

Monthly Indicators



October 2017

For residential real estate in 2017, the news has continued to provide a relative sense of calm for both buyers and sellers. The national unemployment rate registered in at 4.1 percent for October 2017, which means that joblessness has not been this low in the U.S. since December 2000. Another positive, mortgage rates have held steady at or near 3.9 percent. Historically, the average rate has been around 6.0 percent. These factors help to keep the pool of potential buyers full, even during the so-called off-season of home sales.

When comparing 2017 to 2016 statistics, New Listings were up 12.6 percent for single family detached homes and 2.1 percent for single family attached properties. Pending Sales increased 21.8 percent for single family detached homes and 12.5 percent for single family attached properties.

The Median Sales Price was up 5.8 percent to \$350,200 for single family detached homes but decreased 7.7 percent to \$225,010 for single family attached properties. Months Supply of Inventory decreased 2.1 percent for single family detached units and 7.9 percent for single family attached units.

Although inventory levels are low in many markets, there has largely been enough listing and building activity, or at least conversation about future activity, to maintain a positive attitude about the prospects of buying or selling a home. Low affordability has started to become a recent topic of conversation and is worth watching. But with a healthy economy, level of demand and national unemployment rate, sellers are going to continue to see strong prices for their homes.

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

+ 5.8%	- 7.7%	+ 7.4%
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				10-2016	10-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	10-2014	10-2015	10-2016	10-2017						
New Listings					103	116	+ 12.6%	1,509	1,598	+ 5.9%
Pending Sales					87	106	+ 21.8%	1,089	1,192	+ 9.5%
Closed Sales					90	106	+ 17.8%	1,074	1,109	+ 3.3%
Median List Price					\$350,000	\$367,493	+ 5.0%	\$365,000	\$365,000	0.0%
Median Sales Price					\$331,000	\$350,200	+ 5.8%	\$338,500	\$345,000	+ 1.9%
Avg. Sales Price					\$362,938	\$391,515	+ 7.9%	\$368,918	\$390,382	+ 5.8%
Median Price Per Sq Ft					\$137	\$135	- 1.6%	\$137	\$141	+ 2.7%
Average Price Per Sq Ft					\$141	\$141	0.0%	\$141	\$144	+ 2.1%
\$ Volume of Closed Sales (in millions)					\$32.7	\$41.5	+ 27.1%	\$396.0	\$432.9	+ 9.3%
Median Pct of List Price to Sale Price					98.9%	97.7%	- 1.2%	98.5%	98.3%	- 0.2%
Avg Pct of List Price to Sale Price					98.0%	97.6%	- 0.4%	97.9%	97.9%	0.0%
Median Days on Market					38	60	+ 57.9%	49	40	- 18.4%
Affordability Index					107	96	- 10.3%	105	97	- 7.6%
End of Month Inventory					493	533	+ 8.1%	--	--	--
Months Supply					4.8	4.7	- 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.



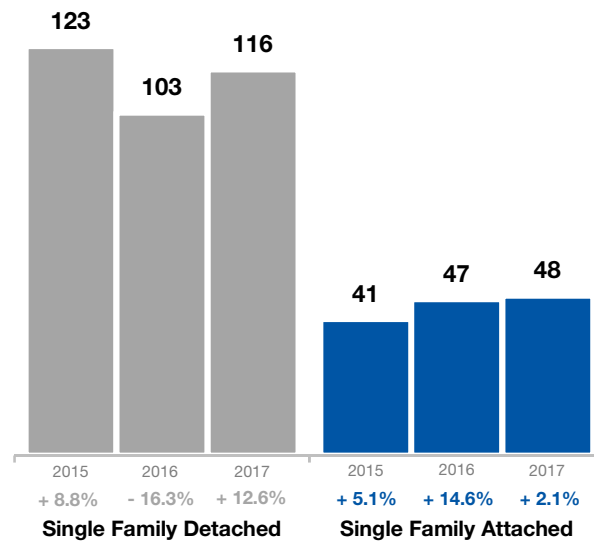
Key Metrics	Historical Sparkbars				10-2016	10-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	10-2014	10-2015	10-2016	10-2017						
New Listings					47	48	+ 2.1%	428	468	+ 9.3%
Pending Sales					32	36	+ 12.5%	363	396	+ 9.1%
Closed Sales					39	38	- 2.6%	360	344	- 4.4%
Median List Price					\$249,500	\$229,400	- 8.1%	\$239,000	\$229,990	- 3.8%
Median Sales Price					\$243,782	\$225,010	- 7.7%	\$223,322	\$217,626	- 2.6%
Avg. Sales Price					\$236,120	\$222,757	- 5.7%	\$230,487	\$227,817	- 1.2%
Median Price Per Sq Ft					\$122	\$127	+ 4.4%	\$127	\$128	+ 1.5%
Average Price Per Sq Ft					\$125	\$133	+ 6.4%	\$132	\$135	+ 2.3%
\$ Volume of Closed Sales (in millions)					\$9.2	\$8.5	- 8.1%	\$83.0	\$78.4	- 5.6%
Median Pct of List Price to Sale Price					100.0%	98.2%	- 1.8%	98.6%	98.3%	- 0.3%
Avg Pct of List Price to Sale Price					99.5%	98.2%	- 1.3%	98.3%	97.9%	- 0.4%
Median Days on Market					16	50	+ 212.5%	51	41	- 19.6%
Affordability Index					145	149	+ 2.8%	159	154	- 3.1%
End of Month Inventory					130	131	+ 0.8%	--	--	--
Months Supply					3.8	3.5	- 7.9%	--	--	--

New Listings

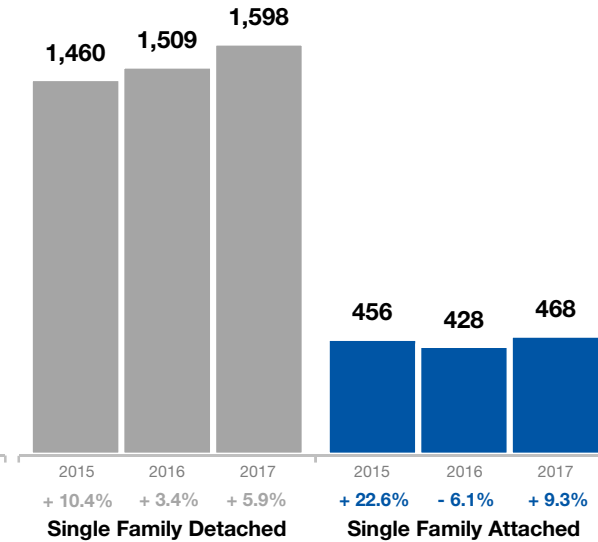
A count of the properties that have been newly listed on the market in a given month.



October

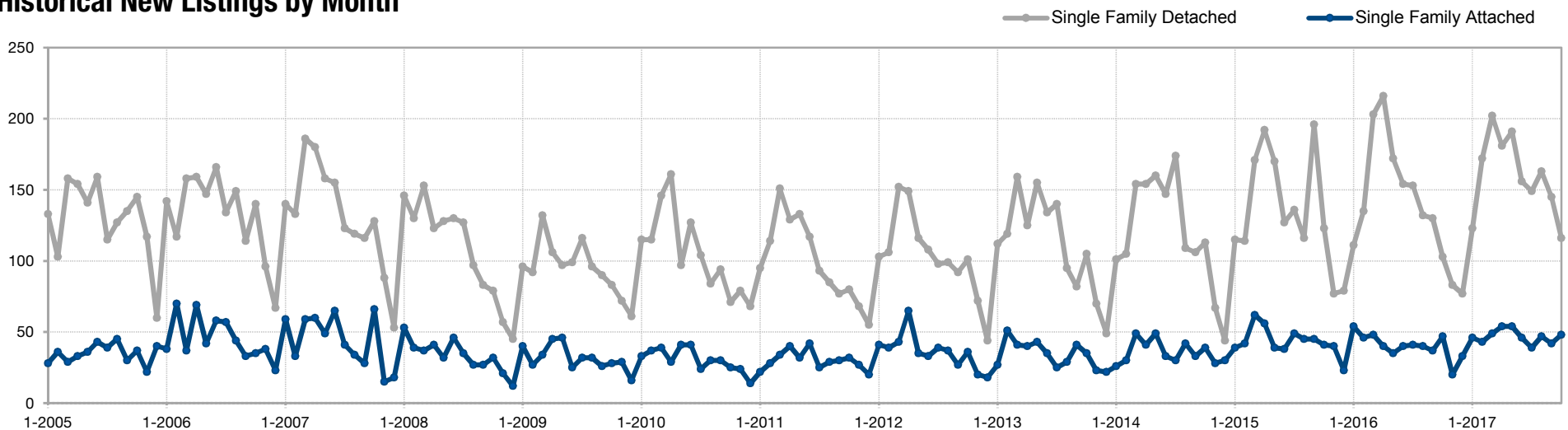


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	83	+7.8%	20	-50.0%
Dec-2016	77	-2.5%	33	+43.5%
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%
12-Month Avg	147	+5.6%	43	+6.1%

