

WAAR WILLIAMSBURG

MARKET INDICATORS REPORT

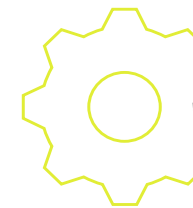
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

WAAR Market Indicators Report



Key Market Trends: January 2023

- > **In the WAAR region, sales activity continued to fall in January.** There were 163 sales in the area this month 119 fewer sales than last year, a 42.2% decrease. The biggest drop in sales occurred in James City County with, 62 fewer sales (-48.8%) and York County with 60 fewer sales than last January (-60%). Williamsburg was the only local market in which sales increased (+123.1%), 16 more sales.
- > **Pending sales continued to moderate in the WAAR area.** There were 208 pending sales in January across the footprint, 19 fewer pending sales than the previous year (-8.4%). The sharpest drop off in pending sales occurred in James City County with 24 fewer pending sales than a year ago, a decline of 22.9%. In New Kent County, the number of pending sales increased with 13 more pending sales than last year (+22.4%).
- > **Prices went up by double-digits in the WAAR market this month.** The median price was \$409,950 in January in the WAAR region, increasing by \$64,950, an 18.8% gain. Home prices in York County went up by \$83,899 compared to last January (+25.3%) and in James City County prices rose by \$54,900 (+13.9%). The median price fell 19.6% in Williamsburg compared to January.
- > **Supply continued to grow as active listings increased this month.** There were 465 active listings on the market at the end of January In the WAAR area, 74 more listings than a year ago (+18.9%). Most of the additional listings were in James City County with 67 more listings than last January, a 56.3% increase. York County was the only local market where listings declined (-7.1%).



WAAR Market Dashboard

| YoY Chg | Jan-23 | Indicator |
|----------|-----------|----------------------------------|
| ▼ -42.2% | 163 | Sales |
| ▼ -8.4% | 208 | Pending Sales |
| ▼ -2.0% | 240 | New Listings |
| ▲ 11.0% | \$445,950 | Average List Price |
| ▲ 11.0% | \$445,959 | Average Sales Price |
| ▲ 18.8% | \$409,950 | Median Sales Price |
| ▲ 6.7% | \$192 | Average Price Per Square Foot |
| ▼ -35.8% | \$72.7 | Sold Dollar Volume (in millions) |
| ▼ -1.2% | 99.7% | Average Sold/Ask Price Ratio |
| ▲ 27.3% | 33 | Average Days on Market |
| ▲ 60.0% | 16 | Median Days on Market |
| ▲ 18.9% | 465 | Active Listings |
| ▲ 49.3% | 1.4 | Months of Supply |

INTEREST RATE
TRACKER



Report Index



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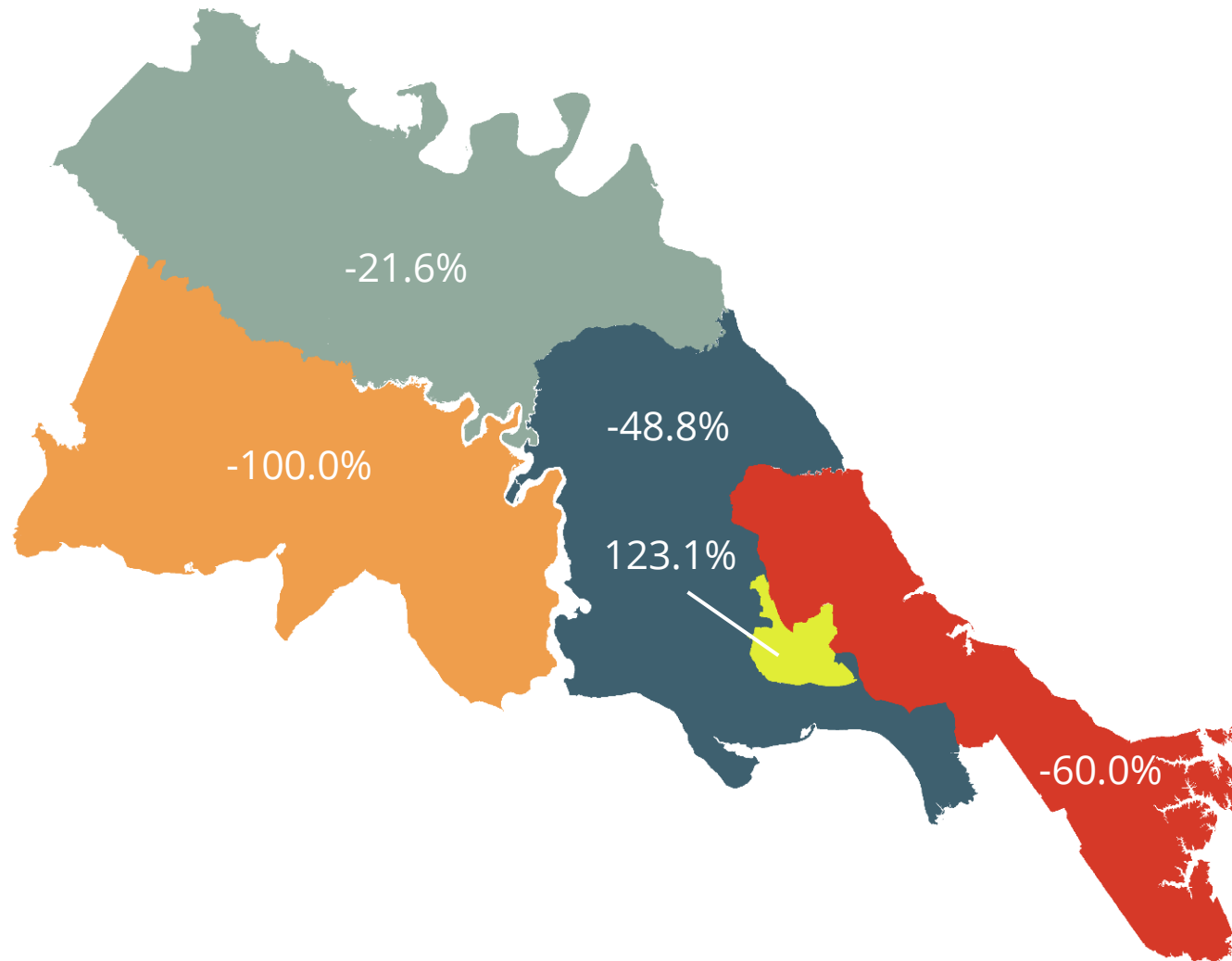
Consumers Should Consult with a REALTOR®. Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

