

# Monthly Indicators



## July 2020

Healthy buyer demand and constrained supply continue to be the story for much of the country. Nationally, showing activity in July remained substantially higher than a year before and multiple offer situations are a frequent experience in many markets. With the inventory of homes for sale still constrained, a competitive market for buyers shows little sign of waning.

When comparing 2020 to 2019 statistics, New Listings increased 17.6 percent for single-family detached homes and 7.3 percent for single-family attached homes. Pending Sales increased 2.3 percent for single-family detached homes but decreased 8.2 percent for single-family attached properties.

Median List Price was up 14.0 percent for single-family detached homes and 5.5 percent for single-family attached properties. Months Supply of Inventory decreased 32.6 percent for single-family detached homes but increased 8.3 percent for single-family attached properties.

While the number of unemployment insurance weekly initial claims have been far lower in recent weeks than their peak in March and April, more than 1 million new claims are still being filed each week and more 31 million were claiming benefits in all programs as of early July, compared to fewer than 2 million in July 2019. Despite this significant economic impact, home buyers remain extremely resilient. With mortgage rates remaining near record-low levels and home purchase mortgage applications up from a year ago, high buyer activity is expected to continue into the late summer and early fall market.

**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>+ 1.5%</b>	<b>- 7.1%</b>	<b>+ 2.8%</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 composed of single family properties, townhomes, condominiums and mobile homes with land. Percent changes are calculated using rounded figures.

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Dollar Volume of Closed Sales (in millions)	<b>12</b>
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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				7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	7-2017	7-2018	7-2019	7-2020						
New Listings					136	<b>160</b>	+ 17.6%	1,058	<b>1,002</b>	- 5.3%
Pending Sales					128	<b>131</b>	+ 2.3%	818	<b>888</b>	+ 8.6%
Closed Sales					131	<b>153</b>	+ 16.8%	738	<b>792</b>	+ 7.3%
Median List Price					\$346,500	<b>\$395,000</b>	+ 14.0%	\$394,250	<b>\$391,000</b>	- 0.8%
Median Sales Price					\$367,000	<b>\$372,500</b>	+ 1.5%	\$365,000	<b>\$362,500</b>	- 0.7%
Avg. Sales Price					\$389,944	<b>\$405,817</b>	+ 4.1%	\$390,271	<b>\$401,469</b>	+ 2.9%
Median Price Per Sq Ft					\$143	<b>\$157</b>	+ 9.7%	\$144	<b>\$151</b>	+ 4.8%
Average Price Per Sq Ft					\$145	<b>\$158</b>	+ 9.0%	\$148	<b>\$156</b>	+ 5.4%
\$ Volume of Closed Sales (in millions)					\$51.1	<b>\$62.1</b>	+ 21.5%	\$288.0	<b>\$318.0</b>	+ 10.4%
Median Pct of List Price to Sale Price					98.6%	<b>99.1%</b>	+ 0.5%	98.6%	<b>99.1%</b>	+ 0.5%
Avg Pct of List Price to Sale Price					97.8%	<b>98.3%</b>	+ 0.5%	98.0%	<b>98.6%</b>	+ 0.6%
Median Days on Market					29	<b>26</b>	- 10.3%	37	<b>26</b>	- 29.7%
Affordability Index					92	<b>100</b>	+ 8.7%	93	<b>102</b>	+ 9.7%
End of Month Inventory					440	<b>325</b>	- 26.1%	--	--	--
Months Supply					4.3	<b>2.9</b>	- 32.6%	--	--	--

# Single Family Attached Market Overview

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



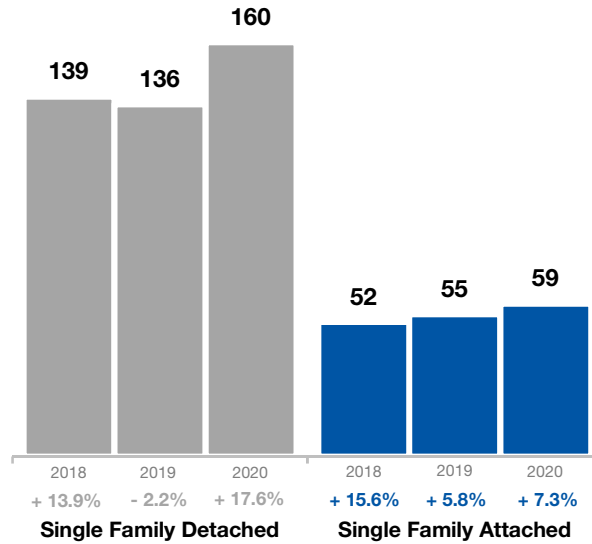
Key Metrics	Historical Sparkbars				7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	7-2017	7-2018	7-2019	7-2020						
New Listings					55	<b>59</b>	+ 7.3%	384	<b>377</b>	- 1.8%
Pending Sales					49	<b>45</b>	- 8.2%	353	<b>336</b>	- 4.8%
Closed Sales					50	<b>65</b>	+ 30.0%	303	<b>315</b>	+ 4.0%
Median List Price					\$219,900	<b>\$231,900</b>	+ 5.5%	\$229,995	<b>\$239,900</b>	+ 4.3%
Median Sales Price					\$242,730	<b>\$225,500</b>	- 7.1%	\$224,900	<b>\$234,944</b>	+ 4.5%
Avg. Sales Price					\$245,396	<b>\$236,772</b>	- 3.5%	\$238,605	<b>\$244,114</b>	+ 2.3%
Median Price Per Sq Ft					\$141	<b>\$145</b>	+ 2.8%	\$133	<b>\$141</b>	+ 6.1%
Average Price Per Sq Ft					\$141	<b>\$148</b>	+ 5.0%	\$139	<b>\$146</b>	+ 5.0%
\$ Volume of Closed Sales (in millions)					\$12.3	<b>\$15.4</b>	+ 25.4%	\$72.3	<b>\$76.9</b>	+ 6.4%
Median Pct of List Price to Sale Price					99.7%	<b>99.2%</b>	- 0.5%	99.1%	<b>99.5%</b>	+ 0.4%
Avg Pct of List Price to Sale Price					98.3%	<b>98.7%</b>	+ 0.4%	98.5%	<b>98.7%</b>	+ 0.2%
Median Days on Market					27	<b>26</b>	- 3.7%	38	<b>29</b>	- 23.7%
Affordability Index					139	<b>164</b>	+ 18.0%	150	<b>158</b>	+ 5.3%
End of Month Inventory					108	<b>116</b>	+ 7.4%	--	--	--
Months Supply					2.4	<b>2.6</b>	+ 8.3%	--	--	--

# New Listings

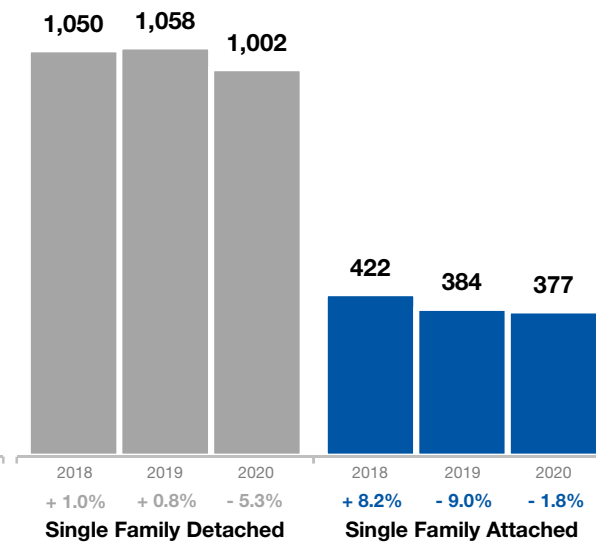
A count of the properties that have been newly listed on the market in a given month.



## July

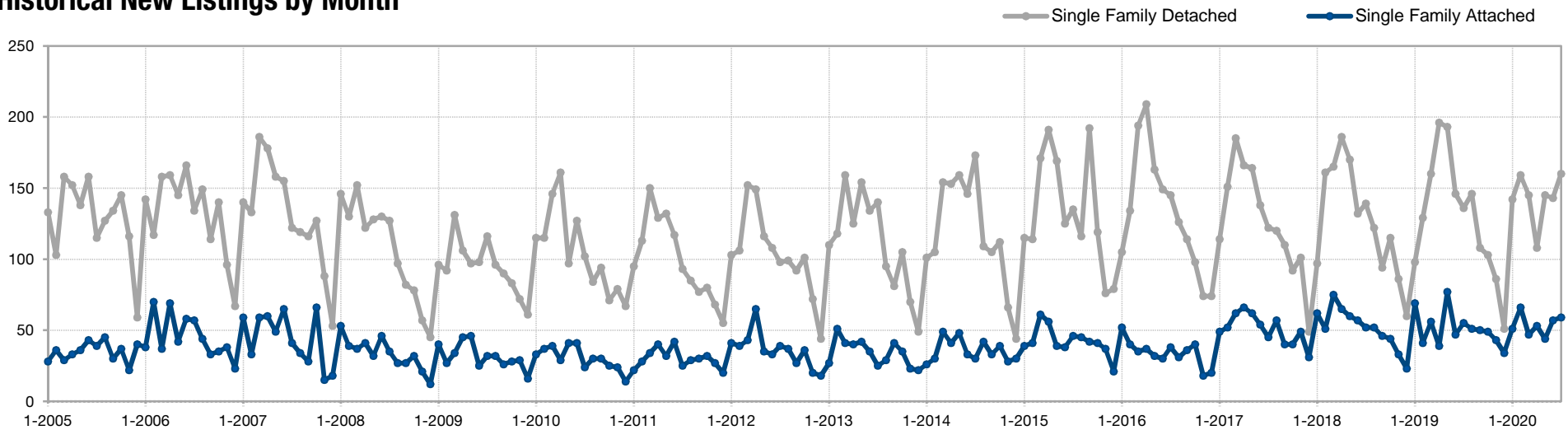


## Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2019	146	+19.7%	51	-1.9%
Sep-2019	108	+14.9%	50	+8.7%
Oct-2019	103	-10.4%	49	+11.4%
Nov-2019	86	0.0%	43	+30.3%
Dec-2019	51	-15.0%	34	+47.8%
Jan-2020	142	+44.9%	51	-26.1%
Feb-2020	159	+23.3%	66	+61.0%
Mar-2020	145	-9.4%	47	-16.1%
Apr-2020	108	-44.9%	53	+35.9%
May-2020	145	-24.9%	44	-42.9%
Jun-2020	143	-2.1%	57	+21.3%
<b>Jul-2020</b>	<b>160</b>	<b>+17.6%</b>	<b>59</b>	<b>+7.3%</b>
12-Month Avg	125	-2.5%	50	+3.8%

