

Monthly Indicators



March 2020

As COVID-19's impact spread across the country in March, the stock market declines started in February accelerated downward before recovering a bit in the last week of the month. With volatility across all the financial markets, lenders began tightening underwriting standards and some buyers found they no longer were approved for a loan. Massive layoffs also shook the economy with 6.6 million initial jobless claims filed in a single week—double the number last week and ten times higher than any other week on record prior to this month.

When comparing 2020 to 2019 statistics, New Listings decreased 3.8 percent for single-family detached homes and 5.4 percent for single-family attached homes. Pending Sales increased 14.4 percent for single-family detached homes but decreased 26.7 percent for single-family attached properties.

Median List Price was down 9.6 percent for single-family detached homes but increased 2.9 percent for single-family attached properties. Months Supply of Inventory decreased 11.9 percent for single-family detached homes but increased 23.1 percent for single-family attached properties.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-of-coronavirus/>.

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

- 4.1%

+ 5.8%

+ 2.6%

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				3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	3-2017	3-2018	3-2019	3-2020						
New Listings					160	154	- 3.8%	387	471	+ 21.7%
Pending Sales					118	135	+ 14.4%	276	342	+ 23.9%
Closed Sales					75	102	+ 36.0%	211	244	+ 15.6%
Median List Price					\$415,000	\$375,000	- 9.6%	\$430,000	\$394,995	- 8.1%
Median Sales Price					\$365,000	\$350,000	- 4.1%	\$357,000	\$355,500	- 0.4%
Avg. Sales Price					\$381,447	\$383,265	+ 0.5%	\$377,871	\$386,658	+ 2.3%
Median Price Per Sq Ft					\$140	\$153	+ 9.5%	\$142	\$150	+ 5.6%
Average Price Per Sq Ft					\$144	\$162	+ 12.5%	\$147	\$158	+ 7.5%
\$ Volume of Closed Sales (in millions)					\$28.6	\$39.1	+ 36.6%	\$79.7	\$94.3	+ 18.3%
Median Pct of List Price to Sale Price					98.0%	100.0%	+ 2.0%	97.9%	99.1%	+ 1.2%
Avg Pct of List Price to Sale Price					97.5%	99.4%	+ 1.9%	97.2%	99.0%	+ 1.9%
Median Days on Market					72	14	- 80.6%	60	37	- 38.3%
Affordability Index					90	98	+ 8.9%	92	97	+ 5.4%
End of Month Inventory					414	416	+ 0.5%	--	--	--
Months Supply					4.2	3.7	- 11.9%	--	--	--

Single Family Attached Market Overview

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



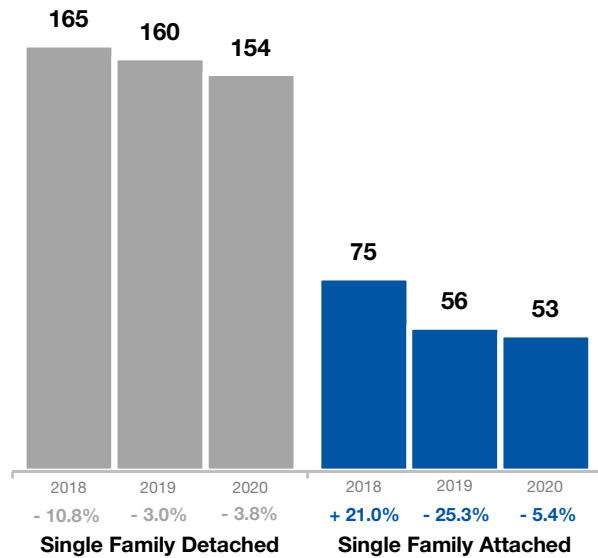
Key Metrics	Historical Sparkbars				3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	3-2017	3-2018	3-2019	3-2020						
New Listings					56	53	- 5.4%	166	176	+ 6.0%
Pending Sales					60	44	- 26.7%	145	135	- 6.9%
Closed Sales					41	52	+ 26.8%	100	120	+ 20.0%
Median List Price					\$233,228	\$239,900	+ 2.9%	\$234,995	\$244,795	+ 4.2%
Median Sales Price					\$215,000	\$227,425	+ 5.8%	\$220,000	\$238,450	+ 8.4%
Avg. Sales Price					\$225,301	\$236,587	+ 5.0%	\$230,217	\$247,498	+ 7.5%
Median Price Per Sq Ft					\$135	\$142	+ 5.2%	\$133	\$144	+ 7.7%
Average Price Per Sq Ft					\$138	\$144	+ 4.3%	\$138	\$148	+ 7.2%
\$ Volume of Closed Sales (in millions)					\$9.2	\$12.3	+ 33.2%	\$23.0	\$29.7	+ 29.0%
Median Pct of List Price to Sale Price					98.3%	99.5%	+ 1.2%	98.5%	99.4%	+ 0.9%
Avg Pct of List Price to Sale Price					98.4%	98.8%	+ 0.4%	98.1%	98.8%	+ 0.7%
Median Days on Market					32	31	- 3.1%	44	32	- 27.3%
Affordability Index					153	152	- 0.7%	149	145	- 2.7%
End of Month Inventory					122	144	+ 18.0%	--	--	--
Months Supply					2.6	3.2	+ 23.1%	--	--	--

New Listings

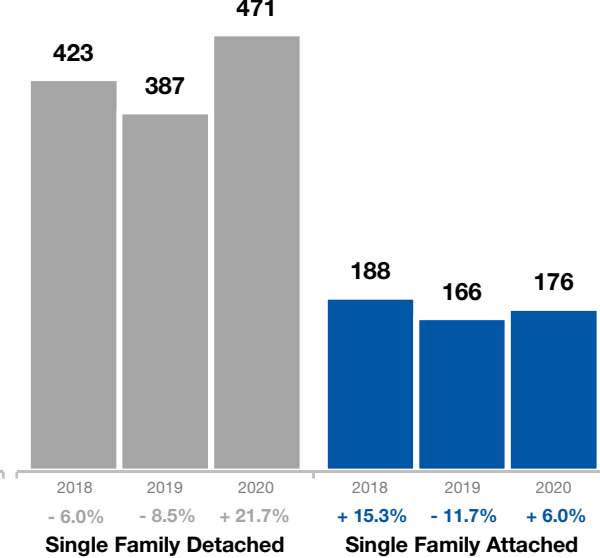
A count of the properties that have been newly listed on the market in a given month.



March

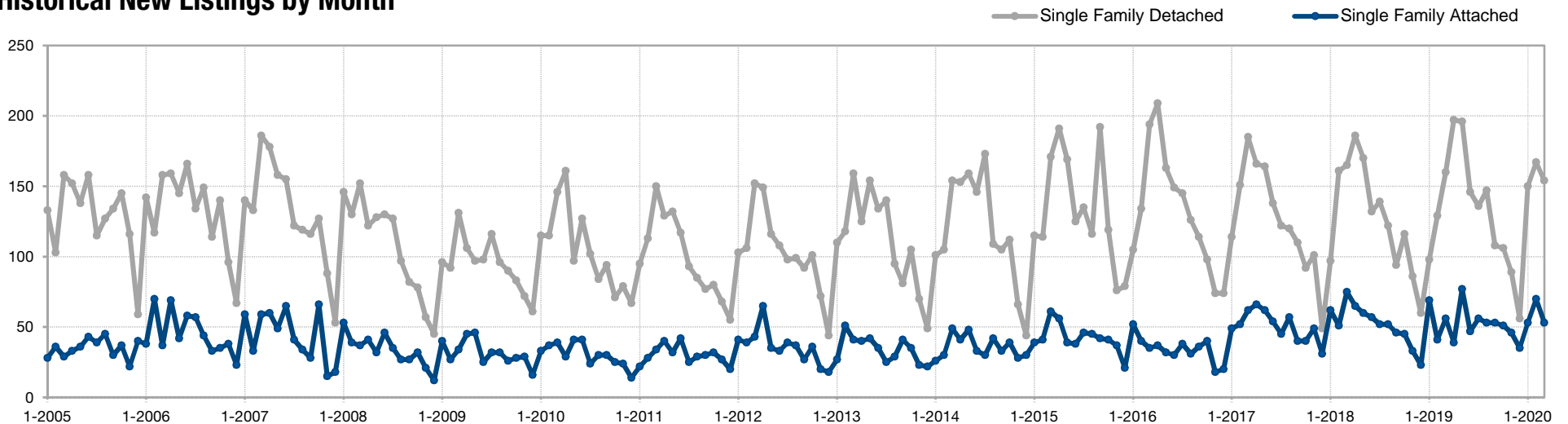


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	197	+5.9%	39	-40.0%
May-2019	196	+15.3%	77	+28.3%
Jun-2019	146	+10.6%	47	-17.5%
Jul-2019	136	-2.2%	56	+7.7%
Aug-2019	147	+20.5%	53	+1.9%
Sep-2019	108	+14.9%	53	+15.2%
Oct-2019	106	-8.6%	51	+13.3%
Nov-2019	89	+3.5%	46	+39.4%
Dec-2019	56	-6.7%	35	+52.2%
Jan-2020	150	+53.1%	53	-23.2%
Feb-2020	167	+29.5%	70	+70.7%
Mar-2020	154	-3.8%	53	-5.4%
12-Month Avg	138	+10.7%	53	+5.7%

Historical New Listings by Month

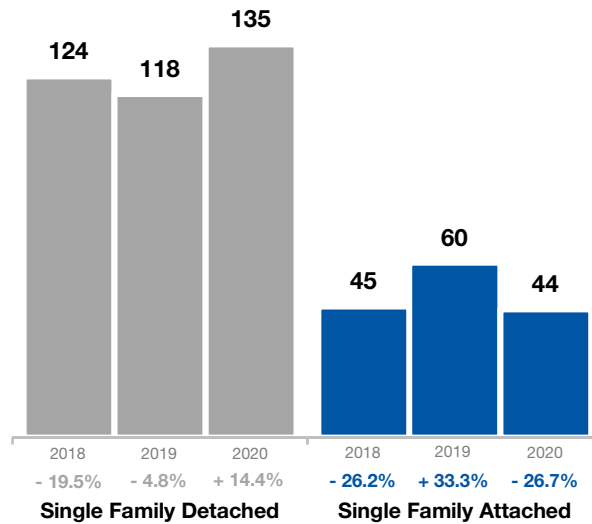


Pending Sales

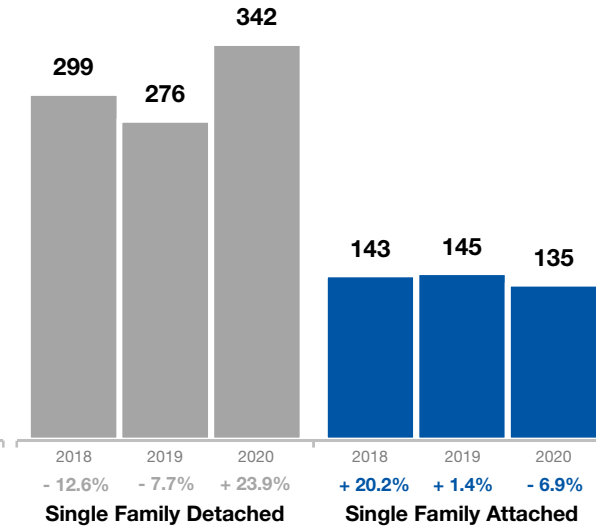
A count of the properties on which offers have been accepted in a given month.



