

# Monthly Indicators



## November 2018

The booming U.S. economy continues to prop up home sales and new listings in much of the nation, although housing affordability remains a concern. Historically, housing is still relatively affordable. Although Freddie Mac recently reported that the 30-year fixed rate is at its highest average in seven years, reaching 4.94 percent, average rates were 5.97 percent ten years ago, 6.78 percent 20 years ago and 10.39 percent 30 years ago. Nevertheless, affordability concerns are causing a slowdown in home price growth in some markets, while price reductions are becoming more common.

When comparing 2018 to 2017 statistics, New Listings decreased 30.6 percent for single-family detached homes and 31.1 percent for single-family attached homes. Pending Sales decreased 21.6 percent for single-family detached homes and 13.2 percent for single-family attached properties.

Median Sales Price was up 11.2 percent for single-family detached homes and 1.7 percent for single-family attached properties. Months Supply of Inventory decreased 2.1 percent for single-family detached homes but remained flat for single-family attached properties.

The Bureau of Labor Statistics recently reported that the national unemployment rate was at 3.7 percent. Low unemployment has helped the housing industry during this extensive period of U.S. economic prosperity. Home buying and selling activity relies on gainful employment. It also relies on demand, and builders are showing caution by breaking ground on fewer single-family home construction projects in the face of rising mortgage rates and fewer showings.

**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

<b>+ 11.8%</b>	<b>+ 10.5%</b>	<b>+ 9.0%</b>
One-Year Change in <b>Single Family Detached Median Sales Price</b>	One-Year Change in <b>Single Family Attached Median Sales Price</b>	One-Year Change in <b>All Properties Median Sales Price</b>

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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Median Days on Market Until Sale	<b>15</b>
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End of Month Inventory	<b>17</b>
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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				11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	11-2015	11-2016	11-2017	11-2018						
New Listings					144	<b>100</b>	- 30.6%	1,718	<b>1,617</b>	- 5.9%
Pending Sales					102	<b>80</b>	- 21.6%	1,285	<b>1,199</b>	- 6.7%
Closed Sales					89	<b>81</b>	- 9.0%	1,199	<b>1,209</b>	+ 0.8%
Median List Price					\$330,000	<b>\$366,940</b>	+ 11.2%	\$359,705	<b>\$379,000</b>	+ 5.4%
Median Sales Price					\$331,000	<b>\$369,970</b>	+ 11.8%	\$345,000	<b>\$348,000</b>	+ 0.9%
Avg. Sales Price					\$366,926	<b>\$387,704</b>	+ 5.7%	\$388,845	<b>\$380,333</b>	- 2.2%
Median Price Per Sq Ft					\$140	<b>\$144</b>	+ 3.2%	\$141	<b>\$144</b>	+ 2.6%
Average Price Per Sq Ft					\$142	<b>\$145</b>	+ 2.1%	\$144	<b>\$149</b>	+ 3.5%
\$ Volume of Closed Sales (in millions)					\$32.7	<b>\$31.4</b>	- 3.8%	\$466.2	<b>\$459.8</b>	- 1.4%
Median Pct of List Price to Sale Price					98.3%	<b>98.6%</b>	+ 0.3%	98.3%	<b>98.5%</b>	+ 0.2%
Avg Pct of List Price to Sale Price					98.0%	<b>98.2%</b>	+ 0.2%	97.9%	<b>98.2%</b>	+ 0.3%
Median Days on Market					49	<b>58</b>	+ 18.4%	41	<b>33</b>	- 19.5%
Affordability Index					103	<b>80</b>	- 22.3%	99	<b>85</b>	- 14.1%
End of Month Inventory					528	<b>482</b>	- 8.7%	--	--	--
Months Supply					4.7	<b>4.6</b>	- 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.



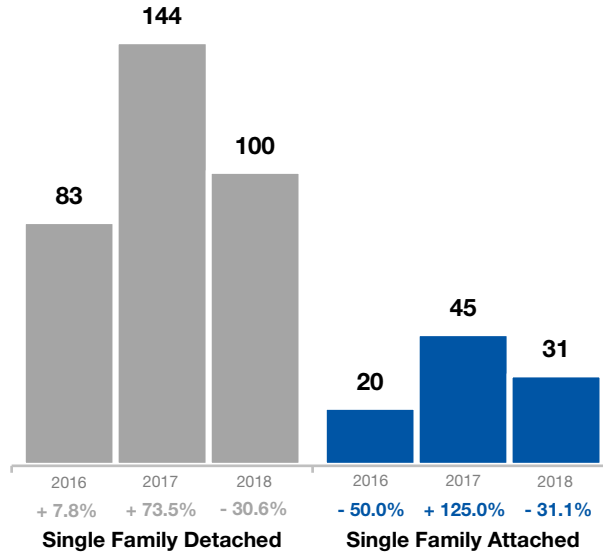
Key Metrics	Historical Sparkbars				11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	11-2015	11-2016	11-2017	11-2018						
New Listings					45	31	- 31.1%	509	551	+ 8.3%
Pending Sales					38	33	- 13.2%	431	471	+ 9.3%
Closed Sales					27	41	+ 51.9%	371	479	+ 29.1%
Median List Price					\$230,000	\$234,000	+ 1.7%	\$229,900	\$239,900	+ 4.3%
Median Sales Price					\$219,900	\$242,975	+ 10.5%	\$218,000	\$234,640	+ 7.6%
Avg. Sales Price					\$219,478	\$260,746	+ 18.8%	\$227,210	\$238,351	+ 4.9%
Median Price Per Sq Ft					\$121	\$144	+ 19.0%	\$128	\$136	+ 6.3%
Average Price Per Sq Ft					\$133	\$149	+ 12.0%	\$135	\$140	+ 3.7%
\$ Volume of Closed Sales (in millions)					\$5.9	\$10.7	+ 80.4%	\$84.3	\$114.2	+ 35.4%
Median Pct of List Price to Sale Price					100.0%	99.5%	- 0.5%	98.4%	100.0%	+ 1.6%
Avg Pct of List Price to Sale Price					100.2%	97.8%	- 2.4%	98.1%	99.0%	+ 0.9%
Median Days on Market					19	21	+ 10.5%	39	23	- 41.0%
Affordability Index					155	122	- 21.3%	156	126	- 19.2%
End of Month Inventory					133	142	+ 6.8%	--	--	--
Months Supply					3.4	3.4	0.0%	--	--	--

# New Listings

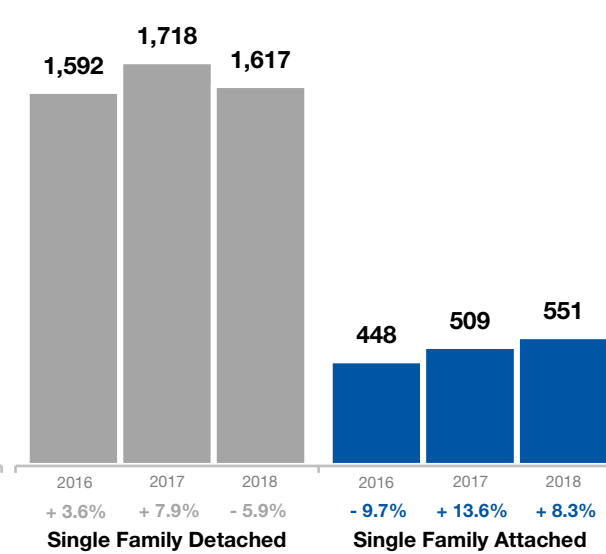
A count of the properties that have been newly listed on the market in a given month.



## November

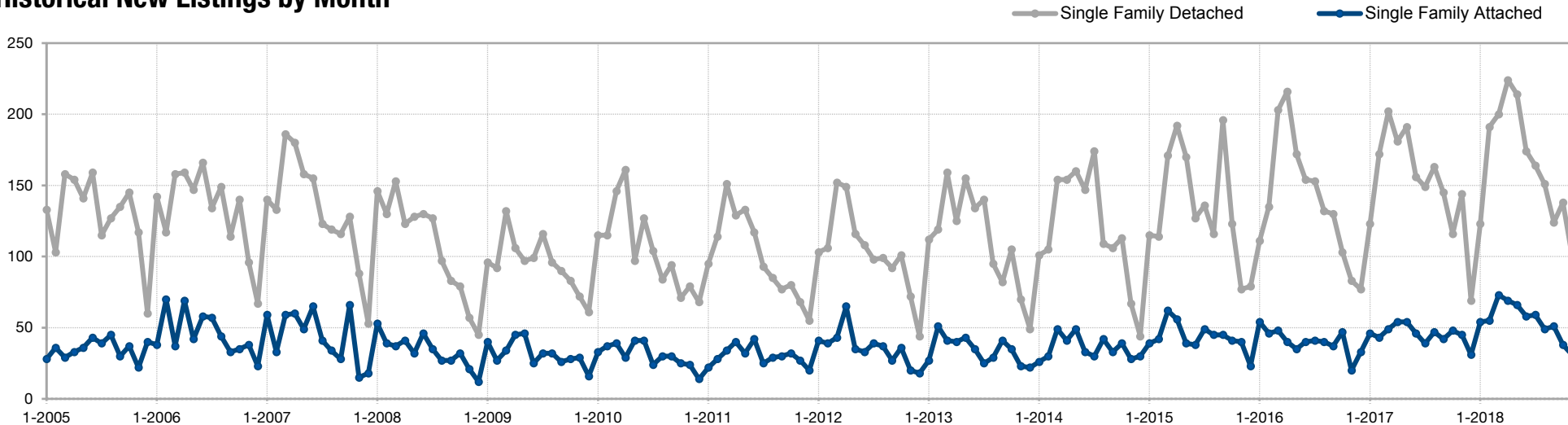


## Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>100</b>	<b>-30.6%</b>	<b>31</b>	<b>-31.1%</b>
12-Month Avg	139	+0.6%	48	+12.9%

