

Monthly Indicators



April 2019

For much of the country, the first quarter of 2019 provided several disruptive weather patterns that contributed to less foot traffic toward potential home sales. Coupled with low affordability, higher prices and an inventory situation in its infancy of recovering from record lows – not to mention several more days of wintry weather in April – slower sales persisted across most residential real estate markets. However, buyers are beginning to return in force this spring. For well-priced homes in desirable locations, competition is fierce.

When comparing 2019 to 2018 statistics, New Listings increased 16.7 percent for single-family detached homes but decreased 25.8 percent for single-family attached homes. Pending Sales decreased 1.4 percent for single-family detached homes and 23.4 percent for single-family attached properties.

Median List Price was up 4.2 percent for single-family detached homes but decreased 5.3 percent for single-family attached properties. Months Supply of Inventory increased 34.2 percent for single-family detached homes but decreased 3.3 percent for single-family attached properties.

Although hiring and wage gains have been below expectations, the national unemployment rate held firm at 3.8 percent. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, and yet inventory is straining to keep pace in the most competitive price ranges.

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

+ 0.3%	- 3.3%	- 2.2%
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				4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	4-2016	4-2017	4-2018	4-2019						
New Listings					186	217	+ 16.7%	610	646	+ 5.9%
Pending Sales					144	142	- 1.4%	443	417	- 5.9%
Closed Sales					113	103	- 8.8%	331	313	- 5.4%
Median List Price					\$400,485	\$417,500	+ 4.2%	\$395,000	\$430,000	+ 8.9%
Median Sales Price					\$347,000	\$348,000	+ 0.3%	\$347,000	\$355,790	+ 2.5%
Avg. Sales Price					\$373,034	\$374,155	+ 0.3%	\$380,444	\$377,136	- 0.9%
Median Price Per Sq Ft					\$142	\$143	+ 0.7%	\$144	\$142	- 1.3%
Average Price Per Sq Ft					\$145	\$149	+ 2.8%	\$147	\$148	+ 0.7%
\$ Volume of Closed Sales (in millions)					\$42.2	\$38.5	- 8.6%	\$125.9	\$118.0	- 6.3%
Median Pct of List Price to Sale Price					98.2%	98.7%	+ 0.5%	98.3%	98.3%	0.0%
Avg Pct of List Price to Sale Price					97.8%	98.7%	+ 0.9%	97.9%	97.7%	- 0.2%
Median Days on Market					28	36	+ 28.6%	38	52	+ 36.8%
Affordability Index					92	95	+ 3.3%	92	93	+ 1.1%
End of Month Inventory					384	502	+ 30.7%	--	--	--
Months Supply					3.8	5.1	+ 34.2%	--	--	--

Single Family Attached Market Overview

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



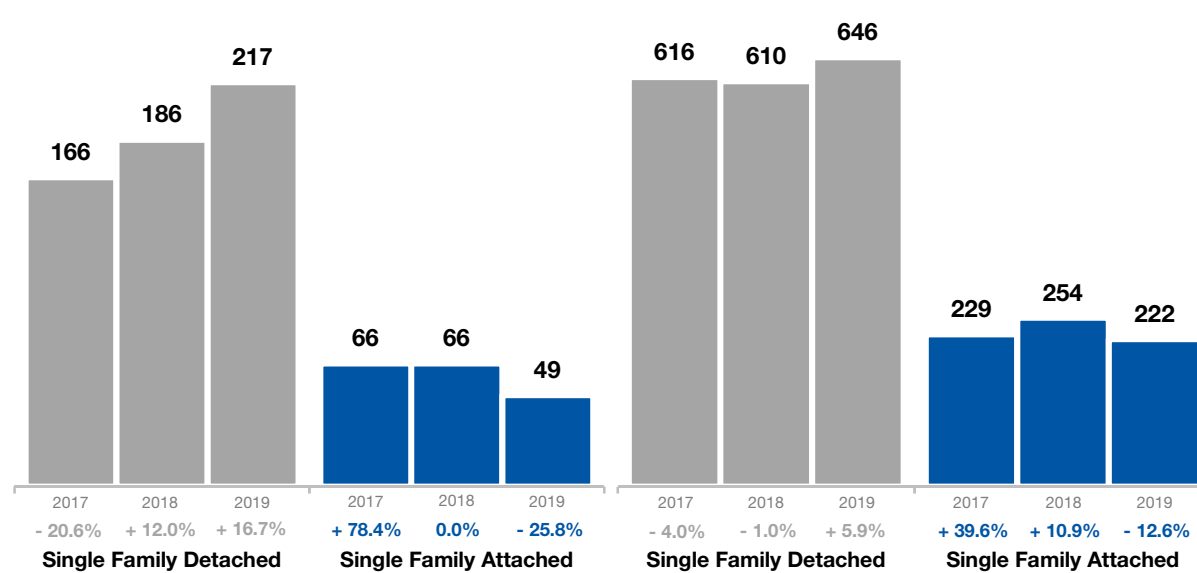
Key Metrics	Historical Sparkbars				4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	4-2016	4-2017	4-2018	4-2019						
New Listings					66	49	- 25.8%	254	222	- 12.6%
Pending Sales					64	49	- 23.4%	207	195	- 5.8%
Closed Sales					52	45	- 13.5%	165	144	- 12.7%
Median List Price					\$237,490	\$225,000	- 5.3%	\$244,950	\$239,450	- 2.2%
Median Sales Price					\$224,500	\$217,000	- 3.3%	\$234,905	\$220,000	- 6.3%
Avg. Sales Price					\$234,404	\$235,213	+ 0.3%	\$239,785	\$232,127	- 3.2%
Median Price Per Sq Ft					\$135	\$133	- 1.4%	\$135	\$134	- 1.2%
Average Price Per Sq Ft					\$137	\$139	+ 1.5%	\$137	\$139	+ 1.5%
\$ Volume of Closed Sales (in millions)					\$12.2	\$10.6	- 13.2%	\$39.6	\$33.4	- 15.5%
Median Pct of List Price to Sale Price					100.0%	98.4%	- 1.6%	99.7%	98.5%	- 1.2%
Avg Pct of List Price to Sale Price					99.1%	98.2%	- 0.9%	98.9%	98.1%	- 0.8%
Median Days on Market					13	45	+ 246.2%	23	45	+ 95.7%
Affordability Index					141	152	+ 7.8%	135	150	+ 11.1%
End of Month Inventory					139	130	- 6.5%	--	--	--
Months Supply					3.0	2.9	- 3.3%	--	--	--

New Listings

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

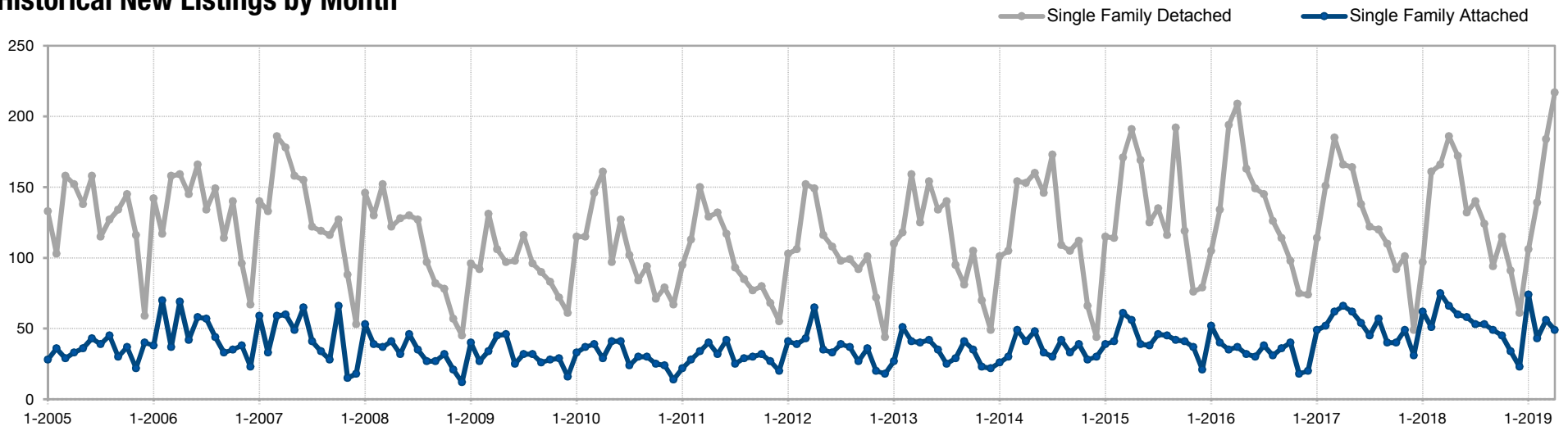


April



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	172	+4.9%	60	-3.2%
Jun-2018	132	-4.3%	58	+7.4%
Jul-2018	140	+14.8%	53	+17.8%
Aug-2018	124	+3.3%	53	-7.0%
Sep-2018	94	-14.5%	49	+22.5%
Oct-2018	115	+25.0%	45	+12.5%
Nov-2018	91	-9.9%	34	-30.6%
Dec-2018	61	+24.5%	23	-25.8%
Jan-2019	106	+9.3%	74	+19.4%
Feb-2019	139	-13.7%	43	-15.7%
Mar-2019	184	+10.8%	56	-25.3%
Apr-2019	217	+16.7%	49	-25.8%
12-Month Avg	131	+4.6%	50	-5.5%

Historical New Listings by Month

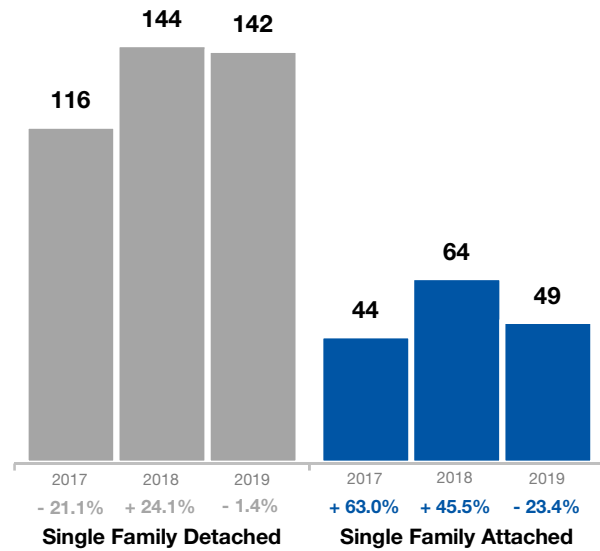


Pending Sales

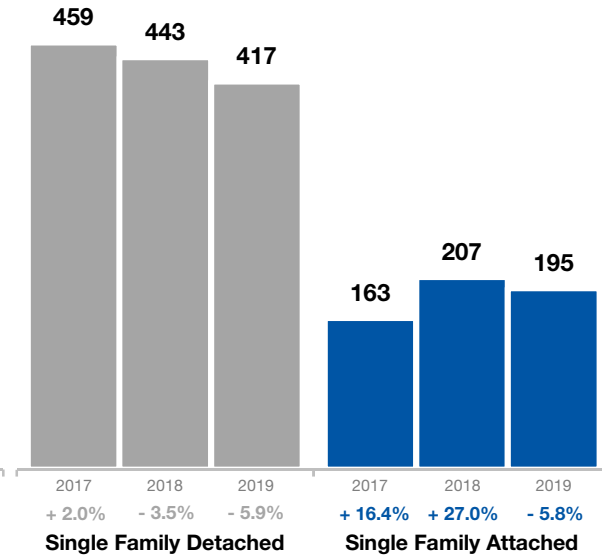
A count of the properties on which offers have been accepted in a given month.



