

Monthly Indicators



November 2019

In November, the Federal Reserve reduced its benchmark rate for the third time this year. This action was widely anticipated by the market. Mortgage rates have remained steady this month and are still down more than 1 percent from last year at this time. Residential new construction activity continues to rise nationally. The U.S. Commerce Department reports that new housing permits rose 5% in October to a new 12-year high of 1.46 million units.

When comparing 2019 to 2018 statistics, New Listings increased 7.0 percent for single-family detached homes and 48.5 percent for single-family attached homes. Pending Sales decreased 1.3 percent for single-family detached homes but increased 17.6 percent for single-family attached properties.

Median List Price was up 11.0 percent for single-family detached homes and 4.7 percent for single-family attached properties. Months Supply of Inventory remained flat for single-family detached homes but decreased 3.6 percent for single-family attached properties.

While many economic signs are quite strong, total household debt has been rising for twenty-one consecutive quarters and is now \$1.3 trillion higher than the previous peak of \$12.68 trillion in 2008. While delinquency rates remain low across most debt types (including mortgages), higher consumer debt loads can limit future household spending capability and increase risk if the economy slows down.

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

- 15.0%

One-Year Change in
Single Family Detached
Median Sales Price

- 1.7%

One-Year Change in
Single Family Attached
Median Sales Price

- 9.5%

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				11-2018	11-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	11-2016	11-2017	11-2018	11-2019						
New Listings					86	92	+ 7.0%	1,467	1,544	+ 5.2%
Pending Sales					75	74	- 1.3%	1,131	1,204	+ 6.5%
Closed Sales					79	92	+ 16.5%	1,139	1,164	+ 2.2%
Median List Price					\$358,950	\$398,450	+ 11.0%	\$385,000	\$389,000	+ 1.0%
Median Sales Price					\$388,450	\$330,000	- 15.0%	\$357,000	\$355,000	- 0.6%
Avg. Sales Price					\$396,392	\$396,965	+ 0.1%	\$388,555	\$390,727	+ 0.6%
Median Price Per Sq Ft					\$145	\$147	+ 1.4%	\$145	\$145	+ 0.0%
Average Price Per Sq Ft					\$148	\$153	+ 3.4%	\$150	\$150	0.0%
\$ Volume of Closed Sales (in millions)					\$31.3	\$36.5	+ 16.6%	\$442.6	\$454.8	+ 2.8%
Median Pct of List Price to Sale Price					98.6%	98.8%	+ 0.2%	98.5%	98.6%	+ 0.1%
Avg Pct of List Price to Sale Price					98.3%	98.5%	+ 0.2%	98.2%	98.1%	- 0.1%
Median Days on Market					63	51	- 19.0%	33	40	+ 21.2%
Affordability Index					76	104	+ 36.8%	83	97	+ 16.9%
End of Month Inventory					394	425	+ 7.9%	--	--	--
Months Supply					4.0	4.0	0.0%	--	--	--

Single Family Attached Market Overview

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



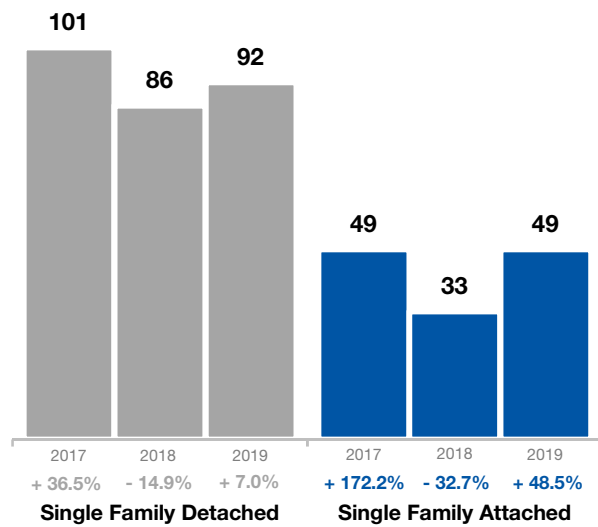
Key Metrics	Historical Sparkbars				11-2018	11-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	11-2016	11-2017	11-2018	11-2019						
New Listings					33	49	+ 48.5%	600	594	- 1.0%
Pending Sales					34	40	+ 17.6%	527	528	+ 0.2%
Closed Sales					48	32	- 33.3%	553	492	- 11.0%
Median List Price					\$234,000	\$244,990	+ 4.7%	\$238,245	\$237,950	- 0.1%
Median Sales Price					\$238,578	\$234,598	- 1.7%	\$235,000	\$224,950	- 4.3%
Avg. Sales Price					\$260,531	\$261,150	+ 0.2%	\$239,462	\$236,485	- 1.2%
Median Price Per Sq Ft					\$143	\$139	- 3.3%	\$134	\$135	+ 0.5%
Average Price Per Sq Ft					\$148	\$142	- 4.1%	\$139	\$140	+ 0.7%
\$ Volume of Closed Sales (in millions)					\$12.5	\$8.4	- 33.2%	\$132.4	\$116.4	- 12.1%
Median Pct of List Price to Sale Price					99.4%	98.7%	- 0.7%	99.8%	99.1%	- 0.7%
Avg Pct of List Price to Sale Price					97.9%	97.7%	- 0.2%	98.9%	98.3%	- 0.6%
Median Days on Market					30	22	- 26.7%	23	32	+ 39.1%
Affordability Index					124	147	+ 18.5%	126	153	+ 21.4%
End of Month Inventory					131	126	- 3.8%	--	--	--
Months Supply					2.8	2.7	- 3.6%	--	--	--

New Listings

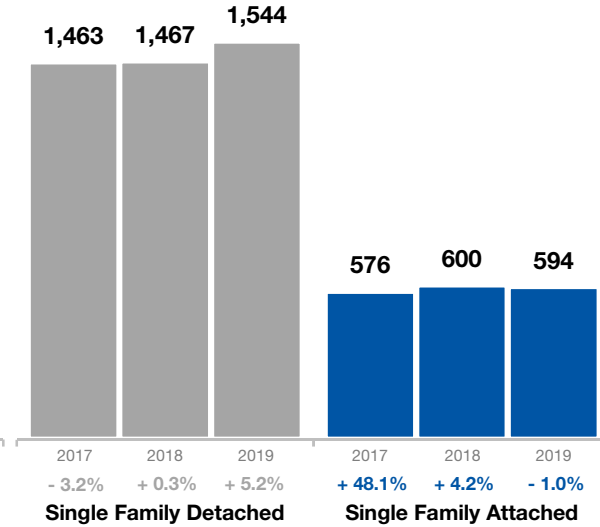
A count of the properties that have been newly listed on the market in a given month.



November

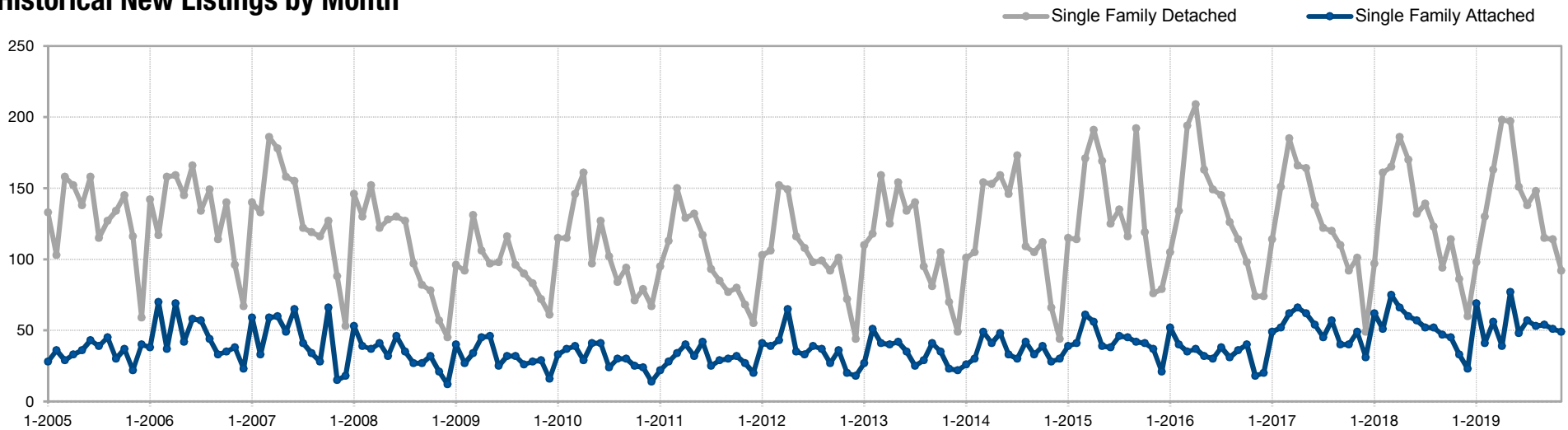


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	60	+22.4%	23	-25.8%
Jan-2019	98	+1.0%	69	+11.3%
Feb-2019	130	-19.3%	41	-19.6%
Mar-2019	163	-1.2%	56	-25.3%
Apr-2019	198	+6.5%	39	-40.9%
May-2019	197	+15.9%	77	+28.3%
Jun-2019	151	+14.4%	48	-15.8%
Jul-2019	138	-0.7%	57	+9.6%
Aug-2019	148	+20.3%	53	+1.9%
Sep-2019	115	+22.3%	54	+14.9%
Oct-2019	114	0.0%	51	+13.3%
Nov-2019	92	+7.0%	49	+48.5%
12-Month Avg	134	+5.8%	51	-2.2%

