

Monthly Indicators



September 2019

With the kids back in school and the weather cooling, the housing market begins its annual cooldown as well. Nationally, buyer and seller activity remained strong, buoyed by low mortgage rates and a strong economy. The market fundamentals suggest no significant changes from recent trends, other than the seasonally tempered pace we see this time of year. As we move into the final three months of 2019, buyers will find fewer homes coming on the market, but also less competition for those homes.

When comparing 2019 to 2018 statistics, New Listings increased 24.5 percent for single-family detached homes and 14.9 percent for single-family attached homes. Pending Sales increased 2.2 percent for single-family detached homes but remained flat for single-family attached properties.

Median List Price was down 0.4 percent for single-family detached homes but increased 1.2 percent for single-family attached properties. Months Supply of Inventory increased 25.6 percent for single-family detached homes but remained flat for single-family attached properties.

In Washington there are discussions around a broad overhaul of the housing finance system, including the re-privatization of Fannie Mae and Freddie Mac and reforms to federal agencies involved with financing substantial portions of the mortgages made every year. Many of these policy conversations and eventual changes will take months or years to be implemented and their impact is not yet clear. While Halloween decorations are beginning to adorn homes around the country, the real estate market this fall is looking far from scary.

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

- 9.3%

One-Year Change in
**Single Family Detached
Median Sales Price**

- 11.2%

One-Year Change in
**Single Family Attached
Median Sales Price**

+ 5.7%

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				9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	9-2016	9-2017	9-2018	9-2019						
New Listings					94	117	+ 24.5%	1,268	1,366	+ 7.7%
Pending Sales					92	94	+ 2.2%	986	1,015	+ 2.9%
Closed Sales					93	100	+ 7.5%	967	972	+ 0.5%
Median List Price					\$390,400	\$389,000	- 0.4%	\$384,900	\$390,000	+ 1.3%
Median Sales Price					\$366,720	\$332,500	- 9.3%	\$355,000	\$359,000	+ 1.1%
Avg. Sales Price					\$369,008	\$376,466	+ 2.0%	\$386,573	\$389,546	+ 0.8%
Median Price Per Sq Ft					\$144	\$149	+ 3.1%	\$145	\$144	- 0.3%
Average Price Per Sq Ft					\$148	\$152	+ 2.7%	\$149	\$149	0.0%
\$ Volume of Closed Sales (in millions)					\$34.3	\$37.6	+ 9.7%	\$373.8	\$378.6	+ 1.3%
Median Pct of List Price to Sale Price					99.1%	98.7%	- 0.4%	98.5%	98.6%	+ 0.1%
Avg Pct of List Price to Sale Price					99.1%	98.6%	- 0.5%	98.2%	98.0%	- 0.2%
Median Days on Market					32	42	+ 31.3%	32	39	+ 21.9%
Affordability Index					84	105	+ 25.0%	87	97	+ 11.5%
End of Month Inventory					396	501	+ 26.5%	--	--	--
Months Supply					3.9	4.9	+ 25.6%	--	--	--

Single Family Attached Market Overview

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



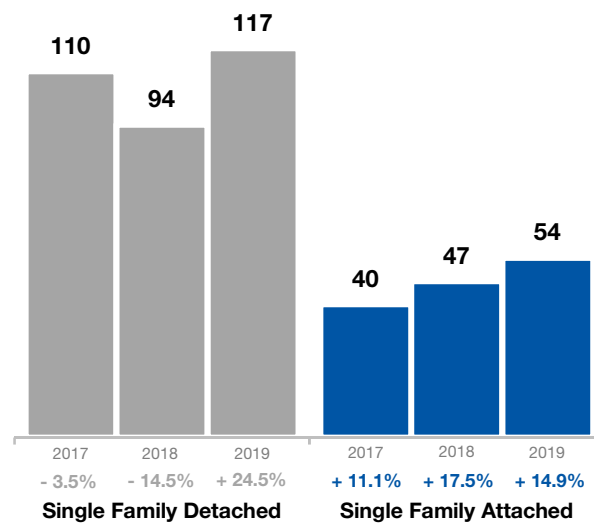
Key Metrics	Historical Sparkbars				9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	9-2016	9-2017	9-2018	9-2019						
New Listings					47	54	+ 14.9%	522	498	- 4.6%
Pending Sales					41	41	0.0%	465	448	- 3.7%
Closed Sales					50	45	- 10.0%	452	410	- 9.3%
Median List Price					\$239,900	\$242,780	+ 1.2%	\$239,450	\$235,075	- 1.8%
Median Sales Price					\$226,943	\$201,415	- 11.2%	\$233,500	\$223,750	- 4.2%
Avg. Sales Price					\$231,224	\$212,759	- 8.0%	\$235,631	\$232,464	- 1.3%
Median Price Per Sq Ft					\$142	\$136	- 3.7%	\$133	\$134	+ 0.3%
Average Price Per Sq Ft					\$145	\$140	- 3.4%	\$138	\$139	+ 0.7%
\$ Volume of Closed Sales (in millions)					\$11.6	\$9.6	- 17.2%	\$106.5	\$95.3	- 10.5%
Median Pct of List Price to Sale Price					100.0%	98.3%	- 1.7%	99.8%	99.1%	- 0.7%
Avg Pct of List Price to Sale Price					100.3%	97.0%	- 3.3%	99.0%	98.4%	- 0.6%
Median Days on Market					33	28	- 15.2%	24	33	+ 37.5%
Affordability Index					135	173	+ 28.1%	132	156	+ 18.2%
End of Month Inventory					130	119	- 8.5%	--	--	--
Months Supply					2.7	2.7	0.0%	--	--	--

New Listings

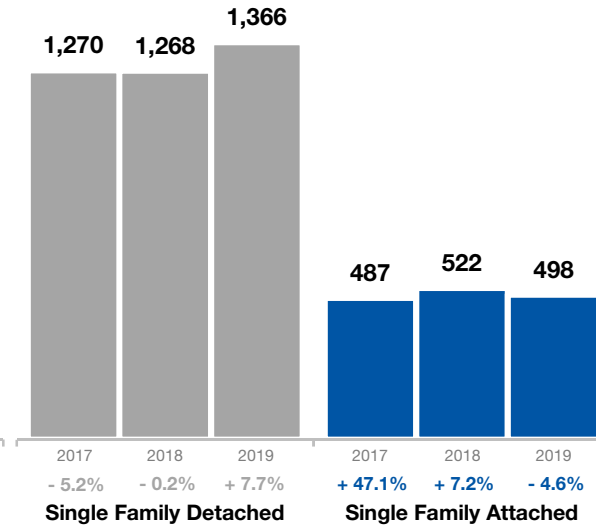
A count of the properties that have been newly listed on the market in a given month.



September

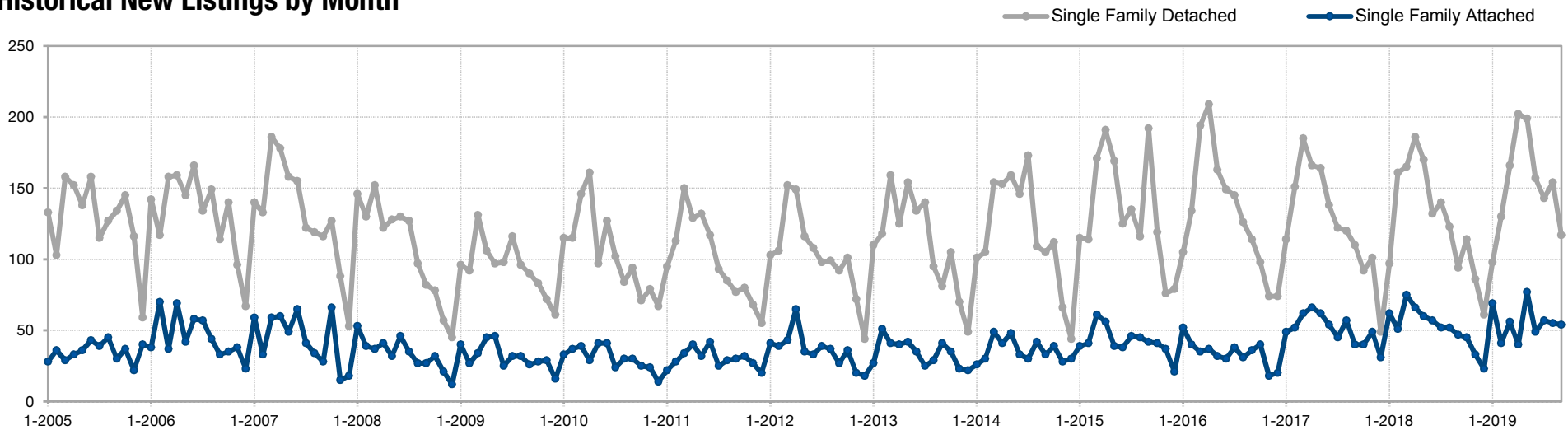


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	114	+23.9%	45	+12.5%
Nov-2018	86	-14.9%	33	-32.7%
Dec-2018	61	+24.5%	23	-25.8%
Jan-2019	98	+1.0%	69	+11.3%
Feb-2019	130	-19.3%	41	-19.6%
Mar-2019	166	+0.6%	56	-25.3%
Apr-2019	202	+8.6%	40	-39.4%
May-2019	199	+17.1%	77	+28.3%
Jun-2019	157	+18.9%	49	-14.0%
Jul-2019	143	+2.1%	57	+9.6%
Aug-2019	154	+25.2%	55	+5.8%
Sep-2019	117	+24.5%	54	+14.9%
12-Month Avg	136	+7.7%	50	-6.7%