## Historical New Listings by Month

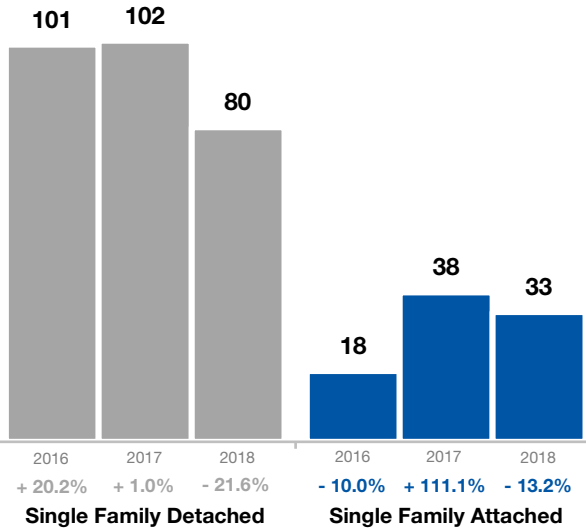


# Pending Sales

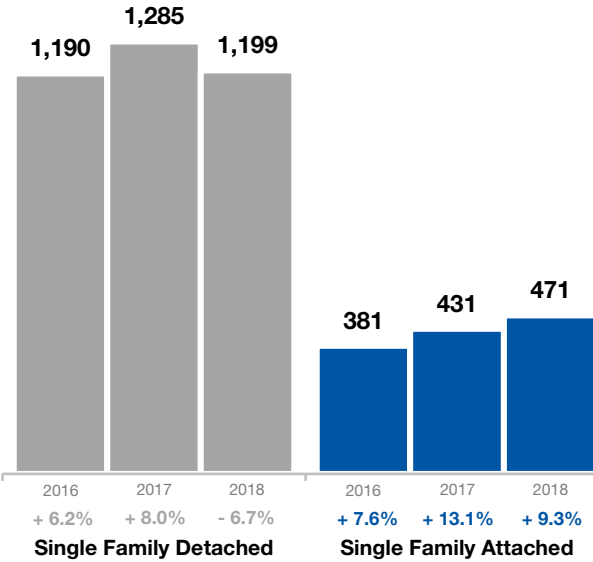
A count of the properties on which offers have been accepted in a given month.



## November

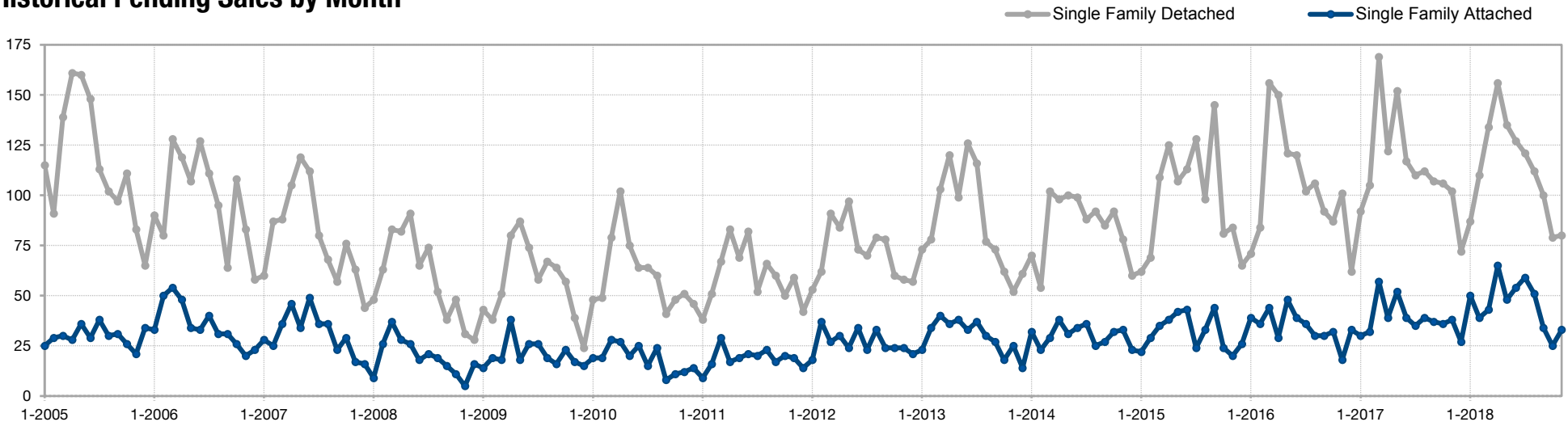


## Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>80</b>	<b>-21.6%</b>	<b>33</b>	<b>-13.2%</b>
12-Month Avg	106	-4.9%	41	+8.8%

## Historical Pending Sales by Month

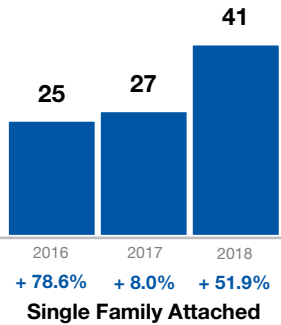
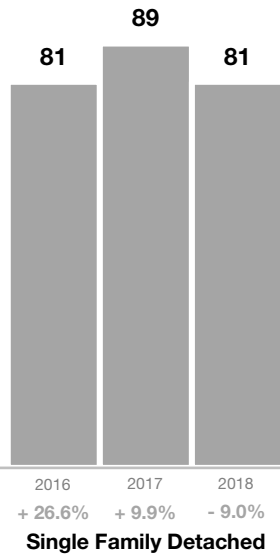


# Closed Sales

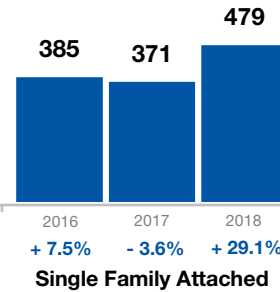
A count of the actual sales that closed in a given month.



## November

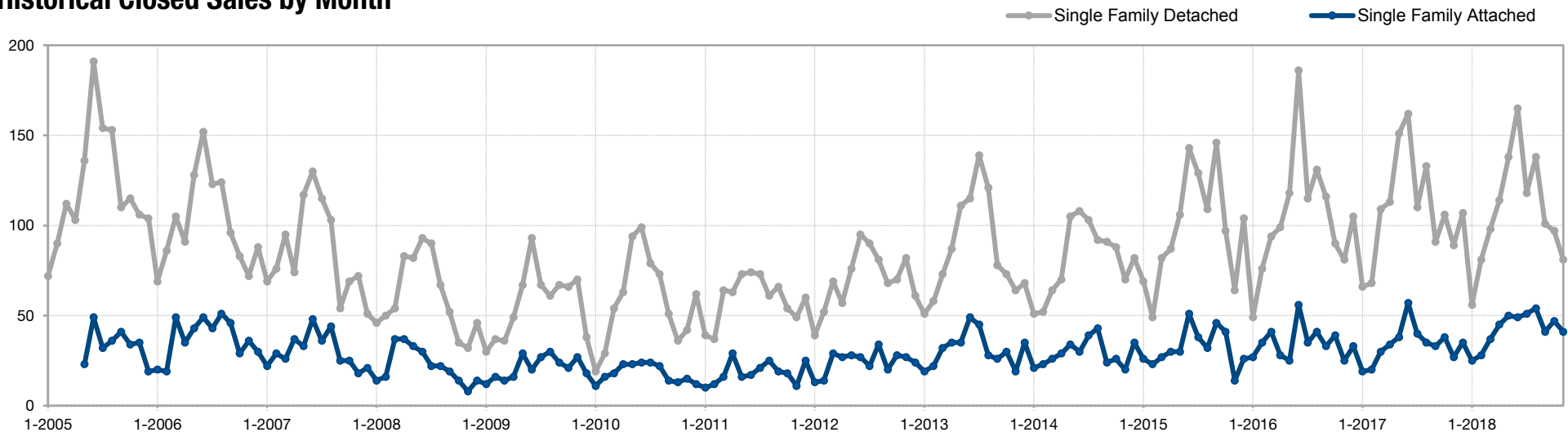


## Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>81</b>	<b>-9.0%</b>	<b>41</b>	<b>+51.9%</b>
12-Month Avg	110	+1.0%	43	+26.5%

## Historical Closed Sales by Month

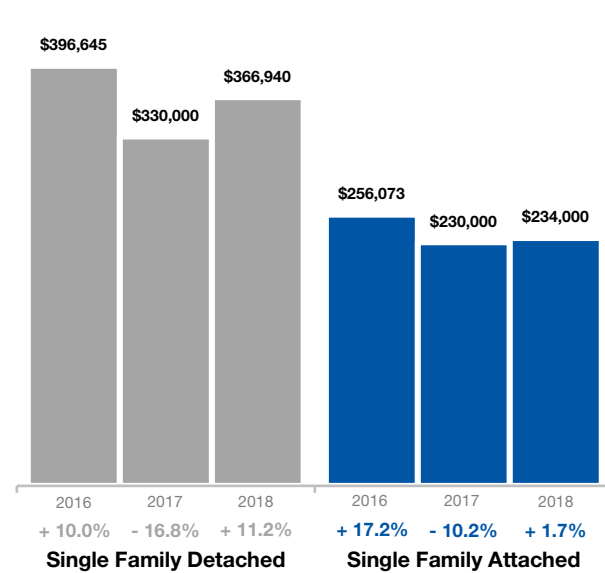


# Median List Price

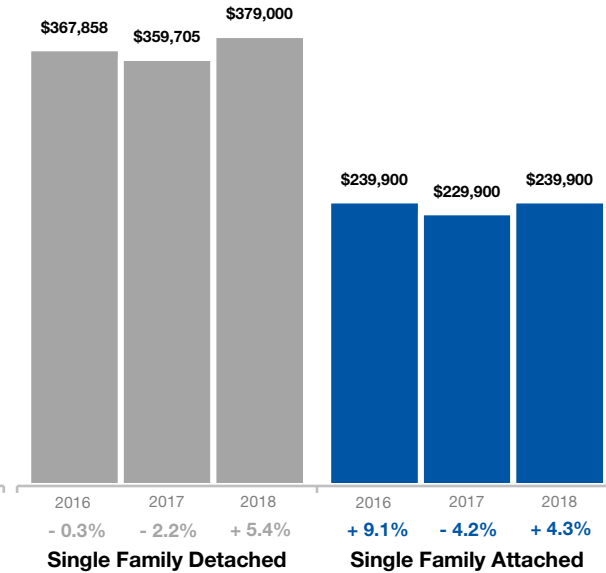
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



