

Monthly Indicators



December 2019

In 2019 home prices were up again in most markets. Buyer demand continues to be strong but with tepid seller activity still in many locations, total sales are lower than they would normally be in a more balanced market. While up from their recent lows a few months ago, mortgage rates end the year close to three-quarters of a percent lower than a year ago, helping to improve affordability and offset rising home prices.

When comparing 2019 to 2018 statistics, New Listings remained flat for single-family detached homes but increased 56.5 percent for single-family attached homes. Pending Sales decreased 6.2 percent for single-family detached homes but increased 26.9 percent for single-family attached properties.

Median List Price was down 0.2 percent for single-family detached homes but increased 4.0 percent for single-family attached properties. Months Supply of Inventory decreased 2.9 percent for single-family detached homes but remained flat for asingle-family attached properties.

With low mortgage rates, low unemployment, and continued wage growth, home buyer activity is expected to remain healthy into the new year. New construction has been on the rise in 2019 and is expected to continue into 2020, but many experts note that the country is still not building enough new units to quench demand. It remains to be seen whether existing homeowners will be enticed to sell by higher home prices, which could finally bring the overall housing market into greater balance.

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

+ 3.9%	- 5.1%	+ 3.0%
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				12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	12-2016	12-2017	12-2018	12-2019						
New Listings					60	60	0.0%	1,526	1,586	+ 3.9%
Pending Sales					65	61	- 6.2%	1,196	1,270	+ 6.2%
Closed Sales					85	93	+ 9.4%	1,224	1,258	+ 2.8%
Median List Price					\$357,500	\$356,950	- 0.2%	\$383,200	\$389,000	+ 1.5%
Median Sales Price					\$332,000	\$345,000	+ 3.9%	\$355,000	\$355,000	0.0%
Avg. Sales Price					\$356,395	\$381,574	+ 7.1%	\$386,322	\$389,994	+ 1.0%
Median Price Per Sq Ft					\$144	\$155	+ 8.1%	\$145	\$146	+ 0.4%
Average Price Per Sq Ft					\$148	\$162	+ 9.5%	\$149	\$151	+ 1.3%
\$ Volume of Closed Sales (in millions)					\$30.3	\$35.5	+ 17.1%	\$472.9	\$490.6	+ 3.8%
Median Pct of List Price to Sale Price					98.3%	98.7%	+ 0.4%	98.5%	98.6%	+ 0.1%
Avg Pct of List Price to Sale Price					97.7%	98.5%	+ 0.8%	98.1%	98.1%	0.0%
Median Days on Market					53	44	- 17.0%	34	41	+ 20.6%
Affordability Index					97	100	+ 3.1%	90	97	+ 7.8%
End of Month Inventory					352	365	+ 3.7%	--	--	--
Months Supply					3.5	3.4	- 2.9%	--	--	--

Single Family Attached Market Overview

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



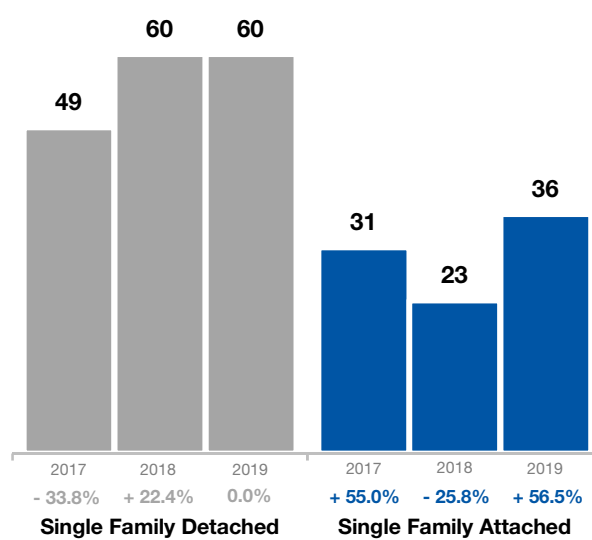
Key Metrics	Historical Sparkbars				12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	12-2016	12-2017	12-2018	12-2019						
New Listings					23	36	+ 56.5%	621	629	+ 1.3%
Pending Sales					26	33	+ 26.9%	553	562	+ 1.6%
Closed Sales					36	45	+ 25.0%	589	537	- 8.8%
Median List Price					\$225,900	\$234,945	+ 4.0%	\$235,630	\$237,205	+ 0.7%
Median Sales Price					\$242,219	\$229,975	- 5.1%	\$235,000	\$225,000	- 4.3%
Avg. Sales Price					\$243,250	\$230,334	- 5.3%	\$239,694	\$235,970	- 1.6%
Median Price Per Sq Ft					\$131	\$137	+ 4.8%	\$134	\$135	+ 0.9%
Average Price Per Sq Ft					\$139	\$141	+ 1.4%	\$139	\$140	+ 0.7%
\$ Volume of Closed Sales (in millions)					\$8.8	\$10.4	+ 18.4%	\$141.2	\$126.7	- 10.2%
Median Pct of List Price to Sale Price					99.9%	98.9%	- 1.0%	99.8%	99.0%	- 0.8%
Avg Pct of List Price to Sale Price					98.5%	98.7%	+ 0.2%	98.9%	98.4%	- 0.5%
Median Days on Market					29	32	+ 10.3%	24	32	+ 33.3%
Affordability Index					133	150	+ 12.8%	137	153	+ 11.7%
End of Month Inventory					116	119	+ 2.6%	--	--	--
Months Supply					2.5	2.5	0.0%	--	--	--

New Listings

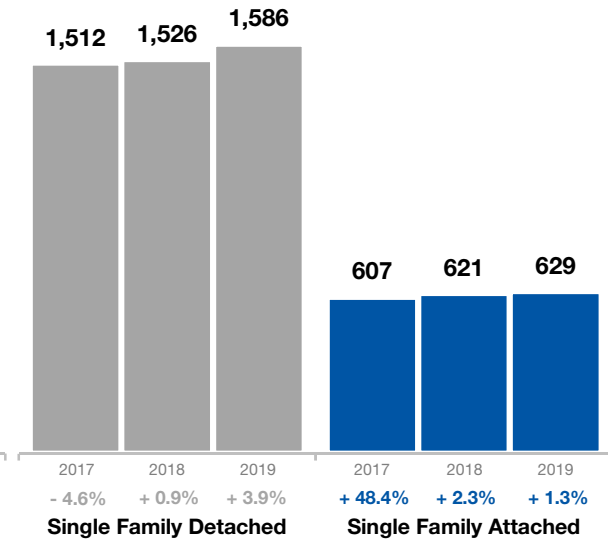
A count of the properties that have been newly listed on the market in a given month.



December

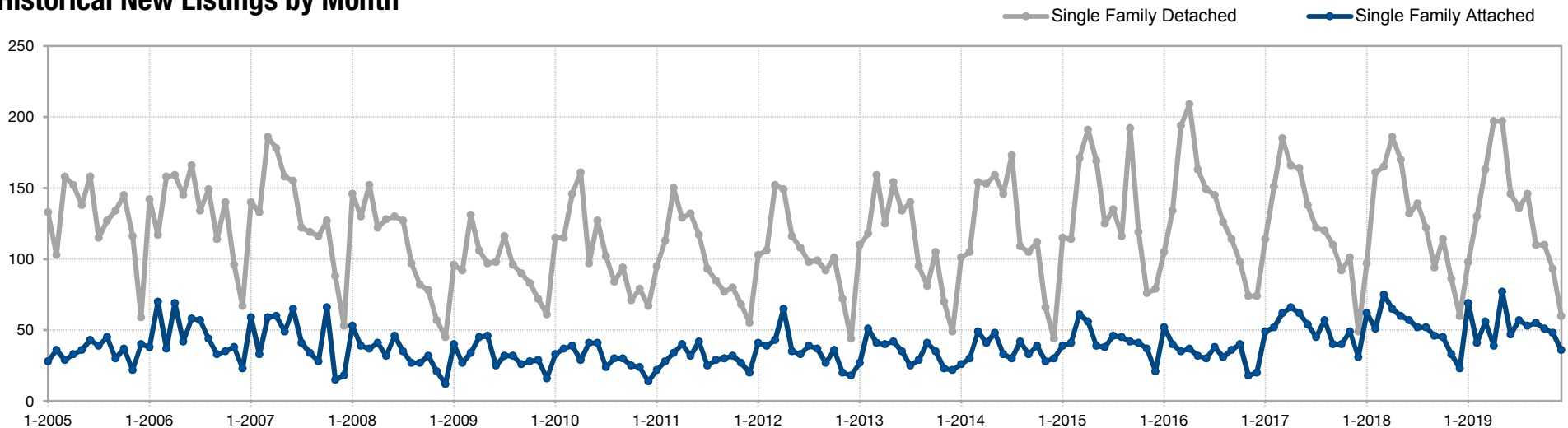


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	98	+1.0%	69	+11.3%
Feb-2019	130	-19.3%	41	-19.6%
Mar-2019	163	-1.2%	56	-25.3%
Apr-2019	197	+5.9%	39	-40.0%
May-2019	197	+15.9%	77	+28.3%
Jun-2019	146	+10.6%	47	-17.5%
Jul-2019	136	-2.2%	57	+9.6%
Aug-2019	146	+19.7%	53	+1.9%
Sep-2019	110	+17.0%	55	+19.6%
Oct-2019	110	-3.5%	51	+13.3%
Nov-2019	93	+8.1%	48	+45.5%
Dec-2019	60	0.0%	36	+56.5%
12-Month Avg	132	+3.9%	52	+1.3%

