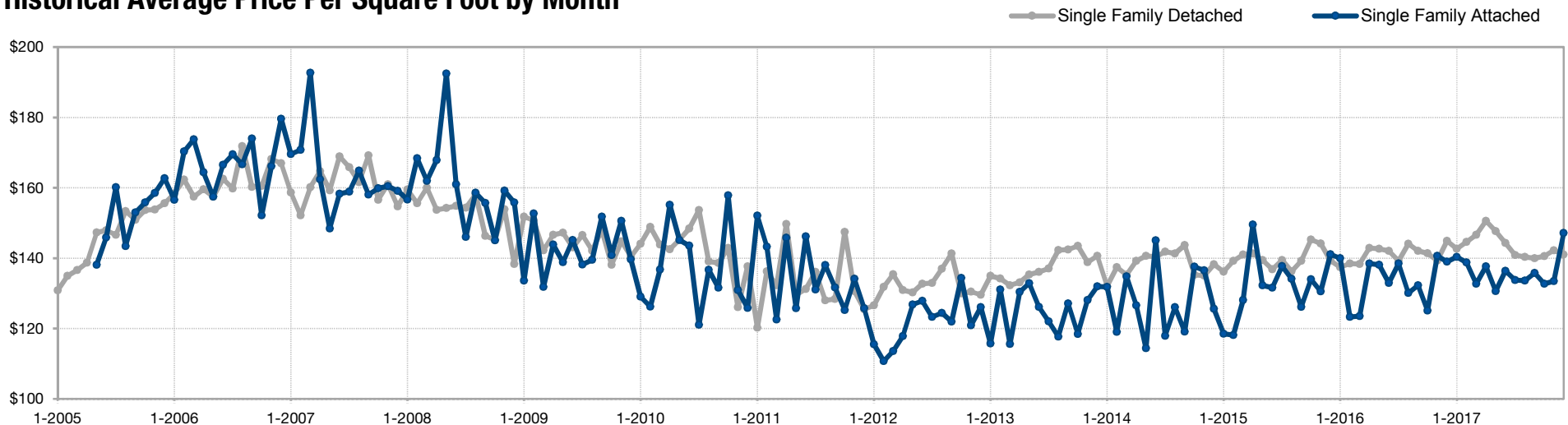
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	\$143	+4.4%	\$140	0.0%
Feb-2017	\$145	+5.1%	\$139	+13.0%
Mar-2017	\$147	+6.5%	\$133	+7.3%
Apr-2017	\$151	+5.6%	\$138	0.0%
May-2017	\$148	+3.5%	\$131	-5.1%
Jun-2017	\$144	+1.4%	\$136	+2.3%
Jul-2017	\$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%
12-Month Avg*	\$144	+1.6%	\$136	+2.4%

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

Historical Average Price Per Square Foot by Month

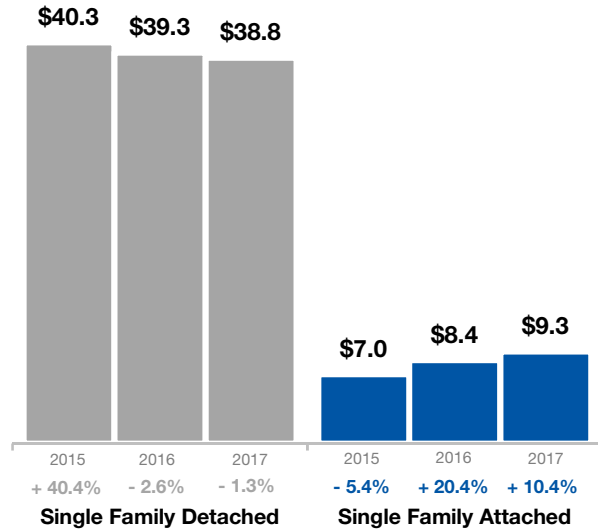


Dollar Volume of Closed Sales (in millions)

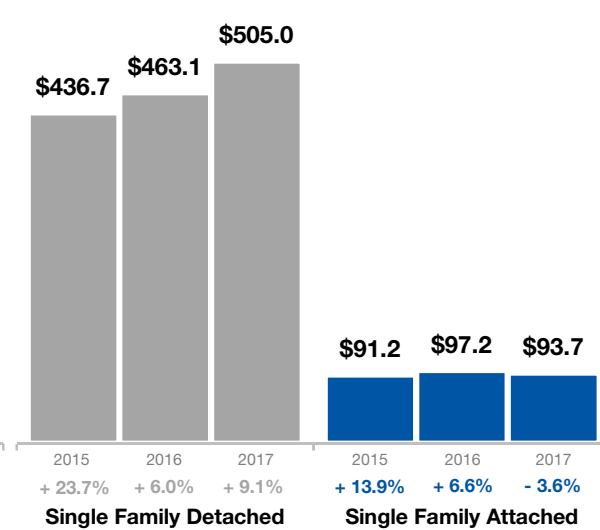


The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.