## Historical New Listings by Month

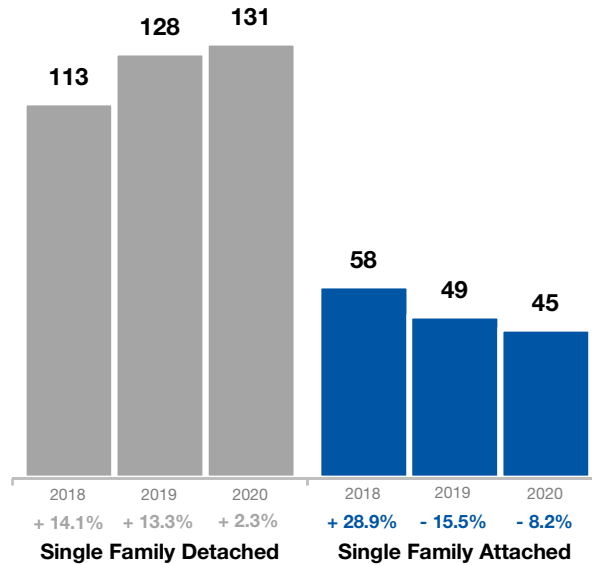


# Pending Sales

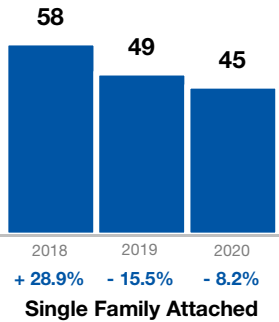
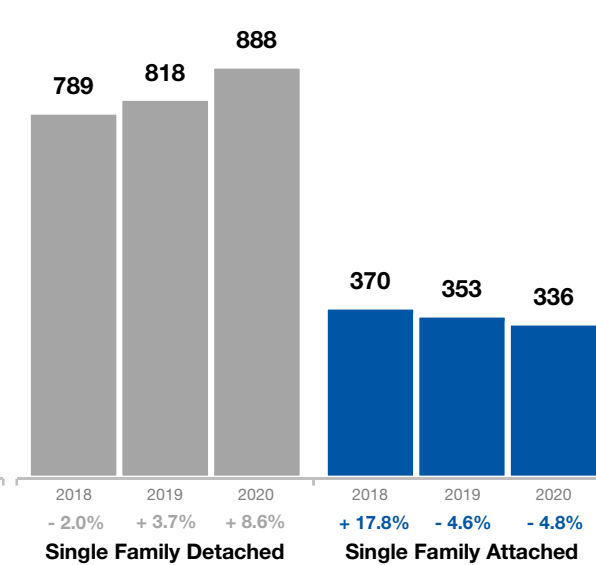
A count of the properties on which offers have been accepted in a given month.



## July

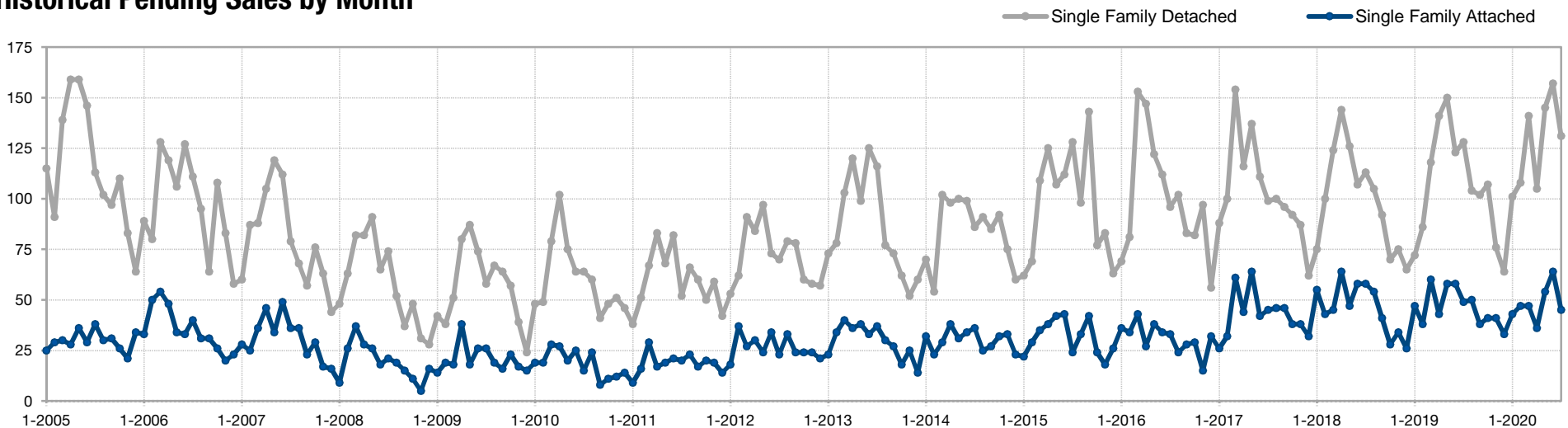


## Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2019	104	-1.0%	50	-7.4%
Sep-2019	102	+10.9%	38	-7.3%
Oct-2019	107	+52.9%	41	+46.4%
Nov-2019	76	+1.3%	41	+20.6%
Dec-2019	64	-1.5%	33	+26.9%
Jan-2020	101	+40.3%	43	-8.5%
Feb-2020	108	+25.6%	47	+23.7%
Mar-2020	141	+19.5%	47	-21.7%
Apr-2020	105	-25.5%	36	-16.3%
May-2020	145	-3.3%	54	-6.9%
Jun-2020	157	+27.6%	64	+10.3%
<b>Jul-2020</b>	<b>131</b>	<b>+2.3%</b>	<b>45</b>	<b>-8.2%</b>
12-Month Avg	112	+9.5%	45	+0.6%

## Historical Pending Sales by Month



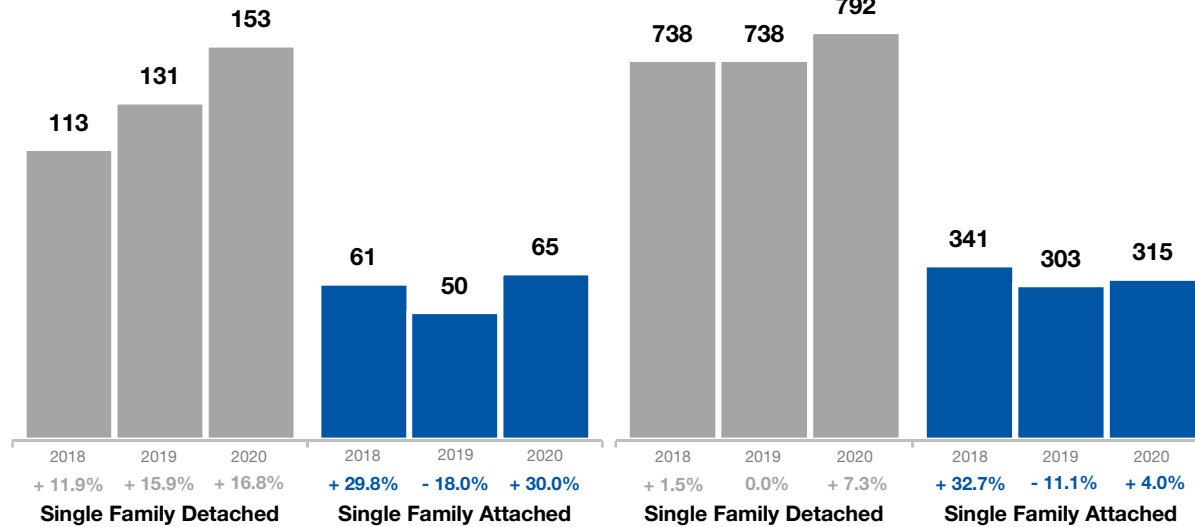
# Closed Sales

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



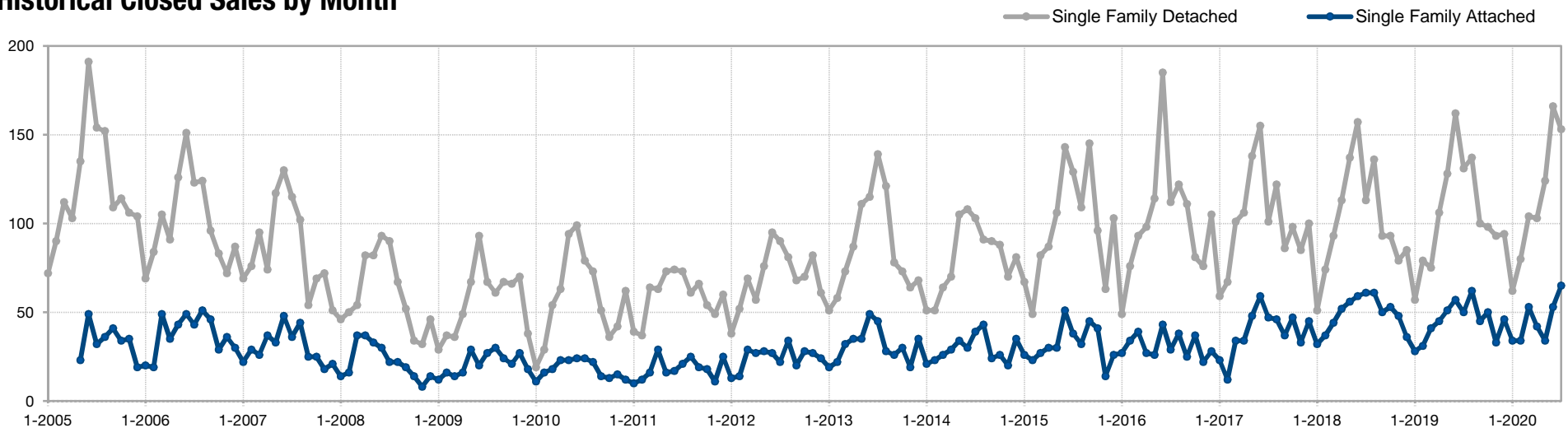
## July

## Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2019	137	+0.7%	62	+1.6%
Sep-2019	100	+7.5%	45	-10.0%
Oct-2019	98	+5.4%	50	-5.7%
Nov-2019	93	+17.7%	33	-31.3%
Dec-2019	94	+10.6%	46	+27.8%
Jan-2020	62	+8.8%	34	+21.4%
Feb-2020	80	+1.3%	34	+9.7%
Mar-2020	104	+38.7%	53	+29.3%
Apr-2020	103	-2.8%	42	-6.7%
May-2020	124	-3.1%	34	-33.3%
Jun-2020	166	+2.5%	53	-7.0%
<b>Jul-2020</b>	<b>153</b>	<b>+16.8%</b>	<b>65</b>	<b>+30.0%</b>
12-Month Avg	110	+7.4%	46	0.0%

