

# Monthly Indicators



## February 2019

In addition to the quandary of ongoing housing price increases and affordability concerns in many U.S. markets, the first quarter of 2019 saw a fair share of adverse weather as well. Sales totals were mixed across the nation and sometimes dependent on what was a persistent wintry mix, especially in the Great Plains, Midwest and Northeast. Meanwhile, new listings and total homes for sale have been trending lower in year-over-year comparisons in many areas, and last year's marks were already quite low.

When comparing 2019 to 2018 statistics, New Listings decreased 12.7 percent for single-family detached homes and 15.2 percent for single-family attached homes. Pending Sales decreased 14.2 percent for single-family detached homes and 8.1 percent for single-family attached properties.

Median List Price was up 12.5 percent for single-family detached homes but decreased 7.8 percent for single-family attached properties. Months Supply of Inventory increased 40.6 percent for single-family detached homes and 20.0 percent for single-family attached properties.

The Federal Reserve recently announced that no further interest rate hikes are planned for 2019. Given the fact that the federal funds rate has increased nine times over the past three years, this was welcome news for U.S. consumers, which carry an approximate average of \$6,000 in revolving credit card debt per household. Fed actions also tend to affect mortgage rates, so the pause in rate hikes was also welcome news to the residential real estate industry.

**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

**+ 11.7%**

**- 5.4%**

**+ 9.3%**

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				2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	2-2016	2-2017	2-2018	2-2019						
New Listings		166	<b>145</b>	- 12.7%	272	<b>261</b>	- 4.0%			
Pending Sales		106	<b>91</b>	- 14.2%	191	<b>165</b>	- 13.6%			
Closed Sales		83	<b>78</b>	- 6.0%	141	<b>138</b>	- 2.1%			
Median List Price		\$400,000	<b>\$449,900</b>	+ 12.5%	\$379,900	<b>\$445,000</b>	+ 17.1%			
Median Sales Price		\$338,000	<b>\$377,450</b>	+ 11.7%	\$338,000	<b>\$352,500</b>	+ 4.3%			
Avg. Sales Price		\$365,364	<b>\$410,921</b>	+ 12.5%	\$369,814	<b>\$373,766</b>	+ 1.1%			
Median Price Per Sq Ft		\$141	<b>\$148</b>	+ 5.4%	\$143	<b>\$144</b>	+ 1.3%			
Average Price Per Sq Ft		\$147	<b>\$153</b>	+ 4.1%	\$148	<b>\$149</b>	+ 0.7%			
\$ Volume of Closed Sales (in millions)		\$30.3	<b>\$32.1</b>	+ 5.7%	\$52.1	<b>\$51.6</b>	- 1.1%			
Median Pct of List Price to Sale Price		98.4%	<b>98.2%</b>	- 0.2%	98.2%	<b>97.7%</b>	- 0.5%			
Avg Pct of List Price to Sale Price		98.2%	<b>97.5%</b>	- 0.7%	98.0%	<b>97.1%</b>	- 0.9%			
Median Days on Market		53	<b>59</b>	+ 11.3%	52	<b>58</b>	+ 11.5%			
Affordability Index		96	<b>86</b>	- 10.4%	96	<b>92</b>	- 4.2%			
End of Month Inventory		358	<b>459</b>	+ 28.2%	--	<b>--</b>	--			
Months Supply		3.2	<b>4.5</b>	+ 40.6%	--	<b>--</b>	--			

# Single Family Attached Market Overview

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



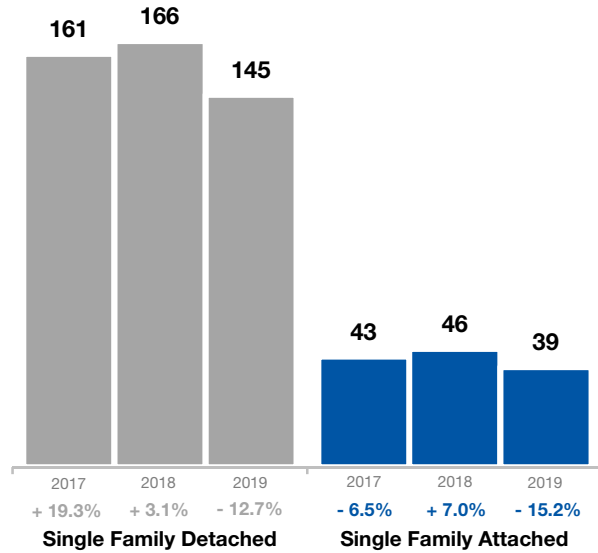
Key Metrics	Historical Sparkbars				2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	2-2016	2-2017	2-2018	2-2019						
New Listings					46	<b>39</b>	- 15.2%	100	<b>107</b>	+ 7.0%
Pending Sales					37	<b>34</b>	- 8.1%	82	<b>77</b>	- 6.1%
Closed Sales					28	<b>30</b>	+ 7.1%	54	<b>55</b>	+ 1.9%
Median List Price					\$249,450	<b>\$229,990</b>	- 7.8%	\$247,415	<b>\$233,000</b>	- 5.8%
Median Sales Price					\$229,298	<b>\$217,000</b>	- 5.4%	\$234,953	<b>\$223,500</b>	- 4.9%
Avg. Sales Price					\$222,949	<b>\$230,774</b>	+ 3.5%	\$241,463	<b>\$234,943</b>	- 2.7%
Median Price Per Sq Ft					\$134	<b>\$131</b>	- 2.9%	\$133	<b>\$134</b>	+ 0.8%
Average Price Per Sq Ft					\$137	<b>\$135</b>	- 1.5%	\$136	<b>\$139</b>	+ 2.2%
\$ Volume of Closed Sales (in millions)					\$6.2	<b>\$6.9</b>	+ 10.9%	\$13.0	<b>\$12.9</b>	- 0.9%
Median Pct of List Price to Sale Price					99.8%	<b>100.0%</b>	+ 0.2%	99.1%	<b>99.3%</b>	+ 0.2%
Avg Pct of List Price to Sale Price					98.7%	<b>98.5%</b>	- 0.2%	98.4%	<b>98.0%</b>	- 0.4%
Median Days on Market					27	<b>30</b>	+ 11.1%	42	<b>55</b>	+ 31.0%
Affordability Index					141	<b>150</b>	+ 6.4%	138	<b>146</b>	+ 5.8%
End of Month Inventory					117	<b>147</b>	+ 25.6%	--	--	--
Months Supply					3.0	<b>3.6</b>	+ 20.0%	--	--	--

# New Listings

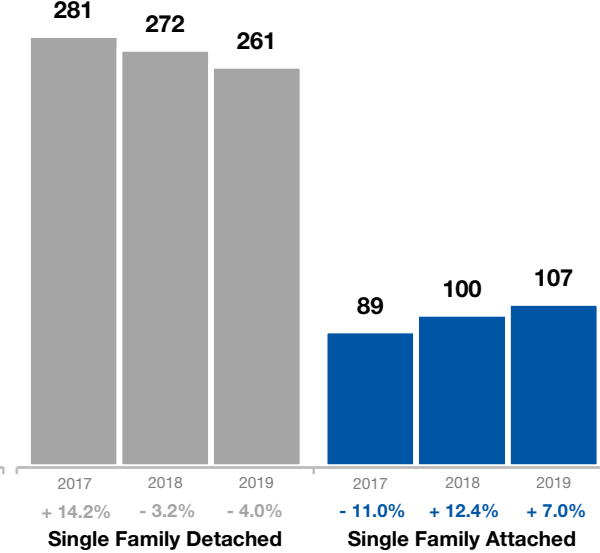
A count of the properties that have been newly listed on the market in a given month.



## February

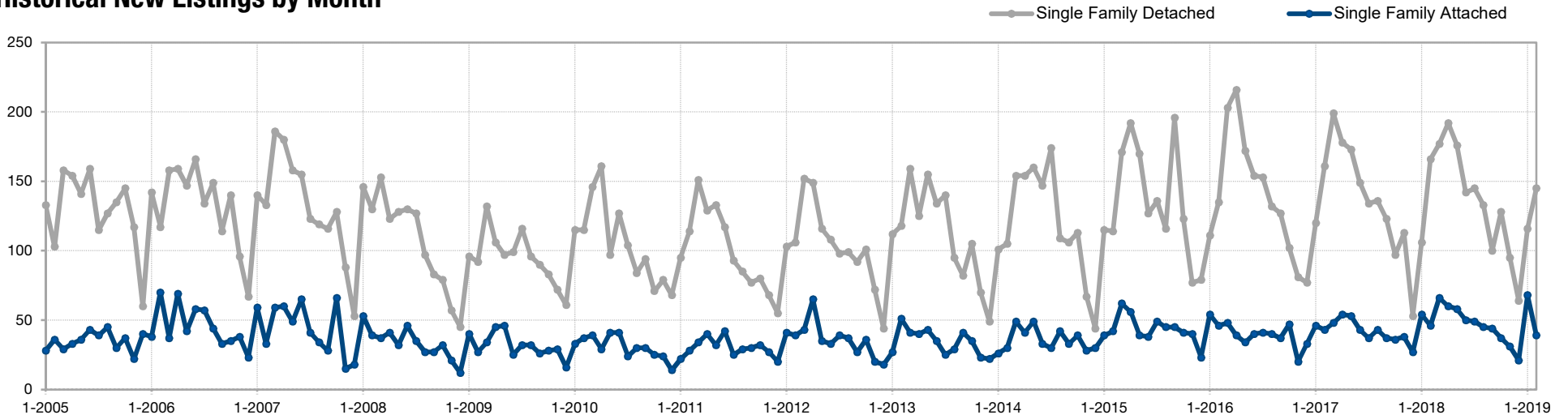


## Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2018	177	-11.1%	66	+37.5%
Apr-2018	192	+7.9%	60	+11.1%
May-2018	176	+1.7%	58	+9.4%
Jun-2018	142	-4.7%	50	+16.3%
Jul-2018	145	+8.2%	49	+32.4%
Aug-2018	133	-2.2%	45	+4.7%
Sep-2018	100	-18.7%	44	+18.9%
Oct-2018	128	+32.0%	37	+2.8%
Nov-2018	95	-15.9%	31	-18.4%
Dec-2018	64	+20.8%	21	-22.2%
Jan-2019	116	+9.4%	68	+25.9%
<b>Feb-2019</b>	<b>145</b>	<b>-12.7%</b>	<b>39</b>	<b>-15.2%</b>
12-Month Avg	134	-0.9%	47	+10.1%