## November



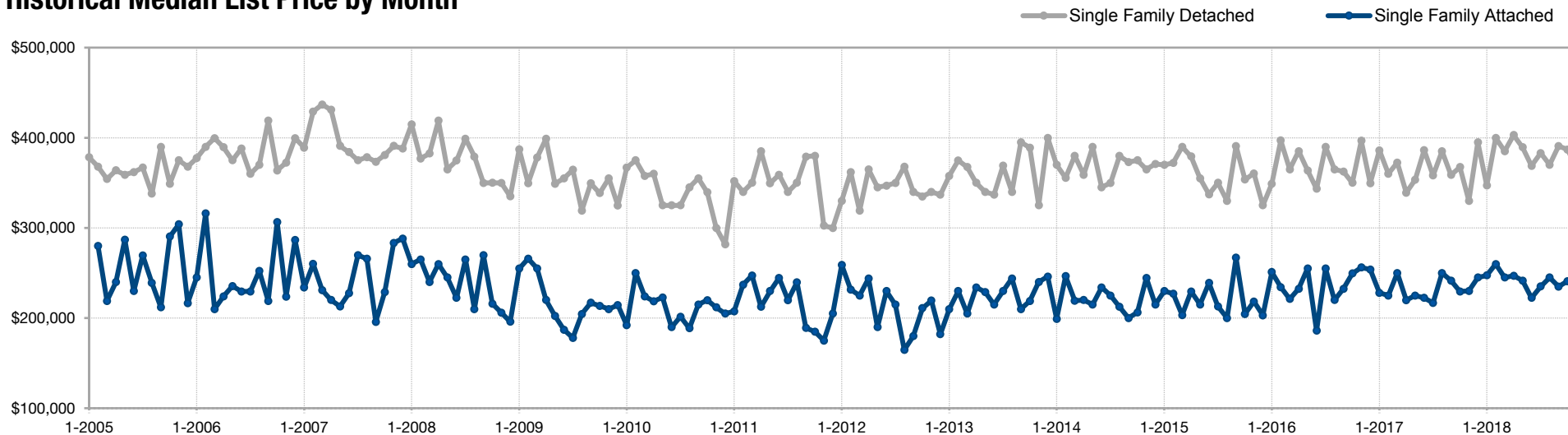
## Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>\$366,940</b>	<b>+11.2%</b>	<b>\$234,000</b>	<b>+1.7%</b>
12-Month Avg*	\$379,000	+5.7%	\$239,900	+4.0%

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

## Historical Median List Price by Month

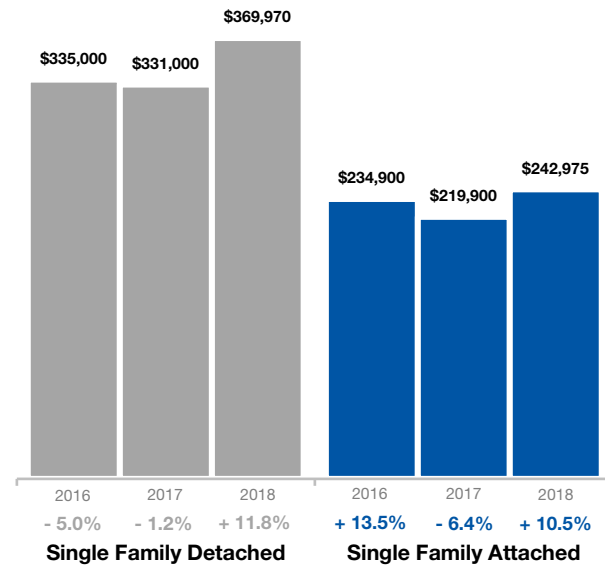


# Median Sales Price

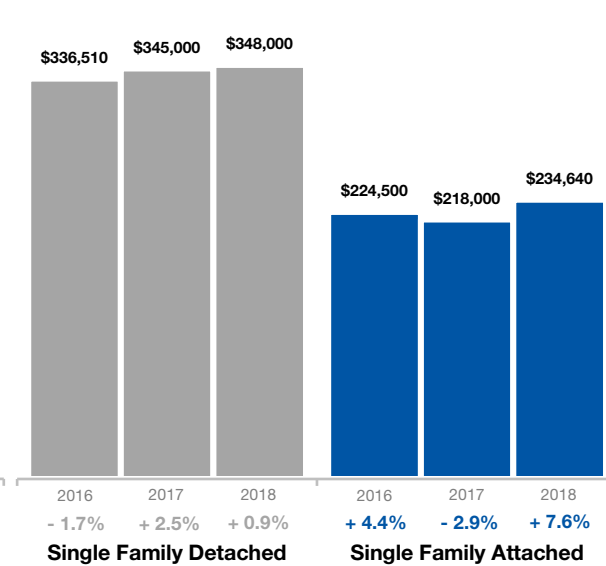
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



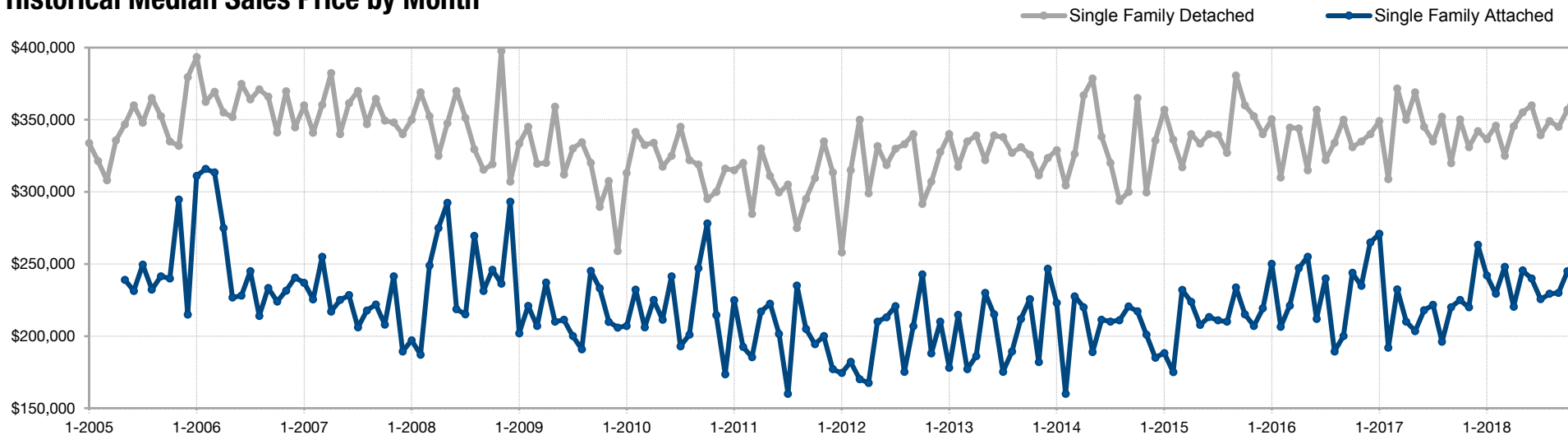
## Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>\$369,970</b>	<b>+11.8%</b>	<b>\$242,975</b>	<b>+10.5%</b>
12-Month Avg*	\$348,000	+0.9%	\$235,000	+6.8%

