

Monthly Indicators



October 2019

In October, mortgage rates increased slightly from the three-year lows seen in September. While the Federal Reserve reduced the federal-funds target rate by .25%, this decline was widely expected and largely factored into mortgage rates already, which are still approximately 1% lower than this time last year. Fannie Mae is predicting that continued low rates, and possibly lower rates, are expected in 2020.

When comparing 2019 to 2018 statistics, New Listings increased 2.6 percent for single-family detached homes and 15.6 percent for single-family attached homes. Pending Sales increased 58.6 percent for single-family detached homes and 39.3 percent for single-family attached properties.

Median List Price was down 8.9 percent for single-family detached homes and 3.0 percent for single-family attached properties. Months Supply of Inventory increased 2.4 percent for single-family detached homes but increased 6.7 percent for single-family attached properties.

As we begin the slower time of year for home sales, historically low mortgage rates will continue to support buyer demand and may create additional lift to home prices as excellent affordability gives buyers the ability to offer more to secure their dream home. Throughout much of the country, the continued low level of housing inventory also continues to constrain sales activity from where it would likely be in a balanced 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

- 1.7%

- 4.5%

- 6.2%

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				10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	10-2016	10-2017	10-2018	10-2019						
New Listings					114	117	+ 2.6%	1,381	1,469	+ 6.4%
Pending Sales					70	111	+ 58.6%	1,056	1,134	+ 7.4%
Closed Sales					93	98	+ 5.4%	1,060	1,072	+ 1.1%
Median List Price					\$392,450	\$357,500	- 8.9%	\$385,000	\$389,000	+ 1.0%
Median Sales Price					\$360,000	\$354,000	- 1.7%	\$356,530	\$359,000	+ 0.7%
Avg. Sales Price					\$402,505	\$397,269	- 1.3%	\$387,971	\$390,192	+ 0.6%
Median Price Per Sq Ft					\$151	\$155	+ 2.9%	\$145	\$145	- 0.1%
Average Price Per Sq Ft					\$157	\$155	- 1.3%	\$150	\$149	- 0.7%
\$ Volume of Closed Sales (in millions)					\$37.4	\$38.9	+ 4.0%	\$411.2	\$418.3	+ 1.7%
Median Pct of List Price to Sale Price					98.2%	98.4%	+ 0.2%	98.5%	98.6%	+ 0.1%
Avg Pct of List Price to Sale Price					98.3%	97.8%	- 0.5%	98.2%	98.0%	- 0.2%
Median Days on Market					37	36	- 2.7%	32	38	+ 18.8%
Affordability Index					81	100	+ 23.5%	81	98	+ 21.0%
End of Month Inventory					410	451	+ 10.0%	--	--	--
Months Supply					4.1	4.2	+ 2.4%	--	--	--

Single Family Attached Market Overview

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



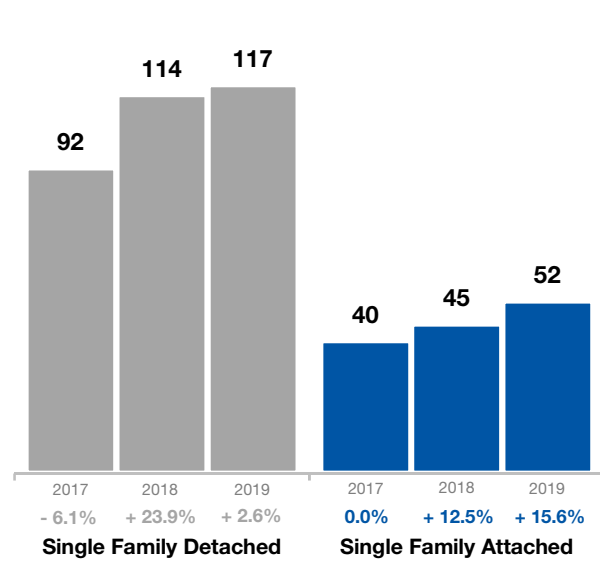
Key Metrics	Historical Sparkbars				10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	10-2016	10-2017	10-2018	10-2019						
New Listings					45	52	+ 15.6%	567	548	- 3.4%
Pending Sales					28	39	+ 39.3%	493	486	- 1.4%
Closed Sales					53	49	- 7.5%	505	459	- 9.1%
Median List Price					\$235,000	\$227,925	- 3.0%	\$239,000	\$234,990	- 1.7%
Median Sales Price					\$245,000	\$233,965	- 4.5%	\$235,000	\$224,750	- 4.4%
Avg. Sales Price					\$253,058	\$250,075	- 1.2%	\$237,460	\$234,344	- 1.3%
Median Price Per Sq Ft					\$135	\$143	+ 6.4%	\$133	\$135	+ 0.9%
Average Price Per Sq Ft					\$139	\$145	+ 4.3%	\$138	\$139	+ 0.7%
\$ Volume of Closed Sales (in millions)					\$13.4	\$12.3	- 8.6%	\$119.9	\$107.6	- 10.3%
Median Pct of List Price to Sale Price					100.0%	99.2%	- 0.8%	100.0%	99.1%	- 0.9%
Avg Pct of List Price to Sale Price					99.2%	98.4%	- 0.8%	99.0%	98.4%	- 0.6%
Median Days on Market					19	21	+ 10.5%	23	32	+ 39.1%
Affordability Index					118	151	+ 28.0%	123	157	+ 27.6%
End of Month Inventory					139	127	- 8.6%	--	--	--
Months Supply					3.0	2.8	- 6.7%	--	--	--

New Listings

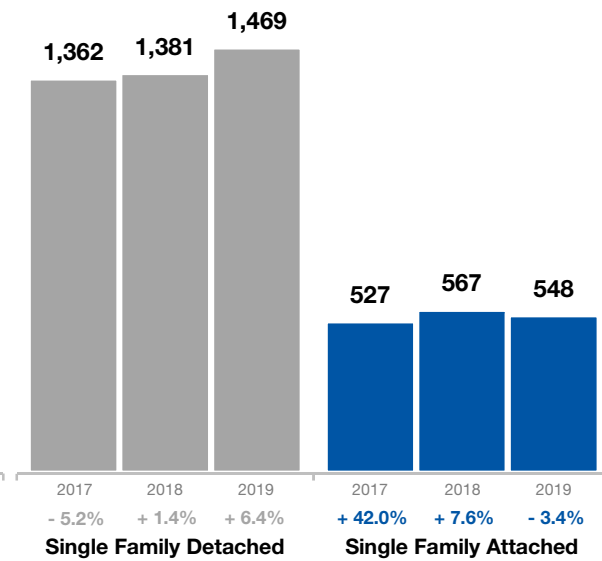
A count of the properties that have been newly listed on the market in a given month.



October

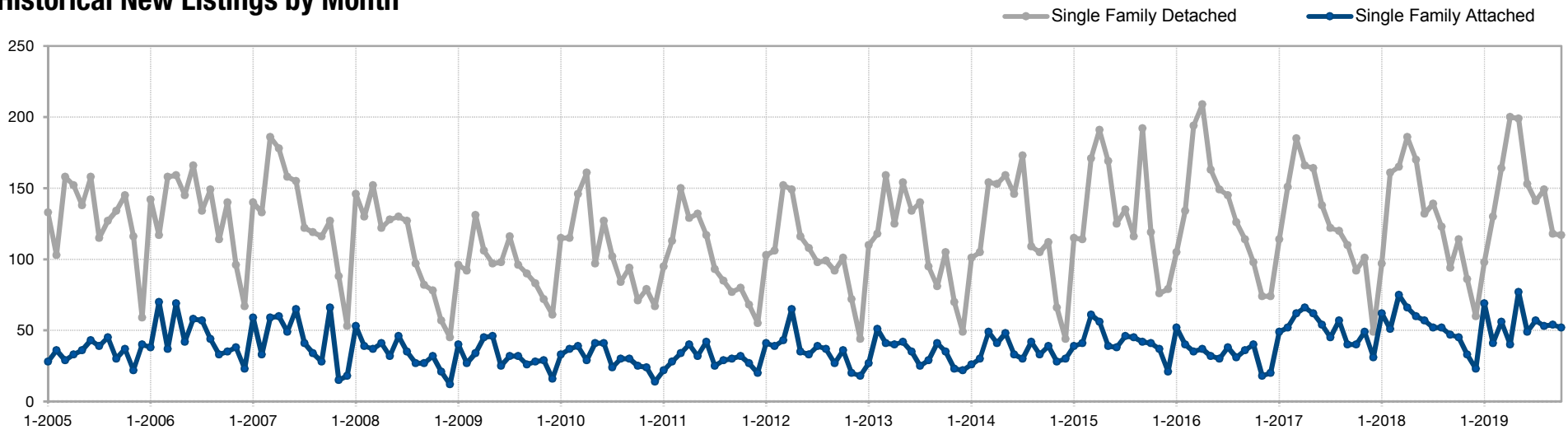


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	86	-14.9%	33	-32.7%
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	164	-0.6%	56	-25.3%
Apr-2019	200	+7.5%	40	-39.4%
May-2019	199	+17.1%	77	+28.3%
Jun-2019	153	+15.9%	49	-14.0%
Jul-2019	141	+1.4%	57	+9.6%
Aug-2019	149	+21.1%	53	+1.9%
Sep-2019	118	+25.5%	54	+14.9%
Oct-2019	117	+2.6%	52	+15.6%
12-Month Avg	135	+5.5%	50	-6.6%