Historical New Listings by Month

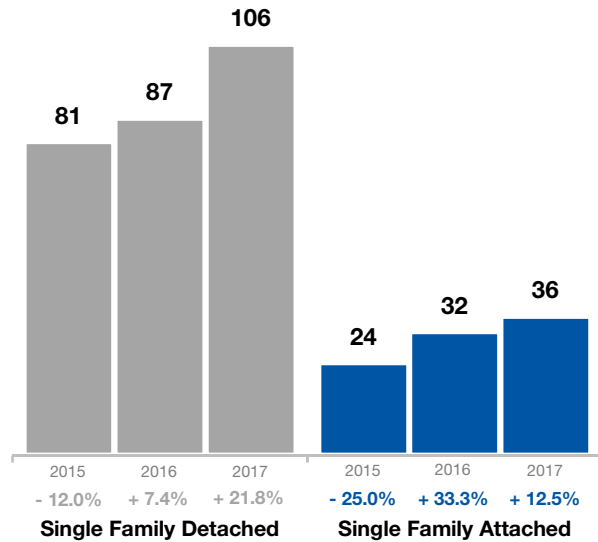


Pending Sales

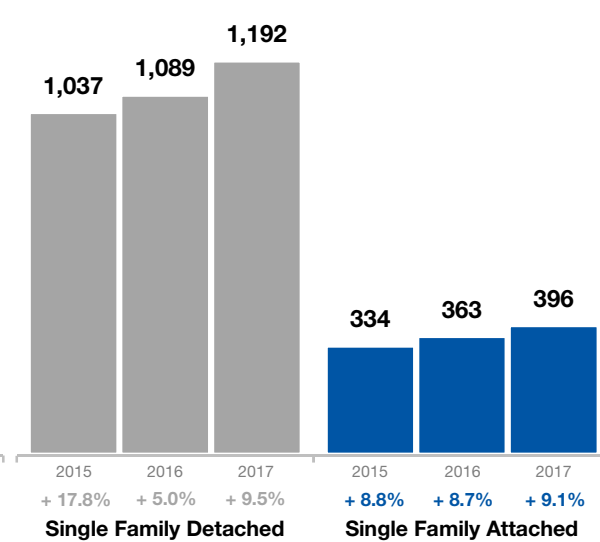
A count of the properties on which offers have been accepted in a given month.



October

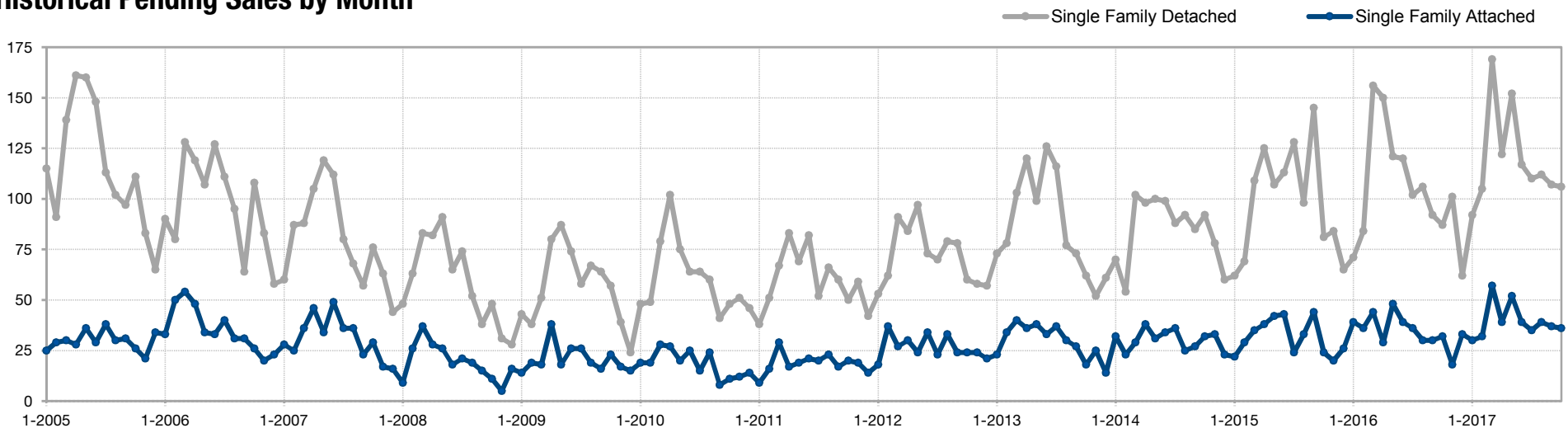


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	101	+20.2%	18	-10.0%
Dec-2016	62	-4.6%	33	+26.9%
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%
12-Month Avg	113	+9.5%	37	+9.3%

Historical Pending Sales by Month

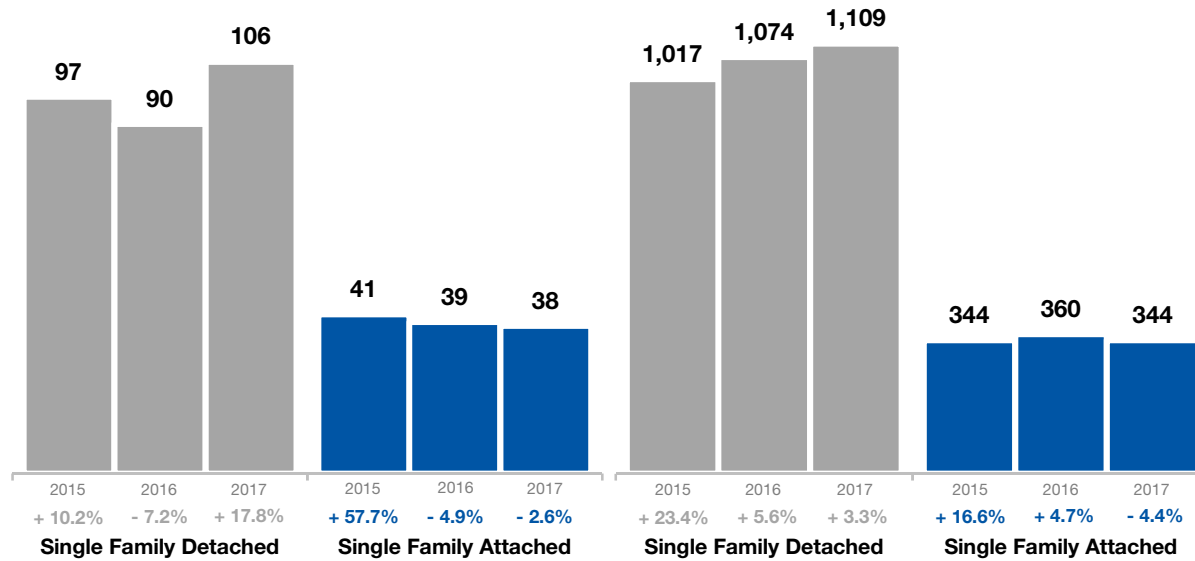


Closed Sales

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

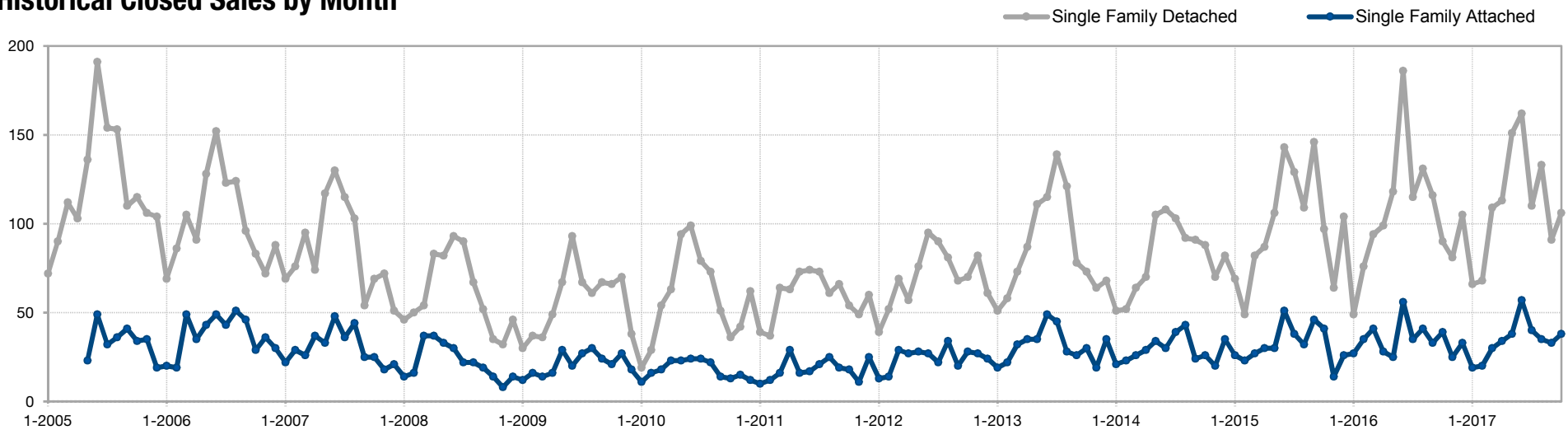


October



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	81	+26.6%	25	+78.6%
Dec-2016	105	+1.0%	33	+26.9%
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%
12-Month Avg	108	+4.3%	34	+0.5%