March

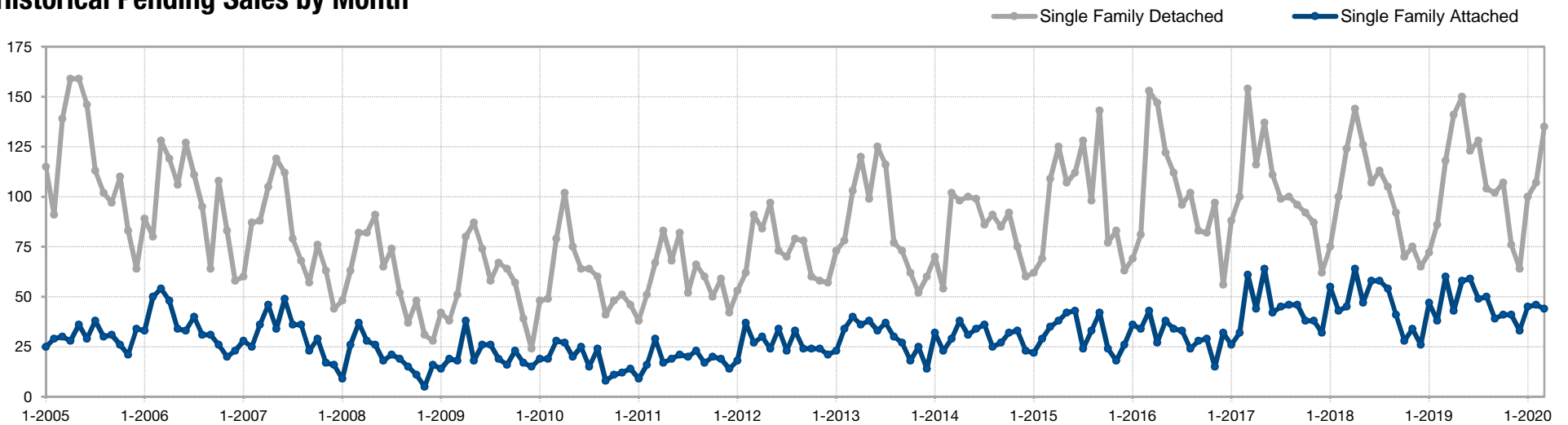


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	141	-2.1%	43	-32.8%
May-2019	150	+19.0%	58	+23.4%
Jun-2019	123	+15.0%	59	+1.7%
Jul-2019	128	+13.3%	49	-15.5%
Aug-2019	104	-1.0%	50	-7.4%
Sep-2019	102	+10.9%	39	-4.9%
Oct-2019	107	+52.9%	41	+46.4%
Nov-2019	76	+1.3%	41	+20.6%
Dec-2019	64	-1.5%	33	+26.9%
Jan-2020	100	+38.9%	45	-4.3%
Feb-2020	107	+24.4%	46	+21.1%
Mar-2020	135	+14.4%	44	-26.7%
12-Month Avg	111	+14.0%	46	-1.3%

Historical Pending Sales by Month

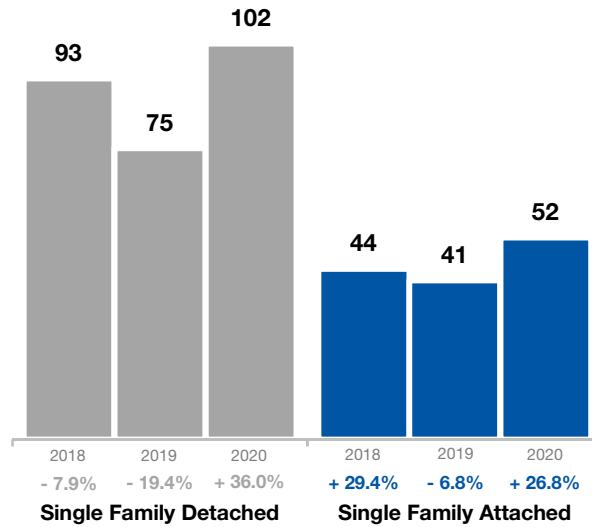


Closed Sales

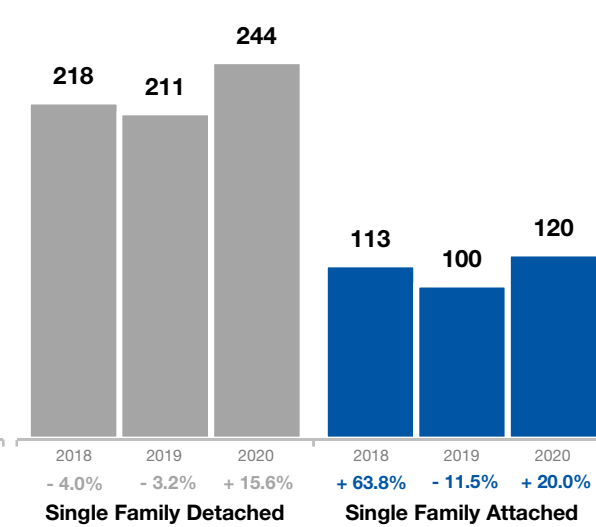
A count of the actual sales that closed in a given month.



March

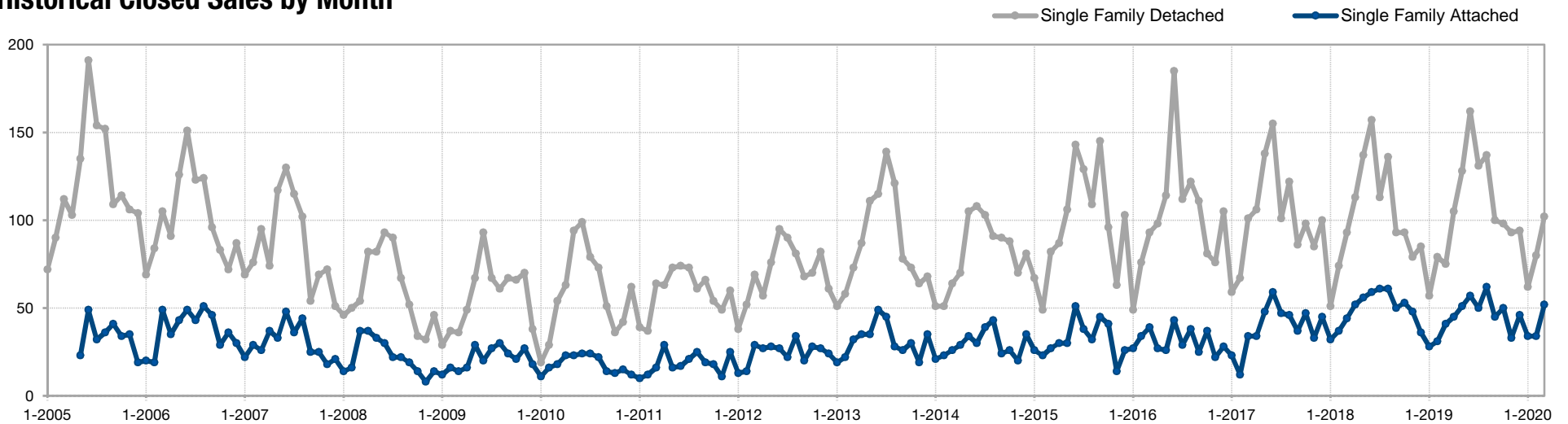


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	105	-7.1%	45	-13.5%
May-2019	128	-6.6%	51	-8.9%
Jun-2019	162	+3.2%	57	-3.4%
Jul-2019	131	+15.9%	50	-18.0%
Aug-2019	137	+0.7%	62	+1.6%
Sep-2019	100	+7.5%	45	-10.0%
Oct-2019	98	+5.4%	50	-5.7%
Nov-2019	93	+17.7%	33	-31.3%
Dec-2019	94	+10.6%	46	+27.8%
Jan-2020	62	+8.8%	34	+21.4%
Feb-2020	80	+1.3%	34	+9.7%
Mar-2020	102	+36.0%	52	+26.8%
12-Month Avg	108	+6.2%	47	-3.0%

Historical Closed Sales by Month

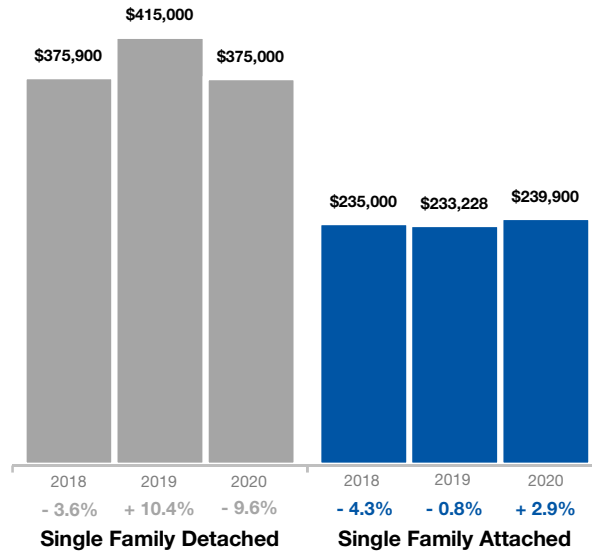


Median List Price

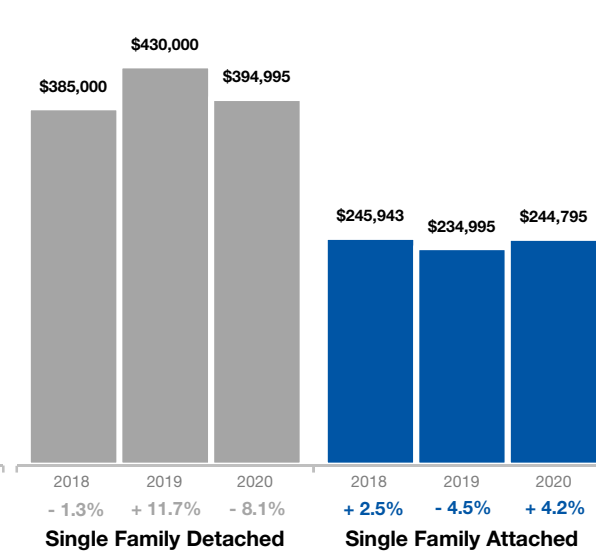
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