April

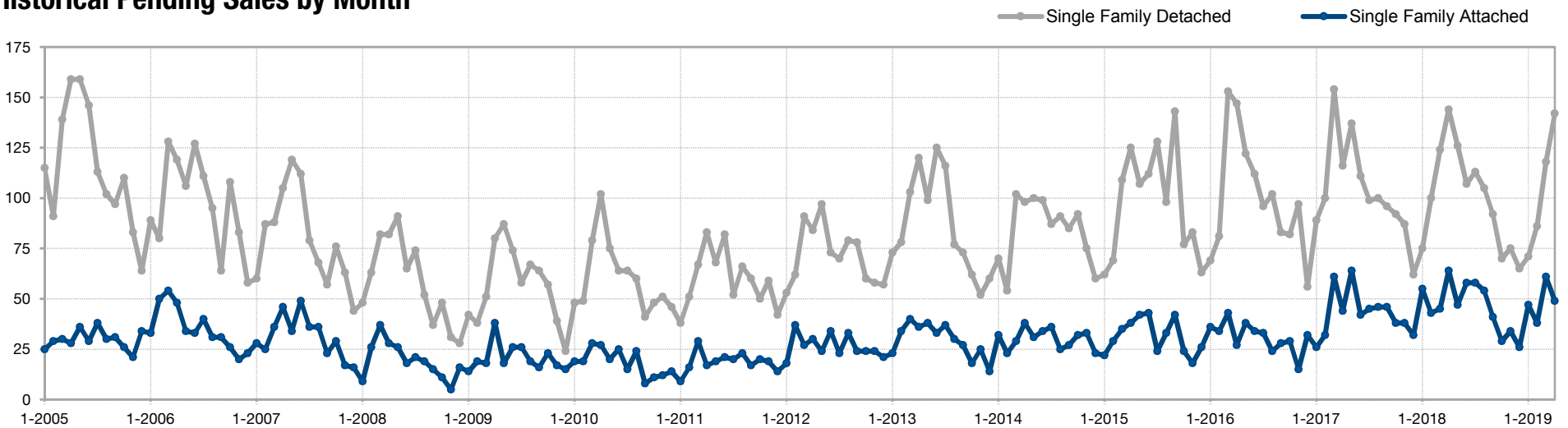


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	126	-8.0%	47	-26.6%
Jun-2018	107	-3.6%	58	+38.1%
Jul-2018	113	+14.1%	58	+28.9%
Aug-2018	105	+5.0%	54	+17.4%
Sep-2018	92	-4.2%	41	-10.9%
Oct-2018	70	-23.9%	29	-23.7%
Nov-2018	75	-13.8%	34	-10.5%
Dec-2018	65	+4.8%	26	-18.8%
Jan-2019	71	-5.3%	47	-14.5%
Feb-2019	86	-14.0%	38	-11.6%
Mar-2019	118	-4.8%	61	+35.6%
Apr-2019	142	-1.4%	49	-23.4%
12-Month Avg	98	-4.6%	45	-2.9%

Historical Pending Sales by Month

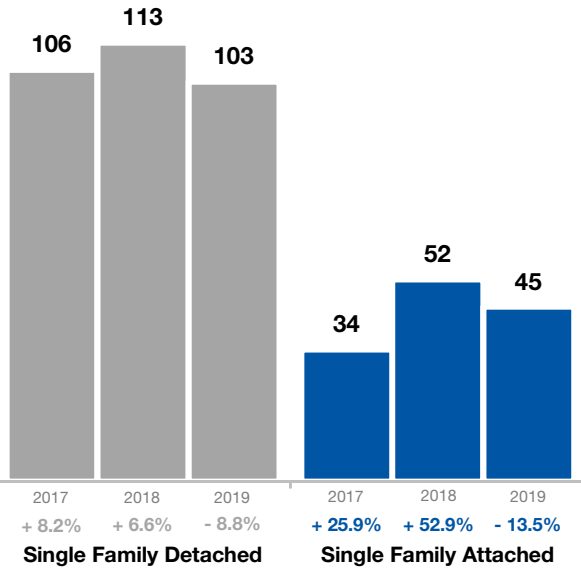


Closed Sales

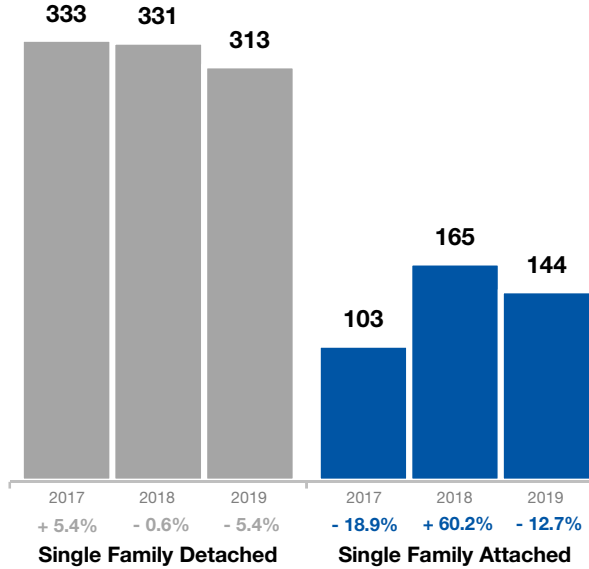
A count of the actual sales that closed in a given month.



April

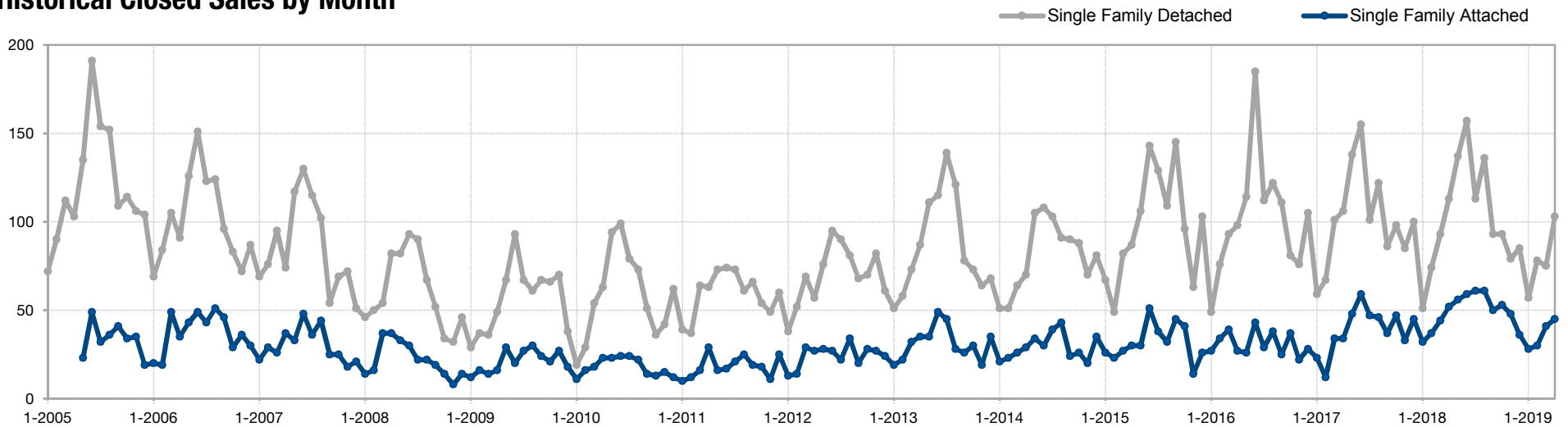


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	137	-0.7%	56	+16.7%
Jun-2018	157	+1.3%	59	0.0%
Jul-2018	113	+11.9%	61	+29.8%
Aug-2018	136	+11.5%	61	+32.6%
Sep-2018	93	+8.1%	50	+35.1%
Oct-2018	93	-5.1%	53	+12.8%
Nov-2018	79	-7.1%	48	+45.5%
Dec-2018	85	-15.0%	36	-20.0%
Jan-2019	57	+11.8%	28	-12.5%
Feb-2019	78	+5.4%	30	-18.9%
Mar-2019	75	-19.4%	41	-6.8%
Apr-2019	103	-8.8%	45	-13.5%
12-Month Avg	101	-0.8%	47	+7.8%

