

JANUARY  
**2022**

# **WAAR** WILLIAMSBURG MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

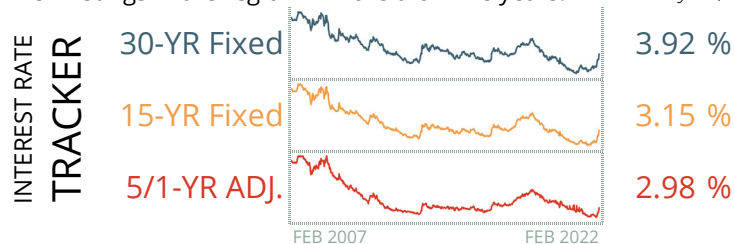
# WAAR Market Indicators Report



## Key Market Trends: January 2022

- Sales outpaced last January in the Virginia Peninsula region, driven by strong growth in York County and Hampton markets.** There were 551 sales across the Virginia Peninsula footprint in January, 26 more sales than last year, representing a 5% increase. York County led all local markets in growth, with 14 more sales than last January, a 16.3% increase. Home sales in Hampton were up 4.9% from a year ago, a gain of nine sales. Poquoson was the only local market to have a slowdown in sales activity this month, with four fewer sales than in January 2021 (-22.2%).
- Pending sales are way down compared to a year ago in the Virginia Peninsula market.** There were 322 pending sales in the Virginia Peninsula area in January, 281 fewer pending sales than a year ago, which is a 46.6% drop in activity. This is the largest drop in the region in more than five years. All local markets had fewer pending sales this month. The sharpest slowdown was in York County (-63.8%), Poquoson (-60.0%), and Isle of Wight County (-57.1%).
- Prices continue to climb in most parts of the Virginia Peninsula region.** At \$250,000, the January median sales price in the Virginia Peninsula area rose 4.2% from a year ago, which is a gain of \$10,000. At the local level, the strongest price growth this month was in Poquoson (+11.9%), Isle of Wight County (+6.2%), and Hampton (+5.6%). The median price inched down in Newport News this month (-2.0%).
- New listings plummet, overall inventory tightening in the region.** There were 878 active listings in the Virginia Peninsula footprint at the end of January, 75 fewer listings than a year ago (-7.9%). There were 431 new listings that came on the market in the region in January, a 35.7% reduction from a year ago. This is the sharpest slowdown in new listings in the region in more than five years.

February 17, 2022



## WAAR Market Dashboard

YoY Chg	Jan-22	Indicator
▲ 7.6%	282	Sales
▼ -36.9%	227	Pending Sales
▼ -35.4%	245	New Listings
▲ 8.9%	\$401,613	Average List Price
▲ 10.3%	\$401,741	Average Sales Price
▲ 6.1%	\$345,000	Median Sales Price
▲ 15.8%	\$180	Average Price Per Square Foot
▲ 18.7%	\$113.3	Sold Dollar Volume (in millions)
▲ 2.1%	100.9%	Average Sold/Ask Price Ratio
▼ -32.5%	26	Average Days on Market
▼ -37.5%	10	Median Days on Market
▼ -27.1%	391	Active Listings
▼ -37.1%	0.9	Months of Supply

# Report Index



Market Activity - WAAR Footprint .....	4
Total Market Overview .....	5
Total Market by Price Range Overview .....	6
Total Market by Price Range Overview .....	7
Single-Family Detached Market Overview .....	8
Townhome & Condo Market Overview .....	9
Sales .....	10
Pending Sales .....	11
New Listings .....	12
Average List Price .....	13
Average Sales Price .....	14
Median Sales Price .....	15
Sold Dollar Volume .....	16
Average Sold to Ask Price Ratio .....	17
Average Days on Market .....	18
Median Days on Market .....	19
Active Listings .....	20
Months of Supply .....	21
Area Overview - Total Market .....	22
Area Overview - Total Market YTD .....	23
Area Overview - Single-Family Detached Market .....	24
Area Overview - Single-Family Detached Market YTD .....	25
Area Overview - Townhome & Condo Market .....	26
Area Overview - Townhome & Condo Market YTD .....	27

## **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.**

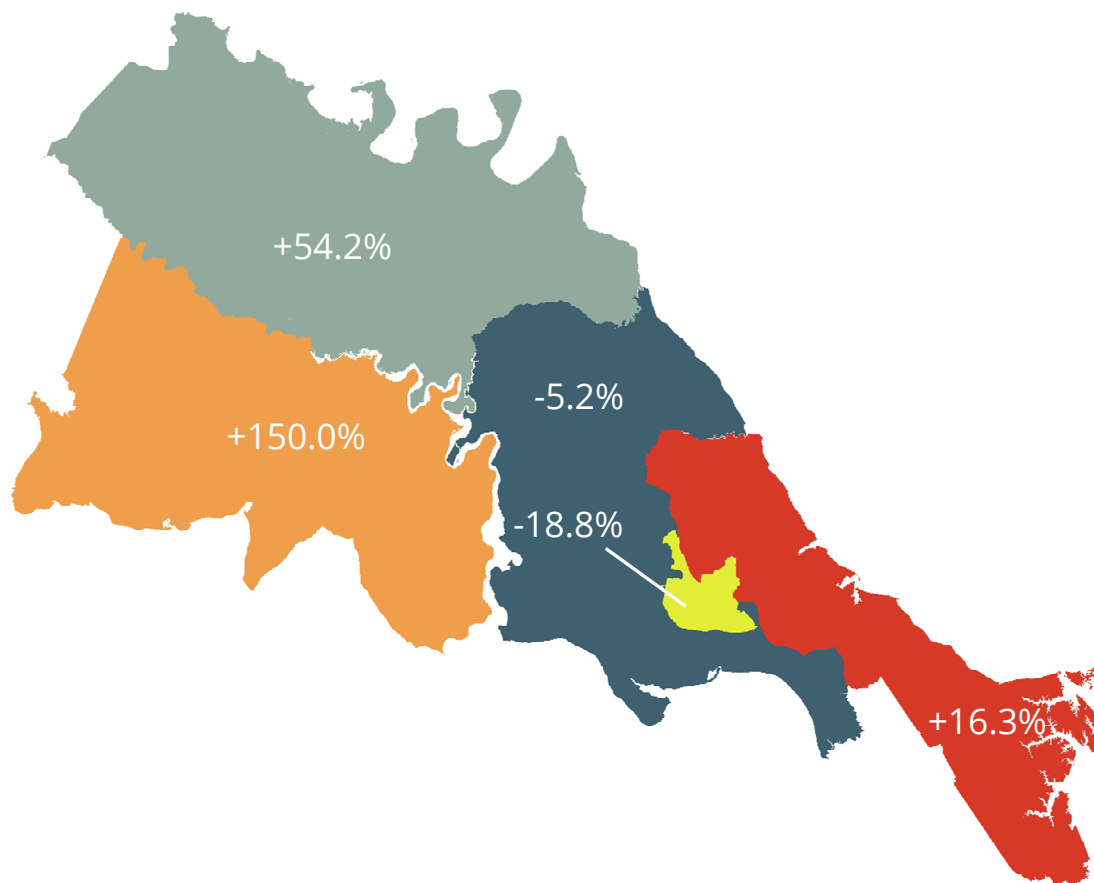
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - WAAR Footprint



Jurisdiction	Total Sales		
	Jan-21	Jan-22	% Chg
Charles City County	2	5	150.0%
James City County	134	127	-5.2%
New Kent County	24	37	54.2%
Williamsburg	16	13	-18.8%
York County	86	100	16.3%
<b>WAAR</b>	<b>262</b>	<b>282</b>	<b>7.6%</b>

# Total Market Overview



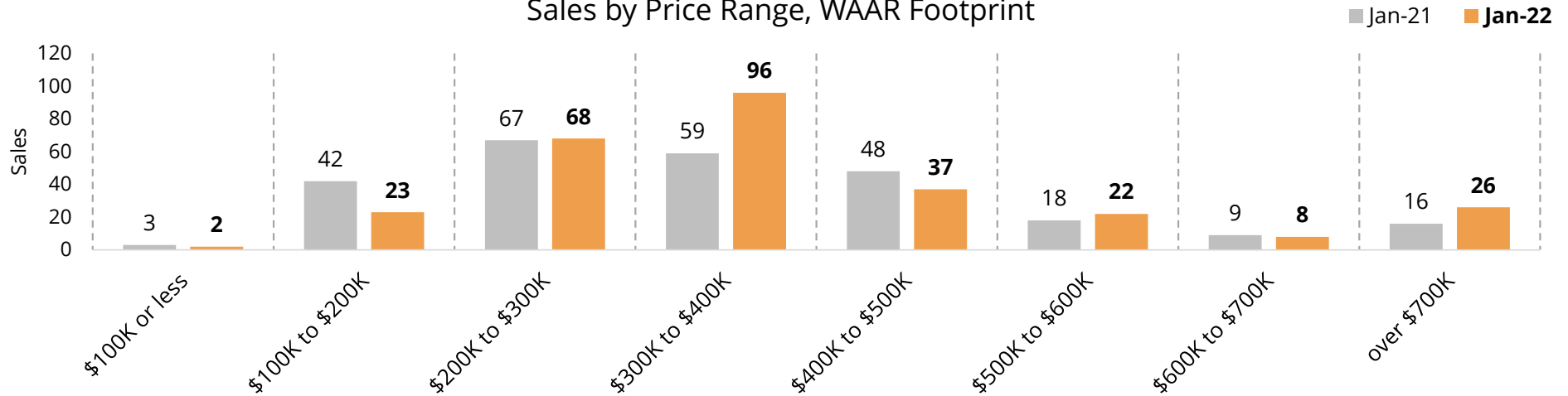
Key Metrics	2-year Trends	Jan-21	Jan-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jan-20		Jan-22				
Sales		262	<b>282</b>	7.6%	262	<b>282</b>	7.6%
Pending Sales		360	<b>227</b>	-36.9%	360	<b>227</b>	-36.9%
New Listings		379	<b>245</b>	-35.4%	379	<b>245</b>	-35.4%
Average List Price		\$368,886	<b>\$401,613</b>	8.9%	\$368,886	<b>\$401,613</b>	8.9%
Average Sales Price		\$364,309	<b>\$401,741</b>	10.3%	\$364,309	<b>\$401,741</b>	10.3%
Median Sales Price		\$325,050	<b>\$345,000</b>	6.1%	\$325,050	<b>\$345,000</b>	6.1%
Average Price Per Square Foot		\$155	<b>\$180</b>	15.8%	\$155	<b>\$180</b>	15.8%
Sold Dollar Volume (in millions)		\$95.4	<b>\$113.3</b>	18.7%	\$95.4	<b>\$113.3</b>	18.7%
Average Sold/Ask Price Ratio		98.8%	<b>100.9%</b>	2.1%	98.8%	<b>100.9%</b>	2.1%
Average Days on Market		39	<b>26</b>	-32.5%	39	<b>26</b>	-32.5%
Median Days on Market		16	<b>10</b>	-37.5%	16	<b>10</b>	-37.5%
Active Listings		536	<b>391</b>	-27.1%	n/a	<b>n/a</b>	n/a
Months of Supply		1.5	<b>0.9</b>	-37.1%	n/a	<b>n/a</b>	n/a