March



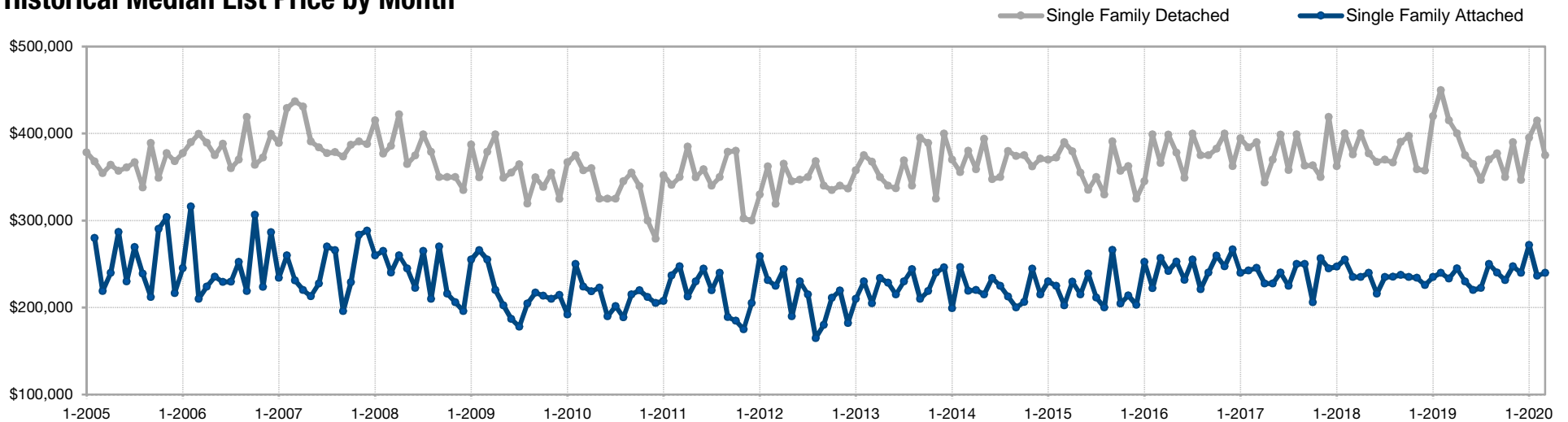
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	\$400,000	-0.1%	\$245,000	+4.3%
May-2019	\$374,950	-0.5%	\$230,000	-4.1%
Jun-2019	\$364,950	-0.6%	\$220,000	+1.9%
Jul-2019	\$346,500	-6.4%	\$222,450	-5.3%
Aug-2019	\$369,900	+0.9%	\$250,000	+6.2%
Sep-2019	\$377,000	-3.4%	\$240,000	+1.1%
Oct-2019	\$349,975	-11.8%	\$231,510	-1.5%
Nov-2019	\$389,999	+8.6%	\$247,438	+5.7%
Dec-2019	\$346,583	-3.1%	\$239,900	+6.2%
Jan-2020	\$395,000	-5.9%	\$271,700	+15.6%
Feb-2020	\$414,900	-7.8%	\$236,500	-1.4%
Mar-2020	\$375,000	-9.6%	\$239,900	+2.9%
12-Month Avg*	\$379,000	-2.8%	\$239,900	+2.1%

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

Historical Median List Price by Month

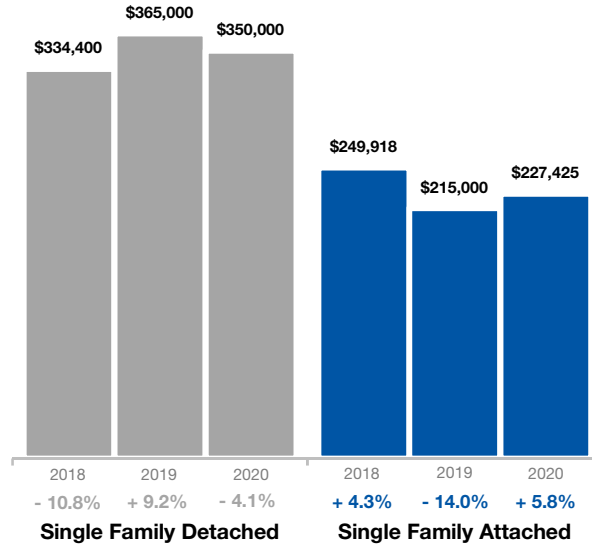


Median Sales Price

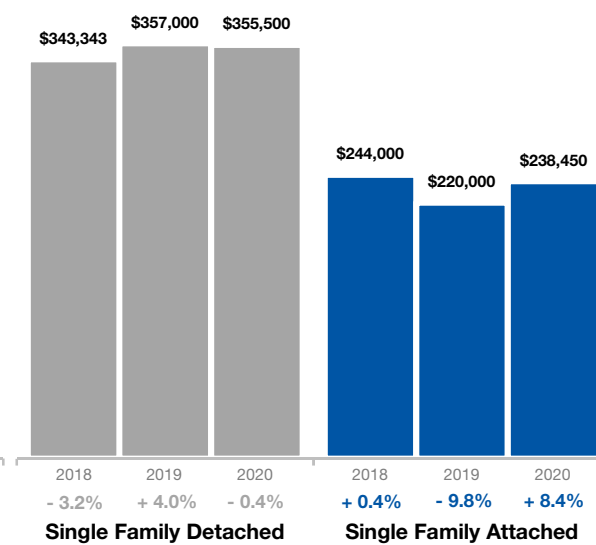
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



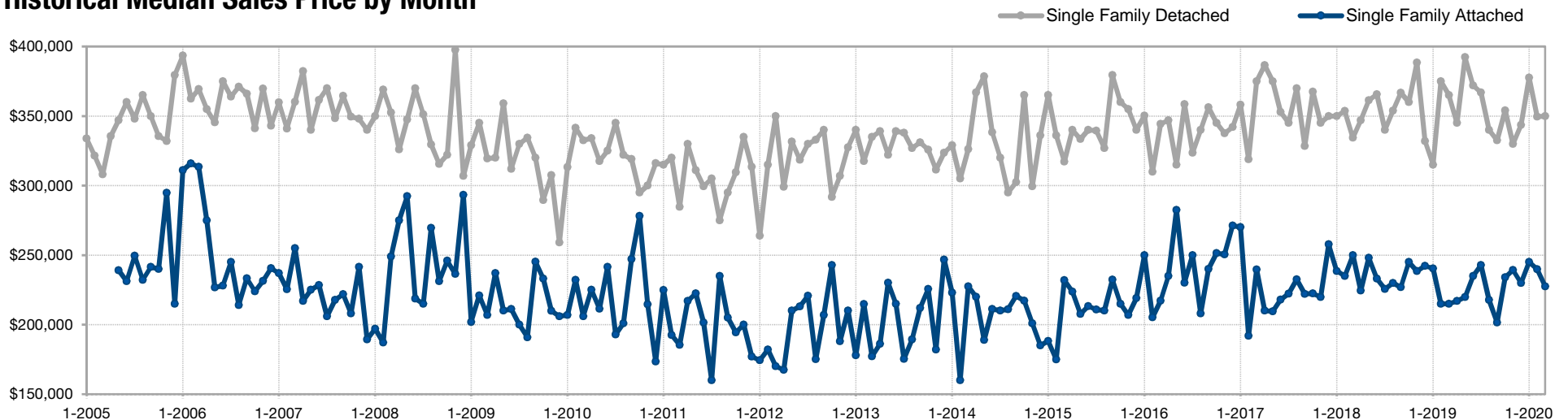
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	\$345,000	-0.6%	\$217,000	-3.3%
May-2019	\$392,450	+8.6%	\$219,900	-11.3%
Jun-2019	\$372,000	+1.8%	\$235,000	+0.9%
Jul-2019	\$367,000	+7.9%	\$242,730	+7.6%
Aug-2019	\$340,000	-3.9%	\$217,750	-5.3%
Sep-2019	\$332,500	-9.3%	\$201,415	-11.2%
Oct-2019	\$354,000	-1.7%	\$234,085	-4.5%
Nov-2019	\$330,000	-15.0%	\$239,195	+0.3%
Dec-2019	\$343,500	+3.5%	\$229,988	-5.0%
Jan-2020	\$377,500	+19.8%	\$245,000	+1.9%
Feb-2020	\$349,500	-6.8%	\$239,900	+11.6%
Mar-2020	\$350,000	-4.1%	\$227,425	+5.8%
12-Month Avg*	\$354,000	-0.8%	\$230,000	-0.9%

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

Historical Median Sales Price by Month

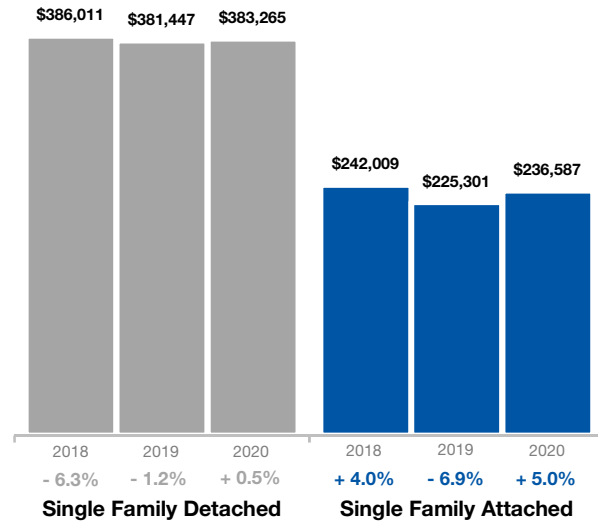


Average Sales Price

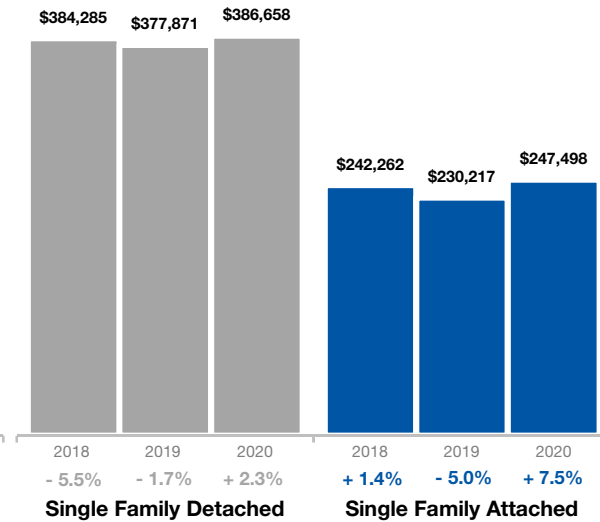
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