Historical New Listings by Month

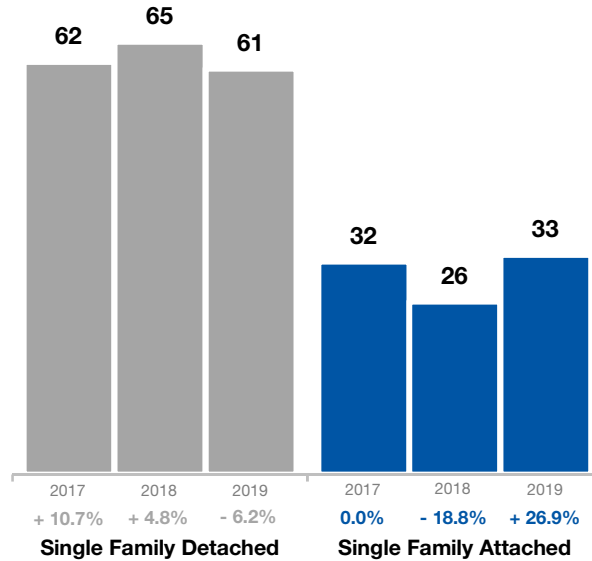


Pending Sales

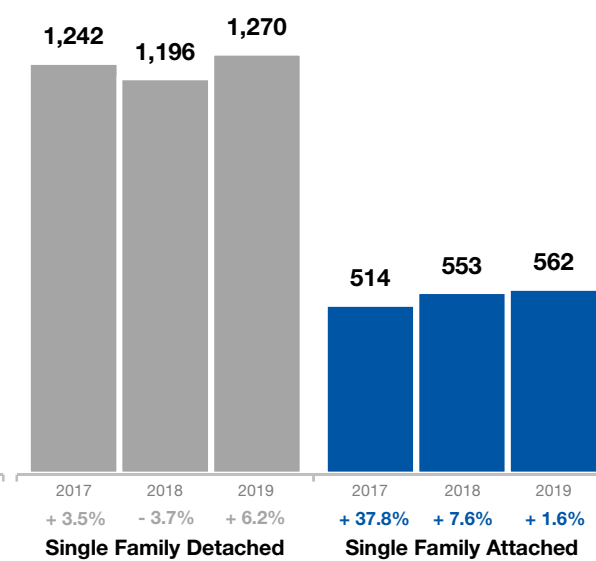
A count of the properties on which offers have been accepted in a given month.



December

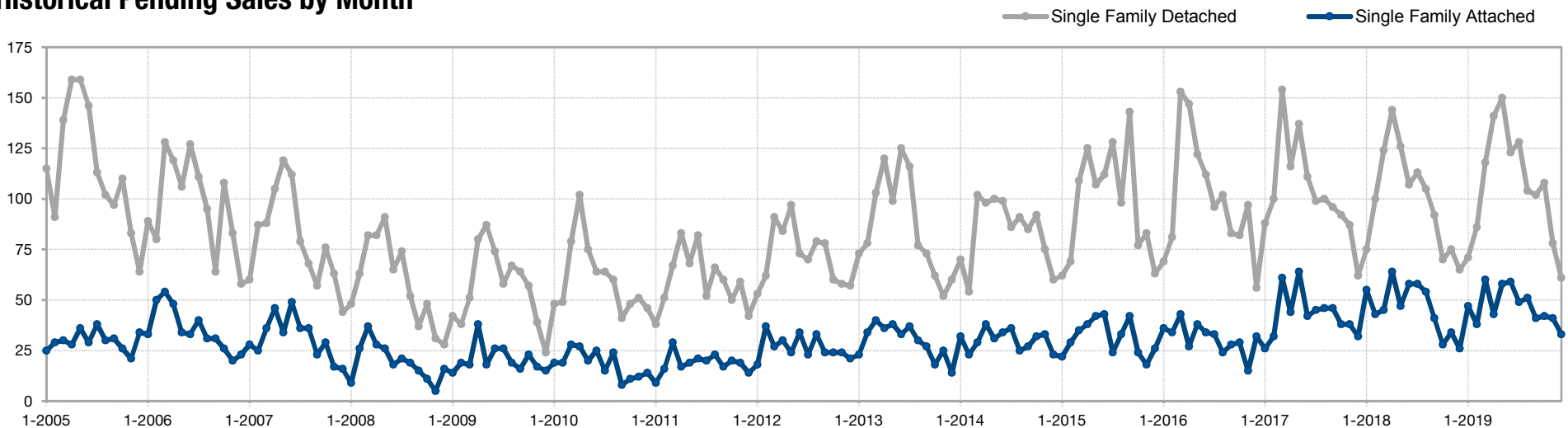


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	71	-5.3%	47	-14.5%
Feb-2019	86	-14.0%	38	-11.6%
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%	51	-5.6%
Sep-2019	102	+10.9%	41	0.0%
Oct-2019	108	+54.3%	42	+50.0%
Nov-2019	78	+4.0%	41	+20.6%
Dec-2019	61	-6.2%	33	+26.9%
12-Month Avg	106	+6.2%	47	+1.6%

Historical Pending Sales by Month

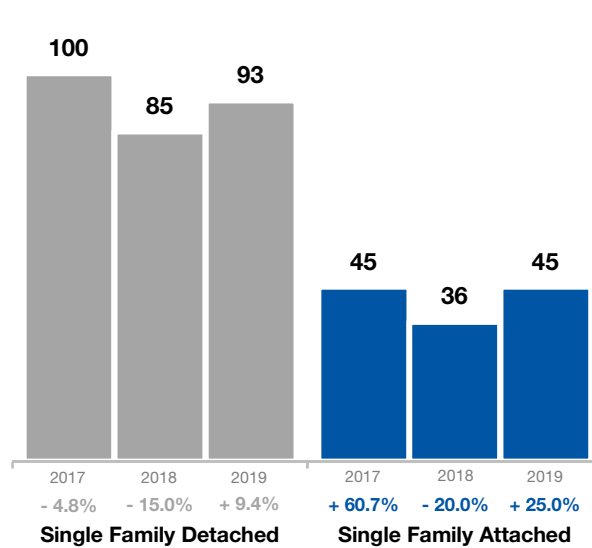


Closed Sales

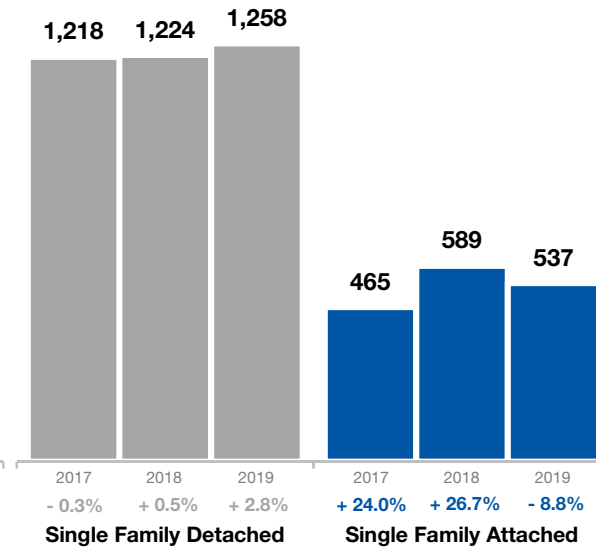
A count of the actual sales that closed in a given month.



December

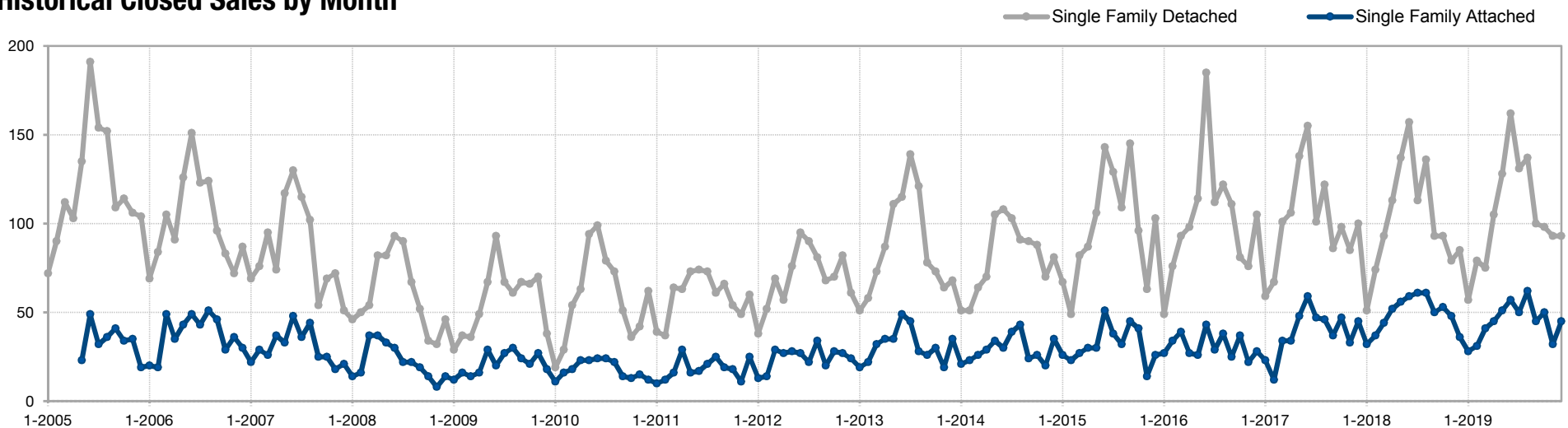


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	57	+11.8%	28	-12.5%
Feb-2019	79	+6.8%	31	-16.2%
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%	32	-33.3%
Dec-2019	93	+9.4%	45	+25.0%
12-Month Avg	105	+2.8%	45	-8.8%