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

## Historical Median Sales Price by Month





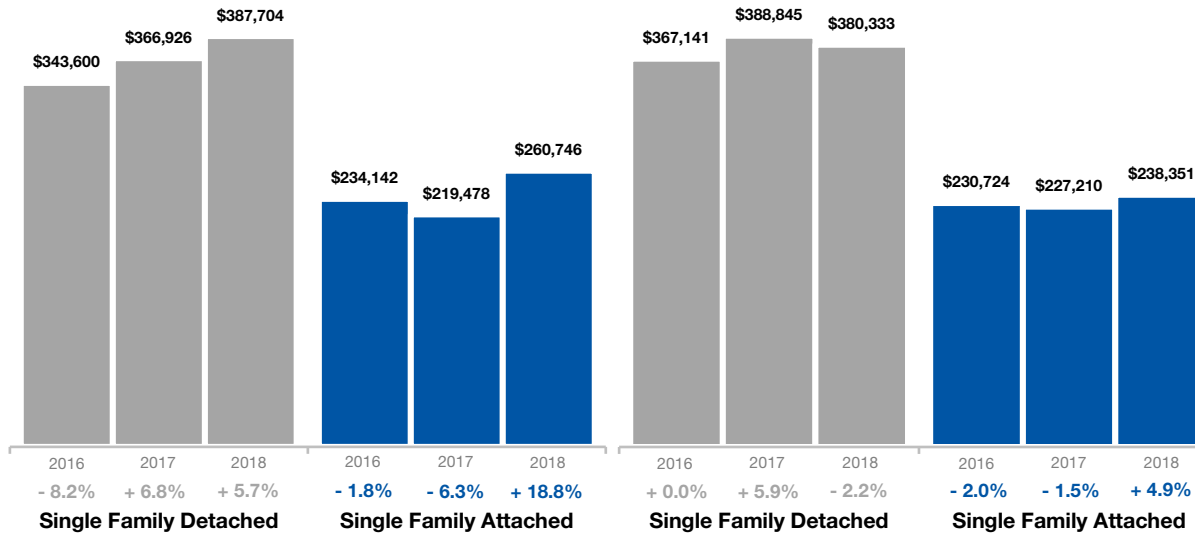
# Average Sales Price

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



## November

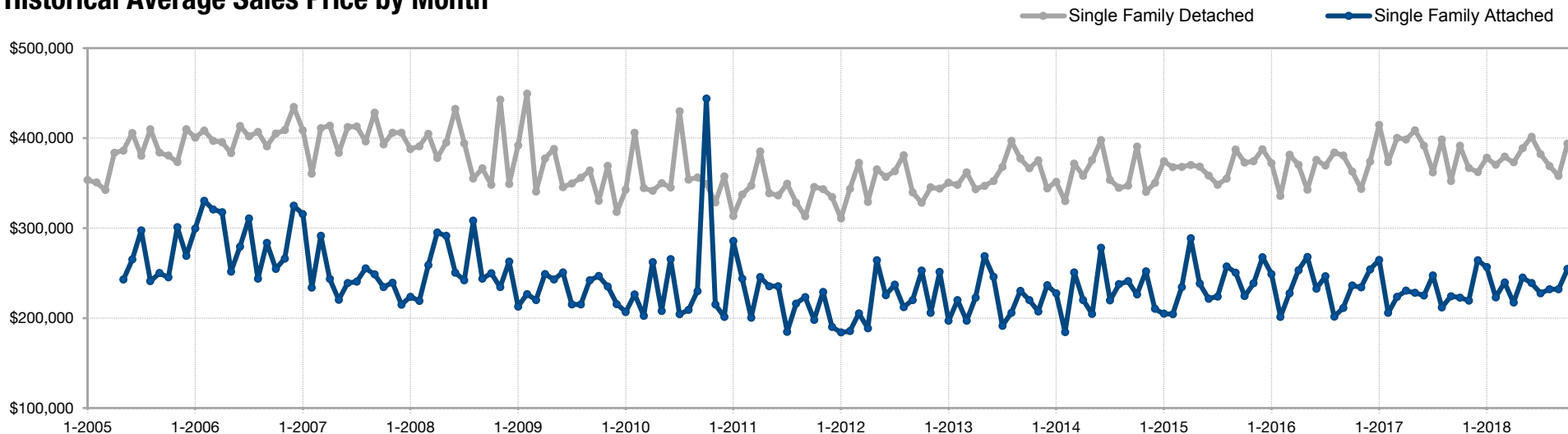
## Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>\$387,704</b>	<b>+5.7%</b>	<b>\$260,746</b>	<b>+18.8%</b>
12-Month Avg*	\$378,859	-2.2%	\$240,020	+4.7%

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

## Historical Average Sales Price by Month

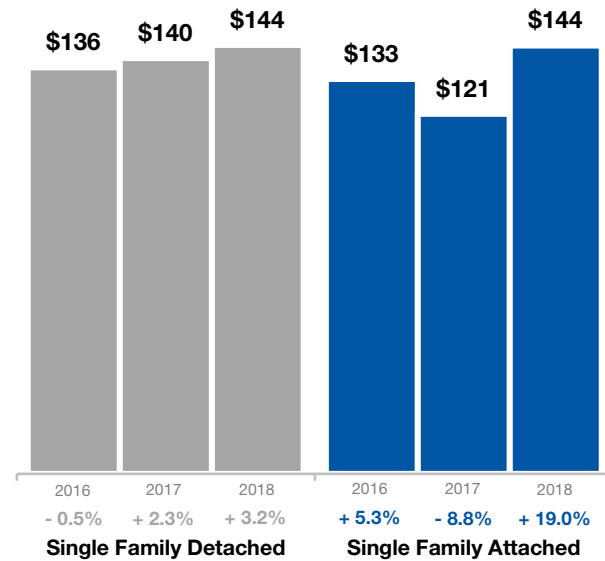


# Median Price Per Square Foot

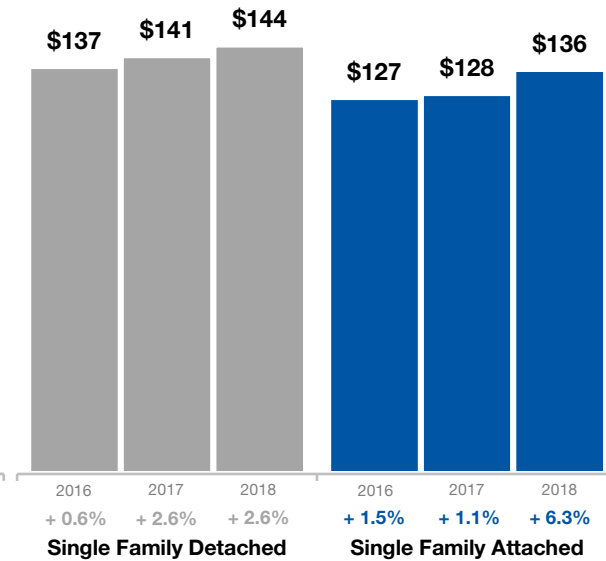
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



## November



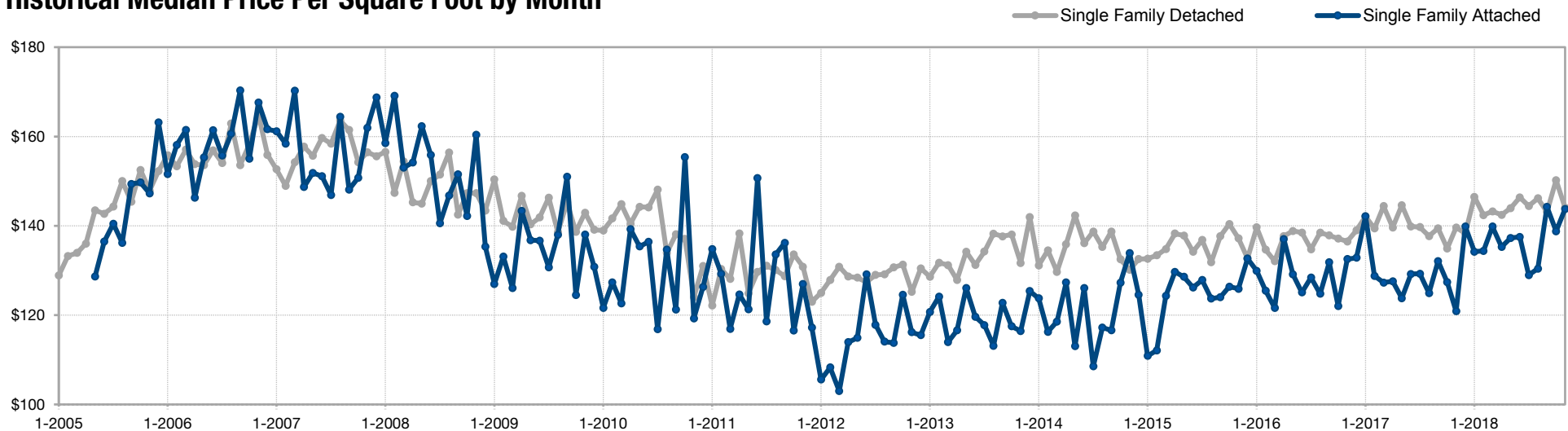
## Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>\$144</b>	<b>+3.2%</b>	<b>\$144</b>	<b>+19.0%</b>
12-Month Avg*	\$144	+2.6%	\$137	+6.4%

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

## Historical Median Price Per Square Foot by Month

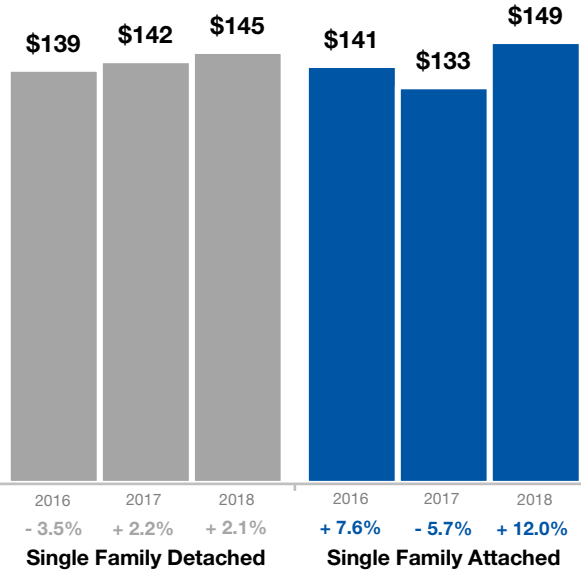


# Average Price Per Square Foot

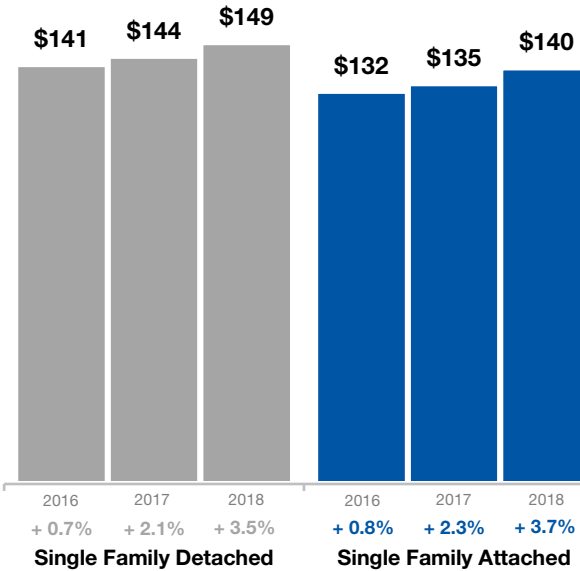
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