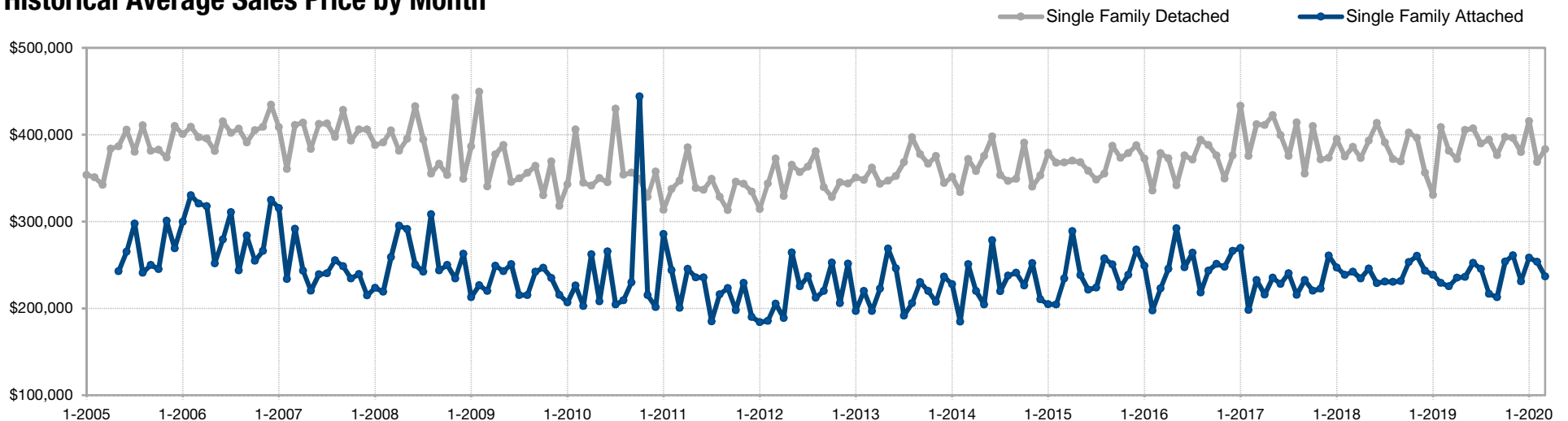
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	\$371,924	-0.3%	\$235,213	+0.3%
May-2019	\$405,338	+3.1%	\$236,197	-3.9%
Jun-2019	\$407,168	-1.5%	\$252,196	+10.2%
Jul-2019	\$389,944	-0.3%	\$245,396	+6.4%
Aug-2019	\$394,285	+6.0%	\$216,754	-5.9%
Sep-2019	\$376,466	+2.0%	\$212,759	-8.0%
Oct-2019	\$397,269	-1.3%	\$253,672	+0.2%
Nov-2019	\$396,138	-0.1%	\$261,084	+0.2%
Dec-2019	\$379,938	+6.6%	\$231,034	-5.0%
Jan-2020	\$415,620	+25.7%	\$258,309	+8.3%
Feb-2020	\$368,538	-9.8%	\$253,375	+10.6%
Mar-2020	\$383,265	+0.5%	\$236,587	+5.0%
12-Month Avg*	\$391,234	+1.6%	\$239,562	+0.8%

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

Historical Average Sales Price by Month

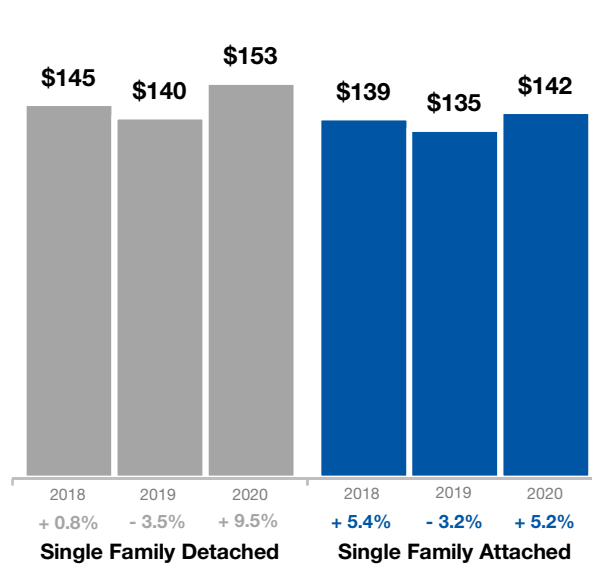


Median Price Per Square Foot

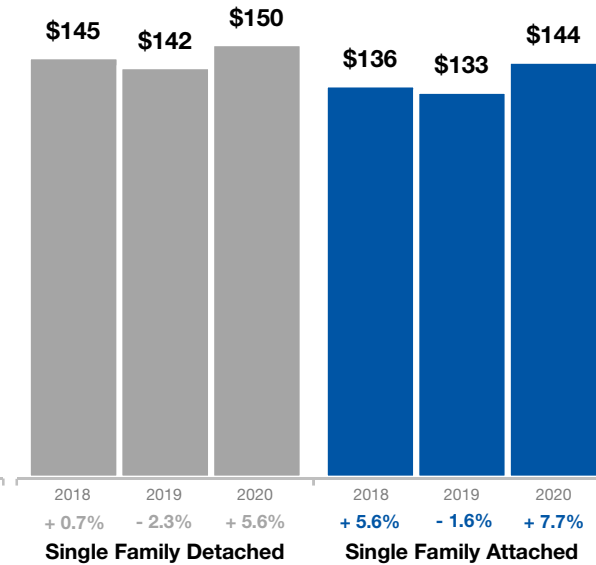
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



March



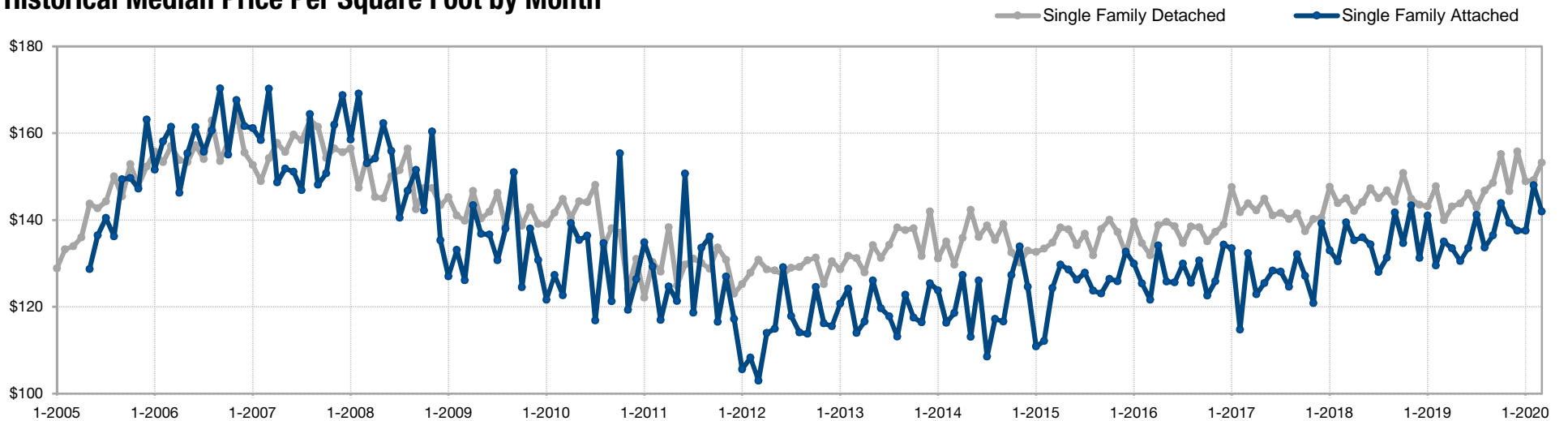
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	\$143	+0.7%	\$133	-1.4%
May-2019	\$144	-0.2%	\$131	-4.0%
Jun-2019	\$146	-0.8%	\$134	-0.6%
Jul-2019	\$143	-1.5%	\$141	+10.3%
Aug-2019	\$147	-0.0%	\$134	+1.8%
Sep-2019	\$149	+3.1%	\$136	-3.7%
Oct-2019	\$155	+2.9%	\$144	+6.8%
Nov-2019	\$147	+1.2%	\$139	-2.8%
Dec-2019	\$156	+8.5%	\$138	+4.8%
Jan-2020	\$149	+4.0%	\$138	-2.5%
Feb-2020	\$149	+0.9%	\$148	+14.3%
Mar-2020	\$153	+9.5%	\$142	+5.2%
12-Month Avg*	\$147	+1.9%	\$137	+2.0%

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

Historical Median Price Per Square Foot by Month

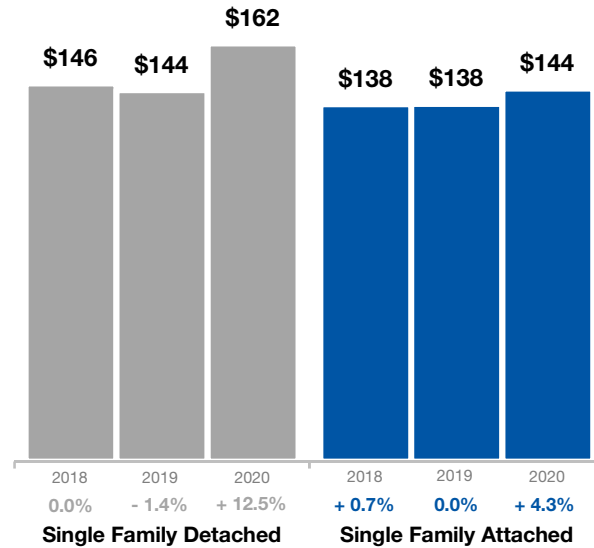


Average Price Per Square Foot

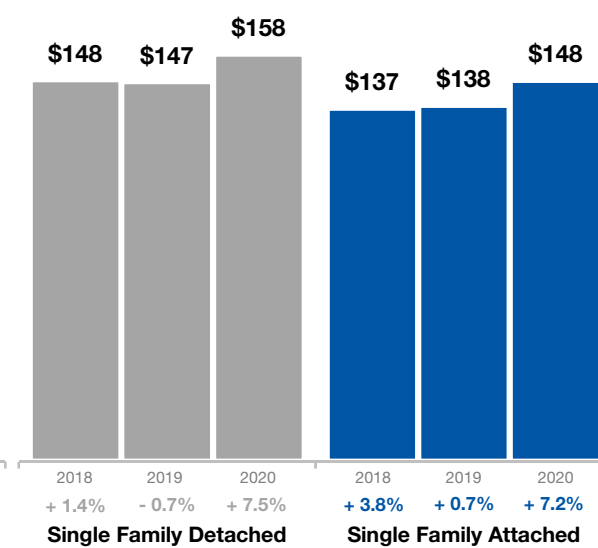
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



