

Monthly Indicators



January 2017

January brings out a rejuvenated crop of buyers with a renewed enthusiasm in a new calendar year. Sales totals may still inevitably start slow in the first half of the year due to ongoing inventory concerns. Continued declines in the number of homes available for sale may push out potential buyers who simply cannot compete for homes selling at higher price points in a low number of days, especially if mortgage rates continue to increase.

When comparing 2017 to 2016 statistics, New Listings were up 28.8 percent for single family detached homes but decreased 9.1 percent for single family attached properties. Pending Sales increased 35.2 percent for single family detached homes but decreased 12.8 percent for single family attached properties.

The Median Sales Price was down 0.1 percent to \$350,000 for single family detached homes but increased 8.4 percent to \$271,000 for single family attached properties. Months Supply of Inventory decreased 12.2 percent for single family detached units and 28.8 percent for single family attached units.

In case you missed it, we have a new U.S. president. In his first hour in office, the .25 percentage point rate cut on mortgage insurance premiums for loans backed by the Federal Housing Administration (FHA) was removed, setting the table for what should be an interesting presidential term for real estate policy. FHA loans tend to be a favorable option for those with limited financial resources. On a brighter note, wages are on the uptick for many Americans, while unemployment rates have remained stable and relatively unchanged for several months. The system is ripe for more home purchasing if there are more homes available to sell.

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

- 0.1%

+ 8.4%

+ 18.5%

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

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				1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	1-2014	1-2015	1-2016	1-2017						
New Listings					111	143	+ 28.8%	111	143	+ 28.8%
Pending Sales					71	96	+ 35.2%	71	96	+ 35.2%
Closed Sales					49	65	+ 32.7%	49	65	+ 32.7%
Median List Price					\$349,000	\$394,500	+ 13.0%	\$349,000	\$394,500	+ 13.0%
Median Sales Price					\$350,271	\$350,000	- 0.1%	\$350,271	\$350,000	- 0.1%
Avg. Sales Price					\$372,365	\$417,036	+ 12.0%	\$372,365	\$417,036	+ 12.0%
Median Price Per Sq Ft					\$140	\$143	+ 2.5%	\$140	\$143	+ 2.5%
Average Price Per Sq Ft					\$137	\$143	+ 4.4%	\$137	\$143	+ 4.4%
\$ Volume of Closed Sales (in millions)					\$18.2	\$27.1	+ 48.6%	\$18.2	\$27.1	+ 48.6%
Median Pct of List Price to Sale Price					98.7%	98.4%	- 0.3%	98.7%	98.4%	- 0.3%
Avg Pct of List Price to Sale Price					98.5%	97.9%	- 0.6%	98.5%	97.9%	- 0.6%
Median Days on Market					75	67	- 10.7%	75	67	- 10.7%
Affordability Index					95	92	- 3.2%	95	92	- 3.2%
End of Month Inventory					485	458	- 5.6%	--	--	--
Months Supply					4.9	4.3	- 12.2%	--	--	--

Single Family Attached Market Overview

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



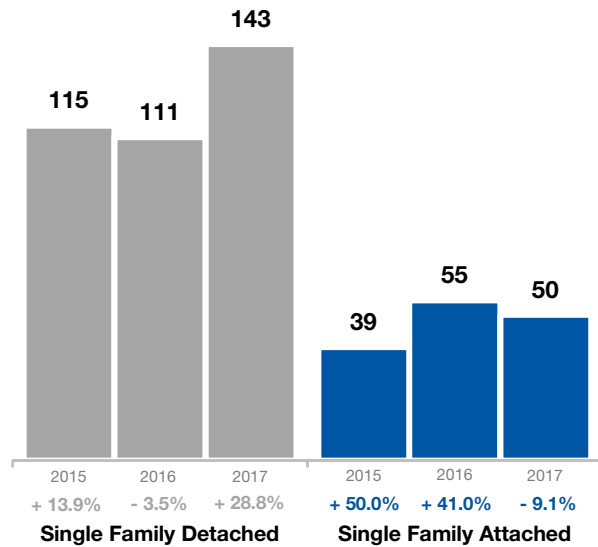
Key Metrics	Historical Sparkbars				1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	1-2014	1-2015	1-2016	1-2017						
New Listings					55	50	- 9.1%	55	50	- 9.1%
Pending Sales					39	34	- 12.8%	39	34	- 12.8%
Closed Sales					27	19	- 29.6%	27	19	- 29.6%
Median List Price					\$252,015	\$232,450	- 7.8%	\$252,015	\$232,450	- 7.8%
Median Sales Price					\$250,000	\$271,000	+ 8.4%	\$250,000	\$271,000	+ 8.4%
Avg. Sales Price					\$248,933	\$264,733	+ 6.3%	\$248,933	\$264,733	+ 6.3%
Median Price Per Sq Ft					\$130	\$142	+ 9.4%	\$130	\$142	+ 9.4%
Average Price Per Sq Ft					\$140	\$140	0.0%	\$140	\$140	0.0%
\$ Volume of Closed Sales (in millions)					\$6.7	\$5.0	- 25.2%	\$6.7	\$5.0	- 25.2%
Median Pct of List Price to Sale Price					100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Avg Pct of List Price to Sale Price					98.5%	99.0%	+ 0.5%	98.5%	99.0%	+ 0.5%
Median Days on Market					41	68	+ 65.9%	41	68	+ 65.9%
Affordability Index					134	119	- 11.2%	134	119	- 11.2%
End of Month Inventory					172	126	- 26.7%	--	--	--
Months Supply					5.2	3.7	- 28.8%	--	--	--

New Listings

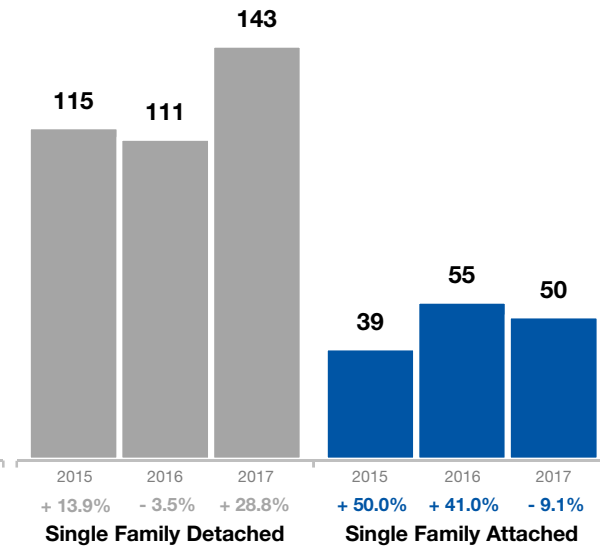
A count of the properties that have been newly listed on the market in a given month.



January

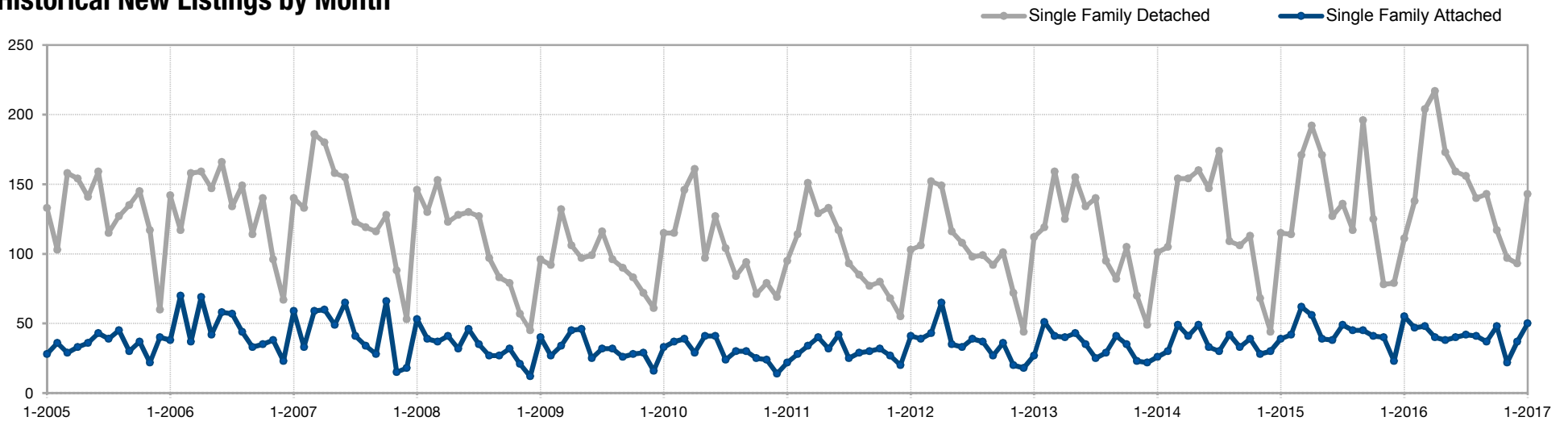


Year to Date



New Listings	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	138	+21.1%	47	+11.9%
Mar-2016	204	+19.3%	48	-22.6%
Apr-2016	217	+13.0%	40	-28.6%
May-2016	173	+1.2%	38	-2.6%
Jun-2016	159	+25.2%	40	+5.3%
Jul-2016	156	+14.7%	42	-14.3%
Aug-2016	140	+19.7%	41	-8.9%
Sep-2016	143	-27.0%	37	-17.8%
Oct-2016	117	-6.4%	48	+17.1%
Nov-2016	97	+24.4%	22	-45.0%
Dec-2016	93	+17.7%	37	+60.9%
Jan-2017	143	+28.8%	50	-9.1%
12-Month Avg	148	+10.1%	41	-8.4%

