

Monthly Indicators



January 2020

For 2020, The National Association of REALTORS® Chief Economist Lawrence Yun sees good news for home prices. “National median home price growth is in no danger of falling due to inventory shortages and will rise by 4%,” the long-term NAR economist predicts. He is also expecting the new-home construction market sales to increase 10%. Yun and others would like to see home builders bring more affordable units to market to help ease shortages and slow price gains in that segment.

When comparing 2020 to 2019 statistics, New Listings increased 54.1 percent for single-family detached homes but decreased 18.8 percent for single-family attached homes. Pending Sales increased 29.6 percent for single-family detached homes but decreased 4.3 percent for single-family attached properties.

Median List Price was down 6.5 percent for single-family detached homes but increased 12.8 percent for single-family attached properties. Months Supply of Inventory increased 2.8 percent for single-family detached homes but decreased 10.0 percent for single-family attached properties.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming spring market.

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

+ 20.6%	+ 1.9%	+ 18.6%
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.

Single Family Detached Market Overview	2
Single Family Attached Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Median List Price	7
Median Sales Price	8
Average Sales Price	9
Median Price Per Square Foot	10
Average Price Per Square Foot	11
Dollar Volume of Closed Sales (in millions)	12
Median Percent of List Price to Sale Price	13
Average Percent of List Price to Sale Price	14
Median Days on Market Until Sale	15
Housing Affordability Index	16
End of Month Inventory	17
Months Supply of Inventory	18
Total Market Overview	19
Area Overview	20



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				1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	1-2017	1-2018	1-2019	1-2020						
New Listings					98	151	+ 54.1%	98	151	+ 54.1%
Pending Sales					71	92	+ 29.6%	71	92	+ 29.6%
Closed Sales					57	61	+ 7.0%	57	61	+ 7.0%
Median List Price					\$419,750	\$392,495	- 6.5%	\$419,750	\$392,495	- 6.5%
Median Sales Price					\$315,000	\$380,000	+ 20.6%	\$315,000	\$380,000	+ 20.6%
Avg. Sales Price					\$330,620	\$416,368	+ 25.9%	\$330,620	\$416,368	+ 25.9%
Median Price Per Sq Ft					\$143	\$150	+ 4.5%	\$143	\$150	+ 4.5%
Average Price Per Sq Ft					\$144	\$153	+ 6.3%	\$144	\$153	+ 6.3%
\$ Volume of Closed Sales (in millions)					\$18.8	\$25.4	+ 34.8%	\$18.8	\$25.4	+ 34.8%
Median Pct of List Price to Sale Price					97.4%	98.6%	+ 1.2%	97.4%	98.6%	+ 1.2%
Avg Pct of List Price to Sale Price					96.6%	98.7%	+ 2.2%	96.6%	98.7%	+ 2.2%
Median Days on Market					60	51	- 15.0%	60	51	- 15.0%
Affordability Index					102	93	- 8.8%	102	93	- 8.8%
End of Month Inventory					361	394	+ 9.1%	--	--	--
Months Supply					3.6	3.7	+ 2.8%	--	--	--

Single Family Attached Market Overview

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



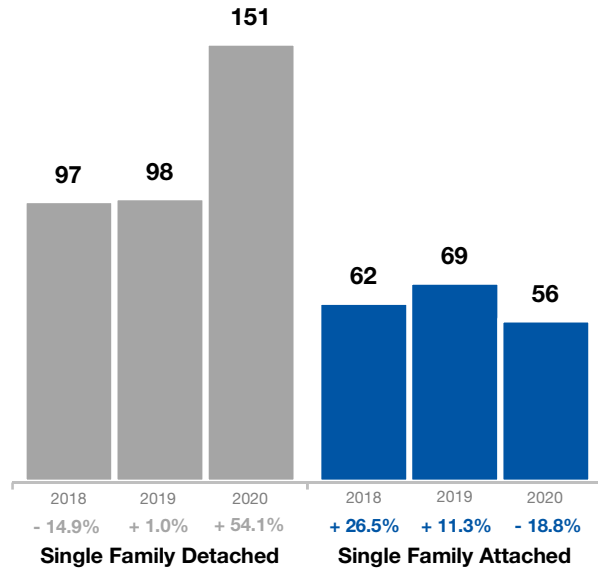
Key Metrics	Historical Sparkbars				1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	1-2017	1-2018	1-2019	1-2020						
New Listings					69	56	- 18.8%	69	56	- 18.8%
Pending Sales					47	45	- 4.3%	47	45	- 4.3%
Closed Sales					28	34	+ 21.4%	28	34	+ 21.4%
Median List Price					\$234,990	\$264,975	+ 12.8%	\$234,990	\$264,975	+ 12.8%
Median Sales Price					\$240,358	\$245,000	+ 1.9%	\$240,358	\$245,000	+ 1.9%
Avg. Sales Price					\$238,612	\$258,309	+ 8.3%	\$238,612	\$258,309	+ 8.3%
Median Price Per Sq Ft					\$141	\$138	- 2.5%	\$141	\$138	- 2.5%
Average Price Per Sq Ft					\$143	\$147	+ 2.8%	\$143	\$147	+ 2.8%
\$ Volume of Closed Sales (in millions)					\$6.7	\$8.8	+ 31.5%	\$6.7	\$8.8	+ 31.5%
Median Pct of List Price to Sale Price					97.4%	99.2%	+ 1.8%	97.4%	99.2%	+ 1.8%
Avg Pct of List Price to Sale Price					97.2%	97.9%	+ 0.7%	97.2%	97.9%	+ 0.7%
Median Days on Market					63	38	- 39.7%	63	38	- 39.7%
Affordability Index					134	144	+ 7.5%	134	144	+ 7.5%
End of Month Inventory					136	127	- 6.6%	--	--	--
Months Supply					3.0	2.7	- 10.0%	--	--	--

New Listings

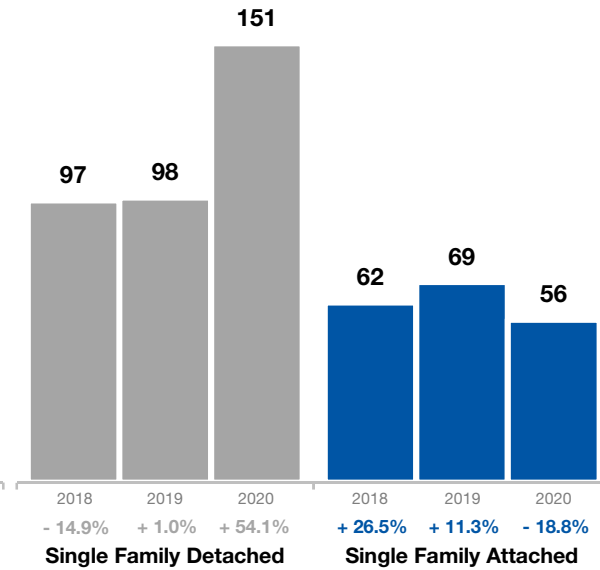
A count of the properties that have been newly listed on the market in a given month.



January

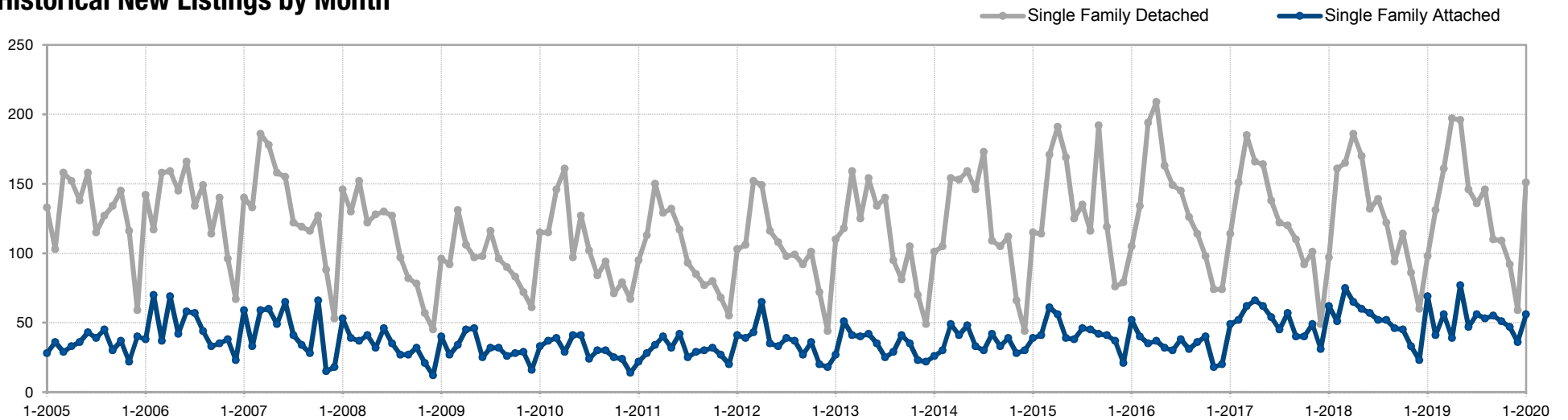


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2019	131	-18.6%	41	-19.6%
Mar-2019	161	-2.4%	56	-25.3%
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	146	+19.7%	53	+1.9%
Sep-2019	110	+17.0%	55	+19.6%
Oct-2019	109	-4.4%	51	+13.3%
Nov-2019	92	+7.0%	47	+42.4%
Dec-2019	59	-1.7%	36	+56.5%
Jan-2020	151	+54.1%	56	-18.8%
12-Month Avg	136	+7.0%	51	-2.2%

