

Monthly Indicators



August 2020

The housing and stock markets continue to be the leaders in the economy. In August, showings and pending sales remained at strong levels while housing inventory remained limited, continuing the competitive bidding market we have seen in recent months. With the stock indexes at or near record highs as mortgage rates remain near record lows, signs point to a busy fall housing market.

When comparing 2020 to 2019 statistics, New Listings decreased 8.9 percent for single-family detached homes but increased 43.1 percent for single-family attached homes. Pending Sales increased 33.7 percent for single-family detached homes and 32.0 percent for single-family attached properties.

Median List Price was up 10.2 percent for single-family detached homes and 2.0 percent for single-family attached properties. Months Supply of Inventory decreased 44.4 percent for single-family detached homes but remained flat for asingle-family attached properties.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming elections and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tailwinds in the near term.

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

+ 13.4%	+ 15.3%	+ 18.7%
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.

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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				8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	8-2017	8-2018	8-2019	8-2020						
New Listings					146	133	- 8.9%	1,204	1,126	- 6.5%
Pending Sales					104	139	+ 33.7%	922	1,036	+ 12.4%
Closed Sales					137	152	+ 10.9%	875	946	+ 8.1%
Median List Price					\$367,450	\$404,895	+ 10.2%	\$389,900	\$390,000	+ 0.0%
Median Sales Price					\$340,000	\$385,500	+ 13.4%	\$362,500	\$365,000	+ 0.7%
Avg. Sales Price					\$394,285	\$447,710	+ 13.5%	\$390,899	\$408,913	+ 4.6%
Median Price Per Sq Ft					\$147	\$157	+ 7.2%	\$144	\$151	+ 5.0%
Average Price Per Sq Ft					\$149	\$161	+ 8.1%	\$149	\$156	+ 4.7%
\$ Volume of Closed Sales (in millions)					\$54.0	\$68.1	+ 26.0%	\$342.0	\$386.8	+ 13.1%
Median Pct of List Price to Sale Price					98.5%	99.3%	+ 0.8%	98.6%	99.2%	+ 0.6%
Avg Pct of List Price to Sale Price					97.8%	98.5%	+ 0.7%	98.0%	98.6%	+ 0.6%
Median Days on Market					40	14	- 65.0%	38	22	- 42.1%
Affordability Index					104	97	- 6.7%	97	102	+ 5.2%
End of Month Inventory					457	293	- 35.9%	--	--	--
Months Supply					4.5	2.5	- 44.4%	--	--	--

Single Family Attached Market Overview

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



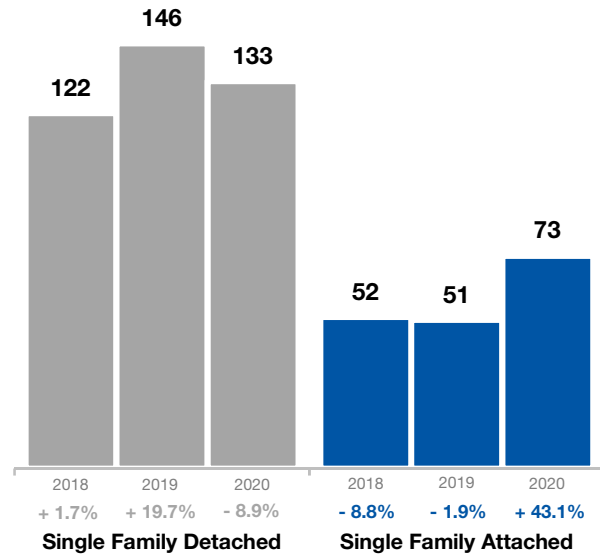
Key Metrics	Historical Sparkbars				8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	8-2017	8-2018	8-2019	8-2020						
New Listings					51	73	+ 43.1%	435	449	+ 3.2%
Pending Sales					50	66	+ 32.0%	403	407	+ 1.0%
Closed Sales					62	47	- 24.2%	365	362	- 0.8%
Median List Price					\$250,000	\$255,000	+ 2.0%	\$233,000	\$239,900	+ 3.0%
Median Sales Price					\$217,750	\$251,000	+ 15.3%	\$224,500	\$236,650	+ 5.4%
Avg. Sales Price					\$216,754	\$279,870	+ 29.1%	\$234,893	\$248,756	+ 5.9%
Median Price Per Sq Ft					\$134	\$149	+ 11.6%	\$133	\$143	+ 6.8%
Average Price Per Sq Ft					\$138	\$153	+ 10.9%	\$139	\$147	+ 5.8%
\$ Volume of Closed Sales (in millions)					\$13.4	\$13.2	- 2.1%	\$85.7	\$90.0	+ 5.0%
Median Pct of List Price to Sale Price					100.0%	98.9%	- 1.1%	99.3%	99.3%	0.0%
Avg Pct of List Price to Sale Price					98.8%	98.5%	- 0.3%	98.5%	98.6%	+ 0.1%
Median Days on Market					15	27	+ 80.0%	35	29	- 17.1%
Affordability Index					162	149	- 8.0%	157	158	+ 0.6%
End of Month Inventory					106	111	+ 4.7%	--	--	--
Months Supply					2.4	2.4	0.0%	--	--	--

New Listings

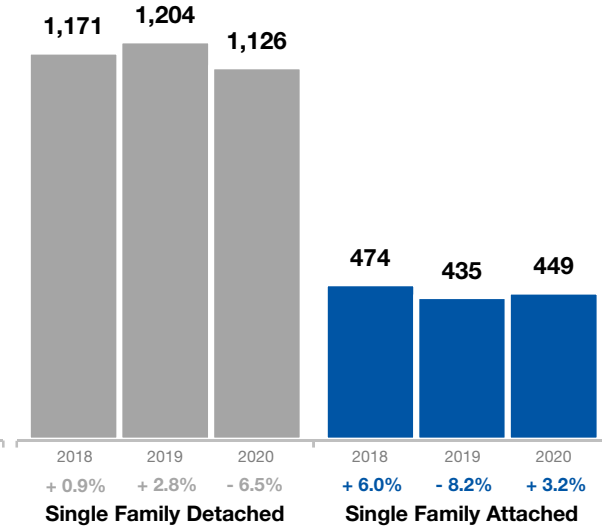
A count of the properties that have been newly listed on the market in a given month.



August

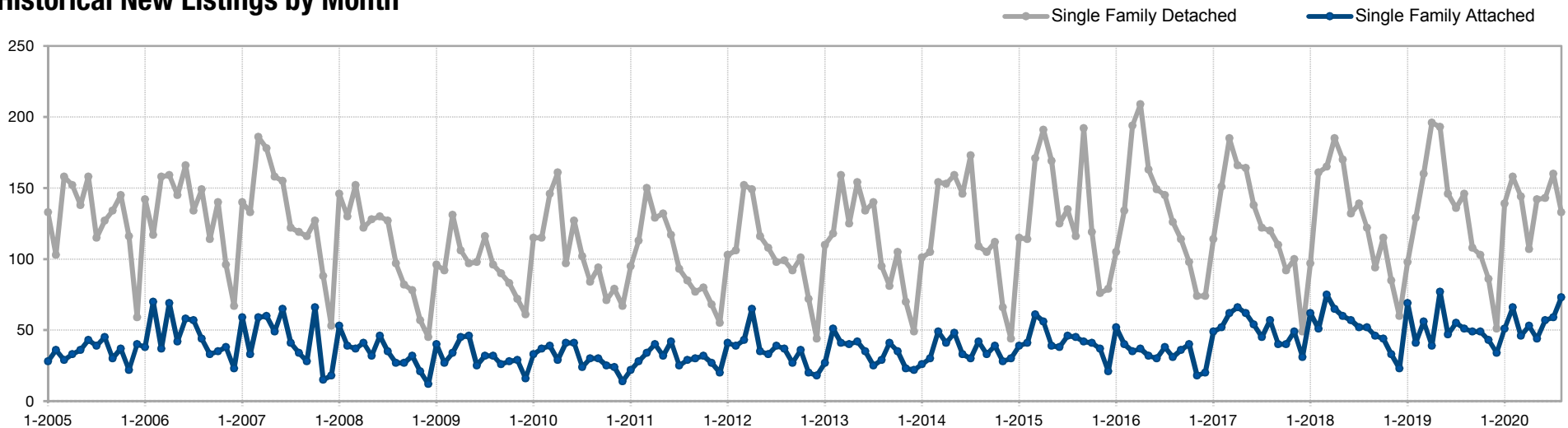


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2019	108	+14.9%	49	+6.5%
Oct-2019	103	-10.4%	49	+11.4%
Nov-2019	86	+1.2%	43	+30.3%
Dec-2019	51	-15.0%	34	+47.8%
Jan-2020	139	+41.8%	51	-26.1%
Feb-2020	158	+22.5%	66	+61.0%
Mar-2020	144	-10.0%	46	-17.9%
Apr-2020	107	-45.4%	53	+35.9%
May-2020	142	-26.4%	44	-42.9%
Jun-2020	143	-2.1%	57	+21.3%
Jul-2020	160	+17.6%	59	+7.3%
Aug-2020	133	-8.9%	73	+43.1%
12-Month Avg	123	-5.4%	52	+7.4%