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

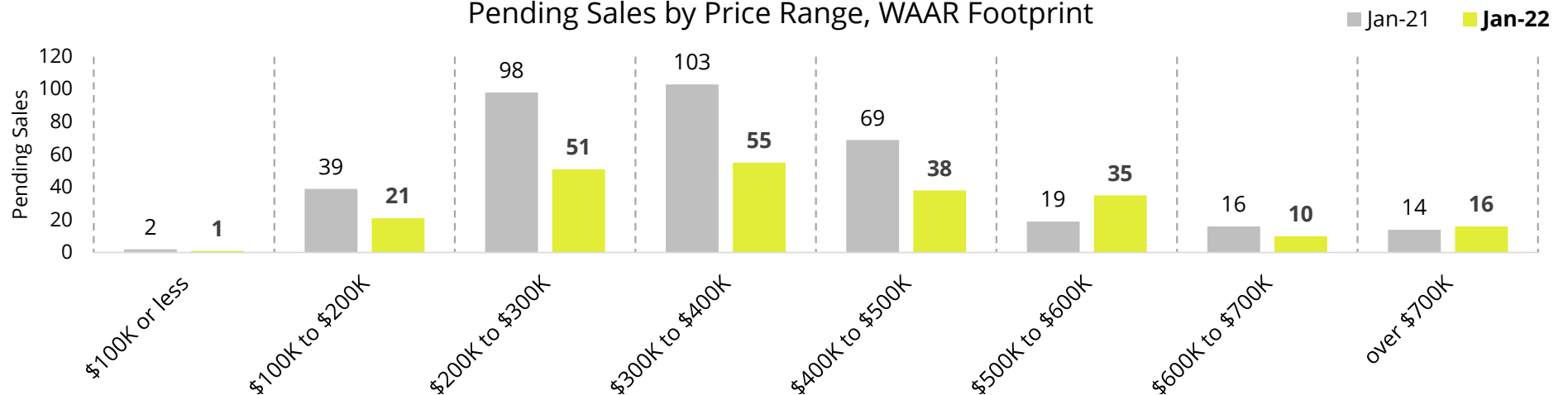
# Total Market by Price Range Overview



Sales by Price Range, WAAR Footprint



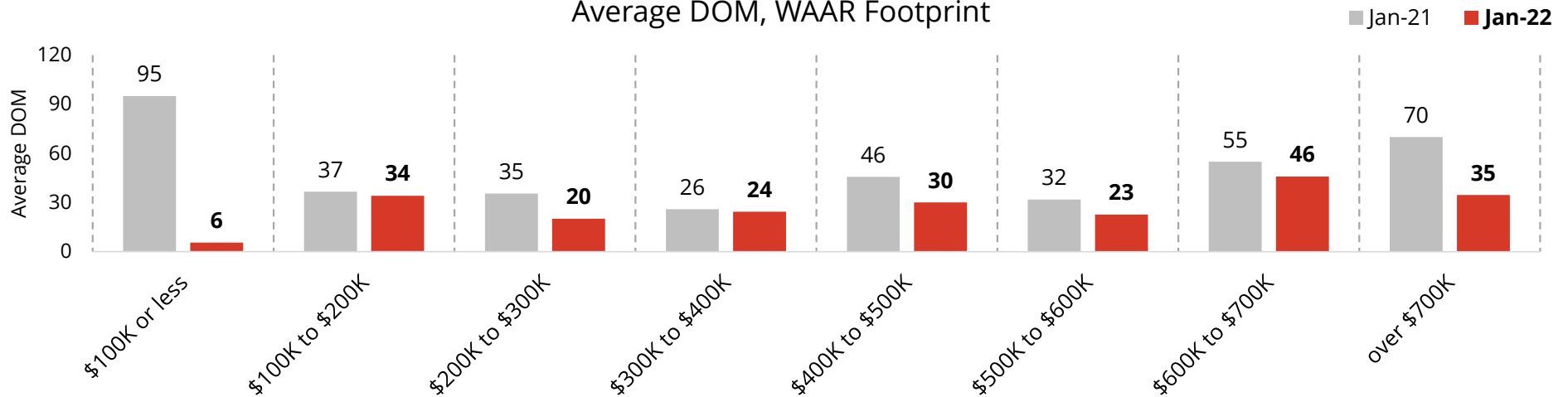
Pending Sales by Price Range, WAAR Footprint



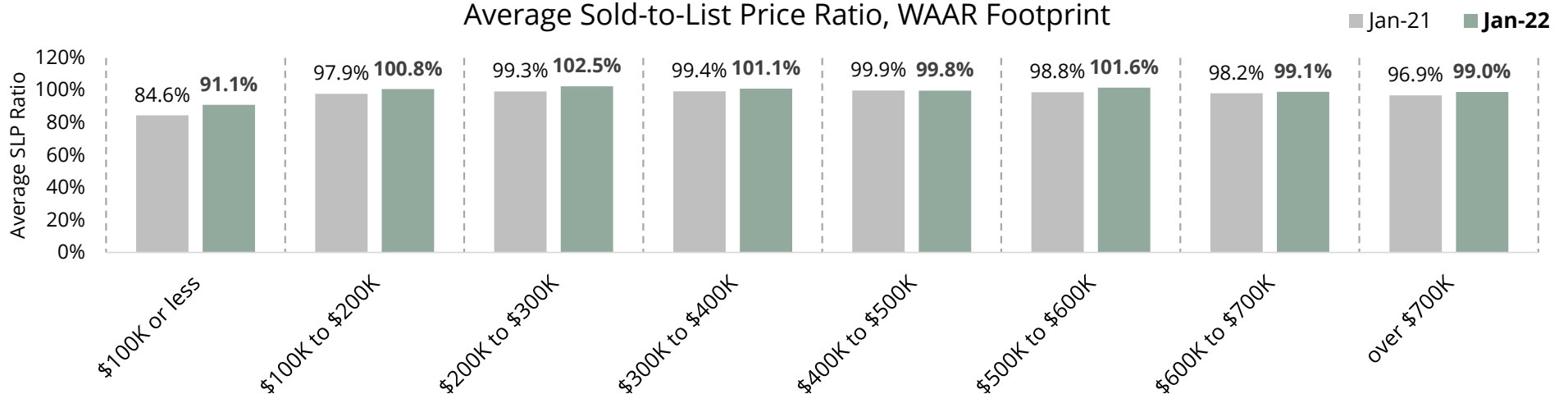
# Total Market by Price Range Overview



Average DOM, WAAR Footprint



Average Sold-to-List Price Ratio, WAAR Footprint



# Single-Family Detached Market Overview



Key Metrics	2-year Trends	Jan-21	Jan-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jan-20		Jan-22				
Sales		209	<b>221</b>	5.7%	209	<b>221</b>	5.7%
Pending Sales		286	<b>195</b>	-31.8%	286	<b>195</b>	-31.8%
New Listings		302	<b>211</b>	-30.1%	302	<b>211</b>	-30.1%
Average List Price		\$404,785	<b>\$438,174</b>	8.2%	\$404,785	<b>\$438,174</b>	8.2%
Average Sales Price		\$399,729	<b>\$437,685</b>	9.5%	\$399,729	<b>\$437,685</b>	9.5%
Median Sales Price		\$360,000	<b>\$374,900</b>	4.1%	\$360,000	<b>\$374,900</b>	4.1%
Average Price Per Square Foot		\$157	<b>\$181</b>	15.2%	\$157	<b>\$181</b>	15.2%
Sold Dollar Volume (in millions)		\$83.5	<b>\$96.7</b>	15.8%	\$83.5	<b>\$96.7</b>	15.8%
Average Sold/Ask Price Ratio		98.8%	<b>100.9%</b>	2.0%	98.8%	<b>100.9%</b>	2.0%
Average Days on Market		37	<b>27</b>	-26.9%	37	<b>27</b>	-26.9%
Median Days on Market		15	<b>10</b>	-33.3%	15	<b>10</b>	-33.3%
Active Listings		423	<b>286</b>	-32.4%	n/a	<b>n/a</b>	n/a
Months of Supply		1.5	<b>0.9</b>	-40.2%	n/a	<b>n/a</b>	n/a