Historical New Listings by Month

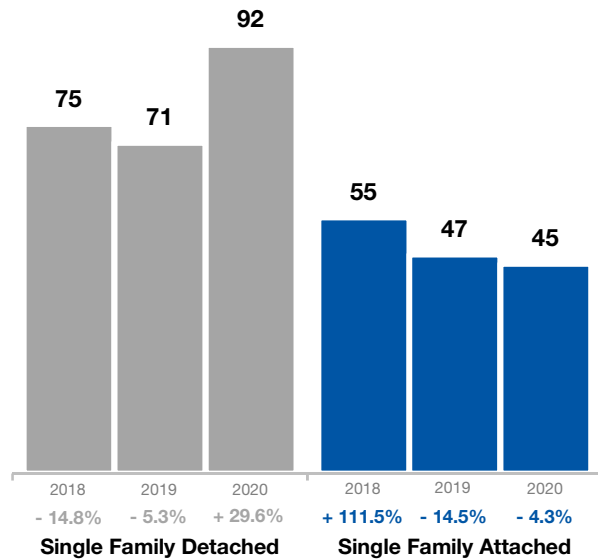


Pending Sales

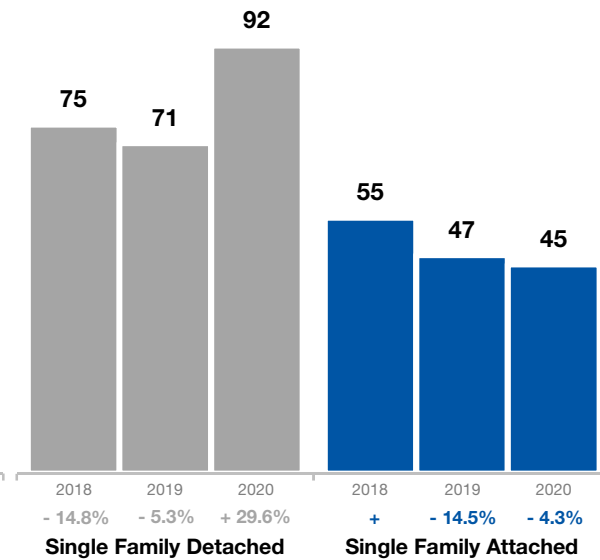
A count of the properties on which offers have been accepted in a given month.



January

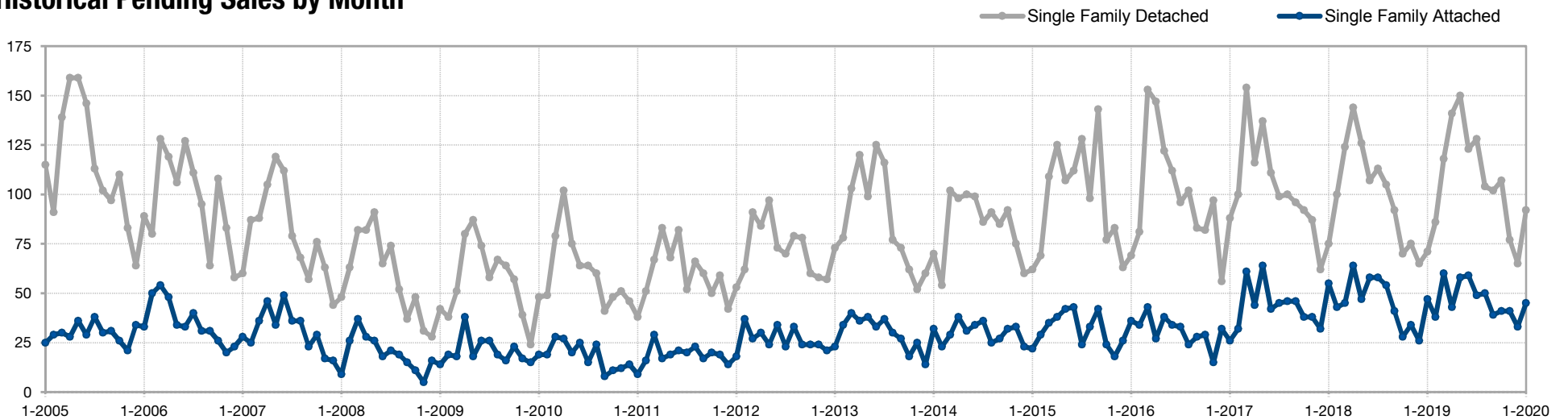


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	50	-7.4%
Sep-2019	102	+10.9%	39	-4.9%
Oct-2019	107	+52.9%	41	+46.4%
Nov-2019	77	+2.7%	41	+20.6%
Dec-2019	65	0.0%	33	+26.9%
Jan-2020	92	+29.6%	45	-4.3%
12-Month Avg	108	+8.5%	46	+2.0%

Historical Pending Sales by Month



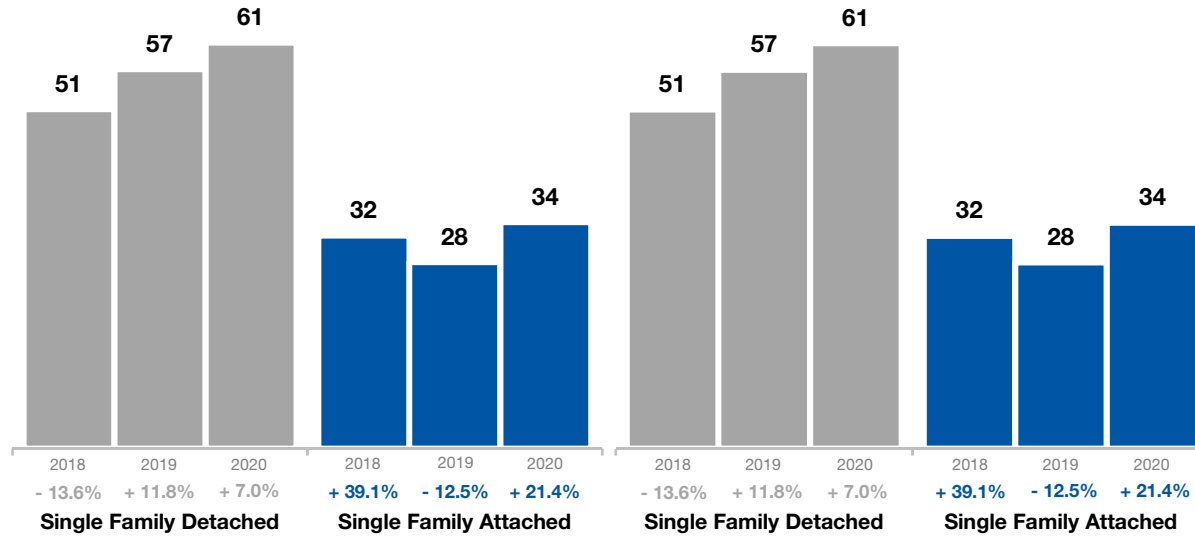
Closed Sales

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



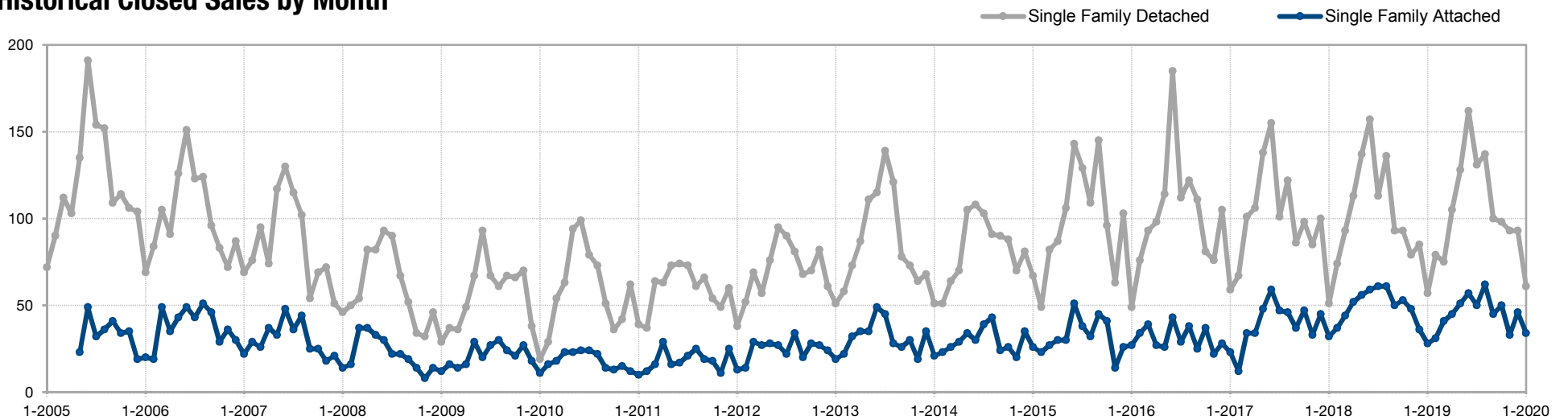
January

Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	33	-31.3%
Dec-2019	93	+9.4%	46	+27.8%
Jan-2020	61	+7.0%	34	+21.4%
12-Month Avg	105	+2.6%	45	-6.8%