## Historical Closed Sales by Month

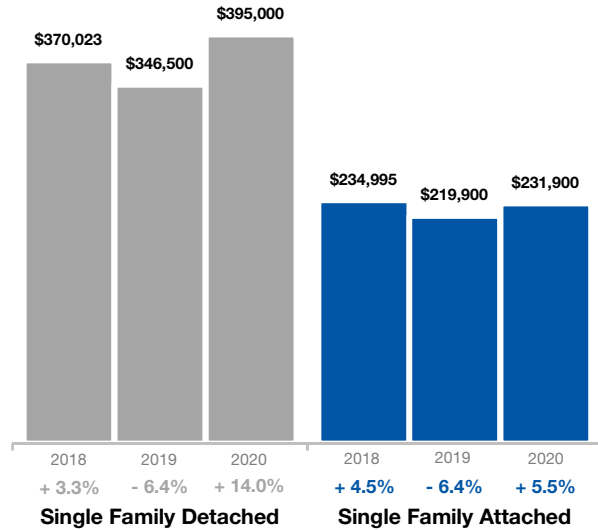


# Median List Price

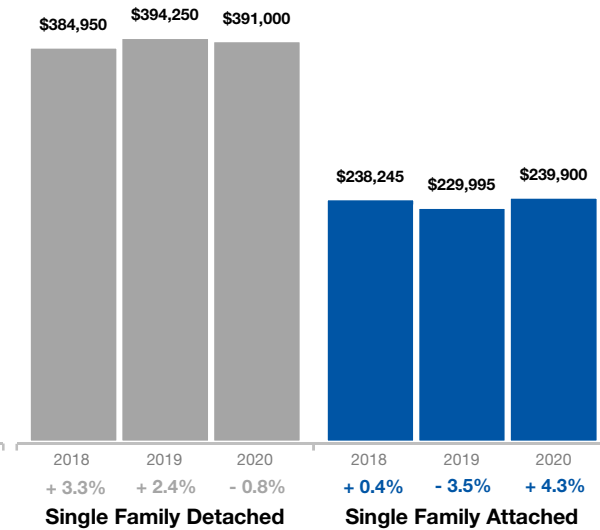
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



## July



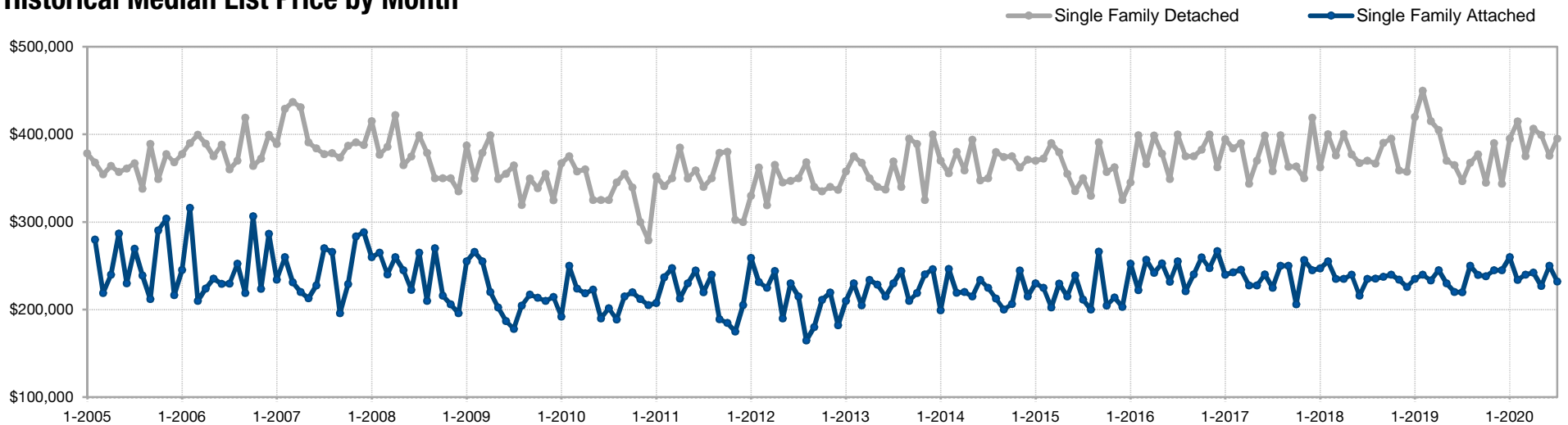
## Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2019	\$367,450	+0.3%	\$250,000	+6.2%
Sep-2019	\$377,000	-3.4%	\$239,463	+0.8%
Oct-2019	\$344,900	-12.7%	\$237,900	-0.9%
Nov-2019	\$389,950	+8.6%	\$244,900	+4.7%
Dec-2019	\$343,665	-3.9%	\$244,900	+8.4%
Jan-2020	\$395,000	-5.9%	\$260,000	+10.6%
Feb-2020	\$414,900	-7.8%	\$233,717	-2.6%
Mar-2020	\$374,900	-9.7%	\$239,900	+2.9%
Apr-2020	\$406,500	+0.4%	\$242,099	-1.2%
May-2020	\$399,200	+7.9%	\$226,950	-1.3%
Jun-2020	\$375,475	+2.9%	\$250,000	+13.6%
<b>Jul-2020</b>	<b>\$395,000</b>	<b>+14.0%</b>	<b>\$231,900</b>	<b>+5.5%</b>
12-Month Avg*	\$384,000	-1.3%	\$239,990	+2.8%

\* Median List Price for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Median List Price by Month



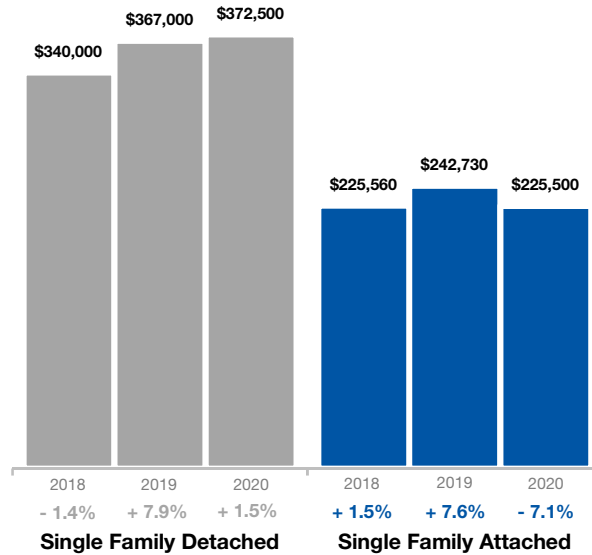


# Median Sales Price

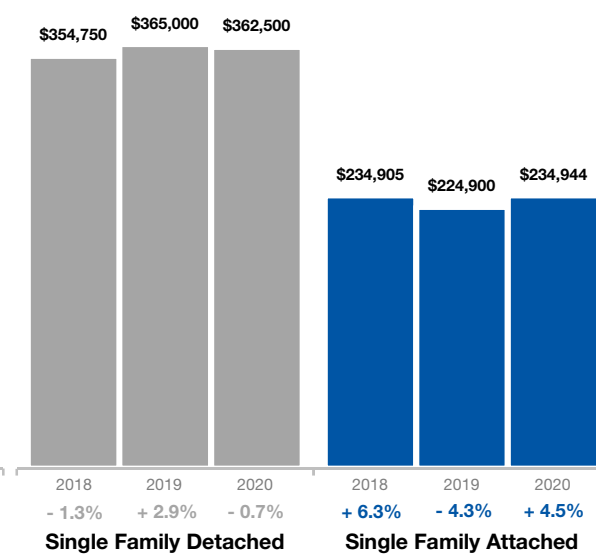
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



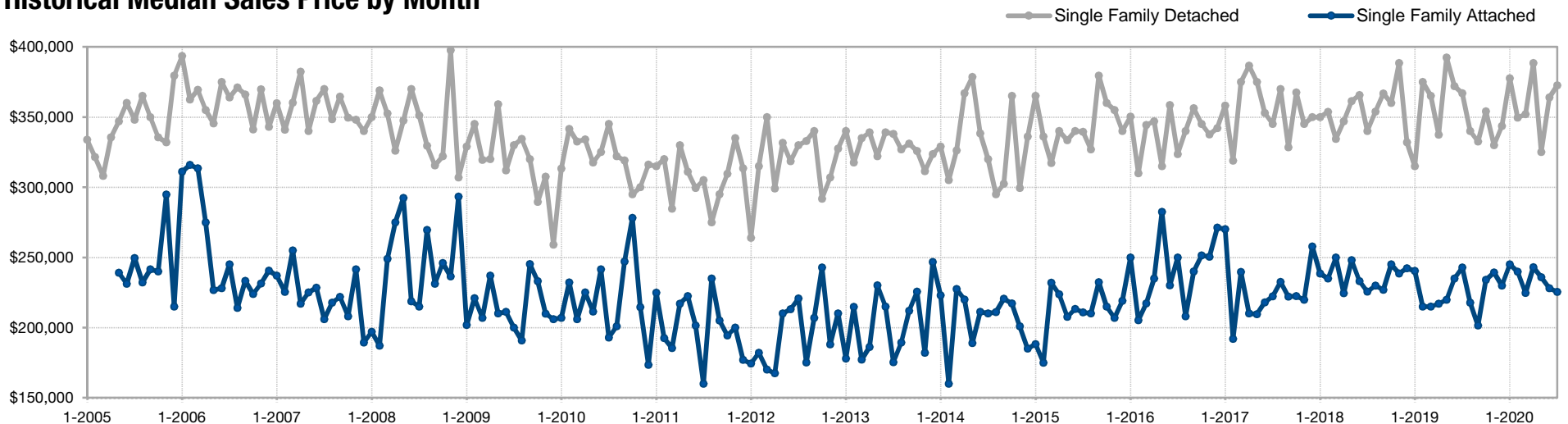
## Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2019	\$340,000	-3.9%	\$217,750	-5.3%
Sep-2019	\$332,500	-9.3%	\$201,415	-11.2%
Oct-2019	\$354,000	-1.7%	\$234,085	-4.5%
Nov-2019	\$330,000	-15.0%	\$239,195	+0.3%
Dec-2019	\$343,500	+3.5%	\$229,988	-5.0%
Jan-2020	\$377,500	+19.8%	\$245,000	+1.9%
Feb-2020	\$349,500	-6.8%	\$239,900	+11.6%
Mar-2020	\$351,900	-3.6%	\$224,700	+4.5%
Apr-2020	\$388,500	+15.1%	\$242,975	+12.0%
May-2020	\$325,000	-17.2%	\$235,900	+7.3%
Jun-2020	\$363,950	-2.2%	\$228,000	-3.0%
<b>Jul-2020</b>	<b>\$372,500</b>	<b>+1.5%</b>	<b>\$225,500</b>	<b>-7.1%</b>
12-Month Avg*	\$353,000	-2.4%	\$230,000	-0.9%