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



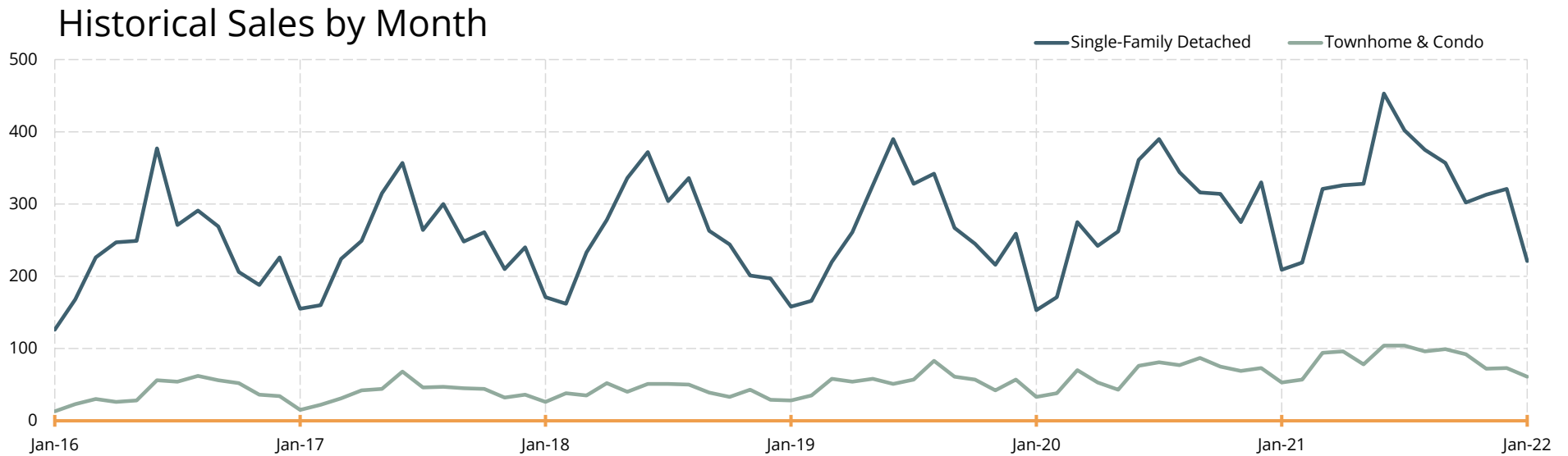
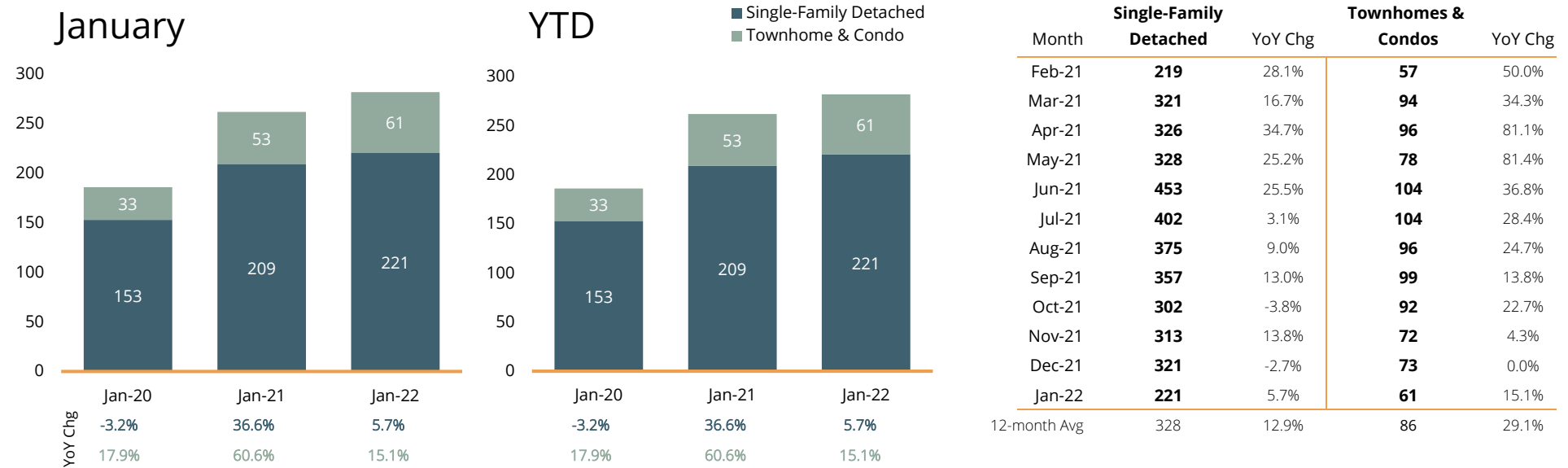
# Townhome & Condo Market Overview



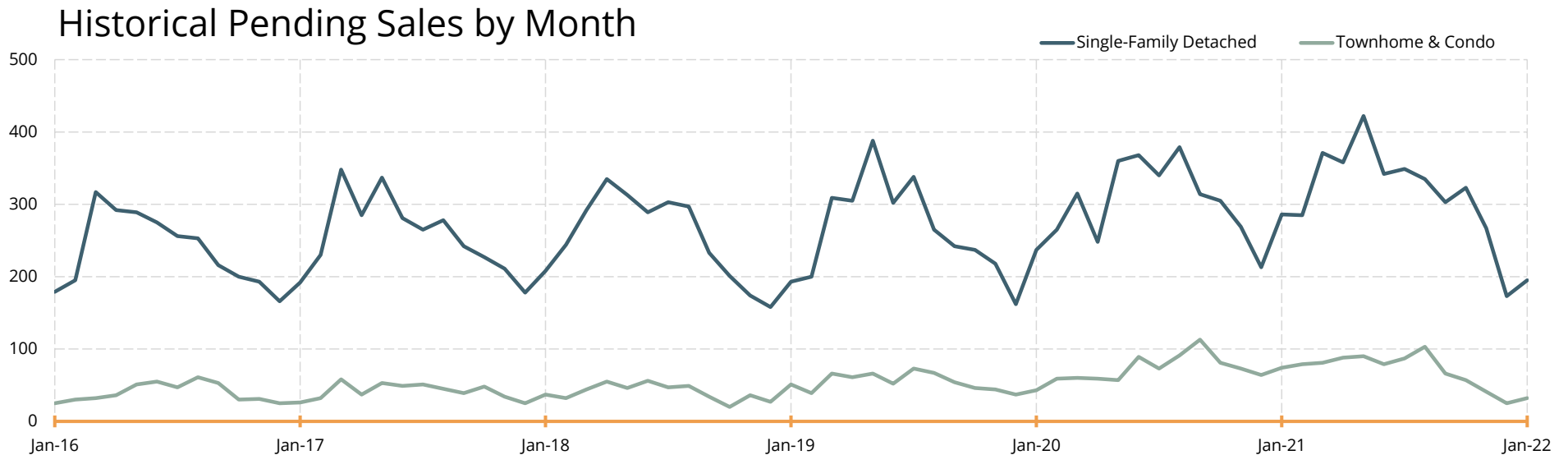
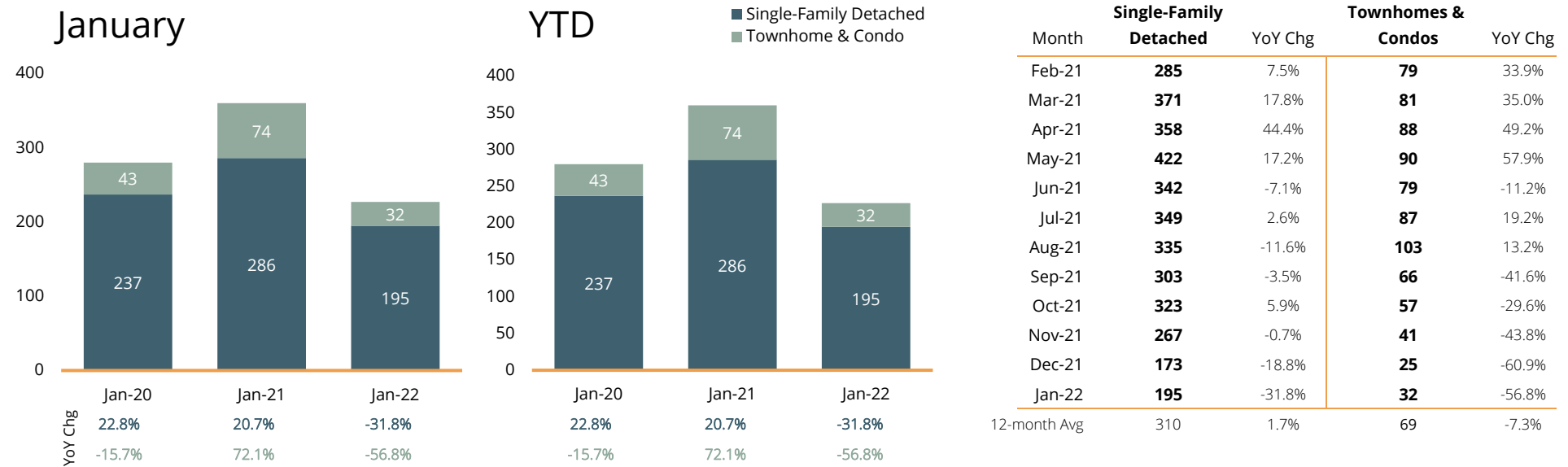
Key Metrics	2-year Trends	Jan-21	Jan-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jan-20						
Sales		53	<b>61</b>	15.1%	53	<b>61</b>	15.1%
Pending Sales		74	<b>32</b>	-56.8%	74	<b>32</b>	-56.8%
New Listings		77	<b>34</b>	-55.8%	77	<b>34</b>	-55.8%
Average List Price		\$227,320	<b>\$269,156</b>	18.4%	\$227,320	<b>\$269,156</b>	18.4%
Average Sales Price		\$224,632	<b>\$271,517</b>	20.9%	\$224,632	<b>\$271,517</b>	20.9%
Median Sales Price		\$225,000	<b>\$280,985</b>	24.9%	\$225,000	<b>\$280,985</b>	24.9%
Average Price Per Square Foot		\$143	<b>\$168</b>	17.5%	\$143	<b>\$168</b>	17.5%
Sold Dollar Volume (in millions)		\$11.9	<b>\$16.6</b>	39.1%	\$11.9	<b>\$16.6</b>	39.1%
Average Sold/Ask Price Ratio		98.8%	<b>100.9%</b>	2.1%	98.8%	<b>100.9%</b>	2.1%
Average Days on Market		46	<b>23</b>	-49.8%	46	<b>23</b>	-49.8%
Median Days on Market		19	<b>11</b>	-42.1%	19	<b>11</b>	-42.1%
Active Listings		113	<b>105</b>	-7.1%	n/a	<b>n/a</b>	n/a
Months of Supply		1.7	<b>1.2</b>	-28.1%	n/a	<b>n/a</b>	n/a