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.

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Market Activity - WAAR Footprint



| Jurisdiction | Total Sales | | |
|---------------------|-------------|------------|---------------|
| | Jan-22 | Jan-23 | % Chg |
| Charles City County | 5 | 0 | -100.0% |
| James City County | 127 | 65 | -48.8% |
| New Kent County | 37 | 29 | -21.6% |
| Williamsburg | 13 | 29 | 123.1% |
| York County | 100 | 40 | -60.0% |
| WAAR | 282 | 163 | -42.2% |

Total Market Overview



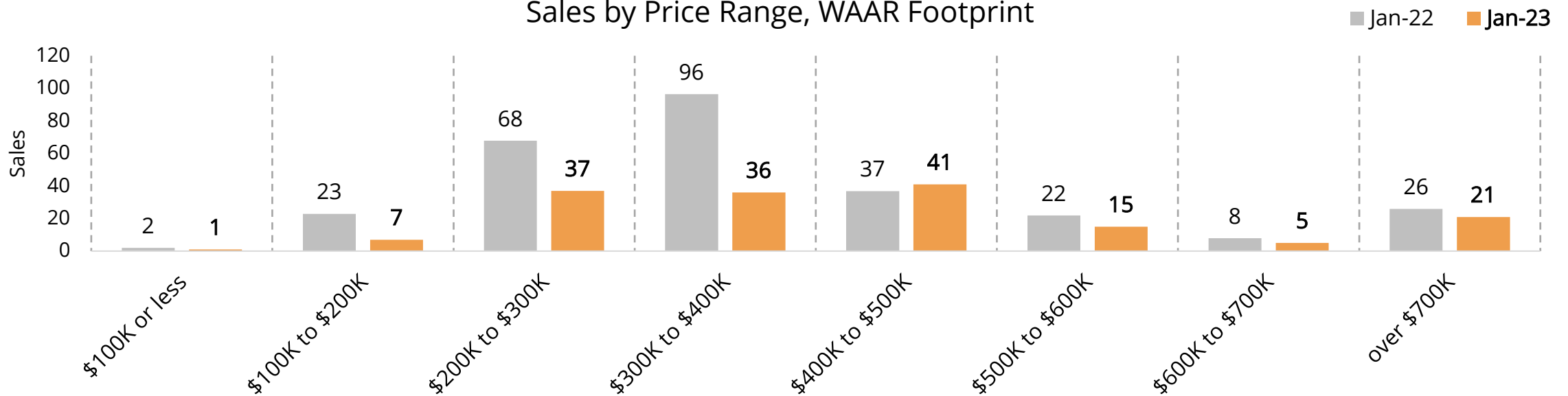
| Key Metrics | 2-year Trends | | Jan-22 | Jan-23 | YoY Chg | 2022 YTD | 2023 YTD | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| | Jan-21 | Jan-23 | | | | | | |
| Sales | | | 282 | 163 | -42.2% | 282 | 163 | -42.2% |
| Pending Sales | | | 227 | 208 | -8.4% | 227 | 208 | -8.4% |
| New Listings | | | 245 | 240 | -2.0% | 245 | 240 | -2.0% |
| Average List Price | | | \$401,613 | \$445,950 | 11.0% | \$401,478 | \$445,950 | 11.1% |
| Average Sales Price | | | \$401,741 | \$445,959 | 11.0% | \$401,606 | \$445,959 | 11.0% |
| Median Sales Price | | | \$345,000 | \$409,950 | 18.8% | \$345,000 | \$409,950 | 18.8% |
| Average Price Per Square Foot | | | \$180 | \$192 | 6.7% | \$181 | \$192 | 6.3% |
| Sold Dollar Volume (in millions) | | | \$113.3 | \$72.7 | -35.8% | \$113.3 | \$72.7 | -35.8% |
| Average Sold/Ask Price Ratio | | | 100.9% | 99.7% | -1.2% | 100.9% | 99.7% | -1.2% |
| Average Days on Market | | | 26 | 33 | 27.3% | 26 | 33 | 27.7% |
| Median Days on Market | | | 10 | 16 | 60.0% | 10 | 16 | 60.0% |
| Active Listings | | | 391 | 465 | 18.9% | n/a | n/a | n/a |
| Months of Supply | | | 0.9 | 1.4 | 49.3% | n/a | n/a | n/a |