\* Median Sales Price for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



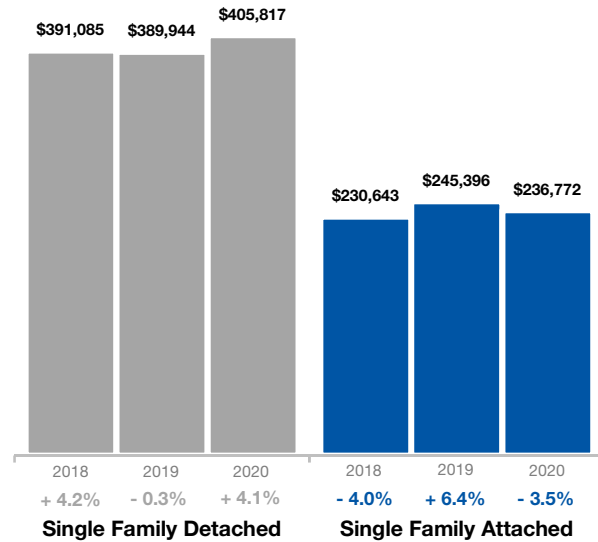


# Average Sales Price

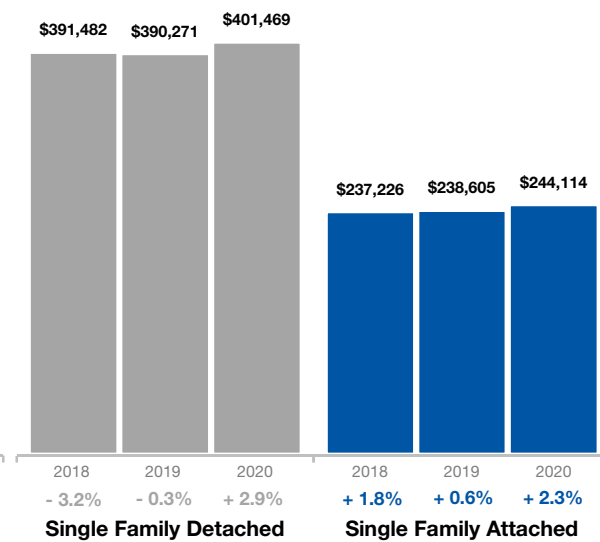
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



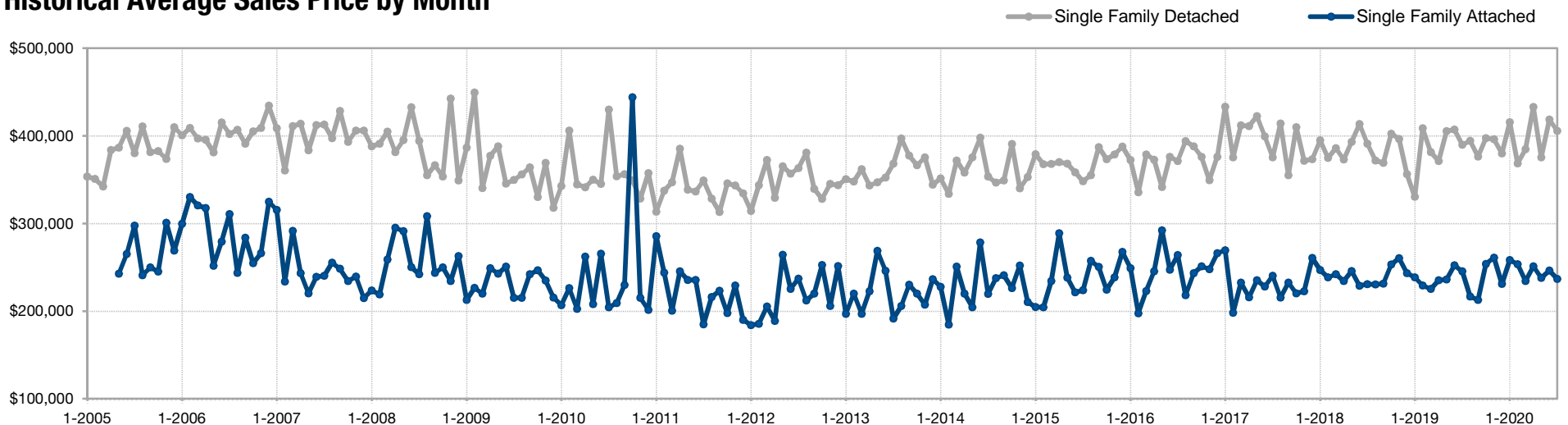
## Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2019	\$394,285	+6.0%	\$216,754	-5.9%
Sep-2019	\$376,466	+2.0%	\$212,759	-8.0%
Oct-2019	\$397,269	-1.3%	\$253,672	+0.2%
Nov-2019	\$396,138	-0.1%	\$261,084	+0.2%
Dec-2019	\$379,938	+6.6%	\$231,034	-5.0%
Jan-2020	\$415,620	+25.7%	\$258,309	+8.3%
Feb-2020	\$368,538	-9.8%	\$253,375	+10.6%
Mar-2020	\$384,674	+0.8%	\$234,271	+4.0%
Apr-2020	\$433,039	+16.6%	\$250,982	+6.7%
May-2020	\$375,297	-7.4%	\$238,035	+0.8%
Jun-2020	\$418,530	+2.8%	\$246,372	-2.3%
<b>Jul-2020</b>	<b>\$405,817</b>	<b>+4.1%</b>	<b>\$236,772</b>	<b>-3.5%</b>
12-Month Avg*	\$396,586	+2.9%	\$239,266	-0.6%

\* Avg. Sales Price for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

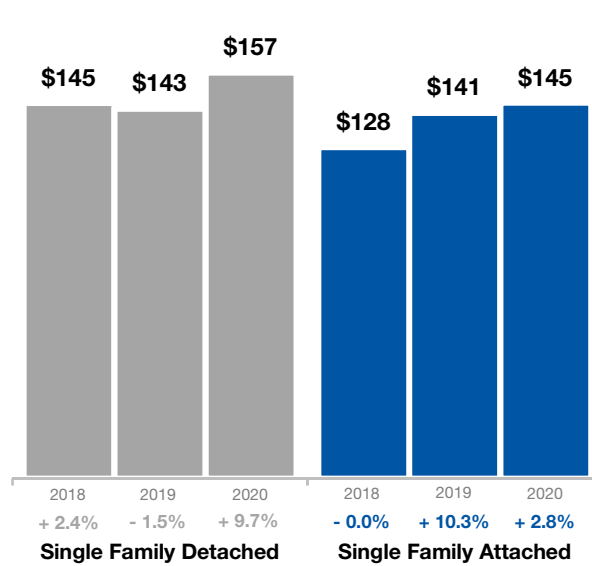


# Median Price Per Square Foot

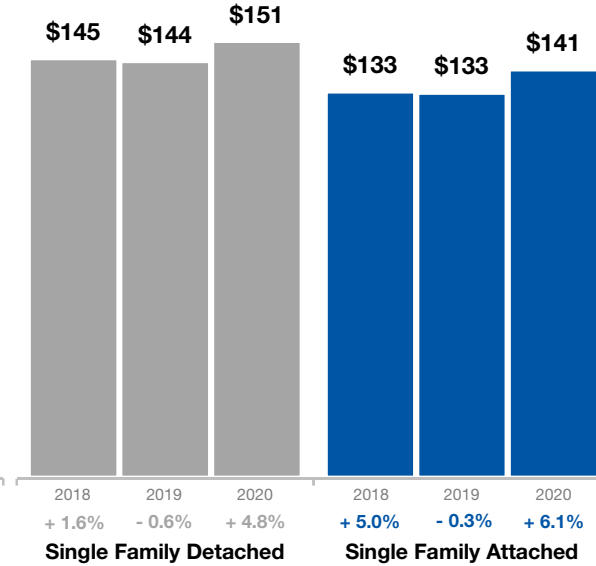
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



## July



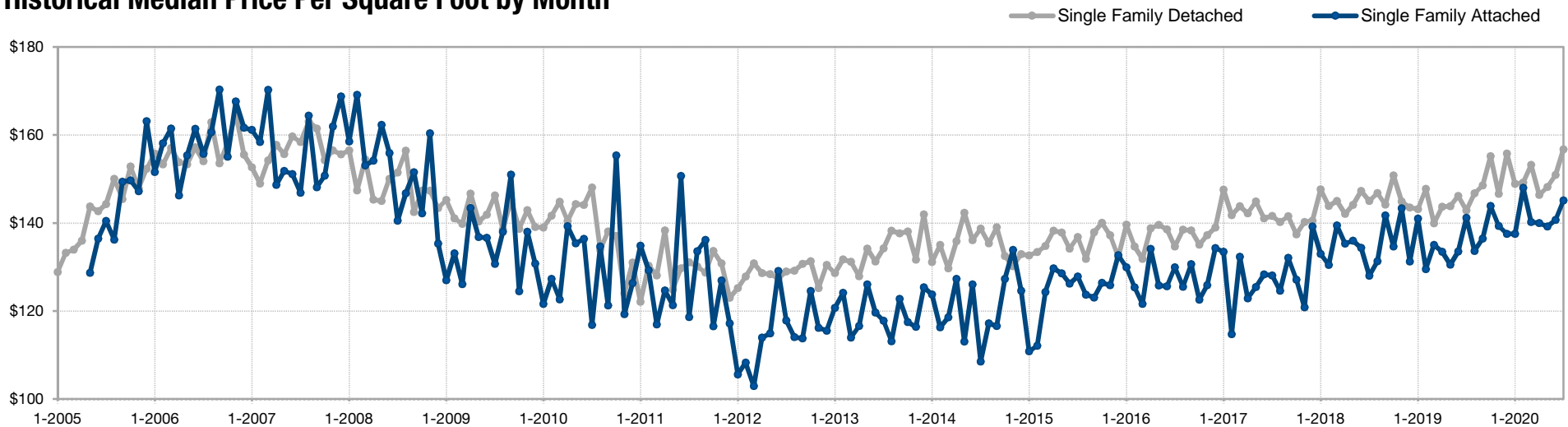
## Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2019	\$147	-0.0%	\$134	+1.8%
Sep-2019	\$149	+3.1%	\$136	-3.7%
Oct-2019	\$155	+2.9%	\$144	+6.8%
Nov-2019	\$147	+1.2%	\$139	-2.8%
Dec-2019	\$156	+8.5%	\$138	+4.8%
Jan-2020	\$149	+4.0%	\$138	-2.5%
Feb-2020	\$149	+0.9%	\$148	+14.3%
Mar-2020	\$153	+9.5%	\$140	+3.9%
Apr-2020	\$146	+1.9%	\$140	+4.9%
May-2020	\$148	+3.0%	\$139	+6.7%
Jun-2020	\$151	+3.3%	\$141	+5.4%
<b>Jul-2020</b>	<b>\$157</b>	<b>+9.7%</b>	<b>\$145</b>	<b>+2.8%</b>
12-Month Avg*	\$150	+3.9%	\$140	+4.3%

\* Median Price Per Sq Ft for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Median Price Per Square Foot by Month