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

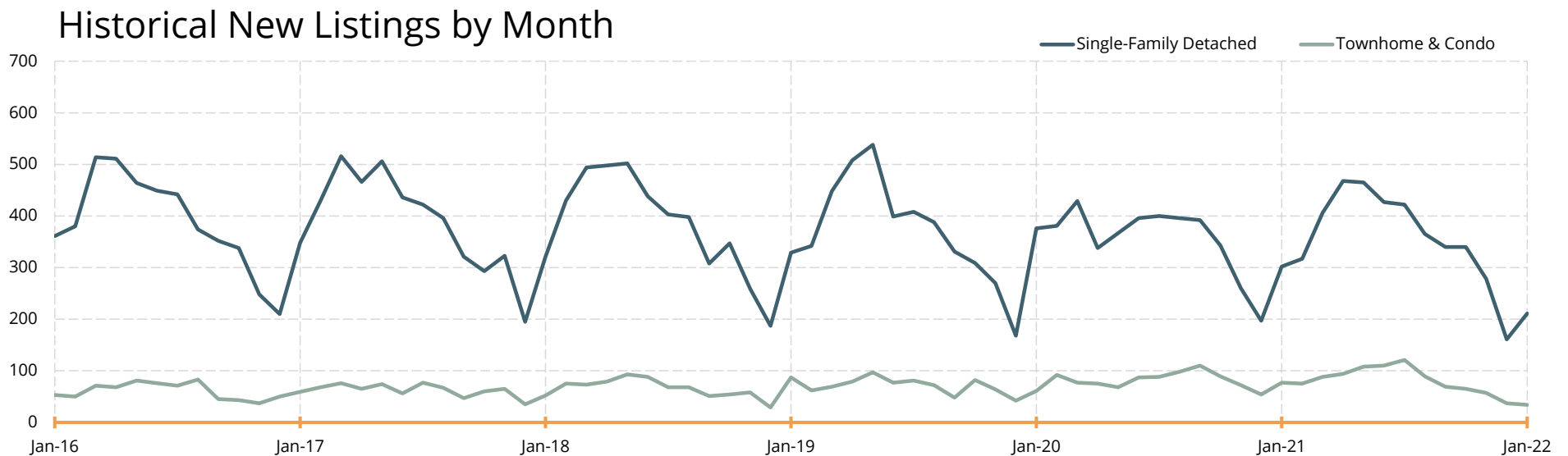
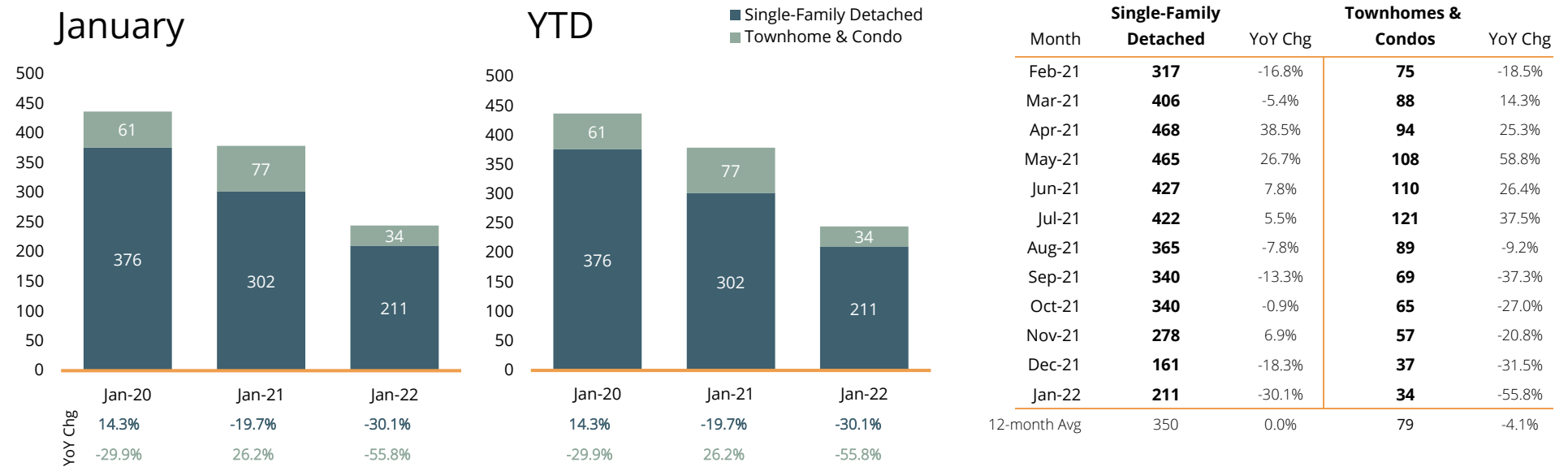
# Sales



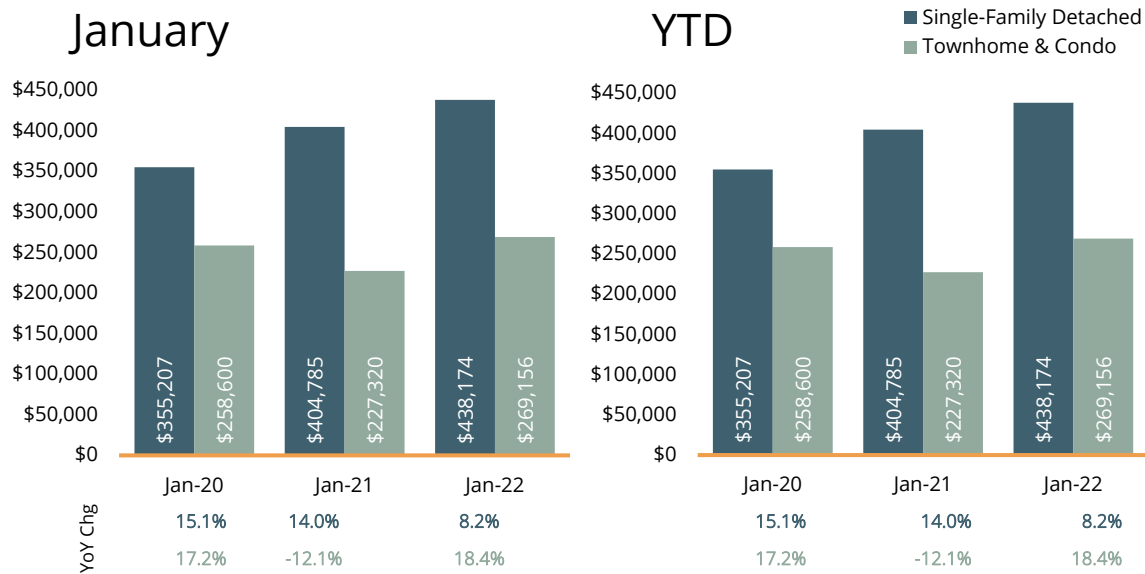
# Pending Sales



# New Listings

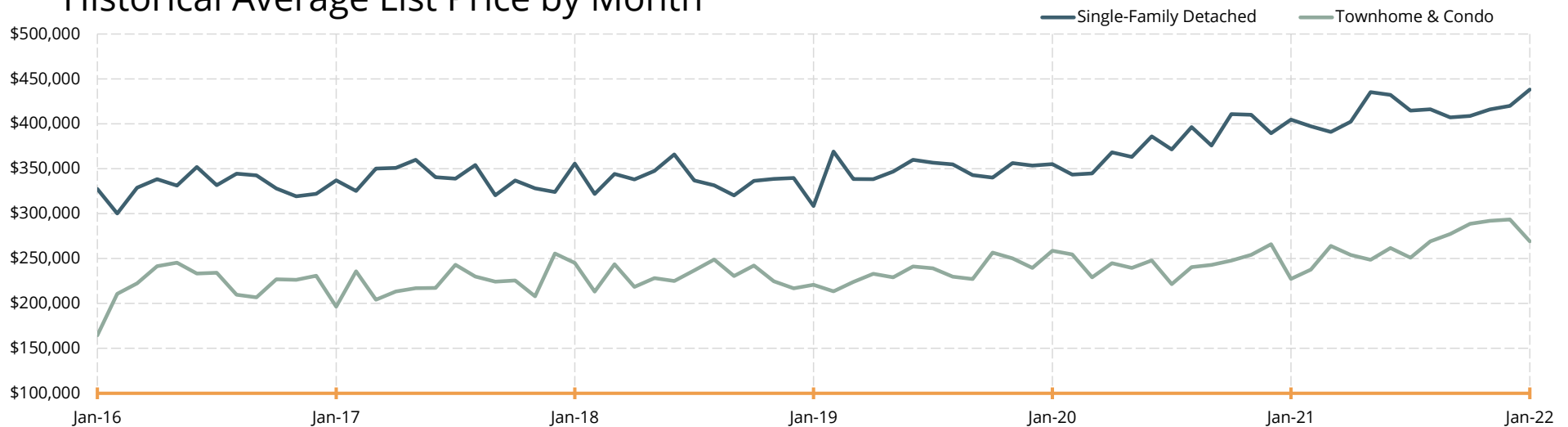


# Average List Price

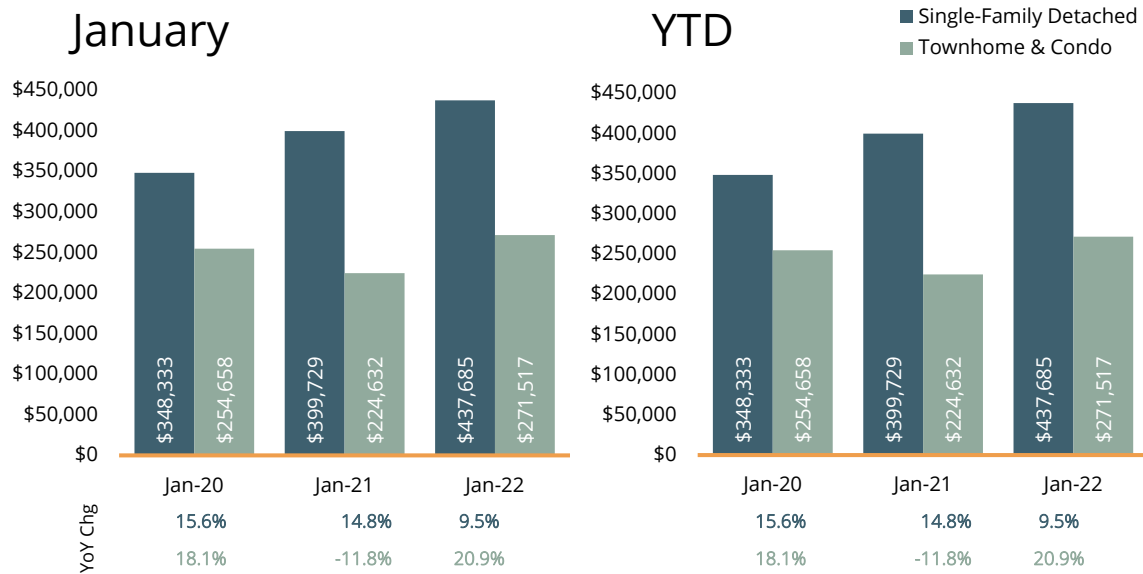


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-21	\$397,269	15.6%	\$237,651	-6.7%
Mar-21	\$391,011	13.4%	\$264,101	15.3%
Apr-21	\$402,381	9.3%	\$254,002	3.8%
May-21	\$435,403	19.9%	\$248,551	3.7%
Jun-21	\$432,282	12.0%	\$261,658	5.6%
Jul-21	\$414,808	11.7%	\$250,956	13.3%
Aug-21	\$416,217	5.0%	\$269,181	12.0%
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%
12-month Avg	\$414,980	9.1%	\$267,233	10.0%