Historical New Listings by Month

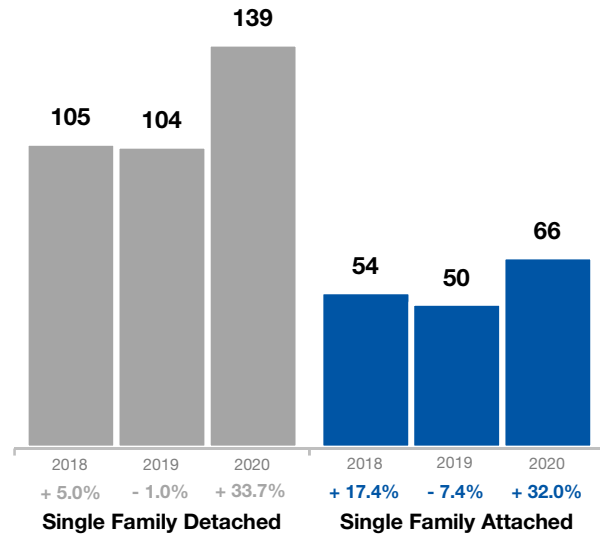


Pending Sales

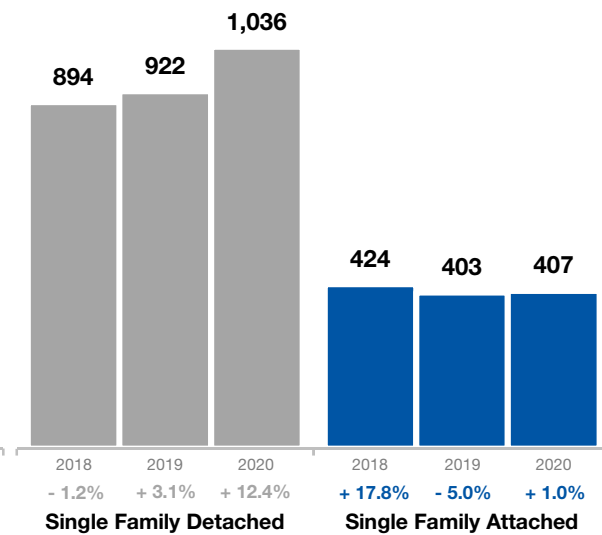
A count of the properties on which offers have been accepted in a given month.



August

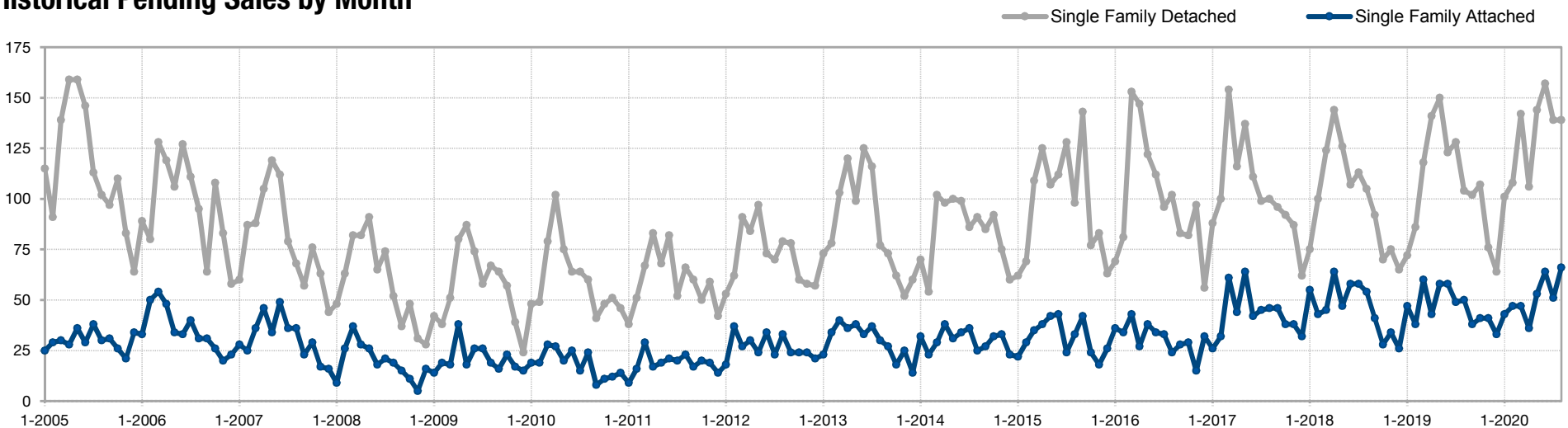


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	142	+20.3%	47	-21.7%
Apr-2020	106	-24.8%	36	-16.3%
May-2020	144	-4.0%	53	-8.6%
Jun-2020	157	+27.6%	64	+10.3%
Jul-2020	139	+8.6%	51	+4.1%
Aug-2020	139	+33.7%	66	+32.0%
12-Month Avg	115	+13.2%	47	+5.3%

Historical Pending Sales by Month

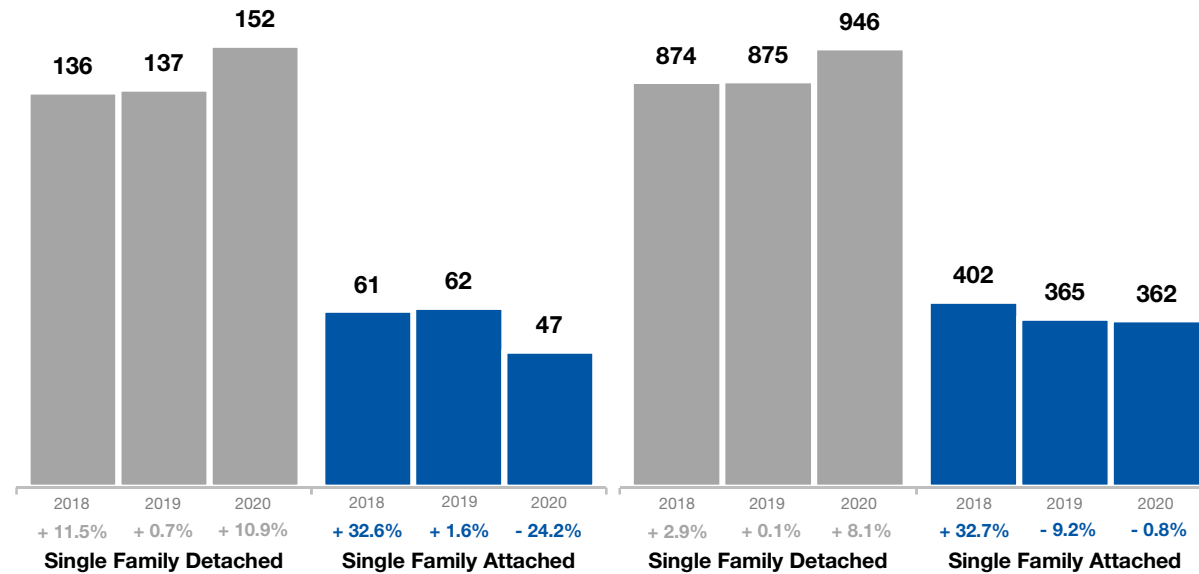


Closed Sales

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

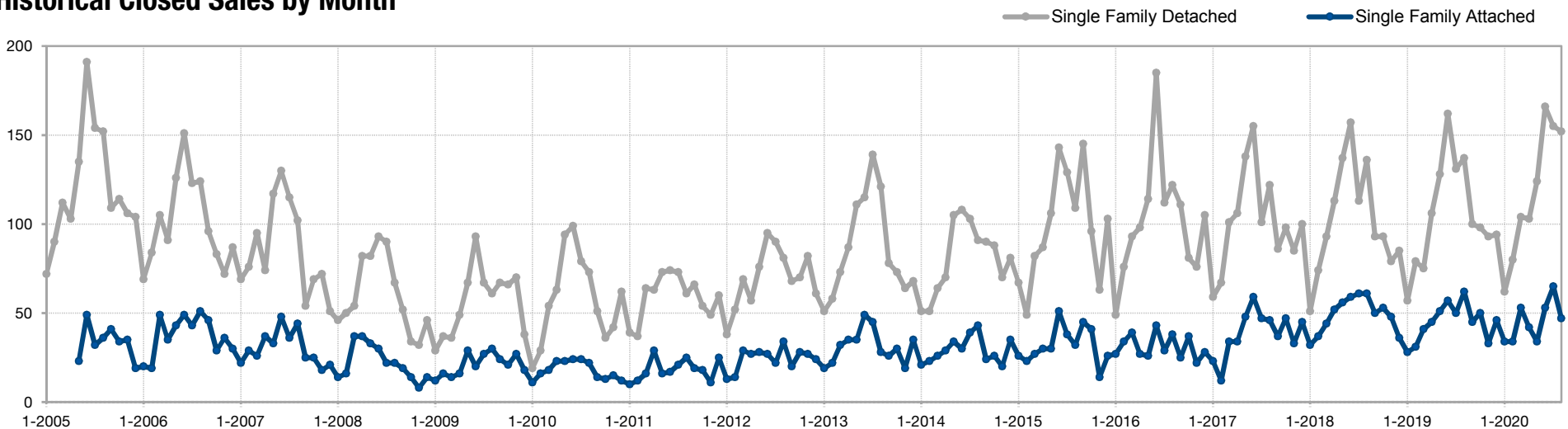


August



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Jul-2020	155	+18.3%	65	+30.0%
Aug-2020	152	+10.9%	47	-24.2%
12-Month Avg	111	+8.7%	45	-2.9%