March



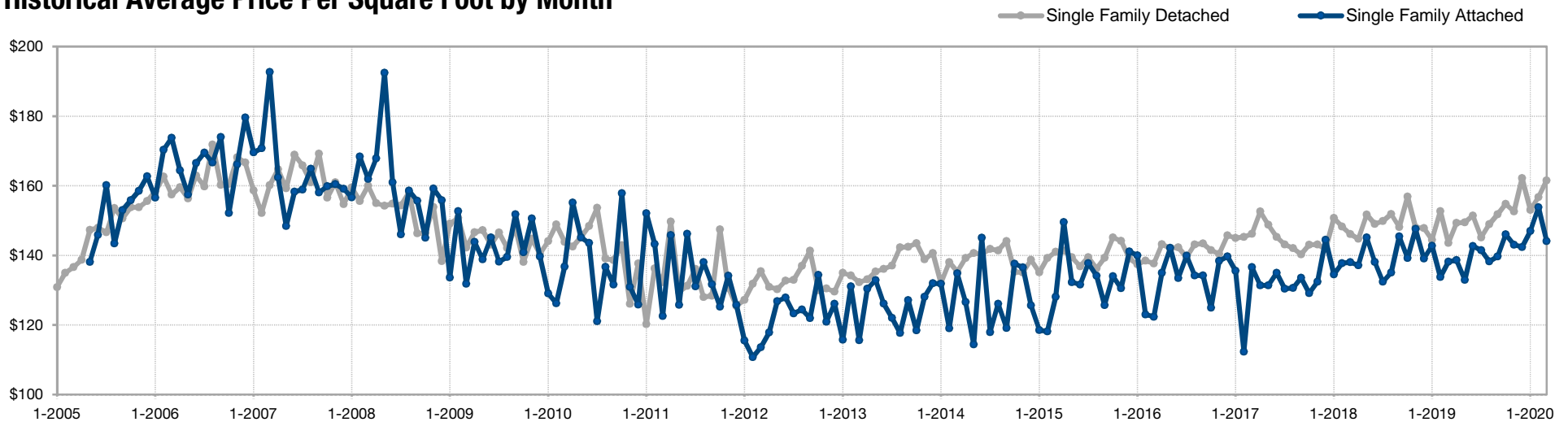
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	\$149	+2.8%	\$139	+1.5%
May-2019	\$149	-2.0%	\$133	-8.3%
Jun-2019	\$151	+1.3%	\$143	+3.6%
Jul-2019	\$145	-3.3%	\$141	+6.8%
Aug-2019	\$149	-2.0%	\$138	+2.2%
Sep-2019	\$152	+2.7%	\$140	-3.4%
Oct-2019	\$155	-1.3%	\$146	+5.0%
Nov-2019	\$153	+3.4%	\$143	-3.4%
Dec-2019	\$162	+9.5%	\$142	+2.2%
Jan-2020	\$153	+6.3%	\$147	+2.8%
Feb-2020	\$157	+2.6%	\$154	+14.9%
Mar-2020	\$162	+12.5%	\$144	+4.3%
12-Month Avg*	\$153	+2.1%	\$142	+1.9%

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

Historical Average Price Per Square Foot by Month

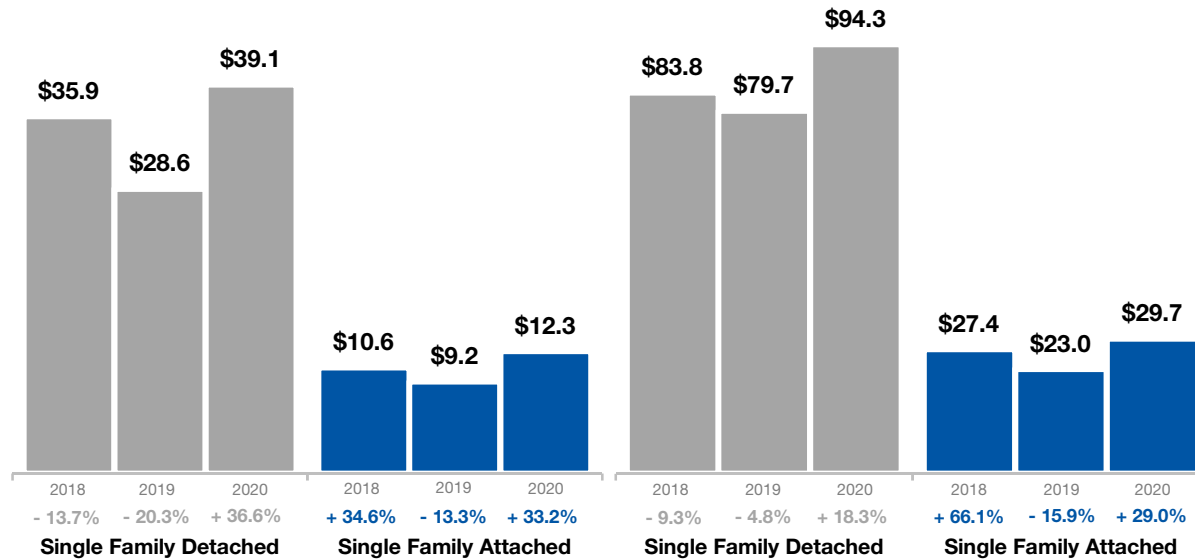


Dollar Volume of Closed Sales (in millions)

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



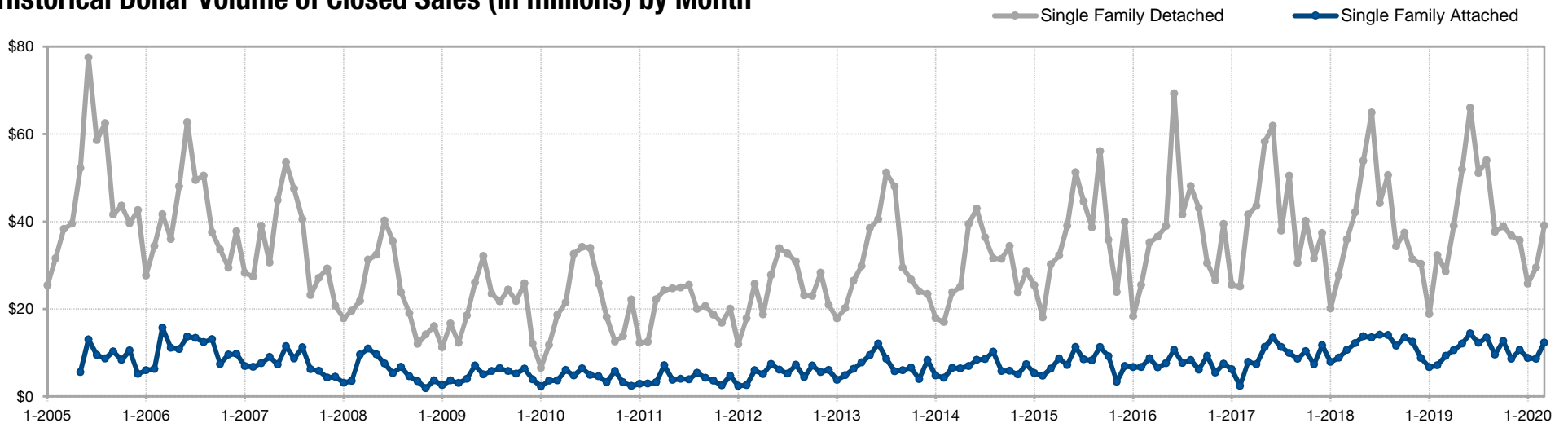
March



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	\$39.1	-7.4%	\$10.6	-13.2%
May-2019	\$51.9	-3.7%	\$12.0	-12.4%
Jun-2019	\$66.0	+1.6%	\$14.4	+6.4%
Jul-2019	\$51.1	+15.6%	\$12.3	-12.8%
Aug-2019	\$54.0	+6.8%	\$13.4	-4.3%
Sep-2019	\$37.6	+9.7%	\$9.6	-17.2%
Oct-2019	\$38.9	+4.0%	\$12.7	-5.4%
Nov-2019	\$36.8	+17.6%	\$8.6	-31.1%
Dec-2019	\$35.7	+17.9%	\$10.6	+21.4%
Jan-2020	\$25.8	+36.7%	\$8.8	+31.5%
Feb-2020	\$29.5	-8.7%	\$8.6	+21.3%
Mar-2020	\$39.1	+36.6%	\$12.3	+33.2%
12-Month Avg*	\$42.1	+7.8%	\$11.2	-2.1%

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

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

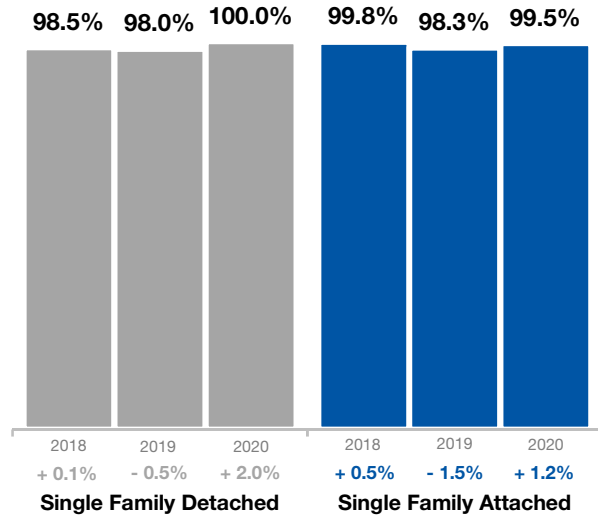


Median Percent of List Price to Sale Price

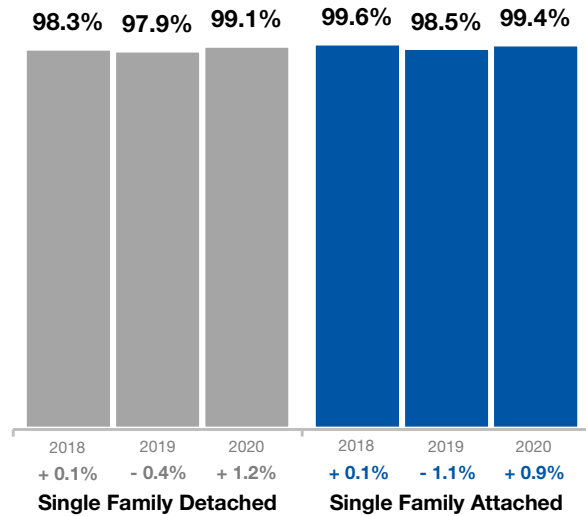


Percentage found when dividing a property's sales price by its most recent list price, then taking the median for all properties sold in a given month, not accounting for seller concessions.

