

# WAAR WILLIAMSBURG

## MARKET INDICATORS REPORT

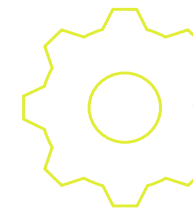
CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# WAAR Market Indicators Report



## Key Market Trends: September 2022

- > **In the WAAR area, sales activity continues to moderate.** In September, there were 375 sales in the region 81 fewer sales than a year ago, a decrease of 17.8%. James City County had 81 fewer sales than last September (-33.6%) followed by York County with 21 fewer sales (-16.9%). New Kent County and Williamsburg were the only two local markets where sales increased, up 31.6% and 16.7% respectively from last year.
- > **Fewer pending sales indicates a slowdown in the WAAR housing market.** There were 246 pending sales in the WAAR area in September, 123 fewer pending sales than last year, representing a decrease of 33.3%. The biggest decrease in pending sales occurred in James City County which saw 71 fewer pending sales than last September (-38.4%). Charles City County saw no change in pending sales from the previous year. Pending sales only increased in New Kent County which had five more sales this year compared to last year (+9.1%).
- > **While sales activity decreased, home prices continued to grow in the WAAR region.** At \$372,360, the September median sales price in the market was \$23,060 higher than last year, rising by 6.6%. Most local markets saw an upward trend in home prices in September. New Kent County saw prices increase by \$55,000, up 15.9% from a year earlier and the median price in Williamsburg went up by \$32,500 or 11.1%.
- > **Inventory continues to build up as active listings increase.** There were 584 active listings at the end of September in the WAAR region, 28 more listings than a year ago, an increase of 5.0%. New Kent County had 16 more active listings than last year, and Williamsburg had 12 additional listings come on the market. York County was the only local market that saw listings decline (-9 listings).



## WAAR Market Dashboard

YoY Chg	Sep-22	Indicator
▼ -17.8%	375	Sales
▼ -33.3%	246	Pending Sales
▼ -17.1%	339	New Listings
▲ 6.2%	\$402,505	Average List Price
▲ 6.3%	\$404,592	Average Sales Price
▲ 6.6%	\$372,360	Median Sales Price
▲ 7.5%	\$188	Average Price Per Square Foot
▼ -12.6%	\$151.7	Sold Dollar Volume (in millions)
▲ 0.2%	100.7%	Average Sold/Ask Price Ratio
▲ 29.0%	25	Average Days on Market
▲ 28.6%	9	Median Days on Market
▲ 5.0%	584	Active Listings
▲ 15.8%	1.6	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.**

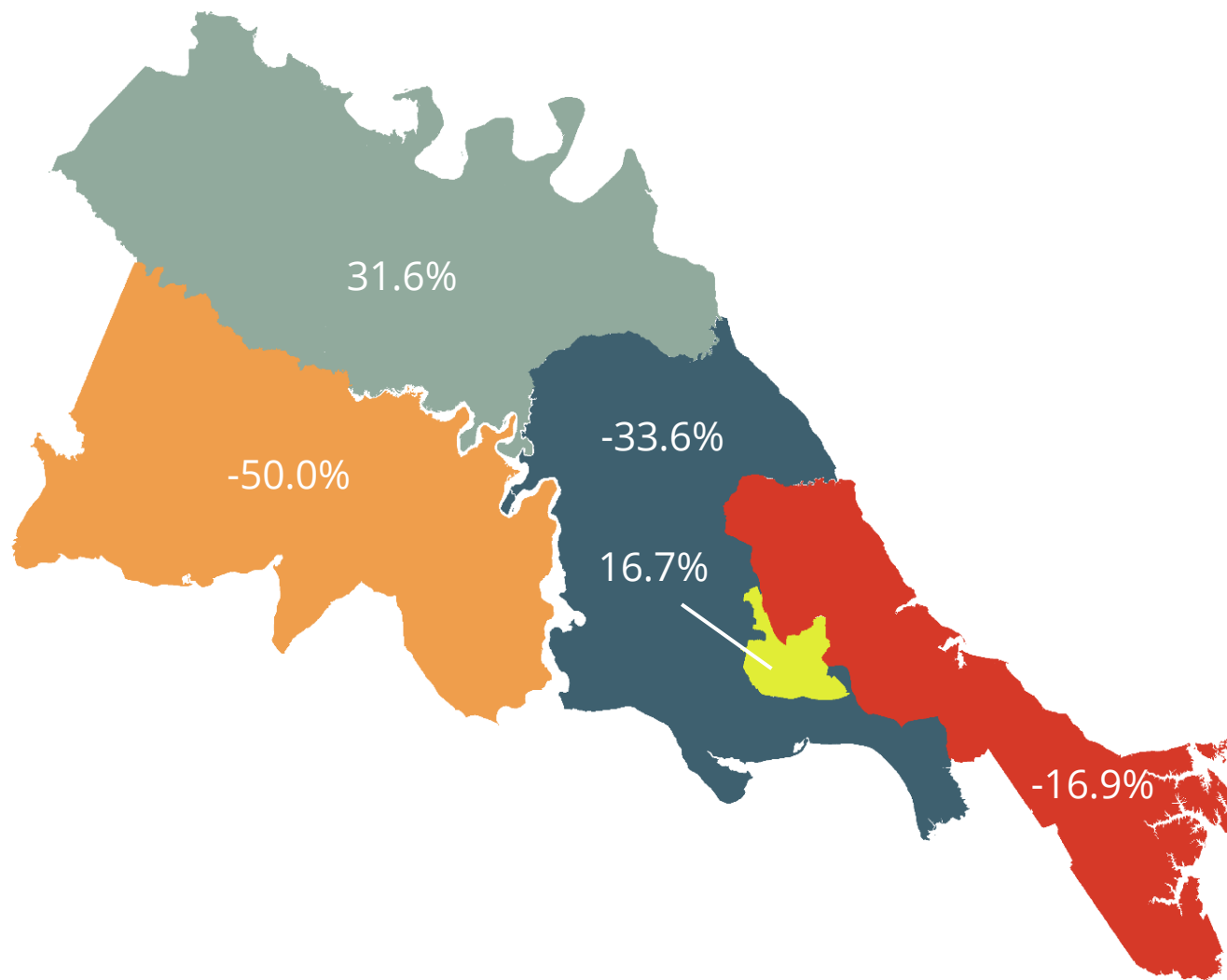
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - WAAR Footprint



Jurisdiction	Total Sales		
	Sep-21	Sep-22	% Chg
Charles City County	4	2	-50.0%
James City County	241	160	-33.6%
New Kent County	57	75	31.6%
Williamsburg	30	35	16.7%
York County	124	103	-16.9%
<b>WAAR</b>	<b>456</b>	<b>375</b>	<b>-17.8%</b>

# Total Market Overview



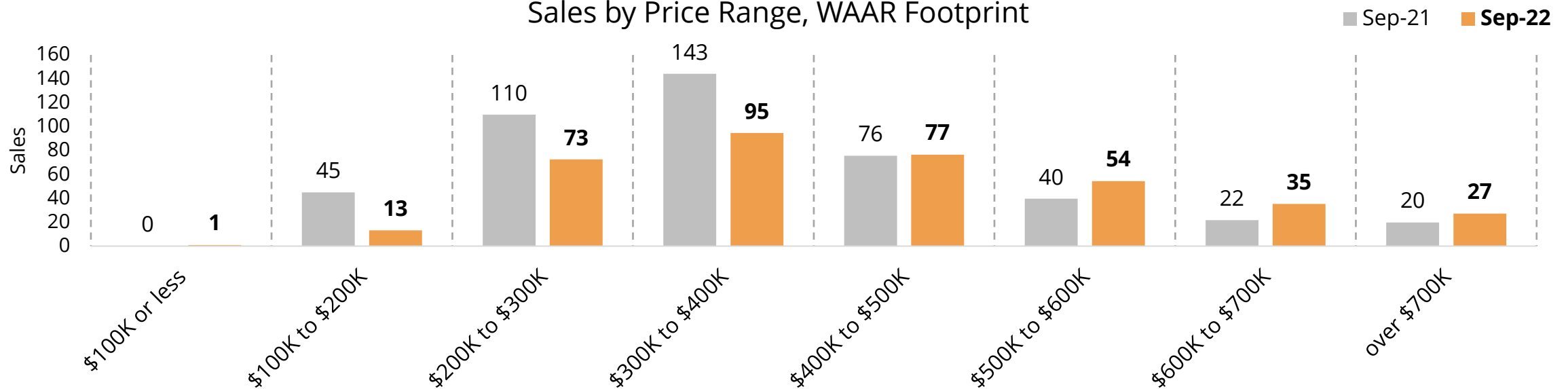
Key Metrics	Sep-20	2-year Trends	Sep-22	Sep-21	Sep-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales				456	<b>375</b>	-17.8%	3,771	<b>3,240</b>	-14.1%
Pending Sales				369	<b>246</b>	-33.3%	3,798	<b>2,672</b>	-29.6%
New Listings				409	<b>339</b>	-17.1%	4,343	<b>3,417</b>	-21.3%
Average List Price				\$379,052	<b>\$402,505</b>	6.2%	\$380,869	<b>\$420,487</b>	10.4%
Average Sales Price				\$380,634	<b>\$404,592</b>	6.3%	\$382,342	<b>\$426,952</b>	11.7%
Median Sales Price				\$349,300	<b>\$372,360</b>	6.6%	\$343,108	<b>\$383,980</b>	11.9%
Average Price Per Square Foot				\$175	<b>\$188</b>	7.5%	\$166	<b>\$191</b>	14.8%
Sold Dollar Volume (in millions)				\$173.6	<b>\$151.7</b>	-12.6%	\$1,441.5	<b>\$1,383.2</b>	-4.0%
Average Sold/Ask Price Ratio				100.5%	<b>100.7%</b>	0.2%	100.7%	<b>102.0%</b>	1.3%
Average Days on Market				20	<b>25</b>	29.0%	24	<b>21</b>	-13.4%
Median Days on Market				7	<b>9</b>	28.6%	6	<b>6</b>	0.0%
Active Listings				556	<b>584</b>	5.0%	n/a	<b>n/a</b>	n/a
Months of Supply				1.4	<b>1.6</b>	15.8%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed October 14, 2022