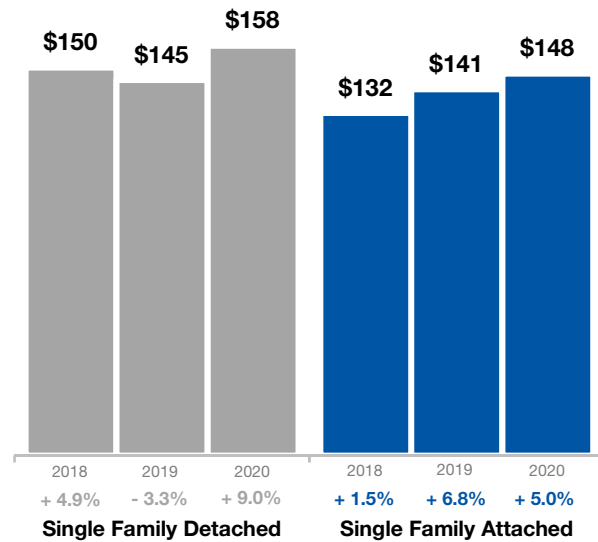


# Average Price Per Square Foot

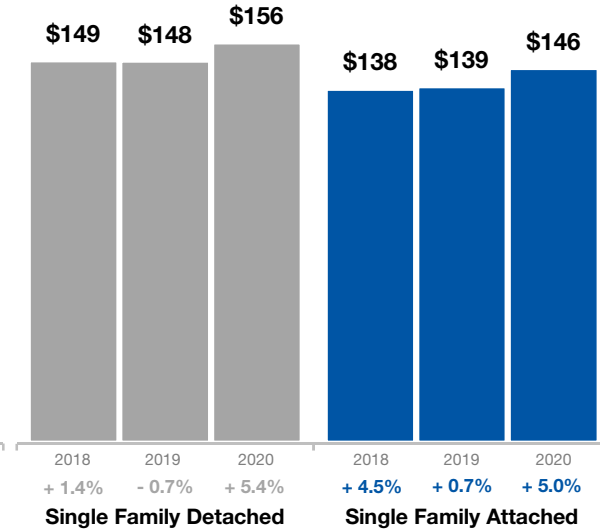
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



## July



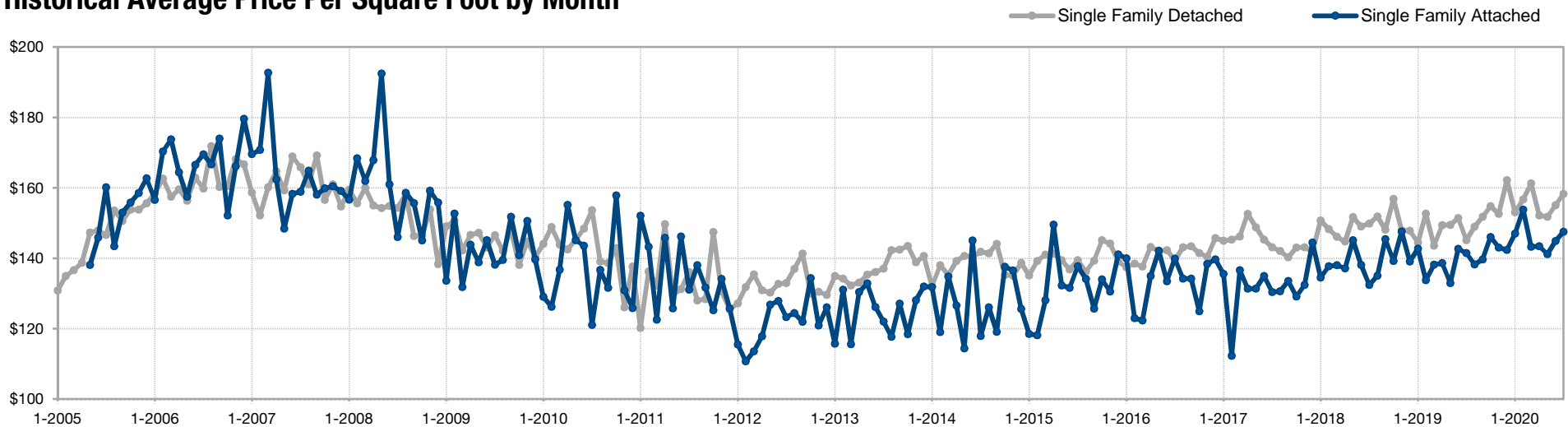
## Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2019	\$149	-2.0%	\$138	+2.2%
Sep-2019	\$152	+2.7%	\$140	-3.4%
Oct-2019	\$155	-1.3%	\$146	+5.0%
Nov-2019	\$153	+3.4%	\$143	-3.4%
Dec-2019	\$162	+9.5%	\$142	+2.2%
Jan-2020	\$153	+6.3%	\$147	+2.8%
Feb-2020	\$157	+2.6%	\$154	+14.9%
Mar-2020	\$161	+11.8%	\$143	+3.6%
Apr-2020	\$152	+2.0%	\$143	+2.9%
May-2020	\$152	+2.0%	\$141	+6.0%
Jun-2020	\$155	+2.6%	\$145	+1.4%
<b>Jul-2020</b>	<b>\$158</b>	<b>+9.0%</b>	<b>\$148</b>	<b>+5.0%</b>
12-Month Avg*	\$155	+3.6%	\$144	+3.0%

\* Average Price Per Sq Ft for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Average Price Per Square Foot by Month

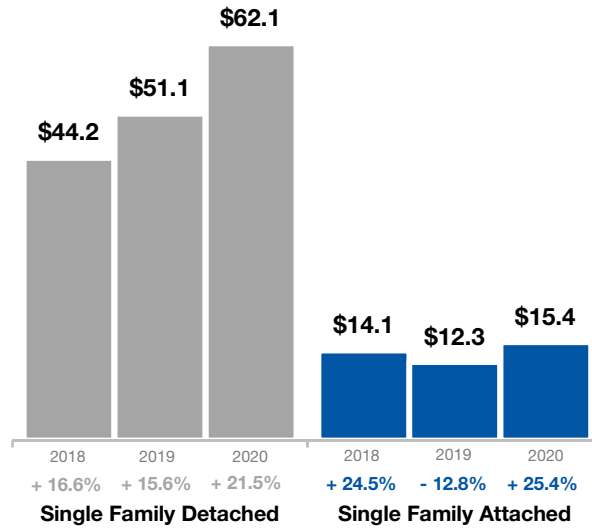


# Dollar Volume of Closed Sales (in millions)

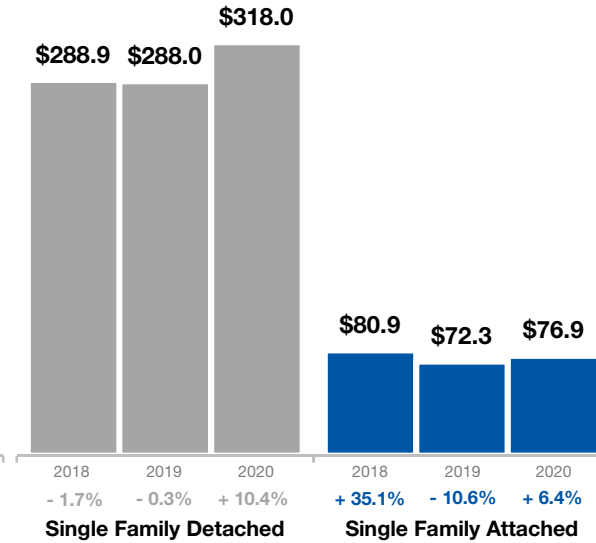


The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.

## July



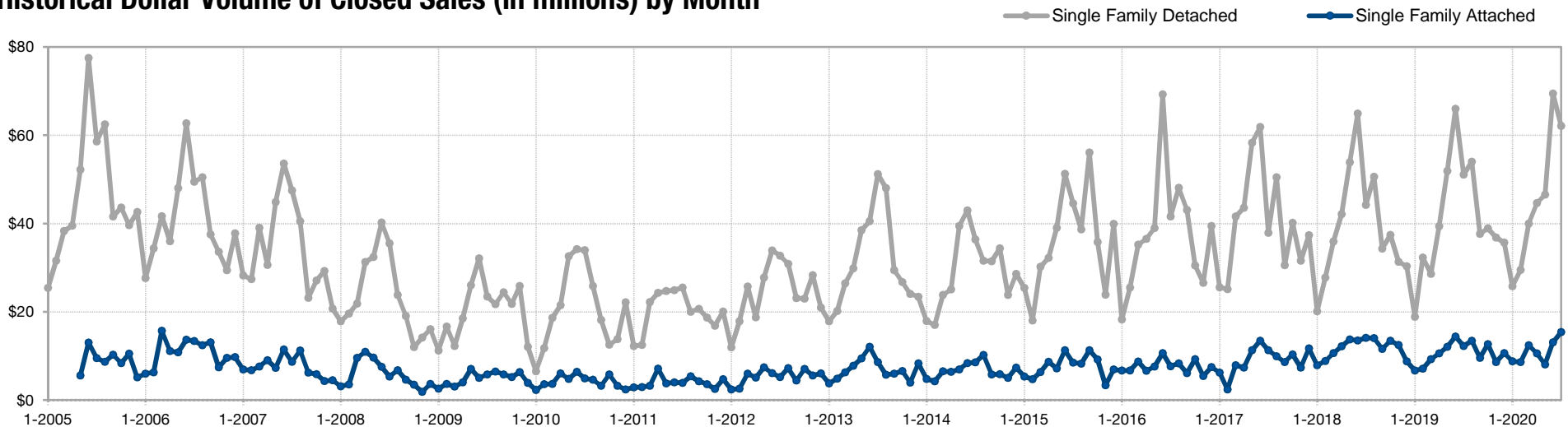
## Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2019	\$54.0	+6.8%	\$13.4	-4.3%
Sep-2019	\$37.6	+9.7%	\$9.6	-17.2%
Oct-2019	\$38.9	+4.0%	\$12.7	-5.4%
Nov-2019	\$36.8	+17.6%	\$8.6	-31.1%
Dec-2019	\$35.7	+17.9%	\$10.6	+21.4%
Jan-2020	\$25.8	+36.7%	\$8.8	+31.5%
Feb-2020	\$29.5	-8.7%	\$8.6	+21.3%
Mar-2020	\$40.0	+39.8%	\$12.4	+34.4%
Apr-2020	\$44.6	+13.3%	\$10.5	-0.4%
May-2020	\$46.5	-10.3%	\$8.1	-32.8%
Jun-2020	\$69.5	+5.3%	\$13.1	-9.2%
<b>Jul-2020</b>	<b>\$62.1</b>	<b>+21.5%</b>	<b>\$15.4</b>	<b>+25.4%</b>
12-Month Avg*	\$43.4	+10.4%	\$11.0	-0.6%

\* \$ Volume of Closed Sales (in millions) for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

