

# Monthly Indicators



## May 2020

While the effects of COVID-19 in the broader economy continue, real estate activity is beginning to recover across much of the country. According to Freddie Mac, mortgage rates have been below 3.3 percent for more than four weeks and are hovering near all-time lows, spurring strong interest by buyers and lifting showing activity up 4% nationally versus a year ago in the final week of May.

When comparing 2020 to 2019 statistics, New Listings decreased 25.6 percent for single-family detached homes and 39.0 percent for single-family attached homes. Pending Sales decreased 6.7 percent for single-family detached homes and 12.1 percent for single-family attached properties.

Median List Price was up 9.3 percent for single-family detached homes but decreased 2.2 percent for single-family attached properties. Months Supply of Inventory decreased 29.8 percent for single-family detached homes and 3.6 percent for single-family attached properties.

Buyers have been quicker to return to the housing market in force than sellers, who have been showing a bit more reluctance to list their homes than is typical for this time of year. But trends are improving and as states and localities continue to moderate their COVID-19 policies, real estate activity is expected to continue to improve in the coming weeks.

**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

- 17.2%

+ 4.1%

- 7.8%

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
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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				5-2019	5-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	5-2017	5-2018	5-2019	5-2020						
New Listings					195	<b>145</b>	- 25.6%	778	<b>710</b>	- 8.7%
Pending Sales					150	<b>140</b>	- 6.7%	567	<b>597</b>	+ 5.3%
Closed Sales					128	<b>123</b>	- 3.9%	445	<b>472</b>	+ 6.1%
Median List Price					\$374,900	<b>\$409,950</b>	+ 9.3%	\$410,000	<b>\$395,000</b>	- 3.7%
Median Sales Price					\$392,450	<b>\$325,000</b>	- 17.2%	\$365,000	<b>\$357,013</b>	- 2.2%
Avg. Sales Price					\$405,338	<b>\$371,844</b>	- 8.3%	\$384,216	<b>\$393,215</b>	+ 2.3%
Median Price Per Sq Ft					\$144	<b>\$148</b>	+ 2.9%	\$143	<b>\$149</b>	+ 4.1%
Average Price Per Sq Ft					\$149	<b>\$152</b>	+ 2.0%	\$148	<b>\$155</b>	+ 4.7%
\$ Volume of Closed Sales (in millions)					\$51.9	<b>\$45.7</b>	- 11.8%	\$171.0	<b>\$185.6</b>	+ 8.6%
Median Pct of List Price to Sale Price					98.8%	<b>99.5%</b>	+ 0.7%	98.4%	<b>99.1%</b>	+ 0.7%
Avg Pct of List Price to Sale Price					98.1%	<b>98.6%</b>	+ 0.5%	97.9%	<b>98.8%</b>	+ 0.9%
Median Days on Market					35	<b>20</b>	- 42.9%	46	<b>28</b>	- 39.1%
Affordability Index					84	<b>111</b>	+ 32.1%	91	<b>101</b>	+ 11.0%
End of Month Inventory					465	<b>353</b>	- 24.1%	--	--	--
Months Supply					4.7	<b>3.3</b>	- 29.8%	--	--	--

# Single Family Attached Market Overview

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



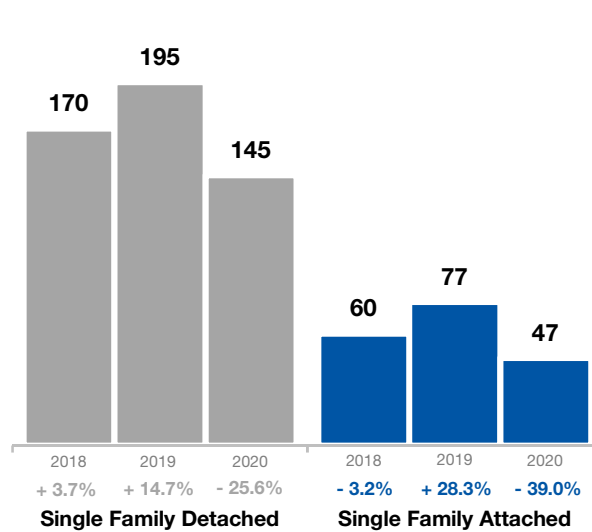
Key Metrics	Historical Sparkbars				5-2019	5-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	5-2017	5-2018	5-2019	5-2020						
New Listings					77	47	- 39.0%	282	267	- 5.3%
Pending Sales					58	51	- 12.1%	246	227	- 7.7%
Closed Sales					51	33	- 35.3%	196	196	0.0%
Median List Price					\$229,990	\$225,000	- 2.2%	\$234,990	\$239,900	+ 2.1%
Median Sales Price					\$219,900	\$228,900	+ 4.1%	\$220,000	\$239,900	+ 9.0%
Avg. Sales Price					\$236,197	\$237,887	+ 0.7%	\$232,920	\$245,945	+ 5.6%
Median Price Per Sq Ft					\$131	\$139	+ 6.8%	\$132	\$140	+ 5.8%
Average Price Per Sq Ft					\$133	\$141	+ 6.0%	\$137	\$145	+ 5.8%
\$ Volume of Closed Sales (in millions)					\$12.0	\$7.9	- 34.8%	\$45.7	\$48.2	+ 5.6%
Median Pct of List Price to Sale Price					99.2%	100.0%	+ 0.8%	98.7%	99.6%	+ 0.9%
Avg Pct of List Price to Sale Price					99.0%	98.9%	- 0.1%	98.3%	98.7%	+ 0.4%
Median Days on Market					62	27	- 56.5%	46	26	- 43.5%
Affordability Index					150	157	+ 4.7%	150	150	0.0%
End of Month Inventory					126	123	- 2.4%	--	--	--
Months Supply					2.8	2.7	- 3.6%	--	--	--

# New Listings

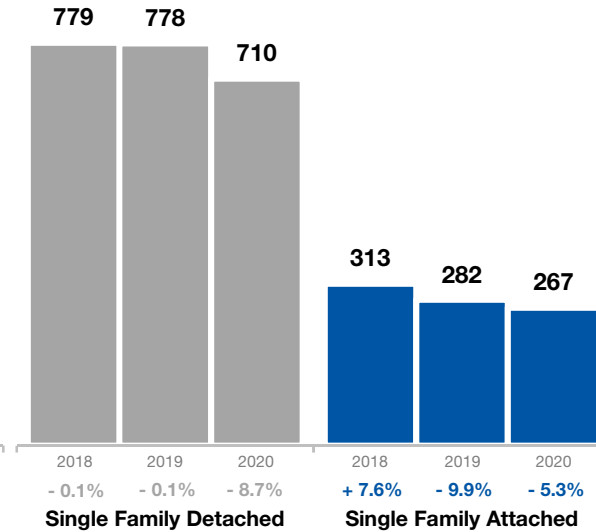
A count of the properties that have been newly listed on the market in a given month.



## May

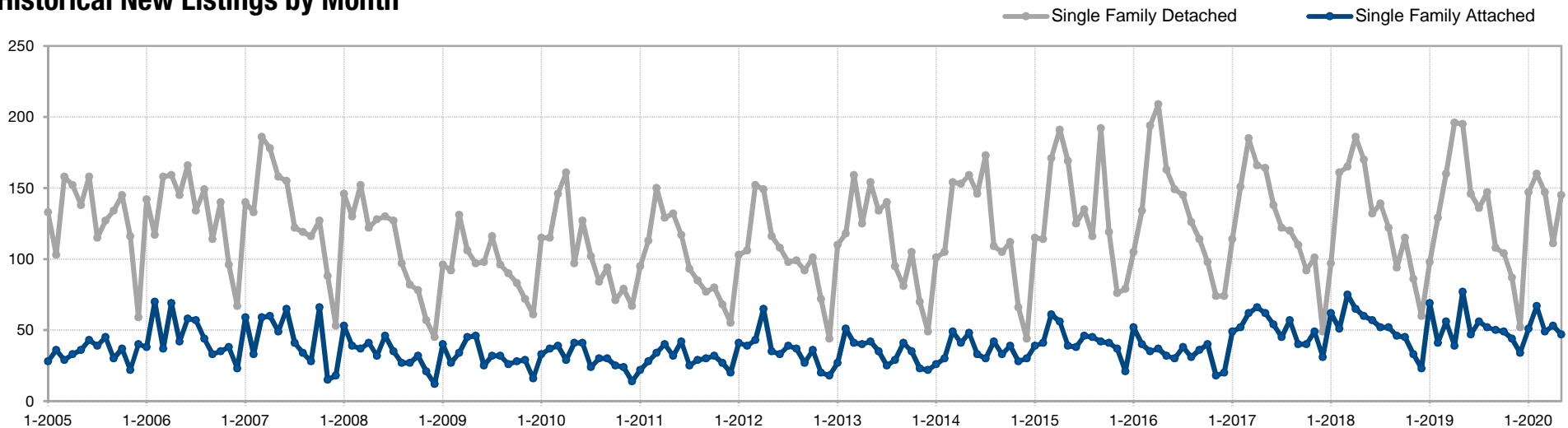


## Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2019	146	+10.6%	47	-17.5%
Jul-2019	136	-2.2%	56	+7.7%
Aug-2019	147	+20.5%	52	0.0%
Sep-2019	108	+14.9%	50	+8.7%
Oct-2019	104	-9.6%	49	+8.9%
Nov-2019	87	+1.2%	44	+33.3%
Dec-2019	52	-13.3%	34	+47.8%
Jan-2020	147	+50.0%	51	-26.1%
Feb-2020	160	+24.0%	67	+63.4%
Mar-2020	147	-8.1%	49	-12.5%
Apr-2020	111	-43.4%	53	+35.9%
<b>May-2020</b>	<b>145</b>	<b>-25.6%</b>	<b>47</b>	<b>-39.0%</b>
12-Month Avg	124	-2.4%	50	+1.5%

