

# Monthly Indicators



## February 2018

The three most prominent national market trends for residential real estate are the ongoing lack of abundant inventory, the steadily upward movement of home prices and year-over-year declines in home sales. Sales declines are a natural result of there being fewer homes for sale, but higher prices often indicate higher demand leading to competitive bidding. Markets are poised for increased supply, so there is hope that more sellers will take advantage of what appears to be a ready and willing buyer base.

New Listings were up 11.0 percent for Single-Family homes and increased 27.9 percent for Townhouse-Condo properties. Pending Sales increased 4.8 percent for Single-Family homes and 21.9 percent for Townhouse-Condo properties.

The Median Sales Price was up 12.1 percent to \$345,900 for Single-Family homes and was up 19.4 percent to \$229,298 for Townhouse-Condo properties. Months Supply of Inventory increased 5.1 percent for Single-Family units but was down 5.4 percent for Townhouse-Condo units.

In February, prevailing mortgage rates continued to rise. This has a notable impact on housing affordability and can leave consumers choosing between higher payments or lower-priced homes. According to the Mortgage Bankers Association, the average rate for 30-year fixed-rate mortgages with a 20 percent down payment that qualify for backing by Fannie Mae and Freddie Mac rose to its highest level since January 2014. A 4.5 or 4.6 percent rate might not seem high to those with extensive real estate experience, but it is newly high for many potential first-time home buyers. Upward rate pressure is likely to continue as long as the economy fares well.

**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

<b>+ 12.1%</b>	<b>+ 19.4%</b>	<b>+ 3.7%</b>
One-Year Change in <b>Single Family Detached Median Sales Price</b>	One-Year Change in <b>Single Family Attached Median Sales Price</b>	One-Year Change in <b>All Properties Median Sales Price</b>

Residential real estate activity in the 23168, 23185 and 23188 zip codes, comprised of single family properties, townhomes, condominiums, 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				2-2017	2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	2-2015	2-2016	2-2017	2-2018						
New Listings					172	<b>191</b>	+ 11.0%	295	<b>310</b>	+ 5.1%
Pending Sales					105	<b>110</b>	+ 4.8%	197	<b>194</b>	- 1.5%
Closed Sales					68	<b>81</b>	+ 19.1%	134	<b>139</b>	+ 3.7%
Median List Price					\$360,015	<b>\$399,900</b>	+ 11.1%	\$374,650	<b>\$380,900</b>	+ 1.7%
Median Sales Price					\$308,694	<b>\$345,900</b>	+ 12.1%	\$339,950	<b>\$338,000</b>	- 0.6%
Avg. Sales Price					\$373,431	<b>\$370,261</b>	- 0.8%	\$393,796	<b>\$372,732</b>	- 5.3%
Median Price Per Sq Ft					\$139	<b>\$142</b>	+ 2.1%	\$141	<b>\$144</b>	+ 2.0%
Average Price Per Sq Ft					\$145	<b>\$148</b>	+ 2.1%	\$144	<b>\$148</b>	+ 2.8%
\$ Volume of Closed Sales (in millions)					\$25.4	<b>\$30.0</b>	+ 18.1%	\$52.8	<b>\$51.8</b>	- 1.8%
Median Pct of List Price to Sale Price					97.9%	<b>98.4%</b>	+ 0.5%	97.9%	<b>98.1%</b>	+ 0.2%
Avg Pct of List Price to Sale Price					97.8%	<b>98.1%</b>	+ 0.3%	97.8%	<b>98.0%</b>	+ 0.2%
Median Days on Market					79	<b>52</b>	- 34.2%	72	<b>48</b>	- 33.3%
Affordability Index					107	<b>94</b>	- 12.1%	97	<b>96</b>	- 1.0%
End of Month Inventory					422	<b>453</b>	+ 7.3%	--	--	--
Months Supply					3.9	<b>4.1</b>	+ 5.1%	--	--	--

# Single Family Attached Market Overview

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



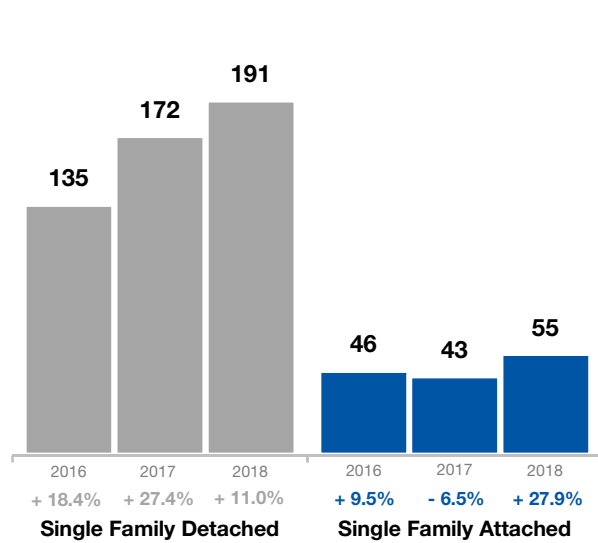
Key Metrics	Historical Sparkbars				2-2017	2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	2-2015	2-2016	2-2017	2-2018						
New Listings					43	55	+ 27.9%	89	109	+ 22.5%
Pending Sales					32	39	+ 21.9%	62	86	+ 38.7%
Closed Sales					20	28	+ 40.0%	39	54	+ 38.5%
Median List Price					\$225,000	\$259,795	+ 15.5%	\$225,000	\$250,485	+ 11.3%
Median Sales Price					\$192,000	\$229,298	+ 19.4%	\$226,000	\$234,953	+ 4.0%
Avg. Sales Price					\$205,687	\$222,949	+ 8.4%	\$234,453	\$241,463	+ 3.0%
Median Price Per Sq Ft					\$129	\$134	+ 4.4%	\$134	\$133	- 1.0%
Average Price Per Sq Ft					\$139	\$137	- 1.4%	\$140	\$136	- 2.9%
\$ Volume of Closed Sales (in millions)					\$4.1	\$6.2	+ 51.7%	\$9.1	\$13.0	+ 42.6%
Median Pct of List Price to Sale Price					98.6%	99.8%	+ 1.2%	98.7%	99.1%	+ 0.4%
Avg Pct of List Price to Sale Price					97.4%	98.7%	+ 1.3%	98.2%	98.4%	+ 0.2%
Median Days on Market					52	27	- 48.1%	54	42	- 22.2%
Affordability Index					172	142	- 17.4%	146	138	- 5.5%
End of Month Inventory					123	138	+ 12.2%	--	--	--
Months Supply					3.7	3.5	- 5.4%	--	--	--

# New Listings

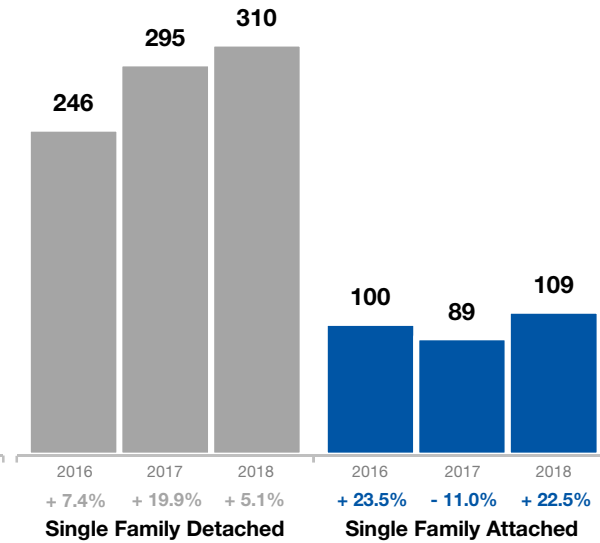
A count of the properties that have been newly listed on the market in a given month.



## February

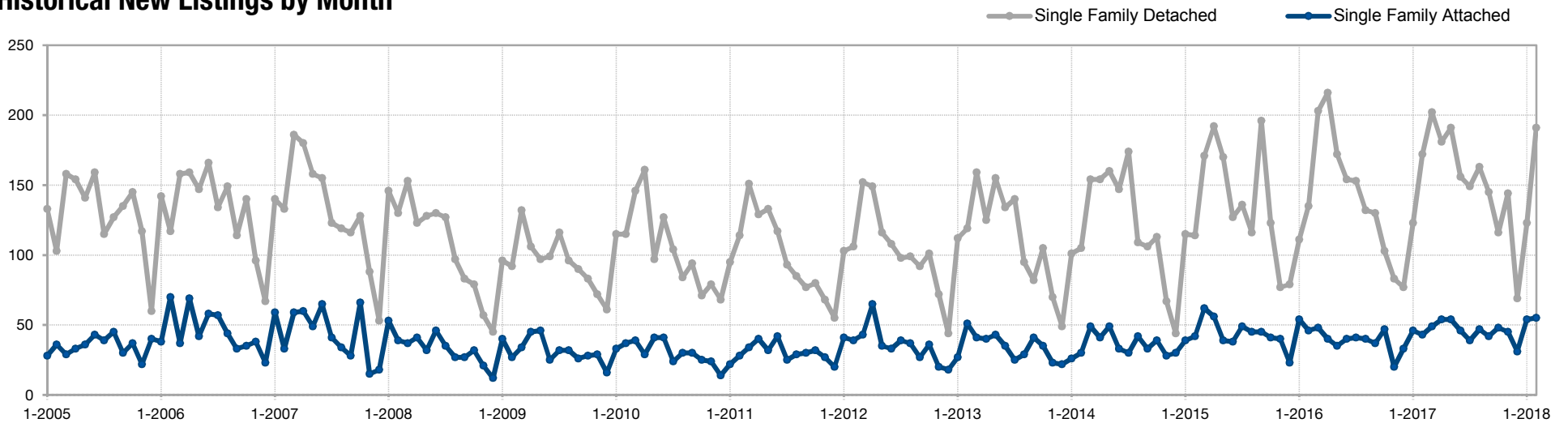


## Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	202	-0.5%	49	+2.1%
Apr-2017	181	-16.2%	54	+35.0%
May-2017	191	+11.0%	54	+54.3%
Jun-2017	156	+1.3%	46	+15.0%
Jul-2017	149	-2.6%	39	-4.9%
Aug-2017	163	+23.5%	47	+17.5%
Sep-2017	145	+11.5%	42	+13.5%
Oct-2017	116	+12.6%	48	+2.1%
Nov-2017	144	+73.5%	45	+125.0%
Dec-2017	69	-10.4%	31	-6.1%
Jan-2018	123	0.0%	54	+17.4%
<b>Feb-2018</b>	<b>191</b>	<b>+11.0%</b>	<b>55</b>	<b>+27.9%</b>
12-Month Avg	143	+0.5%	46	+16.4%