Historical New Listings by Month

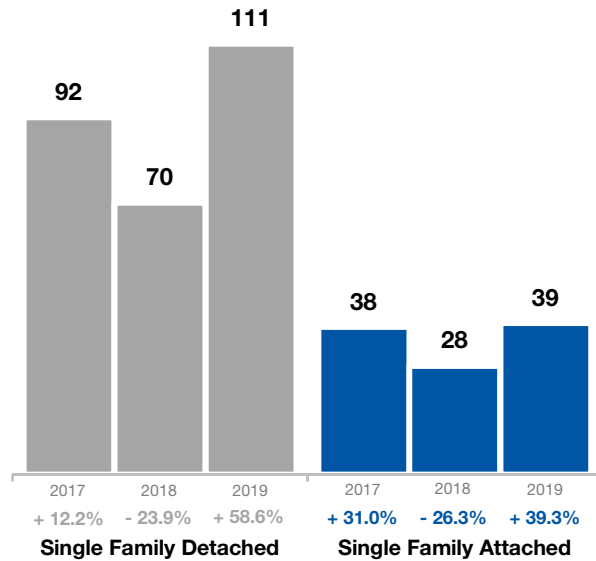


Pending Sales

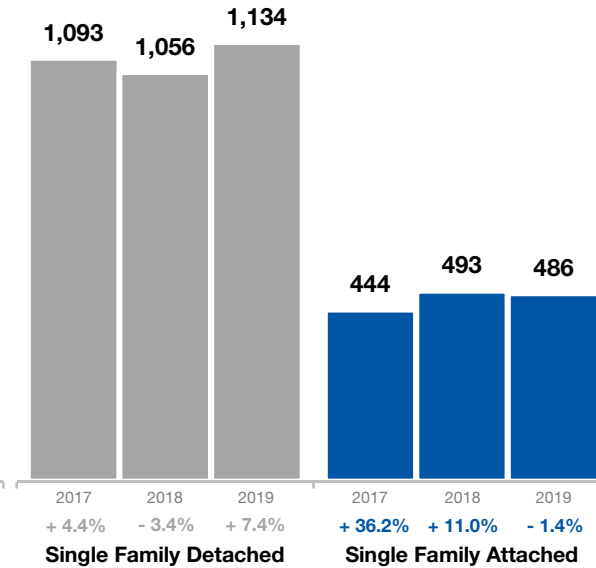
A count of the properties on which offers have been accepted in a given month.



October

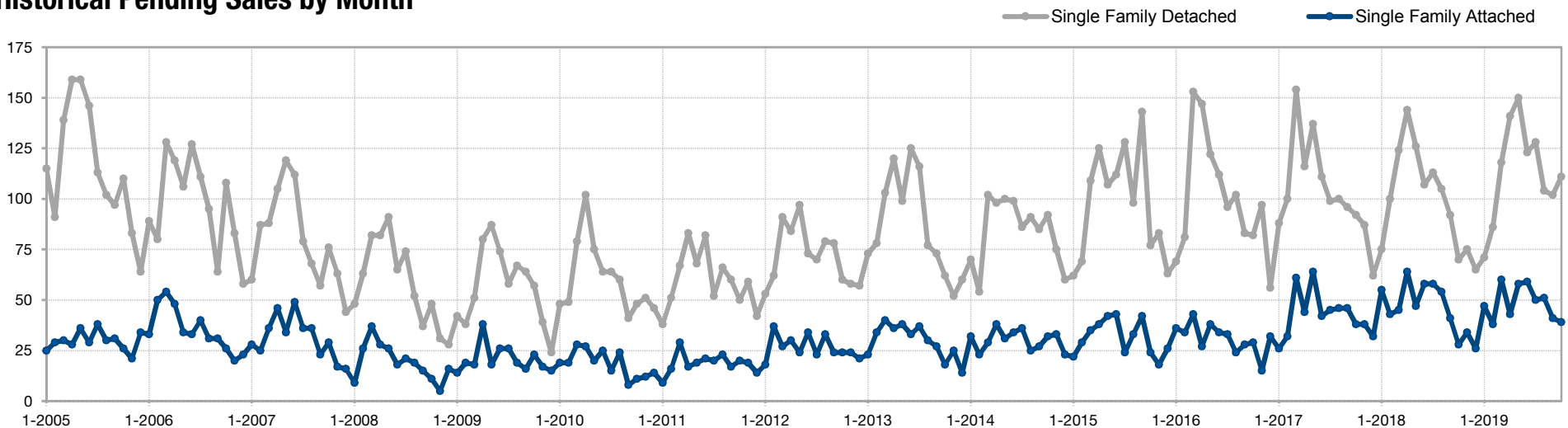


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	75	-13.8%	34	-10.5%
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%	50	-13.8%
Aug-2019	104	-1.0%	51	-5.6%
Sep-2019	102	+10.9%	41	0.0%
Oct-2019	111	+58.6%	39	+39.3%
12-Month Avg	106	+5.7%	46	-3.0%

Historical Pending Sales by Month

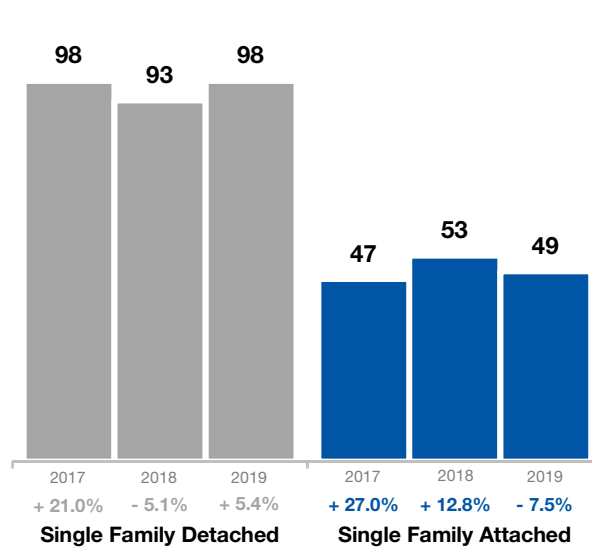


Closed Sales

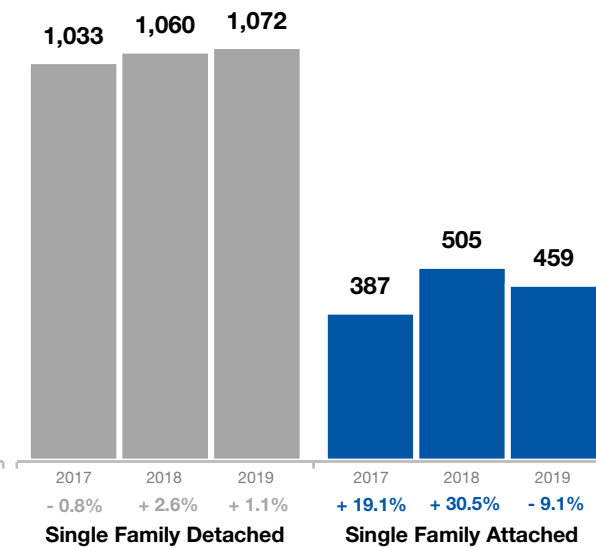
A count of the actual sales that closed in a given month.



October

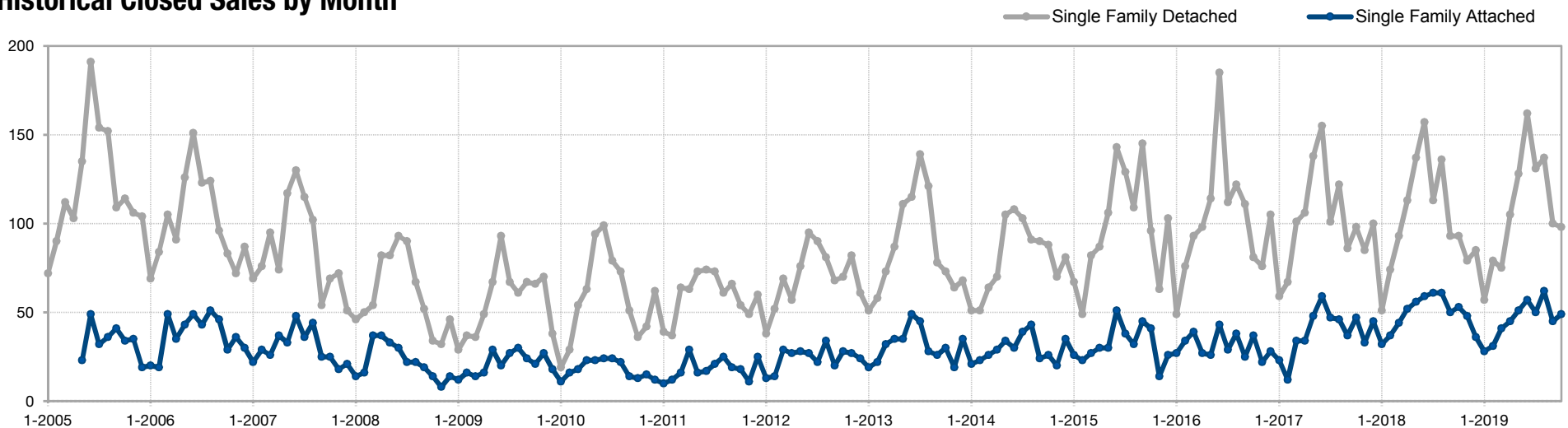


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	79	-7.1%	48	+45.5%
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%	49	-7.5%
12-Month Avg	103	-0.7%	45	-6.9%