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



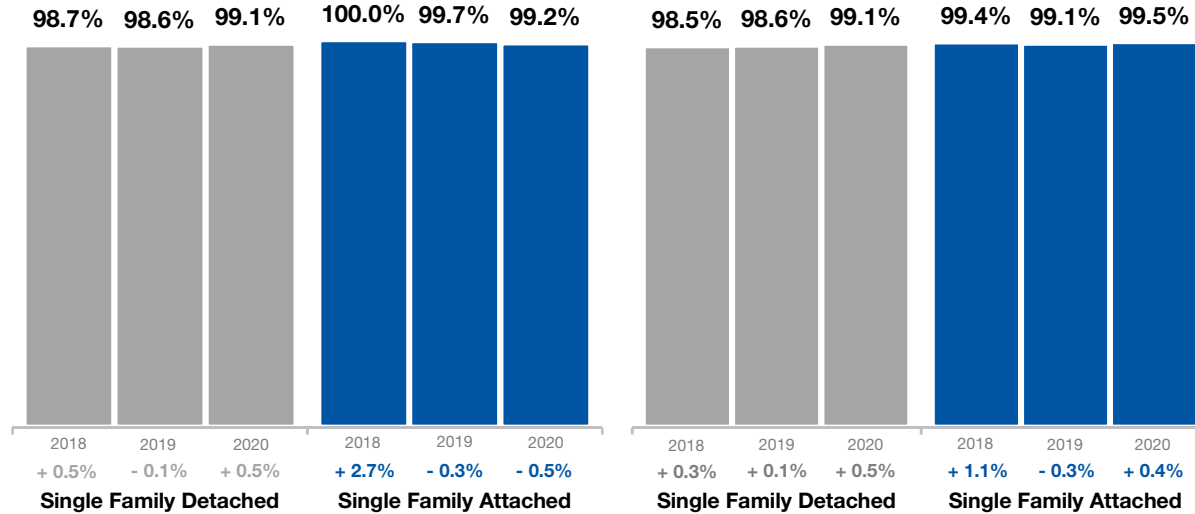
# Median Percent of List Price to Sale Price



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

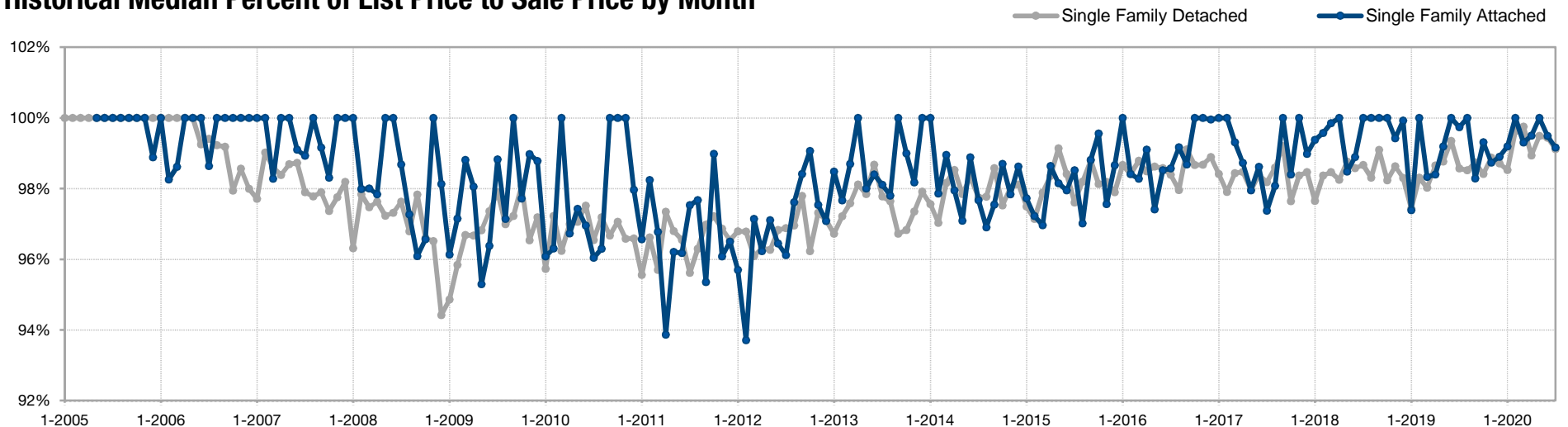
## Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2019	98.5%	+0.2%	100.0%	0.0%
Sep-2019	98.7%	-0.4%	98.3%	-1.7%
Oct-2019	98.4%	+0.2%	99.3%	-0.7%
Nov-2019	98.9%	+0.3%	98.7%	-0.7%
Dec-2019	98.7%	+0.4%	98.9%	-1.0%
Jan-2020	98.5%	+1.1%	99.2%	+1.8%
Feb-2020	99.6%	+1.3%	100.0%	0.0%
Mar-2020	99.7%	+1.7%	99.3%	+1.0%
Apr-2020	98.9%	+0.3%	99.5%	+1.1%
May-2020	99.5%	+0.7%	100.0%	+0.8%
Jun-2020	99.4%	+0.1%	99.5%	-0.5%
<b>Jul-2020</b>	<b>99.1%</b>	<b>+0.5%</b>	<b>99.2%</b>	<b>-0.5%</b>
12-Month Avg*	98.9%	+0.4%	99.2%	-0.5%

\* Median Pct of List Price to Sale Price for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

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



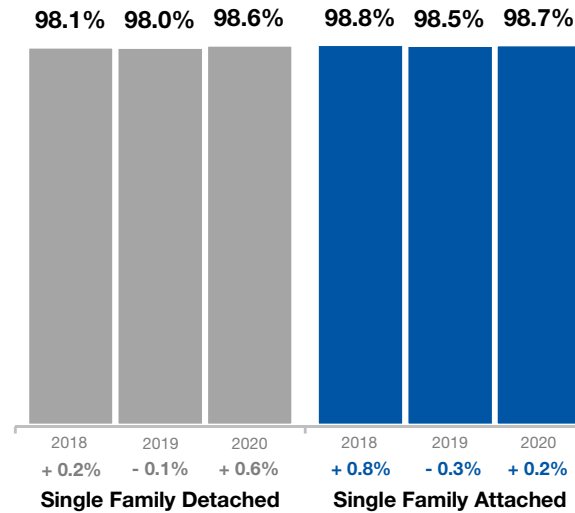
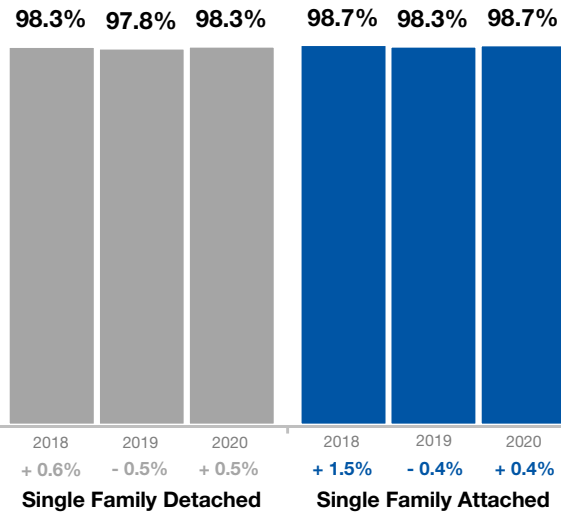
# Average Percent of List Price to Sale Price

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

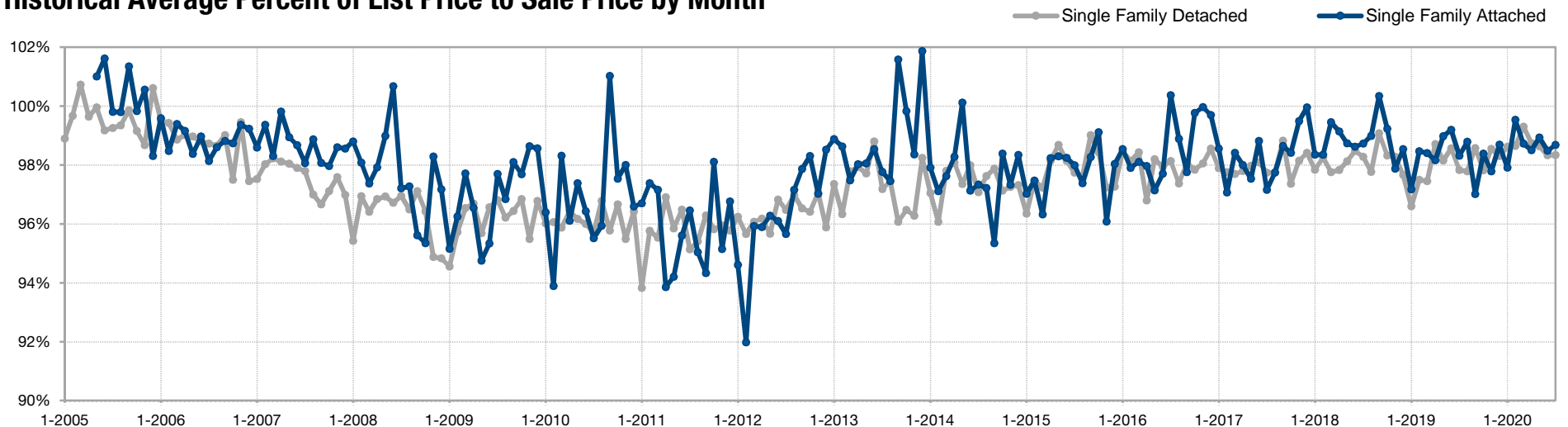
## Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2019	97.8%	0.0%	98.8%	-0.2%
Sep-2019	98.6%	-0.5%	97.0%	-3.3%
Oct-2019	97.8%	-0.5%	98.4%	-0.8%
Nov-2019	98.5%	+0.2%	97.8%	-0.1%
Dec-2019	98.3%	+0.6%	98.7%	+0.2%
Jan-2020	98.6%	+2.1%	97.9%	+0.7%
Feb-2020	98.6%	+1.1%	99.5%	+1.0%
Mar-2020	99.3%	+1.8%	98.7%	+0.3%
Apr-2020	98.7%	0.0%	98.5%	+0.3%
May-2020	98.6%	+0.5%	98.9%	-0.1%
Jun-2020	98.3%	-0.3%	98.5%	-0.7%
<b>Jul-2020</b>	<b>98.3%</b>	<b>+0.5%</b>	<b>98.7%</b>	<b>+0.4%</b>
12-Month Avg*	98.4%	+0.4%	98.5%	-0.3%

\* Avg Pct of List Price to Sale Price for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