Historical New Listings by Month

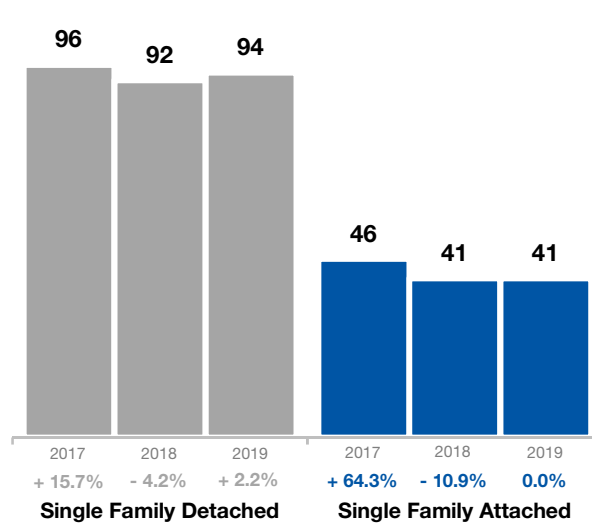


Pending Sales

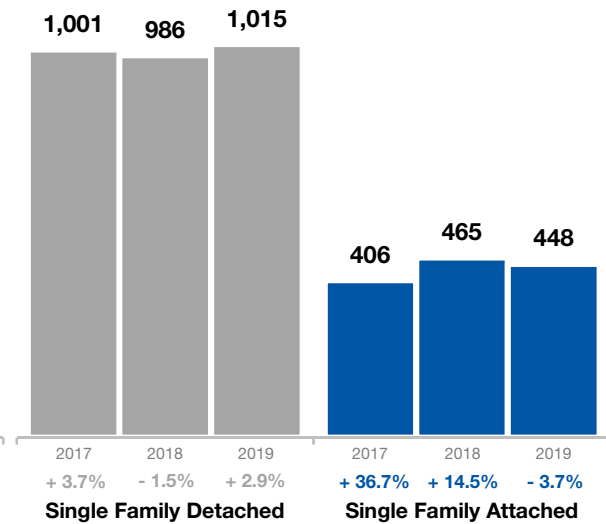
A count of the properties on which offers have been accepted in a given month.



September

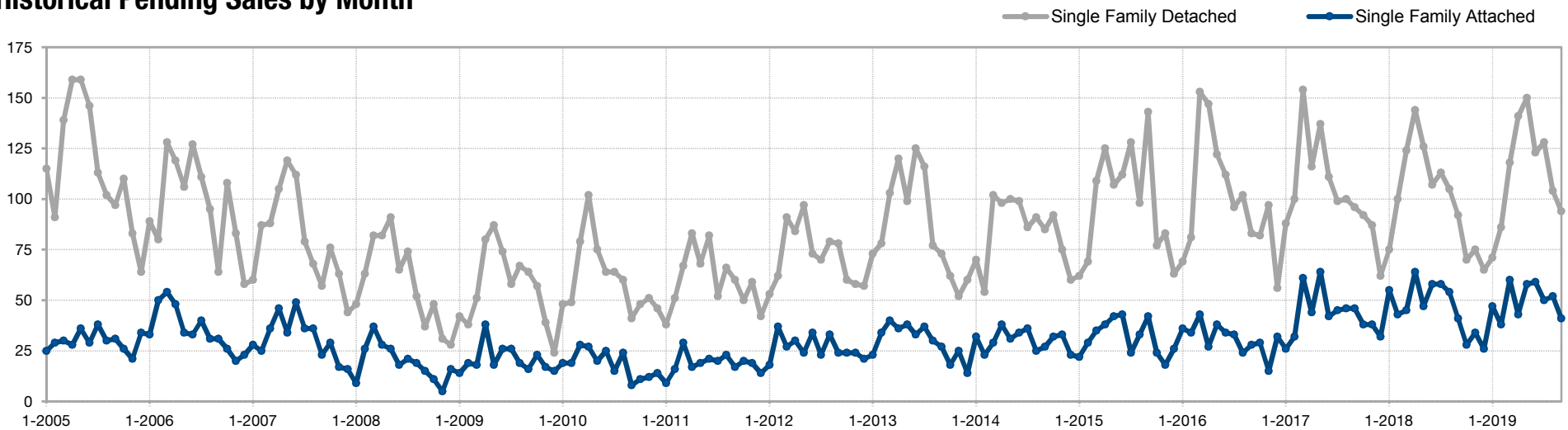


Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	70	-23.9%	28	-26.3%
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%	52	-3.7%
Sep-2019	94	+2.2%	41	0.0%
12-Month Avg	102	-0.2%	45	-6.5%

Historical Pending Sales by Month

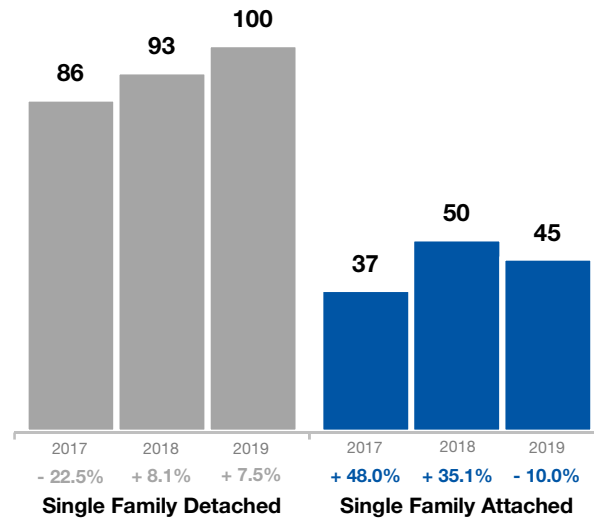


Closed Sales

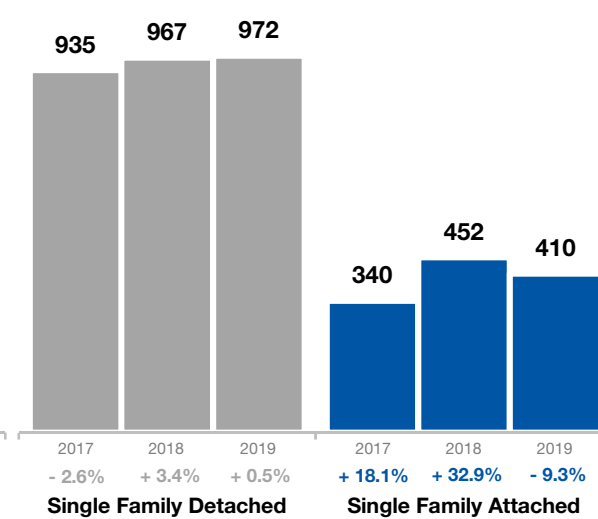
A count of the actual sales that closed in a given month.



September

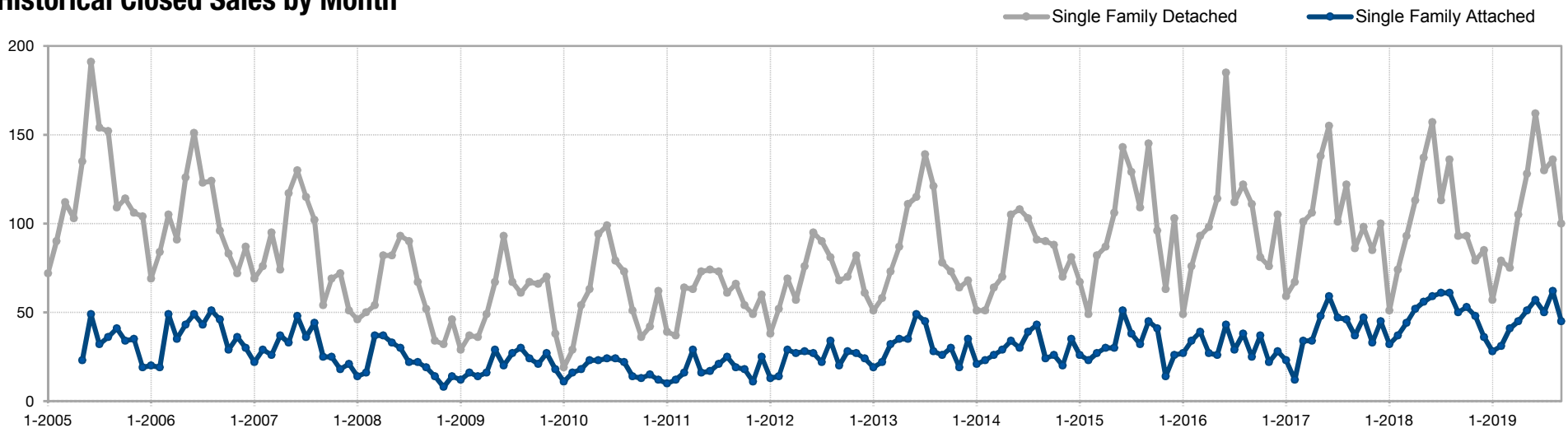


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	93	-5.1%	53	+12.8%
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	130	+15.0%	50	-18.0%
Aug-2019	136	0.0%	62	+1.6%
Sep-2019	100	+7.5%	45	-10.0%
12-Month Avg	102	-1.7%	46	-5.2%

