

# Monthly Indicators



## February 2020

As we progressed through February, the actual and expected impacts of COVID-19 continued to grow, with concerns of economic impact reaching the stock market in the last week of the month. As the stock market declined, so did mortgage rates, offering a bad news-good news situation. While short term declines in the stock market can sting, borrowers who lock in today's low rates will benefit significantly in the long term.

When comparing 2020 to 2019 statistics, New Listings increased 31.0 percent for single-family detached homes and 70.7 percent for single-family attached homes. Pending Sales increased 12.8 percent for single-family detached homes and 26.3 percent for single-family attached properties.

Median List Price was down 7.8 percent for single-family detached homes and 0.4 percent for single-family attached properties. Months Supply of Inventory remained flat for single-family detached homes but decreased 3.3 percent for single-family attached properties.

The recently released January ShowingTime Showing Index® saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

**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

**- 6.2%**

**+ 11.6%**

**- 4.8%**

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 composed of single family properties, townhomes, condominiums and mobile homes with land. Percent changes are calculated using rounded figures.

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

# Single Family Detached Market Overview

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



Key Metrics	Historical Sparkbars				2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	2-2017	2-2018	2-2019	2-2020						
New Listings					129	<b>169</b>	+ 31.0%	227	<b>321</b>	+ 41.4%
Pending Sales					86	<b>97</b>	+ 12.8%	158	<b>196</b>	+ 24.1%
Closed Sales					79	<b>78</b>	- 1.3%	136	<b>140</b>	+ 2.9%
Median List Price					\$449,900	<b>\$414,900</b>	- 7.8%	\$445,000	<b>\$407,450</b>	- 8.4%
Median Sales Price					\$374,900	<b>\$351,500</b>	- 6.2%	\$355,000	<b>\$365,000</b>	+ 2.8%
Avg. Sales Price					\$408,567	<b>\$370,584</b>	- 9.3%	\$375,898	<b>\$390,529</b>	+ 3.9%
Median Price Per Sq Ft					\$148	<b>\$150</b>	+ 1.4%	\$144	<b>\$150</b>	+ 3.6%
Average Price Per Sq Ft					\$153	<b>\$158</b>	+ 3.3%	\$149	<b>\$156</b>	+ 4.7%
\$ Volume of Closed Sales (in millions)					\$32.3	<b>\$28.9</b>	- 10.4%	\$51.1	<b>\$54.7</b>	+ 6.9%
Median Pct of List Price to Sale Price					98.3%	<b>99.7%</b>	+ 1.4%	97.7%	<b>98.9%</b>	+ 1.2%
Avg Pct of List Price to Sale Price					97.5%	<b>98.8%</b>	+ 1.3%	97.1%	<b>98.7%</b>	+ 1.6%
Median Days on Market					60	<b>54</b>	- 10.0%	60	<b>52</b>	- 13.3%
Affordability Index					87	<b>102</b>	+ 17.2%	92	<b>98</b>	+ 6.5%
End of Month Inventory					396	<b>440</b>	+ 11.1%	--	--	--
Months Supply					4.0	<b>4.0</b>	0.0%	--	--	--

# Single Family Attached Market Overview

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



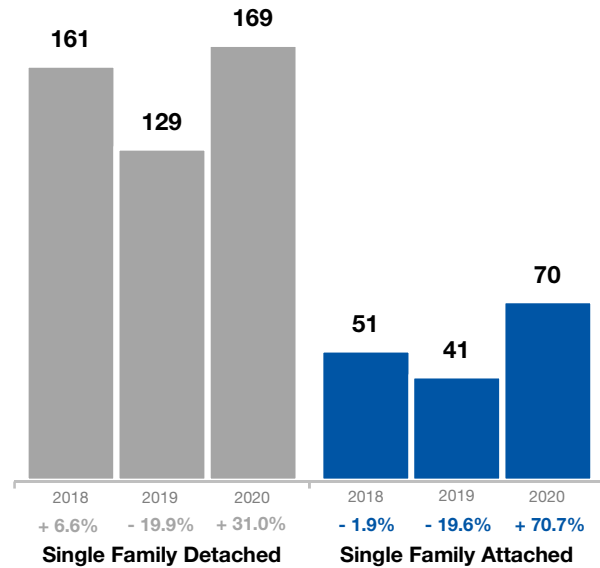
Key Metrics	Historical Sparkbars				2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	2-2017	2-2018	2-2019	2-2020						
New Listings					41	<b>70</b>	+ 70.7%	110	<b>126</b>	+ 14.5%
Pending Sales					38	<b>48</b>	+ 26.3%	85	<b>94</b>	+ 10.6%
Closed Sales					31	<b>33</b>	+ 6.5%	59	<b>67</b>	+ 13.6%
Median List Price					\$239,900	<b>\$238,950</b>	- 0.4%	\$239,900	<b>\$246,560</b>	+ 2.8%
Median Sales Price					\$215,000	<b>\$239,900</b>	+ 11.6%	\$223,500	<b>\$239,925</b>	+ 7.3%
Avg. Sales Price					\$229,136	<b>\$249,310</b>	+ 8.8%	\$233,633	<b>\$253,877</b>	+ 8.7%
Median Price Per Sq Ft					\$130	<b>\$146</b>	+ 13.0%	\$133	<b>\$144</b>	+ 8.2%
Average Price Per Sq Ft					\$134	<b>\$153</b>	+ 14.2%	\$138	<b>\$150</b>	+ 8.7%
\$ Volume of Closed Sales (in millions)					\$7.1	<b>\$8.2</b>	+ 15.8%	\$13.8	<b>\$17.0</b>	+ 23.4%
Median Pct of List Price to Sale Price					100.0%	<b>100.0%</b>	0.0%	98.6%	<b>99.2%</b>	+ 0.6%
Avg Pct of List Price to Sale Price					98.5%	<b>99.5%</b>	+ 1.0%	97.9%	<b>98.7%</b>	+ 0.8%
Median Days on Market					37	<b>32</b>	- 13.5%	52	<b>32</b>	- 38.5%
Affordability Index					152	<b>149</b>	- 2.0%	146	<b>149</b>	+ 2.1%
End of Month Inventory					133	<b>139</b>	+ 4.5%	--	--	--
Months Supply					3.0	<b>2.9</b>	- 3.3%	--	--	--

# New Listings

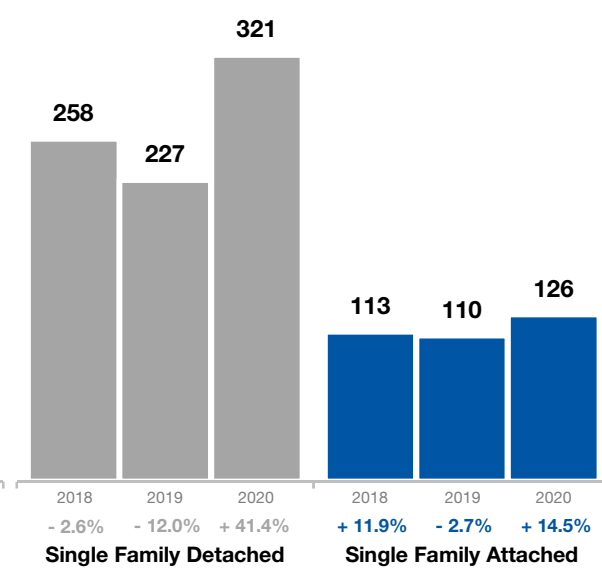
A count of the properties that have been newly listed on the market in a given month.



## February

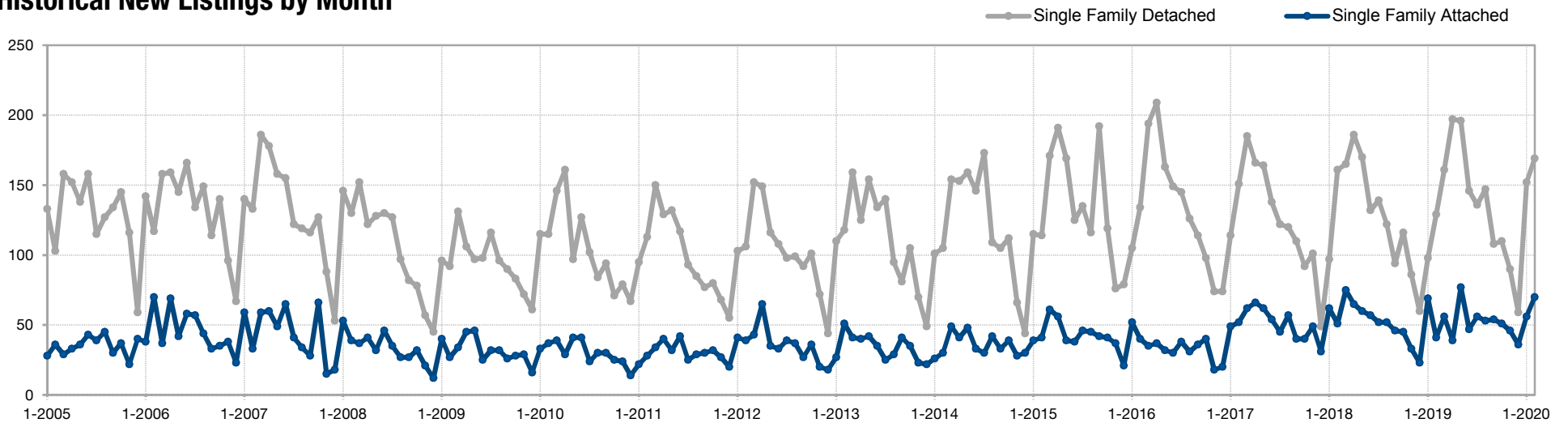


## Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	161	-2.4%	56	-25.3%
Apr-2019	197	+5.9%	39	-40.0%
May-2019	196	+15.3%	77	+28.3%
Jun-2019	146	+10.6%	47	-17.5%
Jul-2019	136	-2.2%	56	+7.7%
Aug-2019	147	+20.5%	53	+1.9%
Sep-2019	108	+14.9%	54	+17.4%
Oct-2019	110	-5.2%	51	+13.3%
Nov-2019	90	+4.7%	46	+39.4%
Dec-2019	59	-1.7%	36	+56.5%
Jan-2020	152	+55.1%	56	-18.8%
<b>Feb-2020</b>	<b>169</b>	<b>+31.0%</b>	<b>70</b>	<b>+70.7%</b>
12-Month Avg	139	+11.6%	53	+3.7%