Historical Closed Sales by Month

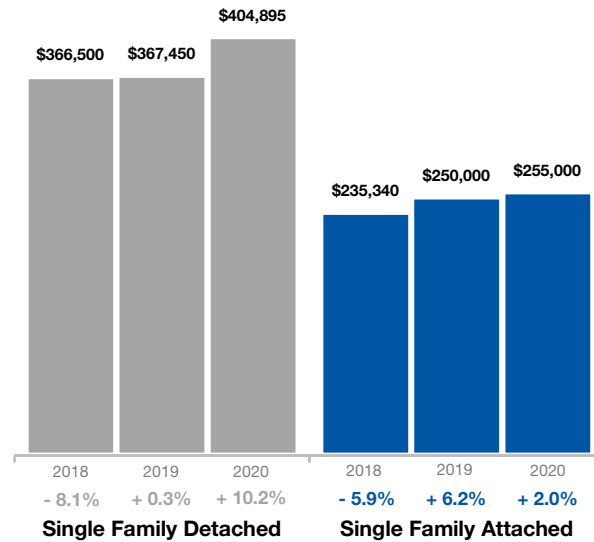


Median List Price

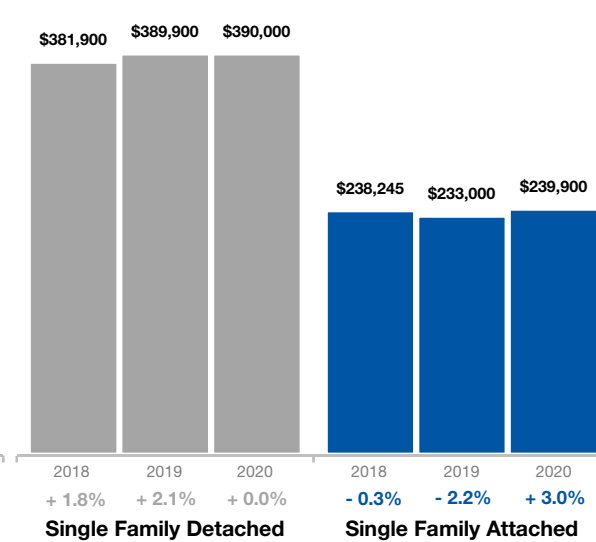
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



August



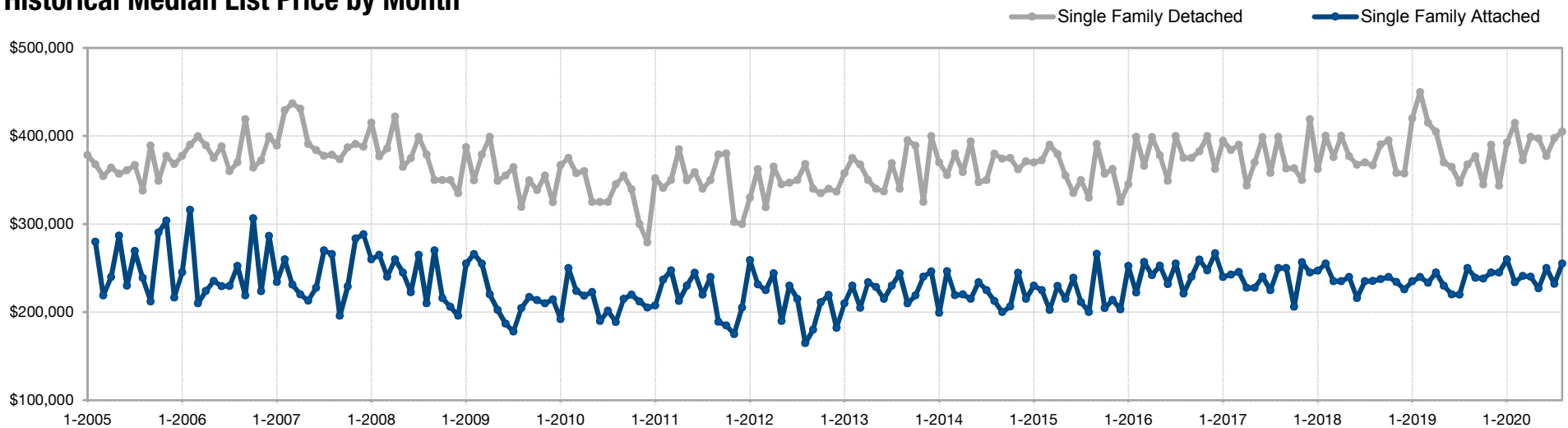
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2019	\$377,000	-3.4%	\$239,000	+0.7%
Oct-2019	\$344,900	-12.7%	\$237,900	-0.9%
Nov-2019	\$389,950	+8.9%	\$244,900	+4.7%
Dec-2019	\$343,665	-3.9%	\$244,900	+8.4%
Jan-2020	\$392,500	-6.5%	\$260,000	+10.6%
Feb-2020	\$414,900	-7.8%	\$233,717	-2.6%
Mar-2020	\$372,400	-10.3%	\$240,958	+3.3%
Apr-2020	\$399,000	-1.5%	\$240,000	-2.0%
May-2020	\$397,000	+7.3%	\$226,950	-1.3%
Jun-2020	\$377,000	+3.3%	\$250,000	+13.6%
Jul-2020	\$397,450	+14.7%	\$231,900	+5.5%
Aug-2020	\$404,895	+10.2%	\$255,000	+2.0%
12-Month Avg*	\$385,900	-0.8%	\$239,900	+2.1%

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

Historical Median List Price by Month

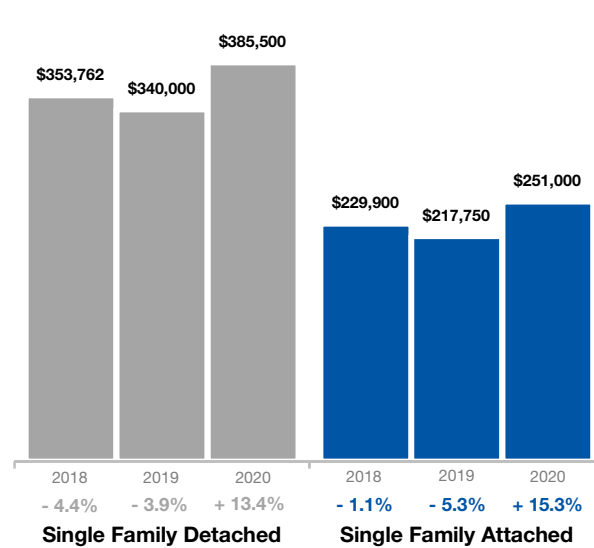


Median Sales Price

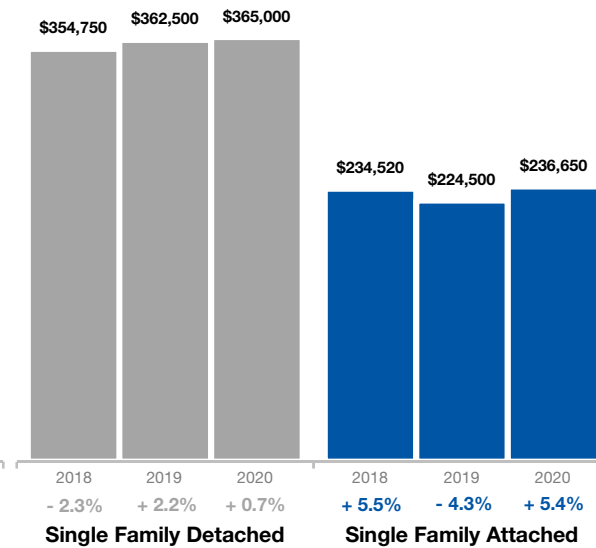
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



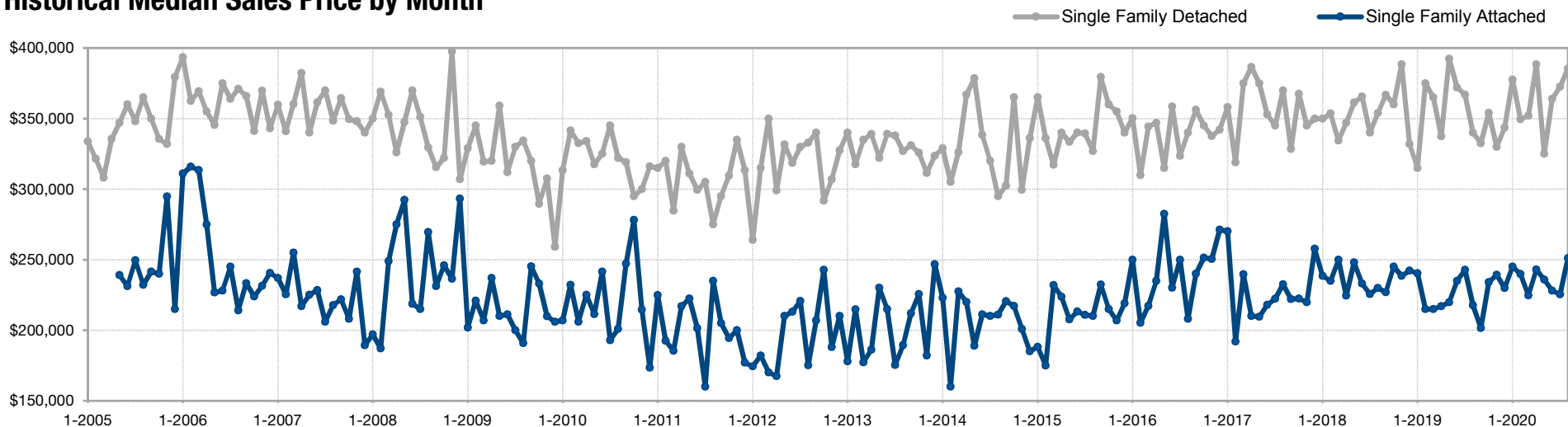
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Jul-2020	\$372,500	+1.5%	\$225,500	-7.1%
Aug-2020	\$385,500	+13.4%	\$251,000	+15.3%
12-Month Avg*	\$357,500	-0.7%	\$234,224	+2.1%

