

OCTOBER  
**2022**

# **WAAR** WILLIAMSBURG

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# WAAR Market Indicators Report



## Key Market Trends: October 2022

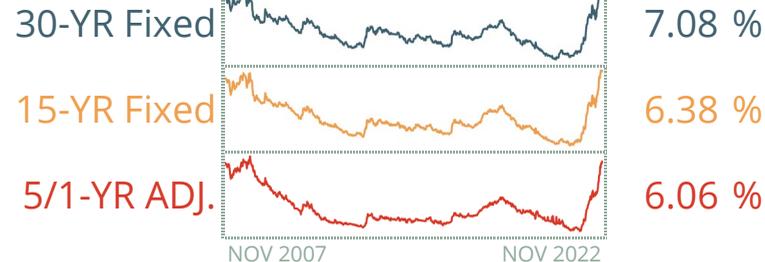
- > **The number of sales decreased in the WAAR market this month.** There were 275 sales in the area in October, down 30.2% from last year, which is 119 fewer sales. This is the ninth consecutive month in which sales activity has fallen in the region. James City County saw a drop off in sales with 75 fewer homes sold (-38.3%) and York County with 32 fewer sales than a year ago (-28.1%). Sales remained unchanged in Williamsburg this month.
- > **Pending sales activity continued to drop in the region.** In October, there were 209 pending sales in the WAAR footprint, 171 fewer pending sales than a year ago, representing a 45% decrease. The James City County market had 64 fewer pending sales (-37.9%) while York County had 49 fewer pending sales compared to the previous year (-55.1%). Charles City County was the only county that had more sales this month (+20.0%).
- > **Home prices continued to grow in the WAAR area.** The median sales price in October was \$380,000, up 8.6% from the same time last year, a price gain of \$30,000. James City County saw home prices increase by \$49,500, up 13.7% and in New Kent County the median price grew by 7.4%, \$26,300 more than a year ago. Charles City County was the only local market to have prices drop this month (-18.0%).
- > **Active listings increased by double-digits as supply grew for the fifth month in a row.** There were 595 active listings on the market at the end of October in the WAAR region, up 10.2% from the previous year, which is 55 additional listings. Most of the listing growth is attributed to the James City County market which had 40 more listings than last year (+21.2%).



### WAAR Market Dashboard

YoY Chg	Oct-22	Indicator
▼ -30.2%	275	Sales
▼ -45.0%	209	Pending Sales
▼ -23.2%	311	New Listings
▲ 11.1%	\$422,918	Average List Price
▲ 10.9%	\$421,741	Average Sales Price
▲ 8.6%	\$380,000	Median Sales Price
▲ 10.3%	\$193	Average Price Per Square Foot
▼ -22.6%	\$116.0	Sold Dollar Volume (in millions)
▼ -0.4%	99.9%	Average Sold/Ask Price Ratio
▲ 7.6%	24	Average Days on Market
▼ -5.9%	8	Median Days on Market
▲ 10.2%	595	Active Listings
▲ 25.0%	1.6	Months of Supply

INTEREST RATE TRACKER



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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.**

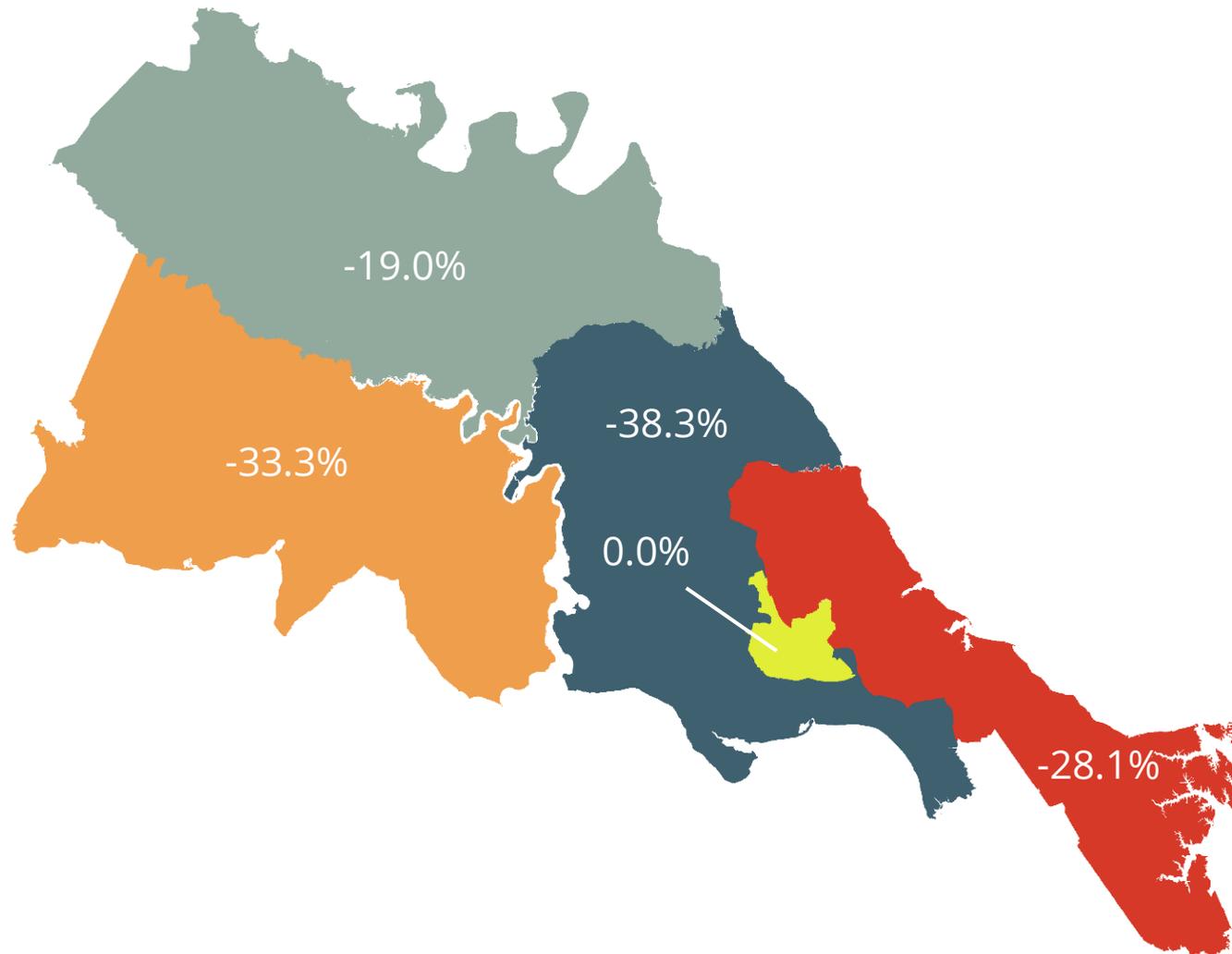
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - WAAR Footprint



Jurisdiction	Total Sales		
	Oct-21	Oct-22	% Chg
Charles City County	3	2	-33.3%
James City County	196	121	-38.3%
New Kent County	58	47	-19.0%
Williamsburg	23	23	0.0%
York County	114	82	-28.1%
<b>WAAR</b>	<b>394</b>	<b>275</b>	<b>-30.2%</b>

# Total Market Overview



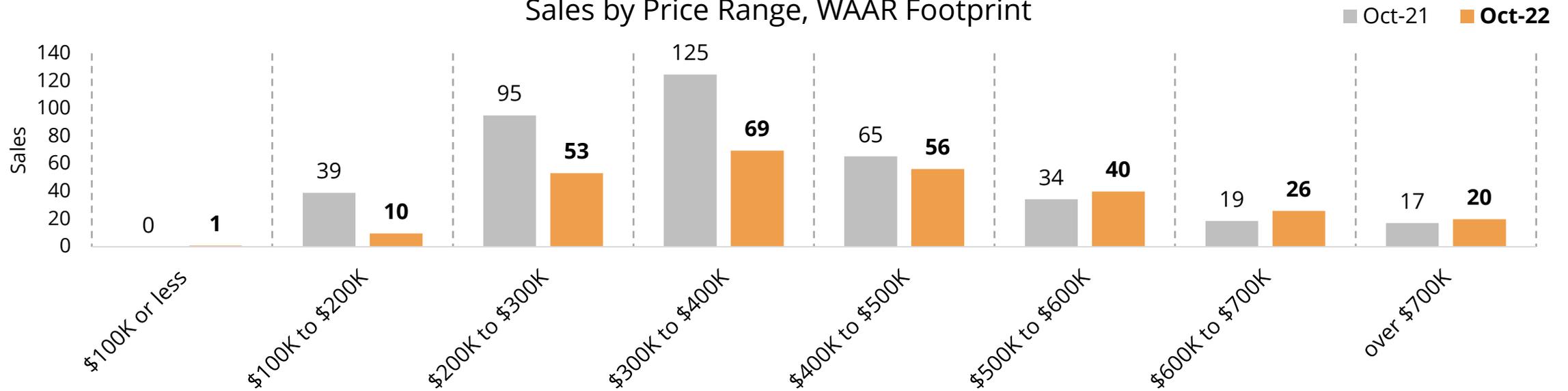
Key Metrics	2-year Trends		Oct-21	Oct-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Oct-20	Oct-22						
Sales			394	<b>275</b>	-30.2%	4,165	<b>3,515</b>	-15.6%
Pending Sales			380	<b>209</b>	-45.0%	4,178	<b>2,881</b>	-31.0%
New Listings			405	<b>311</b>	-23.2%	4,748	<b>3,728</b>	-21.5%
Average List Price			\$380,775	<b>\$422,918</b>	11.1%	\$380,860	<b>\$420,662</b>	10.5%
Average Sales Price			\$380,455	<b>\$421,741</b>	10.9%	\$382,164	<b>\$426,529</b>	11.6%
Median Sales Price			\$350,000	<b>\$380,000</b>	8.6%	\$345,000	<b>\$383,733</b>	11.2%
Average Price Per Square Foot			\$175	<b>\$193</b>	10.3%	\$167	<b>\$191</b>	14.4%
Sold Dollar Volume (in millions)			\$149.9	<b>\$116.0</b>	-22.6%	\$1,591.4	<b>\$1,499.2</b>	-5.8%
Average Sold/Ask Price Ratio			100.3%	<b>99.9%</b>	-0.4%	100.7%	<b>101.8%</b>	1.1%
Average Days on Market			22	<b>24</b>	7.6%	24	<b>21</b>	-11.8%
Median Days on Market			9	<b>8</b>	-5.9%	6	<b>6</b>	0.0%
Active Listings			540	<b>595</b>	10.2%	n/a	<b>n/a</b>	n/a
Months of Supply			1.3	<b>1.6</b>	25.0%	n/a	<b>n/a</b>	n/a

