

Monthly Indicators



June 2020

While much of the country was working on a phased reopening of the economy in June, real estate activity continued to strengthen as well. Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers.

When comparing 2020 to 2019 statistics, New Listings decreased 1.4 percent for single-family detached homes but increased 23.4 percent for single-family attached homes. Pending Sales increased 22.0 percent for single-family detached homes and 3.4 percent for single-family attached properties.

Median List Price was up 2.8 percent for single-family detached homes and 14.8 percent for single-family attached properties. Months Supply of Inventory decreased 37.0 percent for single-family detached homes but remained flat for single-family attached properties.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

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

- 2.2%

One-Year Change in
Single Family Detached
Median Sales Price

- 3.0%

One-Year Change in
Single Family Attached
Median Sales Price

+ 2.2%

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 | | | | 6-2019 | 6-2020 | Percent Change | YTD 2019 | YTD 2020 | Percent Change |
|---|----------------------|--------|--------|--------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 6-2017 | 6-2018 | 6-2019 | 6-2020 | | | | | | |
| New Listings | | | | | 146 | 144 | - 1.4% | 923 | 846 | - 8.3% |
| Pending Sales | | | | | 123 | 150 | + 22.0% | 690 | 750 | + 8.7% |
| Closed Sales | | | | | 162 | 164 | + 1.2% | 607 | 637 | + 4.9% |
| Median List Price | | | | | \$364,950 | \$375,000 | + 2.8% | \$399,000 | \$394,990 | - 1.0% |
| Median Sales Price | | | | | \$372,000 | \$363,950 | - 2.2% | \$365,000 | \$360,000 | - 1.4% |
| Avg. Sales Price | | | | | \$407,168 | \$420,143 | + 3.2% | \$390,341 | \$400,786 | + 2.7% |
| Median Price Per Sq Ft | | | | | \$146 | \$151 | + 3.3% | \$144 | \$149 | + 3.7% |
| Average Price Per Sq Ft | | | | | \$151 | \$155 | + 2.6% | \$149 | \$155 | + 4.0% |
| \$ Volume of Closed Sales (in millions) | | | | | \$66.0 | \$68.9 | + 4.5% | \$236.9 | \$255.3 | + 7.8% |
| Median Pct of List Price to Sale Price | | | | | 99.3% | 99.4% | + 0.1% | 98.6% | 99.1% | + 0.5% |
| Avg Pct of List Price to Sale Price | | | | | 98.6% | 98.3% | - 0.3% | 98.0% | 98.7% | + 0.7% |
| Median Days on Market | | | | | 28 | 22 | - 21.4% | 42 | 26 | - 38.1% |
| Affordability Index | | | | | 89 | 101 | + 13.5% | 91 | 102 | + 12.1% |
| End of Month Inventory | | | | | 463 | 320 | - 30.9% | -- | -- | -- |
| Months Supply | | | | | 4.6 | 2.9 | - 37.0% | -- | -- | -- |

Single Family Attached Market Overview

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



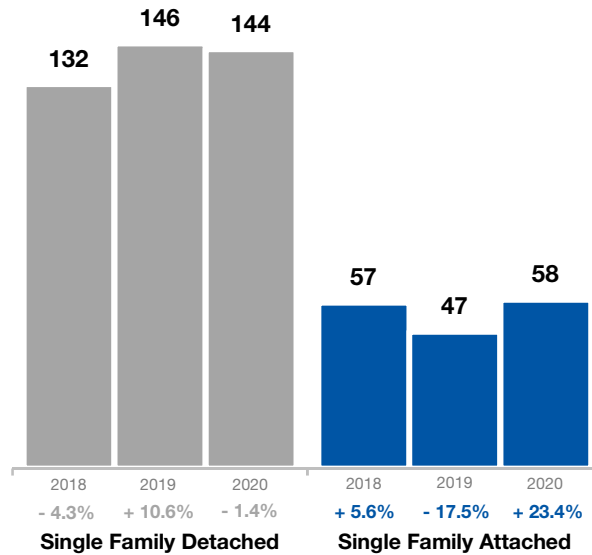
| Key Metrics | Historical Sparkbars | | | | 6-2019 | 6-2020 | Percent Change | YTD 2019 | YTD 2020 | Percent Change |
|---|----------------------|--------|--------|--------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 6-2017 | 6-2018 | 6-2019 | 6-2020 | | | | | | |
| New Listings | | | | | 47 | 58 | + 23.4% | 329 | 322 | - 2.1% |
| Pending Sales | | | | | 58 | 60 | + 3.4% | 304 | 288 | - 5.3% |
| Closed Sales | | | | | 57 | 53 | - 7.0% | 253 | 250 | - 1.2% |
| Median List Price | | | | | \$220,000 | \$252,495 | + 14.8% | \$233,000 | \$239,900 | + 3.0% |
| Median Sales Price | | | | | \$235,000 | \$228,000 | - 3.0% | \$220,000 | \$238,450 | + 8.4% |
| Avg. Sales Price | | | | | \$252,196 | \$246,372 | - 2.3% | \$237,263 | \$246,023 | + 3.7% |
| Median Price Per Sq Ft | | | | | \$134 | \$141 | + 5.4% | \$133 | \$140 | + 5.6% |
| Average Price Per Sq Ft | | | | | \$143 | \$145 | + 1.4% | \$138 | \$145 | + 5.1% |
| \$ Volume of Closed Sales (in millions) | | | | | \$14.4 | \$13.1 | - 9.2% | \$60.0 | \$61.5 | + 2.5% |
| Median Pct of List Price to Sale Price | | | | | 100.0% | 99.5% | - 0.5% | 99.1% | 99.6% | + 0.5% |
| Avg Pct of List Price to Sale Price | | | | | 99.2% | 98.5% | - 0.7% | 98.5% | 98.7% | + 0.2% |
| Median Days on Market | | | | | 32 | 41 | + 28.1% | 44 | 30 | - 31.8% |
| Affordability Index | | | | | 141 | 160 | + 13.5% | 150 | 153 | + 2.0% |
| End of Month Inventory | | | | | 107 | 110 | + 2.8% | -- | -- | -- |
| Months Supply | | | | | 2.4 | 2.4 | 0.0% | -- | -- | -- |

New Listings

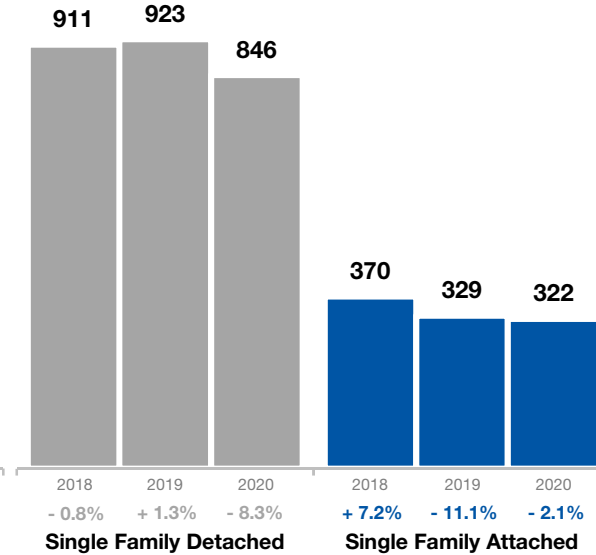
A count of the properties that have been newly listed on the market in a given month.



June

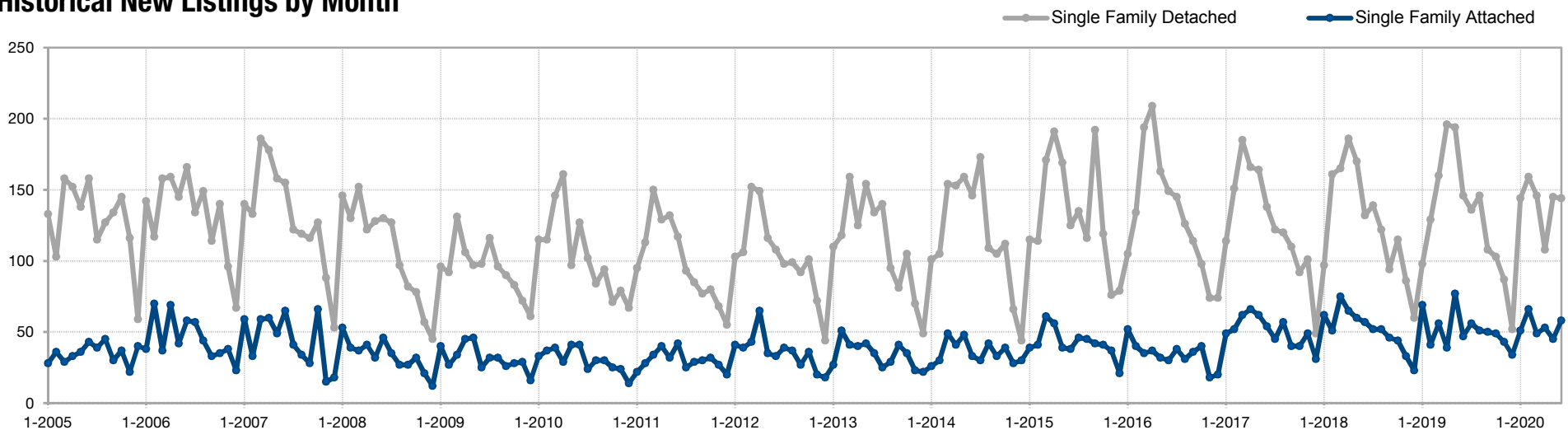


Year to Date



| New Listings | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Jul-2019 | 136 | -2.2% | 56 | +7.7% |
| Aug-2019 | 146 | +19.7% | 51 | -1.9% |
| Sep-2019 | 108 | +14.9% | 50 | +8.7% |
| Oct-2019 | 103 | -10.4% | 49 | +11.4% |
| Nov-2019 | 87 | +1.2% | 43 | +30.3% |
| Dec-2019 | 52 | -13.3% | 34 | +47.8% |
| Jan-2020 | 144 | +46.9% | 51 | -26.1% |
| Feb-2020 | 159 | +23.3% | 66 | +61.0% |
| Mar-2020 | 146 | -8.8% | 49 | -12.5% |
| Apr-2020 | 108 | -44.9% | 53 | +35.9% |
| May-2020 | 145 | -25.3% | 45 | -41.6% |
| Jun-2020 | 144 | -1.4% | 58 | +23.4% |
| 12-Month Avg | 123 | -4.0% | 50 | +4.5% |