## Historical New Listings by Month

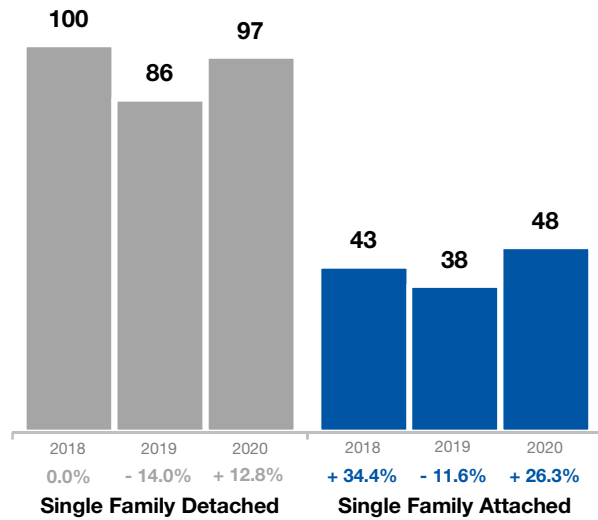


# Pending Sales

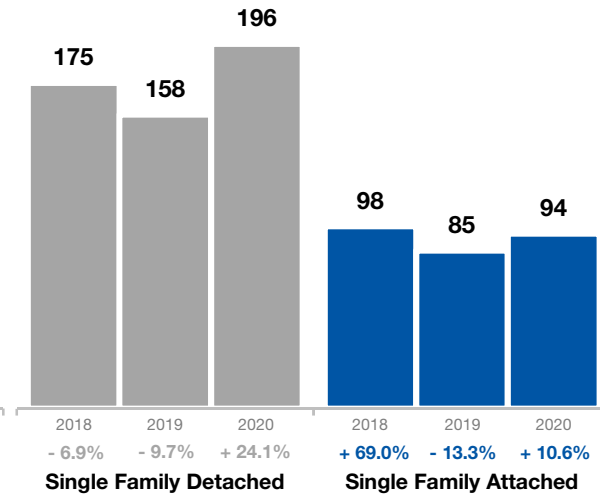
A count of the properties on which offers have been accepted in a given month.



## February

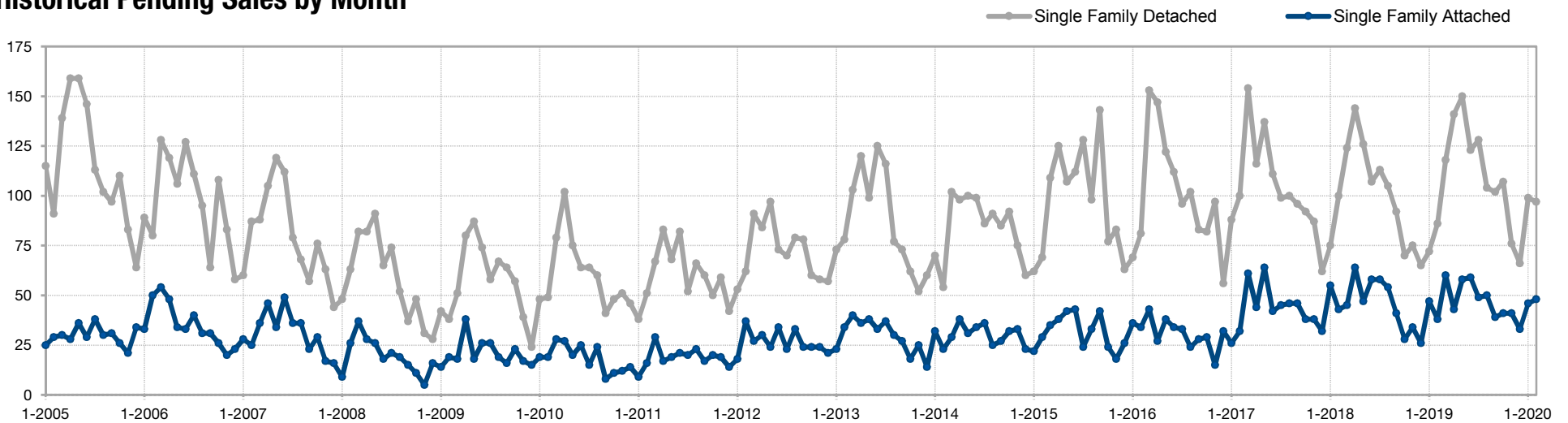


## Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	118	-4.8%	60	+33.3%
Apr-2019	141	-2.1%	43	-32.8%
May-2019	150	+19.0%	58	+23.4%
Jun-2019	123	+15.0%	59	+1.7%
Jul-2019	128	+13.3%	49	-15.5%
Aug-2019	104	-1.0%	50	-7.4%
Sep-2019	102	+10.9%	39	-4.9%
Oct-2019	107	+52.9%	41	+46.4%
Nov-2019	76	+1.3%	41	+20.6%
Dec-2019	66	+1.5%	33	+26.9%
Jan-2020	99	+37.5%	46	-2.1%
<b>Feb-2020</b>	<b>97</b>	<b>+12.8%</b>	<b>48</b>	<b>+26.3%</b>
12-Month Avg	109	+11.2%	47	+5.0%

## Historical Pending Sales by Month

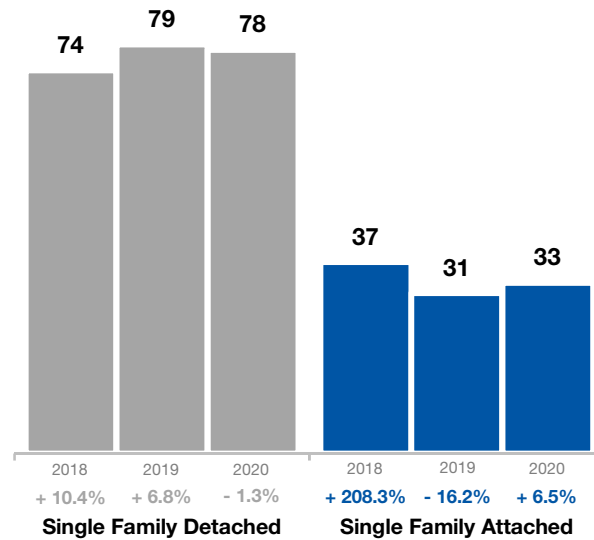


# Closed Sales

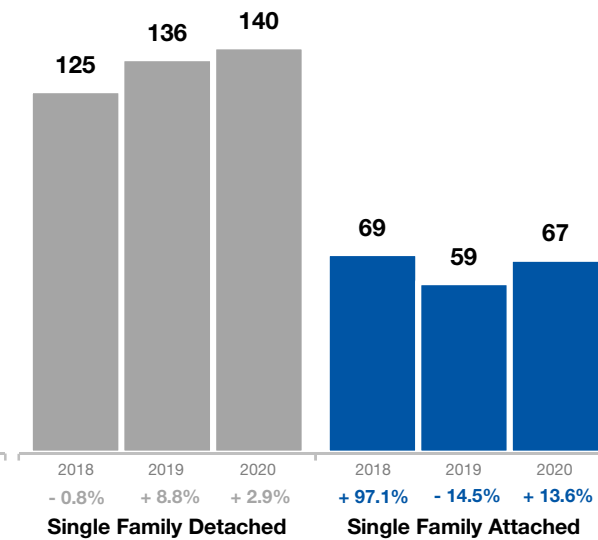
A count of the actual sales that closed in a given month.



## February

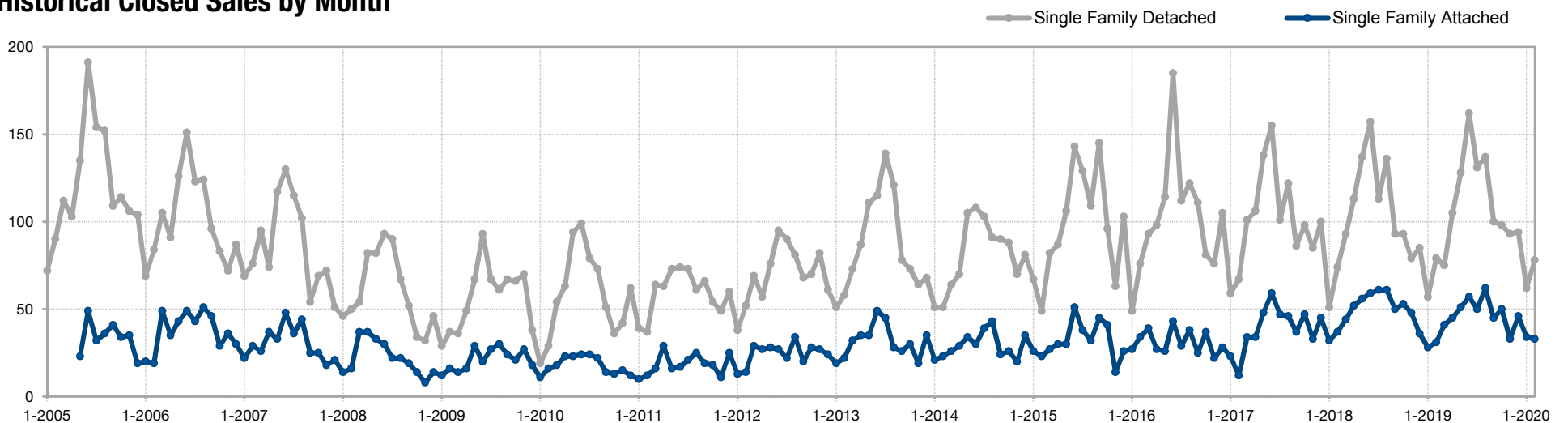


## Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	75	-19.4%	41	-6.8%
Apr-2019	105	-7.1%	45	-13.5%
May-2019	128	-6.6%	51	-8.9%
Jun-2019	162	+3.2%	57	-3.4%
Jul-2019	131	+15.9%	50	-18.0%
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%
<b>Feb-2020</b>	<b>78</b>	<b>-1.3%</b>	<b>33</b>	<b>+6.5%</b>
12-Month Avg	105	+2.3%	46	-5.5%