Historical Closed Sales by Month

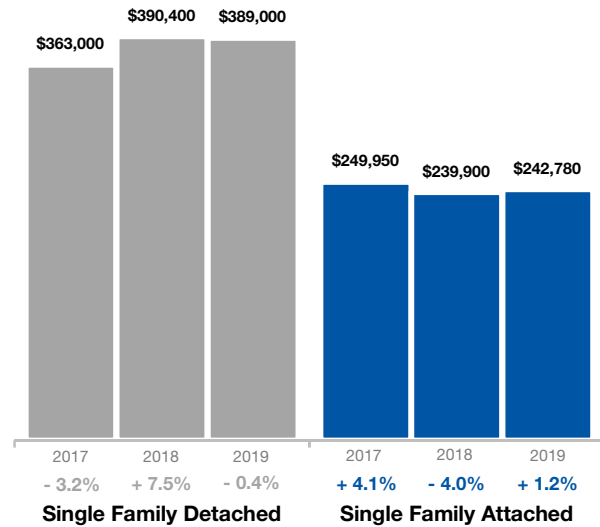


Median List Price

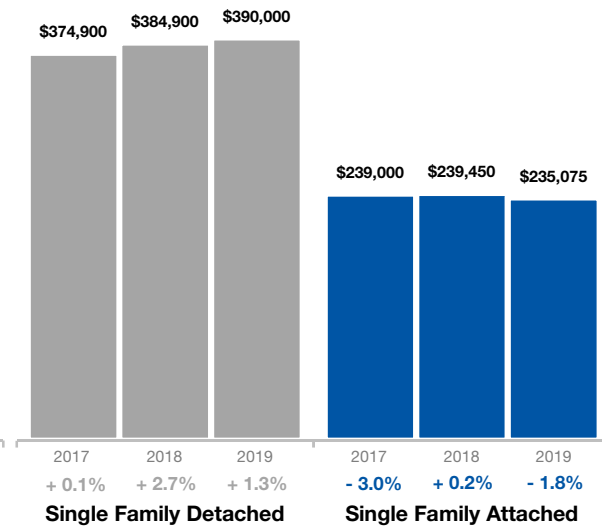
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



September



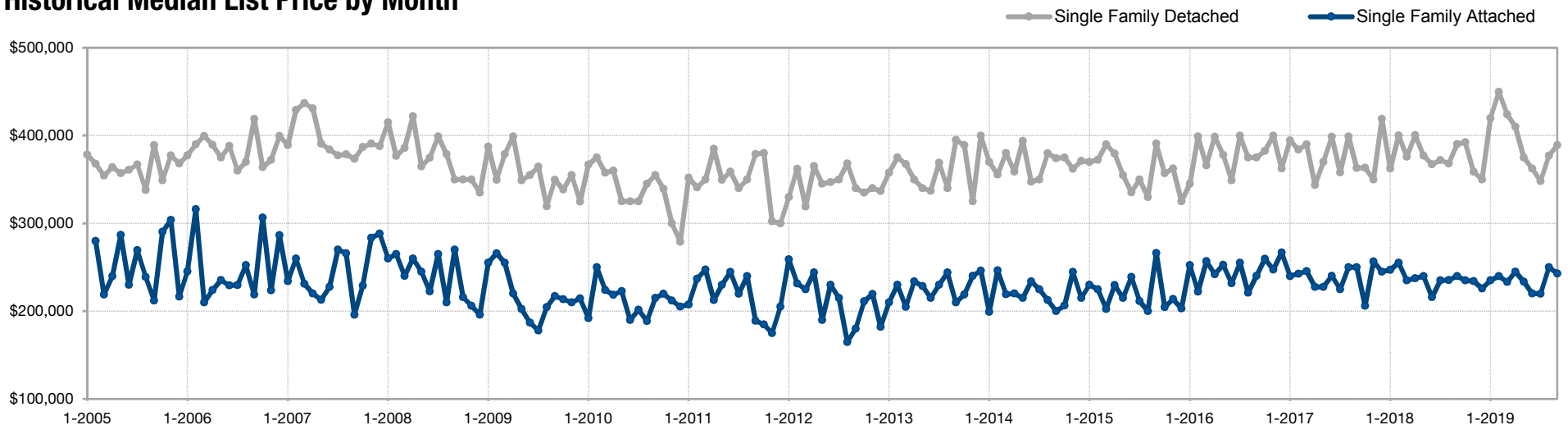
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	\$392,450	+8.0%	\$235,000	+14.1%
Nov-2018	\$358,950	+2.6%	\$234,000	-8.8%
Dec-2018	\$350,000	-16.5%	\$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	\$424,000	+12.8%	\$233,228	-0.8%
Apr-2019	\$410,000	+2.4%	\$245,000	+3.2%
May-2019	\$375,000	-0.5%	\$233,485	-2.7%
Jun-2019	\$362,425	-1.3%	\$220,000	+1.9%
Jul-2019	\$348,000	-6.5%	\$219,900	-6.4%
Aug-2019	\$377,000	+2.4%	\$249,999	+6.2%
Sep-2019	\$389,000	-0.4%	\$242,780	+1.2%
12-Month Avg*	\$389,000	+2.4%	\$235,000	-2.0%

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

Historical Median List Price by Month

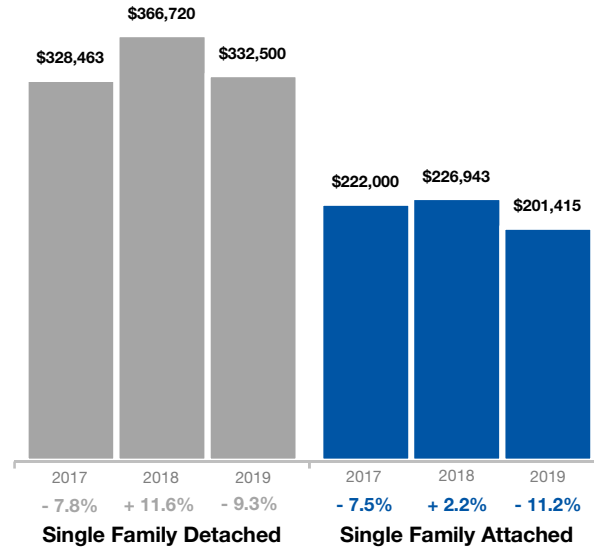


Median Sales Price

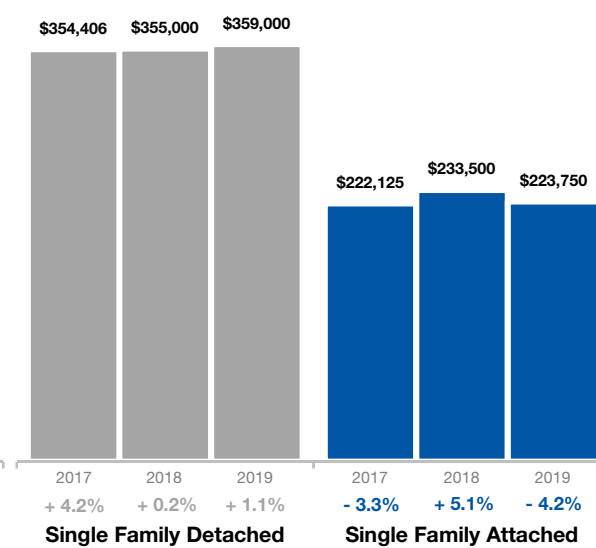
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



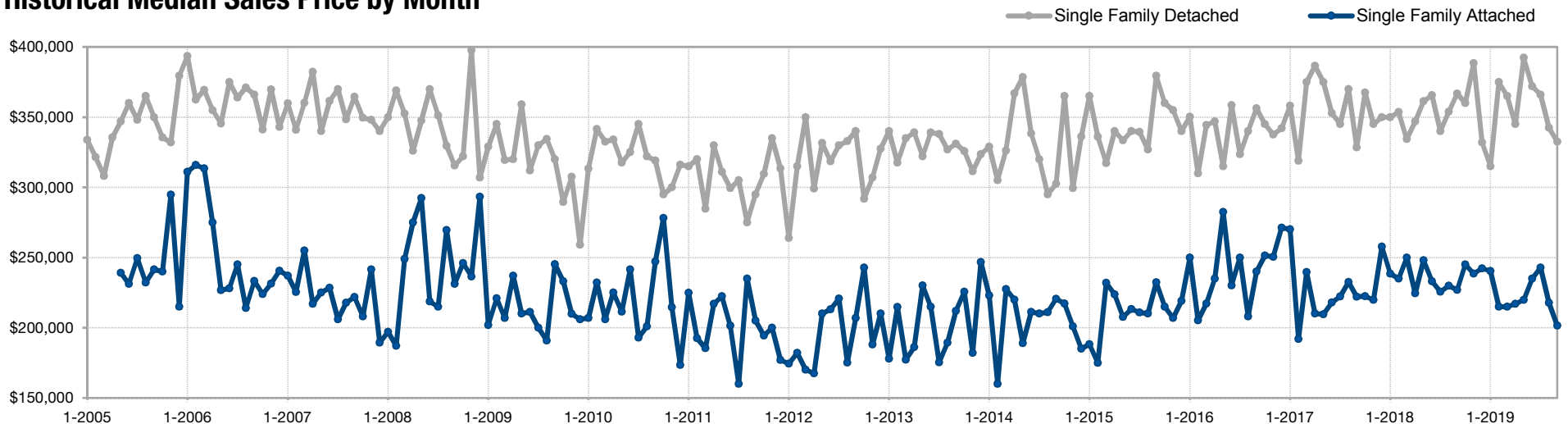
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	\$360,000	-2.0%	\$245,000	+10.1%
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	\$366,000	+7.6%	\$242,730	+7.6%
Aug-2019	\$342,500	-3.2%	\$217,750	-5.3%
Sep-2019	\$332,500	-9.3%	\$201,415	-11.2%
12-Month Avg*	\$359,000	+1.1%	\$227,500	-3.0%