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

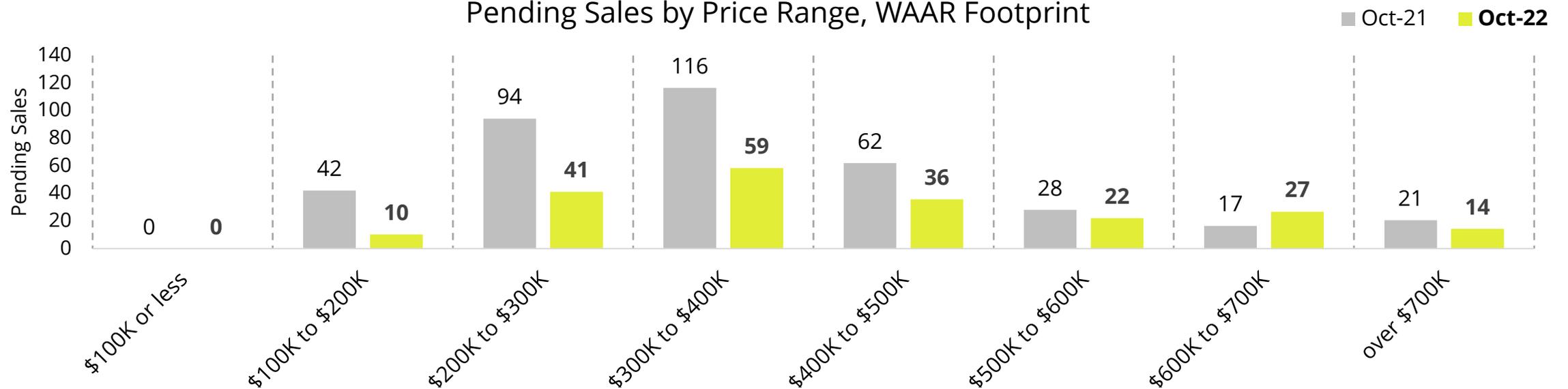
# Total Market by Price Range Overview



Sales by Price Range, WAAR Footprint

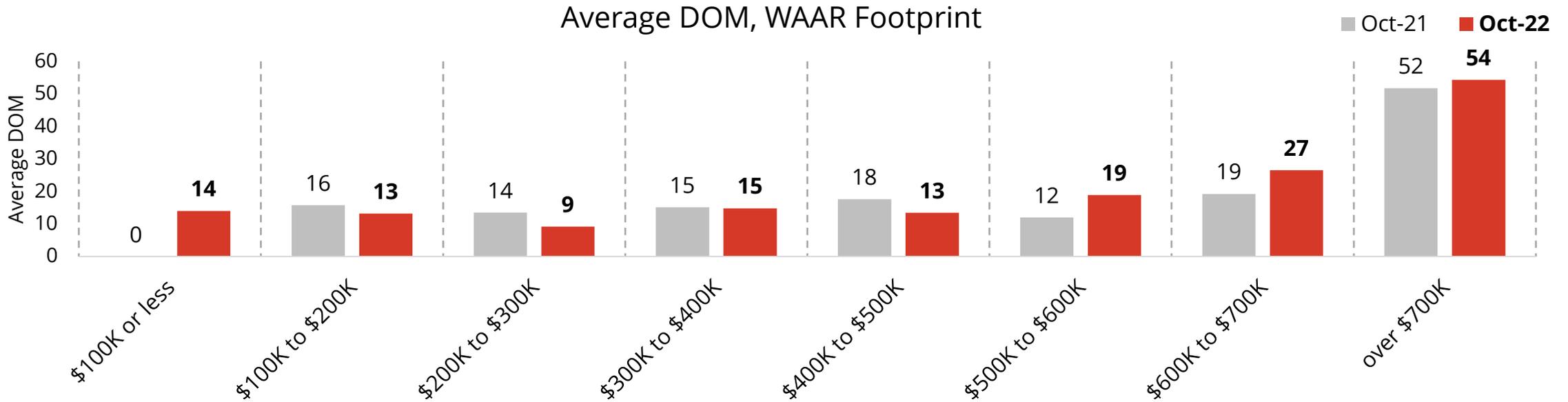


Pending Sales by Price Range, WAAR Footprint



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

# Total Market by Price Range Overview



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

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Oct-21	Oct-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Oct-20	Oct-22						
Sales			302	<b>210</b>	-30.5%	3,292	<b>2,791</b>	-15.2%
Pending Sales			323	<b>170</b>	-47.4%	3,374	<b>2,374</b>	-29.6%
New Listings			340	<b>260</b>	-23.5%	3,852	<b>3,058</b>	-20.6%
Average List Price			\$408,828	<b>\$463,627</b>	13.4%	\$412,786	<b>\$452,547</b>	9.6%
Average Sales Price			\$408,085	<b>\$461,595</b>	13.1%	\$414,116	<b>\$458,530</b>	10.7%
Median Sales Price			\$380,000	<b>\$424,950</b>	11.8%	\$378,110	<b>\$425,000</b>	12.4%
Average Price Per Square Foot			\$176	<b>\$194</b>	10.7%	\$168	<b>\$193</b>	14.5%
Sold Dollar Volume (in millions)			\$123.2	<b>\$96.9</b>	-21.3%	\$1,363.0	<b>\$1,279.7</b>	-6.1%
Average Sold/Ask Price Ratio			100.3%	<b>99.7%</b>	-0.6%	100.7%	<b>101.8%</b>	1.0%
Average Days on Market			22	<b>25</b>	12.2%	23	<b>21</b>	-9.9%
Median Days on Market			8	<b>9</b>	12.5%	6	<b>6</b>	0.0%
Active Listings			424	<b>486</b>	14.6%	n/a	<b>n/a</b>	n/a
Months of Supply			1.3	<b>1.7</b>	29.4%	n/a	<b>n/a</b>	n/a

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

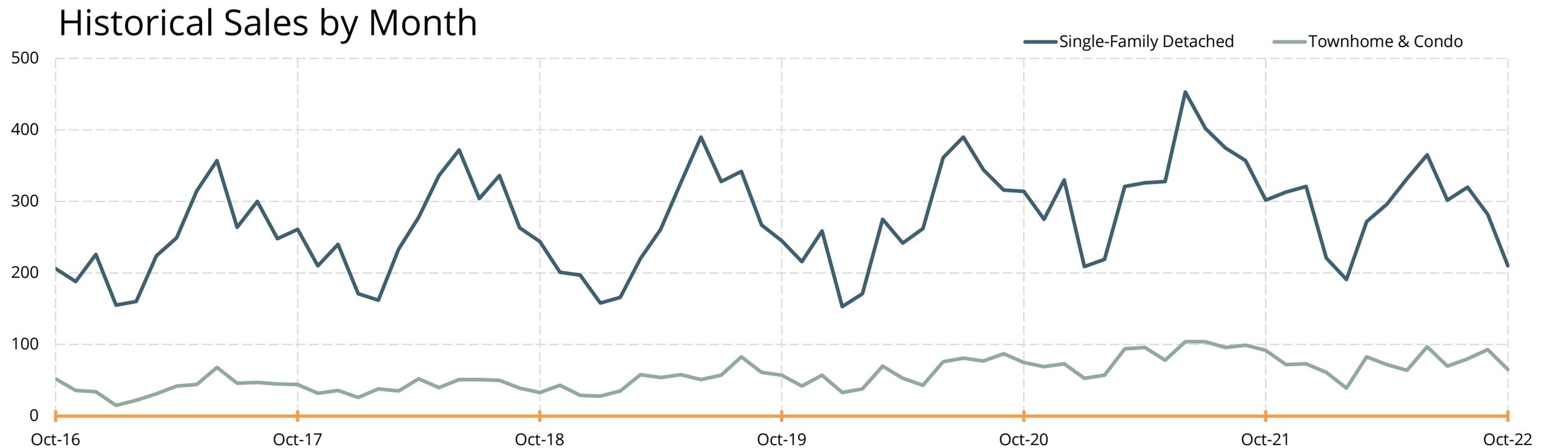
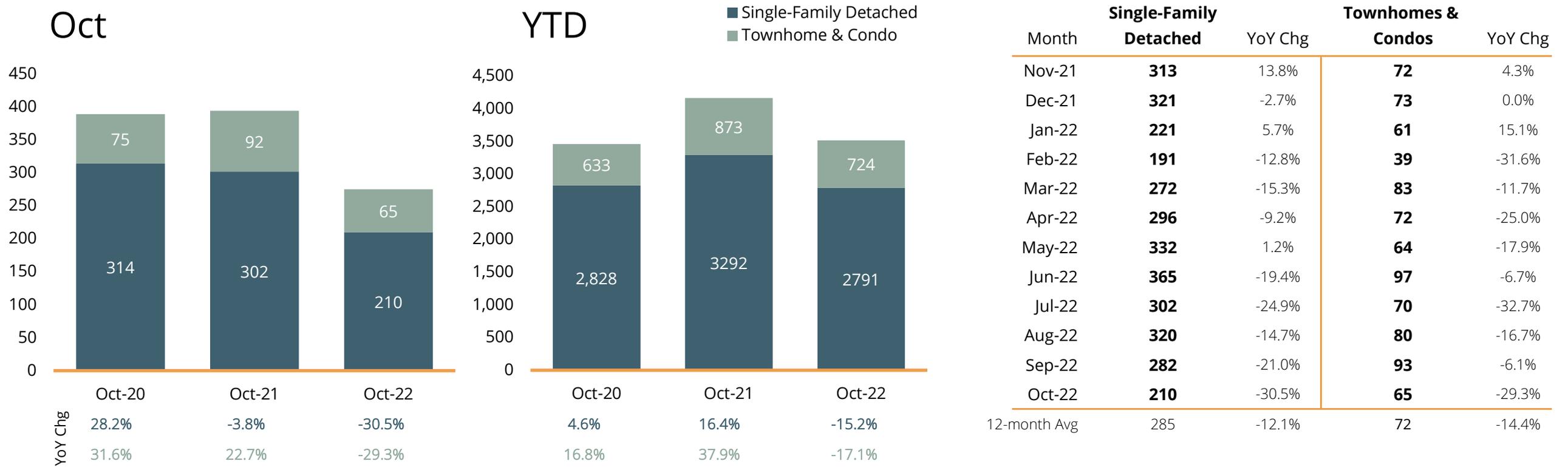
# Townhome & Condo Market Overview



Key Metrics	2-year Trends			Oct-21	Oct-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Oct-20		Oct-22						
Sales				92	<b>65</b>	-29.3%	873	<b>724</b>	-17.1%
Pending Sales				57	<b>39</b>	-31.6%	804	<b>507</b>	-36.9%
New Listings				65	<b>51</b>	-21.5%	896	<b>670</b>	-25.2%
Average List Price				\$288,688	<b>\$291,395</b>	0.9%	\$260,434	<b>\$297,961</b>	14.4%
Average Sales Price				\$289,756	<b>\$292,979</b>	1.1%	\$261,640	<b>\$303,383</b>	16.0%
Median Sales Price				\$289,815	<b>\$285,000</b>	-1.7%	\$255,000	<b>\$300,000</b>	17.6%
Average Price Per Square Foot				\$170	<b>\$183</b>	7.5%	\$158	<b>\$180</b>	13.5%
Sold Dollar Volume (in millions)				\$26.7	<b>\$19.0</b>	-28.6%	\$228.4	<b>\$219.6</b>	-3.9%
Average Sold/Ask Price Ratio				100.5%	<b>100.7%</b>	0.2%	100.6%	<b>102.1%</b>	1.4%
Average Days on Market				23	<b>21</b>	-6.8%	26	<b>21</b>	-18.4%
Median Days on Market				10	<b>6</b>	-36.8%	7	<b>5</b>	-28.6%
Active Listings				116	<b>109</b>	-6.0%	n/a	<b>n/a</b>	n/a
Months of Supply				1.4	<b>1.5</b>	8.6%	n/a	<b>n/a</b>	n/a