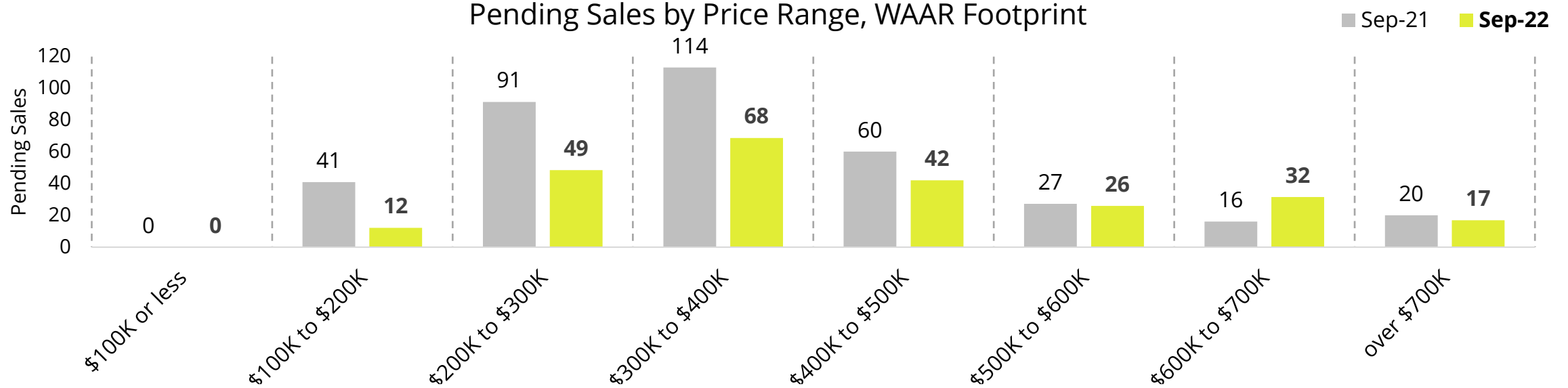
# Total Market by Price Range Overview



Sales by Price Range, WAAR Footprint



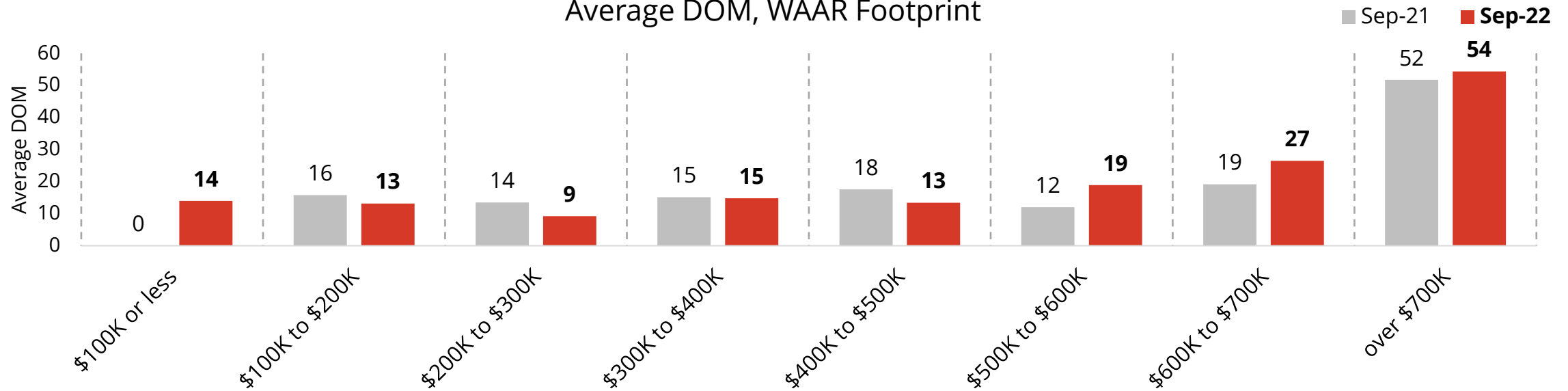
Pending Sales by Price Range, WAAR Footprint



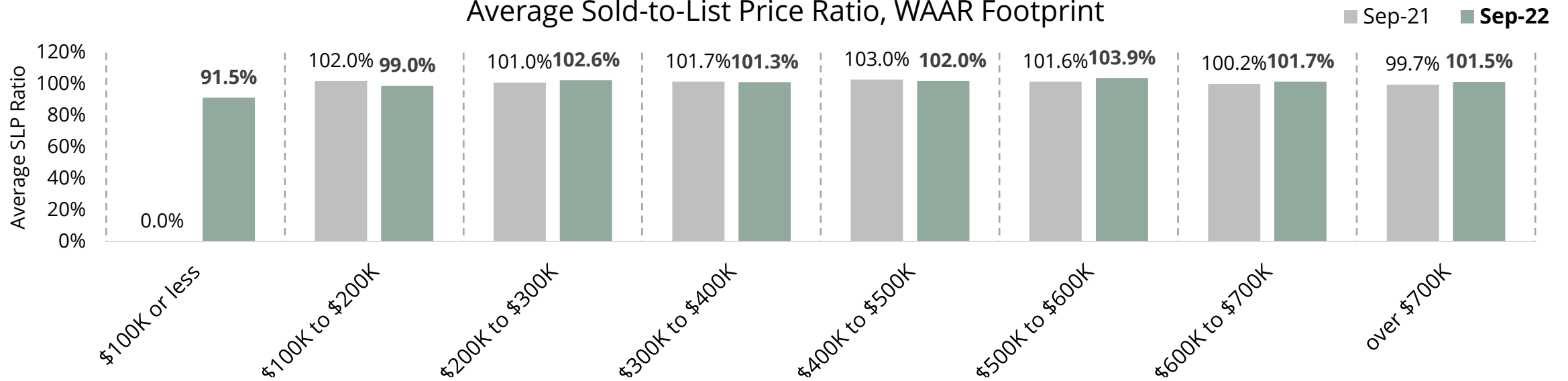
# Total Market by Price Range Overview



Average DOM, WAAR Footprint



Average Sold-to-List Price Ratio, WAAR Footprint



# Single-Family Detached Market Overview



Key Metrics	Sep-20	2-year Trends	Sep-21	Sep-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales			357	<b>282</b>	-21.0%	2,990	<b>2,581</b>	-13.7%
Pending Sales			303	<b>195</b>	-35.6%	3,051	<b>2,204</b>	-27.8%
New Listings			340	<b>279</b>	-17.9%	3,512	<b>2,798</b>	-20.3%
Average List Price			\$407,260	<b>\$436,770</b>	7.2%	\$413,185	<b>\$451,673</b>	9.3%
Average Sales Price			\$408,993	<b>\$438,486</b>	7.2%	\$414,725	<b>\$458,308</b>	10.5%
Median Sales Price			\$380,000	<b>\$415,000</b>	9.2%	\$377,895	<b>\$425,000</b>	12.5%
Average Price Per Square Foot			\$175	<b>\$189</b>	8.1%	\$168	<b>\$193</b>	14.9%
Sold Dollar Volume (in millions)			\$146.0	<b>\$123.7</b>	-15.3%	\$1,239.8	<b>\$1,182.7</b>	-4.6%
Average Sold/Ask Price Ratio			100.4%	<b>100.5%</b>	0.1%	100.8%	<b>101.9%</b>	1.2%
Average Days on Market			20	<b>24</b>	20.9%	23	<b>21</b>	-11.7%
Median Days on Market			7	<b>10</b>	42.9%	6	<b>6</b>	0.0%
Active Listings			443	<b>463</b>	4.5%	n/a	<b>n/a</b>	n/a
Months of Supply			1.4	<b>1.6</b>	15.2%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed October 14, 2022

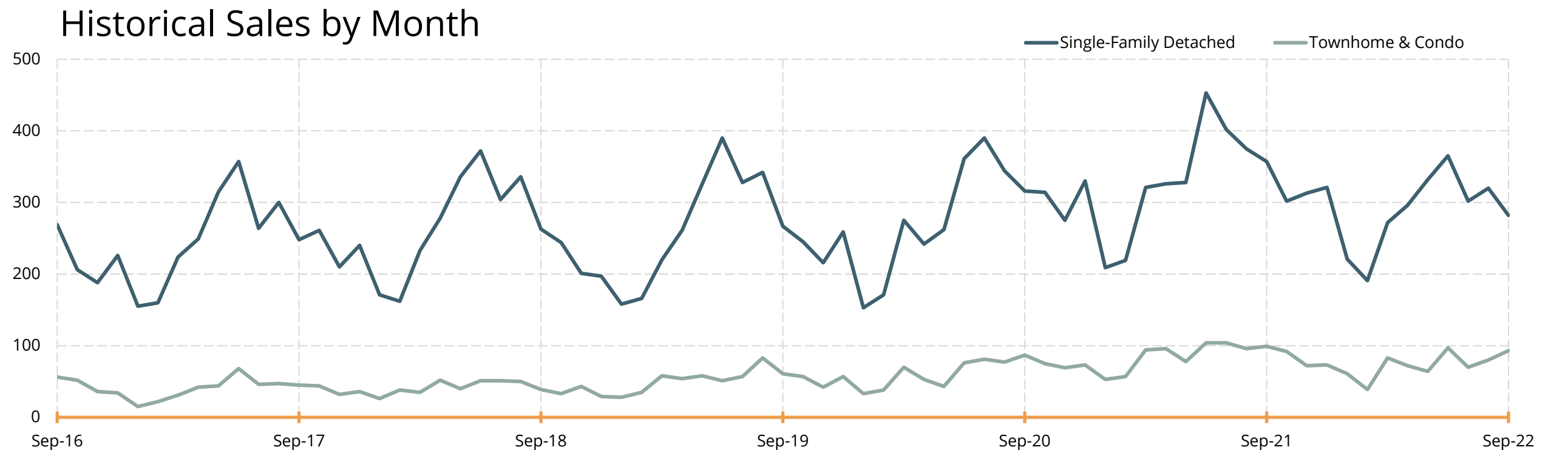
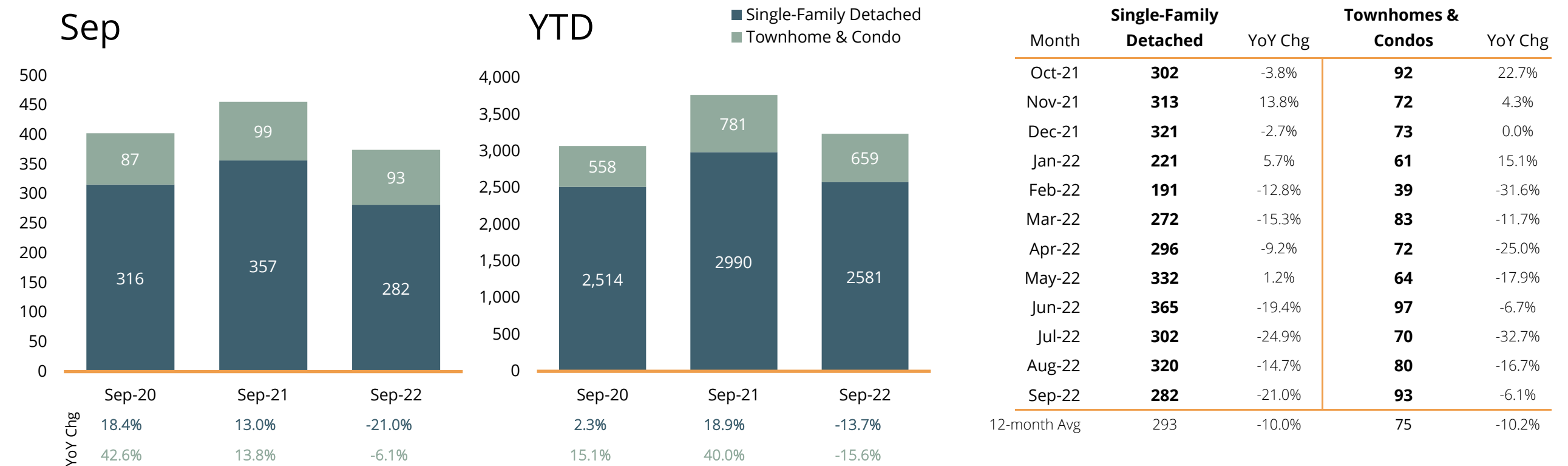
# Townhome & Condo Market Overview