Historical New Listings by Month

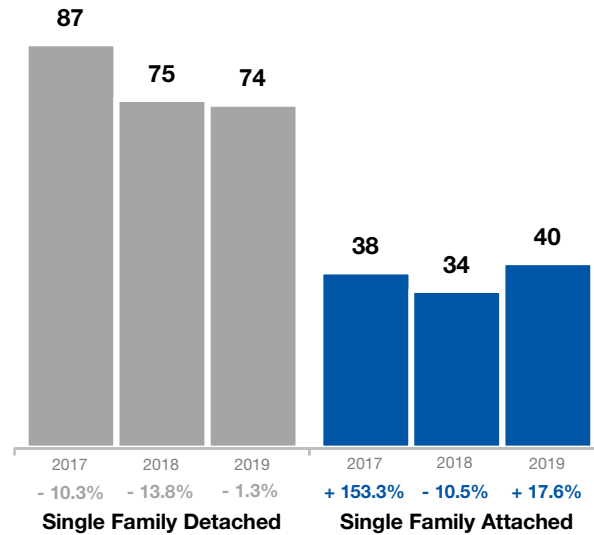


Pending Sales

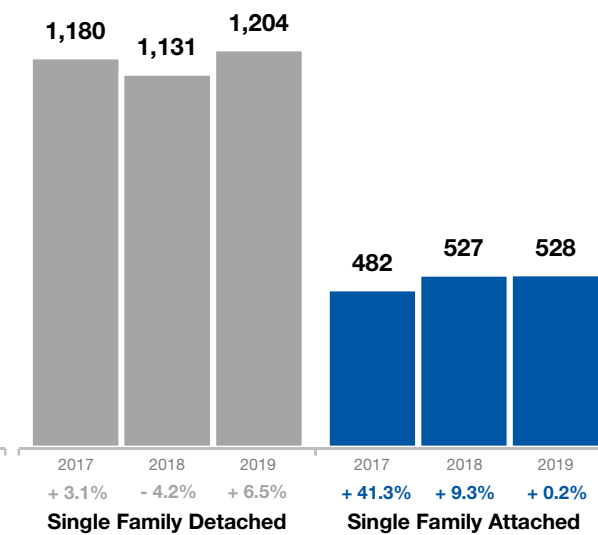
A count of the properties on which offers have been accepted in a given month.



November

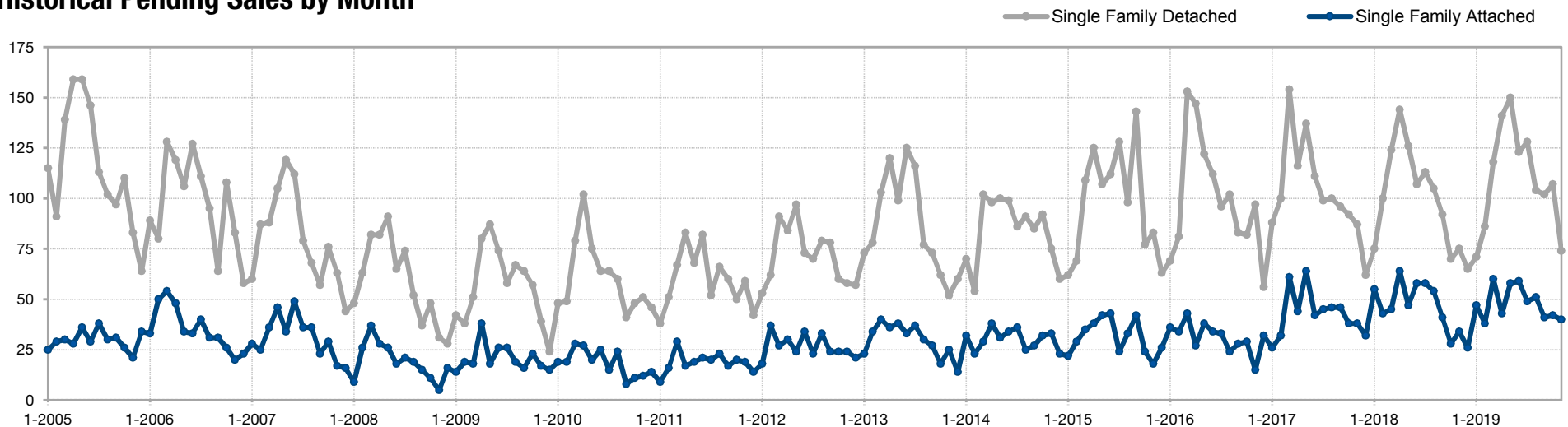


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	65	+4.8%	26	-18.8%
Jan-2019	71	-5.3%	47	-14.5%
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%	51	-5.6%
Sep-2019	102	+10.9%	41	0.0%
Oct-2019	107	+52.9%	42	+50.0%
Nov-2019	74	-1.3%	40	+17.6%
12-Month Avg	106	+6.4%	46	-0.9%

Historical Pending Sales by Month

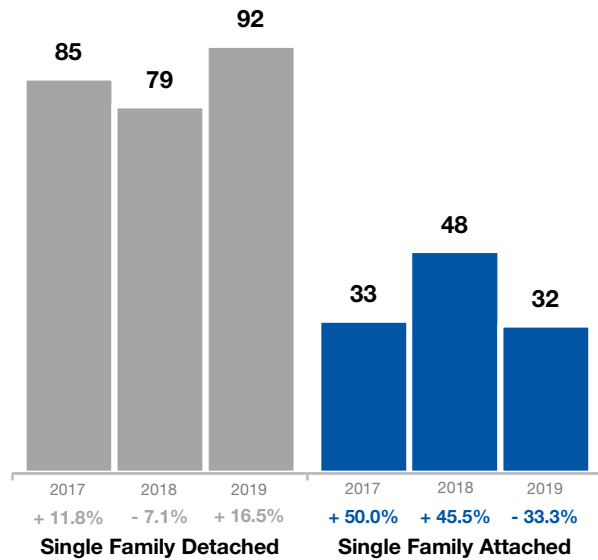


Closed Sales

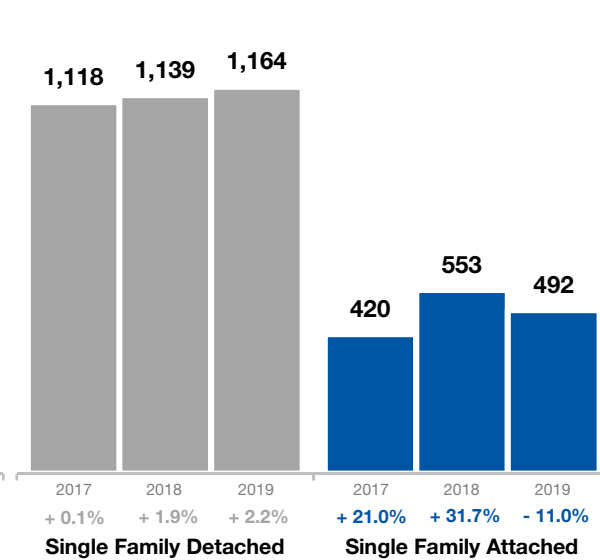
A count of the actual sales that closed in a given month.



November

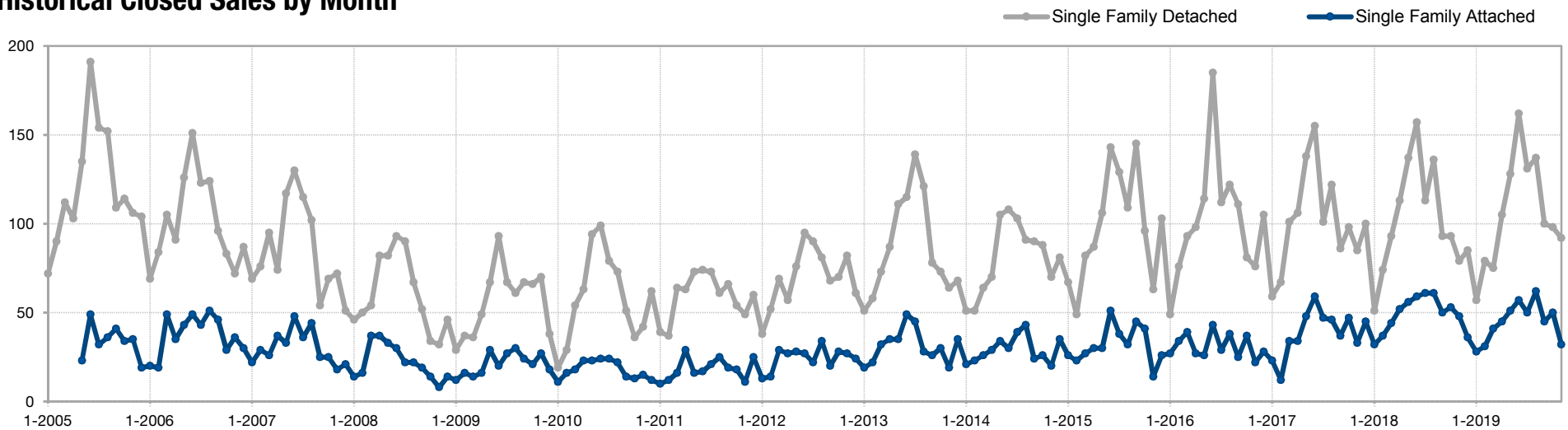


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	85	-15.0%	36	-20.0%
Jan-2019	57	+11.8%	28	-12.5%
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	92	+16.5%	32	-33.3%
12-Month Avg	104	+0.8%	44	-11.7%