March



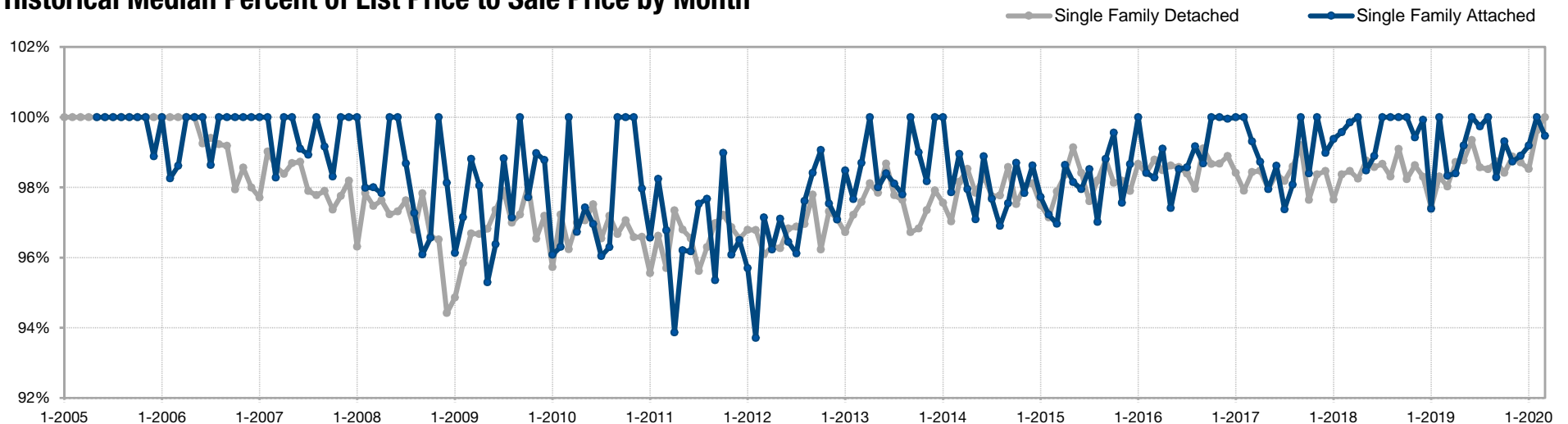
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	98.7%	+0.5%	98.4%	-1.6%
May-2019	98.8%	0.0%	99.2%	+0.7%
Jun-2019	99.3%	+0.7%	100.0%	+1.1%
Jul-2019	98.6%	-0.1%	99.7%	-0.3%
Aug-2019	98.5%	+0.2%	100.0%	0.0%
Sep-2019	98.7%	-0.4%	98.3%	-1.7%
Oct-2019	98.4%	+0.2%	99.3%	-0.7%
Nov-2019	98.9%	+0.3%	98.7%	-0.7%
Dec-2019	98.7%	+0.4%	98.9%	-1.0%
Jan-2020	98.5%	+1.1%	99.2%	+1.8%
Feb-2020	99.6%	+1.3%	100.0%	0.0%
Mar-2020	100.0%	+2.0%	99.5%	+1.2%
12-Month Avg*	98.8%	+0.4%	99.2%	-0.4%

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

Historical Median Percent of List Price to Sale Price by Month



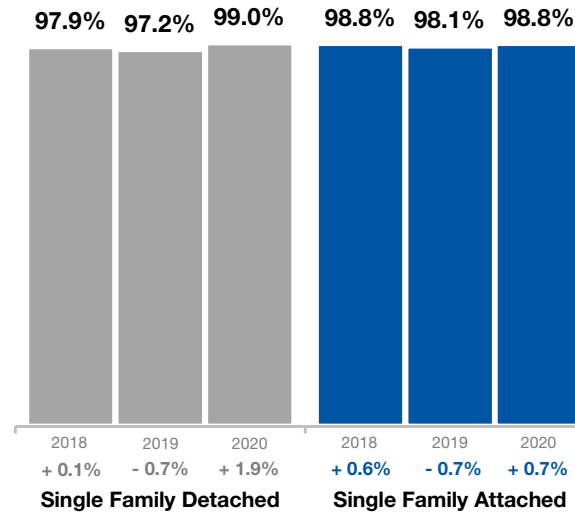
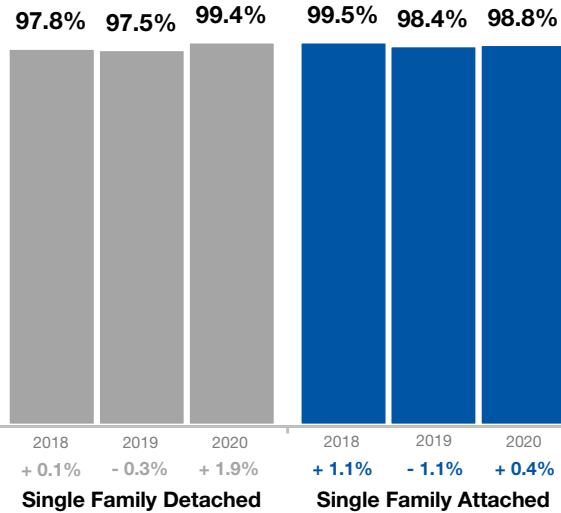
Average Percent of List Price to Sale Price

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.



March

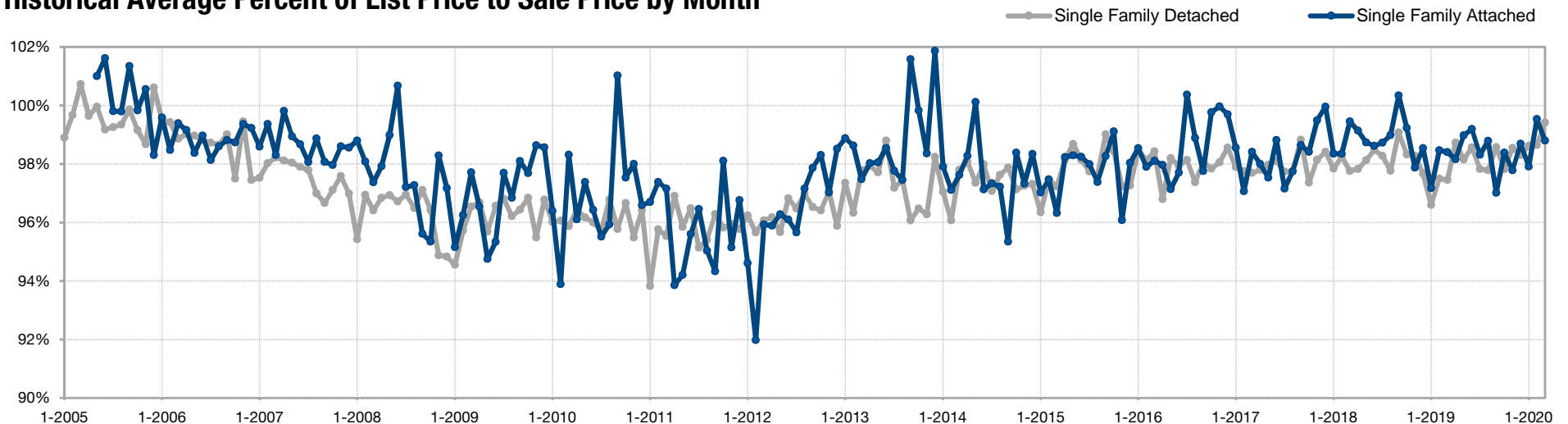
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	98.7%	+0.9%	98.2%	-0.9%
May-2019	98.1%	0.0%	99.0%	+0.3%
Jun-2019	98.6%	+0.1%	99.2%	+0.6%
Jul-2019	97.8%	-0.5%	98.3%	-0.4%
Aug-2019	97.8%	0.0%	98.8%	-0.2%
Sep-2019	98.6%	-0.5%	97.0%	-3.3%
Oct-2019	97.8%	-0.5%	98.4%	-0.8%
Nov-2019	98.5%	+0.2%	97.8%	-0.1%
Dec-2019	98.3%	+0.6%	98.7%	+0.2%
Jan-2020	98.6%	+2.1%	97.9%	+0.7%
Feb-2020	98.6%	+1.1%	99.5%	+1.0%
Mar-2020	99.4%	+1.9%	98.8%	+0.4%
12-Month Avg*	98.4%	+0.4%	98.5%	-0.3%

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

Historical Average Percent of List Price to Sale Price by Month

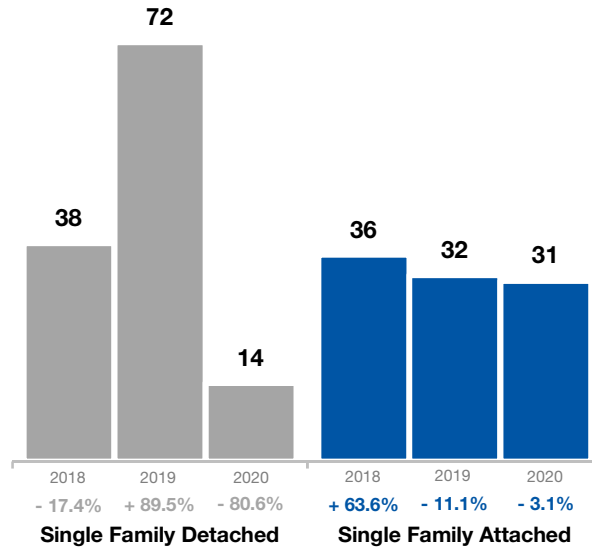


Median Days on Market Until Sale

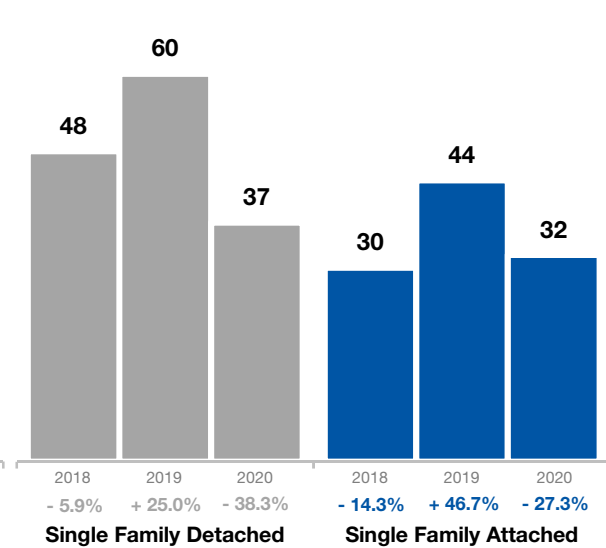
Median number of days between when a property is listed and when an offer is accepted in a given month.