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

Historical Median Sales Price by Month

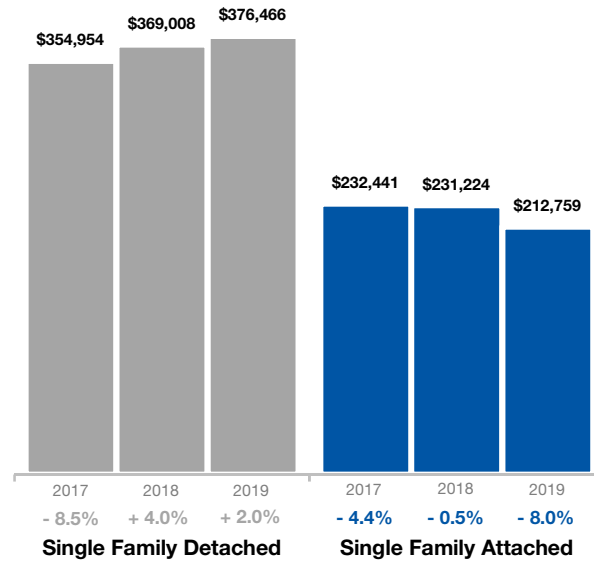


Average Sales Price

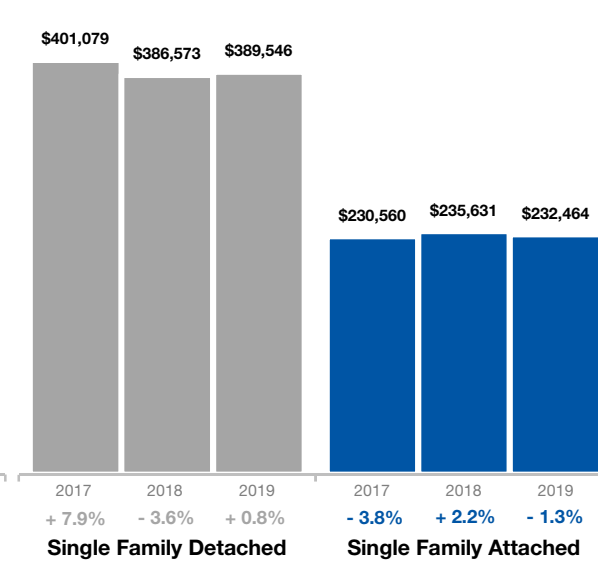
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



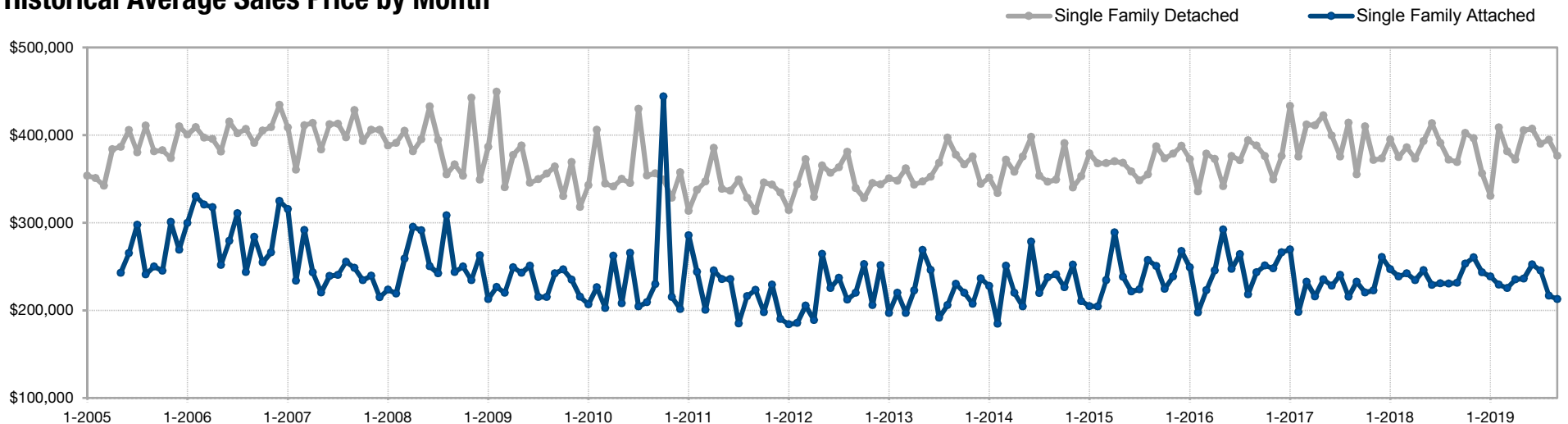
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	\$402,505	-1.8%	\$253,058	+14.8%
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	\$390,021	-0.3%	\$245,396	+6.4%
Aug-2019	\$394,574	+6.1%	\$216,754	-5.9%
Sep-2019	\$376,466	+2.0%	\$212,759	-8.0%
12-Month Avg*	\$388,674	+0.6%	\$237,632	+0.9%

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

Historical Average Sales Price by Month

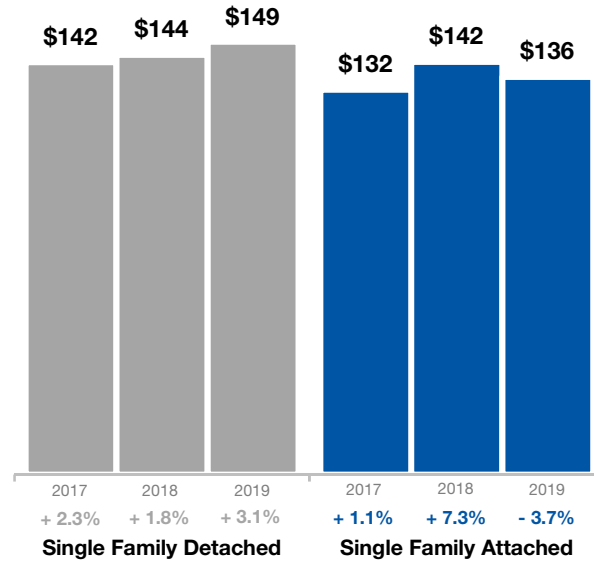


Median Price Per Square Foot

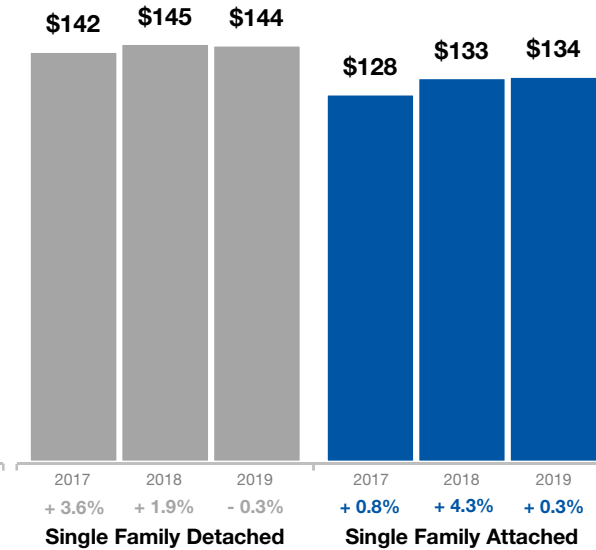
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



September



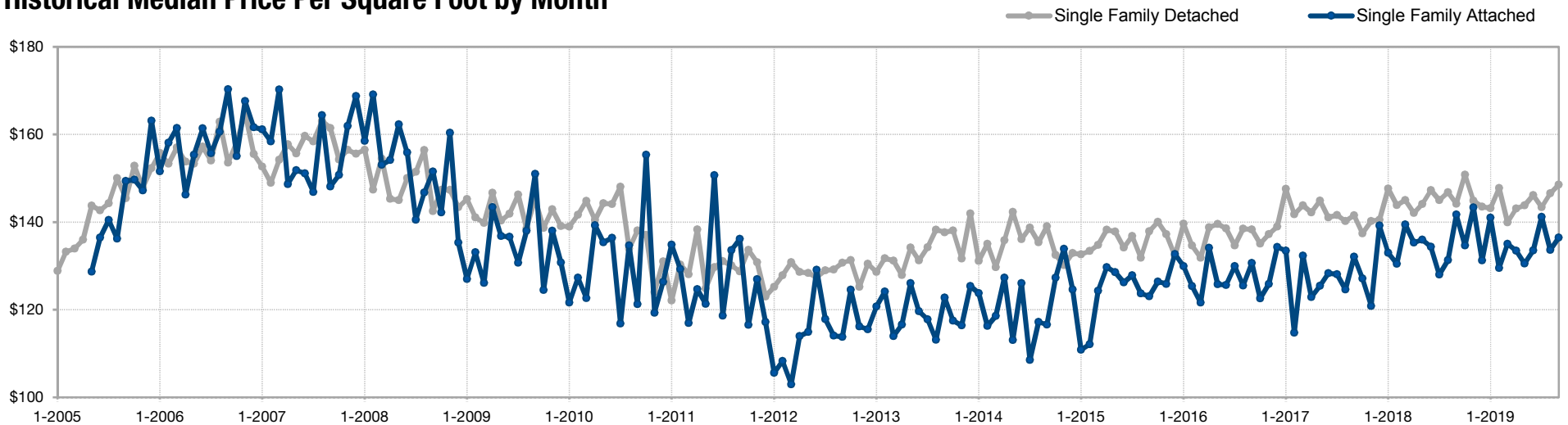
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	\$151	+9.7%	\$135	+6.0%
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	-1.1%	\$141	+10.3%
Aug-2019	\$147	-0.1%	\$134	+1.8%
Sep-2019	\$149	+3.1%	\$136	-3.7%
12-Month Avg*	\$145	+0.5%	\$134	+1.4%

