

AUGUST  
**2022**

# **WAAR** WILLIAMSBURG

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# WAAR Market Indicators Report



## Key Market Trends: August 2022

- Sales activity in the WAAR region slowed down in August.** There were 400 sales in the WAAR market, 71 fewer sales than last year, which is a 15.1% decrease. Sales have been moderating for the last seven months compared to the uptick from a year ago. The biggest drop in sales this month occurred in York County, which has 66 fewer sales than last August (-43.4%) followed by James City County with 35 fewer sales. Williamsburg City saw an uptick in sales activity with 20 more sales than last August (+100%).
- Pending sales continue to fall in the WAAR market.** In August there were 304 pending sales, down 30.6% from the previous year, which is 134 fewer pending sales. Most markets saw a decline in pending sales this month. York County had 62 fewer pending sales (-46.3%) and James County had 81 fewer pending sales than last August (-37.2%). New Kent County was the only market to have an increase in pending sales this month compared to last year (+31.4%).
- Home prices continue to stabilize in the WAAR footprint.** The median sales price in the region was \$385,000 in August, up \$30,010 or 8.5% from a year ago. The market with the largest increase in median price was Williamsburg City which saw \$86,400 more than last August (+36.0%). James City County also saw prices increase by 14.6% from last year, a gain of \$55,500. The median price in Charles City County decreased 2.4% this month.
- Slight increase in active listings, though new listings continued to moderate in the WAAR market.** At the end of this month, there were 579 active listings on the market throughout the region, five more than the previous year in August, an increase of 0.9%. Most of the growth in active listings occurred in New Kent County (+32 listings) and Williamsburg (+23 listings). There were 331 new listings that came on the market in August, 123 fewer than last year (-27.1%).



### WAAR Market Dashboard

YoY Chg	Aug-22	Indicator
▼ -15.1%	400	Sales
▼ -30.6%	304	Pending Sales
▼ -27.1%	331	New Listings
▲ 10.0%	\$425,005	Average List Price
▲ 9.8%	\$426,372	Average Sales Price
▲ 8.5%	\$385,000	Median Sales Price
▲ 13.4%	\$194	Average Price Per Square Foot
▼ -6.8%	\$170.5	Sold Dollar Volume (in millions)
▼ -0.3%	100.6%	Average Sold/Ask Price Ratio
▲ 0.4%	18	Average Days on Market
▲ 33.3%	8	Median Days on Market
▲ 0.9%	579	Active Listings
▲ 8.2%	1.5	Months of Supply



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**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.**

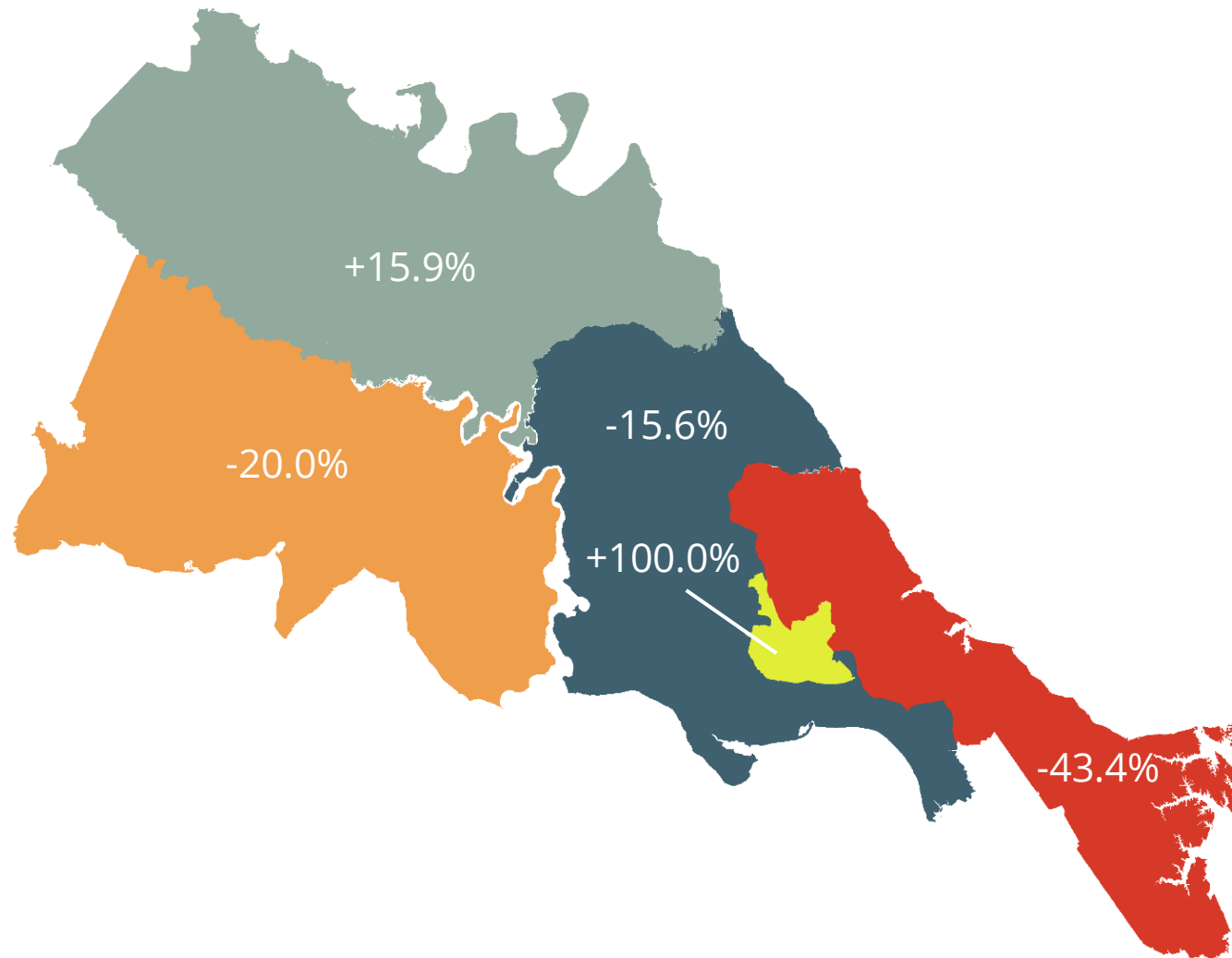
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

**Are You Ready to Buy or Sell Real Estate?**

Contact an experienced REALTOR®.



# Market Activity - WAAR Footprint



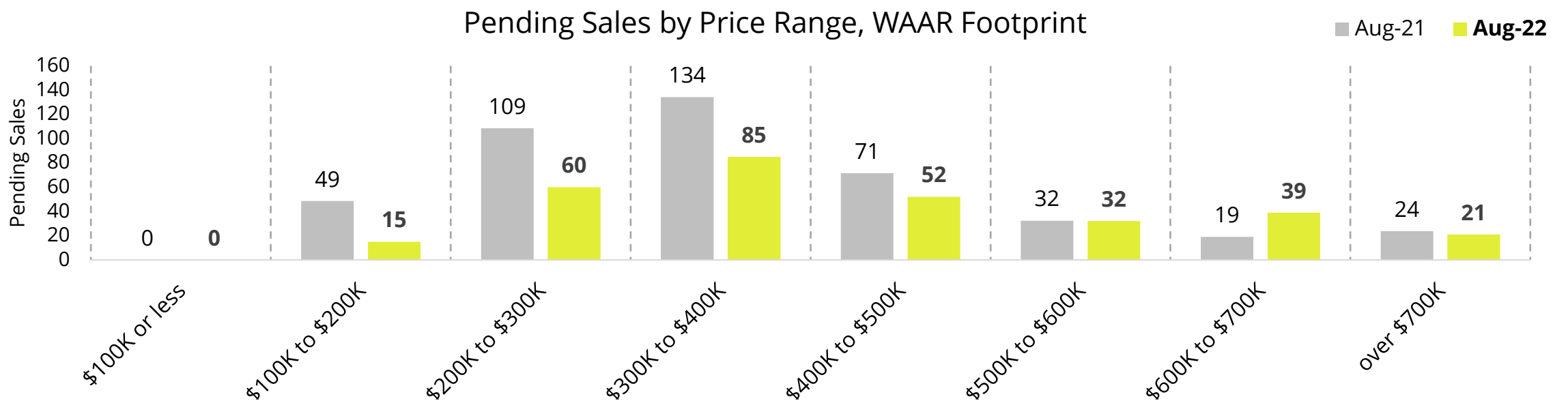
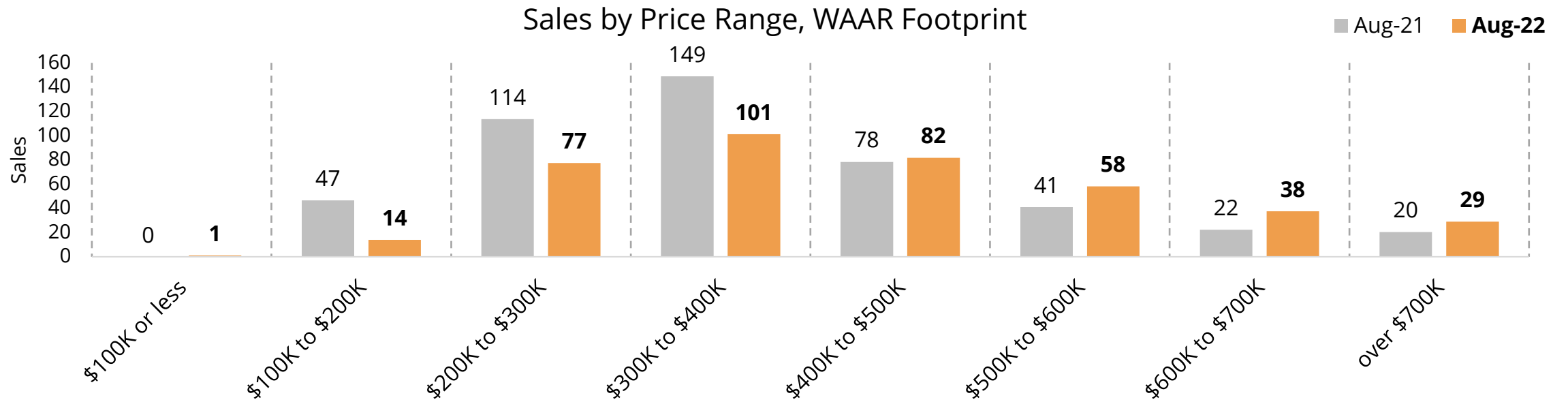
Jurisdiction	Total Sales		
	Aug-21	Aug-22	% Chg
Charles City County	5	4	-20.0%
James City County	225	190	-15.6%
New Kent County	69	80	15.9%
Williamsburg	20	40	100.0%
York County	152	86	-43.4%
<b>WAAR</b>	<b>471</b>	<b>400</b>	<b>-15.1%</b>