## Historical Closed Sales by Month

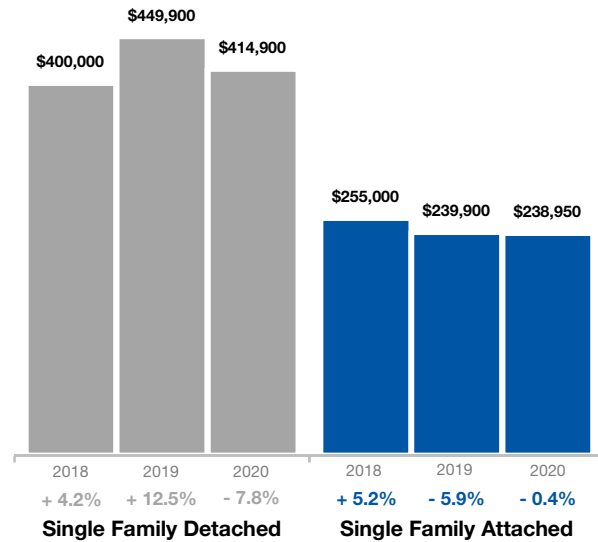


# Median List Price

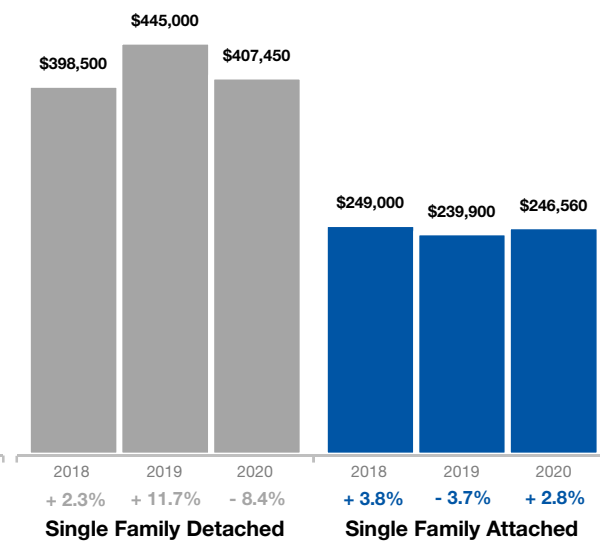
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



## February



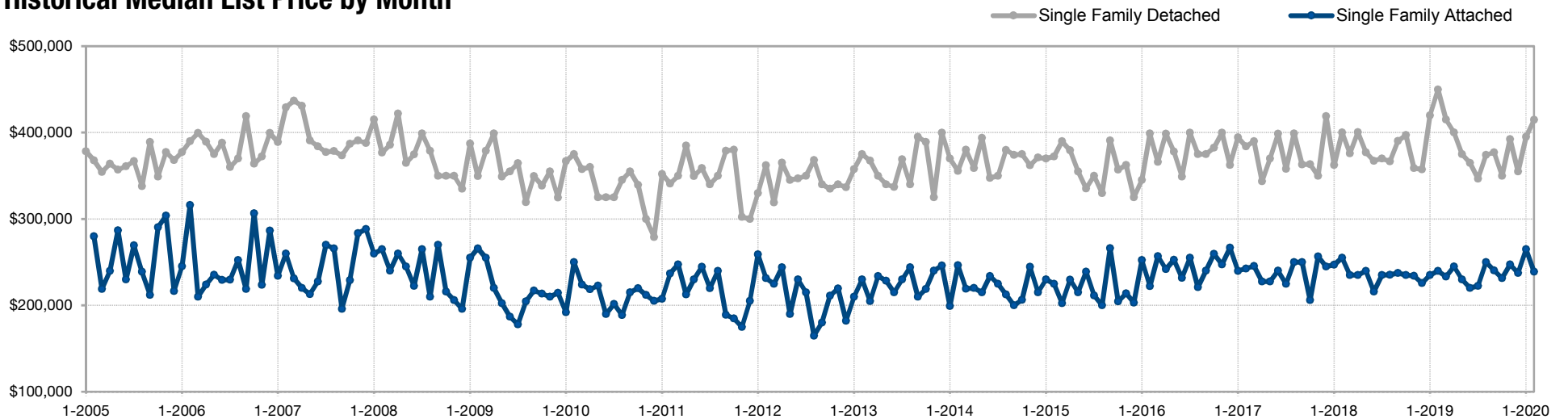
## Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	\$415,000	+10.4%	\$233,228	-0.8%
Apr-2019	\$400,000	-0.1%	\$245,000	+4.3%
May-2019	\$374,950	-0.5%	\$230,000	-4.1%
Jun-2019	\$364,950	-0.6%	\$220,000	+1.9%
Jul-2019	\$346,500	-6.4%	\$222,450	-5.3%
Aug-2019	\$374,000	+2.0%	\$250,000	+6.2%
Sep-2019	\$377,000	-3.4%	\$240,280	+1.2%
Oct-2019	\$350,000	-11.8%	\$231,510	-1.5%
Nov-2019	\$392,500	+9.3%	\$247,438	+5.7%
Dec-2019	\$354,900	-0.7%	\$237,445	+5.1%
Jan-2020	\$395,000	-5.9%	\$264,975	+12.8%
<b>Feb-2020</b>	<b>\$414,900</b>	<b>-7.8%</b>	<b>\$238,950</b>	<b>-0.4%</b>
12-Month Avg*	\$381,500	-1.9%	\$239,000	+1.7%

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

## Historical Median List Price by Month

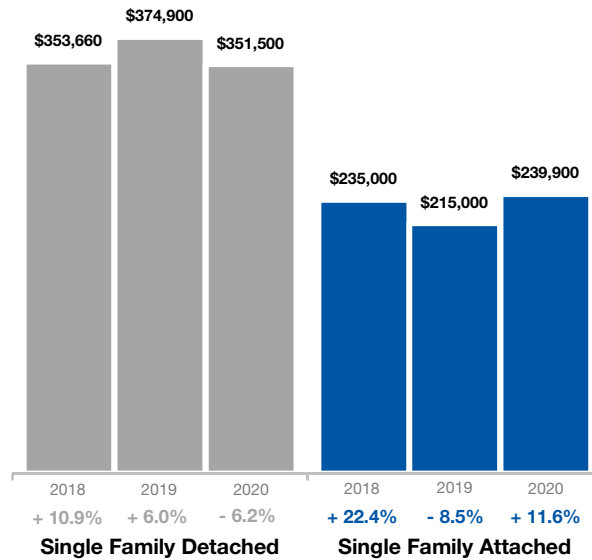


# Median Sales Price

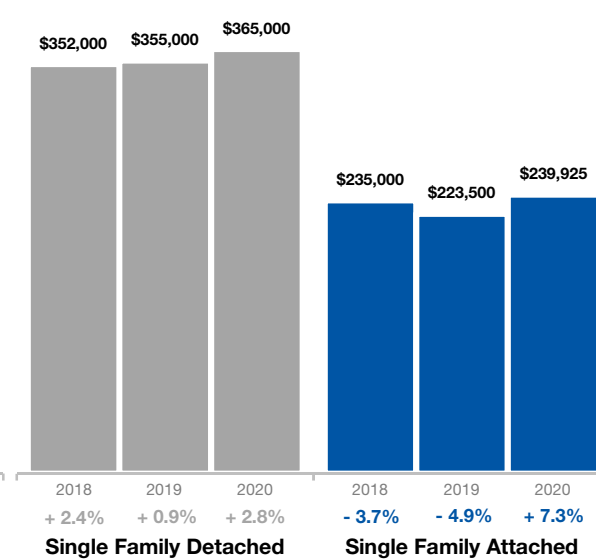
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



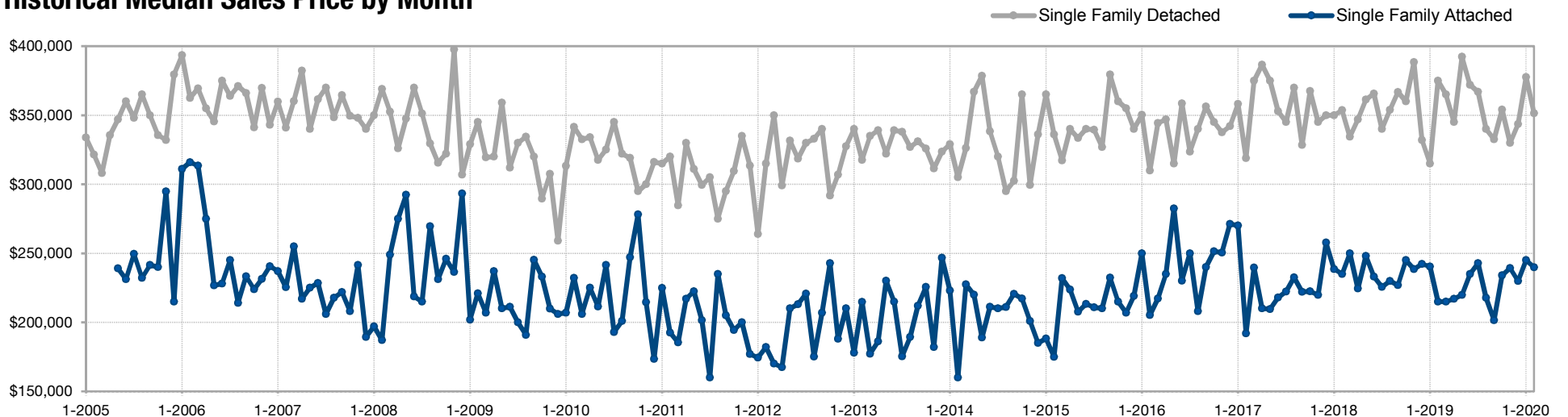
## Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	\$365,000	+9.2%	\$215,000	-14.0%
Apr-2019	\$345,000	-0.6%	\$217,000	-3.3%
May-2019	\$392,450	+8.6%	\$219,900	-11.3%
Jun-2019	\$372,000	+1.8%	\$235,000	+0.9%
Jul-2019	\$367,000	+7.9%	\$242,730	+7.6%
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%
<b>Feb-2020</b>	<b>\$351,500</b>	<b>-6.2%</b>	<b>\$239,900</b>	<b>+11.6%</b>
12-Month Avg*	\$357,000	+0.6%	\$229,000	-2.5%