## Historical New Listings by Month

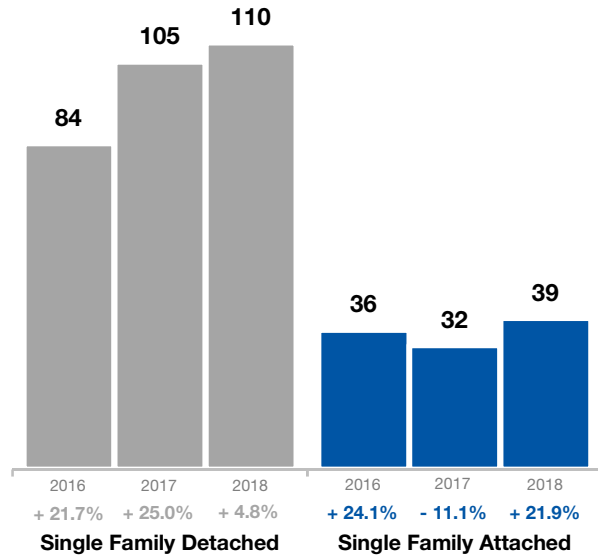


# Pending Sales

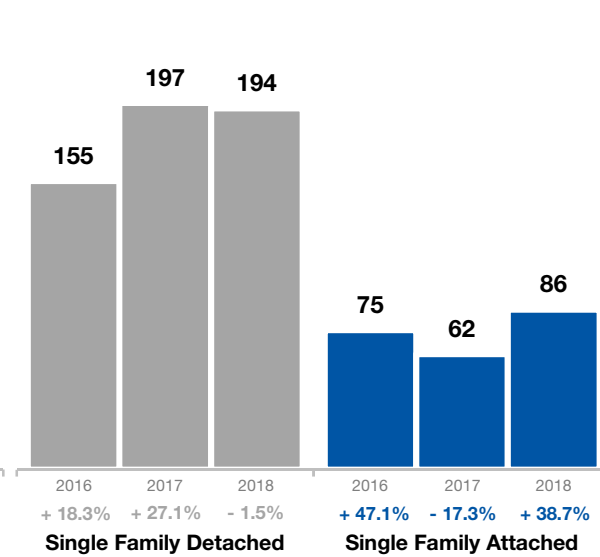
A count of the properties on which offers have been accepted in a given month.



## February

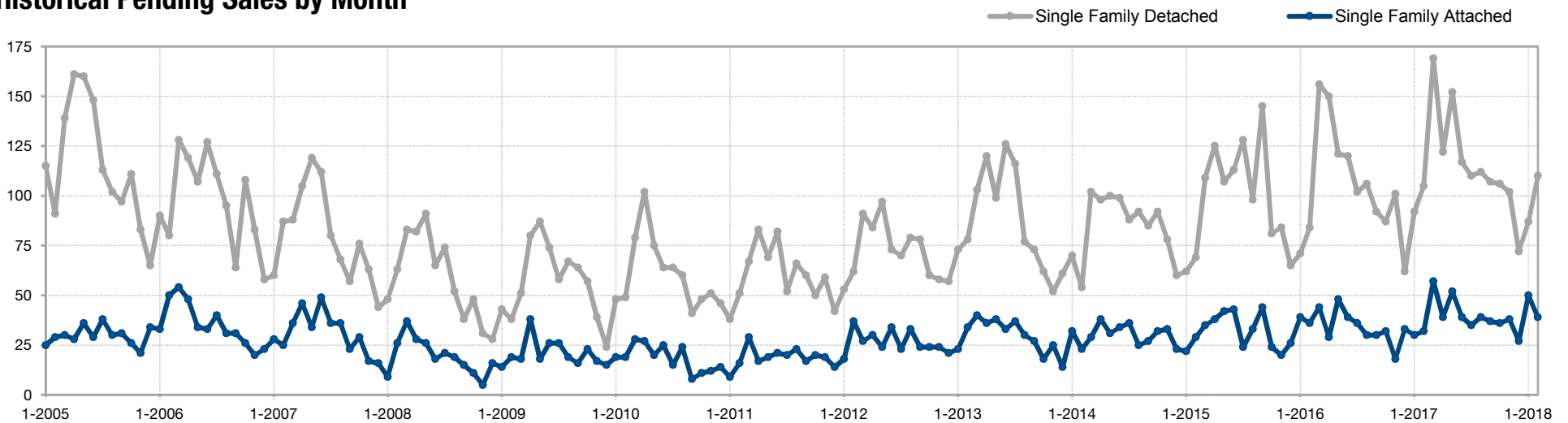


## Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	169	+8.3%	57	+29.5%
Apr-2017	122	-18.7%	39	+34.5%
May-2017	152	+25.6%	52	+8.3%
Jun-2017	117	-2.5%	39	0.0%
Jul-2017	110	+7.8%	35	-2.8%
Aug-2017	112	+5.7%	39	+30.0%
Sep-2017	107	+16.3%	37	+23.3%
Oct-2017	106	+21.8%	36	+12.5%
Nov-2017	102	+1.0%	38	+111.1%
Dec-2017	72	+16.1%	27	-18.2%
Jan-2018	87	-5.4%	50	+66.7%
<b>Feb-2018</b>	<b>110</b>	<b>+4.8%</b>	<b>39</b>	<b>+21.9%</b>
12-Month Avg	112	+3.5%	40	+18.5%

## Historical Pending Sales by Month

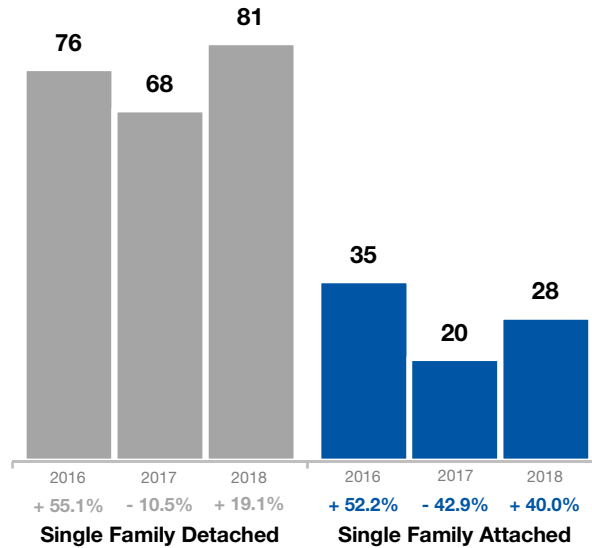


# Closed Sales

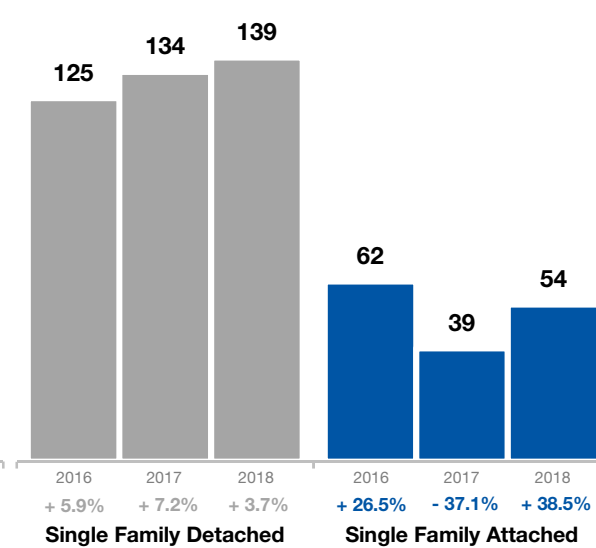
A count of the actual sales that closed in a given month.



## February

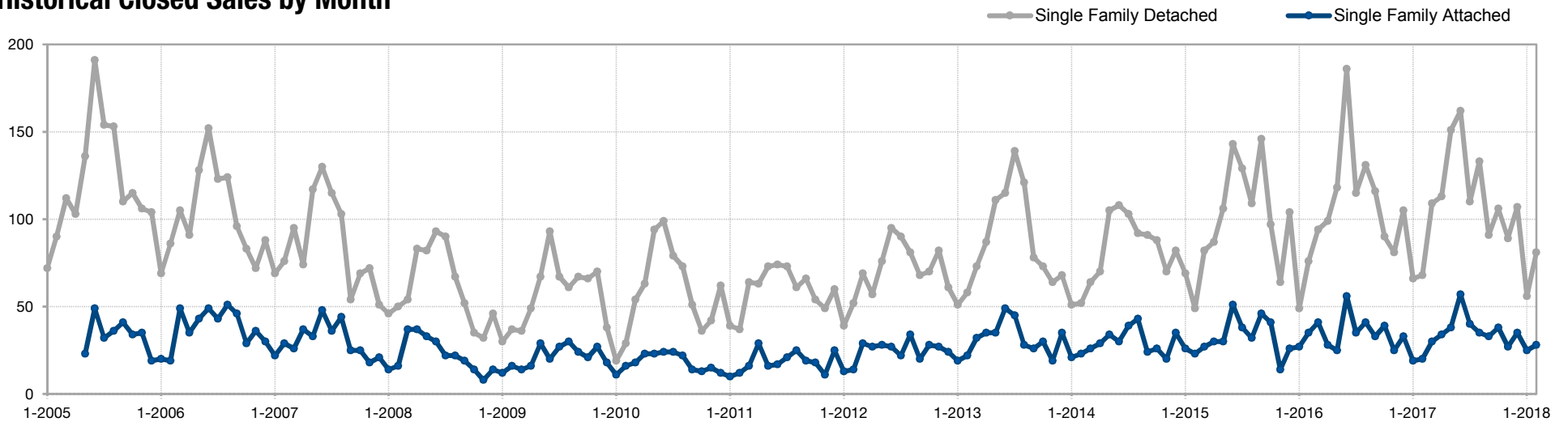


## Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	109	+16.0%	30	-26.8%
Apr-2017	113	+14.1%	34	+21.4%
May-2017	151	+28.0%	38	+52.0%
Jun-2017	162	-12.9%	57	+1.8%
Jul-2017	110	-4.3%	40	+14.3%
Aug-2017	133	+1.5%	35	-14.6%
Sep-2017	91	-21.6%	33	0.0%
Oct-2017	106	+17.8%	38	-2.6%
Nov-2017	89	+9.9%	27	+8.0%
Dec-2017	107	+1.9%	35	+6.1%
Jan-2018	56	-15.2%	25	+31.6%
<b>Feb-2018</b>	<b>81</b>	<b>+19.1%</b>	<b>28</b>	<b>+40.0%</b>
12-Month Avg	110	+3.5%	35	+7.1%