Historical Closed Sales by Month

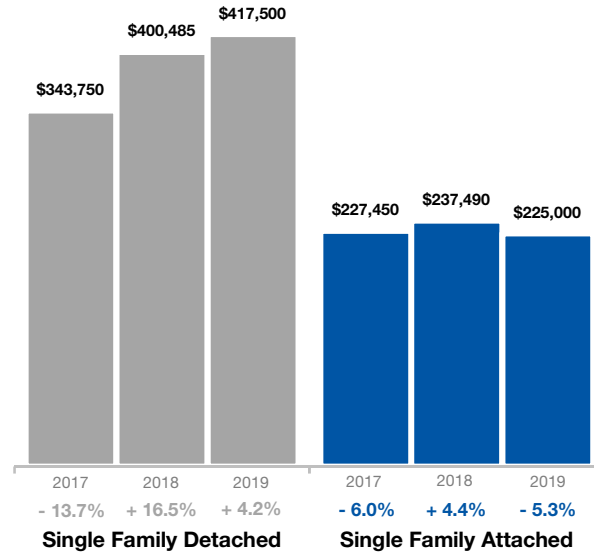


Median List Price

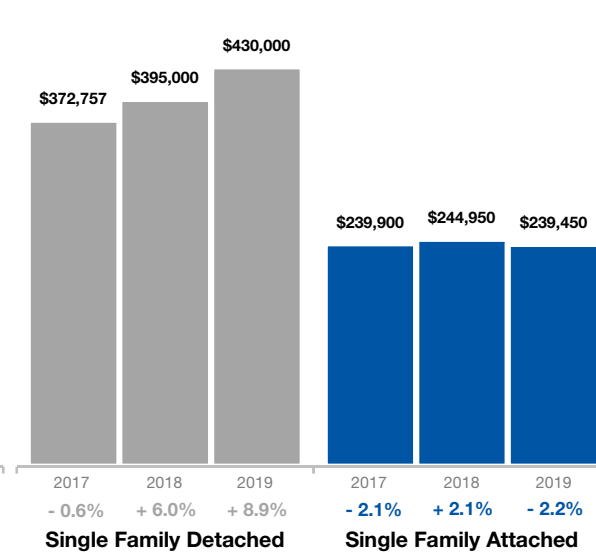
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



April



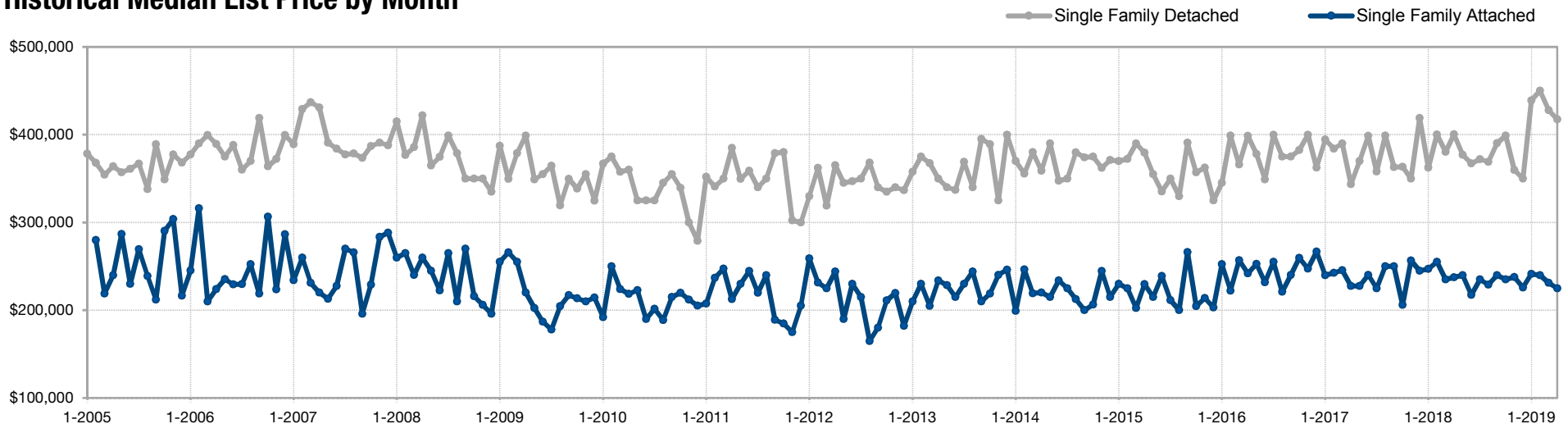
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	\$377,000	+1.9%	\$239,950	+5.5%
Jun-2018	\$367,250	-7.8%	\$217,450	-9.4%
Jul-2018	\$372,045	+3.9%	\$234,990	+4.5%
Aug-2018	\$369,000	-7.5%	\$228,990	-8.4%
Sep-2018	\$390,400	+7.5%	\$239,900	-4.0%
Oct-2018	\$399,000	+9.9%	\$235,000	+14.1%
Nov-2018	\$359,900	+2.8%	\$237,633	-7.4%
Dec-2018	\$350,000	-16.5%	\$225,900	-7.8%
Jan-2019	\$439,150	+21.1%	\$241,450	-2.2%
Feb-2019	\$450,000	+12.5%	\$239,900	-5.9%
Mar-2019	\$427,900	+12.5%	\$231,240	-1.6%
Apr-2019	\$417,500	+4.2%	\$225,000	-5.3%
12-Month Avg*	\$399,000	+5.0%	\$234,990	-2.1%

* Median List Price for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Median List Price by Month

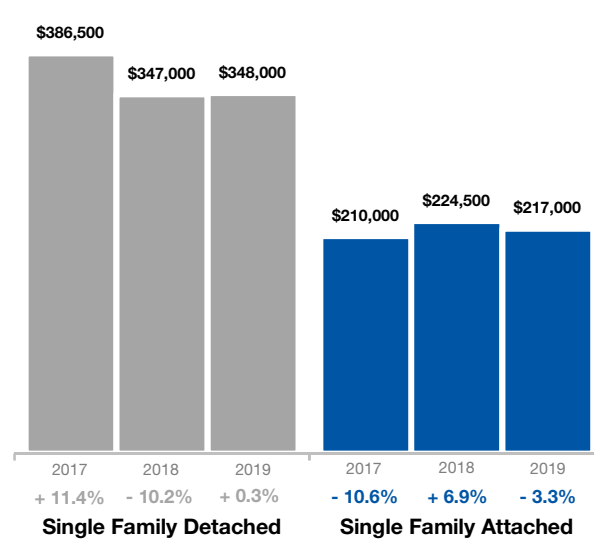


Median Sales Price

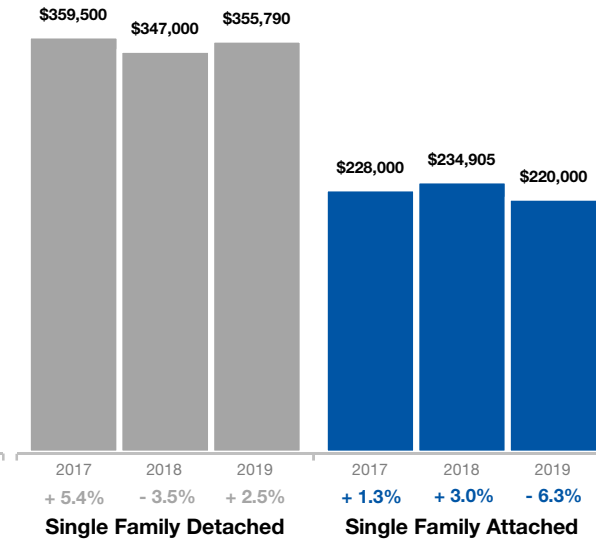
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



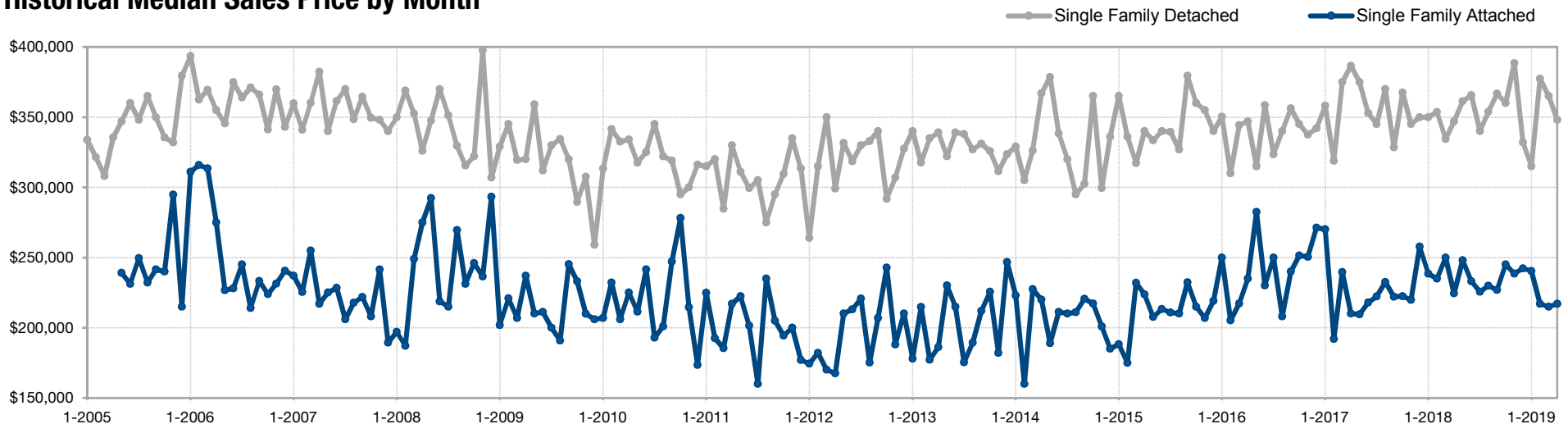
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	\$361,310	-3.7%	\$248,003	+18.4%
Jun-2018	\$365,565	+3.6%	\$233,000	+6.9%
Jul-2018	\$340,000	-1.4%	\$225,560	+1.5%
Aug-2018	\$353,762	-4.4%	\$229,900	-1.1%
Sep-2018	\$366,720	+11.6%	\$226,943	+2.2%
Oct-2018	\$360,000	-2.0%	\$245,000	+10.1%
Nov-2018	\$388,450	+12.6%	\$238,578	+8.5%
Dec-2018	\$332,000	-5.1%	\$242,219	-6.0%
Jan-2019	\$315,000	-10.0%	\$240,358	+0.8%
Feb-2019	\$377,450	+6.7%	\$217,000	-7.7%
Mar-2019	\$365,000	+9.2%	\$215,000	-14.0%
Apr-2019	\$348,000	+0.3%	\$217,000	-3.3%
12-Month Avg*	\$357,000	+2.0%	\$231,995	-0.9%

* Median Sales Price for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Median Sales Price by Month