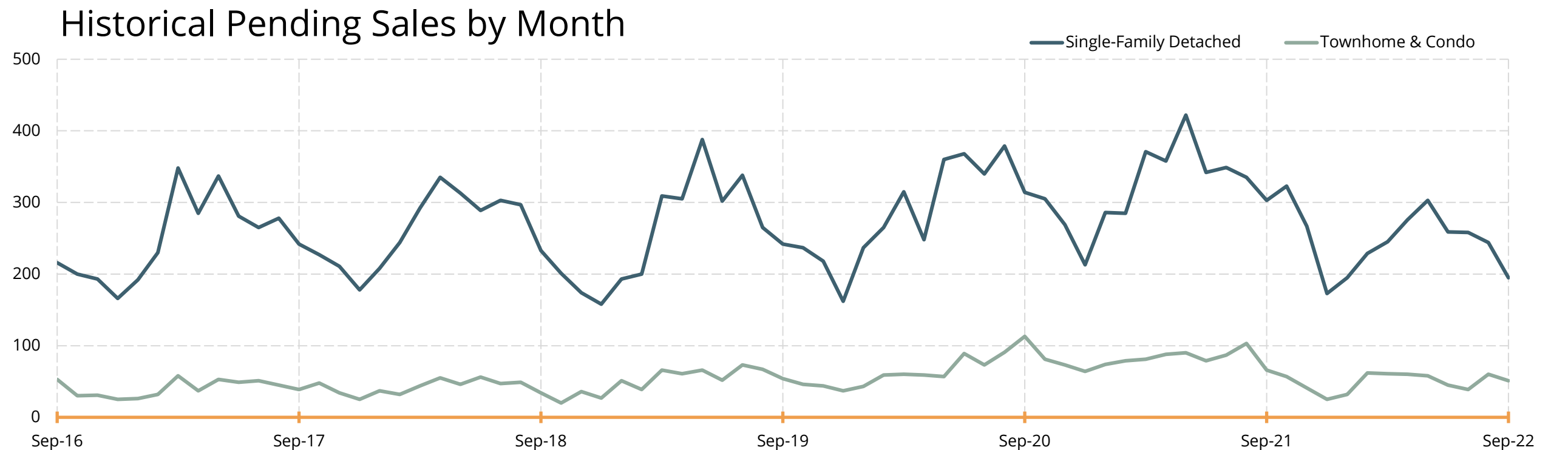
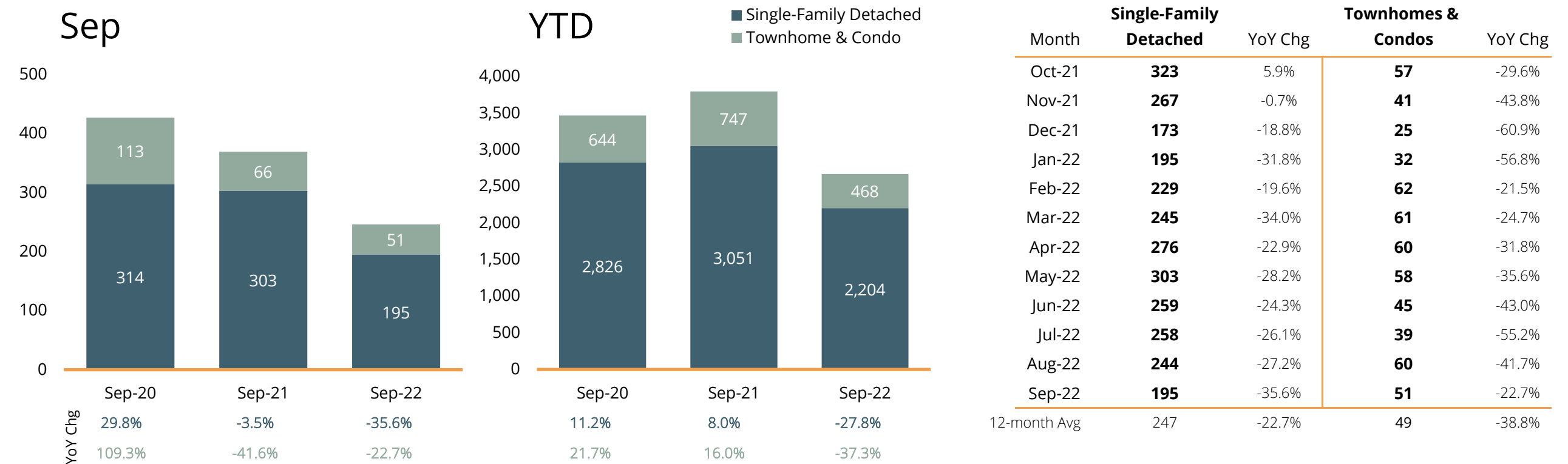
Key Metrics	Sep-20	2-year Trends	Sep-21	Sep-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales			99	<b>93</b>	-6.1%	781	<b>659</b>	-15.6%
Pending Sales			66	<b>51</b>	-22.7%	747	<b>468</b>	-37.3%
New Listings			69	<b>60</b>	-13.0%	831	<b>619</b>	-25.5%
Average List Price			\$277,332	<b>\$298,605</b>	7.7%	\$257,106	<b>\$298,601</b>	16.1%
Average Sales Price			\$278,370	<b>\$301,817</b>	8.4%	\$258,328	<b>\$304,399</b>	17.8%
Median Sales Price			\$262,265	<b>\$295,000</b>	12.5%	\$251,000	<b>\$300,000</b>	19.5%
Average Price Per Square Foot			\$180	<b>\$186</b>	3.6%	\$157	<b>\$180</b>	14.2%
Sold Dollar Volume (in millions)			\$27.6	<b>\$28.1</b>	1.9%	\$201.8	<b>\$200.5</b>	-0.6%
Average Sold/Ask Price Ratio			100.6%	<b>101.3%</b>	0.7%	100.6%	<b>102.2%</b>	1.6%
Average Days on Market			18	<b>28</b>	58.1%	26	<b>21</b>	-19.5%
Median Days on Market			7	<b>5</b>	-28.6%	6	<b>5</b>	-16.7%
Active Listings			113	<b>121</b>	7.1%	n/a	<b>n/a</b>	n/a
Months of Supply			1.4	<b>1.6</b>	18.1%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed October 14, 2022

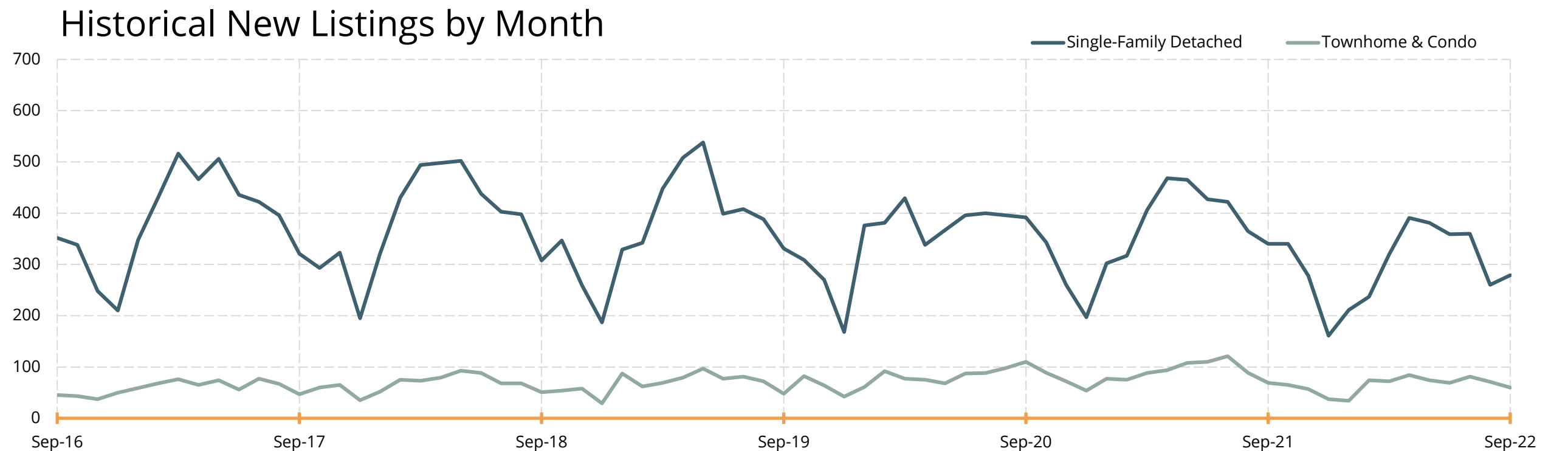
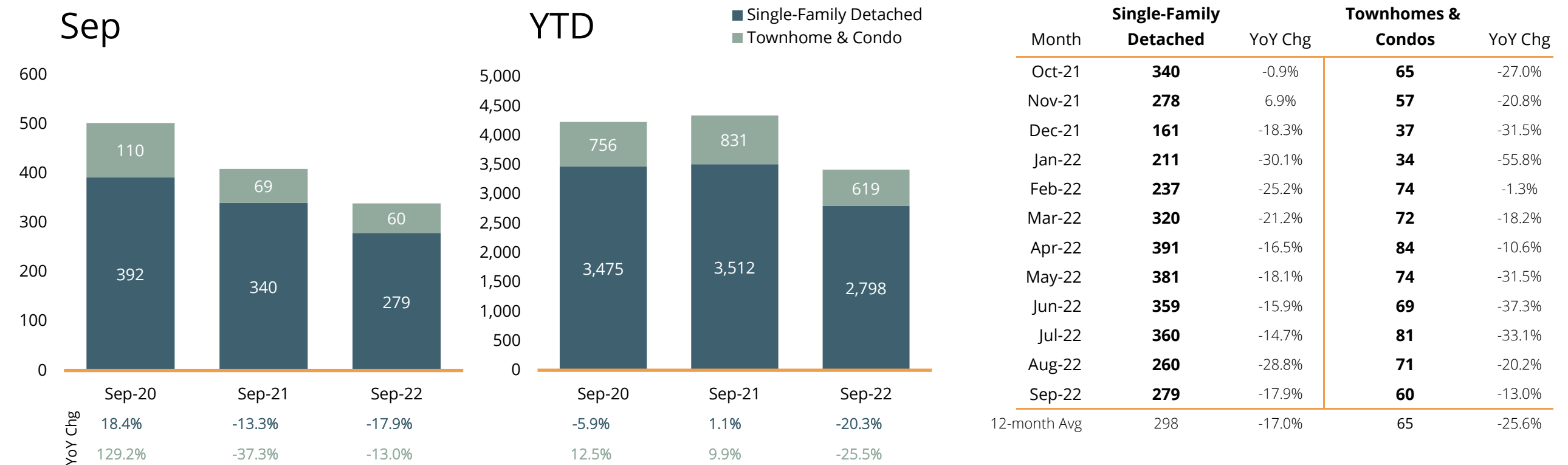
# Sales