## Historical Closed Sales by Month

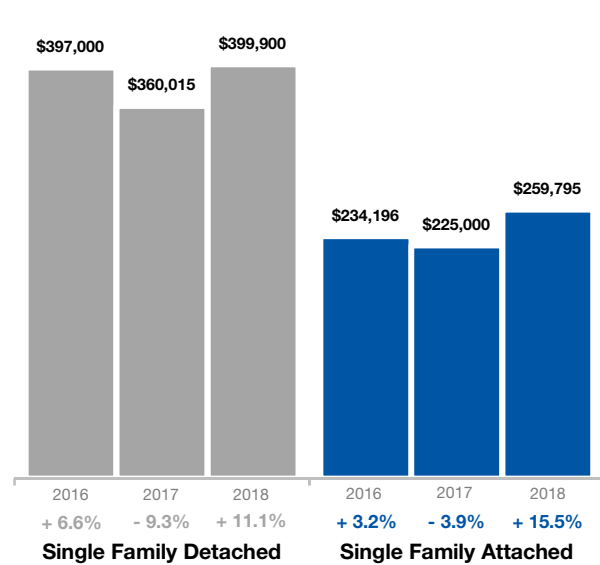


# Median List Price

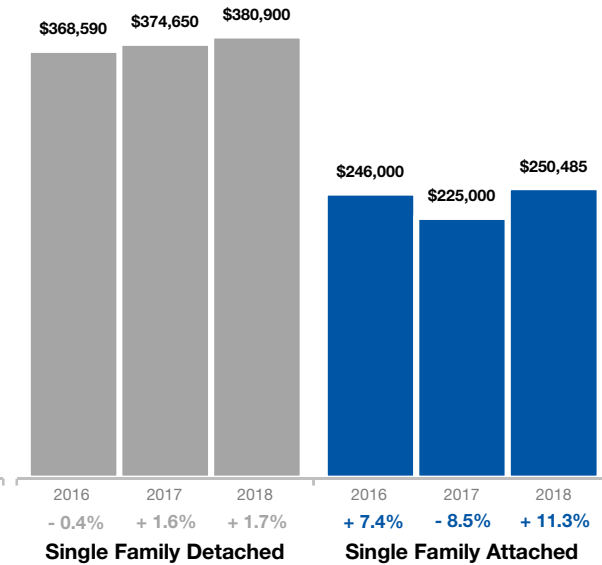
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



## February



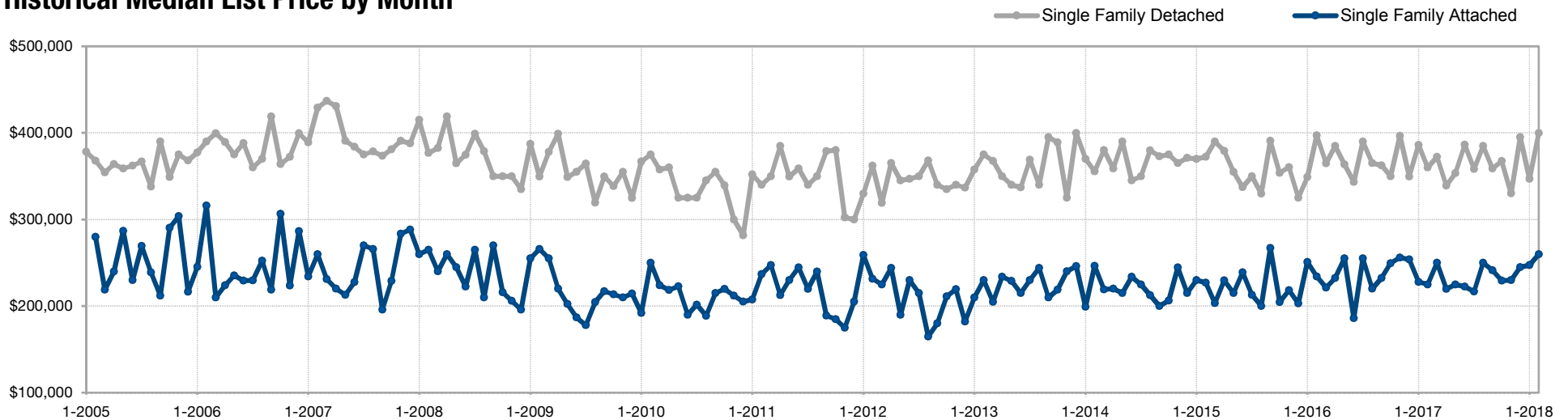
## Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	\$372,450	+2.1%	\$250,000	+13.0%
Apr-2017	\$339,000	-11.9%	\$219,900	-5.4%
May-2017	\$353,500	-2.8%	\$225,000	-11.8%
Jun-2017	\$386,350	+12.5%	\$222,450	+19.6%
Jul-2017	\$358,200	-8.2%	\$216,900	-14.9%
Aug-2017	\$385,000	+5.5%	\$250,000	+13.7%
Sep-2017	\$358,750	-1.0%	\$241,445	+3.9%
Oct-2017	\$367,493	+5.0%	\$229,400	-8.1%
Nov-2017	\$330,000	-16.8%	\$230,000	-10.2%
Dec-2017	\$395,000	+13.0%	\$244,990	-3.5%
Jan-2018	\$347,000	-10.1%	\$247,415	+8.5%
<b>Feb-2018</b>	<b>\$399,900</b>	<b>+11.1%</b>	<b>\$259,795</b>	<b>+15.5%</b>
12-Month Avg*	\$364,865	-1.1%	\$235,000	-1.9%

\* Median List Price for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Median List Price by Month

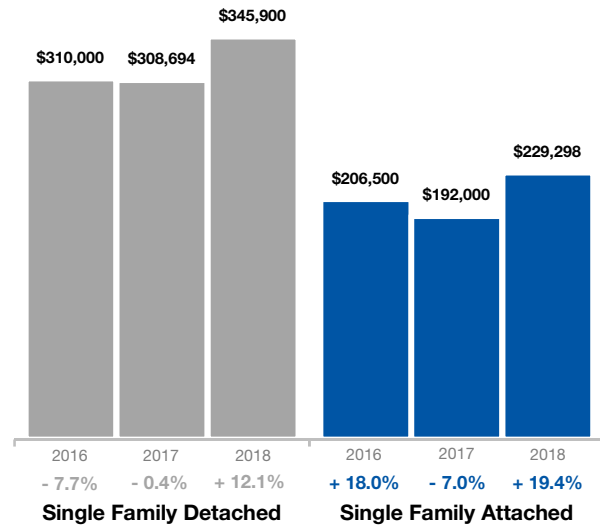


# Median Sales Price

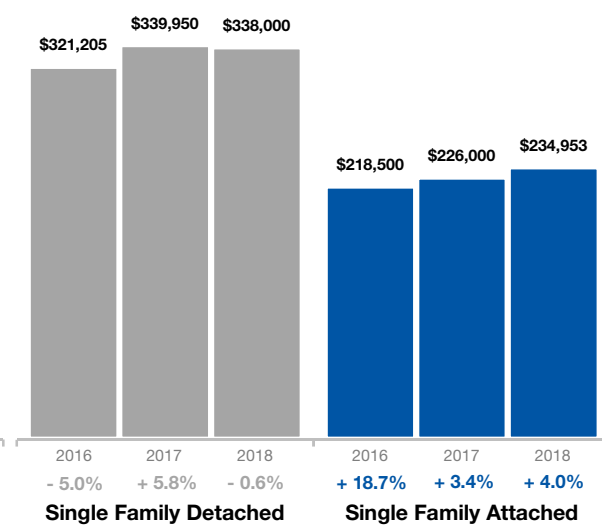
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



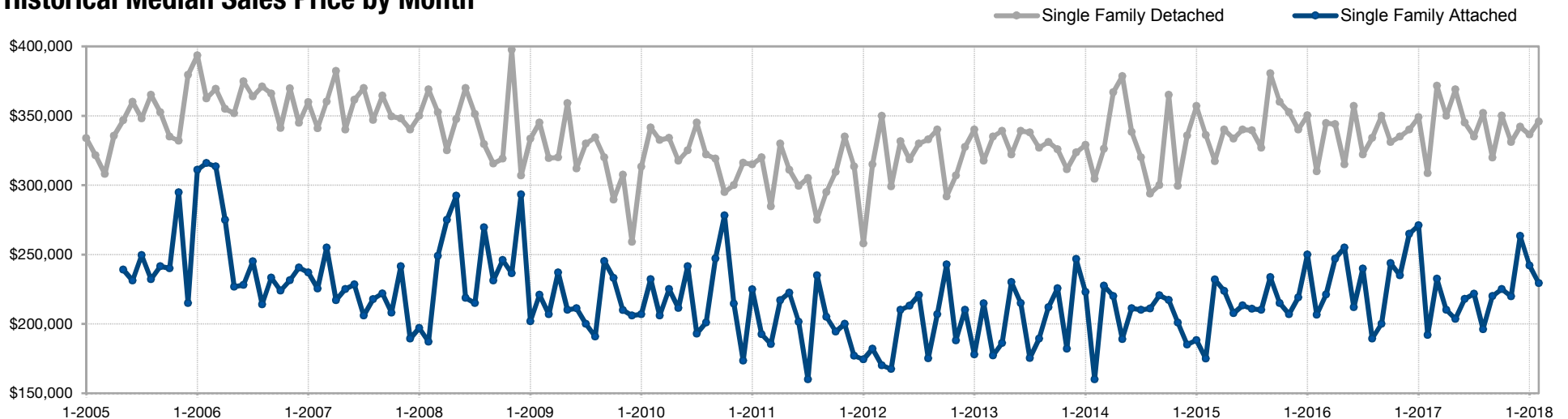
## Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	\$371,570	+7.8%	\$232,458	+5.1%
Apr-2017	\$350,000	+1.7%	\$210,000	-15.0%
May-2017	\$369,000	+17.1%	\$203,500	-20.2%
Jun-2017	\$345,000	-3.4%	\$218,000	+2.9%
Jul-2017	\$335,000	+4.0%	\$221,625	-7.6%
Aug-2017	\$352,000	+5.4%	\$196,000	+3.5%
Sep-2017	\$319,900	-8.6%	\$220,000	+10.0%
Oct-2017	\$350,200	+5.8%	\$225,010	-7.7%
Nov-2017	\$331,000	-1.2%	\$219,900	-6.4%
Dec-2017	\$342,150	+0.6%	\$263,290	-0.6%
Jan-2018	\$336,500	-3.6%	\$242,000	-10.7%
<b>Feb-2018</b>	<b>\$345,900</b>	<b>+12.1%</b>	<b>\$229,298</b>	<b>+19.4%</b>
12-Month Avg*	\$345,000	+1.8%	\$222,250	-2.2%