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

## Historical Median Sales Price by Month



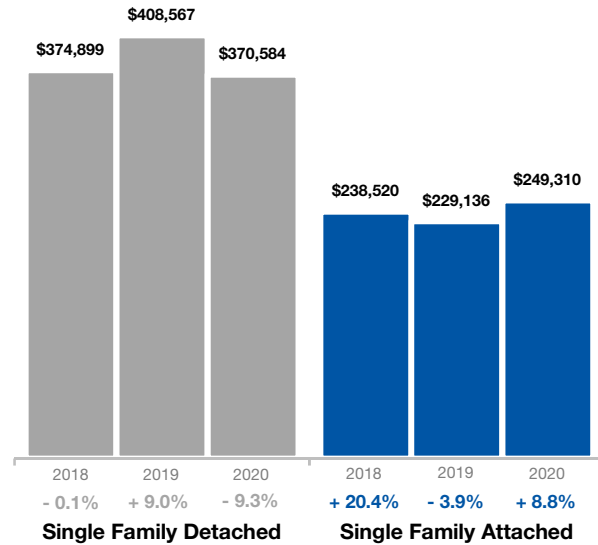


# Average Sales Price

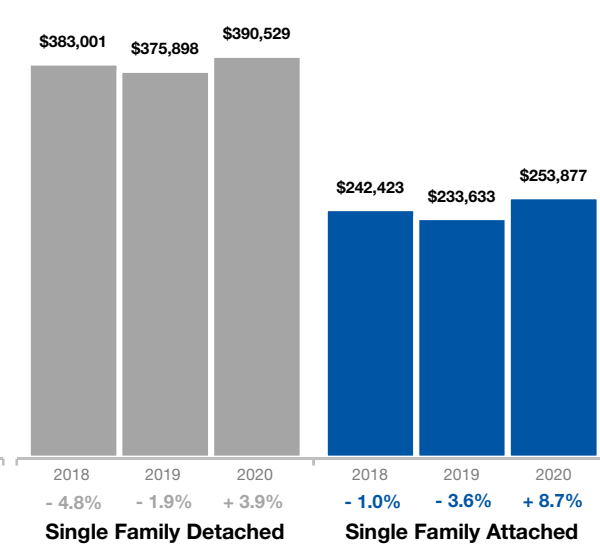
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



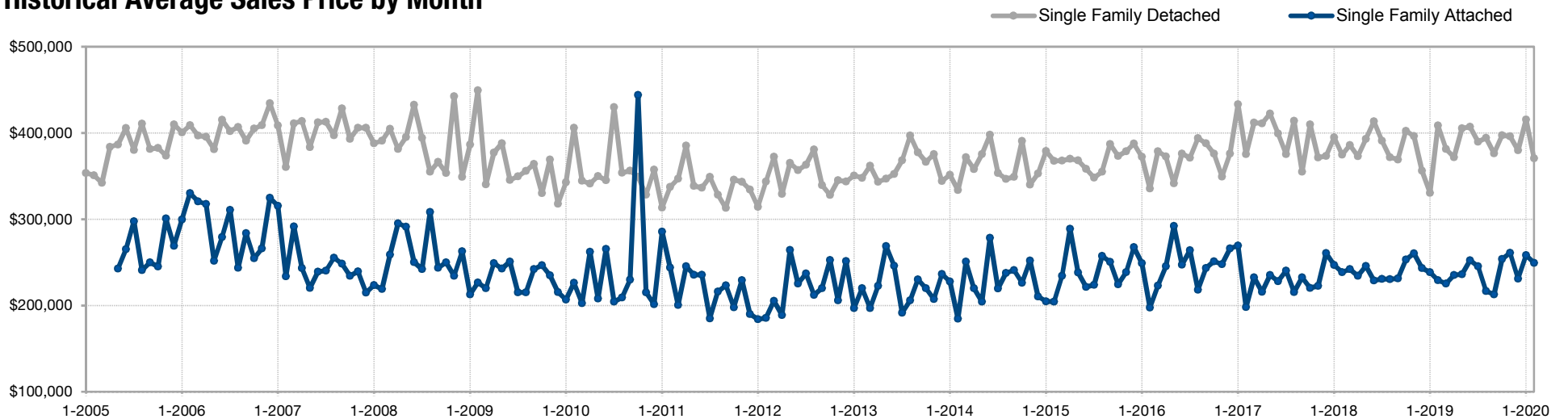
## Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	\$381,447	-1.2%	\$225,301	-6.9%
Apr-2019	\$371,924	-0.3%	\$235,213	+0.3%
May-2019	\$405,338	+3.1%	\$236,197	-3.9%
Jun-2019	\$407,168	-1.5%	\$252,196	+10.2%
Jul-2019	\$389,944	-0.3%	\$245,396	+6.4%
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%
<b>Feb-2020</b>	<b>\$370,584</b>	<b>-9.3%</b>	<b>\$249,310</b>	<b>+8.8%</b>
12-Month Avg*	\$391,459	+1.5%	\$238,506	-0.1%

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

## Historical Average Sales Price by Month

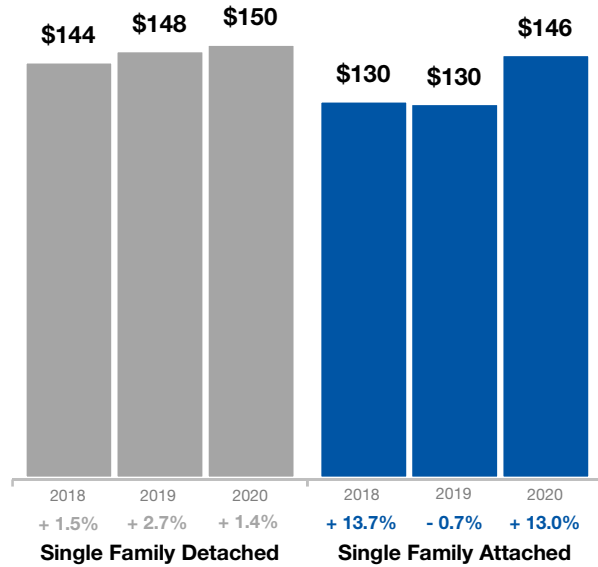


# Median Price Per Square Foot

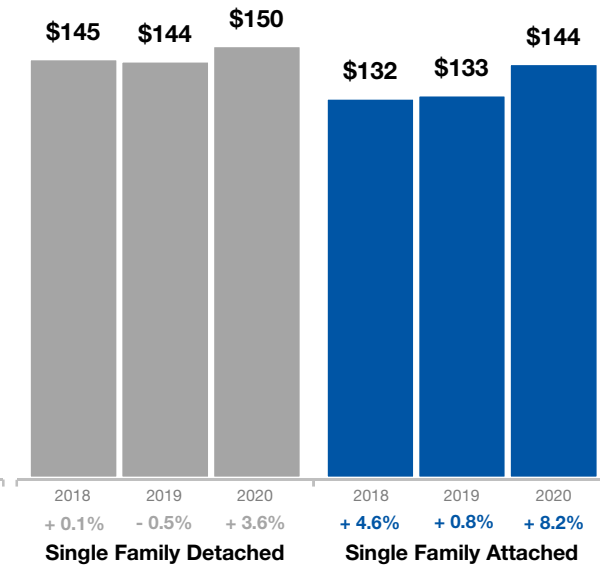
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



## February



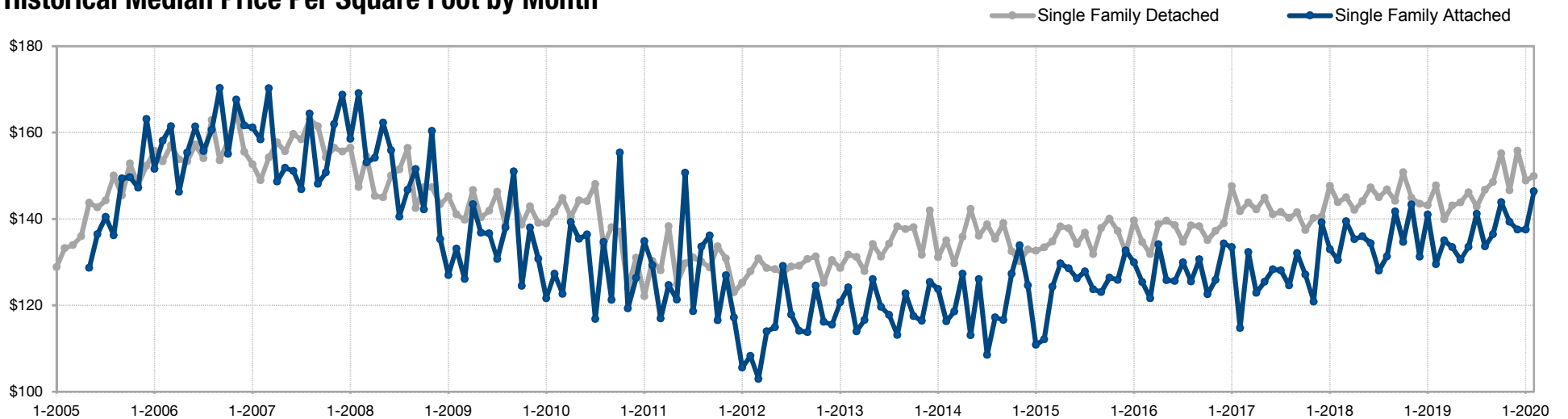
## Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	\$140	-3.5%	\$135	-3.2%
Apr-2019	\$143	+0.7%	\$133	-1.4%
May-2019	\$144	-0.2%	\$131	-4.0%
Jun-2019	\$146	-0.8%	\$134	-0.6%
Jul-2019	\$143	-1.5%	\$141	+10.3%
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%
<b>Feb-2020</b>	<b>\$150</b>	<b>+1.4%</b>	<b>\$146</b>	<b>+13.0%</b>
12-Month Avg*	\$146	+0.8%	\$136	+1.5%

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

## Historical Median Price Per Square Foot by Month

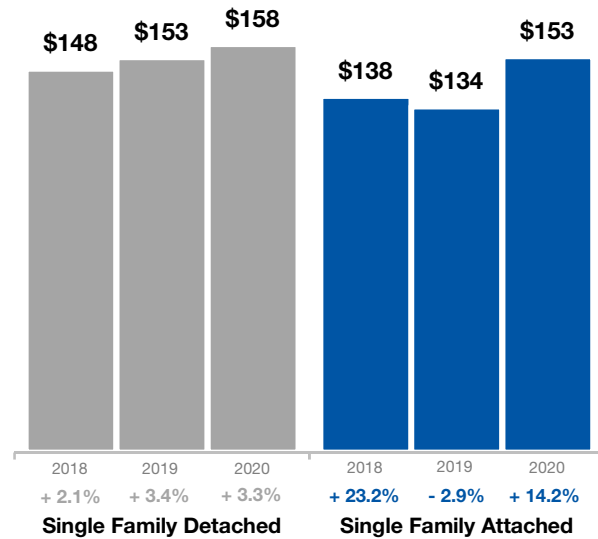


# Average Price Per Square Foot

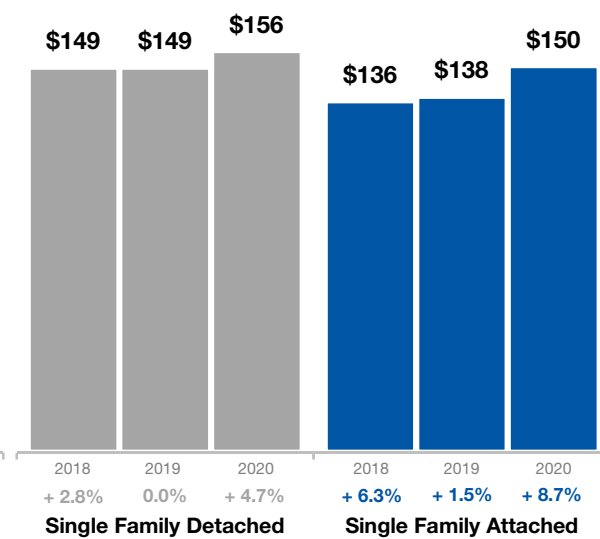
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