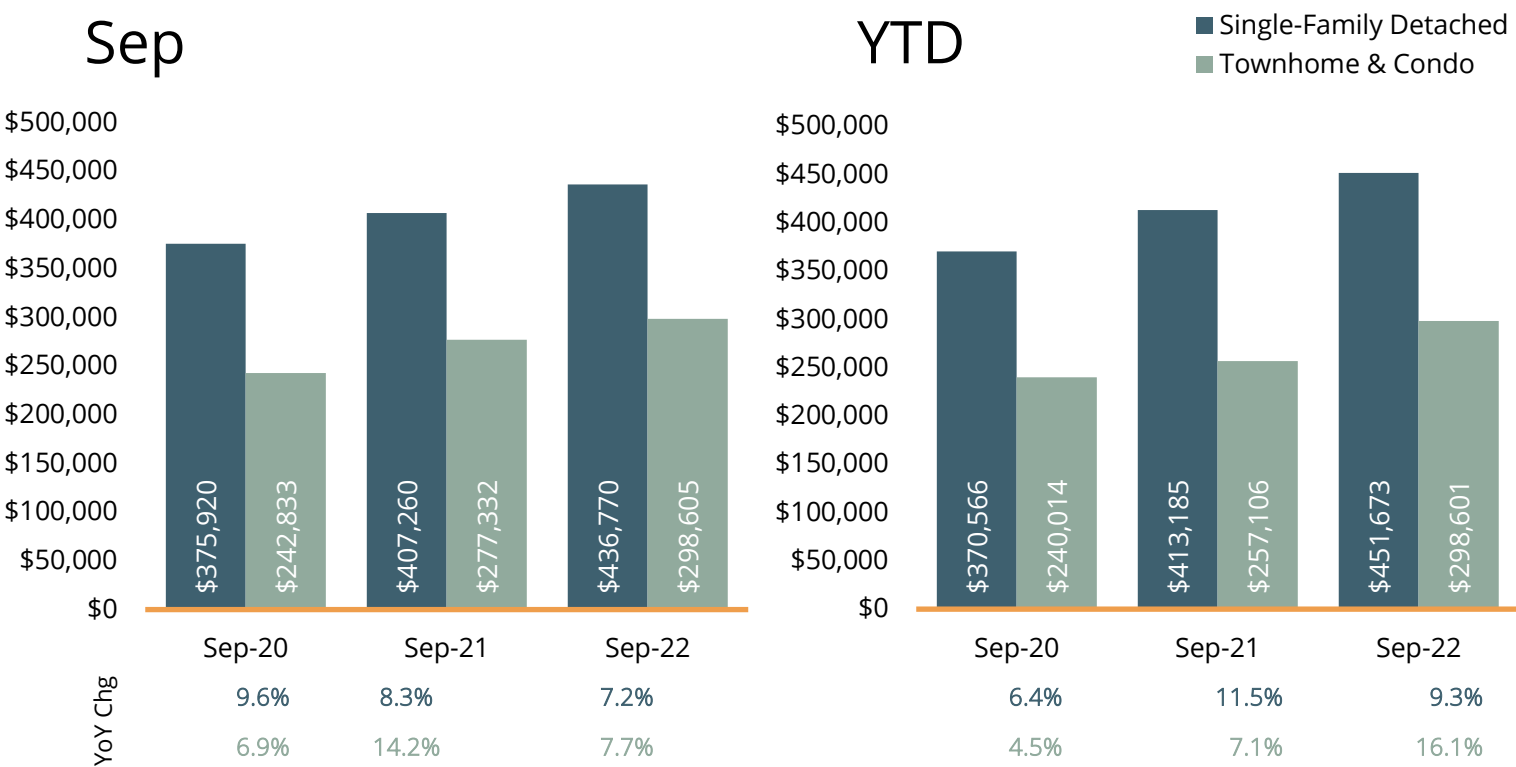
# Pending Sales



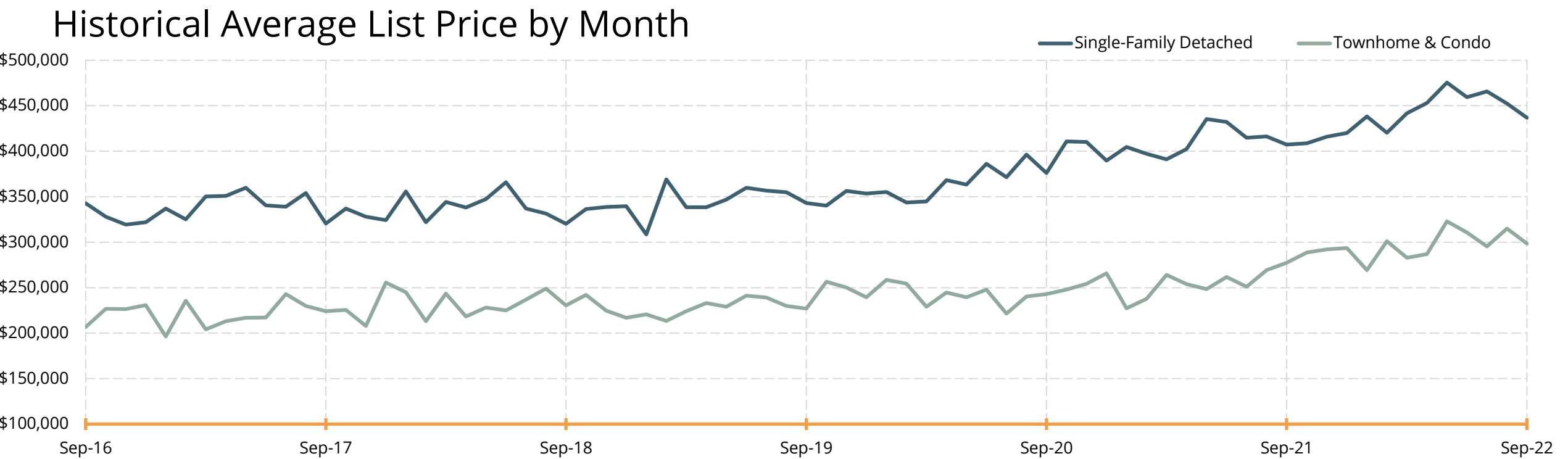
# New Listings



# Average List Price

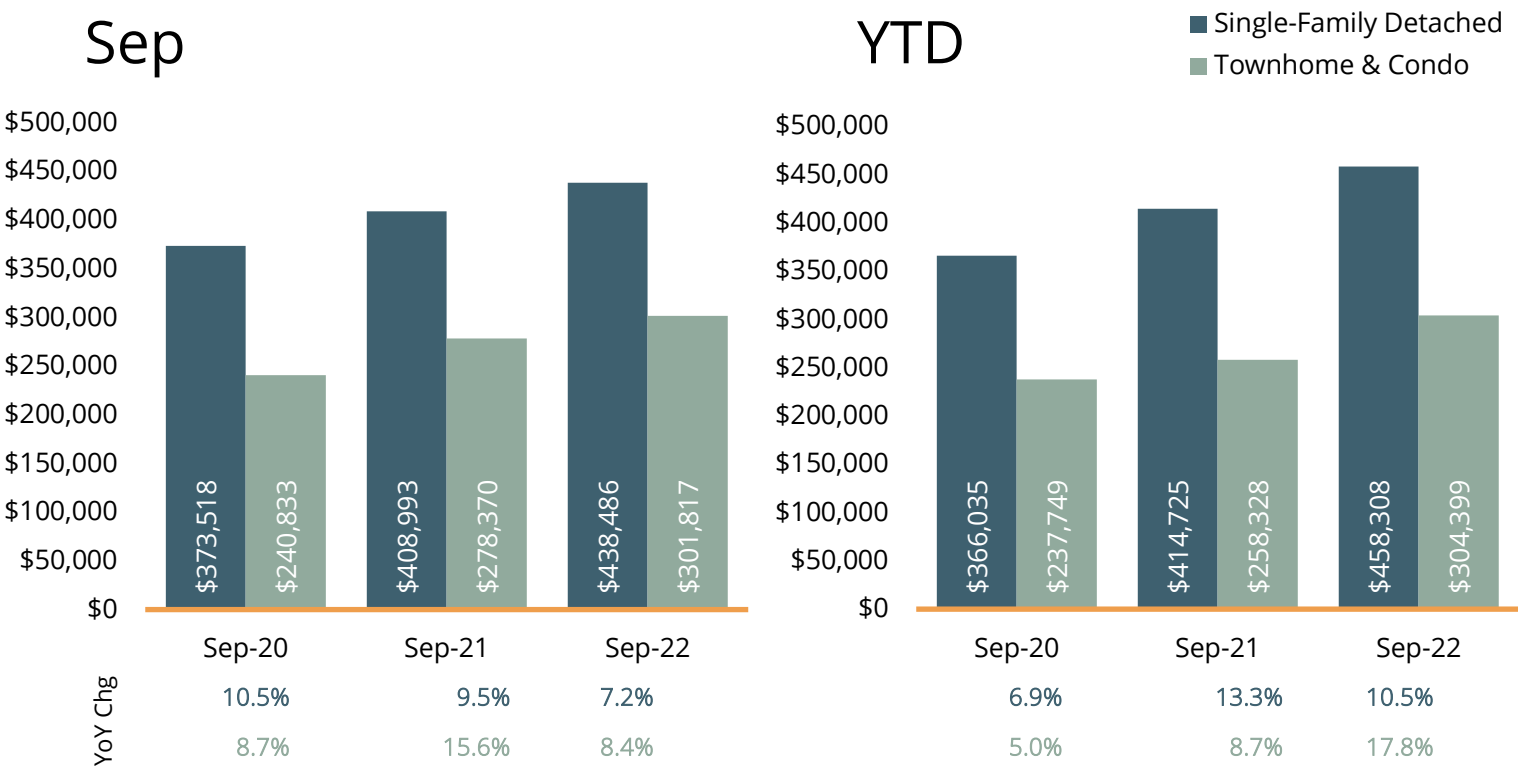


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Oct-21	\$408,828	-0.5%	\$288,688	16.5%
Nov-21	\$416,117	1.5%	\$292,047	14.9%
Dec-21	\$420,007	7.8%	\$293,480	10.4%
Jan-22	\$438,174	8.2%	\$269,156	18.4%
Feb-22	\$420,420	5.8%	\$301,023	26.7%
Mar-22	\$441,697	13.0%	\$283,006	7.2%
Apr-22	\$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%
Sep-22	\$436,770	7.2%	\$298,605	7.7%
12-month Avg	\$440,677	7.7%	\$296,408	16.3%