Historical Closed Sales by Month

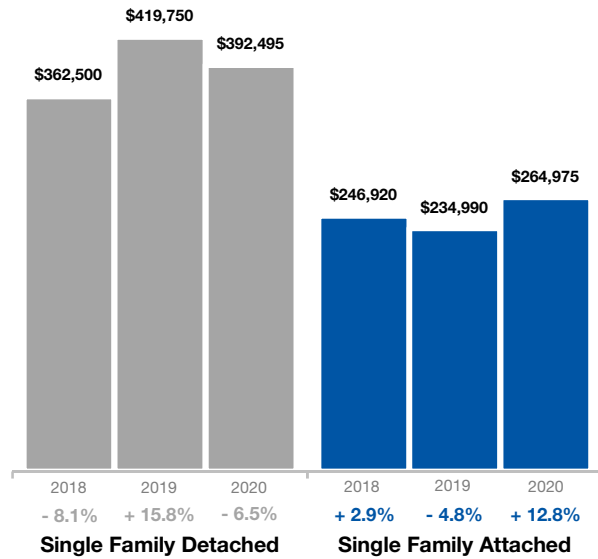


Median List Price

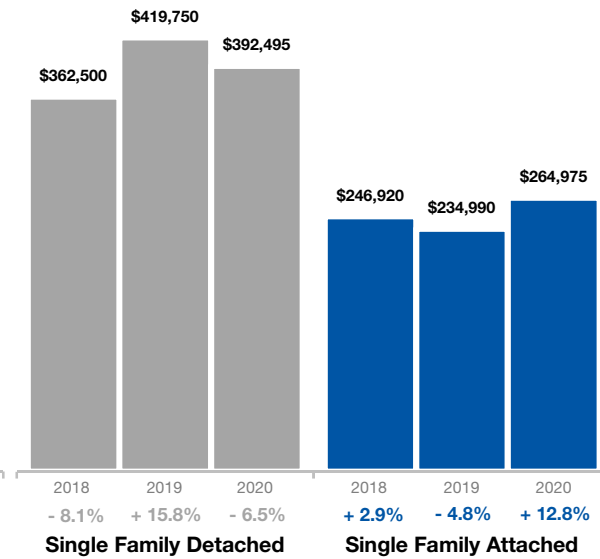
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



January



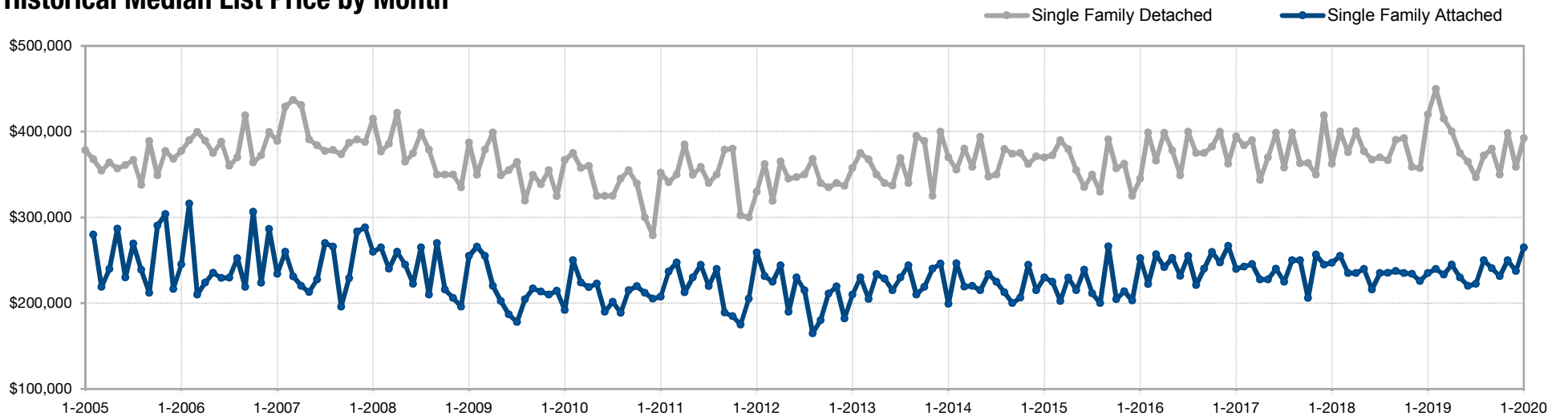
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2019	\$449,900	+12.5%	\$239,900	-5.9%
Mar-2019	\$415,000	+10.4%	\$233,228	-0.8%
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	\$371,950	+1.5%	\$250,000	+6.2%
Sep-2019	\$379,950	-2.7%	\$240,560	+1.3%
Oct-2019	\$350,000	-10.8%	\$231,510	-1.5%
Nov-2019	\$398,450	+11.0%	\$249,975	+6.8%
Dec-2019	\$359,000	+0.4%	\$237,445	+5.1%
Jan-2020	\$392,495	-6.5%	\$264,975	+12.8%
12-Month Avg*	\$385,000	-0.9%	\$239,315	+1.8%

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

Historical Median List Price by Month

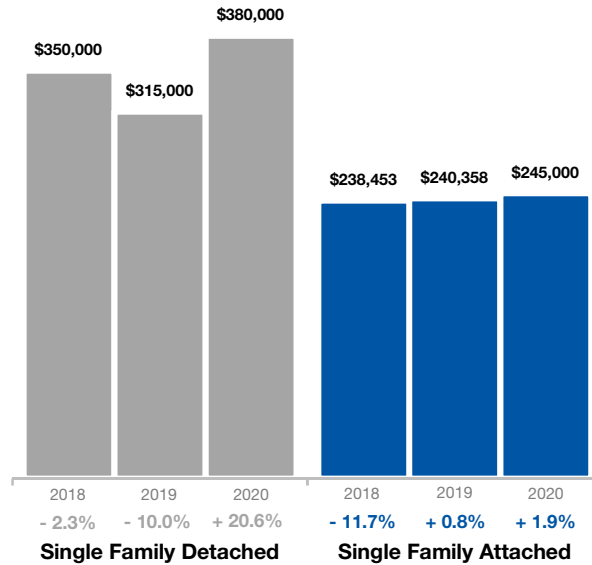


Median Sales Price

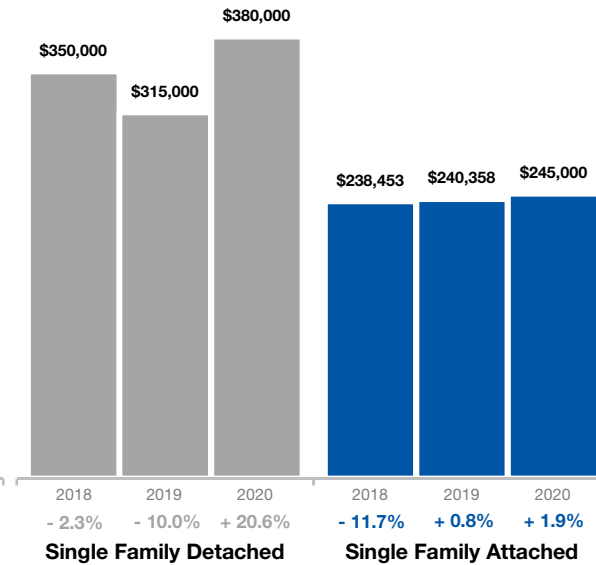
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



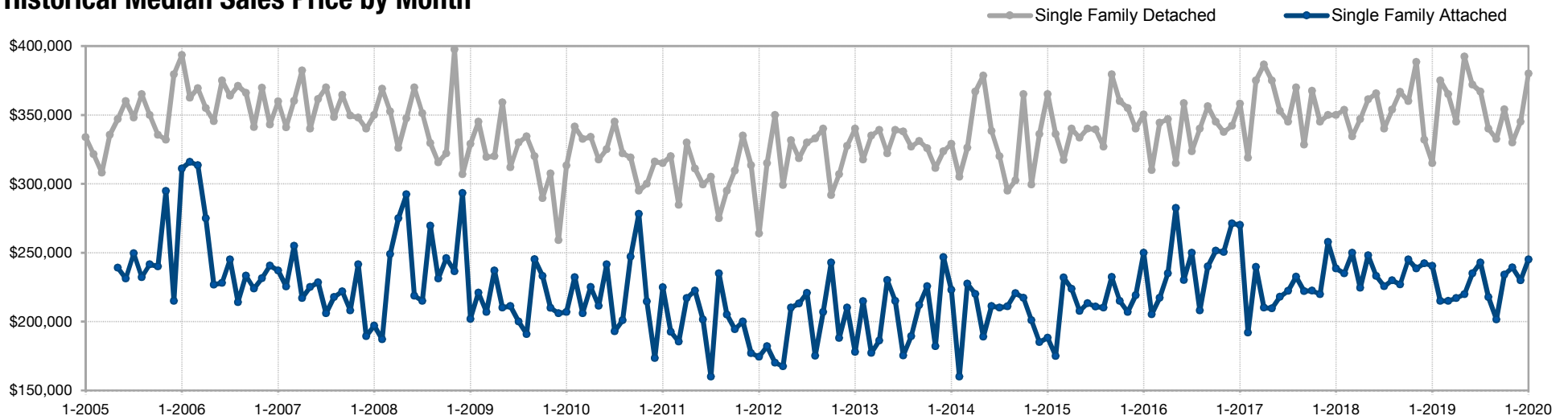
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	\$239,195	+0.3%
Dec-2019	\$345,000	+3.9%	\$229,988	-5.0%
Jan-2020	\$380,000	+20.6%	\$245,000	+1.9%
12-Month Avg*	\$359,000	+1.3%	\$225,000	-4.3%