Historical New Listings by Month



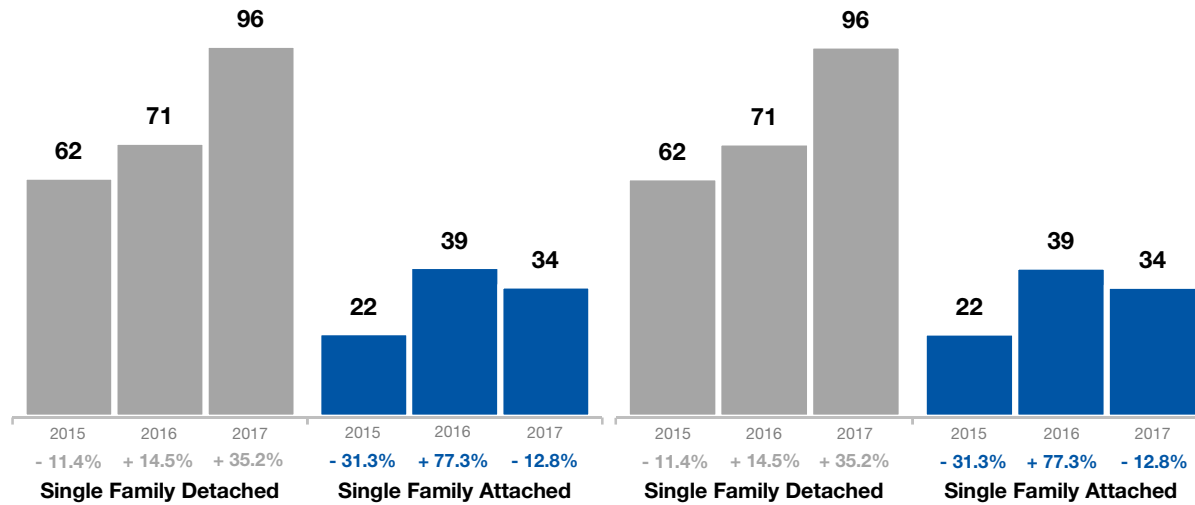
Pending Sales

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



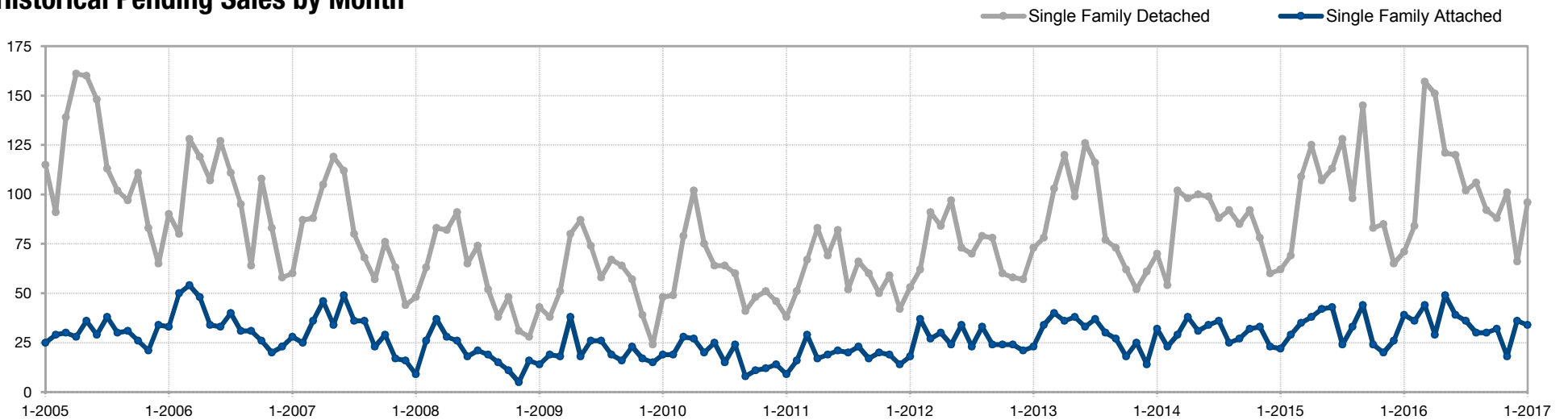
January

Year to Date



Pending Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	84	+21.7%	36	+24.1%
Mar-2016	157	+44.0%	44	+25.7%
Apr-2016	151	+20.8%	29	-23.7%
May-2016	121	+13.1%	49	+16.7%
Jun-2016	120	+6.2%	39	-9.3%
Jul-2016	102	-20.3%	36	+50.0%
Aug-2016	106	+8.2%	30	-9.1%
Sep-2016	92	-36.6%	30	-31.8%
Oct-2016	88	+6.0%	32	+33.3%
Nov-2016	101	+18.8%	18	-10.0%
Dec-2016	66	+1.5%	36	+38.5%
Jan-2017	96	+35.2%	34	-12.8%
12-Month Avg	107	+7.2%	34	+4.0%

Historical Pending Sales by Month

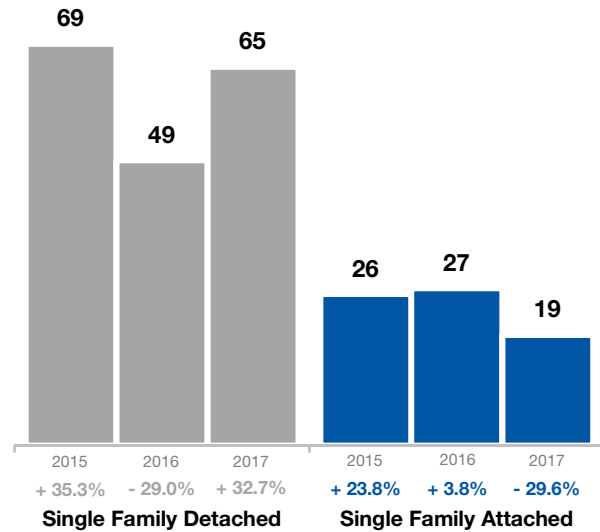


Closed Sales

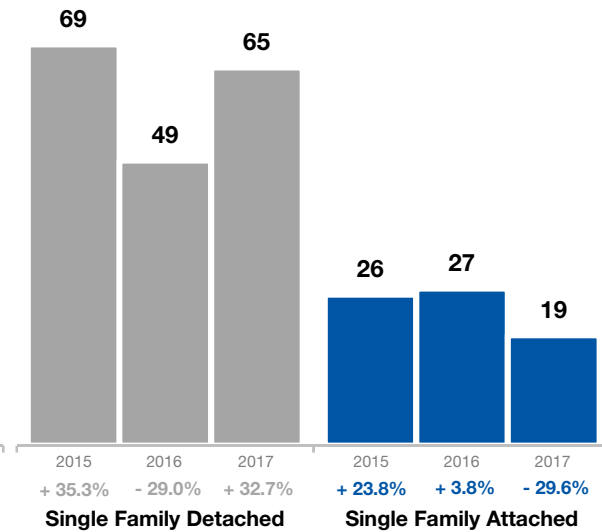
A count of the actual sales that closed in a given month.



January

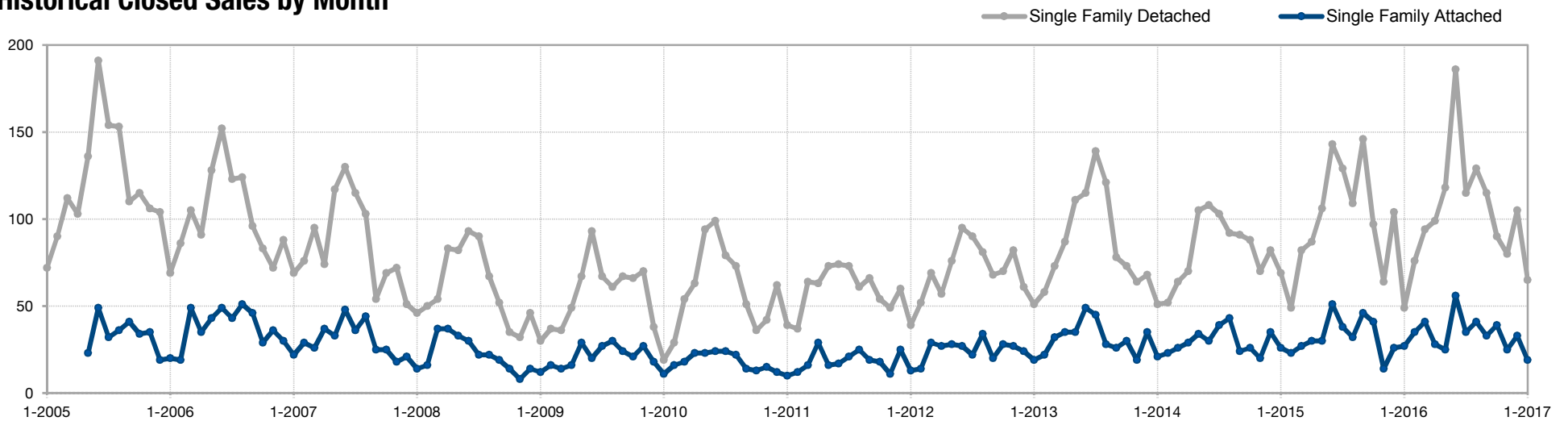


Year to Date



Closed Sales	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	76	+55.1%	35	+52.2%
Mar-2016	94	+14.6%	41	+51.9%
Apr-2016	99	+13.8%	28	-6.7%
May-2016	118	+11.3%	25	-16.7%
Jun-2016	186	+30.1%	56	+9.8%
Jul-2016	115	-10.9%	35	-7.9%
Aug-2016	129	+18.3%	41	+28.1%
Sep-2016	115	-21.2%	33	-28.3%
Oct-2016	90	-7.2%	39	-4.9%
Nov-2016	80	+25.0%	25	+78.6%
Dec-2016	105	+1.0%	33	+26.9%
Jan-2017	65	+32.7%	19	-29.6%
12-Month Avg	106	+9.2%	34	+6.5%

Historical Closed Sales by Month

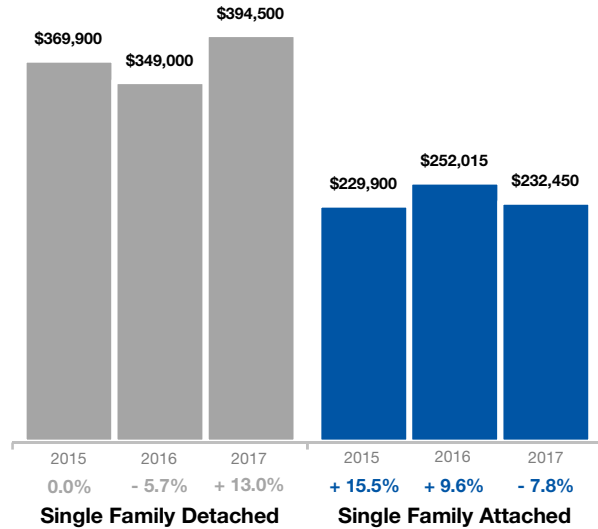


Median List Price

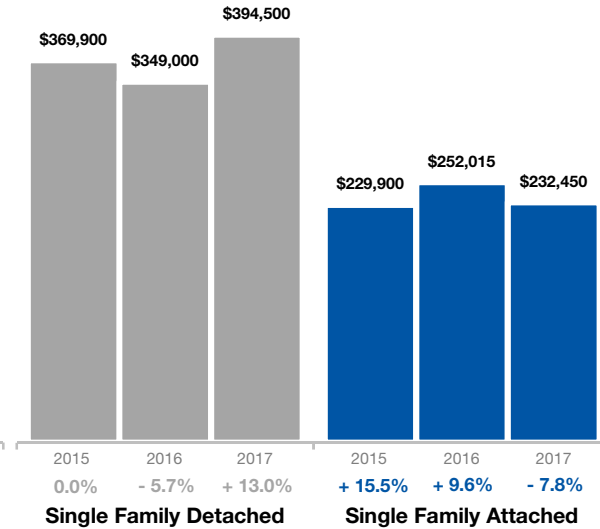
Median list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