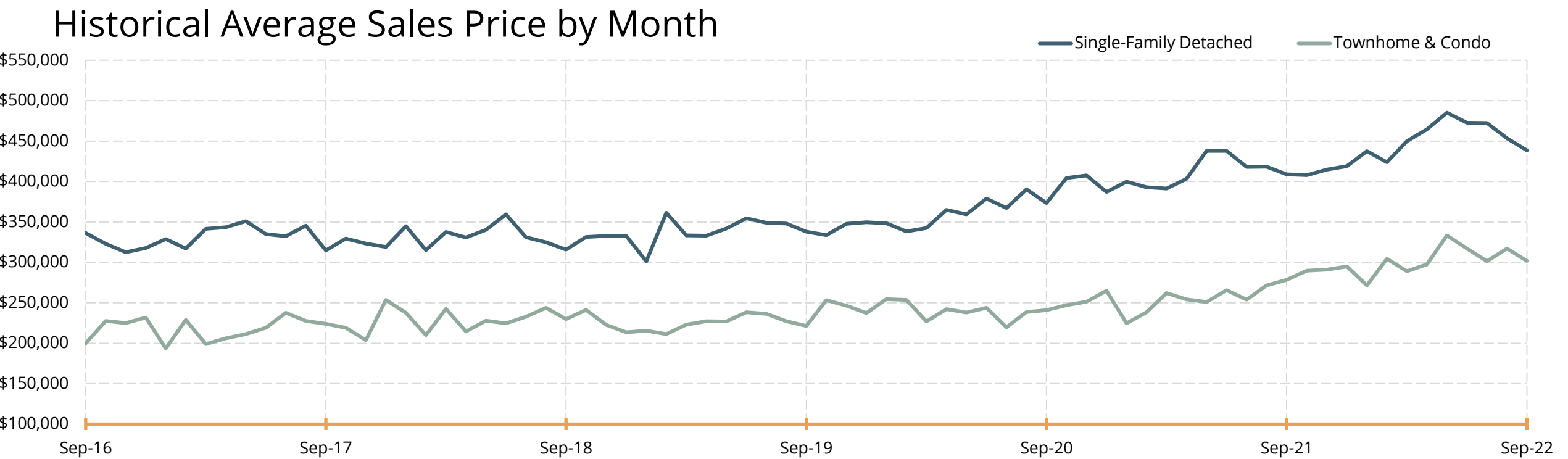


Source: Virginia REALTORS®, data accessed October 14, 2022

# Average Sales Price

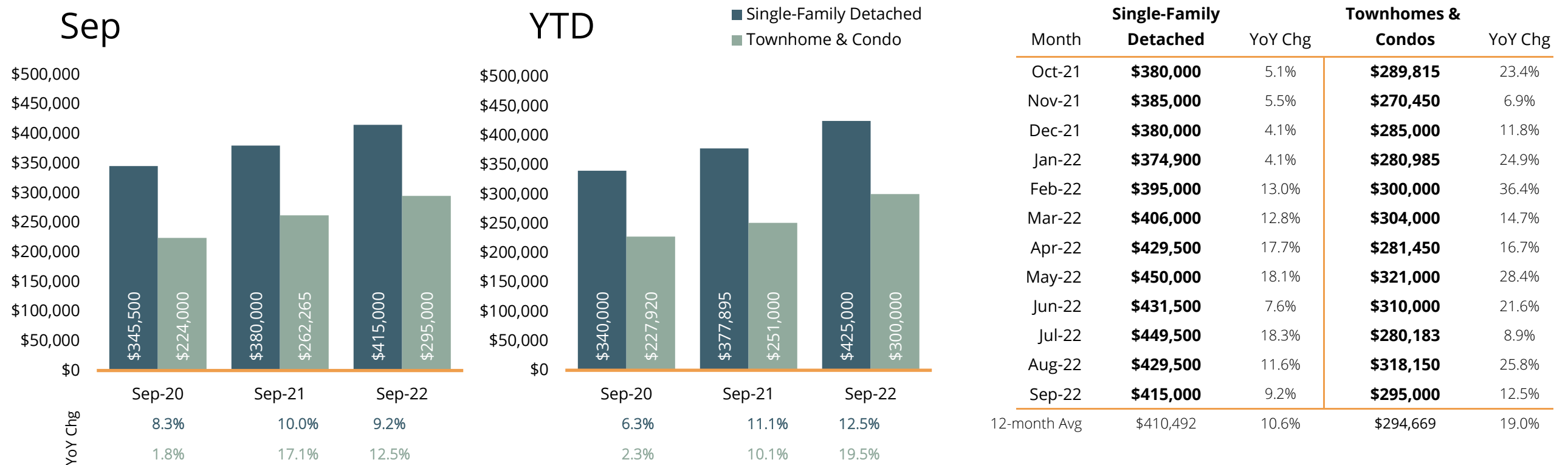


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Oct-21	\$408,085	0.9%	\$289,756	17.2%
Nov-21	\$414,670	1.7%	\$291,221	15.9%
Dec-21	\$418,873	8.2%	\$294,832	11.2%
Jan-22	\$437,685	9.5%	\$271,517	20.9%
Feb-22	\$424,070	7.9%	\$304,585	27.8%
Mar-22	\$449,809	14.9%	\$289,219	10.4%
Apr-22	\$464,504	15.1%	\$297,626	17.0%
May-22	\$485,212	10.8%	\$333,316	32.8%
Jun-22	\$472,715	7.9%	\$317,174	19.4%
Jul-22	\$472,505	13.0%	\$301,442	18.7%
Aug-22	\$453,660	8.4%	\$317,221	16.9%
Sep-22	\$438,486	7.2%	\$301,817	8.4%
12-month Avg	\$445,023	8.8%	\$300,810	17.8%

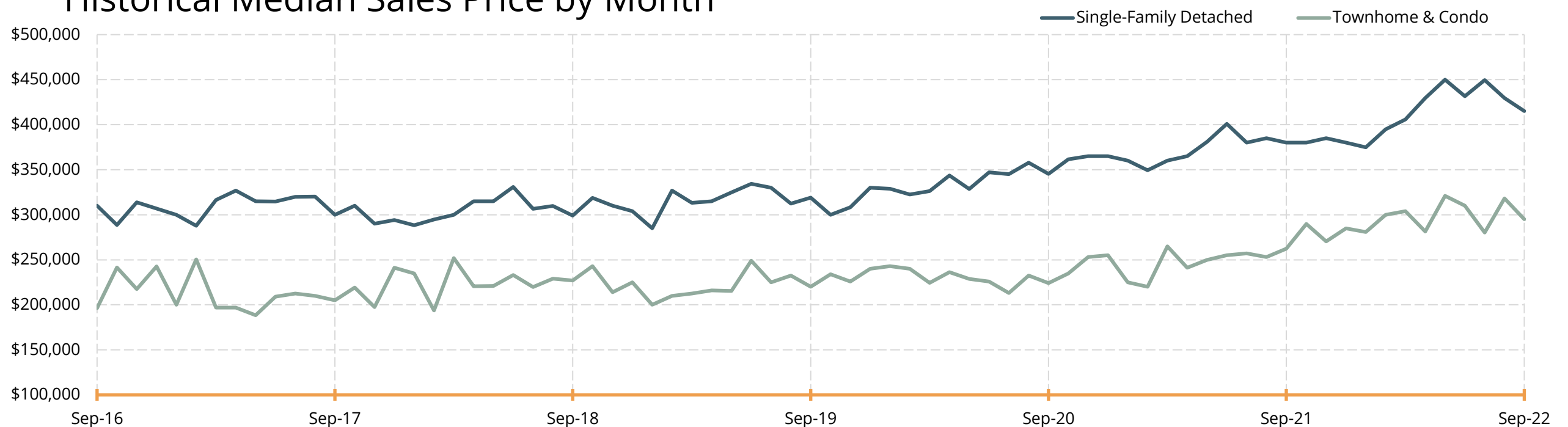


Source: Virginia REALTORS®, data accessed October 14, 2022

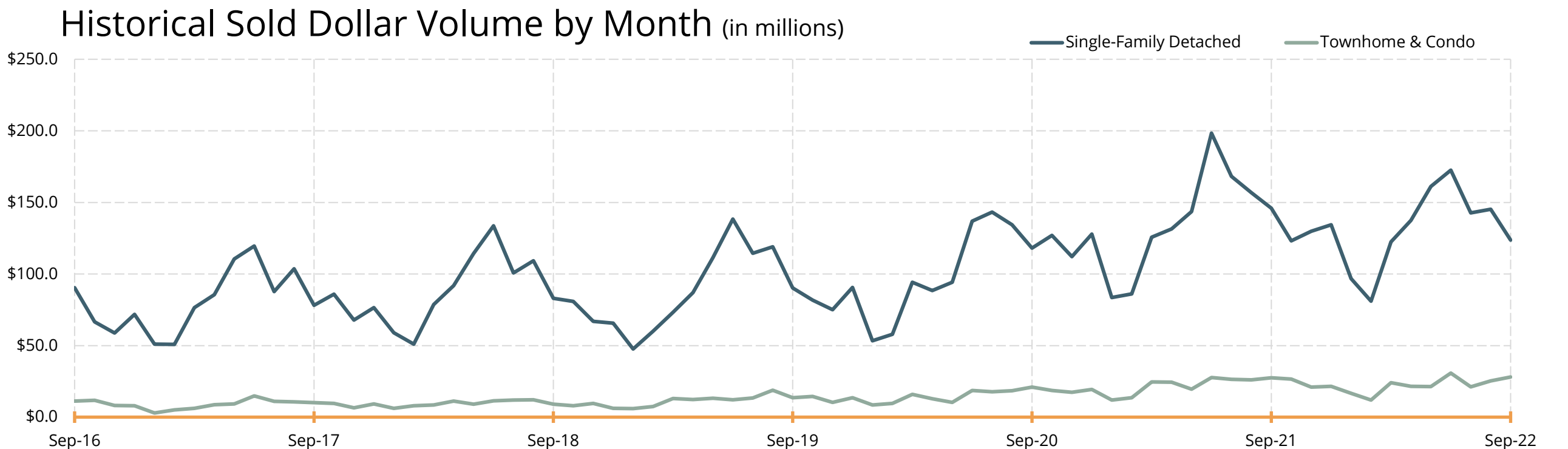
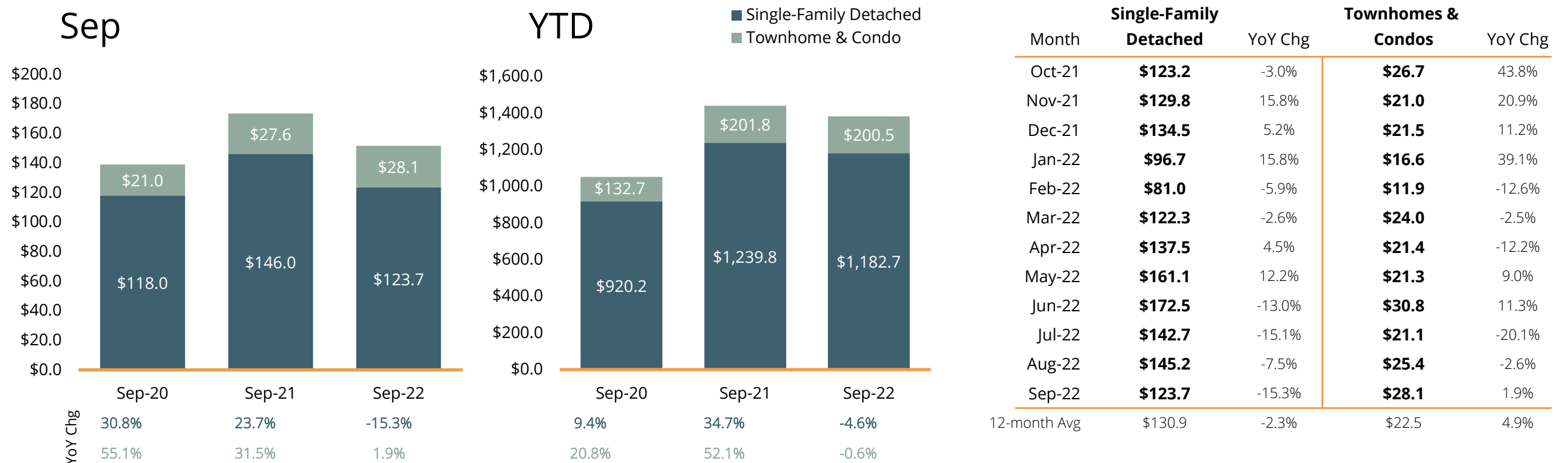
# Median Sales Price