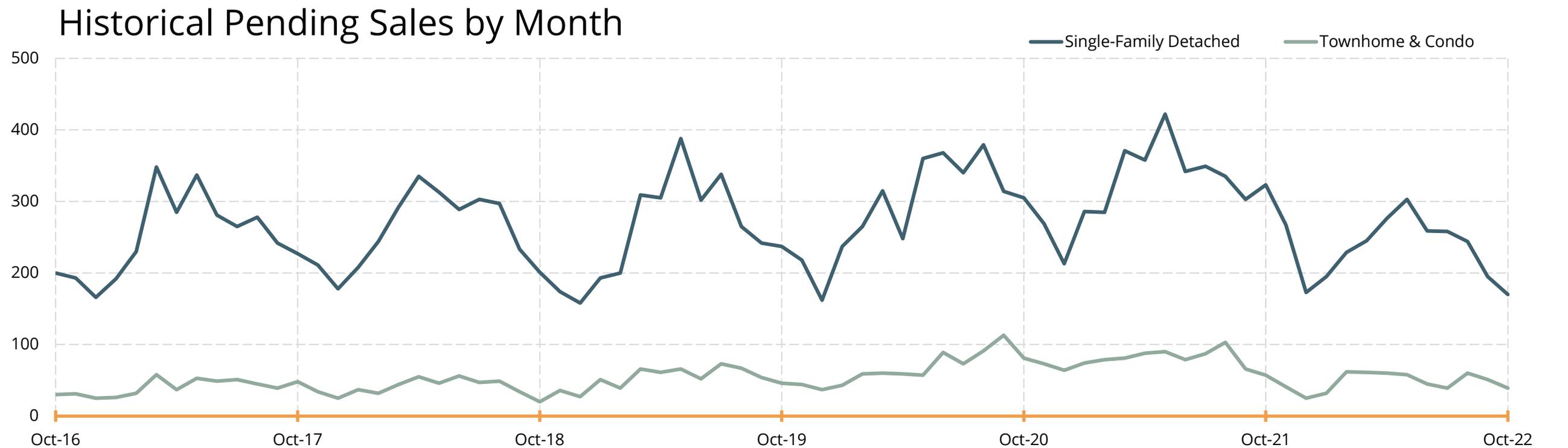
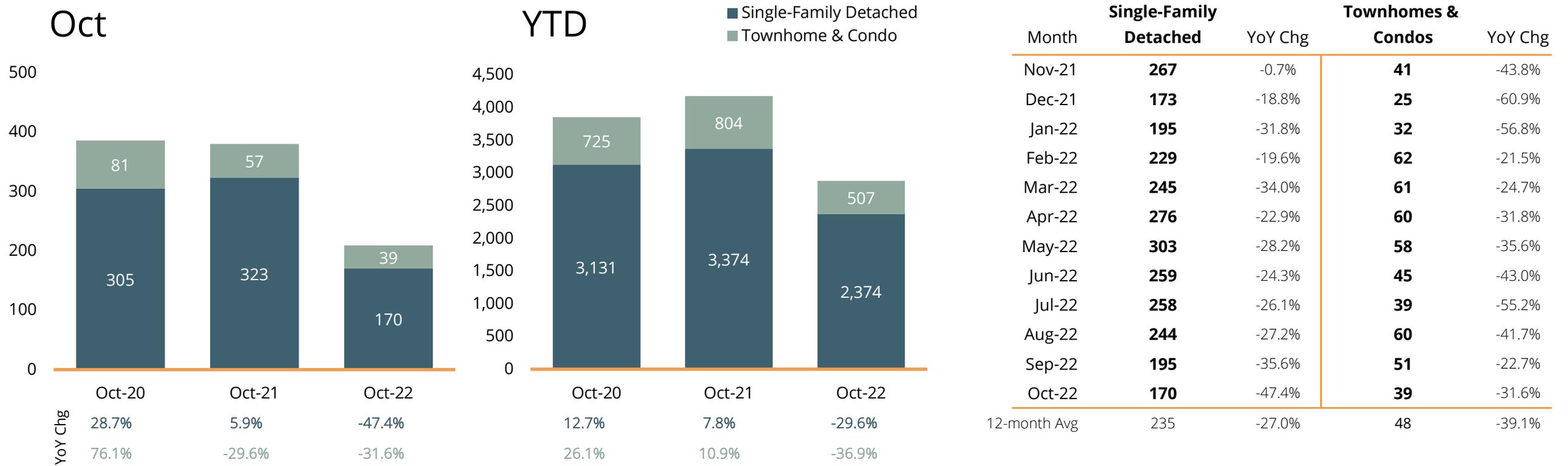
Source: Virginia REALTORS®, data accessed November 15, 2022

# Sales



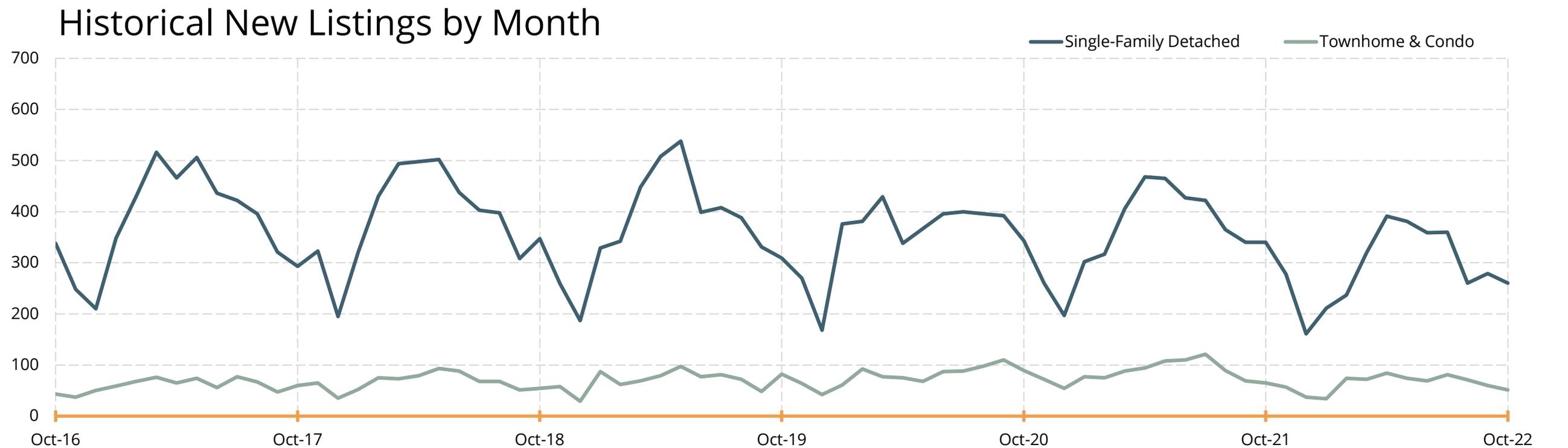
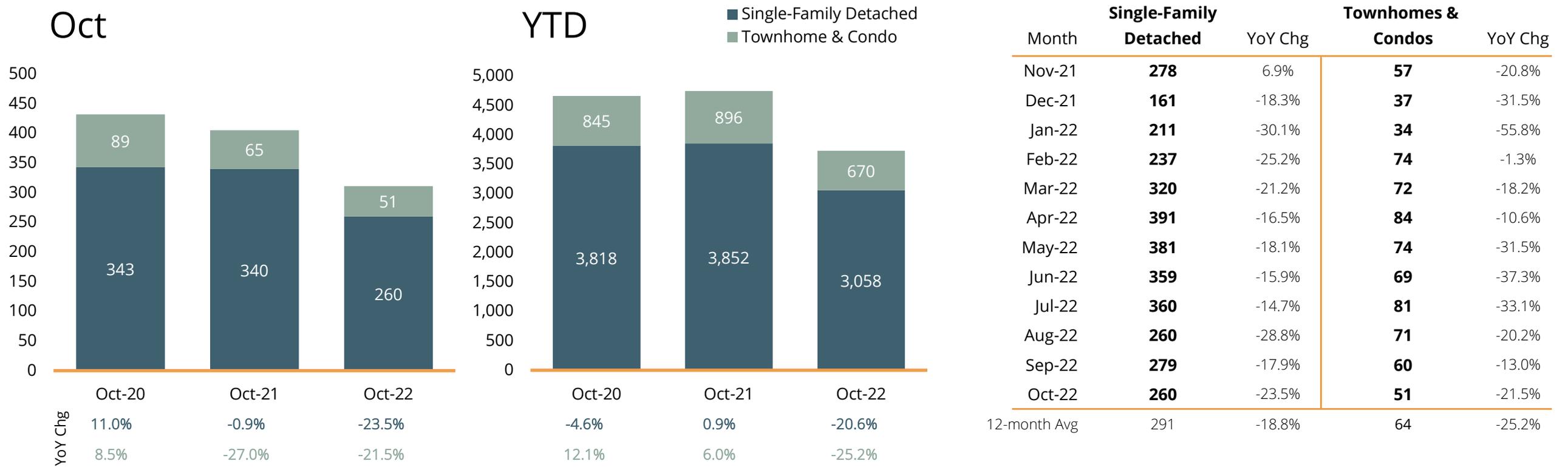
Source: Virginia REALTORS®, data accessed November 15, 2022