## Historical Average List Price by Month

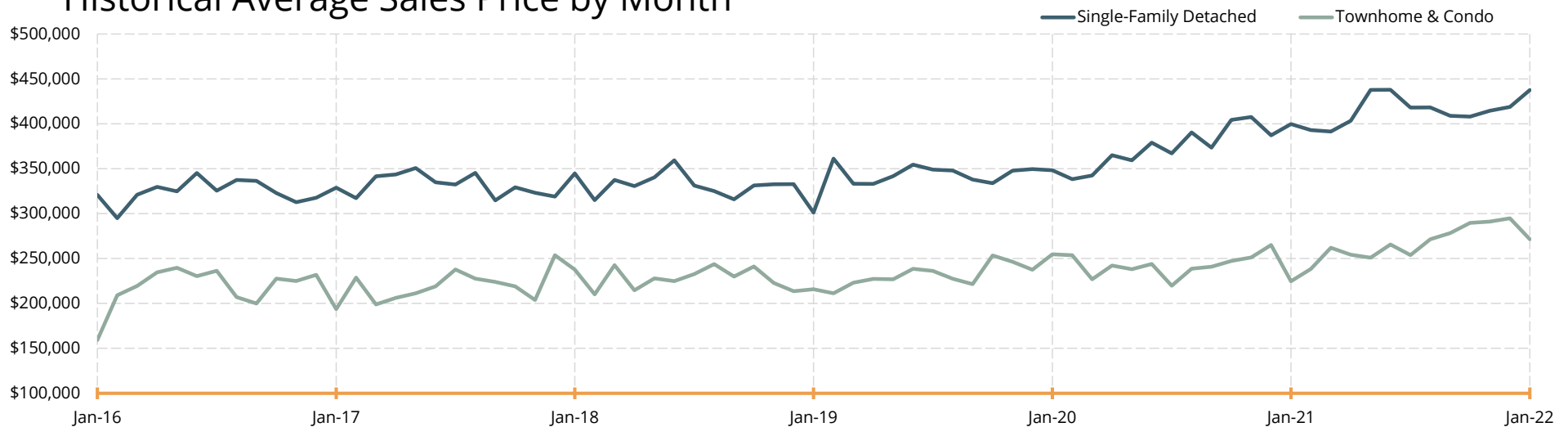


# Average Sales Price

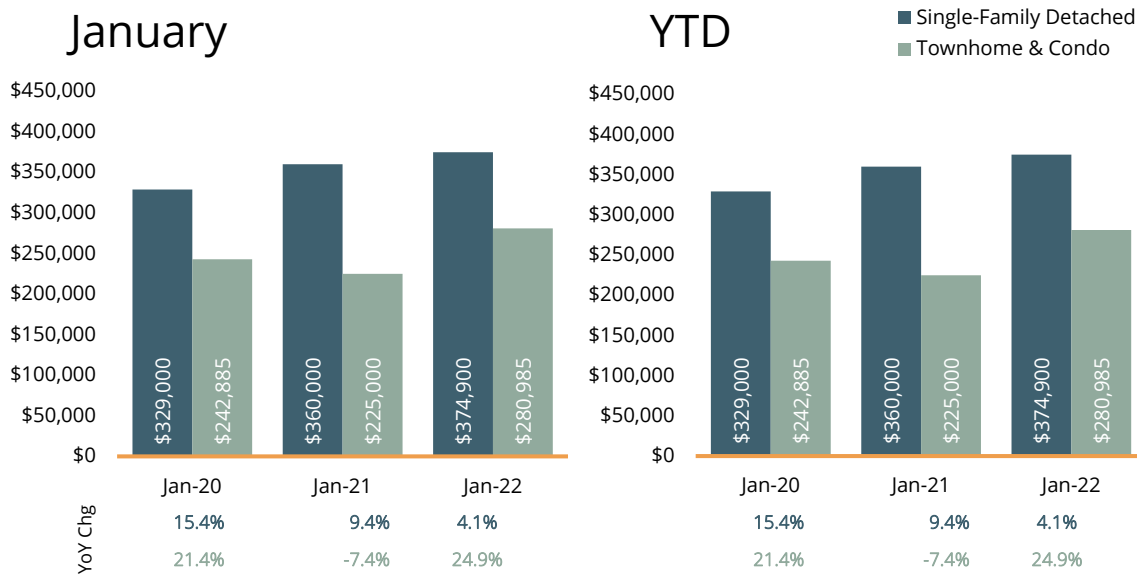


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-21	\$393,016	16.2%	\$238,342	-6.0%
Mar-21	\$391,401	14.3%	\$262,030	15.5%
Apr-21	\$403,471	10.5%	\$254,278	5.0%
May-21	\$437,810	21.8%	\$250,964	5.4%
Jun-21	\$437,939	15.5%	\$265,673	8.9%
Jul-21	\$418,179	13.9%	\$253,855	15.6%
Aug-21	\$418,314	7.1%	\$271,424	13.7%
Sep-21	\$408,993	9.5%	\$278,370	15.6%
Oct-21	\$408,085	0.9%	\$289,756	17.2%
Nov-21	\$414,670	1.7%	\$291,221	15.9%
Dec-21	\$418,873	8.2%	\$294,832	11.2%
Jan-22	\$437,685	9.5%	\$271,517	20.9%
12-month Avg	\$415,703	10.5%	\$268,522	11.4%

## Historical Average Sales Price by Month

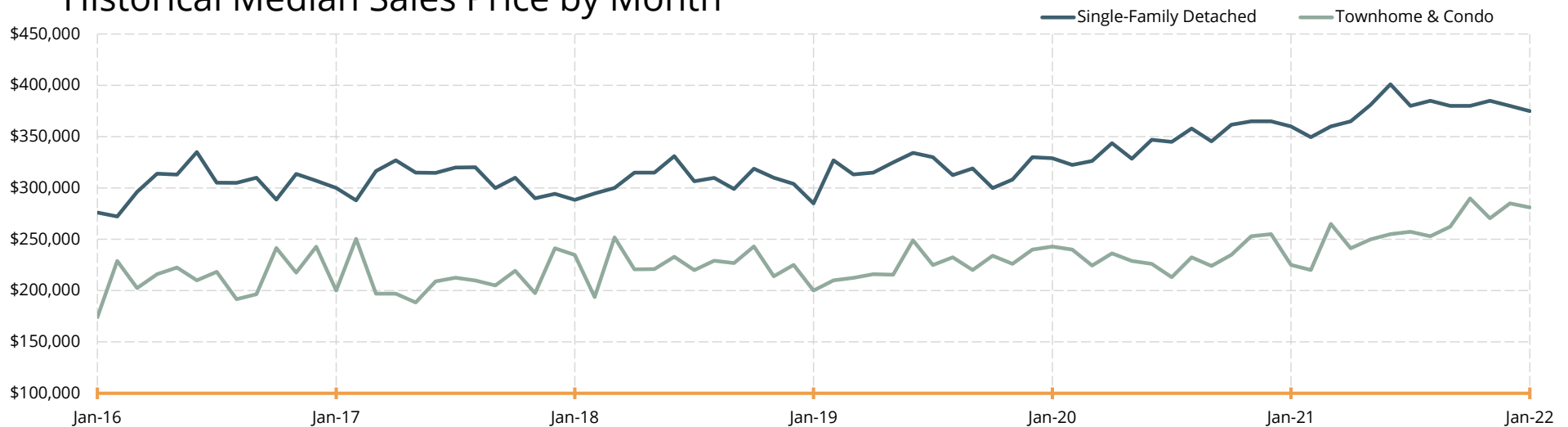


# Median Sales Price

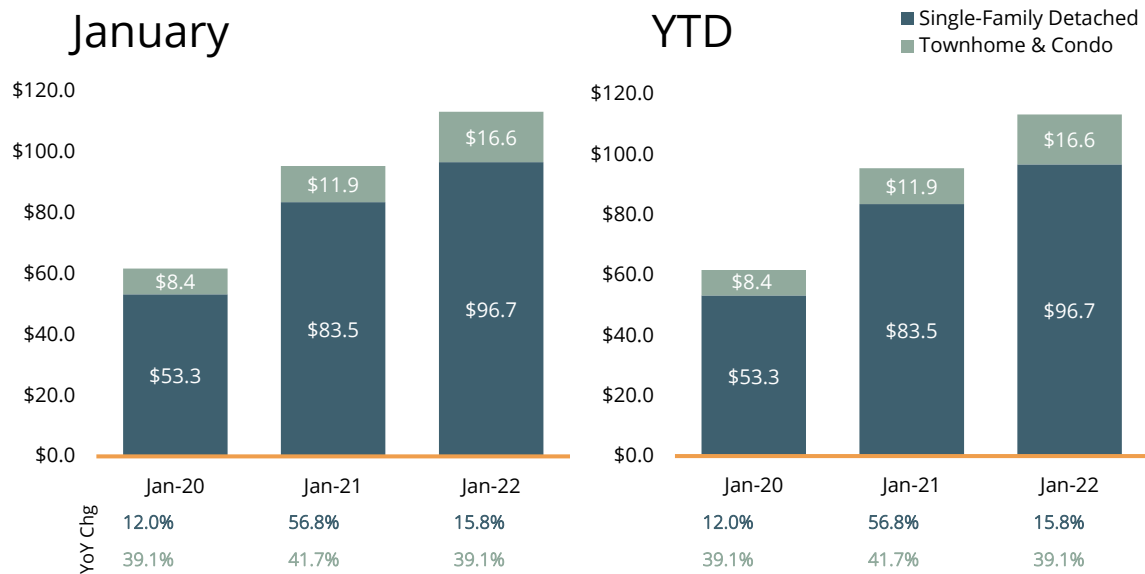


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-21	\$349,480	8.4%	\$220,000	-8.3%
Mar-21	\$360,000	10.3%	\$265,000	18.1%
Apr-21	\$365,000	6.2%	\$241,233	2.1%
May-21	\$381,000	16.0%	\$249,950	9.2%
Jun-21	\$401,000	15.6%	\$255,000	12.8%
Jul-21	\$379,995	10.1%	\$257,250	20.8%
Aug-21	\$385,000	7.6%	\$253,000	8.8%
Sep-21	\$380,000	10.0%	\$262,265	17.1%
Oct-21	\$380,000	5.1%	\$289,815	23.4%
Nov-21	\$385,000	5.5%	\$270,450	6.9%
Dec-21	\$380,000	4.1%	\$285,000	11.8%
Jan-22	\$374,900	4.1%	\$280,985	24.9%
12-month Avg	\$376,781	8.5%	\$260,829	12.1%