Historical New Listings by Month

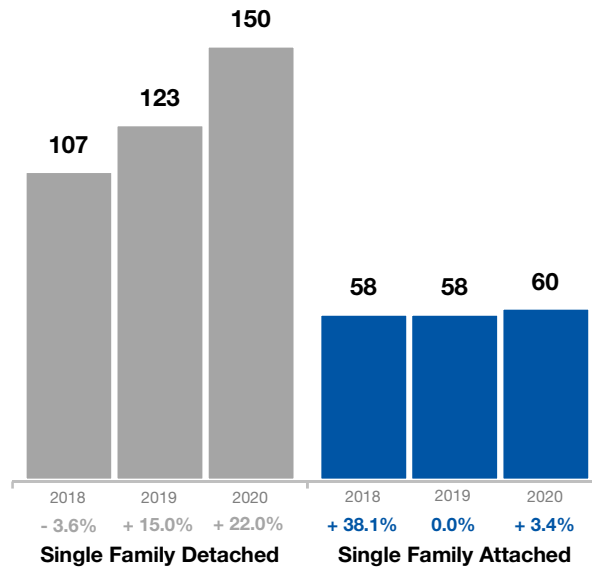


Pending Sales

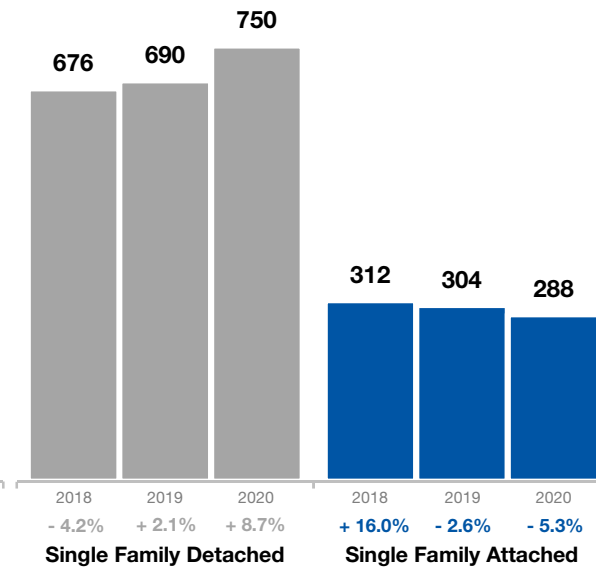
A count of the properties on which offers have been accepted in a given month.



June

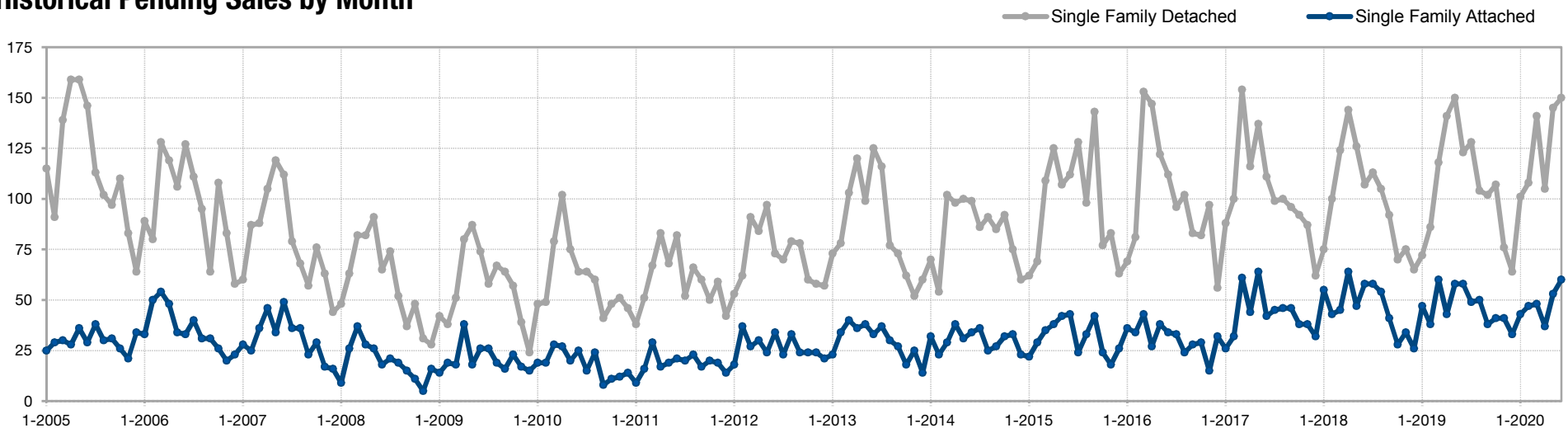


Year to Date



| Pending Sales | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Jul-2019 | 128 | +13.3% | 49 | -15.5% |
| Aug-2019 | 104 | -1.0% | 50 | -7.4% |
| Sep-2019 | 102 | +10.9% | 38 | -7.3% |
| 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 | 101 | +40.3% | 43 | -8.5% |
| Feb-2020 | 108 | +25.6% | 47 | +23.7% |
| Mar-2020 | 141 | +19.5% | 48 | -20.0% |
| Apr-2020 | 105 | -25.5% | 37 | -14.0% |
| May-2020 | 145 | -3.3% | 53 | -8.6% |
| Jun-2020 | 150 | +22.0% | 60 | +3.4% |
| 12-Month Avg | 111 | +10.0% | 45 | -0.9% |

Historical Pending Sales by Month

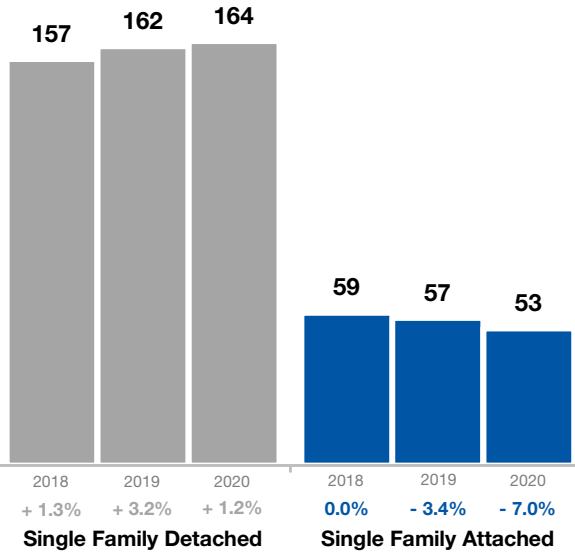


Closed Sales

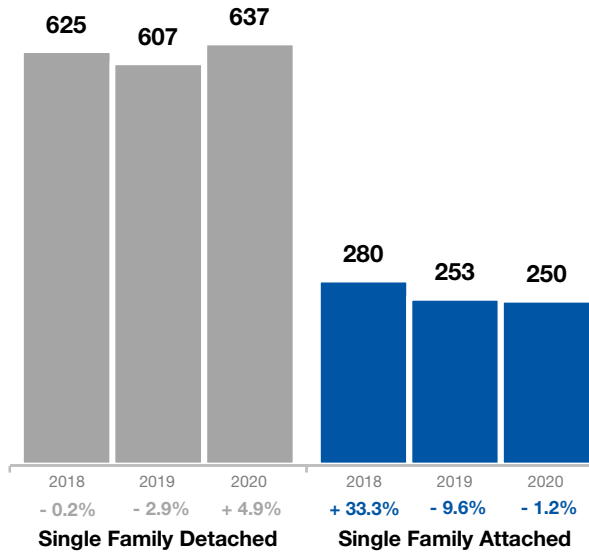
A count of the actual sales that closed in a given month.



June

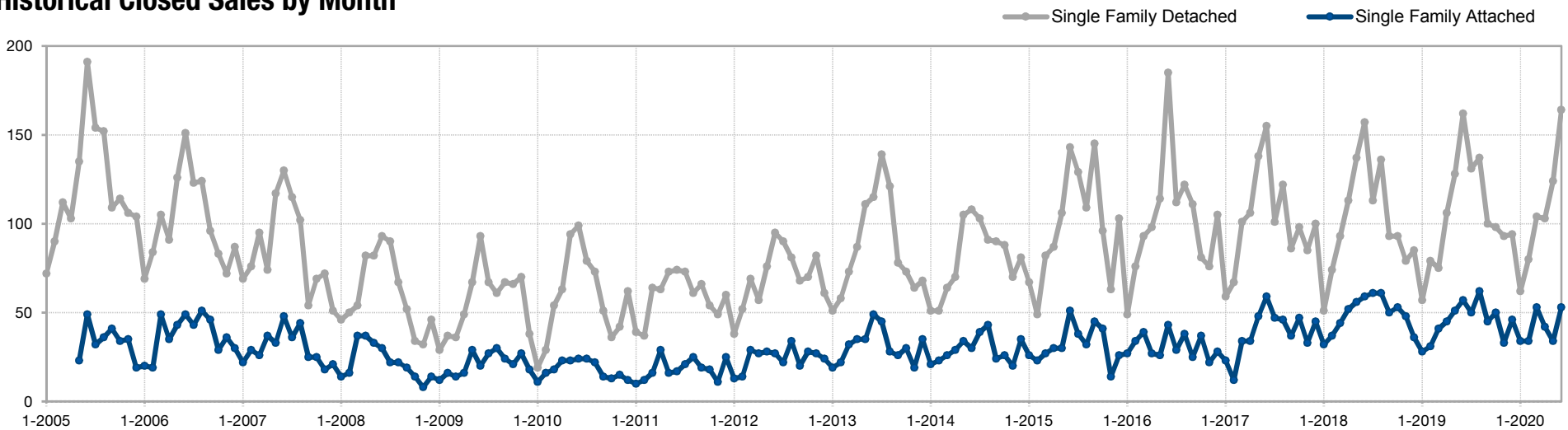


Year to Date



| Closed Sales | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| 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 | 104 | +38.7% | 53 | +29.3% |
| Apr-2020 | 103 | -2.8% | 42 | -6.7% |
| May-2020 | 124 | -3.1% | 34 | -33.3% |
| Jun-2020 | 164 | +1.2% | 53 | -7.0% |
| 12-Month Avg | 108 | +7.0% | 45 | -4.6% |