# Total Market Overview



Key Metrics	2-year Trends			Aug-21	Aug-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Aug-20		Aug-22						
Sales				471	<b>400</b>	-15.1%	3,315	<b>2,865</b>	-13.6%
Pending Sales				438	<b>304</b>	-30.6%	3,429	<b>2,426</b>	-29.3%
New Listings				454	<b>331</b>	-27.1%	3,854	<b>3,079</b>	-20.1%
Average List Price				\$386,248	<b>\$425,005</b>	10.0%	\$381,119	<b>\$422,530</b>	10.9%
Average Sales Price				\$388,375	<b>\$426,372</b>	9.8%	\$382,577	<b>\$429,613</b>	12.3%
Median Sales Price				\$354,990	<b>\$385,000</b>	8.5%	\$341,533	<b>\$385,000</b>	12.7%
Average Price Per Square Foot				\$171	<b>\$194</b>	13.4%	\$165	<b>\$191</b>	15.9%
Sold Dollar Volume (in millions)				\$182.9	<b>\$170.5</b>	-6.8%	\$1,267.9	<b>\$1,231.5</b>	-2.9%
Average Sold/Ask Price Ratio				100.9%	<b>100.6%</b>	-0.3%	100.8%	<b>102.2%</b>	1.4%
Average Days on Market				18	<b>18</b>	0.4%	25	<b>20</b>	-18.0%
Median Days on Market				6	<b>8</b>	33.3%	6	<b>6</b>	0.0%
Active Listings				574	<b>579</b>	0.9%	n/a	<b>n/a</b>	n/a
Months of Supply				1.4	<b>1.5</b>	8.2%	n/a	<b>n/a</b>	n/a

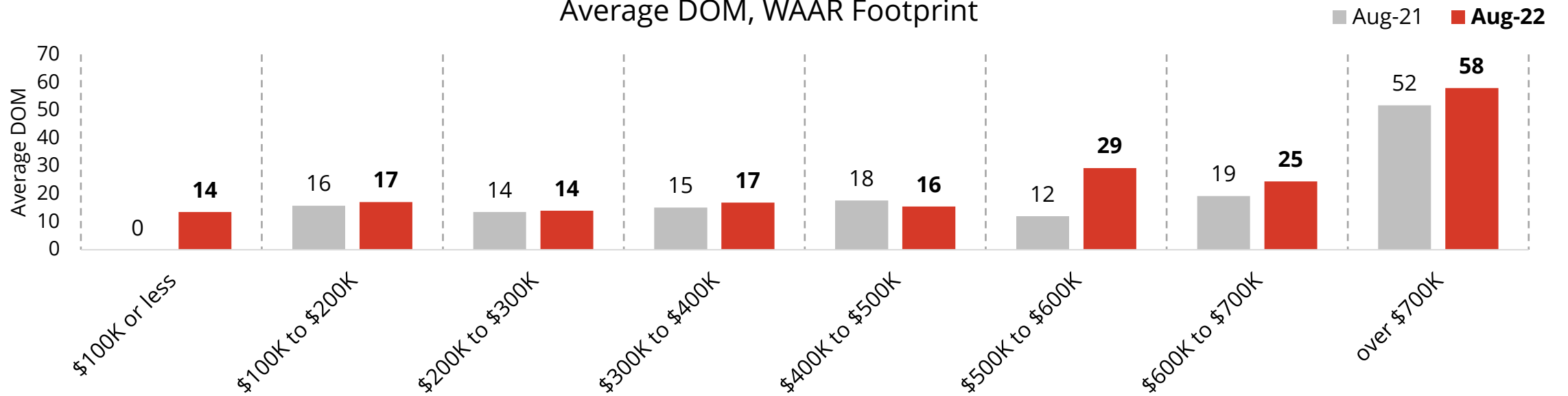
# Total Market by Price Range Overview



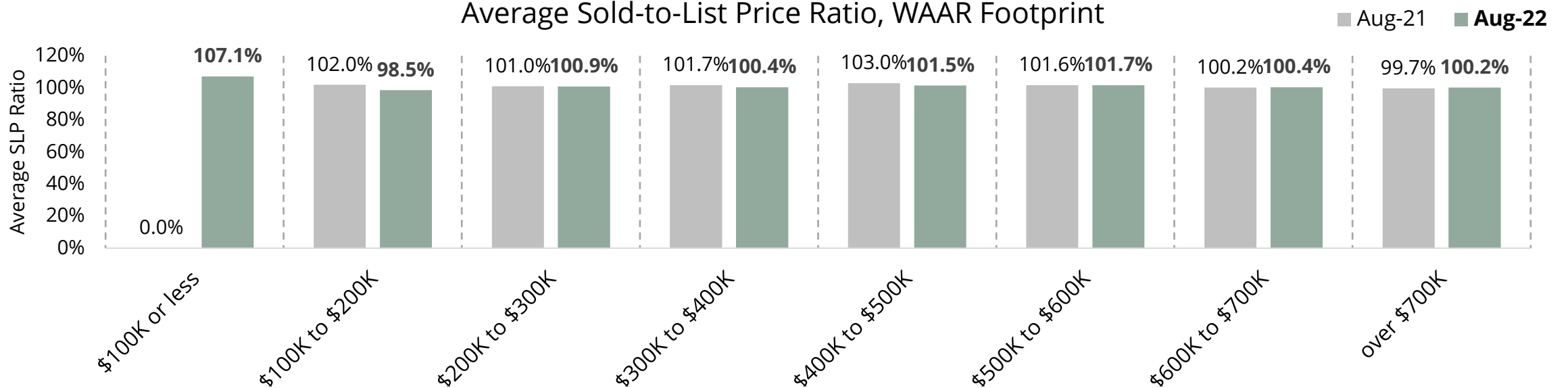
# Total Market by Price Range Overview



Average DOM, WAAR Footprint



Average Sold-to-List Price Ratio, WAAR Footprint





# Single-Family Detached Market Overview



Key Metrics	2-year Trends			Aug-21	Aug-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Aug-20		Aug-22						
Sales				375	<b>320</b>	-14.7%	2,633	<b>2,299</b>	-12.7%
Pending Sales				335	<b>244</b>	-27.2%	2,748	<b>2,009</b>	-26.9%
New Listings				365	<b>260</b>	-28.8%	3,172	<b>2,519</b>	-20.6%
Average List Price				\$416,217	<b>\$452,479</b>	8.7%	\$413,988	<b>\$453,097</b>	9.4%
Average Sales Price				\$418,314	<b>\$453,660</b>	8.4%	\$415,502	<b>\$460,391</b>	10.8%
Median Sales Price				\$385,000	<b>\$429,500</b>	11.6%	\$376,450	<b>\$425,275</b>	13.0%
Average Price Per Square Foot				\$173	<b>\$197</b>	13.9%	\$167	<b>\$193</b>	15.8%
Sold Dollar Volume (in millions)				\$156.9	<b>\$145.2</b>	-7.5%	\$1,093.7	<b>\$1,059.1</b>	-3.2%
Average Sold/Ask Price Ratio				100.9%	<b>100.6%</b>	-0.3%	100.8%	<b>102.1%</b>	1.3%
Average Days on Market				19	<b>18</b>	-6.9%	24	<b>20</b>	-15.3%
Median Days on Market				6	<b>8</b>	33.3%	6	<b>6</b>	0.0%
Active Listings				449	<b>446</b>	-0.7%	n/a	<b>n/a</b>	n/a
Months of Supply				1.4	<b>1.5</b>	6.3%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed September 15, 2022



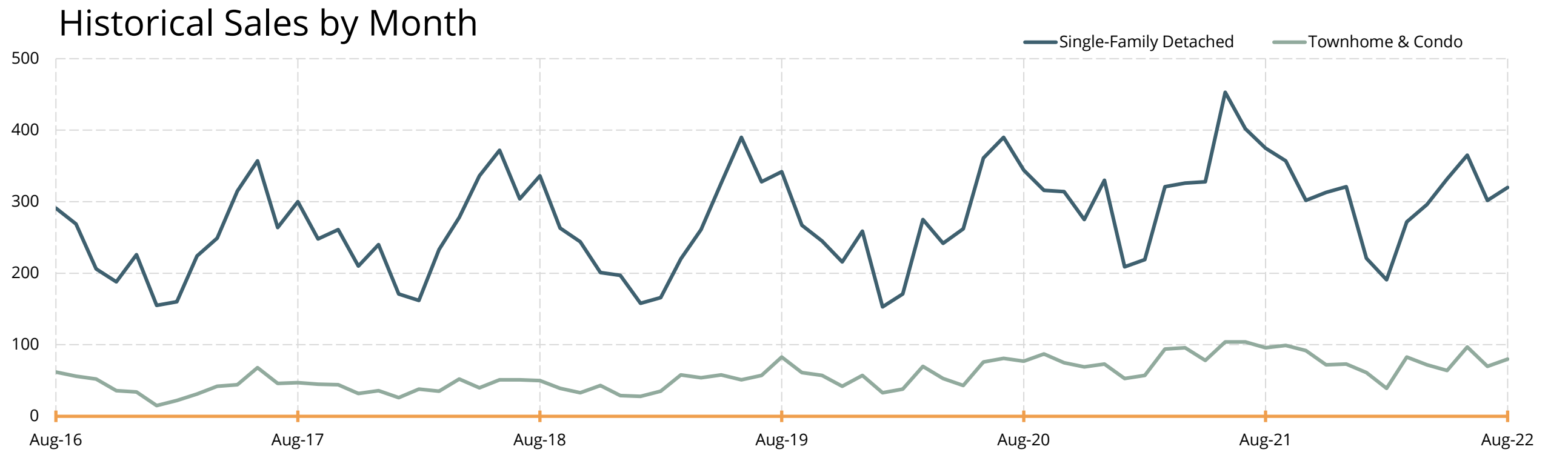
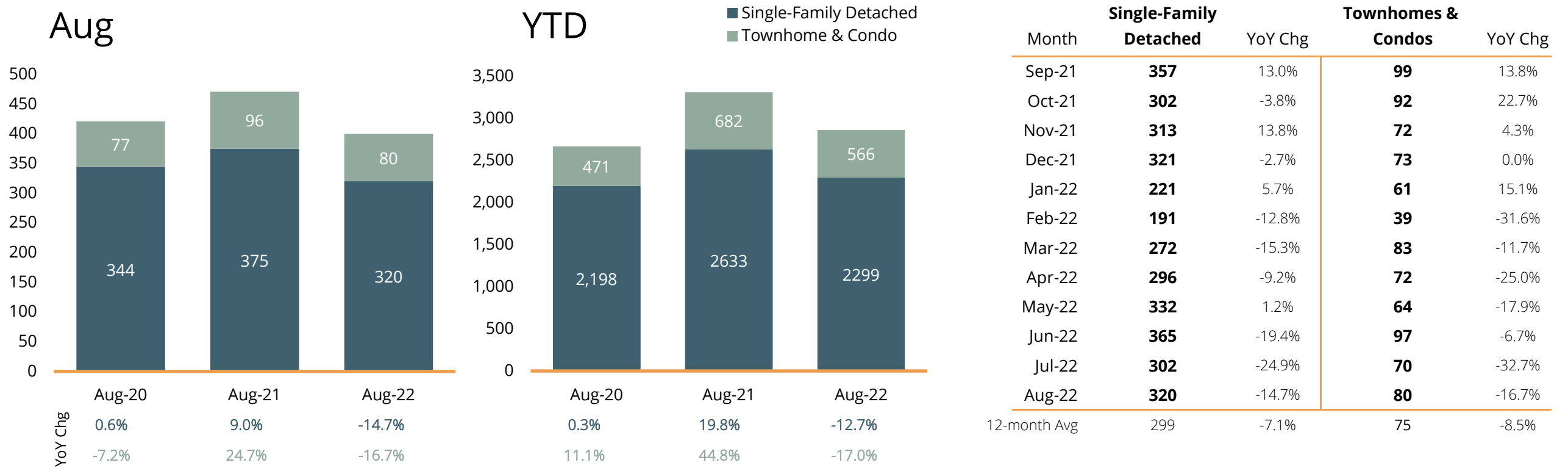
# Townhome & Condo Market Overview