Historical Closed Sales by Month

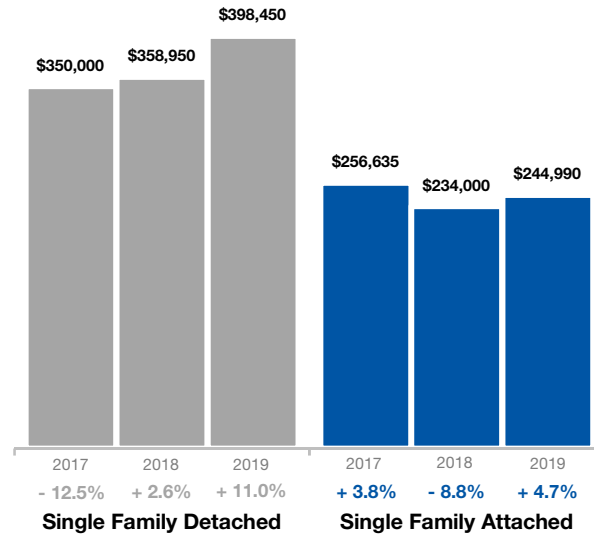


Median List Price

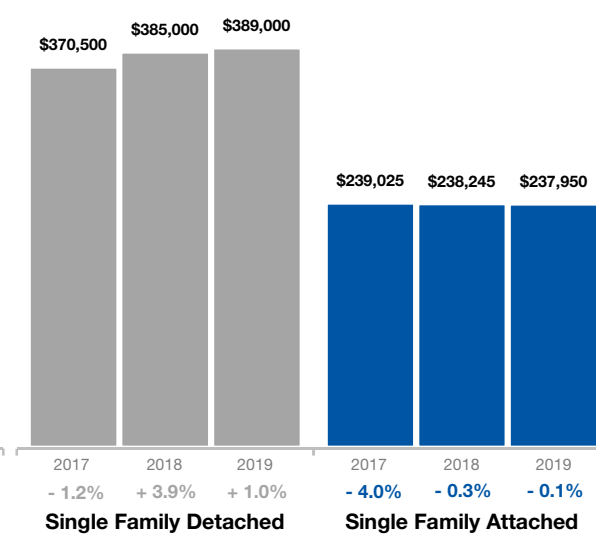
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



November



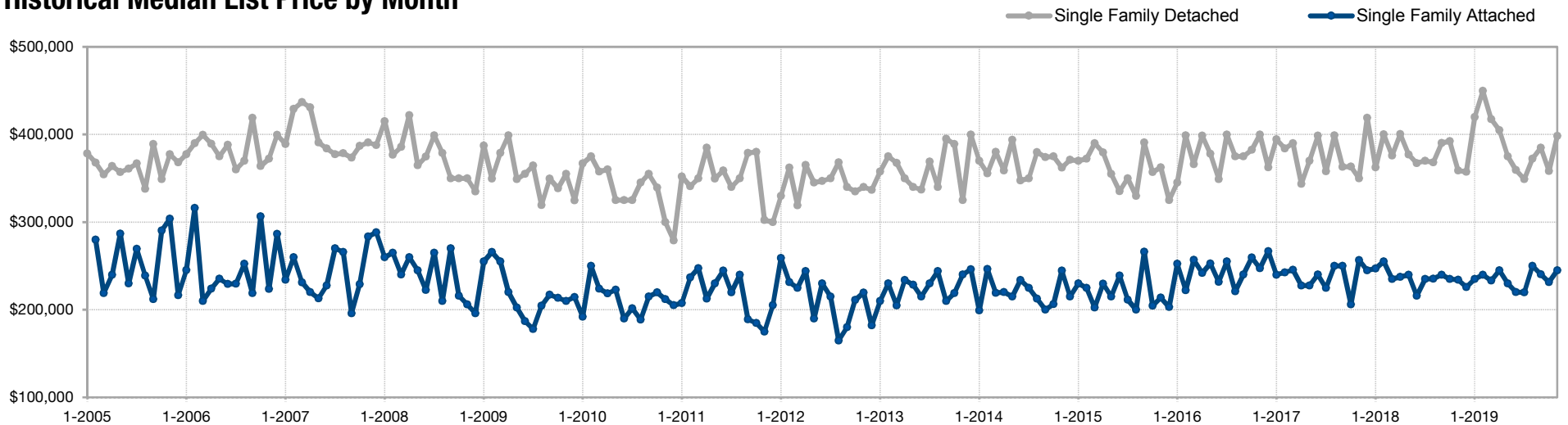
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	\$357,500	-14.7%	\$225,900	-7.8%
Jan-2019	\$419,750	+15.8%	\$234,990	-4.8%
Feb-2019	\$449,900	+12.5%	\$239,900	-5.9%
Mar-2019	\$417,450	+11.1%	\$233,228	-0.8%
Apr-2019	\$405,000	+1.1%	\$245,000	+3.2%
May-2019	\$375,000	-0.5%	\$230,000	-4.1%
Jun-2019	\$359,450	-2.1%	\$220,000	+1.9%
Jul-2019	\$348,950	-5.7%	\$219,900	-6.4%
Aug-2019	\$372,450	+1.2%	\$250,000	+6.2%
Sep-2019	\$385,000	-1.4%	\$240,280	+0.2%
Oct-2019	\$358,250	-8.7%	\$231,510	-1.5%
Nov-2019	\$398,450	+11.0%	\$244,990	+4.7%
12-Month Avg*	\$389,000	+1.0%	\$237,900	-0.8%

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

Historical Median List Price by Month

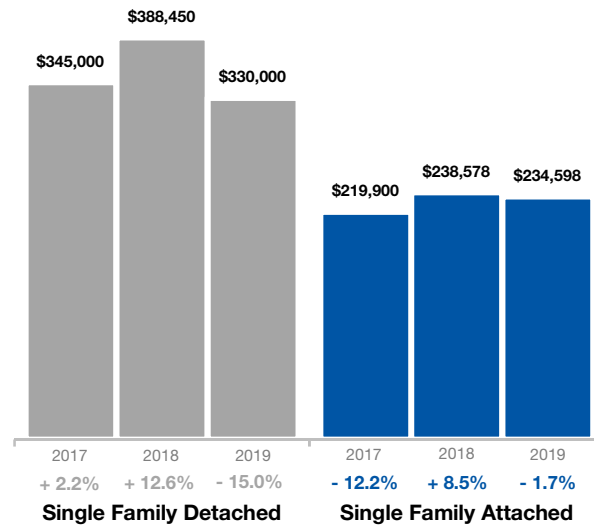


Median Sales Price

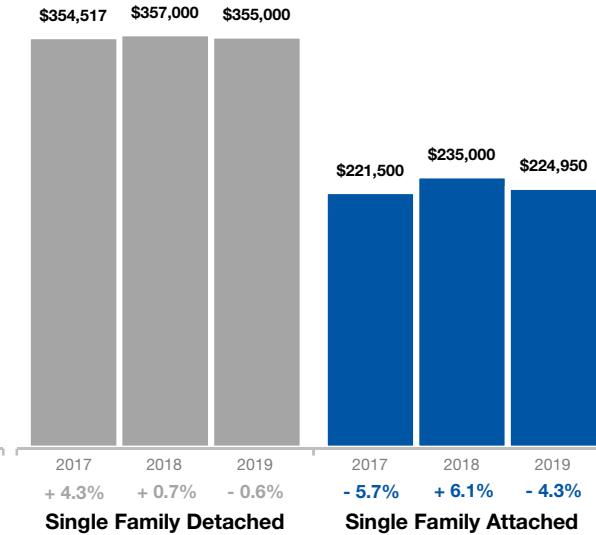
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



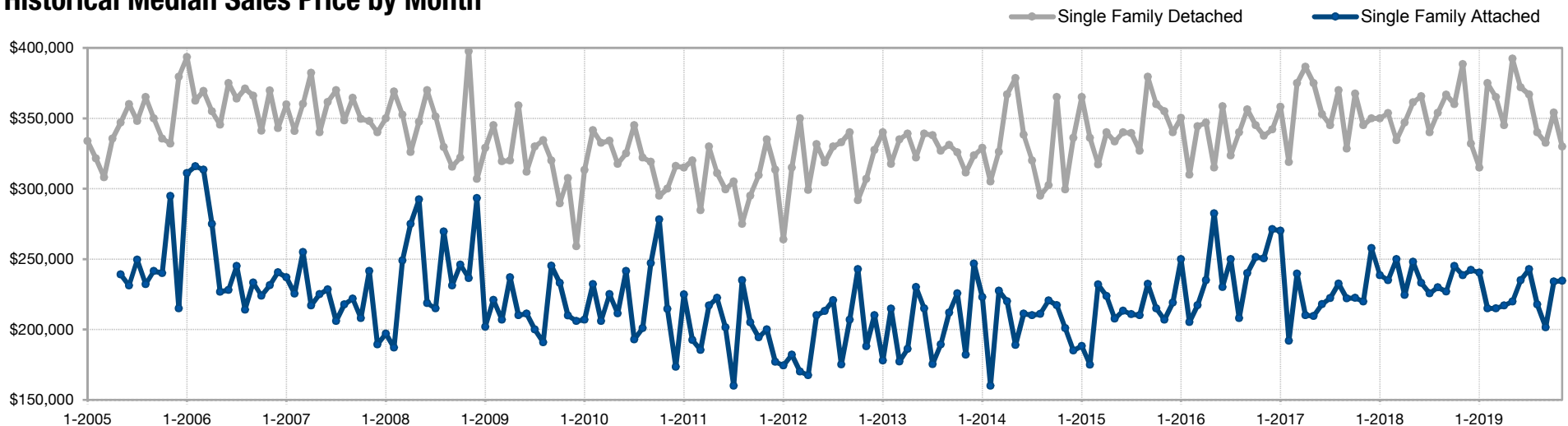
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	\$332,000	-5.1%	\$242,219	-6.0%
Jan-2019	\$315,000	-10.0%	\$240,358	+0.8%
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%	\$234,598	-1.7%
12-Month Avg*	\$355,000	-0.5%	\$225,000	-5.3%