Historical Closed Sales by Month

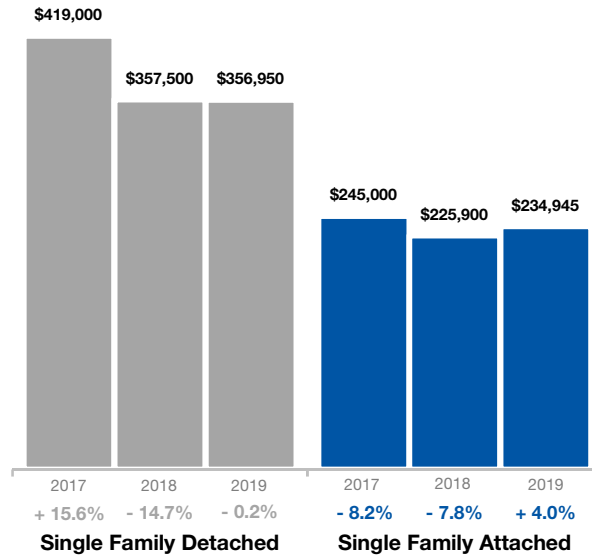


Median List Price

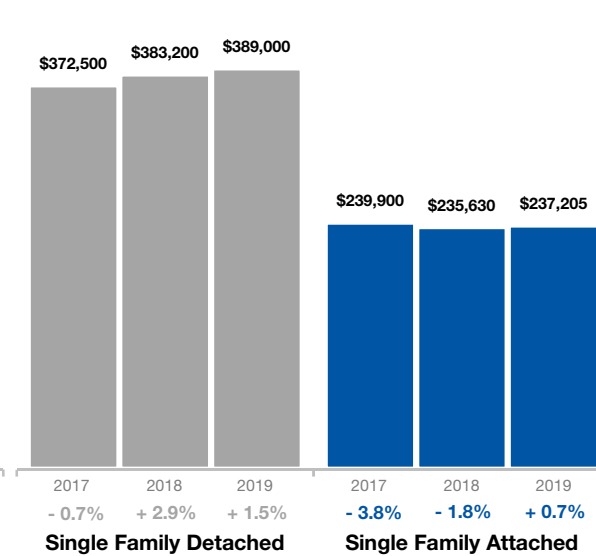
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



December



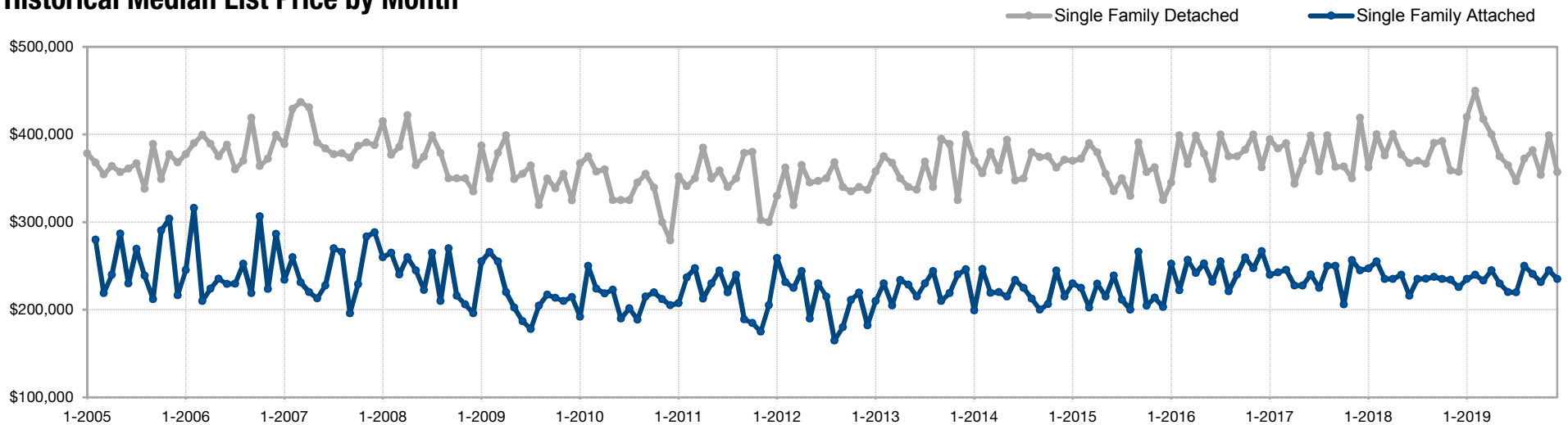
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	\$419,750	+15.8%	\$234,990	-4.8%
Feb-2019	\$449,900	+12.5%	\$239,900	-5.9%
Mar-2019	\$417,450	+11.1%	\$233,228	-0.8%
Apr-2019	\$400,000	-0.1%	\$245,000	+4.3%
May-2019	\$375,000	-0.5%	\$230,000	-4.1%
Jun-2019	\$364,950	-0.6%	\$220,000	+1.9%
Jul-2019	\$346,500	-6.4%	\$219,900	-6.4%
Aug-2019	\$372,450	+1.6%	\$250,000	+6.2%
Sep-2019	\$382,000	-2.2%	\$240,560	+1.3%
Oct-2019	\$353,750	-9.9%	\$231,510	-1.5%
Nov-2019	\$398,900	+11.1%	\$244,990	+4.7%
Dec-2019	\$356,950	-0.2%	\$234,945	+4.0%
12-Month Avg*	\$389,000	+1.5%	\$237,205	+0.7%

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

Historical Median List Price by Month

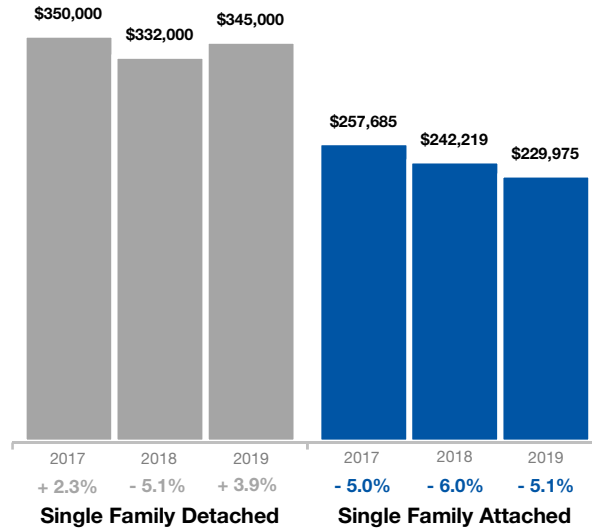


Median Sales Price

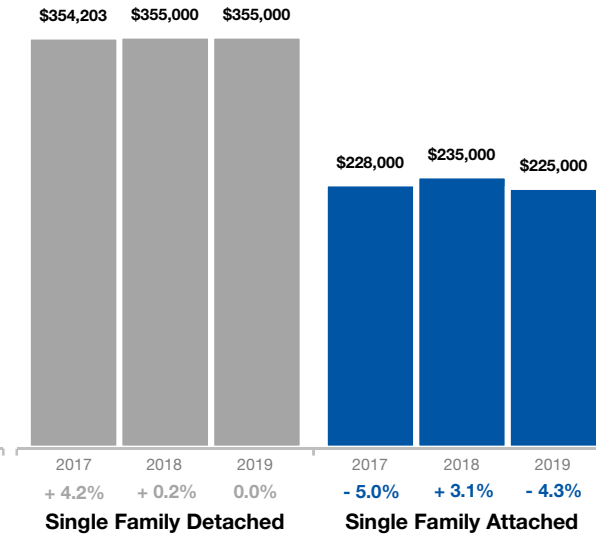
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



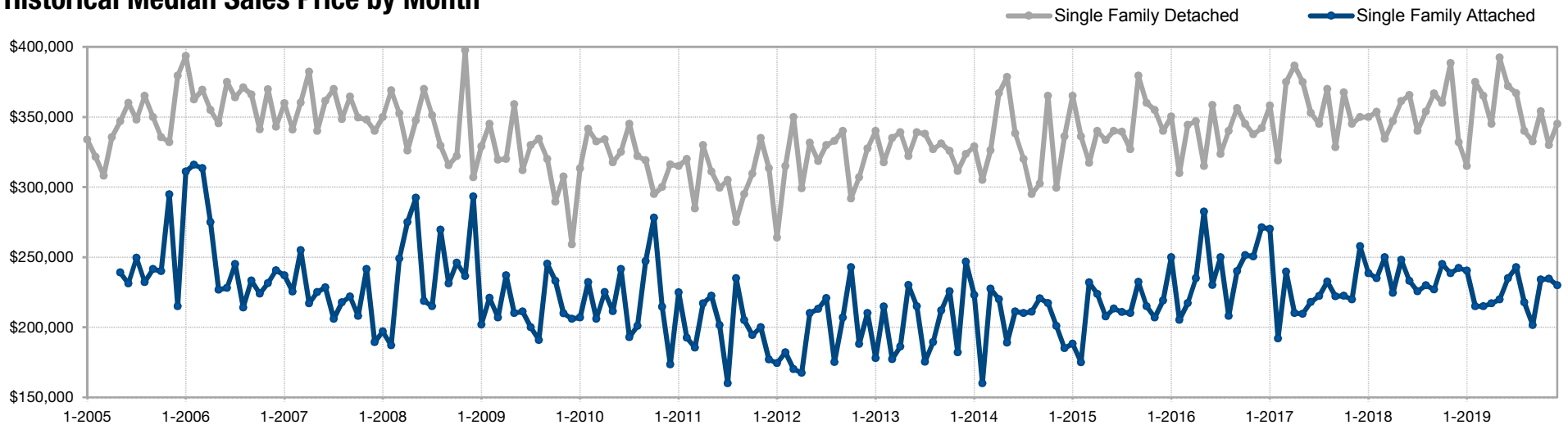
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	\$315,000	-10.0%	\$240,358	+0.8%
Feb-2019	\$374,900	+6.0%	\$215,000	-8.5%
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%	\$234,598	-1.7%
Dec-2019	\$345,000	+3.9%	\$229,975	-5.1%
12-Month Avg*	\$355,000	0.0%	\$225,000	-4.3%