## November



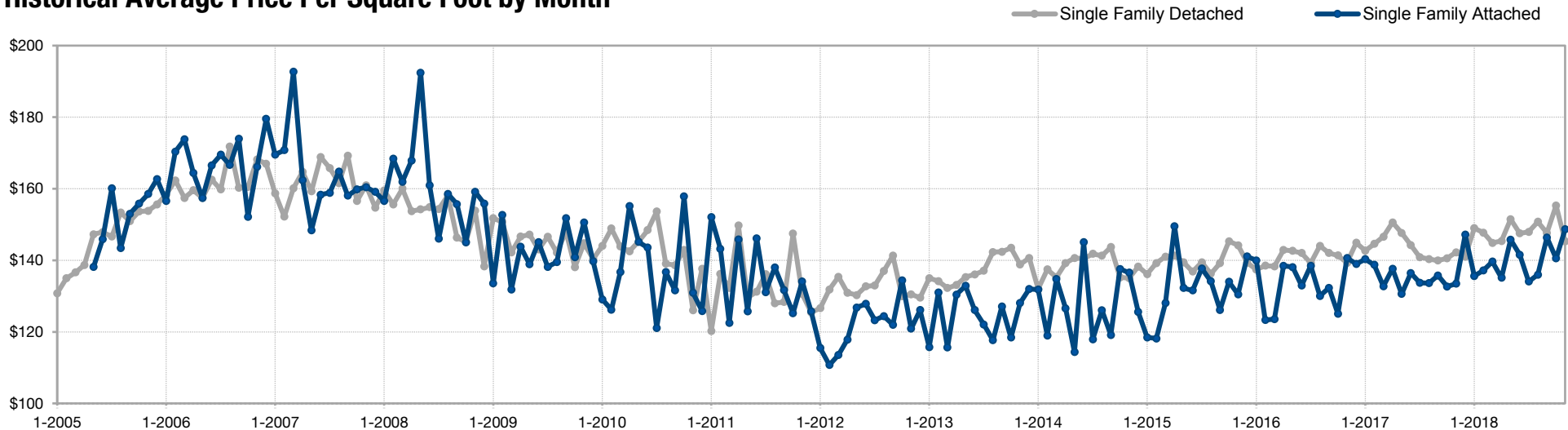
## Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>\$145</b>	<b>+2.1%</b>	<b>\$149</b>	<b>+12.0%</b>
12-Month Avg*	\$148	+2.7%	\$140	+4.1%

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

## Historical Average Price Per Square Foot by Month

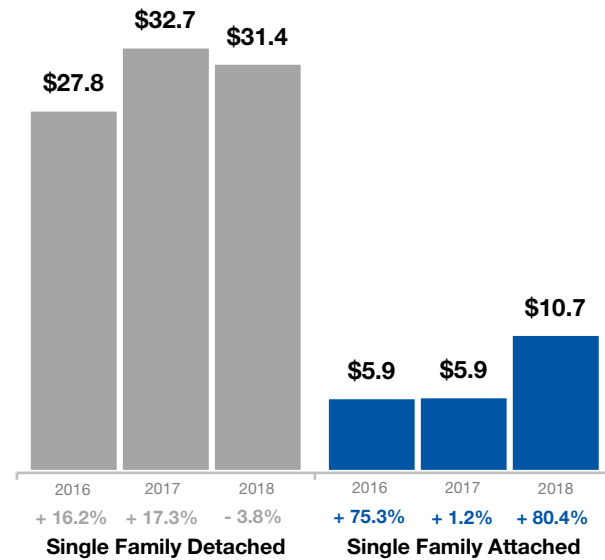


# Dollar Volume of Closed Sales (in millions)

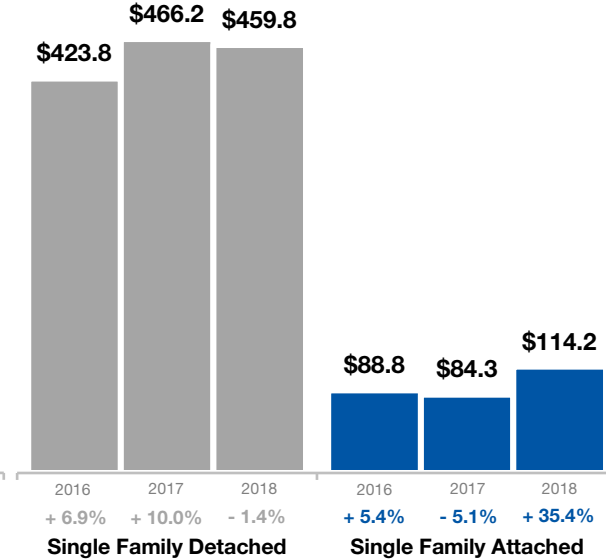
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



## November



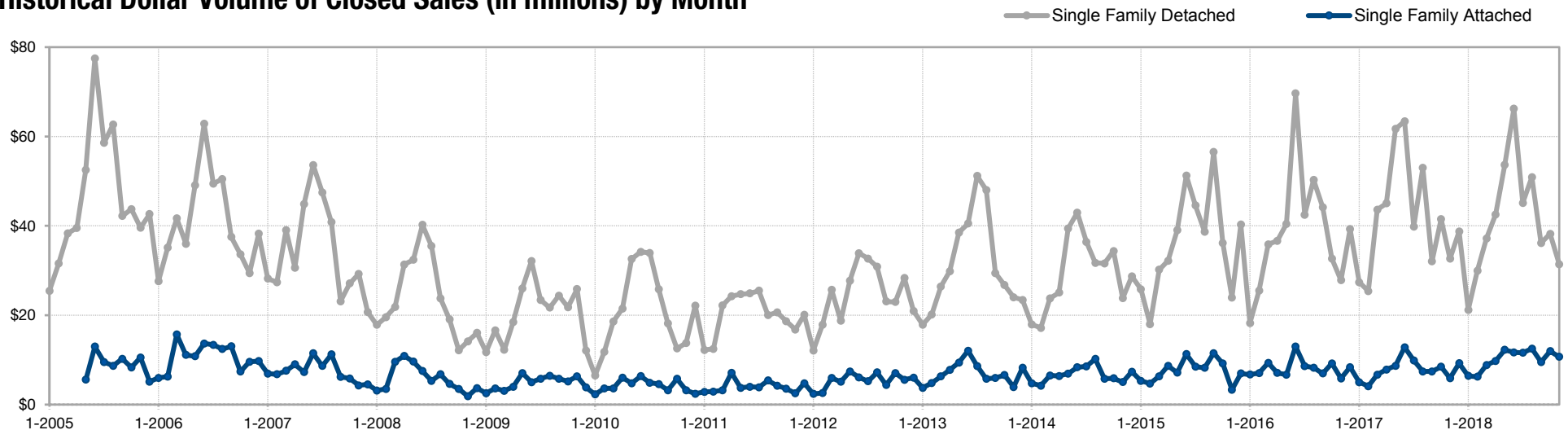
## Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>\$31.4</b>	<b>-3.8%</b>	<b>\$10.7</b>	<b>+80.4%</b>
12-Month Avg*	\$40.9	-1.3%	\$10.1	+32.5%

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

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



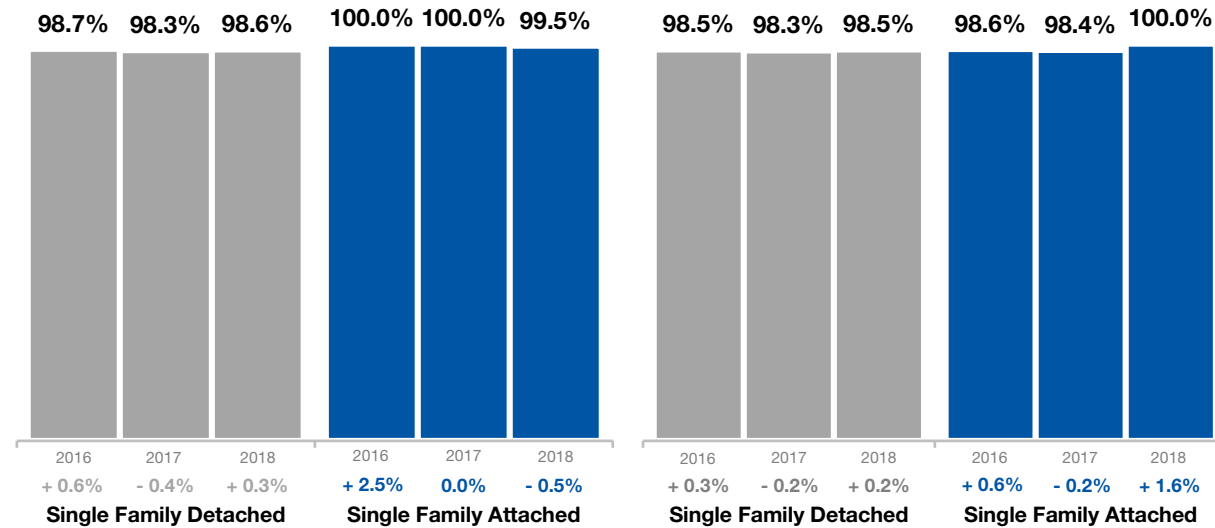
# Median Percent of List Price to Sale Price



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.