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

Historical Median Sales Price by Month

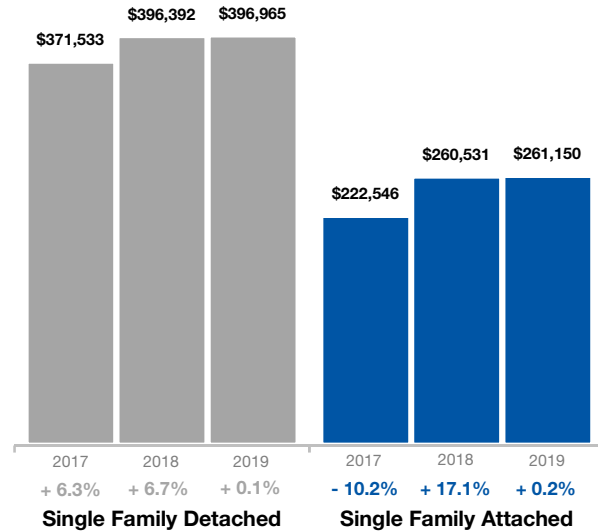


Average Sales Price

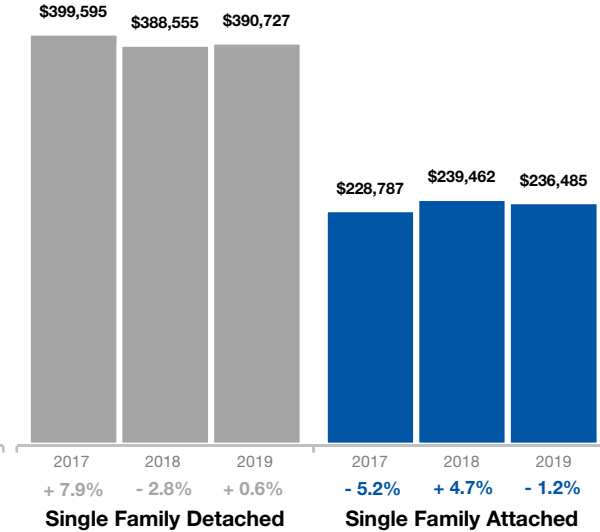
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



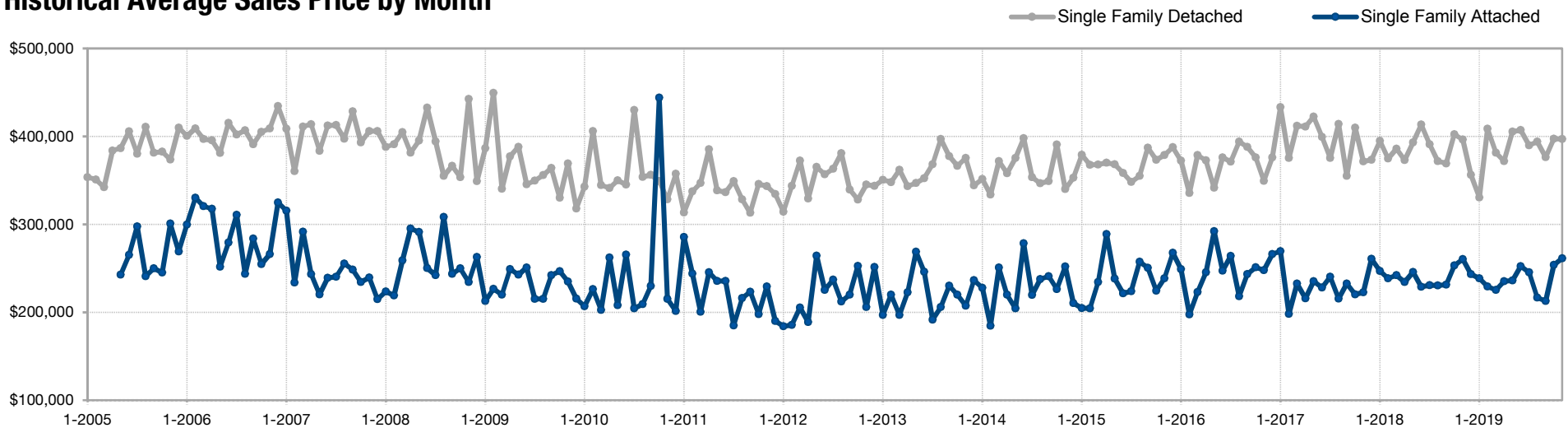
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	\$356,395	-4.6%	\$243,250	-6.7%
Jan-2019	\$330,620	-16.2%	\$238,612	-3.4%
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	\$394,139	+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	\$396,965	+0.1%	\$261,150	+0.2%
12-Month Avg*	\$388,391	+0.3%	\$236,946	-1.7%

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

Historical Average Sales Price by Month

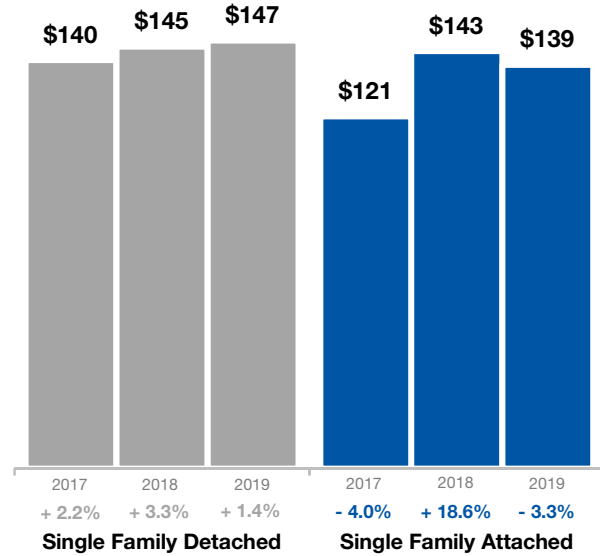


Median Price Per Square Foot

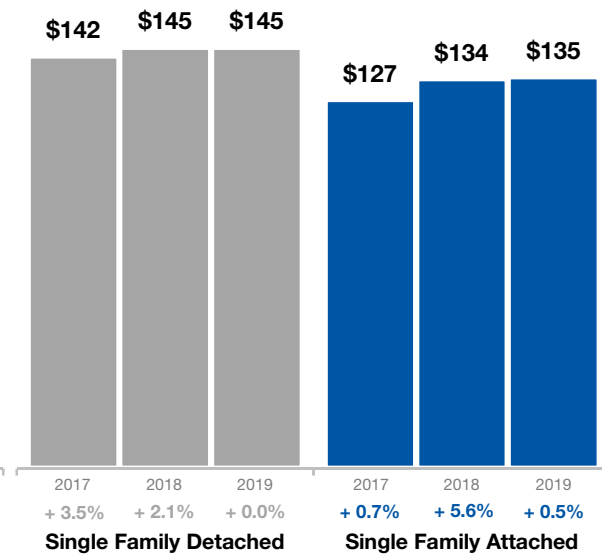
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



November



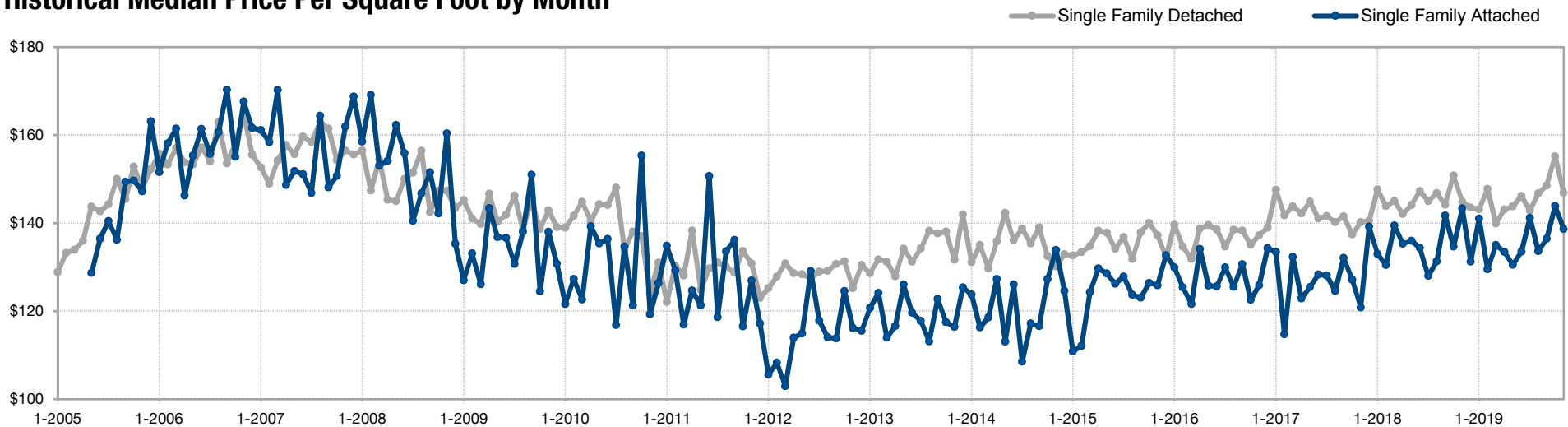
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	\$144	+2.1%	\$131	-5.7%
Jan-2019	\$143	-3.0%	\$141	+6.1%
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	+1.4%	\$139	-3.3%
12-Month Avg*	\$145	-0.1%	\$135	+0.1%