Historical Closed Sales by Month

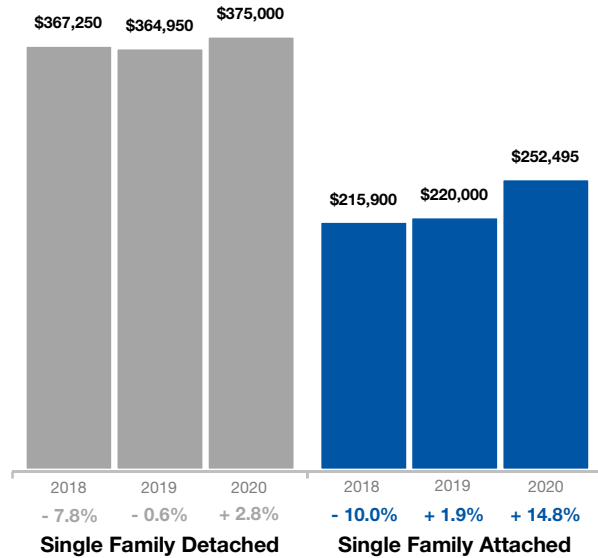


Median List Price

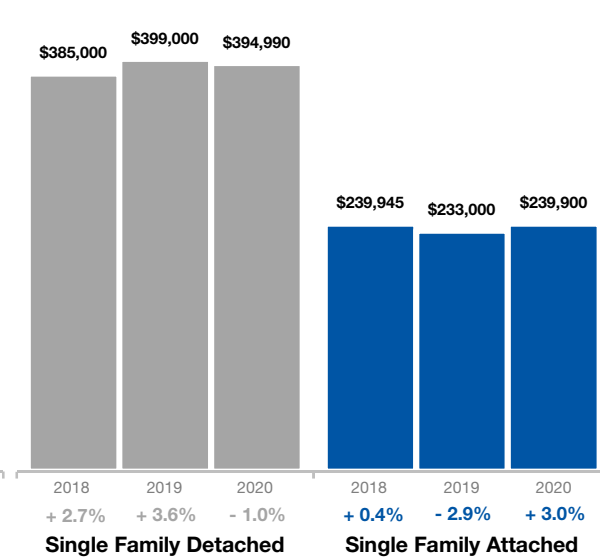
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



June



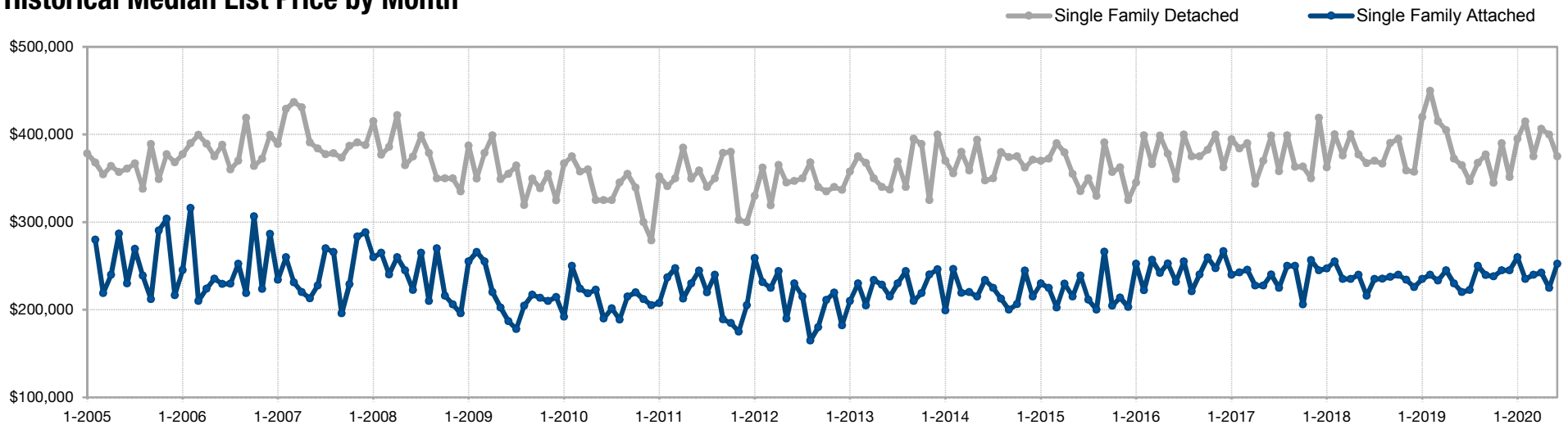
Year to Date



| Median List Price | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|-------------------|------------------------|-----------------------|------------------------|-----------------------|
| Jul-2019 | \$346,500 | -6.4% | \$222,450 | -5.3% |
| Aug-2019 | \$367,450 | +0.3% | \$250,000 | +6.2% |
| Sep-2019 | \$377,000 | -3.4% | \$239,463 | +0.8% |
| Oct-2019 | \$344,900 | -12.7% | \$237,900 | -0.9% |
| Nov-2019 | \$389,900 | +8.6% | \$244,900 | +4.7% |
| Dec-2019 | \$351,333 | -1.7% | \$244,900 | +8.4% |
| Jan-2020 | \$395,000 | -5.9% | \$260,000 | +10.6% |
| Feb-2020 | \$414,900 | -7.8% | \$234,972 | -2.1% |
| Mar-2020 | \$374,950 | -9.7% | \$239,900 | +2.9% |
| Apr-2020 | \$406,500 | +0.4% | \$242,099 | -1.2% |
| May-2020 | \$399,950 | +7.4% | \$225,000 | -2.2% |
| Jun-2020 | \$375,000 | +2.8% | \$252,495 | +14.8% |
| 12-Month Avg* | \$379,900 | -2.6% | \$239,925 | +2.1% |

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

Historical Median List Price by Month

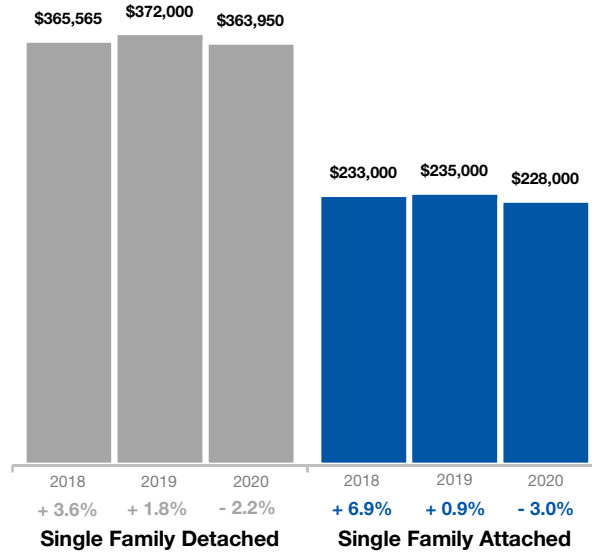


Median Sales Price

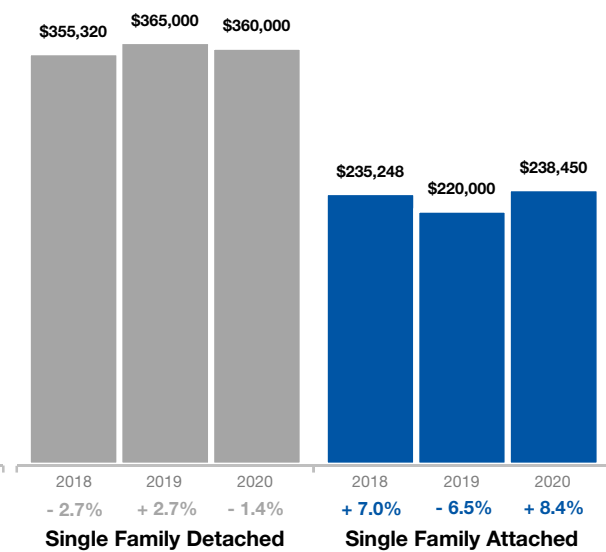
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



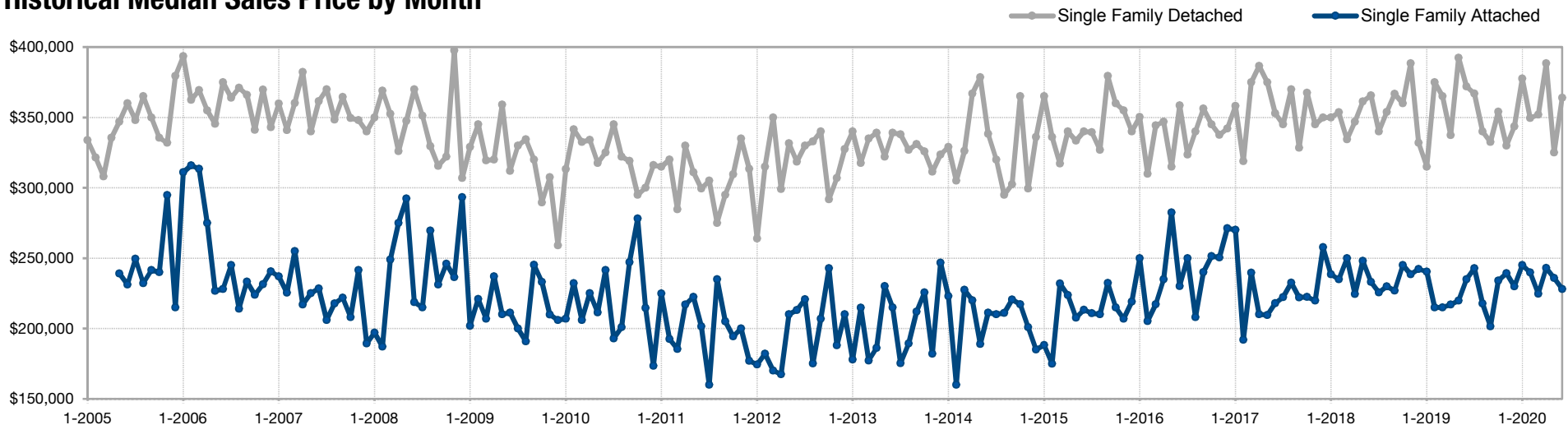
Year to Date



| Median Sales Price | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|--------------------|------------------------|-----------------------|------------------------|-----------------------|
| 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 | \$351,900 | -3.6% | \$224,700 | +4.5% |
| Apr-2020 | \$388,500 | +15.1% | \$242,975 | +12.0% |
| May-2020 | \$325,000 | -17.2% | \$235,900 | +7.3% |
| Jun-2020 | \$363,950 | -2.2% | \$228,000 | -3.0% |
| 12-Month Avg* | \$353,000 | -1.9% | \$233,233 | +1.9% |