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

Historical Median Sales Price by Month

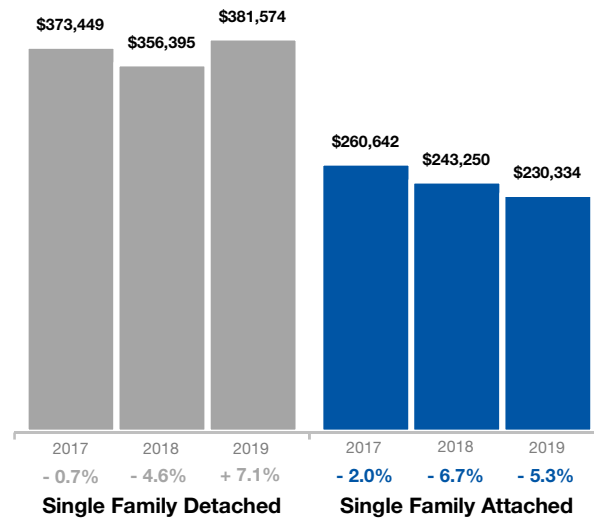


Average Sales Price

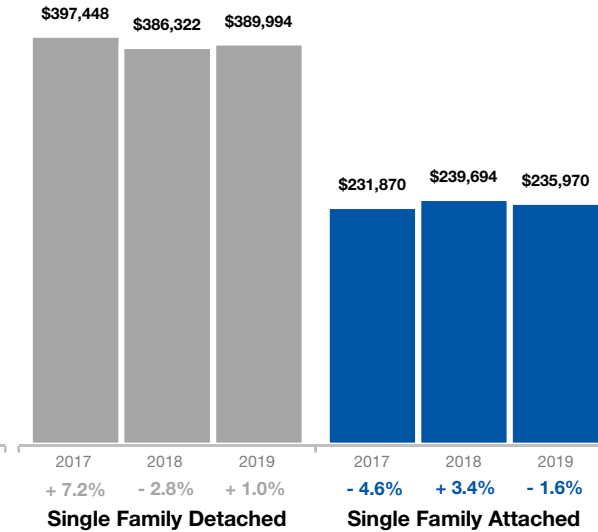
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



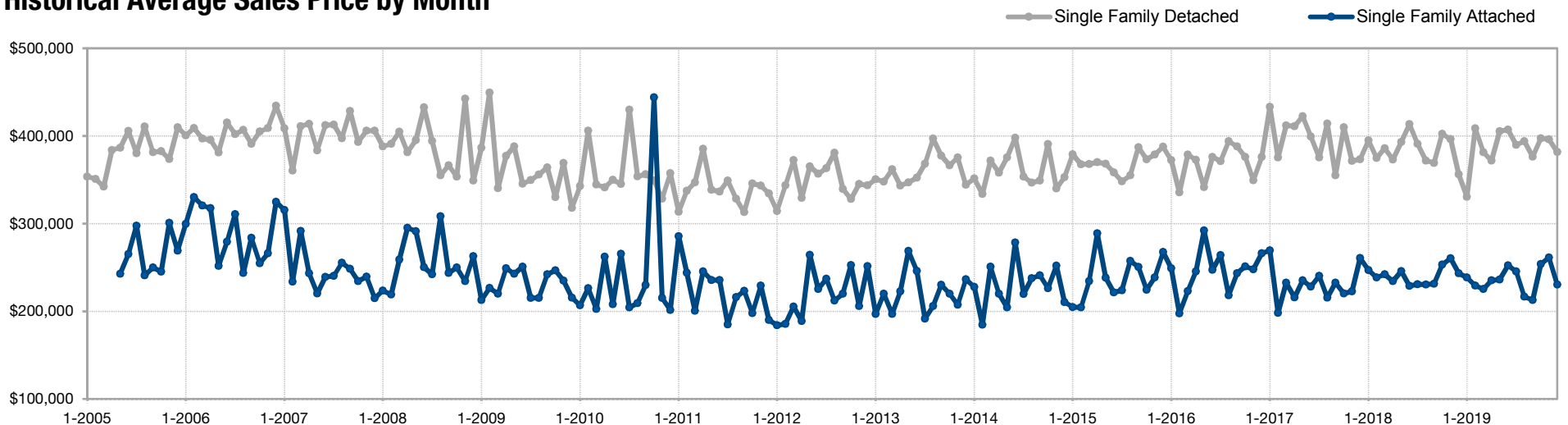
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	\$330,620	-16.2%	\$238,612	-3.4%
Feb-2019	\$408,567	+9.0%	\$229,136	-3.9%
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	\$394,139	+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%	\$261,150	+0.2%
Dec-2019	\$381,574	+7.1%	\$230,334	-5.3%
12-Month Avg*	\$389,994	+1.0%	\$235,970	-1.6%

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

Historical Average Sales Price by Month

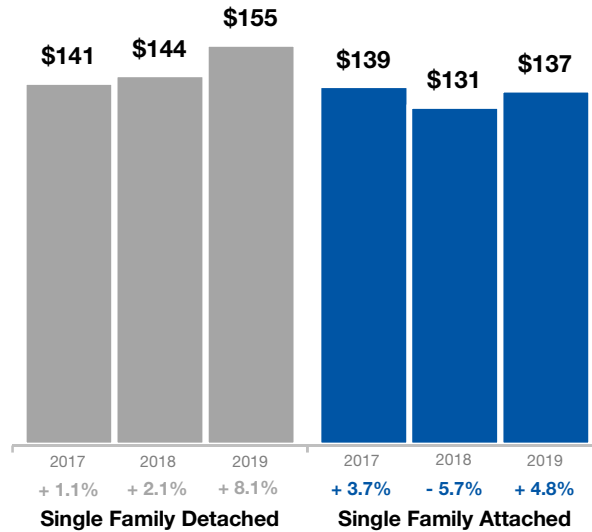


Median Price Per Square Foot

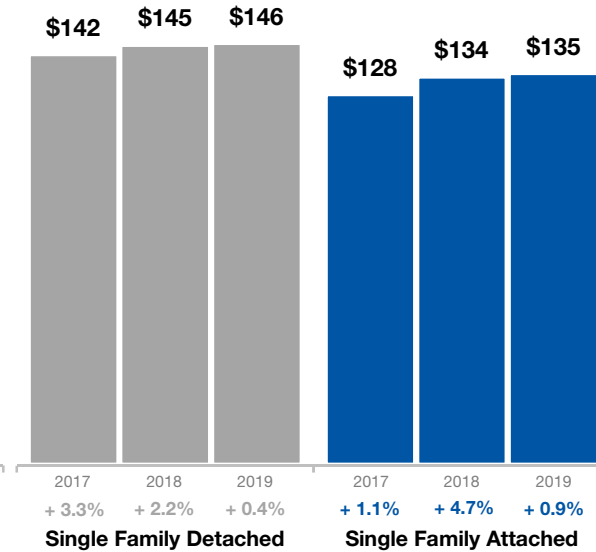
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



December



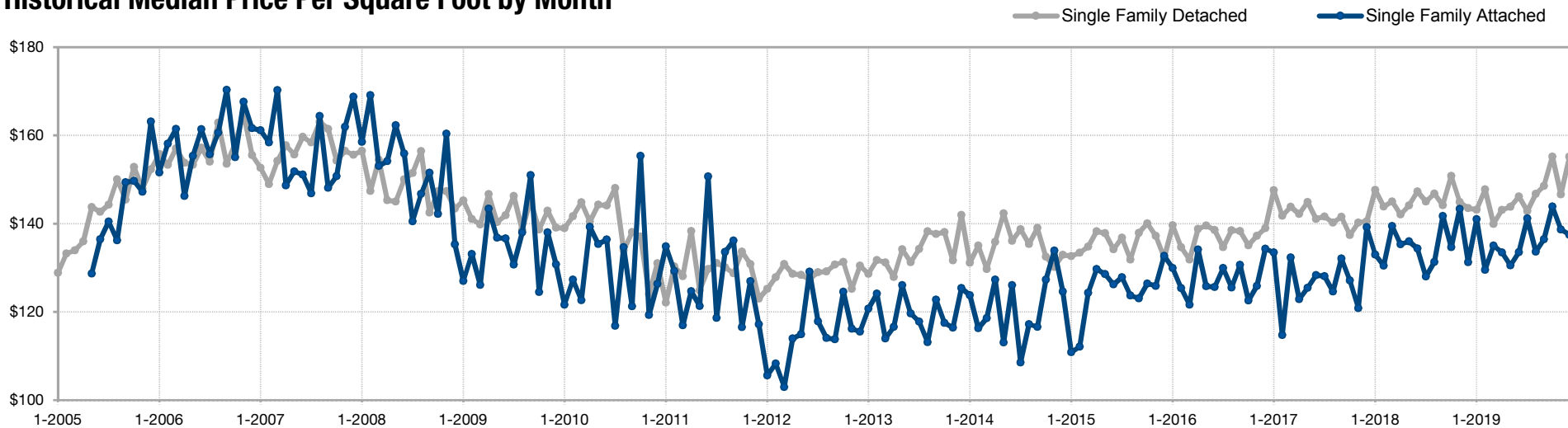
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	\$143	-3.0%	\$141	+6.1%
Feb-2019	\$148	+2.7%	\$130	-0.7%
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	-3.3%
Dec-2019	\$155	+8.1%	\$137	+4.8%
12-Month Avg*	\$146	+0.4%	\$135	+0.9%