January



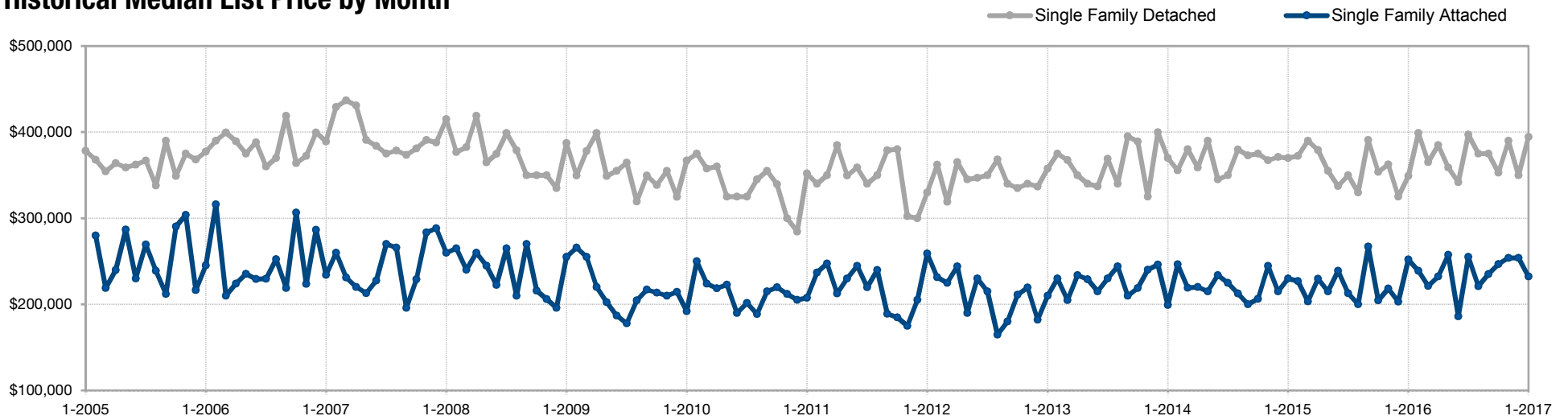
Year to Date



Median List Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	\$399,000	+7.2%	\$238,990	+5.3%
Mar-2016	\$365,000	-6.4%	\$221,185	+8.9%
Apr-2016	\$385,000	+1.5%	\$232,450	+1.3%
May-2016	\$359,000	+1.2%	\$257,495	+19.8%
Jun-2016	\$341,900	+1.4%	\$186,000	-22.2%
Jul-2016	\$397,245	+13.5%	\$255,000	+19.8%
Aug-2016	\$375,000	+13.7%	\$220,830	+10.5%
Sep-2016	\$374,900	-4.1%	\$234,945	-12.0%
Oct-2016	\$353,000	-0.2%	\$246,753	+20.7%
Nov-2016	\$390,000	+7.6%	\$253,950	+16.3%
Dec-2016	\$350,000	+7.7%	\$253,900	+25.1%
Jan-2017	\$394,500	+13.0%	\$232,450	-7.8%
12-Month Avg*	\$374,900	+3.7%	\$239,450	+8.9%

* Median List Price for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Median List Price by Month

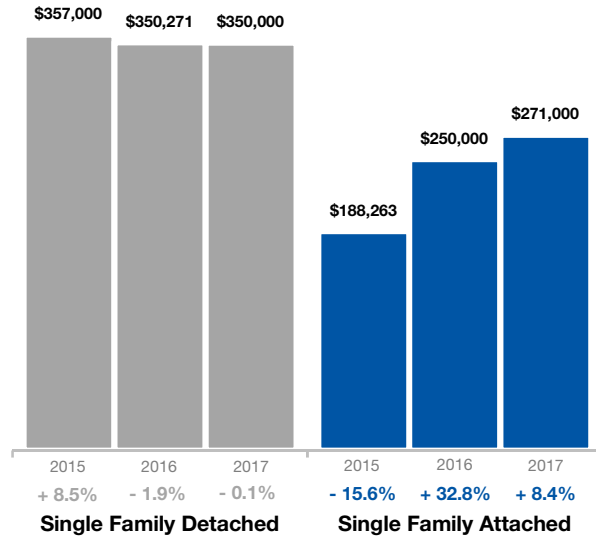


Median Sales Price

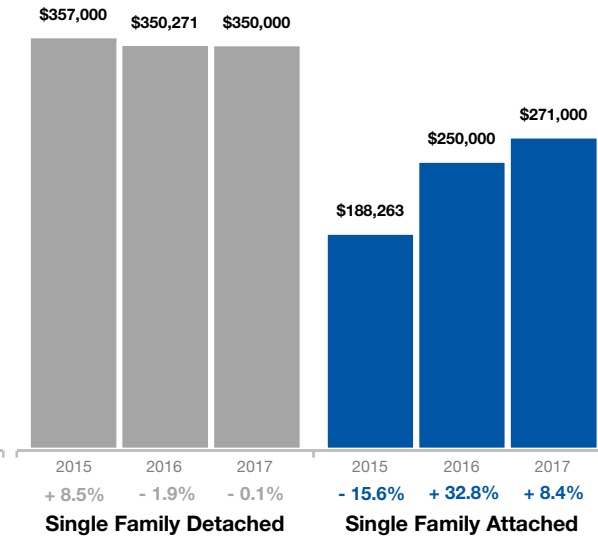
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



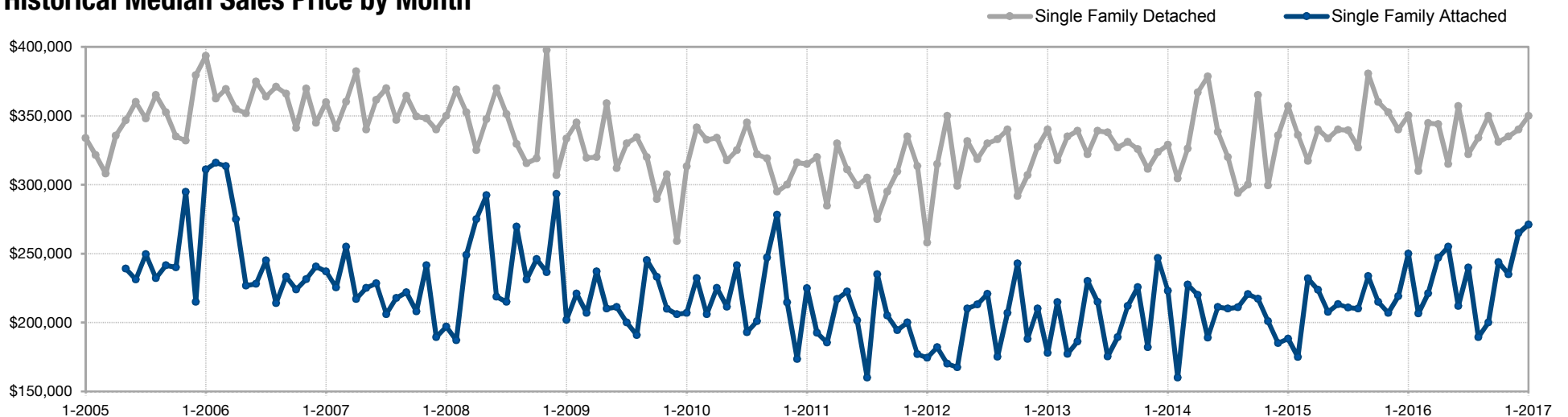
Year to Date



Median Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	\$310,000	-7.7%	\$206,500	+18.0%
Mar-2016	\$344,610	+8.7%	\$221,185	-4.7%
Apr-2016	\$344,000	+1.2%	\$247,000	+10.4%
May-2016	\$315,000	-5.5%	\$255,000	+22.8%
Jun-2016	\$356,990	+5.0%	\$211,950	-0.6%
Jul-2016	\$322,000	-5.2%	\$239,900	+13.8%
Aug-2016	\$334,000	+2.1%	\$189,400	-9.8%
Sep-2016	\$350,000	-8.0%	\$200,000	-14.4%
Oct-2016	\$331,000	-8.1%	\$243,782	+13.4%
Nov-2016	\$335,000	-5.0%	\$234,900	+13.5%
Dec-2016	\$340,000	0.0%	\$264,900	+20.9%
Jan-2017	\$350,000	-0.1%	\$271,000	+8.4%
12-Month Avg*	\$339,000	-0.7%	\$228,020	+4.1%

* Median Sales Price for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Median Sales Price by Month

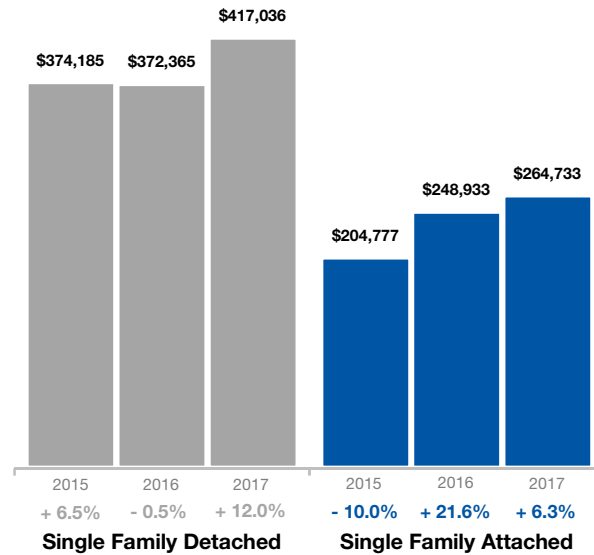


Average Sales Price

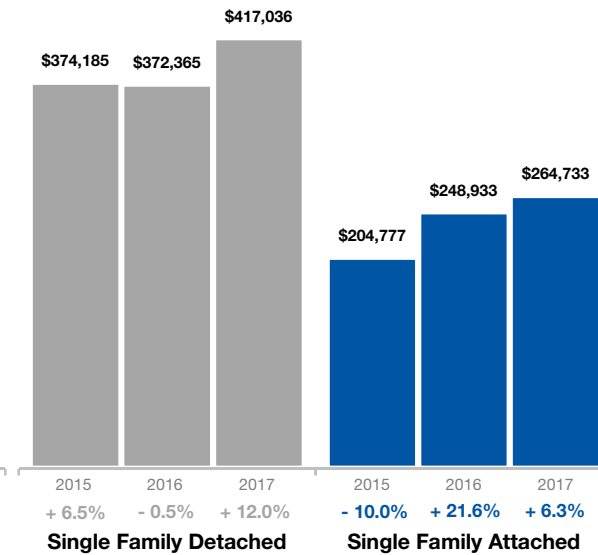
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