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

Historical Median Sales Price by Month

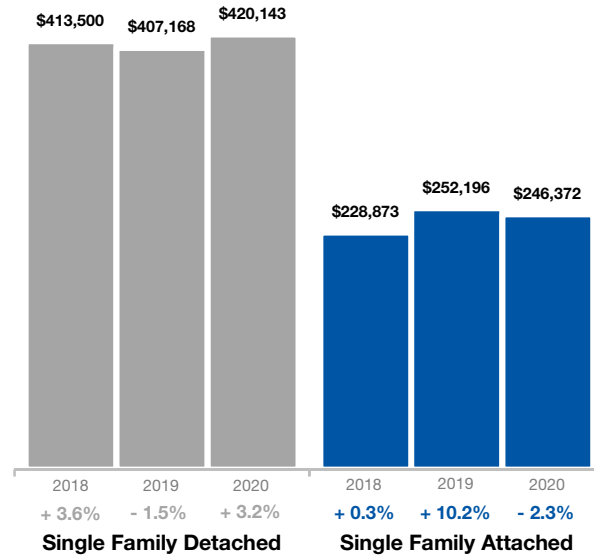


Average Sales Price

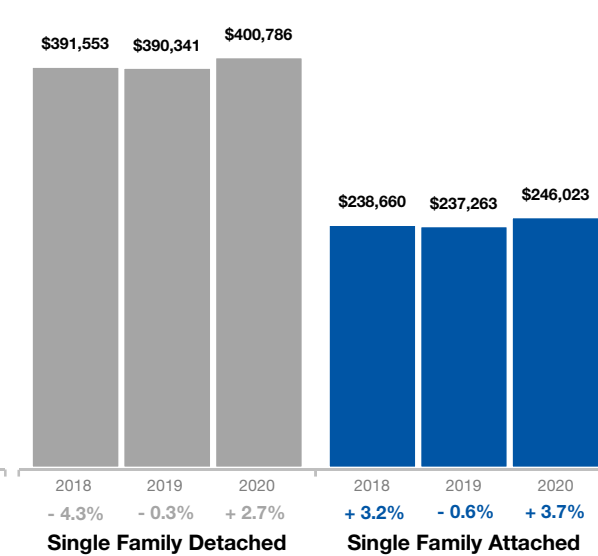
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



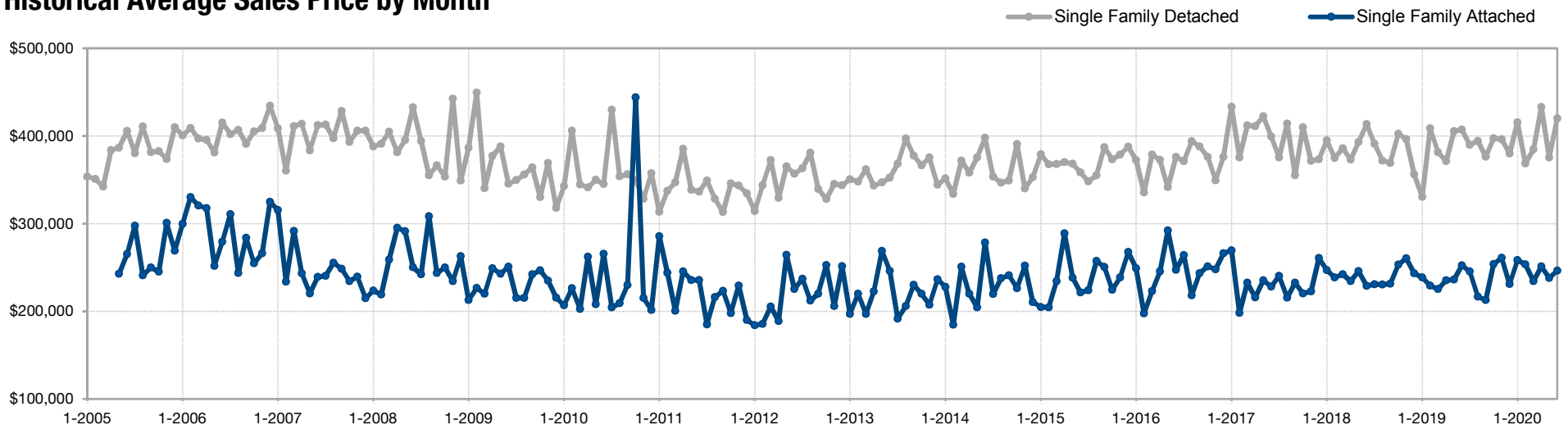
Year to Date



| Avg. Sales Price | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|------------------|------------------------|-----------------------|------------------------|-----------------------|
| 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 | \$384,674 | +0.8% | \$234,271 | +4.0% |
| Apr-2020 | \$433,039 | +16.6% | \$250,982 | +6.7% |
| May-2020 | \$375,297 | -7.4% | \$238,035 | +0.8% |
| Jun-2020 | \$420,143 | +3.2% | \$246,372 | -2.3% |
| 12-Month Avg* | \$394,988 | +2.4% | \$240,141 | +0.4% |

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

Historical Average Sales Price by Month

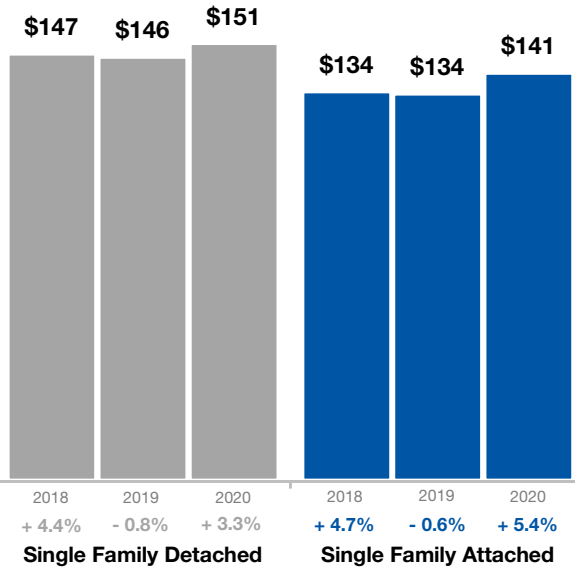


Median Price Per Square Foot

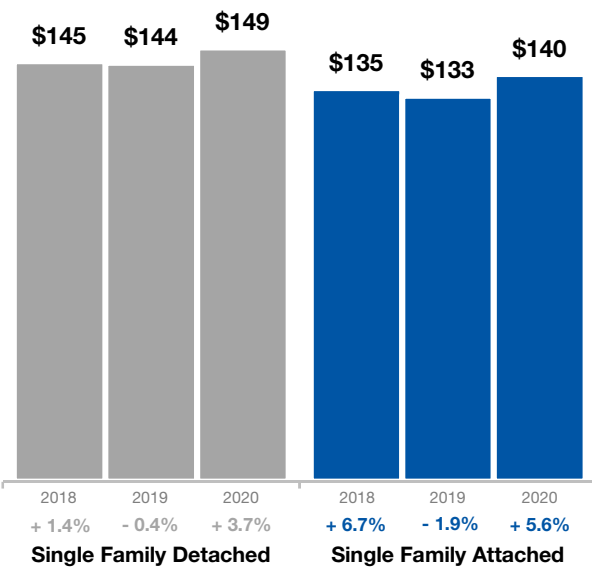
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



June



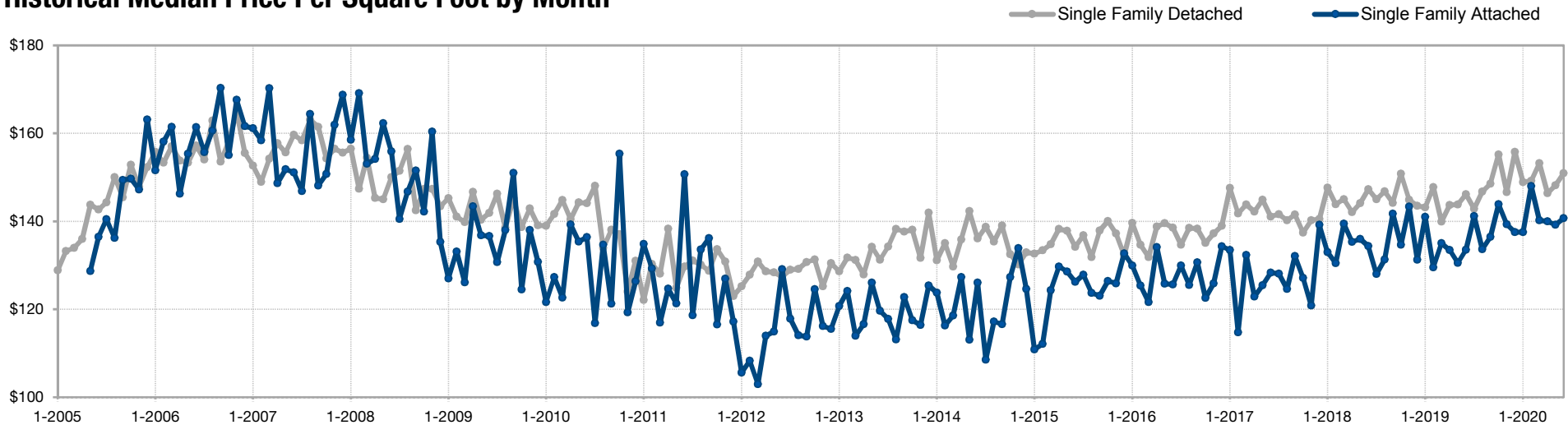
Year to Date



| Median Price Per Sq Ft | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|------------------------|------------------------|-----------------------|------------------------|-----------------------|
| 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% | \$140 | +3.9% |
| Apr-2020 | \$146 | +1.9% | \$140 | +4.9% |
| May-2020 | \$148 | +3.0% | \$139 | +6.7% |
| Jun-2020 | \$151 | +3.3% | \$141 | +5.4% |
| 12-Month Avg* | \$149 | +2.8% | \$139 | +4.8% |