Source: Virginia REALTORS®, data accessed February 15, 2023

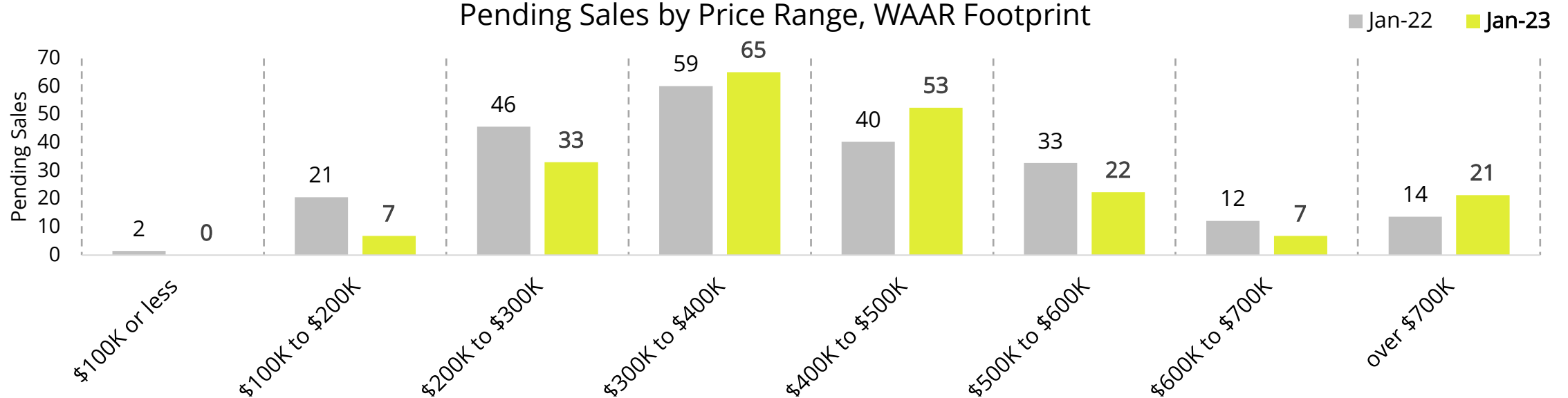
Total Market by Price Range Overview



Sales by Price Range, WAAR Footprint



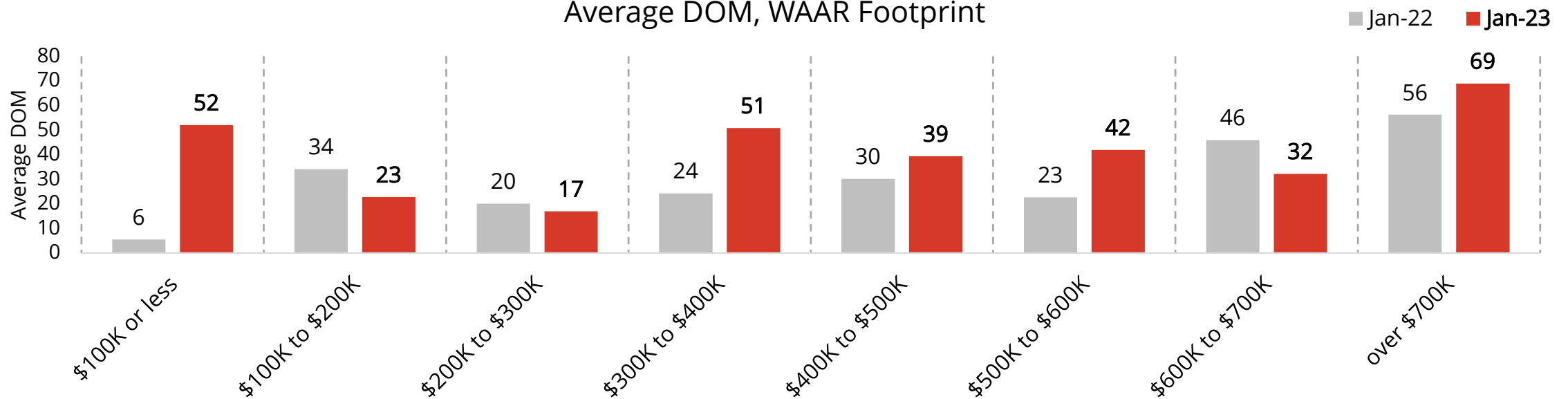
Pending Sales by Price Range, WAAR Footprint