# Pending Sales



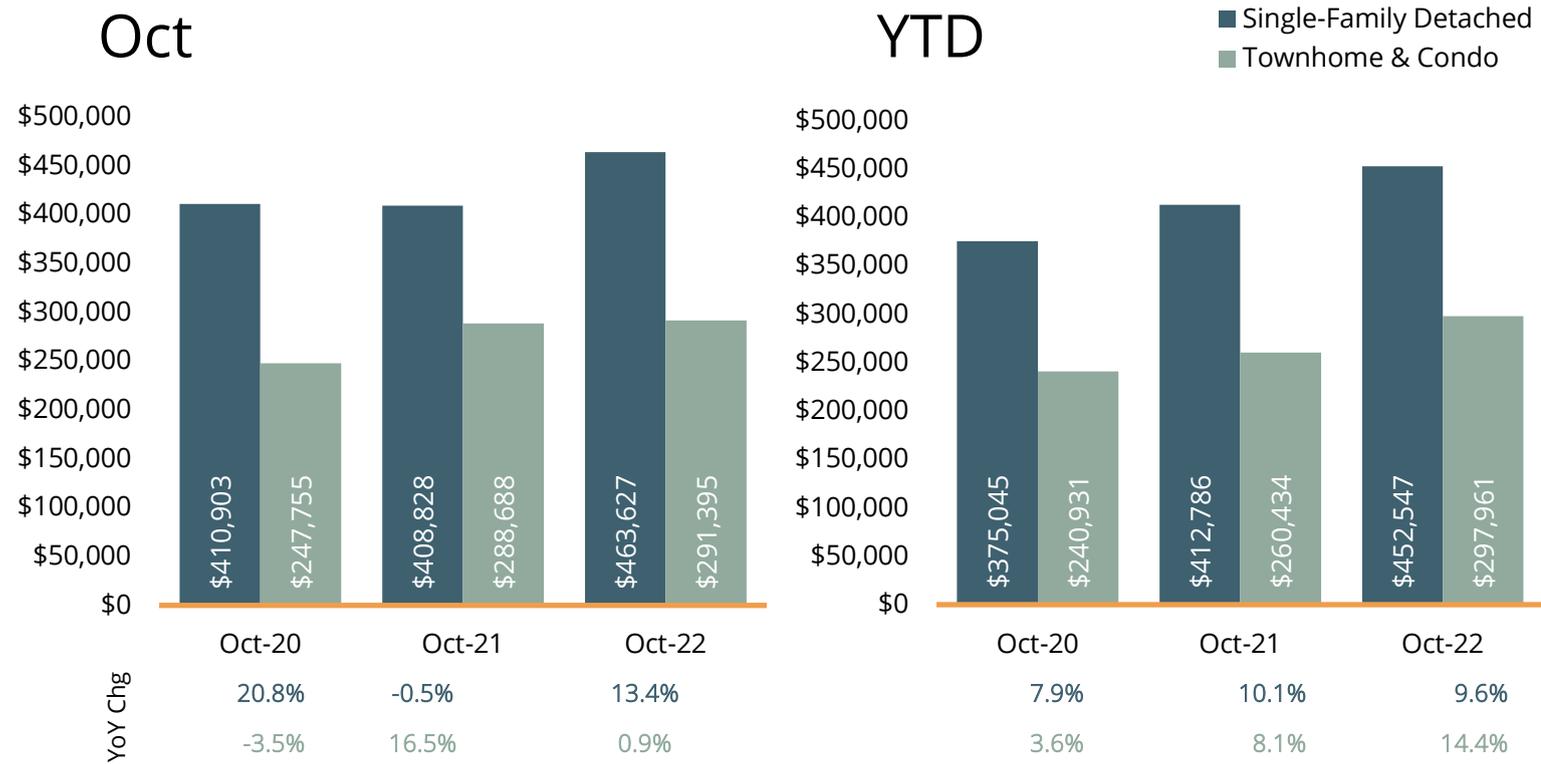
Source: Virginia REALTORS®, data accessed November 15, 2022

# New Listings



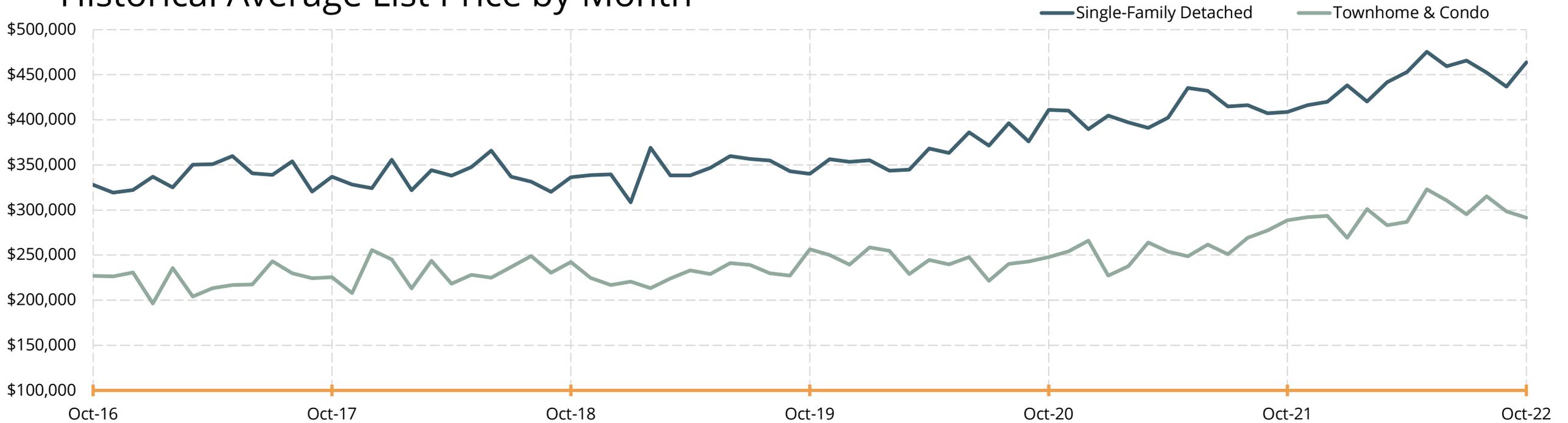
Source: Virginia REALTORS®, data accessed November 15, 2022

# Average List Price



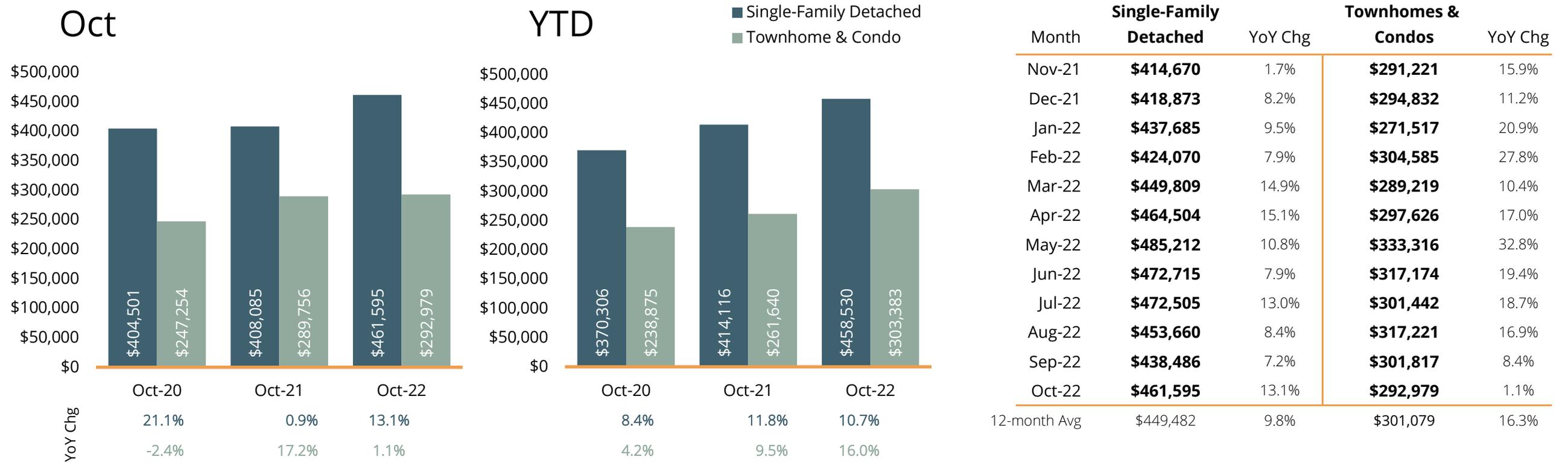
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Nov-21	<b>\$416,117</b>	1.5%	<b>\$292,047</b>	14.9%
Dec-21	<b>\$420,007</b>	7.8%	<b>\$293,480</b>	10.4%
Jan-22	<b>\$438,174</b>	8.2%	<b>\$269,156</b>	18.4%
Feb-22	<b>\$420,420</b>	5.8%	<b>\$301,023</b>	26.7%
Mar-22	<b>\$441,697</b>	13.0%	<b>\$283,006</b>	7.2%
Apr-22	<b>\$452,972</b>	12.6%	<b>\$286,917</b>	13.0%
May-22	<b>\$475,494</b>	9.2%	<b>\$322,971</b>	29.9%
Jun-22	<b>\$459,490</b>	6.3%	<b>\$310,534</b>	18.7%
Jul-22	<b>\$465,678</b>	12.3%	<b>\$295,362</b>	17.7%
Aug-22	<b>\$452,479</b>	8.7%	<b>\$315,109</b>	17.1%
Sep-22	<b>\$436,770</b>	7.2%	<b>\$298,605</b>	7.7%
Oct-22	<b>\$463,627</b>	13.4%	<b>\$291,395</b>	0.9%
12-month Avg	\$445,244	8.8%	\$296,634	14.8%