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

Historical Median Price Per Square Foot by Month

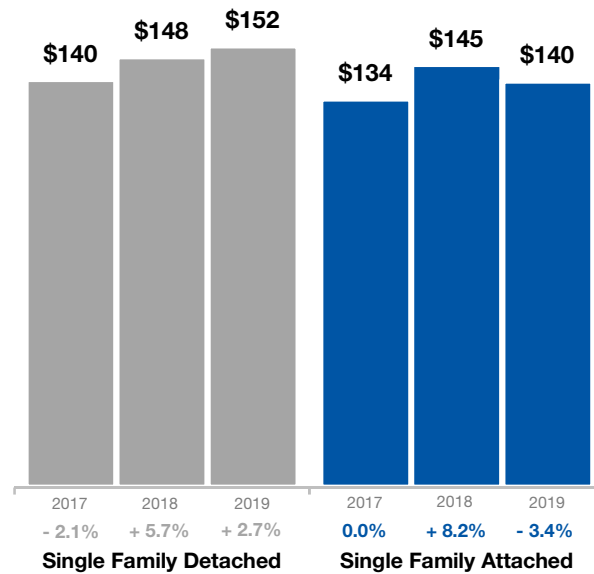


Average Price Per Square Foot

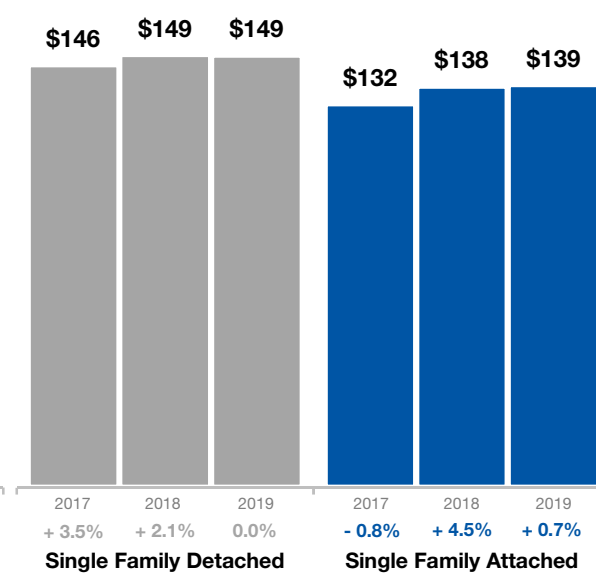
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



September



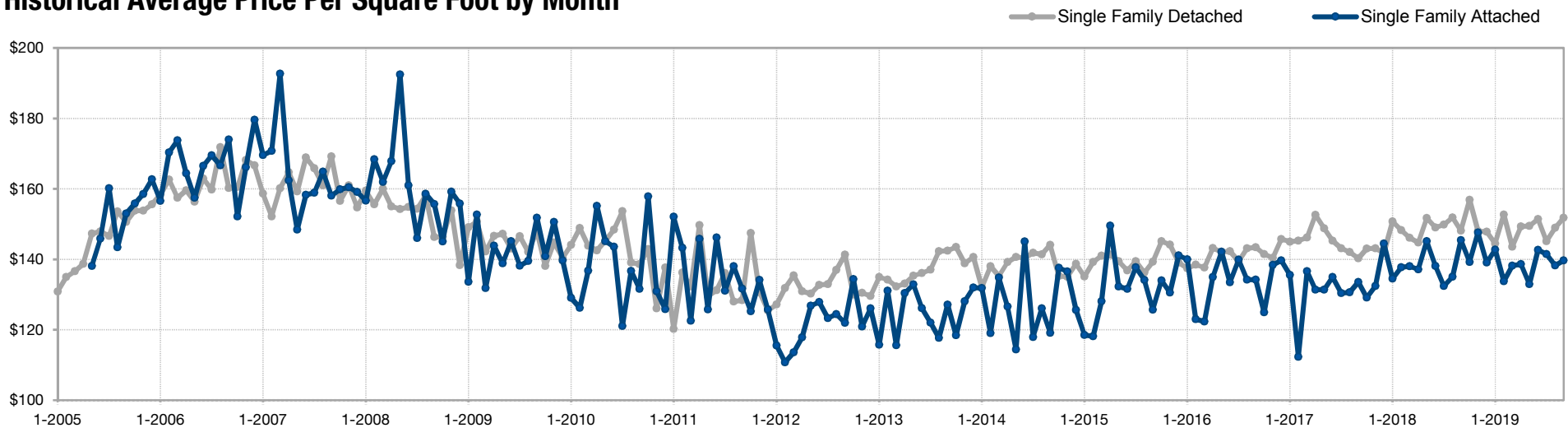
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	\$157	+9.8%	\$139	+7.8%
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%
12-Month Avg*	\$149	+1.2%	\$140	+1.4%

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

Historical Average Price Per Square Foot by Month

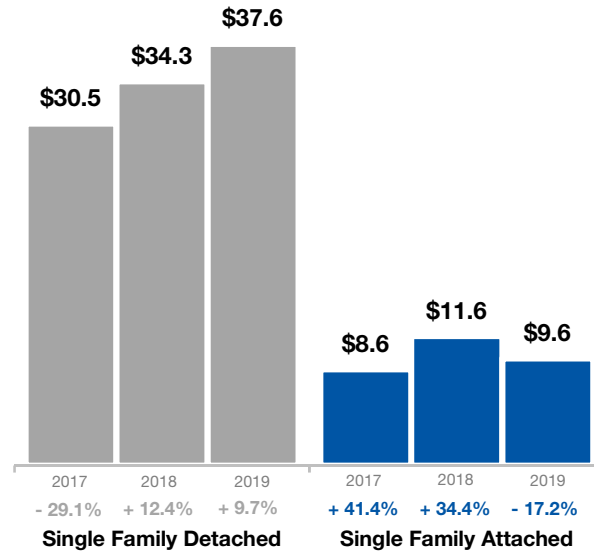


Dollar Volume of Closed Sales (in millions)

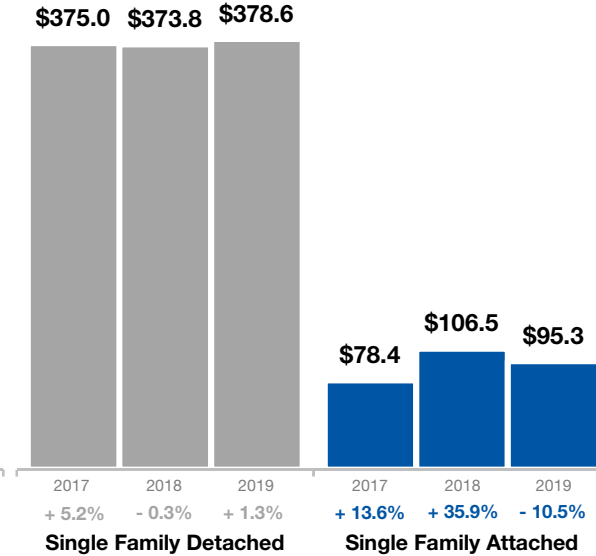
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



September



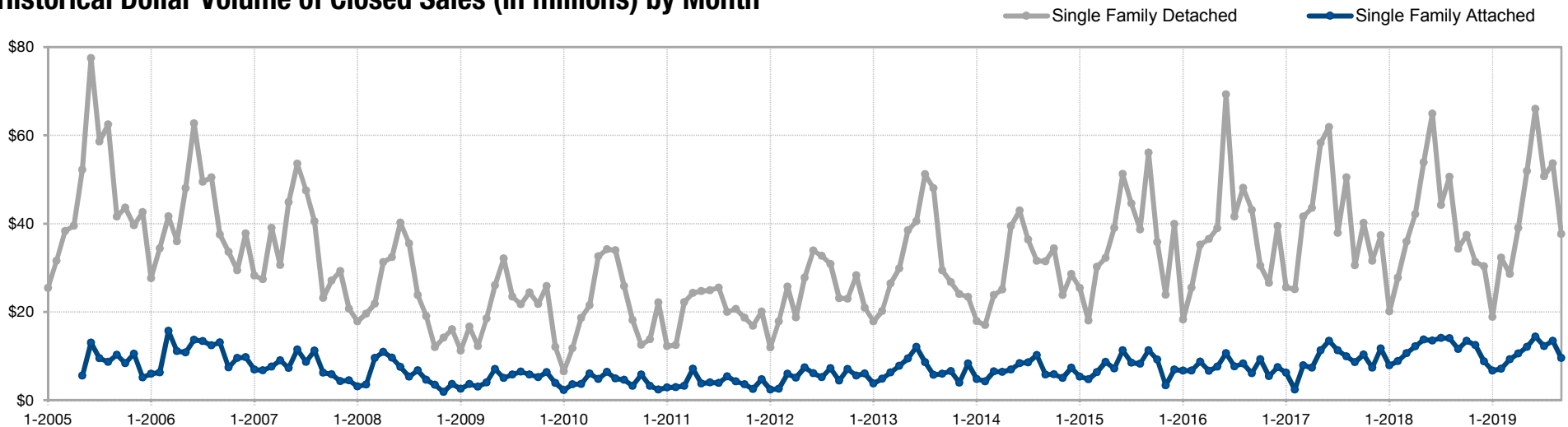
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	\$37.4	-6.8%	\$13.4	+29.5%
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	\$50.7	+14.7%	\$12.3	-12.8%
Aug-2019	\$53.7	+6.1%	\$13.4	-4.3%
Sep-2019	\$37.6	+9.7%	\$9.6	-17.2%
12-Month Avg*	\$39.8	-1.1%	\$10.8	-4.4%