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

Historical Median Price Per Square Foot by Month



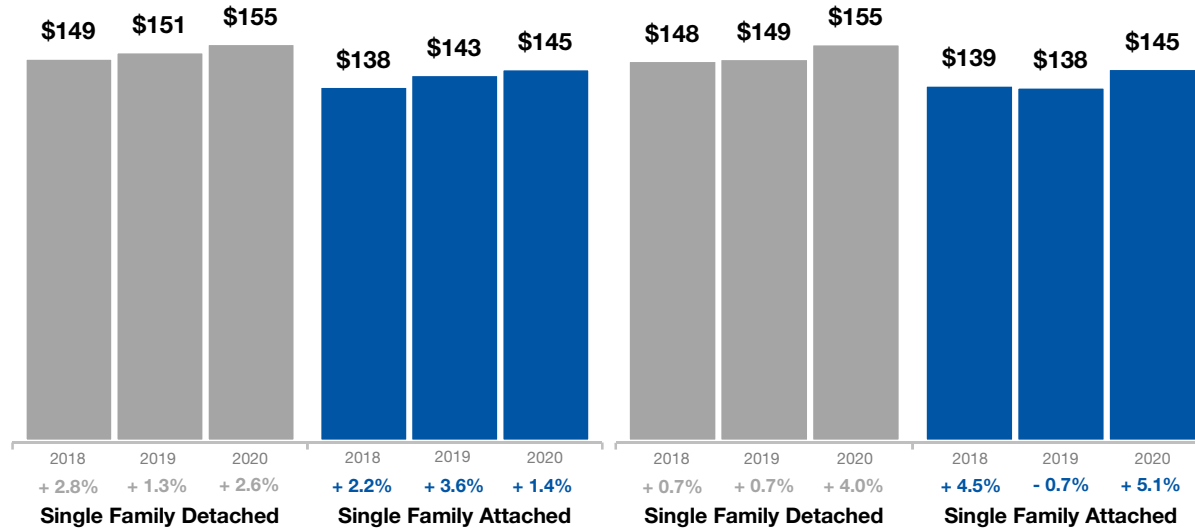
Average Price Per Square Foot

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



June

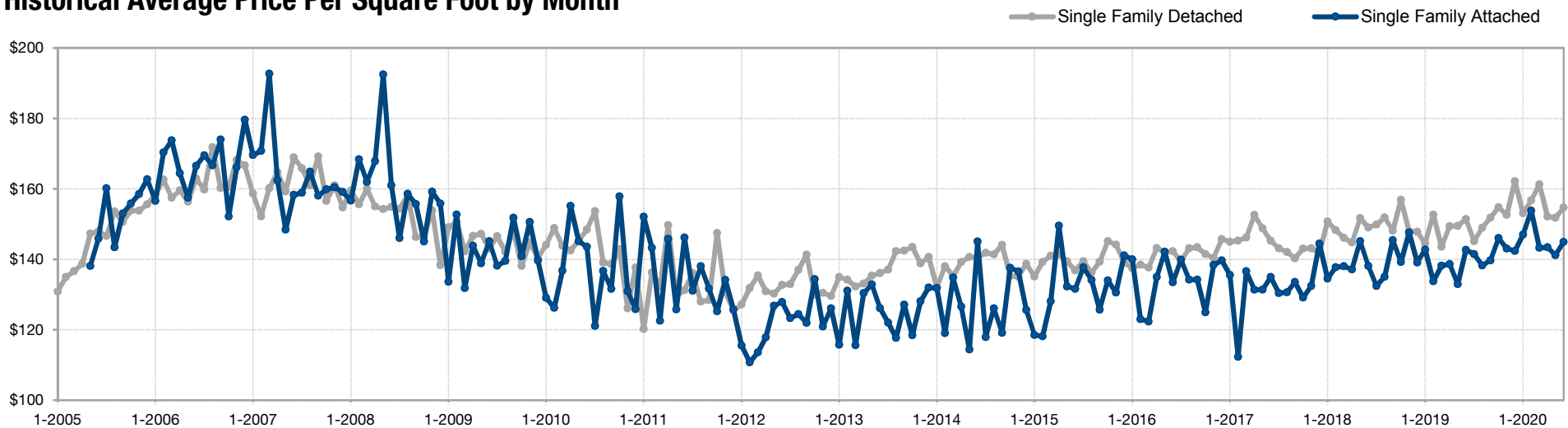
Year to Date



| Average Price Per Sq Ft | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|-------------------------|------------------------|-----------------------|------------------------|-----------------------|
| 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 | \$161 | +11.8% | \$143 | +3.6% |
| Apr-2020 | \$152 | +2.0% | \$143 | +2.9% |
| May-2020 | \$152 | +2.0% | \$141 | +6.0% |
| Jun-2020 | \$155 | +2.6% | \$145 | +1.4% |
| 12-Month Avg* | \$153 | +2.3% | \$143 | +3.3% |

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

Historical Average Price Per Square Foot by Month

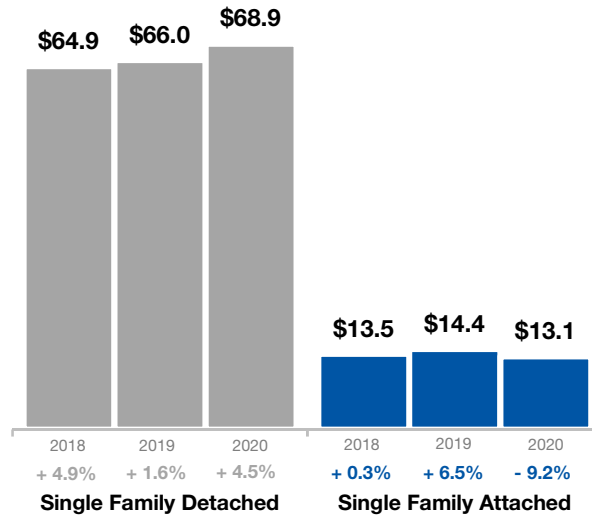


Dollar Volume of Closed Sales (in millions)

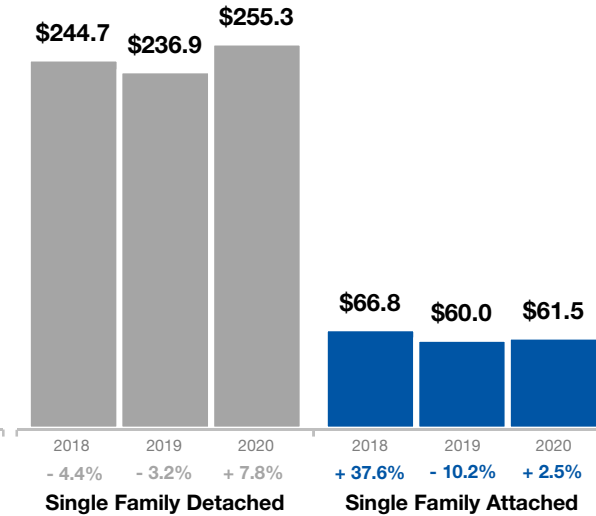
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



June



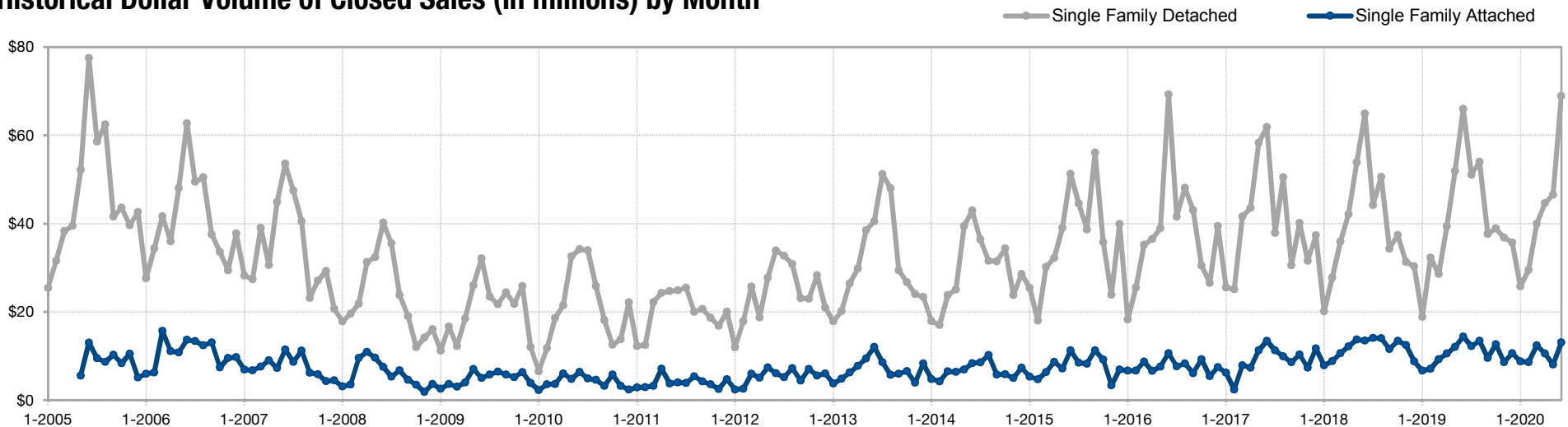
Year to Date



| \$ Volume of Closed Sales (in millions) | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|---|------------------------|-----------------------|------------------------|-----------------------|
| 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 | \$40.0 | +39.8% | \$12.4 | +34.4% |
| Apr-2020 | \$44.6 | +13.3% | \$10.5 | -0.4% |
| May-2020 | \$46.5 | -10.3% | \$8.1 | -32.8% |
| Jun-2020 | \$68.9 | +4.5% | \$13.1 | -9.2% |
| 12-Month Avg* | \$42.5 | +9.6% | \$10.7 | -4.2% |

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

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



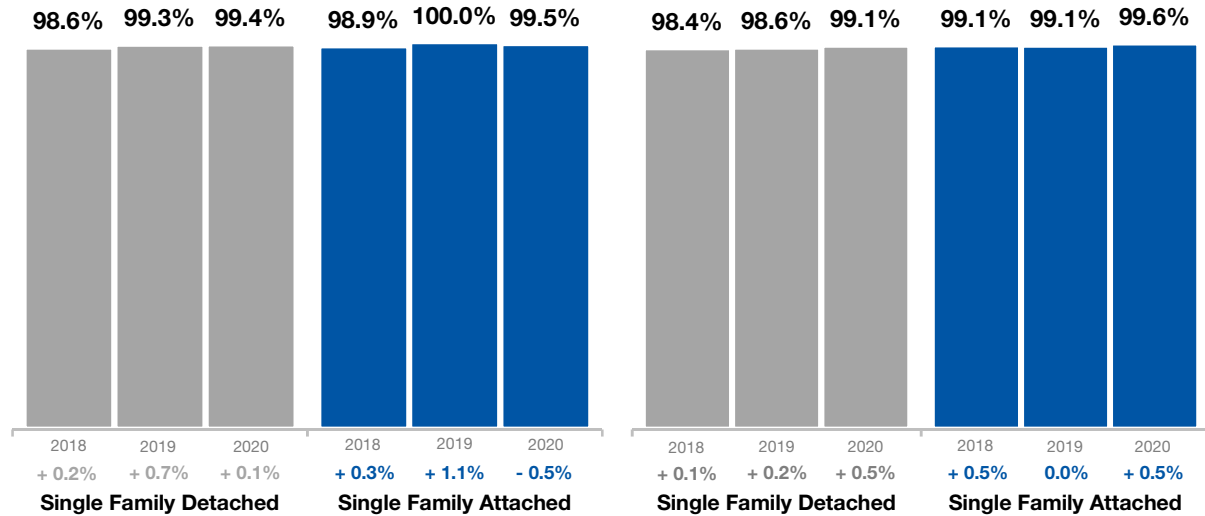
Median Percent of List Price to Sale Price



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.