## Historical New Listings by Month

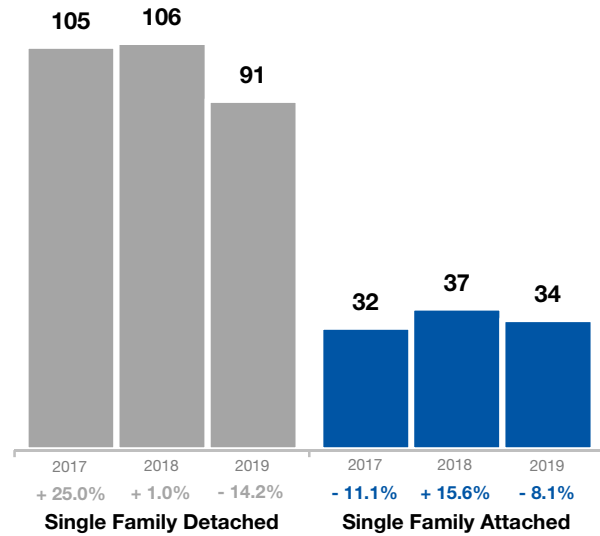


# Pending Sales

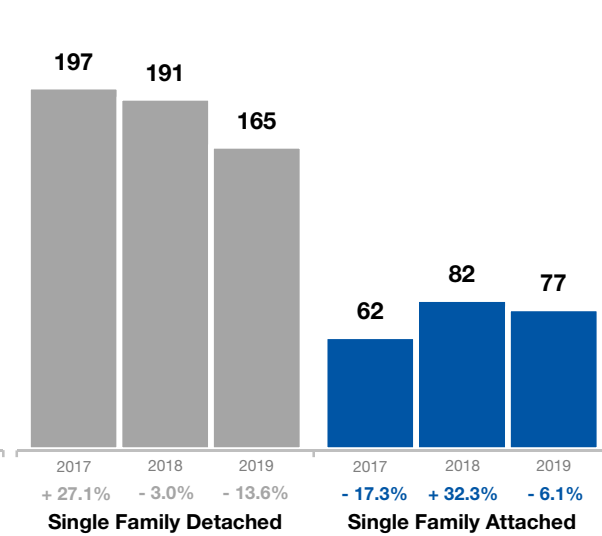
A count of the properties on which offers have been accepted in a given month.



## February

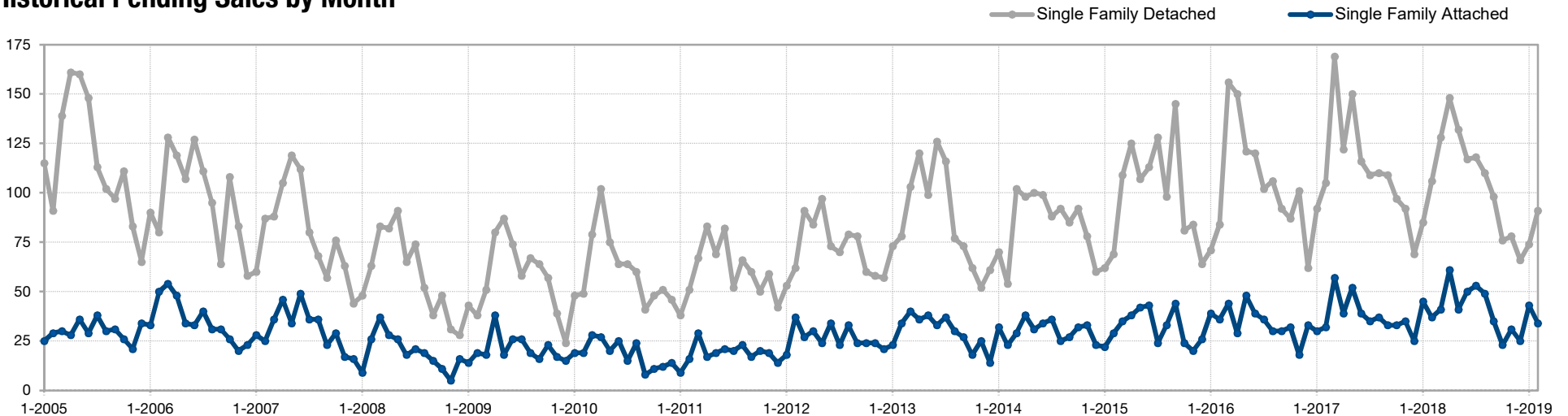


## Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2018	128	-24.3%	41	-28.1%
Apr-2018	148	+21.3%	61	+56.4%
May-2018	132	-12.0%	41	-21.2%
Jun-2018	117	+0.9%	50	+28.2%
Jul-2018	118	+8.3%	53	+51.4%
Aug-2018	110	0.0%	49	+32.4%
Sep-2018	98	-10.1%	35	+6.1%
Oct-2018	76	-21.6%	23	-30.3%
Nov-2018	78	-15.2%	31	-11.4%
Dec-2018	66	-4.3%	25	0.0%
Jan-2019	74	-12.9%	43	-4.4%
<b>Feb-2019</b>	<b>91</b>	<b>-14.2%</b>	<b>34</b>	<b>-8.1%</b>
12-Month Avg	103	-7.3%	41	+4.1%

## Historical Pending Sales by Month

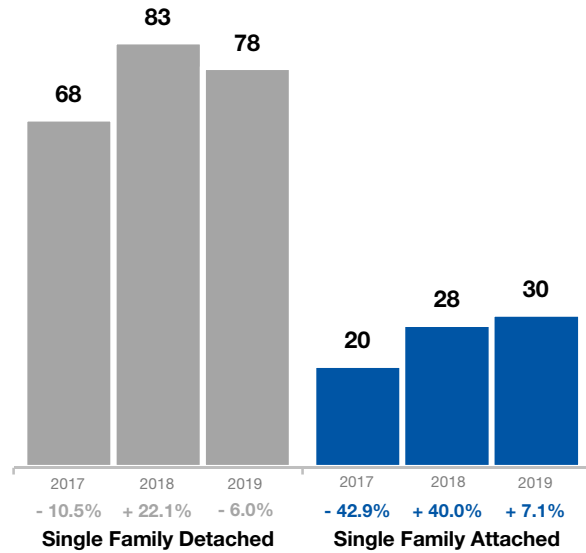


# Closed Sales

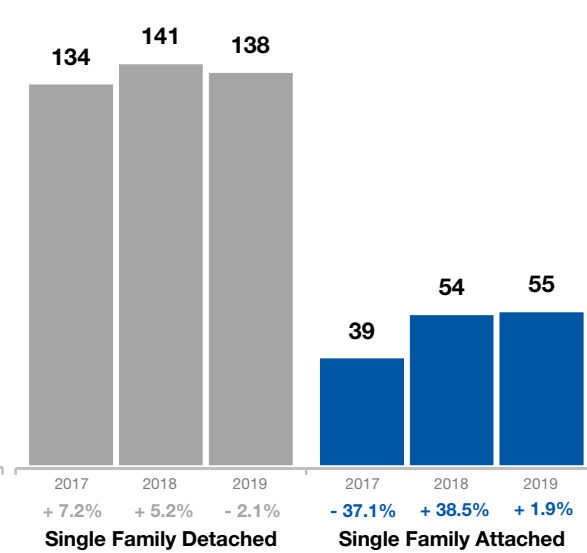
A count of the actual sales that closed in a given month.



## February

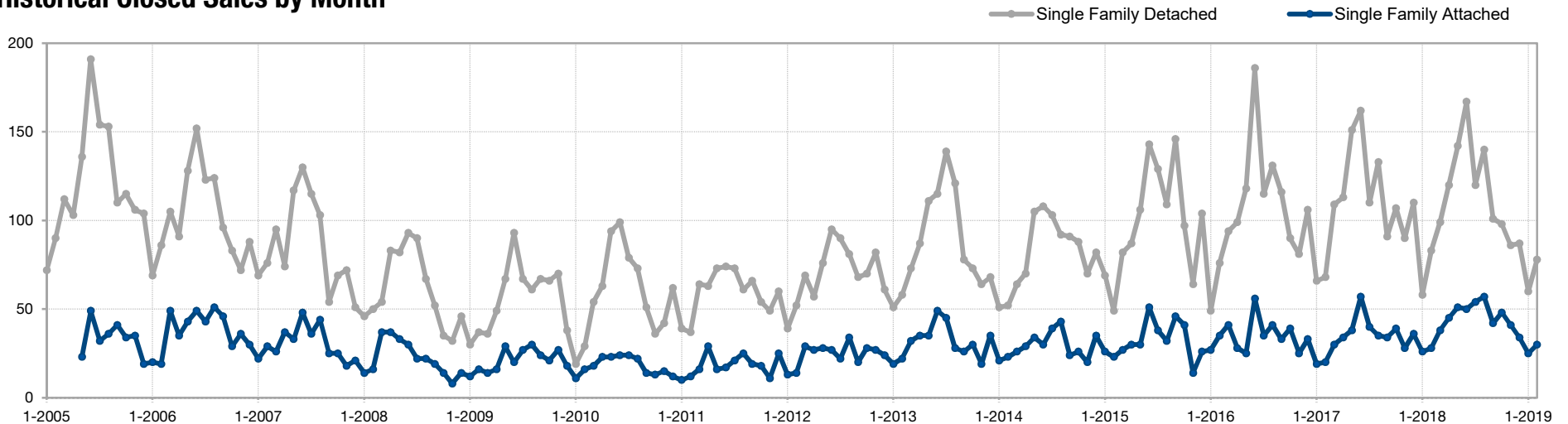


## Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2018	99	-9.2%	38	+26.7%
Apr-2018	120	+6.2%	45	+32.4%
May-2018	142	-6.0%	51	+34.2%
Jun-2018	167	+3.1%	50	-12.3%
Jul-2018	120	+9.1%	54	+35.0%
Aug-2018	140	+5.3%	57	+62.9%
Sep-2018	101	+11.0%	42	+23.5%
Oct-2018	98	-8.4%	48	+23.1%
Nov-2018	86	-4.4%	41	+46.4%
Dec-2018	87	-20.9%	34	-5.6%
Jan-2019	60	+3.4%	25	-3.8%
<b>Feb-2019</b>	<b>78</b>	<b>-6.0%</b>	<b>30</b>	<b>+7.1%</b>
12-Month Avg	108	-1.4%	43	+21.2%