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

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



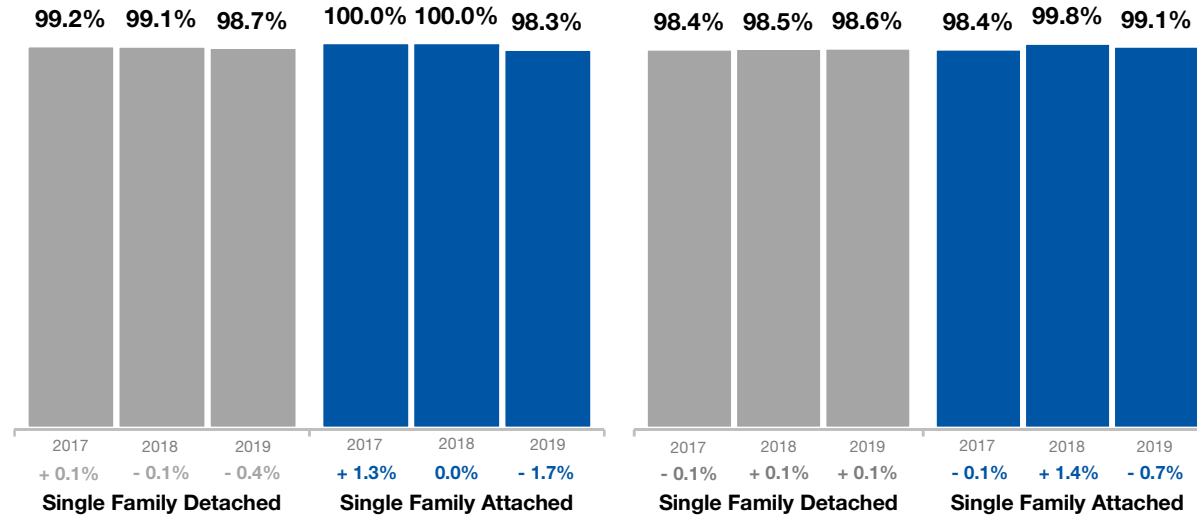
Median Percent of List Price to Sale Price



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.

September

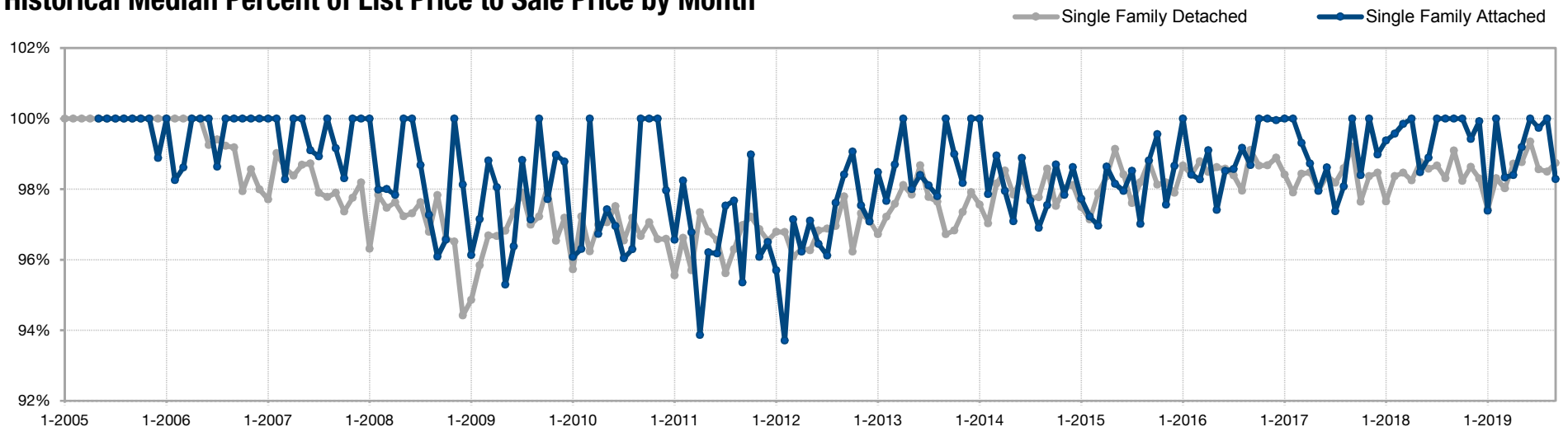
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	98.2%	+0.6%	100.0%	+1.6%
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%
12-Month Avg*	98.6%	+0.1%	99.3%	-0.4%

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

Historical Median Percent of List Price to Sale Price by Month

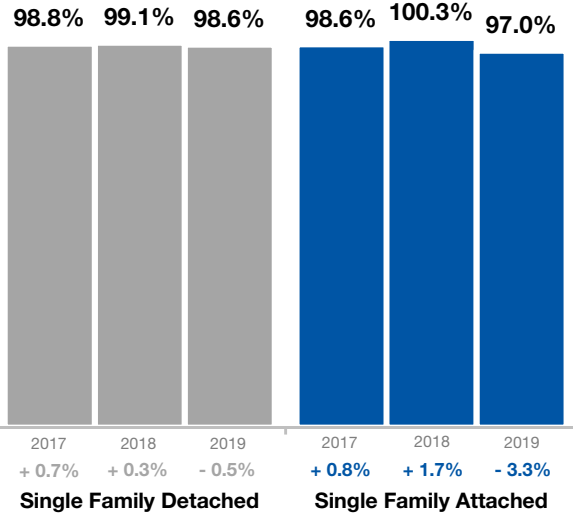


Average Percent of List Price to Sale Price

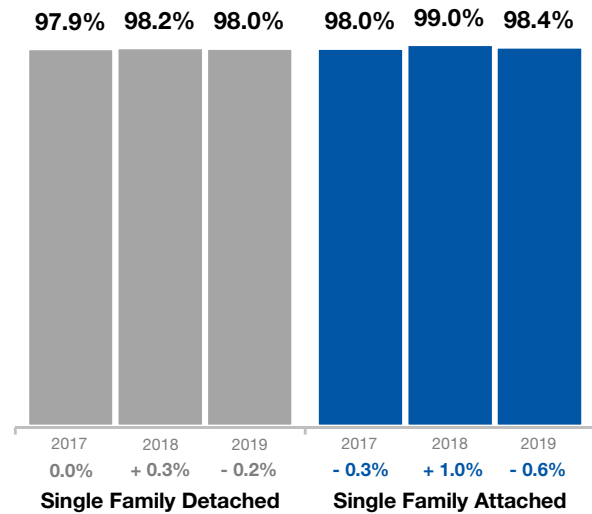
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



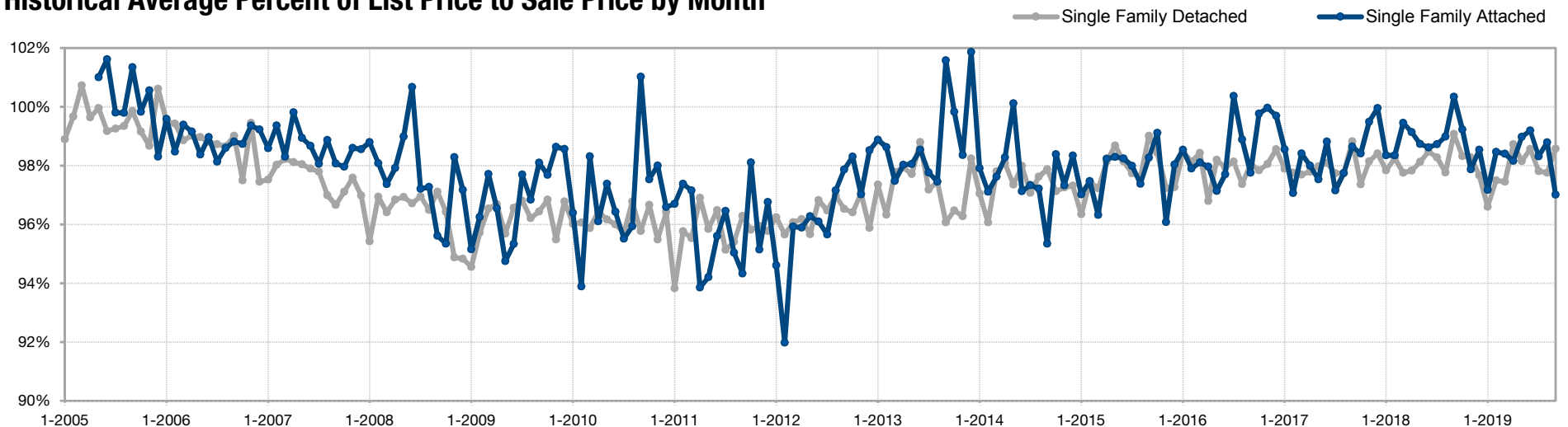
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	98.3%	+0.9%	99.2%	+0.8%
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%
12-Month Avg*	98.0%	-0.1%	98.4%	-0.6%