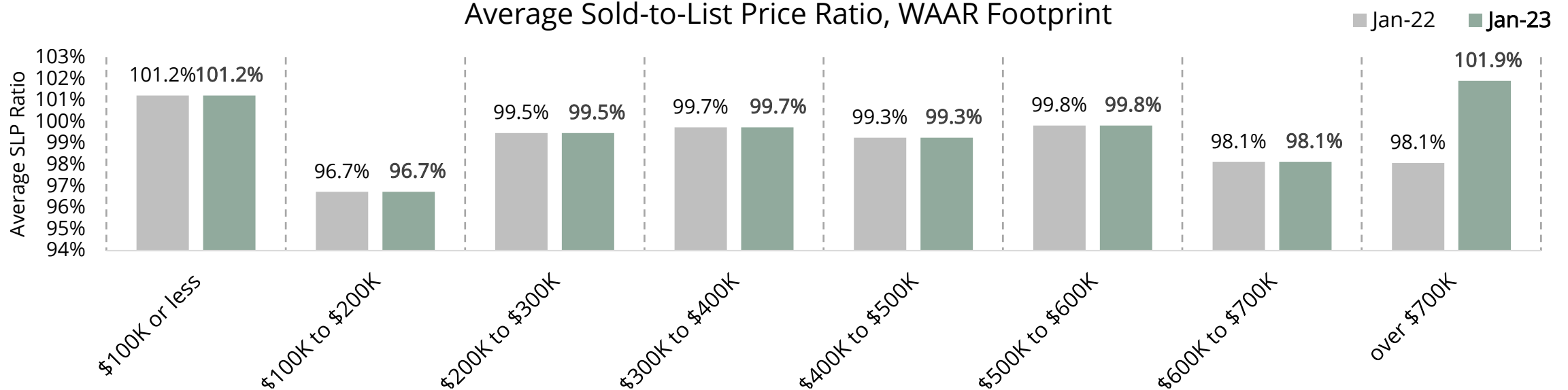
Total Market by Price Range Overview



Average DOM, WAAR Footprint



Average Sold-to-List Price Ratio, WAAR Footprint



Single-Family Detached Market Overview



| Key Metrics | 2-year Trends | | Jan-22 | Jan-23 | YoY Chg | 2022 YTD | 2023 YTD | YoY Chg |
|----------------------------------|---------------|--------|-----------|-----------|---------|-----------|-----------|---------|
| | Jan-21 | Jan-23 | | | | | | |
| Sales | | | 221 | 126 | -43.0% | 221 | 126 | -43.0% |
| Pending Sales | | | 195 | 177 | -9.2% | 195 | 177 | -9.2% |
| New Listings | | | 211 | 194 | -8.1% | 211 | 194 | -8.1% |
| Average List Price | | | \$438,174 | \$485,354 | 10.8% | \$437,837 | \$485,354 | 10.9% |
| Average Sales Price | | | \$437,685 | \$486,211 | 11.1% | \$437,351 | \$486,211 | 11.2% |
| Median Sales Price | | | \$374,900 | \$427,450 | 14.0% | \$373,250 | \$427,450 | 14.5% |
| Average Price Per Square Foot | | | \$181 | \$198 | 9.4% | \$182 | \$198 | 9.0% |
| Sold Dollar Volume (in millions) | | | \$96.7 | \$61.3 | -36.7% | \$96.7 | \$61.3 | -36.7% |
| Average Sold/Ask Price Ratio | | | 100.9% | 99.9% | -1.0% | 100.9% | 99.9% | -1.0% |
| Average Days on Market | | | 27 | 33 | 20.1% | 27 | 33 | 20.6% |
| Median Days on Market | | | 10 | 18 | 80.0% | 10 | 18 | 80.0% |
| Active Listings | | | 286 | 378 | 32.2% | n/a | n/a | n/a |
| Months of Supply | | | 0.9 | 1.4 | 65.6% | n/a | n/a | n/a |

Source: Virginia REALTORS®, data accessed February 15, 2023

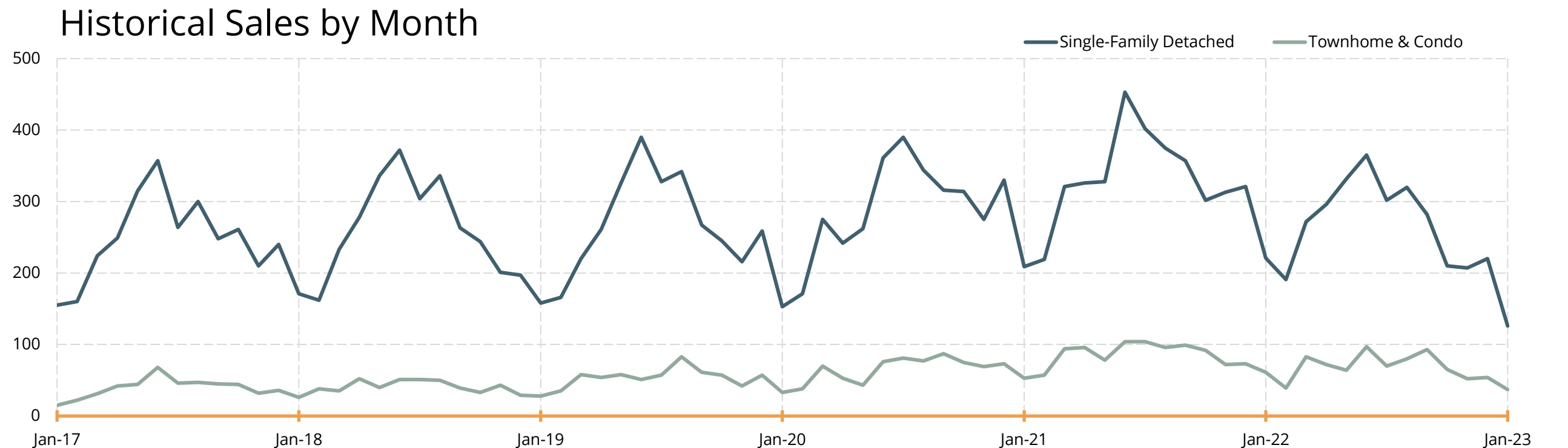
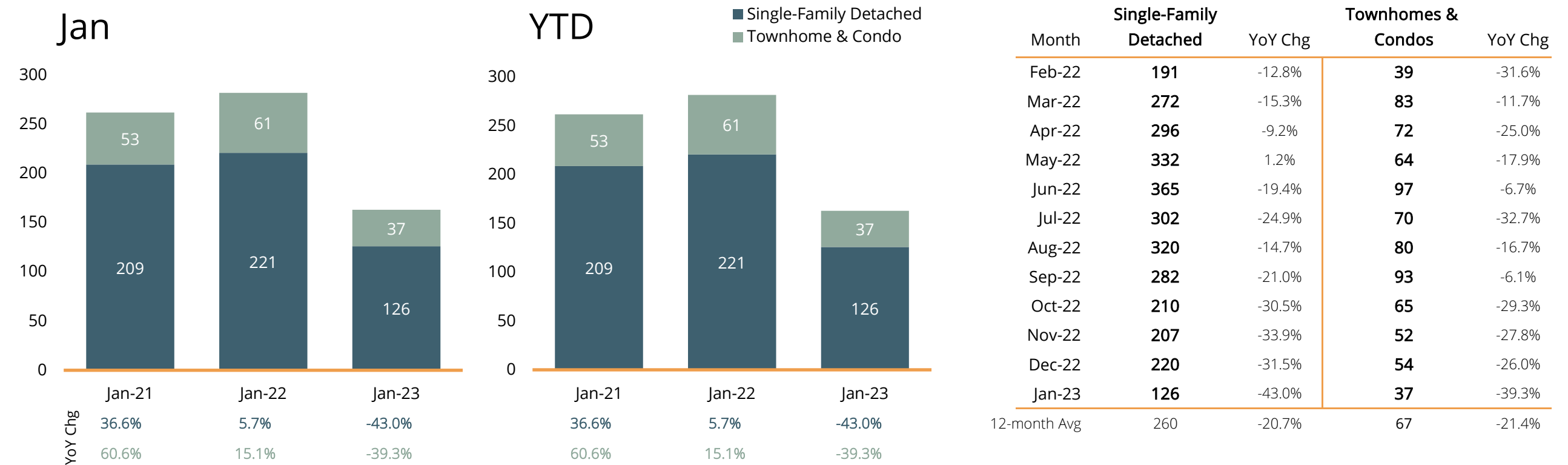
Townhome & Condo Market Overview