December



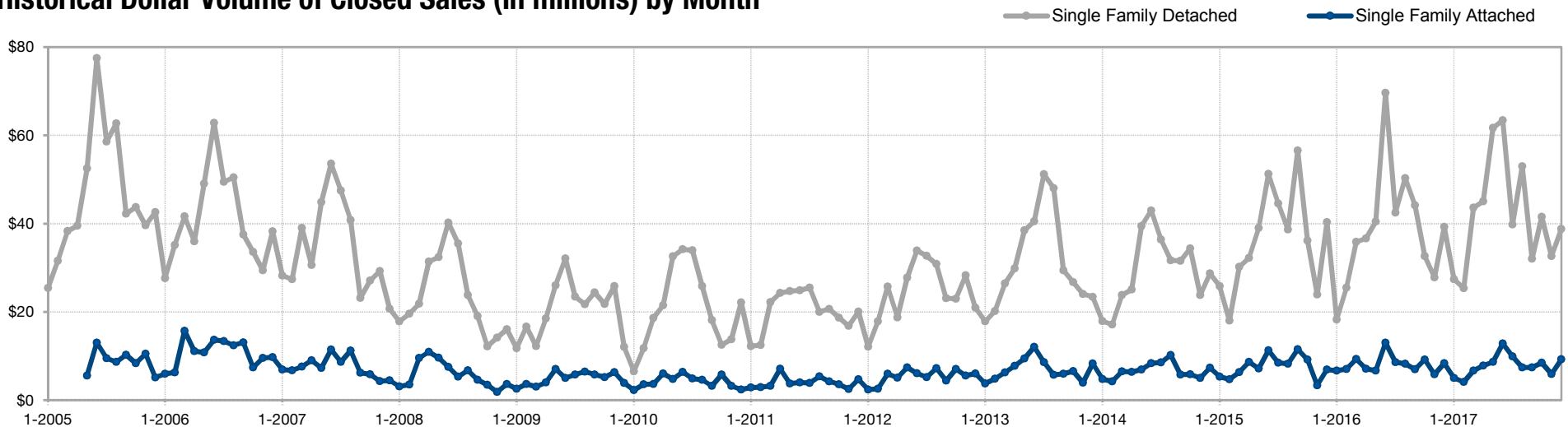
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	\$27.4	+50.0%	\$5.0	-25.2%
Feb-2017	\$25.4	-0.4%	\$4.1	-41.6%
Mar-2017	\$43.6	+21.7%	\$6.7	-28.1%
Apr-2017	\$45.0	+22.8%	\$7.8	+10.5%
May-2017	\$61.7	+52.6%	\$8.7	+29.4%
Jun-2017	\$63.4	-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%
12-Month Avg*	\$42.0	+9.1%	\$7.8	-3.6%

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

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



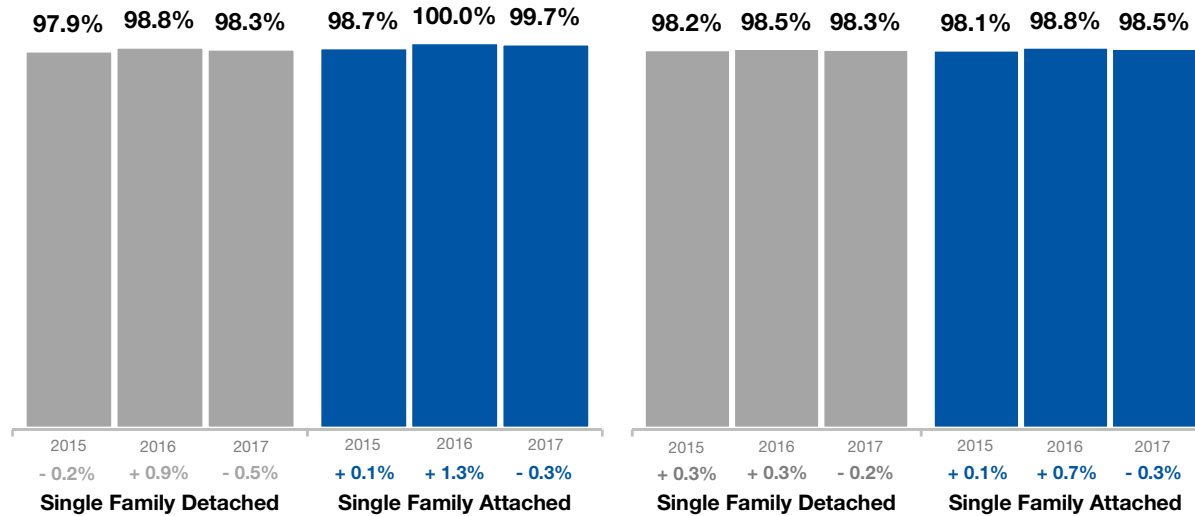
Median Percent of List Price to Sale Price



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.