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

Historical Average Percent of List Price to Sale Price by Month

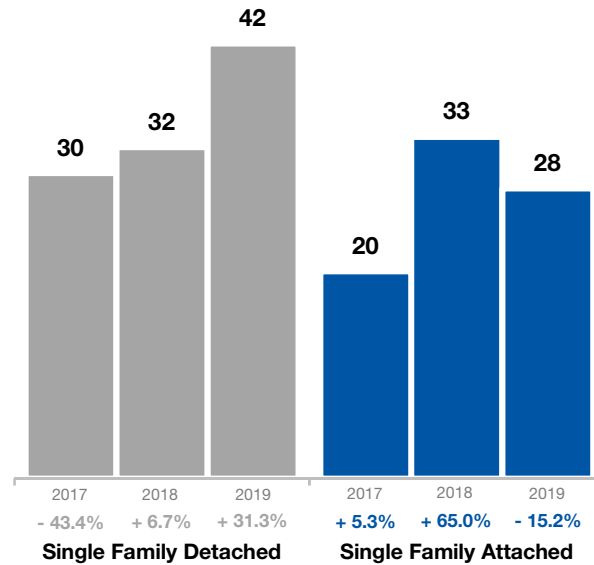


Median Days on Market Until Sale

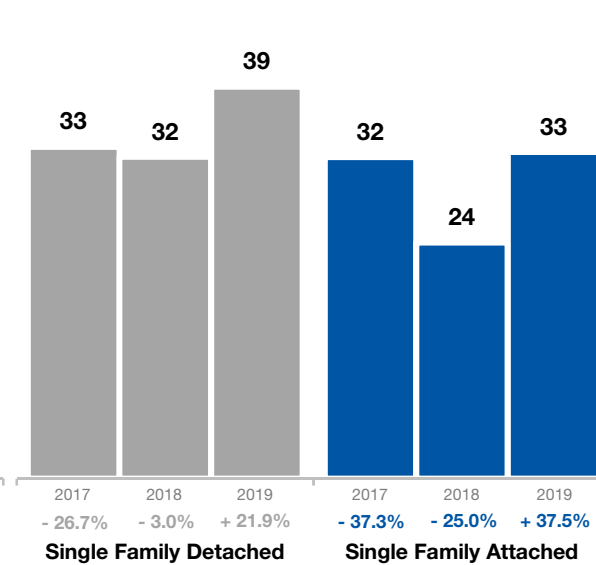
Median number of days between when a property is listed and when an offer is accepted in a given month.



September



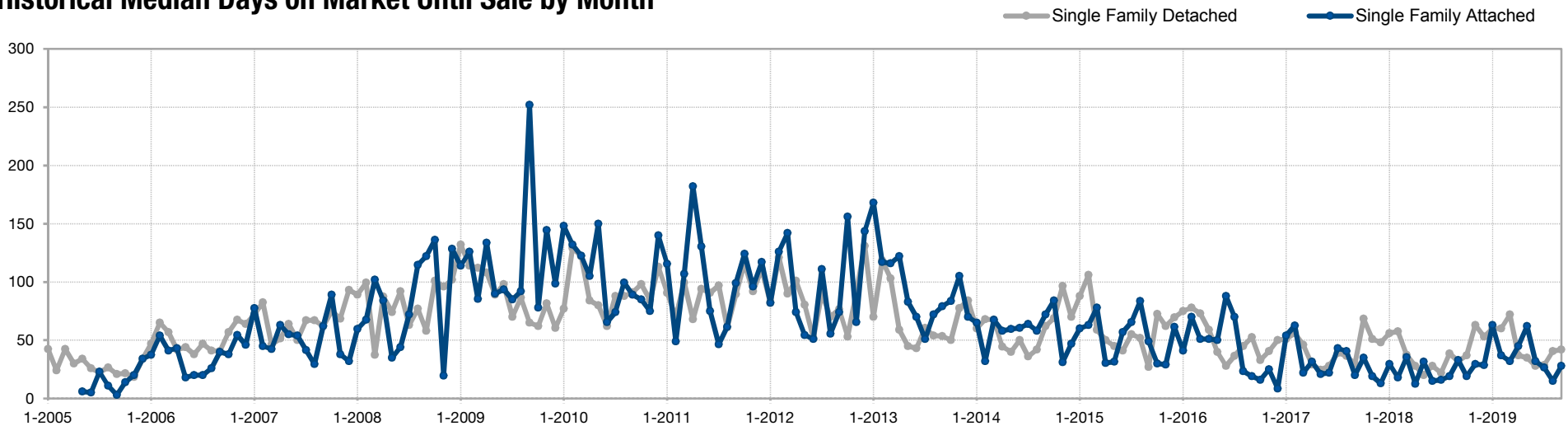
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	37	-46.4%	19	-45.7%
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	41	+5.1%	15	-21.1%
Sep-2019	42	+31.3%	28	-15.2%
12-Month Avg*	41	+13.9%	31	+34.8%

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

Historical Median Days on Market Until Sale by Month



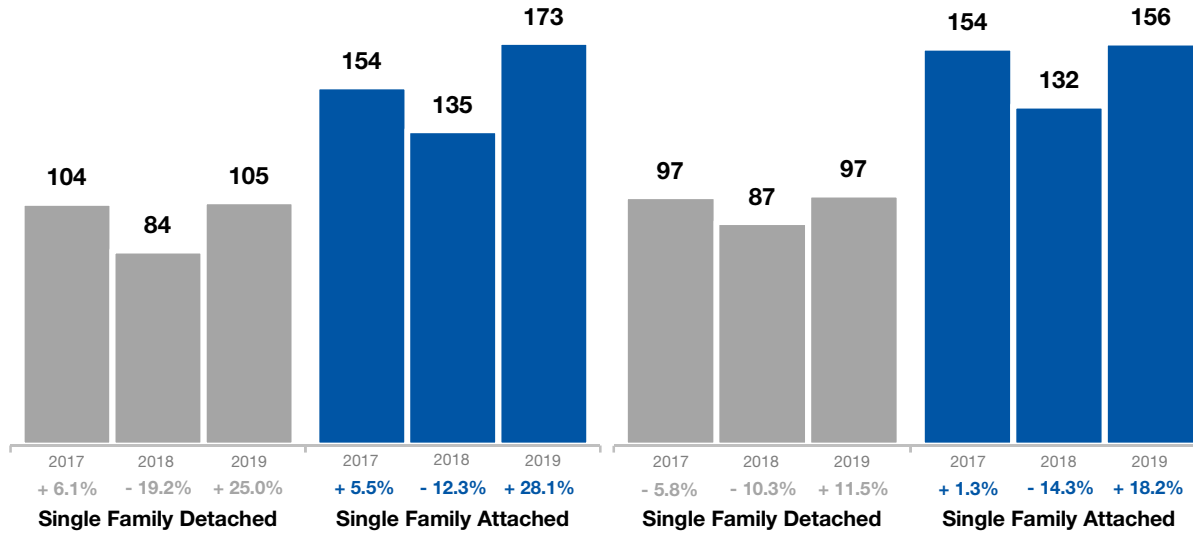
Housing Affordability Index



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.

September

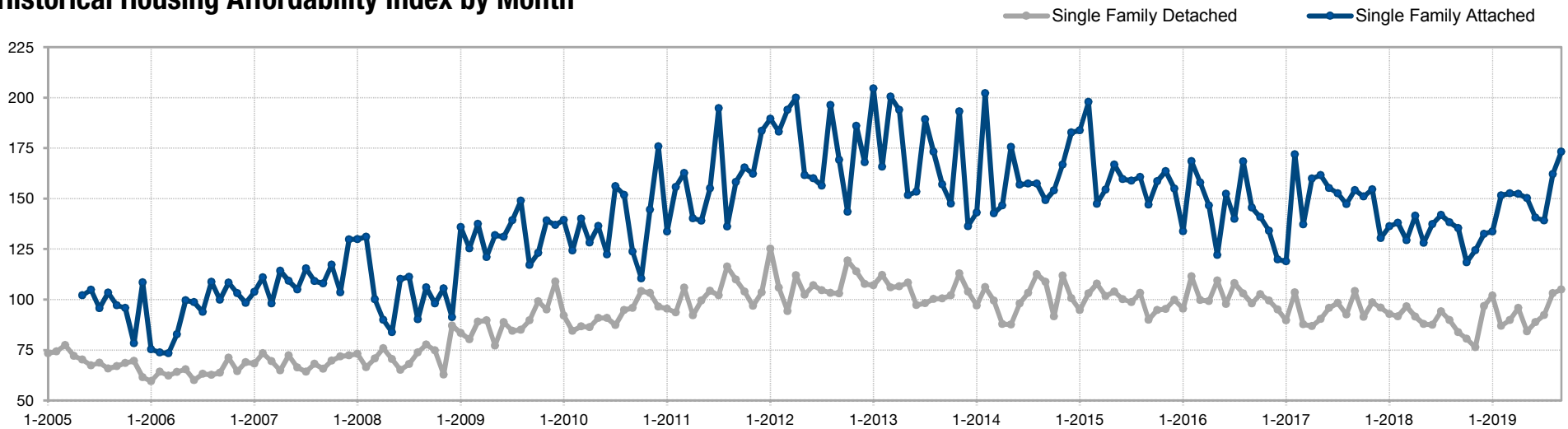
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	81	-11.0%	118	-21.9%
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	103	+14.4%	162	+17.4%
Sep-2019	105	+25.0%	173	+28.1%
12-Month Avg*	92	+14.4%	92	+24.9%