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

Historical Median Sales Price by Month

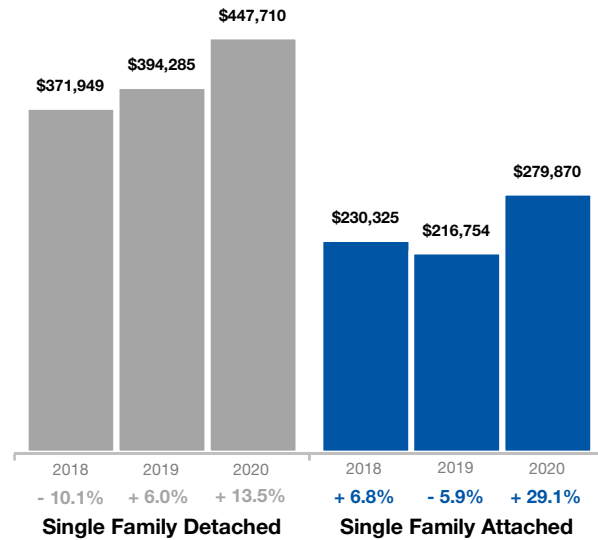


Average Sales Price

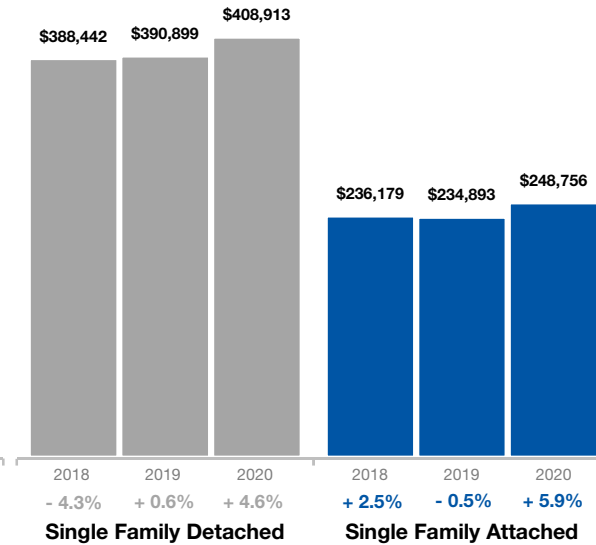
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



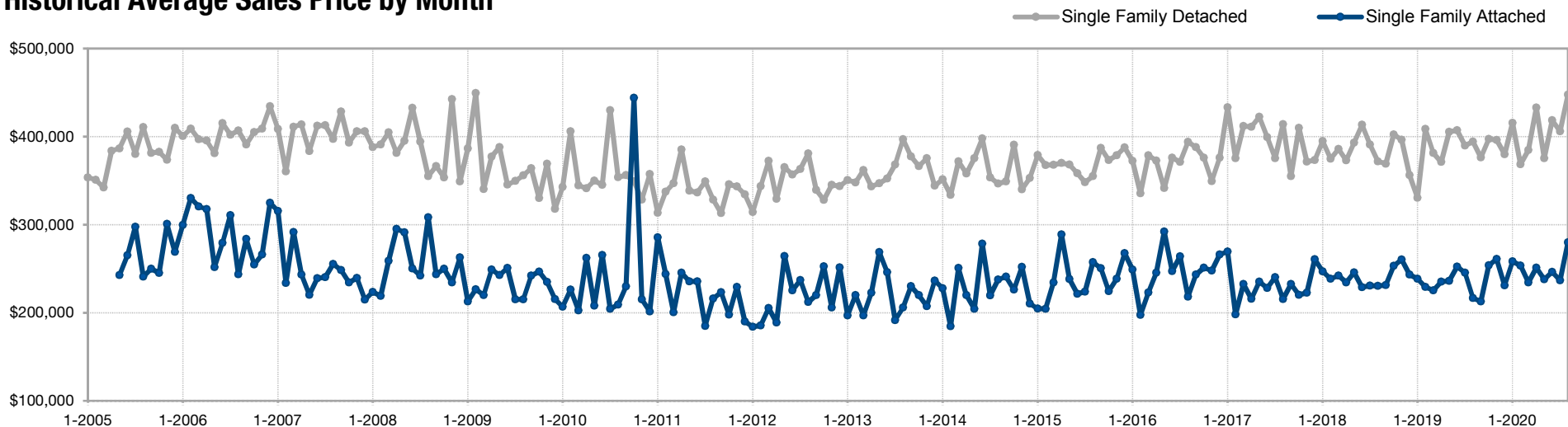
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Jul-2020	\$405,851	+4.1%	\$236,772	-3.5%
Aug-2020	\$447,710	+13.5%	\$279,870	+29.1%
12-Month Avg*	\$402,679	+3.8%	\$245,431	+2.7%

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

Historical Average Sales Price by Month

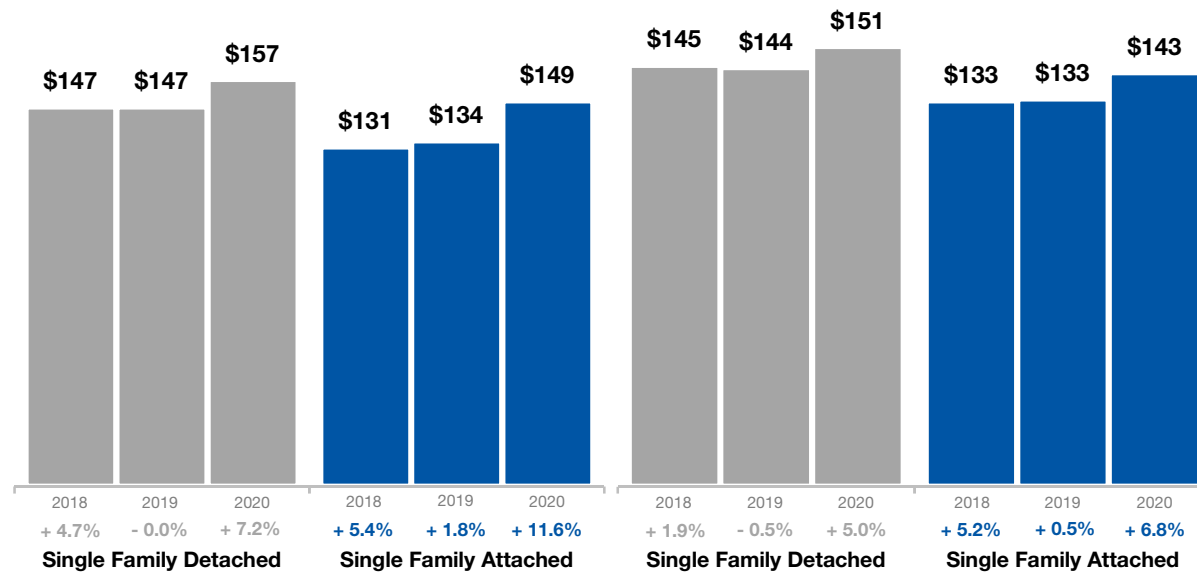


Median Price Per Square Foot

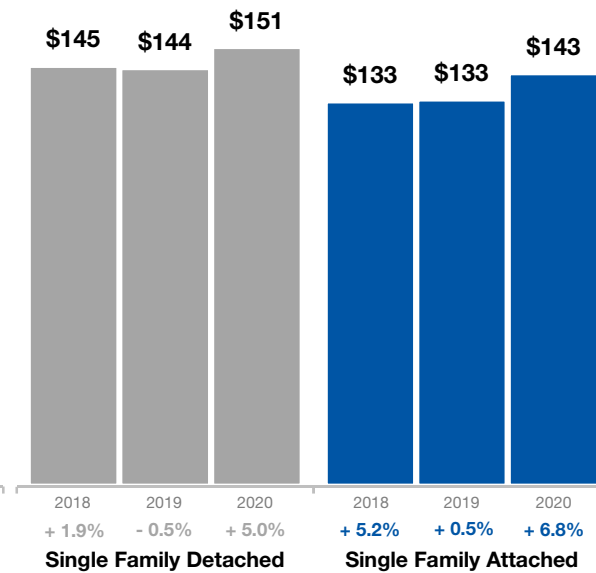
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



August



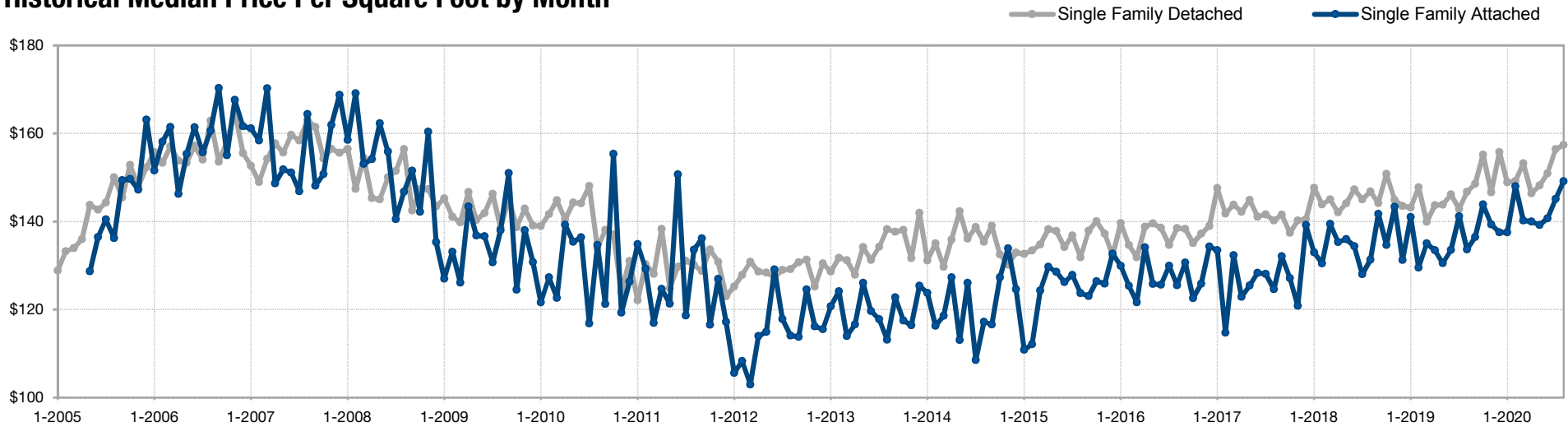
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Jul-2020	\$156	+9.5%	\$145	+2.8%
Aug-2020	\$157	+7.2%	\$149	+11.6%
12-Month Avg*	\$151	+4.8%	\$141	+5.1%