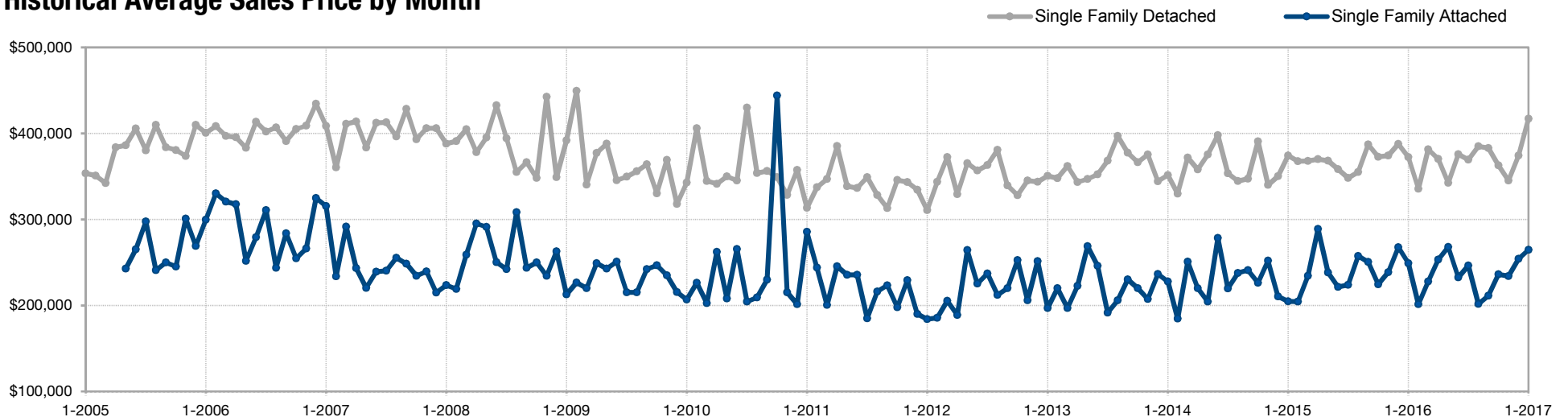
Year to Date



Avg. Sales Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	\$335,624	-8.7%	\$201,252	-1.5%
Mar-2016	\$381,543	+3.7%	\$227,591	-2.9%
Apr-2016	\$370,386	+0.1%	\$253,180	-12.3%
May-2016	\$342,612	-7.0%	\$267,855	+12.4%
Jun-2016	\$375,840	+4.8%	\$232,557	+5.0%
Jul-2016	\$369,432	+6.1%	\$246,365	+10.0%
Aug-2016	\$385,084	+8.5%	\$201,668	-21.6%
Sep-2016	\$383,033	-1.1%	\$211,229	-15.7%
Oct-2016	\$362,938	-2.6%	\$236,120	+5.2%
Nov-2016	\$345,307	-7.8%	\$234,142	-1.8%
Dec-2016	\$374,076	-3.5%	\$254,013	-5.1%
Jan-2017	\$417,036	+12.0%	\$264,733	+6.3%
12-Month Avg*	\$370,482	+0.5%	\$232,975	-3.2%

* Avg. Sales Price for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Average Sales Price by Month

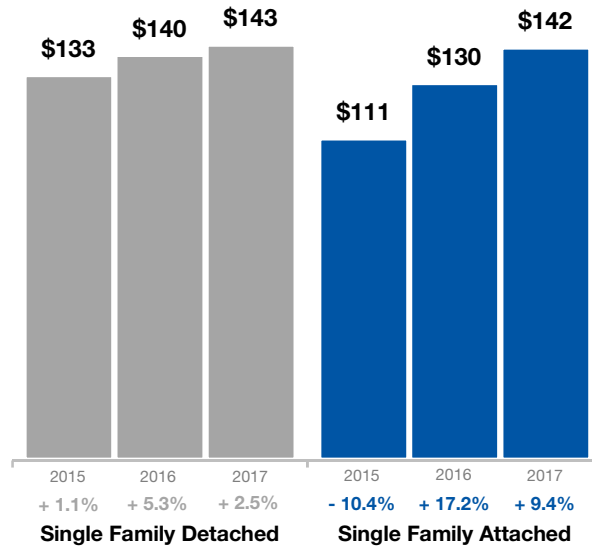


Median Price Per Square Foot

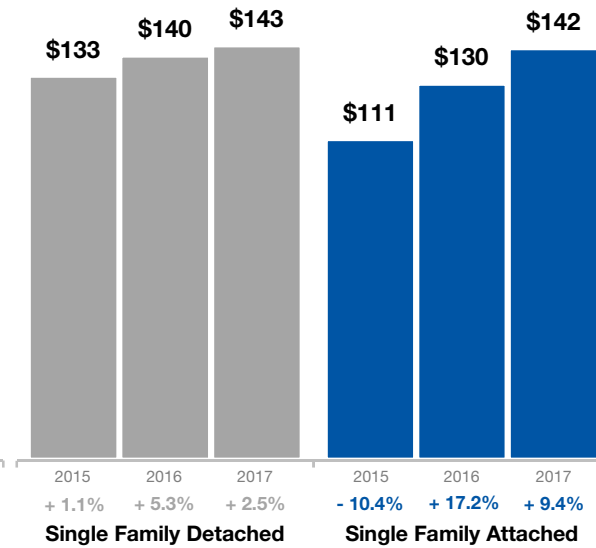
The median price per square foot of homes sold in a given month. Does not account for seller concessions.



January



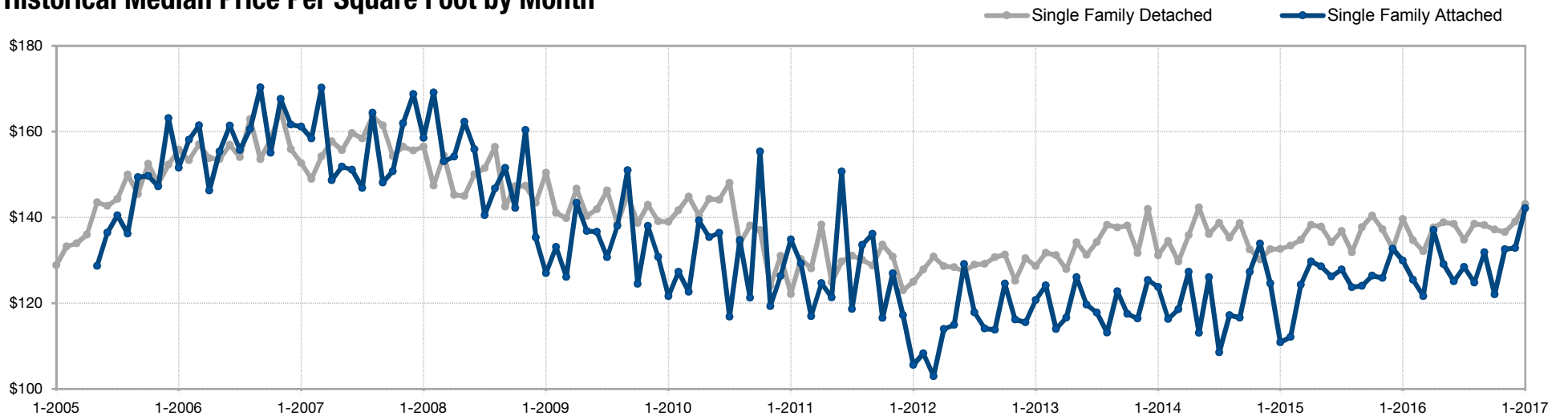
Year to Date



Median Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	\$135	+0.9%	\$125	+11.9%
Mar-2016	\$132	-2.0%	\$122	-2.2%
Apr-2016	\$138	-0.4%	\$137	+5.7%
May-2016	\$139	+0.7%	\$129	+0.4%
Jun-2016	\$138	+3.2%	\$125	-0.9%
Jul-2016	\$135	-1.5%	\$128	+0.5%
Aug-2016	\$138	+5.0%	\$125	+0.9%
Sep-2016	\$138	+0.4%	\$132	+6.3%
Oct-2016	\$137	-2.3%	\$122	-3.4%
Nov-2016	\$137	-0.5%	\$133	+5.3%
Dec-2016	\$139	+4.7%	\$133	+0.1%
Jan-2017	\$143	+2.5%	\$142	+9.4%
12-Month Avg*	\$137	+0.7%	\$127	+1.1%

* Median Price Per Sq Ft for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Median Price Per Square Foot by Month