## Historical New Listings by Month

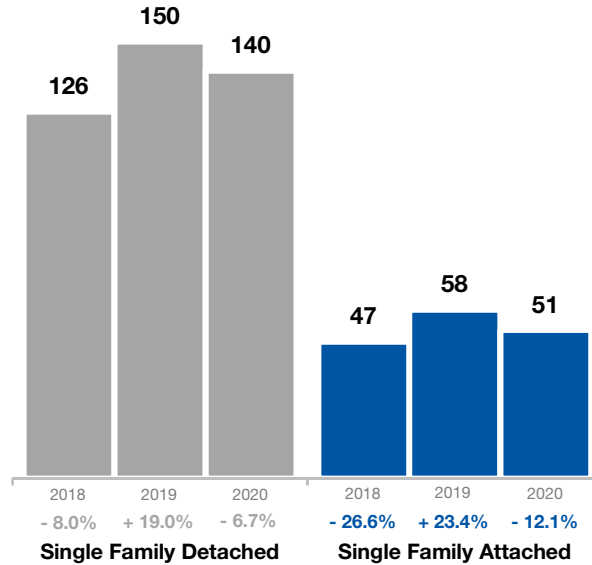


# Pending Sales

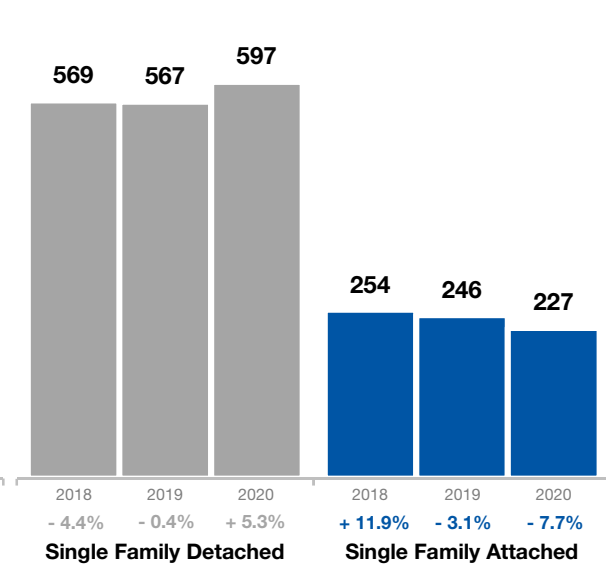
A count of the properties on which offers have been accepted in a given month.



## May

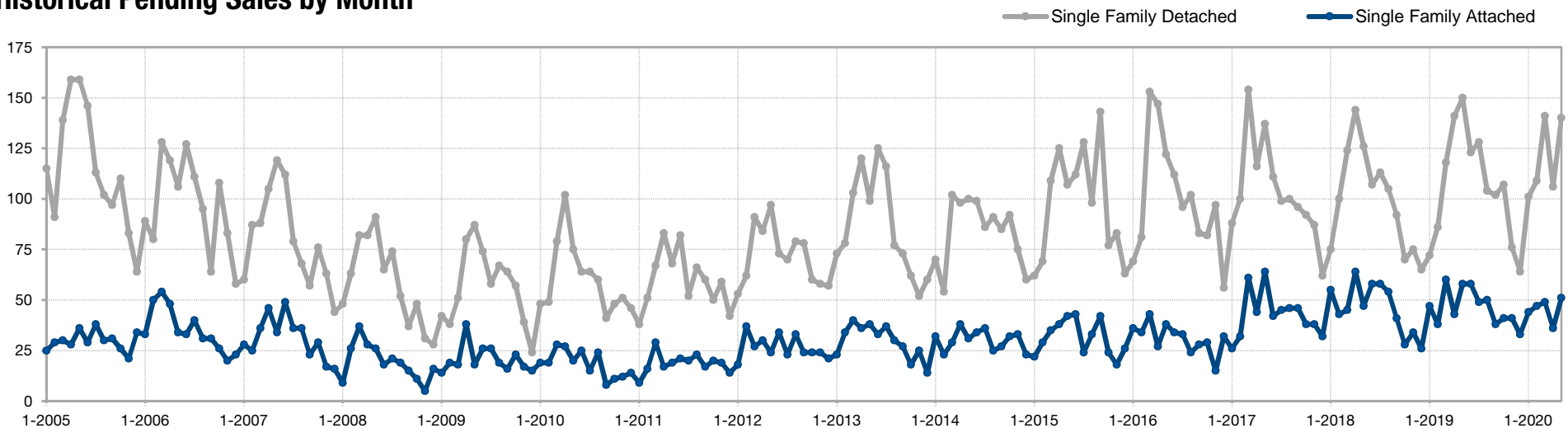


## Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2019	123	+15.0%	58	0.0%
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%	44	-6.4%
Feb-2020	109	+26.7%	47	+23.7%
Mar-2020	141	+19.5%	49	-18.3%
Apr-2020	106	-24.8%	36	-16.3%
<b>May-2020</b>	<b>140</b>	<b>-6.7%</b>	<b>51</b>	<b>-12.1%</b>
12-Month Avg	108	+9.0%	45	-1.5%

## Historical Pending Sales by Month

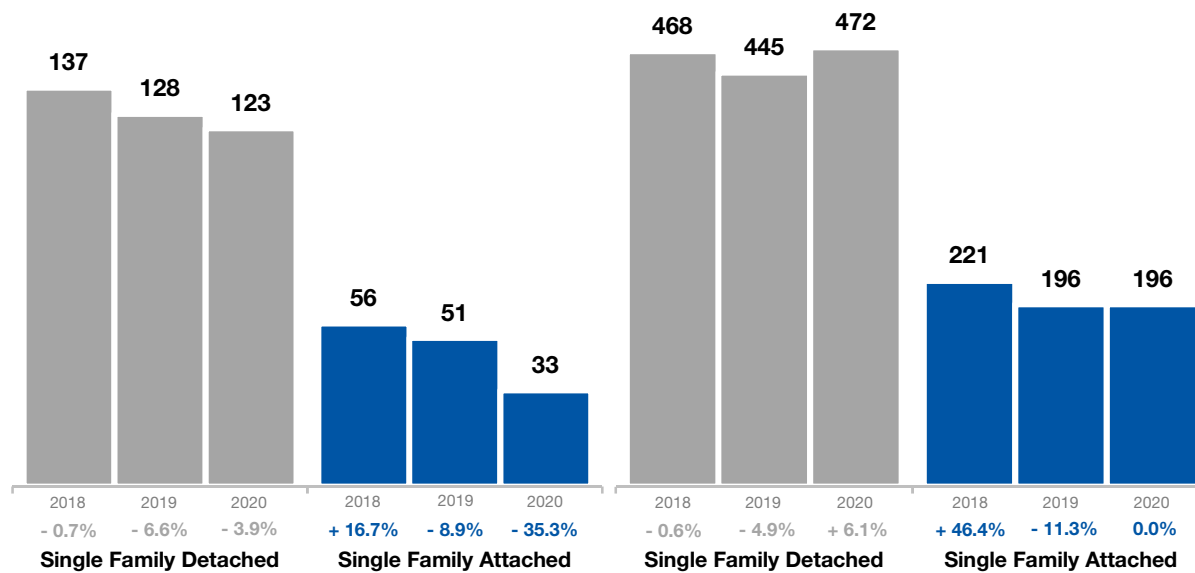


# Closed Sales

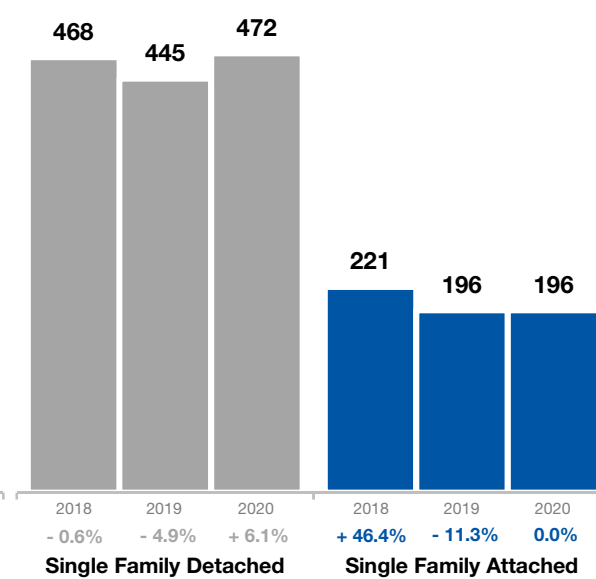
A count of the actual sales that closed in a given month.



## May

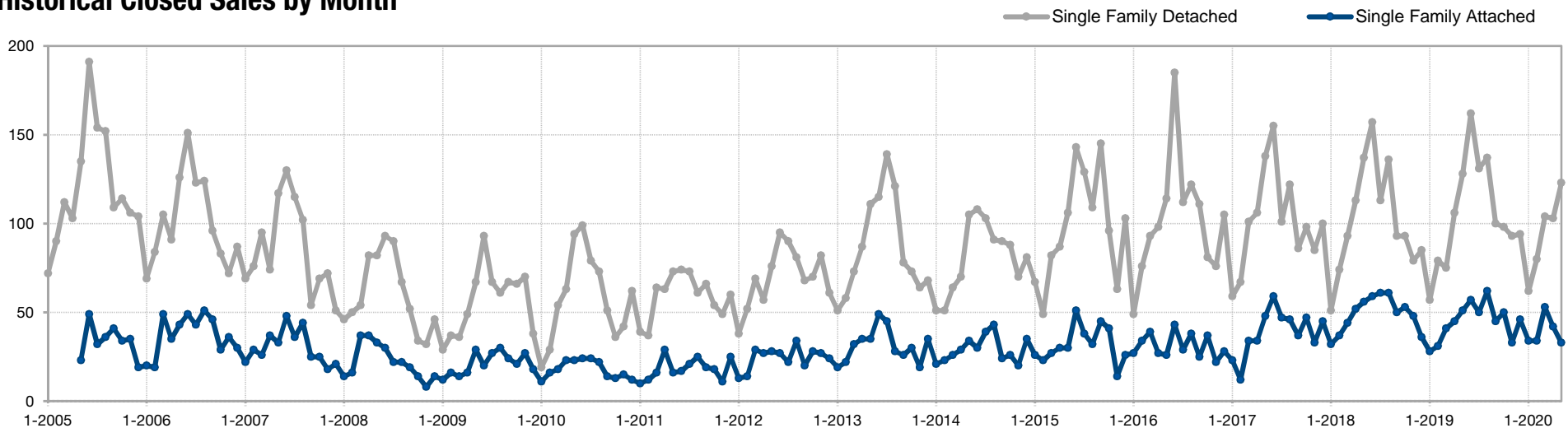


## Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	104	+38.7%	53	+29.3%
Apr-2020	103	-2.8%	42	-6.7%
<b>May-2020</b>	<b>123</b>	<b>-3.9%</b>	<b>33</b>	<b>-35.3%</b>
12-Month Avg	107	+7.2%	45	-4.4%