December

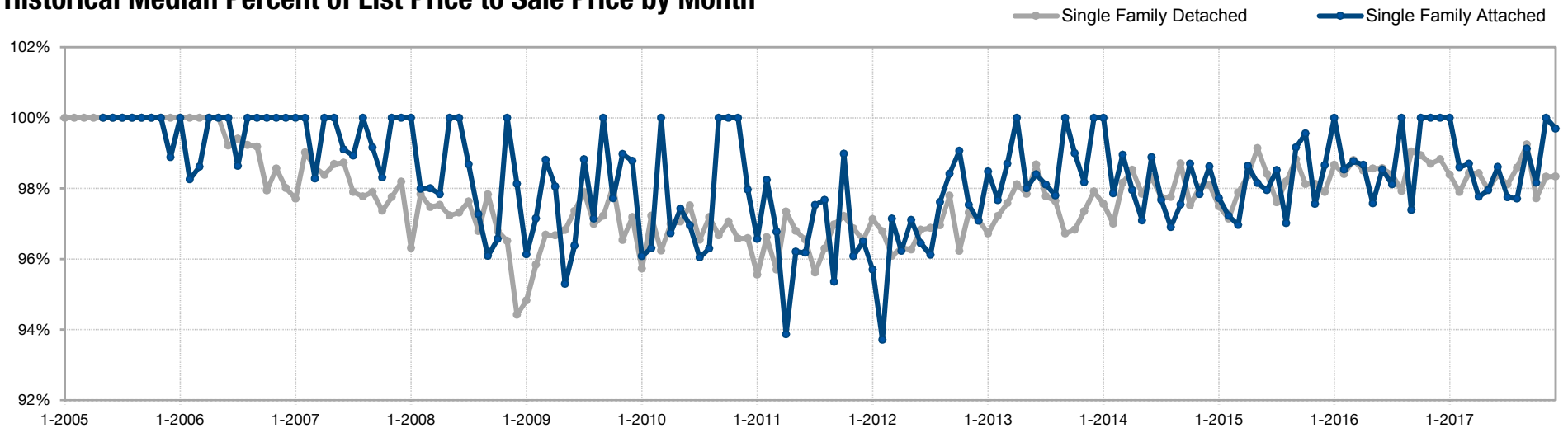
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	98.4%	-0.3%	100.0%	0.0%
Feb-2017	97.9%	-0.5%	98.6%	+0.1%
Mar-2017	98.4%	-0.4%	98.7%	-0.1%
Apr-2017	98.4%	-0.1%	97.8%	-0.9%
May-2017	98.0%	-0.6%	97.9%	+0.3%
Jun-2017	98.4%	-0.2%	98.6%	+0.1%
Jul-2017	98.1%	-0.3%	97.7%	-0.4%
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%
12-Month Avg*	98.3%	-0.2%	98.5%	-0.3%