## Historical Median Sales Price by Month

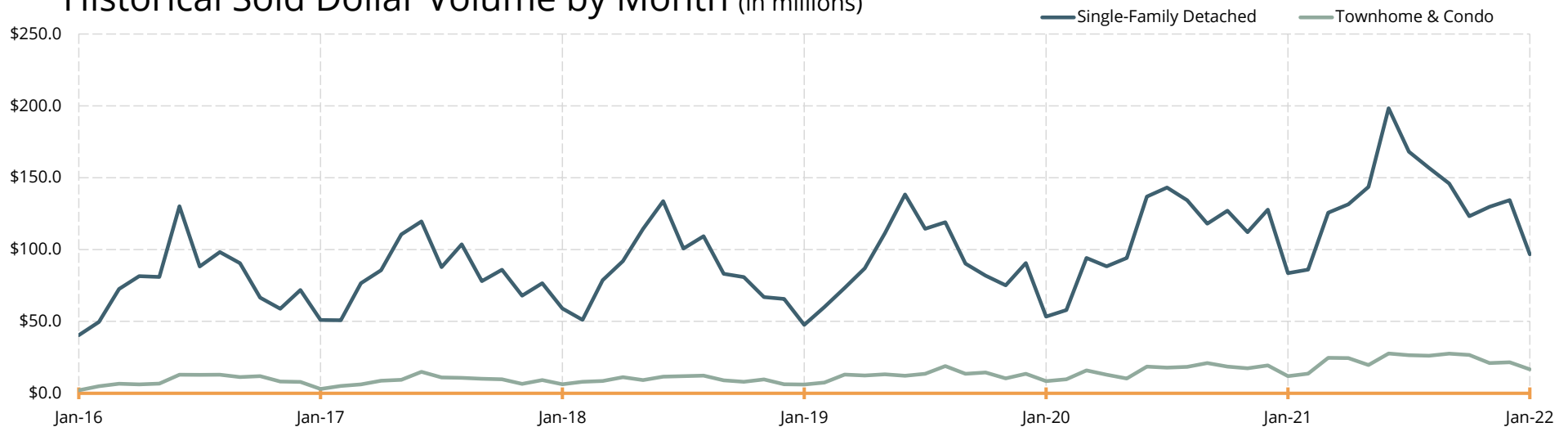


# Sold Dollar Volume (in millions)



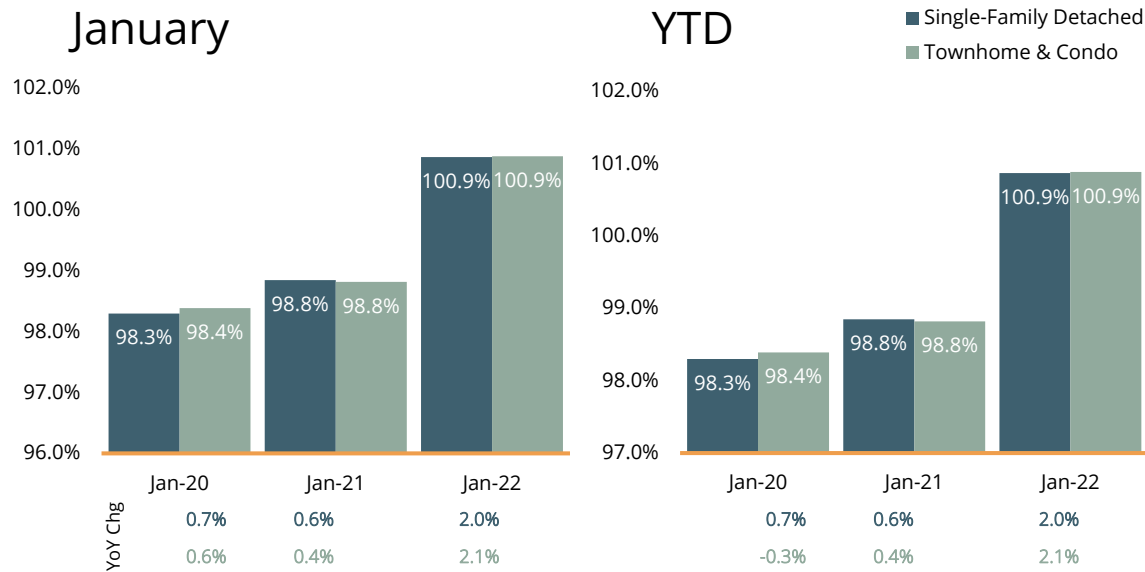
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-21	\$86.1	48.8%	\$13.6	41.0%
Mar-21	\$125.6	33.4%	\$24.6	55.1%
Apr-21	\$131.5	48.9%	\$24.4	90.2%
May-21	\$143.6	52.5%	\$19.6	91.2%
Jun-21	\$198.4	45.0%	\$27.6	49.0%
Jul-21	\$168.1	17.4%	\$26.4	48.4%
Aug-21	\$156.9	16.8%	\$26.1	41.8%
Sep-21	\$146.0	23.7%	\$27.6	31.5%
Oct-21	\$123.2	-3.0%	\$26.7	43.8%
Nov-21	\$129.8	15.8%	\$21.0	20.9%
Dec-21	\$134.5	5.2%	\$21.5	11.2%
Jan-22	\$96.7	15.8%	\$16.6	39.1%
12-month Avg	\$136.7	24.5%	\$23.0	44.0%

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



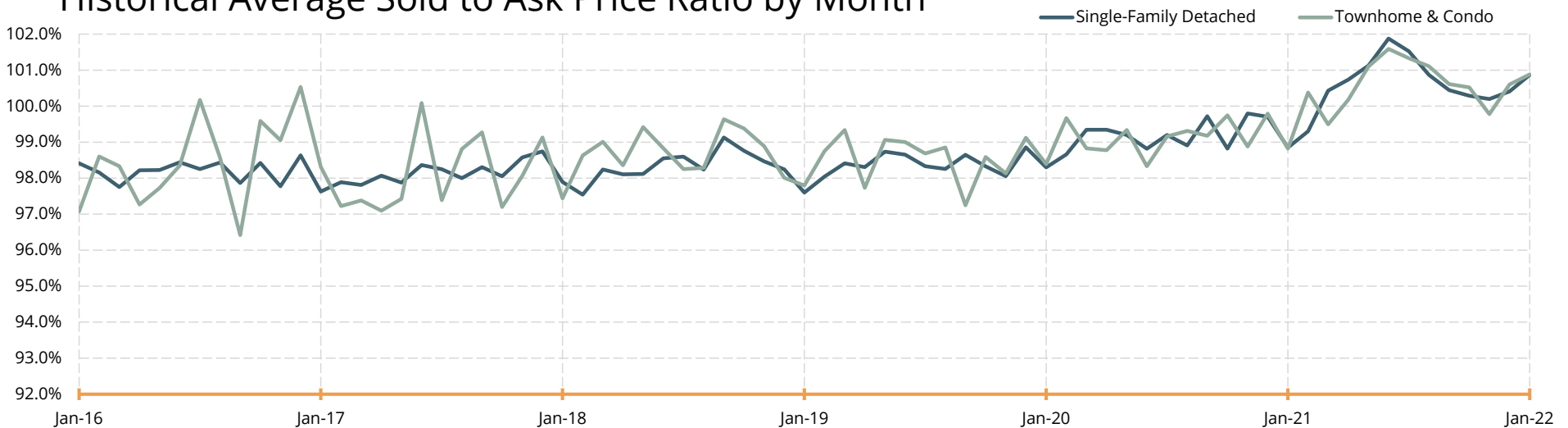


# Average Sold to Ask Price Ratio

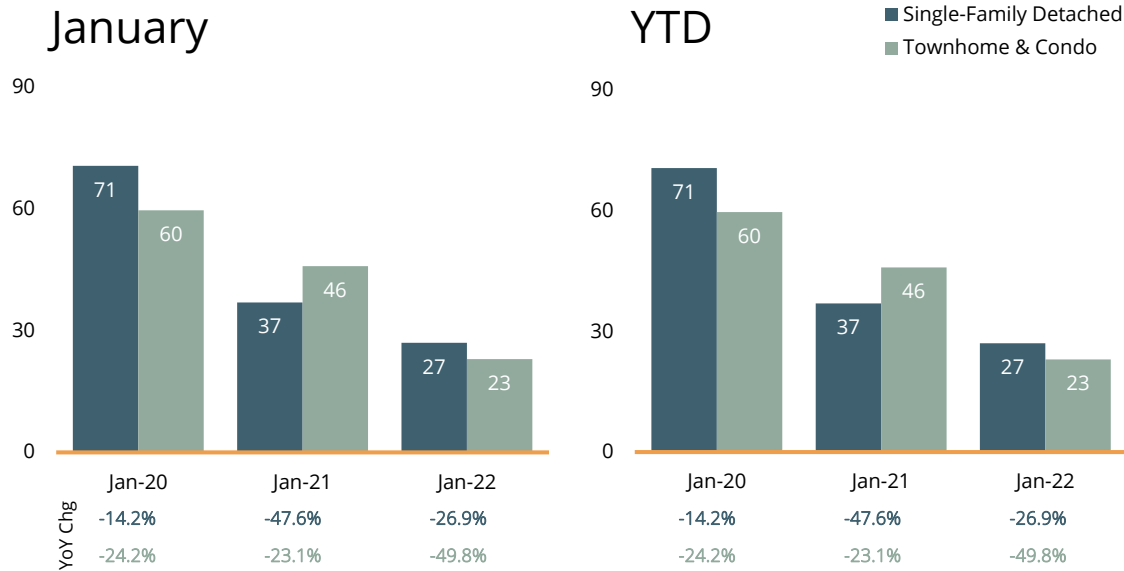


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Feb-21	99.3%	0.6%	100.4%	0.7%
Mar-21	100.4%	1.1%	99.5%	0.7%
Apr-21	100.7%	1.4%	100.2%	1.4%
May-21	101.1%	1.9%	101.1%	1.8%
Jun-21	101.9%	3.1%	101.6%	3.3%
Jul-21	101.5%	2.3%	101.3%	2.2%
Aug-21	100.9%	2.0%	101.1%	1.8%
Sep-21	100.4%	0.7%	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%
12-month Avg	100.7%	1.5%	100.6%	1.5%