Key Metrics	2-year Trends			Aug-21	Aug-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Aug-20		Aug-22						
Sales				96	<b>80</b>	-16.7%	682	<b>566</b>	-17.0%
Pending Sales				103	<b>60</b>	-41.7%	681	<b>417</b>	-38.8%
New Listings				89	<b>71</b>	-20.2%	682	<b>560</b>	-17.9%
Average List Price				\$269,181	<b>\$315,109</b>	17.1%	\$254,170	<b>\$298,817</b>	17.6%
Average Sales Price				\$271,424	<b>\$317,221</b>	16.9%	\$255,418	<b>\$305,045</b>	19.4%
Median Sales Price				\$253,000	<b>\$318,150</b>	25.8%	\$250,000	<b>\$300,485</b>	20.2%
Average Price Per Square Foot				\$152	<b>\$175</b>	15.0%	\$154	<b>\$178</b>	16.1%
Sold Dollar Volume (in millions)				\$26.1	<b>\$25.4</b>	-2.6%	\$174.2	<b>\$172.5</b>	-1.0%
Average Sold/Ask Price Ratio				101.1%	<b>100.7%</b>	-0.4%	100.6%	<b>102.3%</b>	1.7%
Average Days on Market				13	<b>19</b>	42.0%	27	<b>20</b>	-27.3%
Median Days on Market				6	<b>7</b>	16.7%	6	<b>5</b>	-16.7%
Active Listings				125	<b>133</b>	6.4%	n/a	<b>n/a</b>	n/a
Months of Supply				1.5	<b>1.8</b>	15.3%	n/a	<b>n/a</b>	n/a

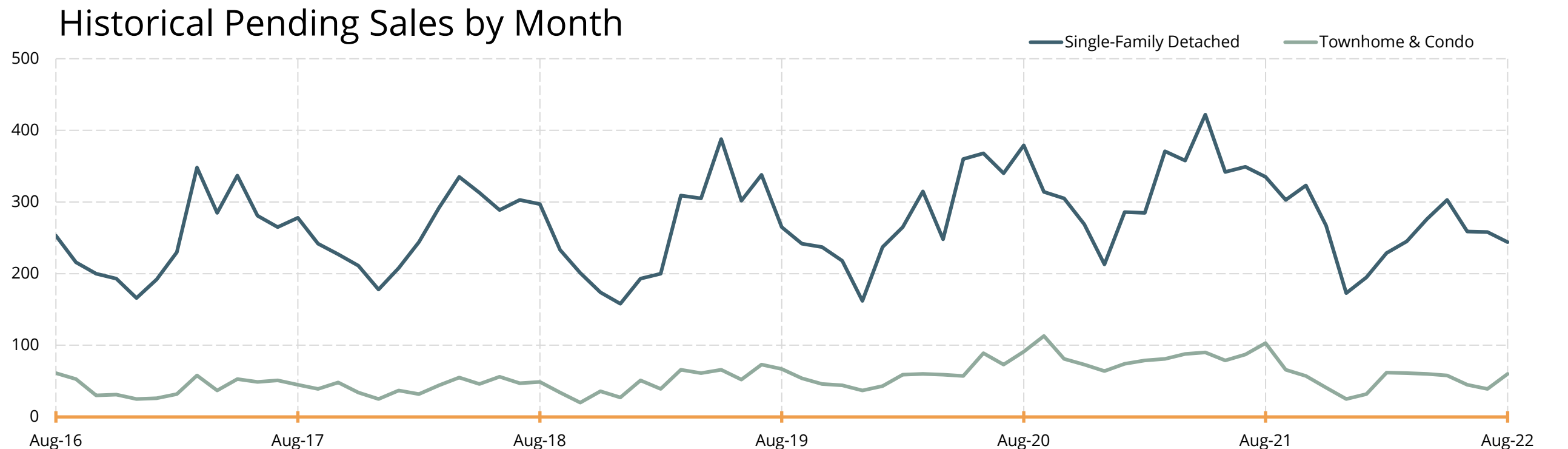
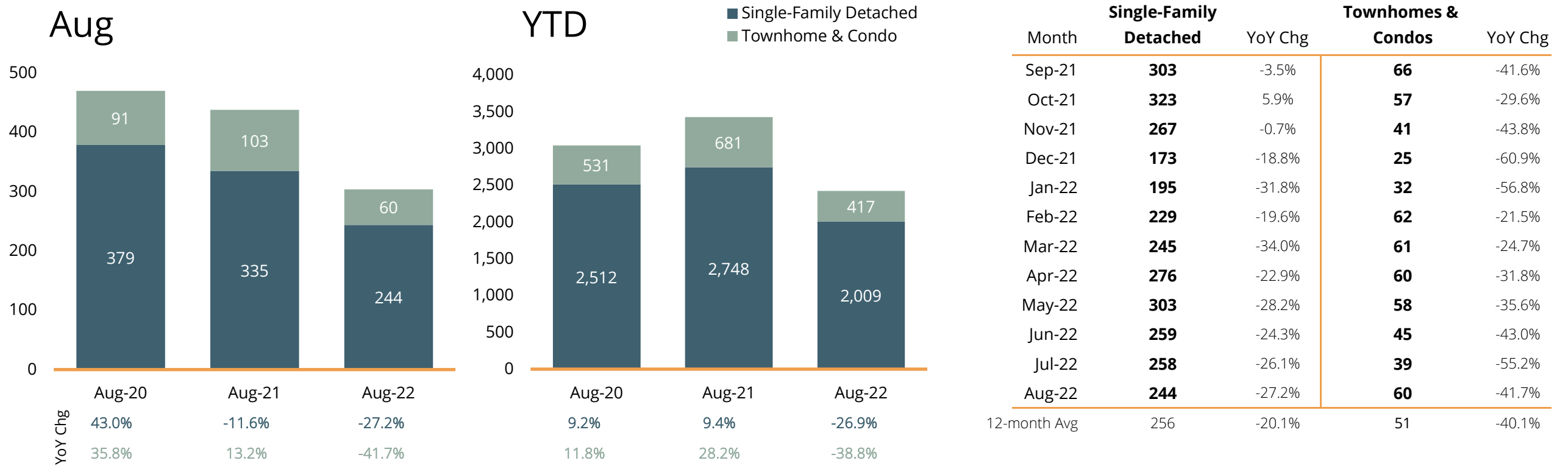
Source: Virginia REALTORS®, data accessed September 15, 2022

# Sales



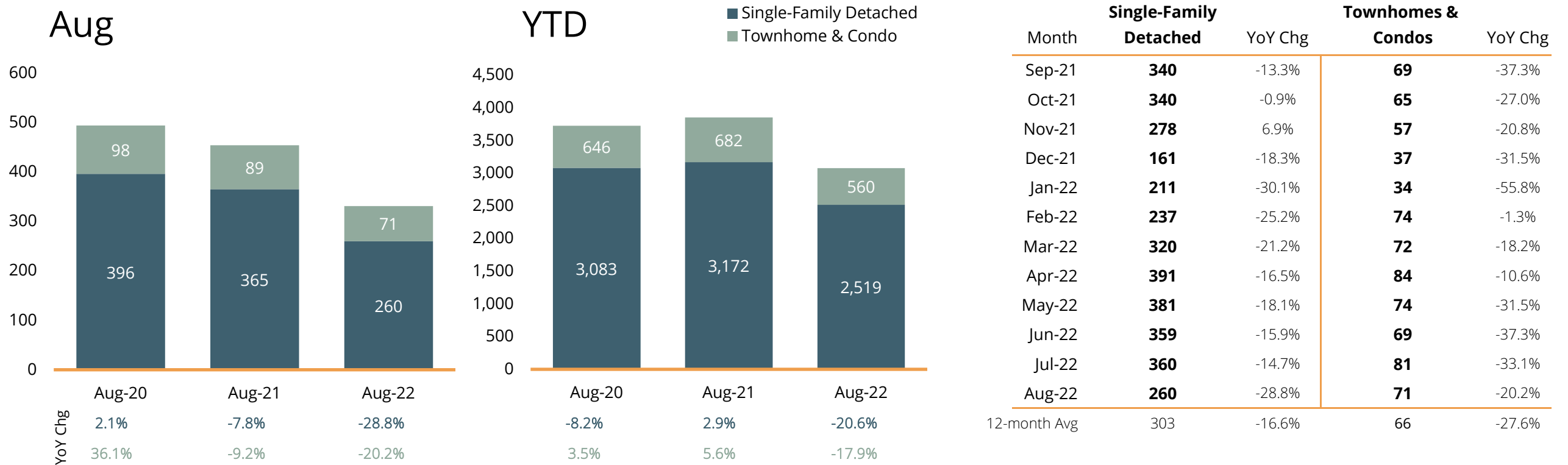
Source: Virginia REALTORS®, data accessed September 15, 2022