March



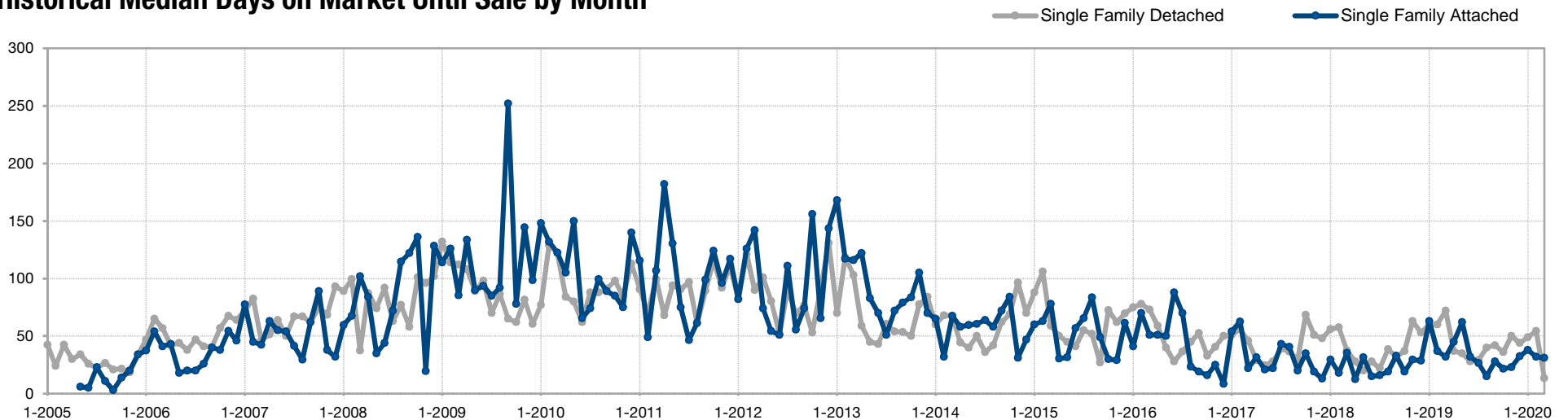
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	37	+32.1%	45	+246.2%
May-2019	35	+75.0%	62	+93.8%
Jun-2019	28	0.0%	32	+113.3%
Jul-2019	29	+31.8%	27	+68.8%
Aug-2019	40	+2.6%	15	-21.1%
Sep-2019	42	+31.3%	28	-15.2%
Oct-2019	36	-2.7%	22	+15.8%
Nov-2019	50	-20.6%	23	-23.3%
Dec-2019	44	-17.0%	33	+13.8%
Jan-2020	49	-18.3%	38	-39.7%
Feb-2020	55	-8.3%	32	-13.5%
Mar-2020	14	-80.6%	31	-3.1%
12-Month Avg*	37	+2.8%	30	+22.4%

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

Historical Median Days on Market Until Sale by Month



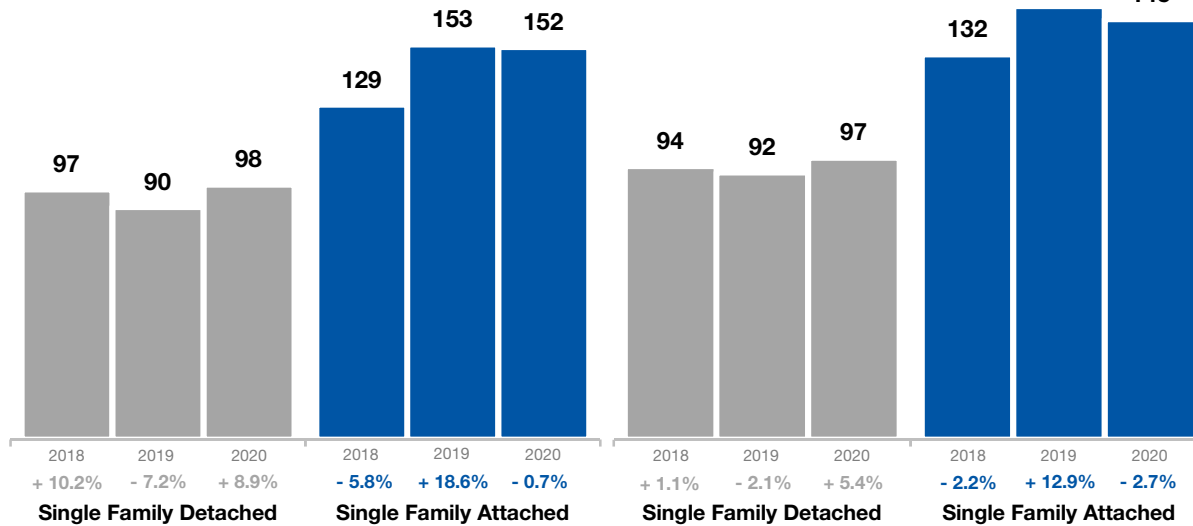
Housing Affordability Index



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.

March

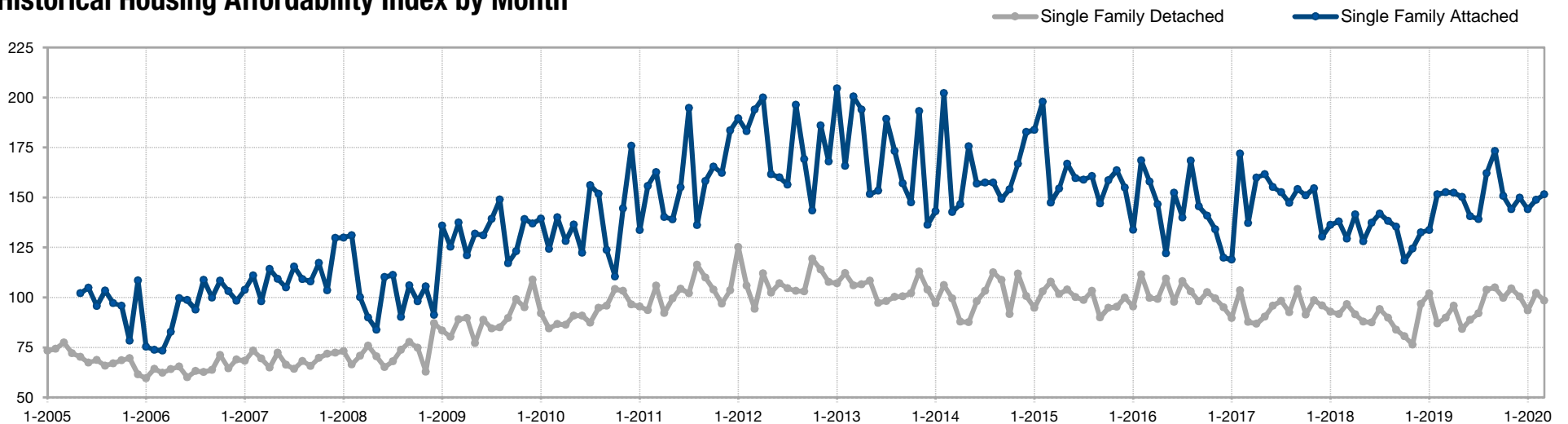
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	96	+4.3%	152	+7.8%
May-2019	84	-4.5%	150	+17.2%
Jun-2019	89	+2.3%	141	+2.9%
Jul-2019	92	-2.1%	139	-2.1%
Aug-2019	104	+15.6%	162	+17.4%
Sep-2019	105	+25.0%	173	+28.1%
Oct-2019	100	+23.5%	151	+28.0%
Nov-2019	104	+36.8%	144	+16.1%
Dec-2019	100	+3.1%	150	+12.8%
Jan-2020	94	-7.8%	144	+7.5%
Feb-2020	102	+17.2%	149	-2.0%
Mar-2020	98	+8.9%	152	-0.7%
12-Month Avg*	97	+10.2%	89	+11.5%