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

Historical Median Price Per Square Foot by Month

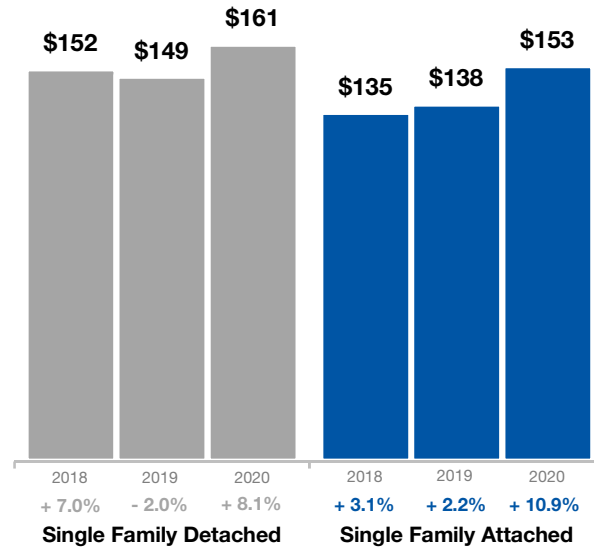


Average Price Per Square Foot

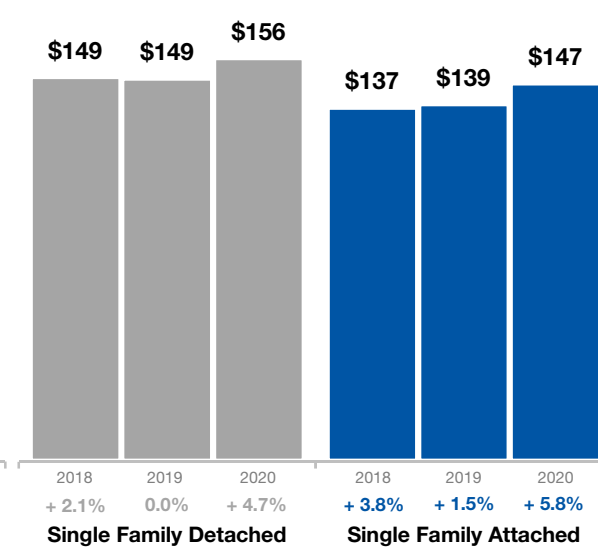
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



August



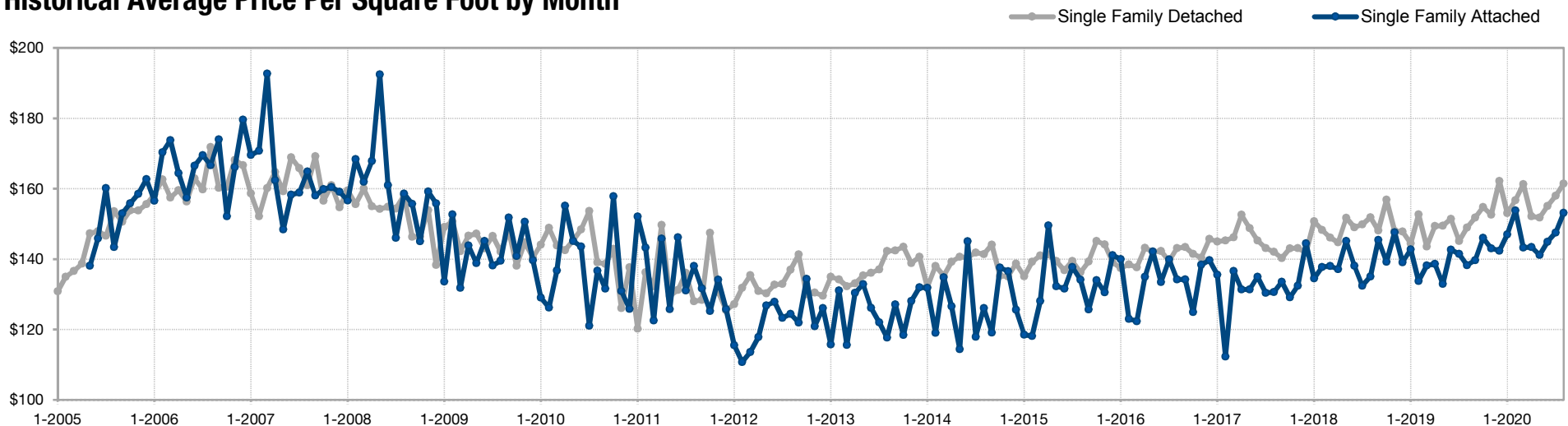
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Jul-2020	\$158	+9.0%	\$148	+5.0%
Aug-2020	\$161	+8.1%	\$153	+10.9%
12-Month Avg*	\$156	+4.8%	\$145	+3.8%

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

Historical Average Price Per Square Foot by Month

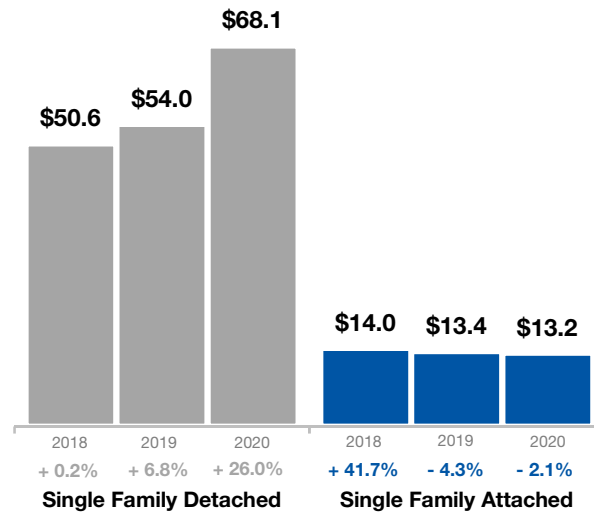


Dollar Volume of Closed Sales (in millions)

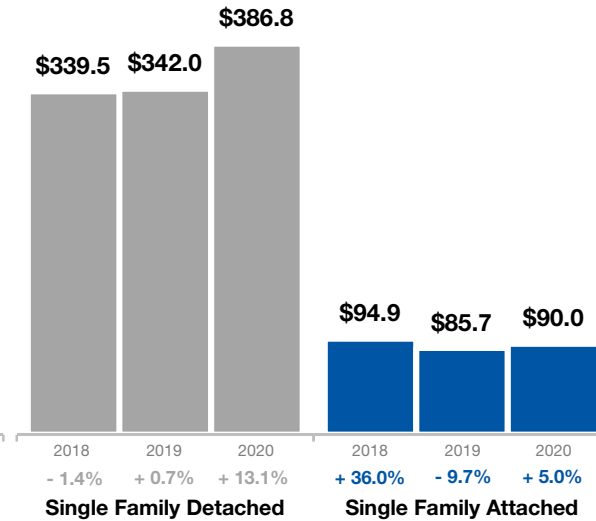


The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.

August



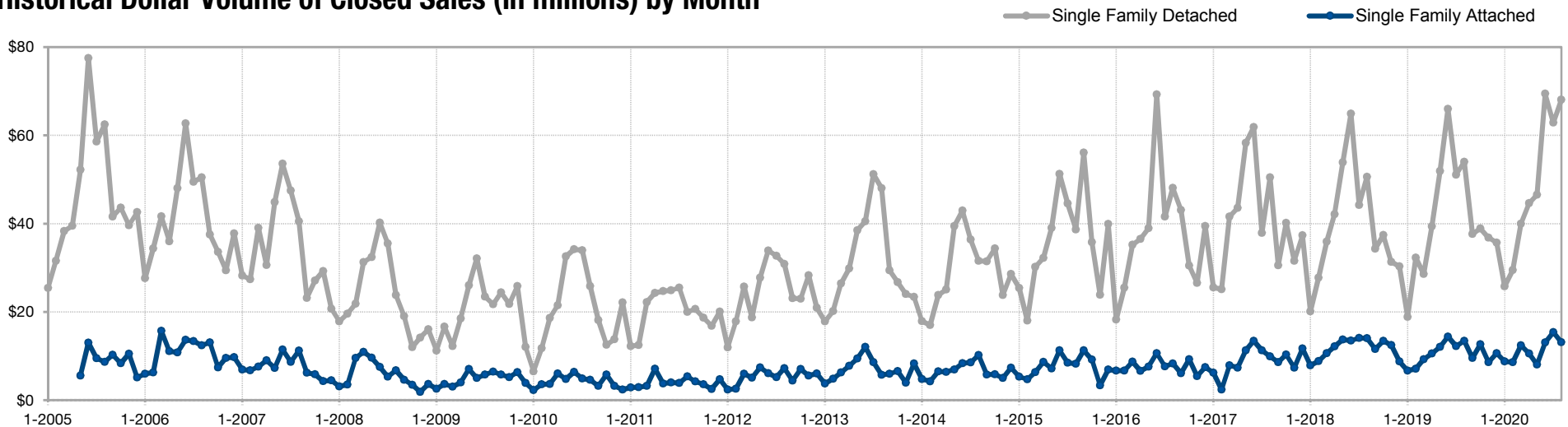
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Jul-2020	\$62.9	+23.1%	\$15.4	+25.4%
Aug-2020	\$68.1	+26.0%	\$13.2	-2.1%
12-Month Avg*	\$44.7	+12.7%	\$11.0	-0.3%