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

Historical Median Sales Price by Month

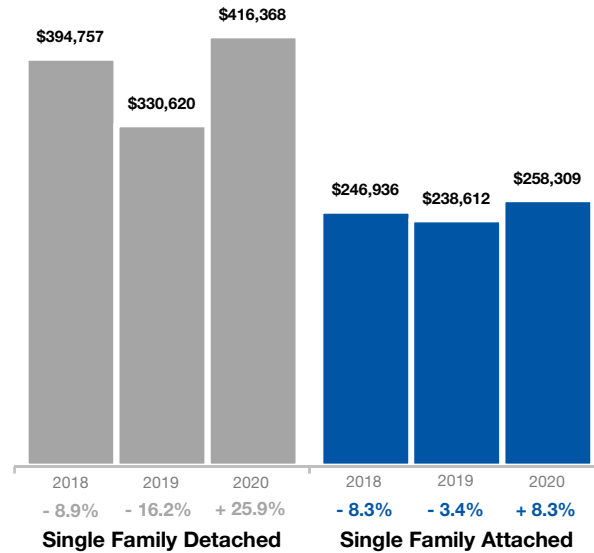


Average Sales Price

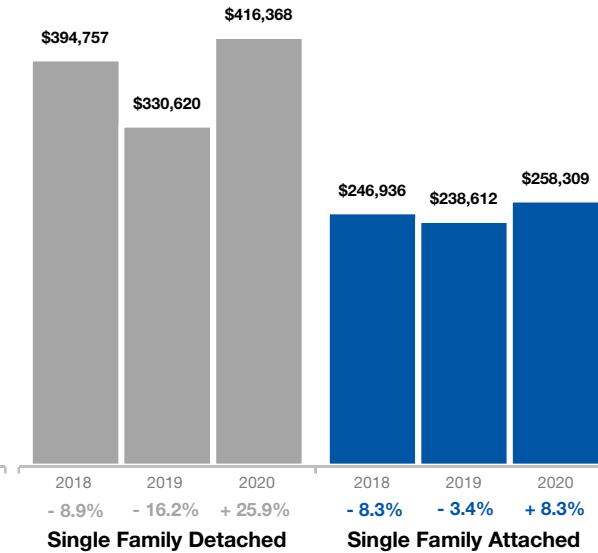
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



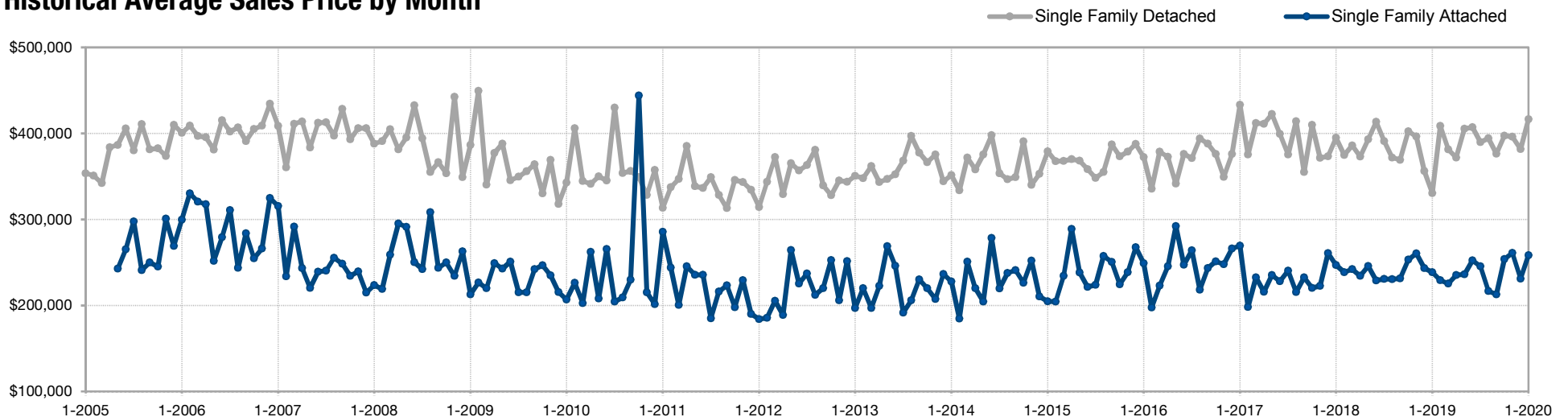
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	\$394,285	+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	\$381,574	+7.1%	\$231,034	-5.0%
Jan-2020	\$416,368	+25.9%	\$258,309	+8.3%
12-Month Avg*	\$393,967	+2.8%	\$237,319	-0.8%

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

Historical Average Sales Price by Month

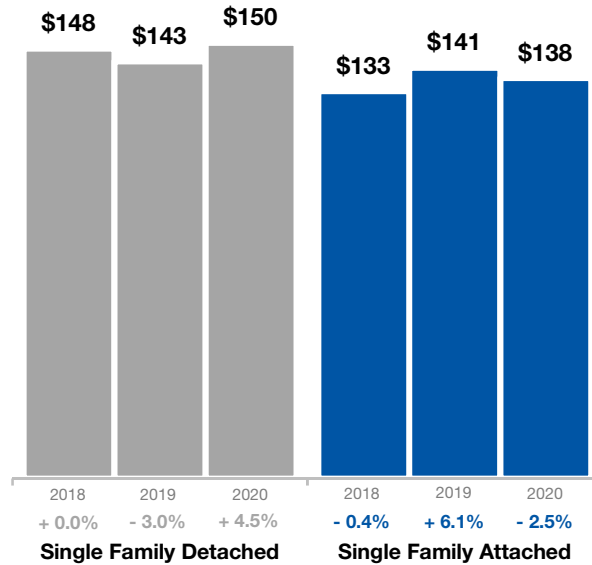


Median Price Per Square Foot

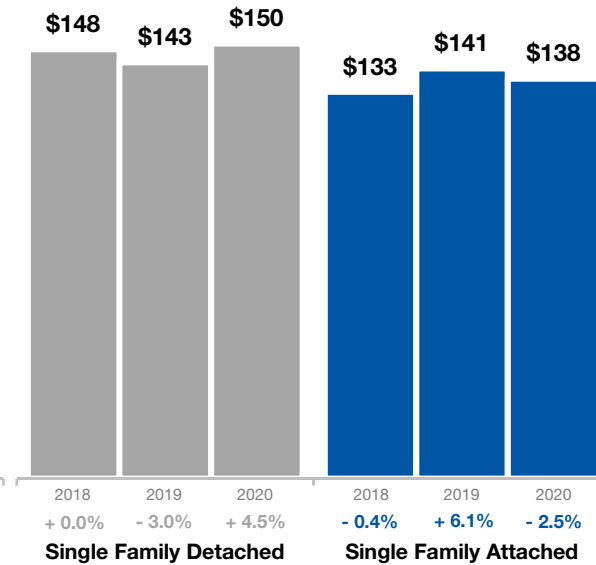
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



January



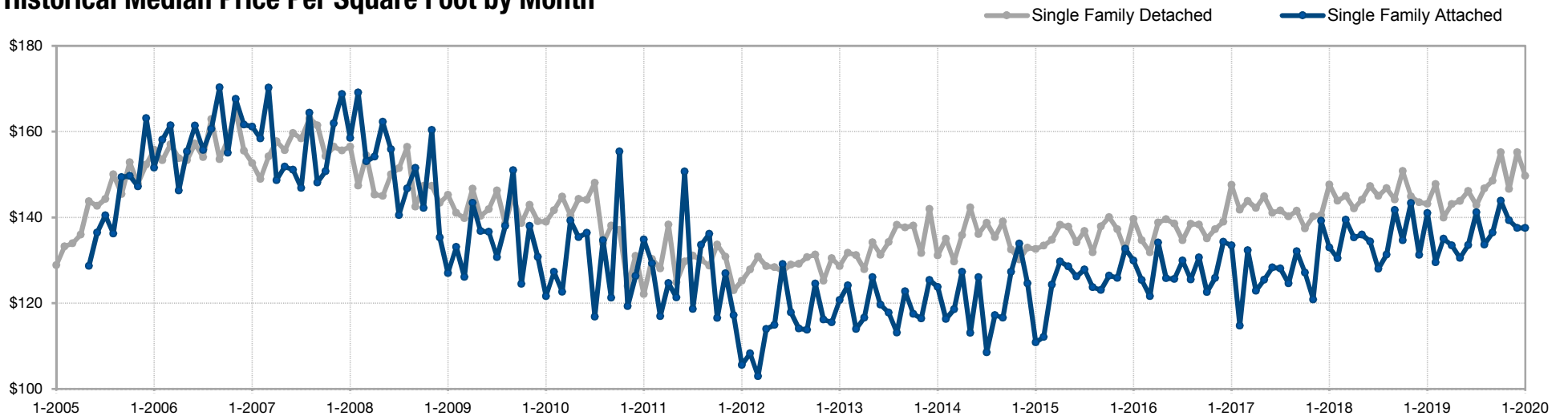
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	-2.8%
Dec-2019	\$155	+8.1%	\$138	+4.8%
Jan-2020	\$150	+4.5%	\$138	-2.5%
12-Month Avg*	\$146	+0.6%	\$135	+0.8%