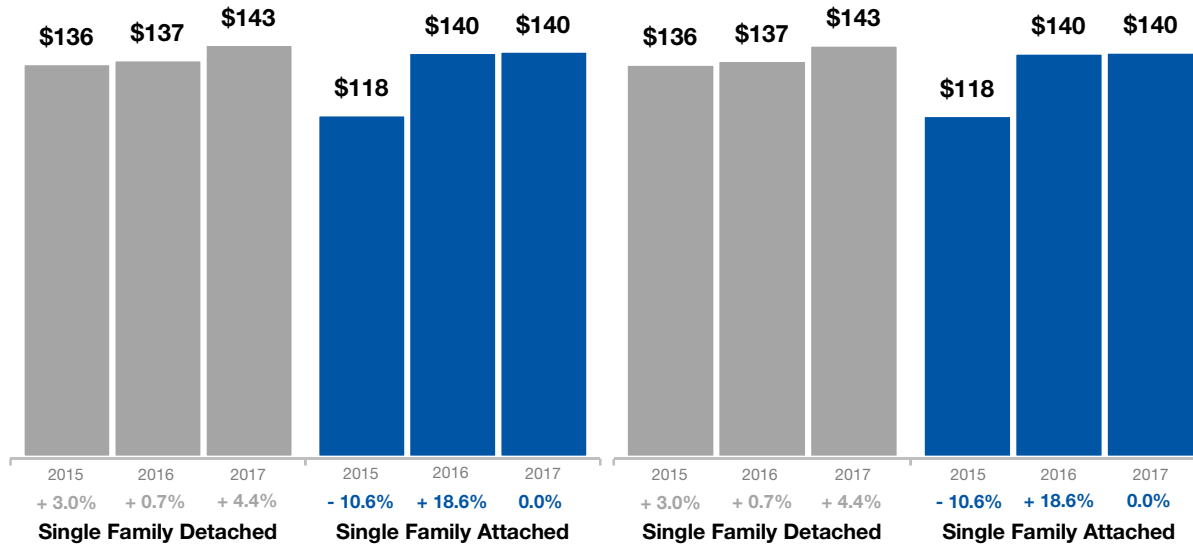
Average Price Per Square Foot

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



January

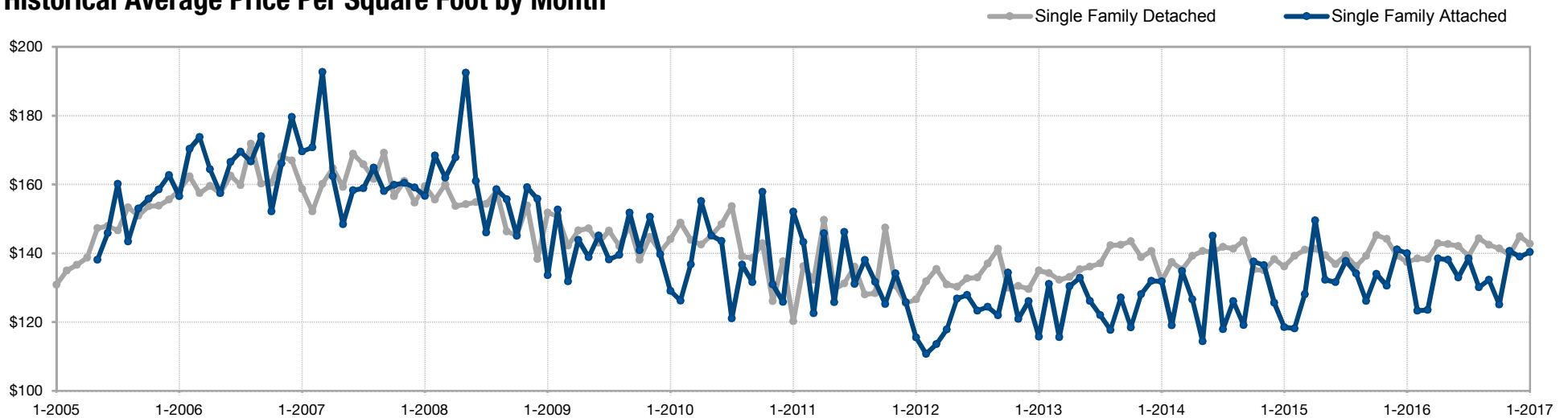
Year to Date



Average Price Per Sq Ft	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	\$138	-0.7%	\$123	+4.2%
Mar-2016	\$138	-2.1%	\$124	-3.1%
Apr-2016	\$143	+1.4%	\$138	-8.0%
May-2016	\$143	+2.9%	\$138	+4.5%
Jun-2016	\$142	+3.6%	\$133	+0.8%
Jul-2016	\$139	0.0%	\$138	0.0%
Aug-2016	\$144	+5.9%	\$130	-3.0%
Sep-2016	\$142	+2.2%	\$132	+4.8%
Oct-2016	\$141	-2.8%	\$125	-6.7%
Nov-2016	\$140	-2.8%	\$141	+7.6%
Dec-2016	\$145	+4.3%	\$139	-1.4%
Jan-2017	\$143	+4.4%	\$140	0.0%
12-Month Avg*	\$142	+1.5%	\$133	-0.8%

* Average Price Per Sq Ft for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Average Price Per Square Foot by Month

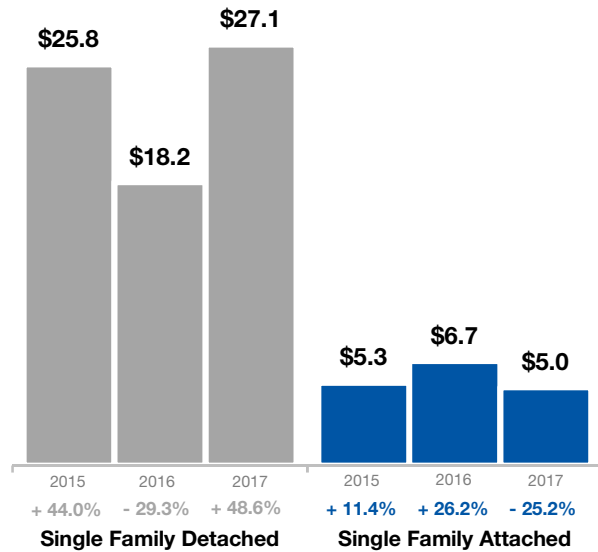


Dollar Volume of Closed Sales (in millions)

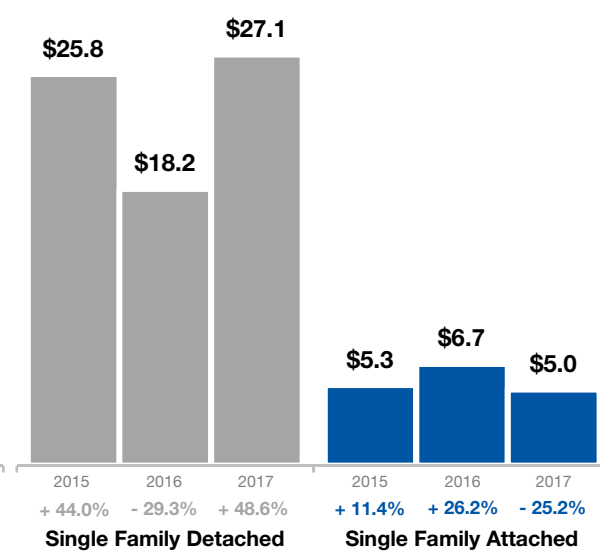
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



January



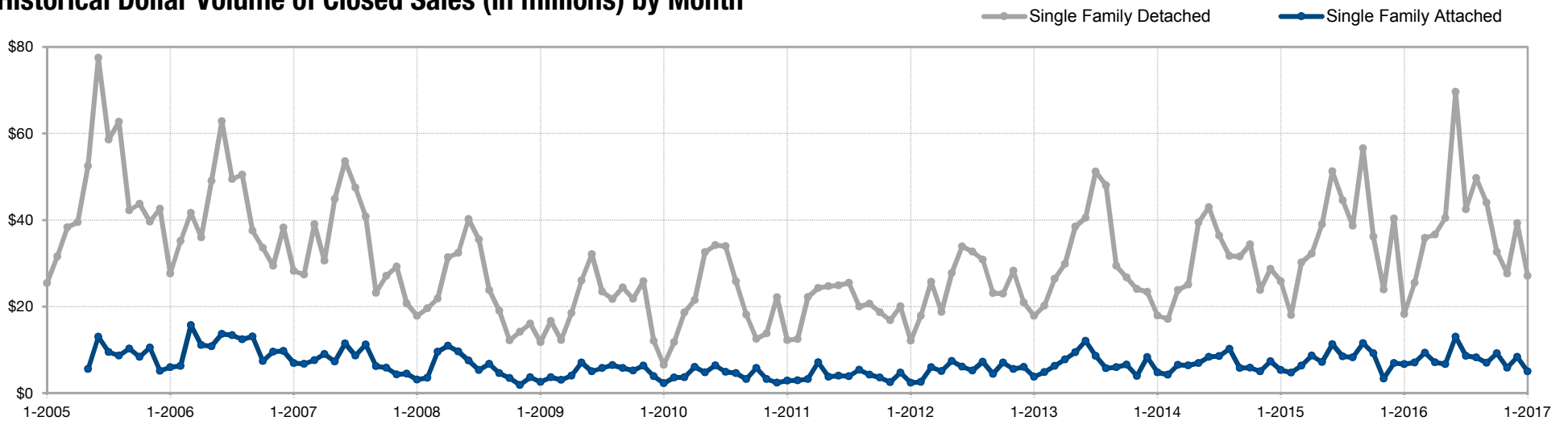
Year to Date



\$ Volume of Closed Sales (in millions)	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	\$25.5	+41.6%	\$7.0	+49.8%
Mar-2016	\$35.9	+18.8%	\$9.3	+47.4%
Apr-2016	\$36.7	+13.9%	\$7.1	-18.2%
May-2016	\$40.4	+3.6%	\$6.7	-6.3%
Jun-2016	\$69.6	+35.8%	\$13.0	+15.3%
Jul-2016	\$42.5	-4.6%	\$8.6	+1.3%
Aug-2016	\$49.7	+28.4%	\$8.3	+0.4%
Sep-2016	\$44.0	-22.1%	\$7.0	-39.5%
Oct-2016	\$32.7	-9.7%	\$9.2	+0.1%
Nov-2016	\$27.6	+15.3%	\$5.9	+75.3%
Dec-2016	\$39.3	-2.6%	\$8.4	+20.4%
Jan-2017	\$27.1	+48.6%	\$5.0	-25.2%
12-Month Avg*	\$39.2	+9.8%	\$8.0	+3.1%

* \$ Volume of Closed Sales (in millions) for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

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



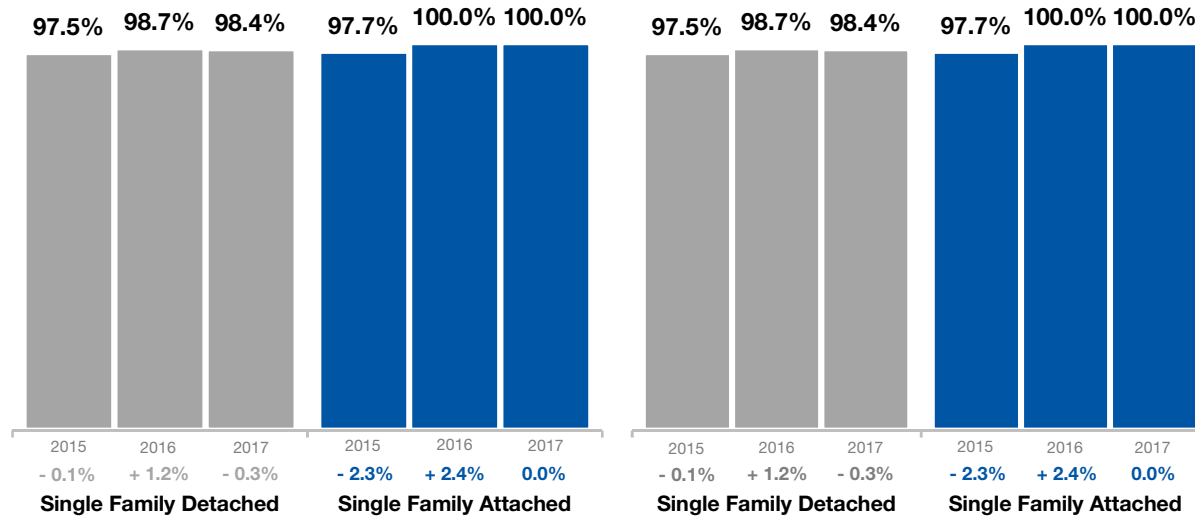
Median Percent of List Price to Sale Price



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.