## Historical Average List Price by Month

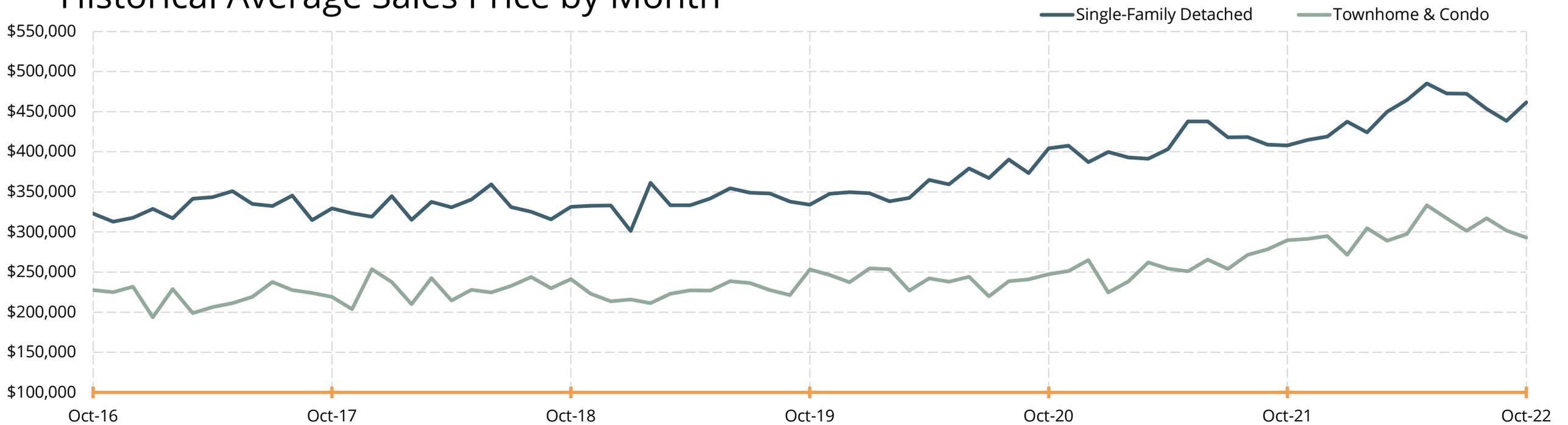


Source: Virginia REALTORS®, data accessed November 15, 2022

# Average Sales Price

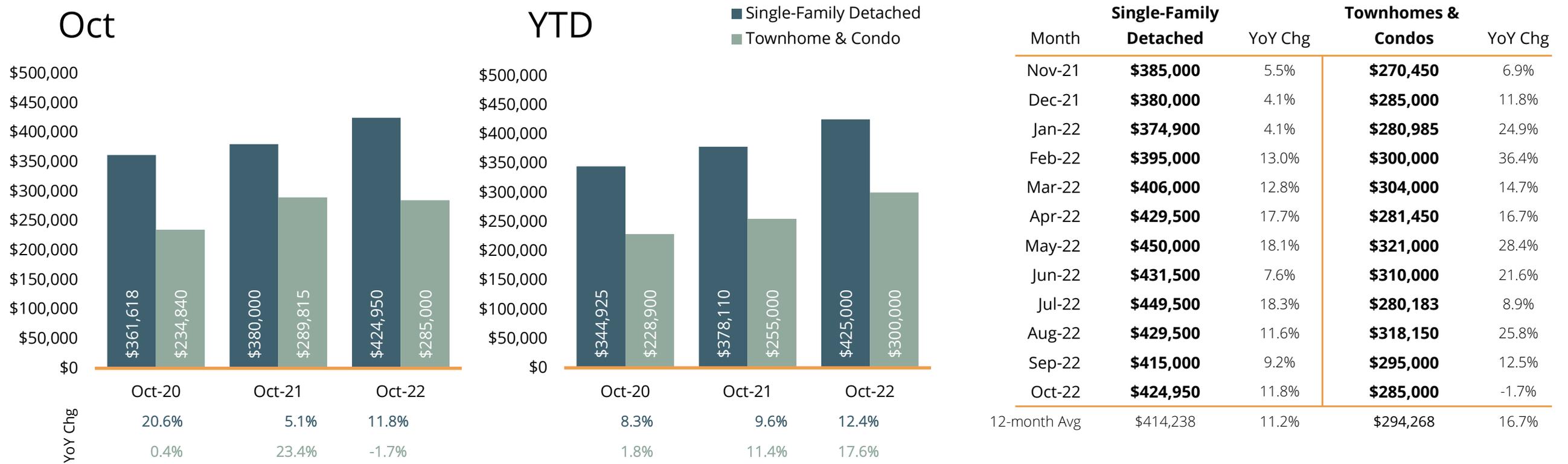


## Historical Average Sales Price by Month

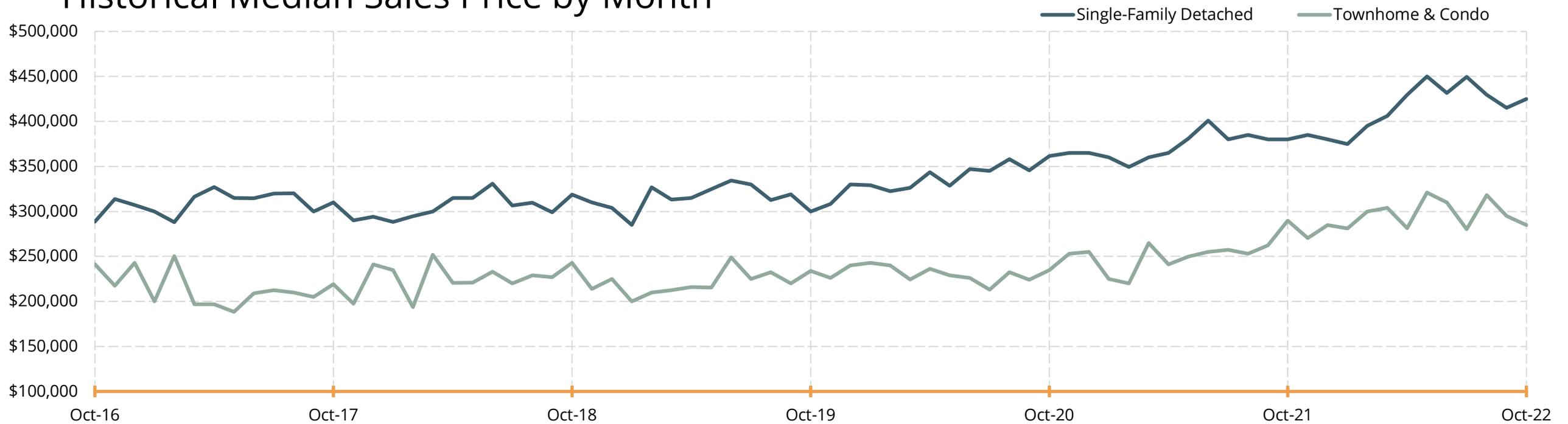


Source: Virginia REALTORS®, data accessed November 15, 2022

# Median Sales Price

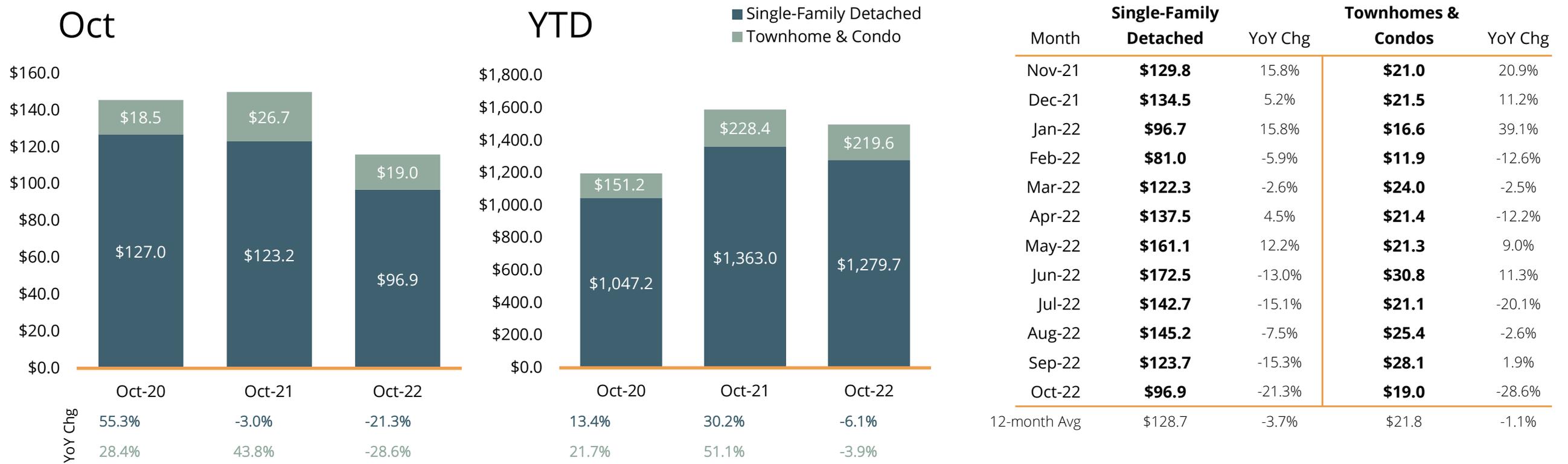


## Historical Median Sales Price by Month

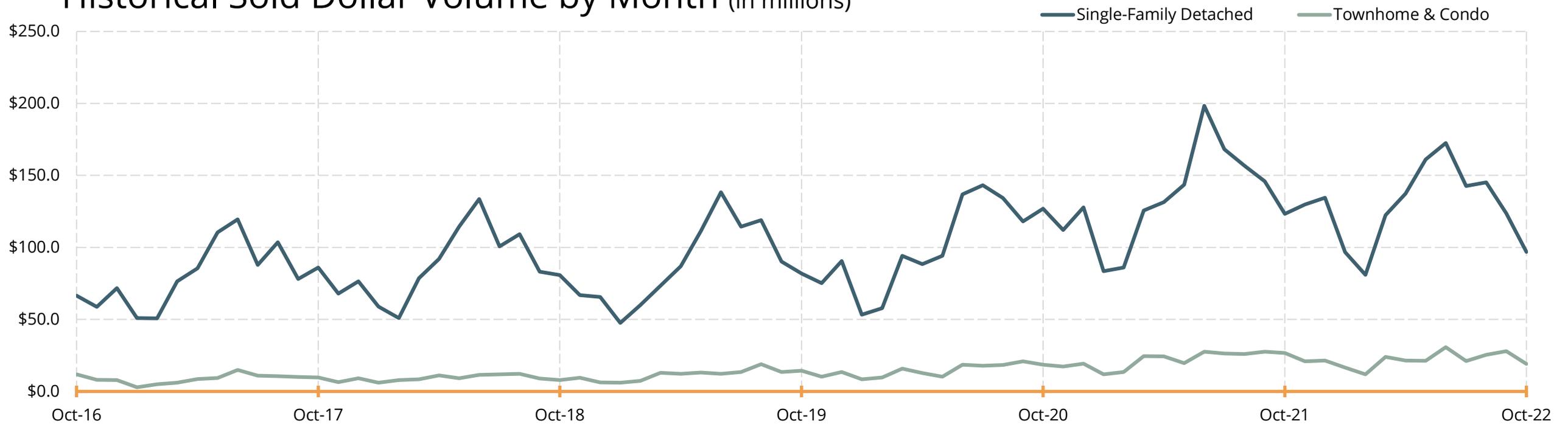


Source: Virginia REALTORS®, data accessed November 15, 2022

# Sold Dollar Volume (in millions)

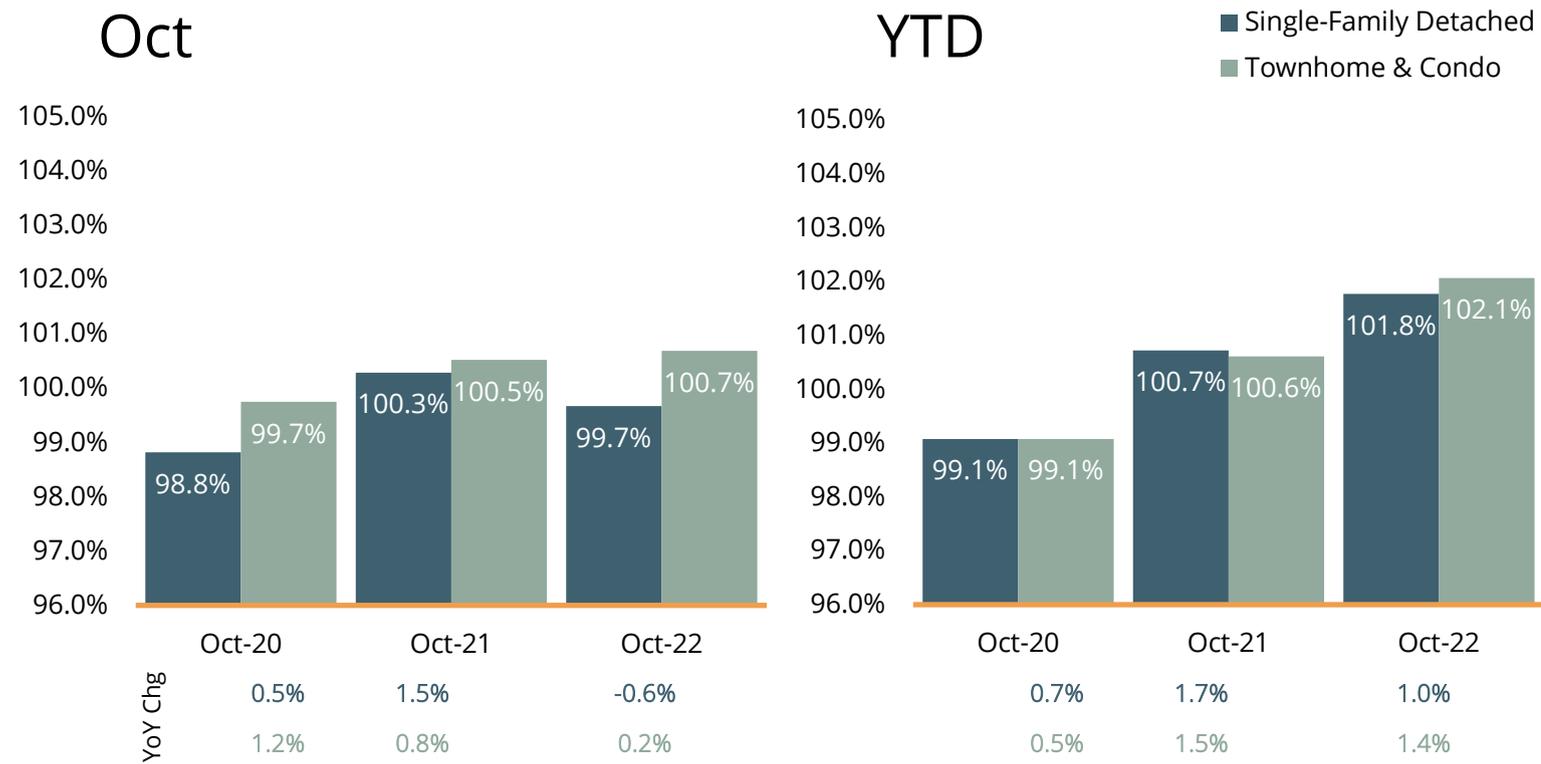


## Historical Sold Dollar Volume by Month (in millions)



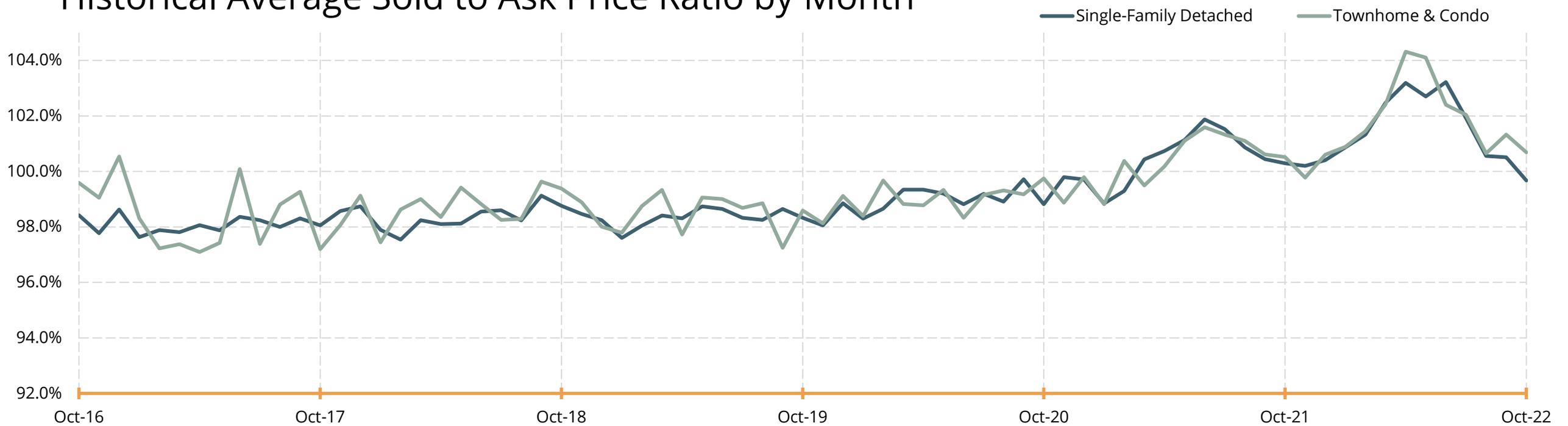