Historical Closed Sales by Month

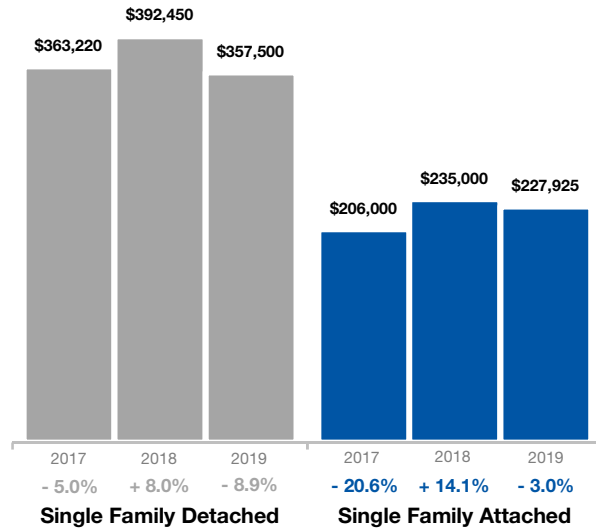


Median List Price

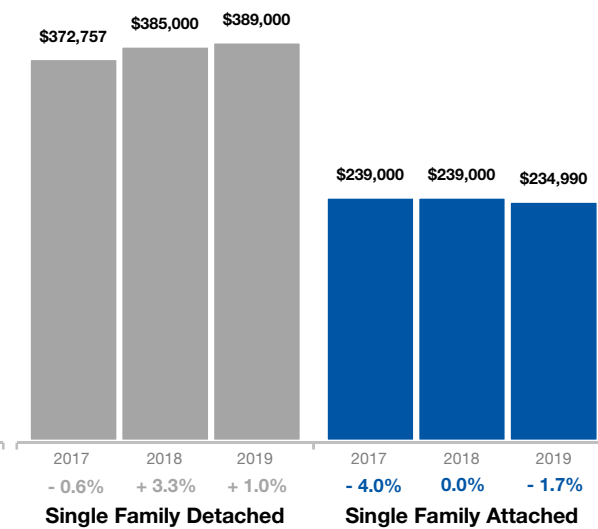
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



October



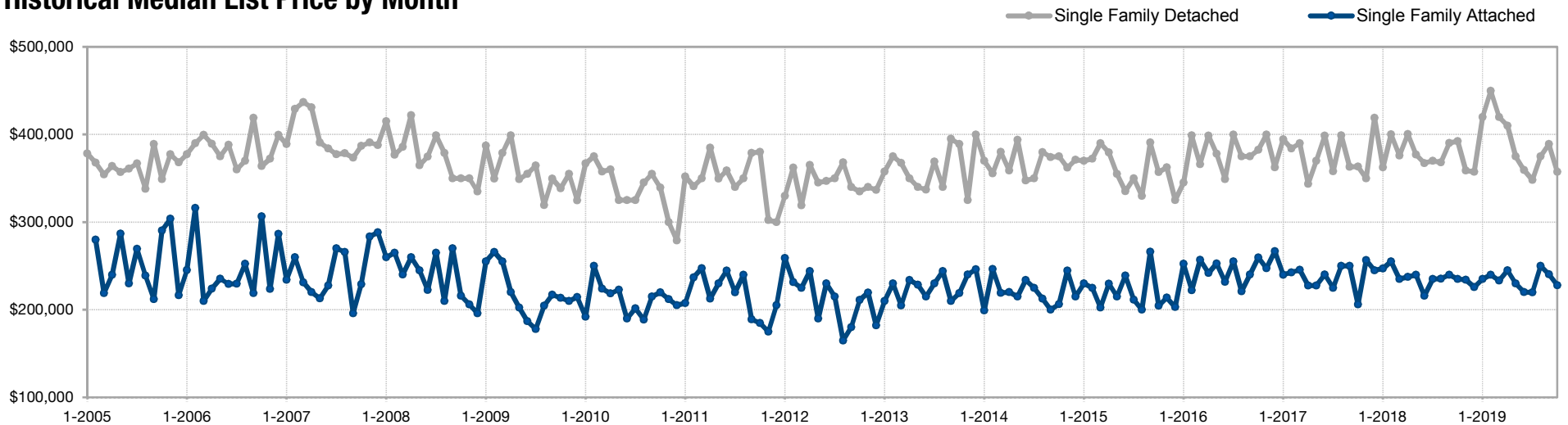
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	\$358,950	+2.6%	\$234,000	-8.8%
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	\$419,900	+11.7%	\$233,228	-0.8%
Apr-2019	\$410,000	+2.4%	\$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	\$348,000	-6.0%	\$219,900	-6.4%
Aug-2019	\$375,000	+1.9%	\$250,000	+6.2%
Sep-2019	\$389,000	-0.4%	\$240,280	+0.2%
Oct-2019	\$357,500	-8.9%	\$227,925	-3.0%
12-Month Avg*	\$388,500	+0.9%	\$234,990	-2.1%

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

Historical Median List Price by Month

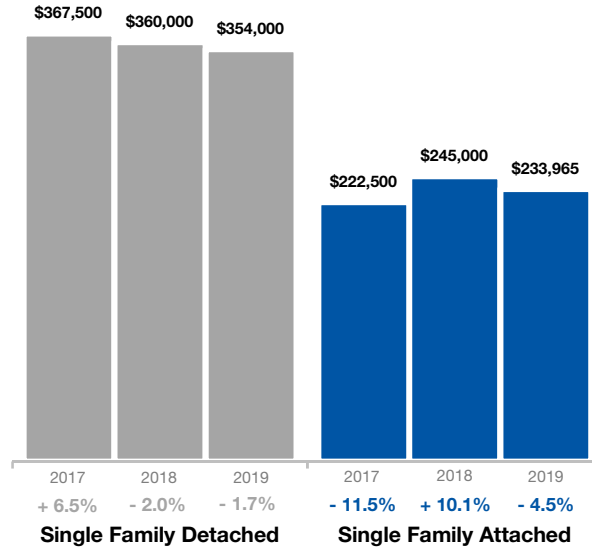


Median Sales Price

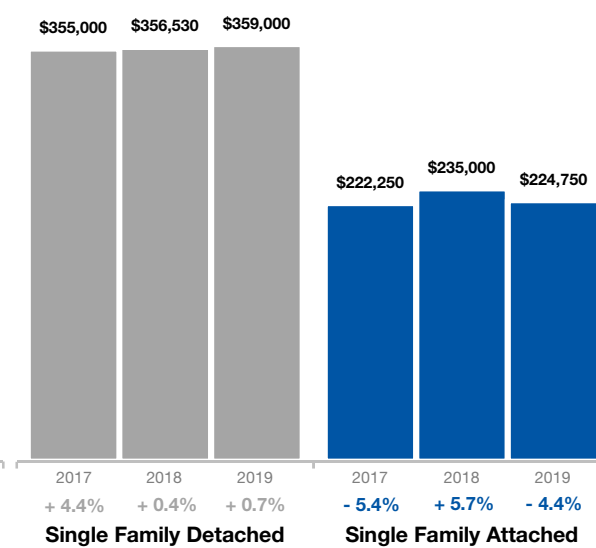
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



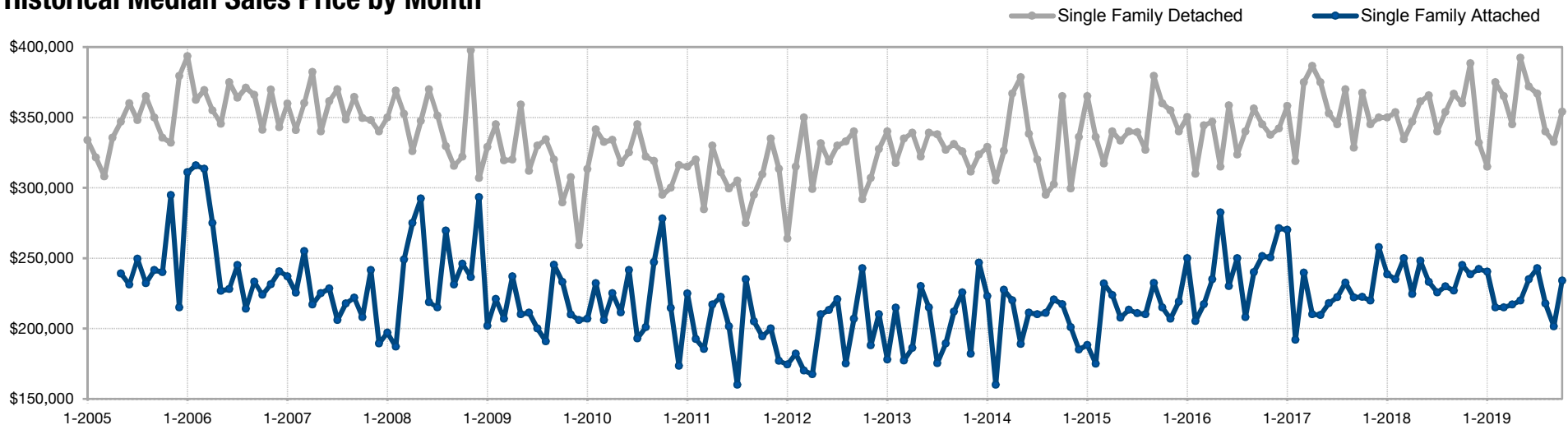
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	\$388,450	+12.6%	\$238,578	+8.5%
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%	\$233,965	-4.5%
12-Month Avg*	\$357,000	+0.6%	\$225,000	-4.9%