## November

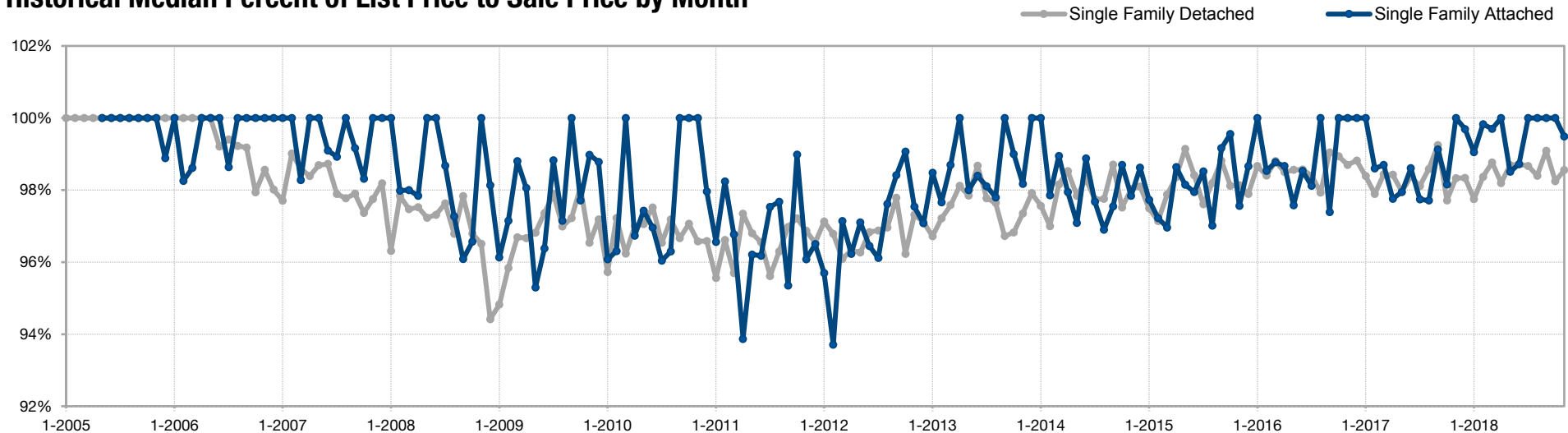
## Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>98.6%</b>	<b>+0.3%</b>	<b>99.5%</b>	<b>-0.5%</b>
12-Month Avg*	98.5%	+0.2%	99.9%	+1.4%

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

## Historical Median Percent of List Price to Sale Price by Month



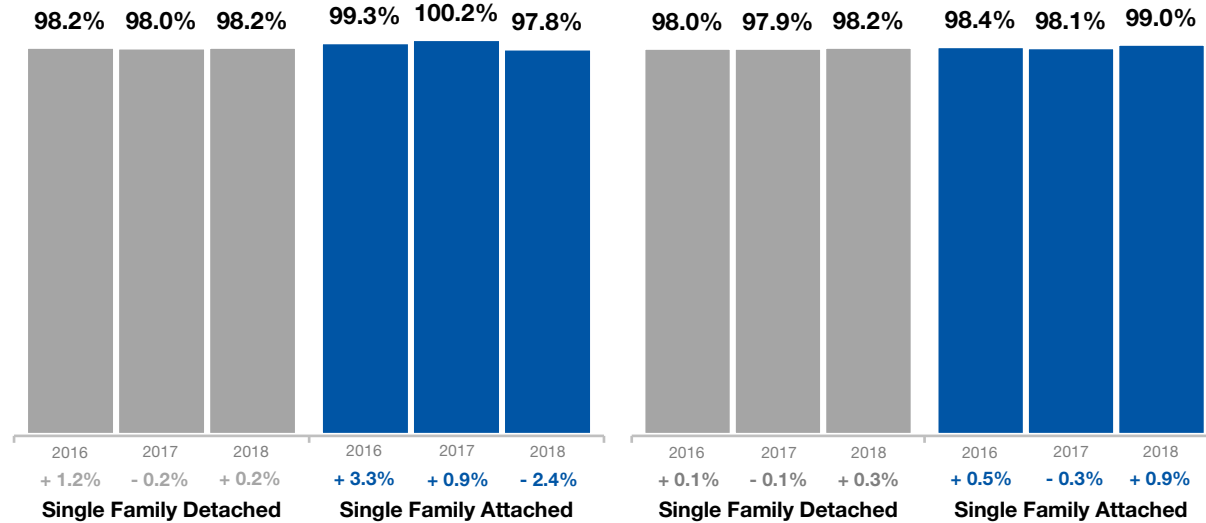
# Average Percent of List Price to Sale Price



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.

## November

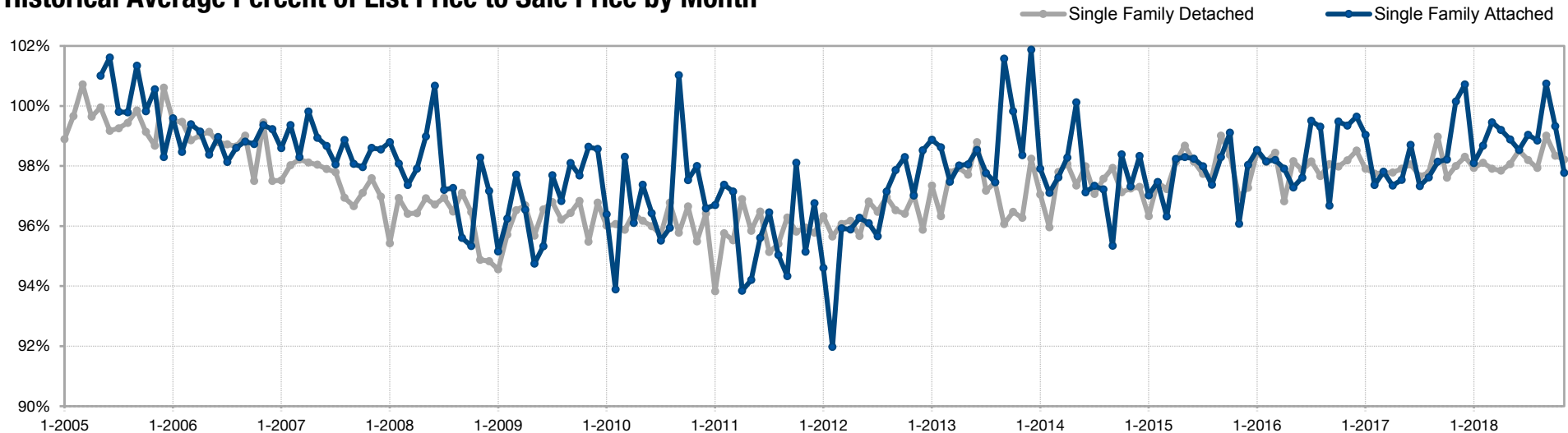
## Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>98.2%</b>	<b>+0.2%</b>	<b>97.8%</b>	<b>-2.4%</b>
12-Month Avg*	98.2%	+0.3%	99.1%	+0.9%

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

## Historical Average Percent of List Price to Sale Price by Month

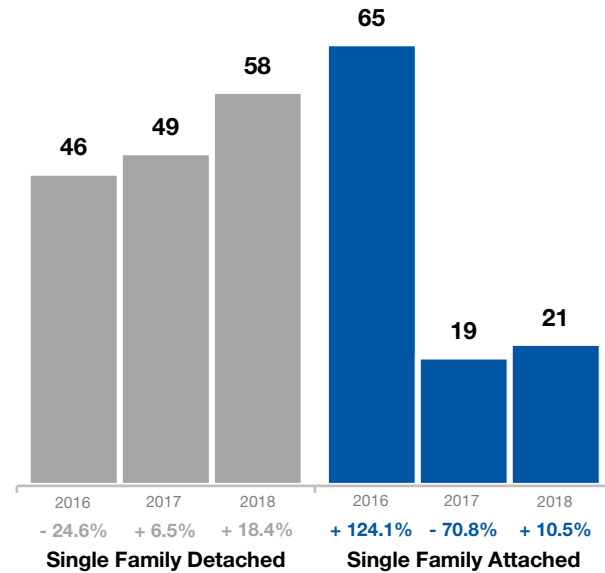


# Median Days on Market Until Sale

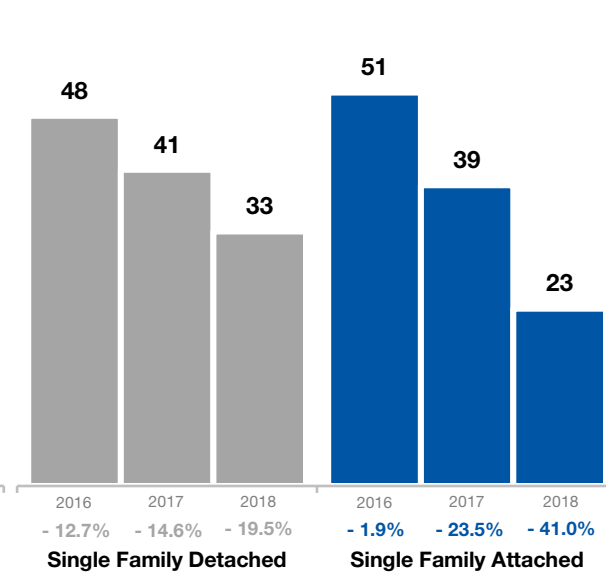
Median number of days between when a property is listed and when an offer is accepted in a given month.