June

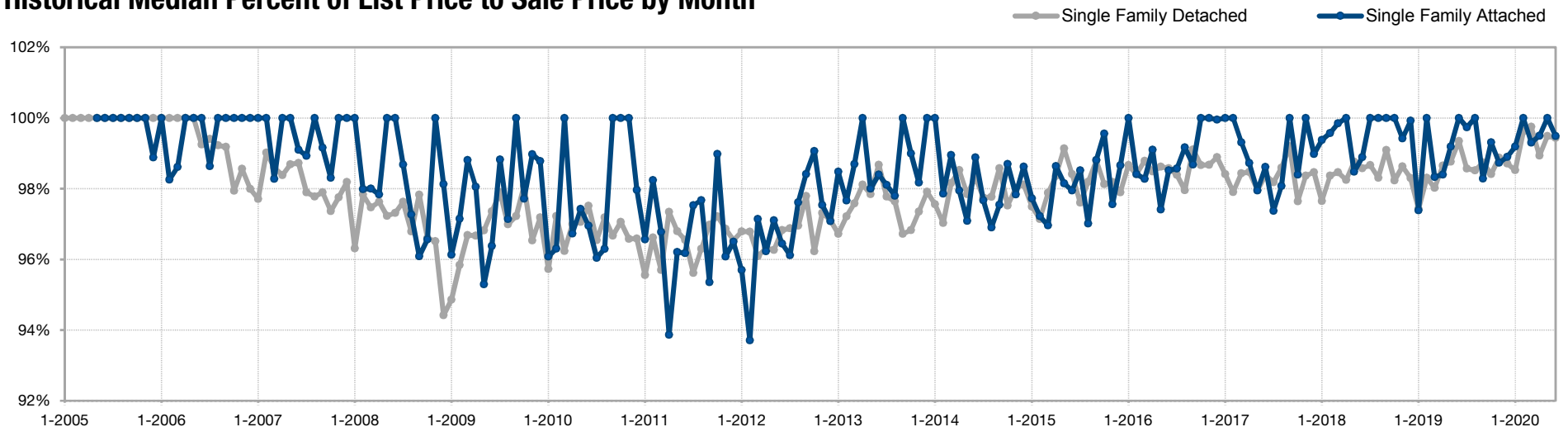
Year to Date



| Median Pct of List Price to Sale Price | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|--|------------------------|-----------------------|------------------------|-----------------------|
| 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 | 99.7% | +1.7% | 99.3% | +1.0% |
| Apr-2020 | 98.9% | +0.3% | 99.5% | +1.1% |
| May-2020 | 99.5% | +0.7% | 100.0% | +0.8% |
| Jun-2020 | 99.4% | +0.1% | 99.5% | -0.5% |
| 12-Month Avg* | 98.9% | +0.3% | 99.3% | -0.4% |

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

Historical Median Percent of List Price to Sale Price by Month



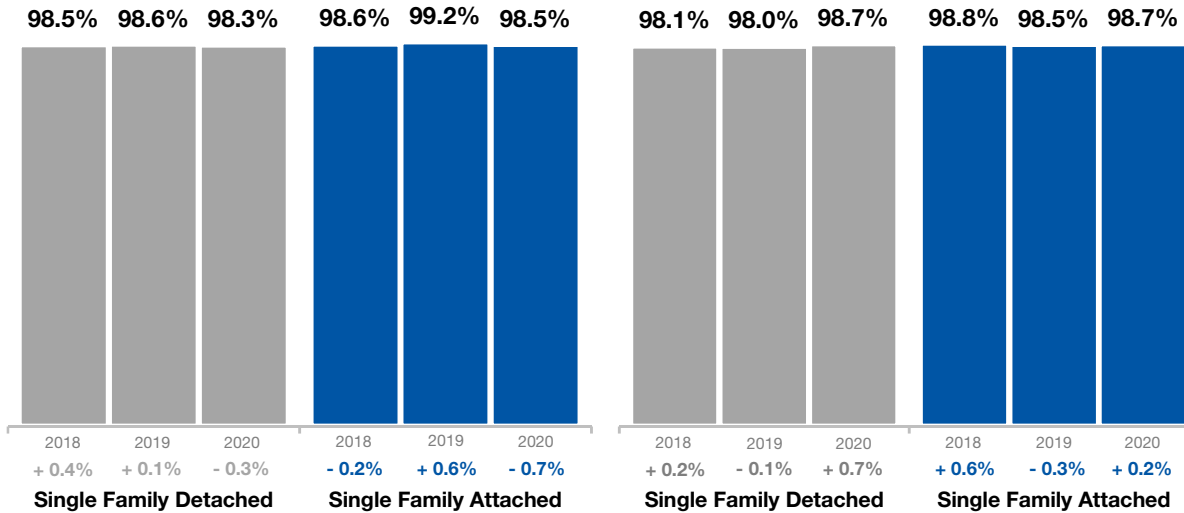
Average Percent of List Price to Sale Price



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.

June

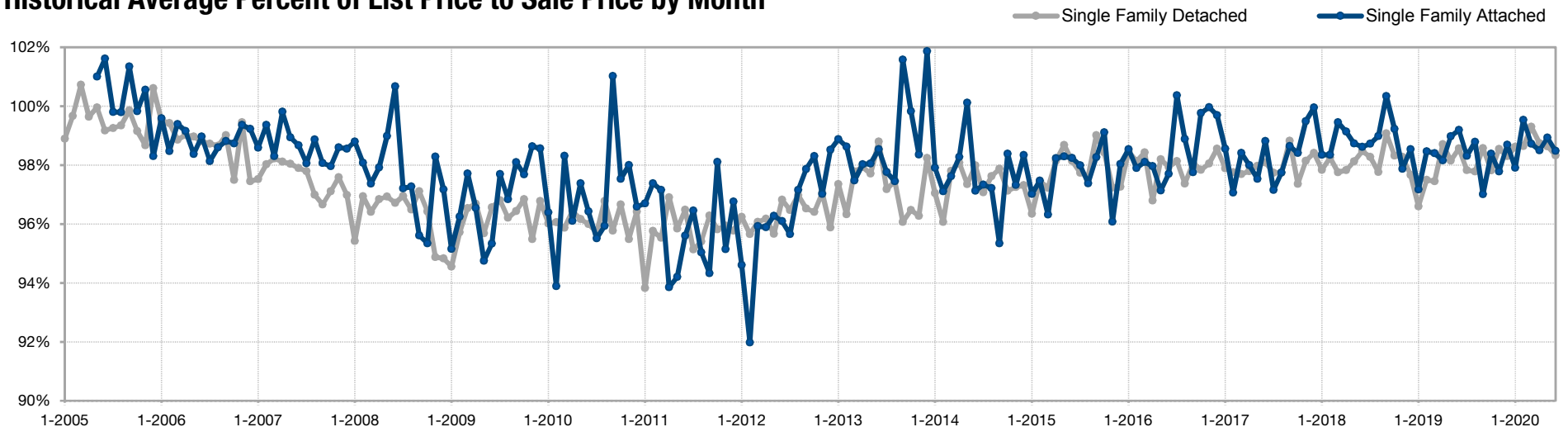
Year to Date



| Avg Pct of List Price to Sale Price | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|-------------------------------------|------------------------|-----------------------|------------------------|-----------------------|
| 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 | 99.3% | +1.8% | 98.7% | +0.3% |
| Apr-2020 | 98.7% | 0.0% | 98.5% | +0.3% |
| May-2020 | 98.6% | +0.5% | 98.9% | -0.1% |
| Jun-2020 | 98.3% | -0.3% | 98.5% | -0.7% |
| 12-Month Avg* | 98.4% | +0.3% | 98.4% | -0.3% |