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

Historical Median Sales Price by Month

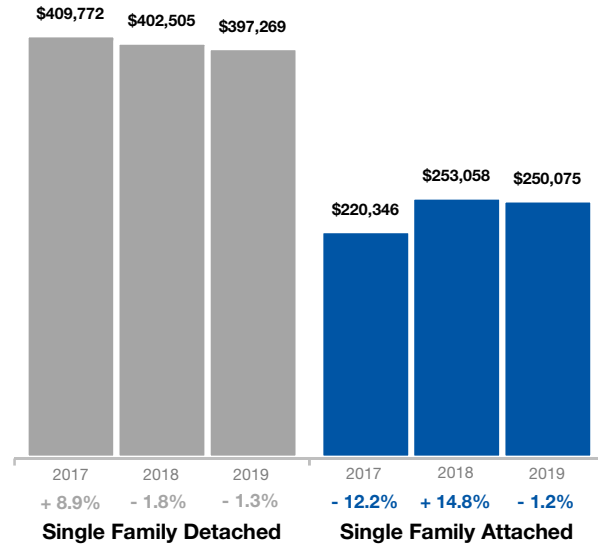


Average Sales Price

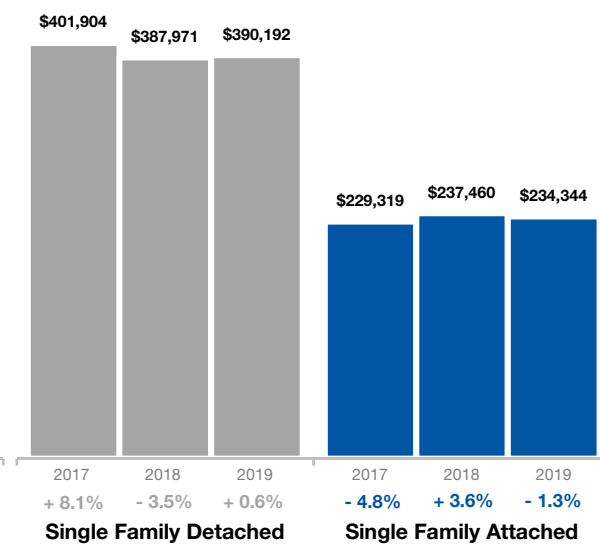
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



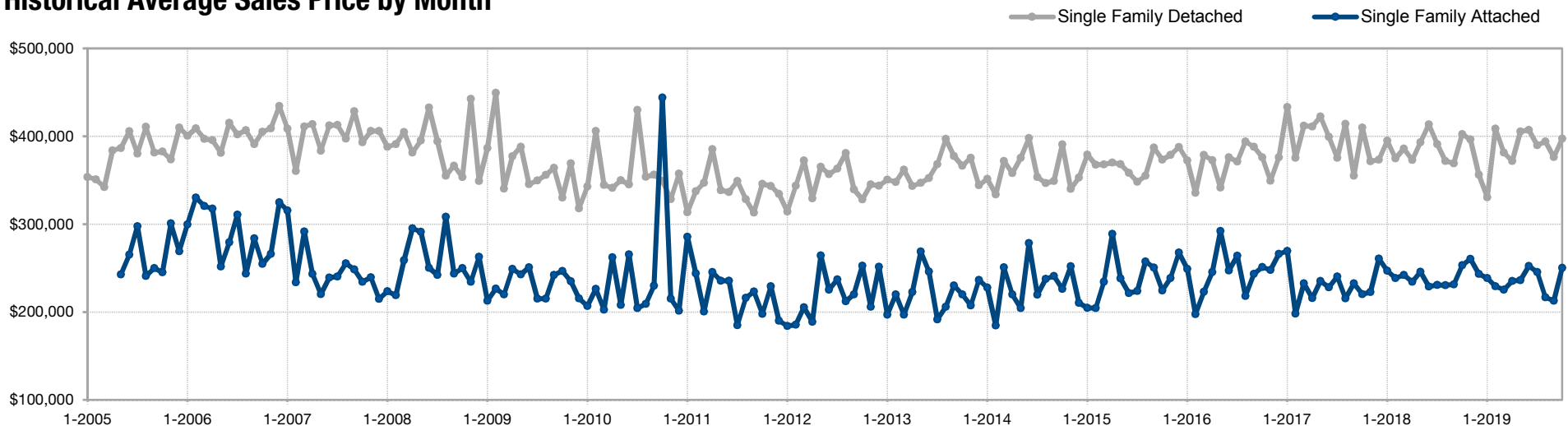
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	\$396,392	+6.7%	\$260,531	+17.1%
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%	\$250,075	-1.2%
12-Month Avg*	\$388,264	+0.7%	\$237,249	-0.5%

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

Historical Average Sales Price by Month

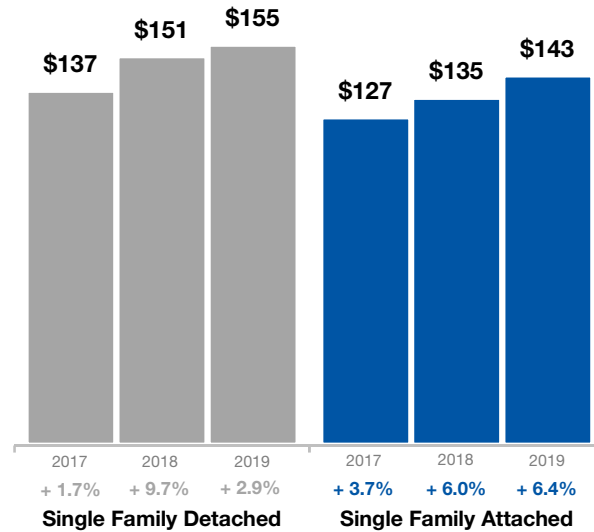


Median Price Per Square Foot

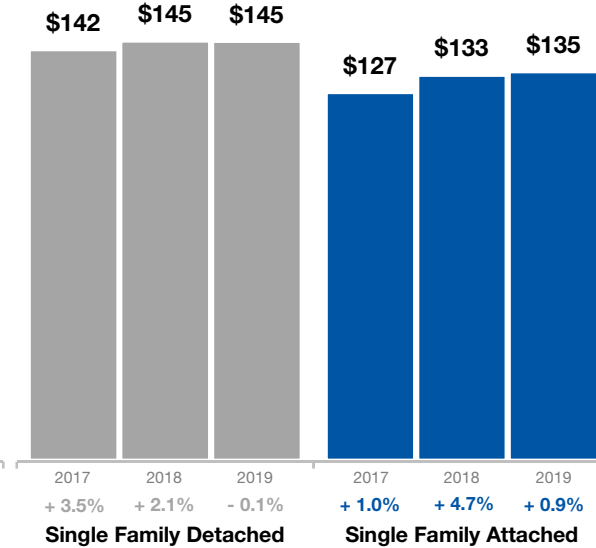
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



October



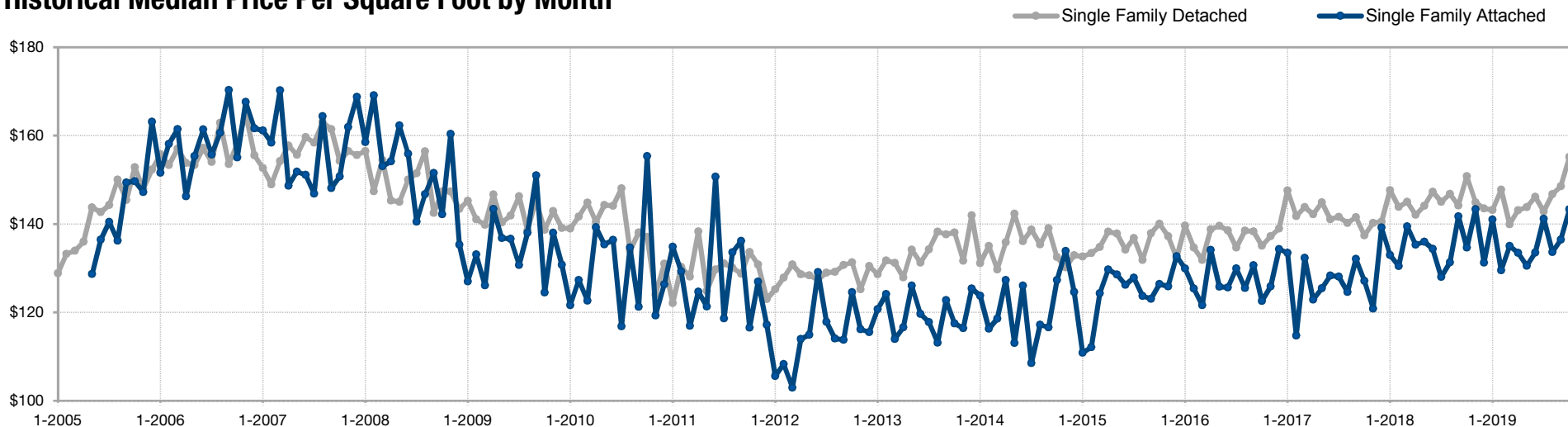
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	\$145	+3.3%	\$143	+18.6%
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%	\$143	+6.4%
12-Month Avg*	\$145	+0.1%	\$135	+1.4%