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

Historical Median Price Per Square Foot by Month

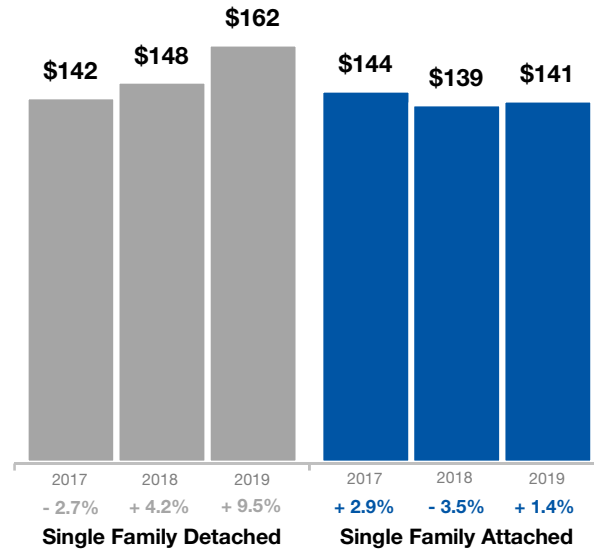


Average Price Per Square Foot

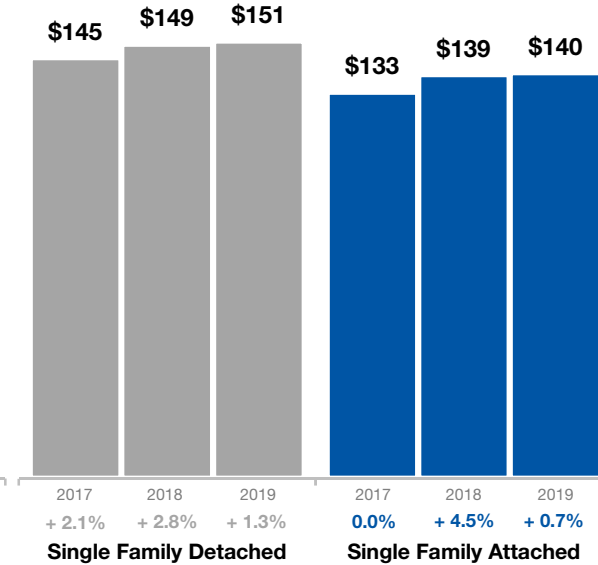
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



December



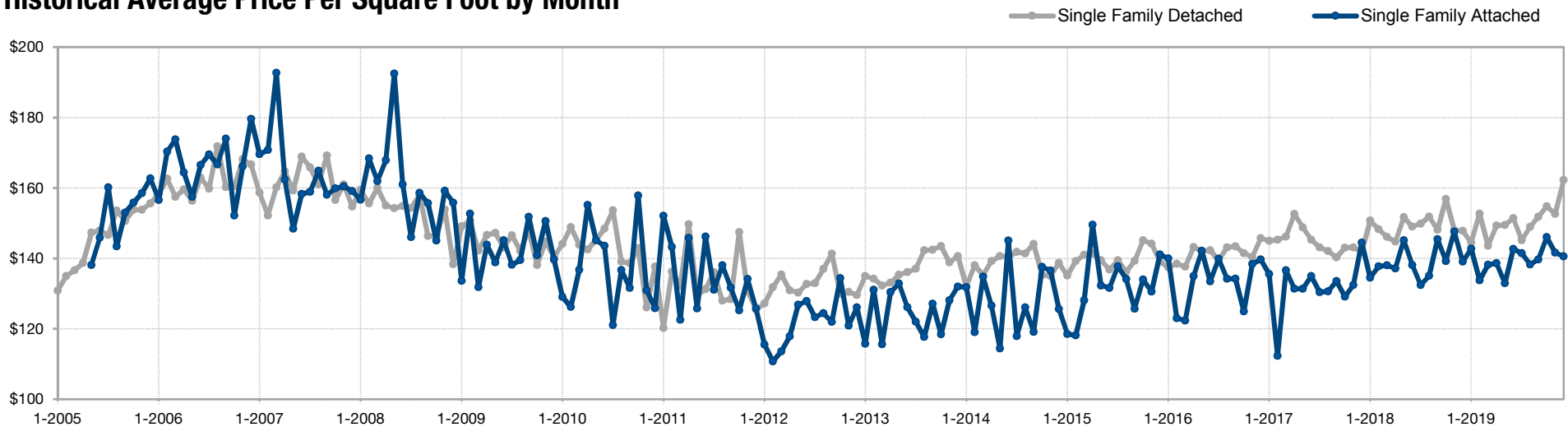
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	\$144	-4.6%	\$143	+5.9%
Feb-2019	\$153	+3.4%	\$134	-2.9%
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%	\$142	-4.1%
Dec-2019	\$162	+9.5%	\$141	+1.4%
12-Month Avg*	\$151	+0.7%	\$140	+0.5%

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

Historical Average Price Per Square Foot by Month

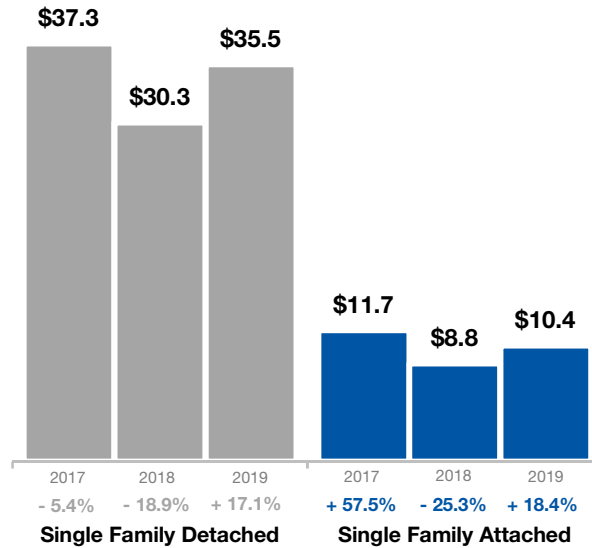


Dollar Volume of Closed Sales (in millions)

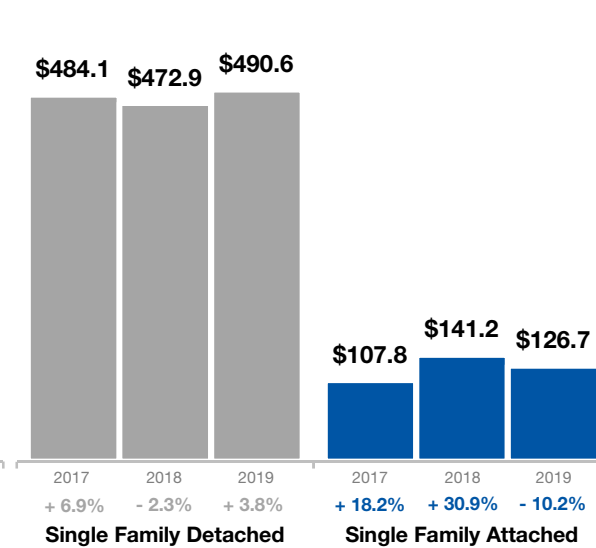


The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.

December



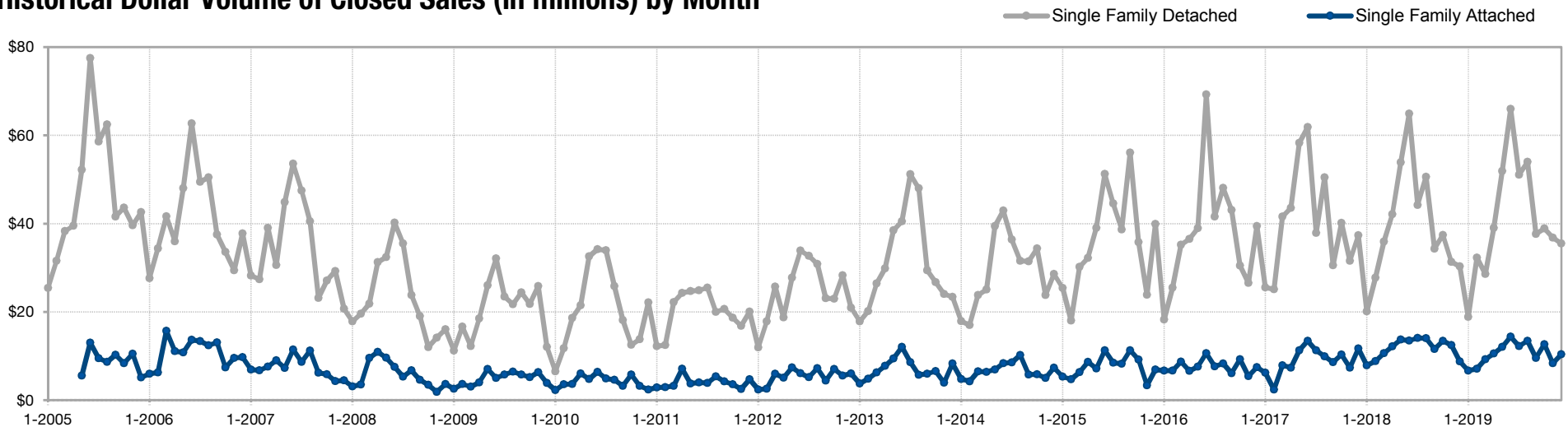
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	\$18.8	-6.4%	\$6.7	-15.5%
Feb-2019	\$32.3	+16.3%	\$7.1	-19.5%
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	+6.7%	\$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%	\$8.4	-33.2%
Dec-2019	\$35.5	+17.1%	\$10.4	+18.4%
12-Month Avg*	\$40.9	+3.8%	\$10.6	-10.2%

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

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

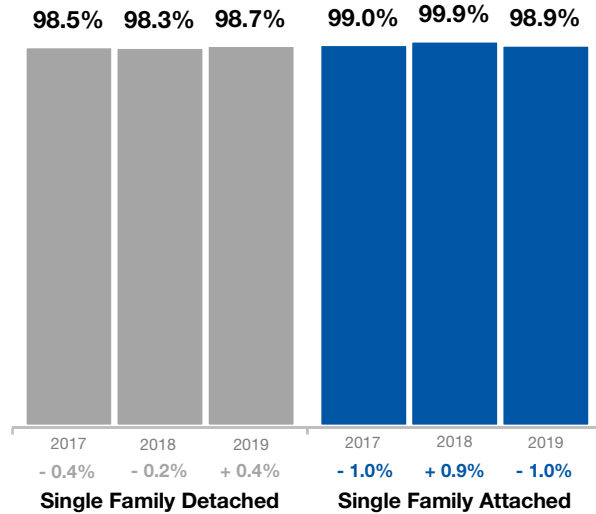


Median Percent of List Price to Sale Price

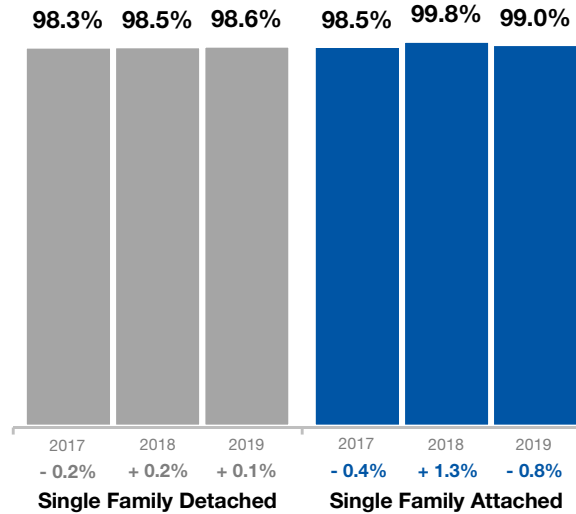


Percentage found when dividing a property's sales price by its most recent list price, then taking the median for all properties sold in a given month, not accounting for seller concessions.