## February



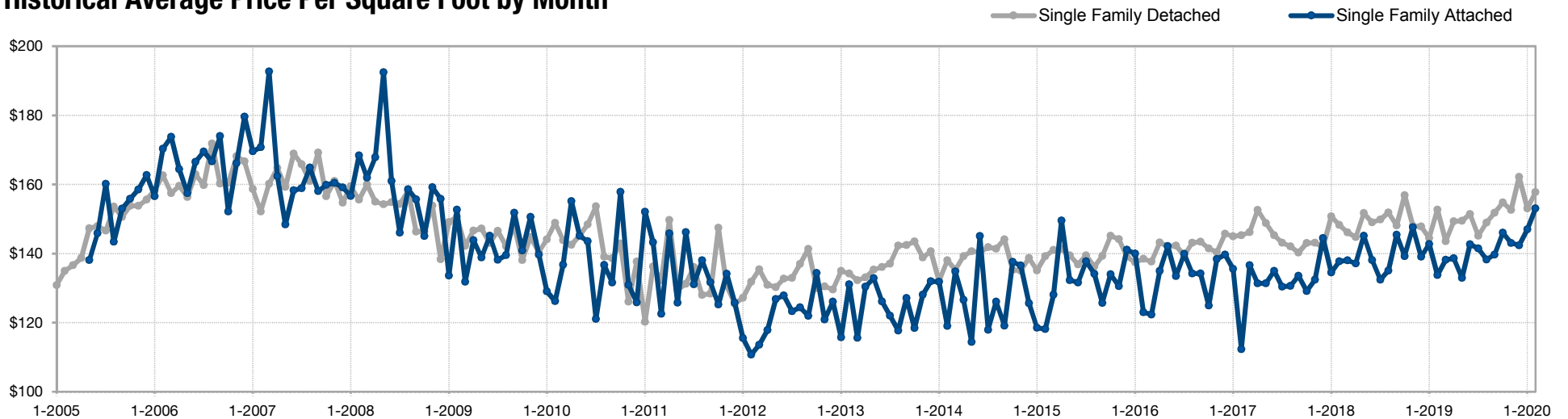
## Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	\$144	-1.4%	\$138	0.0%
Apr-2019	\$149	+2.8%	\$139	+1.5%
May-2019	\$149	-2.0%	\$133	-8.3%
Jun-2019	\$151	+1.3%	\$143	+3.6%
Jul-2019	\$145	-3.3%	\$141	+6.8%
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%
<b>Feb-2020</b>	<b>\$158</b>	<b>+3.3%</b>	<b>\$153</b>	<b>+14.2%</b>
12-Month Avg*	\$151	+1.2%	\$141	+1.5%

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

## Historical Average Price Per Square Foot by Month

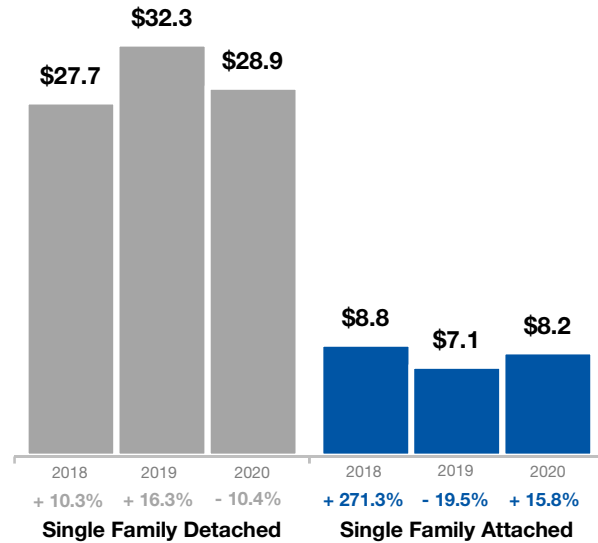


# Dollar Volume of Closed Sales (in millions)

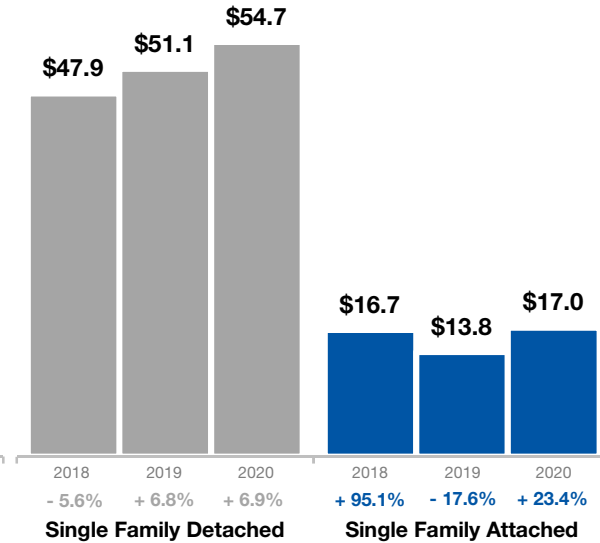
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



## February



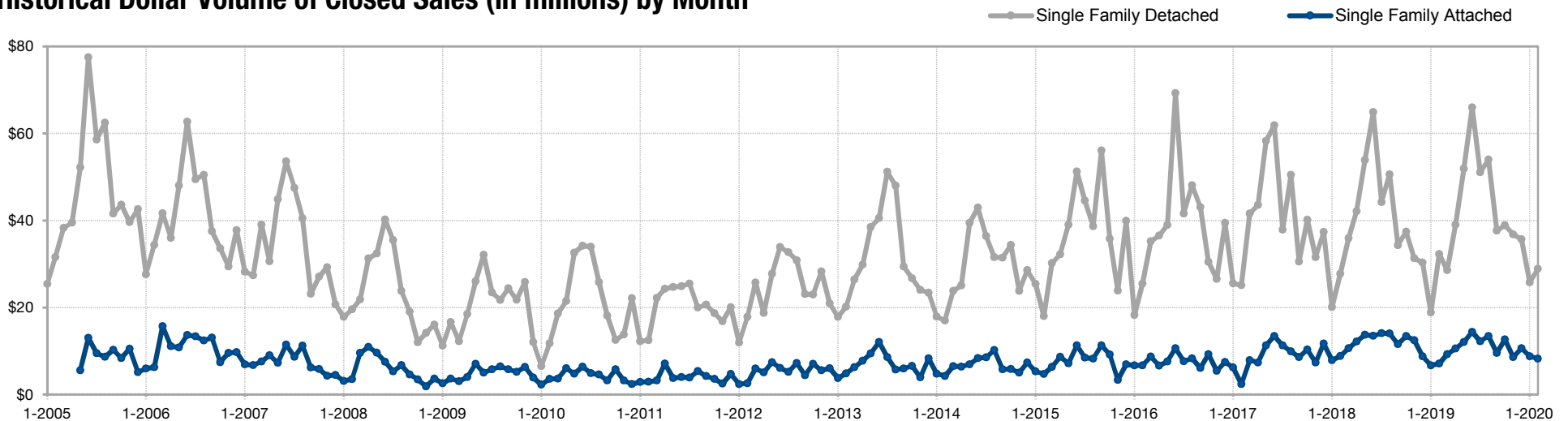
## Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	\$28.6	-20.3%	\$9.2	-13.3%
Apr-2019	\$39.1	-7.4%	\$10.6	-13.2%
May-2019	\$51.9	-3.7%	\$12.0	-12.4%
Jun-2019	\$66.0	+1.6%	\$14.4	+6.4%
Jul-2019	\$51.1	+15.6%	\$12.3	-12.8%
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%
<b>Feb-2020</b>	<b>\$28.9</b>	<b>-10.4%</b>	<b>\$8.2</b>	<b>+15.8%</b>
12-Month Avg*	\$41.2	+3.8%	\$10.9	-5.6%

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

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

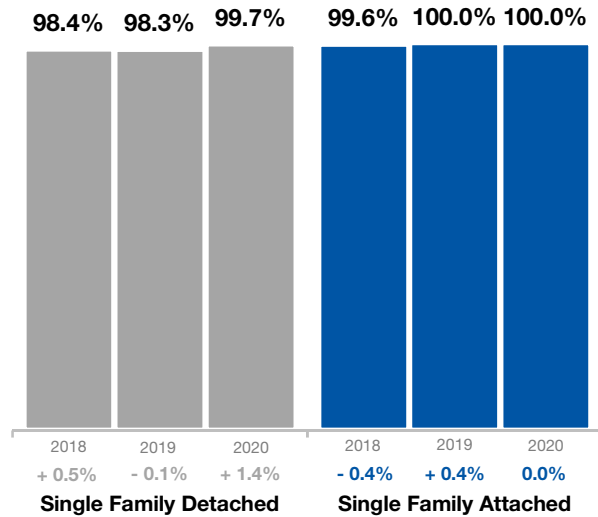


# Median Percent of List Price to Sale Price

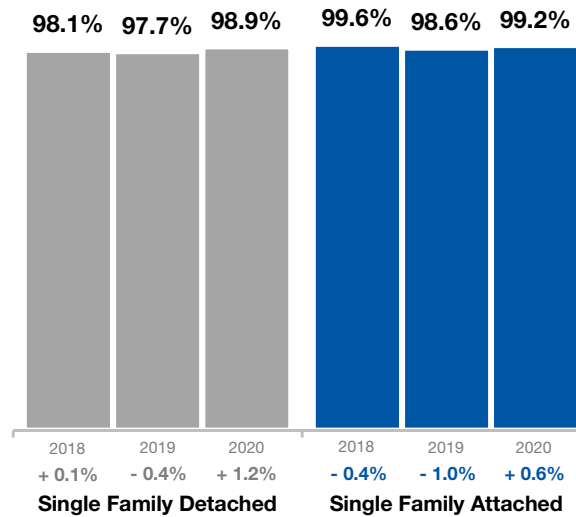


Percentage found when dividing a property's sales price by its most recent list price, then taking the median for all properties sold in a given month, not accounting for seller concessions.