## Historical Average Sold to Ask Price Ratio by Month

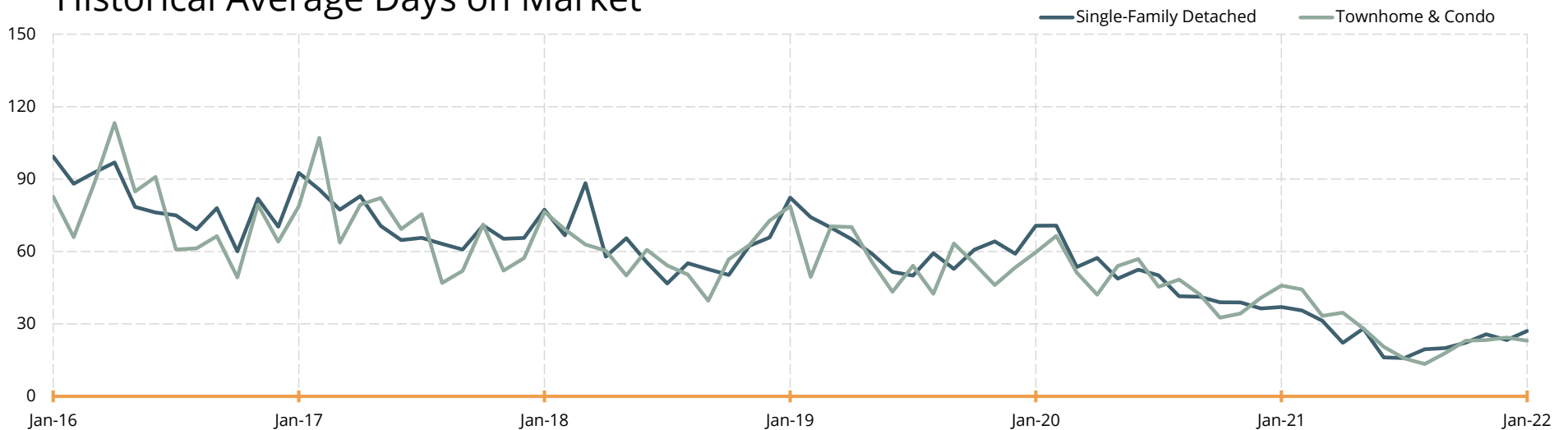


# Average Days on Market



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-21	36	-49.7%	44	-33.4%
Mar-21	31	-41.6%	33	-34.9%
Apr-21	22	-61.4%	35	-17.8%
May-21	28	-42.5%	28	-48.0%
Jun-21	16	-69.3%	21	-64.0%
Jul-21	16	-68.4%	16	-65.4%
Aug-21	19	-53.0%	13	-72.3%
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%
12-month Avg	24	-49.4%	25	-46.2%

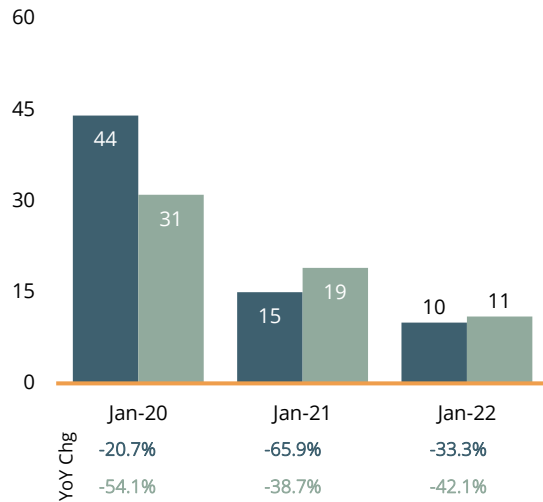
## Historical Average Days on Market



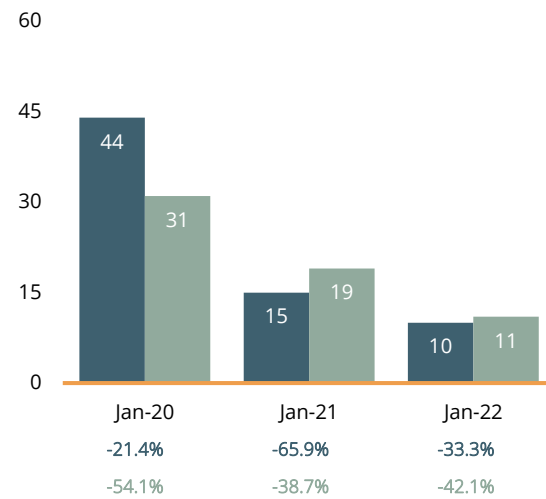
# Median Days on Market



## January

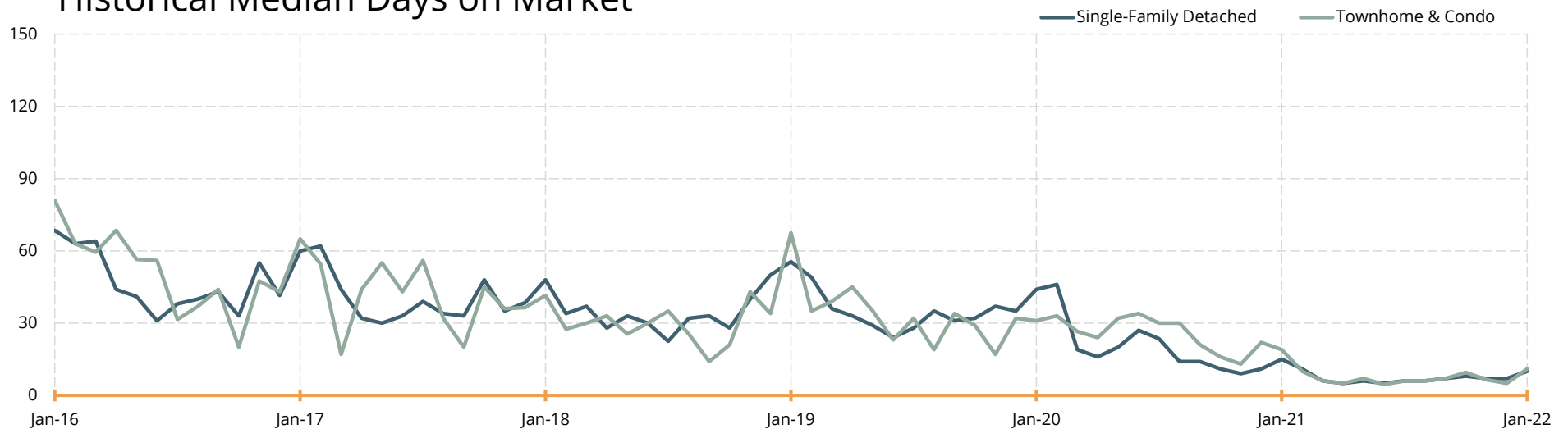


## YTD



Month	Single-Family Detached		YoY Chg	Townhomes & Condos		YoY Chg
	Detached			Condos		
Feb-21	11		-76.1%	10		-69.7%
Mar-21	6		-68.4%	6		-77.4%
Apr-21	5		-68.8%	5		-79.2%
May-21	6		-70.0%	7		-78.1%
Jun-21	5		-81.5%	5		-86.8%
Jul-21	6		-74.5%	6		-80.0%
Aug-21	6		-57.1%	6		-80.0%
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%
12-month Avg	7		-62.7%	7		-72.2%

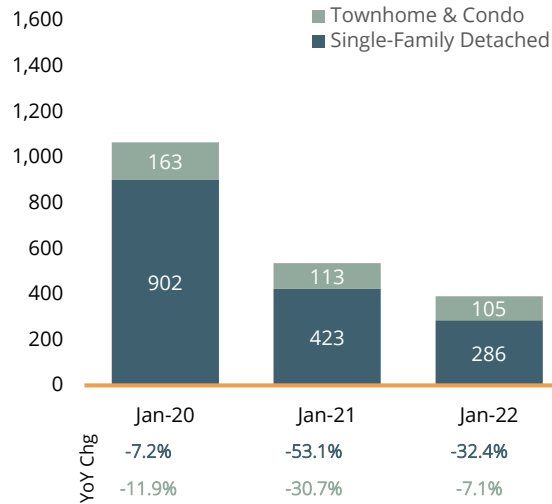
## Historical Median Days on Market



# Active Listings

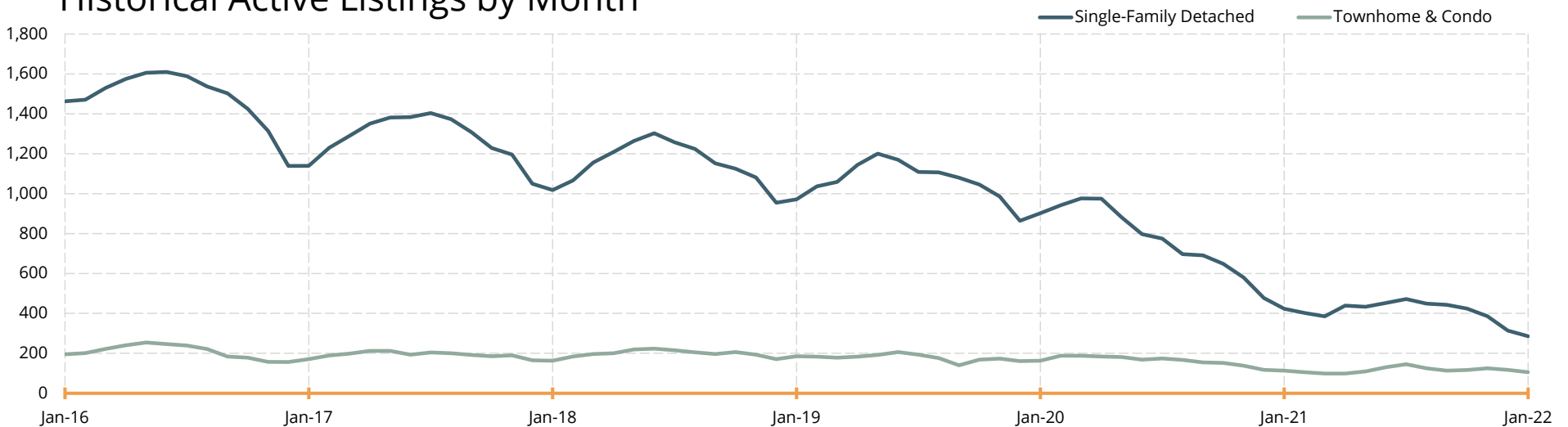


## January



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Feb-21	402	-57.3%	105	-44.1%
Mar-21	385	-60.6%	99	-47.3%
Apr-21	439	-55.0%	99	-46.2%
May-21	433	-50.9%	109	-39.8%
Jun-21	452	-43.3%	130	-22.6%
Jul-21	472	-39.1%	145	-16.7%
Aug-21	449	-35.6%	125	-25.1%
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%
12-month Avg	407	-44.9%	116	-27.9%