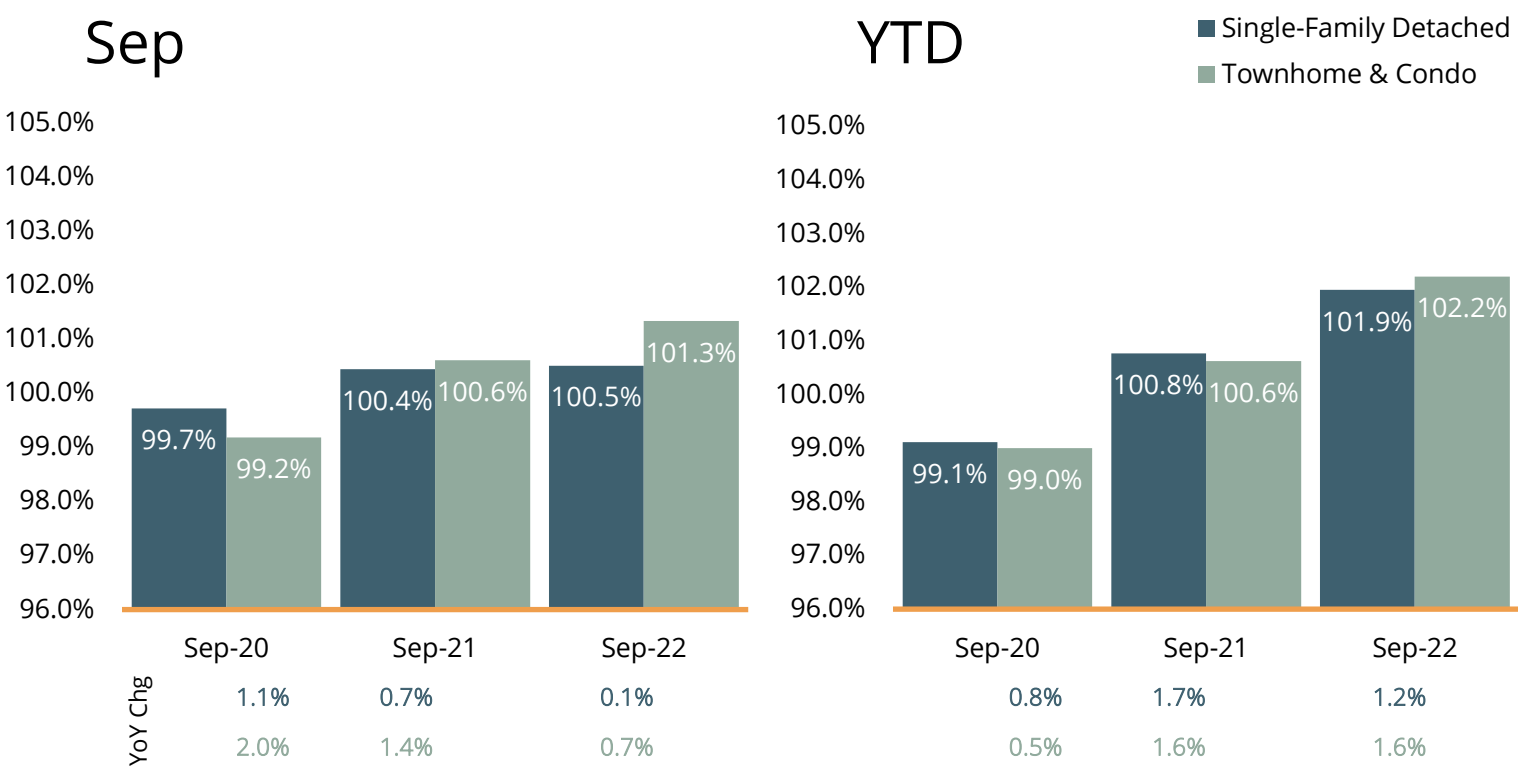
## Historical Median Sales Price by Month



# Sold Dollar Volume (in millions)

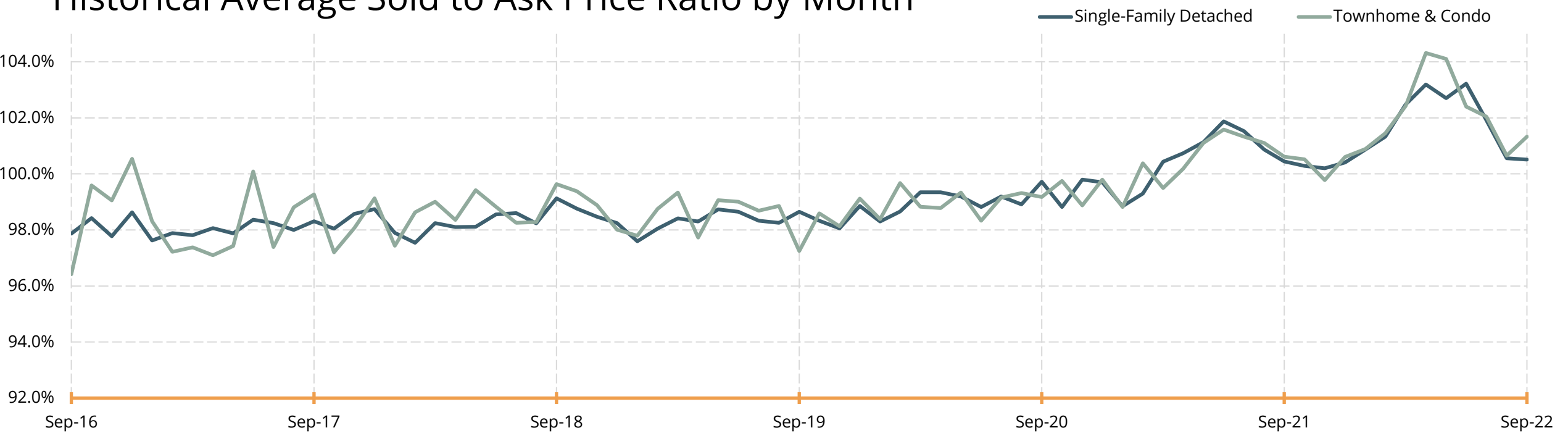


# Average Sold to Ask Price Ratio



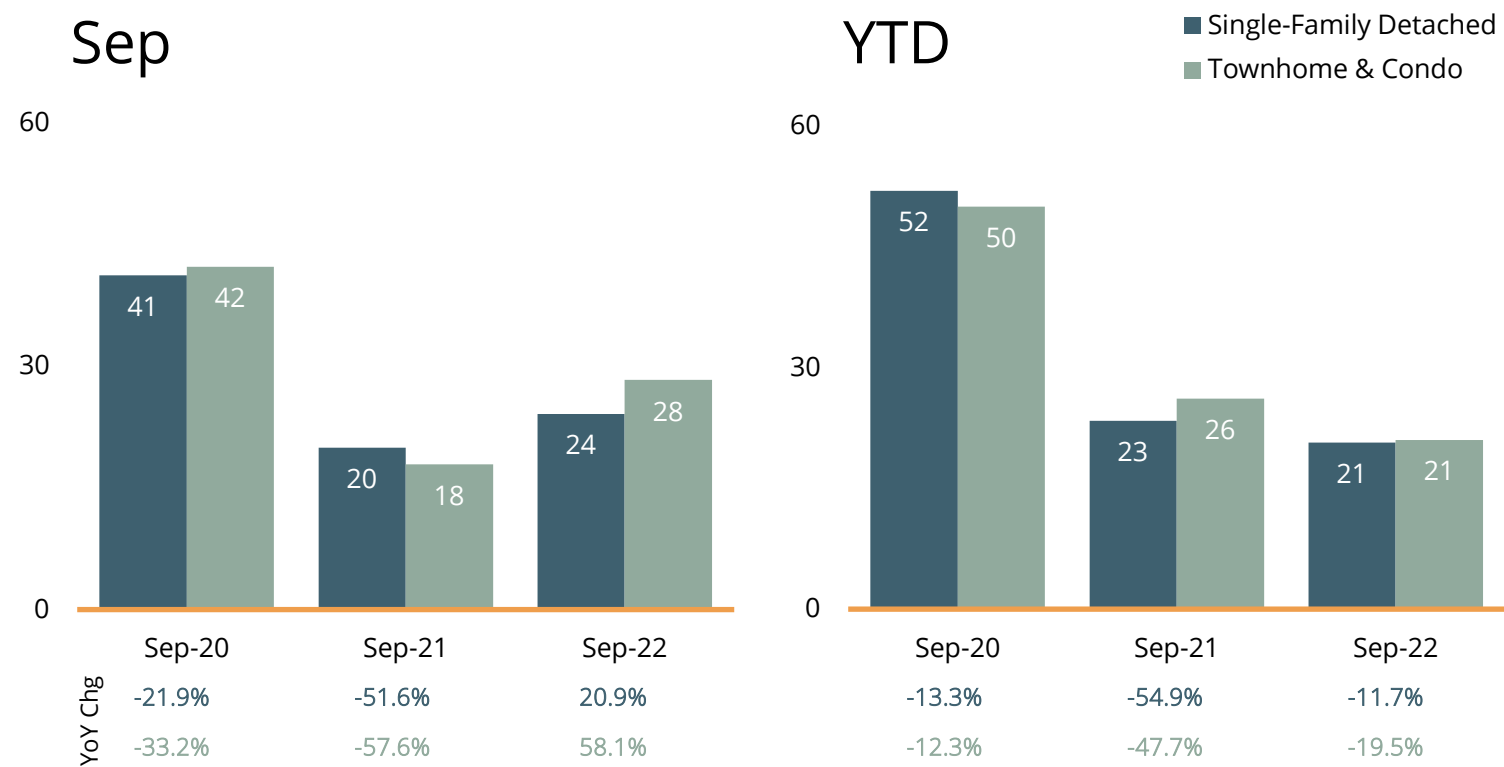
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Oct-21	100.3%	1.5%	100.5%	0.8%
Nov-21	100.2%	0.4%	99.8%	0.9%
Dec-21	100.4%	0.7%	100.6%	0.8%
Jan-22	100.9%	2.0%	100.9%	2.1%
Feb-22	101.3%	2.0%	101.5%	1.1%
Mar-22	102.5%	2.0%	102.4%	2.9%
Apr-22	103.2%	2.4%	104.3%	4.1%
May-22	102.7%	1.6%	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%
Sep-22	100.5%	0.1%	101.3%	0.7%
12-month Avg	101.5%	1.2%	101.7%	1.5%

## Historical Average Sold to Ask Price Ratio by Month



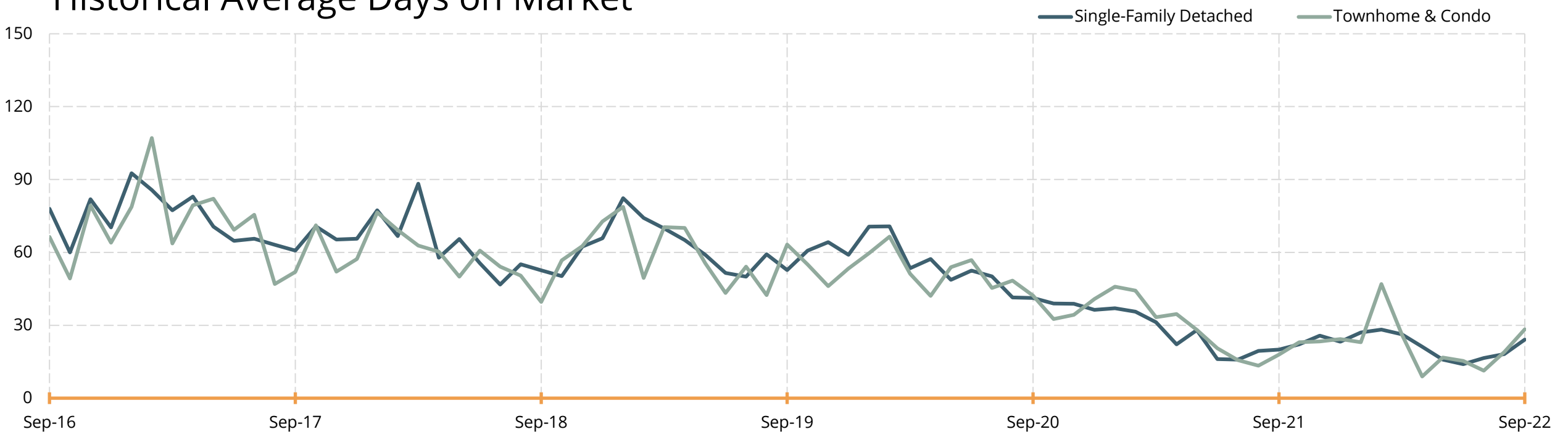
Source: Virginia REALTORS®, data accessed October 14, 2022