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

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



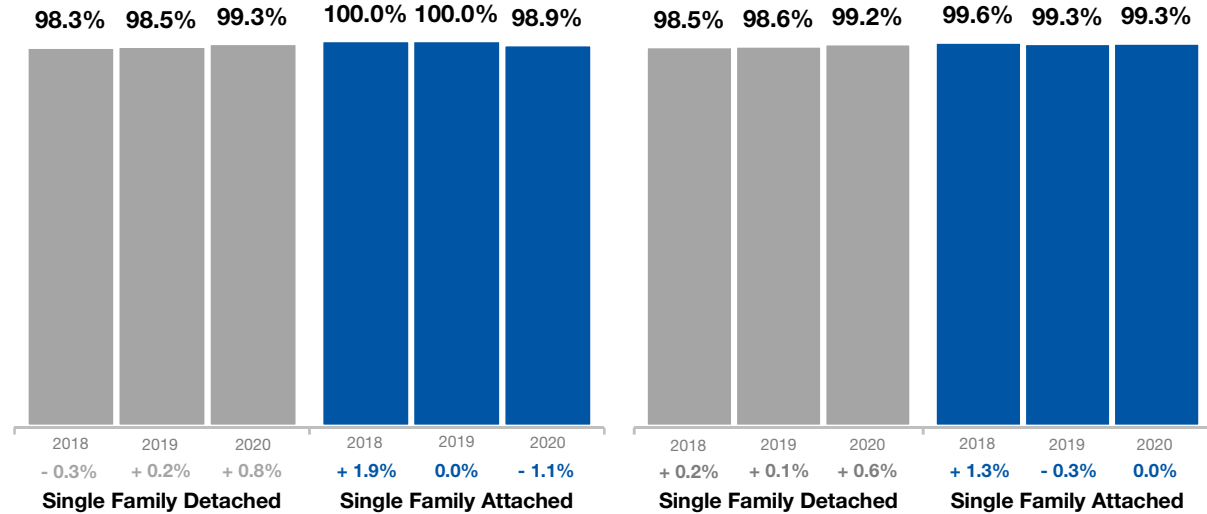
Median Percent of List Price to Sale Price



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.

August

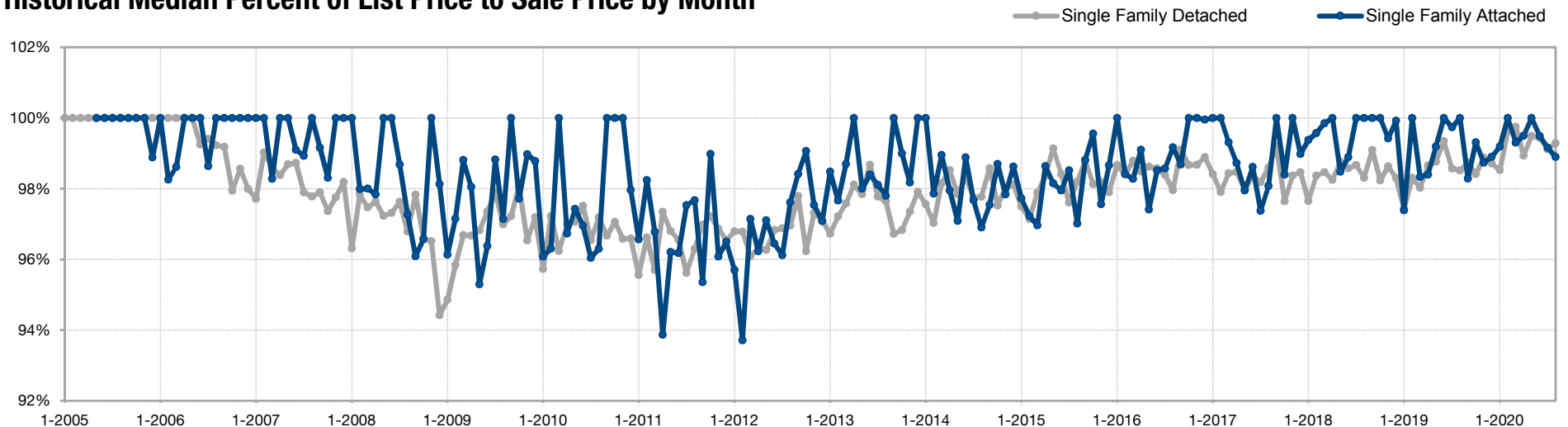
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Jul-2020	99.1%	+0.5%	99.2%	-0.5%
Aug-2020	99.3%	+0.8%	98.9%	-1.1%
12-Month Avg*	99.0%	+0.5%	99.2%	-0.5%

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

Historical Median Percent of List Price to Sale Price by Month



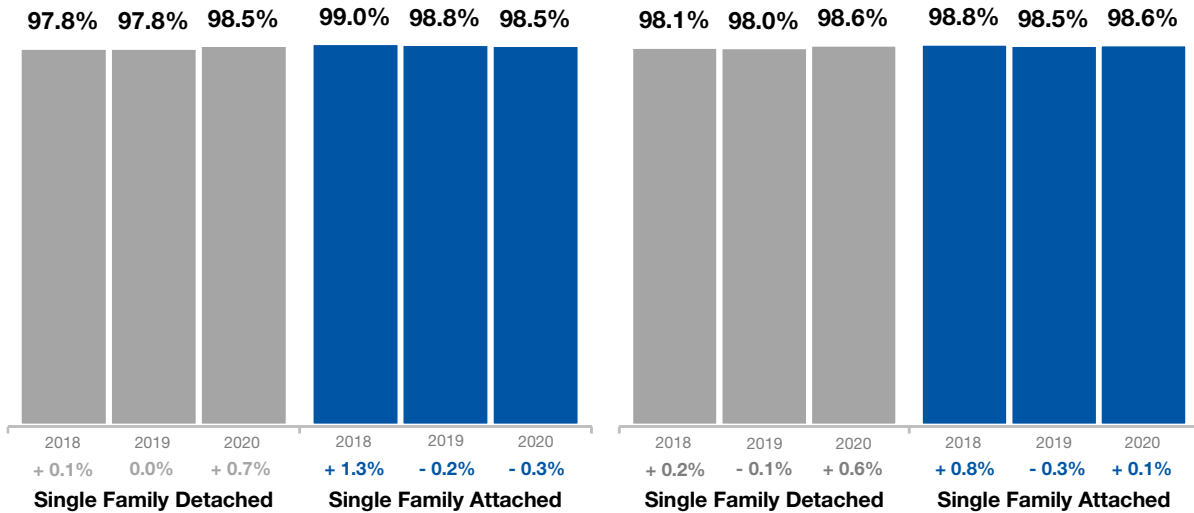
Average Percent of List Price to Sale Price

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.



August

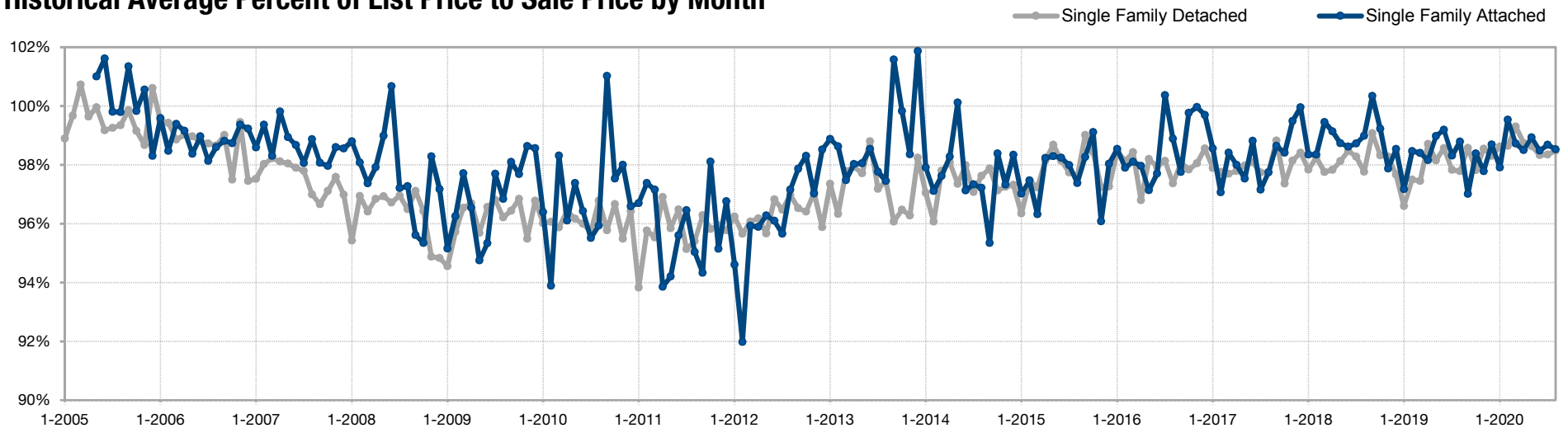
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Jul-2020	98.3%	+0.5%	98.7%	+0.4%
Aug-2020	98.5%	+0.7%	98.5%	-0.3%
12-Month Avg*	98.5%	+0.4%	98.4%	-0.3%