January

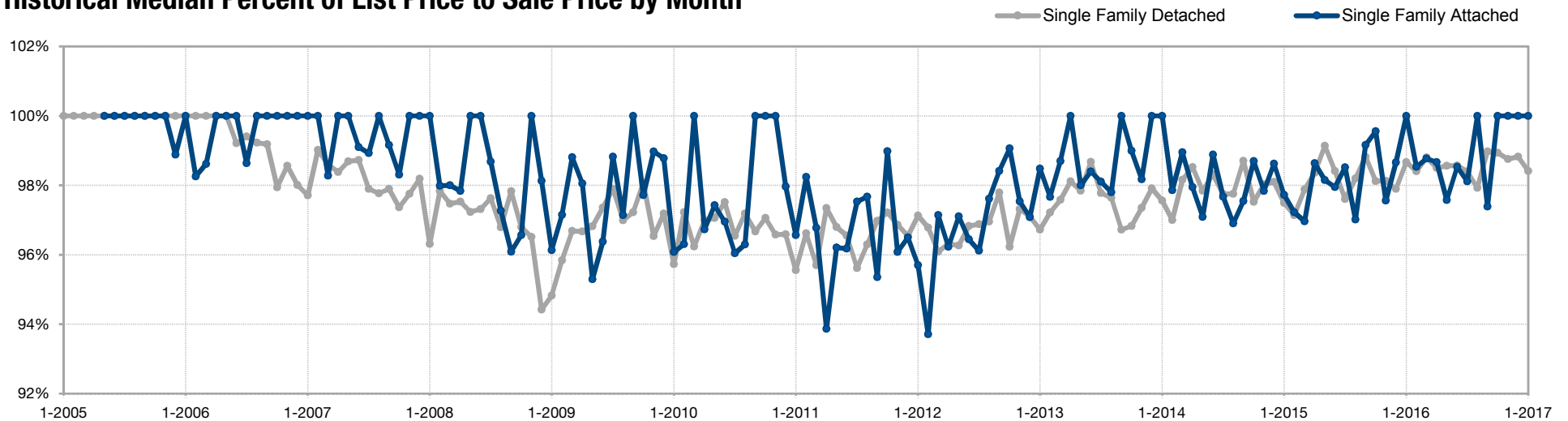
Year to Date



Median Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	98.4%	+1.3%	98.5%	+1.3%
Mar-2016	98.8%	+0.9%	98.8%	+1.9%
Apr-2016	98.5%	+0.1%	98.7%	+0.1%
May-2016	98.6%	-0.5%	97.6%	-0.5%
Jun-2016	98.6%	+0.2%	98.5%	+0.6%
Jul-2016	98.4%	+0.8%	98.1%	-0.4%
Aug-2016	97.9%	-0.3%	100.0%	+3.1%
Sep-2016	99.0%	+0.2%	97.4%	-1.8%
Oct-2016	98.9%	+0.8%	100.0%	+0.4%
Nov-2016	98.8%	+0.7%	100.0%	+2.5%
Dec-2016	98.8%	+0.9%	100.0%	+1.3%
Jan-2017	98.4%	-0.3%	100.0%	0.0%
12-Month Avg*	98.5%	+0.2%	98.8%	+0.7%

* Median Pct of List Price to Sale Price for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Median Percent of List Price to Sale Price by Month

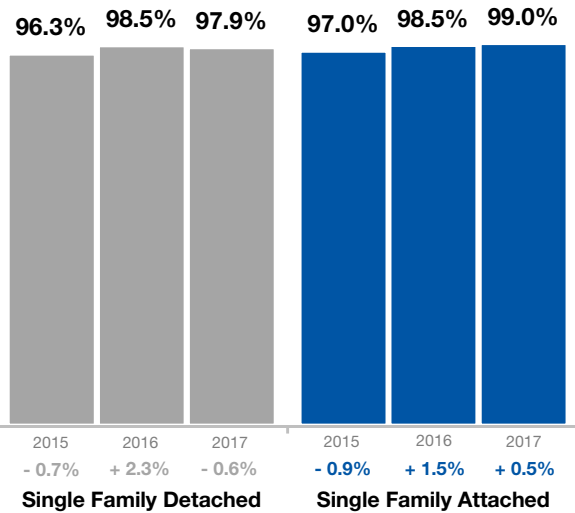


Average Percent of List Price to Sale Price

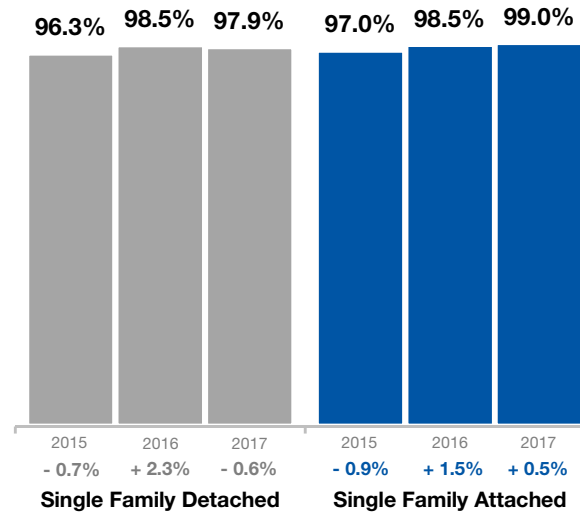
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



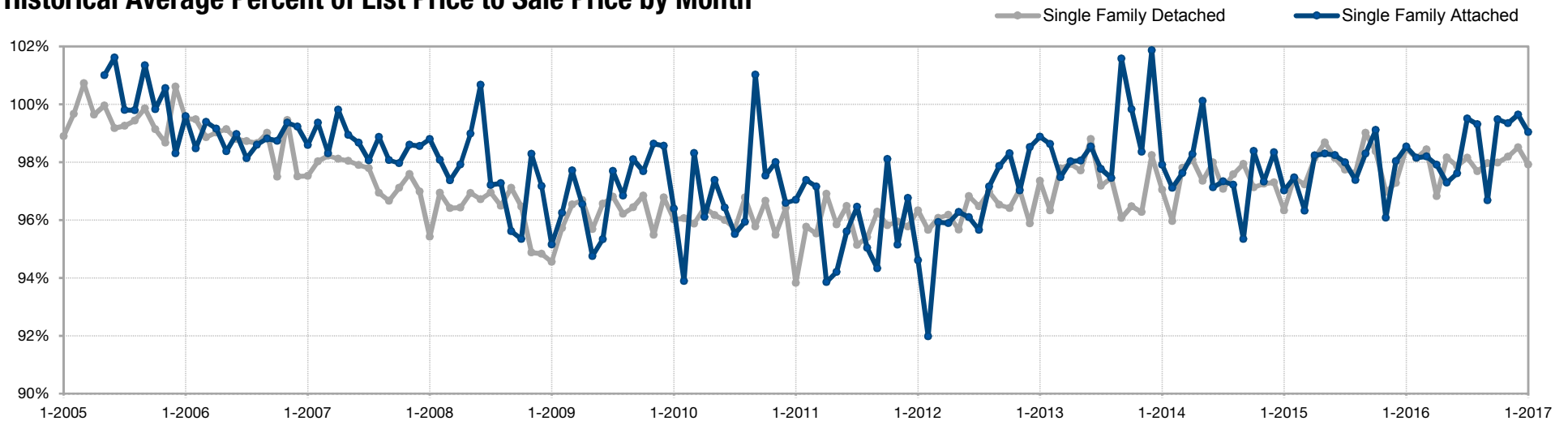
Year to Date



Avg Pct of List Price to Sale Price	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	98.1%	+0.6%	98.2%	+0.7%
Mar-2016	98.4%	+1.2%	98.2%	+2.0%
Apr-2016	96.8%	-1.3%	97.9%	-0.3%
May-2016	98.2%	-0.5%	97.3%	-1.0%
Jun-2016	97.9%	-0.2%	97.6%	-0.6%
Jul-2016	98.2%	+0.5%	99.5%	+1.5%
Aug-2016	97.7%	+0.1%	99.3%	+2.0%
Sep-2016	98.0%	-1.0%	96.7%	-1.6%
Oct-2016	98.0%	-0.4%	99.5%	+0.4%
Nov-2016	98.2%	+1.2%	99.3%	+3.3%
Dec-2016	98.5%	+1.2%	99.6%	+1.6%
Jan-2017	97.9%	-0.6%	99.0%	+0.5%
12-Month Avg*	98.0%	-0.0%	98.5%	+0.5%

* Avg Pct of List Price to Sale Price for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Average Percent of List Price to Sale Price by Month

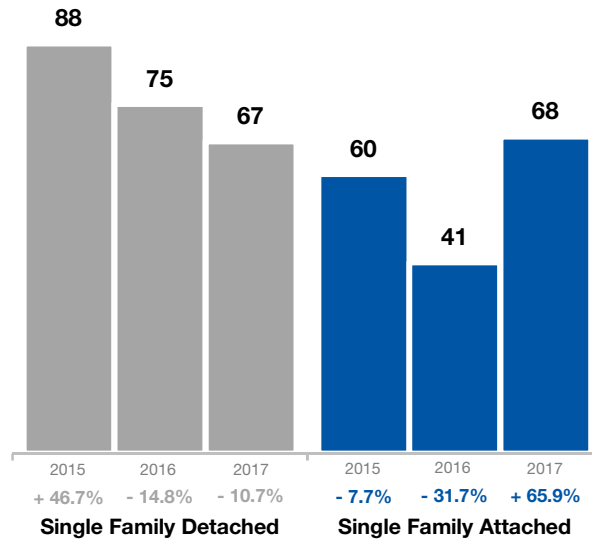


Median Days on Market Until Sale

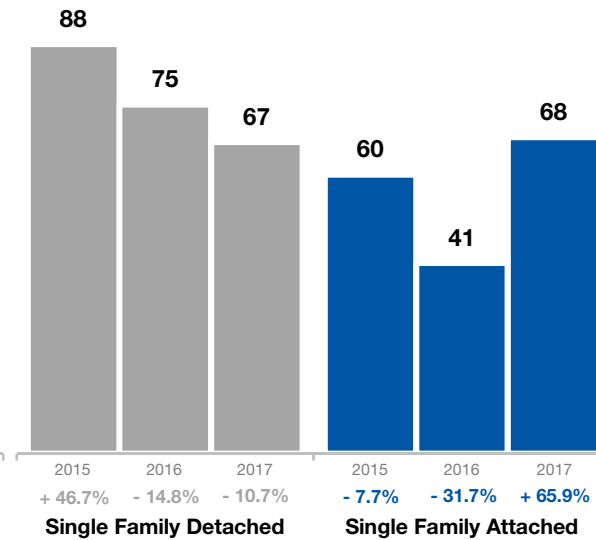
Median number of days between when a property is listed and when an offer is accepted in a given month.