# Pending Sales

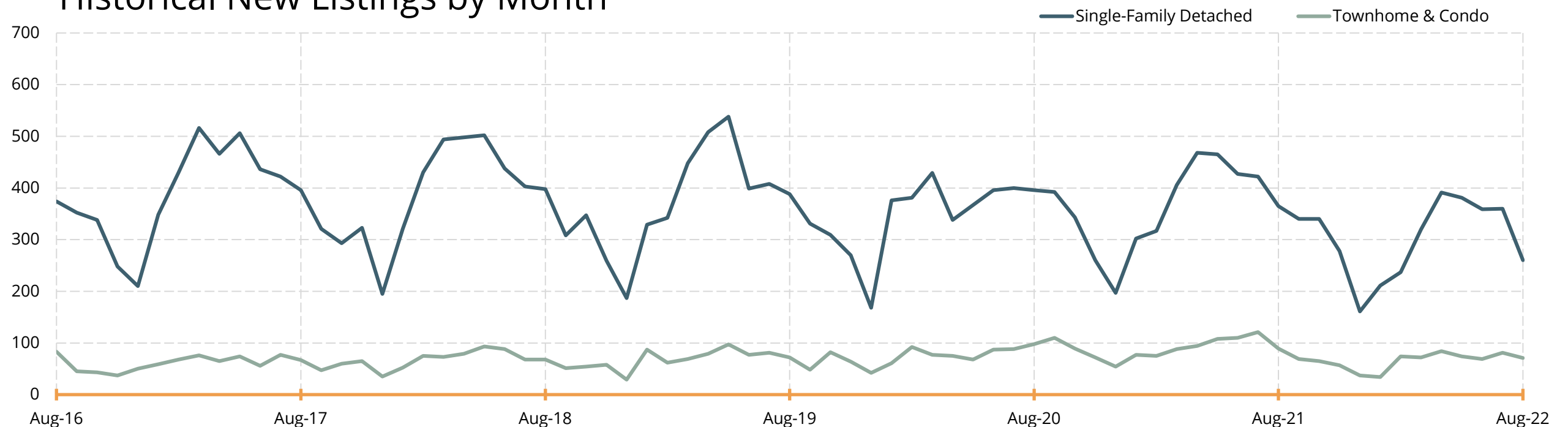


Source: Virginia REALTORS®, data accessed September 15, 2022

# New Listings

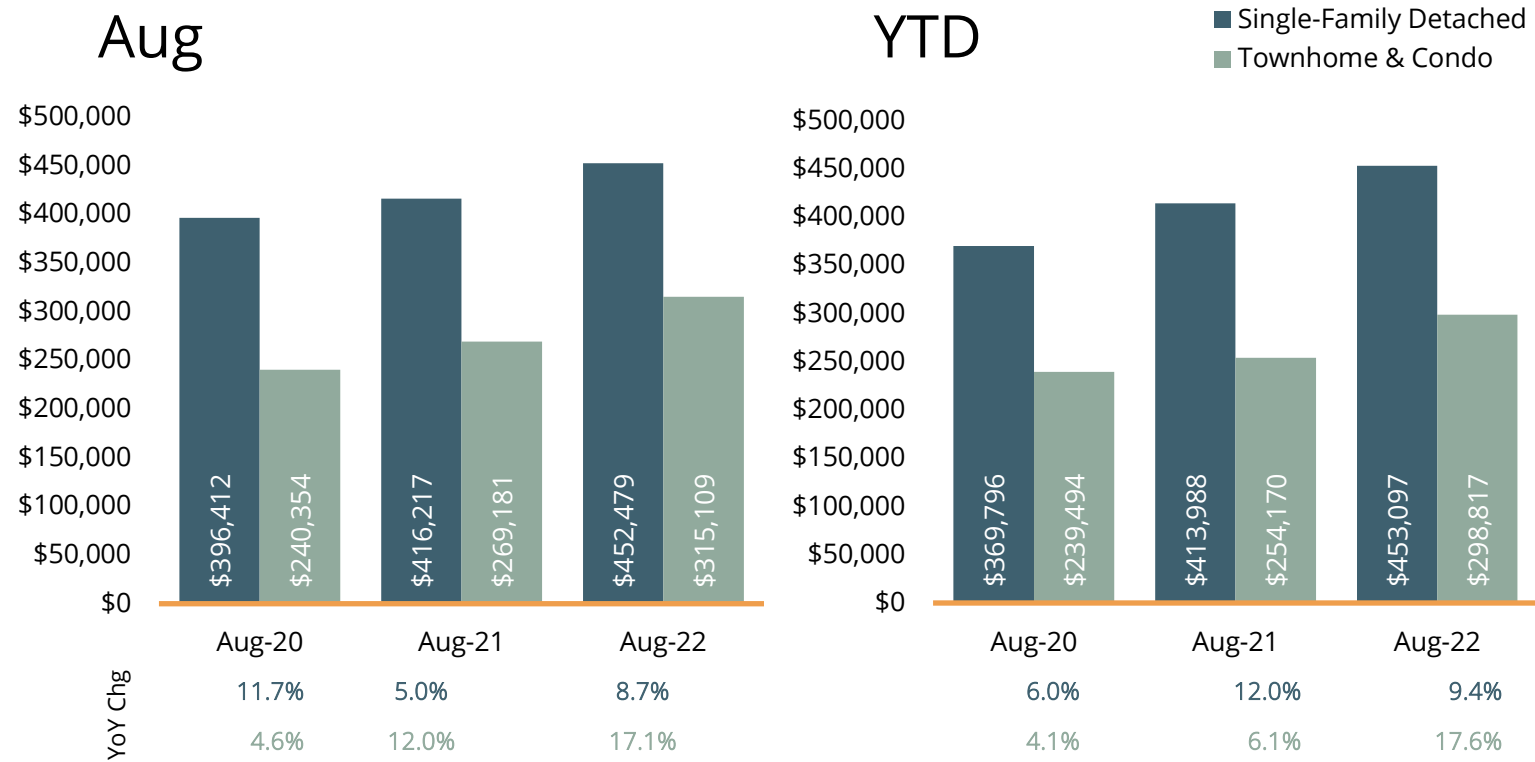


## Historical New Listings by Month



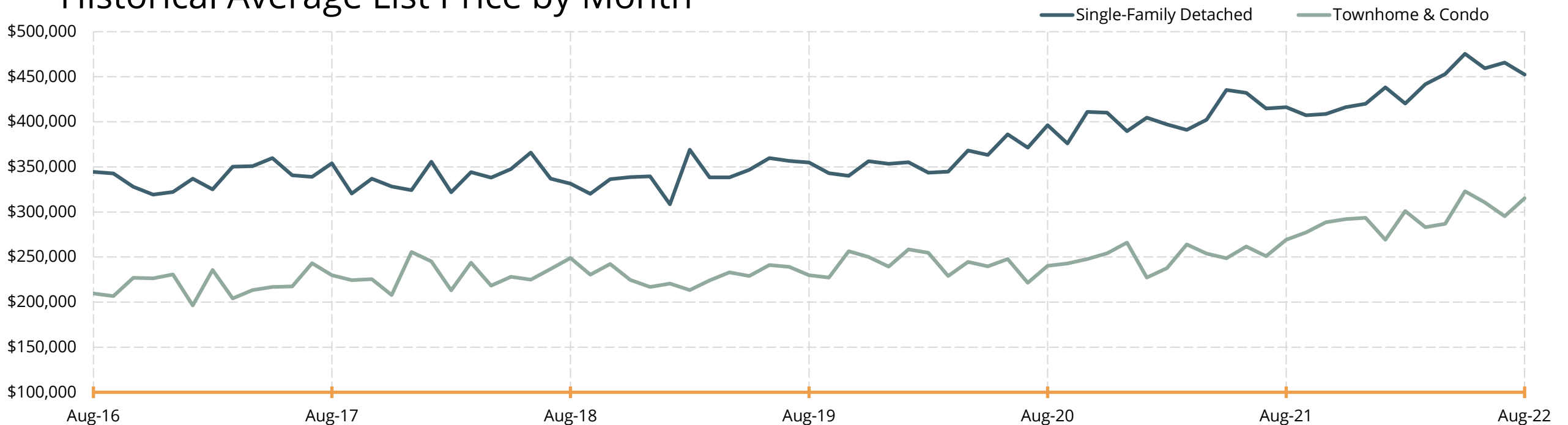
Source: Virginia REALTORS®, data accessed September 15, 2022

# Average List Price



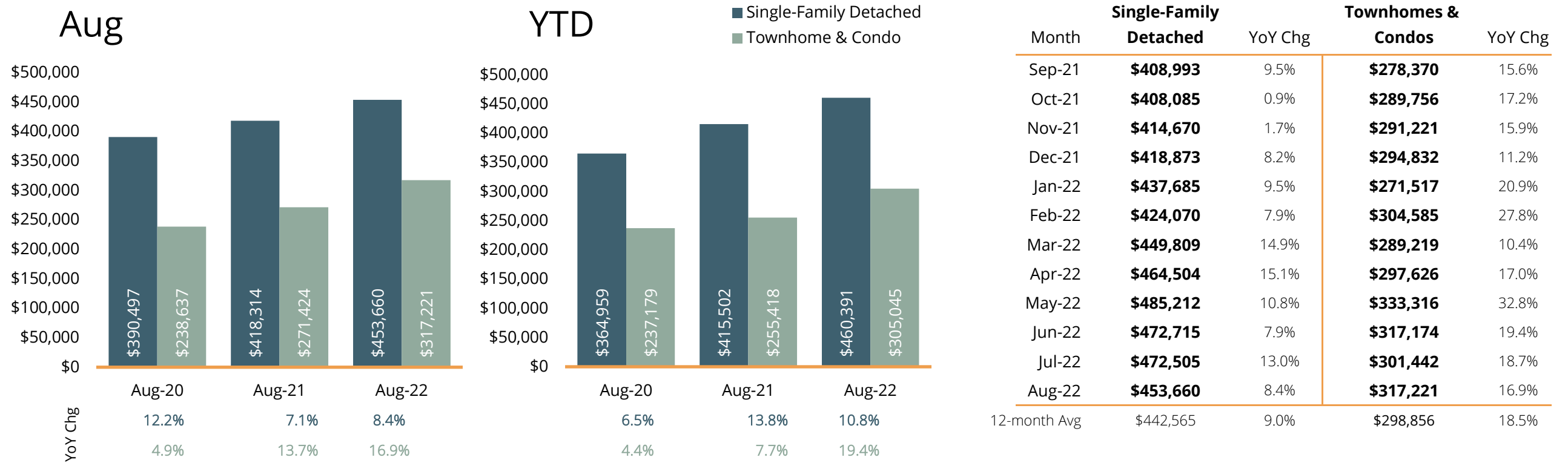
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Sep-21	\$407,260	8.3%	\$277,332	14.2%
Oct-21	\$408,828	-0.5%	\$288,688	16.5%
Nov-21	\$416,117	1.5%	\$292,047	14.9%
Dec-21	\$420,007	7.8%	\$293,480	10.4%
Jan-22	\$438,174	8.2%	\$269,156	18.4%
Feb-22	\$420,420	5.8%	\$301,023	26.7%
Mar-22	\$441,697	13.0%	\$283,006	7.2%
Apr-22	\$452,972	12.6%	\$286,917	13.0%
May-22	\$475,494	9.2%	\$322,971	29.9%
Jun-22	\$459,490	6.3%	\$310,534	18.7%
Jul-22	\$465,678	12.3%	\$295,362	17.7%
Aug-22	\$452,479	8.7%	\$315,109	17.1%
12-month Avg	\$438,218	7.7%	\$294,635	16.9%