## November



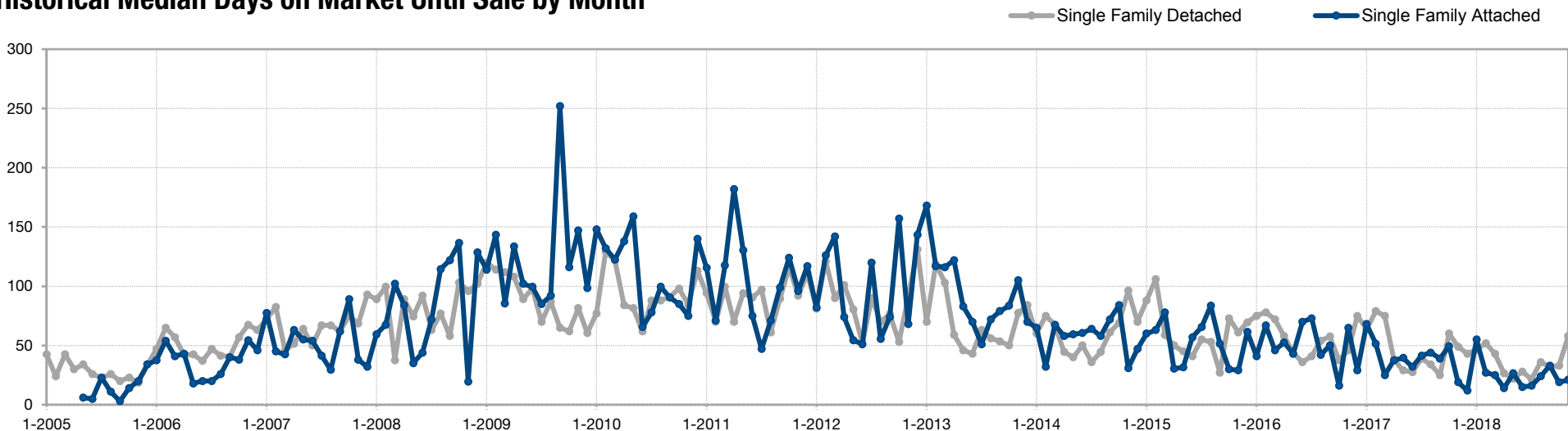
## Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>58</b>	<b>+18.4%</b>	<b>21</b>	<b>+10.5%</b>
12-Month Avg*	34	-20.9%	23	-39.5%

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

## Historical Median Days on Market Until Sale by Month



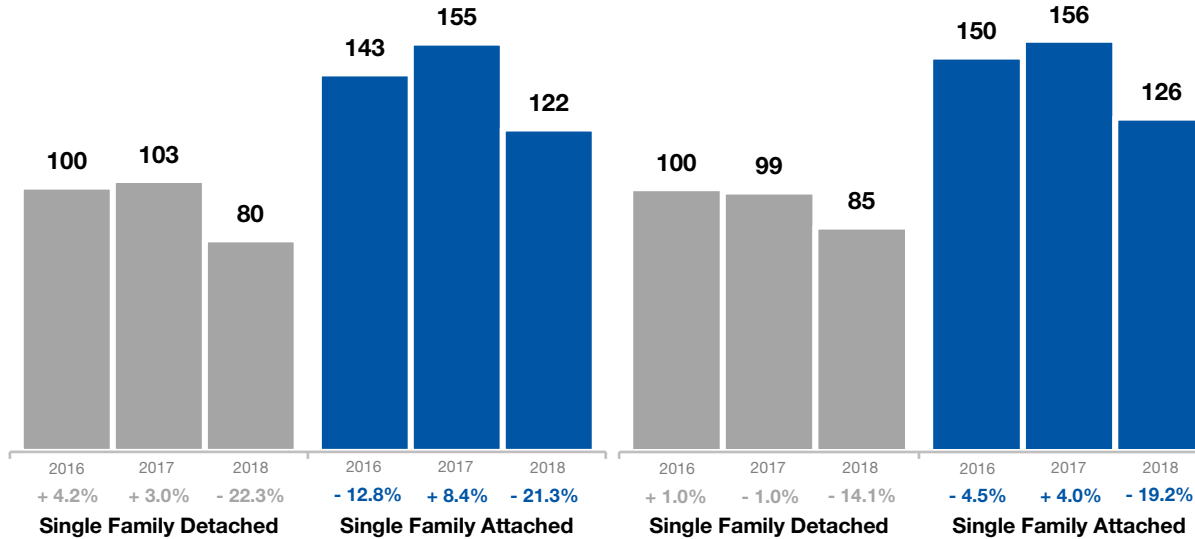
# Housing Affordability Index

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.



## November

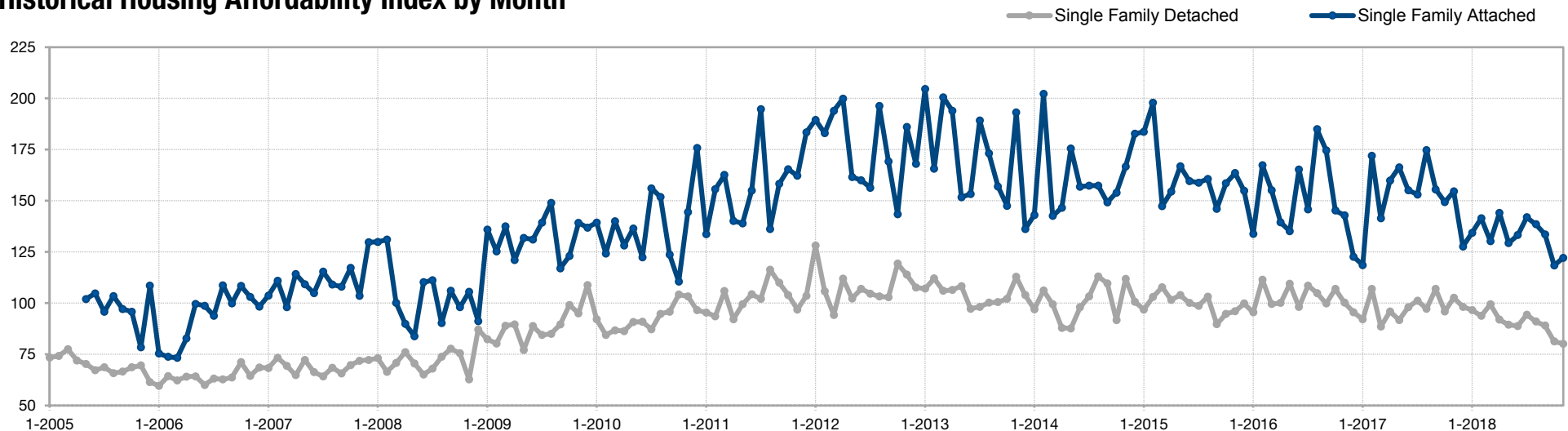
## Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>80</b>	<b>-22.3%</b>	<b>122</b>	<b>-21.3%</b>
12-Month Avg*	91	-18.2%	98	-19.7%