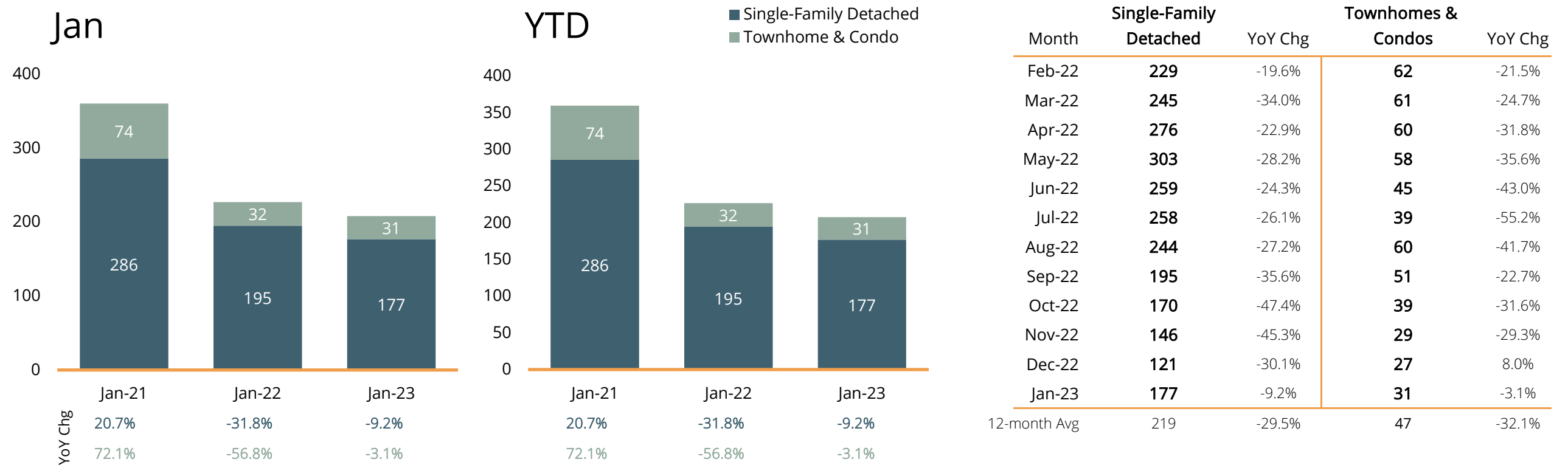
| Key Metrics | 2-year Trends | | | Jan-22 | Jan-23 | YoY Chg | 2022 YTD | 2023 YTD | YoY Chg |
|----------------------------------|---------------|--|--------|-----------|------------------|---------|-----------|------------------|---------|
| | Jan-21 | | Jan-23 | | | | | | |
| Sales | | | | 61 | 37 | -39.3% | 61 | 37 | -39.3% |
| Pending Sales | | | | 32 | 31 | -3.1% | 32 | 31 | -3.1% |
| New Listings | | | | 34 | 46 | 35.3% | 34 | 46 | 35.3% |
| Average List Price | | | | \$269,156 | \$311,763 | 15.8% | \$269,156 | \$311,763 | 15.8% |
| Average Sales Price | | | | \$271,517 | \$308,882 | 13.8% | \$271,517 | \$308,882 | 13.8% |
| Median Sales Price | | | | \$280,985 | \$275,570 | -1.9% | \$280,985 | \$275,570 | -1.9% |
| Average Price Per Square Foot | | | | \$168 | \$165 | -2.2% | \$168 | \$165 | -2.2% |
| Sold Dollar Volume (in millions) | | | | \$16.6 | \$11.4 | -31.0% | \$16.6 | \$11.4 | -31.0% |
| Average Sold/Ask Price Ratio | | | | 100.9% | 98.9% | -1.9% | 100.9% | 98.9% | -1.9% |
| Average Days on Market | | | | 23 | 36 | 56.9% | 23 | 36 | 56.9% |
| Median Days on Market | | | | 11 | 8 | -27.3% | 11 | 8 | -27.3% |
| Active Listings | | | | 105 | 87 | -17.1% | n/a | n/a | n/a |
| Months of Supply | | | | 1.2 | 1.3 | 4.7% | n/a | n/a | n/a |