## Historical Closed Sales by Month

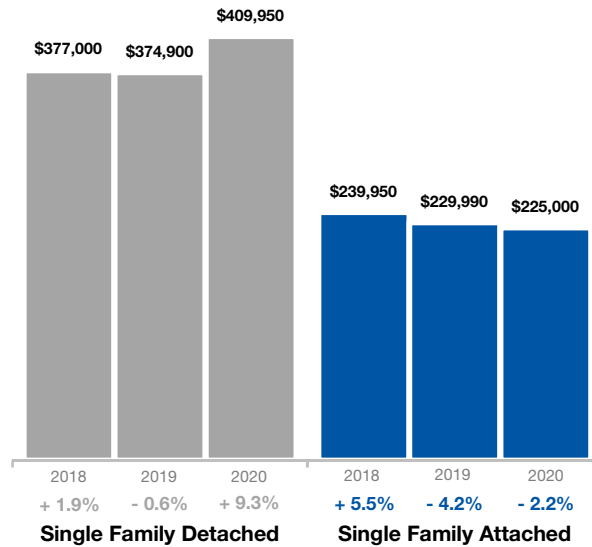


# Median List Price

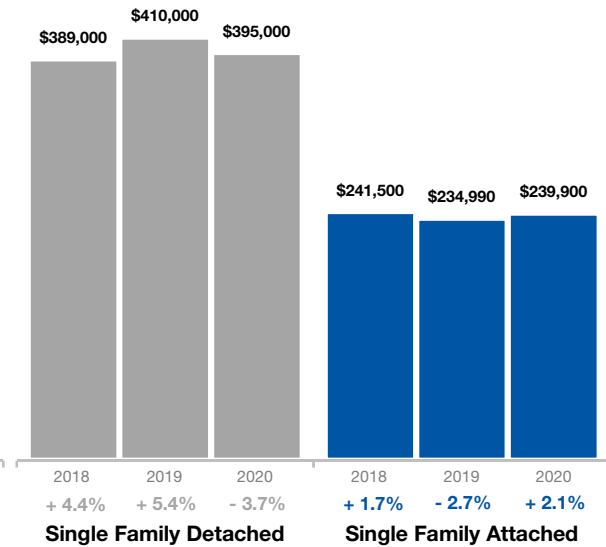
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



## May



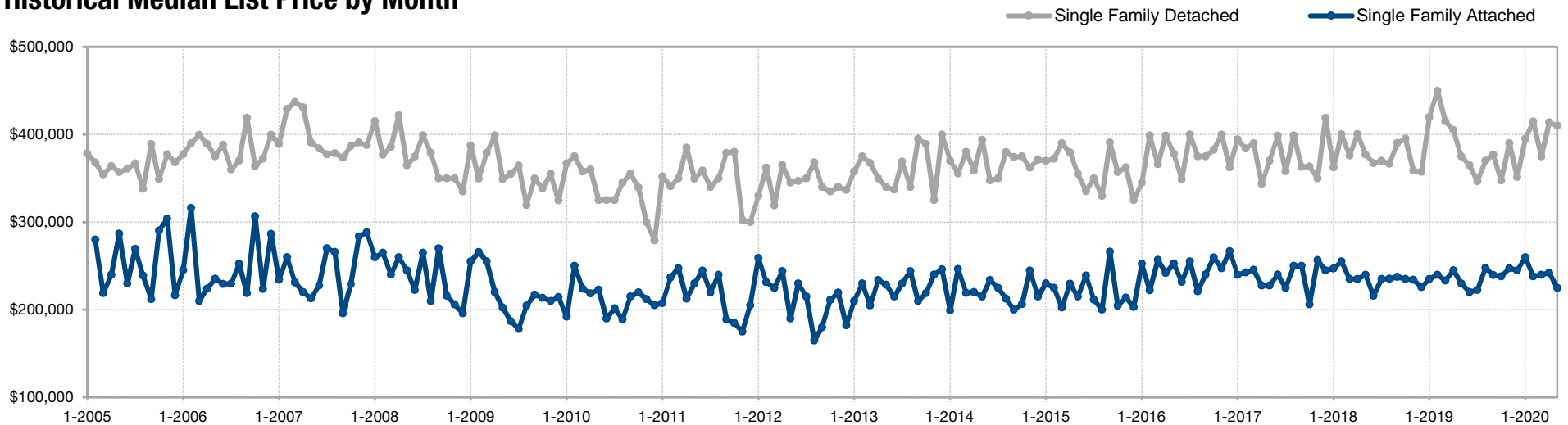
## Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	\$247,500	+5.2%
Sep-2019	\$377,000	-3.4%	\$239,463	+0.8%
Oct-2019	\$347,425	-12.0%	\$237,900	+1.2%
Nov-2019	\$389,900	+8.6%	\$247,438	+5.7%
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%	\$238,000	-0.8%
Mar-2020	\$375,000	-9.6%	\$239,900	+2.9%
Apr-2020	\$414,000	+2.2%	\$242,099	-1.2%
<b>May-2020</b>	<b>\$409,950</b>	<b>+9.3%</b>	<b>\$225,000</b>	<b>-2.2%</b>
12-Month Avg*	\$379,000	-2.8%	\$239,900	+2.5%

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

## Historical Median List Price by Month



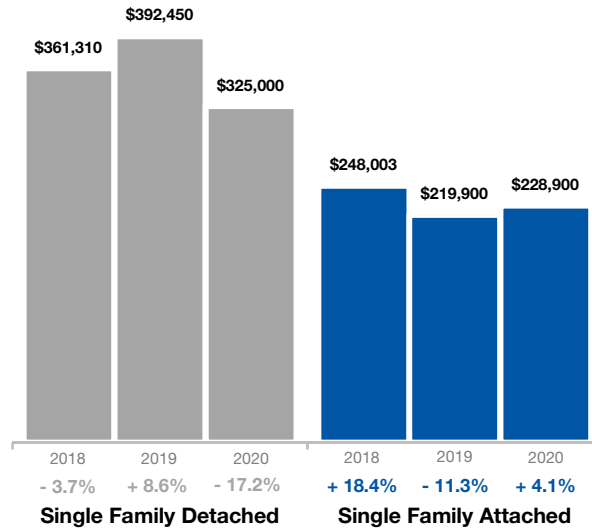


# Median Sales Price

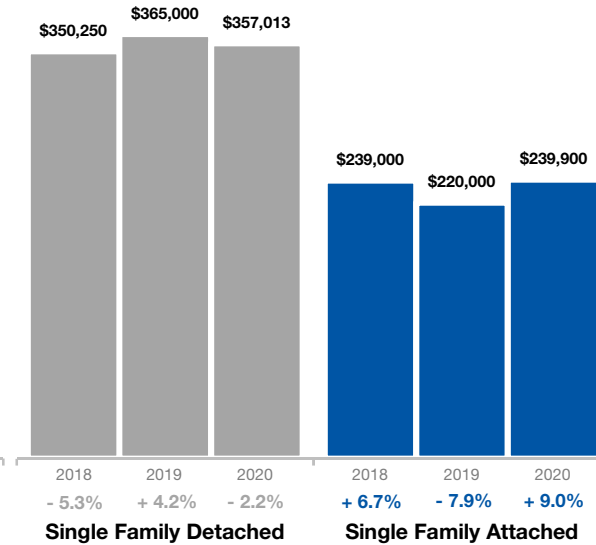
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## May



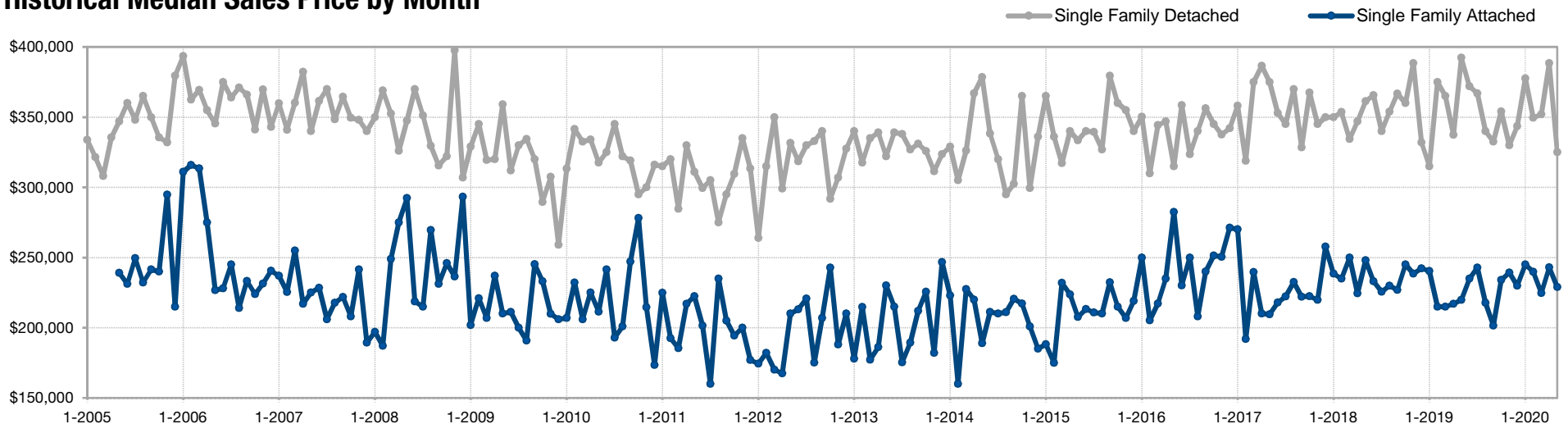
## Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	\$351,900	-3.6%	\$224,700	+4.5%
Apr-2020	\$388,500	+15.1%	\$242,975	+12.0%
<b>May-2020</b>	<b>\$325,000</b>	<b>-17.2%</b>	<b>\$228,900</b>	<b>+4.1%</b>
12-Month Avg*	\$350,000	-2.8%	\$233,965	+1.8%