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

Historical Median Price Per Square Foot by Month

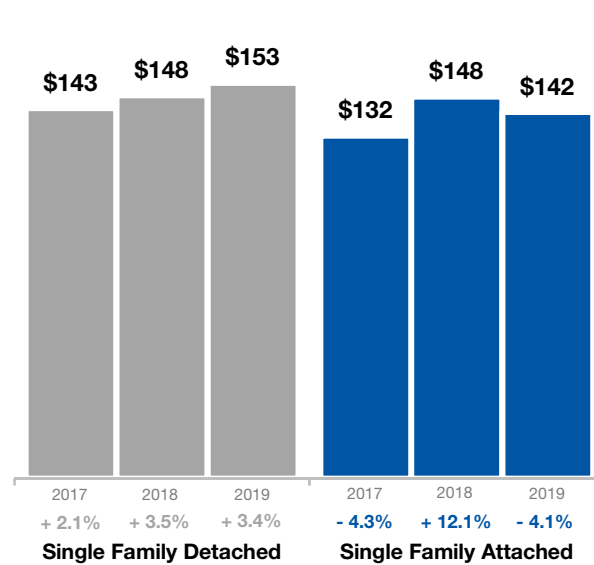


Average Price Per Square Foot

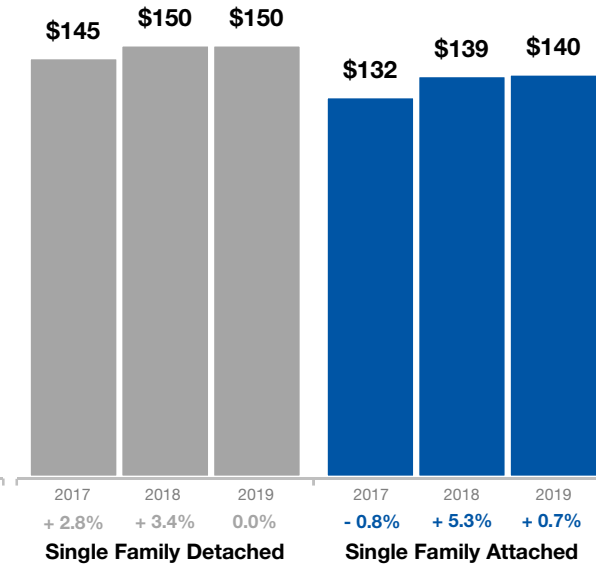
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



November



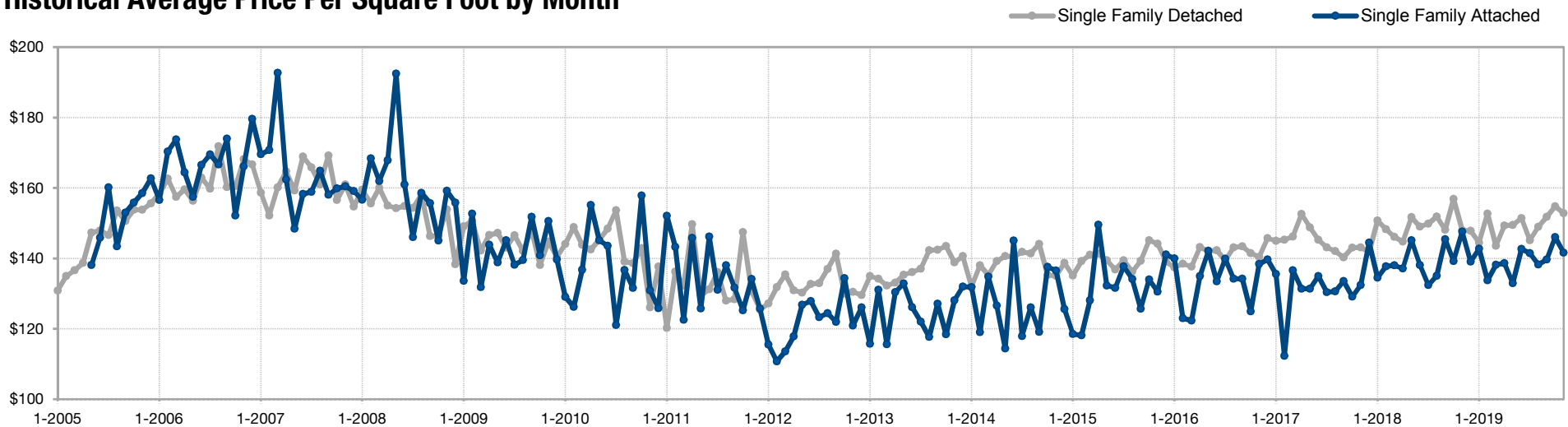
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	\$148	+4.2%	\$139	-3.5%
Jan-2019	\$144	-4.6%	\$143	+5.9%
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%	\$142	-4.1%
12-Month Avg*	\$150	+0.4%	\$140	+0.1%

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

Historical Average Price Per Square Foot by Month

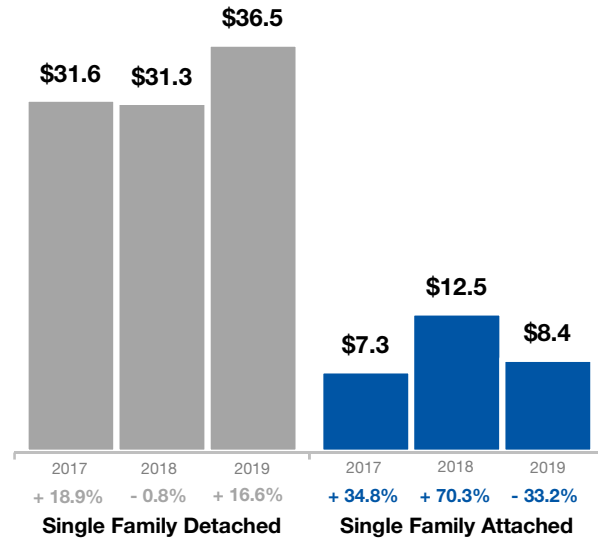


Dollar Volume of Closed Sales (in millions)

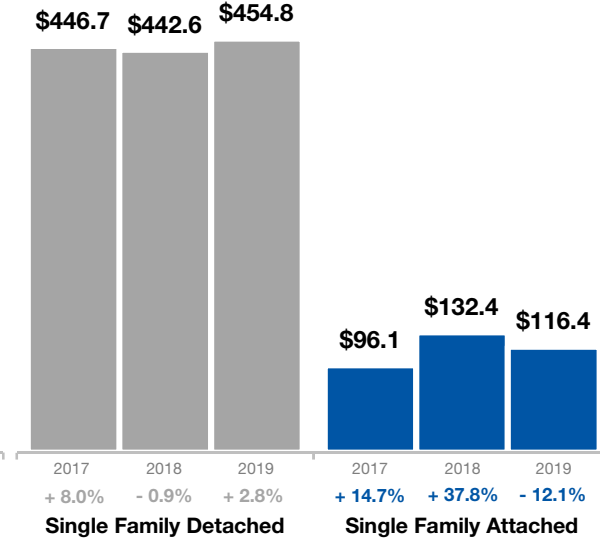


The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.

November



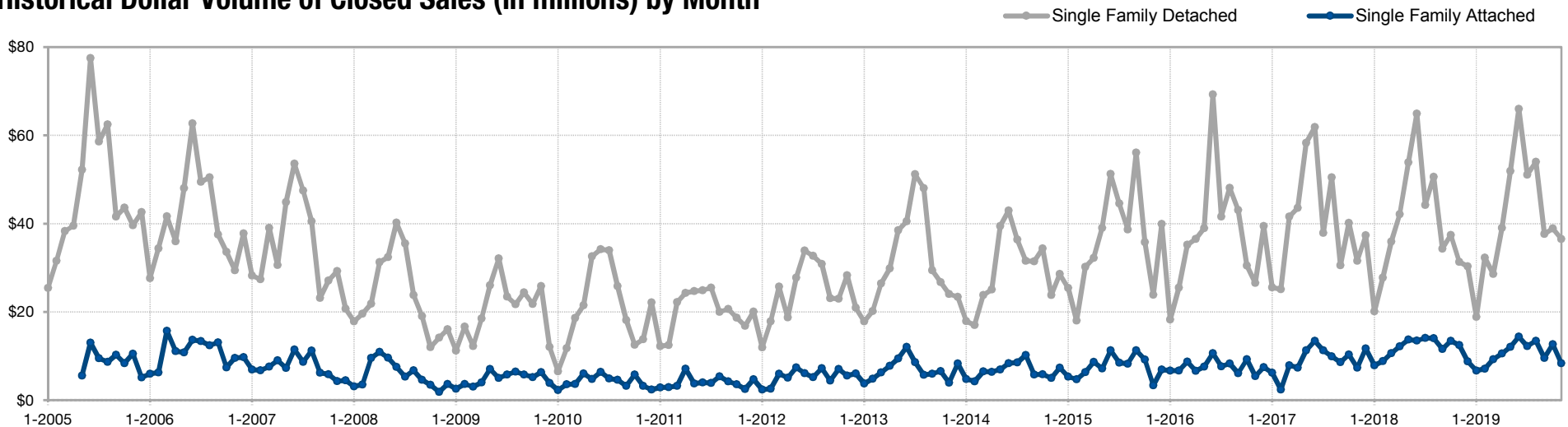
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	\$30.3	-18.9%	\$8.8	-25.3%
Jan-2019	\$18.8	-6.4%	\$6.7	-15.5%
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	+6.7%	\$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	\$36.5	+16.6%	\$8.4	-33.2%
12-Month Avg*	\$40.4	+1.1%	\$10.4	-13.2%

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

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



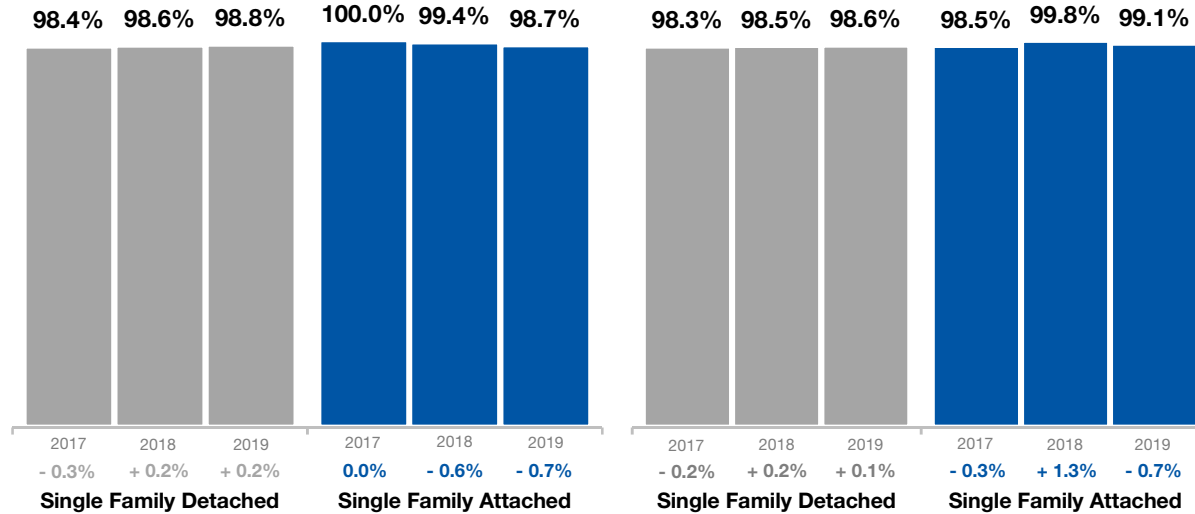
Median Percent of List Price to Sale Price