Source: Virginia REALTORS®, data accessed February 15, 2023

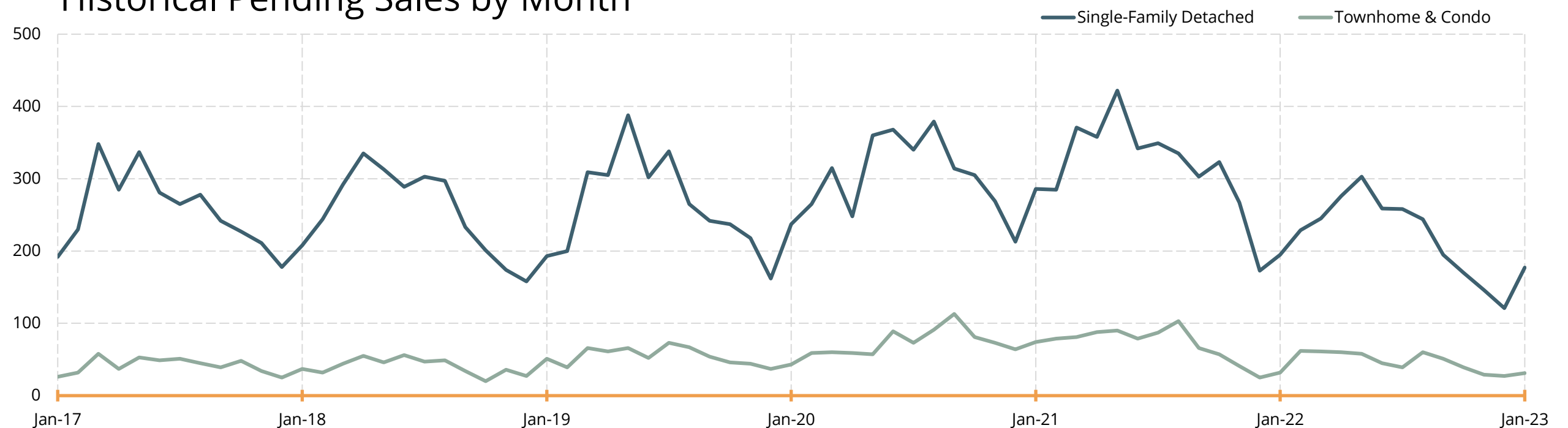
Sales



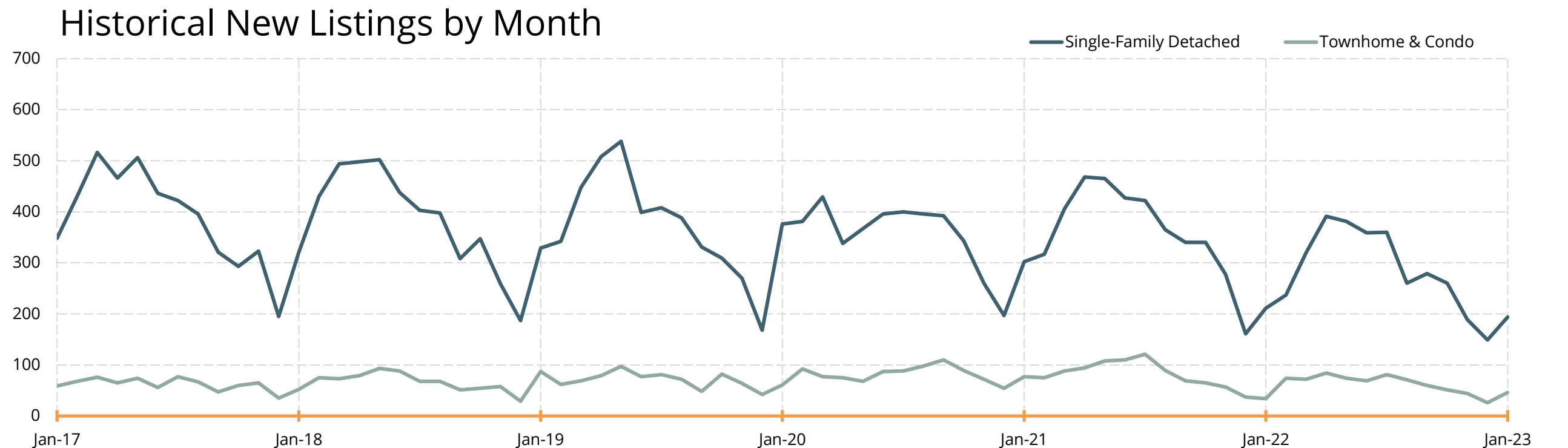
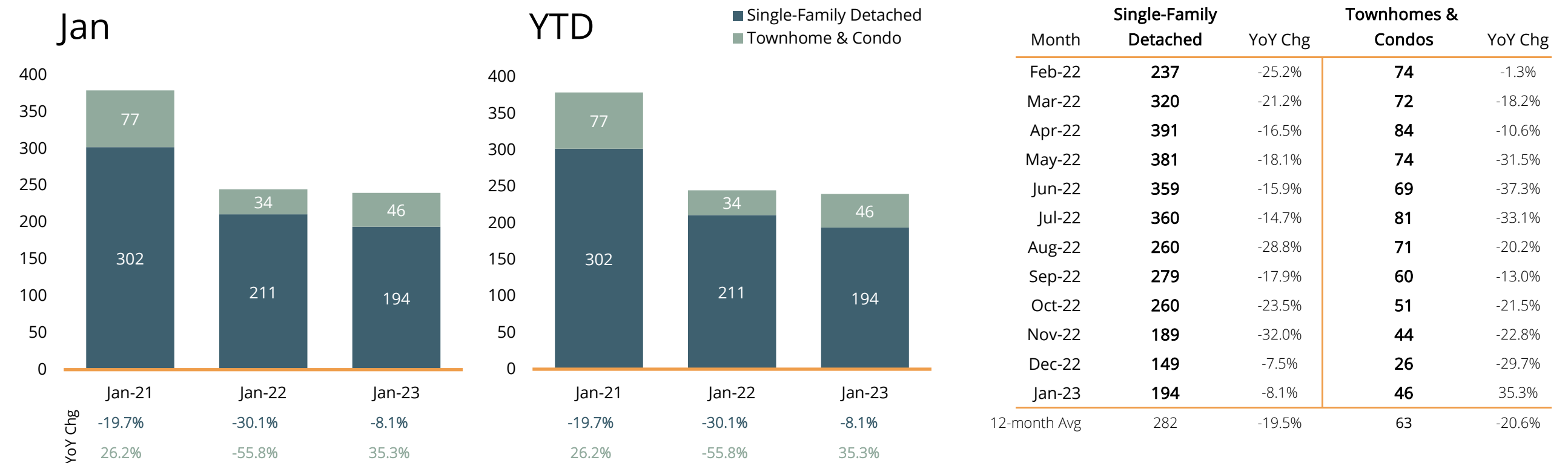
Pending Sales