January



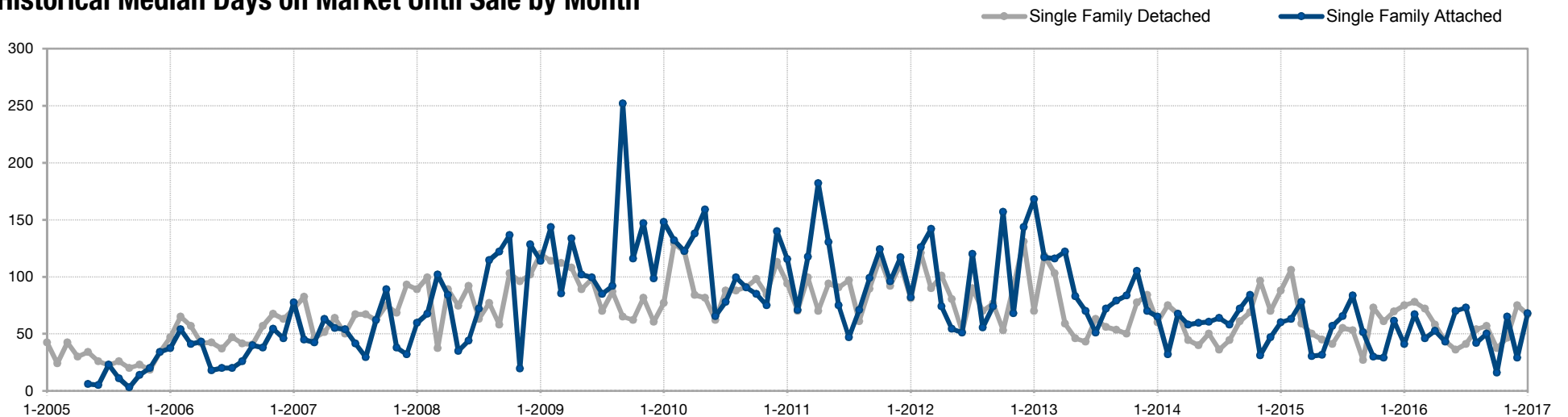
Year to Date



Median Days on Market	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	78	-26.4%	67	+6.3%
Mar-2016	72	+22.0%	46	-41.0%
Apr-2016	58	+16.0%	53	+71.0%
May-2016	44	-2.2%	43	+34.4%
Jun-2016	36	-12.2%	70	+22.8%
Jul-2016	41	-25.5%	73	+10.6%
Aug-2016	54	+1.9%	42	-50.0%
Sep-2016	57	+111.1%	50	-3.8%
Oct-2016	38	-47.9%	16	-46.7%
Nov-2016	47	-23.0%	65	+124.1%
Dec-2016	75	+7.1%	29	-53.2%
Jan-2017	67	-10.7%	68	+65.9%
12-Month Avg*	50	-9.1%	50	+2.0%

* Median Days on Market for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Median Days on Market Until Sale by Month



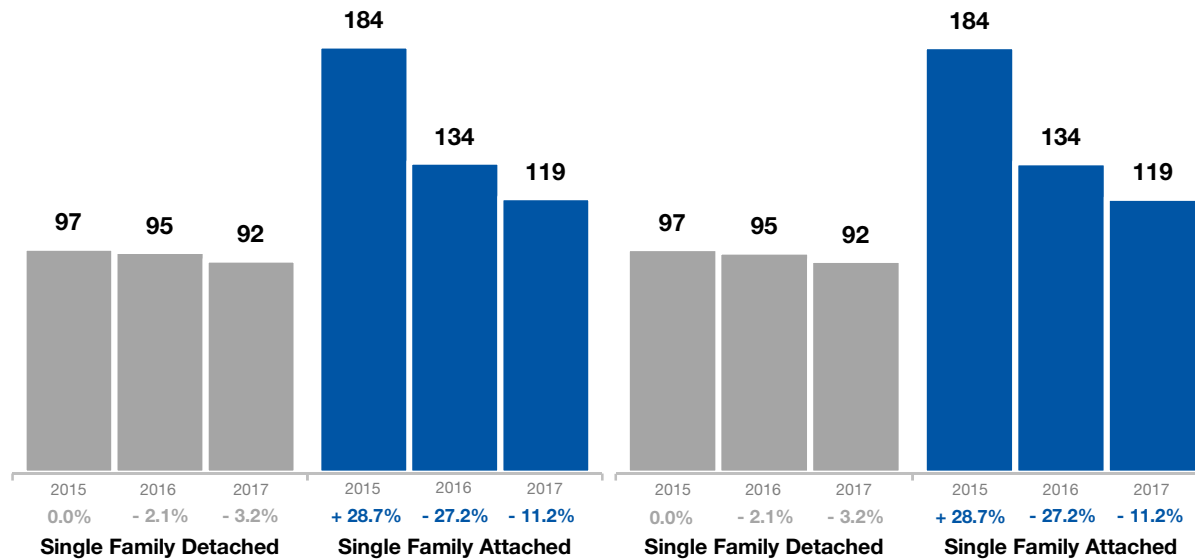
Housing Affordability Index



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

January

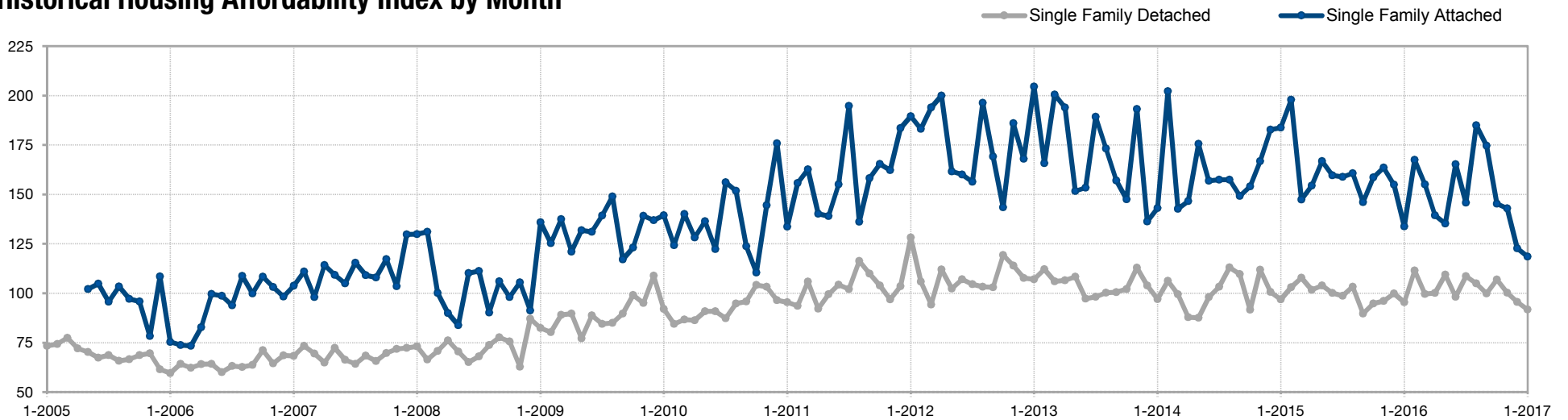
Year to Date



Affordability Index	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	112	+8.7%	167	-15.7%
Mar-2016	100	-7.4%	155	+5.4%
Apr-2016	100	-2.0%	139	-9.7%
May-2016	109	+4.8%	135	-19.2%
Jun-2016	98	-2.0%	165	+3.1%
Jul-2016	109	+10.1%	146	-8.2%
Aug-2016	105	+1.9%	185	+14.9%
Sep-2016	100	+11.1%	175	+19.9%
Oct-2016	107	+12.6%	145	-8.8%
Nov-2016	100	+4.2%	143	-12.8%
Dec-2016	96	-4.0%	123	-20.6%
Jan-2017	92	-3.2%	119	-11.2%
12-Month Avg*	102	-7.6%	100	-24.9%

* Affordability Index for all properties from February 2016 through January 2017. This is not the average of the individual figures above.