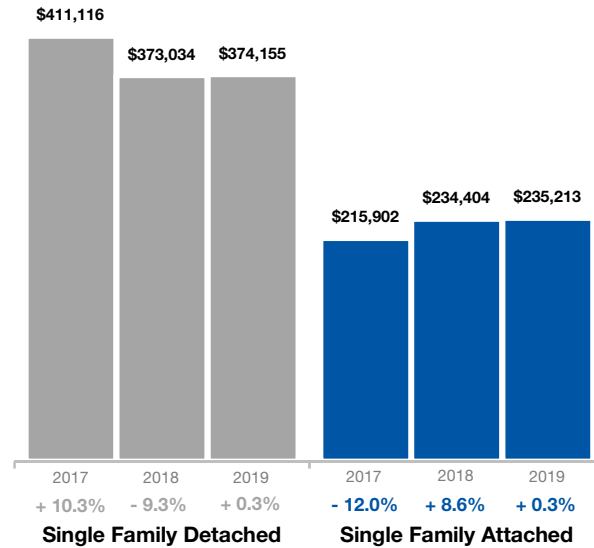


Average Sales Price

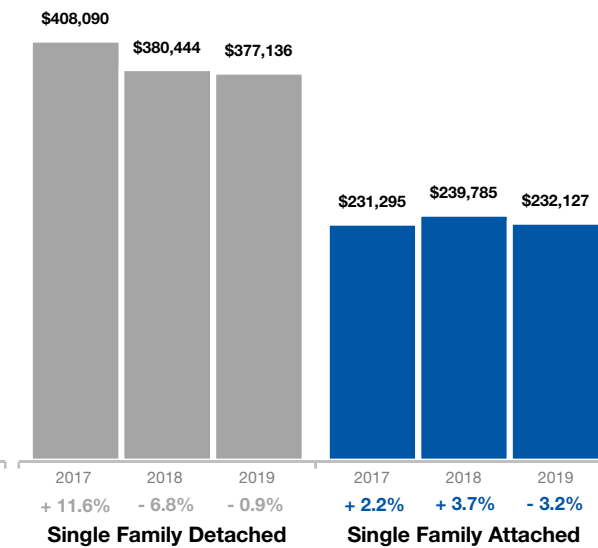
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



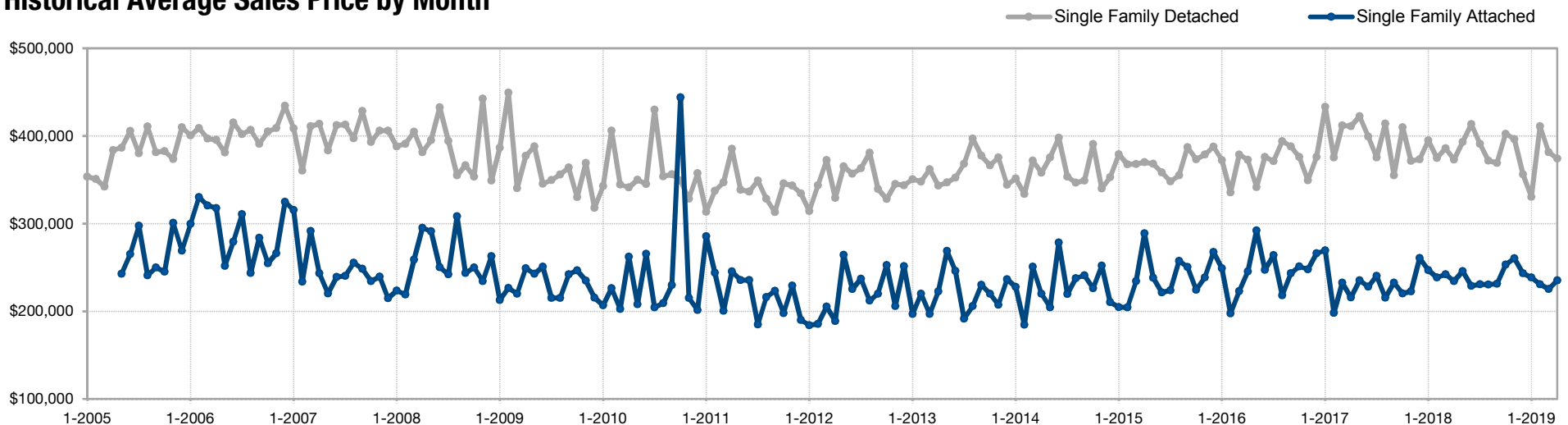
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	\$393,242	-6.9%	\$245,658	+4.4%
Jun-2018	\$413,500	+3.6%	\$228,873	+0.3%
Jul-2018	\$391,085	+4.2%	\$230,643	-4.0%
Aug-2018	\$371,949	-10.1%	\$230,325	+6.8%
Sep-2018	\$369,008	+4.0%	\$231,224	-0.5%
Oct-2018	\$402,505	-1.8%	\$253,058	+14.8%
Nov-2018	\$396,392	+6.7%	\$260,531	+17.1%
Dec-2018	\$356,395	-4.6%	\$243,250	-6.7%
Jan-2019	\$330,620	-16.2%	\$238,612	-3.4%
Feb-2019	\$410,921	+9.6%	\$230,774	-3.2%
Mar-2019	\$381,447	-1.2%	\$225,301	-6.9%
Apr-2019	\$374,155	+0.3%	\$235,213	+0.3%
12-Month Avg*	\$385,551	-1.1%	\$237,749	+1.4%

* Avg. Sales Price for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month

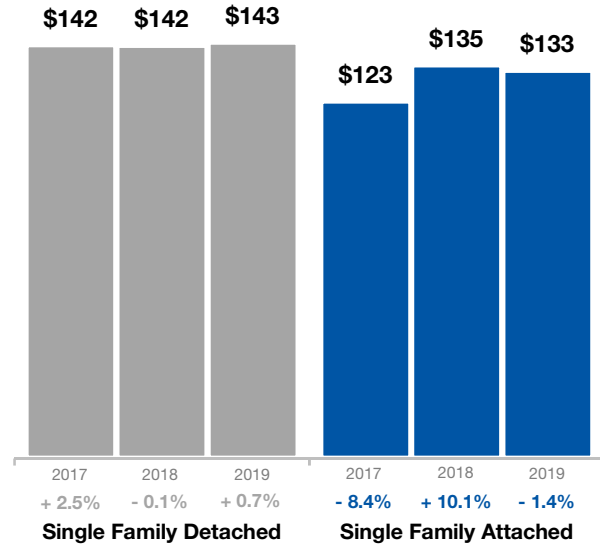


Median Price Per Square Foot

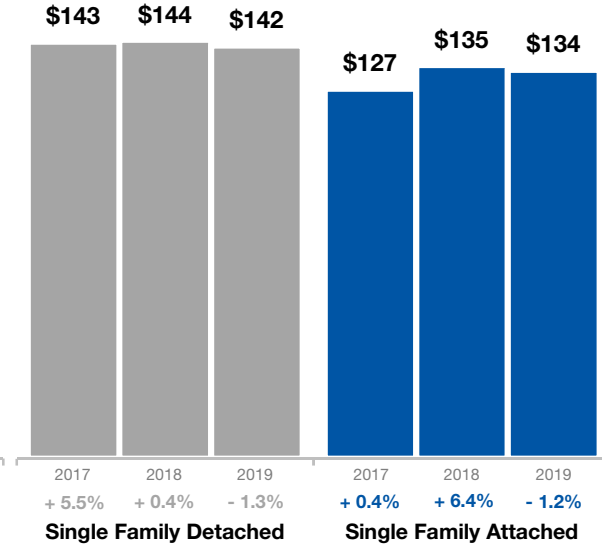
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



April



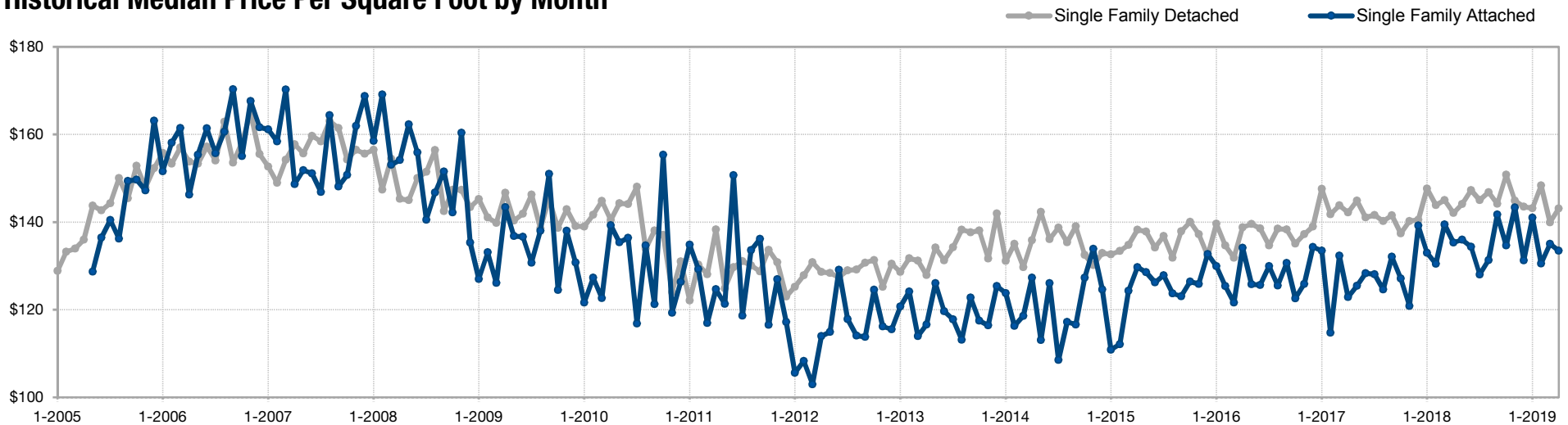
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	\$144	-0.5%	\$136	+8.4%
Jun-2018	\$147	+4.4%	\$134	+4.7%
Jul-2018	\$145	+2.4%	\$128	-0.0%
Aug-2018	\$147	+4.7%	\$131	+5.4%
Sep-2018	\$144	+1.8%	\$142	+7.3%
Oct-2018	\$151	+9.7%	\$135	+6.0%
Nov-2018	\$145	+3.3%	\$143	+18.6%
Dec-2018	\$144	+2.1%	\$131	-5.7%
Jan-2019	\$143	-3.0%	\$141	+6.1%
Feb-2019	\$148	+3.1%	\$131	+0.0%
Mar-2019	\$140	-3.5%	\$135	-3.2%
Apr-2019	\$143	+0.7%	\$133	-1.4%
12-Month Avg*	\$145	+1.8%	\$134	+3.1%