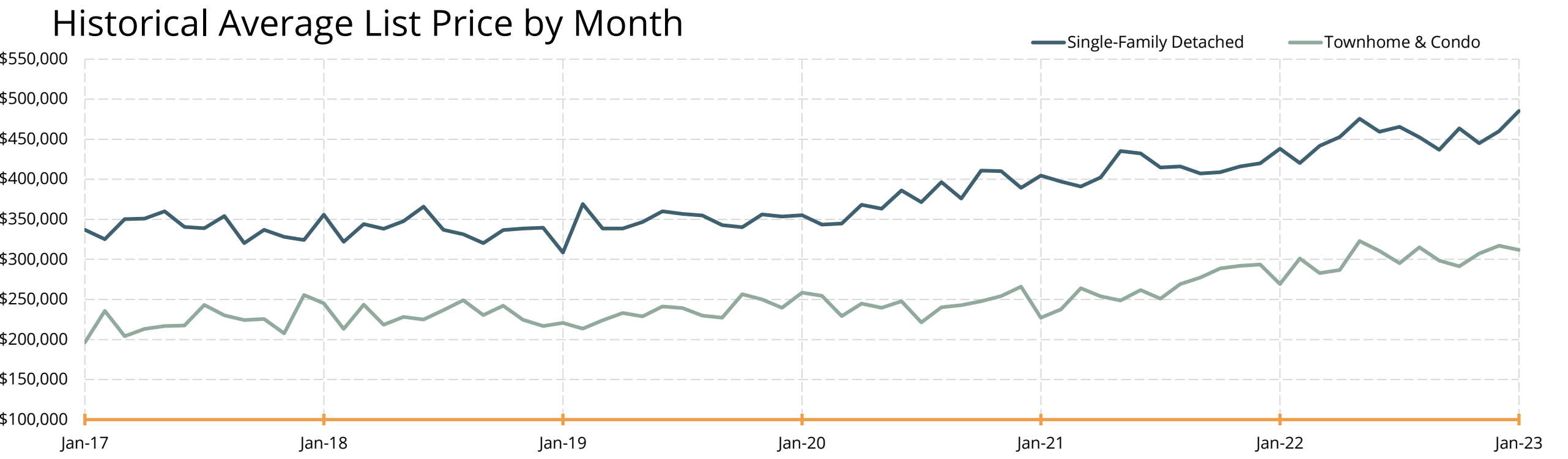
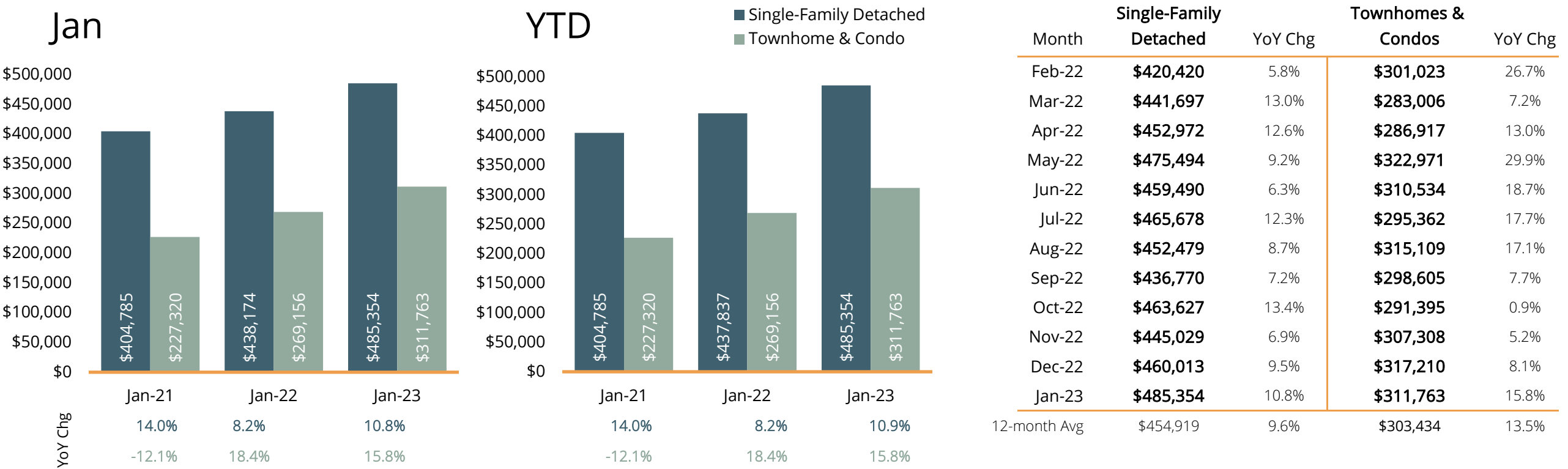
Historical Pending Sales by Month