## February



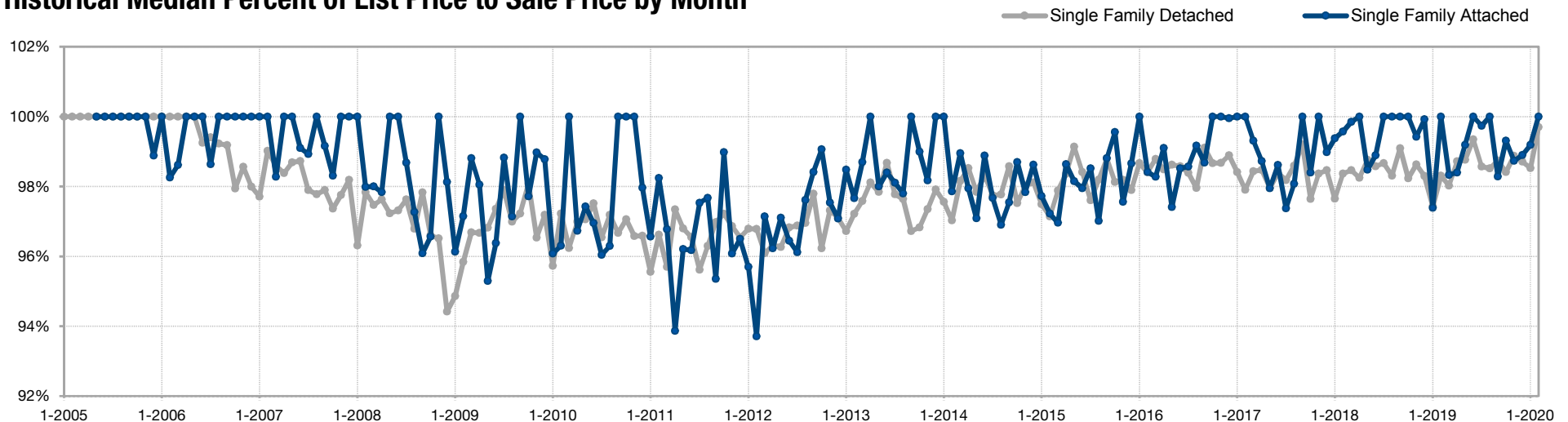
## Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	98.0%	-0.5%	98.3%	-1.5%
Apr-2019	98.7%	+0.5%	98.4%	-1.6%
May-2019	98.8%	0.0%	99.2%	+0.7%
Jun-2019	99.3%	+0.7%	100.0%	+1.1%
Jul-2019	98.6%	-0.1%	99.7%	-0.3%
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%
<b>Feb-2020</b>	<b>99.7%</b>	<b>+1.4%</b>	<b>100.0%</b>	<b>0.0%</b>
12-Month Avg*	98.8%	+0.3%	99.1%	-0.6%

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

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

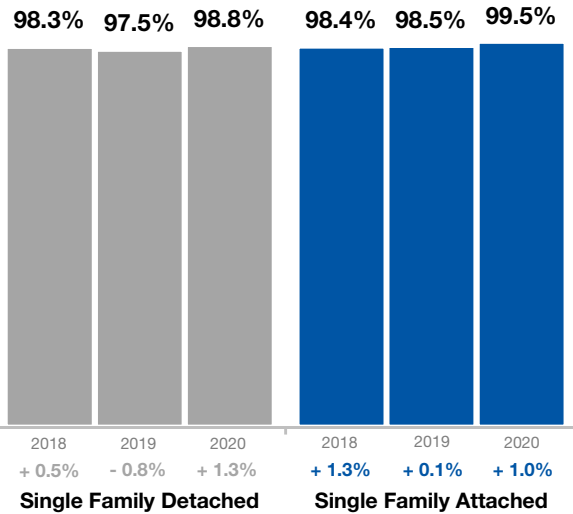


# Average Percent of List Price to Sale Price

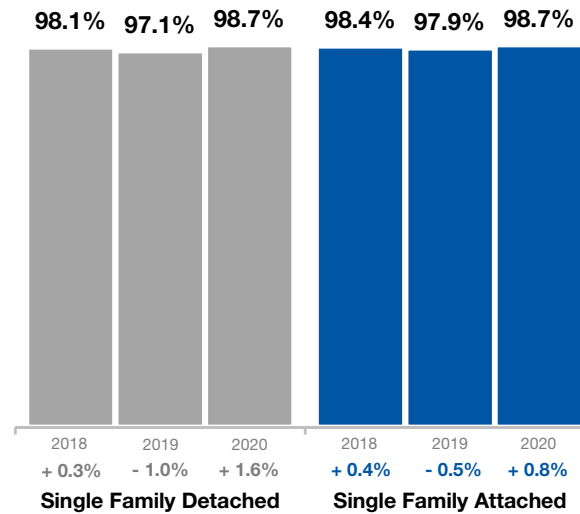
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February



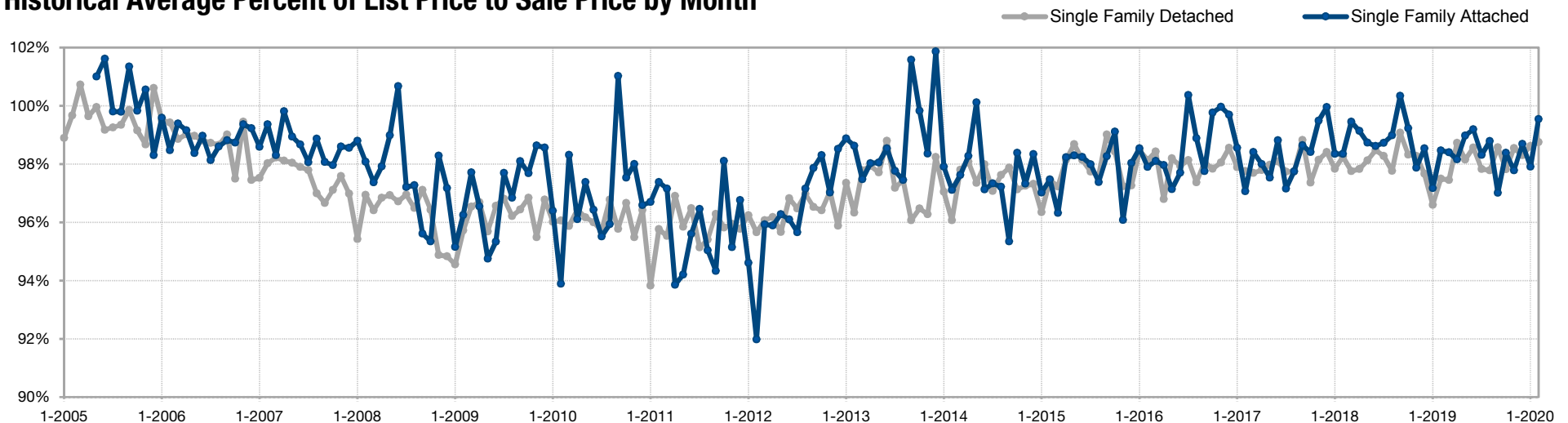
## Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	97.5%	-0.3%	98.4%	-1.1%
Apr-2019	98.7%	+0.9%	98.2%	-0.9%
May-2019	98.1%	0.0%	99.0%	+0.3%
Jun-2019	98.6%	+0.1%	99.2%	+0.6%
Jul-2019	97.8%	-0.5%	98.3%	-0.4%
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%
<b>Feb-2020</b>	<b>98.8%</b>	<b>+1.3%</b>	<b>99.5%</b>	<b>+1.0%</b>
12-Month Avg*	98.2%	+0.2%	98.5%	-0.4%

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

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

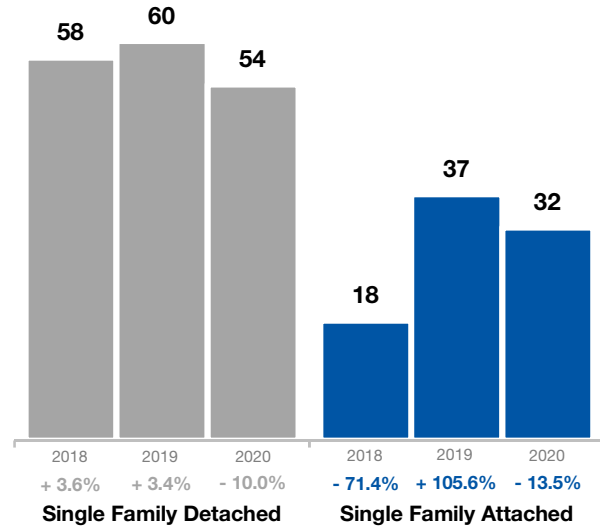


# Median Days on Market Until Sale

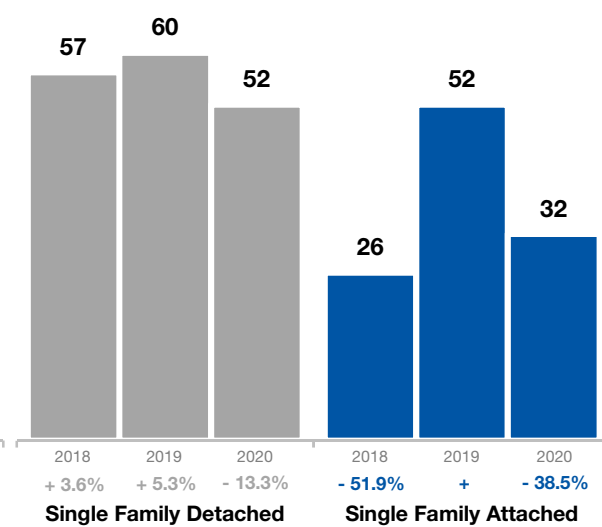
Median number of days between when a property is listed and when an offer is accepted in a given month.