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



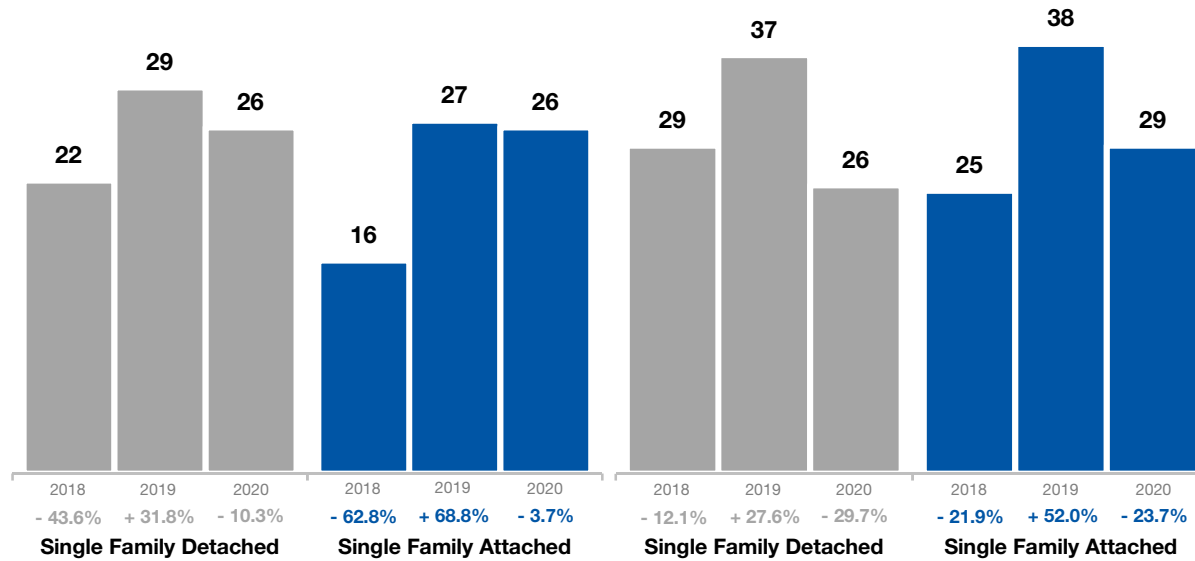
# Median Days on Market Until Sale

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



## July

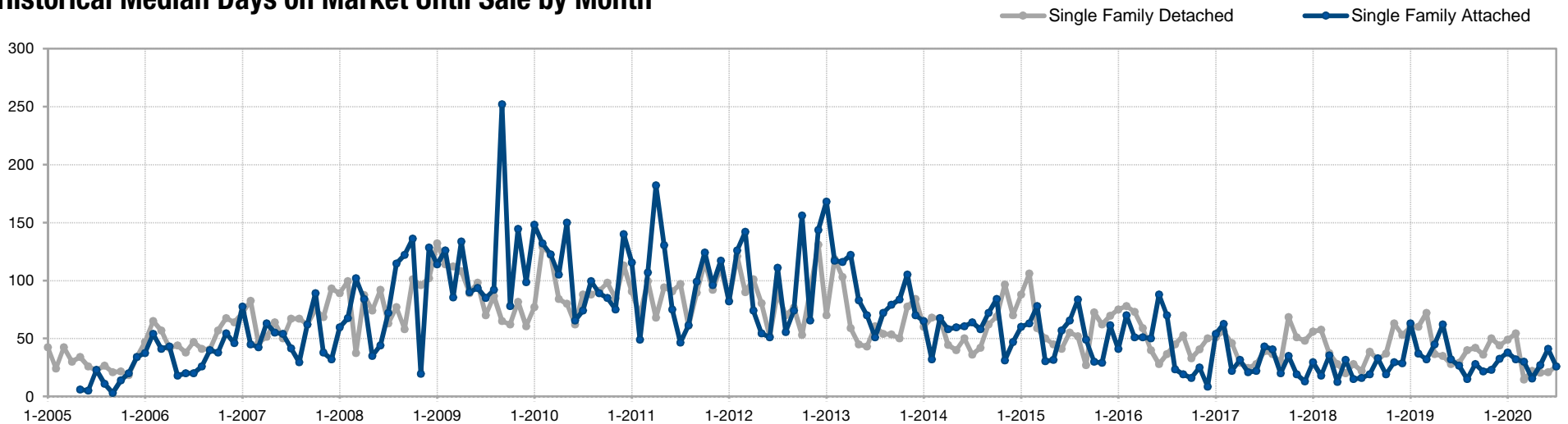
## Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2019	40	+2.6%	15	-21.1%
Sep-2019	42	+31.3%	28	-15.2%
Oct-2019	36	-2.7%	22	+15.8%
Nov-2019	50	-20.6%	23	-23.3%
Dec-2019	44	-17.0%	33	+13.8%
Jan-2020	49	-18.3%	38	-39.7%
Feb-2020	55	-8.3%	32	-13.5%
Mar-2020	15	-79.2%	30	-6.3%
Apr-2020	22	-40.5%	16	-64.4%
May-2020	21	-40.0%	27	-56.5%
Jun-2020	21	-25.0%	41	+28.1%
<b>Jul-2020</b>	<b>26</b>	<b>-10.3%</b>	<b>26</b>	<b>-3.7%</b>
12-Month Avg*	34	-12.8%	27	-15.6%

\* Median Days on Market for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Median Days on Market Until Sale by Month



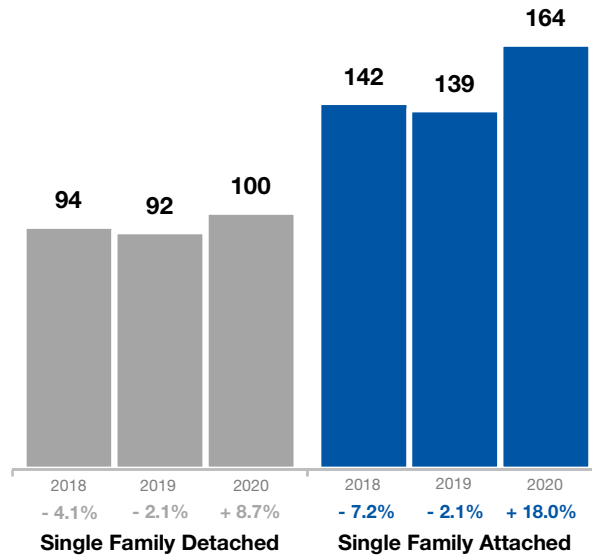


# Housing Affordability Index

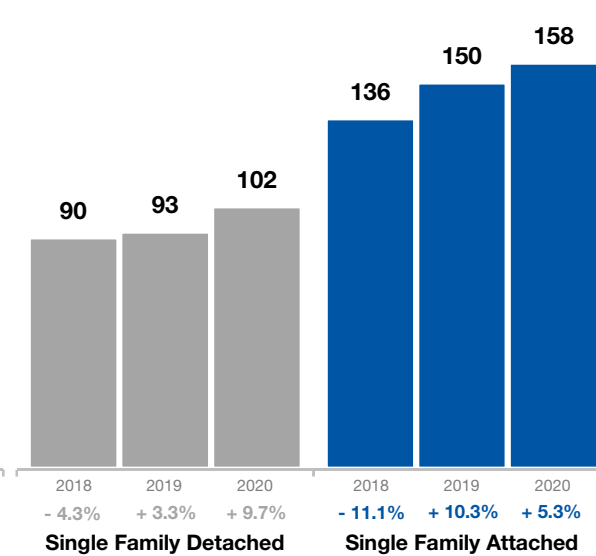


Measures housing affordability for James City, New Kent and York Counties. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for a median-priced home under prevailing interest rates. A higher number means greater affordability.

## July



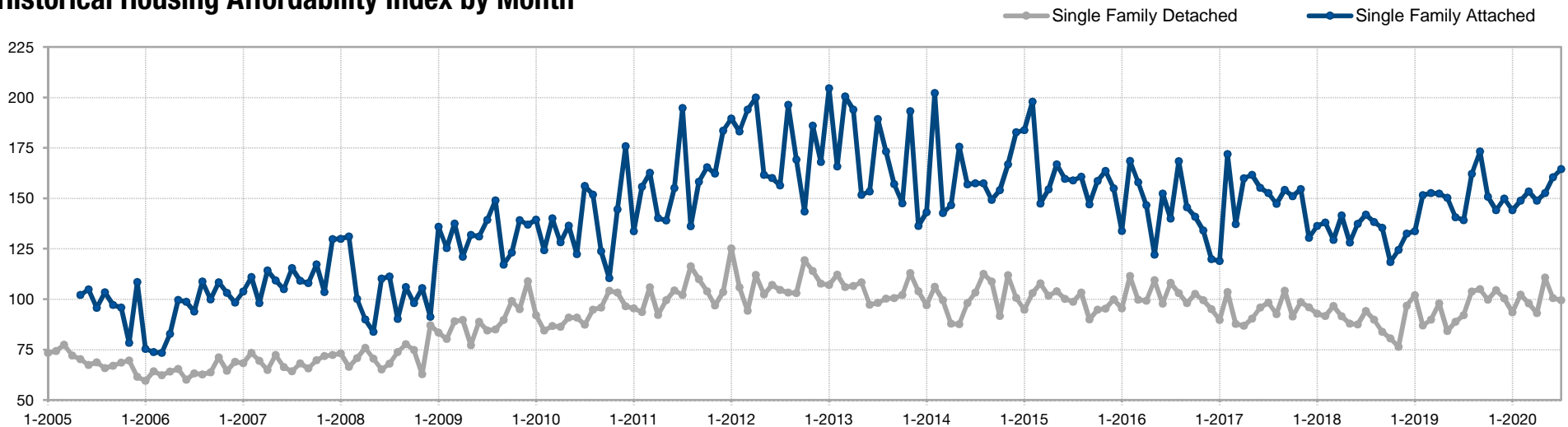
## Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Aug-2019	104	+15.6%	162	+17.4%
Sep-2019	105	+25.0%	173	+28.1%
Oct-2019	100	+23.5%	151	+28.0%
Nov-2019	104	+36.8%	144	+16.1%
Dec-2019	100	+3.1%	150	+12.8%
Jan-2020	94	-7.8%	144	+7.5%
Feb-2020	102	+17.2%	149	-2.0%
Mar-2020	98	+8.9%	153	0.0%
Apr-2020	93	-5.1%	149	-2.0%
May-2020	111	+32.1%	153	+2.0%
Jun-2020	101	+13.5%	160	+13.5%
<b>Jul-2020</b>	<b>100</b>	<b>+8.7%</b>	<b>164</b>	<b>+18.0%</b>
12-Month Avg*	101	+12.3%	89	+17.9%

\* Affordability Index for all properties from August 2019 through July 2020. This is not the average of the individual figures above.