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

Historical Median Price Per Square Foot by Month

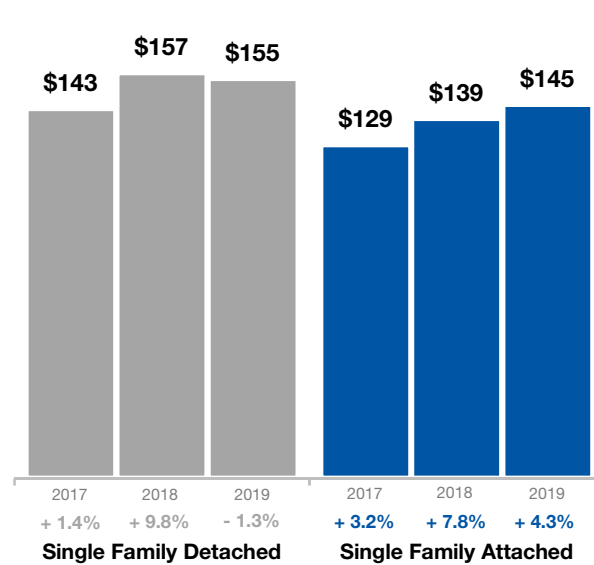


Average Price Per Square Foot

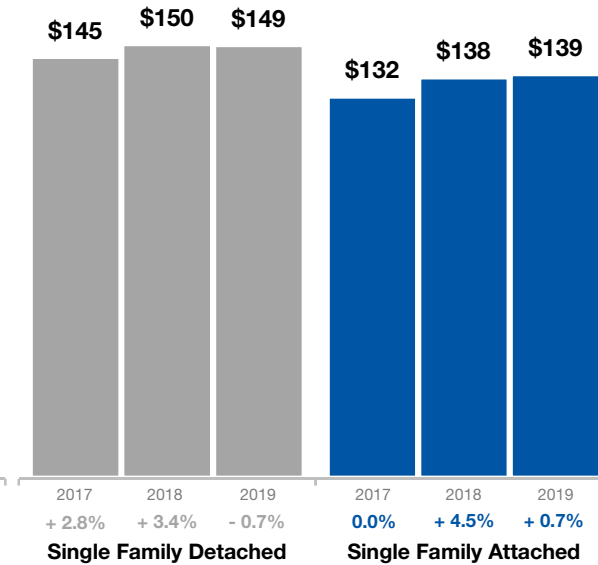
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



October



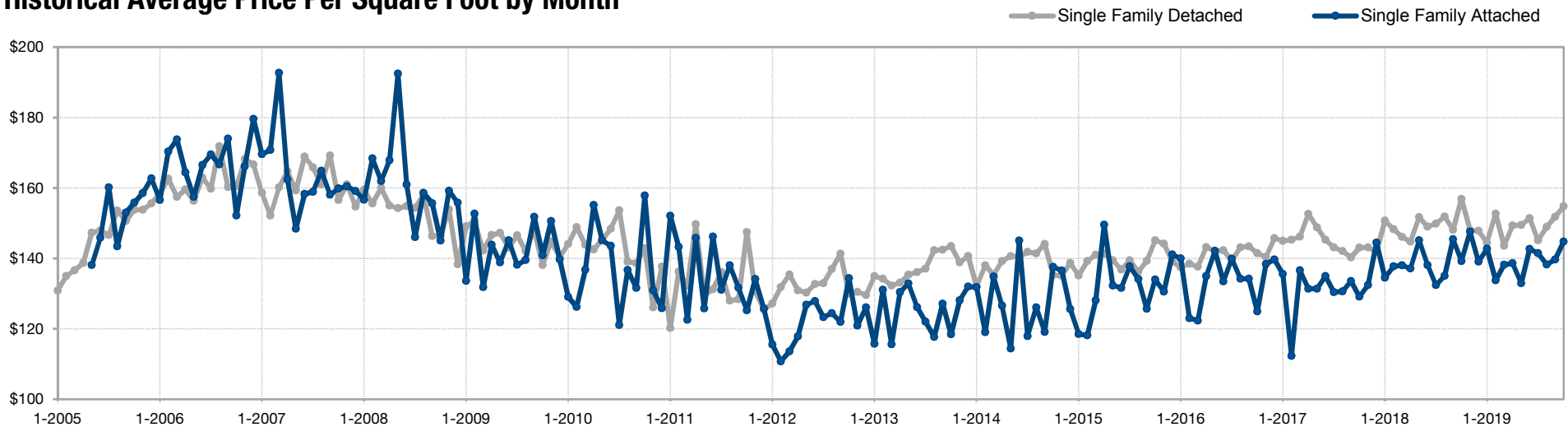
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	\$148	+3.5%	\$148	+12.1%
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%	\$145	+4.3%
12-Month Avg*	\$149	+0.4%	\$140	+1.2%

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

Historical Average Price Per Square Foot by Month

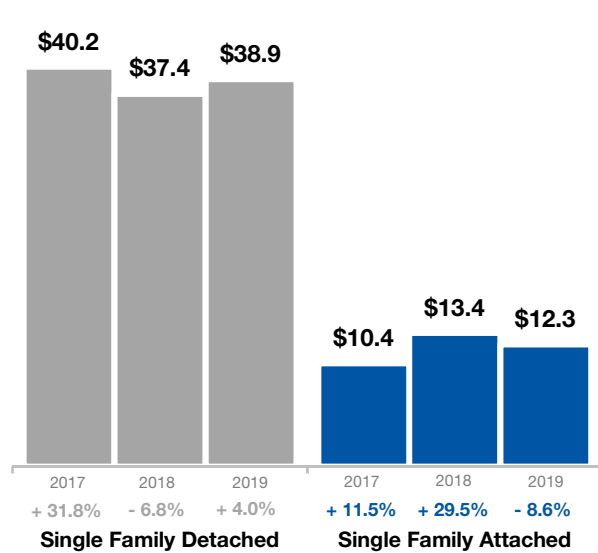


Dollar Volume of Closed Sales (in millions)

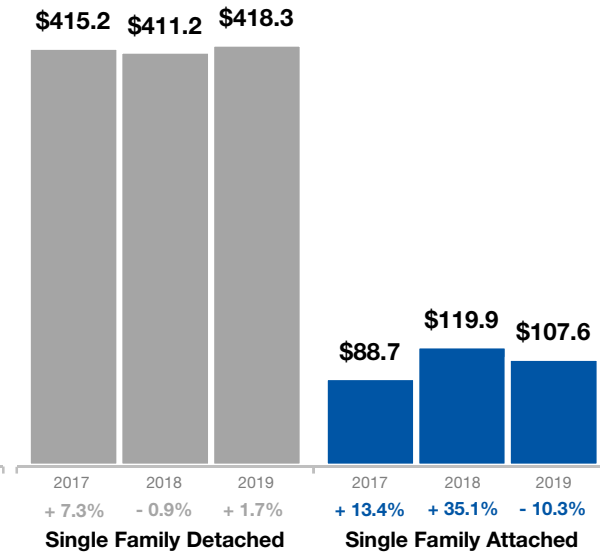


The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.

October



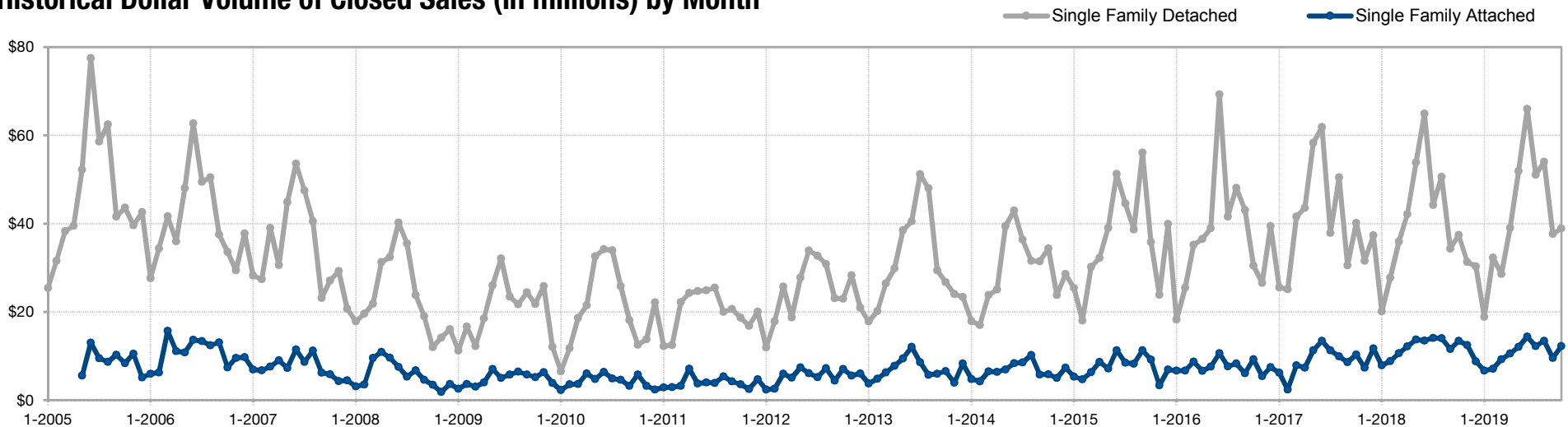
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	\$31.3	-0.8%	\$12.5	+70.3%
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%	\$12.3	-8.6%
12-Month Avg*	\$40.0	-0.1%	\$10.7	-7.3%