December



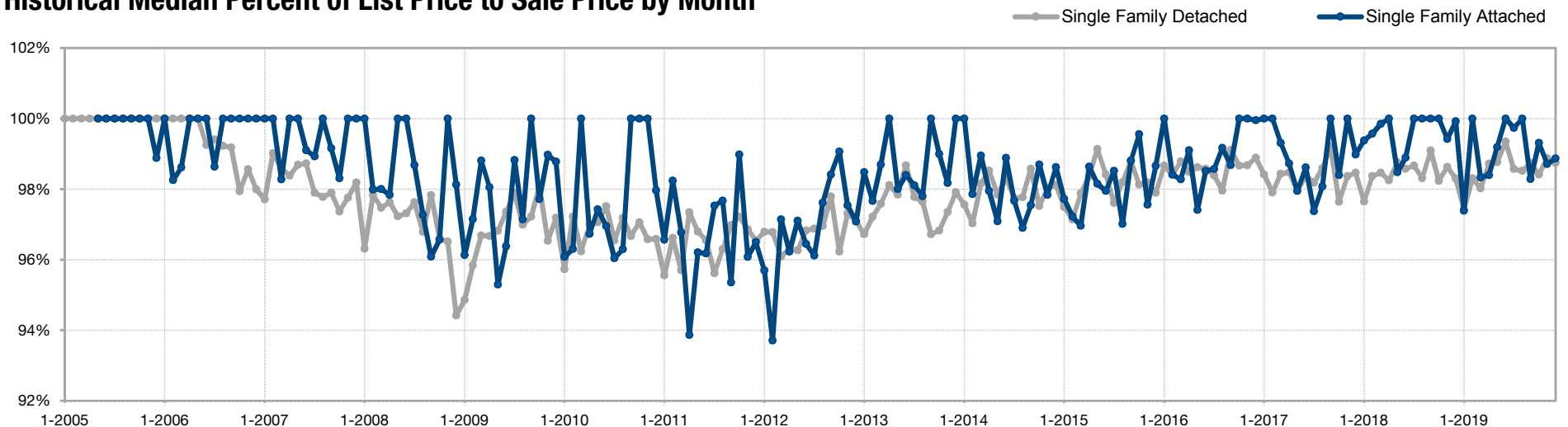
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	97.4%	-0.2%	97.4%	-2.0%
Feb-2019	98.3%	-0.1%	100.0%	+0.4%
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%
12-Month Avg*	98.6%	+0.1%	99.0%	-0.9%

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

Historical Median Percent of List Price to Sale Price by Month

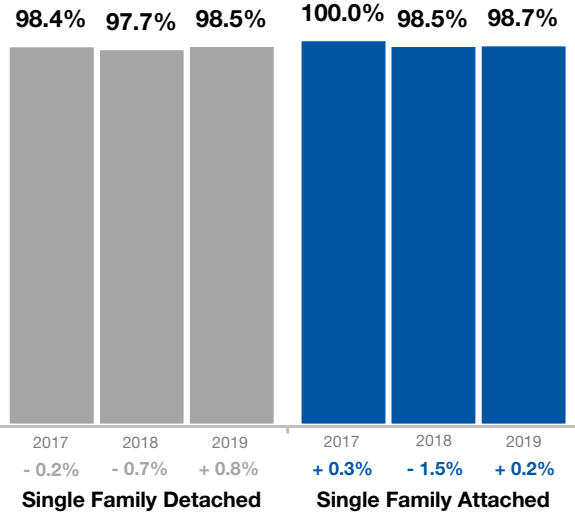


Average Percent of List Price to Sale Price

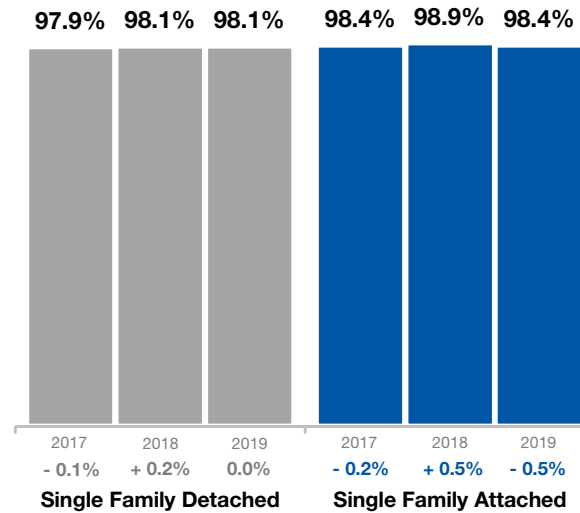
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



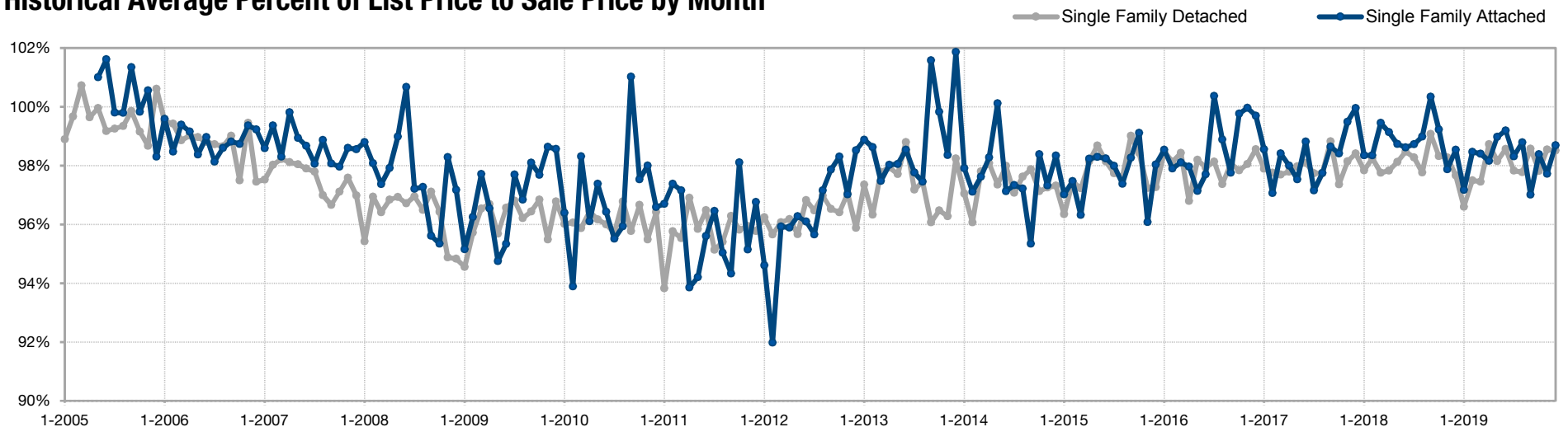
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	96.6%	-1.2%	97.2%	-1.2%
Feb-2019	97.5%	-0.8%	98.5%	+0.1%
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%	97.7%	-0.2%
Dec-2019	98.5%	+0.8%	98.7%	+0.2%
12-Month Avg*	98.1%	-0.1%	98.4%	-0.5%

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

Historical Average Percent of List Price to Sale Price by Month

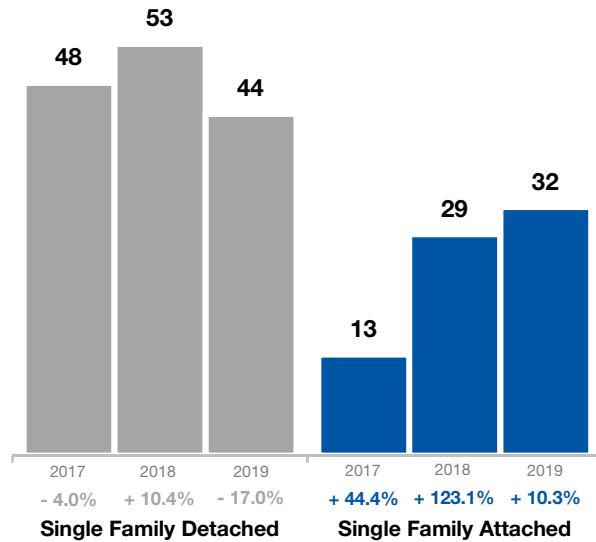


Median Days on Market Until Sale

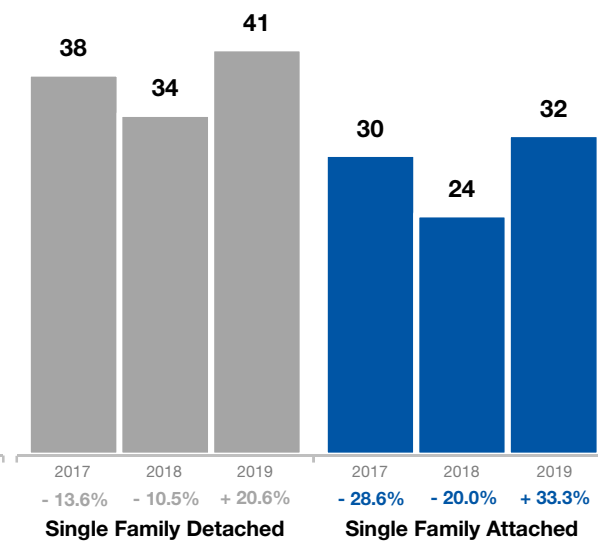
Median number of days between when a property is listed and when an offer is accepted in a given month.