\* Median Sales Price for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



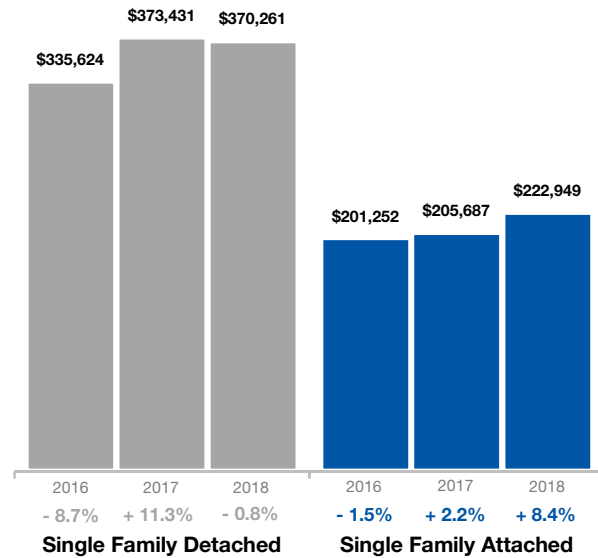


# Average Sales Price

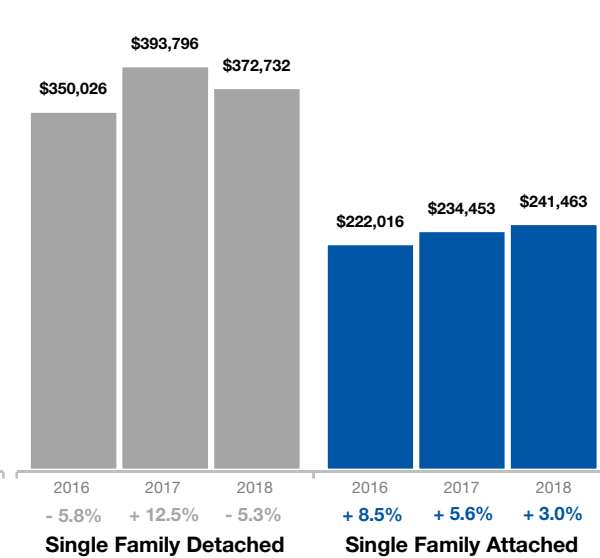
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



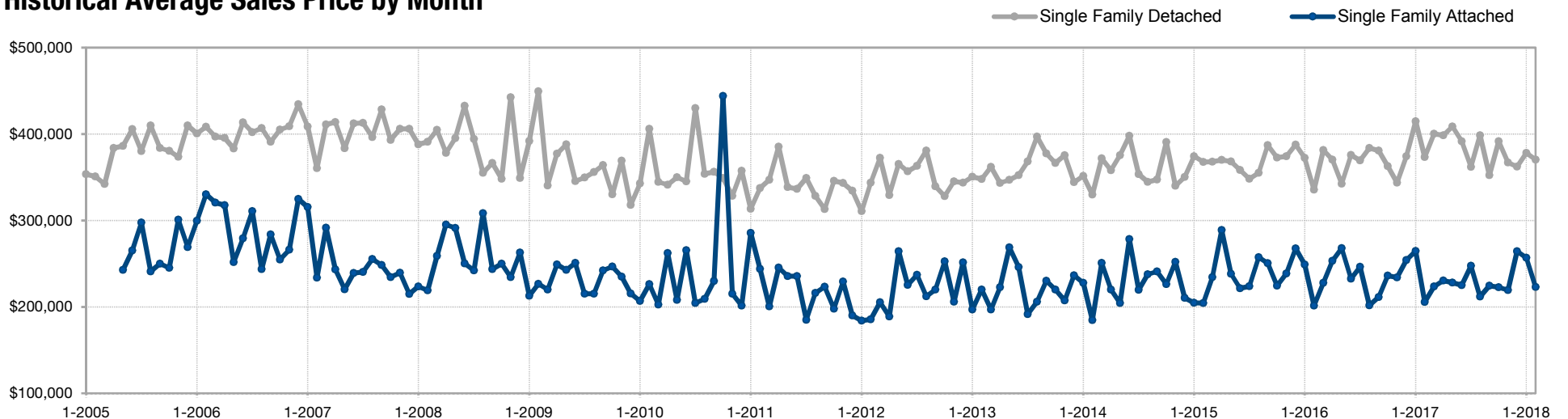
## Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	\$400,287	+4.9%	\$223,694	-1.7%
Apr-2017	\$398,538	+7.6%	\$230,436	-9.0%
May-2017	\$408,613	+19.3%	\$228,028	-14.9%
Jun-2017	\$391,517	+4.2%	\$225,137	-3.2%
Jul-2017	\$361,959	-2.0%	\$247,532	+0.5%
Aug-2017	\$398,507	+3.8%	\$211,795	+5.0%
Sep-2017	\$352,249	-7.5%	\$224,335	+6.2%
Oct-2017	\$391,515	+7.9%	\$222,757	-5.7%
Nov-2017	\$366,926	+6.8%	\$219,478	-6.3%
Dec-2017	\$362,241	-3.2%	\$264,339	+4.1%
Jan-2018	\$378,134	-8.8%	\$256,658	-3.1%
<b>Feb-2018</b>	<b>\$370,261</b>	<b>-0.8%</b>	<b>\$222,949</b>	<b>+8.4%</b>
12-Month Avg*	\$384,312	+3.2%	\$231,252	-1.3%

\* Avg. Sales Price for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

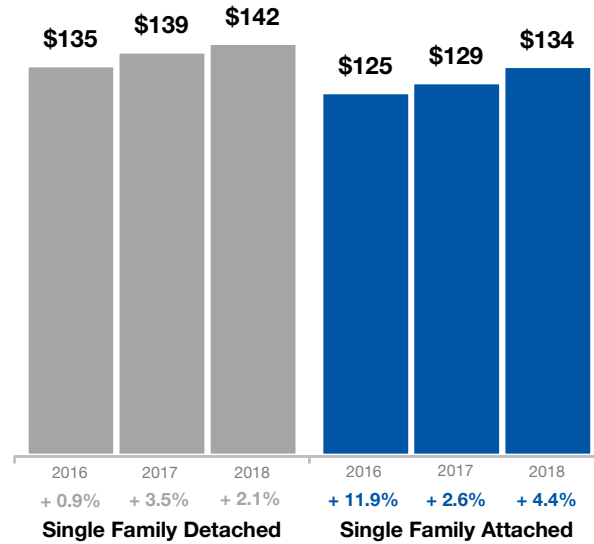


# Median Price Per Square Foot

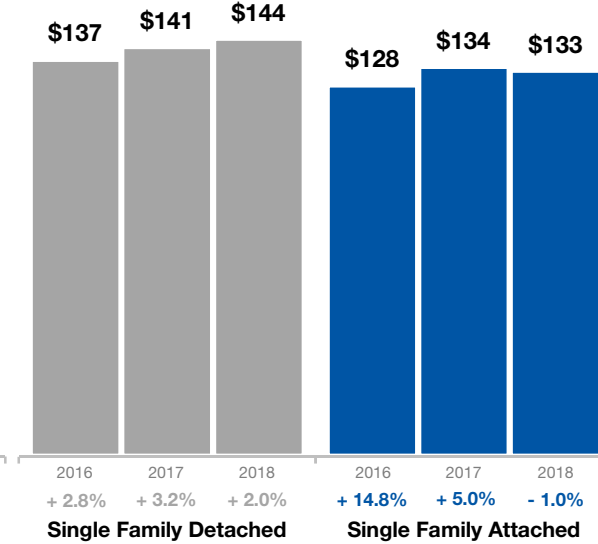
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



## February



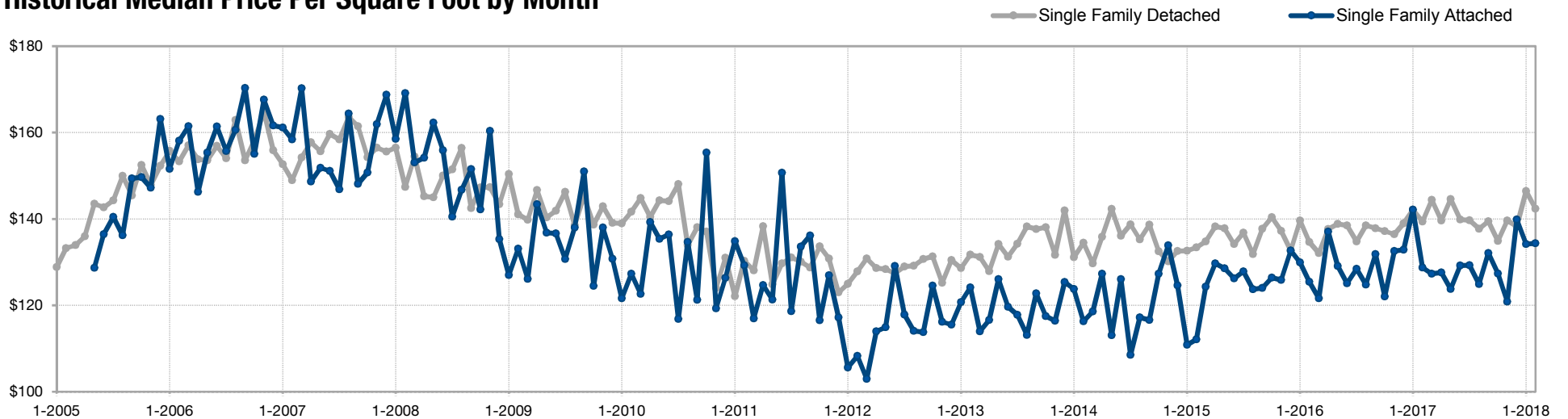
## Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	\$144	+9.3%	\$127	+4.6%
Apr-2017	\$140	+1.4%	\$128	-6.9%
May-2017	\$145	+4.2%	\$124	-4.1%
Jun-2017	\$140	+1.0%	\$129	+3.3%
Jul-2017	\$140	+3.7%	\$129	+0.7%
Aug-2017	\$138	-0.6%	\$125	+0.1%
Sep-2017	\$139	+1.2%	\$132	+0.2%
Oct-2017	\$135	-1.6%	\$127	+4.4%
Nov-2017	\$140	+2.3%	\$121	-8.8%
Dec-2017	\$138	-0.5%	\$140	+5.3%
Jan-2018	\$146	+3.1%	\$134	-5.6%
<b>Feb-2018</b>	<b>\$142</b>	<b>+2.1%</b>	<b>\$134</b>	<b>+4.4%</b>
12-Month Avg*	\$141	+2.5%	\$129	+1.5%

\* Median Price Per Sq Ft for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Median Price Per Square Foot by Month

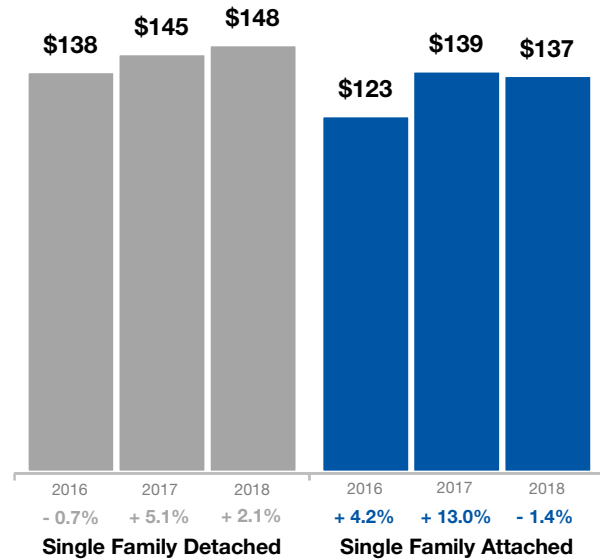


# Average Price Per Square Foot

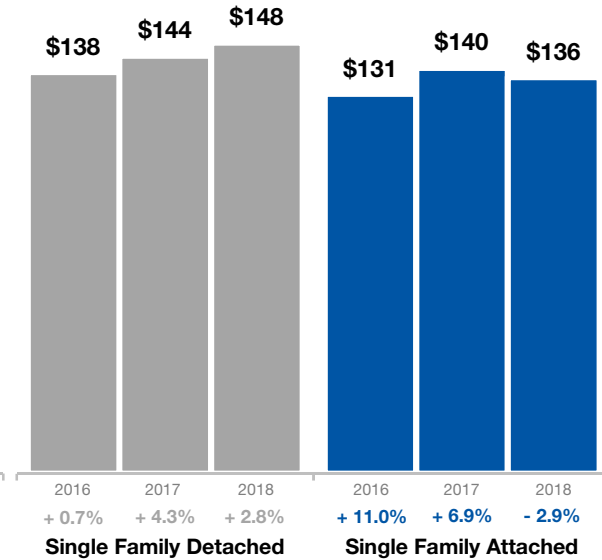
The average price per square foot of homes sold in a given month. Does not account for seller concessions.