* Median Price Per Sq Ft for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Median Price Per Square Foot by Month

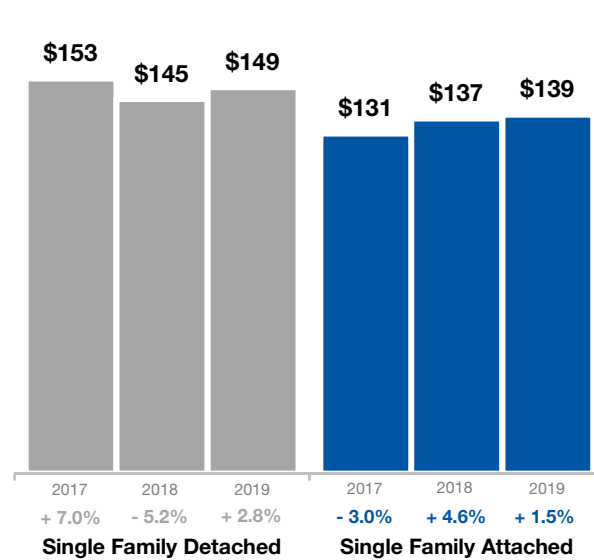


Average Price Per Square Foot

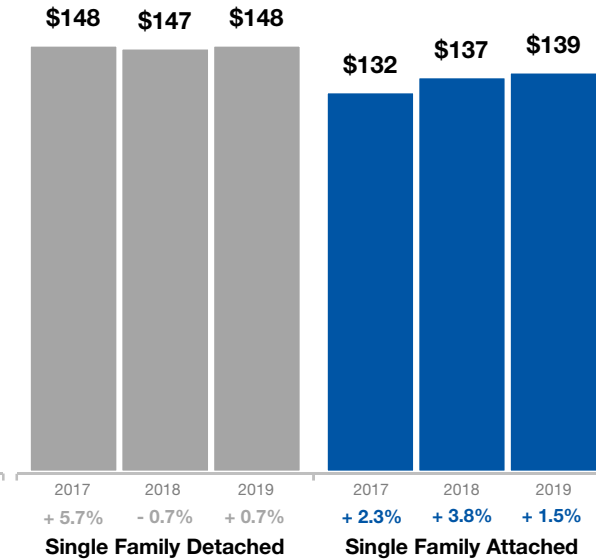
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



April



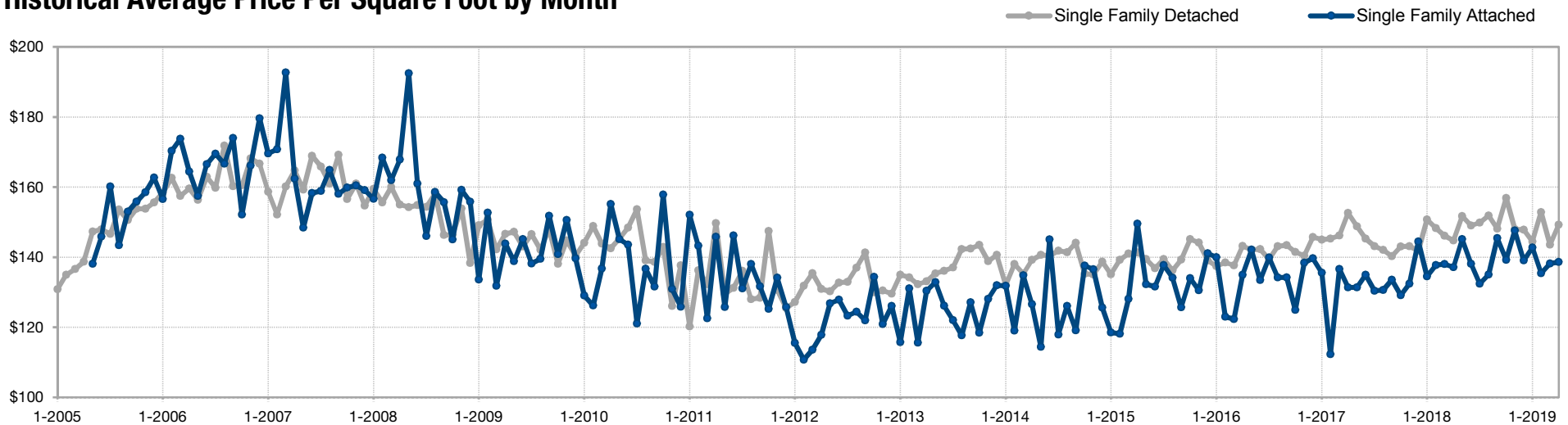
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	\$152	+2.0%	\$145	+10.7%
Jun-2018	\$149	+2.8%	\$138	+2.2%
Jul-2018	\$150	+4.9%	\$132	+1.5%
Aug-2018	\$152	+7.0%	\$135	+3.1%
Sep-2018	\$148	+5.7%	\$145	+8.2%
Oct-2018	\$157	+9.8%	\$139	+7.8%
Nov-2018	\$148	+3.5%	\$148	+12.1%
Dec-2018	\$148	+4.2%	\$139	-3.5%
Jan-2019	\$144	-4.6%	\$143	+5.9%
Feb-2019	\$153	+3.4%	\$135	-2.2%
Mar-2019	\$144	-1.4%	\$138	0.0%
Apr-2019	\$149	+2.8%	\$139	+1.5%
12-Month Avg*	\$150	+3.6%	\$140	+3.8%

* Average Price Per Sq Ft for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Average Price Per Square Foot by Month



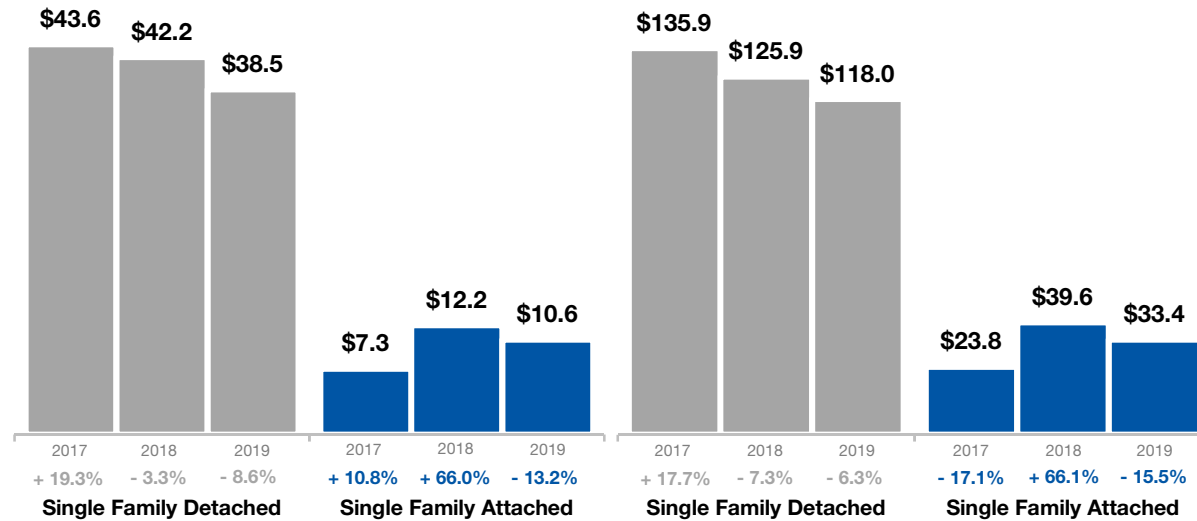
Dollar Volume of Closed Sales (in millions)

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



April

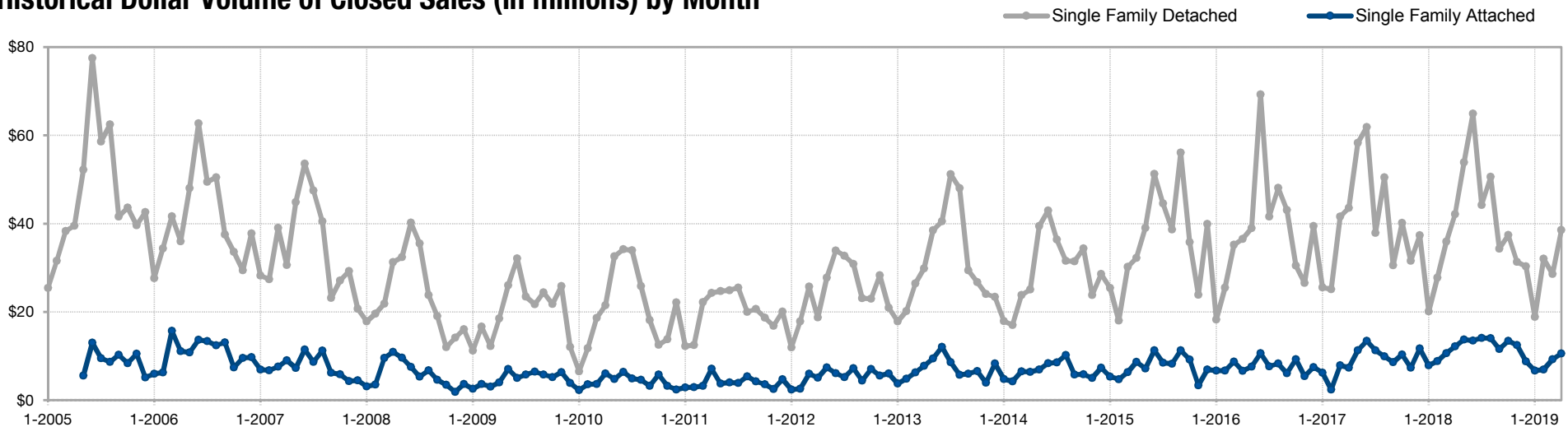
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	\$53.9	-7.6%	\$13.8	+21.8%
Jun-2018	\$64.9	+4.9%	\$13.5	+0.3%
Jul-2018	\$44.2	+16.6%	\$14.1	+24.5%
Aug-2018	\$50.6	+0.2%	\$14.0	+41.7%
Sep-2018	\$34.3	+12.4%	\$11.6	+34.4%
Oct-2018	\$37.4	-6.8%	\$13.4	+29.5%
Nov-2018	\$31.3	-0.8%	\$12.5	+70.3%
Dec-2018	\$30.3	-18.9%	\$8.8	-25.3%
Jan-2019	\$18.8	-6.4%	\$6.7	-15.5%
Feb-2019	\$32.1	+15.5%	\$6.9	-21.6%
Mar-2019	\$28.6	-20.3%	\$9.2	-13.3%
Apr-2019	\$38.5	-8.6%	\$10.6	-13.2%
12-Month Avg*	\$38.7	-1.9%	\$11.3	+9.3%