December



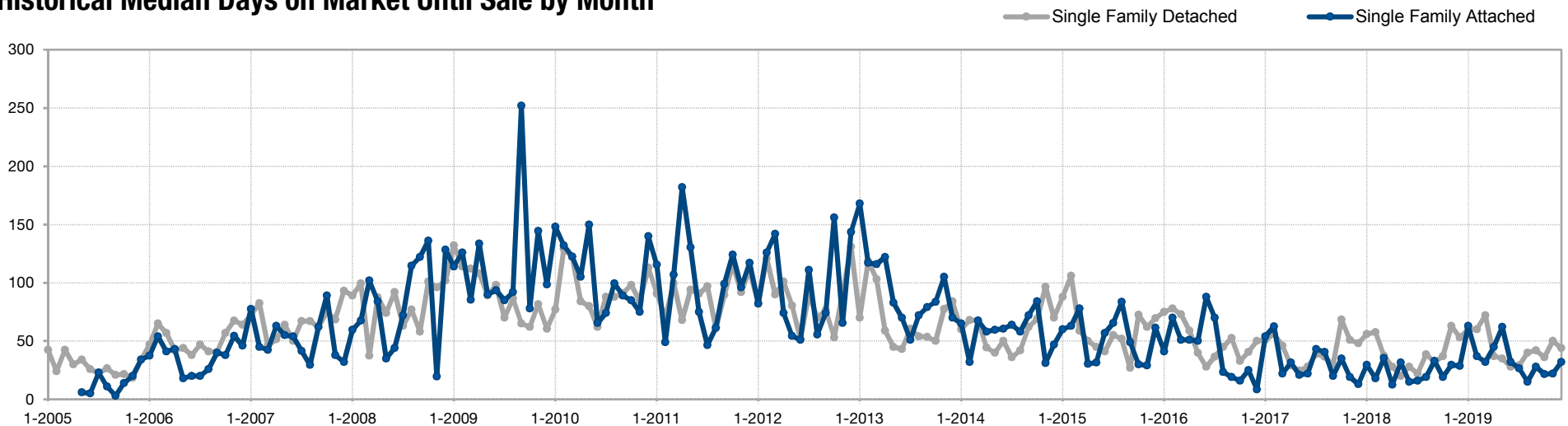
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	60	+7.1%	63	+110.0%
Feb-2019	60	+3.4%	37	+105.6%
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%	22	-26.7%
Dec-2019	44	-17.0%	32	+10.3%
12-Month Avg*	41	+19.1%	32	+33.3%

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

Historical Median Days on Market Until Sale by Month

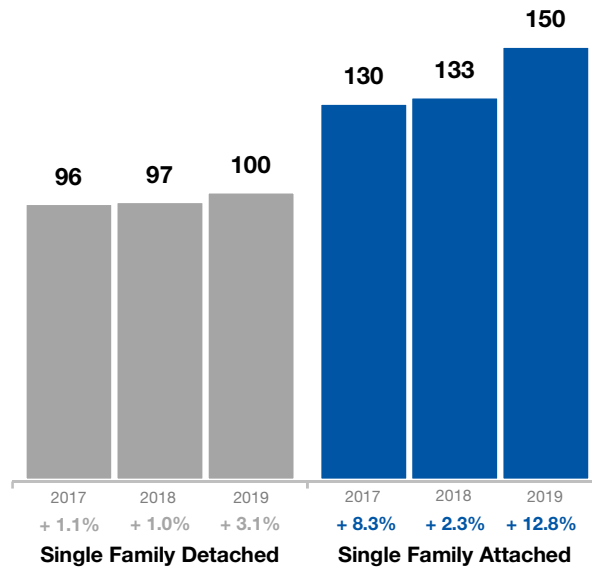


Housing Affordability Index

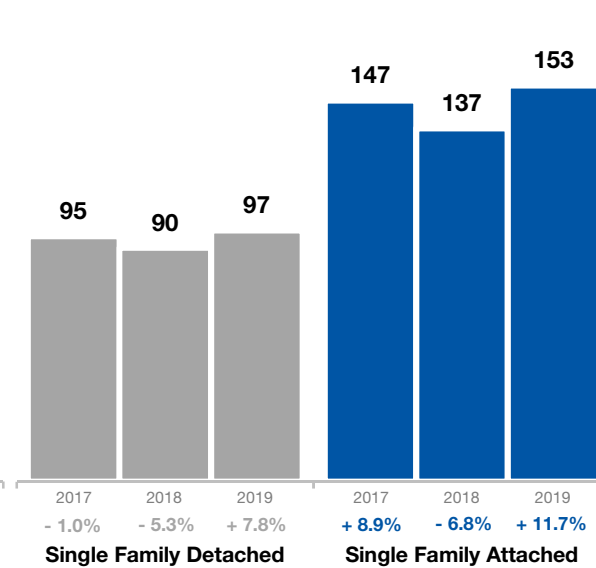


Measures housing affordability for James City, New Kent and York Counties. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for a median-priced home under prevailing interest rates. A higher number means greater affordability.

December



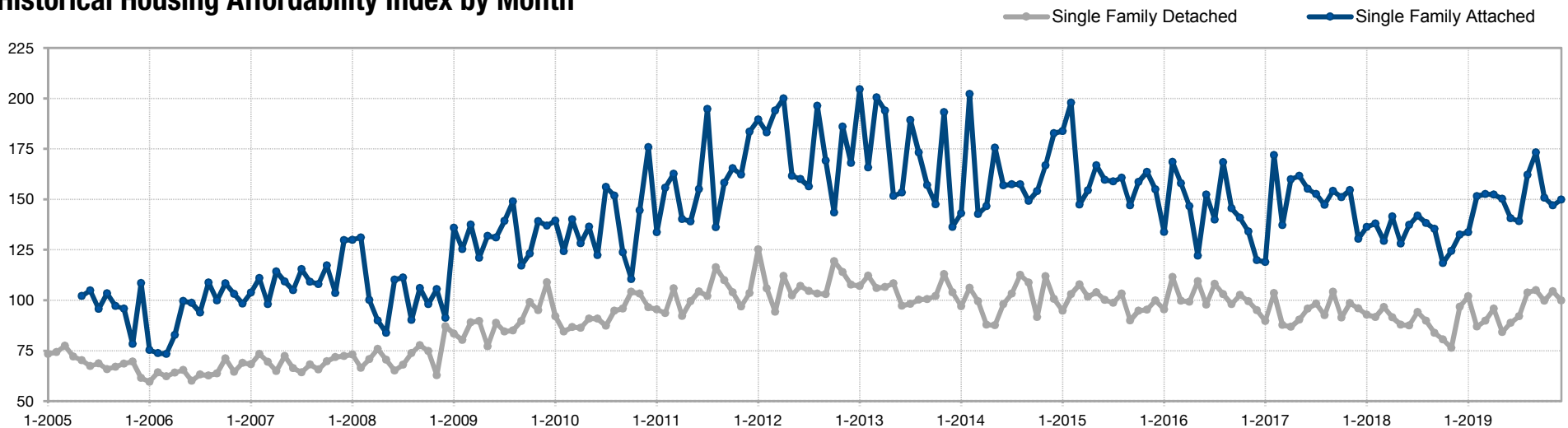
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	102	+9.7%	134	-1.5%
Feb-2019	87	-5.4%	152	+10.1%
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%	147	+18.5%
Dec-2019	100	+3.1%	150	+12.8%
12-Month Avg*	96	+12.2%	89	+12.4%