## February



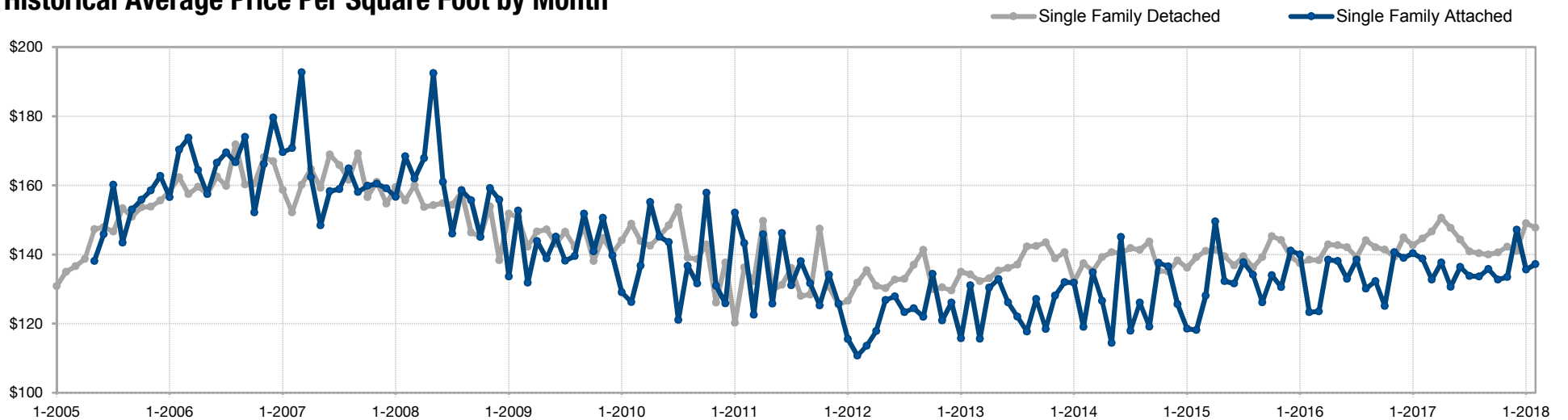
## Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	\$147	+6.5%	\$133	+7.3%
Apr-2017	\$151	+5.6%	\$138	0.0%
May-2017	\$148	+3.5%	\$131	-5.1%
Jun-2017	\$144	+1.4%	\$136	+2.3%
Jul-2017	\$141	+1.4%	\$134	-2.9%
Aug-2017	\$140	-2.8%	\$134	+3.1%
Sep-2017	\$140	-1.4%	\$136	+3.0%
Oct-2017	\$141	0.0%	\$133	+6.4%
Nov-2017	\$142	+2.2%	\$133	-5.7%
Dec-2017	\$141	-2.8%	\$147	+5.8%
Jan-2018	\$149	+4.2%	\$136	-2.9%
<b>Feb-2018</b>	<b>\$148</b>	<b>+2.1%</b>	<b>\$137</b>	<b>-1.4%</b>
12-Month Avg*	\$144	+1.5%	\$136	+1.4%

\* Average Price Per Sq Ft for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Average Price Per Square Foot by Month



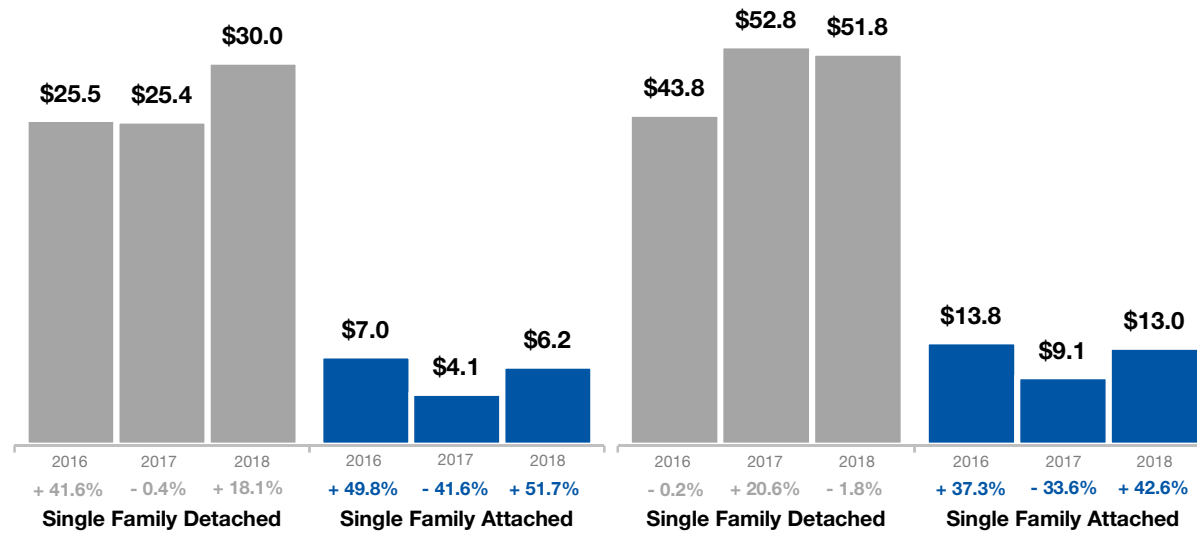
# Dollar Volume of Closed Sales (in millions)

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



## February

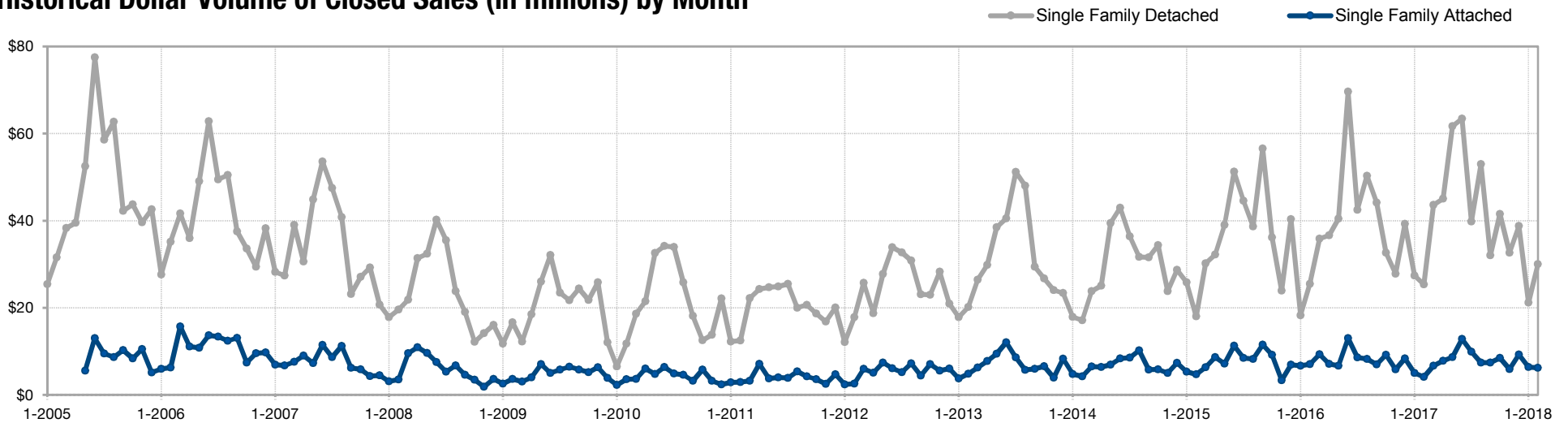
## Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	\$43.6	+21.7%	\$6.7	-28.1%
Apr-2017	\$45.0	+22.8%	\$7.8	+10.5%
May-2017	\$61.7	+52.6%	\$8.7	+29.4%
Jun-2017	\$63.4	-8.9%	\$12.8	-1.5%
Jul-2017	\$39.8	-6.3%	\$9.9	+14.8%
Aug-2017	\$53.0	+5.4%	\$7.4	-10.3%
Sep-2017	\$32.1	-27.4%	\$7.4	+6.2%
Oct-2017	\$41.5	+27.1%	\$8.5	-8.1%
Nov-2017	\$32.7	+17.3%	\$5.9	+1.2%
Dec-2017	\$38.8	-1.3%	\$9.3	+10.4%
Jan-2018	\$21.2	-22.6%	\$6.4	+27.6%
<b>Feb-2018</b>	<b>\$30.0</b>	<b>+18.1%</b>	<b>\$6.2</b>	<b>+51.8%</b>
12-Month Avg*	\$41.9	+7.0%	\$8.1	+5.6%

\* \$ Volume of Closed Sales (in millions) for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

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



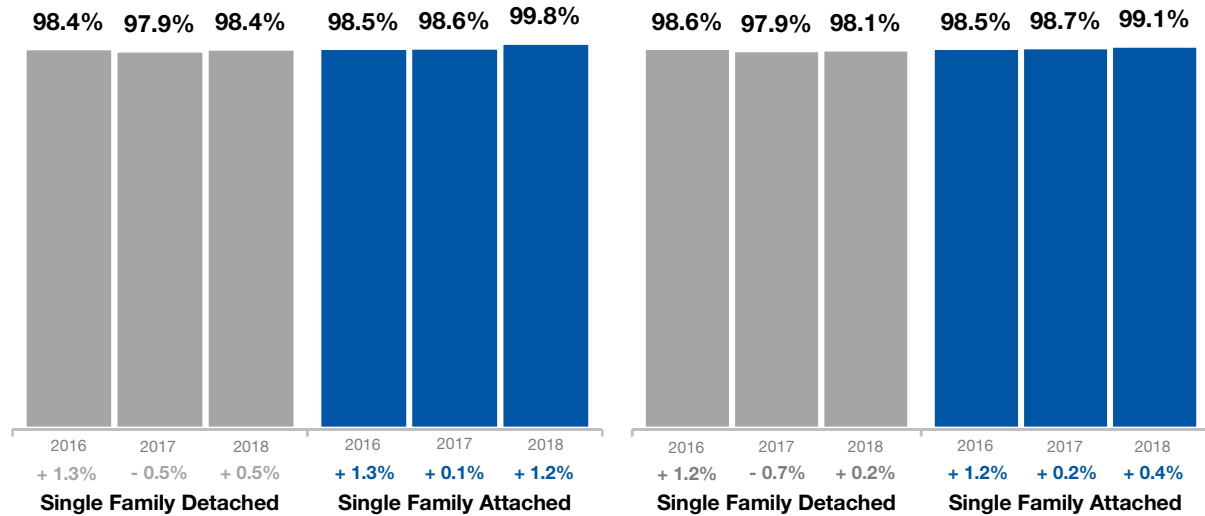
# Median Percent of List Price to Sale Price



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.