## Historical Average List Price by Month

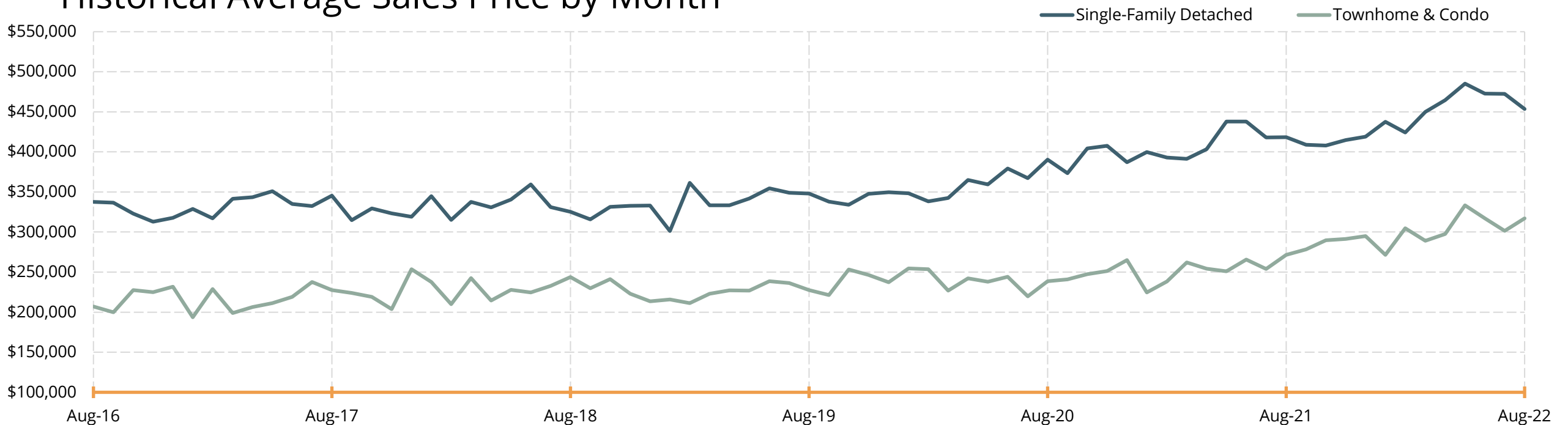


Source: Virginia REALTORS®, data accessed September 15, 2022

# Average Sales Price

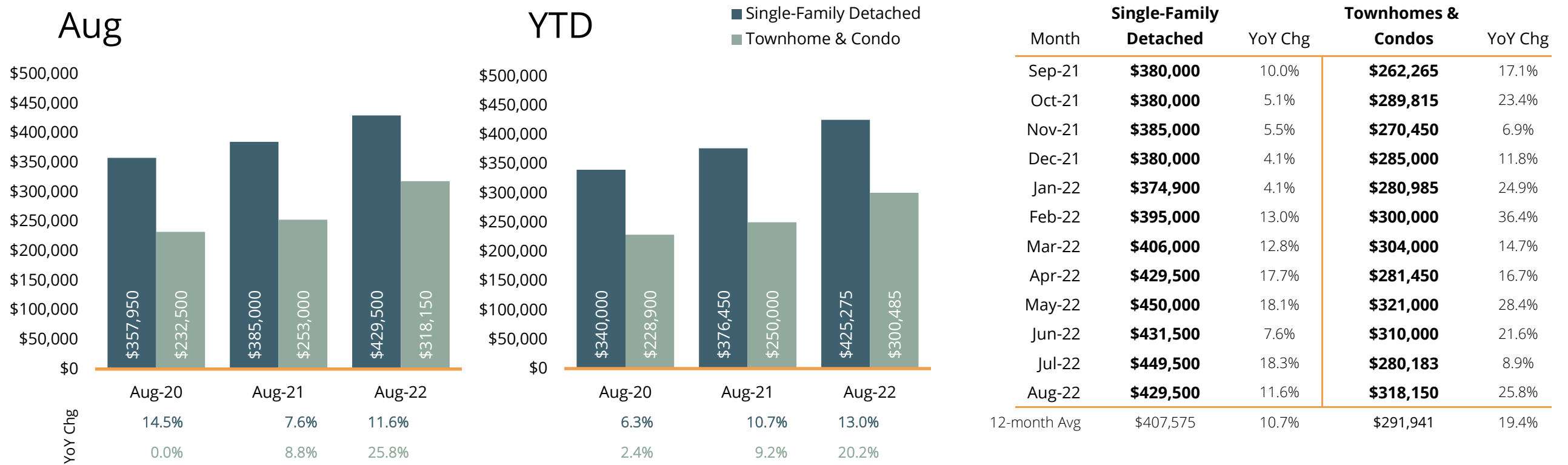


## Historical Average Sales Price by Month

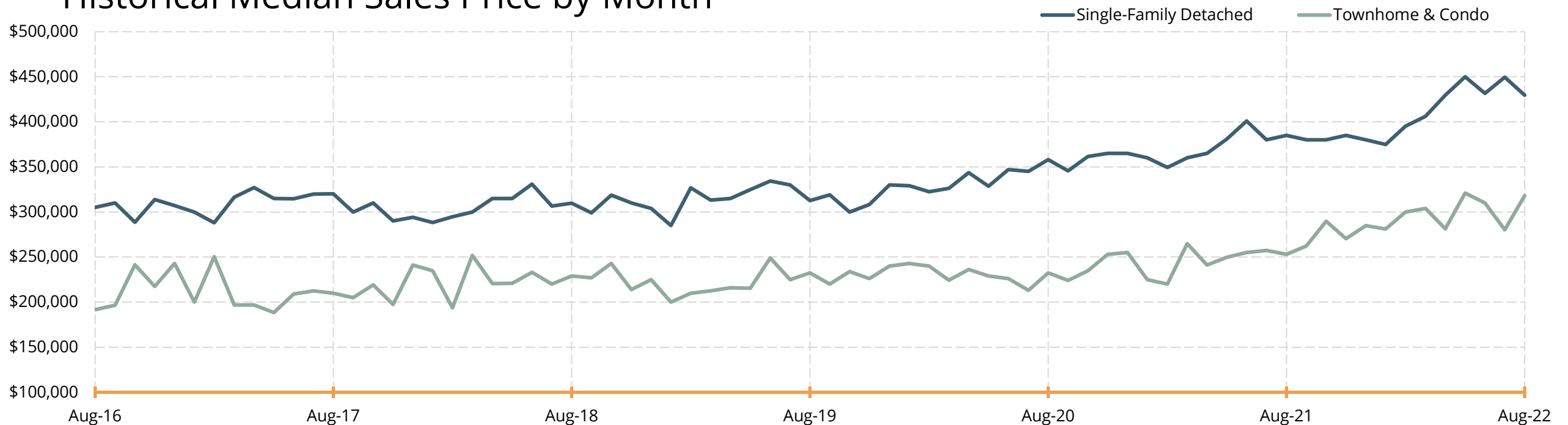


Source: Virginia REALTORS®, data accessed September 15, 2022

# Median Sales Price



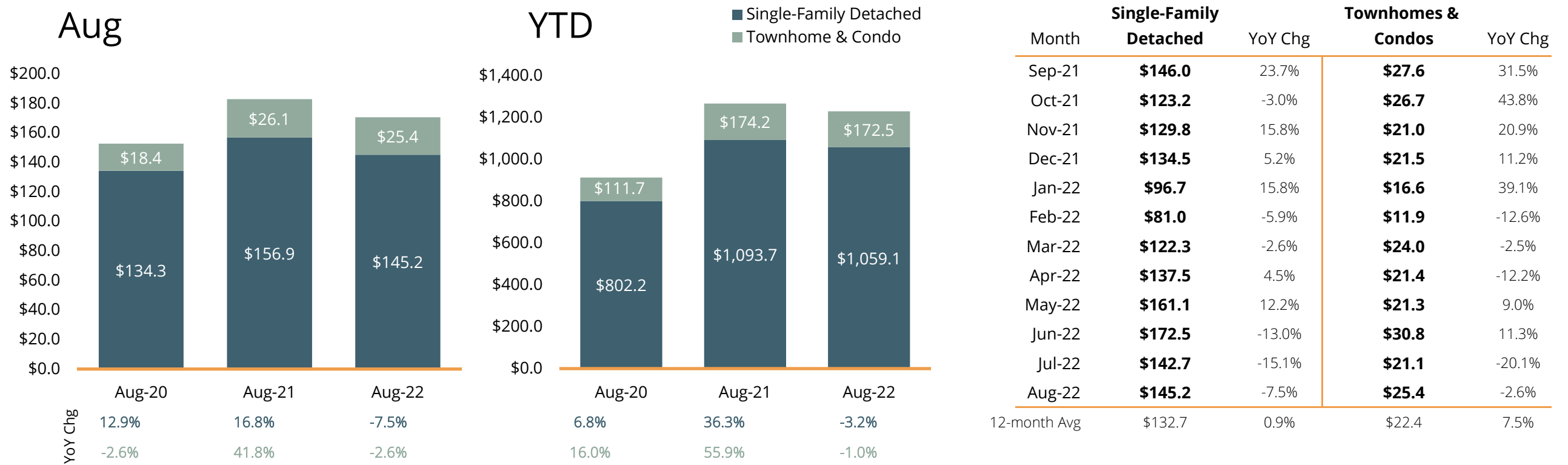
## Historical Median Sales Price by Month



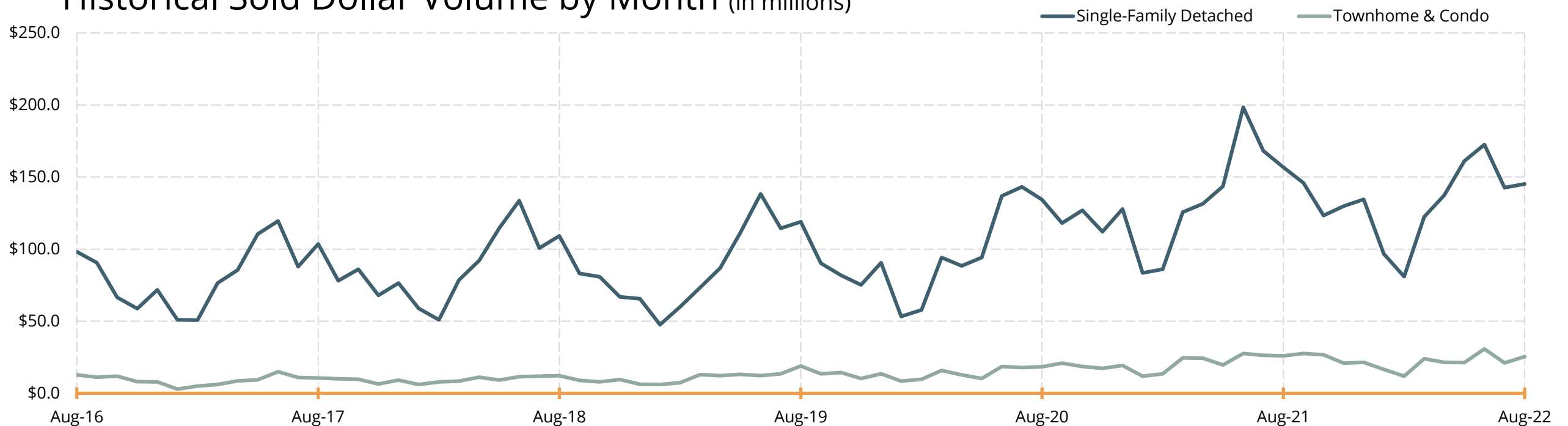
Source: Virginia REALTORS®, data accessed September 15, 2022