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

Historical Housing Affordability Index by Month

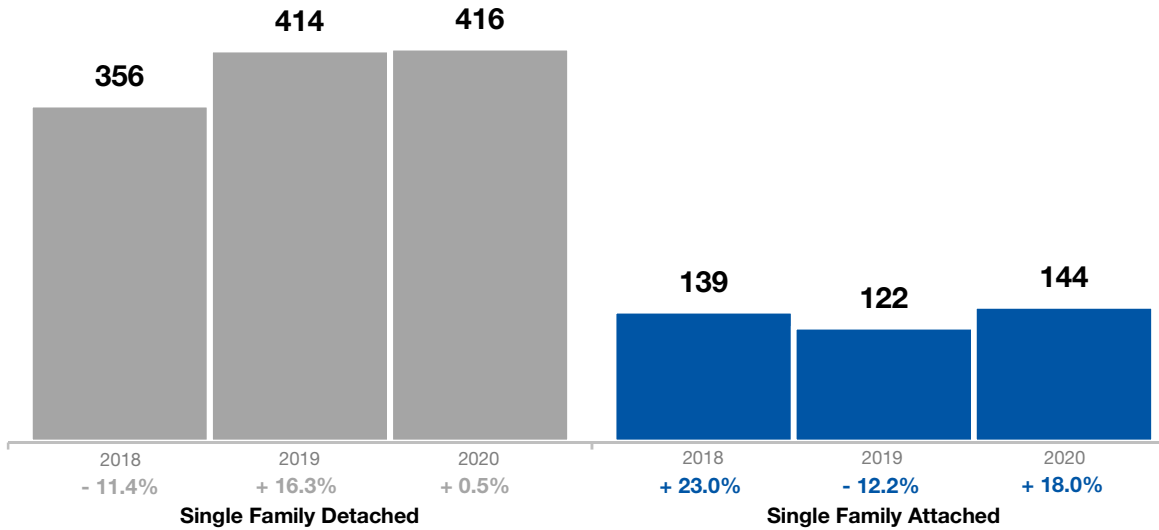


End of Month Inventory

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

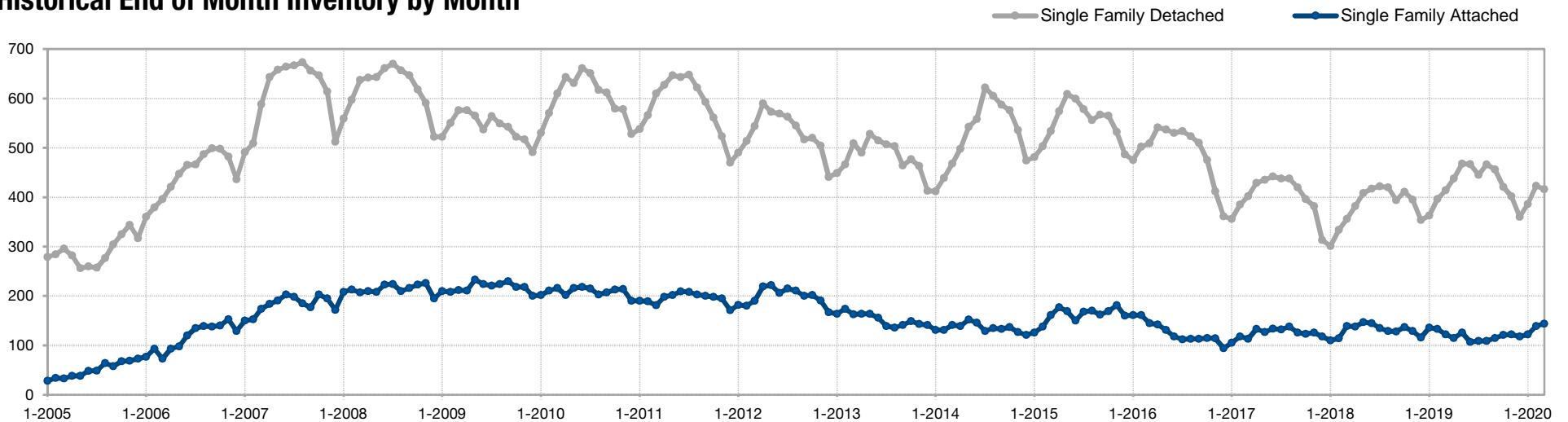


March



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	438	+14.7%	115	-16.7%
May-2019	468	+14.7%	126	-14.3%
Jun-2019	467	+12.0%	107	-26.2%
Jul-2019	445	+5.5%	109	-19.3%
Aug-2019	466	+11.0%	109	-15.5%
Sep-2019	456	+15.7%	115	-10.2%
Oct-2019	421	+2.4%	121	-11.7%
Nov-2019	402	+1.8%	122	-5.4%
Dec-2019	360	+1.7%	118	+1.7%
Jan-2020	386	+6.3%	122	-10.3%
Feb-2020	423	+6.8%	139	+4.5%
Mar-2020	416	+0.5%	144	+18.0%
12-Month Avg	429	+7.8%	121	-9.3%

Historical End of Month Inventory by Month

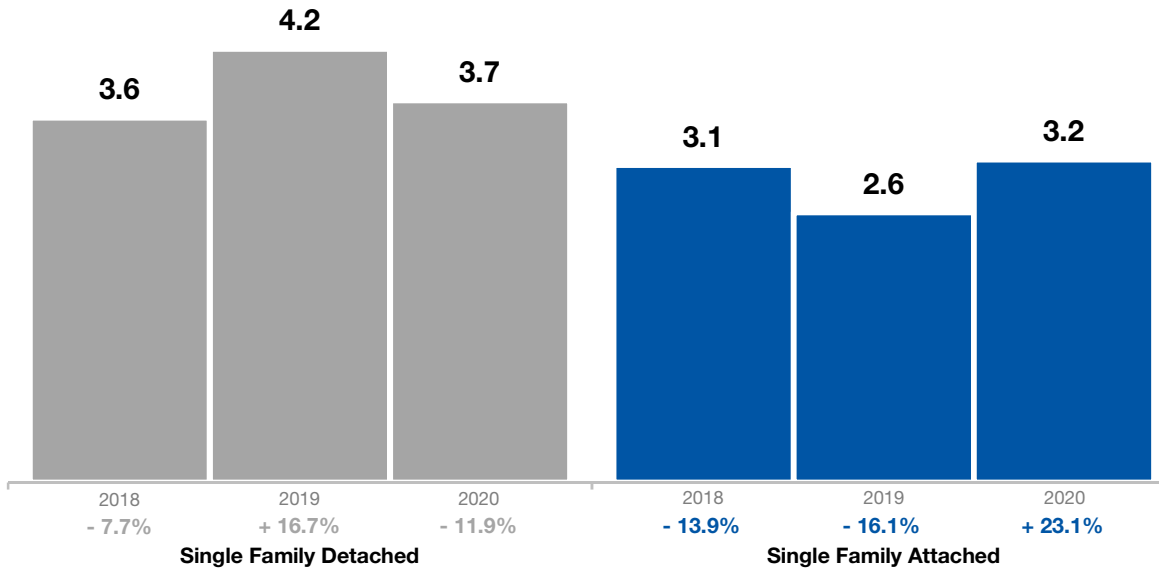


Months Supply of Inventory

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.



March



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Apr-2019	4.5	+21.6%	2.6	-13.3%
May-2019	4.7	+17.5%	2.8	-15.2%
Jun-2019	4.6	+12.2%	2.4	-22.6%
Jul-2019	4.4	+7.3%	2.4	-14.3%
Aug-2019	4.6	+12.2%	2.5	-7.4%
Sep-2019	4.4	+12.8%	2.6	-3.7%
Oct-2019	4.0	-2.4%	2.7	-6.9%
Nov-2019	3.8	-5.0%	2.7	-3.6%
Dec-2019	3.4	-5.6%	2.5	0.0%
Jan-2020	3.6	-2.7%	2.6	-13.3%
Feb-2020	3.8	-5.0%	3.0	0.0%
Mar-2020	3.7	-11.9%	3.2	+23.1%
12-Month Avg*	4.1	+4.2%	2.7	-7.4%

* Months Supply for all properties from April 2019 through March 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				3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	3-2017	3-2018	3-2019	3-2020						
New Listings					216	207	- 4.2%	553	647	+ 17.0%
Pending Sales					178	179	+ 0.6%	421	477	+ 13.3%
Closed Sales					116	154	+ 32.8%	311	364	+ 17.0%
Median List Price					\$350,000	\$346,000	- 1.1%	\$355,456	\$349,950	- 1.5%
Median Sales Price					\$293,250	\$300,815	+ 2.6%	\$294,225	\$310,000	+ 5.4%
Avg. Sales Price					\$326,257	\$333,738	+ 2.3%	\$330,394	\$340,781	+ 3.1%
Median Price Per Sq Ft					\$138	\$149	+ 8.0%	\$139	\$138	- 0.7%
Average Price Per Sq Ft					\$142	\$156	+ 9.9%	\$144	\$154	+ 6.9%
\$ Volume of Closed Sales (in millions)					\$37.8	\$51.4	+ 36.0%	\$102.8	\$124.0	+ 20.6%
Median Pct of List Price to Sale Price					98.2%	99.6%	+ 1.4%	98.0%	99.2%	+ 1.2%
Avg Pct of List Price to Sale Price					97.8%	99.2%	+ 1.4%	97.5%	98.9%	+ 1.4%
Median Days on Market					49	18	- 63.3%	57	35	- 38.6%
Affordability Index					112	115	+ 2.7%	111	111	0.0%
End of Month Inventory					536	560	+ 4.5%	--	--	--
Months Supply					3.7	3.6	- 2.7%	--	--	--

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		
	3-2019	3-2020	+ / -	3-2019	3-2020	+ / -	3-2019	3-2020	+ / -	3-2019	3-2020	+ / -	3-2019	3-2020	+ / -
James City County	186	159	-14.5%	100	116	+16.0%	\$ 294,375	\$ 323,500	+9.9%	441	446	+1.1%	3.8	3.6	-5.3%
City of Williamsburg	14	17	+21.4%	9	17	+88.9%	\$410,000	\$290,000	-29.3%	46	57	+23.9%	3.5	4.0	+14.3%
York County	42	56	+33.3%	12	38	+216.7%	\$272,400	\$304,500	+11.8%	95	96	+1.1%	3.5	2.9	-17.1%
New Kent County	26	20	-23.1%	8	11	+37.5%	\$329,290	\$361,950	+9.9%	48	41	-14.6%	6.3	3.5	-44.4%
Charles City County	2	1	-50.0%	2	4	+100.0%	\$414,900	\$242,000	-41.7%	7	5	-28.6%	4.5	2.5	-44.4%
Newport News	23	46	+100.0%	18	13	-27.8%	\$182,498	\$214,000	+17.3%	39	47	+20.5%	2.6	3.0	+15.4%
Hampton	6	27	+350.0%	6	3	-50.0%	\$153,750	\$147,000	-4.4%	11	22	+100.0%	2.1	3.8	+81.0%
Surry	2	1	-50.0%	2	0	-100.0%	\$275,300	\$0	-100.0%	4	3	-25.0%	2.0	2.2	+10.0%
Gloucester	9	13	+44.4%	5	10	+100.0%	\$234,000	\$269,900	+15.3%	39	27	-30.8%	3.7	3.0	-18.9%
Richmond	0	0	--	1	0	-100.0%	\$300,000	\$0	-100.0%	0	0	--	0.0	0.0	--
23185	91	91	0.0%	47	61	+29.8%	\$286,000	\$270,000	-5.6%	241	252	+4.6%	3.7	3.6	-2.7%
23188	109	102	-6.4%	57	87	+52.6%	\$314,000	\$347,400	+10.6%	256	257	+0.4%	3.7	3.4	-8.1%
23168	16	14	-12.5%	12	6	-50.0%	\$252,000	\$293,495	+16.5%	39	51	+30.8%	4.1	4.4	+7.3%
23168, 23185 & 23188	216	207	-4.2%	116	154	+32.8%	\$293,250	\$300,815	+2.6%	536	560	+4.5%	3.7	3.6	-2.7%