Historical Closed Sales by Month

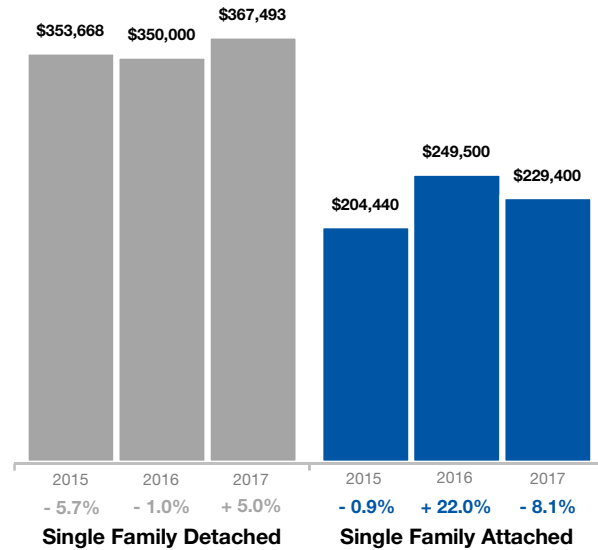


Median List Price

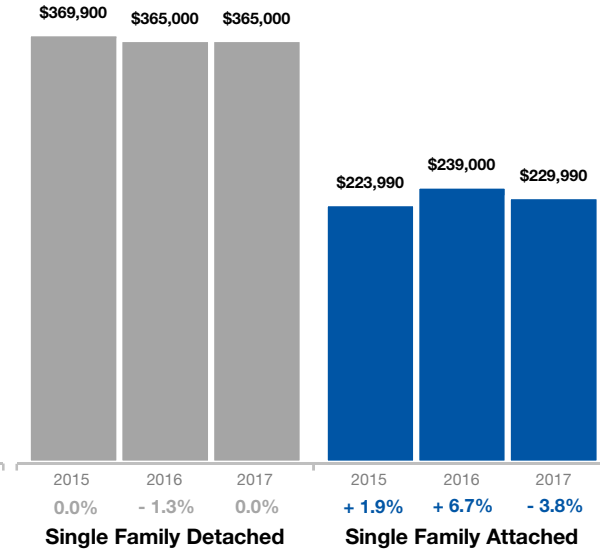
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



October



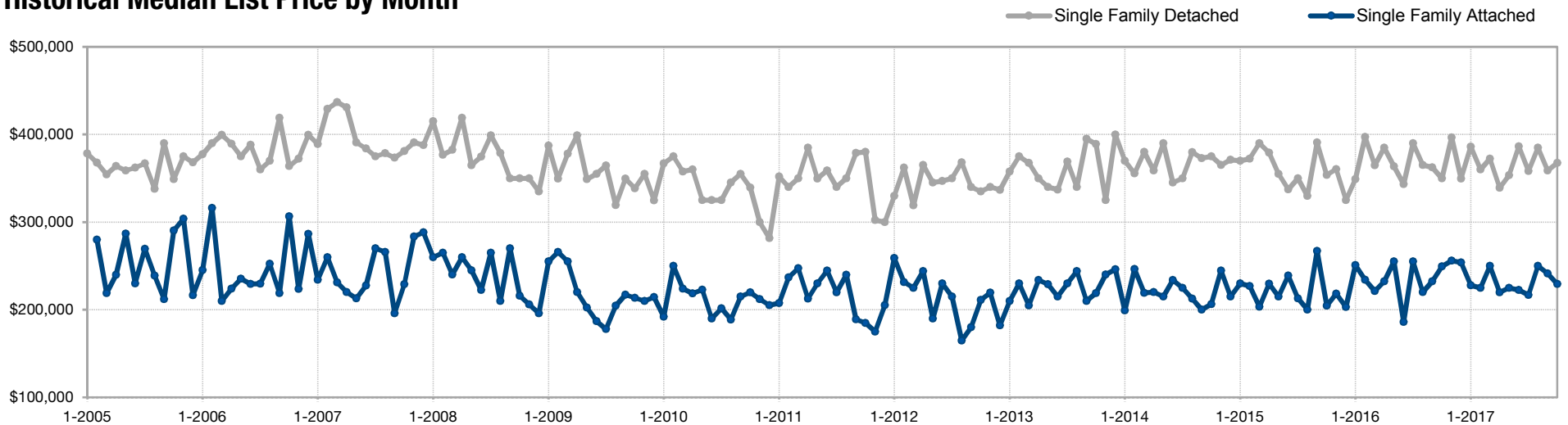
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	\$396,645	+10.0%	\$256,073	+17.2%
Dec-2016	\$349,670	+7.6%	\$253,900	+25.1%
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%
12-Month Avg*	\$365,000	+0.3%	\$235,000	+0.0%

* Median List Price for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

Historical Median List Price by Month

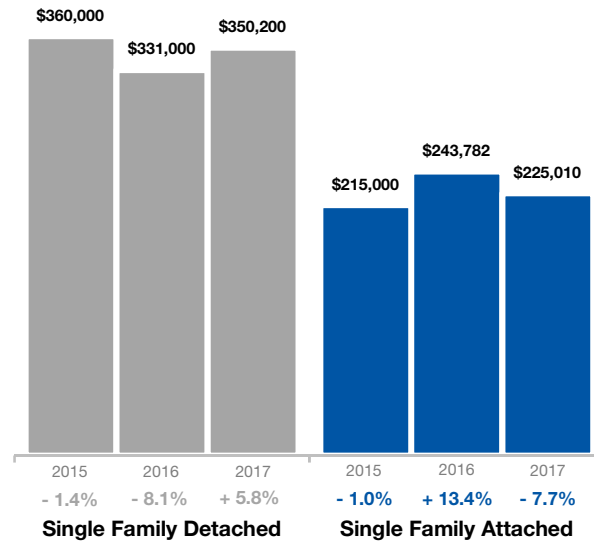


Median Sales Price

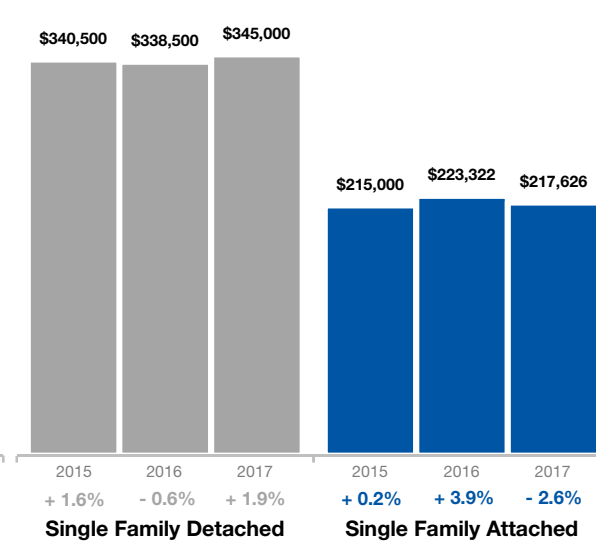
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



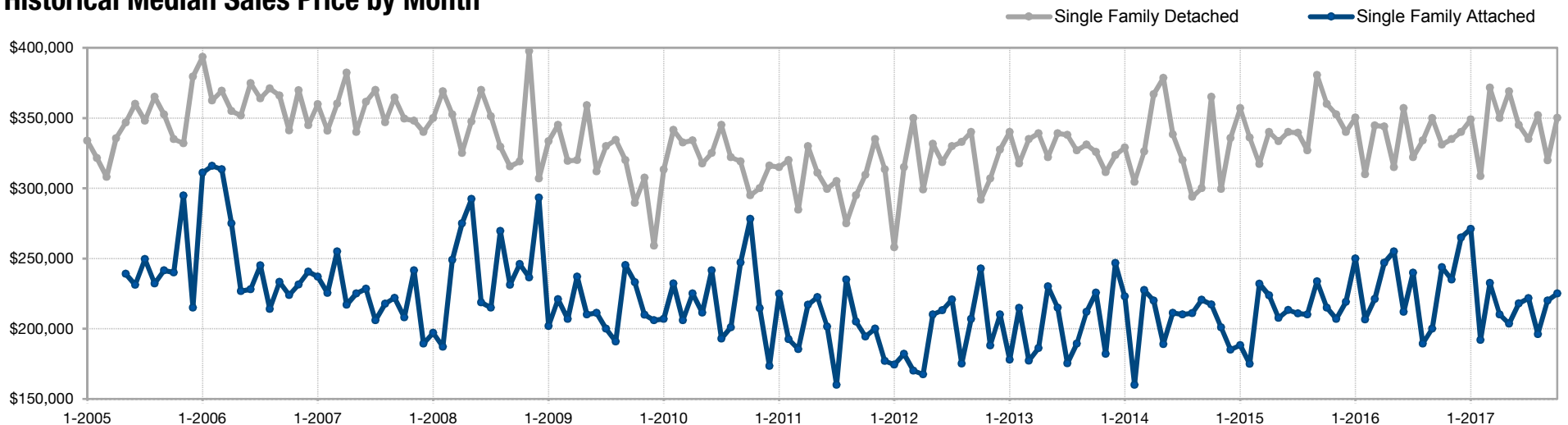
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	\$335,000	-5.0%	\$234,900	+13.5%
Dec-2016	\$340,000	0.0%	\$264,900	+20.9%
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%
12-Month Avg*	\$343,305	+1.3%	\$220,500	-0.5%