# Sold Dollar Volume (in millions)

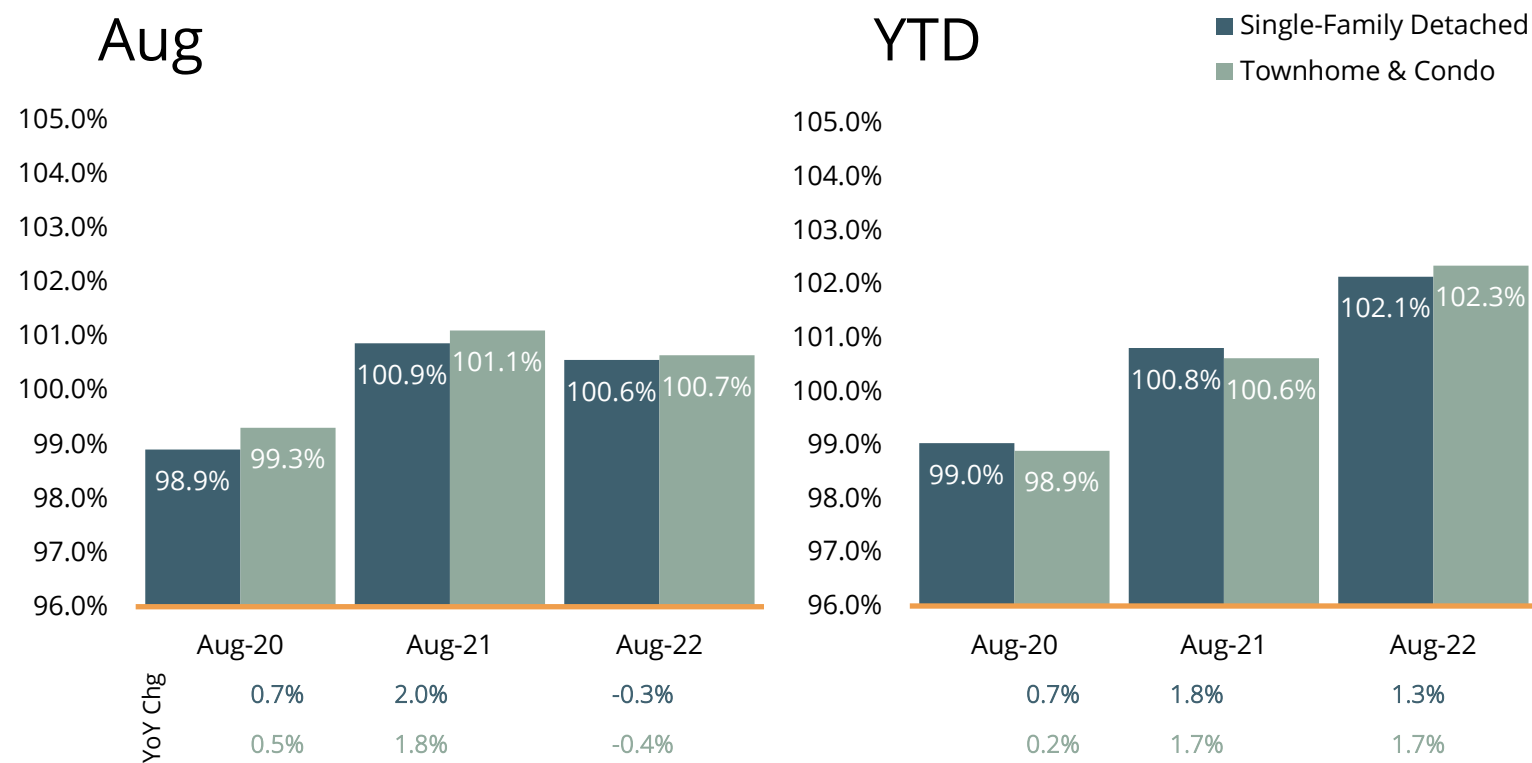


## Historical Sold Dollar Volume by Month (in millions)



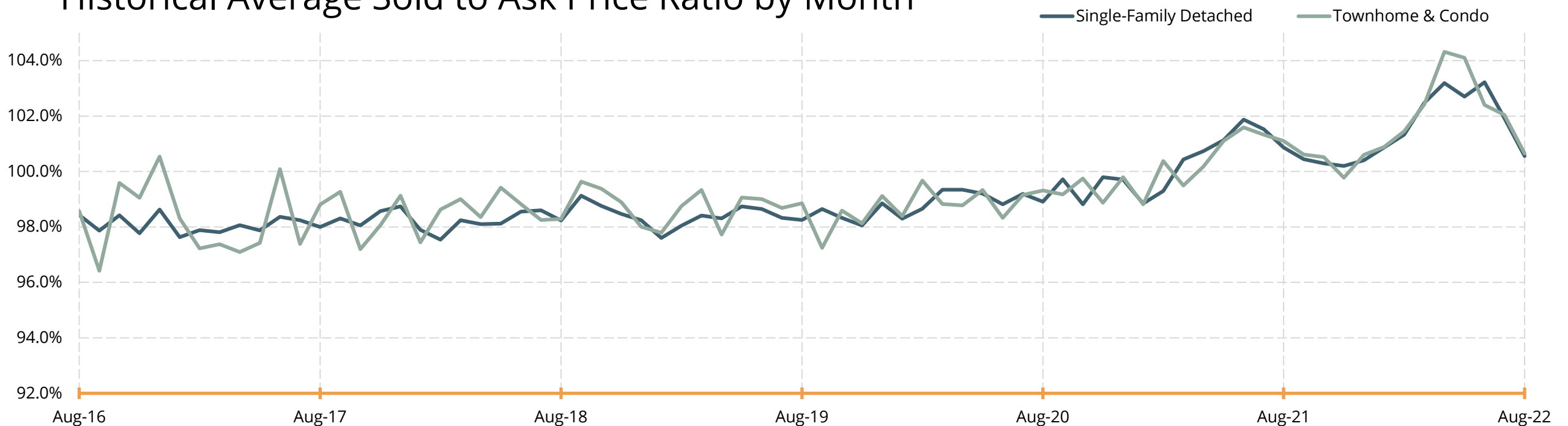
Source: Virginia REALTORS®, data accessed September 15, 2022

# Average Sold to Ask Price Ratio

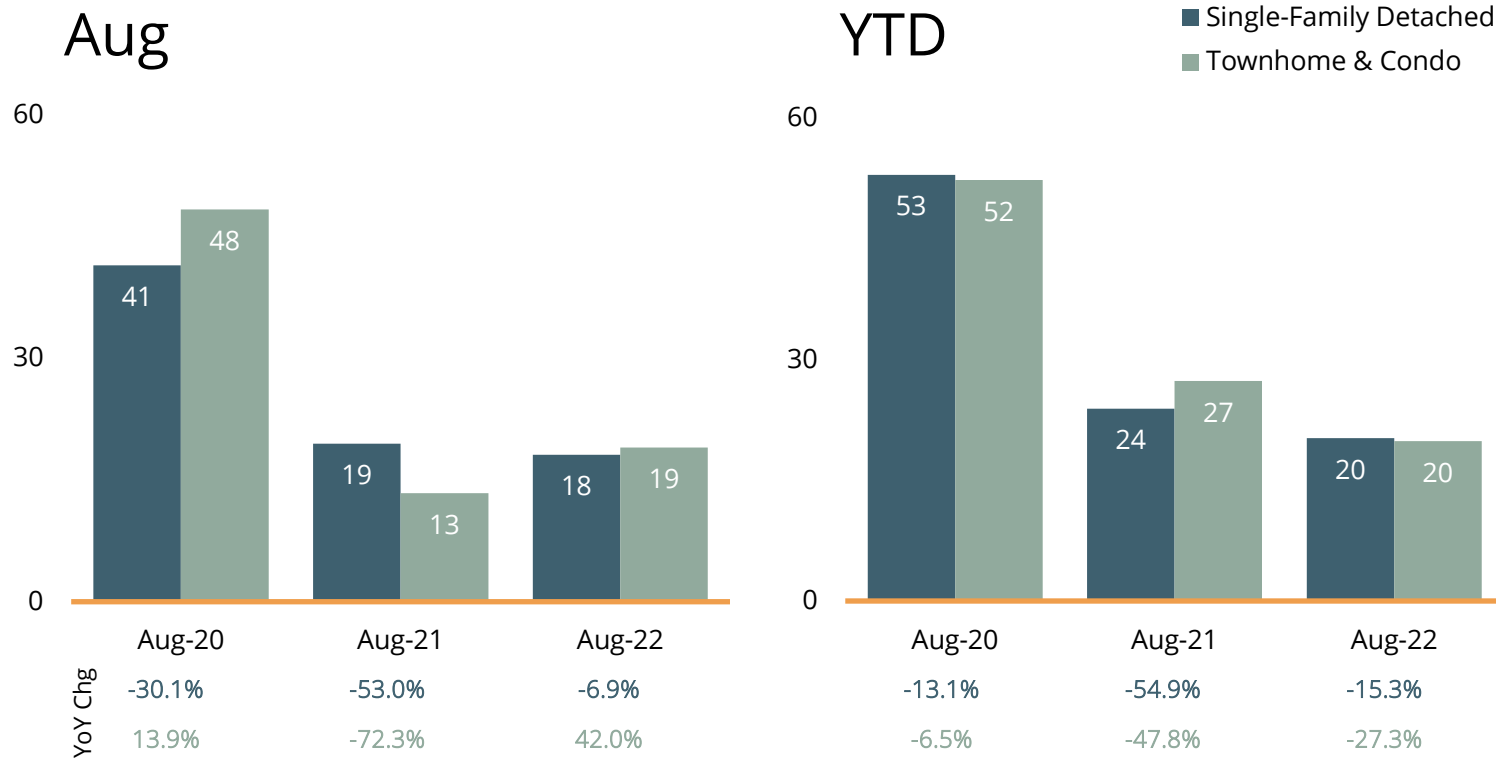


Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Sep-21	100.4%	0.7%	100.6%	1.4%
Oct-21	100.3%	1.5%	100.5%	0.8%
Nov-21	100.2%	0.4%	99.8%	0.9%
Dec-21	100.4%	0.7%	100.6%	0.8%
Jan-22	100.9%	2.0%	100.9%	2.1%
Feb-22	101.3%	2.0%	101.5%	1.1%
Mar-22	102.5%	2.0%	102.4%	2.9%
Apr-22	103.2%	2.4%	104.3%	4.1%
May-22	102.7%	1.6%	104.1%	3.0%
Jun-22	103.2%	1.3%	102.4%	0.8%
Jul-22	101.9%	0.4%	102.0%	0.7%
Aug-22	100.6%	-0.3%	100.7%	-0.4%
12-month Avg	101.5%	1.2%	101.6%	1.5%