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

November

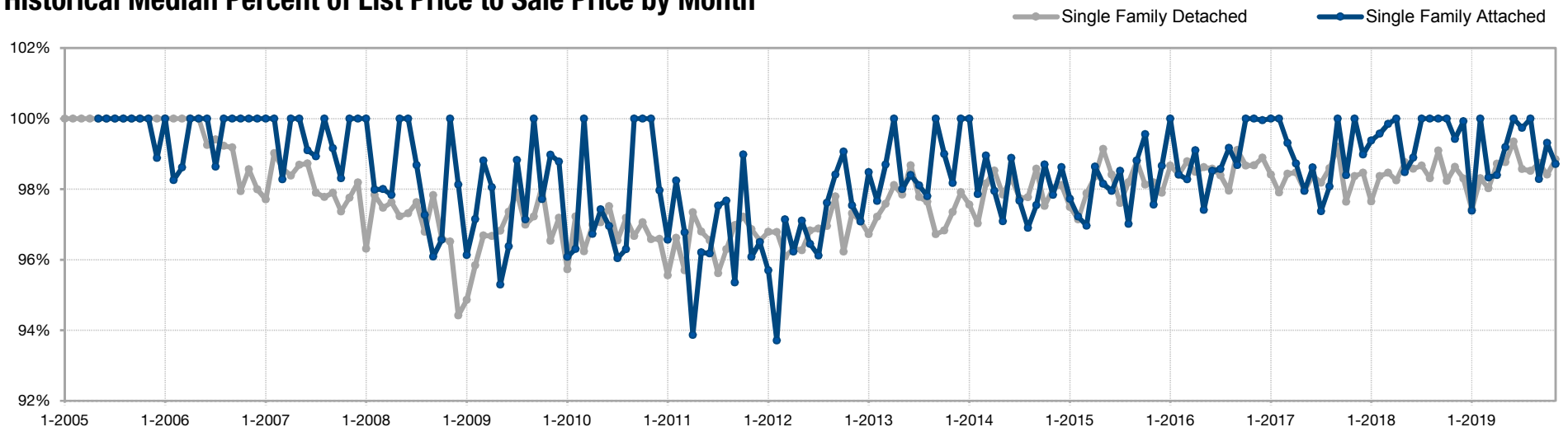
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	98.3%	-0.2%	99.9%	+0.9%
Jan-2019	97.4%	-0.2%	97.4%	-2.0%
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	98.8%	+0.2%	98.7%	-0.7%
12-Month Avg*	98.6%	+0.1%	99.1%	-0.6%

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

Historical Median Percent of List Price to Sale Price by Month

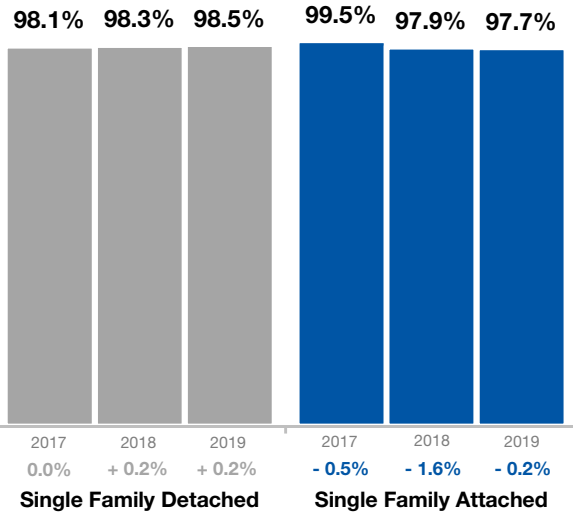


Average Percent of List Price to Sale Price

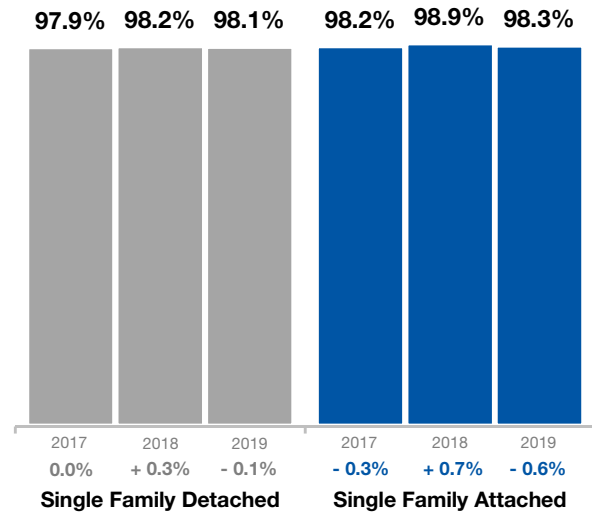
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



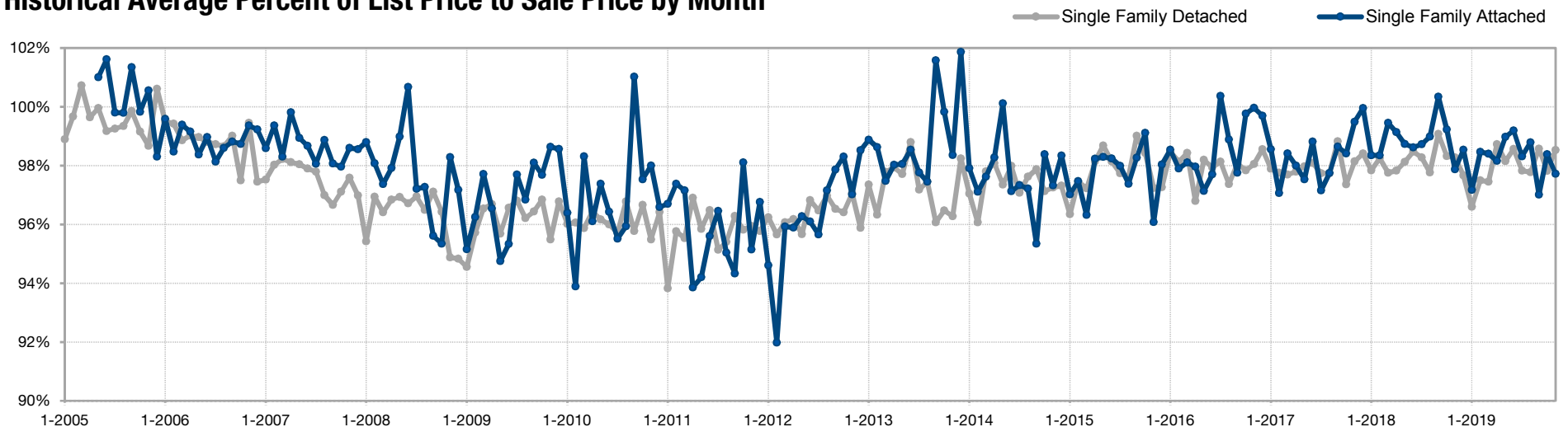
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	97.7%	-0.7%	98.5%	-1.5%
Jan-2019	96.6%	-1.2%	97.2%	-1.2%
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%	97.7%	-0.2%
12-Month Avg*	98.0%	-0.2%	98.3%	-0.7%

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

Historical Average Percent of List Price to Sale Price by Month

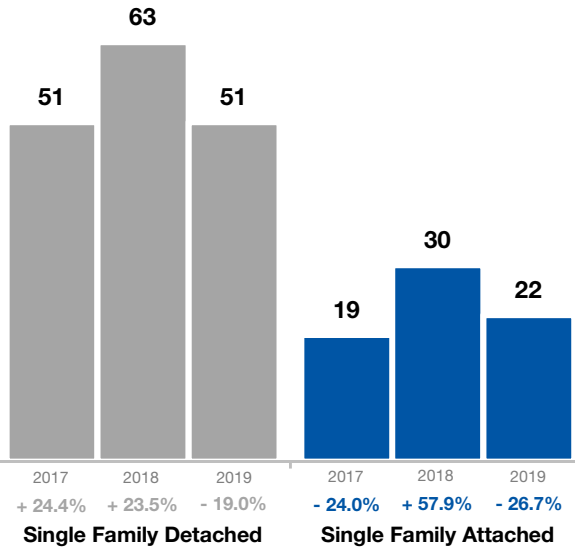


Median Days on Market Until Sale

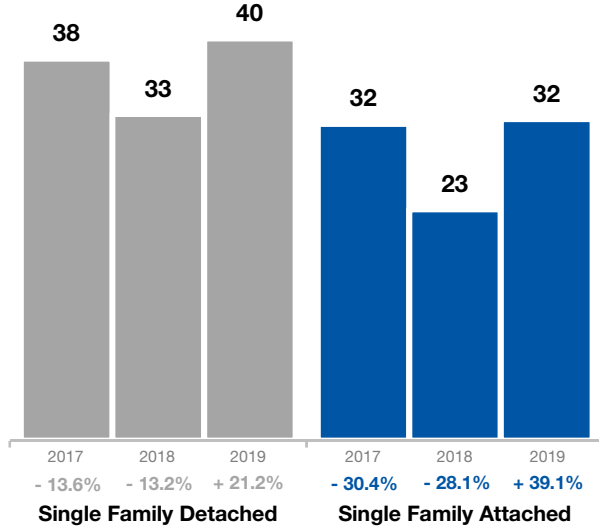
Median number of days between when a property is listed and when an offer is accepted in a given month.