Historical Housing Affordability Index by Month

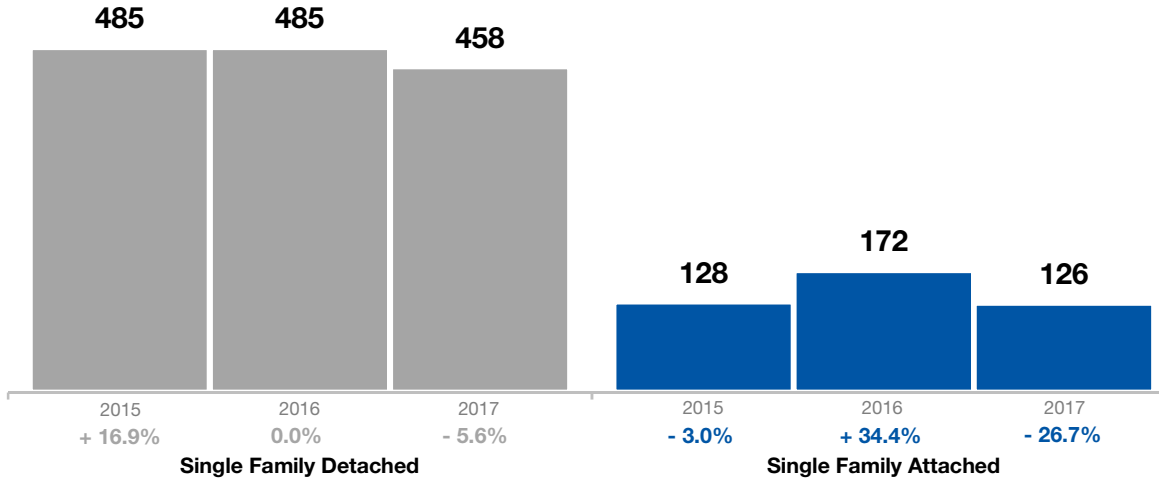


End of Month Inventory

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

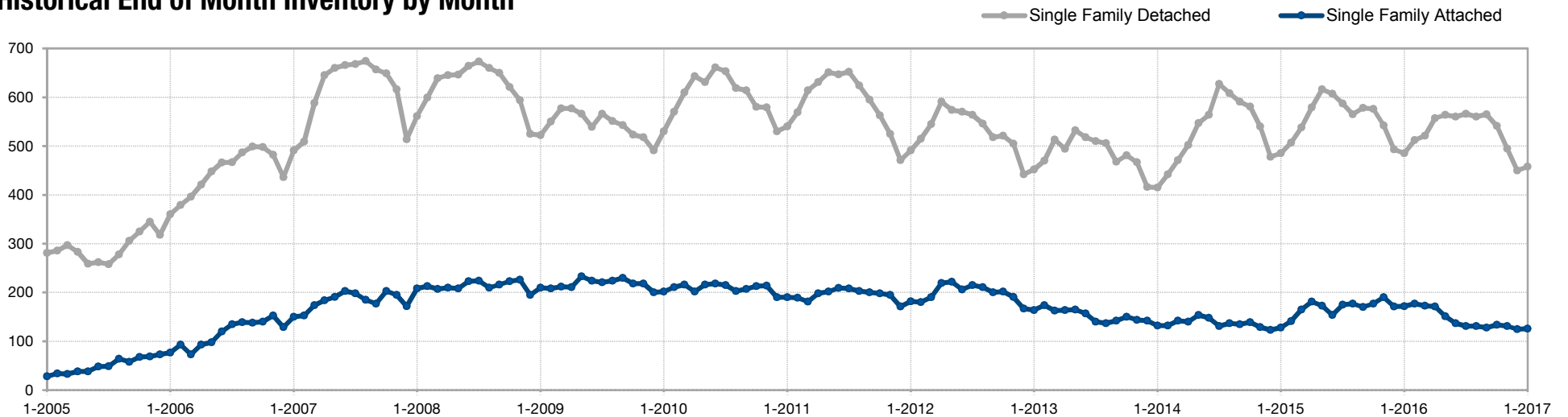


January



End of Month Inventory	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	512	+1.0%	177	+25.5%
Mar-2016	521	-3.2%	173	+4.8%
Apr-2016	557	-3.8%	171	-5.5%
May-2016	564	-8.4%	151	-12.7%
Jun-2016	560	-7.7%	137	-11.0%
Jul-2016	566	-3.6%	131	-25.1%
Aug-2016	560	-0.9%	131	-26.0%
Sep-2016	565	-2.2%	128	-24.7%
Oct-2016	541	-6.1%	134	-24.3%
Nov-2016	495	-8.7%	131	-31.1%
Dec-2016	450	-8.7%	125	-26.9%
Jan-2017	458	-5.6%	126	-26.7%
12-Month Avg	529	-4.9%	143	-16.2%

Historical End of Month Inventory by Month

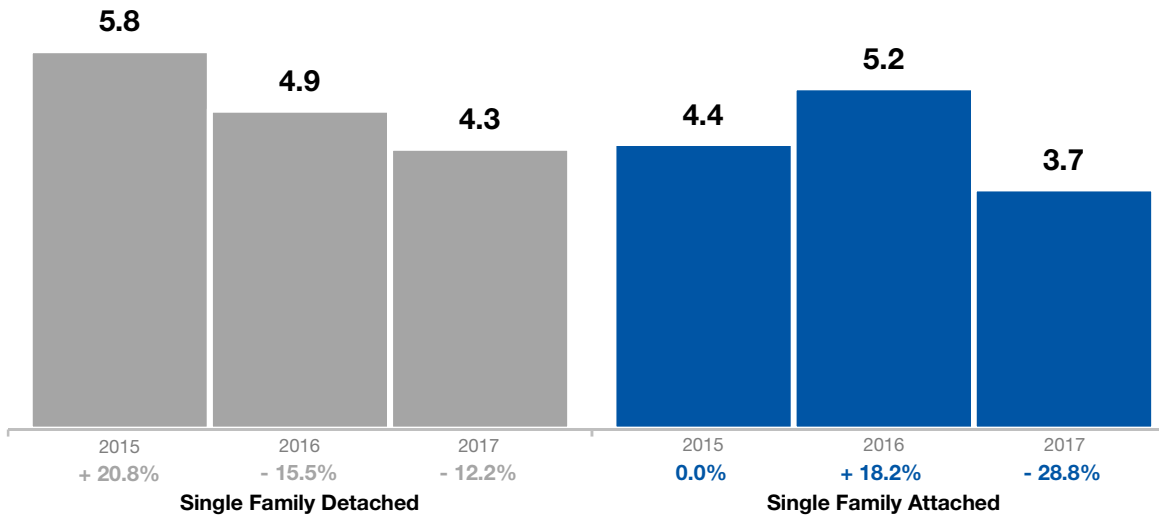


Months Supply of Inventory

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.



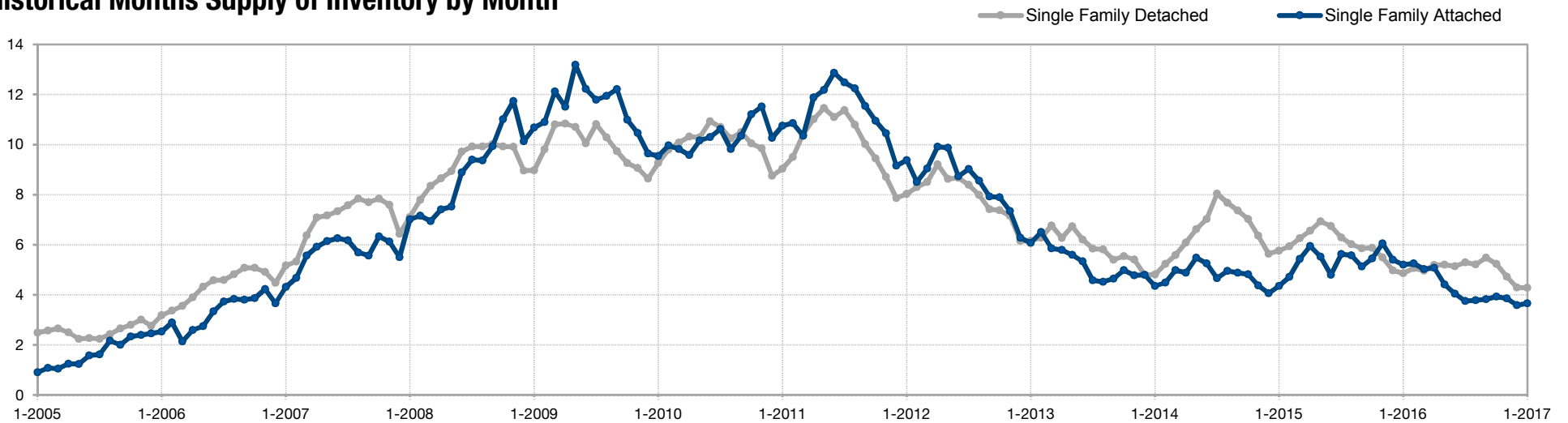
January



Months Supply	Single Family Detached	Year-Over-Year Change	Single Family Attached	Year-Over-Year Change
Feb-2016	5.1	-13.6%	5.3	+12.8%
Mar-2016	5.0	-20.6%	5.0	-7.4%
Apr-2016	5.2	-21.2%	5.1	-15.0%
May-2016	5.2	-24.6%	4.4	-20.0%
Jun-2016	5.1	-23.9%	4.0	-16.7%
Jul-2016	5.3	-15.9%	3.8	-32.1%
Aug-2016	5.2	-13.3%	3.8	-32.1%
Sep-2016	5.5	-5.2%	3.8	-25.5%
Oct-2016	5.2	-11.9%	3.9	-27.8%
Nov-2016	4.7	-14.5%	3.9	-35.0%
Dec-2016	4.3	-14.0%	3.6	-33.3%
Jan-2017	4.3	-12.2%	3.7	-28.8%
12-Month Avg*	5.0	-16.3%	4.2	-22.6%

* Months Supply for all properties from February 2016 through January 2017. 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				1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
	1-2014	1-2015	1-2016	1-2017						
New Listings					166	194	+ 16.9%	166	194	+ 16.9%
Pending Sales					110	130	+ 18.2%	110	130	+ 18.2%
Closed Sales					76	84	+ 10.5%	76	84	+ 10.5%
Median List Price					\$318,450	\$332,500	+ 4.4%	\$318,450	\$332,500	+ 4.4%
Median Sales Price					\$278,495	\$329,950	+ 18.5%	\$278,495	\$329,950	+ 18.5%
Avg. Sales Price					\$328,514	\$382,586	+ 16.5%	\$328,514	\$382,586	+ 16.5%
Median Price Per Sq Ft					\$137	\$143	+ 4.4%	\$128	\$128	0.0%
Average Price Per Sq Ft					\$138	\$142	+ 2.9%	\$138	\$142	+ 2.9%
\$ Volume of Closed Sales (in millions)					\$25.0	\$32.1	+ 28.4%	\$25.0	\$32.1	+ 28.4%
Median Pct of List Price to Sale Price					99.0%	98.6%	- 0.4%	99.0%	98.6%	- 0.4%
Avg Pct of List Price to Sale Price					98.5%	98.2%	- 0.3%	98.5%	98.2%	- 0.3%
Median Days on Market					69	68	- 1.4%	69	68	- 1.4%
Affordability Index					120	97	- 19.2%	120	97	- 19.2%
End of Month Inventory					658	585	- 11.1%	--	--	--
Months Supply					4.9	4.1	- 16.3%	--	--	--

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		
	1-2016	1-2017	+ / -	1-2016	1-2017	+ / -	1-2016	1-2017	+ / -	1-2016	1-2017	+ / -	1-2016	1-2017	+ / -
James City County	133	149	+12.0%	50	63	+26.0%	\$ 283,995	\$ 340,868	+20.0%	552	481	-12.9%	5.1	4.2	-17.6%
City of Williamsburg	16	27	+68.8%	18	8	-55.6%	\$261,426	\$307,808	+17.7%	60	66	+10.0%	6.1	5.3	-13.1%
York County	28	28	0.0%	14	17	+21.4%	\$307,500	\$283,185	-7.9%	86	84	-2.3%	3.7	3.5	-5.4%
New Kent County	17	10	-41.2%	5	3	-40.0%	\$257,000	\$399,900	+55.6%	51	40	-21.6%	4.4	5.8	+31.8%
Charles City County	4	0	-100.0%	1	2	+100.0%	\$65,500	\$225,500	+244.3%	11	7	-36.4%	7.3	4.4	-39.7%
Newport News	18	29	+61.1%	7	3	-57.1%	\$267,000	\$167,400	-37.3%	45	60	+33.3%	4.1	4.3	+4.9%
Hampton	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Surry	3	2	-33.3%	2	1	-50.0%	\$488,611	\$354,900	-27.4%	11	12	+9.1%	5.5	6.9	+25.5%
Gloucester	13	8	-38.5%	3	4	+33.3%	\$148,000	\$273,900	+85.1%	55	55	0.0%	8.0	7.3	-8.8%
Richmond	1	0	-100.0%	0	1	--	\$0	\$200,000	--	11	7	-36.4%	8.3	4.3	-48.2%
23185	77	90	+16.9%	39	37	-5.1%	\$261,830	\$296,211	+13.1%	305	282	-7.5%	5.7	4.6	-19.3%
23188	74	91	+23.0%	31	41	+32.3%	\$310,000	\$345,000	+11.3%	298	264	-11.4%	4.4	3.9	-11.4%
23168	15	13	-13.3%	6	6	0.0%	\$271,500	\$326,020	+20.1%	55	39	-29.1%	4.6	3.1	-32.6%
23168, 23185 & 23188	166	194	+16.9%	76	84	+10.5%	\$278,495	\$329,950	+18.5%	658	585	-11.1%	4.9	4.1	-16.3%