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

Historical Average Percent of List Price to Sale Price by Month



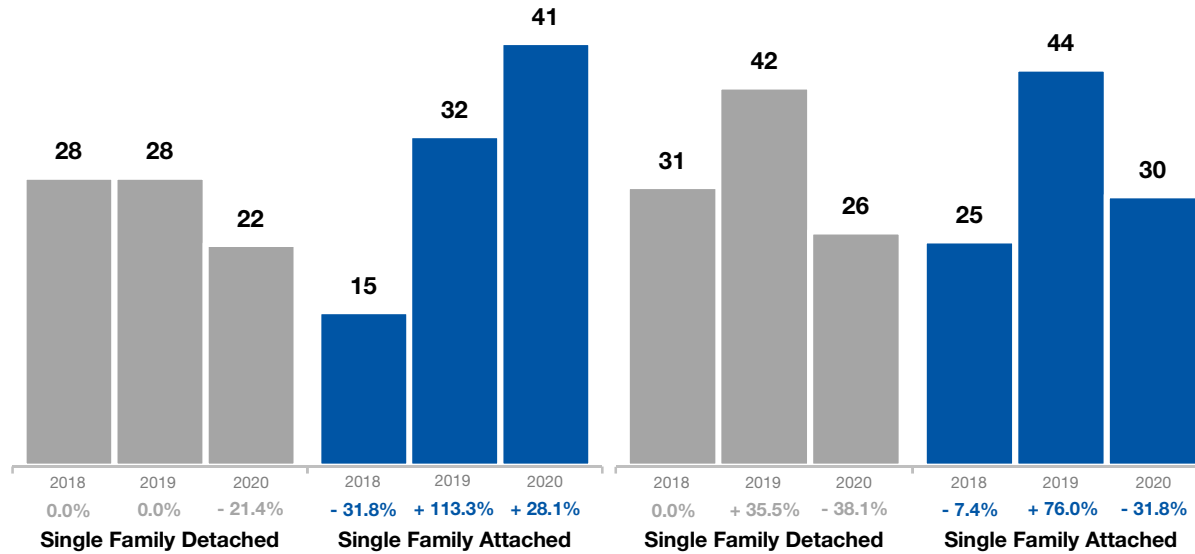
Median Days on Market Until Sale

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



June

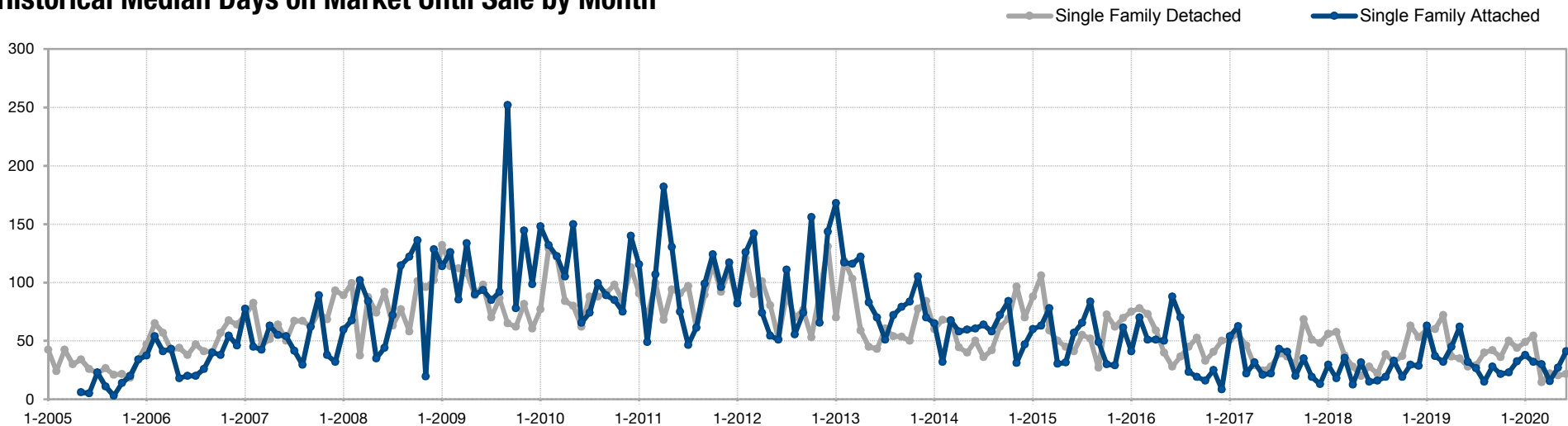
Year to Date



| Median Days on Market | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|-----------------------|------------------------|-----------------------|------------------------|-----------------------|
| 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 | 15 | -79.2% | 30 | -6.3% |
| Apr-2020 | 22 | -40.5% | 16 | -64.4% |
| May-2020 | 21 | -40.0% | 27 | -56.5% |
| Jun-2020 | 22 | -21.4% | 41 | +28.1% |
| 12-Month Avg* | 35 | -7.9% | 27 | -12.9% |

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

Historical Median Days on Market Until Sale by Month



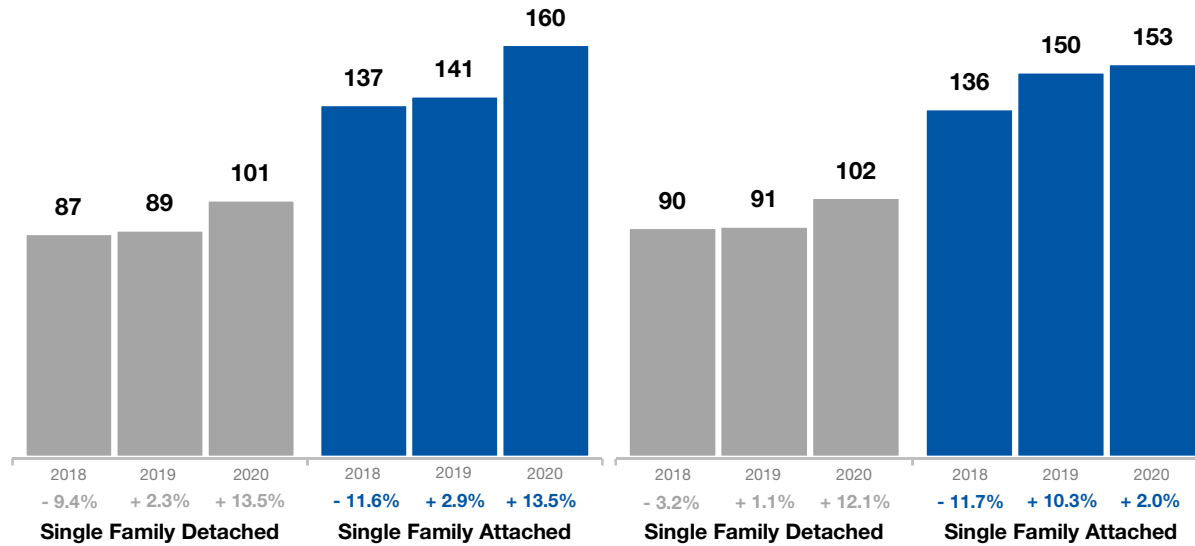
Housing Affordability Index



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.

June

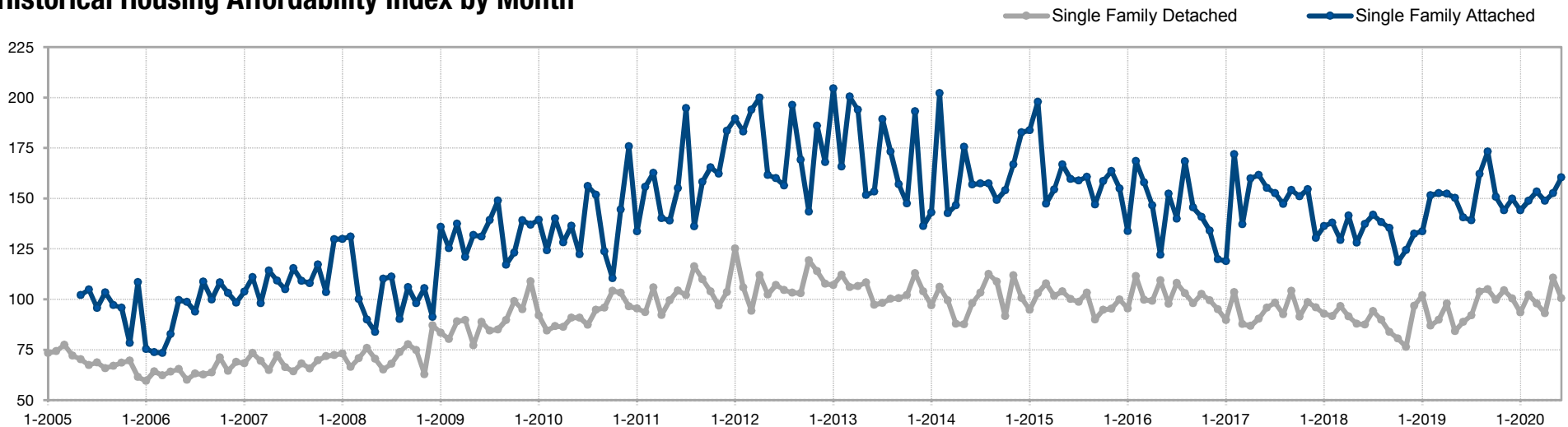
Year to Date



| Affordability Index | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|---------------------|------------------------|-----------------------|------------------------|-----------------------|
| 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% | 153 | 0.0% |
| Apr-2020 | 93 | -5.1% | 149 | -2.0% |
| May-2020 | 111 | +32.1% | 153 | +2.0% |
| Jun-2020 | 101 | +13.5% | 160 | +13.5% |
| 12-Month Avg* | 100 | +13.2% | 89 | +14.9% |

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

Historical Housing Affordability Index by Month

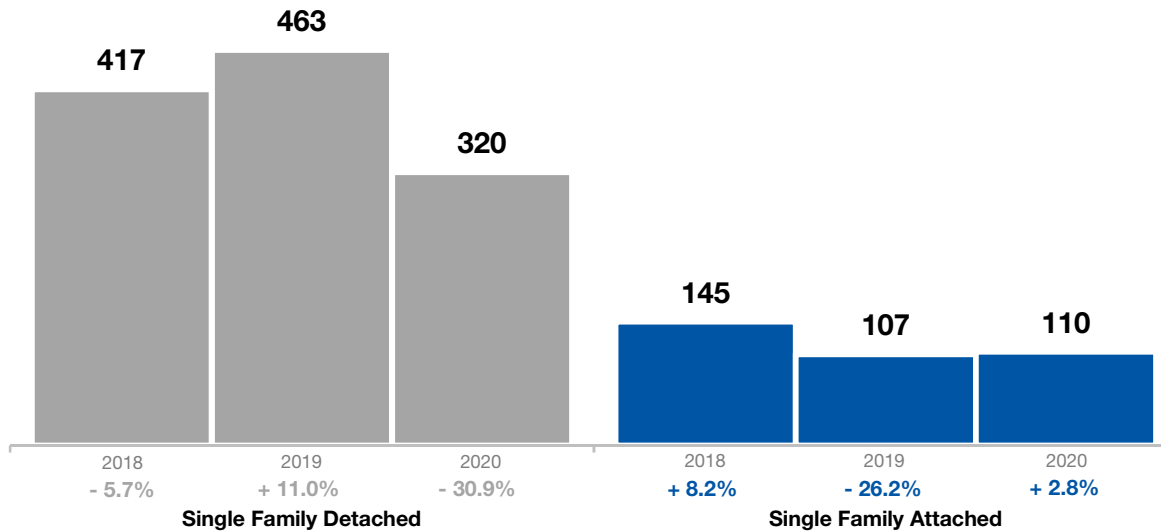


End of Month Inventory

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



June



| End of Month Inventory | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|------------------------|------------------------|-----------------------|------------------------|-----------------------|
| Jul-2019 | 441 | +4.5% | 109 | -19.3% |
| Aug-2019 | 461 | +9.8% | 107 | -17.1% |
| Sep-2019 | 452 | +14.7% | 112 | -12.5% |
| Oct-2019 | 414 | +1.0% | 116 | -14.7% |
| Nov-2019 | 393 | -0.3% | 114 | -10.9% |
| Dec-2019 | 347 | -1.7% | 109 | -5.2% |
| Jan-2020 | 366 | +1.1% | 113 | -16.3% |
| Feb-2020 | 394 | -0.3% | 126 | -4.5% |
| Mar-2020 | 382 | -7.5% | 124 | +2.5% |
| Apr-2020 | 370 | -15.1% | 131 | +14.9% |
| May-2020 | 343 | -26.1% | 118 | -5.6% |
| Jun-2020 | 320 | -30.9% | 110 | +2.8% |
| 12-Month Avg | 390 | -4.9% | 116 | -7.7% |