* Median Sales Price for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

Historical Median Sales Price by Month

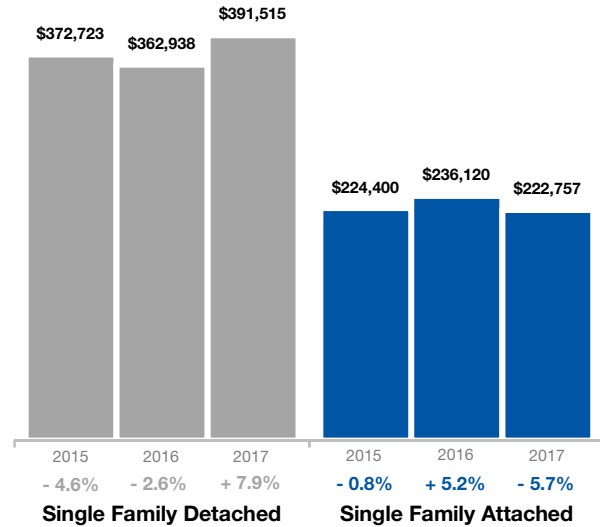


Average Sales Price

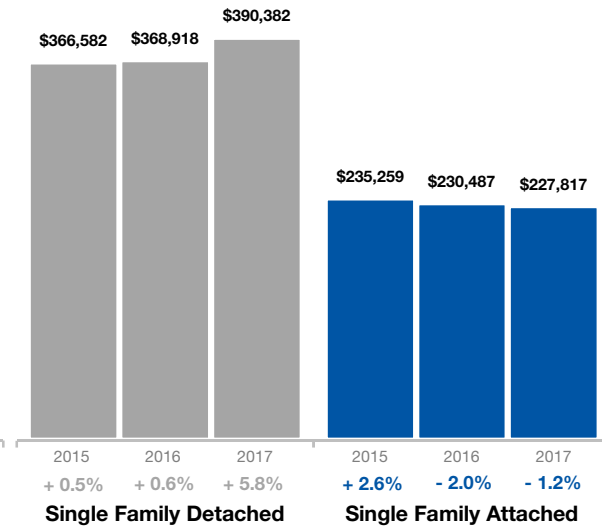
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



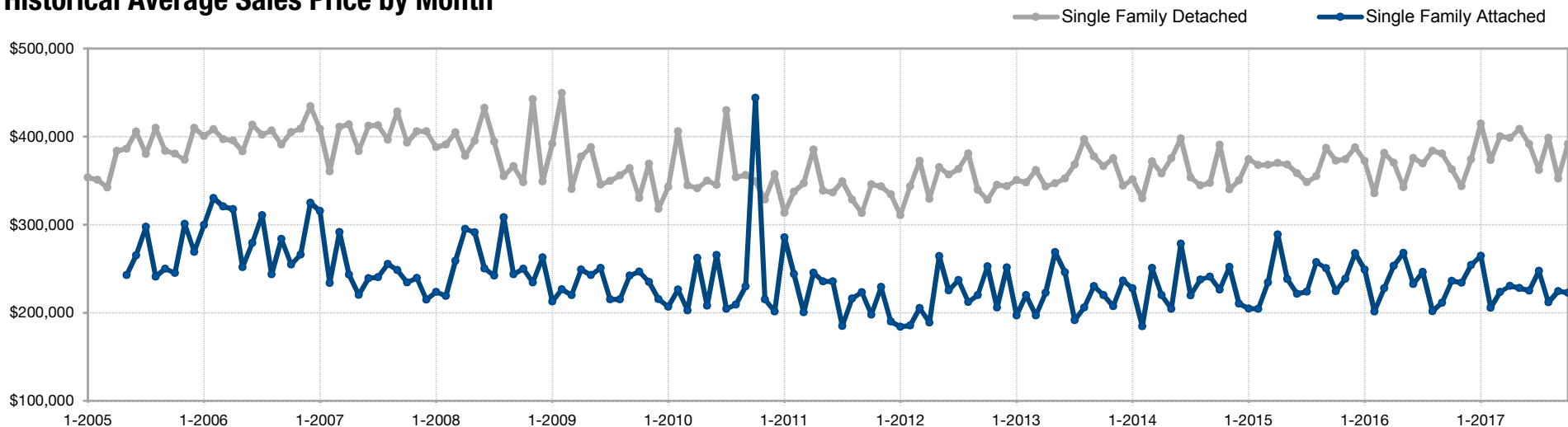
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	\$343,600	-8.2%	\$234,142	-1.8%
Dec-2016	\$374,076	-3.5%	\$254,013	-5.1%
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%
12-Month Avg*	\$386,133	+4.1%	\$230,361	-1.2%

* Avg. Sales Price for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

Historical Average Sales Price by Month

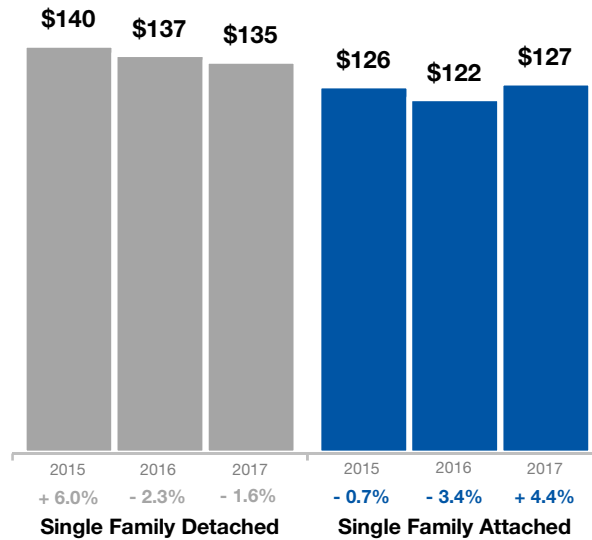


Median Price Per Square Foot

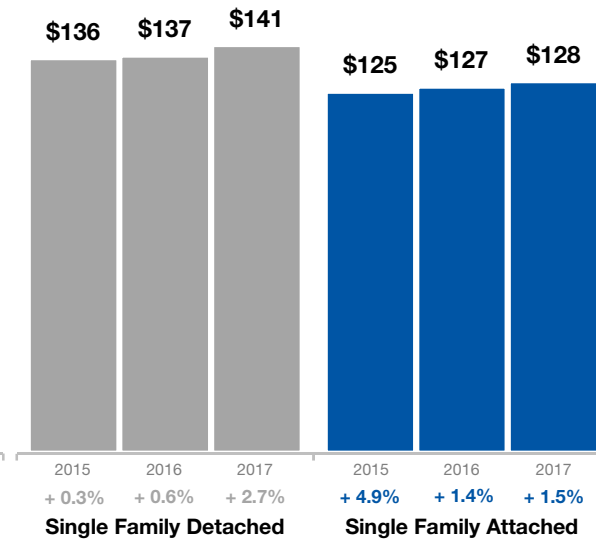
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



October



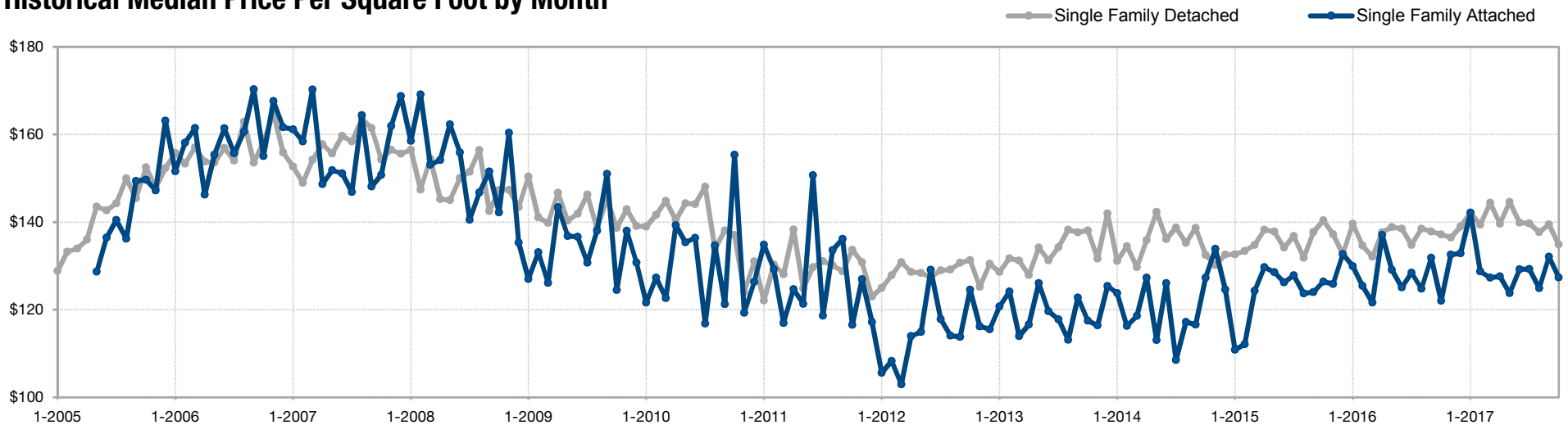
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	\$136	-0.5%	\$133	+5.3%
Dec-2016	\$139	+4.7%	\$133	+0.1%
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%
12-Month Avg*	\$140	+2.5%	\$129	+1.7%

* Median Price Per Sq Ft for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