# Average Days on Market



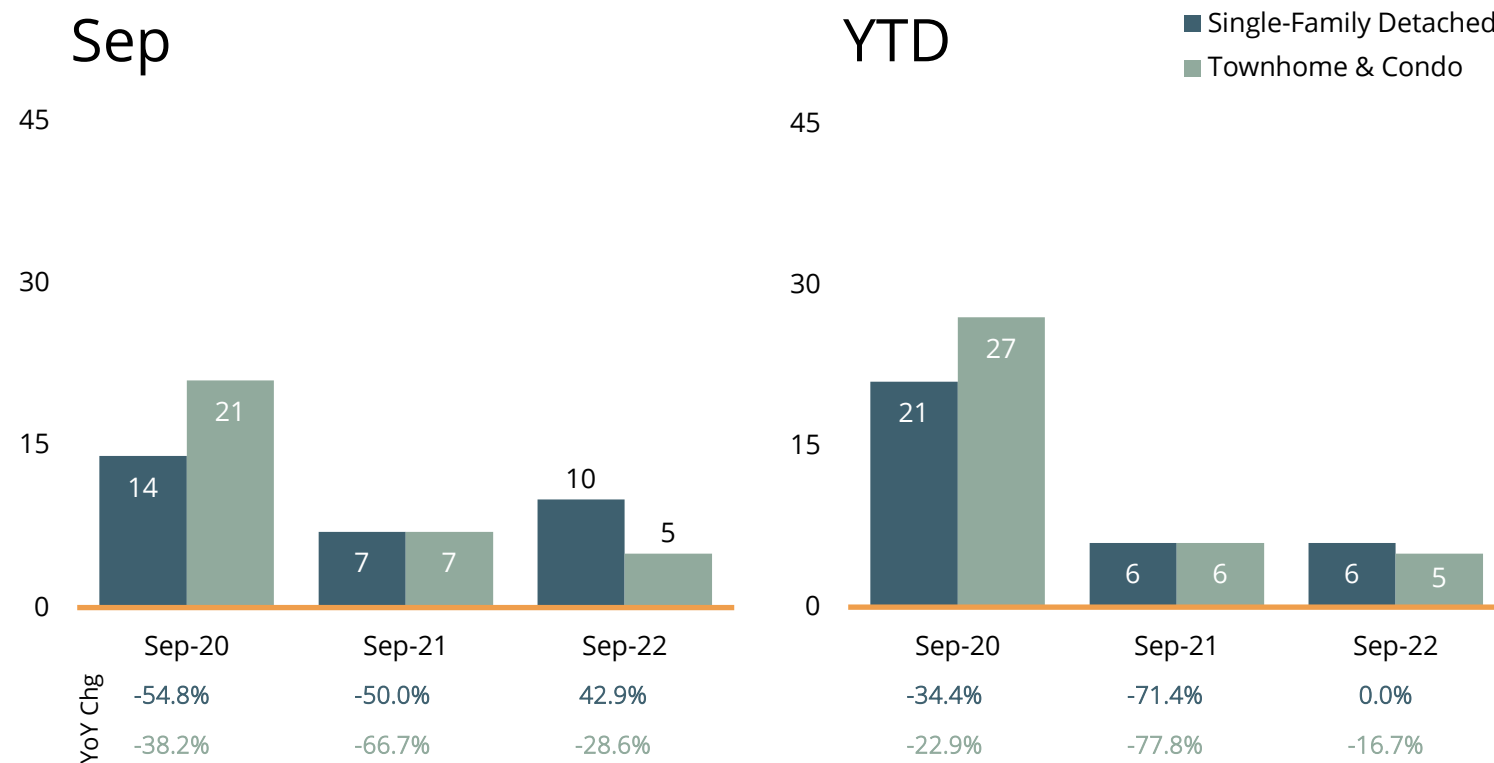
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Oct-21	22	-43.0%	23	-29.3%
Nov-21	26	-33.9%	23	-32.1%
Dec-21	23	-36.0%	24	-40.3%
Jan-22	27	-26.9%	23	-49.8%
Feb-22	28	-20.7%	47	6.1%
Mar-22	26	-16.1%	26	-21.4%
Apr-22	21	-4.6%	9	-74.2%
May-22	16	-43.3%	17	-40.5%
Jun-22	14	-13.1%	15	-25.1%
Jul-22	17	4.5%	11	-27.4%
Aug-22	18	-6.9%	19	42.0%
Sep-22	24	20.9%	28	58.1%
12-month Avg	22	-22.7%	22	-26.2%

## Historical Average Days on Market



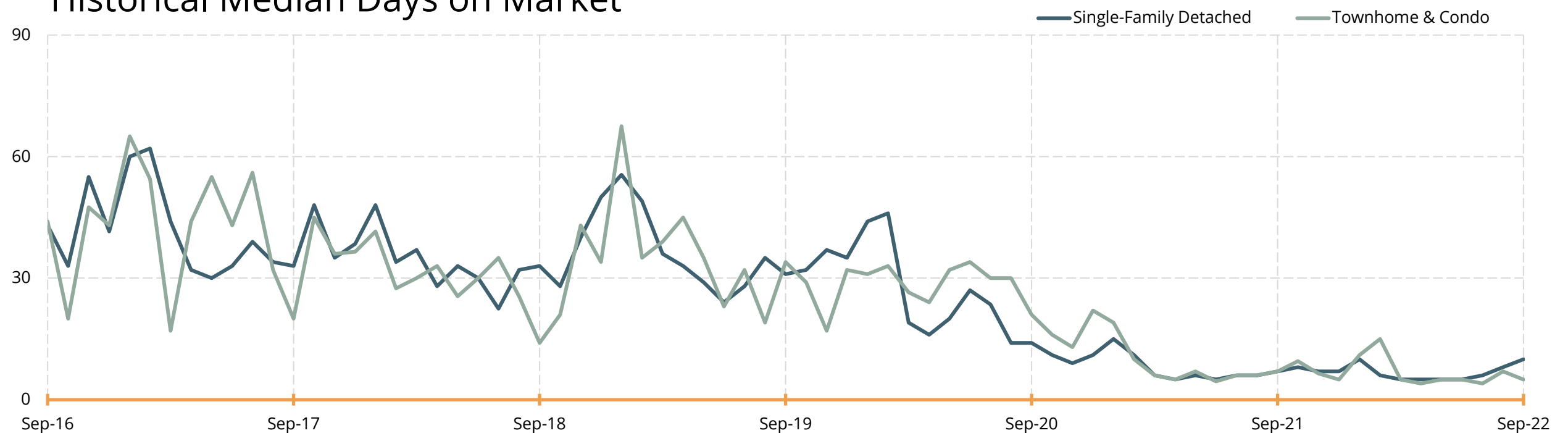
Source: Virginia REALTORS®, data accessed October 14, 2022

# Median Days on Market



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-22	10	42.9%	5	-28.6%
12-month Avg	7	-16.3%	7	-32.5%

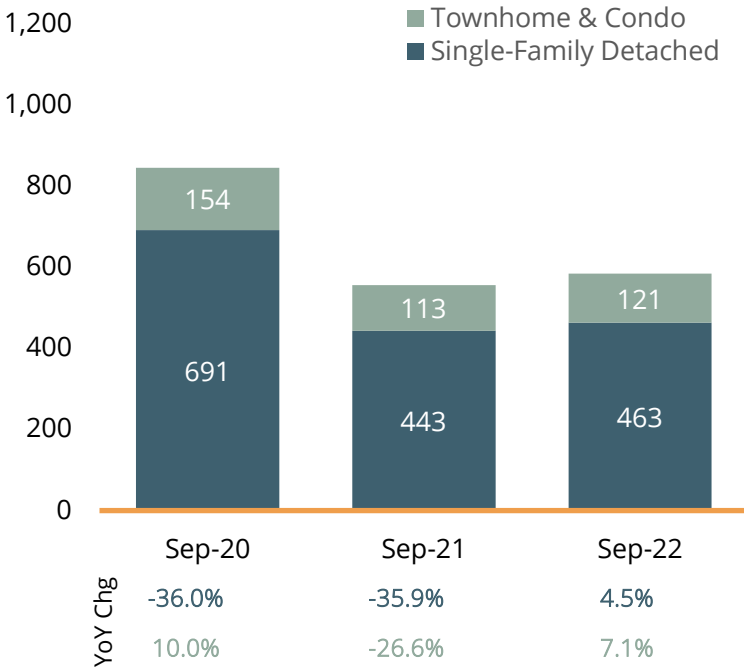
## Historical Median Days on Market



# Active Listings

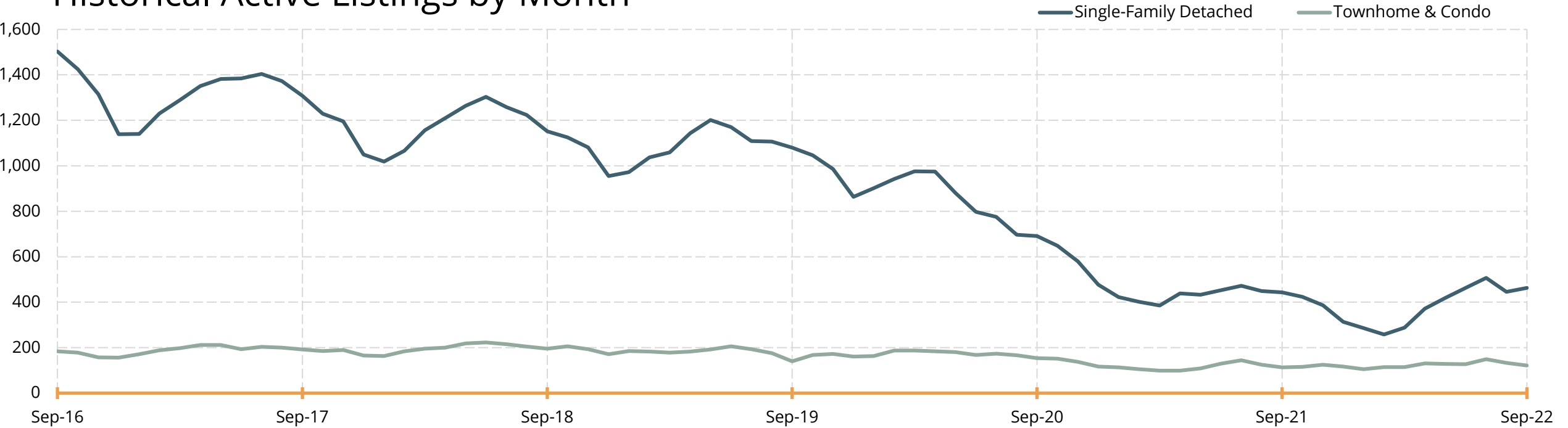


Sep



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-22	463	4.5%	121	7.1%
12-month Avg	385	-17.5%	123	2.5%