## Historical Closed Sales by Month

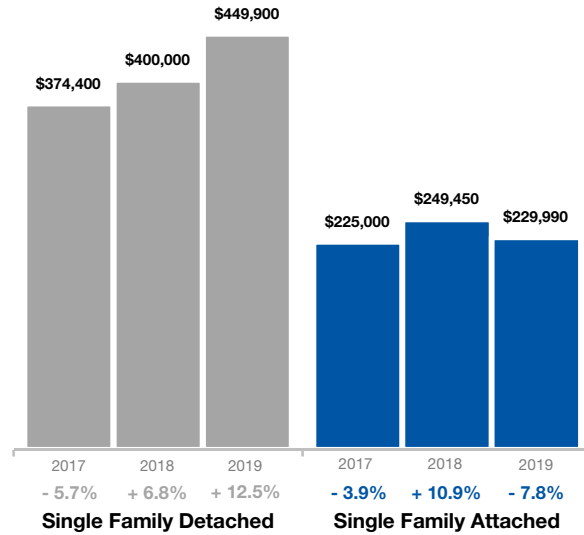


# Median List Price

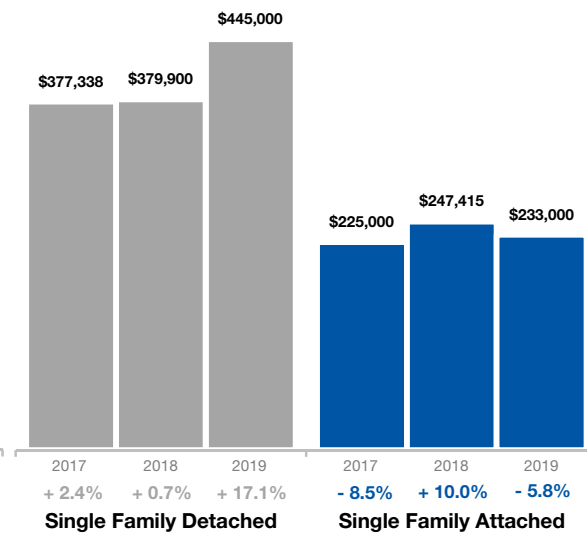
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



## February



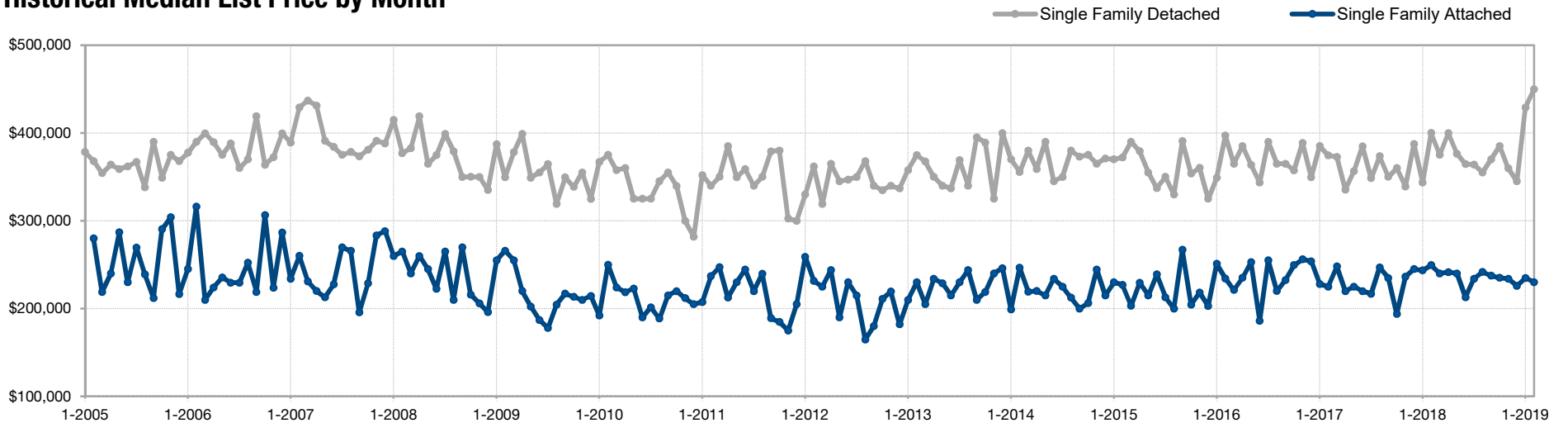
## Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2018	\$375,000	+0.6%	\$240,000	-3.2%
Apr-2018	\$399,900	+19.2%	\$241,615	+9.9%
May-2018	\$376,450	+5.6%	\$239,950	+6.6%
Jun-2018	\$364,500	-5.3%	\$212,950	-3.2%
Jul-2018	\$364,000	+4.4%	\$234,000	+7.9%
Aug-2018	\$355,000	-5.0%	\$241,690	-2.1%
Sep-2018	\$369,950	+5.7%	\$237,445	+1.0%
Oct-2018	\$385,000	+7.0%	\$235,000	+21.2%
Nov-2018	\$359,900	+6.2%	\$234,000	-1.0%
Dec-2018	\$344,950	-11.0%	\$225,900	-7.8%
Jan-2019	\$428,950	+24.9%	\$234,990	-3.5%
<b>Feb-2019</b>	<b>\$449,900</b>	<b>+12.5%</b>	<b>\$229,990</b>	<b>-7.8%</b>
12-Month Avg*	\$385,000	+7.0%	\$234,990	0.0%

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

## Historical Median List Price by Month

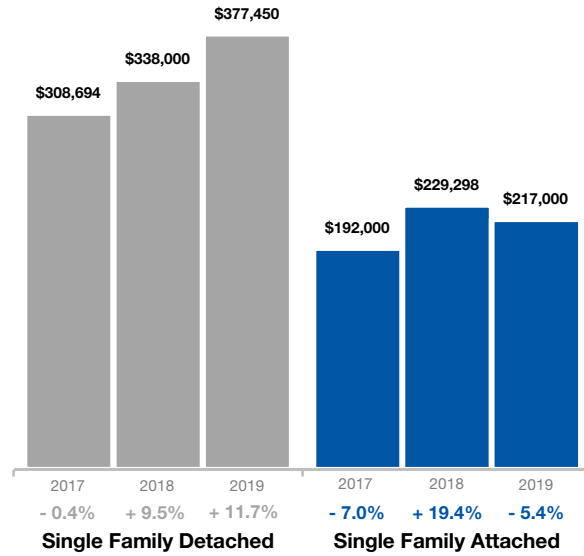


# Median Sales Price

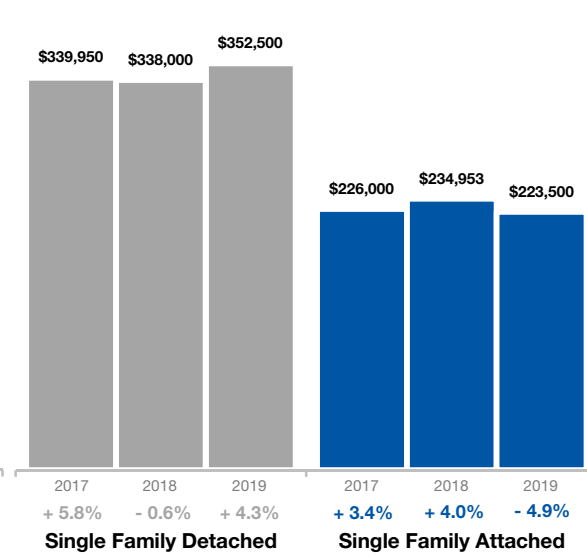
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



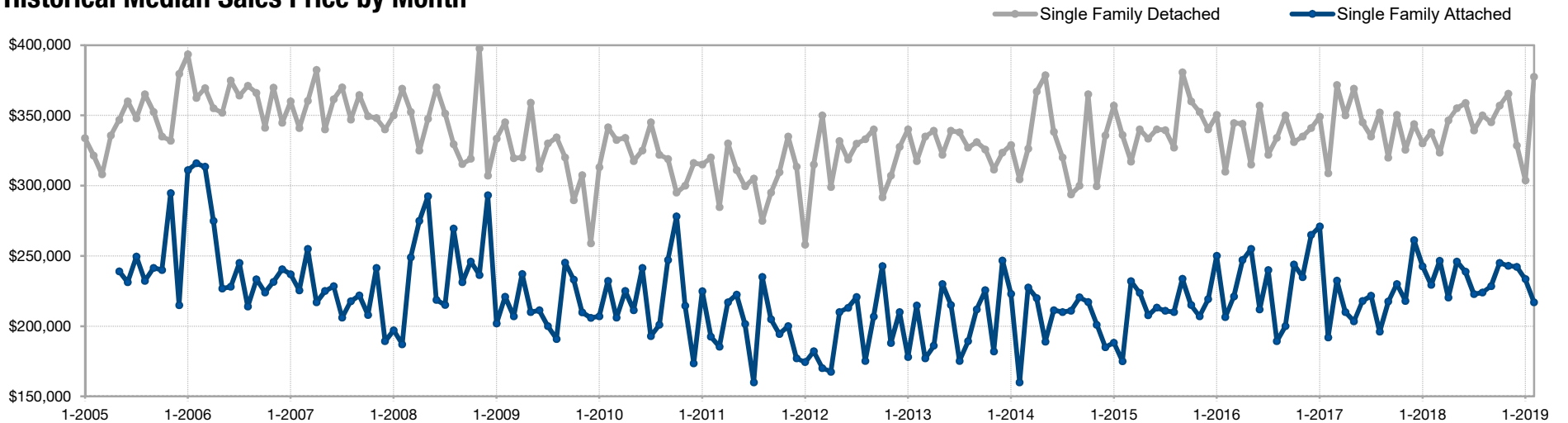
## Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2018	\$323,405	-13.0%	\$246,495	+6.0%
Apr-2018	\$346,500	-1.0%	\$220,395	+5.0%
May-2018	\$355,118	-3.8%	\$246,005	+20.9%
Jun-2018	\$358,779	+4.0%	\$238,750	+9.5%
Jul-2018	\$339,223	+1.3%	\$222,730	+0.5%
Aug-2018	\$350,000	-0.6%	\$224,000	+14.3%
Sep-2018	\$345,000	+7.8%	\$228,443	+5.0%
Oct-2018	\$357,000	+1.9%	\$245,000	+6.5%
Nov-2018	\$365,485	+12.3%	\$242,975	+11.5%
Dec-2018	\$328,500	-4.4%	\$242,219	-7.2%
Jan-2019	\$303,750	-8.0%	\$233,470	-3.8%
<b>Feb-2019</b>	<b>\$377,450</b>	<b>+11.7%</b>	<b>\$217,000</b>	<b>-5.4%</b>
12-Month Avg*	\$348,500	+1.0%	\$234,000	+5.3%