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

Historical Median Price Per Square Foot by Month



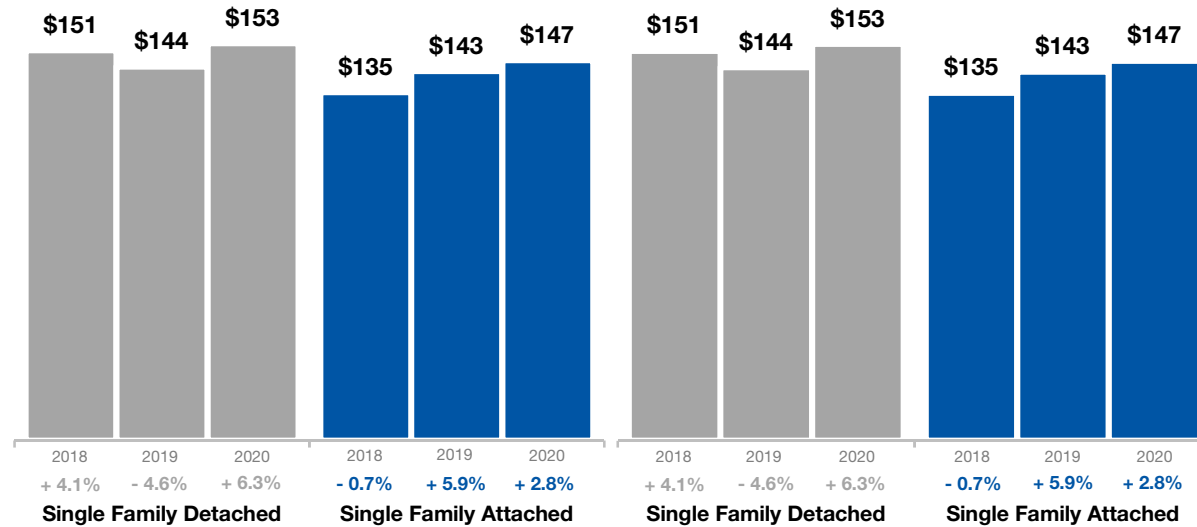
Average Price Per Square Foot

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



January

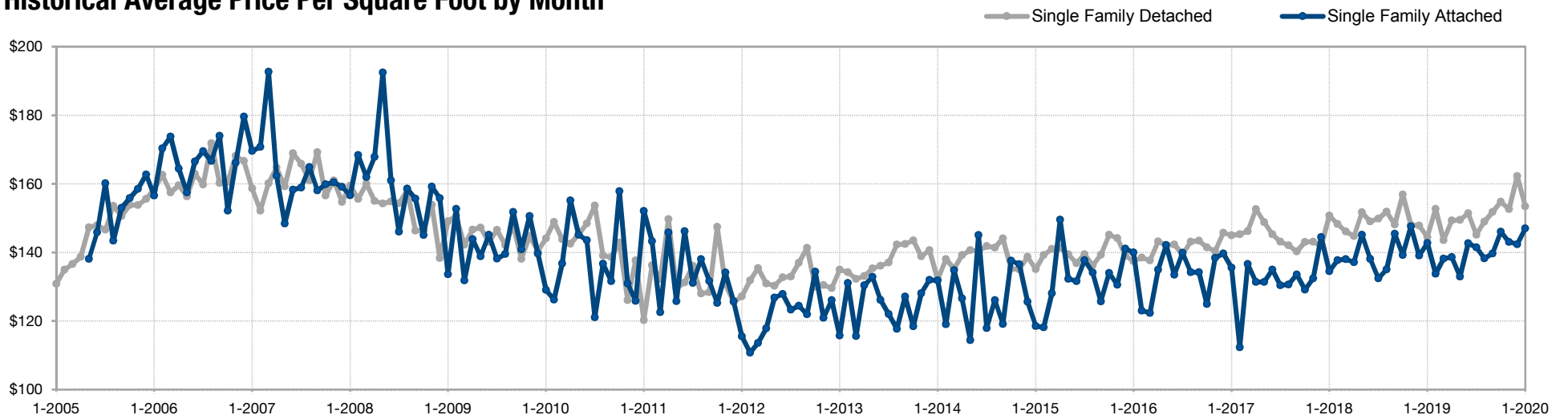
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	\$143	-3.4%
Dec-2019	\$162	+9.5%	\$142	+2.2%
Jan-2020	\$153	+6.3%	\$147	+2.8%
12-Month Avg*	\$151	+1.2%	\$140	+0.5%

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

Historical Average Price Per Square Foot by Month



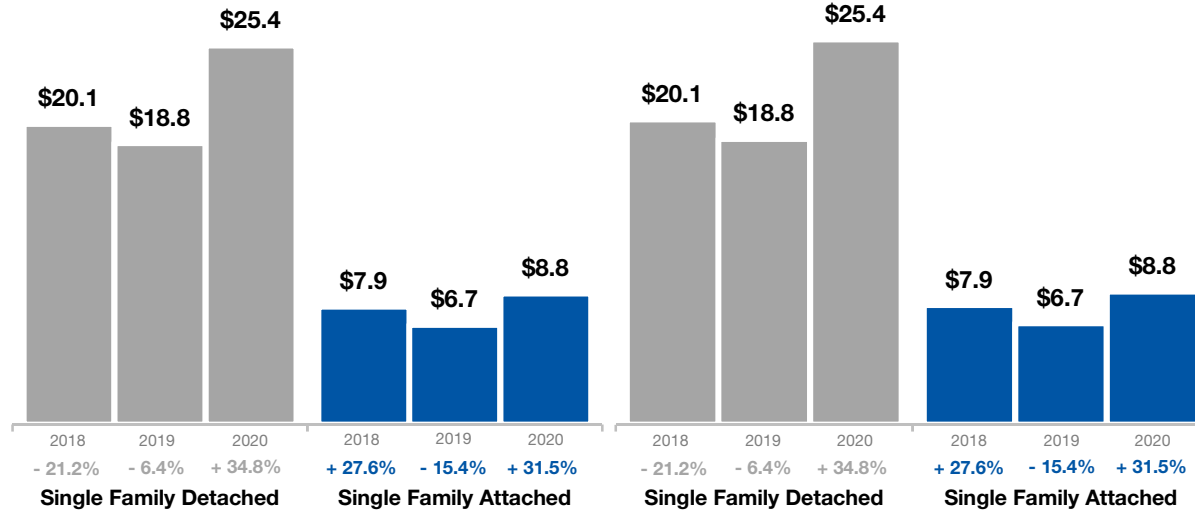
Dollar Volume of Closed Sales (in millions)



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

January

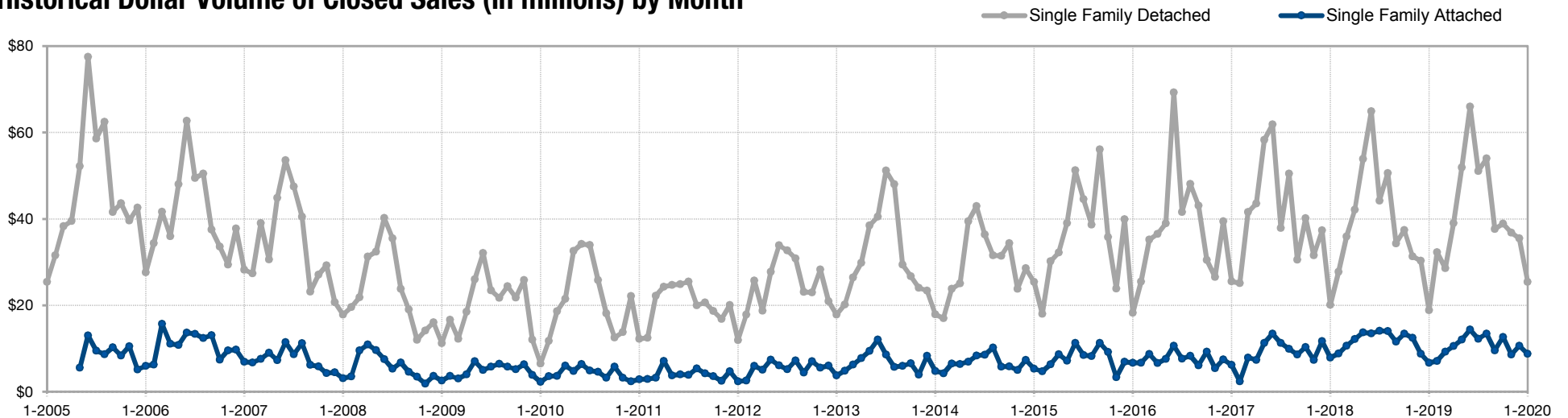
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	+6.8%	\$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	\$35.5	+17.1%	\$10.6	+21.4%
Jan-2020	\$25.4	+34.8%	\$8.8	+31.5%
12-Month Avg*	\$41.4	+5.4%	\$10.8	-7.6%

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

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



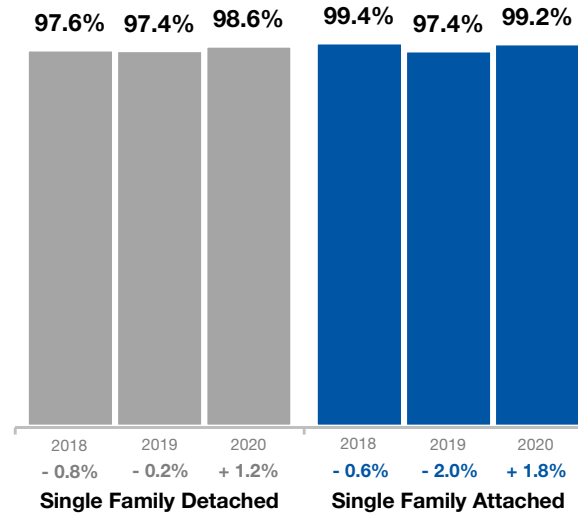
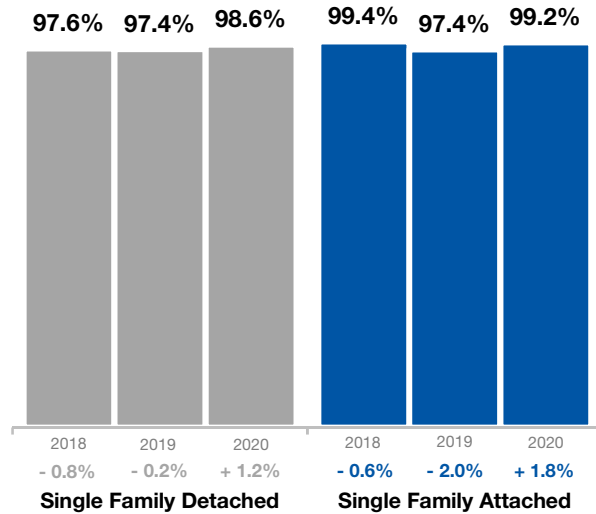
Median Percent of List Price to Sale Price



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.