Historical End of Month Inventory by Month

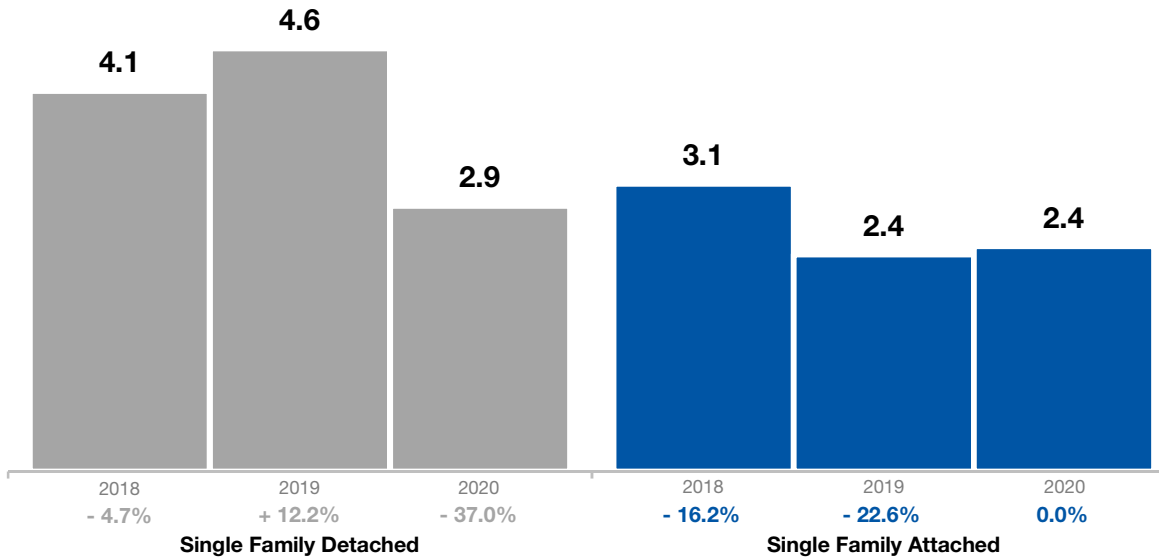


Months Supply of Inventory

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.



June



| Months Supply | Single Family Detached | Year-Over-Year Change | Single Family Attached | Year-Over-Year Change |
|-----------------|------------------------|-----------------------|------------------------|-----------------------|
| Jul-2019 | 4.3 | +4.9% | 2.4 | -14.3% |
| Aug-2019 | 4.5 | +9.8% | 2.4 | -11.1% |
| Sep-2019 | 4.4 | +12.8% | 2.5 | -7.4% |
| Oct-2019 | 3.9 | -4.9% | 2.6 | -10.3% |
| Nov-2019 | 3.7 | -7.5% | 2.5 | -7.4% |
| Dec-2019 | 3.3 | -5.7% | 2.4 | -4.0% |
| Jan-2020 | 3.4 | -5.6% | 2.5 | -16.7% |
| Feb-2020 | 3.6 | -10.0% | 2.7 | -6.9% |
| Mar-2020 | 3.4 | -19.0% | 2.7 | +3.8% |
| Apr-2020 | 3.4 | -24.4% | 2.9 | +11.5% |
| May-2020 | 3.2 | -31.9% | 2.6 | -7.1% |
| Jun-2020 | 2.9 | -37.0% | 2.4 | 0.0% |
| 12-Month Avg* | 3.7 | -10.9% | 2.6 | -5.8% |

* Months Supply for all properties from July 2019 through June 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 | | | | 6-2019 | 6-2020 | Percent Change | YTD 2019 | YTD 2020 | Percent Change |
|---|----------------------|--------|--------|--------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 6-2017 | 6-2018 | 6-2019 | 6-2020 | | | | | | |
| New Listings | | | | | 193 | 202 | + 4.7% | 1,252 | 1,168 | - 6.7% |
| Pending Sales | | | | | 181 | 210 | + 16.0% | 994 | 1,038 | + 4.4% |
| Closed Sales | | | | | 219 | 217 | - 0.9% | 860 | 887 | + 3.1% |
| Median List Price | | | | | \$337,500 | \$339,000 | + 0.4% | \$349,000 | \$349,900 | + 0.3% |
| Median Sales Price | | | | | \$335,000 | \$342,500 | + 2.2% | \$317,500 | \$325,000 | + 2.4% |
| Avg. Sales Price | | | | | \$366,833 | \$377,702 | + 3.0% | \$345,308 | \$357,166 | + 3.4% |
| Median Price Per Sq Ft | | | | | \$144 | \$148 | + 2.8% | \$137 | \$137 | 0.0% |
| Average Price Per Sq Ft | | | | | \$149 | \$152 | + 2.0% | \$146 | \$152 | + 4.1% |
| \$ Volume of Closed Sales (in millions) | | | | | \$80.3 | \$82.0 | + 2.1% | \$297.0 | \$316.8 | + 6.7% |
| Median Pct of List Price to Sale Price | | | | | 99.5% | 99.4% | - 0.1% | 98.7% | 99.3% | + 0.6% |
| Avg Pct of List Price to Sale Price | | | | | 98.7% | 98.4% | - 0.3% | 98.2% | 98.7% | + 0.5% |
| Median Days on Market | | | | | 29 | 30 | + 3.4% | 42 | 28 | - 33.3% |
| Affordability Index | | | | | 99 | 107 | + 8.1% | 104 | 113 | + 8.7% |
| End of Month Inventory | | | | | 570 | 430 | - 24.6% | -- | -- | -- |
| Months Supply | | | | | 3.9 | 2.8 | - 28.2% | -- | -- | -- |

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 | | |
|---------------------------------|--------------|--------|----------------|--------------|--------|----------------|--------------------|------------|----------------|-------------------|--------|---------------|---------------|--------|---------------|
| | 6-2019 | 6-2020 | + / - | 6-2019 | 6-2020 | + / - | 6-2019 | 6-2020 | + / - | 6-2019 | 6-2020 | + / - | 6-2019 | 6-2020 | + / - |
| James City County | 149 | 153 | +2.7% | 179 | 173 | -3.4% | \$ 343,000 | \$ 355,000 | +3.5% | 460 | 340 | -26.1% | 3.9 | 2.7 | -30.8% |
| City of Williamsburg | 25 | 16 | -36.0% | 20 | 18 | -10.0% | \$270,000 | \$210,000 | -22.2% | 58 | 45 | -22.4% | 4.4 | 3.3 | -25.0% |
| York County | 35 | 64 | +82.9% | 42 | 42 | 0.0% | \$294,000 | \$333,535 | +13.4% | 106 | 82 | -22.6% | 3.8 | 2.5 | -34.2% |
| New Kent County | 24 | 14 | -41.7% | 17 | 12 | -29.4% | \$289,950 | \$342,008 | +18.0% | 60 | 38 | -36.7% | 6.5 | 3.3 | -49.2% |
| Charles City County | 1 | 1 | 0.0% | 2 | 2 | 0.0% | \$397,500 | \$246,950 | -37.9% | 8 | 4 | -50.0% | 4.4 | 2.0 | -54.5% |
| Newport News | 16 | 53 | +231.3% | 22 | 37 | +68.2% | \$184,500 | \$255,000 | +38.2% | 34 | 47 | +38.2% | 2.2 | 2.1 | -4.5% |
| Hampton | 5 | 23 | +360.0% | 5 | 24 | +380.0% | \$206,000 | \$216,433 | +5.1% | 13 | 21 | +61.5% | 2.7 | 2.0 | -25.9% |
| Surry | 4 | 1 | -75.0% | 1 | 1 | 0.0% | \$125,000 | \$240,000 | +92.0% | 6 | 2 | -66.7% | 3.5 | 1.5 | -57.1% |
| Gloucester | 10 | 13 | +30.0% | 23 | 14 | -39.1% | \$320,000 | \$263,703 | -17.6% | 32 | 25 | -21.9% | 3.0 | 3.0 | 0.0% |
| Richmond | 1 | 1 | 0.0% | 1 | 0 | -100.0% | \$285,000 | \$0 | -100.0% | 0 | 0 | -- | 0.0 | 0.0 | -- |
| 23185 | 82 | 101 | +23.2% | 106 | 95 | -10.4% | \$327,250 | \$327,000 | -0.1% | 259 | 191 | -26.3% | 3.9 | 2.8 | -28.2% |
| 23188 | 91 | 77 | -15.4% | 101 | 107 | +5.9% | \$348,800 | \$350,000 | +0.3% | 266 | 198 | -25.6% | 3.8 | 2.6 | -31.6% |
| 23168 | 20 | 24 | +20.0% | 12 | 15 | +25.0% | \$318,500 | \$359,000 | +12.7% | 45 | 41 | -8.9% | 4.7 | 3.2 | -31.9% |
| 23168, 23185 & 23188 | 193 | 202 | +4.7% | 219 | 217 | -0.9% | \$335,000 | \$342,500 | +2.2% | 570 | 430 | -24.6% | 3.9 | 2.8 | -28.2% |