## Historical Housing Affordability Index by Month

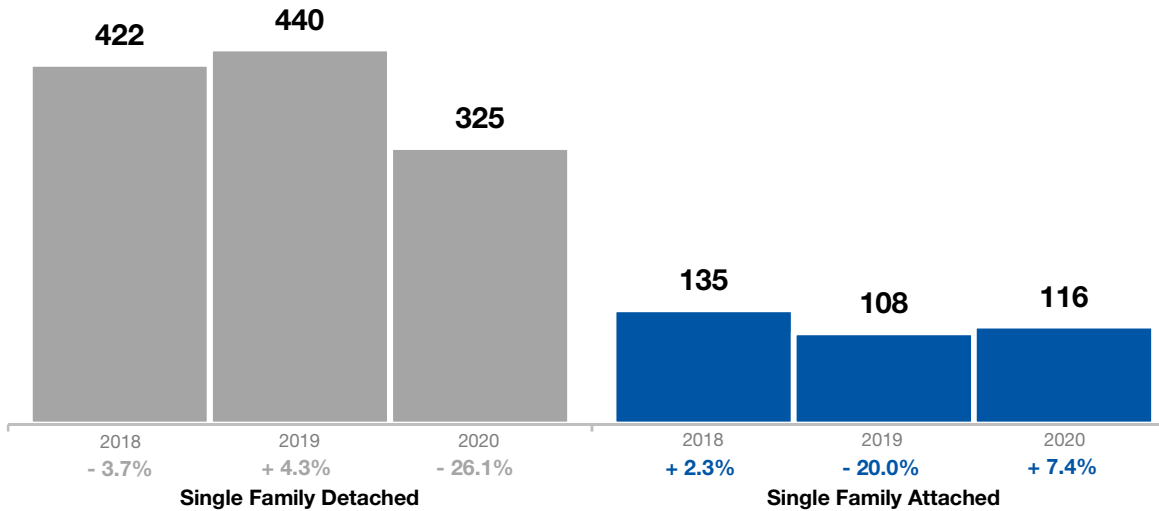


# End of Month Inventory

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-2019	460	+9.5%	106	-17.8%
Sep-2019	451	+14.5%	111	-13.3%
Oct-2019	413	+0.7%	115	-15.4%
Nov-2019	391	-0.8%	113	-11.7%
Dec-2019	344	-2.5%	108	-6.1%
Jan-2020	361	-0.3%	112	-17.0%
Feb-2020	389	-1.5%	126	-4.5%
Mar-2020	376	-9.0%	123	+1.7%
Apr-2020	364	-16.5%	131	+14.9%
May-2020	339	-26.8%	116	-7.2%
Jun-2020	311	-32.7%	103	-3.7%
<b>Jul-2020</b>	<b>325</b>	<b>-26.1%</b>	<b>116</b>	<b>+7.4%</b>
12-Month Avg	377	-8.5%	115	-6.6%

## Historical End of Month Inventory by Month

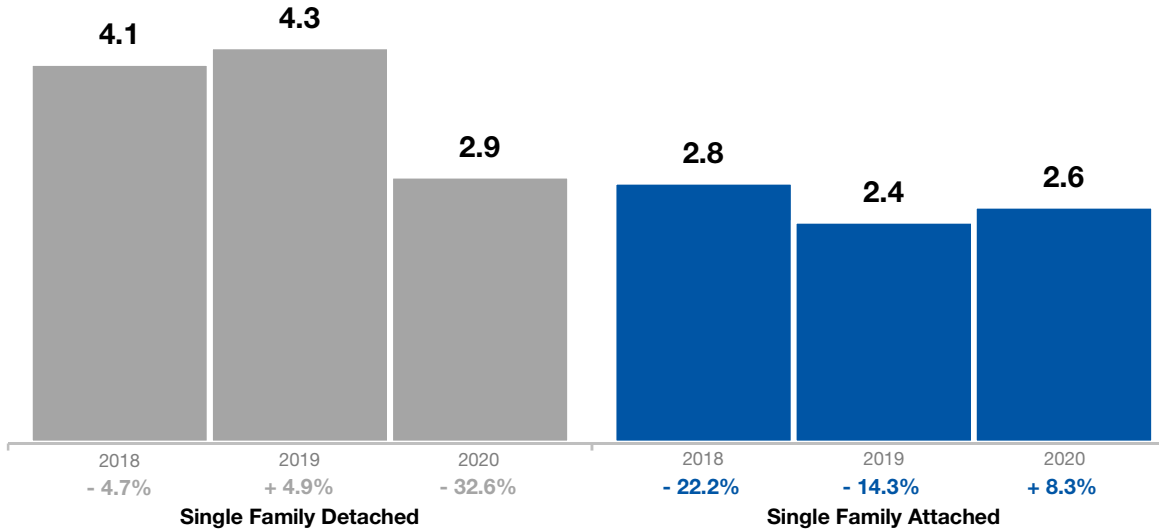


# Months Supply of Inventory

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-2019	4.5	+9.8%	2.4	-11.1%
Sep-2019	4.4	+12.8%	2.5	-7.4%
Oct-2019	3.9	-4.9%	2.5	-13.8%
Nov-2019	3.7	-7.5%	2.5	-7.4%
Dec-2019	3.2	-8.6%	2.3	-8.0%
Jan-2020	3.3	-8.3%	2.4	-20.0%
Feb-2020	3.5	-12.5%	2.7	-6.9%
Mar-2020	3.4	-19.0%	2.7	+3.8%
Apr-2020	3.3	-26.7%	2.9	+11.5%
May-2020	3.1	-34.0%	2.6	-7.1%
Jun-2020	2.8	-39.1%	2.3	-4.2%
<b>Jul-2020</b>	<b>2.9</b>	<b>-32.6%</b>	<b>2.6</b>	<b>+8.3%</b>
12-Month Avg*	3.5	-14.8%	2.5	-5.2%

\* Months Supply for all properties from August 2019 through July 2020. 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				7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	7-2017	7-2018	7-2019	7-2020						
New Listings					191	<b>219</b>	+ 14.7%	1,442	<b>1,379</b>	- 4.4%
Pending Sales					177	<b>176</b>	- 0.6%	1,171	<b>1,224</b>	+ 4.5%
Closed Sales					181	<b>218</b>	+ 20.4%	1,041	<b>1,107</b>	+ 6.3%
Median List Price					\$318,700	<b>\$349,950</b>	+ 9.8%	\$340,000	<b>\$349,900</b>	+ 2.9%
Median Sales Price					\$321,000	<b>\$329,950</b>	+ 2.8%	\$319,000	<b>\$326,000</b>	+ 2.2%
Avg. Sales Price					\$350,014	<b>\$355,413</b>	+ 1.5%	\$346,126	<b>\$356,693</b>	+ 3.1%
Median Price Per Sq Ft					\$142	<b>\$153</b>	+ 7.7%	\$137	<b>\$137</b>	0.0%
Average Price Per Sq Ft					\$144	<b>\$155</b>	+ 7.6%	\$146	<b>\$153</b>	+ 4.8%
\$ Volume of Closed Sales (in millions)					\$63.4	<b>\$77.5</b>	+ 22.2%	\$360.3	<b>\$394.9</b>	+ 9.6%
Median Pct of List Price to Sale Price					98.8%	<b>99.1%</b>	+ 0.3%	98.7%	<b>99.2%</b>	+ 0.5%
Avg Pct of List Price to Sale Price					98.0%	<b>98.4%</b>	+ 0.4%	98.1%	<b>98.6%</b>	+ 0.5%
Median Days on Market					28	<b>26</b>	- 7.1%	37	<b>27</b>	- 27.0%
Affordability Index					105	<b>112</b>	+ 6.7%	106	<b>114</b>	+ 7.5%
End of Month Inventory					548	<b>441</b>	- 19.5%	--	--	--
Months Supply					3.7	<b>2.8</b>	- 24.3%	--	--	--

# 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		
	7-2019	7-2020	+ / -	7-2019	7-2020	+ / -	7-2019	7-2020	+ / -	7-2019	7-2020	+ / -	7-2019	7-2020	+ / -
<b>James City County</b>	159	182	<b>+14.5%</b>	149	185	<b>+24.2%</b>	\$ 330,000	\$ 340,000	<b>+3.0%</b>	450	360	<b>-20.0%</b>	3.8	2.9	<b>-23.7%</b>
<b>City of Williamsburg</b>	17	16	<b>-5.9%</b>	13	15	<b>+15.4%</b>	\$265,000	\$225,500	<b>-14.9%</b>	51	37	<b>-27.5%</b>	3.8	2.6	<b>-31.6%</b>
<b>York County</b>	30	58	<b>+93.3%</b>	34	48	<b>+41.2%</b>	\$333,623	\$319,000	<b>-4.4%</b>	98	83	<b>-15.3%</b>	3.7	2.5	<b>-32.4%</b>
<b>New Kent County</b>	7	10	<b>+42.9%</b>	14	11	<b>-21.4%</b>	\$370,000	\$295,000	<b>-20.3%</b>	51	31	<b>-39.2%</b>	5.4	2.6	<b>-51.9%</b>
<b>Charles City County</b>	1	2	<b>+100.0%</b>	1	1	<b>0.0%</b>	\$525,200	\$650,000	<b>+23.8%</b>	9	3	<b>-66.7%</b>	5.0	1.4	<b>-72.0%</b>
<b>Newport News</b>	14	57	<b>+307.1%</b>	17	58	<b>+241.2%</b>	\$252,000	\$242,500	<b>-3.8%</b>	35	52	<b>+48.6%</b>	2.3	2.1	<b>-8.7%</b>
<b>Hampton</b>	12	36	<b>+200.0%</b>	3	15	<b>+400.0%</b>	\$177,500	\$159,900	<b>-9.9%</b>	14	19	<b>+35.7%</b>	2.5	1.5	<b>-40.0%</b>
<b>Surry</b>	2	0	<b>-100.0%</b>	1	3	<b>+200.0%</b>	\$282,000	\$285,000	<b>+1.1%</b>	7	2	<b>-71.4%</b>	4.3	1.4	<b>-67.4%</b>
<b>Gloucester</b>	11	12	<b>+9.1%</b>	13	8	<b>-38.5%</b>	\$270,000	\$320,000	<b>+18.5%</b>	28	25	<b>-10.7%</b>	2.8	3.1	<b>+10.7%</b>
<b>Richmond</b>	0	0	<b>--</b>	1	0	<b>-100.0%</b>	\$200,000	\$0	<b>-100.0%</b>	0	0	<b>--</b>	0.0	0.0	<b>--</b>
<b>23185</b>	85	113	<b>+32.9%</b>	81	90	<b>+11.1%</b>	\$330,000	\$319,950	<b>-3.0%</b>	244	211	<b>-13.5%</b>	3.7	3.1	<b>-16.2%</b>
<b>23188</b>	91	85	<b>-6.6%</b>	85	105	<b>+23.5%</b>	\$319,500	\$345,000	<b>+8.0%</b>	258	190	<b>-26.4%</b>	3.6	2.5	<b>-30.6%</b>
<b>23168</b>	15	21	<b>+40.0%</b>	15	23	<b>+53.3%</b>	\$270,000	\$310,000	<b>+14.8%</b>	46	40	<b>-13.0%</b>	4.7	3.1	<b>-34.0%</b>
<b>23168, 23185 &amp; 23188</b>	191	219	<b>+14.7%</b>	181	218	<b>+20.4%</b>	\$321,000	\$329,950	<b>+2.8%</b>	548	441	<b>-19.5%</b>	3.7	2.8	<b>-24.3%</b>