## Historical Average Sold to Ask Price Ratio by Month

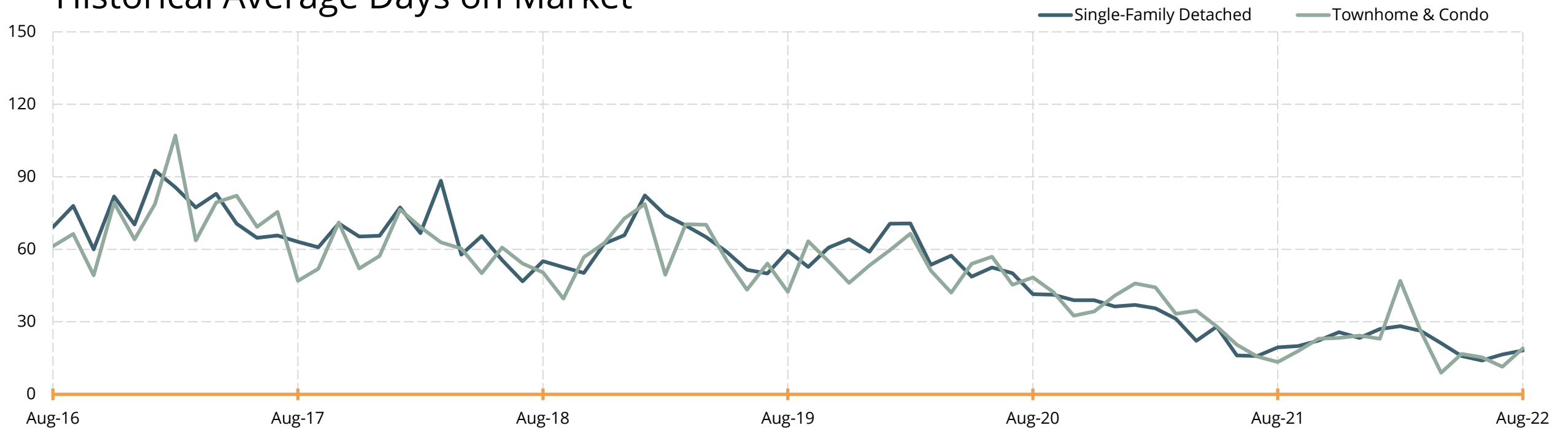


# Average Days on Market



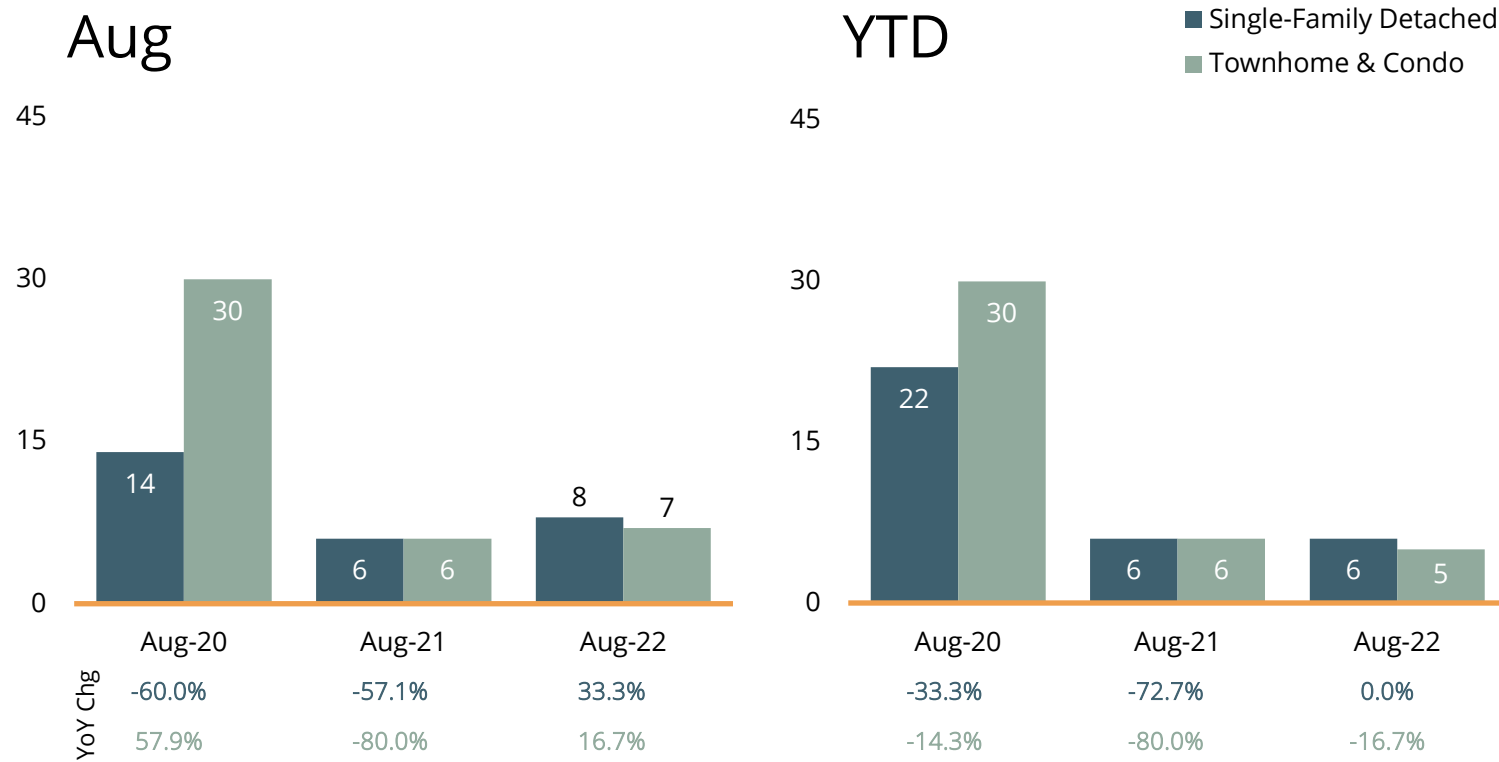
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-21	20	-51.6%	18	-57.6%
Oct-21	22	-43.0%	23	-29.3%
Nov-21	26	-33.9%	23	-32.1%
Dec-21	23	-36.0%	24	-40.3%
Jan-22	27	-26.9%	23	-49.8%
Feb-22	28	-20.7%	47	6.1%
Mar-22	26	-16.1%	26	-21.4%
Apr-22	21	-4.6%	9	-74.2%
May-22	16	-43.3%	17	-40.5%
Jun-22	14	-13.1%	15	-25.1%
Jul-22	17	4.5%	11	-27.4%
Aug-22	18	-6.9%	19	42.0%
12-month Avg	22	-28.4%	21	-33.6%

## Historical Average Days on Market



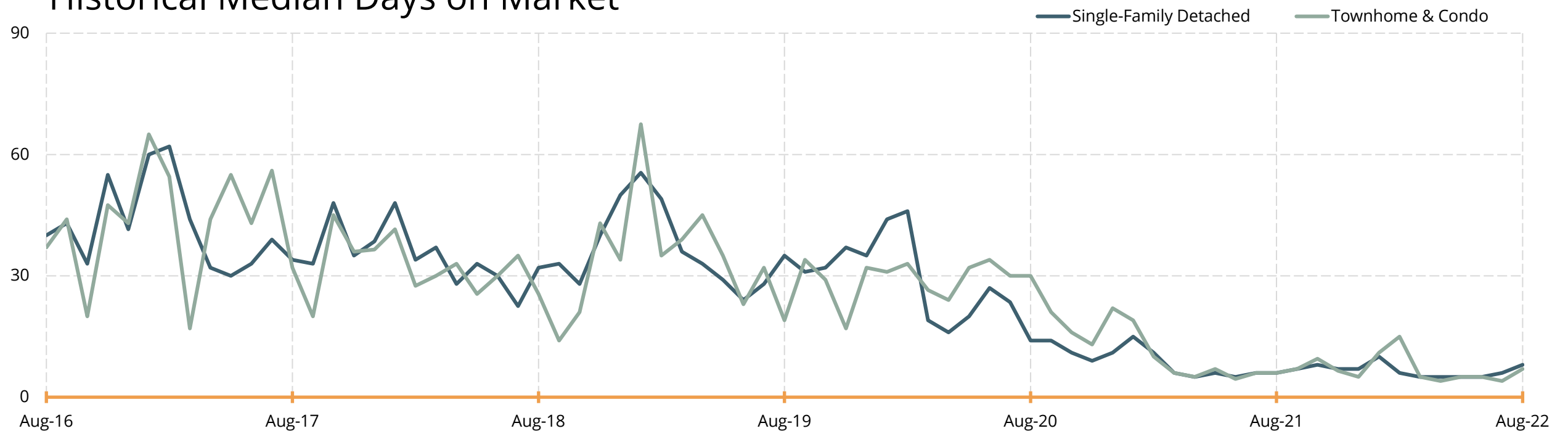
Source: Virginia REALTORS®, data accessed September 15, 2022

# Median Days on Market



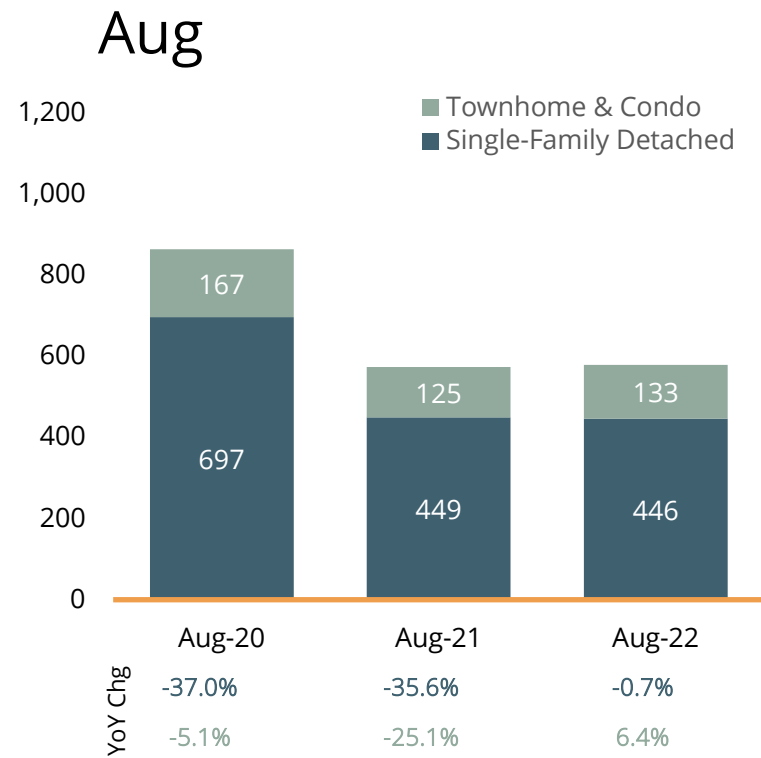
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Sep-21	7	-50.0%	7	-66.7%
Oct-21	8	-27.3%	10	-40.6%
Nov-21	7	-22.2%	7	-50.0%
Dec-21	7	-36.4%	5	-77.3%
Jan-22	10	-33.3%	11	-42.1%
Feb-22	6	-45.5%	15	50.0%
Mar-22	5	-16.7%	5	-16.7%
Apr-22	5	0.0%	4	-20.0%
May-22	5	-16.7%	5	-28.6%
Jun-22	5	0.0%	5	11.1%
Jul-22	6	0.0%	4	-33.3%
Aug-22	8	33.3%	7	16.7%
12-month Avg	7	-24.8%	7	-38.0%

## Historical Median Days on Market



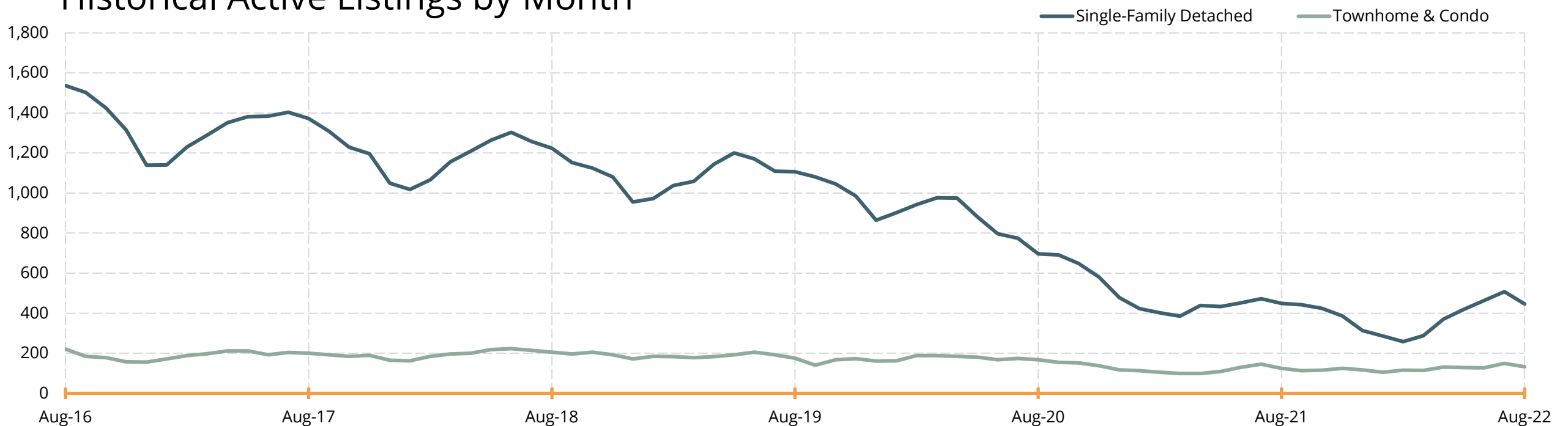
Source: Virginia REALTORS®, data accessed September 15, 2022

# Active Listings



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Sep-21	443	-35.9%	113	-26.6%
Oct-21	424	-34.6%	116	-23.7%
Nov-21	386	-33.4%	125	-9.4%
Dec-21	314	-34.2%	117	0.0%
Jan-22	286	-32.4%	105	-7.1%
Feb-22	258	-35.8%	115	9.5%
Mar-22	288	-25.2%	114	15.2%
Apr-22	371	-15.5%	131	32.3%
May-22	419	-3.2%	128	17.4%
Jun-22	463	2.4%	127	-2.3%
Jul-22	507	7.4%	149	2.8%
Aug-22	446	-0.7%	133	6.4%
12-month Avg	384	-21.3%	123	-0.9%