## February

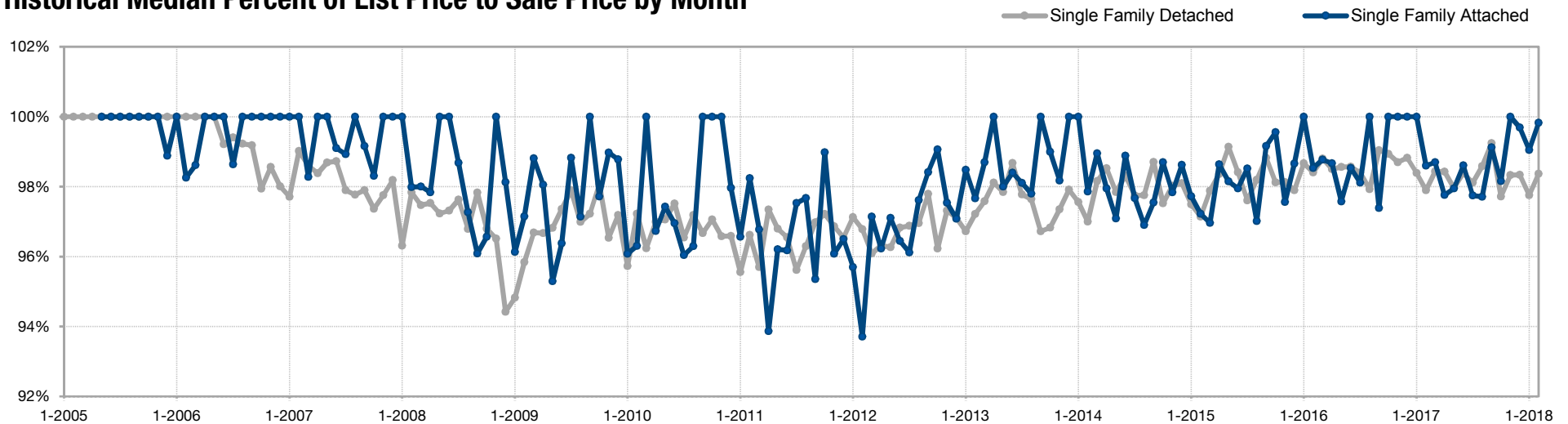
## Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	98.4%	-0.4%	98.7%	-0.1%
Apr-2017	98.4%	-0.1%	97.8%	-0.9%
May-2017	98.0%	-0.6%	97.9%	+0.3%
Jun-2017	98.4%	-0.2%	98.6%	+0.1%
Jul-2017	98.1%	-0.3%	97.7%	-0.4%
Aug-2017	98.6%	+0.7%	97.7%	-2.3%
Sep-2017	99.2%	+0.2%	99.1%	+1.7%
Oct-2017	97.7%	-1.2%	98.2%	-1.8%
Nov-2017	98.3%	-0.4%	100.0%	0.0%
Dec-2017	98.3%	-0.5%	99.7%	-0.3%
Jan-2018	97.8%	-0.6%	99.0%	-1.0%
<b>Feb-2018</b>	<b>98.4%</b>	<b>+0.5%</b>	<b>99.8%</b>	<b>+1.2%</b>
12-Month Avg*	98.3%	-0.1%	98.5%	-0.3%

\* Median Pct of List Price to Sale Price for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

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



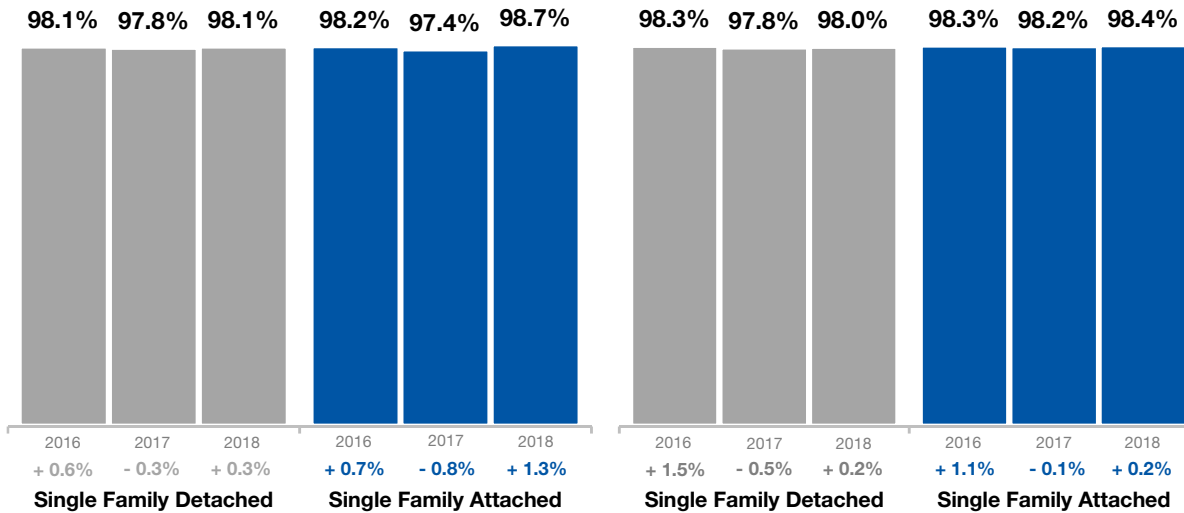
# Average Percent of List Price to Sale Price

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.



## February

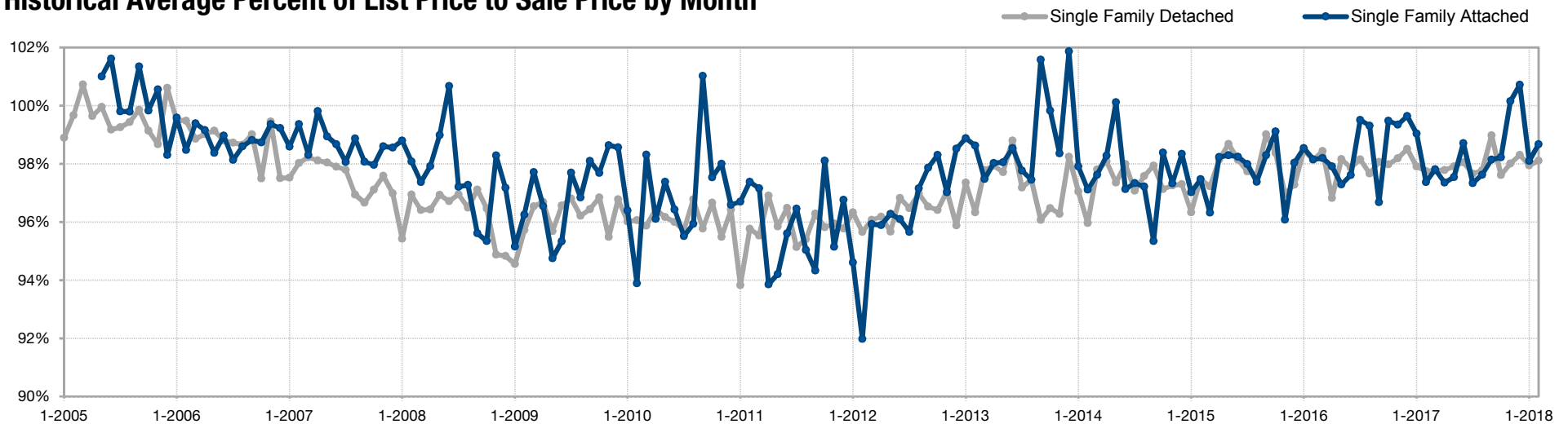
## Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	97.8%	-0.6%	97.8%	-0.4%
Apr-2017	97.8%	+1.0%	97.4%	-0.5%
May-2017	97.9%	-0.3%	97.5%	+0.2%
Jun-2017	98.1%	+0.2%	98.7%	+1.1%
Jul-2017	97.7%	-0.5%	97.3%	-2.2%
Aug-2017	97.8%	+0.1%	97.6%	-1.7%
Sep-2017	99.0%	+0.9%	98.1%	+1.4%
Oct-2017	97.6%	-0.4%	98.2%	-1.3%
Nov-2017	98.0%	-0.2%	100.2%	+0.9%
Dec-2017	98.3%	-0.2%	100.7%	+1.1%
Jan-2018	97.9%	0.0%	98.1%	-0.9%
<b>Feb-2018</b>	<b>98.1%</b>	<b>+0.3%</b>	<b>98.7%</b>	<b>+1.3%</b>
12-Month Avg*	98.0%	+0.0%	98.3%	-0.1%

\* Avg Pct of List Price to Sale Price for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

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

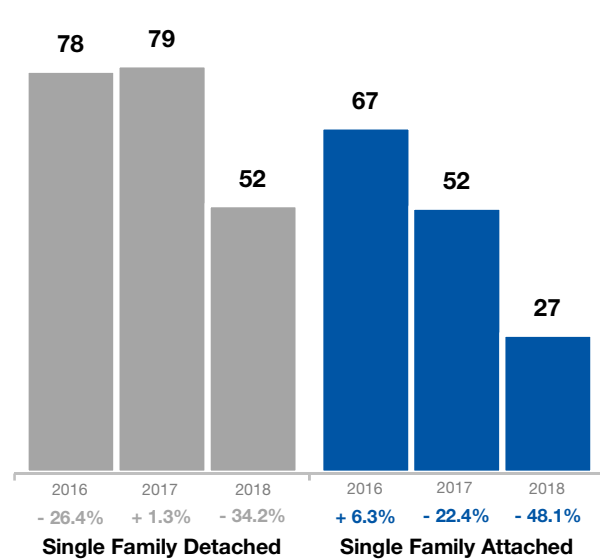


# Median Days on Market Until Sale

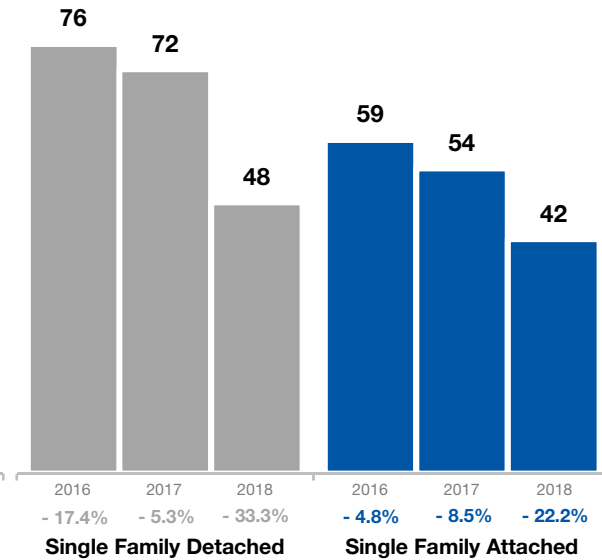
Median number of days between when a property is listed and when an offer is accepted in a given month.