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

## Historical Median Sales Price by Month



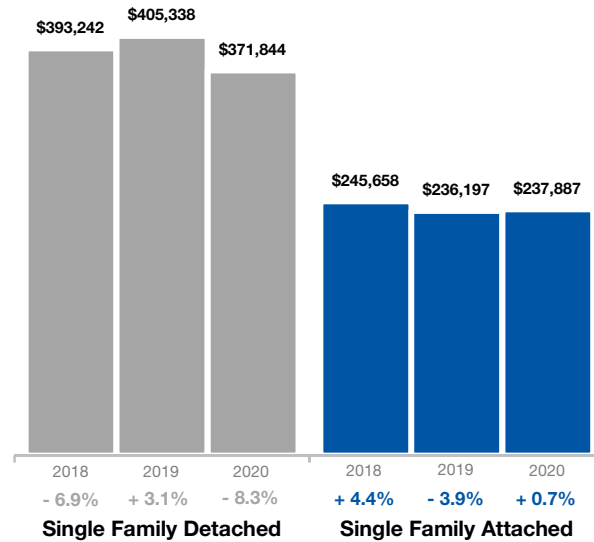


# Average Sales Price

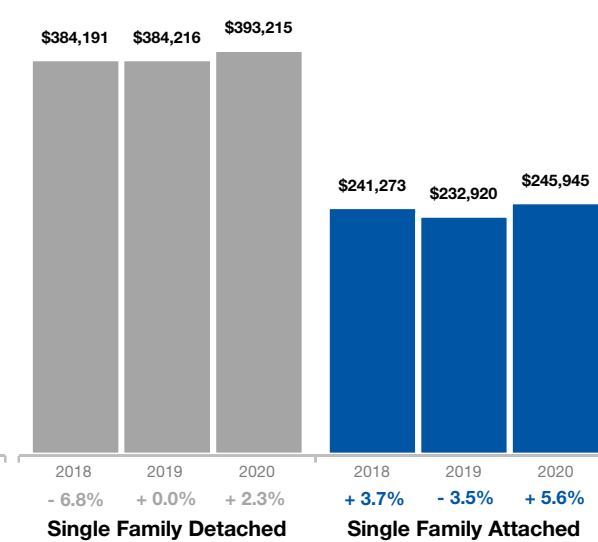
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May



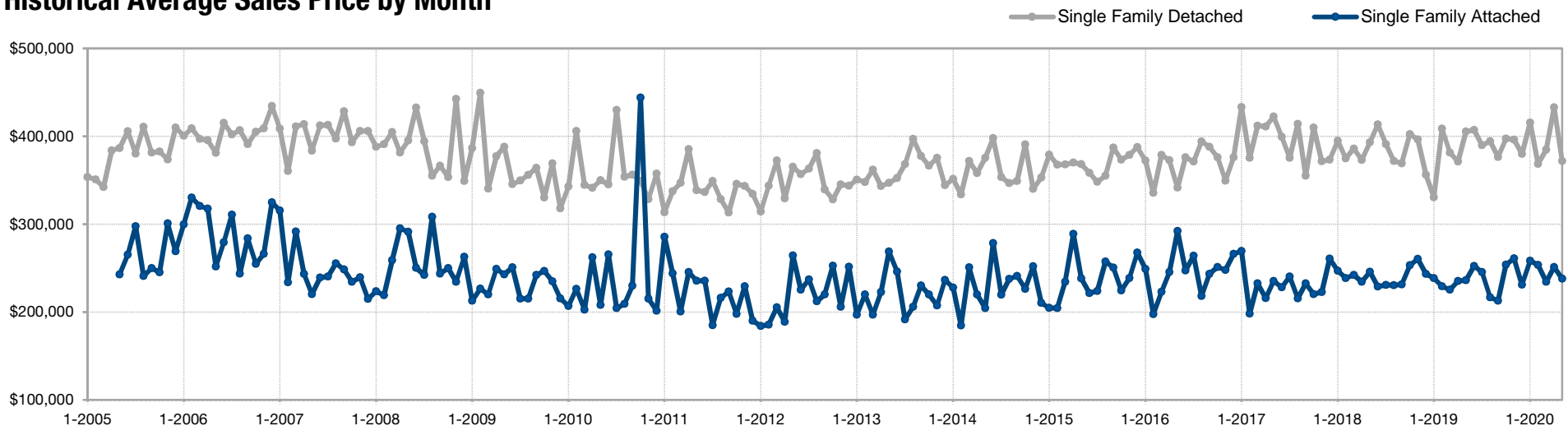
## Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	\$384,674	+0.8%	\$234,271	+4.0%
Apr-2020	\$433,039	+16.6%	\$250,982	+6.7%
<b>May-2020</b>	<b>\$371,844</b>	<b>-8.3%</b>	<b>\$237,887</b>	<b>+0.7%</b>
12-Month Avg*	\$393,001	+1.7%	\$240,798	+1.7%

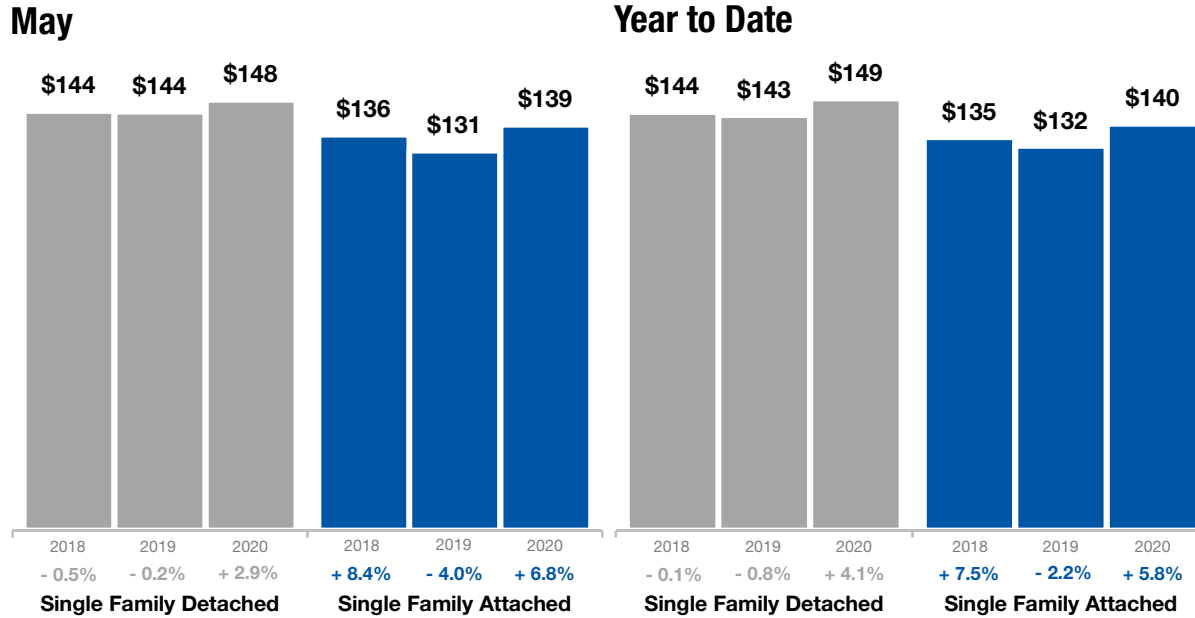
\* Avg. Sales Price for all properties from June 2019 through May 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



# Median Price Per Square Foot

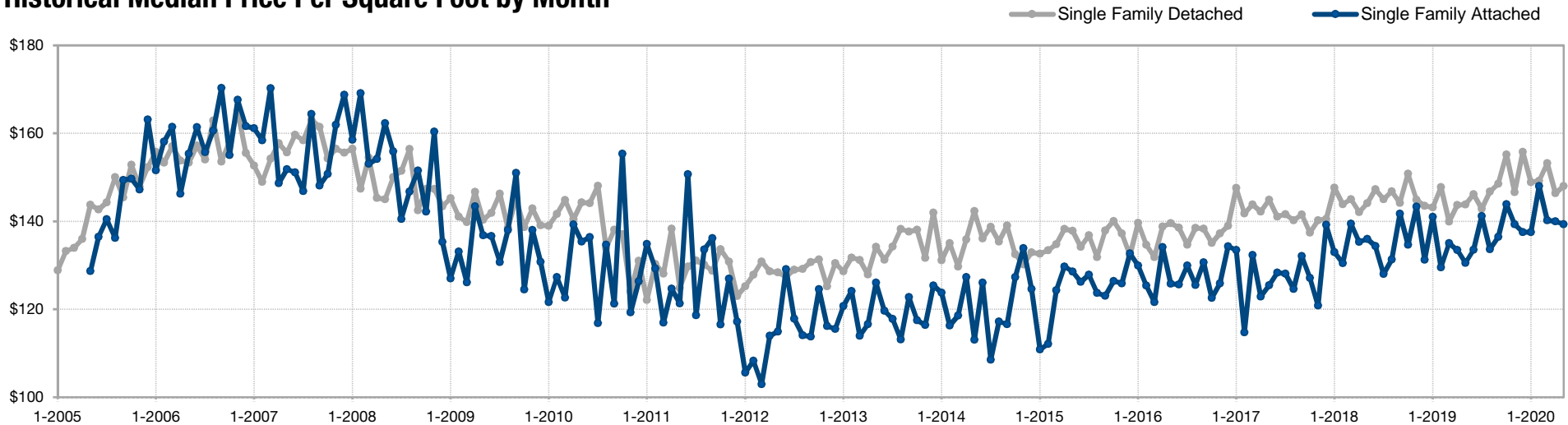
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	\$140	+3.9%
Apr-2020	\$146	+1.9%	\$140	+4.9%
<b>May-2020</b>	<b>\$148</b>	<b>+2.9%</b>	<b>\$139</b>	<b>+6.8%</b>
12-Month Avg*	\$148	+2.4%	\$139	+4.4%