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

Historical Median Percent of List Price to Sale Price by Month

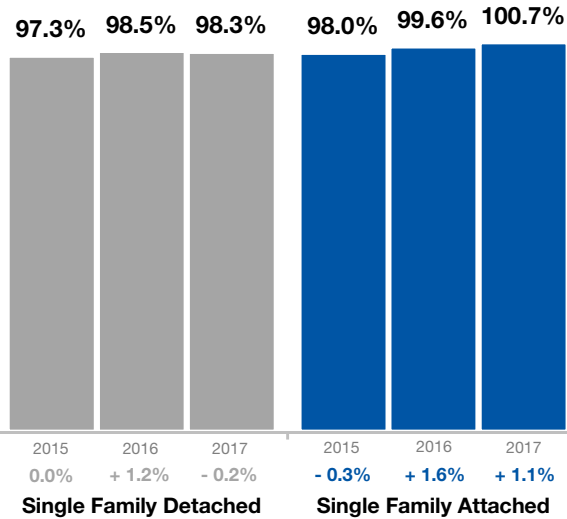


Average Percent of List Price to Sale Price

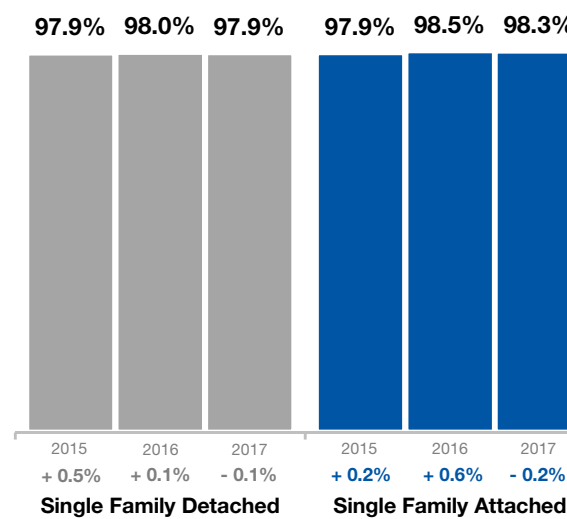


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

December



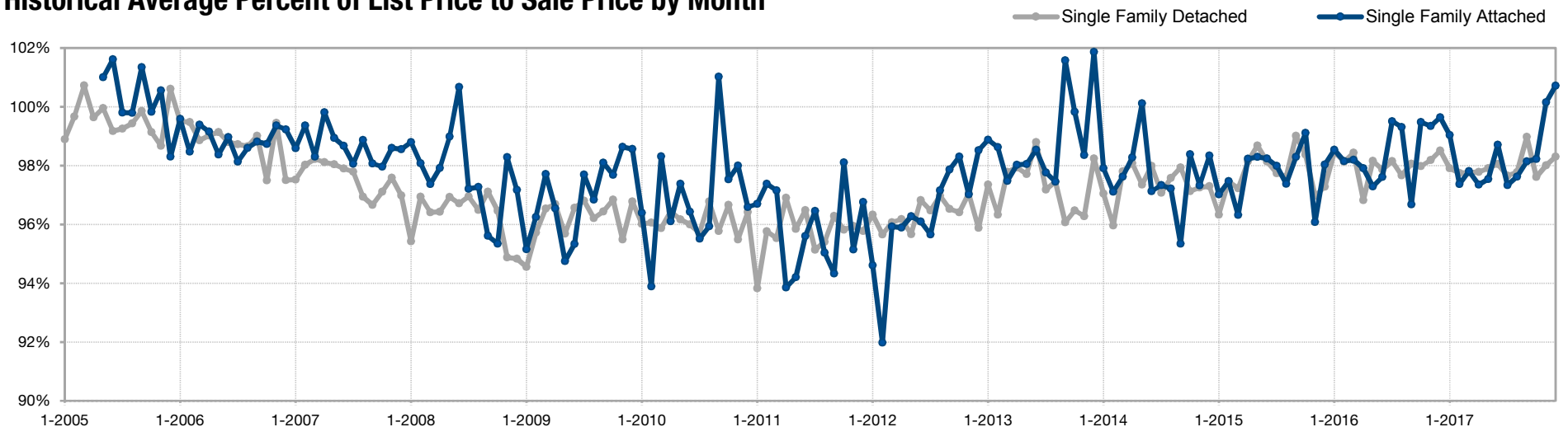
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	97.9%	-0.6%	99.0%	+0.5%
Feb-2017	97.8%	-0.3%	97.4%	-0.8%
Mar-2017	97.8%	-0.6%	97.8%	-0.4%
Apr-2017	97.8%	+1.0%	97.4%	-0.5%
May-2017	97.9%	-0.3%	97.5%	+0.2%
Jun-2017	98.1%	+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%
12-Month Avg*	97.9%	-0.1%	98.3%	-0.1%