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

## Historical Median Sales Price by Month



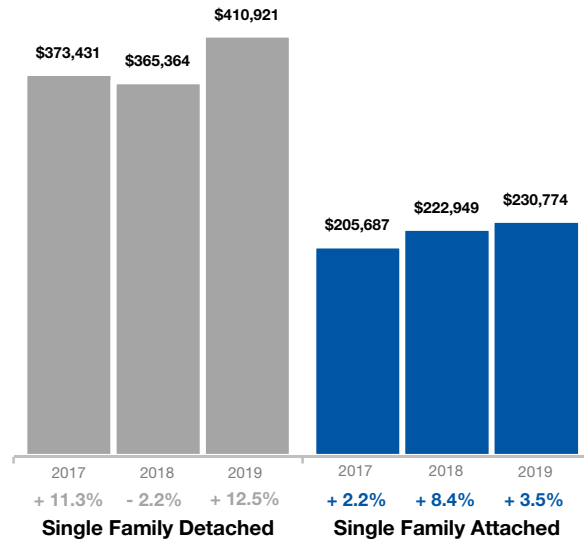


# Average Sales Price

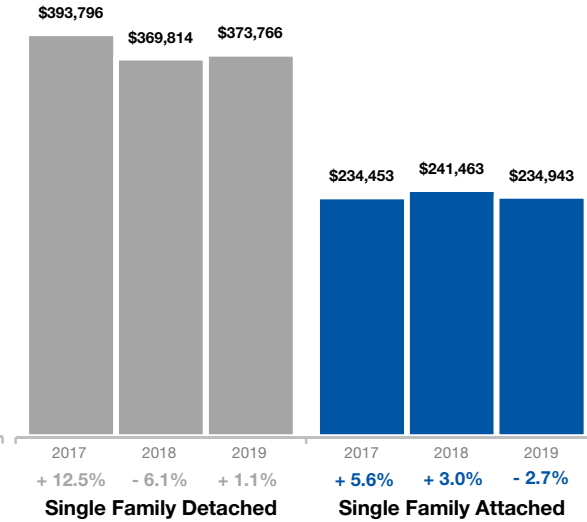
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



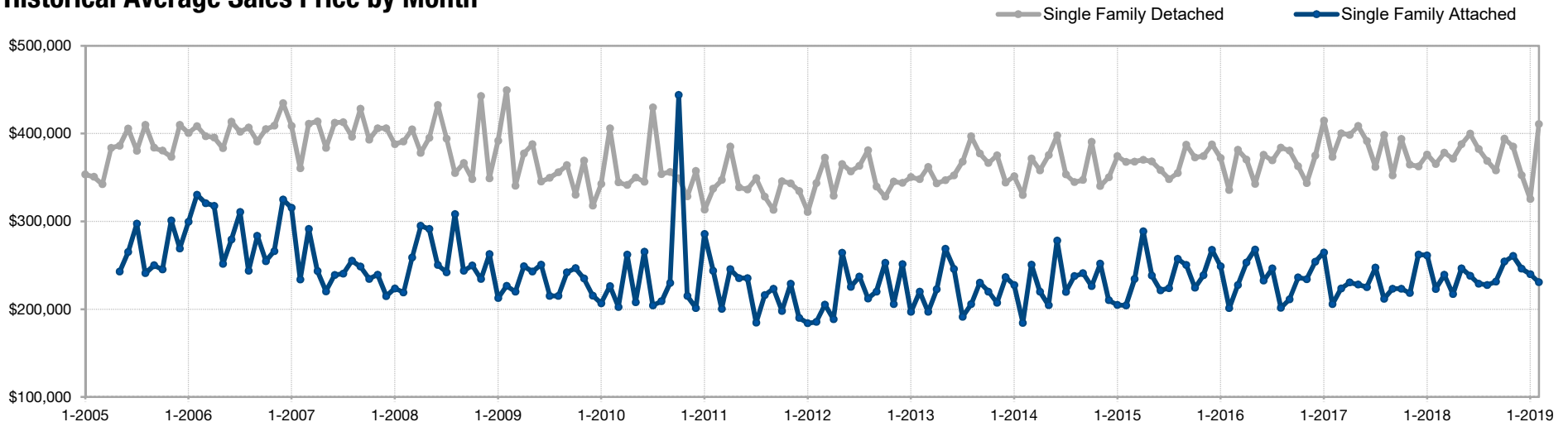
## Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2018	\$378,356	-5.5%	\$239,215	+6.9%
Apr-2018	\$371,425	-6.8%	\$217,131	-5.8%
May-2018	\$387,747	-5.1%	\$246,489	+8.1%
Jun-2018	\$399,836	+2.1%	\$238,127	+5.8%
Jul-2018	\$382,467	+5.7%	\$228,996	-7.5%
Aug-2018	\$369,048	-7.4%	\$227,511	+7.4%
Sep-2018	\$357,977	+1.6%	\$231,506	+3.6%
Oct-2018	\$394,285	+0.1%	\$254,272	+13.9%
Nov-2018	\$385,231	+5.7%	\$260,746	+19.4%
Dec-2018	\$352,673	-2.8%	\$246,117	-6.1%
Jan-2019	\$325,464	-13.5%	\$239,946	-8.2%
<b>Feb-2019</b>	<b>\$410,921</b>	<b>+12.5%</b>	<b>\$230,774</b>	<b>+3.5%</b>
12-Month Avg*	\$378,745	-1.4%	\$238,021	+3.0%

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

## Historical Average Sales Price by Month

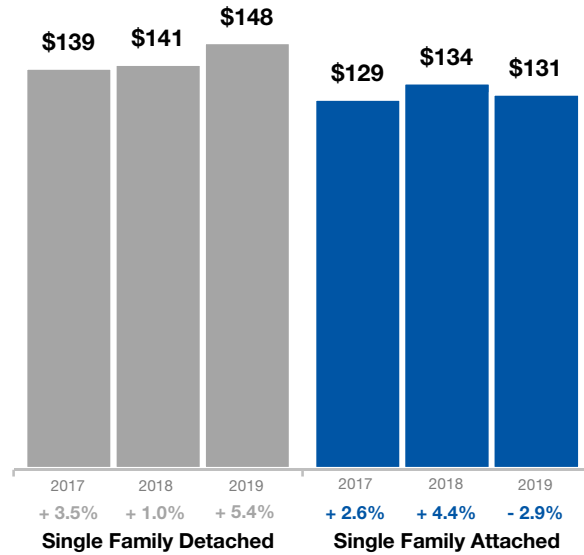


# Median Price Per Square Foot

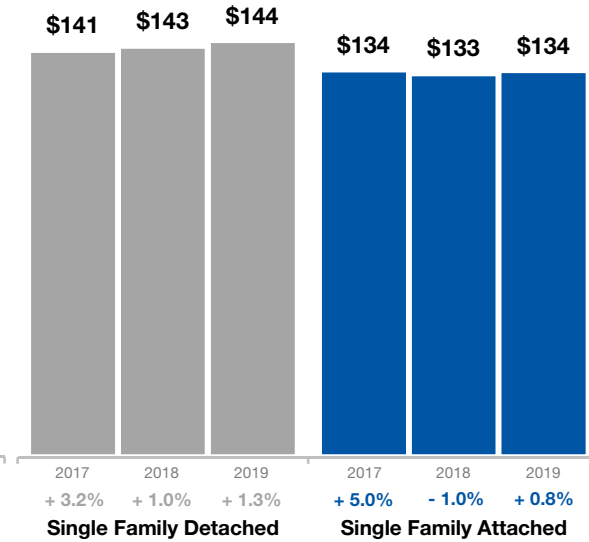
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



## February



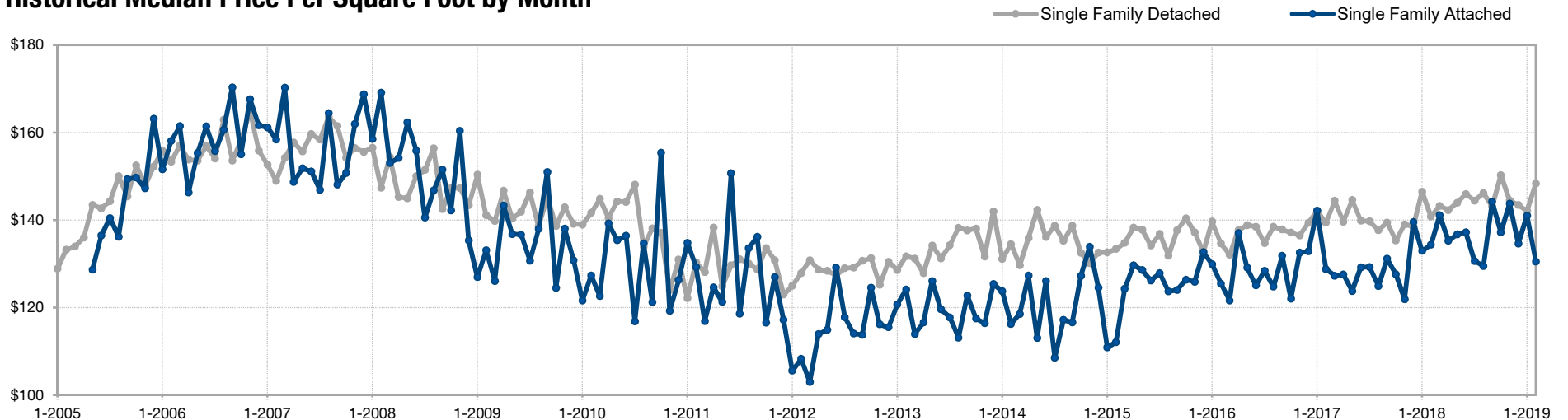
## Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2018	\$143	-0.8%	\$141	+10.9%
Apr-2018	\$142	+1.9%	\$135	+6.0%
May-2018	\$144	-0.5%	\$137	+10.5%
Jun-2018	\$146	+4.3%	\$137	+6.2%
Jul-2018	\$144	+3.4%	\$131	+1.1%
Aug-2018	\$146	+6.1%	\$130	+3.7%
Sep-2018	\$143	+2.6%	\$144	+9.9%
Oct-2018	\$150	+11.1%	\$137	+7.5%
Nov-2018	\$145	+3.9%	\$144	+17.9%
Dec-2018	\$143	+3.6%	\$135	-3.5%
Jan-2019	\$142	-3.0%	\$141	+6.1%
<b>Feb-2019</b>	<b>\$148</b>	<b>+5.4%</b>	<b>\$131</b>	<b>-2.9%</b>
12-Month Avg*	\$144	+2.5%	\$136	+5.6%