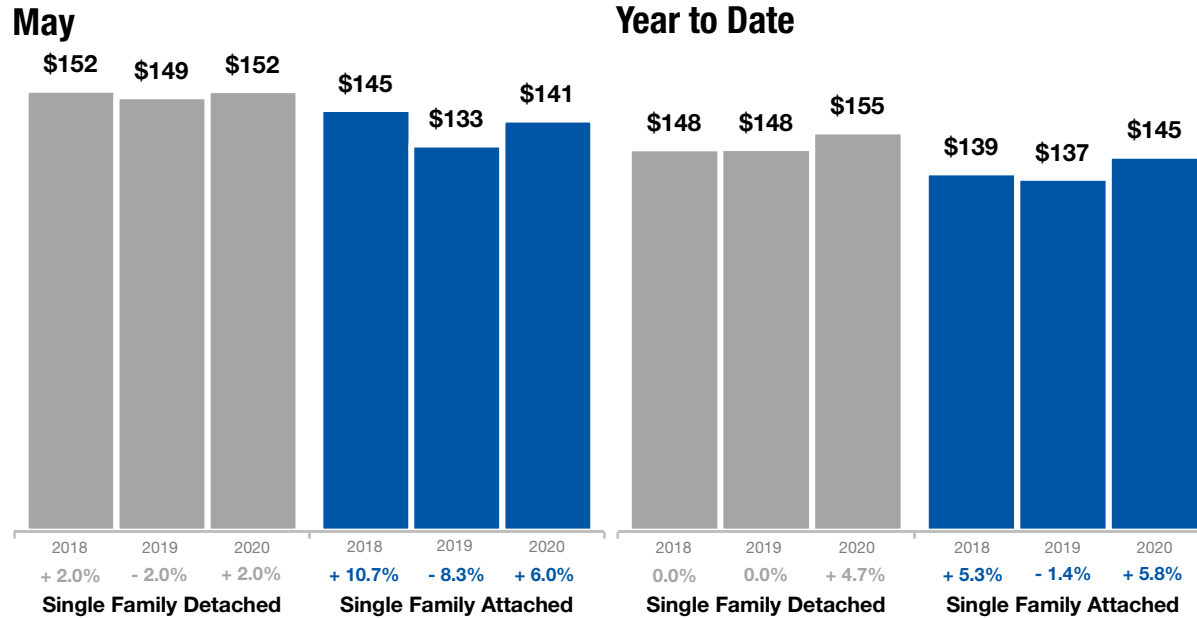
\* Median Price Per Sq Ft for all properties from June 2019 through May 2020. This is not the average of the individual figures above.

## Historical Median Price Per Square Foot by Month



# Average Price Per Square Foot

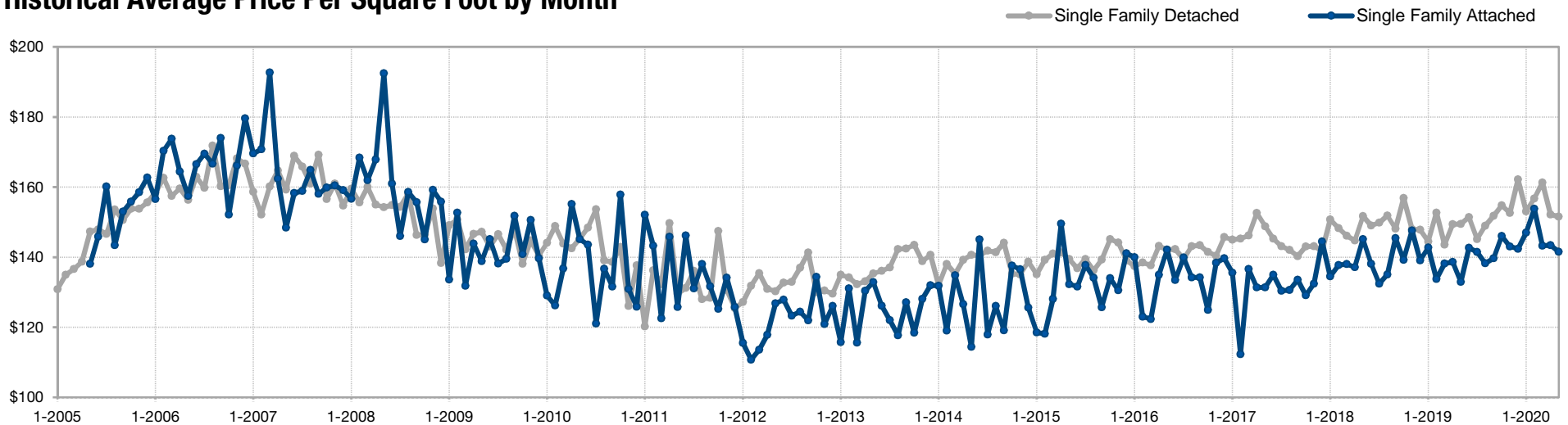
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	\$161	+11.8%	\$143	+3.6%
Apr-2020	\$152	+2.0%	\$143	+2.9%
<b>May-2020</b>	<b>\$152</b>	<b>+2.0%</b>	<b>\$141</b>	<b>+6.0%</b>
12-Month Avg*	\$153	+2.3%	\$143	+3.5%

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

## Historical Average Price Per Square Foot by Month

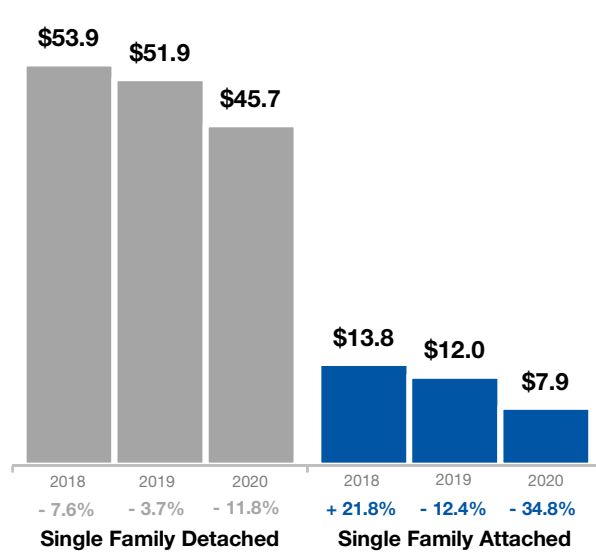


# Dollar Volume of Closed Sales (in millions)

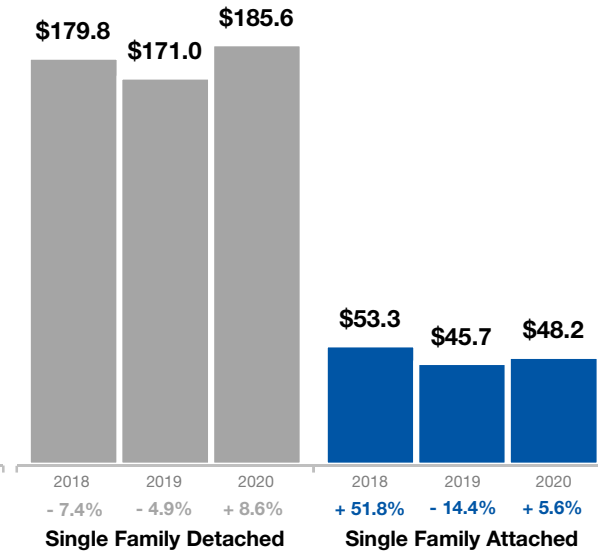
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



## May



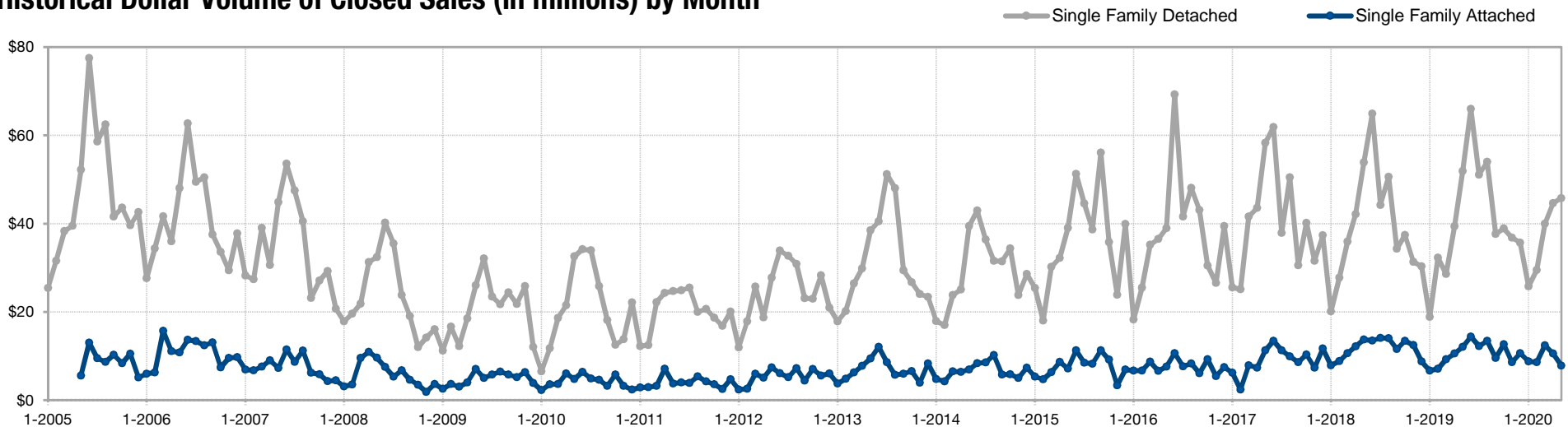
## Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	\$40.0	+39.8%	\$12.4	+34.4%
Apr-2020	\$44.6	+13.3%	\$10.5	-0.4%
<b>May-2020</b>	<b>\$45.7</b>	<b>-11.8%</b>	<b>\$7.9</b>	<b>-34.8%</b>
12-Month Avg*	\$42.1	+9.0%	\$10.8	-2.8%