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

Historical Average Percent of List Price to Sale Price by Month

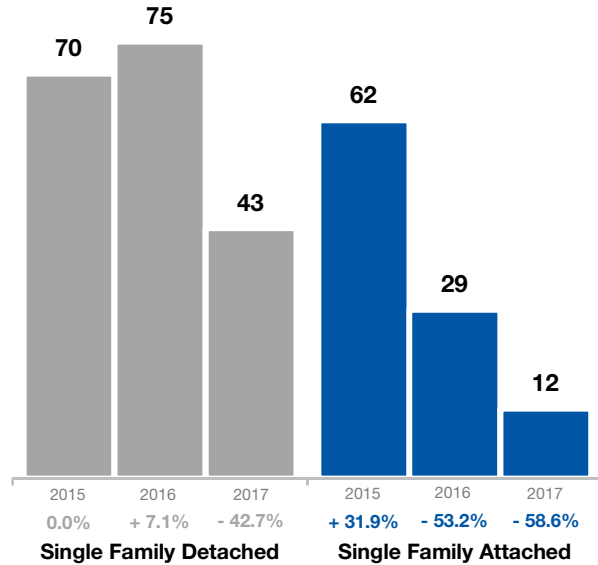


Median Days on Market Until Sale

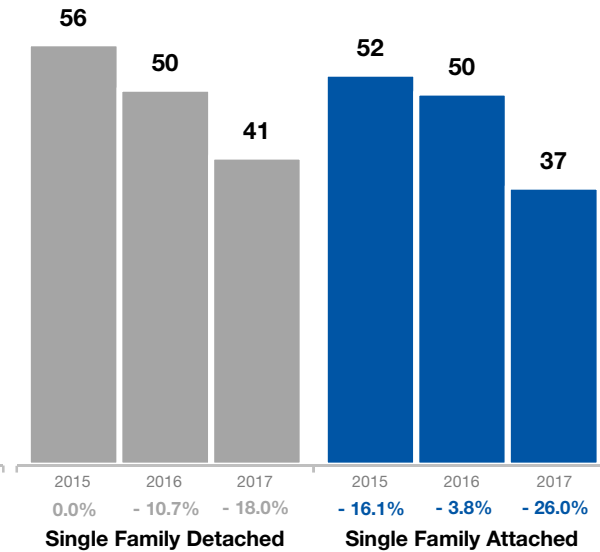
Median number of days between when a property is listed and when an offer is accepted in a given month.



December



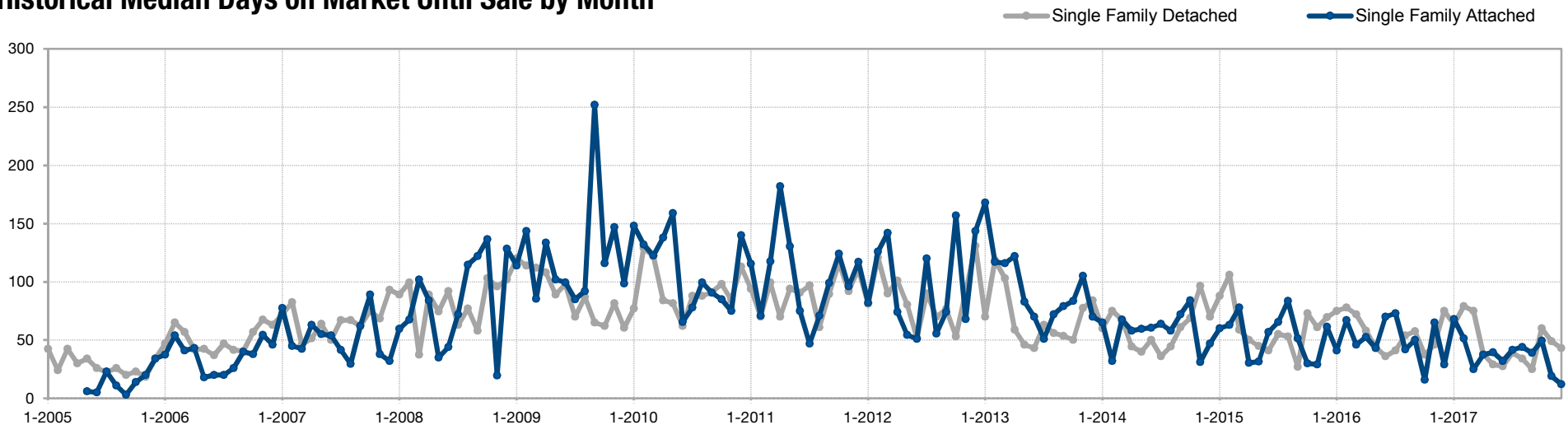
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	64	-14.7%	68	+65.9%
Feb-2017	79	+1.3%	52	-22.4%
Mar-2017	75	+4.2%	25	-45.7%
Apr-2017	38	-34.5%	38	-28.3%
May-2017	29	-34.1%	40	-7.0%
Jun-2017	28	-22.2%	32	-54.3%
Jul-2017	39	-4.9%	42	-42.5%
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%
12-Month Avg*	41	-18.0%	37	-25.3%