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

## Historical Median Price Per Square Foot by Month

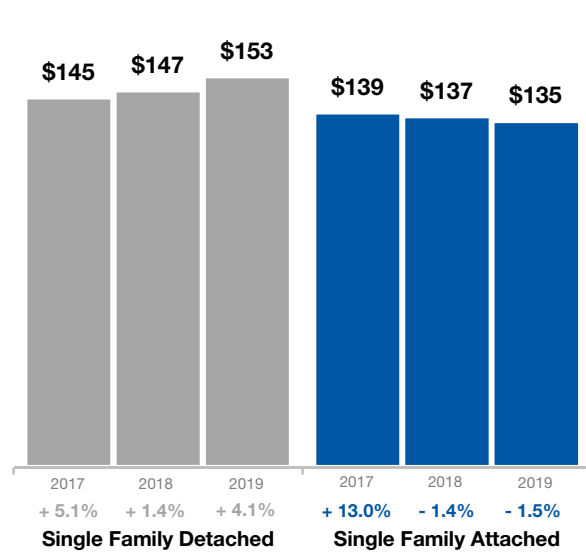


# Average Price Per Square Foot

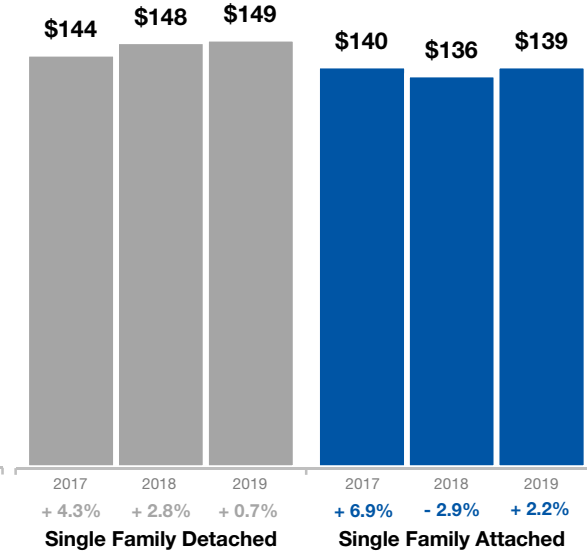
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



## February



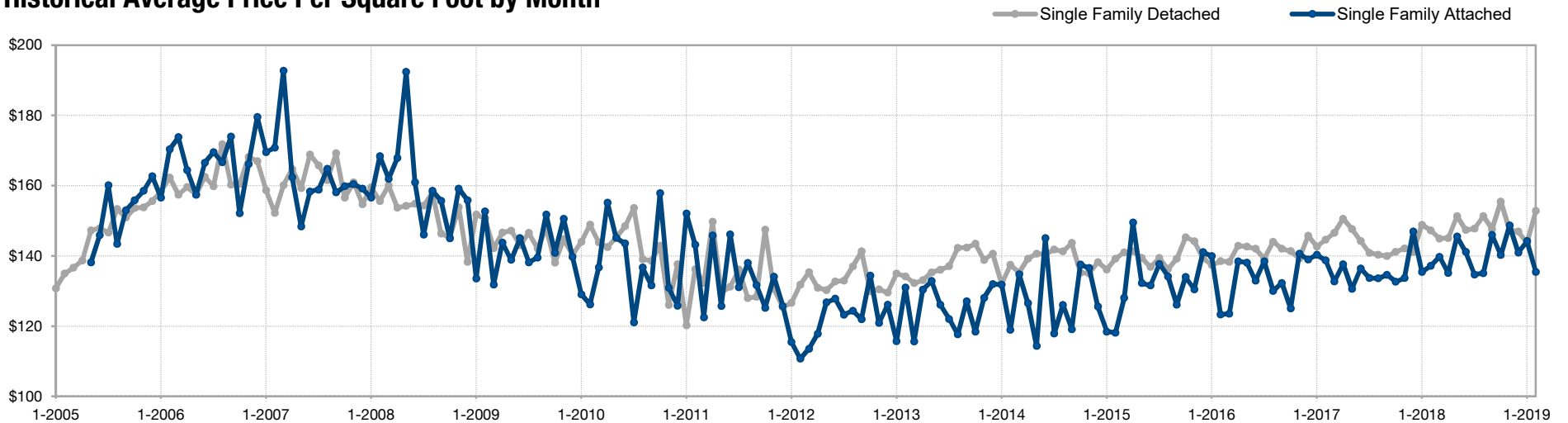
## Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2018	\$145	-1.4%	\$140	+5.3%
Apr-2018	\$145	-4.0%	\$135	-2.2%
May-2018	\$151	+2.0%	\$146	+11.5%
Jun-2018	\$147	+2.1%	\$141	+3.7%
Jul-2018	\$148	+5.0%	\$135	+0.7%
Aug-2018	\$151	+7.9%	\$135	+0.7%
Sep-2018	\$148	+5.7%	\$146	+8.1%
Oct-2018	\$155	+9.9%	\$140	+5.3%
Nov-2018	\$147	+3.5%	\$149	+11.2%
Dec-2018	\$147	+4.3%	\$141	-4.1%
Jan-2019	\$144	-3.4%	\$144	+6.7%
<b>Feb-2019</b>	<b>\$153</b>	<b>+4.1%</b>	<b>\$135</b>	<b>-1.5%</b>
12-Month Avg*	\$149	+3.1%	\$140	+3.6%

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

## Historical Average Price Per Square Foot by Month

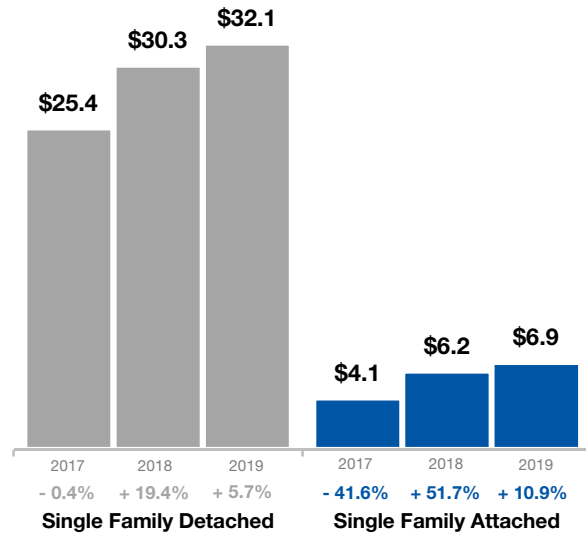


# Dollar Volume of Closed Sales (in millions)

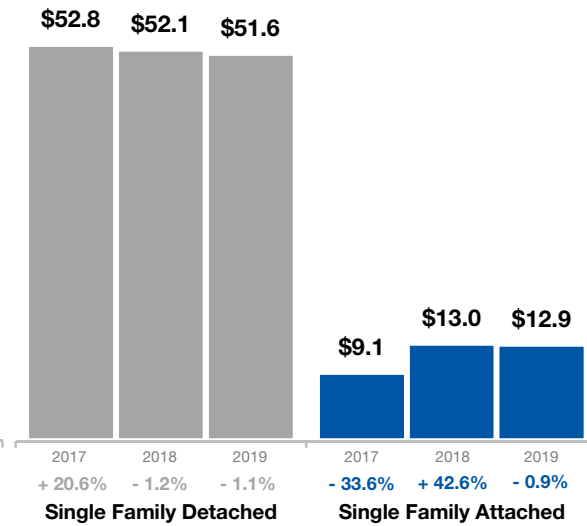
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



## February



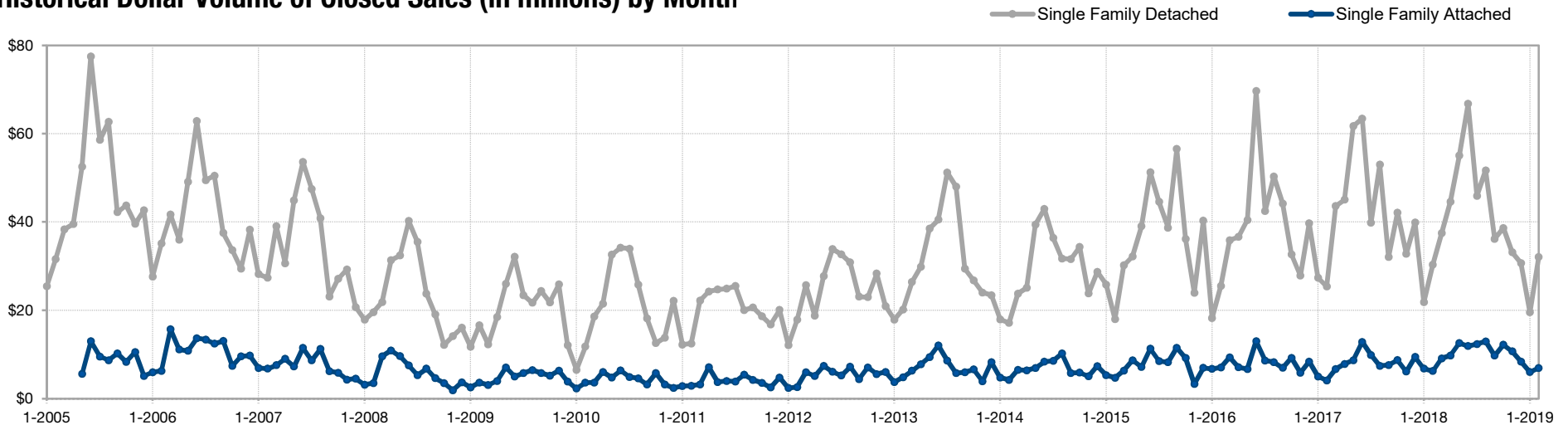
## Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2018	\$37.5	-14.2%	\$9.1	+35.4%
Apr-2018	\$44.6	-1.0%	\$9.8	+24.7%
May-2018	\$55.1	-10.8%	\$12.6	+45.1%
Jun-2018	\$66.8	+5.3%	\$11.9	-7.2%
Jul-2018	\$45.9	+15.3%	\$12.4	+24.9%
Aug-2018	\$51.7	-2.5%	\$13.0	+74.9%
Sep-2018	\$36.2	+12.8%	\$9.7	+28.0%
Oct-2018	\$38.6	-8.3%	\$12.2	+40.2%
Nov-2018	\$33.1	+1.0%	\$10.7	+74.8%
Dec-2018	\$30.7	-23.1%	\$8.4	-11.4%
Jan-2019	\$19.5	-10.5%	\$6.0	-11.7%
<b>Feb-2019</b>	<b>\$32.1</b>	<b>+5.7%</b>	<b>\$6.9</b>	<b>+10.9%</b>
12-Month Avg*	\$41.0	-2.8%	\$10.2	+24.8%