November



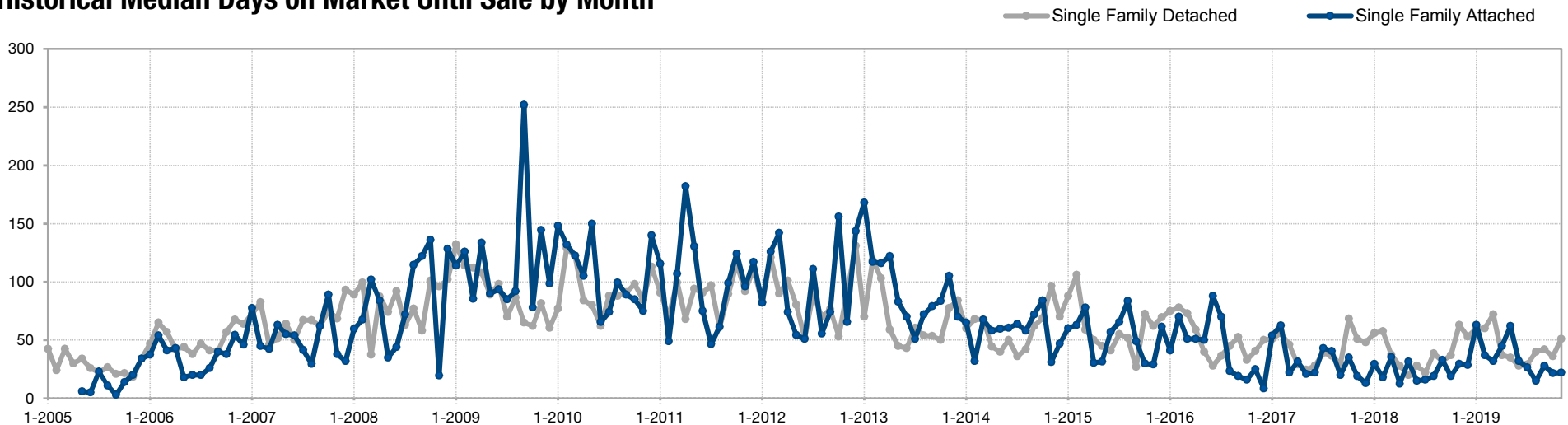
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	53	+10.4%	29	+123.1%
Jan-2019	60	+7.1%	63	+110.0%
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	51	-19.0%	22	-26.7%
12-Month Avg*	41	+20.6%	32	+37.0%

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

Historical Median Days on Market Until Sale by Month

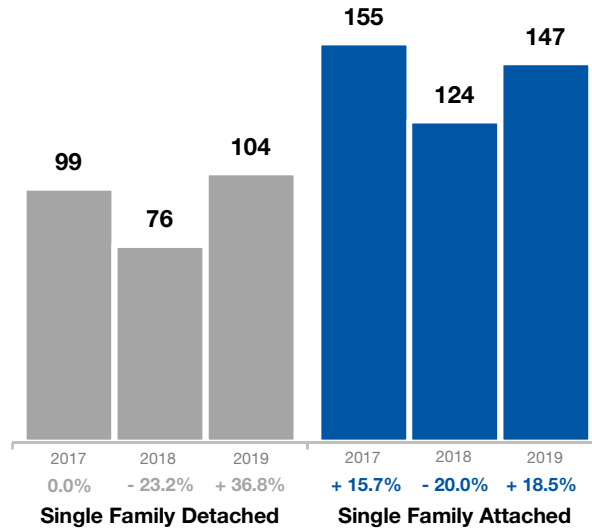


Housing Affordability Index

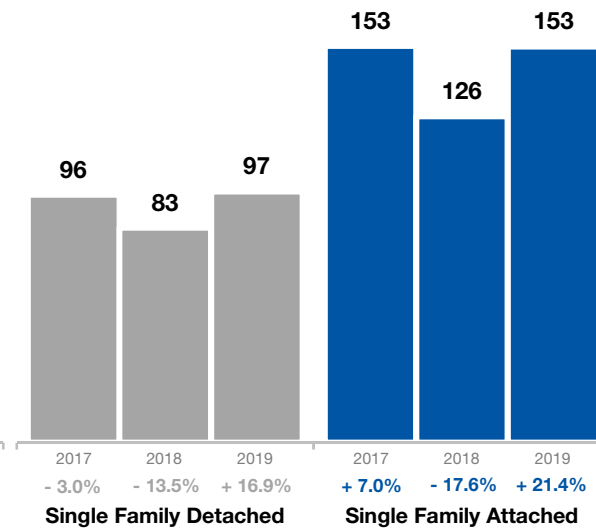


Measures housing affordability for James City, New Kent and York Counties. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for a median-priced home under prevailing interest rates. A higher number means greater affordability.

November



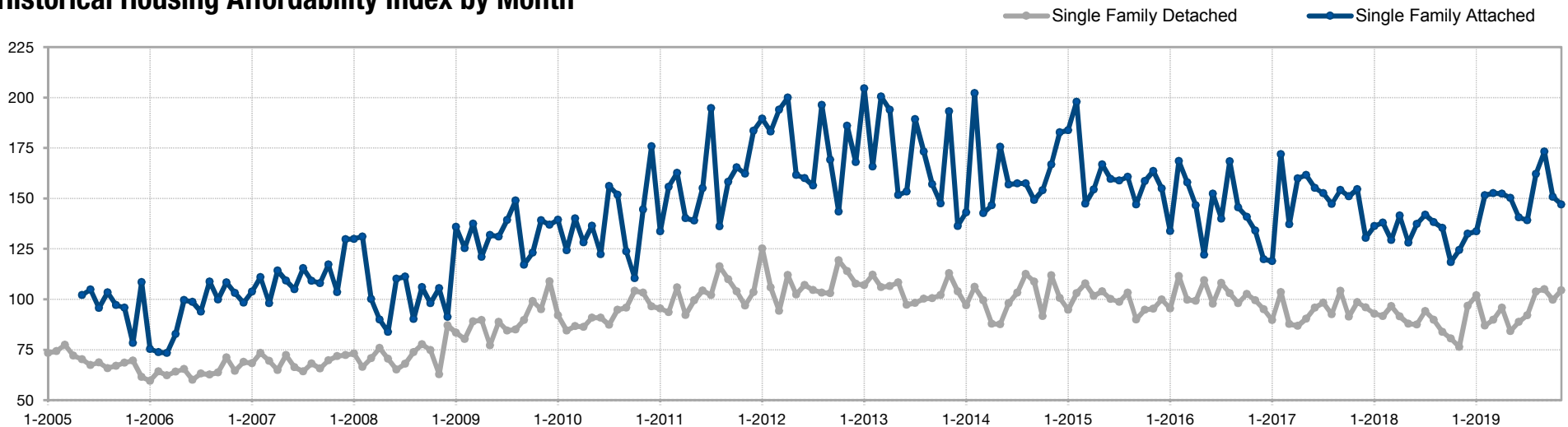
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	97	+1.0%	133	+2.3%
Jan-2019	102	+9.7%	134	-1.5%
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%	147	+18.5%
12-Month Avg*	96	+16.8%	89	+10.3%