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

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

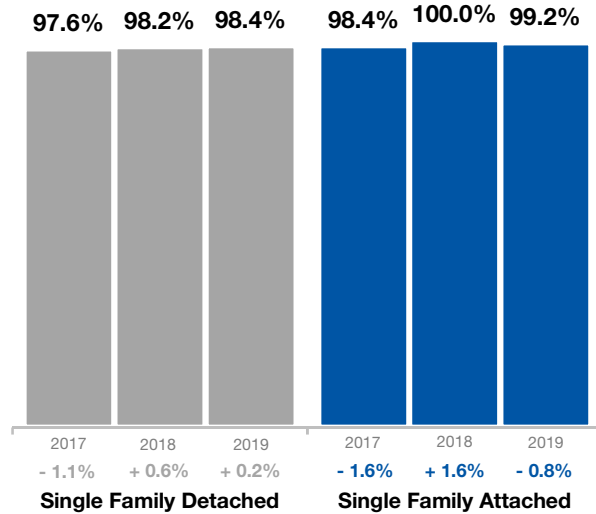


Median Percent of List Price to Sale Price

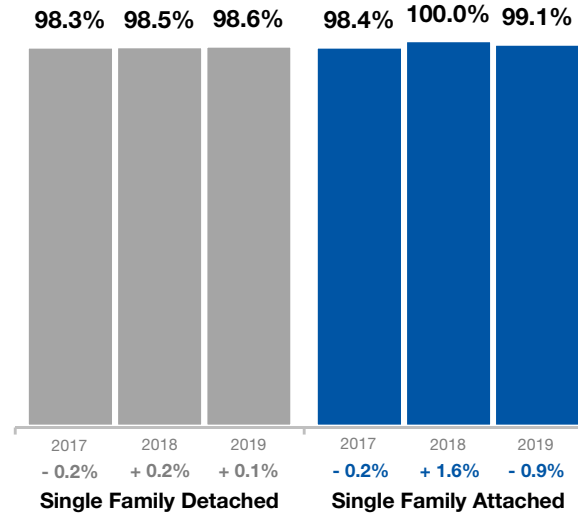


Percentage found when dividing a property's sales price by its most recent list price, then taking the median for all properties sold in a given month, not accounting for seller concessions.

October



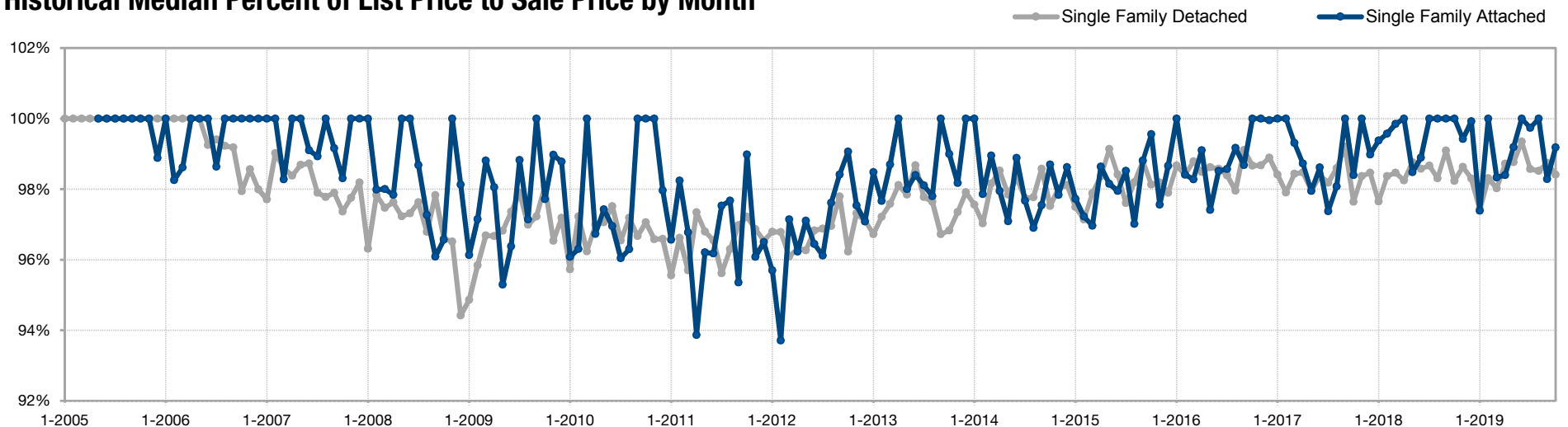
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	98.6%	+0.2%	99.4%	-0.6%
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%	99.2%	-0.8%
12-Month Avg*	98.6%	+0.1%	99.2%	-0.8%

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

Historical Median Percent of List Price to Sale Price by Month

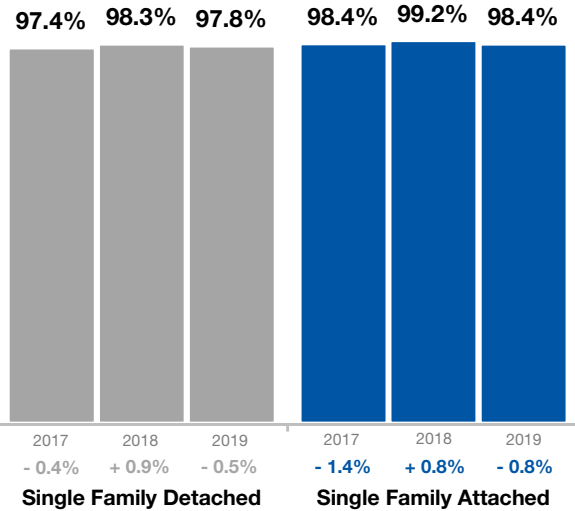


Average Percent of List Price to Sale Price

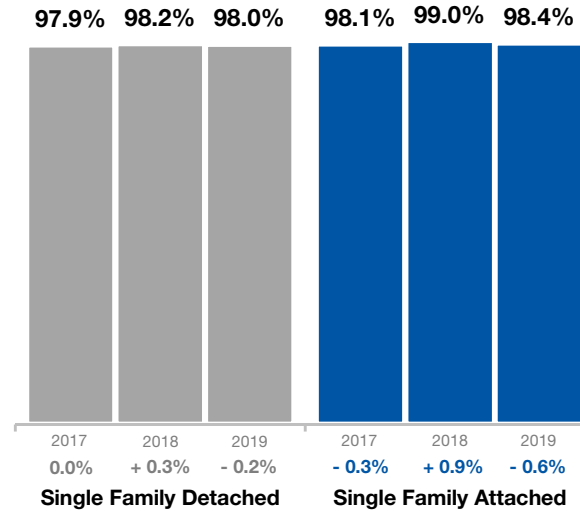


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

October



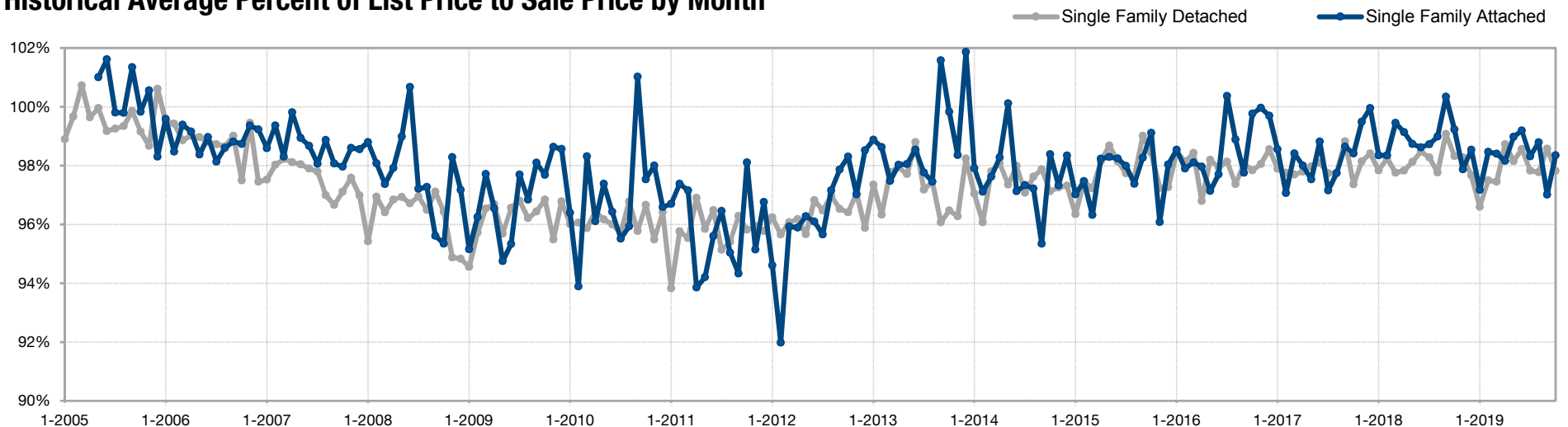
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	98.3%	+0.2%	97.9%	-1.6%
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%
12-Month Avg*	98.0%	-0.2%	98.3%	-0.8%