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

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

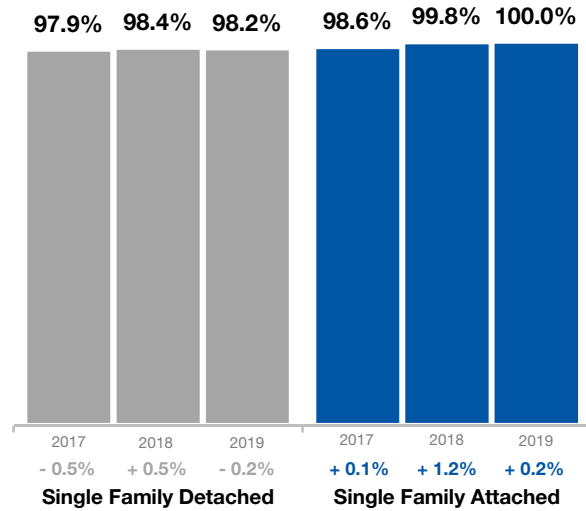


# Median Percent of List Price to Sale Price

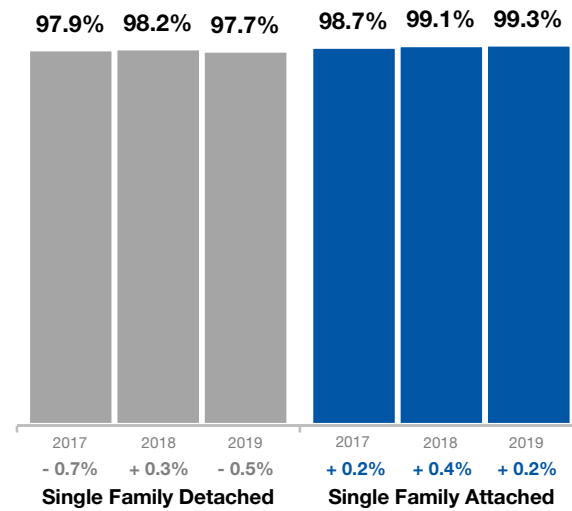
Percentage found when dividing a property's sales price by its most recent list price, then taking the median for all properties sold in a given month, not accounting for seller concessions.



## February



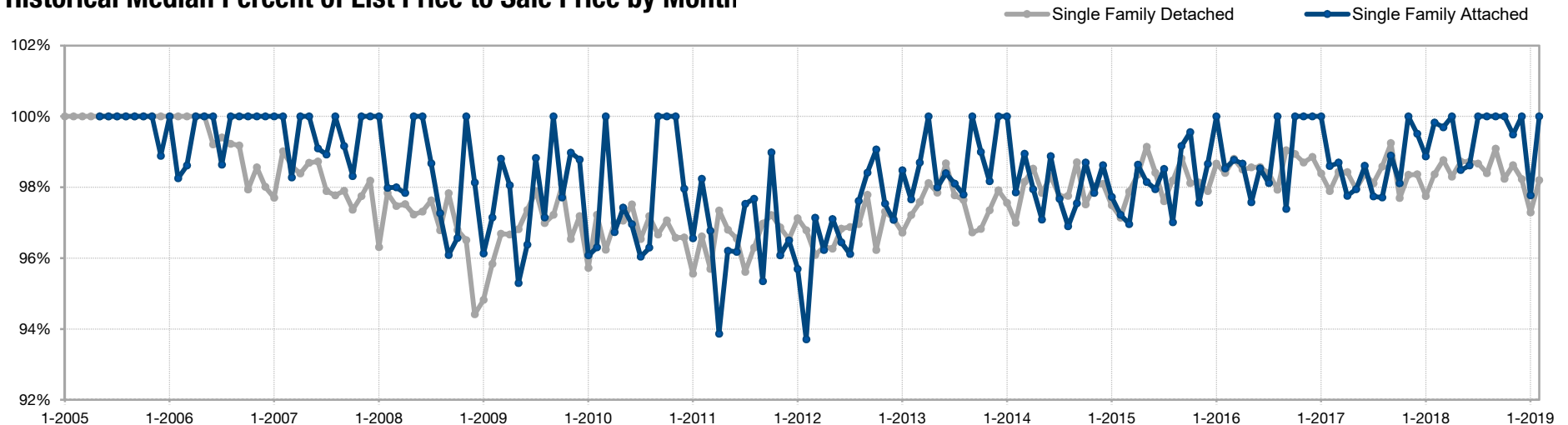
## Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2018	98.8%	+0.4%	99.7%	+1.0%
Apr-2018	98.3%	-0.1%	100.0%	+2.2%
May-2018	98.7%	+0.7%	98.5%	+0.6%
Jun-2018	98.7%	+0.3%	98.6%	0.0%
Jul-2018	98.7%	+0.6%	100.0%	+2.4%
Aug-2018	98.4%	-0.2%	100.0%	+2.4%
Sep-2018	99.1%	-0.1%	100.0%	+1.1%
Oct-2018	98.2%	+0.5%	100.0%	+1.9%
Nov-2018	98.6%	+0.3%	99.5%	-0.5%
Dec-2018	98.2%	-0.2%	100.0%	+0.5%
Jan-2019	97.3%	-0.5%	97.8%	-1.1%
<b>Feb-2019</b>	<b>98.2%</b>	<b>-0.2%</b>	<b>100.0%</b>	<b>+0.2%</b>
12-Month Avg*	98.5%	+0.1%	100.0%	+1.5%

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

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



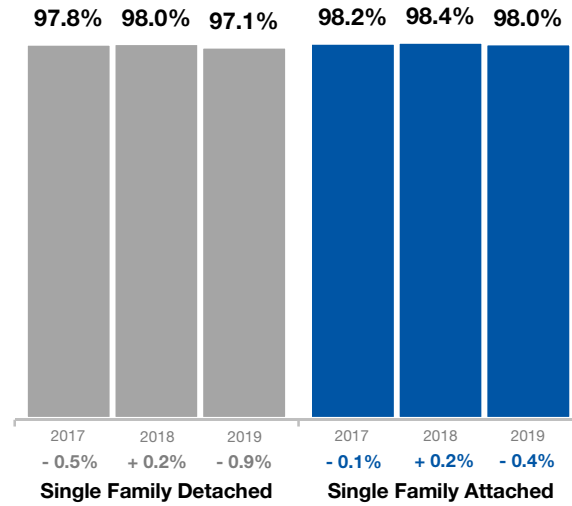
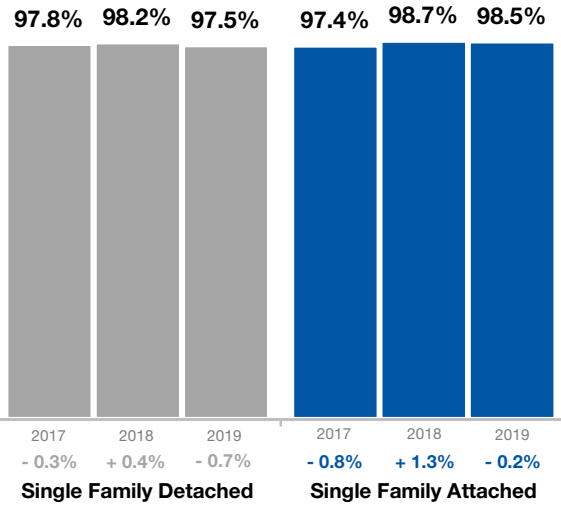
# Average Percent of List Price to Sale Price

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.



## February

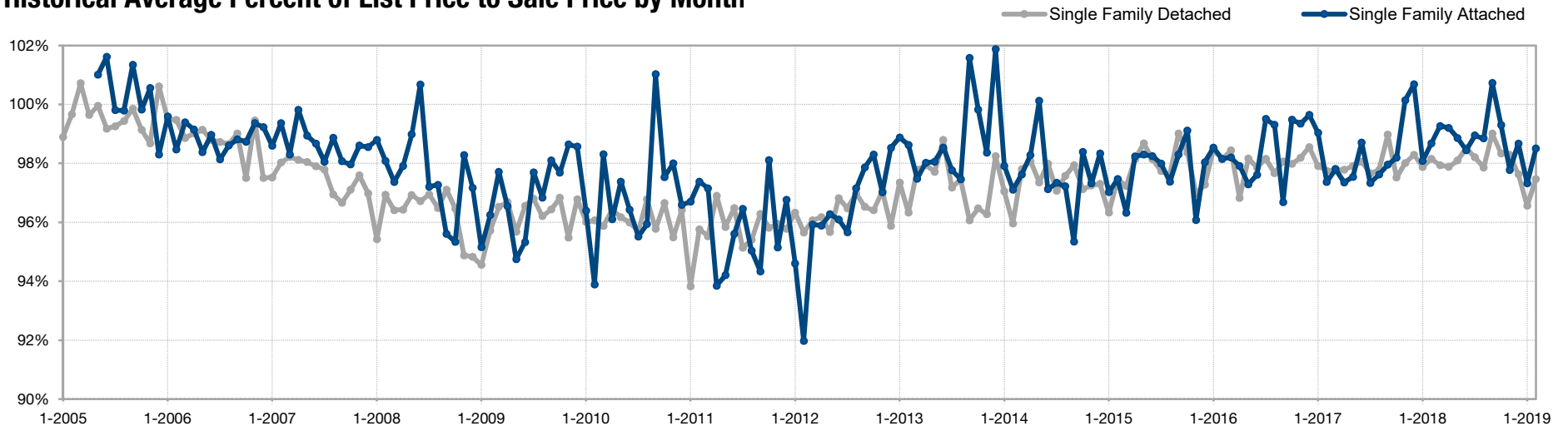
## Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2018	97.9%	+0.1%	99.3%	+1.5%
Apr-2018	97.9%	+0.1%	99.2%	+1.8%
May-2018	98.1%	+0.2%	98.9%	+1.4%
Jun-2018	98.5%	+0.4%	98.4%	-0.3%
Jul-2018	98.2%	+0.5%	98.9%	+1.6%
Aug-2018	97.9%	+0.1%	98.8%	+1.2%
Sep-2018	99.0%	0.0%	100.7%	+2.8%
Oct-2018	98.3%	+0.8%	99.3%	+1.1%
Nov-2018	98.3%	+0.3%	97.8%	-2.3%
Dec-2018	97.6%	-0.7%	98.7%	-2.0%
Jan-2019	96.6%	-1.3%	97.3%	-0.8%
<b>Feb-2019</b>	<b>97.5%</b>	<b>-0.7%</b>	<b>98.5%</b>	<b>-0.2%</b>
12-Month Avg*	98.1%	+0.1%	98.9%	+0.6%