Source: Virginia REALTORS®, data accessed November 15, 2022

# Average Sold to Ask Price Ratio

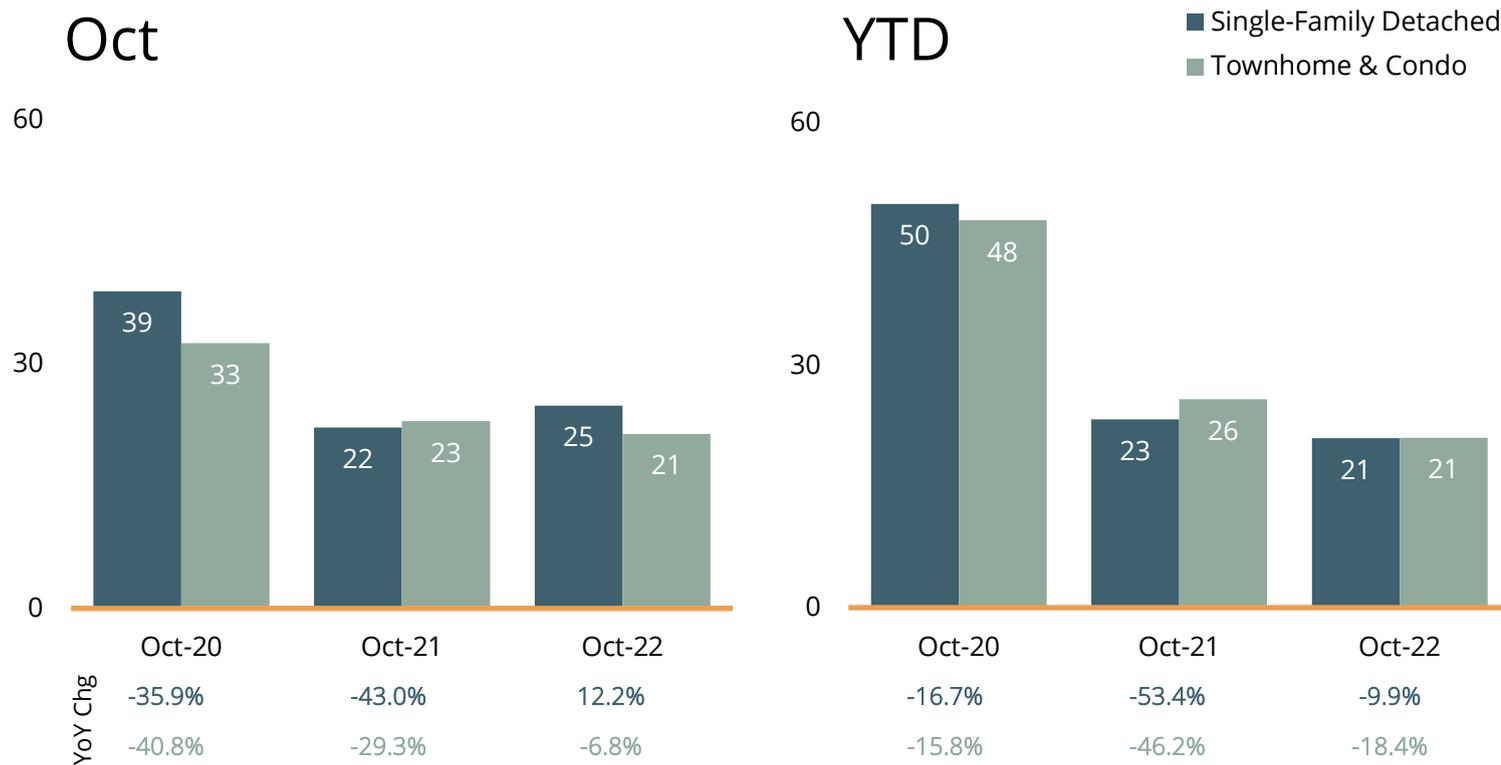


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Nov-21	<b>100.2%</b>	0.4%	<b>99.8%</b>	0.9%
Dec-21	<b>100.4%</b>	0.7%	<b>100.6%</b>	0.8%
Jan-22	<b>100.9%</b>	2.0%	<b>100.9%</b>	2.1%
Feb-22	<b>101.3%</b>	2.0%	<b>101.5%</b>	1.1%
Mar-22	<b>102.5%</b>	2.0%	<b>102.4%</b>	2.9%
Apr-22	<b>103.2%</b>	2.4%	<b>104.3%</b>	4.1%
May-22	<b>102.7%</b>	1.6%	<b>104.1%</b>	3.0%
Jun-22	<b>103.2%</b>	1.3%	<b>102.4%</b>	0.8%
Jul-22	<b>101.9%</b>	0.4%	<b>102.0%</b>	0.7%
Aug-22	<b>100.6%</b>	-0.3%	<b>100.7%</b>	-0.4%
Sep-22	<b>100.5%</b>	0.1%	<b>101.3%</b>	0.7%
Oct-22	<b>99.7%</b>	-0.6%	<b>100.7%</b>	0.2%
12-month Avg	101.4%	1.0%	101.7%	1.4%