* \$ Volume of Closed Sales (in millions) for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

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

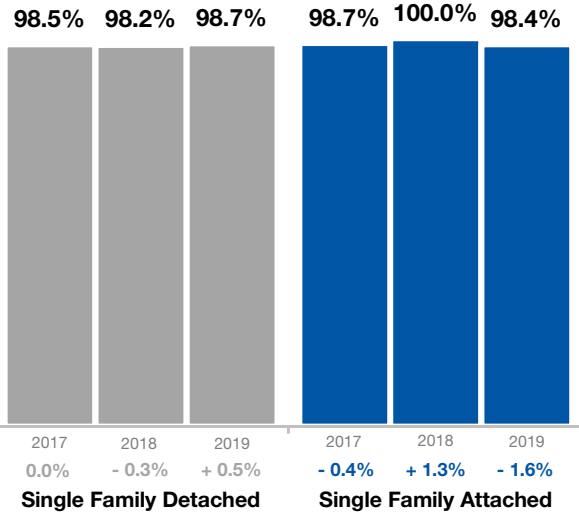


Median Percent of List Price to Sale Price

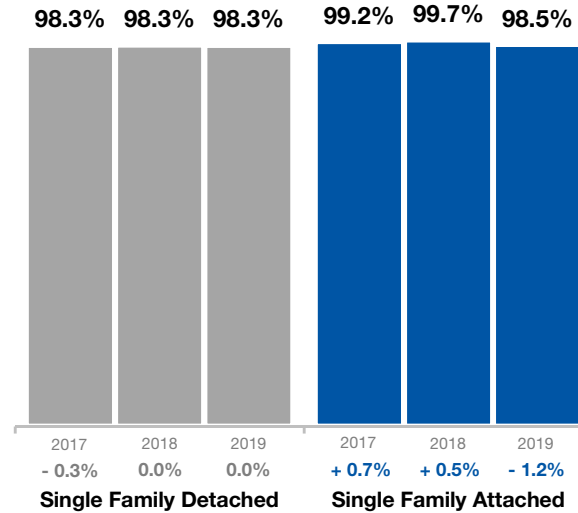


Percentage found when dividing a property's sales price by its most recent list price, then taking the median for all properties sold in a given month, not accounting for seller concessions.

April



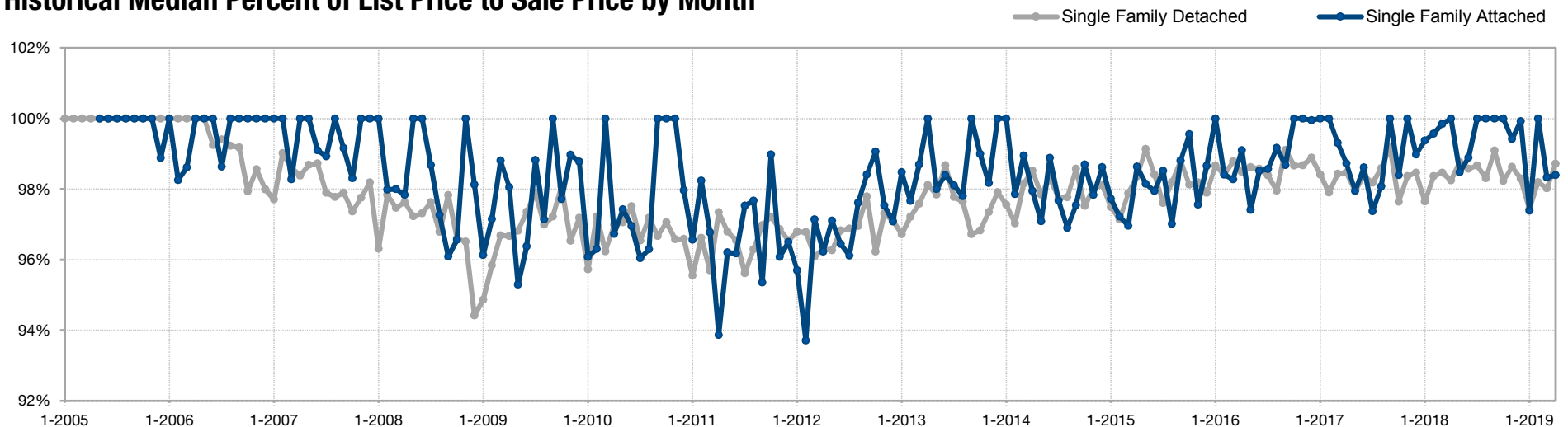
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	98.8%	+0.8%	98.5%	+0.6%
Jun-2018	98.6%	+0.2%	98.9%	+0.3%
Jul-2018	98.7%	+0.5%	100.0%	+2.7%
Aug-2018	98.3%	-0.3%	100.0%	+1.9%
Sep-2018	99.1%	-0.1%	100.0%	0.0%
Oct-2018	98.2%	+0.6%	100.0%	+1.6%
Nov-2018	98.6%	+0.2%	99.4%	-0.6%
Dec-2018	98.3%	-0.2%	99.9%	+0.9%
Jan-2019	97.4%	-0.2%	97.4%	-2.0%
Feb-2019	98.2%	-0.2%	100.0%	+0.4%
Mar-2019	98.0%	-0.5%	98.3%	-1.5%
Apr-2019	98.7%	+0.5%	98.4%	-1.6%
12-Month Avg*	98.5%	+0.1%	99.5%	+0.8%

* Median Pct of List Price to Sale Price for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Median Percent of List Price to Sale Price by Month



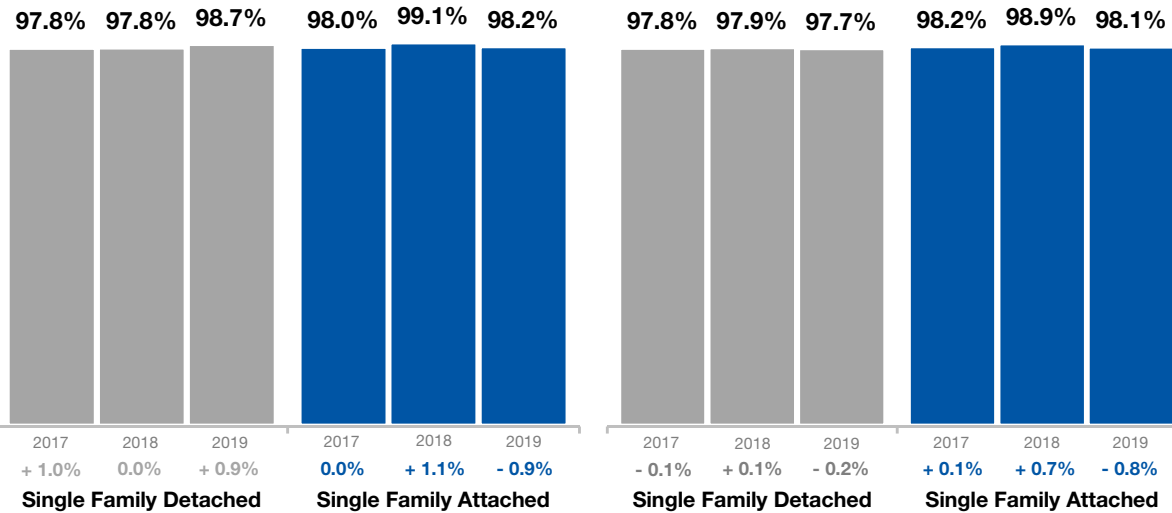
Average Percent of List Price to Sale Price

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.



April

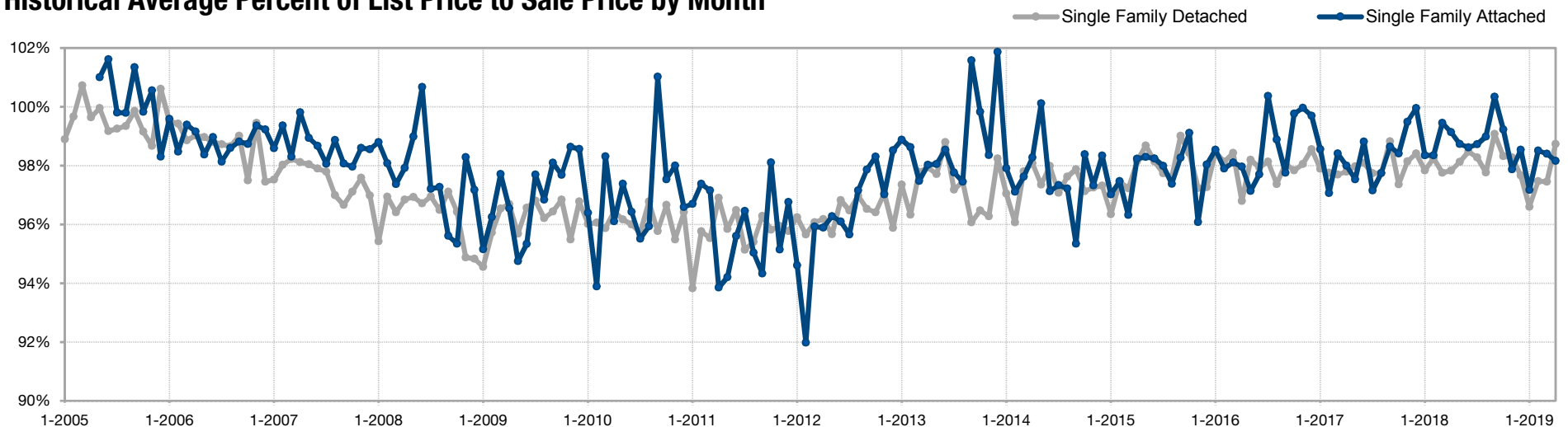
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	98.1%	+0.1%	98.7%	+1.2%
Jun-2018	98.5%	+0.4%	98.6%	-0.2%
Jul-2018	98.3%	+0.6%	98.7%	+1.5%
Aug-2018	97.8%	+0.1%	99.0%	+1.3%
Sep-2018	99.1%	+0.3%	100.3%	+1.7%
Oct-2018	98.3%	+0.9%	99.2%	+0.8%
Nov-2018	98.3%	+0.2%	97.9%	-1.6%
Dec-2018	97.7%	-0.7%	98.5%	-1.5%
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%
12-Month Avg*	98.1%	+0.1%	98.7%	+0.1%