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

Historical Average Percent of List Price to Sale Price by Month

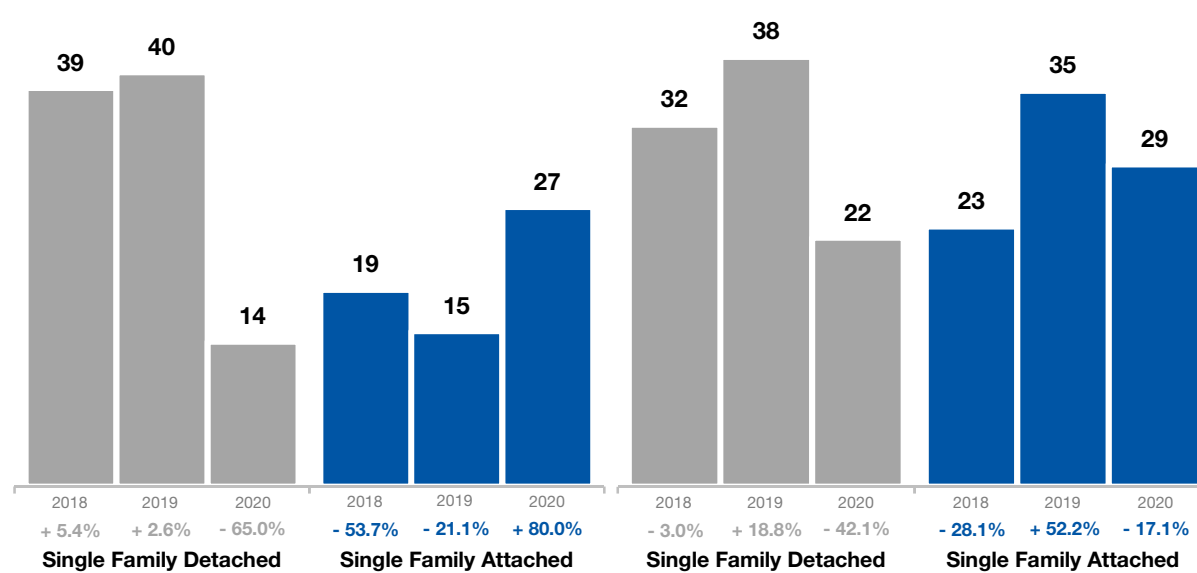


Median Days on Market Until Sale

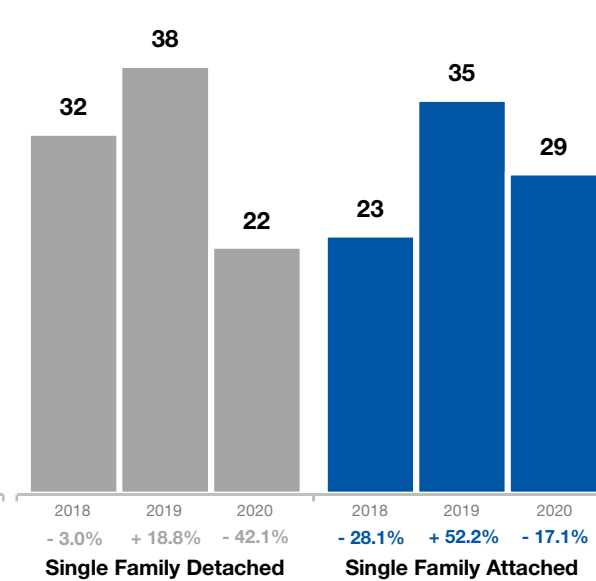
Median number of days between when a property is listed and when an offer is accepted in a given month.



August



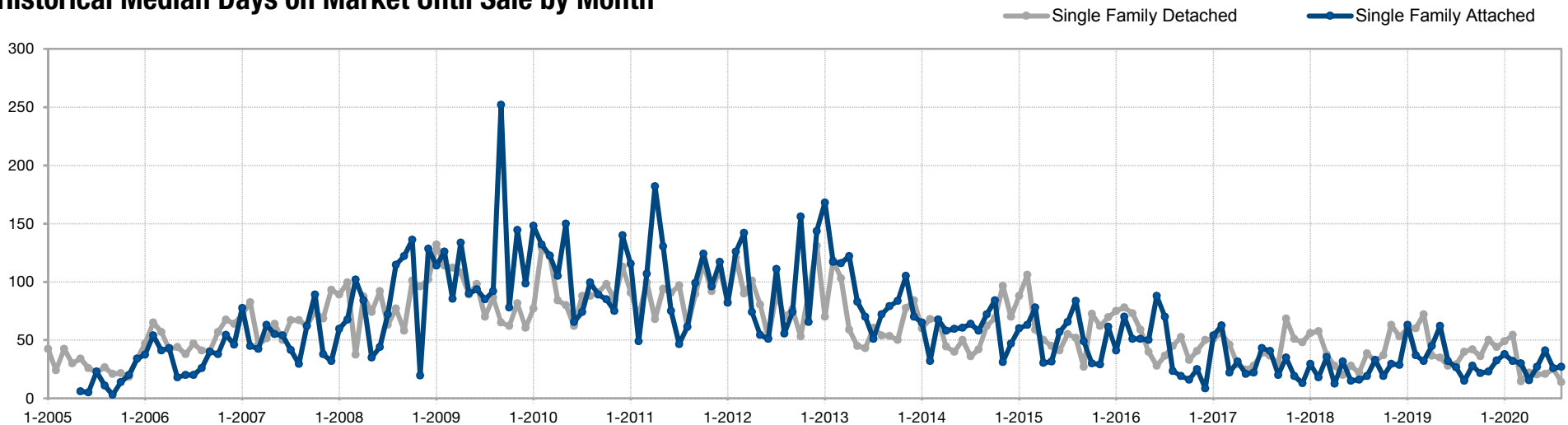
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Jul-2020	25	-13.8%	26	-3.7%
Aug-2020	14	-65.0%	27	+80.0%
12-Month Avg*	31	-20.5%	28	-12.5%

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

Historical Median Days on Market Until Sale by Month



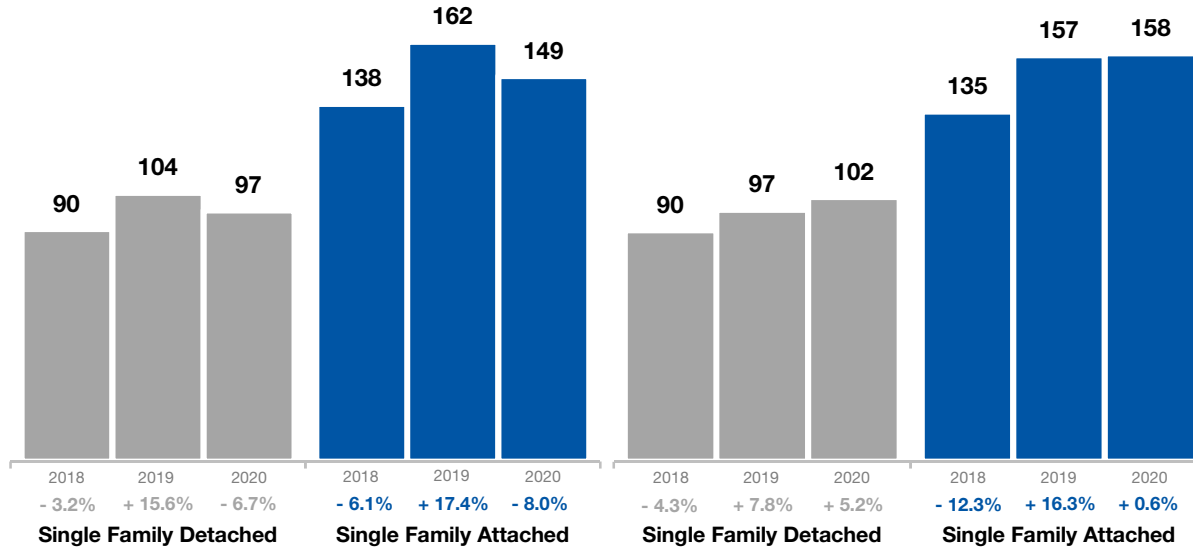
Housing Affordability Index



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.

August

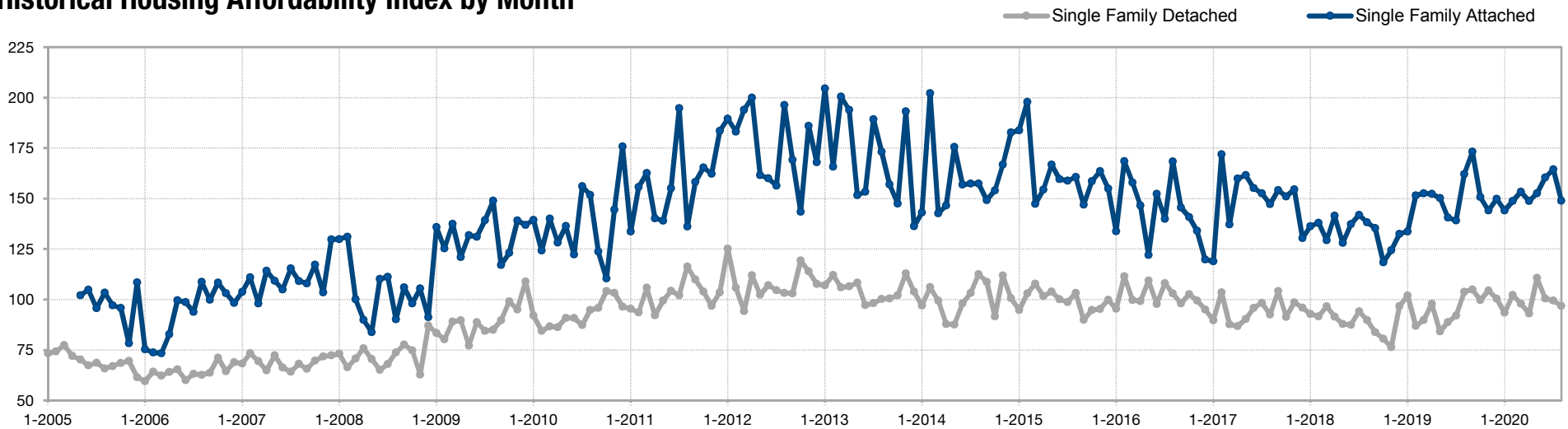
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Jul-2020	100	+8.7%	164	+18.0%
Aug-2020	97	-6.7%	149	-8.0%
12-Month Avg*	100	+7.5%	90	+5.6%