Historical Median Price Per Square Foot by Month

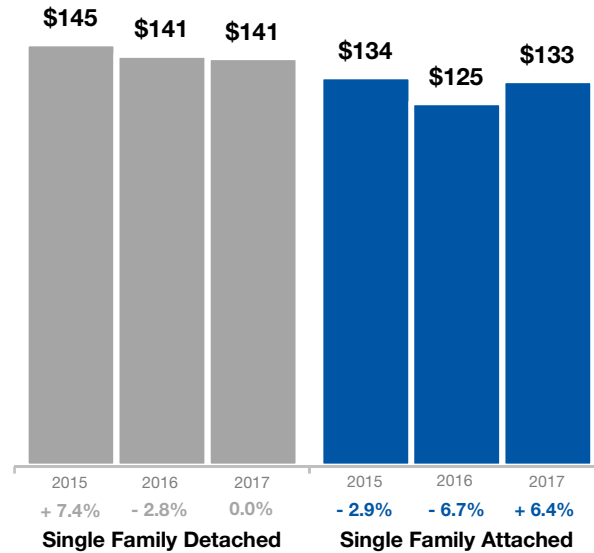


Average Price Per Square Foot

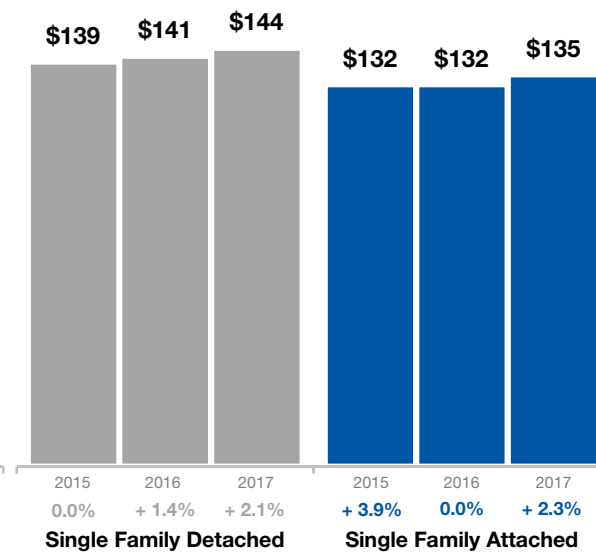
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



October



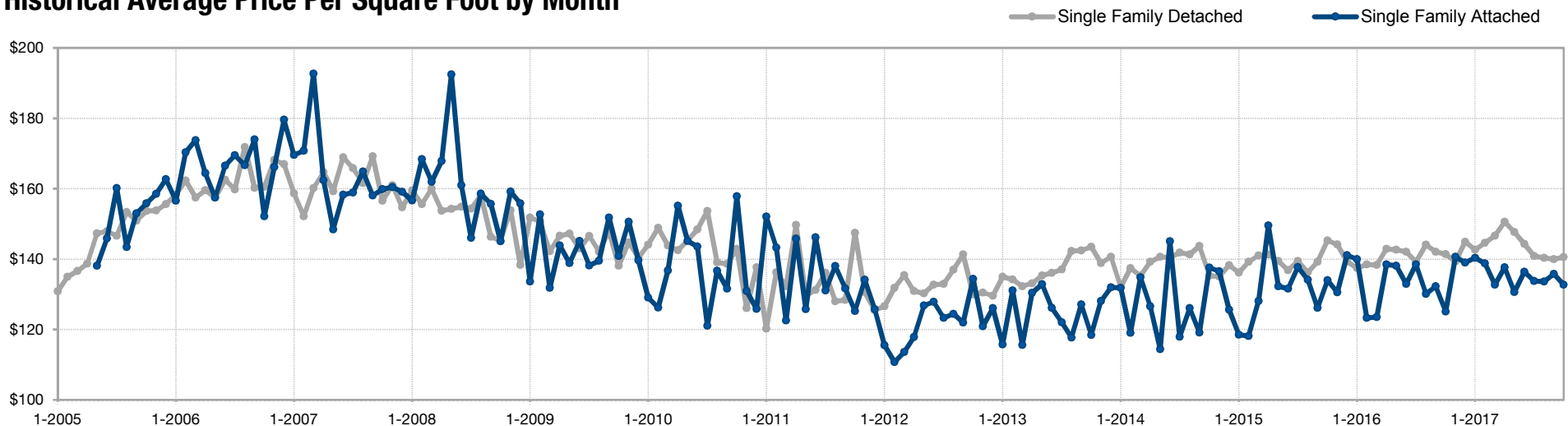
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	\$139	-3.5%	\$141	+7.6%
Dec-2016	\$145	+4.3%	\$139	-1.4%
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%
12-Month Avg*	\$144	+1.8%	\$136	+2.6%

* Average Price Per Sq Ft for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

Historical Average Price Per Square Foot by Month

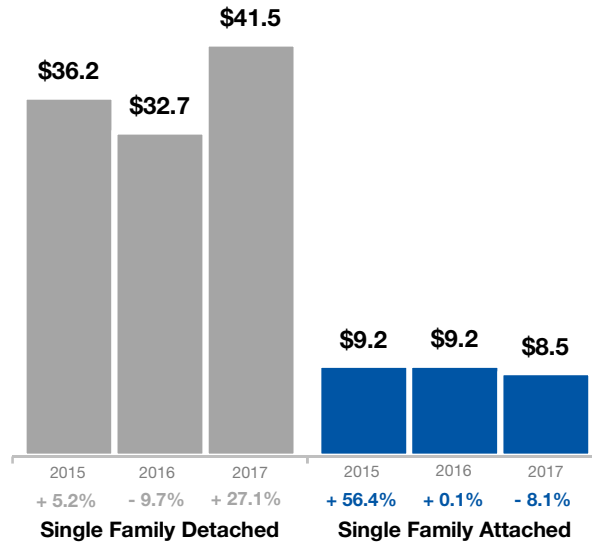


Dollar Volume of Closed Sales (in millions)

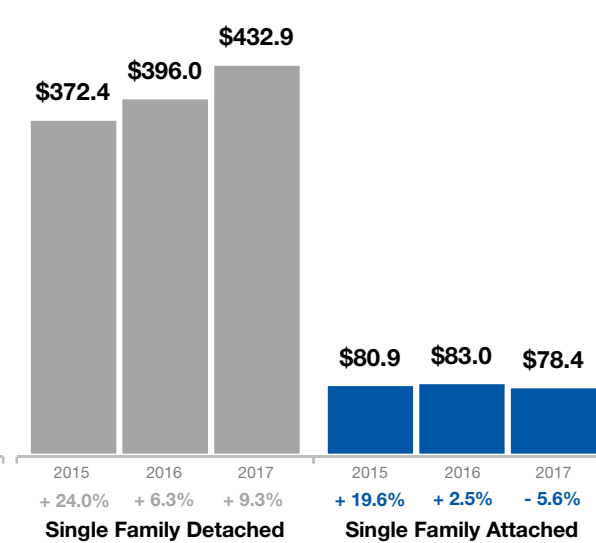
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



October



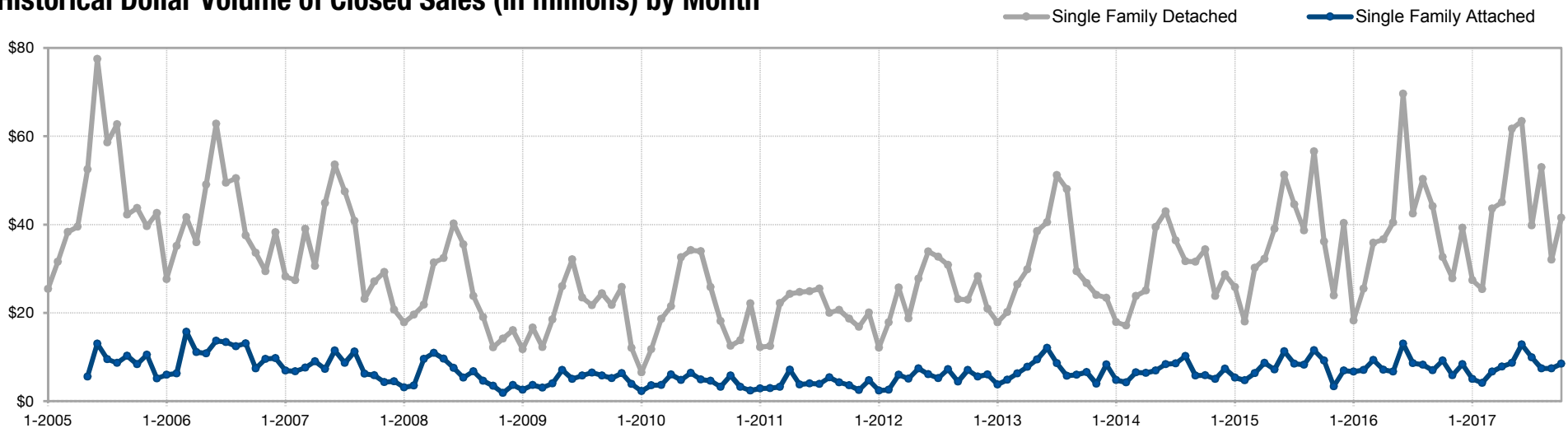
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	\$27.8	+16.2%	\$5.9	+75.3%
Dec-2016	\$39.3	-2.6%	\$8.4	+20.4%
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%
12-Month Avg*	\$41.7	+8.7%	\$7.7	-0.7%

* \$ Volume of Closed Sales (in millions) for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

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



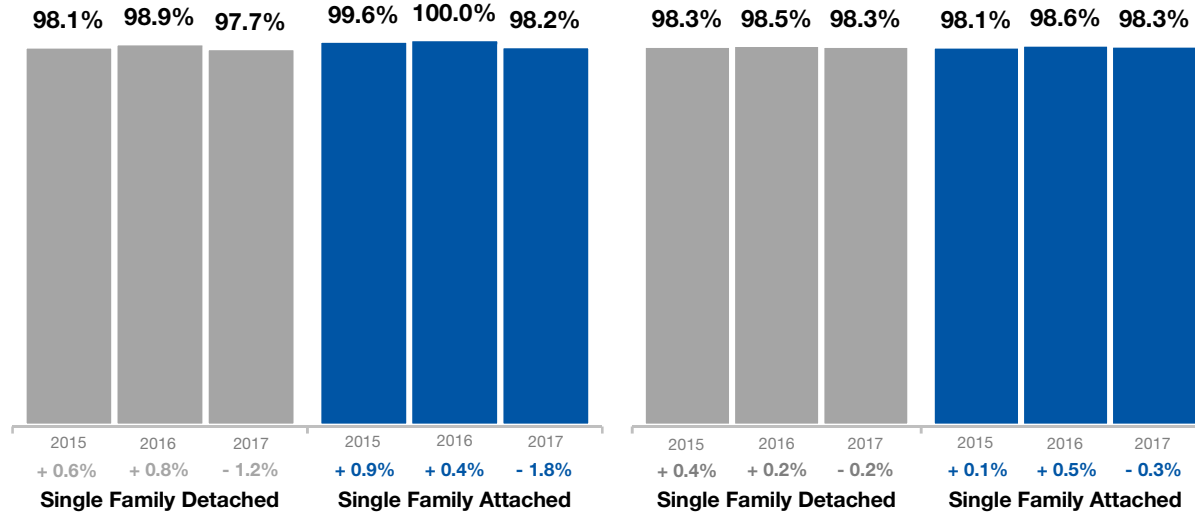
Median Percent of List Price to Sale Price



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.