* Affordability Index for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

Historical Housing Affordability Index by Month

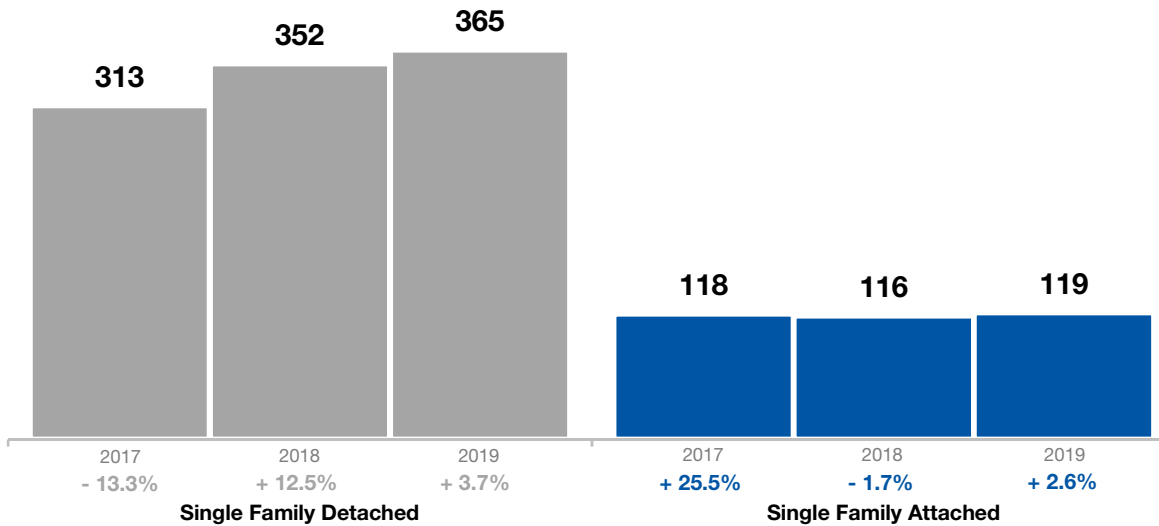


End of Month Inventory

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

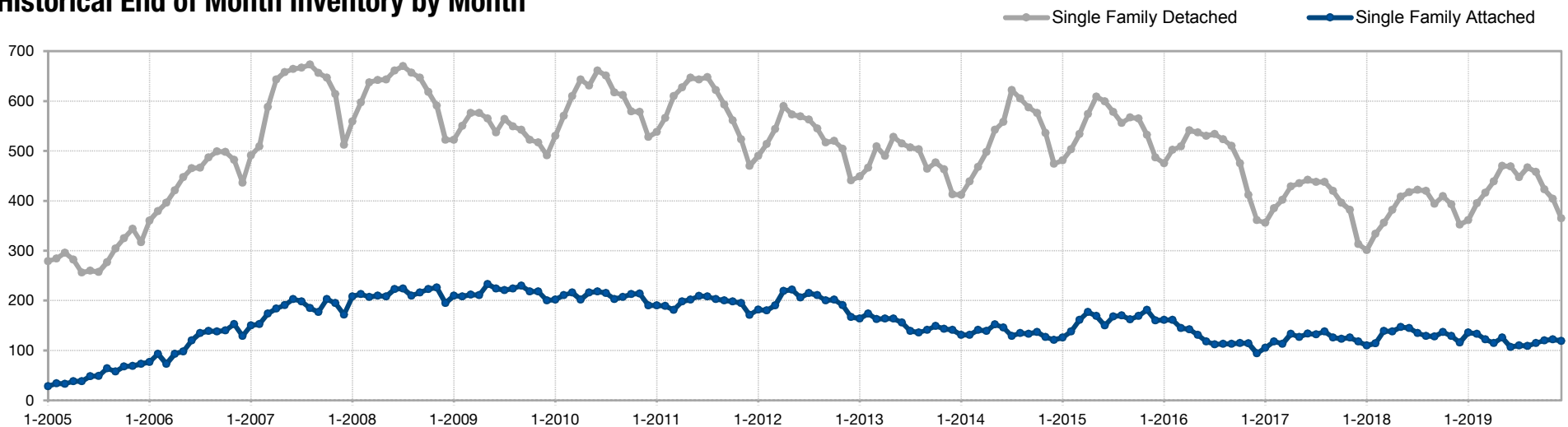


December



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	361	+19.9%	136	+23.6%
Feb-2019	395	+18.3%	133	+16.7%
Mar-2019	416	+16.9%	122	-12.2%
Apr-2019	439	+14.9%	115	-16.7%
May-2019	470	+15.2%	126	-14.3%
Jun-2019	469	+12.5%	107	-26.2%
Jul-2019	447	+5.9%	110	-18.5%
Aug-2019	467	+11.2%	109	-15.5%
Sep-2019	458	+16.2%	115	-10.2%
Oct-2019	423	+3.4%	120	-12.4%
Nov-2019	404	+2.8%	122	-5.4%
Dec-2019	365	+3.7%	119	+2.6%
12-Month Avg	426	+11.5%	120	-8.5%

Historical End of Month Inventory by Month

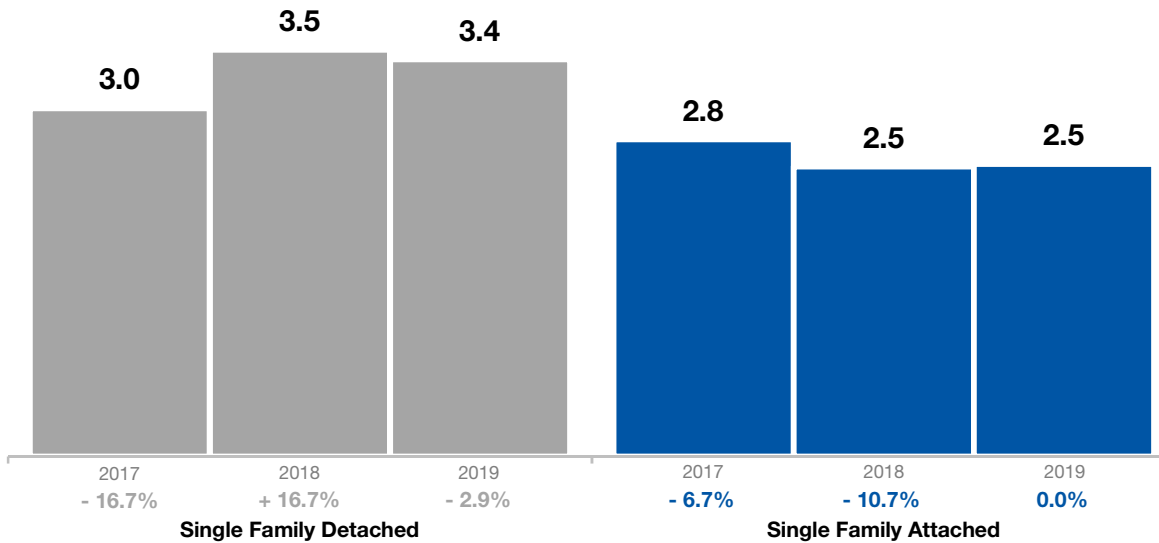


Months Supply of Inventory

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.



December



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jan-2019	3.6	+24.1%	3.0	+25.0%
Feb-2019	4.0	+21.2%	3.0	+20.0%
Mar-2019	4.3	+19.4%	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	4.7	+14.6%	2.4	-22.6%
Jul-2019	4.4	+7.3%	2.5	-10.7%
Aug-2019	4.6	+12.2%	2.4	-11.1%
Sep-2019	4.5	+15.4%	2.6	-3.7%
Oct-2019	4.0	-2.4%	2.6	-10.3%
Nov-2019	3.8	-5.0%	2.6	-7.1%
Dec-2019	3.4	-2.9%	2.5	0.0%
12-Month Avg*	4.2	+11.5%	2.6	-6.4%

* Months Supply for all properties from January 2019 through December 2019. 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				12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	12-2016	12-2017	12-2018	12-2019						
New Listings					83	96	+ 15.7%	2,147	2,215	+ 3.2%
Pending Sales					91	94	+ 3.3%	1,750	1,832	+ 4.7%
Closed Sales					121	138	+ 14.0%	1,815	1,795	- 1.1%
Median List Price					\$310,000	\$321,735	+ 3.8%	\$329,000	\$337,900	+ 2.7%
Median Sales Price					\$291,375	\$300,000	+ 3.0%	\$310,000	\$312,000	+ 0.6%
Avg. Sales Price					\$322,732	\$332,257	+ 3.0%	\$338,773	\$343,916	+ 1.5%
Median Price Per Sq Ft					\$141	\$149	+ 5.7%	\$137	\$140	+ 2.2%
Average Price Per Sq Ft					\$145	\$155	+ 6.9%	\$146	\$147	+ 0.7%
\$ Volume of Closed Sales (in millions)					\$39.1	\$45.9	+ 17.4%	\$614.9	\$617.3	+ 0.4%
Median Pct of List Price to Sale Price					98.5%	98.8%	+ 0.3%	98.7%	98.7%	0.0%
Avg Pct of List Price to Sale Price					97.9%	98.6%	+ 0.7%	98.4%	98.2%	- 0.2%
Median Days on Market					50	42	- 16.0%	31	38	+ 22.6%
Affordability Index					110	115	+ 4.5%	104	110	+ 5.8%
End of Month Inventory					468	484	+ 3.4%	--	--	--
Months Supply					3.2	3.2	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		
	12-2018	12-2019	+ / -	12-2018	12-2019	+ / -	12-2018	12-2019	+ / -	12-2018	12-2019	+ / -	12-2018	12-2019	+ / -
James City County	60	75	+25.0%	83	108	+30.1%	\$ 308,000	\$ 304,500	-1.1%	375	384	+2.4%	3.3	3.1	-6.1%
City of Williamsburg	12	9	-25.0%	14	12	-14.3%	\$217,250	\$258,950	+19.2%	46	53	+15.2%	3.6	3.8	+5.6%
York County	21	20	-4.8%	34	34	0.0%	\$289,800	\$328,020	+13.2%	83	89	+7.2%	2.7	2.9	+7.4%
New Kent County	5	2	-60.0%	7	22	+214.3%	\$323,000	\$349,500	+8.2%	42	37	-11.9%	6.0	3.2	-46.7%
Charles City County	3	0	-100.0%	0	1	--	\$0	\$235,000	--	7	4	-42.9%	5.4	2.1	-61.1%
Newport News	9	11	+22.2%	9	16	+77.8%	\$225,000	\$226,500	+0.7%	44	25	-43.2%	3.0	1.6	-46.7%
Hampton	3	1	-66.7%	5	2	-60.0%	\$224,000	\$238,750	+6.6%	19	10	-47.4%	4.1	1.7	-58.5%
Surry	0	0	--	3	1	-66.7%	\$140,000	\$389,000	+177.9%	5	2	-60.0%	3.0	1.2	-60.0%
Gloucester	7	6	-14.3%	8	8	0.0%	\$244,000	\$218,700	-10.4%	32	30	-6.3%	2.9	3.3	+13.8%
Richmond	0	0	--	0	0	--	\$0	\$0	--	1	0	-100.0%	1.0	0.0	-100.0%
23185	45	42	-6.7%	67	61	-9.0%	\$291,375	\$289,900	-0.5%	203	225	+10.8%	2.9	3.4	+17.2%
23188	32	47	+46.9%	49	67	+36.7%	\$295,000	\$313,740	+6.4%	229	211	-7.9%	3.5	2.8	-20.0%
23168	6	7	+16.7%	5	10	+100.0%	\$275,000	\$242,500	-11.8%	36	48	+33.3%	3.5	4.2	+20.0%
23168, 23185 & 23188	83	96	+15.7%	121	138	+14.0%	\$291,375	\$300,000	+3.0%	468	484	+3.4%	3.2	3.2	0.0%