## February



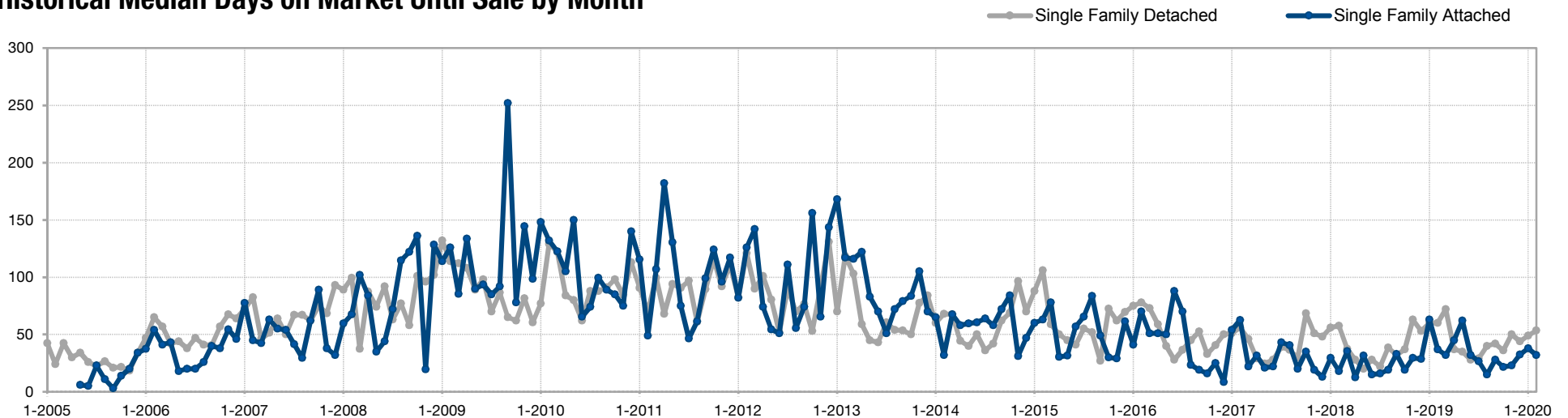
## Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	72	+89.5%	32	-11.1%
Apr-2019	37	+32.1%	45	+246.2%
May-2019	35	+75.0%	62	+93.8%
Jun-2019	28	0.0%	32	+113.3%
Jul-2019	29	+31.8%	27	+68.8%
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%
<b>Feb-2020</b>	<b>54</b>	<b>-10.0%</b>	<b>32</b>	<b>-13.5%</b>
12-Month Avg*	40	+12.7%	30	+20.0%

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

## Historical Median Days on Market Until Sale by Month

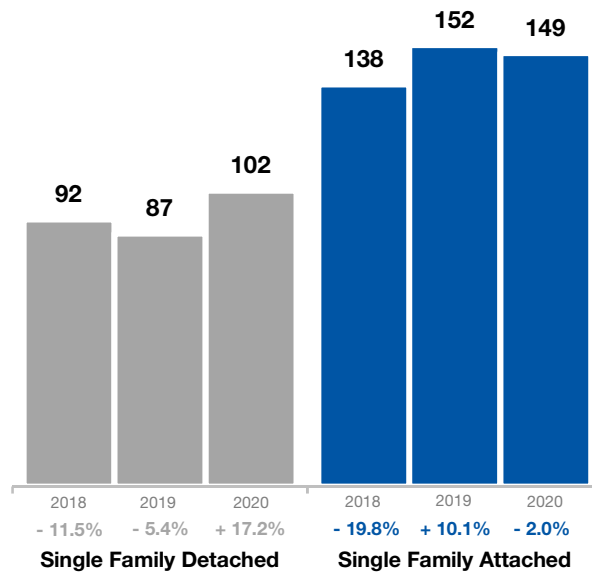


# Housing Affordability Index

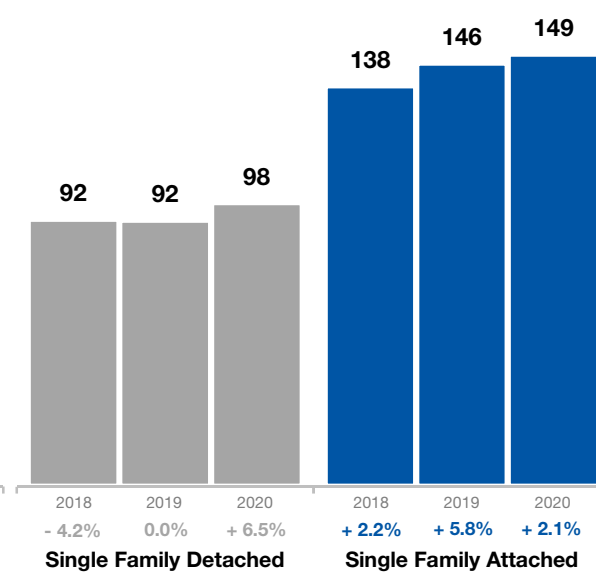


Measures housing affordability for James City, New Kent and York Counties. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for a median-priced home under prevailing interest rates. A higher number means greater affordability.

## February



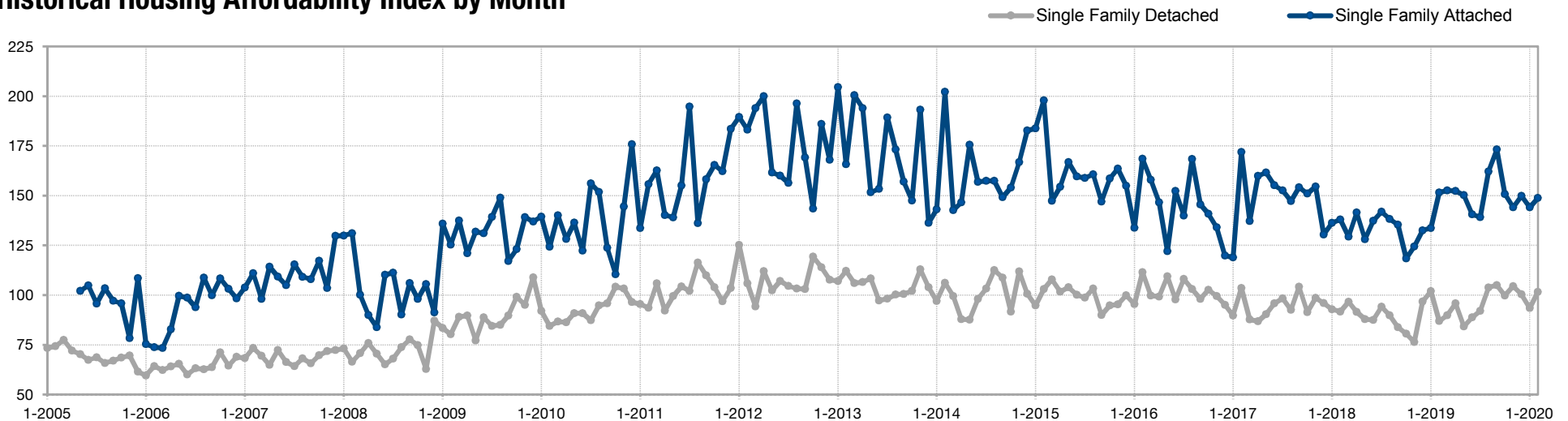
## Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	90	-7.2%	153	+18.6%
Apr-2019	96	+4.3%	152	+7.8%
May-2019	84	-4.5%	150	+17.2%
Jun-2019	89	+2.3%	141	+2.9%
Jul-2019	92	-2.1%	139	-2.1%
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%
<b>Feb-2020</b>	<b>102</b>	<b>+17.2%</b>	<b>149</b>	<b>-2.0%</b>
12-Month Avg*	97	+14.0%	89	+10.9%