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

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

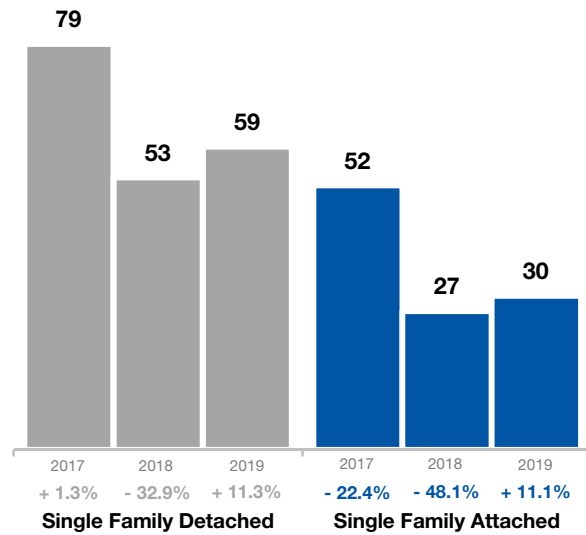


# Median Days on Market Until Sale

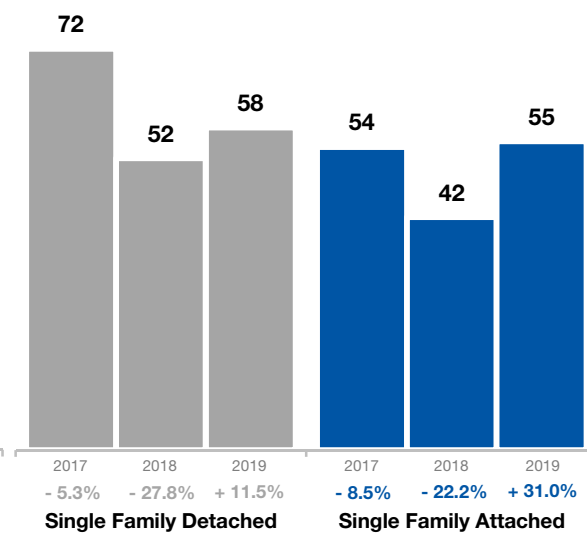
Median number of days between when a property is listed and when an offer is accepted in a given month.



## February



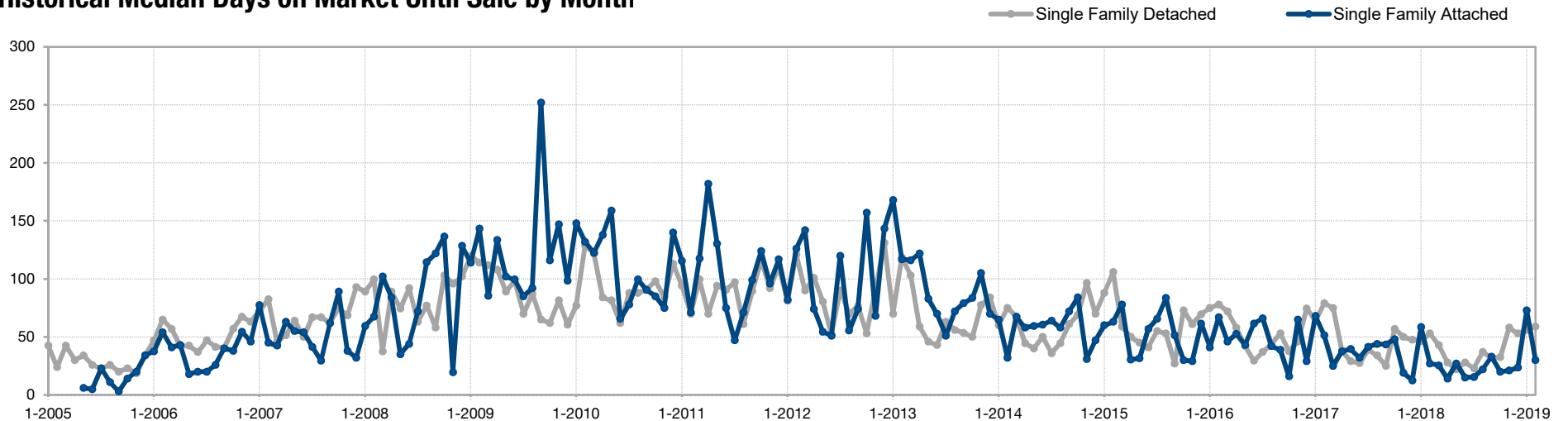
## Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2018	43	-42.7%	26	+4.0%
Apr-2018	28	-26.3%	14	-63.2%
May-2018	22	-24.1%	27	-32.5%
Jun-2018	28	0.0%	15	-53.1%
Jul-2018	23	-41.0%	16	-61.9%
Aug-2018	37	+8.8%	22	-50.0%
Sep-2018	32	+28.0%	33	-25.0%
Oct-2018	33	-42.1%	20	-58.3%
Nov-2018	58	+16.0%	21	+10.5%
Dec-2018	53	+10.4%	24	+84.6%
Jan-2019	56	+19.1%	73	+23.7%
<b>Feb-2019</b>	<b>59</b>	<b>+11.3%</b>	<b>30</b>	<b>+11.1%</b>
12-Month Avg*	36	-10.0%	24	-29.4%

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

## Historical Median Days on Market Until Sale by Month



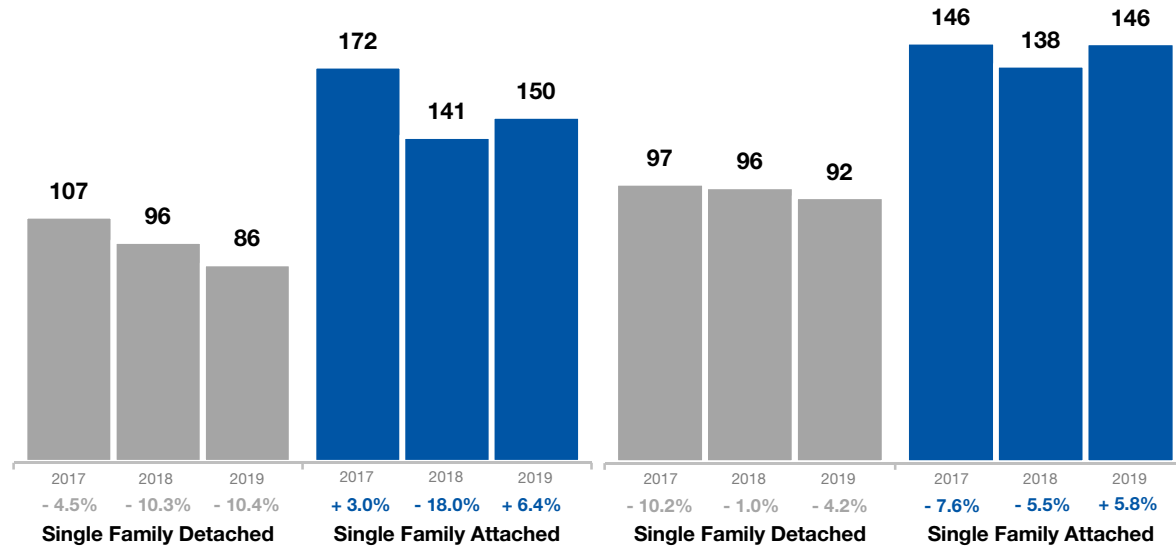
# Housing Affordability Index

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.



## February

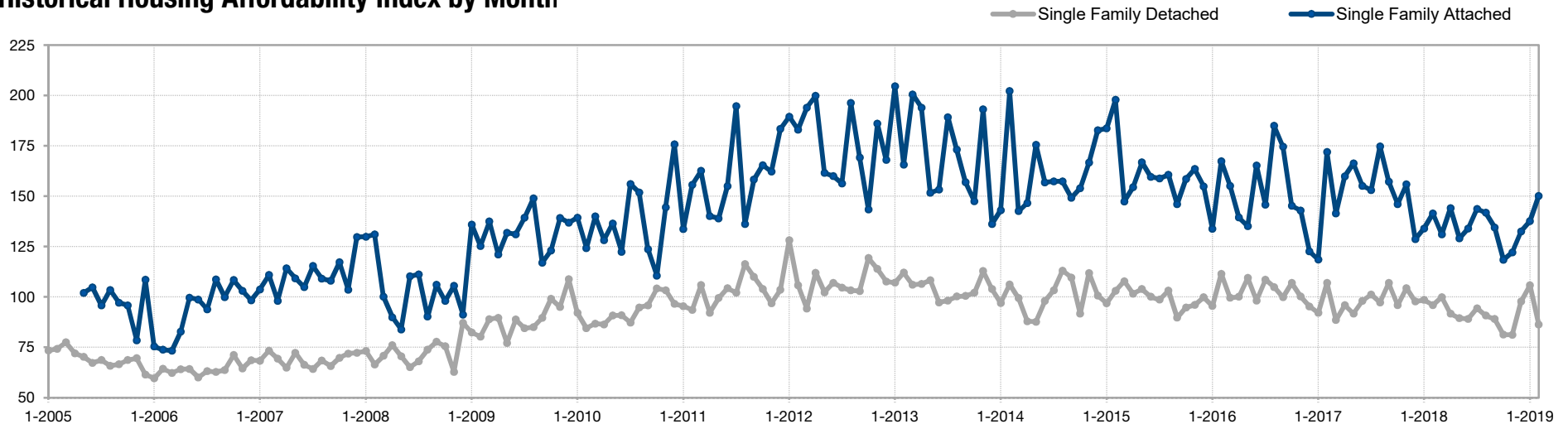
## Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2018	100	+12.4%	131	-7.1%
Apr-2018	92	-4.2%	144	-10.0%
May-2018	89	-3.3%	129	-22.3%
Jun-2018	89	-9.2%	134	-13.5%
Jul-2018	94	-6.9%	144	-5.9%
Aug-2018	91	-6.2%	142	-18.9%
Sep-2018	89	-16.8%	134	-14.6%
Oct-2018	81	-15.6%	118	-19.2%
Nov-2018	81	-22.1%	122	-21.8%
Dec-2018	98	0.0%	133	+3.1%
Jan-2019	106	+7.1%	138	+3.0%
<b>Feb-2019</b>	<b>86</b>	<b>-10.4%</b>	<b>150</b>	<b>+6.4%</b>
12-Month Avg*	91	-12.0%	98	-0.8%