January

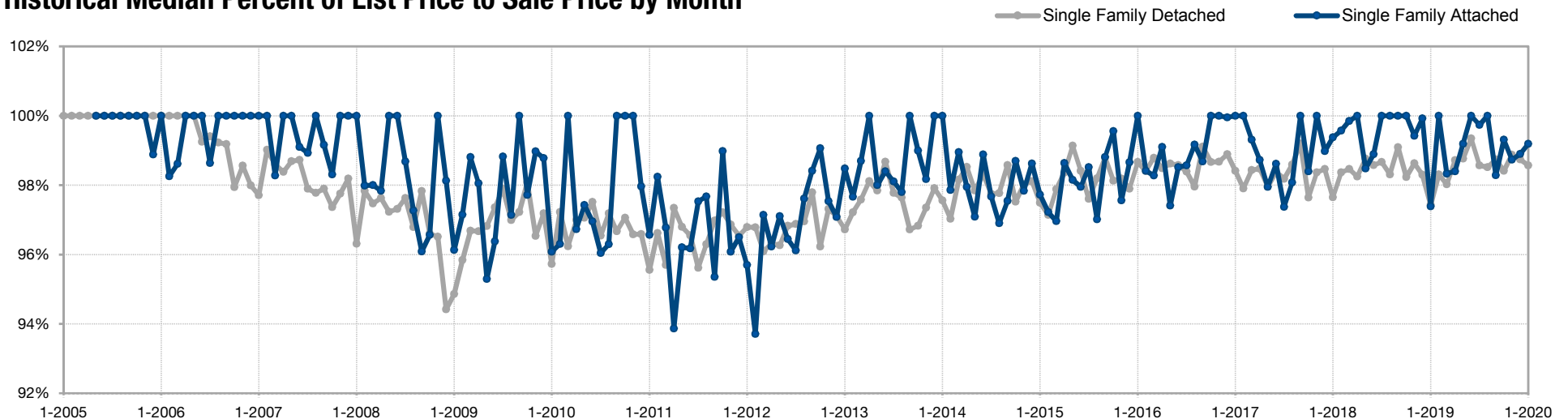
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%
Jan-2020	98.6%	+1.2%	99.2%	+1.8%
12-Month Avg*	98.7%	+0.3%	99.1%	-0.6%

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

Historical Median Percent of List Price to Sale Price by Month

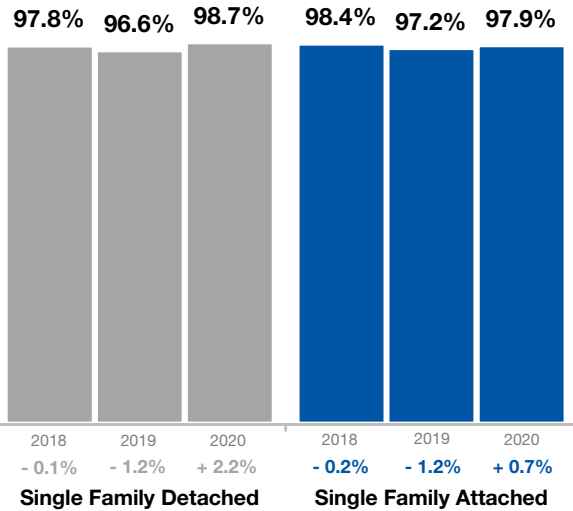


Average Percent of List Price to Sale Price

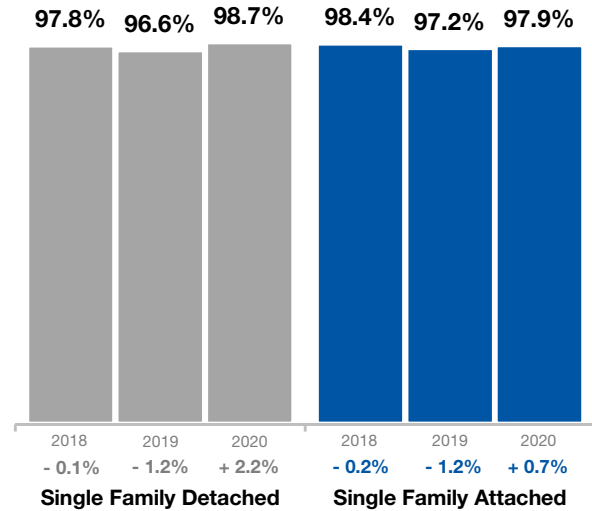
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



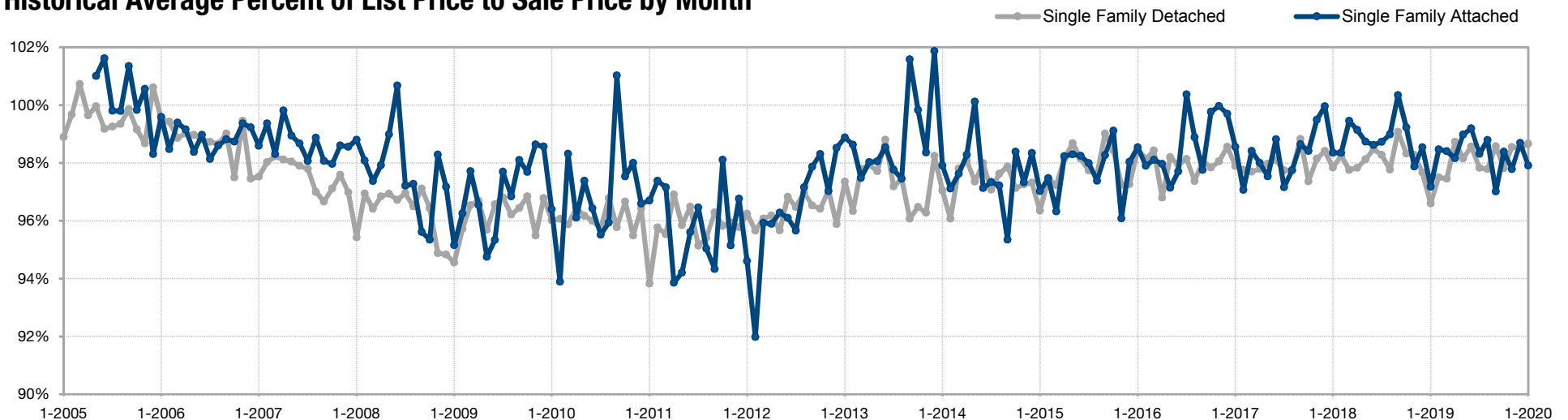
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	97.8%	-0.1%
Dec-2019	98.5%	+0.8%	98.7%	+0.2%
Jan-2020	98.7%	+2.2%	97.9%	+0.7%
12-Month Avg*	98.2%	+0.1%	98.4%	-0.4%

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

Historical Average Percent of List Price to Sale Price by Month

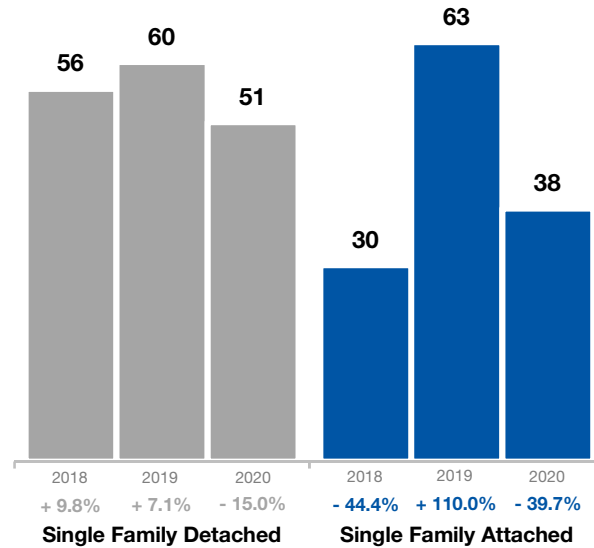


Median Days on Market Until Sale

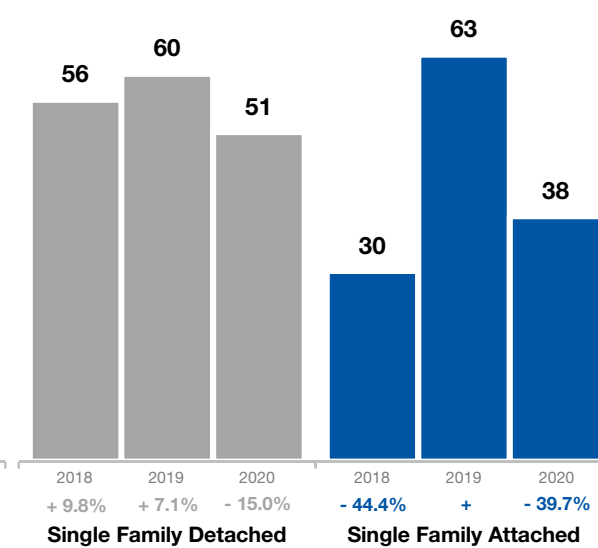
Median number of days between when a property is listed and when an offer is accepted in a given month.