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

Historical Housing Affordability Index by Month

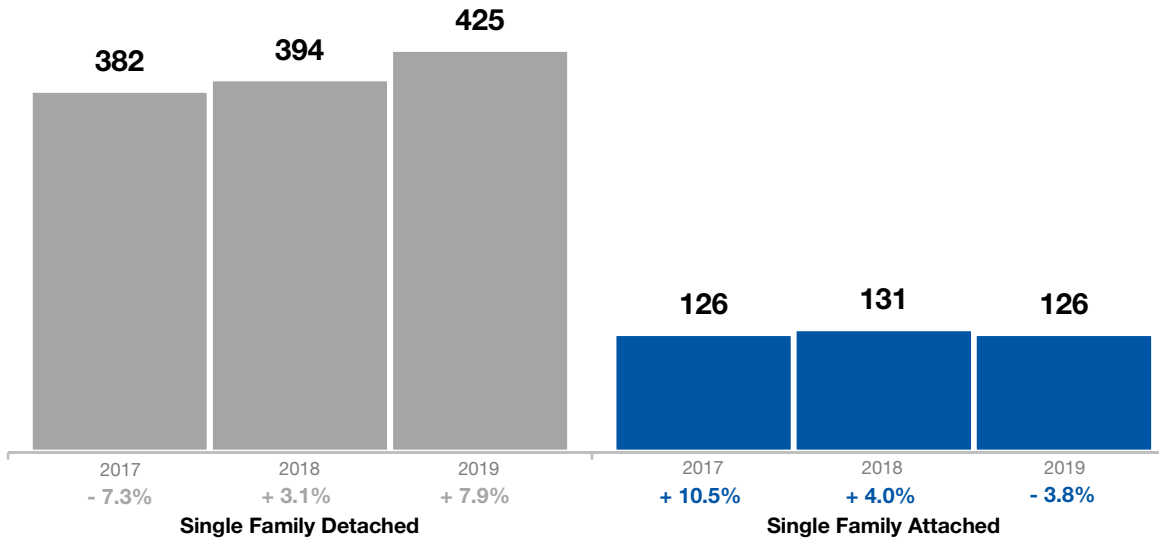


End of Month Inventory

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

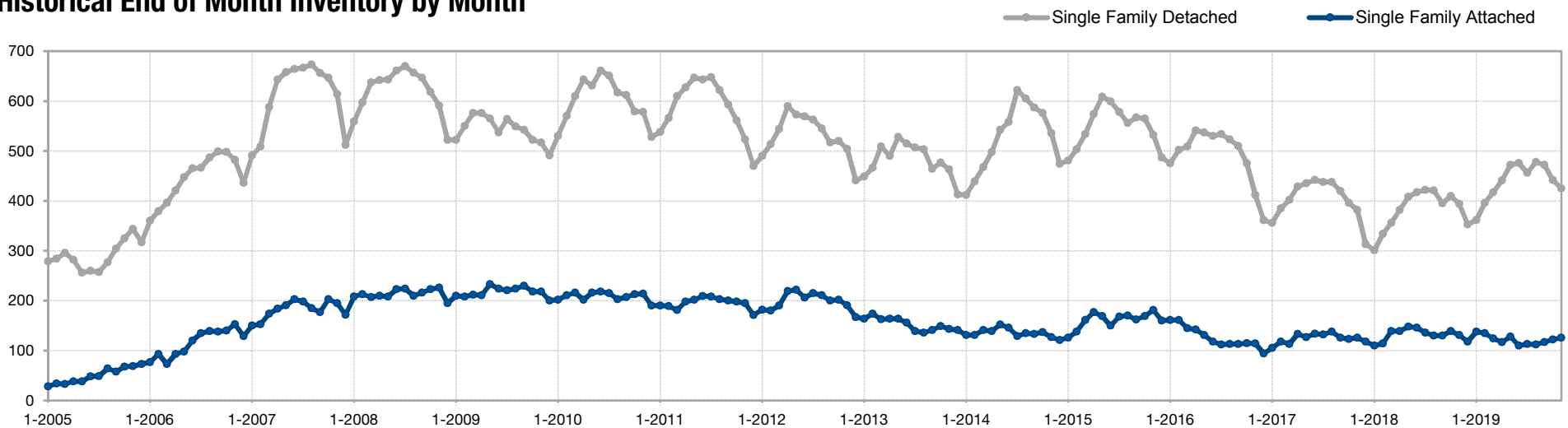


November



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	353	+12.8%	118	0.0%
Jan-2019	362	+20.3%	138	+25.5%
Feb-2019	396	+18.6%	135	+18.4%
Mar-2019	417	+17.1%	124	-10.8%
Apr-2019	441	+15.4%	117	-15.8%
May-2019	472	+15.7%	128	-13.5%
Jun-2019	476	+14.1%	110	-24.7%
Jul-2019	456	+8.1%	113	-16.9%
Aug-2019	478	+13.5%	112	-13.8%
Sep-2019	472	+19.5%	117	-10.0%
Oct-2019	442	+7.8%	122	-12.2%
Nov-2019	425	+7.9%	126	-3.8%
12-Month Avg	433	+14.0%	122	-7.6%

Historical End of Month Inventory by Month

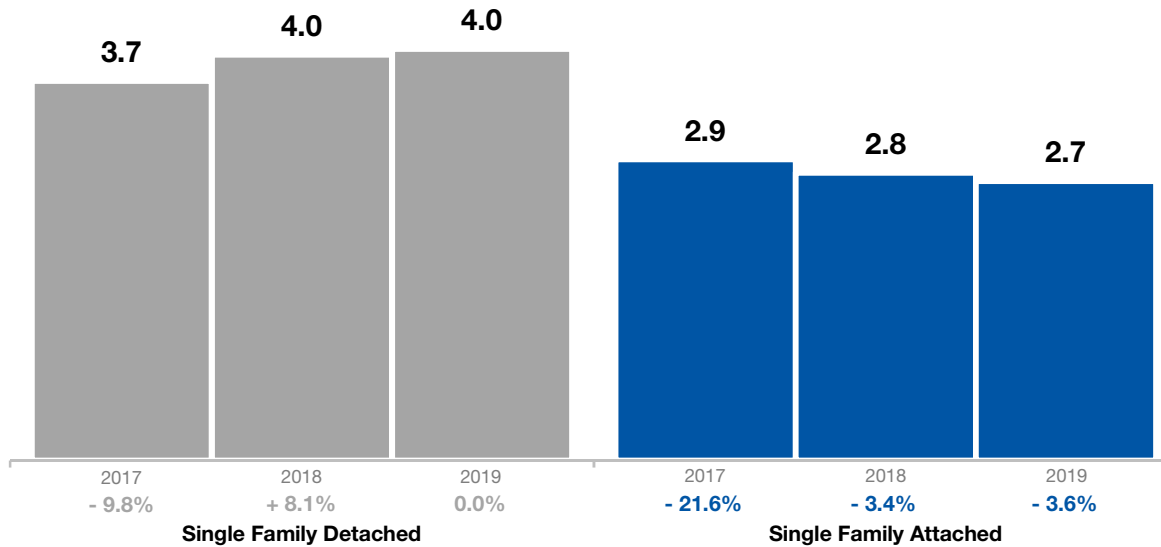


Months Supply of Inventory

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.



November



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Dec-2018	3.5	+16.7%	2.6	-7.1%
Jan-2019	3.6	+24.1%	3.0	+25.0%
Feb-2019	4.0	+21.2%	3.0	+20.0%
Mar-2019	4.3	+19.4%	2.7	-12.9%
Apr-2019	4.5	+21.6%	2.6	-13.3%
May-2019	4.7	+17.5%	2.8	-15.2%
Jun-2019	4.7	+14.6%	2.4	-22.6%
Jul-2019	4.5	+9.8%	2.5	-13.8%
Aug-2019	4.7	+14.6%	2.5	-7.4%
Sep-2019	4.6	+17.9%	2.6	-3.7%
Oct-2019	4.2	+2.4%	2.7	-10.0%
Nov-2019	4.0	0.0%	2.7	-3.6%
12-Month Avg*	4.3	+14.8%	2.7	-5.9%

* Months Supply for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



Total Market Overview

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



Key Metrics	Historical Sparkbars				11-2018	11-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	11-2016	11-2017	11-2018	11-2019						
New Listings					119	141	+ 18.5%	2,067	2,138	+ 3.4%
Pending Sales					109	114	+ 4.6%	1,659	1,732	+ 4.4%
Closed Sales					127	124	- 2.4%	1,694	1,656	- 2.2%
Median List Price					\$310,000	\$314,900	+ 1.6%	\$329,200	\$339,000	+ 3.0%
Median Sales Price					\$323,000	\$292,430	- 9.5%	\$312,750	\$314,000	+ 0.4%
Avg. Sales Price					\$345,043	\$361,916	+ 4.9%	\$339,919	\$344,902	+ 1.5%
Median Price Per Sq Ft					\$144	\$144	0.0%	\$141	\$137	- 2.8%
Average Price Per Sq Ft					\$148	\$150	+ 1.4%	\$146	\$147	+ 0.7%
\$ Volume of Closed Sales (in millions)					\$43.8	\$44.9	+ 2.5%	\$575.8	\$571.2	- 0.8%
Median Pct of List Price to Sale Price					98.8%	98.8%	0.0%	98.7%	98.7%	0.0%
Avg Pct of List Price to Sale Price					98.1%	98.3%	+ 0.2%	98.4%	98.1%	- 0.3%
Median Days on Market					44	46	+ 4.5%	30	38	+ 26.7%
Affordability Index					92	118	+ 28.3%	95	110	+ 15.8%
End of Month Inventory					525	551	+ 5.0%	--	--	--
Months Supply					3.6	3.6	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		
	11-2018	11-2019	+ / -	11-2018	11-2019	+ / -	11-2018	11-2019	+ / -	11-2018	11-2019	+ / -	11-2018	11-2019	+ / -
James City County	82	99	+20.7%	101	95	-5.9%	\$ 326,000	\$ 290,000	-11.0%	431	431	0.0%	3.8	3.5	-7.9%
City of Williamsburg	20	21	+5.0%	7	12	+71.4%	\$339,990	\$231,548	-31.9%	48	61	+27.1%	3.7	4.5	+21.6%
York County	24	37	+54.2%	29	27	-6.9%	\$289,965	\$295,000	+1.7%	81	101	+24.7%	2.6	3.4	+30.8%
New Kent County	11	8	-27.3%	9	11	+22.2%	\$269,000	\$281,000	+4.5%	47	48	+2.1%	7.1	4.1	-42.3%
Charles City County	1	1	0.0%	1	3	+200.0%	\$185,000	\$599,000	+223.8%	4	5	+25.0%	3.1	2.5	-19.4%
Newport News	14	9	-35.7%	13	11	-15.4%	\$230,000	\$289,900	+26.0%	49	32	-34.7%	3.5	2.1	-40.0%
Hampton	6	3	-50.0%	2	7	+250.0%	\$108,000	\$265,000	+145.4%	23	17	-26.1%	5.0	2.9	-42.0%
Surry	0	1	--	0	0	--	\$0	\$0	--	6	5	-16.7%	3.8	2.9	-23.7%
Gloucester	12	8	-33.3%	10	4	-60.0%	\$238,450	\$217,499	-8.8%	33	29	-12.1%	3.0	3.1	+3.3%
Richmond	0	0	--	1	0	-100.0%	\$215,000	\$0	-100.0%	1	0	-100.0%	1.0	0.0	-100.0%
23185	62	75	+21.0%	66	51	-22.7%	\$298,598	\$307,500	+3.0%	225	258	+14.7%	3.2	3.9	+21.9%
23188	51	51	0.0%	53	61	+15.1%	\$361,000	\$294,860	-18.3%	264	239	-9.5%	4.0	3.2	-20.0%
23168	6	15	+150.0%	8	12	+50.0%	\$325,000	\$232,500	-28.5%	36	54	+50.0%	3.3	4.9	+48.5%
23168, 23185 & 23188	119	141	+18.5%	127	124	-2.4%	\$323,000	\$292,430	-9.5%	525	551	+5.0%	3.6	3.6	0.0%