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

Historical Housing Affordability Index by Month

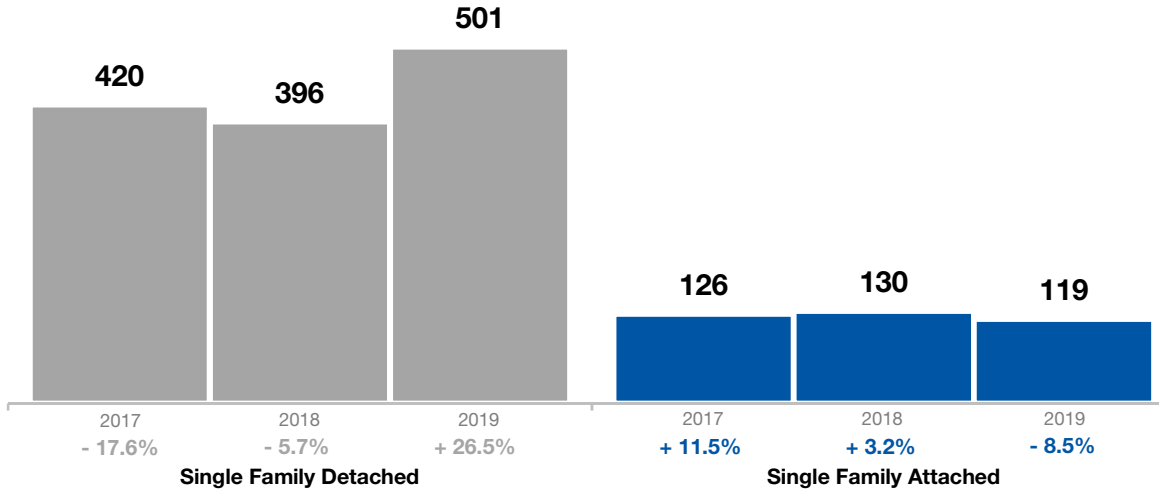


End of Month Inventory

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



September



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	411	+3.8%	139	+13.0%
Nov-2018	395	+3.4%	131	+4.0%
Dec-2018	355	+13.4%	118	0.0%
Jan-2019	364	+20.9%	138	+25.5%
Feb-2019	398	+19.2%	135	+18.4%
Mar-2019	422	+18.5%	124	-10.8%
Apr-2019	450	+17.8%	118	-15.1%
May-2019	482	+18.1%	129	-12.8%
Jun-2019	492	+18.0%	112	-23.3%
Jul-2019	475	+12.3%	114	-16.2%
Aug-2019	502	+19.0%	114	-12.3%
Sep-2019	501	+26.5%	119	-8.5%
12-Month Avg	437	+15.8%	124	-4.4%

Historical End of Month Inventory by Month

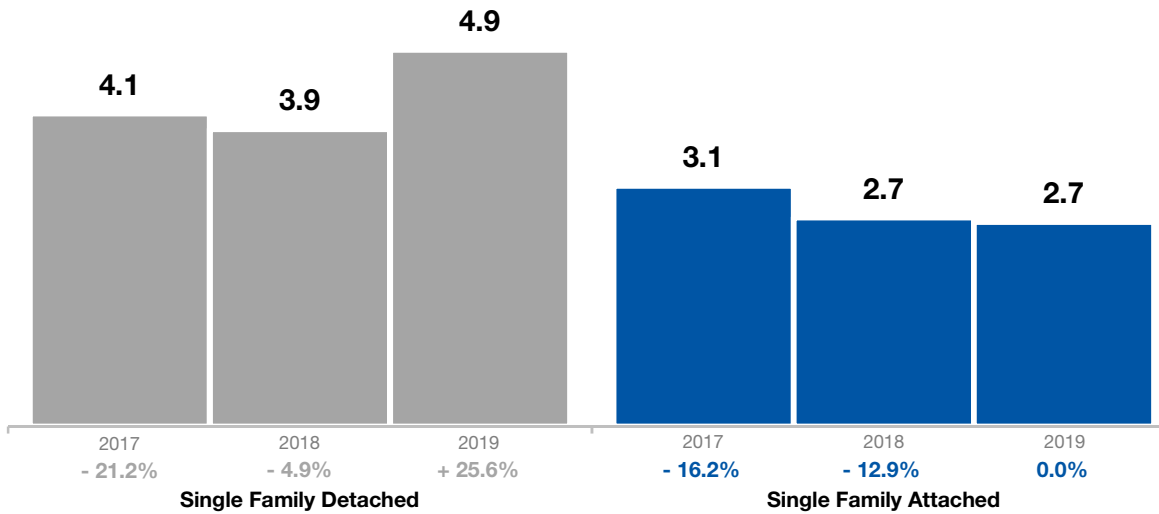


Months Supply of Inventory

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.



September



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Oct-2018	4.1	+7.9%	3.0	0.0%
Nov-2018	4.0	+8.1%	2.8	-3.4%
Dec-2018	3.6	+20.0%	2.6	-7.1%
Jan-2019	3.7	+27.6%	3.0	+25.0%
Feb-2019	4.1	+24.2%	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	4.9	+19.5%	2.5	-19.4%
Jul-2019	4.7	+14.6%	2.5	-13.8%
Aug-2019	4.9	+19.5%	2.6	-3.7%
Sep-2019	4.9	+25.6%	2.7	0.0%
12-Month Avg*	4.4	+18.5%	2.7	-4.8%

* Months Supply for all properties from October 2018 through September 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				9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
	9-2016	9-2017	9-2018	9-2019						
New Listings					141	171	+ 21.3%	1,790	1,864	+ 4.1%
Pending Sales					133	135	+ 1.5%	1,452	1,463	+ 0.8%
Closed Sales					143	145	+ 1.4%	1,421	1,382	- 2.7%
Median List Price					\$345,000	\$350,000	+ 1.4%	\$329,410	\$342,700	+ 4.0%
Median Sales Price					\$296,000	\$313,000	+ 5.7%	\$308,605	\$315,000	+ 2.1%
Avg. Sales Price					\$320,832	\$325,660	+ 1.5%	\$338,605	\$342,944	+ 1.3%
Median Price Per Sq Ft					\$143	\$144	+ 0.7%	\$134	\$134	0.0%
Average Price Per Sq Ft					\$147	\$148	+ 0.7%	\$146	\$146	0.0%
\$ Volume of Closed Sales (in millions)					\$45.9	\$47.2	+ 2.8%	\$481.2	\$473.9	- 1.5%
Median Pct of List Price to Sale Price					99.9%	98.5%	- 1.4%	98.8%	98.7%	- 0.1%
Avg Pct of List Price to Sale Price					99.5%	98.1%	- 1.4%	98.4%	98.1%	- 0.3%
Median Days on Market					33	38	+ 15.2%	29	37	+ 27.6%
Affordability Index					104	111	+ 6.7%	100	111	+ 11.0%
End of Month Inventory					526	620	+ 17.9%	--	--	--
Months Supply					3.5	4.2	+ 20.0%	--	--	--

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		
	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
James City County	117	134	+14.5%	111	113	+1.8%	\$ 295,000	\$ 318,500	+8.0%	427	506	+18.5%	3.7	4.2	+13.5%
City of Williamsburg	10	15	+50.0%	13	17	+30.8%	\$370,000	\$248,000	-33.0%	46	55	+19.6%	3.7	4.1	+10.8%
York County	25	36	+44.0%	32	33	+3.1%	\$293,750	\$299,000	+1.8%	85	108	+27.1%	2.6	3.9	+50.0%
New Kent County	9	14	+55.6%	6	8	+33.3%	\$282,650	\$347,000	+22.8%	34	64	+88.2%	4.6	6.5	+41.3%
Charles City County	1	2	+100.0%	1	1	0.0%	\$50,000	\$575,000	+1050.0%	6	7	+16.7%	4.7	3.9	-17.0%
Newport News	12	14	+16.7%	15	8	-46.7%	\$191,000	\$175,000	-8.4%	40	38	-5.0%	2.8	2.5	-10.7%
Hampton	5	6	+20.0%	3	10	+233.3%	\$144,500	\$182,449	+26.3%	19	16	-15.8%	3.9	2.6	-33.3%
Surry	2	1	-50.0%	0	2	--	\$0	\$302,500	--	12	8	-33.3%	7.2	4.7	-34.7%
Gloucester	6	7	+16.7%	16	10	-37.5%	\$227,500	\$209,000	-8.1%	33	27	-18.2%	3.0	2.8	-6.7%
Richmond	1	1	0.0%	1	1	0.0%	\$380,000	\$145,000	-61.8%	1	0	-100.0%	1.0	0.0	-100.0%
23185	63	75	+19.0%	70	65	-7.1%	\$282,870	\$299,000	+5.7%	236	279	+18.2%	3.3	4.3	+30.3%
23188	68	70	+2.9%	62	66	+6.5%	\$303,860	\$317,500	+4.5%	255	281	+10.2%	3.9	3.9	0.0%
23168	10	26	+160.0%	11	14	+27.3%	\$322,000	\$315,000	-2.2%	35	60	+71.4%	2.9	5.9	+103.4%
23168, 23185 & 23188	141	171	+21.3%	143	145	+1.4%	\$296,000	\$313,000	+5.7%	526	620	+17.9%	3.5	4.2	+20.0%