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

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



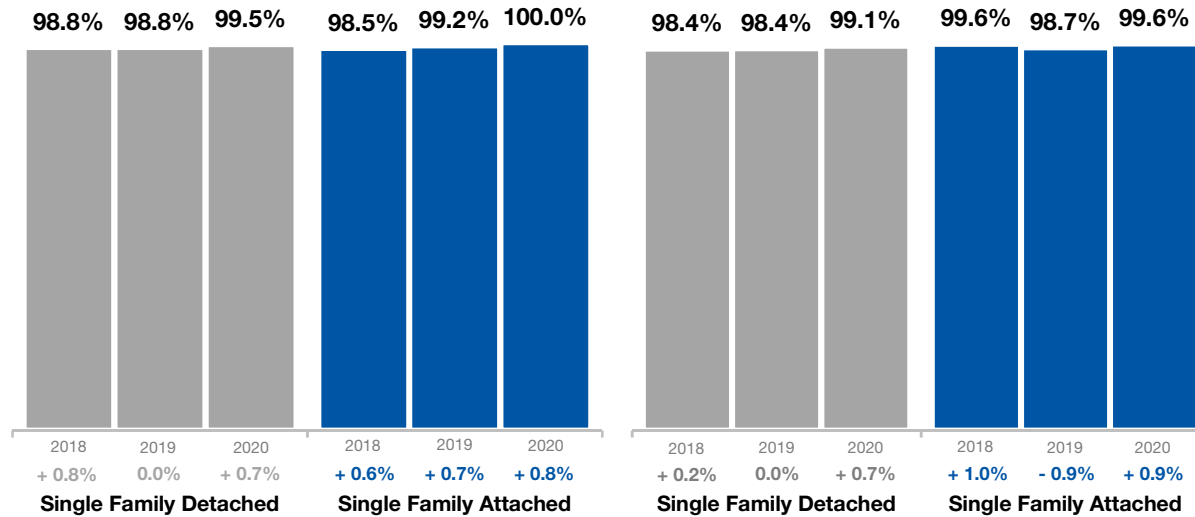
# Median Percent of List Price to Sale Price



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.

## May

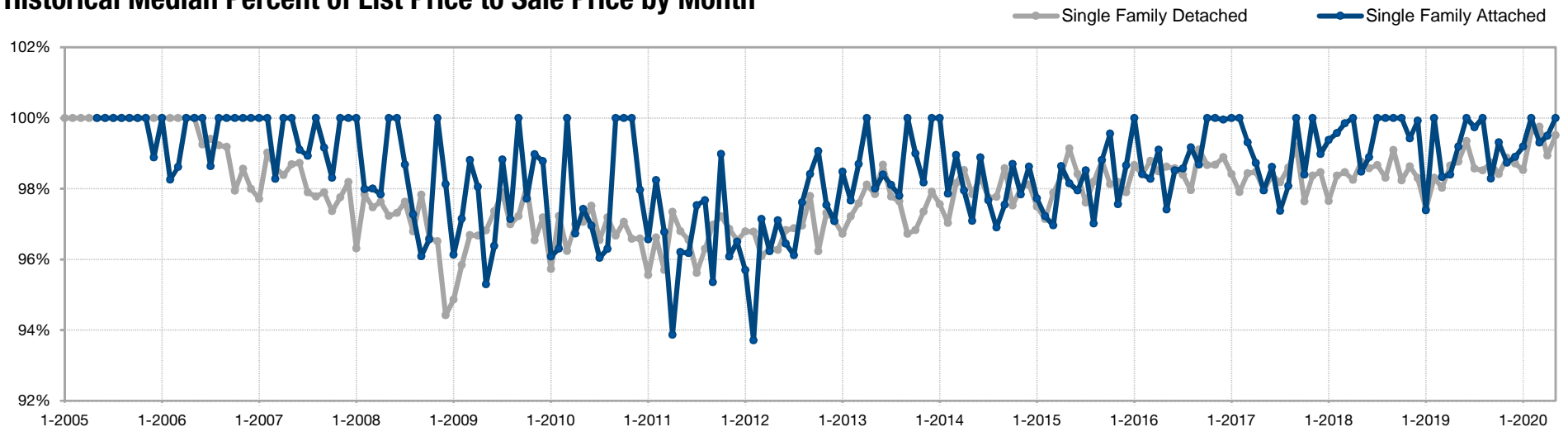
## Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	99.7%	+1.7%	99.3%	+1.0%
Apr-2020	98.9%	+0.3%	99.5%	+1.1%
<b>May-2020</b>	<b>99.5%</b>	<b>+0.7%</b>	<b>100.0%</b>	<b>+0.8%</b>
12-Month Avg*	98.9%	+0.4%	99.3%	-0.2%

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

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

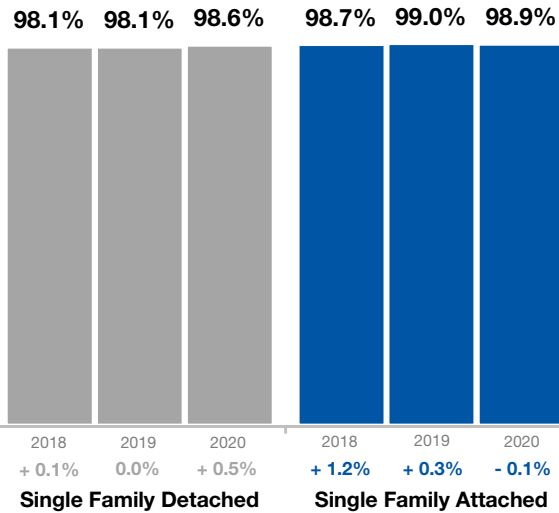


# Average Percent of List Price to Sale Price

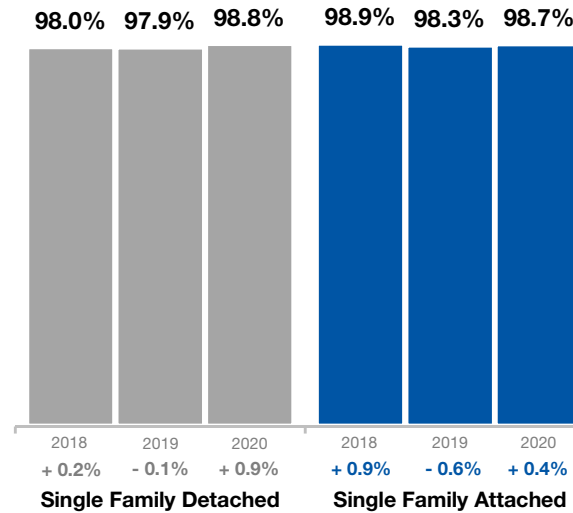
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## May



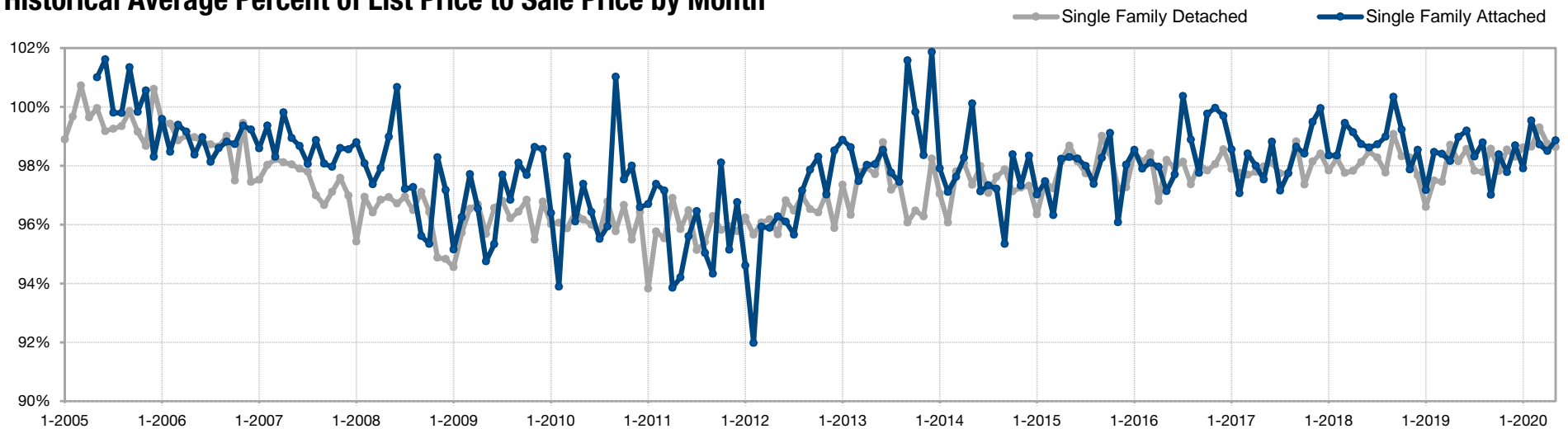
## Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	99.3%	+1.8%	98.7%	+0.3%
Apr-2020	98.7%	0.0%	98.5%	+0.3%
<b>May-2020</b>	<b>98.6%</b>	<b>+0.5%</b>	<b>98.9%</b>	<b>-0.1%</b>
12-Month Avg*	98.4%	+0.3%	98.5%	-0.2%