## February



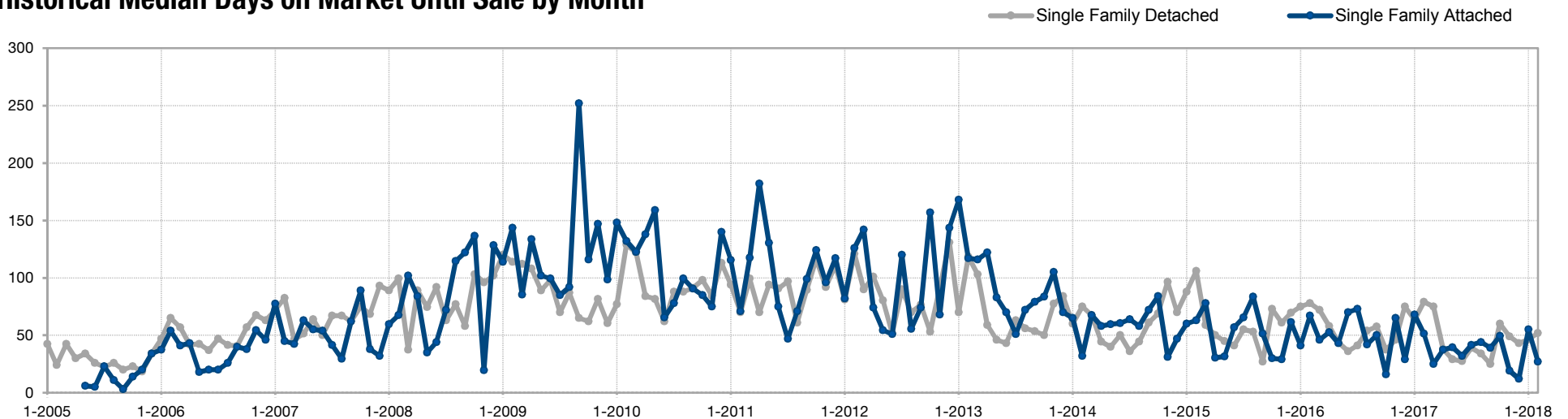
## Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	75	+4.2%	25	-45.7%
Apr-2017	38	-34.5%	38	-28.3%
May-2017	29	-34.1%	40	-7.0%
Jun-2017	28	-22.2%	32	-54.3%
Jul-2017	39	-4.9%	42	-42.5%
Aug-2017	34	-37.0%	44	+4.8%
Sep-2017	25	-56.9%	39	-22.0%
Oct-2017	60	+57.9%	50	+212.5%
Nov-2017	49	+6.5%	19	-70.8%
Dec-2017	43	-42.7%	12	-58.6%
Jan-2018	47	-26.6%	55	-19.1%
<b>Feb-2018</b>	<b>52</b>	<b>-34.2%</b>	<b>27</b>	<b>-48.1%</b>
12-Month Avg*	39	-22.0%	34	-32.0%

\* Median Days on Market for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Median Days on Market Until Sale by Month



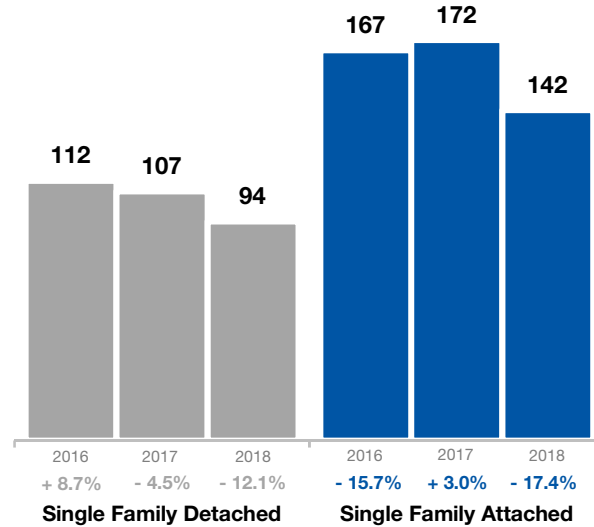


# Housing Affordability Index

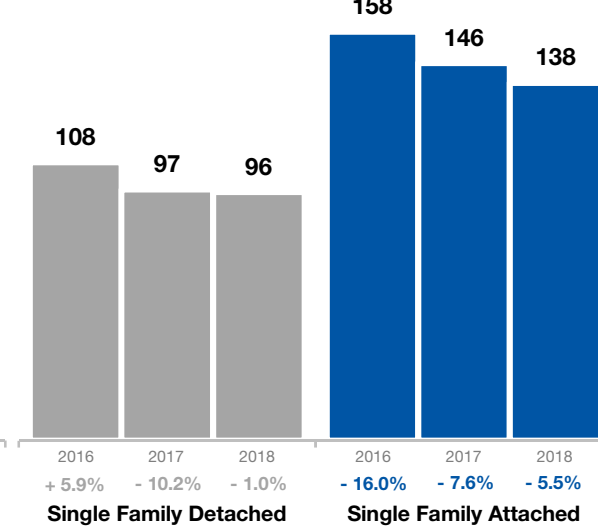


Measures housing affordability for James City, New Kent and York Counties. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for a median-priced home under prevailing interest rates. A higher number means greater affordability.

## February



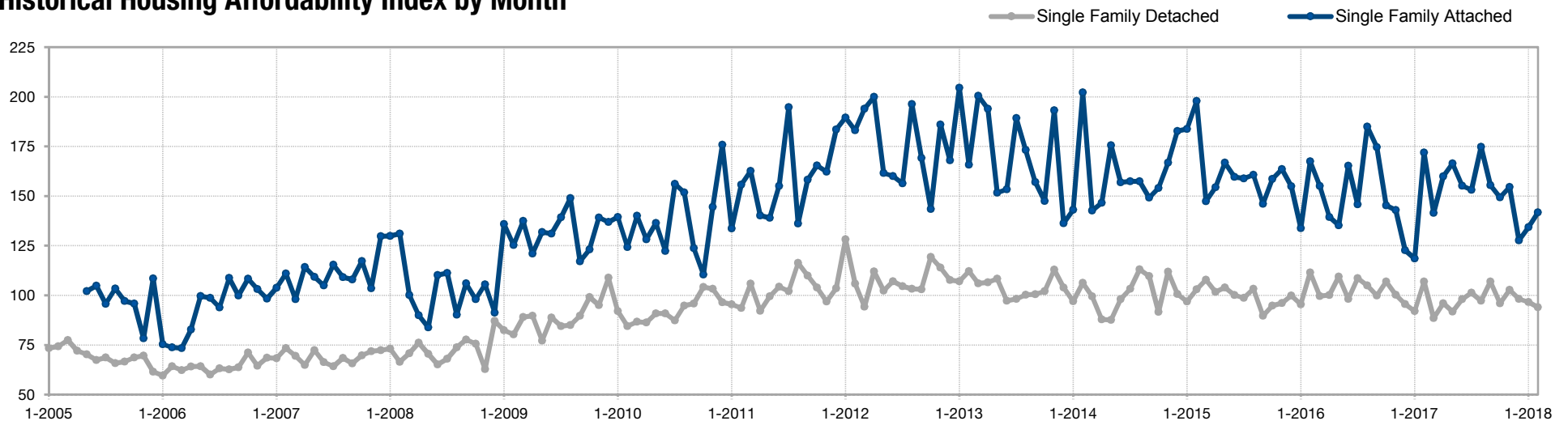
## Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	89	-11.0%	141	-9.0%
Apr-2017	96	-4.0%	160	+15.1%
May-2017	92	-15.6%	166	+23.0%
Jun-2017	98	0.0%	155	-6.1%
Jul-2017	101	-7.3%	153	+4.8%
Aug-2017	97	-7.6%	175	-5.4%
Sep-2017	107	+7.0%	156	-10.9%
Oct-2017	96	-10.3%	149	+2.8%
Nov-2017	103	+3.0%	155	+8.4%
Dec-2017	98	+2.1%	128	+4.1%
Jan-2018	97	+5.4%	134	+12.6%
<b>Feb-2018</b>	<b>94</b>	<b>-12.1%</b>	<b>142</b>	<b>-17.4%</b>
12-Month Avg*	97	-7.7%	102	-5.4%