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

Historical Median Days on Market Until Sale by Month



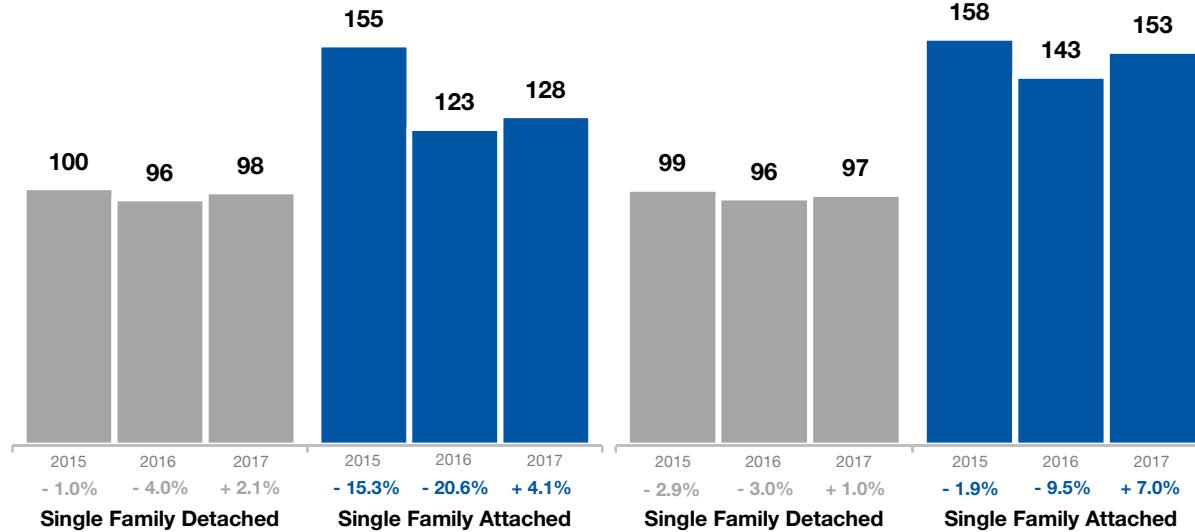
Housing Affordability Index



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.

December

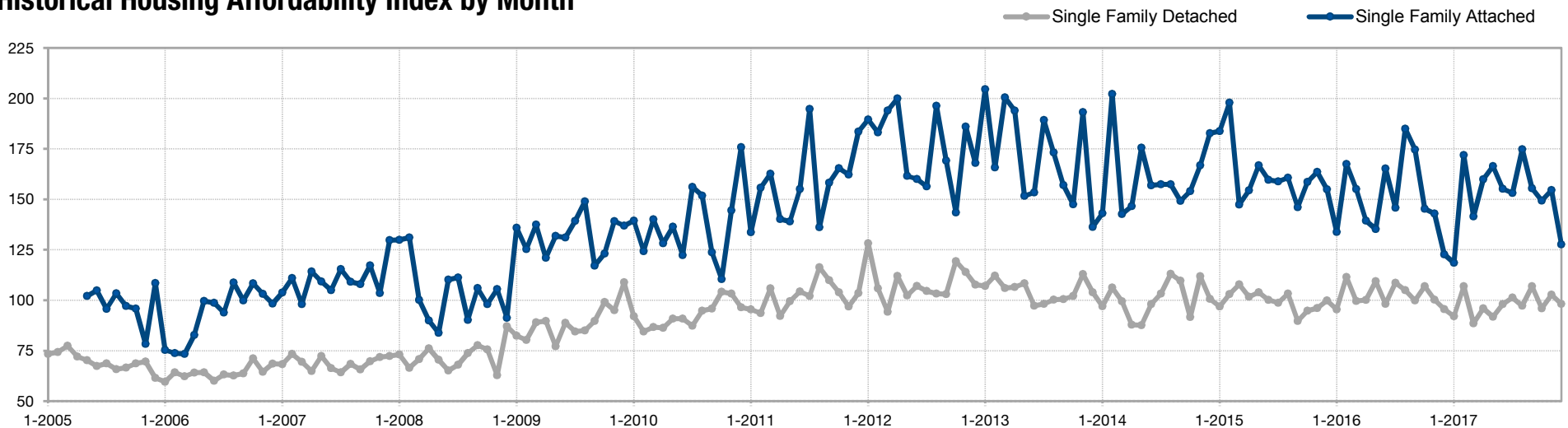
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	92	-3.2%	119	-11.2%
Feb-2017	107	-4.5%	172	+3.0%
Mar-2017	89	-11.0%	141	-9.0%
Apr-2017	96	-4.0%	160	+15.1%
May-2017	92	-15.6%	166	+23.0%
Jun-2017	98	0.0%	155	-6.1%
Jul-2017	101	-7.3%	153	+4.8%
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%
12-Month Avg*	98	-4.4%	103	-15.3%