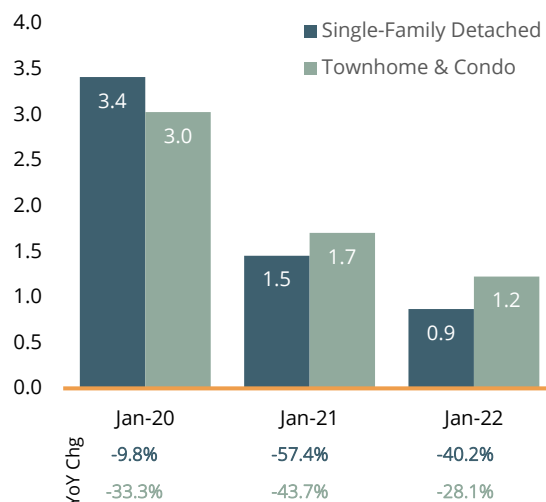
## Historical Active Listings by Month



# Months of Supply

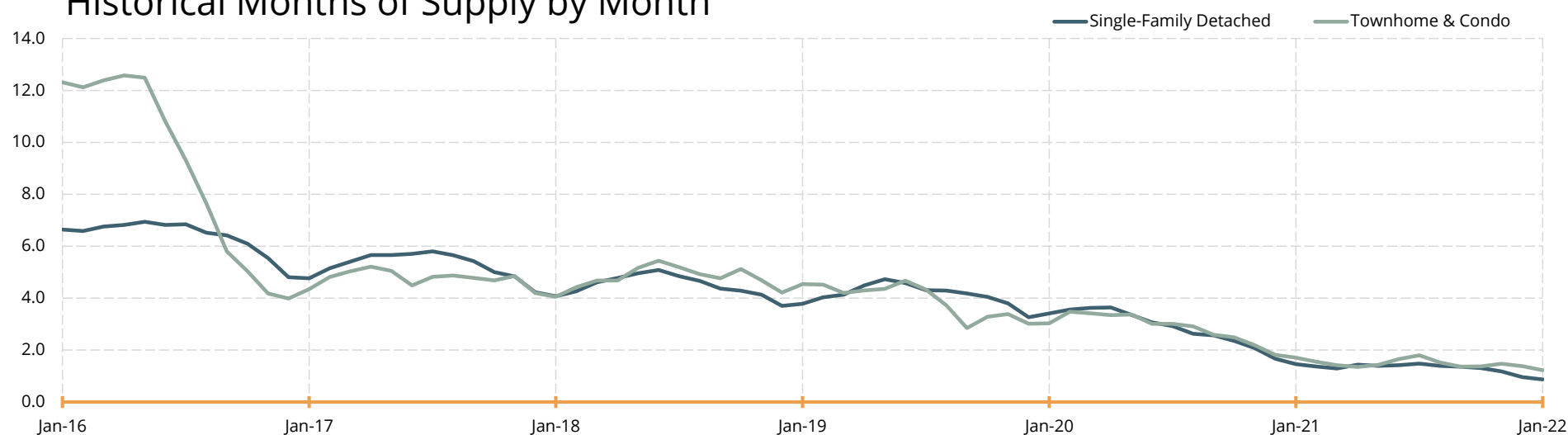


## January



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Feb-21	1.4	-61.7%	1.5	-55.5%
Mar-21	1.3	-64.4%	1.4	-58.5%
Apr-21	1.4	-60.5%	1.3	-59.7%
May-21	1.4	-58.5%	1.4	-57.6%
Jun-21	1.4	-53.7%	1.7	-45.1%
Jul-21	1.5	-49.5%	1.8	-40.2%
Aug-21	1.4	-47.0%	1.5	-47.8%
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%
12-month Avg	1.3	-53.1%	1.5	-47.4%

## Historical Months of Supply by Month



# Area Overview - Total Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
James City County	176	<b>102</b>	-42.0%	134	<b>127</b>	-5.2%	\$392,704	<b>\$450,160</b>	14.6%	\$340,000	<b>\$395,000</b>	16.2%	222	<b>119</b>	-46.4%	1.3	<b>0.6</b>	-52.8%
Williamsburg	15	<b>17</b>	13.3%	16	<b>13</b>	-18.8%	\$311,435	<b>\$464,308</b>	49.1%	\$257,950	<b>\$392,000</b>	52.0%	33	<b>41</b>	24.2%	1.7	<b>1.6</b>	-2.6%
York County	127	<b>54</b>	-57.5%	86	<b>100</b>	16.3%	\$346,729	<b>\$350,069</b>	1.0%	\$325,295	<b>\$331,101</b>	1.8%	179	<b>141</b>	-21.2%	1.6	<b>1.1</b>	-30.1%
New Kent County	57	<b>68</b>	19.3%	24	<b>37</b>	54.2%	\$326,165	<b>\$368,653</b>	13.0%	\$298,000	<b>\$359,990</b>	20.8%	90	<b>86</b>	-4.4%	1.9	<b>1.4</b>	-25.9%
Charles City County	4	<b>4</b>	0.0%	2	<b>5</b>	150.0%	\$98,500	<b>\$287,520</b>	191.9%	\$98,500	<b>\$212,100</b>	115.3%	12	<b>4</b>	-66.7%	3.4	<b>1.0</b>	-70.2%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price TYD			Median Sales Price TYD			Active Listings YTD		
	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
James City County	176	<b>102</b>	-42.0%	134	<b>127</b>	-5.2%	\$392,704	<b>\$450,160</b>	14.6%	\$340,000	<b>\$395,000</b>	16.2%	222	<b>119</b>	-46.4%
Williamsburg	15	<b>17</b>	13.3%	16	<b>13</b>	-18.8%	\$311,435	<b>\$464,308</b>	49.1%	\$257,950	<b>\$392,000</b>	52.0%	33	<b>41</b>	24.2%
York County	127	<b>54</b>	-57.5%	86	<b>100</b>	16.3%	\$346,729	<b>\$350,069</b>	1.0%	\$325,295	<b>\$331,101</b>	1.8%	179	<b>141</b>	-21.2%
New Kent County	57	<b>68</b>	19.3%	24	<b>37</b>	54.2%	\$326,165	<b>\$368,653</b>	13.0%	\$298,000	<b>\$359,990</b>	20.8%	90	<b>86</b>	-4.4%
Charles City County	4	<b>4</b>	0.0%	2	<b>5</b>	150.0%	\$98,500	<b>\$287,520</b>	191.9%	\$98,500	<b>\$212,100</b>	115.3%	12	<b>4</b>	-66.7%

# Area Overview - Single Family Detached Market



	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
Geography	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
James City County	136	<b>89</b>	-34.6%	103	<b>107</b>	3.9%	\$443,388	<b>\$485,930</b>	9.6%	\$399,000	<b>\$430,000</b>	7.8%	177	<b>100</b>	-43.5%	1.3	<b>0.6</b>	-49.6%
Williamsburg	9	<b>14</b>	55.6%	11	<b>10</b>	-9.1%	\$354,460	<b>\$543,550</b>	53.3%	\$294,900	<b>\$545,000</b>	84.8%	13	<b>25</b>	92.3%	1.0	<b>1.6</b>	55.5%
York County	96	<b>40</b>	-58.3%	69	<b>63</b>	-8.7%	\$376,093	<b>\$389,519</b>	3.6%	\$350,000	<b>\$350,000</b>	0.0%	131	<b>89</b>	-32.1%	1.5	<b>0.9</b>	-36.1%
New Kent County	57	<b>64</b>	12.3%	24	<b>36</b>	50.0%	\$326,165	<b>\$370,029</b>	13.4%	\$298,000	<b>\$359,995</b>	20.8%	90	<b>68</b>	-24.4%	2.0	<b>1.2</b>	-40.4%
Charles City County	4	<b>4</b>	0.0%	2	<b>5</b>	150.0%	\$98,500	<b>\$287,520</b>	191.9%	\$98,500	<b>\$212,100</b>	115.3%	12	<b>4</b>	-66.7%	3.4	<b>1.0</b>	-70.2%



# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
James City County	136	<b>89</b>	-34.6%	103	<b>107</b>	3.9%	\$443,388	<b>\$485,930</b>	9.6%	\$399,000	<b>\$430,000</b>	7.8%	177	<b>100</b>	-43.5%
Williamsburg	9	<b>14</b>	55.6%	11	<b>10</b>	-9.1%	\$354,460	<b>\$543,550</b>	53.3%	\$294,900	<b>\$545,000</b>	84.8%	13	<b>25</b>	92.3%
York County	96	<b>40</b>	-58.3%	69	<b>63</b>	-8.7%	\$376,093	<b>\$389,519</b>	3.6%	\$350,000	<b>\$350,000</b>	0.0%	131	<b>89</b>	-32.1%
New Kent County	57	<b>64</b>	12.3%	24	<b>36</b>	50.0%	\$326,165	<b>\$370,029</b>	13.4%	\$298,000	<b>\$359,995</b>	20.8%	90	<b>68</b>	-24.4%
Charles City County	4	<b>4</b>	0.0%	2	<b>5</b>	150.0%	\$98,500	<b>\$287,520</b>	191.9%	\$98,500	<b>\$212,100</b>	115.3%	12	<b>4</b>	-66.7%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
James City County	40	<b>13</b>	-67.5%	31	<b>20</b>	-35.5%	\$224,303	<b>\$258,787</b>	15.4%	\$219,000	<b>\$274,000</b>	25.1%	45	<b>19</b>	-57.8%	1.3	<b>0.5</b>	-64.7%
Williamsburg	6	<b>3</b>	-50.0%	5	<b>3</b>	-40.0%	\$216,780	<b>\$200,167</b>	-7.7%	\$231,000	<b>\$175,000</b>	-24.2%	20	<b>16</b>	-20.0%	2.7	<b>1.6</b>	-40.3%
York County	31	<b>14</b>	-54.8%	17	<b>37</b>	117.6%	\$227,542	<b>\$282,896</b>	24.3%	\$228,000	<b>\$280,985</b>	23.2%	48	<b>52</b>	8.3%	2.1	<b>1.6</b>	-21.4%
New Kent County	0	<b>4</b>	n/a	0	<b>1</b>	n/a	\$0	<b>\$319,115</b>	n/a	\$0	<b>\$319,115</b>	n/a	0	<b>18</b>	n/a	0.0	<b>8.0</b>	n/a
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		
	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
James City County	40	<b>13</b>	-67.5%	31	<b>20</b>	-35.5%	\$224,303	<b>\$258,787</b>	15.4%	\$219,000	<b>\$274,000</b>	25.1%	45	<b>19</b>	-57.8%
Williamsburg	6	<b>3</b>	-50.0%	5	<b>3</b>	-40.0%	\$216,780	<b>\$200,167</b>	-7.7%	\$231,000	<b>\$175,000</b>	-24.2%	20	<b>16</b>	-20.0%
York County	31	<b>14</b>	-54.8%	17	<b>37</b>	117.6%	\$227,542	<b>\$282,896</b>	24.3%	\$228,000	<b>\$280,985</b>	23.2%	48	<b>52</b>	8.3%
New Kent County	0	<b>4</b>	n/a	0	<b>1</b>	n/a	\$0	<b>\$319,115</b>	n/a	\$0	<b>\$319,115</b>	n/a	0	<b>18</b>	n/a
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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Data and analysis provided by Virginia REALTORS® Chief Economist, Lisa Sturtevant, PhD.

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