\* Affordability Index for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

## Historical Housing Affordability Index by Month



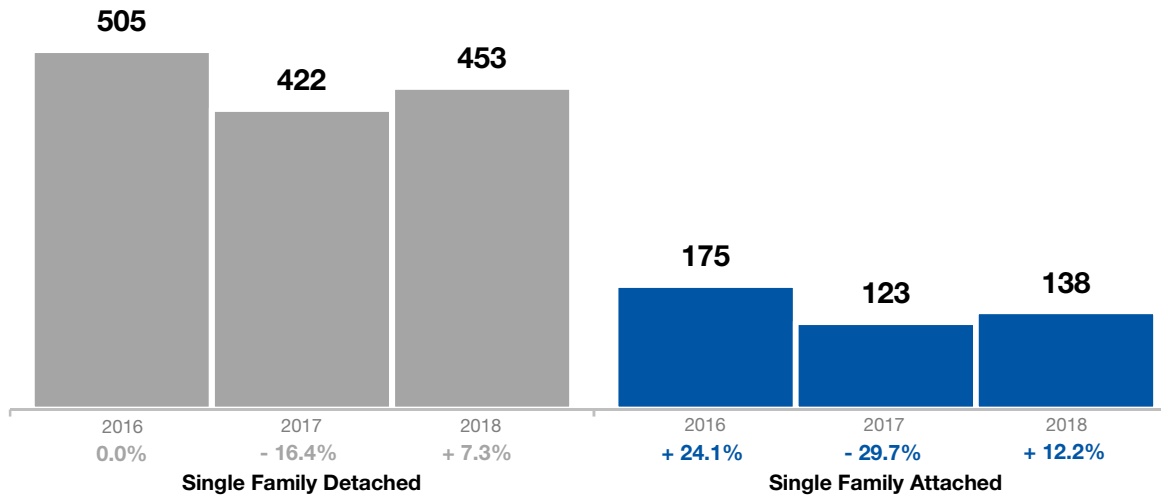


# End of Month Inventory

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

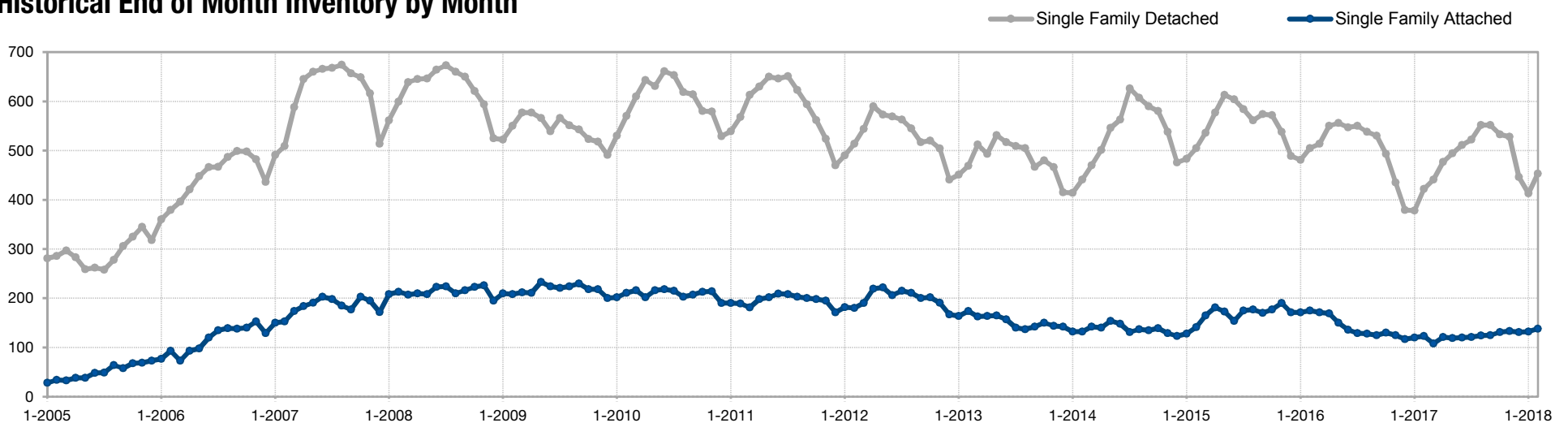


## February



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	441	-14.2%	108	-36.8%
Apr-2017	477	-13.3%	121	-28.4%
May-2017	494	-11.2%	119	-20.7%
Jun-2017	511	-6.6%	120	-11.8%
Jul-2017	522	-5.1%	121	-6.2%
Aug-2017	552	+2.6%	124	-3.1%
Sep-2017	552	+4.2%	125	0.0%
Oct-2017	533	+8.1%	131	+0.8%
Nov-2017	528	+21.4%	133	+6.4%
Dec-2017	446	+17.7%	131	+12.0%
Jan-2018	413	+9.3%	132	+10.0%
<b>Feb-2018</b>	<b>453</b>	<b>+7.3%</b>	<b>138</b>	<b>+12.2%</b>
12-Month Avg	462	-6.7%	127	-8.9%

## Historical End of Month Inventory by Month

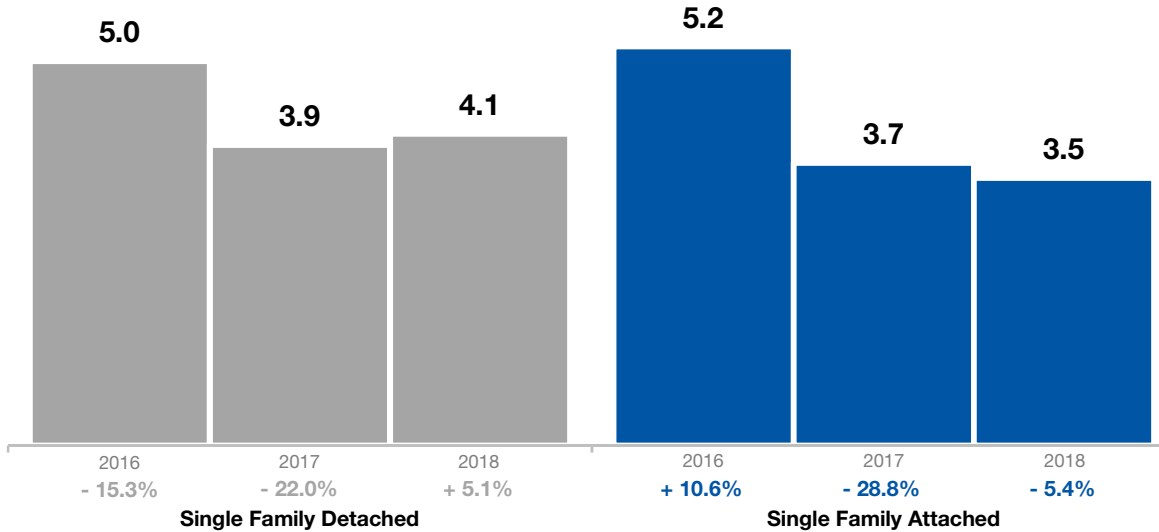


# Months Supply of Inventory

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.



## February



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Mar-2017	4.0	-18.4%	3.1	-38.0%
Apr-2017	4.5	-11.8%	3.4	-32.0%
May-2017	4.5	-11.8%	3.3	-25.0%
Jun-2017	4.7	-6.0%	3.4	-15.0%
Jul-2017	4.8	-7.7%	3.4	-8.1%
Aug-2017	5.0	0.0%	3.4	-8.1%
Sep-2017	5.0	-3.8%	3.4	-8.1%
Oct-2017	4.7	-2.1%	3.5	-7.9%
Nov-2017	4.7	+11.9%	3.4	-8.1%
Dec-2017	4.0	+11.1%	3.5	+2.9%
Jan-2018	3.7	+2.8%	3.4	-5.6%
<b>Feb-2018</b>	<b>4.1</b>	<b>+5.1%</b>	<b>3.5</b>	<b>-5.4%</b>
12-Month Avg*	4.2	-10.3%	3.5	-15.6%

\* Months Supply for all properties from March 2017 through February 2018. 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				2-2017	2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
	2-2015	2-2016	2-2017	2-2018						
New Listings					215	<b>246</b>	+ 14.4%	381	<b>419</b>	+ 10.0%
Pending Sales					137	<b>149</b>	+ 8.8%	259	<b>280</b>	+ 8.1%
Closed Sales					88	<b>109</b>	+ 23.9%	173	<b>193</b>	+ 11.6%
Median List Price					\$340,990	<b>\$355,950</b>	+ 4.4%	\$339,403	<b>\$329,990</b>	- 2.8%
Median Sales Price					\$289,300	<b>\$300,000</b>	+ 3.7%	\$309,990	<b>\$300,000</b>	- 3.2%
Avg. Sales Price					\$335,307	<b>\$332,419</b>	- 0.9%	\$357,874	<b>\$336,004</b>	- 6.1%
Median Price Per Sq Ft					\$137	<b>\$140</b>	+ 2.2%	\$129	<b>\$130</b>	+ 0.8%
Average Price Per Sq Ft					\$143	<b>\$145</b>	+ 1.4%	\$143	<b>\$145</b>	+ 1.4%
\$ Volume of Closed Sales (in millions)					\$29.5	<b>\$36.2</b>	+ 22.7%	\$61.9	<b>\$64.8</b>	+ 4.7%
Median Pct of List Price to Sale Price					97.9%	<b>98.5%</b>	+ 0.6%	98.2%	<b>98.5%</b>	+ 0.3%
Avg Pct of List Price to Sale Price					97.7%	<b>98.3%</b>	+ 0.6%	97.9%	<b>98.1%</b>	+ 0.2%
Median Days on Market					70	<b>46</b>	- 34.3%	68	<b>47</b>	- 30.9%
Affordability Index					114	<b>108</b>	- 5.3%	106	<b>108</b>	+ 1.9%
End of Month Inventory					545	<b>594</b>	+ 9.0%	--	--	--
Months Supply					3.9	<b>3.9</b>	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		
	2-2017	2-2018	+ / -	2-2017	2-2018	+ / -	2-2017	2-2018	+ / -	2-2017	2-2018	+ / -	2-2017	2-2018	+ / -
<b>James City County</b>	176	194	<b>+10.2%</b>	73	93	<b>+27.4%</b>	\$ 289,600	\$ 305,000	<b>+5.3%</b>	453	485	<b>+7.1%</b>	4.0	4.0	<b>0.0%</b>
<b>City of Williamsburg</b>	14	21	<b>+50.0%</b>	8	8	<b>0.0%</b>	\$259,750	\$227,500	<b>-12.4%</b>	57	64	<b>+12.3%</b>	4.5	5.8	<b>+28.9%</b>
<b>York County</b>	34	54	<b>+58.8%</b>	15	14	<b>-6.7%</b>	\$250,000	\$279,213	<b>+11.7%</b>	87	82	<b>-5.7%</b>	3.5	2.8	<b>-20.0%</b>
<b>New Kent County</b>	13	13	<b>0.0%</b>	5	3	<b>-40.0%</b>	\$240,000	\$290,000	<b>+20.8%</b>	36	54	<b>+50.0%</b>	5.0	7.9	<b>+58.0%</b>
<b>Charles City County</b>	0	1	<b>--</b>	1	0	<b>-100.0%</b>	\$182,000	\$0	<b>-100.0%</b>	5	6	<b>+20.0%</b>	3.3	5.1	<b>+54.5%</b>
<b>Newport News</b>	19	16	<b>-15.8%</b>	11	7	<b>-36.4%</b>	\$225,000	\$237,500	<b>+5.6%</b>	46	56	<b>+21.7%</b>	3.2	3.8	<b>+18.8%</b>
<b>Hampton</b>	0	0	<b>--</b>	0	0	<b>--</b>	\$0	\$0	<b>--</b>	0	0	<b>--</b>	0.0	0.0	<b>--</b>
<b>Surry</b>	1	1	<b>0.0%</b>	0	1	<b>--</b>	\$0	\$0	<b>--</b>	11	8	<b>-27.3%</b>	7.0	7.1	<b>+1.4%</b>
<b>Gloucester</b>	6	17	<b>+183.3%</b>	2	6	<b>+200.0%</b>	\$153,700	\$202,750	<b>+31.9%</b>	52	63	<b>+21.2%</b>	7.0	7.3	<b>+4.3%</b>
<b>Richmond</b>	1	0	<b>-100.0%</b>	0	0	<b>--</b>	\$0	\$0	<b>--</b>	4	2	<b>-50.0%</b>	2.9	1.6	<b>-44.8%</b>
<b>23185</b>	79	116	<b>+46.8%</b>	29	37	<b>+27.6%</b>	\$287,000	\$239,000	<b>-16.7%</b>	247	274	<b>+10.9%</b>	4.0	4.2	<b>+5.0%</b>
<b>23188</b>	99	103	<b>+4.0%</b>	51	55	<b>+7.8%</b>	\$325,000	\$330,000	<b>+1.5%</b>	250	250	<b>0.0%</b>	3.7	3.5	<b>-5.4%</b>
<b>23168</b>	36	27	<b>-25.0%</b>	8	17	<b>+112.5%</b>	\$260,481	\$355,320	<b>+36.4%</b>	57	70	<b>+22.8%</b>	4.6	4.5	<b>-2.2%</b>
<b>23168, 23185 &amp; 23188</b>	214	246	<b>+15.0%</b>	88	109	<b>+23.9%</b>	\$289,300	\$300,000	<b>+3.7%</b>	554	594	<b>+7.2%</b>	3.9	3.9	<b>0.0%</b>