* Avg Pct of List Price to Sale Price for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Average Percent of List Price to Sale Price by Month



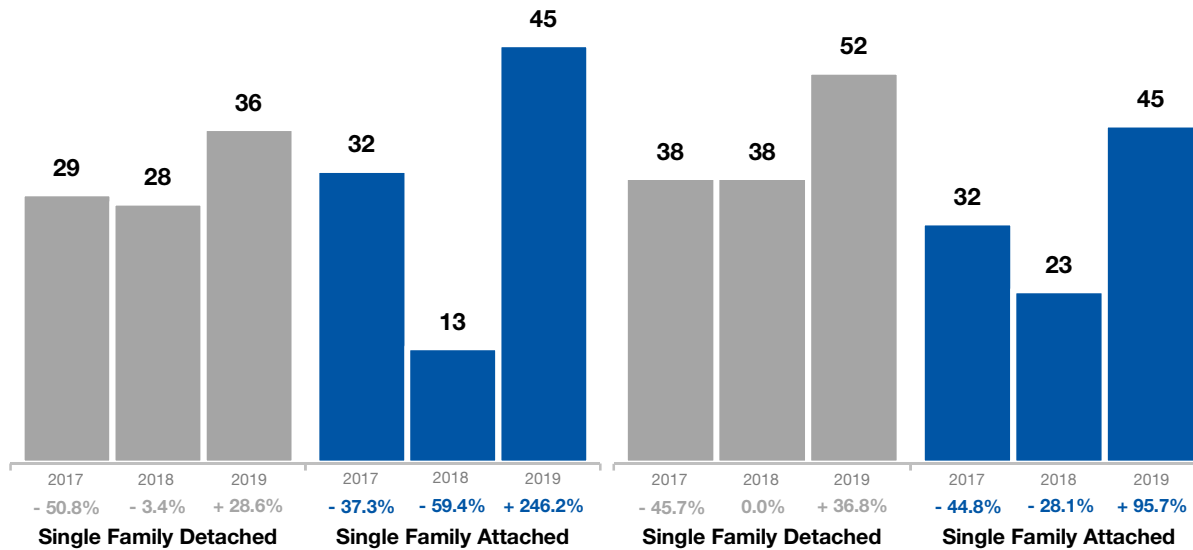
Median Days on Market Until Sale

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



April

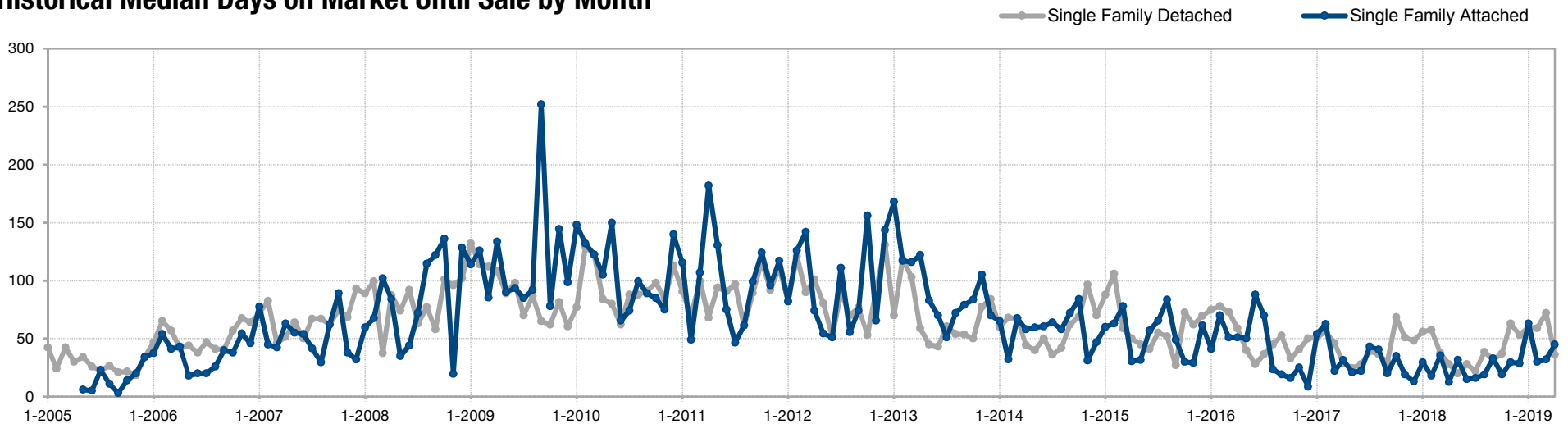
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	20	-20.0%	32	+52.4%
Jun-2018	28	0.0%	15	-31.8%
Jul-2018	22	-43.6%	16	-62.8%
Aug-2018	39	+5.4%	19	-53.7%
Sep-2018	32	+6.7%	33	+65.0%
Oct-2018	37	-46.4%	19	-45.7%
Nov-2018	63	+23.5%	30	+57.9%
Dec-2018	53	+10.4%	29	+123.1%
Jan-2019	60	+7.1%	63	+110.0%
Feb-2019	59	+1.7%	30	+66.7%
Mar-2019	72	+89.5%	32	-11.1%
Apr-2019	36	+28.6%	45	+246.2%
12-Month Avg*	37	-2.6%	27	0.0%

* Median Days on Market for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Median Days on Market Until Sale by Month



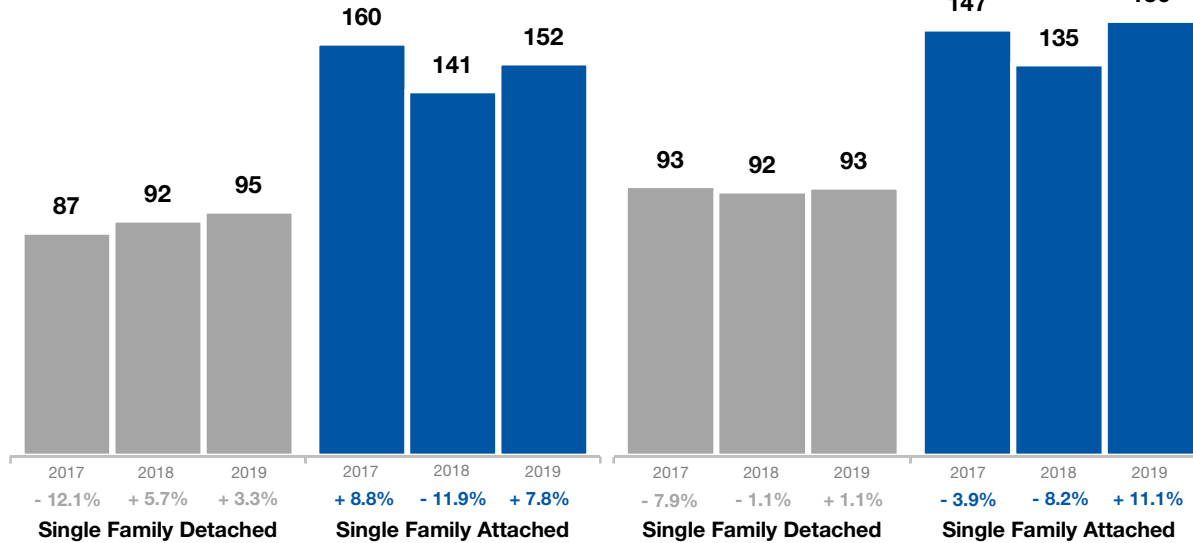
Housing Affordability Index



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.

April

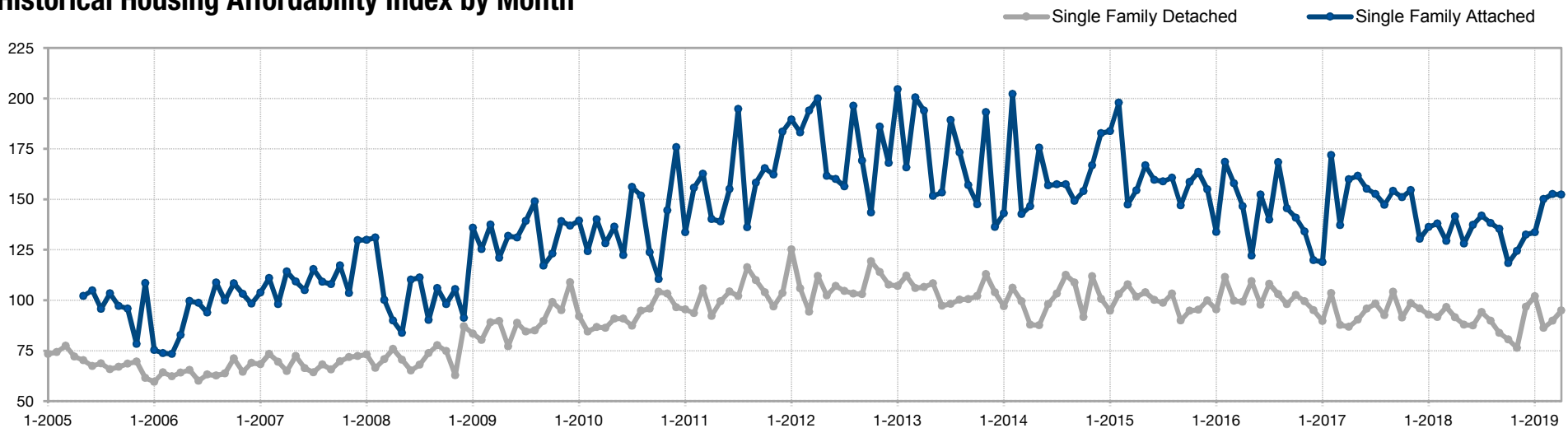
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	88	-2.2%	128	-21.0%
Jun-2018	87	-9.4%	137	-11.6%
Jul-2018	94	-4.1%	142	-7.2%
Aug-2018	90	-3.2%	138	-6.1%
Sep-2018	84	-19.2%	135	-12.3%
Oct-2018	81	-11.0%	118	-21.9%
Nov-2018	76	-23.2%	124	-20.0%
Dec-2018	97	+1.0%	133	+2.3%
Jan-2019	102	+9.7%	134	-1.5%
Feb-2019	86	-6.5%	150	+8.7%
Mar-2019	90	-7.2%	153	+18.6%
Apr-2019	95	+3.3%	152	+7.8%
12-Month Avg*	89	+0.0%	95	+4.1%