October

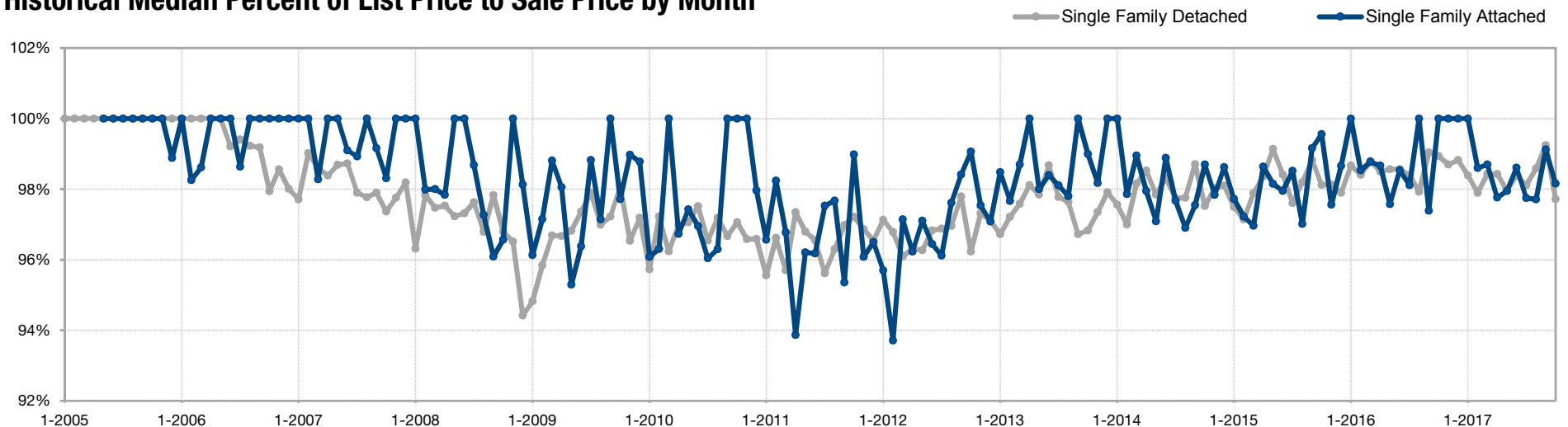
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	98.7%	+0.6%	100.0%	+2.5%
Dec-2016	98.8%	+0.9%	100.0%	+1.3%
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%
12-Month Avg*	98.4%	-0.1%	98.5%	-0.1%

* Median Pct of List Price to Sale Price for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

Historical Median Percent of List Price to Sale Price by Month

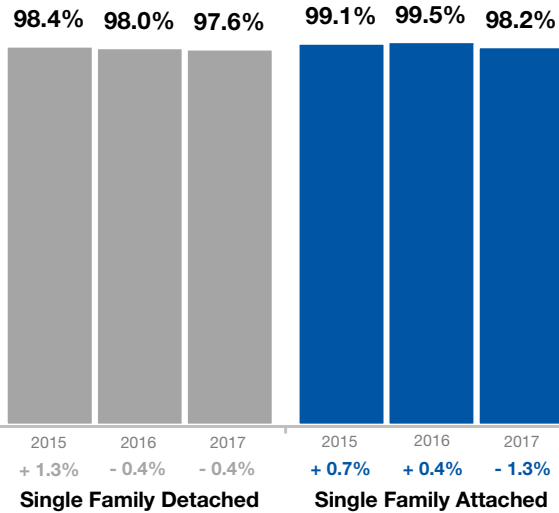


Average Percent of List Price to Sale Price

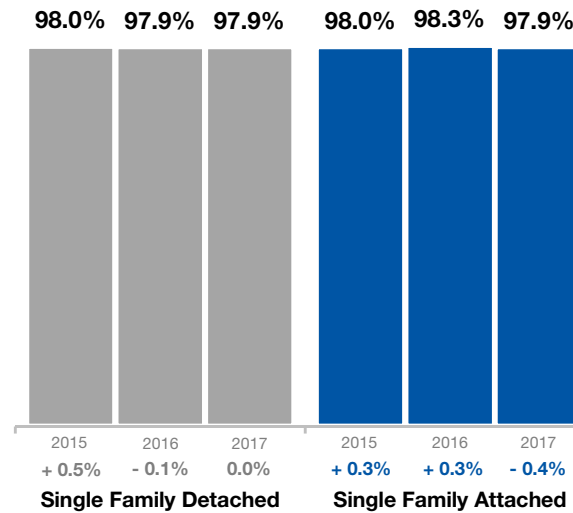


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

October



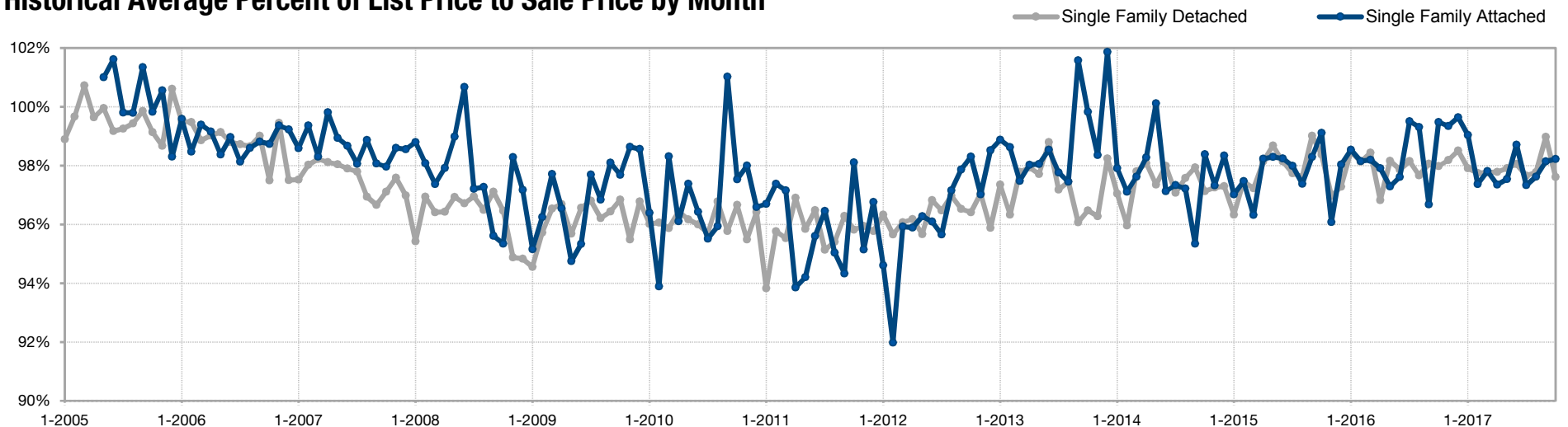
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	98.2%	+1.2%	99.3%	+3.3%
Dec-2016	98.5%	+1.2%	99.6%	+1.6%
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%
12-Month Avg*	98.0%	+0.1%	98.2%	-0.0%

* Avg Pct of List Price to Sale Price for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

Historical Average Percent of List Price to Sale Price by Month

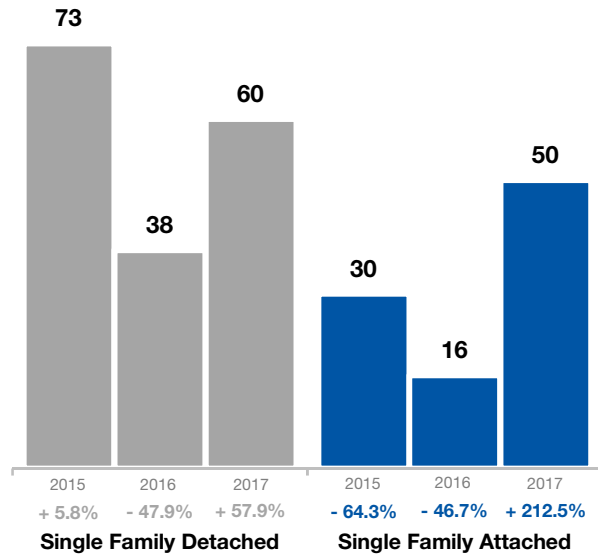


Median Days on Market Until Sale

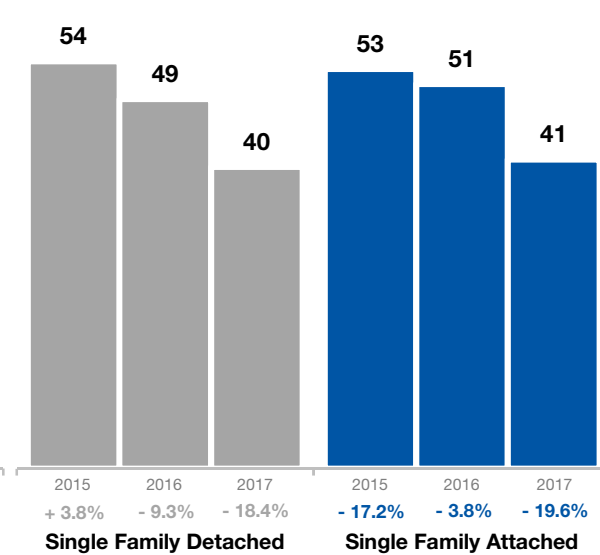
Median number of days between when a property is listed and when an offer is accepted in a given month.