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

## Historical Housing Affordability Index by Month



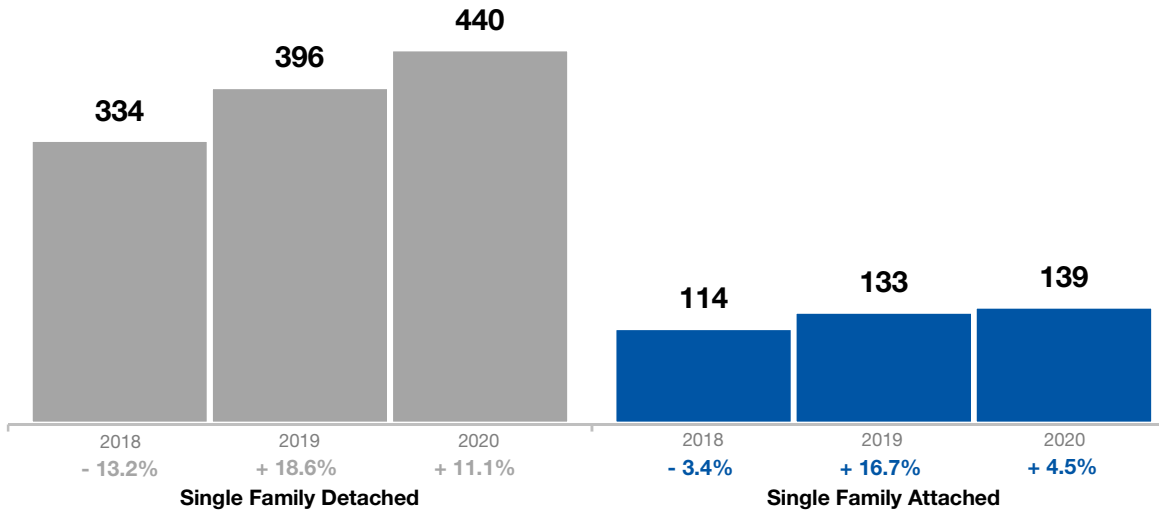


# End of Month Inventory

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

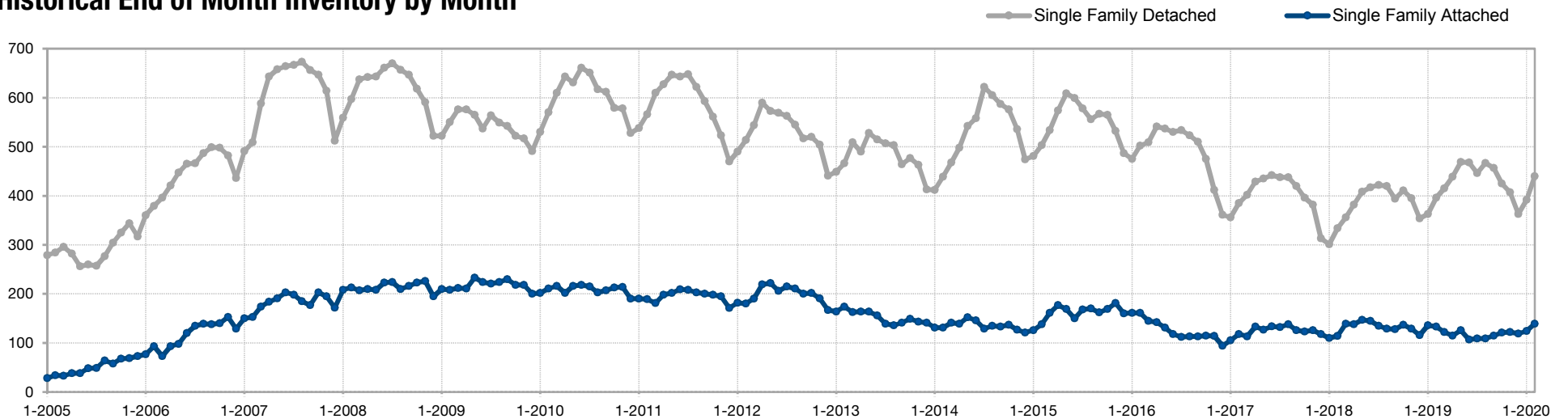


## February



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	415	+16.6%	122	-12.2%
Apr-2019	439	+14.9%	115	-16.7%
May-2019	469	+15.0%	126	-14.3%
Jun-2019	468	+12.2%	107	-26.2%
Jul-2019	446	+5.7%	109	-19.3%
Aug-2019	467	+11.2%	109	-15.5%
Sep-2019	457	+16.0%	115	-10.2%
Oct-2019	425	+3.4%	121	-11.7%
Nov-2019	407	+3.0%	122	-5.4%
Dec-2019	363	+2.5%	119	+2.6%
Jan-2020	392	+8.0%	124	-8.8%
<b>Feb-2020</b>	<b>440</b>	<b>+11.1%</b>	<b>139</b>	<b>+4.5%</b>
12-Month Avg	432	+10.0%	119	-11.4%

## Historical End of Month Inventory by Month

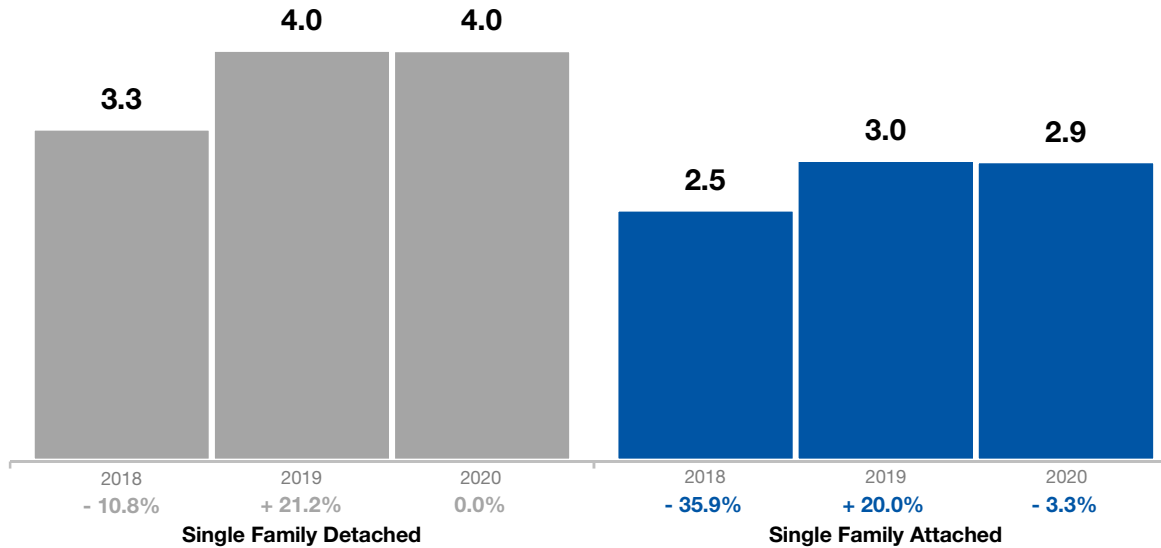


# Months Supply of Inventory

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.



## February



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2019	4.2	+16.7%	2.6	-16.1%
Apr-2019	4.5	+21.6%	2.6	-13.3%
May-2019	4.7	+17.5%	2.8	-15.2%
Jun-2019	4.6	+12.2%	2.4	-22.6%
Jul-2019	4.4	+7.3%	2.4	-14.3%
Aug-2019	4.6	+12.2%	2.5	-7.4%
Sep-2019	4.4	+12.8%	2.6	-3.7%
Oct-2019	4.0	-2.4%	2.7	-6.9%
Nov-2019	3.8	-5.0%	2.7	-3.6%
Dec-2019	3.4	-5.6%	2.6	+4.0%
Jan-2020	3.6	-2.7%	2.7	-10.0%
<b>Feb-2020</b>	<b>4.0</b>	<b>0.0%</b>	<b>2.9</b>	<b>-3.3%</b>
12-Month Avg*	4.2	+7.7%	2.6	-10.0%

\* Months Supply for all properties from March 2019 through February 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				2-2019	2-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	2-2017	2-2018	2-2019	2-2020						
New Listings					170	<b>239</b>	+ 40.6%	337	<b>447</b>	+ 32.6%
Pending Sales					124	<b>145</b>	+ 16.9%	243	<b>290</b>	+ 19.3%
Closed Sales					110	<b>111</b>	+ 0.9%	195	<b>207</b>	+ 6.2%
Median List Price					\$389,500	<b>\$355,000</b>	- 8.9%	\$359,000	<b>\$352,200</b>	- 1.9%
Median Sales Price					\$323,900	<b>\$308,350</b>	- 4.8%	\$297,500	<b>\$313,450</b>	+ 5.4%
Avg. Sales Price					\$358,001	<b>\$334,530</b>	- 6.6%	\$332,854	<b>\$346,298</b>	+ 4.0%
Median Price Per Sq Ft					\$143	<b>\$150</b>	+ 4.9%	\$138	<b>\$139</b>	+ 0.7%
Average Price Per Sq Ft					\$147	<b>\$156</b>	+ 6.1%	\$146	<b>\$154</b>	+ 5.5%
\$ Volume of Closed Sales (in millions)					\$39.4	<b>\$37.1</b>	- 5.8%	\$64.9	<b>\$71.7</b>	+ 10.5%
Median Pct of List Price to Sale Price					98.6%	<b>99.8%</b>	+ 1.2%	97.8%	<b>99.1%</b>	+ 1.3%
Avg Pct of List Price to Sale Price					97.8%	<b>99.0%</b>	+ 1.2%	97.3%	<b>98.7%</b>	+ 1.4%
Median Days on Market					57	<b>44</b>	- 22.8%	58	<b>44</b>	- 24.1%
Affordability Index					101	<b>116</b>	+ 14.9%	110	<b>114</b>	+ 3.6%
End of Month Inventory					529	<b>579</b>	+ 9.5%	--	--	--
Months Supply					3.7	<b>3.7</b>	0.0%	--	--	--

# 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		
	2-2019	2-2020	+ / -	2-2019	2-2020	+ / -	2-2019	2-2020	+ / -	2-2019	2-2020	+ / -	2-2019	2-2020	+ / -
<b>James City County</b>	155	204	<b>+31.6%</b>	89	86	<b>-3.4%</b>	\$ 351,351	\$ 310,000	<b>-11.8%</b>	429	468	<b>+9.1%</b>	3.8	3.8	<b>0.0%</b>
<b>City of Williamsburg</b>	13	21	<b>+61.5%</b>	7	12	<b>+71.4%</b>	\$162,000	\$260,500	<b>+60.8%</b>	57	57	<b>0.0%</b>	4.4	3.8	<b>-13.6%</b>
<b>York County</b>	20	26	<b>+30.0%</b>	20	24	<b>+20.0%</b>	\$295,000	\$306,625	<b>+3.9%</b>	86	84	<b>-2.3%</b>	3.1	2.6	<b>-16.1%</b>
<b>New Kent County</b>	11	17	<b>+54.5%</b>	7	4	<b>-42.9%</b>	\$313,000	\$395,000	<b>+26.2%</b>	35	37	<b>+5.7%</b>	4.6	3.2	<b>-30.4%</b>
<b>Charles City County</b>	3	1	<b>-66.7%</b>	1	1	<b>0.0%</b>	\$125,000	\$344,000	<b>+175.2%</b>	8	4	<b>-50.0%</b>	5.5	2.0	<b>-63.6%</b>
<b>Newport News</b>	15	19	<b>+26.7%</b>	14	10	<b>-28.6%</b>	\$201,700	\$217,525	<b>+7.8%</b>	36	28	<b>-22.2%</b>	2.4	1.9	<b>-20.8%</b>
<b>Hampton</b>	8	6	<b>-25.0%</b>	7	6	<b>-14.3%</b>	\$231,250	\$161,000	<b>-30.4%</b>	16	8	<b>-50.0%</b>	3.1	1.4	<b>-54.8%</b>
<b>Surry</b>	0	0	<b>--</b>	0	1	<b>--</b>	\$0	\$269,000	<b>--</b>	2	2	<b>0.0%</b>	1.0	1.5	<b>+50.0%</b>
<b>Gloucester</b>	10	7	<b>-30.0%</b>	9	2	<b>-77.8%</b>	\$285,000	\$212,250	<b>-25.5%</b>	38	23	<b>-39.5%</b>	3.5	2.5	<b>-28.6%</b>
<b>Richmond</b>	1	0	<b>-100.0%</b>	1	0	<b>-100.0%</b>	\$425,000	\$0	<b>-100.0%</b>	0	0	<b>--</b>	0.0	0.0	<b>--</b>
<b>23185</b>	78	99	<b>+26.9%</b>	57	57	<b>0.0%</b>	\$328,000	\$310,000	<b>-5.5%</b>	234	256	<b>+9.4%</b>	3.5	3.7	<b>+5.7%</b>
<b>23188</b>	84	124	<b>+47.6%</b>	46	46	<b>0.0%</b>	\$304,500	\$278,000	<b>-8.7%</b>	253	271	<b>+7.1%</b>	3.8	3.6	<b>-5.3%</b>
<b>23168</b>	8	16	<b>+100.0%</b>	7	8	<b>+14.3%</b>	\$399,900	\$313,000	<b>-21.7%</b>	42	52	<b>+23.8%</b>	4.7	4.4	<b>-6.4%</b>
<b>23168, 23185 &amp; 23188</b>	170	239	<b>+40.6%</b>	110	111	<b>+0.9%</b>	\$323,900	\$308,350	<b>-4.8%</b>	529	579	<b>+9.5%</b>	3.7	3.7	<b>0.0%</b>