## Historical Average Sold to Ask Price Ratio by Month



# Average Days on Market



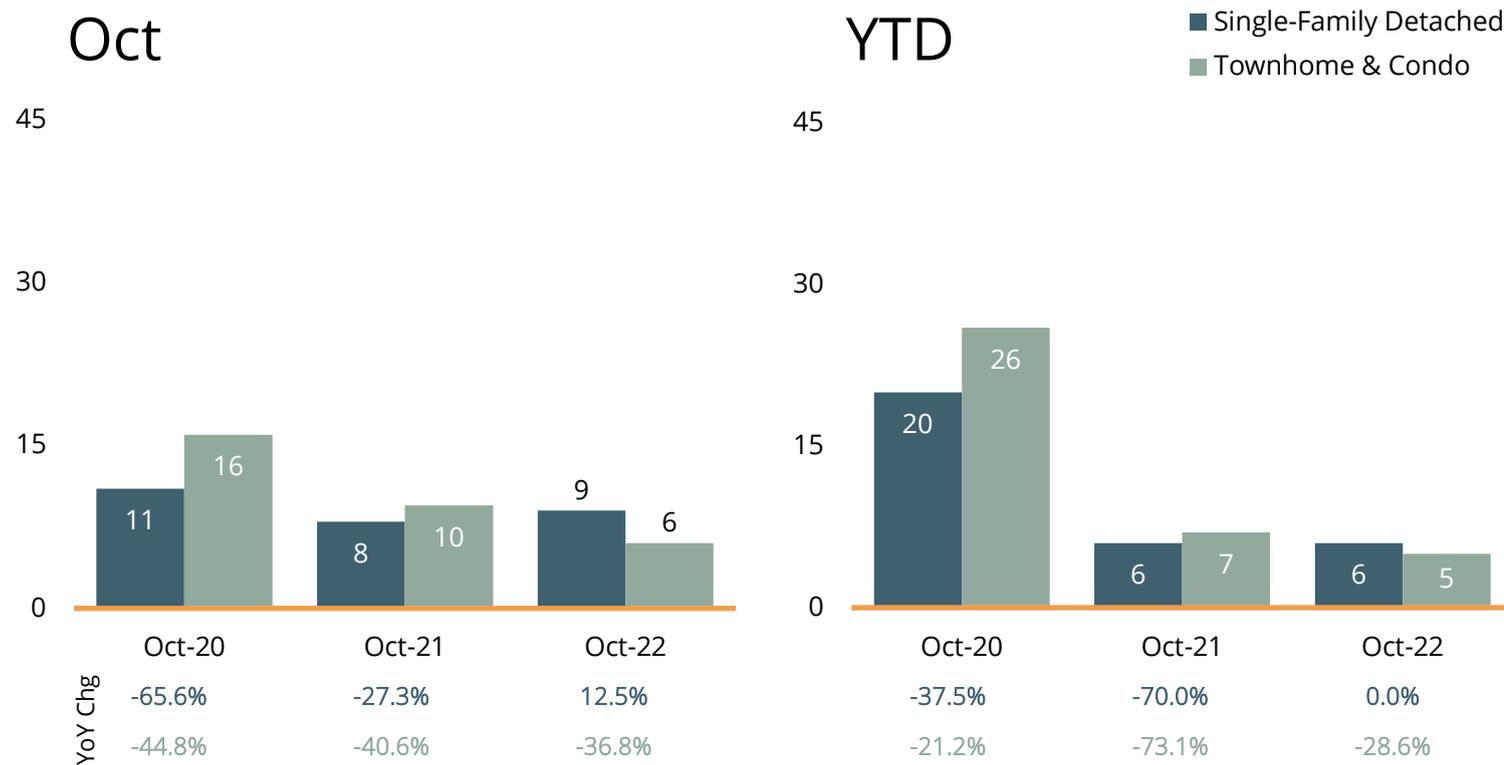
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Nov-21	26	-33.9%	23	-32.1%
Dec-21	23	-36.0%	24	-40.3%
Jan-22	27	-26.9%	23	-49.8%
Feb-22	28	-20.7%	47	6.1%
Mar-22	26	-16.1%	26	-21.4%
Apr-22	21	-4.6%	9	-74.2%
May-22	16	-43.3%	17	-40.5%
Jun-22	14	-13.1%	15	-25.1%
Jul-22	17	4.5%	11	-27.4%
Aug-22	18	-6.9%	19	42.0%
Sep-22	24	20.9%	28	58.1%
Oct-22	25	12.2%	21	-6.8%
12-month Avg	22	-17.9%	22	-24.7%

## Historical Average Days on Market



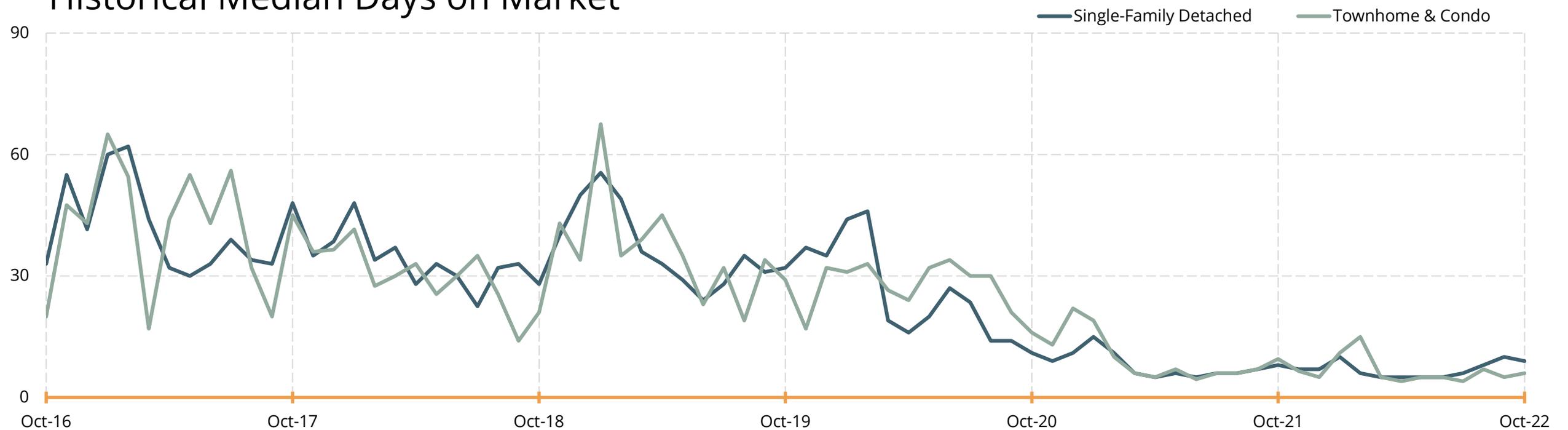
Source: Virginia REALTORS®, data accessed November 15, 2022

# Median Days on Market



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Sep-22	10	42.9%	5	-28.6%
Oct-22	9	12.5%	6	-36.8%
12-month Avg	7	-12.6%	7	-31.7%

## Historical Median Days on Market

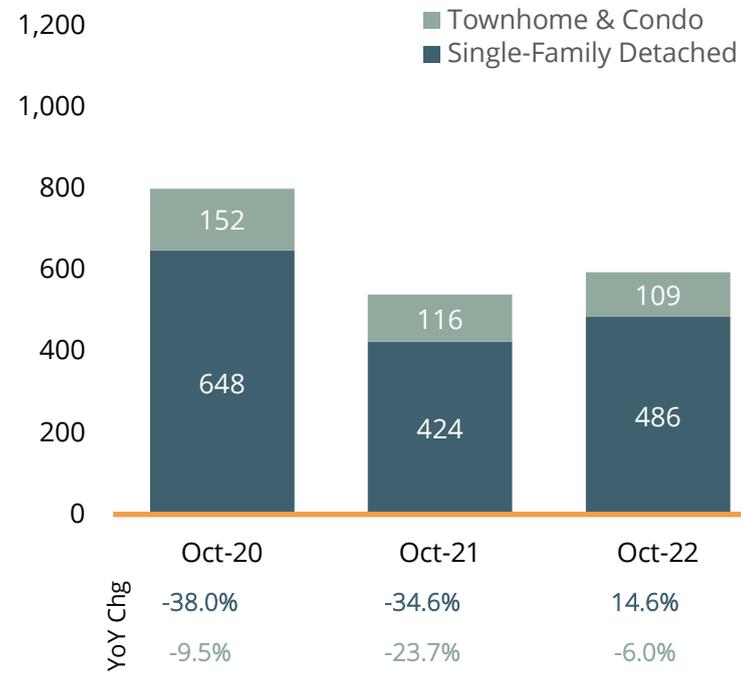


Source: Virginia REALTORS®, data accessed November 15, 2022

# Active Listings

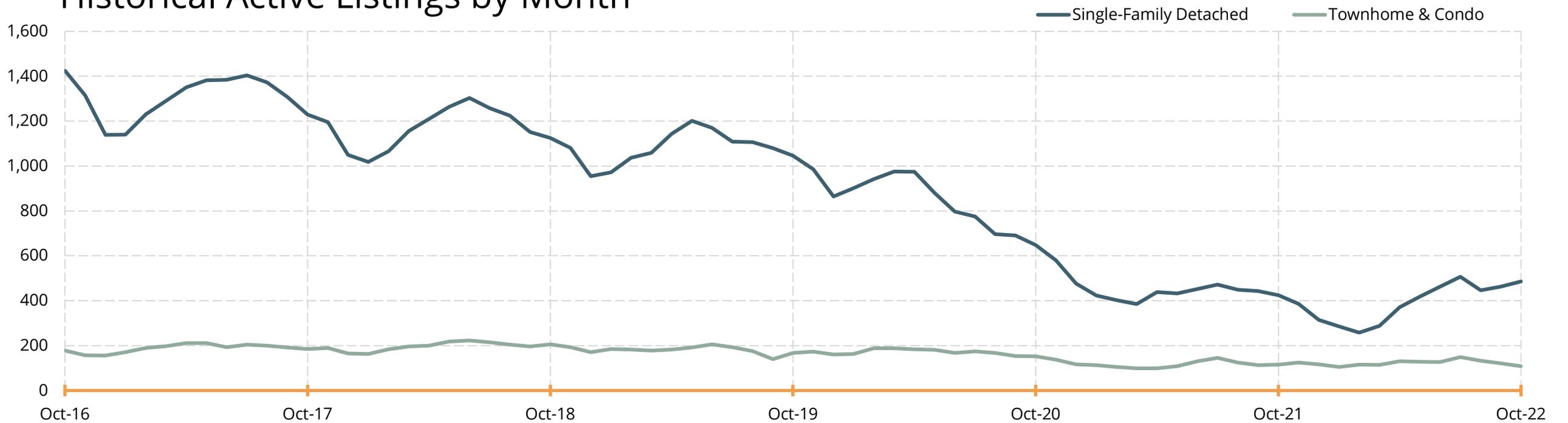


## Oct



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-22	463	4.5%	121	7.1%
Oct-22	486	14.6%	109	-6.0%
12-month Avg	391	-12.9%	123	4.6%