## Historical Active Listings by Month

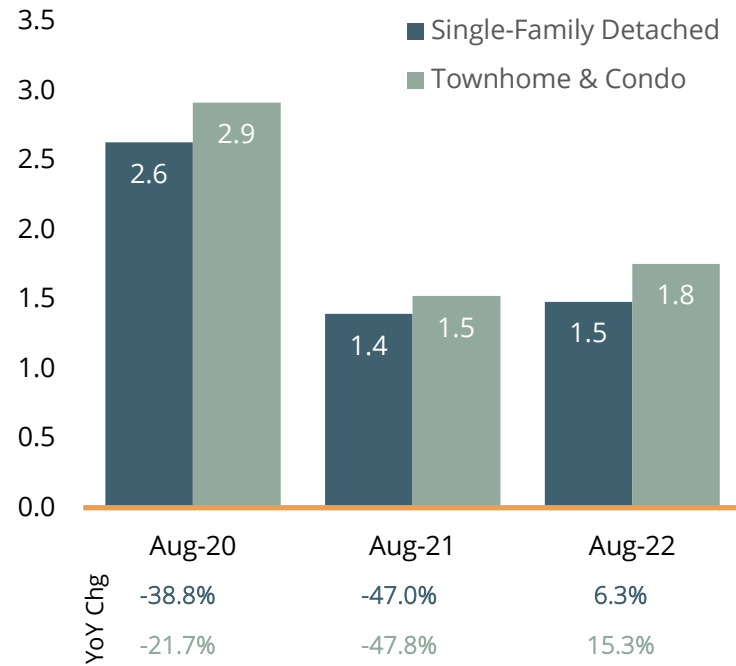


Source: Virginia REALTORS®, data accessed September 15, 2022

# Months of Supply

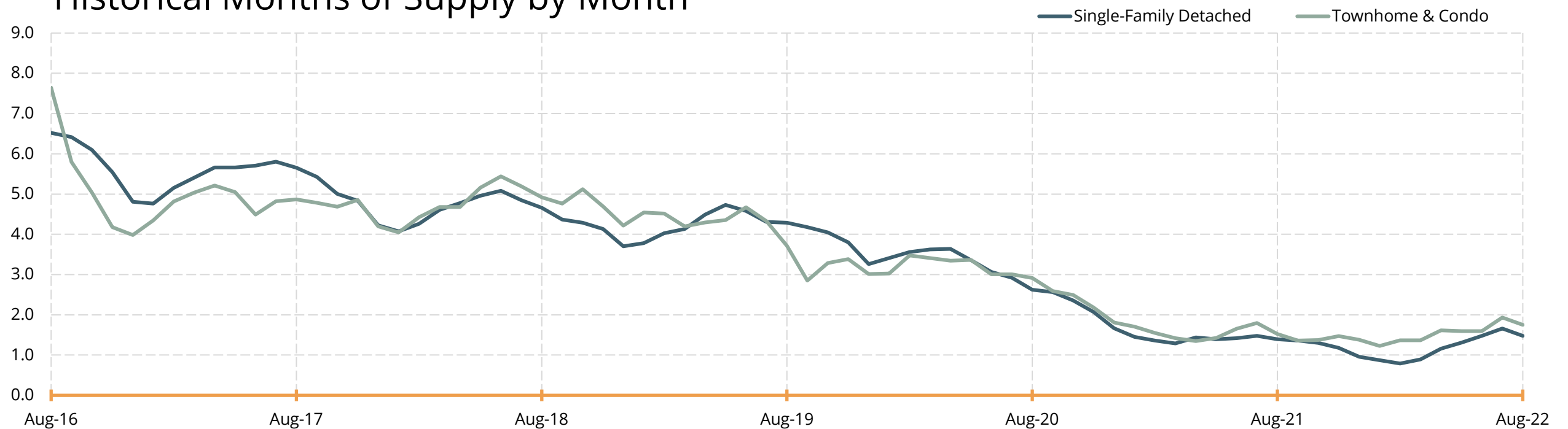


## Aug



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Sep-21	1.4	-47.0%	1.4	-47.5%
Oct-21	1.3	-44.5%	1.4	-45.0%
Nov-21	1.2	-43.1%	1.5	-32.5%
Dec-21	1.0	-42.5%	1.4	-23.9%
Jan-22	0.9	-40.2%	1.2	-28.1%
Feb-22	0.8	-42.1%	1.4	-11.6%
Mar-22	0.9	-30.8%	1.4	-3.4%
Apr-22	1.2	-19.3%	1.6	19.6%
May-22	1.3	-6.1%	1.6	11.9%
Jun-22	1.5	4.3%	1.6	-3.3%
Jul-22	1.7	12.5%	1.9	7.5%
Aug-22	1.5	6.3%	1.8	15.3%
12-month Avg	1.2	-27.4%	1.5	-16.1%

## Historical Months of Supply by Month



Source: Virginia REALTORS®, data accessed September 15, 2022

# Area Overview - Total Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg
James City County	236	<b>144</b>	-39.0%	225	<b>190</b>	-15.6%	\$425,380	<b>\$466,387</b>	9.6%	\$380,000	<b>\$435,500</b>	14.6%	236	<b>198</b>	-16.1%	1.2	<b>1.1</b>	-6.3%
Williamsburg	25	<b>20</b>	-20.0%	20	<b>40</b>	100.0%	\$269,065	<b>\$369,554</b>	37.3%	\$240,000	<b>\$326,400</b>	36.0%	40	<b>63</b>	57.5%	1.8	<b>2.4</b>	39.2%
York County	119	<b>88</b>	-26.1%	152	<b>86</b>	-43.4%	\$354,853	<b>\$383,709</b>	8.1%	\$335,000	<b>\$369,500</b>	10.3%	172	<b>163</b>	-5.2%	1.4	<b>1.5</b>	9.9%
New Kent County	67	<b>74</b>	10.4%	69	<b>80</b>	15.9%	\$379,990	<b>\$403,427</b>	6.2%	\$339,990	<b>\$372,978</b>	9.7%	115	<b>147</b>	27.8%	2.1	<b>2.4</b>	12.9%
Charles City County	7	<b>5</b>	-28.6%	5	<b>4</b>	-20.0%	\$335,128	<b>\$470,000</b>	40.2%	\$246,000	<b>\$240,000</b>	-2.4%	11	<b>8</b>	-27.3%	3.1	<b>2.0</b>	-36.4%



# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price TYD			Median Sales Price TYD			Active Listings YTD		
	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg
James City County	1,820	<b>1,396</b>	-23.3%	1,594	<b>1,322</b>	-17.1%	\$409,359	<b>\$464,472</b>	13.5%	\$360,000	<b>\$430,000</b>	19.4%	236	<b>198</b>	-16.1%
Williamsburg	234	<b>234</b>	0.0%	199	<b>199</b>	0.0%	\$338,194	<b>\$405,334</b>	19.9%	\$303,000	<b>\$350,000</b>	15.5%	40	<b>63</b>	57.5%
York County	1,226	<b>731</b>	-40.4%	1,054	<b>839</b>	-20.4%	\$360,564	<b>\$403,240</b>	11.8%	\$330,290	<b>\$360,160</b>	9.0%	172	<b>163</b>	-5.2%
New Kent County	615	<b>678</b>	10.2%	438	<b>471</b>	7.5%	\$360,820	<b>\$395,470</b>	9.6%	\$339,970	<b>\$374,900</b>	10.3%	115	<b>147</b>	27.8%
Charles City County	39	<b>39</b>	0.0%	30	<b>34</b>	13.3%	\$345,838	<b>\$346,584</b>	0.2%	\$238,750	<b>\$290,000</b>	21.5%	11	<b>8</b>	-27.3%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg
James City County	184	<b>113</b>	-38.6%	177	<b>159</b>	-10.2%	\$457,899	<b>\$491,269</b>	7.3%	\$405,000	<b>\$460,000</b>	13.6%	184	<b>158</b>	-14.1%	1.2	<b>1.1</b>	-7.4%
Williamsburg	17	<b>13</b>	-23.5%	14	<b>26</b>	85.7%	\$302,250	<b>\$411,330</b>	36.1%	\$311,250	<b>\$357,783</b>	15.0%	31	<b>38</b>	22.6%	2.2	<b>2.3</b>	2.3%
York County	91	<b>67</b>	-26.4%	113	<b>60</b>	-46.9%	\$393,396	<b>\$415,753</b>	5.7%	\$379,500	<b>\$418,500</b>	10.3%	117	<b>122</b>	4.3%	1.2	<b>1.5</b>	27.1%
New Kent County	66	<b>62</b>	-6.1%	66	<b>71</b>	7.6%	\$385,740	<b>\$416,050</b>	7.9%	\$342,625	<b>\$385,000</b>	12.4%	106	<b>120</b>	13.2%	2.0	<b>2.1</b>	4.6%
Charles City County	7	<b>5</b>	-28.6%	5	<b>4</b>	-20.0%	\$335,128	<b>\$470,000</b>	40.2%	\$246,000	<b>\$240,000</b>	-2.4%	11	<b>8</b>	-27.3%	3.1	<b>2.0</b>	-36.4%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg
James City County	1,452	<b>1,172</b>	-19.3%	1,250	<b>1,103</b>	-11.8%	\$448,840	<b>\$493,268</b>	9.9%	\$402,000	<b>\$460,000</b>	14.4%	184	<b>158</b>	-14.1%
Williamsburg	156	<b>154</b>	-1.3%	121	<b>131</b>	8.3%	\$404,483	<b>\$460,839</b>	13.9%	\$369,000	<b>\$385,000</b>	4.3%	31	<b>38</b>	22.6%
York County	945	<b>585</b>	-38.1%	810	<b>606</b>	-25.2%	\$394,399	<b>\$444,998</b>	12.8%	\$365,000	<b>\$420,000</b>	15.1%	117	<b>122</b>	4.3%
New Kent County	580	<b>569</b>	-1.9%	422	<b>425</b>	0.7%	\$365,418	<b>\$406,202</b>	11.2%	\$345,000	<b>\$381,330</b>	10.5%	106	<b>120</b>	13.2%
Charles City County	39	<b>39</b>	0.0%	30	<b>34</b>	13.3%	\$345,838	<b>\$346,584</b>	0.2%	\$238,750	<b>\$290,000</b>	21.5%	11	<b>8</b>	-27.3%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg
James City County	52	<b>31</b>	-40.4%	48	<b>31</b>	-35.4%	\$305,468	<b>\$338,764</b>	10.9%	\$296,750	<b>\$335,000</b>	12.9%	52	<b>40</b>	-23.1%	1.2	<b>1.2</b>	-0.6%
Williamsburg	8	<b>7</b>	-12.5%	6	<b>14</b>	133.3%	\$191,633	<b>\$291,970</b>	52.4%	\$181,500	<b>\$295,410</b>	62.8%	9	<b>25</b>	177.8%	1.0	<b>2.7</b>	170.3%
York County	28	<b>21</b>	-25.0%	39	<b>26</b>	-33.3%	\$243,179	<b>\$309,760</b>	27.4%	\$250,000	<b>\$317,500</b>	27.0%	55	<b>41</b>	-25.5%	1.9	<b>1.4</b>	-25.5%
New Kent County	1	<b>12</b>	1100.0%	3	<b>9</b>	200.0%	\$253,492	<b>\$303,844</b>	19.9%	\$235,575	<b>\$295,000</b>	25.2%	9	<b>27</b>	200.0%	4.7	<b>5.7</b>	21.1%
Charles City County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a	0.0	<b>0.0</b>	n/a

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg	Aug-21	Aug-22	% chg
James City County	344	<b>214</b>	-37.8%	344	<b>219</b>	-36.3%	\$265,895	<b>\$319,310</b>	20.1%	\$256,554	<b>\$304,500</b>	18.7%	52	<b>40</b>	-23.1%
Williamsburg	78	<b>63</b>	-19.2%	78	<b>68</b>	-12.8%	\$235,360	<b>\$299,955</b>	27.4%	\$233,500	<b>\$285,819</b>	22.4%	9	<b>25</b>	177.8%
York County	244	<b>233</b>	-4.5%	244	<b>233</b>	-4.5%	\$248,102	<b>\$294,598</b>	18.7%	\$250,000	<b>\$304,366</b>	21.7%	55	<b>41</b>	-25.5%
New Kent County	16	<b>50</b>	212.5%	16	<b>46</b>	187.5%	\$239,528	<b>\$298,198</b>	24.5%	\$237,155	<b>\$283,470</b>	19.5%	9	<b>27</b>	200.0%
Charles City County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a



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