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

Historical Average Percent of List Price to Sale Price by Month

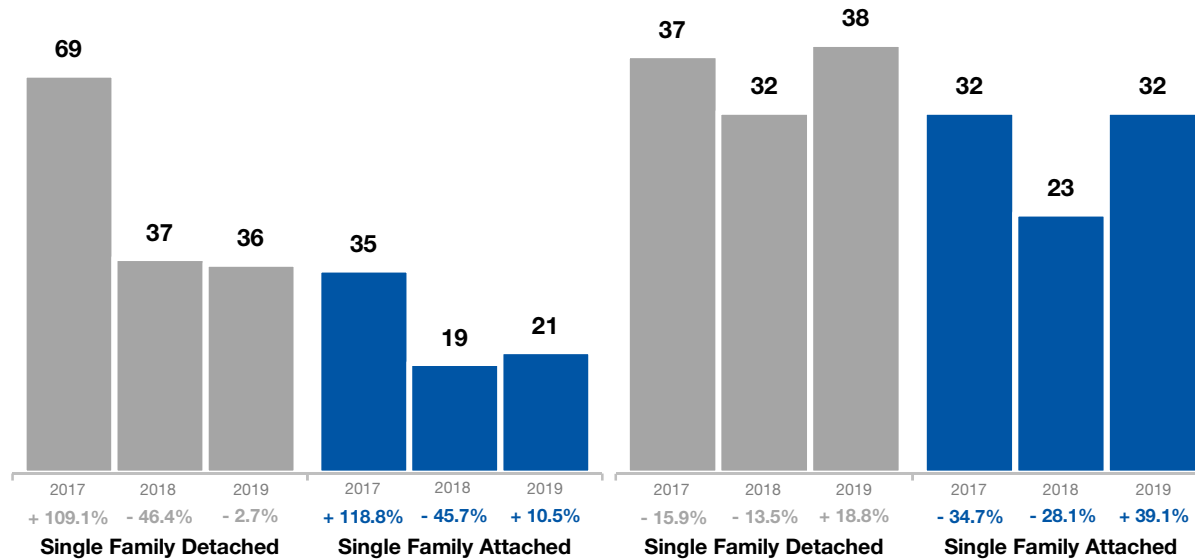


Median Days on Market Until Sale

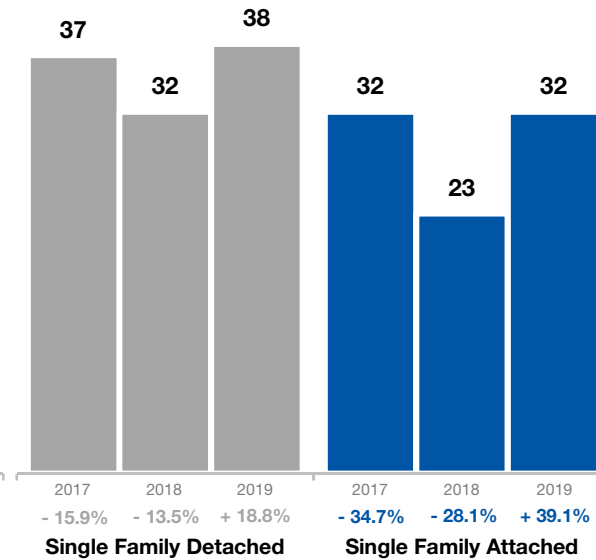
Median number of days between when a property is listed and when an offer is accepted in a given month.



October



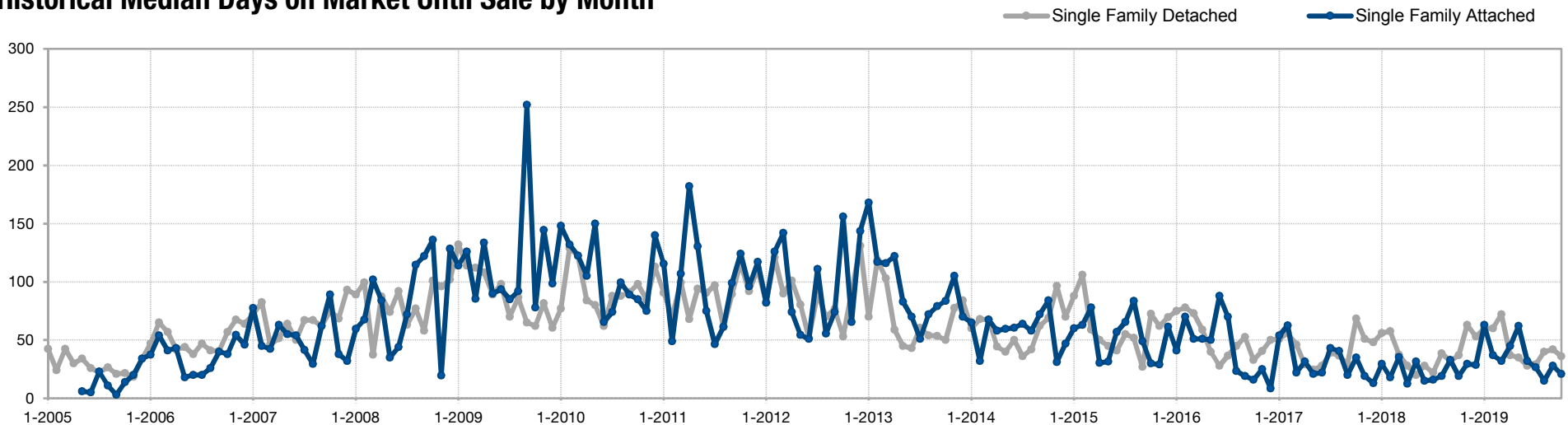
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	63	+23.5%	30	+57.9%
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%	21	+10.5%
12-Month Avg*	42	+25.8%	32	+45.5%

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

Historical Median Days on Market Until Sale by Month

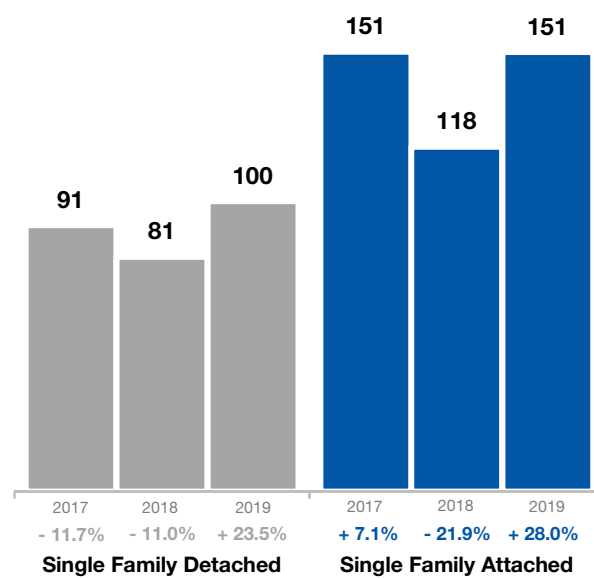


Housing Affordability Index

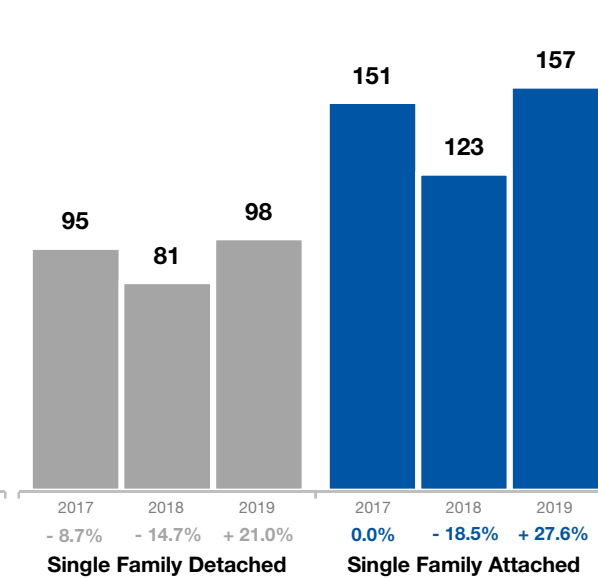


Measures housing affordability for James City, New Kent and York Counties. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for a median-priced home under prevailing interest rates. A higher number means greater affordability.

October



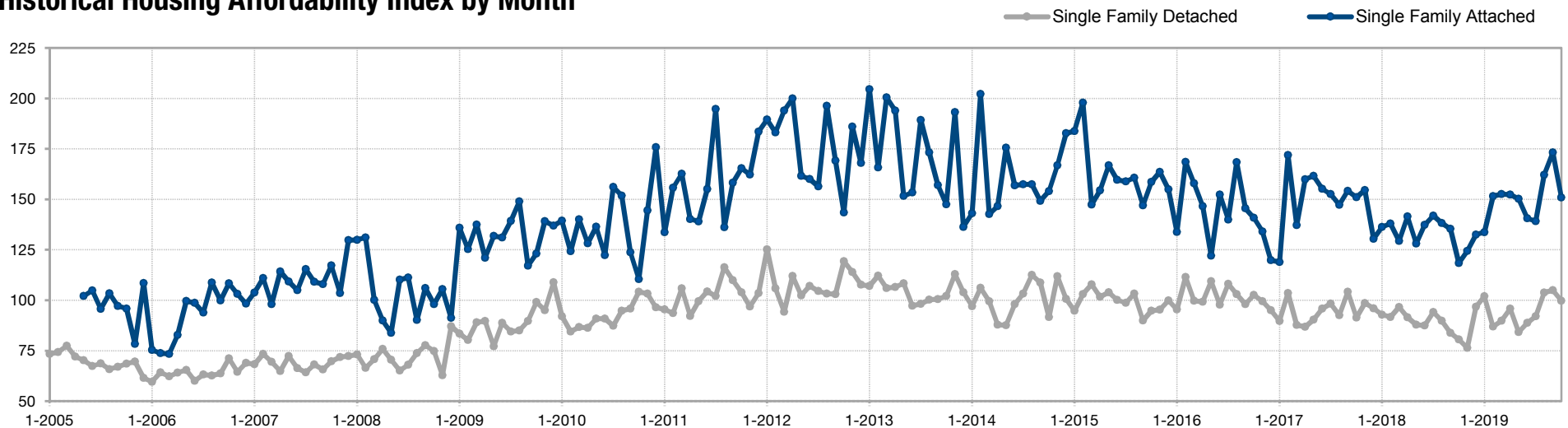
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	76	-23.2%	124	-20.0%
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%
12-Month Avg*	93	+10.0%	91	+11.2%