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

## Historical Housing Affordability Index by Month



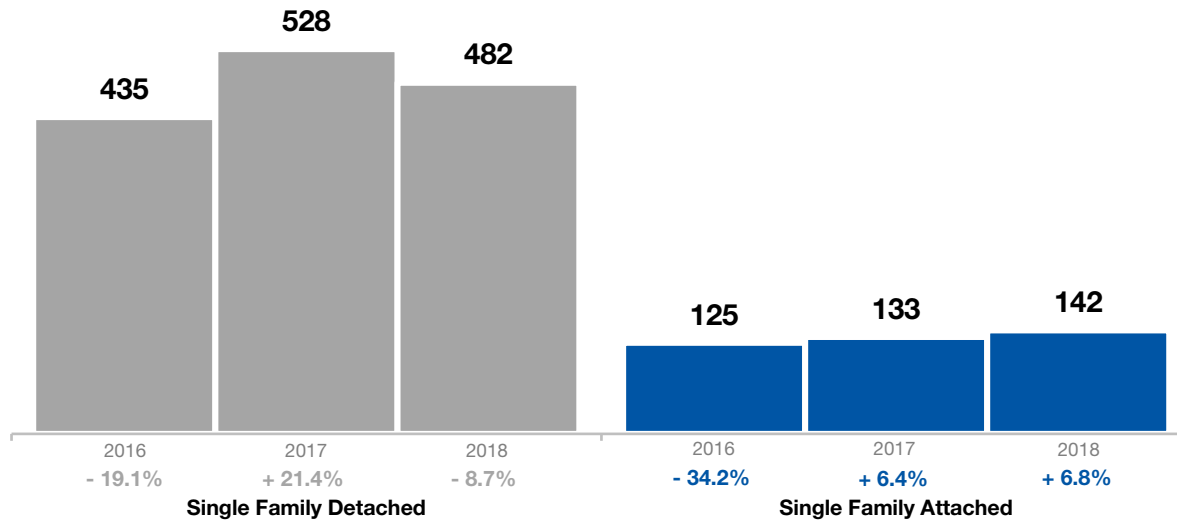


# End of Month Inventory

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

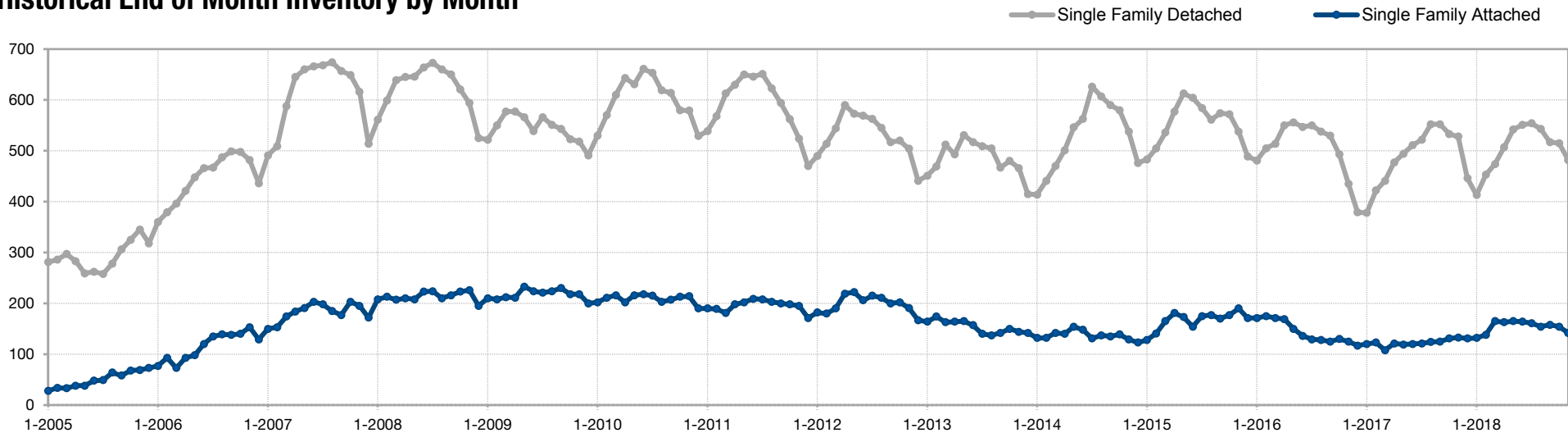


## November



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>482</b>	<b>-8.7%</b>	<b>142</b>	<b>+6.8%</b>
12-Month Avg	430	-0.9%	136	+10.1%

## Historical End of Month Inventory by Month

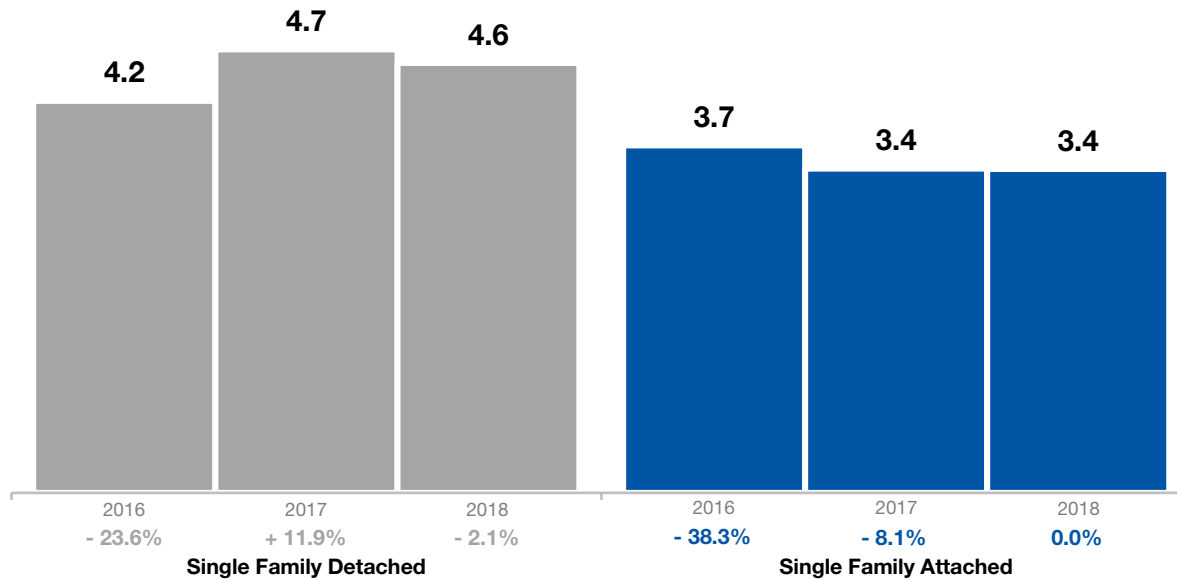


# Months Supply of Inventory

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.



## November



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
<b>Nov-2018</b>	<b>4.6</b>	<b>-2.1%</b>	<b>3.4</b>	<b>0.0%</b>
12-Month Avg*	4.0	-1.0%	3.4	-2.4%

\* Months Supply for all properties from December 2017 through November 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				11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	11-2015	11-2016	11-2017	11-2018						
New Listings					190	<b>131</b>	- 31.1%	2,232	<b>2,169</b>	- 2.8%
Pending Sales					140	<b>113</b>	- 19.3%	1,718	<b>1,670</b>	- 2.8%
Closed Sales					116	<b>122</b>	+ 5.2%	1,572	<b>1,688</b>	+ 7.4%
Median List Price					\$299,000	<b>\$319,000</b>	+ 6.7%	\$326,638	<b>\$330,433</b>	+ 1.2%
Median Sales Price					\$295,750	<b>\$322,500</b>	+ 9.0%	\$314,900	<b>\$312,250</b>	- 0.8%
Avg. Sales Price					\$332,606	<b>\$345,038</b>	+ 3.7%	\$350,643	<b>\$340,043</b>	- 3.0%
Median Price Per Sq Ft					\$138	<b>\$144</b>	+ 4.3%	\$136	<b>\$134</b>	- 1.5%
Average Price Per Sq Ft					\$140	<b>\$146</b>	+ 4.3%	\$142	<b>\$146</b>	+ 2.8%
\$ Volume of Closed Sales (in millions)					\$38.6	<b>\$42.1</b>	+ 9.1%	\$551.2	<b>\$574.0</b>	+ 4.1%
Median Pct of List Price to Sale Price					98.8%	<b>98.6%</b>	- 0.2%	98.3%	<b>98.7%</b>	+ 0.4%
Avg Pct of List Price to Sale Price					98.5%	<b>98.1%</b>	- 0.4%	98.0%	<b>98.4%</b>	+ 0.4%
Median Days on Market					37	<b>45</b>	+ 21.6%	40	<b>30</b>	- 25.0%
Affordability Index					115	<b>92</b>	- 20.0%	108	<b>95</b>	- 12.0%
End of Month Inventory					664	<b>627</b>	- 5.6%	--	--	--
Months Supply					4.4	<b>4.3</b>	- 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		
	11-2017	11-2018	+ / -	11-2017	11-2018	+ / -	11-2017	11-2018	+ / -	11-2017	11-2018	+ / -	11-2017	11-2018	+ / -
<b>James City County</b>	141	30	<b>-78.7%</b>	89	98	<b>+10.1%</b>	\$ 302,255	\$ 325,500	<b>+7.7%</b>	556	464	<b>-16.5%</b>	4.6	4.1	<b>-10.9%</b>
<b>City of Williamsburg</b>	13	6	<b>-53.8%</b>	11	6	<b>-45.5%</b>	\$266,500	\$314,500	<b>+18.0%</b>	57	54	<b>-5.3%</b>	4.5	4.2	<b>-6.7%</b>
<b>York County</b>	48	10	<b>-79.2%</b>	22	27	<b>+22.7%</b>	\$283,968	\$289,965	<b>+2.1%</b>	109	80	<b>-26.6%</b>	3.9	2.6	<b>-33.3%</b>
<b>New Kent County</b>	5	3	<b>-40.0%</b>	8	9	<b>+12.5%</b>	\$221,850	\$269,000	<b>+21.3%</b>	55	46	<b>-16.4%</b>	7.5	6.7	<b>-10.7%</b>
<b>Charles City County</b>	0	0	<b>--</b>	0	1	<b>--</b>	\$0	\$185,000	<b>--</b>	5	5	<b>0.0%</b>	4.4	3.3	<b>-25.0%</b>
<b>Newport News</b>	18	3	<b>-83.3%</b>	12	12	<b>0.0%</b>	\$217,500	\$237,500	<b>+9.2%</b>	62	57	<b>-8.1%</b>	4.0	4.0	<b>0.0%</b>
<b>Hampton</b>	0	0	<b>--</b>	0	0	<b>--</b>	\$0	\$0	<b>--</b>	0	0	<b>--</b>	0.0	0.0	<b>--</b>
<b>Surry</b>	3	0	<b>-100.0%</b>	1	0	<b>-100.0%</b>	\$42,000	\$0	<b>-100.0%</b>	6	6	<b>0.0%</b>	4.0	3.8	<b>-5.0%</b>
<b>Gloucester</b>	14	1	<b>-92.9%</b>	8	7	<b>-12.5%</b>	\$226,000	\$244,900	<b>+8.4%</b>	64	48	<b>-25.0%</b>	7.8	4.4	<b>-43.6%</b>
<b>Richmond</b>	0	0	<b>--</b>	1	1	<b>0.0%</b>	\$93,000	\$215,000	<b>+131.2%</b>	1	3	<b>+200.0%</b>	0.7	3.0	<b>+328.6%</b>
<b>23185</b>	87	68	<b>-21.8%</b>	55	63	<b>+14.5%</b>	\$286,815	\$295,900	<b>+3.2%</b>	291	281	<b>-3.4%</b>	4.5	4.0	<b>-11.1%</b>
<b>23188</b>	77	57	<b>-26.0%</b>	46	51	<b>+10.9%</b>	\$332,500	\$349,205	<b>+5.0%</b>	299	299	<b>0.0%</b>	4.1	4.5	<b>+9.8%</b>
<b>23168</b>	26	6	<b>-76.9%</b>	15	8	<b>-46.7%</b>	\$295,000	\$325,000	<b>+10.2%</b>	74	47	<b>-36.5%</b>	5.2	4.3	<b>-17.3%</b>
<b>23168, 23185 &amp; 23188</b>	190	131	<b>-31.1%</b>	116	122	<b>+5.2%</b>	\$295,750	\$322,500	<b>+9.0%</b>	664	627	<b>-5.6%</b>	4.4	4.3	<b>-2.3%</b>