* Affordability Index for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

Historical Housing Affordability Index by Month

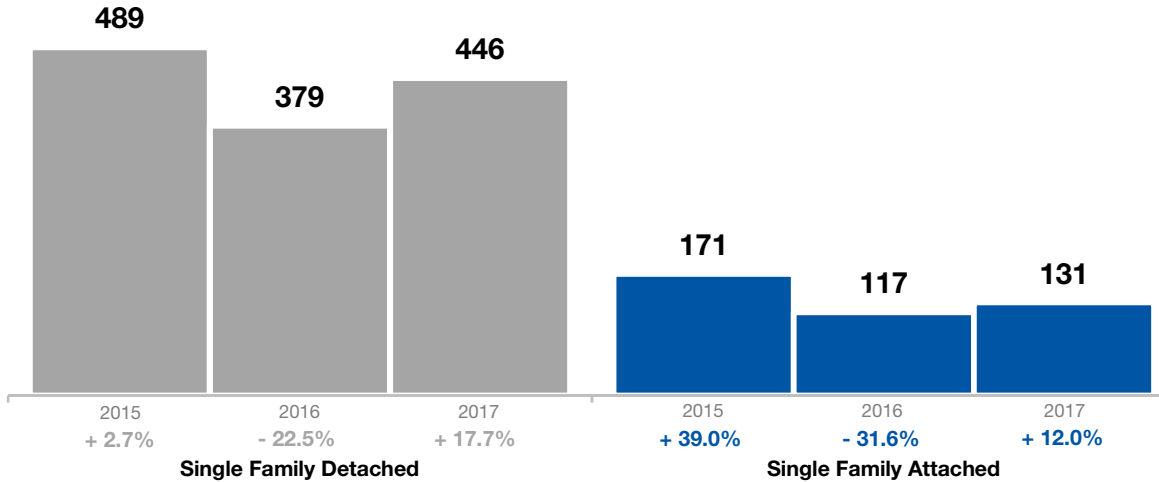


End of Month Inventory

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

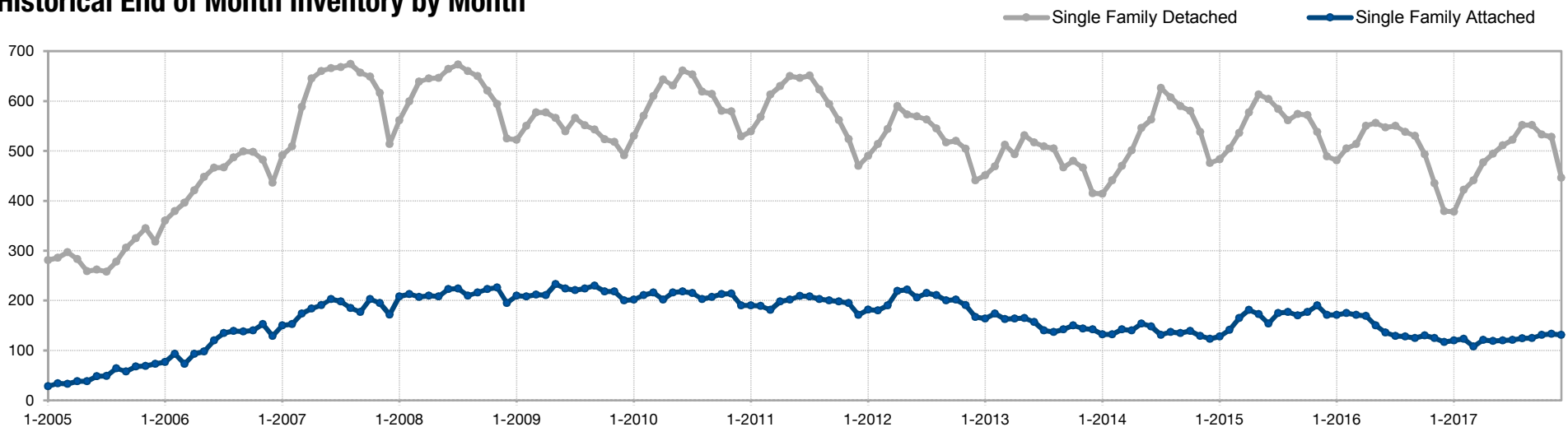


December



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	378	-21.4%	120	-29.8%
Feb-2017	422	-16.4%	123	-29.7%
Mar-2017	441	-14.2%	108	-36.8%
Apr-2017	477	-13.3%	121	-28.4%
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%
12-Month Avg	477	-6.1%	122	-15.2%

Historical End of Month Inventory by Month

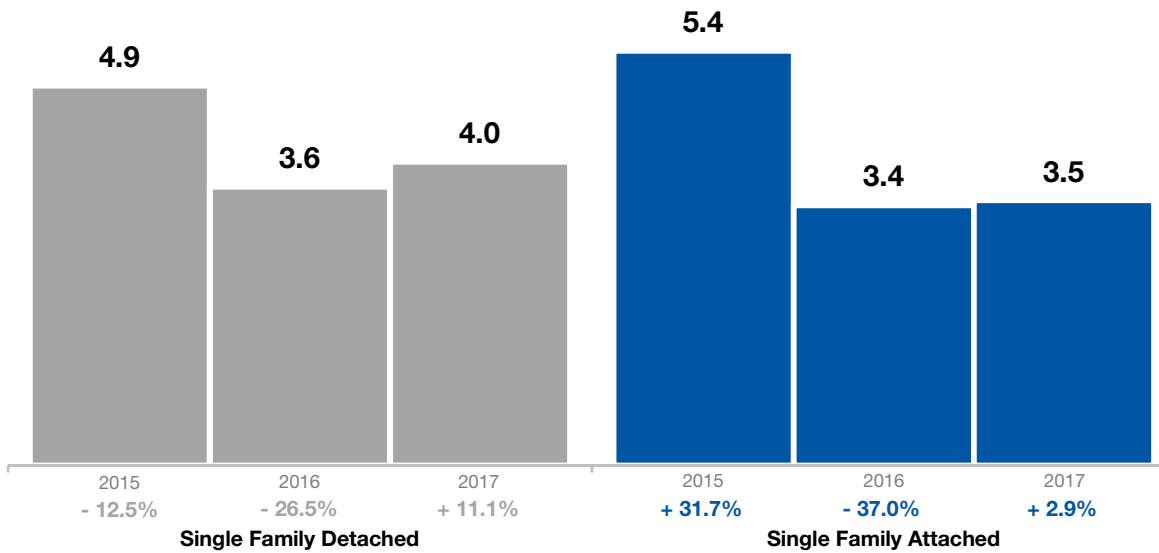


Months Supply of Inventory

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.