January



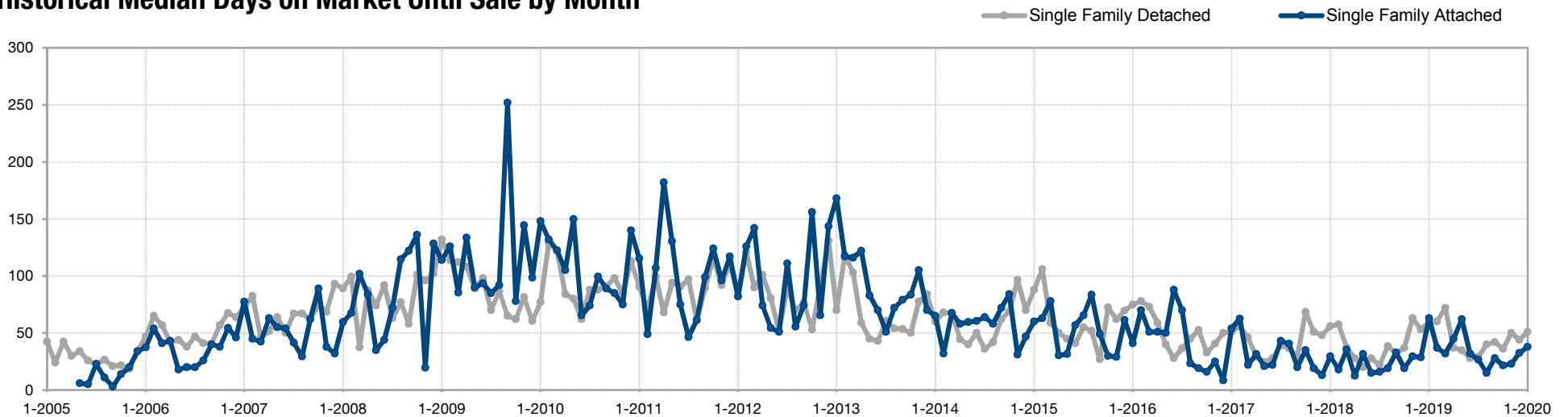
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	23	-23.3%
Dec-2019	44	-17.0%	33	+13.8%
Jan-2020	51	-15.0%	38	-39.7%
12-Month Avg*	40	+14.3%	30	+20.0%

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

Historical Median Days on Market Until Sale by Month

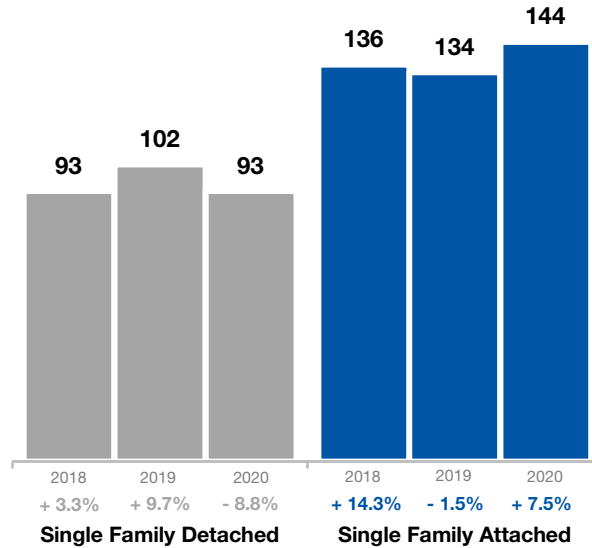


Housing Affordability Index

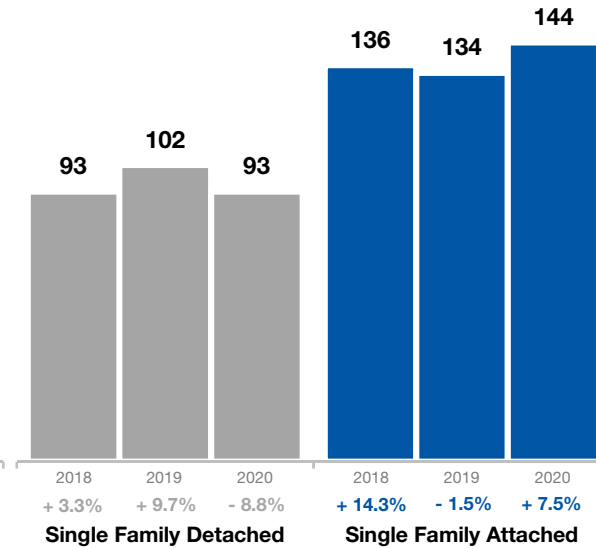


Measures housing affordability for James City, New Kent and York Counties. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for a median-priced home under prevailing interest rates. A higher number means greater affordability.

January



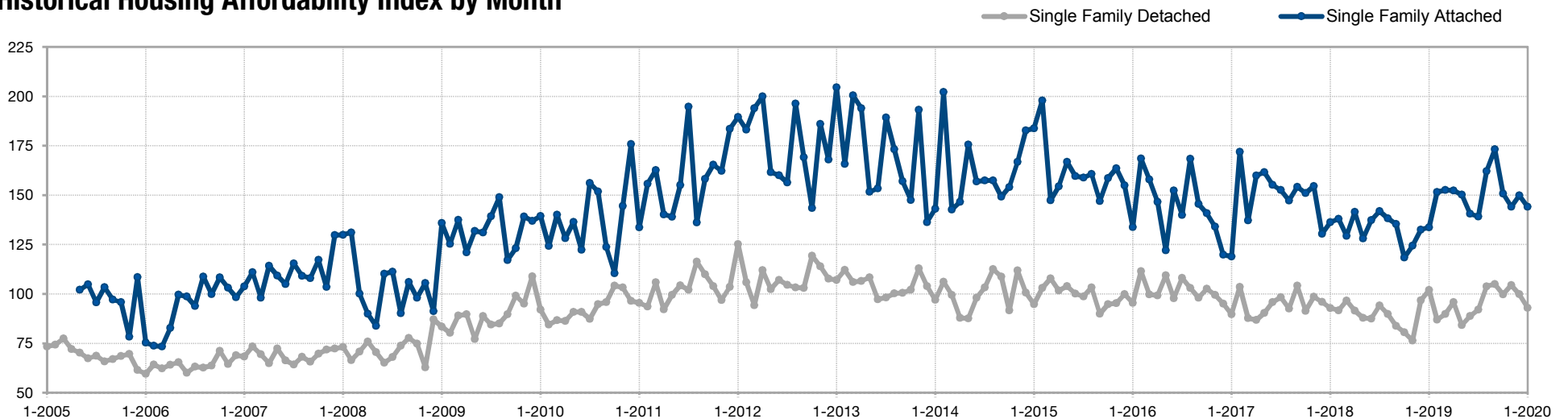
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	144	+16.1%
Dec-2019	100	+3.1%	150	+12.8%
Jan-2020	93	-8.8%	144	+7.5%
12-Month Avg*	95	+3.5%	90	+8.1%