October



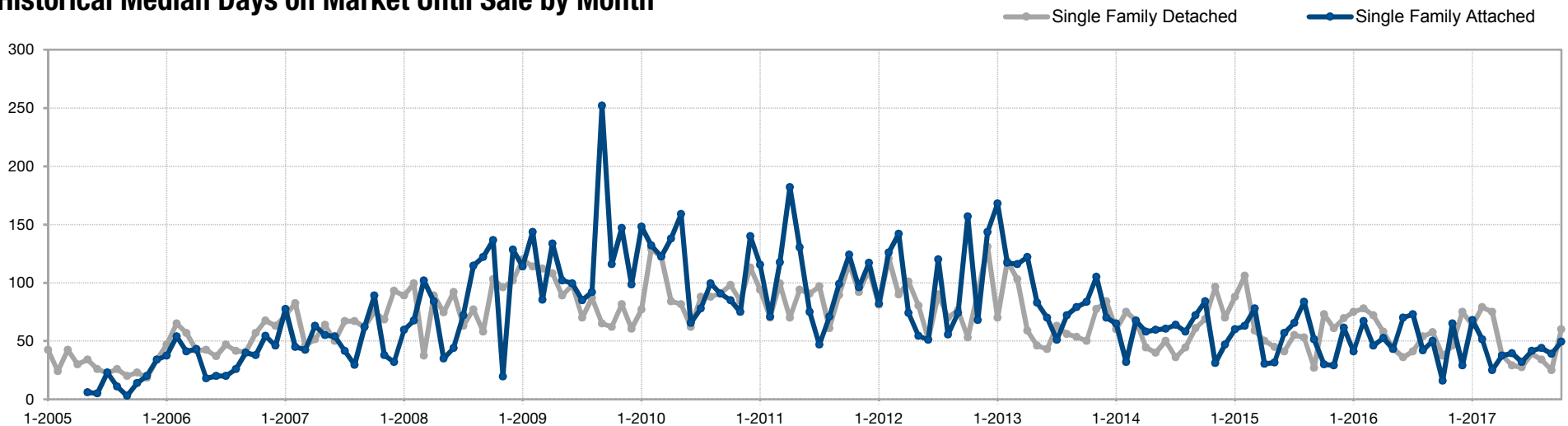
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	46	-24.6%	65	+124.1%
Dec-2016	75	+7.1%	29	-53.2%
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%
12-Month Avg*	43	-14.0%	41	-18.8%

* Median Days on Market for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

Historical Median Days on Market Until Sale by Month

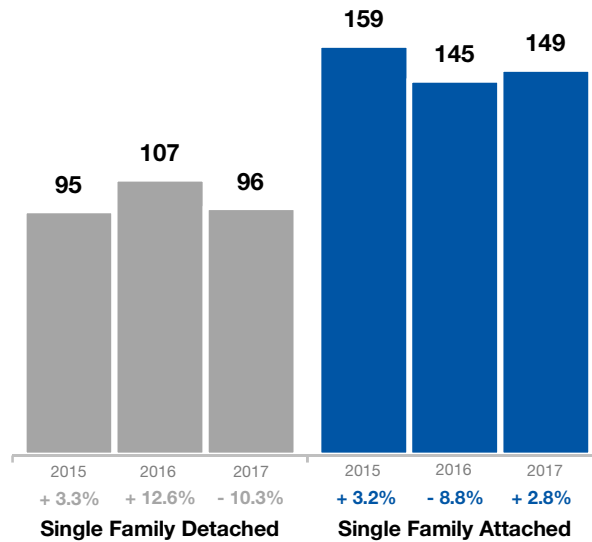


Housing Affordability Index

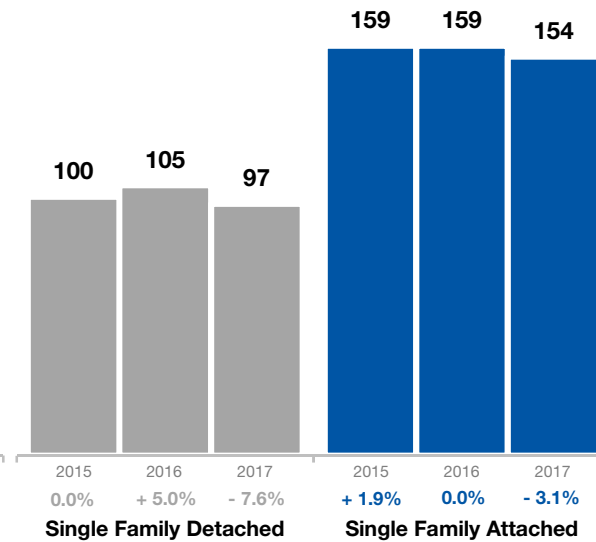


Measures housing affordability for James City, New Kent and York Counties. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for a median-priced home under prevailing interest rates. A higher number means greater affordability.

October



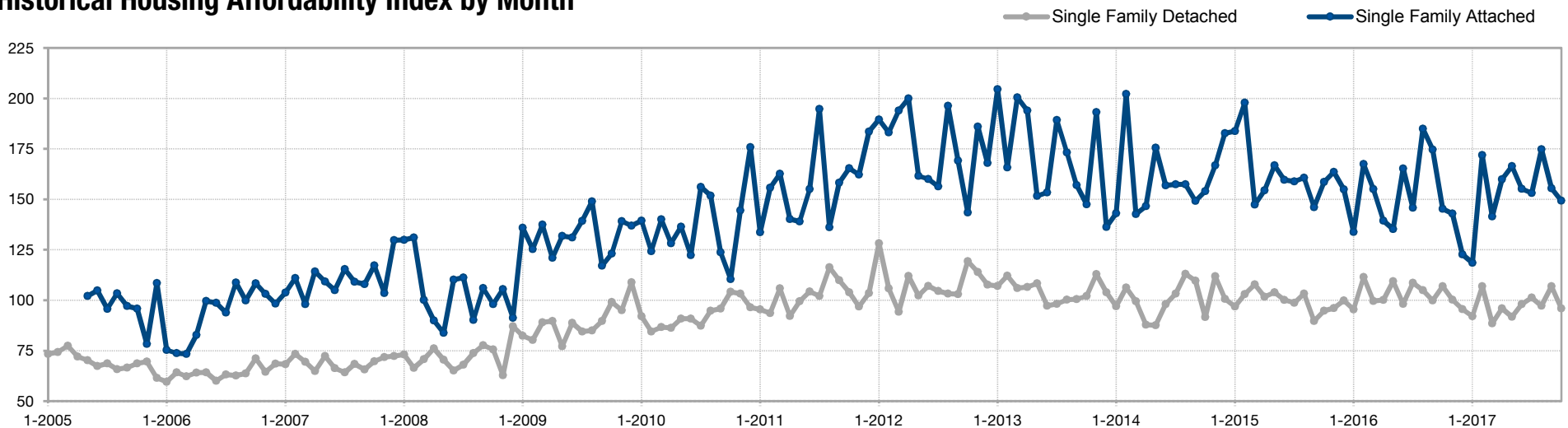
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	100	+4.2%	143	-12.8%
Dec-2016	96	-4.0%	123	-20.6%
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%
12-Month Avg*	98	-6.4%	103	-4.1%

* Affordability Index for all properties from November 2016 through October 2017. This is not the average of the individual figures above.