December



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2017	3.6	-25.0%	3.6	-30.8%
Feb-2017	3.9	-22.0%	3.7	-28.8%
Mar-2017	4.0	-18.4%	3.1	-38.0%
Apr-2017	4.5	-11.8%	3.4	-32.0%
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%
12-Month Avg*	4.4	-10.2%	3.4	-19.6%

* Months Supply for all properties from January 2017 through December 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				12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	12-2014	12-2015	12-2016	12-2017						
New Listings					110	100	- 9.1%	2,148	2,302	+ 7.2%
Pending Sales					95	99	+ 4.2%	1,666	1,809	+ 8.6%
Closed Sales					138	142	+ 2.9%	1,679	1,715	+ 2.1%
Median List Price					\$318,260	\$324,950	+ 2.1%	\$330,230	\$327,490	- 0.8%
Median Sales Price					\$319,738	\$307,513	- 3.8%	\$305,700	\$314,900	+ 3.0%
Avg. Sales Price					\$345,365	\$338,110	- 2.1%	\$333,954	\$349,511	+ 4.7%
Median Price Per Sq Ft					\$137	\$139	+ 1.5%	\$127	\$128	+ 0.8%
Average Price Per Sq Ft					\$143	\$143	0.0%	\$139	\$142	+ 2.2%
\$ Volume of Closed Sales (in millions)					\$47.7	\$48.0	+ 0.6%	\$560.5	\$599.4	+ 6.9%
Median Pct of List Price to Sale Price					98.9%	98.6%	- 0.3%	98.6%	98.3%	- 0.3%
Avg Pct of List Price to Sale Price					98.8%	98.9%	+ 0.1%	98.1%	98.0%	- 0.1%
Median Days on Market					59	37	- 37.3%	50	39	- 22.0%
Affordability Index					102	109	+ 6.9%	106	107	+ 0.9%
End of Month Inventory					496	580	+ 16.9%	--	--	--
Months Supply					3.6	3.8	+ 5.6%	--	--	--

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		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
James City County	96	79	-17.7%	112	106	-5.4%	\$ 325,478	\$ 307,513	-5.5%	394	474	+20.3%	3.5	4.0	+14.3%
City of Williamsburg	7	6	-14.3%	11	10	-9.1%	\$306,328	\$254,950	-16.8%	56	52	-7.1%	4.5	4.2	-6.7%
York County	17	21	+23.5%	25	35	+40.0%	\$255,000	\$288,205	+13.0%	88	99	+12.5%	3.8	3.5	-7.9%
New Kent County	4	4	0.0%	3	4	+33.3%	\$269,000	\$219,000	-18.6%	35	50	+42.9%	5.1	6.7	+31.4%
Charles City County	1	0	-100.0%	0	2	--	\$0	\$119,750	--	7	4	-42.9%	4.4	3.5	-20.5%
Newport News	11	9	-18.2%	10	15	+50.0%	\$152,500	\$222,000	+45.6%	43	60	+39.5%	3.1	3.8	+22.6%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	3	3	0.0%	2	1	-50.0%	\$199,738	\$305,000	+52.7%	10	5	-50.0%	6.7	4.3	-35.8%
Gloucester	6	7	+16.7%	6	4	-33.3%	\$208,750	\$310,150	+48.6%	58	59	+1.7%	7.7	6.9	-10.4%
Richmond	0	1	--	1	0	-100.0%	\$325,186	\$0	-100.0%	5	1	-80.0%	3.2	0.7	-78.1%
23185	41	46	+12.2%	61	73	+19.7%	\$306,328	\$315,620	+3.0%	236	263	+11.4%	3.9	4.1	+5.1%
23188	59	45	-23.7%	58	55	-5.2%	\$321,123	\$303,490	-5.5%	215	253	+17.7%	3.2	3.6	+12.5%
23168	10	9	-10.0%	19	14	-26.3%	\$316,640	\$305,425	-3.5%	45	64	+42.2%	3.7	4.3	+16.2%
23168, 23185 & 23188	110	100	-9.1%	138	142	+2.9%	\$319,738	\$307,513	-3.8%	496	580	+16.9%	3.6	3.8	+5.6%