## Historical Active Listings by Month

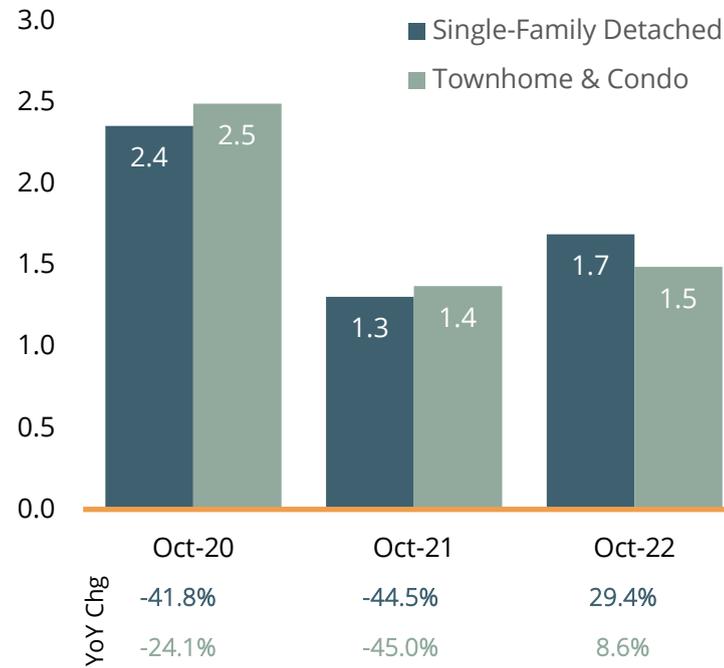


Source: Virginia REALTORS®, data accessed November 15, 2022

# Months of Supply

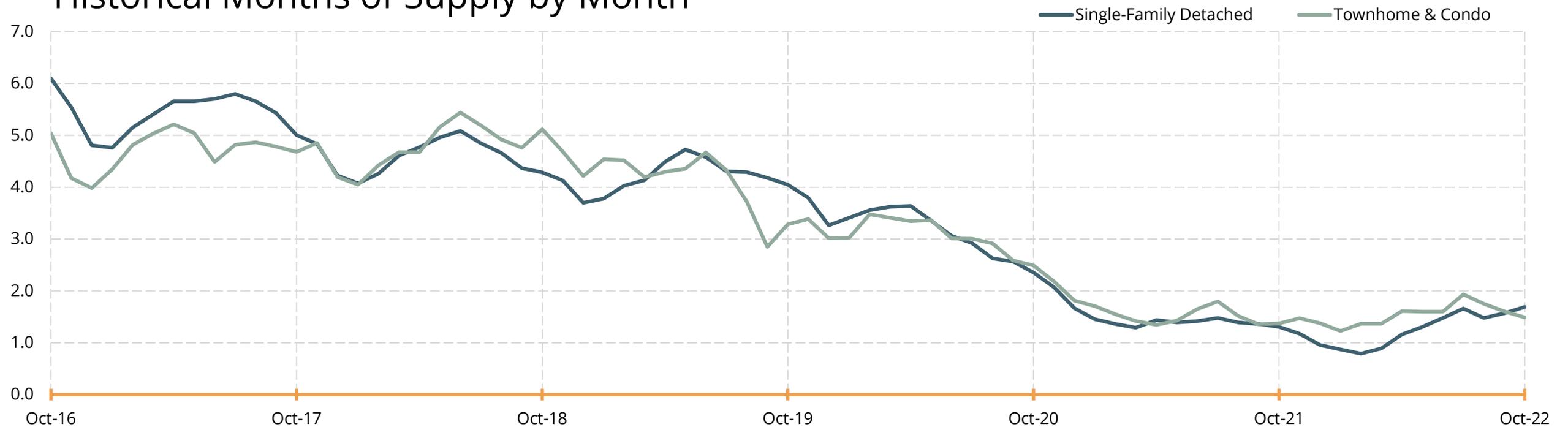


## Oct



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-22	1.6	15.2%	1.6	18.1%
Oct-22	1.7	29.4%	1.5	8.6%
12-month Avg	1.3	-14.7%	1.5	-3.8%

## Historical Months of Supply by Month



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

# Area Overview - Total Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg
James City County	174	<b>139</b>	-20.1%	196	<b>121</b>	-38.3%	\$399,396	<b>\$461,814</b>	15.6%	\$360,500	<b>\$410,000</b>	13.7%	189	<b>229</b>	21.2%	1.0	<b>1.4</b>	46.8%
Williamsburg	38	<b>24</b>	-36.8%	23	<b>23</b>	0.0%	\$420,774	<b>\$369,111</b>	-12.3%	\$376,905	<b>\$391,000</b>	3.7%	49	<b>62</b>	26.5%	2.0	<b>2.3</b>	19.3%
York County	104	<b>88</b>	-15.4%	114	<b>82</b>	-28.1%	\$340,734	<b>\$361,961</b>	6.2%	\$328,558	<b>\$338,250</b>	3.0%	181	<b>171</b>	-5.5%	1.4	<b>1.6</b>	13.9%
New Kent County	87	<b>55</b>	-36.8%	58	<b>47</b>	-19.0%	\$379,885	<b>\$452,263</b>	19.1%	\$357,750	<b>\$384,050</b>	7.4%	115	<b>122</b>	6.1%	2.1	<b>2.0</b>	-4.6%
Charles City County	2	<b>5</b>	150.0%	3	<b>2</b>	-33.3%	\$354,333	<b>\$336,250</b>	-5.1%	\$410,000	<b>\$336,250</b>	-18.0%	6	<b>11</b>	83.3%	1.6	<b>2.9</b>	83.3%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price TYD			Median Sales Price TYD			Active Listings YTD		
	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg
James City County	2,171	<b>1,689</b>	-22.2%	2,031	<b>1,603</b>	-21.1%	\$406,539	<b>\$460,393</b>	13.2%	\$360,000	<b>\$425,000</b>	18.1%	189	<b>229</b>	21.2%
Williamsburg	302	<b>285</b>	-5.6%	252	<b>257</b>	2.0%	\$349,961	<b>\$397,638</b>	13.6%	\$304,950	<b>\$350,000</b>	14.8%	49	<b>62</b>	26.5%
York County	1,450	<b>900</b>	-37.9%	1,292	<b>1,024</b>	-20.7%	\$358,606	<b>\$398,441</b>	11.1%	\$330,500	<b>\$356,035</b>	7.7%	181	<b>171</b>	-5.5%
New Kent County	781	<b>802</b>	2.7%	553	<b>593</b>	7.2%	\$364,935	<b>\$402,651</b>	10.3%	\$345,000	<b>\$375,350</b>	8.8%	115	<b>122</b>	6.1%
Charles City County	44	<b>52</b>	18.2%	37	<b>38</b>	2.7%	\$344,269	<b>\$331,191</b>	-3.8%	\$240,000	<b>\$270,000</b>	12.5%	6	<b>11</b>	83.3%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg
James City County	150	<b>117</b>	-22.0%	151	<b>98</b>	-35.1%	\$431,720	<b>\$500,669</b>	16.0%	\$401,000	<b>\$445,500</b>	11.1%	154	<b>196</b>	27.3%	1.0	<b>1.5</b>	47.3%
Williamsburg	19	<b>17</b>	-10.5%	14	<b>16</b>	14.3%	\$487,722	<b>\$399,859</b>	-18.0%	\$393,260	<b>\$399,700</b>	1.6%	31	<b>36</b>	16.1%	2.0	<b>2.1</b>	3.7%
York County	83	<b>75</b>	-9.6%	77	<b>57</b>	-26.0%	\$368,801	<b>\$393,702</b>	6.8%	\$350,000	<b>\$364,900</b>	4.3%	128	<b>138</b>	7.8%	1.3	<b>1.8</b>	35.4%
New Kent County	86	<b>46</b>	-46.5%	57	<b>37</b>	-35.1%	\$381,813	<b>\$496,168</b>	30.0%	\$360,000	<b>\$442,995</b>	23.1%	105	<b>105</b>	0.0%	1.9	<b>1.9</b>	-3.4%
Charles City County	2	<b>5</b>	150.0%	3	<b>2</b>	-33.3%	\$354,333	<b>\$336,250</b>	-5.1%	\$410,000	<b>\$336,250</b>	-18.0%	6	<b>11</b>	83.3%	1.6	<b>2.9</b>	83.3%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg
James City County	1,749	<b>1,424</b>	-18.6%	1,586	<b>1,315</b>	-17.1%	\$444,129	<b>\$492,221</b>	10.8%	\$401,988	<b>\$457,000</b>	13.7%	154	<b>196</b>	27.3%
Williamsburg	197	<b>185</b>	-6.1%	154	<b>169</b>	9.7%	\$416,766	<b>\$449,282</b>	7.8%	\$370,000	<b>\$385,450</b>	4.2%	31	<b>36</b>	16.1%
York County	1,123	<b>726</b>	-35.4%	979	<b>739</b>	-24.5%	\$392,519	<b>\$438,358</b>	11.7%	\$365,000	<b>\$410,985</b>	12.6%	128	<b>138</b>	7.8%
New Kent County	739	<b>671</b>	-9.2%	536	<b>530</b>	-1.1%	\$368,856	<b>\$415,437</b>	12.6%	\$349,019	<b>\$387,120</b>	10.9%	105	<b>105</b>	0.0%
Charles City County	44	<b>52</b>	18.2%	37	<b>38</b>	2.7%	\$344,269	<b>\$331,191</b>	-3.8%	\$240,000	<b>\$270,000</b>	12.5%	6	<b>11</b>	83.3%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg
James City County	24	<b>22</b>	-8.3%	45	<b>23</b>	-48.9%	\$290,930	<b>\$296,257</b>	1.8%	\$289,500	<b>\$281,000</b>	-2.9%	35	<b>33</b>	-5.7%	0.8	<b>1.1</b>	37.3%
Williamsburg	19	<b>7</b>	-63.2%	9	<b>7</b>	-22.2%	\$316,634	<b>\$298,829</b>	-5.6%	\$370,000	<b>\$289,000</b>	-21.9%	18	<b>26</b>	44.4%	1.9	<b>2.8</b>	49.6%
York County	21	<b>13</b>	-38.1%	37	<b>25</b>	-32.4%	\$282,323	<b>\$289,593</b>	2.6%	\$290,000	<b>\$285,000</b>	-1.7%	53	<b>33</b>	-37.7%	1.8	<b>1.2</b>	-33.5%
New Kent County	1	<b>9</b>	800.0%	1	<b>10</b>	900.0%	\$270,000	<b>\$289,812</b>	7.3%	\$270,000	<b>\$288,103</b>	6.7%	10	<b>17</b>	70.0%	5.7	<b>2.8</b>	-51.1%
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		
	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg
James City County	422	<b>265</b>	-37.2%	445	<b>288</b>	-35.3%	\$272,565	<b>\$314,688</b>	15.5%	\$265,000	<b>\$300,000</b>	13.2%	35	<b>33</b>	-5.7%
Williamsburg	105	<b>100</b>	-4.8%	98	<b>88</b>	-10.2%	\$244,982	<b>\$300,089</b>	22.5%	\$242,750	<b>\$291,475</b>	20.1%	18	<b>26</b>	44.4%
York County	327	<b>174</b>	-46.8%	313	<b>285</b>	-8.9%	\$252,426	<b>\$294,629</b>	16.7%	\$250,000	<b>\$303,490</b>	21.4%	53	<b>33</b>	-37.7%
New Kent County	42	<b>131</b>	211.9%	17	<b>63</b>	270.6%	\$241,321	<b>\$296,367</b>	22.8%	\$238,030	<b>\$283,470</b>	19.1%	10	<b>17</b>	70.0%
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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NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

All inquiries regarding this report may be directed to:  
Robin Spensieri  
Virginia REALTORS® Vice President of Communications and Media Relations  
[rspensieri@virginiarealtors.org](mailto:rspensieri@virginiarealtors.org)  
804-622-7954

Data and analysis provided by Virginia REALTORS® Chief Economist, Ryan Price

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