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

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



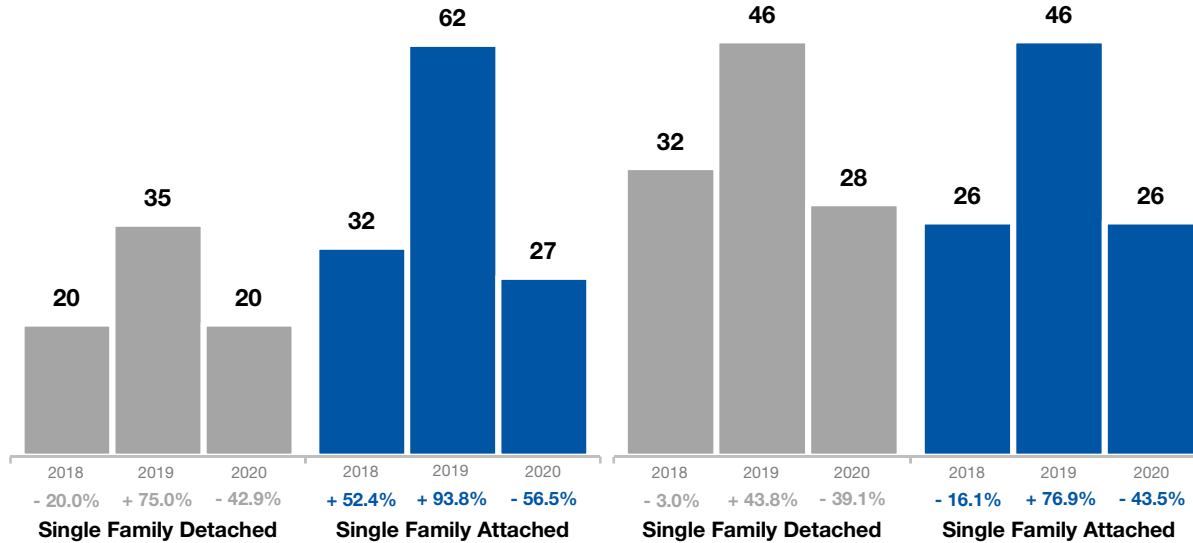
# Median Days on Market Until Sale

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



## May

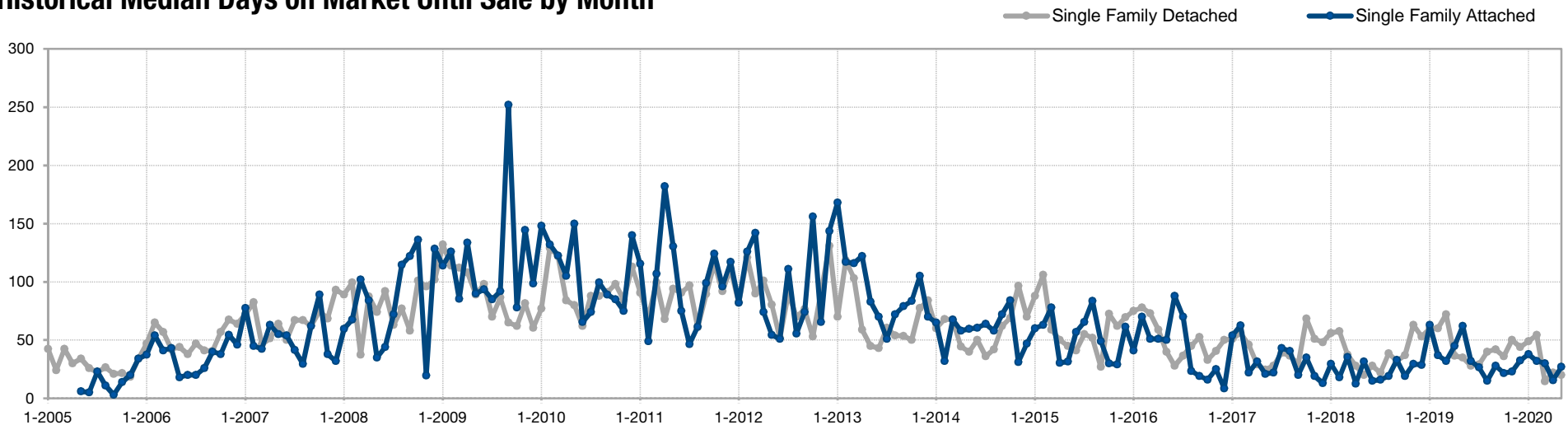
## Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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	15	-79.2%	30	-6.3%
Apr-2020	22	-40.5%	16	-64.4%
<b>May-2020</b>	<b>20</b>	<b>-42.9%</b>	<b>27</b>	<b>-56.5%</b>
12-Month Avg*	35	-7.9%	26	-10.3%

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

## Historical Median Days on Market Until Sale by Month





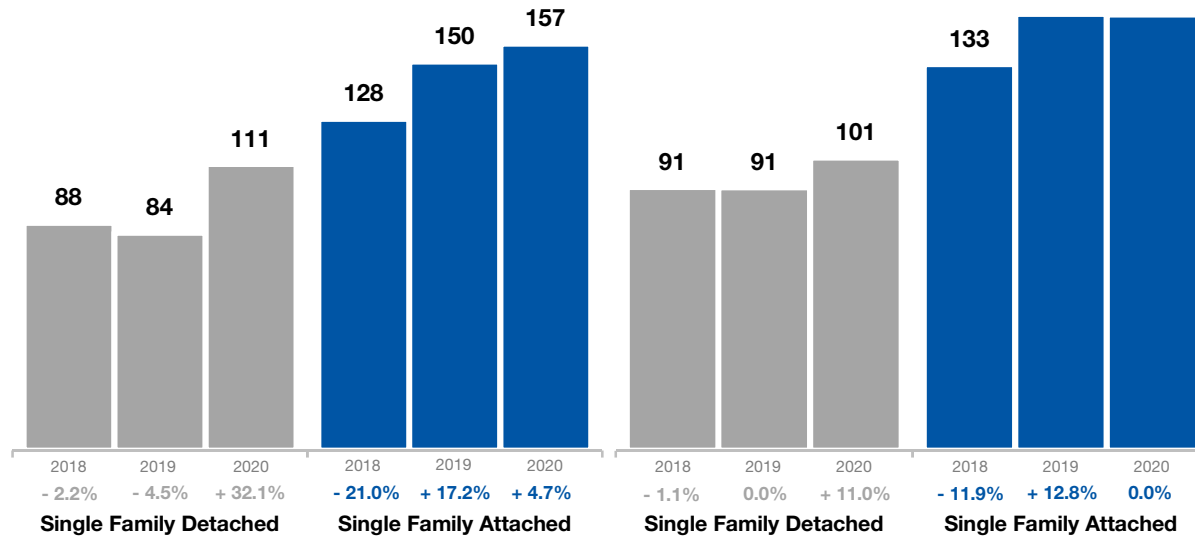
# Housing Affordability Index



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.

## May

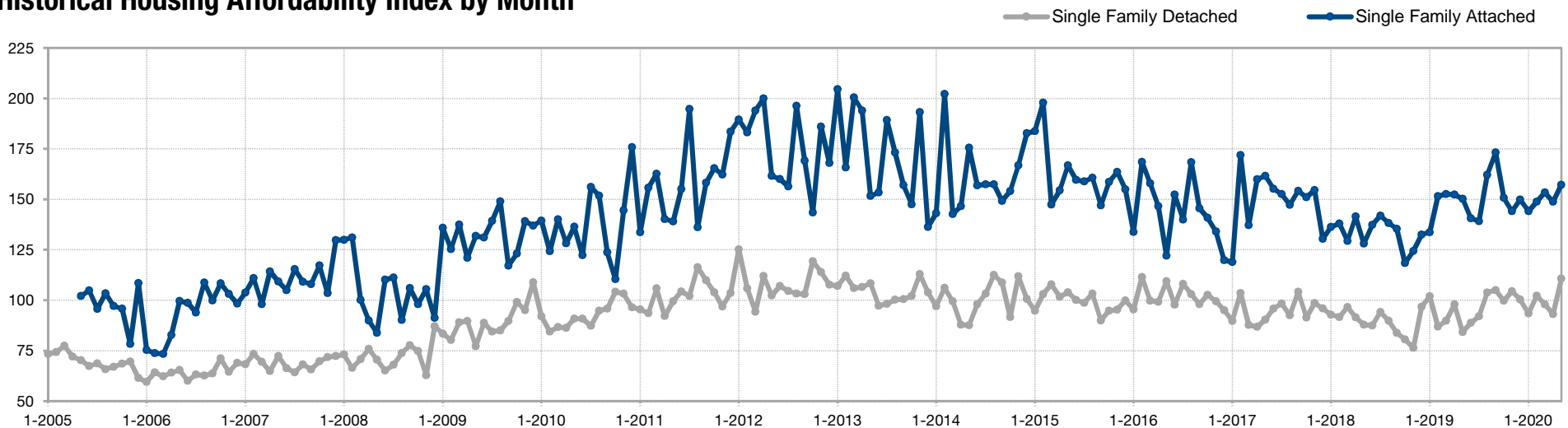
## Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
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%	153	0.0%
Apr-2020	93	-5.1%	149	-2.0%
<b>May-2020</b>	<b>111</b>	<b>+32.1%</b>	<b>157</b>	<b>+4.7%</b>
12-Month Avg*	99	+24.5%	89	+12.9%