## Historical Active Listings by Month

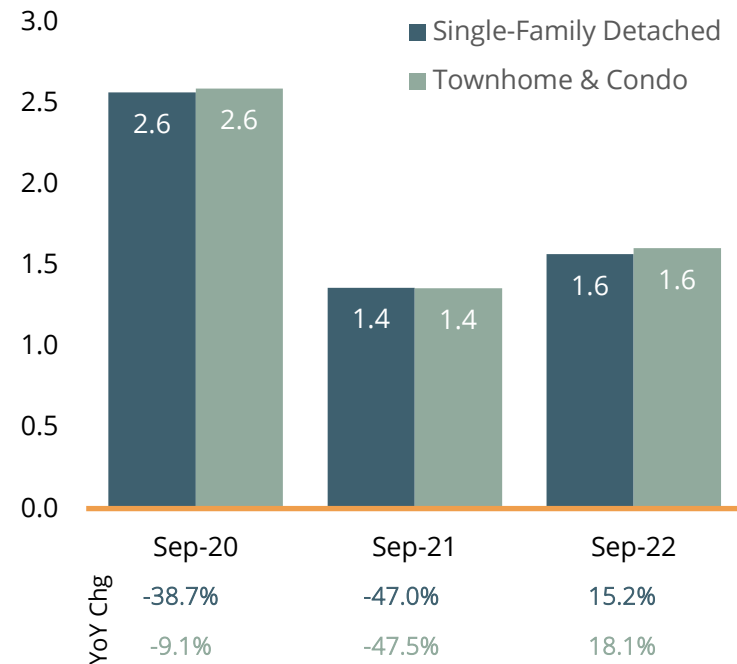


Source: Virginia REALTORS®, data accessed October 14, 2022

# Months of Supply

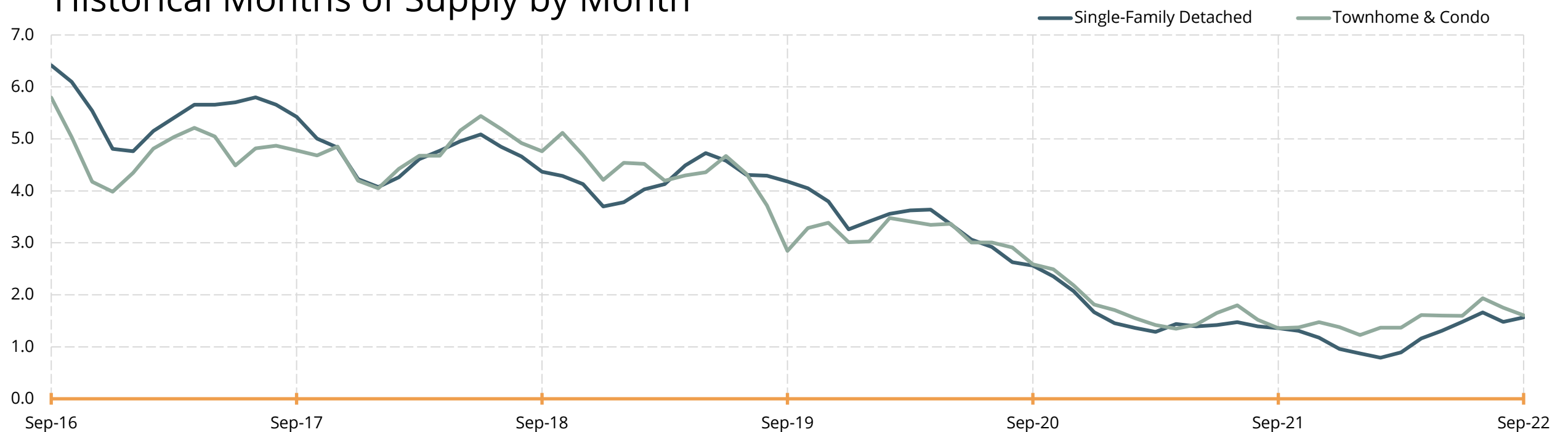


Sep



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-22	1.6	15.2%	1.6	18.1%
12-month Avg	1.2	-21.6%	1.5	-9.7%

## Historical Months of Supply by Month



# Area Overview - Total Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg
James City County	177	<b>154</b>	-13.0%	241	<b>160</b>	-33.6%	\$393,696	<b>\$419,383</b>	6.5%	\$360,000	<b>\$386,000</b>	7.2%	203	<b>209</b>	3.0%	1.0	<b>1.2</b>	21.1%
Williamsburg	30	<b>27</b>	-10.0%	30	<b>35</b>	16.7%	\$373,730	<b>\$381,991</b>	2.2%	\$293,500	<b>\$326,000</b>	11.1%	43	<b>55</b>	27.9%	1.8	<b>2.1</b>	17.4%
York County	120	<b>81</b>	-32.5%	124	<b>103</b>	-16.9%	\$358,385	<b>\$387,383</b>	8.1%	\$340,000	<b>\$346,680</b>	2.0%	175	<b>166</b>	-5.1%	1.4	<b>1.5</b>	11.3%
New Kent County	79	<b>69</b>	-12.7%	57	<b>75</b>	31.6%	\$381,350	<b>\$416,494</b>	9.2%	\$345,000	<b>\$400,000</b>	15.9%	126	<b>142</b>	12.7%	2.3	<b>2.3</b>	-1.8%
Charles City County	3	<b>8</b>	166.7%	4	<b>2</b>	-50.0%	\$324,950	<b>\$56,750</b>	-82.5%	\$272,450	<b>\$56,750</b>	-79.2%	9	<b>12</b>	33.3%	2.5	<b>3.1</b>	24.6%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price TYD			Median Sales Price TYD			Active Listings YTD		
	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg
James City County	1,997	<b>1,550</b>	-22.4%	1,835	<b>1,482</b>	-19.2%	\$407,301	<b>\$460,278</b>	13.0%	\$360,000	<b>\$426,605</b>	18.5%	203	<b>209</b>	3.0%
Williamsburg	264	<b>261</b>	-1.1%	229	<b>234</b>	2.2%	\$342,849	<b>\$400,407</b>	16.8%	\$300,000	<b>\$340,000</b>	13.3%	43	<b>55</b>	27.9%
York County	1,346	<b>812</b>	-39.7%	1,178	<b>942</b>	-20.0%	\$360,334	<b>\$401,641</b>	11.5%	\$331,690	<b>\$357,860</b>	7.9%	175	<b>166</b>	-5.1%
New Kent County	694	<b>747</b>	7.6%	495	<b>546</b>	10.3%	\$363,184	<b>\$398,403</b>	9.7%	\$340,000	<b>\$375,000</b>	10.3%	126	<b>142</b>	12.7%
Charles City County	42	<b>47</b>	11.9%	34	<b>36</b>	5.9%	\$343,381	<b>\$330,918</b>	-3.6%	\$238,750	<b>\$270,000</b>	13.1%	9	<b>12</b>	33.3%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg
James City County	147	<b>135</b>	-8.2%	185	<b>114</b>	-38.4%	\$422,427	<b>\$466,830</b>	10.5%	\$391,924	<b>\$435,000</b>	11.0%	164	<b>182</b>	11.0%	1.0	<b>1.3</b>	26.2%
Williamsburg	22	<b>14</b>	-36.4%	19	<b>22</b>	15.8%	\$442,711	<b>\$423,881</b>	-4.3%	\$393,000	<b>\$346,250</b>	-11.9%	32	<b>30</b>	-6.3%	2.2	<b>1.8</b>	-18.3%
York County	95	<b>66</b>	-30.5%	92	<b>76</b>	-17.4%	\$395,795	<b>\$418,585</b>	5.8%	\$403,888	<b>\$349,203</b>	-13.5%	124	<b>123</b>	-0.8%	1.3	<b>1.6</b>	22.3%
New Kent County	73	<b>56</b>	-23.3%	57	<b>68</b>	19.3%	\$381,350	<b>\$429,162</b>	12.5%	\$345,000	<b>\$419,721</b>	21.7%	114	<b>116</b>	1.8%	2.1	<b>2.0</b>	-6.3%
Charles City County	3	<b>8</b>	166.7%	4	<b>2</b>	-50.0%	\$324,950	<b>\$56,750</b>	-82.5%	\$272,450	<b>\$56,750</b>	-79.2%	9	<b>12</b>	33.3%	2.5	<b>3.1</b>	24.6%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg
James City County	1,599	<b>1,307</b>	-18.3%	1,435	<b>1,217</b>	-15.2%	\$445,435	<b>\$491,546</b>	10.4%	\$402,000	<b>\$457,000</b>	13.7%	164	<b>182</b>	11.0%
Williamsburg	178	<b>168</b>	-5.6%	140	<b>153</b>	9.3%	\$409,671	<b>\$454,417</b>	10.9%	\$369,250	<b>\$380,334</b>	3.0%	32	<b>30</b>	-6.3%
York County	1,040	<b>651</b>	-37.4%	902	<b>682</b>	-24.4%	\$394,542	<b>\$442,130</b>	12.1%	\$367,000	<b>\$415,000</b>	13.1%	124	<b>123</b>	-0.8%
New Kent County	653	<b>625</b>	-4.3%	479	<b>493</b>	2.9%	\$367,314	<b>\$409,402</b>	11.5%	\$345,000	<b>\$385,810</b>	11.8%	114	<b>116</b>	1.8%
Charles City County	42	<b>47</b>	11.9%	34	<b>36</b>	5.9%	\$343,381	<b>\$330,918</b>	-3.6%	\$238,750	<b>\$270,000</b>	13.1%	9	<b>12</b>	33.3%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg
James City County	30	<b>19</b>	-36.7%	56	<b>46</b>	-17.9%	\$298,779	<b>\$301,796</b>	1.0%	\$278,750	<b>\$295,000</b>	5.8%	39	<b>27</b>	-30.8%	0.9	<b>0.9</b>	-6.7%
Williamsburg	8	<b>13</b>	62.5%	11	<b>13</b>	18.2%	\$254,582	<b>\$311,100</b>	22.2%	\$240,500	<b>\$305,000</b>	26.8%	11	<b>25</b>	127.3%	1.2	<b>2.6</b>	127.3%
York County	25	<b>15</b>	-40.0%	32	<b>27</b>	-15.6%	\$250,831	<b>\$299,556</b>	19.4%	\$249,683	<b>\$295,000</b>	18.2%	51	<b>43</b>	-15.7%	1.7	<b>1.5</b>	-14.7%
New Kent County	6	<b>13</b>	116.7%	0	<b>7</b>	n/a	\$0	<b>\$293,437</b>	n/a	\$0	<b>\$287,985</b>	n/a	12	<b>26</b>	116.7%	6.5	<b>4.9</b>	-25.5%
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		
	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg
James City County	398	<b>243</b>	-38.9%	400	<b>265</b>	-33.8%	\$270,499	<b>\$316,281</b>	16.9%	\$262,250	<b>\$300,000</b>	14.4%	39	<b>27</b>	-30.8%
Williamsburg	86	<b>93</b>	8.1%	89	<b>81</b>	-9.0%	\$237,736	<b>\$300,195</b>	26.3%	\$238,000	<b>\$293,950</b>	23.5%	11	<b>25</b>	127.3%
York County	306	<b>161</b>	-47.4%	276	<b>260</b>	-5.8%	\$248,418	<b>\$295,107</b>	18.8%	\$250,000	<b>\$304,017</b>	21.6%	51	<b>43</b>	-15.7%
New Kent County	41	<b>122</b>	197.6%	16	<b>53</b>	231.3%	\$239,528	<b>\$297,581</b>	24.2%	\$237,155	<b>\$283,470</b>	19.5%	12	<b>26</b>	116.7%
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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