Historical Housing Affordability Index by Month

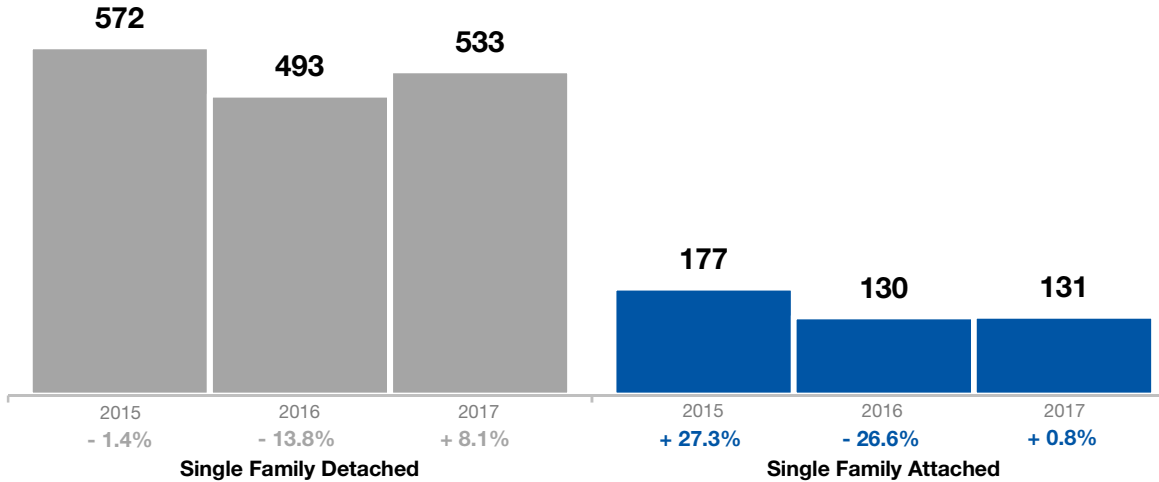


End of Month Inventory

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

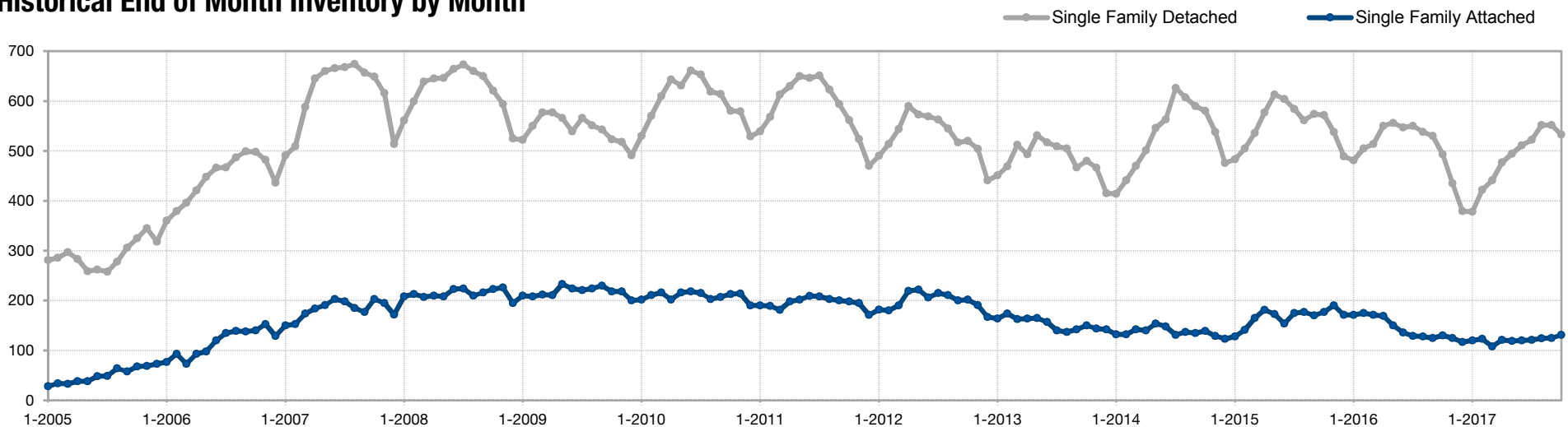


October



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	435	-19.1%	125	-34.2%
Dec-2016	379	-22.5%	117	-31.6%
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%
12-Month Avg	475	-9.5%	121	-21.2%

Historical End of Month Inventory by Month

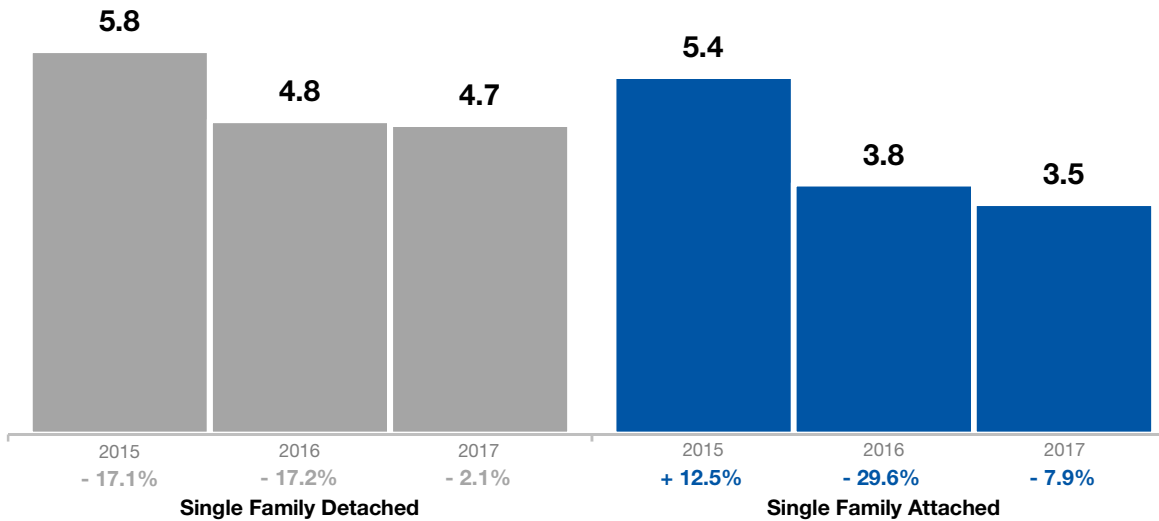


Months Supply of Inventory

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.



October



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2016	4.2	-23.6%	3.7	-38.3%
Dec-2016	3.6	-26.5%	3.4	-37.0%
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%
12-Month Avg*	4.4	-13.5%	3.4	-25.2%

* Months Supply for all properties from November 2016 through October 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				10-2016	10-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	10-2014	10-2015	10-2016	10-2017						
New Listings					150	165	+ 10.0%	1,937	2,070	+ 6.9%
Pending Sales					119	142	+ 19.3%	1,452	1,590	+ 9.5%
Closed Sales					129	145	+ 12.4%	1,435	1,455	+ 1.4%
Median List Price					\$309,208	\$325,000	+ 5.1%	\$331,070	\$330,000	- 0.3%
Median Sales Price					\$288,616	\$310,000	+ 7.4%	\$300,991	\$315,000	+ 4.7%
Avg. Sales Price					\$324,598	\$346,382	+ 6.7%	\$334,051	\$351,885	+ 5.3%
Median Price Per Sq Ft					\$130	\$133	+ 2.3%	\$130	\$125	- 3.8%
Average Price Per Sq Ft					\$136	\$138	+ 1.5%	\$139	\$142	+ 2.2%
\$ Volume of Closed Sales (in millions)					\$41.9	\$50.2	+ 19.8%	\$479.1	\$512.0	+ 6.9%
Median Pct of List Price to Sale Price					99.6%	97.9%	- 1.7%	98.6%	98.3%	- 0.3%
Avg Pct of List Price to Sale Price					98.4%	97.8%	- 0.6%	98.0%	97.9%	- 0.1%
Median Days on Market					33	56	+ 69.7%	50	40	- 20.0%
Affordability Index					123	108	- 12.2%	118	107	- 9.3%
End of Month Inventory					623	666	+ 6.9%	--	--	--
Months Supply					4.5	4.4	- 2.2%	--	--	--

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		
	10-2016	10-2017	+ / -	10-2016	10-2017	+ / -	10-2016	10-2017	+ / -	10-2016	10-2017	+ / -	10-2016	10-2017	+ / -
James City County	116	132	+13.8%	105	118	+12.4%	\$ 300,735	\$ 310,000	+3.1%	494	560	+13.4%	4.5	4.7	+4.4%
City of Williamsburg	18	17	-5.6%	14	12	-14.3%	\$243,375	\$281,500	+15.7%	70	62	-11.4%	5.4	5.2	-3.7%
York County	24	33	+37.5%	21	21	0.0%	\$265,000	\$342,500	+29.2%	110	109	-0.9%	4.8	4.1	-14.6%
New Kent County	4	18	+350.0%	3	10	+233.3%	\$215,000	\$293,450	+36.5%	44	59	+34.1%	5.7	8.3	+45.6%
Charles City County	2	0	-100.0%	1	1	0.0%	\$115,000	\$214,000	+86.1%	6	6	0.0%	3.4	5.3	+55.9%
Newport News	6	29	+383.3%	19	18	-5.3%	\$195,000	\$175,000	-10.3%	34	62	+82.4%	2.4	4.1	+70.8%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	0	1	--	0	1	--	\$0	\$60,000	--	9	5	-44.4%	5.8	3.3	-43.1%
Gloucester	7	13	+85.7%	8	15	+87.5%	\$282,184	\$195,000	-30.9%	60	55	-8.3%	8.2	6.6	-19.5%
Richmond	0	1	--	3	1	-66.7%	\$283,509	\$328,361	+15.8%	9	2	-77.8%	5.8	1.3	-77.6%
23185	69	79	+14.5%	51	60	+17.6%	\$279,477	\$313,950	+12.3%	292	298	+2.1%	4.9	4.7	-4.1%
23188	69	76	+10.1%	63	69	+9.5%	\$292,000	\$314,000	+7.5%	274	311	+13.5%	4.2	4.3	+2.4%
23168	12	10	-16.7%	15	16	+6.7%	\$299,900	\$277,450	-7.5%	57	57	0.0%	4.6	3.7	-19.6%
23168, 23185 & 23188	150	165	+10.0%	129	145	+12.4%	\$288,616	\$310,000	+7.4%	623	666	+6.9%	4.5	4.4	-2.2%