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

Historical Housing Affordability Index by Month

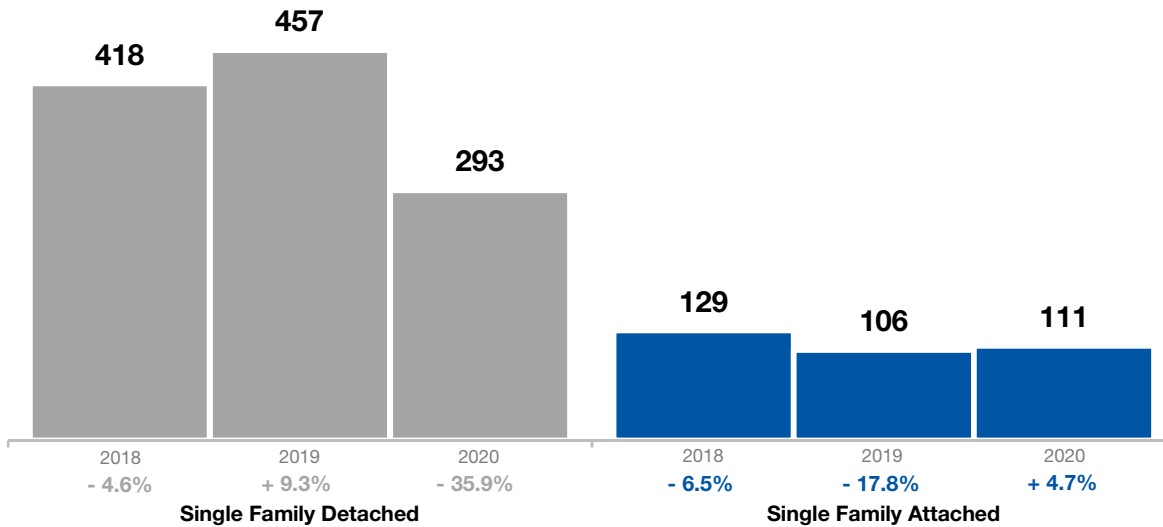


End of Month Inventory

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



August



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2019	448	+14.3%	110	-14.1%
Oct-2019	410	+0.5%	114	-16.2%
Nov-2019	388	-0.8%	112	-12.5%
Dec-2019	341	-2.6%	107	-7.0%
Jan-2020	355	-1.1%	111	-17.8%
Feb-2020	382	-2.6%	125	-5.3%
Mar-2020	367	-10.5%	121	0.0%
Apr-2020	353	-18.5%	130	+14.0%
May-2020	326	-29.1%	116	-7.2%
Jun-2020	299	-34.9%	103	-3.7%
Jul-2020	305	-30.2%	110	+1.9%
Aug-2020	293	-35.9%	111	+4.7%
12-Month Avg	356	-13.8%	114	-5.8%

Historical End of Month Inventory by Month

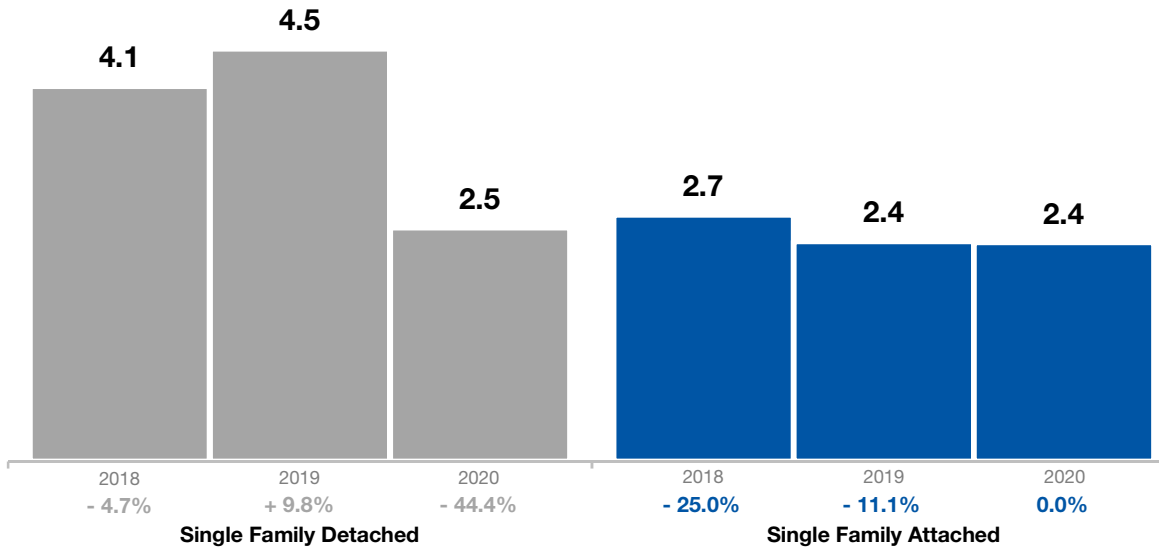


Months Supply of Inventory

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.



August



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Sep-2019	4.4	+15.8%	2.5	-7.4%
Oct-2019	3.9	-4.9%	2.5	-13.8%
Nov-2019	3.7	-5.1%	2.4	-11.1%
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	3.3	-21.4%	2.6	0.0%
Apr-2020	3.2	-27.3%	2.9	+11.5%
May-2020	3.0	-34.8%	2.6	-7.1%
Jun-2020	2.7	-41.3%	2.3	-4.2%
Jul-2020	2.7	-37.2%	2.4	0.0%
Aug-2020	2.5	-44.4%	2.4	0.0%
12-Month Avg*	3.3	-20.7%	2.5	-5.5%

* Months Supply for all properties from September 2019 through August 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				8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	8-2017	8-2018	8-2019	8-2020						
New Listings					197	206	+ 4.6%	1,639	1,575	- 3.9%
Pending Sales					154	205	+ 33.1%	1,325	1,443	+ 8.9%
Closed Sales					199	199	0.0%	1,240	1,308	+ 5.5%
Median List Price					\$331,485	\$345,000	+ 4.1%	\$340,000	\$349,900	+ 2.9%
Median Sales Price					\$299,000	\$355,000	+ 18.7%	\$315,000	\$332,735	+ 5.6%
Avg. Sales Price					\$338,974	\$408,069	+ 20.4%	\$344,978	\$364,589	+ 5.7%
Median Price Per Sq Ft					\$145	\$156	+ 7.6%	\$137	\$137	0.0%
Average Price Per Sq Ft					\$146	\$159	+ 8.9%	\$146	\$154	+ 5.5%
\$ Volume of Closed Sales (in millions)					\$67.5	\$81.2	+ 20.3%	\$427.8	\$476.9	+ 11.5%
Median Pct of List Price to Sale Price					98.8%	99.2%	+ 0.4%	98.7%	99.2%	+ 0.5%
Avg Pct of List Price to Sale Price					98.1%	98.5%	+ 0.4%	98.1%	98.6%	+ 0.5%
Median Days on Market					36	18	- 50.0%	37	25	- 32.4%
Affordability Index					118	105	- 11.0%	112	112	0.0%
End of Month Inventory					563	404	- 28.2%	--	--	--
Months Supply					3.8	2.5	- 34.2%	--	--	--

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		
	8-2019	8-2020	+ / -	8-2019	8-2020	+ / -	8-2019	8-2020	+ / -	8-2019	8-2020	+ / -	8-2019	8-2020	+ / -
James City County	158	177	+12.0%	166	154	-7.2%	\$ 302,500	\$ 357,950	+18.3%	460	328	-28.7%	3.9	2.5	-35.9%
City of Williamsburg	13	17	+30.8%	15	17	+13.3%	\$218,000	\$367,285	+68.5%	53	35	-34.0%	4.1	2.4	-41.5%
York County	42	40	-4.8%	35	53	+51.4%	\$327,500	\$310,000	-5.3%	93	75	-19.4%	3.4	2.2	-35.3%
New Kent County	23	14	-39.1%	15	13	-13.3%	\$365,000	\$360,000	-1.4%	58	30	-48.3%	5.9	2.5	-57.6%
Charles City County	0	1	--	2	4	+100.0%	\$437,350	\$491,375	+12.4%	8	4	-50.0%	4.7	1.8	-61.7%
Newport News	22	45	+104.5%	17	39	+129.4%	\$205,000	\$245,000	+19.5%	41	42	+2.4%	2.7	1.5	-44.4%
Hampton	5	37	+640.0%	9	29	+222.2%	\$170,000	\$223,600	+31.5%	13	20	+53.8%	2.3	1.3	-43.5%
Surry	1	0	-100.0%	2	0	-100.0%	\$412,500	\$0	-100.0%	6	3	-50.0%	3.6	2.3	-36.1%
Gloucester	7	9	+28.6%	12	12	0.0%	\$270,000	\$218,500	-19.1%	26	21	-19.2%	2.7	2.5	-7.4%
Richmond	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
23185	87	91	+4.6%	83	98	+18.1%	\$264,000	\$356,000	+34.8%	248	196	-21.0%	3.8	2.8	-26.3%
23188	90	100	+11.1%	103	82	-20.4%	\$305,000	\$359,000	+17.7%	267	176	-34.1%	3.8	2.3	-39.5%
23168	20	15	-25.0%	13	19	+46.2%	\$274,900	\$337,500	+22.8%	48	32	-33.3%	4.8	2.3	-52.1%
23168, 23185 & 23188	197	206	+4.6%	199	199	0.0%	\$299,000	\$355,000	+18.7%	563	404	-28.2%	3.8	2.5	-34.2%