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

Historical Housing Affordability Index by Month

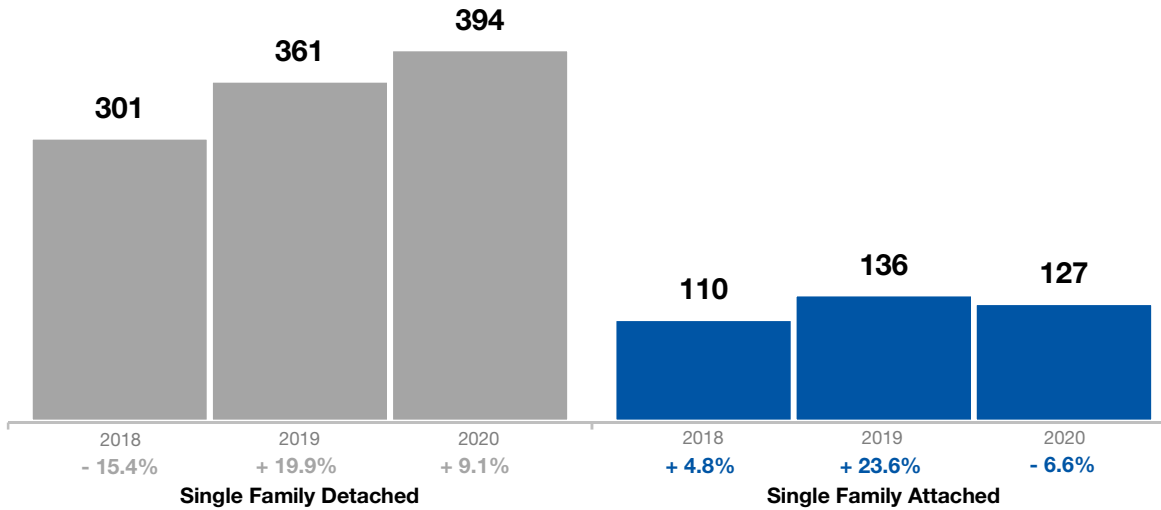


End of Month Inventory

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

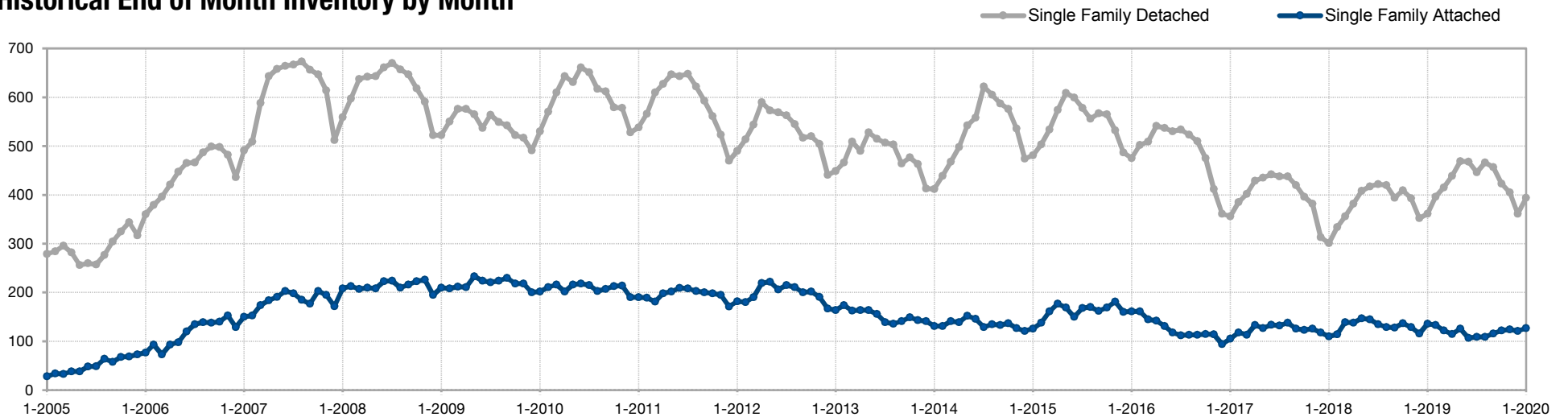


January



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2019	396	+18.6%	133	+16.7%
Mar-2019	415	+16.6%	122	-12.2%
Apr-2019	439	+14.9%	115	-16.7%
May-2019	469	+15.0%	126	-14.3%
Jun-2019	468	+12.2%	107	-26.2%
Jul-2019	446	+5.7%	109	-19.3%
Aug-2019	466	+11.0%	109	-15.5%
Sep-2019	457	+16.0%	116	-9.4%
Oct-2019	423	+3.4%	122	-10.9%
Nov-2019	405	+3.1%	124	-3.9%
Dec-2019	361	+2.6%	121	+4.3%
Jan-2020	394	+9.1%	127	-6.6%
12-Month Avg	428	+10.6%	119	-10.2%

Historical End of Month Inventory by Month

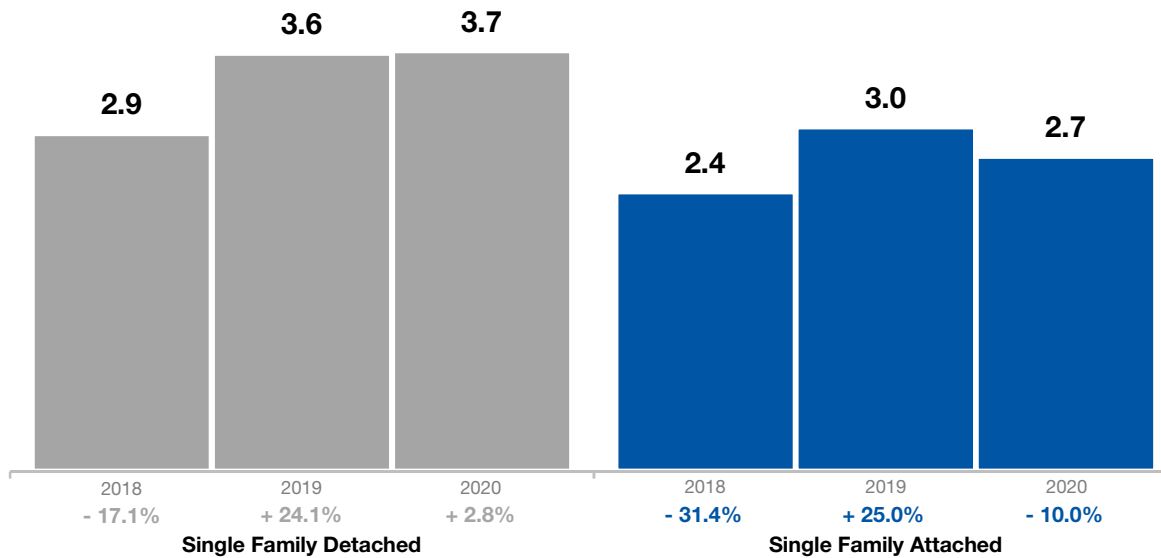


Months Supply of Inventory

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.



January



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2019	4.0	+21.2%	3.0	+20.0%
Mar-2019	4.2	+16.7%	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	4.6	+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	-2.9%	2.6	+4.0%
Jan-2020	3.7	+2.8%	2.7	-10.0%
12-Month Avg*	4.2	+9.7%	2.6	-8.1%

* Months Supply for all properties from February 2019 through January 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				1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	1-2017	1-2018	1-2019	1-2020						
New Listings					167	207	+ 24.0%	167	207	+ 24.0%
Pending Sales					118	137	+ 16.1%	118	137	+ 16.1%
Closed Sales					85	95	+ 11.8%	85	95	+ 11.8%
Median List Price					\$323,900	\$344,490	+ 6.4%	\$323,900	\$344,490	+ 6.4%
Median Sales Price					\$280,000	\$332,000	+ 18.6%	\$280,000	\$332,000	+ 18.6%
Avg. Sales Price					\$300,312	\$359,799	+ 19.8%	\$300,312	\$359,799	+ 19.8%
Median Price Per Sq Ft					\$141	\$144	+ 2.1%	\$140	\$138	- 1.4%
Average Price Per Sq Ft					\$144	\$151	+ 4.9%	\$144	\$151	+ 4.9%
\$ Volume of Closed Sales (in millions)					\$25.5	\$34.2	+ 34.1%	\$25.5	\$34.2	+ 34.1%
Median Pct of List Price to Sale Price					97.4%	98.7%	+ 1.3%	97.4%	98.7%	+ 1.3%
Avg Pct of List Price to Sale Price					96.8%	98.4%	+ 1.7%	96.8%	98.4%	+ 1.7%
Median Days on Market					60	45	- 25.0%	60	45	- 25.0%
Affordability Index					115	106	- 7.8%	115	106	- 7.8%
End of Month Inventory					497	521	+ 4.8%	--	--	--
Months Supply					3.4	3.4	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		
	1-2019	1-2020	+ / -	1-2019	1-2020	+ / -	1-2019	1-2020	+ / -	1-2019	1-2020	+ / -	1-2019	1-2020	+ / -
James City County	136	159	+16.9%	66	71	+7.6%	\$ 285,630	\$ 350,000	+22.5%	393	413	+5.1%	3.5	3.4	-2.9%
City of Williamsburg	16	22	+37.5%	9	13	+44.4%	\$227,000	\$299,000	+31.7%	54	56	+3.7%	4.1	3.9	-4.9%
York County	28	41	+46.4%	19	23	+21.1%	\$259,000	\$322,450	+24.5%	90	90	0.0%	3.1	2.8	-9.7%
New Kent County	8	9	+12.5%	6	5	-16.7%	\$276,980	\$267,950	-3.3%	34	34	0.0%	4.6	3.0	-34.8%
Charles City County	2	4	+100.0%	0	1	--	\$0	\$310,000	--	6	4	-33.3%	4.0	2.1	-47.5%
Newport News	12	10	-16.7%	7	12	+71.4%	\$167,000	\$235,750	+41.2%	41	22	-46.3%	2.8	1.4	-50.0%
Hampton	5	5	0.0%	5	5	0.0%	\$167,000	\$190,000	+13.8%	14	7	-50.0%	2.8	1.2	-57.1%
Surry	3	2	-33.3%	0	2	--	\$0	\$148,000	--	5	3	-40.0%	2.7	1.9	-29.6%
Gloucester	17	13	-23.5%	5	5	0.0%	\$199,900	\$234,900	+17.5%	38	31	-18.4%	3.4	3.5	+2.9%
Richmond	0	0	--	0	0	--	\$0	\$0	--	1	0	-100.0%	1.0	0.0	-100.0%
23185	71	82	+15.5%	45	52	+15.6%	\$273,620	\$329,450	+20.4%	216	221	+2.3%	3.2	3.2	0.0%
23188	82	105	+28.0%	37	35	-5.4%	\$285,000	\$313,450	+10.0%	238	250	+5.0%	3.5	3.4	-2.9%
23168	14	20	+42.9%	3	8	+166.7%	\$285,000	\$422,500	+48.2%	43	50	+16.3%	4.6	4.2	-8.7%
23168, 23185 & 23188	167	207	+24.0%	85	95	+11.8%	\$280,000	\$332,000	+18.6%	497	521	+4.8%	3.4	3.4	0.0%