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

## Historical Housing Affordability Index by Month



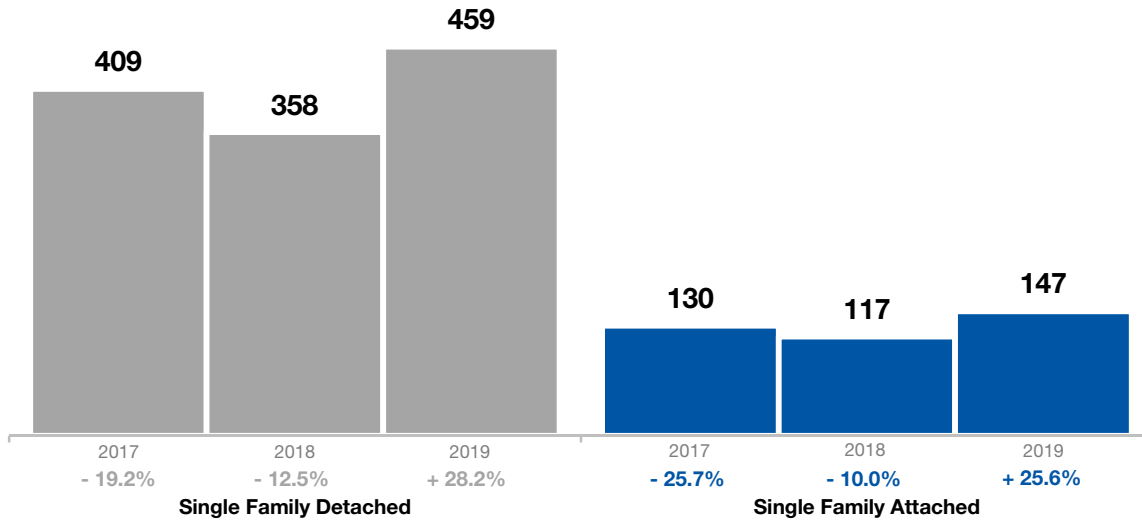


# End of Month Inventory

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



## February



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2018	388	-8.7%	137	+20.2%
Apr-2018	416	-9.2%	134	+5.5%
May-2018	442	-3.7%	147	+18.5%
Jun-2018	450	-4.3%	147	+20.5%
Jul-2018	455	-2.6%	139	+14.9%
Aug-2018	457	-3.2%	131	+7.4%
Sep-2018	429	-4.7%	134	+9.8%
Oct-2018	450	+6.1%	140	+14.8%
Nov-2018	436	+4.8%	135	+14.4%
Dec-2018	395	+15.5%	124	+7.8%
Jan-2019	417	+27.9%	148	+33.3%
<b>Feb-2019</b>	<b>459</b>	<b>+28.2%</b>	<b>147</b>	<b>+25.6%</b>
12-Month Avg	433	+2.5%	139	+15.9%

## Historical End of Month Inventory by Month

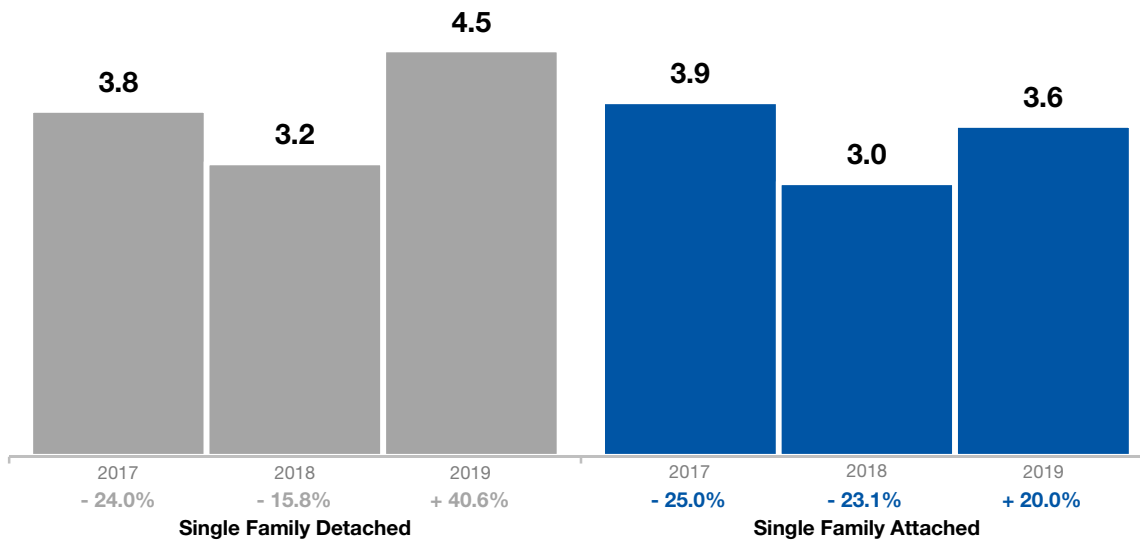


# Months Supply of Inventory

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-2018	3.6	-7.7%	3.6	+9.1%
Apr-2018	3.8	-11.6%	3.4	-5.6%
May-2018	4.1	-2.4%	3.8	+8.6%
Jun-2018	4.1	-4.7%	3.7	+8.8%
Jul-2018	4.2	-2.3%	3.4	0.0%
Aug-2018	4.2	-2.3%	3.1	-8.8%
Sep-2018	4.0	-2.4%	3.2	-5.9%
Oct-2018	4.2	+10.5%	3.4	+3.0%
Nov-2018	4.1	+10.8%	3.3	+6.5%
Dec-2018	3.8	+22.6%	3.0	-3.2%
Jan-2019	4.0	+37.9%	3.6	+24.1%
<b>Feb-2019</b>	<b>4.5</b>	<b>+40.6%</b>	<b>3.6</b>	<b>+20.0%</b>
12-Month Avg*	4.0	+5.1%	3.4	+4.9%

\* Months Supply for all properties from March 2018 through February 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				2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	2-2016	2-2017	2-2018	2-2019						
New Listings					212	<b>184</b>	- 13.2%	372	<b>368</b>	- 1.1%
Pending Sales					143	<b>125</b>	- 12.6%	273	<b>242</b>	- 11.4%
Closed Sales					111	<b>108</b>	- 2.7%	195	<b>193</b>	- 1.0%
Median List Price					\$355,500	<b>\$389,950</b>	+ 9.7%	\$327,863	<b>\$364,950</b>	+ 11.3%
Median Sales Price					\$300,000	<b>\$327,900</b>	+ 9.3%	\$295,000	<b>\$300,000</b>	+ 1.7%
Avg. Sales Price					\$329,439	<b>\$360,880</b>	+ 9.5%	\$334,271	<b>\$334,205</b>	- 0.0%
Median Price Per Sq Ft					\$140	<b>\$144</b>	+ 2.9%	\$133	<b>\$134</b>	+ 0.8%
Average Price Per Sq Ft					\$145	<b>\$148</b>	+ 2.1%	\$145	<b>\$146</b>	+ 0.7%
\$ Volume of Closed Sales (in millions)					\$36.6	<b>\$39.0</b>	+ 6.6%	\$65.2	<b>\$64.5</b>	- 1.1%
Median Pct of List Price to Sale Price					98.6%	<b>98.6%</b>	0.0%	98.5%	<b>97.8%</b>	- 0.7%
Avg Pct of List Price to Sale Price					98.3%	<b>97.8%</b>	- 0.5%	98.1%	<b>97.3%</b>	- 0.8%
Median Days on Market					47	<b>55</b>	+ 17.0%	48	<b>57</b>	+ 18.8%
Affordability Index					108	<b>99</b>	- 8.3%	110	<b>109</b>	- 0.9%
End of Month Inventory					478	<b>609</b>	+ 27.4%	--	<b>--</b>	--
Months Supply					3.2	<b>4.2</b>	+ 31.3%	--	<b>--</b>	--

# 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		
	2-2018	2-2019	+ / -	2-2018	2-2019	+ / -	2-2018	2-2019	+ / -	2-2018	2-2019	+ / -	2-2018	2-2019	+ / -
<b>James City County</b>	165	165	0.0%	95	88	-7.4%	\$ 303,100	\$ 354,176	+16.9%	390	489	+25.4%	3.3	4.3	+30.3%
<b>City of Williamsburg</b>	20	15	-25.0%	8	7	-12.5%	\$227,500	\$162,000	-28.8%	51	73	+43.1%	4.6	5.6	+21.7%
<b>York County</b>	44	24	-45.5%	14	19	+35.7%	\$279,213	\$300,000	+7.4%	67	97	+44.8%	2.3	3.4	+47.8%
<b>New Kent County</b>	11	12	+9.1%	3	7	+133.3%	\$290,000	\$313,000	+7.9%	45	44	-2.2%	6.7	5.8	-13.4%
<b>Charles City County</b>	1	4	+300.0%	0	1	--	\$0	\$125,000	--	6	11	+83.3%	5.1	7.6	+49.0%
<b>Newport News</b>	16	15	-6.3%	7	14	+100.0%	\$237,500	\$201,700	-15.1%	37	42	+13.5%	2.6	2.8	+7.7%
<b>Hampton</b>	6	9	+50.0%	2	7	+250.0%	\$283,500	\$231,250	-18.4%	16	19	+18.8%	3.1	3.7	+19.4%
<b>Surry</b>	1	1	0.0%	1	0	-100.0%	\$0	\$0	--	8	3	-62.5%	7.0	1.5	-78.6%
<b>Gloucester</b>	16	11	-31.3%	7	9	+28.6%	\$207,500	\$285,000	+37.3%	56	61	+8.9%	6.7	5.5	-17.9%
<b>Richmond</b>	0	1	--	0	1	--	\$0	\$425,000	--	2	0	-100.0%	1.6	0.0	-100.0%
<b>23185</b>	103	87	-15.5%	38	55	+44.7%	\$234,500	\$349,000	+48.8%	233	281	+20.6%	3.6	4.2	+16.7%
<b>23188</b>	90	89	-1.1%	56	46	-17.9%	\$325,000	\$304,500	-6.3%	211	282	+33.6%	3.0	4.2	+40.0%
<b>23168</b>	19	8	-57.9%	17	7	-58.8%	\$355,320	\$399,900	+12.5%	34	46	+35.3%	2.2	5.1	+131.8%
<b>23168, 23185 &amp; 23188</b>	212	184	-13.2%	111	108	-2.7%	\$300,000	\$327,900	+9.3%	478	609	+27.4%	3.2	4.2	+31.3%