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

## Historical Housing Affordability Index by Month

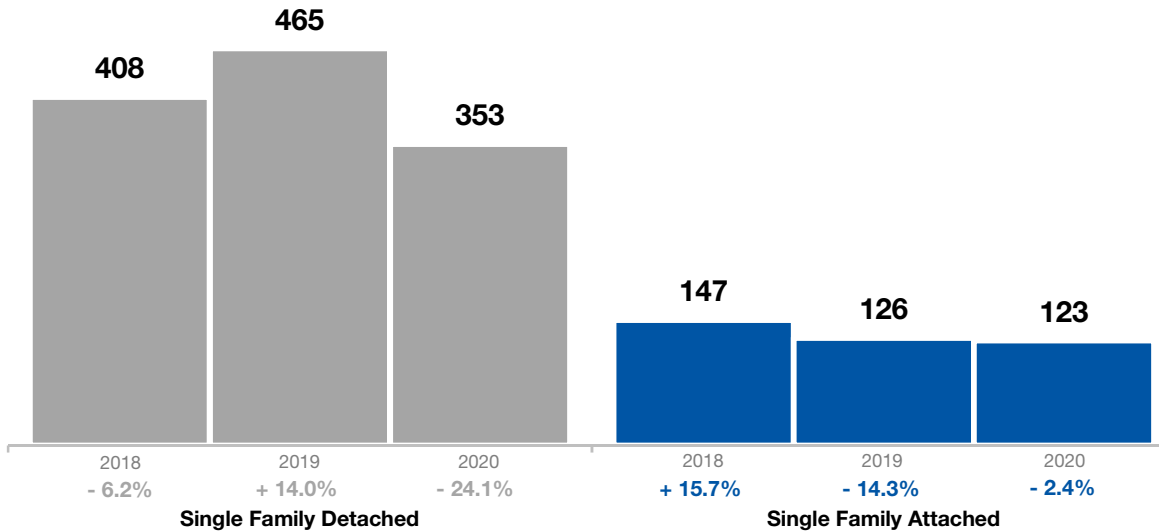


# End of Month Inventory

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



## May



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2019	464	+11.3%	108	-25.5%
Jul-2019	442	+4.7%	110	-18.5%
Aug-2019	463	+10.2%	109	-15.5%
Sep-2019	453	+15.0%	113	-11.7%
Oct-2019	416	+1.5%	117	-14.6%
Nov-2019	395	+0.3%	116	-10.1%
Dec-2019	349	-1.1%	111	-4.3%
Jan-2020	371	+2.5%	114	-16.2%
Feb-2020	399	+1.0%	128	-3.8%
Mar-2020	386	-6.5%	125	+2.5%
Apr-2020	376	-13.8%	133	+15.7%
<b>May-2020</b>	<b>353</b>	<b>-24.1%</b>	<b>123</b>	<b>-2.4%</b>
12-Month Avg	406	-0.3%	117	-9.3%

## Historical End of Month Inventory by Month

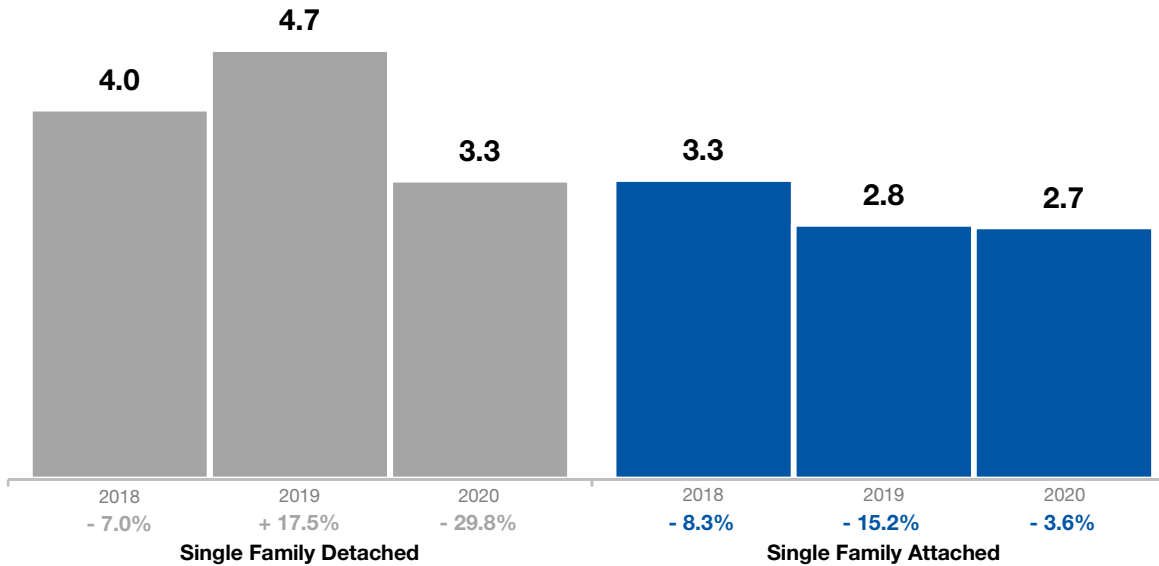


# Months Supply of Inventory

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.



May



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Jun-2019	4.6	+12.2%	2.4	-22.6%
Jul-2019	4.3	+4.9%	2.5	-10.7%
Aug-2019	4.5	+9.8%	2.5	-7.4%
Sep-2019	4.4	+12.8%	2.6	-3.7%
Oct-2019	3.9	-4.9%	2.6	-10.3%
Nov-2019	3.7	-7.5%	2.5	-10.7%
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	-10.0%
Mar-2020	3.4	-19.0%	2.7	+3.8%
Apr-2020	3.4	-24.4%	2.9	+11.5%
<b>May-2020</b>	<b>3.3</b>	<b>-29.8%</b>	<b>2.7</b>	<b>-3.6%</b>
12-Month Avg*	3.8	-5.8%	2.6	-7.4%

\* Months Supply for all properties from June 2019 through May 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				5-2019	5-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
	5-2017	5-2018	5-2019	5-2020						
New Listings					272	192	- 29.4%	1,060	977	- 7.8%
Pending Sales					208	191	- 8.2%	813	824	+ 1.4%
Closed Sales					179	156	- 12.8%	641	668	+ 4.2%
Median List Price					\$325,000	\$352,000	+ 8.3%	\$350,000	\$350,000	0.0%
Median Sales Price					\$340,000	\$313,500	- 7.8%	\$310,000	\$320,000	+ 3.2%
Avg. Sales Price					\$357,147	\$343,507	- 3.8%	\$337,954	\$350,004	+ 3.6%
Median Price Per Sq Ft					\$139	\$144	+ 3.6%	\$138	\$137	- 0.7%
Average Price Per Sq Ft					\$145	\$149	+ 2.8%	\$145	\$152	+ 4.8%
\$ Volume of Closed Sales (in millions)					\$63.9	\$53.6	- 16.1%	\$216.6	\$233.8	+ 7.9%
Median Pct of List Price to Sale Price					98.8%	100.0%	+ 1.2%	98.5%	99.3%	+ 0.8%
Avg Pct of List Price to Sale Price					98.4%	98.7%	+ 0.3%	98.0%	98.8%	+ 0.8%
Median Days on Market					36	24	- 33.3%	46	27	- 41.3%
Affordability Index					97	115	+ 18.6%	107	112	+ 4.7%
End of Month Inventory					591	476	- 19.5%	--	--	--
Months Supply					4.1	3.1	- 24.4%	--	--	--

# 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		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
<b>James City County</b>	216	172	<b>-20.4%</b>	146	128	<b>-12.3%</b>	\$ 346,226	\$ 321,450	<b>-7.2%</b>	476	389	<b>-18.3%</b>	4.1	3.2	<b>-22.0%</b>
<b>City of Williamsburg</b>	23	9	<b>-60.9%</b>	18	10	<b>-44.4%</b>	\$280,000	\$271,500	<b>-3.0%</b>	52	47	<b>-9.6%</b>	3.9	3.4	<b>-12.8%</b>
<b>York County</b>	58	40	<b>-31.0%</b>	33	22	<b>-33.3%</b>	\$315,000	\$304,500	<b>-3.3%</b>	114	81	<b>-28.9%</b>	4.2	2.5	<b>-40.5%</b>
<b>New Kent County</b>	19	25	<b>+31.6%</b>	13	14	<b>+7.7%</b>	\$279,950	\$308,975	<b>+10.4%</b>	52	43	<b>-17.3%</b>	5.8	3.8	<b>-34.5%</b>
<b>Charles City County</b>	3	0	<b>-100.0%</b>	1	0	<b>-100.0%</b>	\$167,900	\$0	<b>-100.0%</b>	9	5	<b>-44.4%</b>	5.0	2.7	<b>-46.0%</b>
<b>Newport News</b>	23	59	<b>+156.5%</b>	19	28	<b>+47.4%</b>	\$162,500	\$202,000	<b>+24.3%</b>	38	62	<b>+63.2%</b>	2.5	3.4	<b>+36.0%</b>
<b>Hampton</b>	7	29	<b>+314.3%</b>	8	16	<b>+100.0%</b>	\$200,000	\$200,000	<b>0.0%</b>	14	22	<b>+57.1%</b>	2.9	2.5	<b>-13.8%</b>
<b>Surry</b>	1	2	<b>+100.0%</b>	2	0	<b>-100.0%</b>	\$200,000	\$0	<b>-100.0%</b>	3	3	<b>0.0%</b>	1.8	2.4	<b>+33.3%</b>
<b>Gloucester</b>	15	4	<b>-73.3%</b>	9	10	<b>+11.1%</b>	\$219,000	\$268,450	<b>+22.6%</b>	35	17	<b>-51.4%</b>	3.3	1.9	<b>-42.4%</b>
<b>Richmond</b>	0	0	<b>--</b>	0	0	<b>--</b>	\$0	\$0	<b>--</b>	0	0	<b>--</b>	0.0	0.0	<b>--</b>
<b>23185</b>	130	77	<b>-40.8%</b>	67	54	<b>-19.4%</b>	\$342,500	\$315,000	<b>-8.0%</b>	273	198	<b>-27.5%</b>	4.1	2.9	<b>-29.3%</b>
<b>23188</b>	126	98	<b>-22.2%</b>	98	89	<b>-9.2%</b>	\$342,500	\$300,000	<b>-12.4%</b>	282	239	<b>-15.2%</b>	4.1	3.2	<b>-22.0%</b>
<b>23168</b>	16	17	<b>+6.3%</b>	14	13	<b>-7.1%</b>	\$307,500	\$337,000	<b>+9.6%</b>	36	39	<b>+8.3%</b>	3.8	3.3	<b>-13.2%</b>
<b>23168, 23185 &amp; 23188</b>	272	192	<b>-29.4%</b>	179	156	<b>-12.8%</b>	\$340,000	\$313,500	<b>-7.8%</b>	591	476	<b>-19.5%</b>	4.1	3.1	<b>-24.4%</b>