* Affordability Index for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Housing Affordability Index by Month

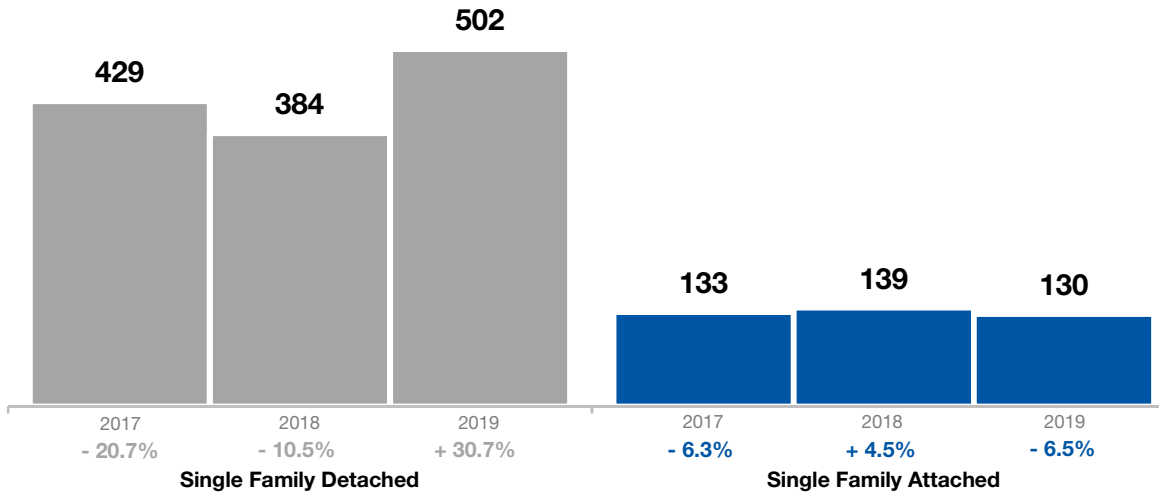


End of Month Inventory

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



April



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	412	-5.3%	148	+16.5%
Jun-2018	421	-4.8%	147	+9.7%
Jul-2018	426	-2.7%	138	+4.5%
Aug-2018	425	-3.0%	133	-3.6%
Sep-2018	399	-5.0%	134	+6.3%
Oct-2018	414	+4.5%	142	+15.4%
Nov-2018	402	+5.2%	135	+7.1%
Dec-2018	362	+15.7%	122	+3.4%
Jan-2019	378	+25.6%	147	+33.6%
Feb-2019	420	+25.4%	146	+28.1%
Mar-2019	461	+28.8%	134	-3.6%
Apr-2019	502	+30.7%	130	-6.5%
12-Month Avg	419	+8.2%	138	+8.5%

Historical End of Month Inventory by Month

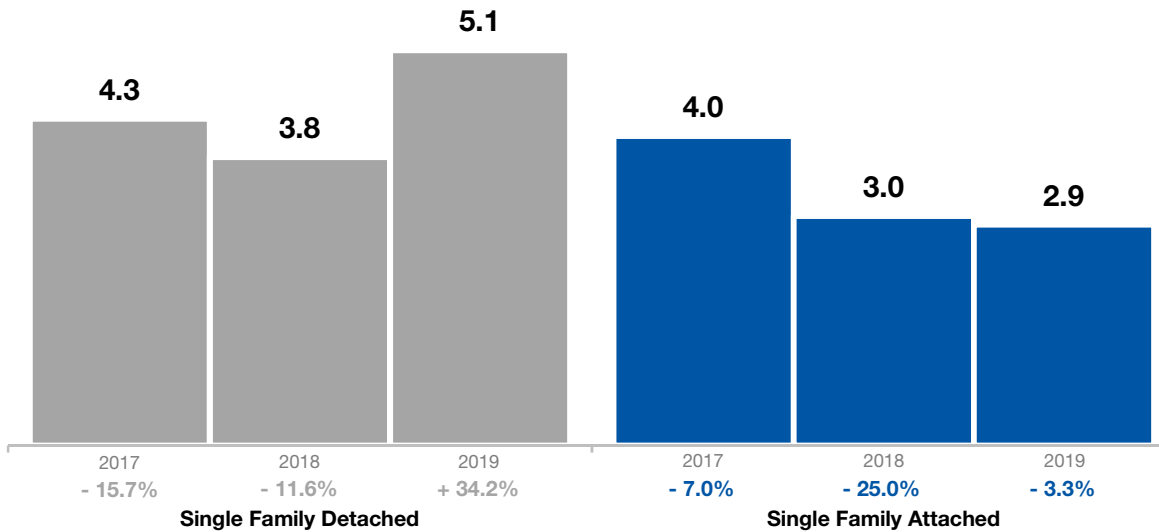


Months Supply of Inventory

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.



April



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
May-2018	4.1	-4.7%	3.3	-8.3%
Jun-2018	4.2	-2.3%	3.2	-13.5%
Jul-2018	4.2	-2.3%	2.9	-19.4%
Aug-2018	4.1	-4.7%	2.8	-22.2%
Sep-2018	3.9	-4.9%	2.8	-9.7%
Oct-2018	4.1	+7.9%	3.0	0.0%
Nov-2018	4.0	+8.1%	2.9	0.0%
Dec-2018	3.6	+20.0%	2.6	-7.1%
Jan-2019	3.8	+31.0%	3.2	+33.3%
Feb-2019	4.3	+30.3%	3.2	+28.0%
Mar-2019	4.7	+30.6%	2.9	-6.5%
Apr-2019	5.1	+34.2%	2.9	-3.3%
12-Month Avg*	4.2	+10.7%	3.0	-4.3%

* Months Supply for all properties from May 2018 through April 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				4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	4-2016	4-2017	4-2018	4-2019						
New Listings					252	266	+ 5.6%	864	868	+ 0.5%
Pending Sales					209	191	- 8.6%	651	612	- 6.0%
Closed Sales					165	148	- 10.3%	497	457	- 8.0%
Median List Price					\$349,000	\$379,925	+ 8.9%	\$337,000	\$375,000	+ 11.3%
Median Sales Price					\$315,000	\$308,000	- 2.2%	\$300,520	\$297,500	- 1.0%
Avg. Sales Price					\$329,345	\$331,909	+ 0.8%	\$334,149	\$331,444	- 0.8%
Median Price Per Sq Ft					\$140	\$139	- 0.7%	\$134	\$134	0.0%
Average Price Per Sq Ft					\$142	\$146	+ 2.8%	\$144	\$145	+ 0.7%
\$ Volume of Closed Sales (in millions)					\$54.3	\$49.1	- 9.6%	\$166.1	\$151.5	- 8.8%
Median Pct of List Price to Sale Price					98.6%	98.6%	0.0%	98.6%	98.3%	- 0.3%
Avg Pct of List Price to Sale Price					98.2%	98.6%	+ 0.4%	98.2%	97.8%	- 0.4%
Median Days on Market					23	42	+ 82.6%	33	48	+ 45.5%
Affordability Index					101	107	+ 5.9%	106	111	+ 4.7%
End of Month Inventory					523	632	+ 20.8%	--	--	--
Months Supply					3.5	4.4	+ 25.7%	--	--	--

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		
	4-2018	4-2019	+ / -	4-2018	4-2019	+ / -	4-2018	4-2019	+ / -	4-2018	4-2019	+ / -	4-2018	4-2019	+ / -
James City County	207	214	+3.4%	118	124	+5.1%	\$ 327,000	\$ 315,000	-3.7%	441	518	+17.5%	3.8	4.5	+18.4%
City of Williamsburg	18	23	+27.8%	16	15	-6.3%	\$222,500	\$230,000	+3.4%	50	53	+6.0%	4.1	3.9	-4.9%
York County	46	51	+10.9%	44	28	-36.4%	\$315,385	\$286,625	-9.1%	69	119	+72.5%	2.2	4.5	+104.5%
New Kent County	14	23	+64.3%	6	9	+50.0%	\$210,000	\$264,880	+26.1%	45	57	+26.7%	6.2	7.0	+12.9%
Charles City County	1	4	+300.0%	0	4	--	\$0	\$260,000	--	6	8	+33.3%	5.3	4.5	-15.1%
Newport News	30	21	-30.0%	20	15	-25.0%	\$222,000	\$189,000	-14.9%	36	40	+11.1%	2.5	2.7	+8.0%
Hampton	5	9	+80.0%	10	5	-50.0%	\$122,500	\$237,500	+93.9%	11	16	+45.5%	2.0	3.2	+60.0%
Surry	4	3	-25.0%	2	2	0.0%	\$202,500	\$236,750	+16.9%	7	5	-28.6%	4.8	2.7	-43.8%
Gloucester	12	17	+41.7%	9	7	-22.2%	\$180,000	\$310,000	+72.2%	40	42	+5.0%	4.4	4.1	-6.8%
Richmond	0	1	--	1	0	-100.0%	\$137,000	\$0	-100.0%	2	1	-50.0%	2.0	0.8	-60.0%
23185	114	116	+1.8%	88	69	-21.6%	\$321,165	\$306,000	-4.7%	227	292	+28.6%	3.3	4.5	+36.4%
23188	115	130	+13.0%	66	72	+9.1%	\$313,500	\$299,600	-4.4%	250	296	+18.4%	3.8	4.3	+13.2%
23168	23	20	-13.0%	11	7	-36.4%	\$272,500	\$324,900	+19.2%	46	44	-4.3%	3.2	4.7	+46.9%
23168, 23185 & 23188	252	266	+5.6%	165	148	-10.3%	\$315,000	\$308,000	-2.2%	523	632	+20.8%	3.5	4.4	+25.7%