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

Historical Housing Affordability Index by Month

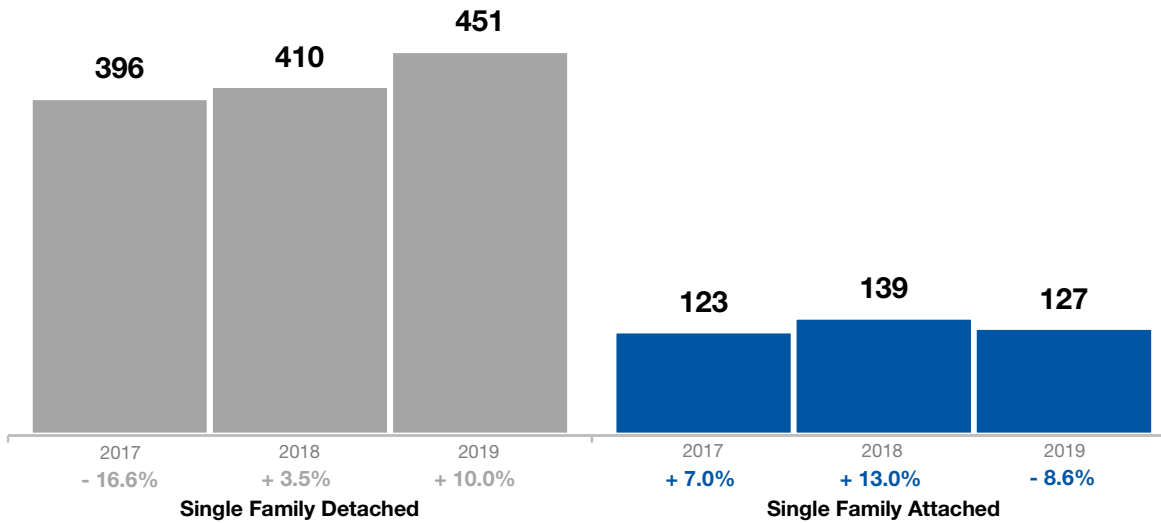


End of Month Inventory

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



October



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	394	+3.1%	131	+4.0%
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	418	+17.4%	124	-10.8%
Apr-2019	444	+16.2%	118	-15.1%
May-2019	476	+16.7%	129	-12.8%
Jun-2019	482	+15.6%	112	-23.3%
Jul-2019	465	+10.2%	114	-16.2%
Aug-2019	488	+15.9%	113	-13.1%
Sep-2019	483	+22.3%	119	-8.5%
Oct-2019	451	+10.0%	127	-8.6%
12-Month Avg	434	+14.8%	123	-6.2%

Historical End of Month Inventory by Month

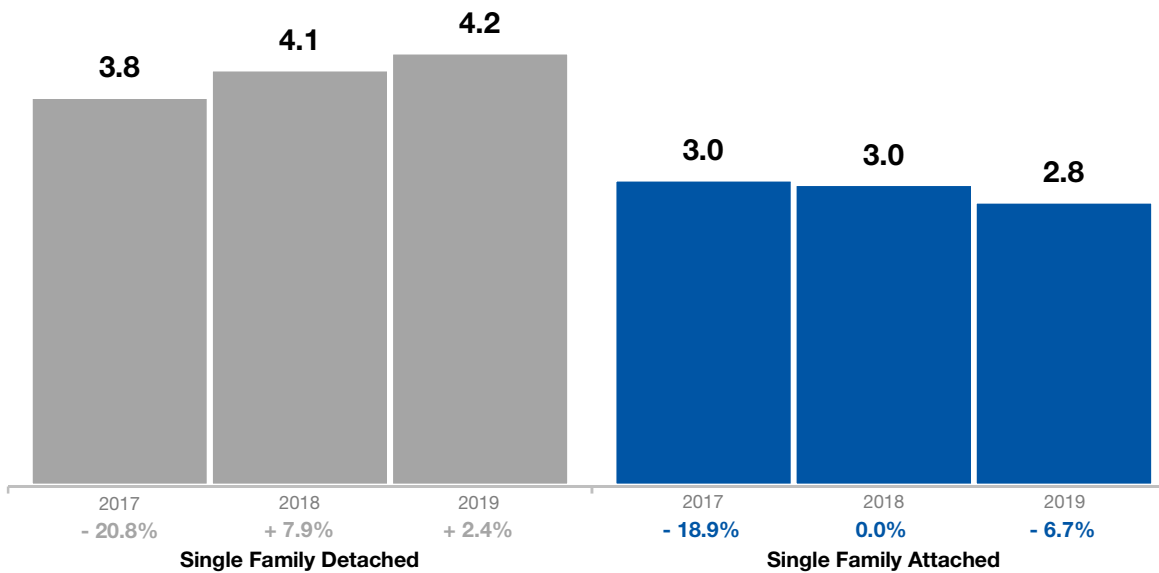


Months Supply of Inventory

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.



October



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Nov-2018	4.0	+8.1%	2.8	-3.4%
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	4.6	+24.3%	2.7	-10.0%
May-2019	4.8	+20.0%	2.8	-15.2%
Jun-2019	4.8	+17.1%	2.5	-19.4%
Jul-2019	4.6	+12.2%	2.5	-13.8%
Aug-2019	4.8	+17.1%	2.5	-7.4%
Sep-2019	4.7	+20.5%	2.7	0.0%
Oct-2019	4.2	+2.4%	2.8	-6.7%
12-Month Avg*	4.3	+16.4%	2.7	-5.2%

* Months Supply for all properties from November 2018 through October 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				10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	10-2016	10-2017	10-2018	10-2019						
New Listings					159	169	+ 6.3%	1,948	2,017	+ 3.5%
Pending Sales					98	150	+ 53.1%	1,550	1,620	+ 4.5%
Closed Sales					146	147	+ 0.7%	1,567	1,531	- 2.3%
Median List Price					\$350,000	\$311,000	- 11.1%	\$329,900	\$339,500	+ 2.9%
Median Sales Price					\$325,181	\$305,000	- 6.2%	\$310,240	\$315,000	+ 1.5%
Avg. Sales Price					\$348,254	\$348,204	- 0.0%	\$339,504	\$343,468	+ 1.2%
Median Price Per Sq Ft					\$145	\$153	+ 5.5%	\$134	\$141	+ 5.2%
Average Price Per Sq Ft					\$150	\$151	+ 0.7%	\$146	\$146	0.0%
\$ Volume of Closed Sales (in millions)					\$50.8	\$51.2	+ 0.8%	\$532.0	\$525.8	- 1.2%
Median Pct of List Price to Sale Price					98.6%	98.5%	- 0.1%	98.7%	98.7%	0.0%
Avg Pct of List Price to Sale Price					98.7%	98.0%	- 0.7%	98.4%	98.1%	- 0.3%
Median Days on Market					29	32	+ 10.3%	29	37	+ 27.6%
Affordability Index					89	116	+ 30.3%	94	112	+ 19.1%
End of Month Inventory					549	578	+ 5.3%	--	--	--
Months Supply					3.7	3.8	+ 2.7%	--	--	--

Area Overview

Key metrics by report month for areas in the Williamsburg Multiple Listing Service



	New Listings			Closed Sales			Median Sales Price			Monthly Inventory			Months Supply		
	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
James City County	139	126	-9.4%	110	121	+10.0%	\$ 334,057	\$ 304,900	-8.7%	454	461	+1.5%	4.0	3.8	-5.0%
City of Williamsburg	14	17	+21.4%	16	13	-18.8%	\$337,000	\$389,900	+15.7%	45	58	+28.9%	3.5	4.3	+22.9%
York County	27	38	+40.7%	32	26	-18.8%	\$271,008	\$300,000	+10.7%	86	102	+18.6%	2.7	3.5	+29.6%
New Kent County	13	20	+53.8%	5	8	+60.0%	\$250,000	\$283,000	+13.2%	43	66	+53.5%	6.4	6.2	-3.1%
Charles City County	1	1	0.0%	2	1	-50.0%	\$143,000	\$145,000	+1.4%	5	7	+40.0%	3.9	3.9	0.0%
Newport News	24	16	-33.3%	19	14	-26.3%	\$200,000	\$225,000	+12.5%	47	39	-17.0%	3.3	2.6	-21.2%
Hampton	6	4	-33.3%	3	3	0.0%	\$192,000	\$262,000	+36.5%	22	17	-22.7%	4.6	2.8	-39.1%
Surry	1	2	+100.0%	0	2	--	\$0	\$97,625	--	11	6	-45.5%	7.3	3.5	-52.1%
Gloucester	7	14	+100.0%	7	4	-42.9%	\$224,500	\$286,500	+27.6%	28	34	+21.4%	2.5	3.8	+52.0%
Richmond	1	0	-100.0%	0	0	--	\$0	\$0	--	1	0	-100.0%	1.0	0.0	-100.0%
23185	61	68	+11.5%	75	70	-6.7%	\$319,000	\$319,325	+0.1%	237	259	+9.3%	3.4	3.8	+11.8%
23188	84	88	+4.8%	56	64	+14.3%	\$311,070	\$295,000	-5.2%	272	265	-2.6%	4.1	3.6	-12.2%
23168	14	13	-7.1%	15	13	-13.3%	\$342,000	\$349,000	+2.0%	40	54	+35.0%	3.6	5.0	+38.9%
23168, 23185 & 23188	159	169	+6.3%	146	147	+0.7%	\$325,181	\$305,000	-6.2%	549	578	+5.3%	3.7	3.8	+2.7%