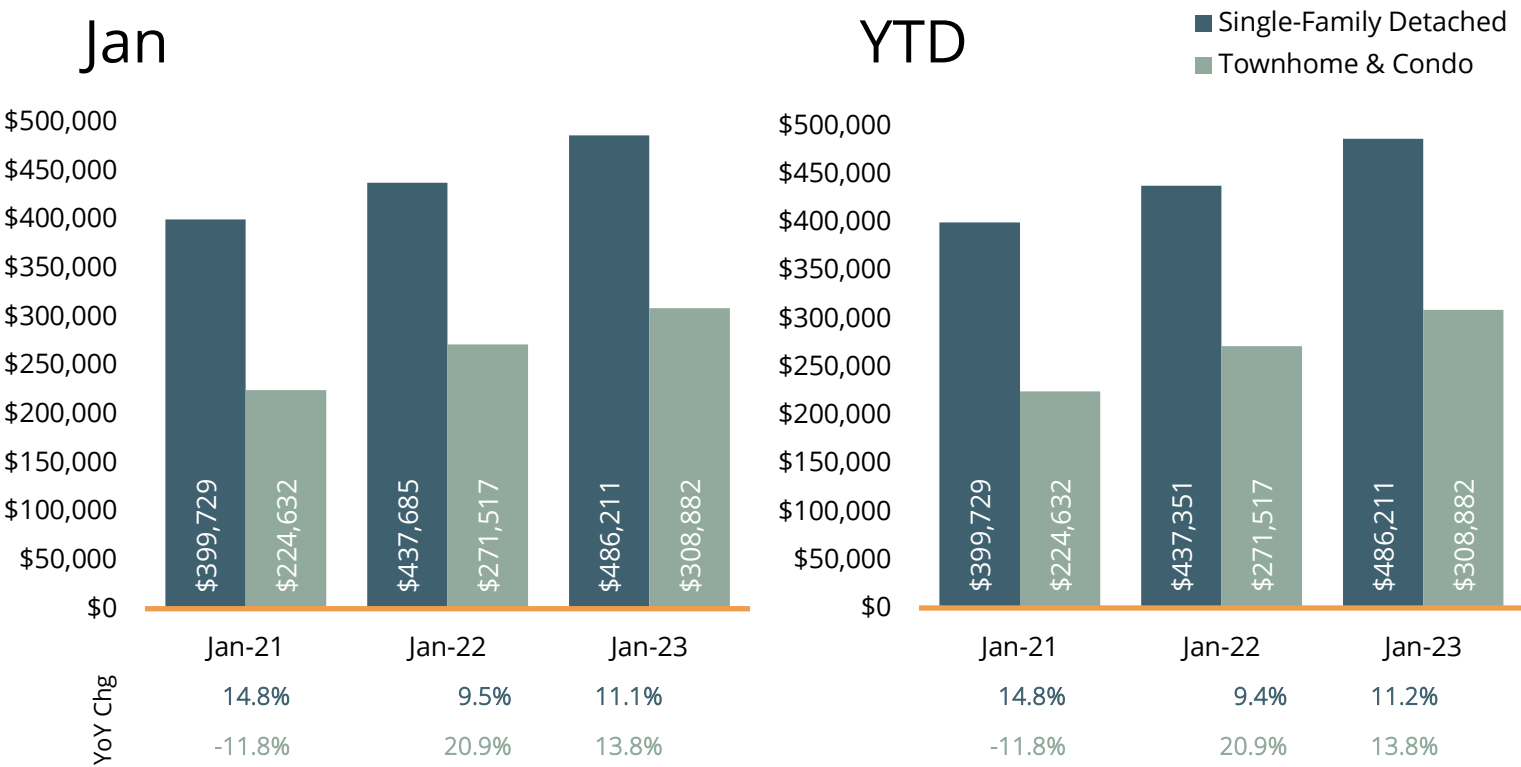
New Listings



Average List Price

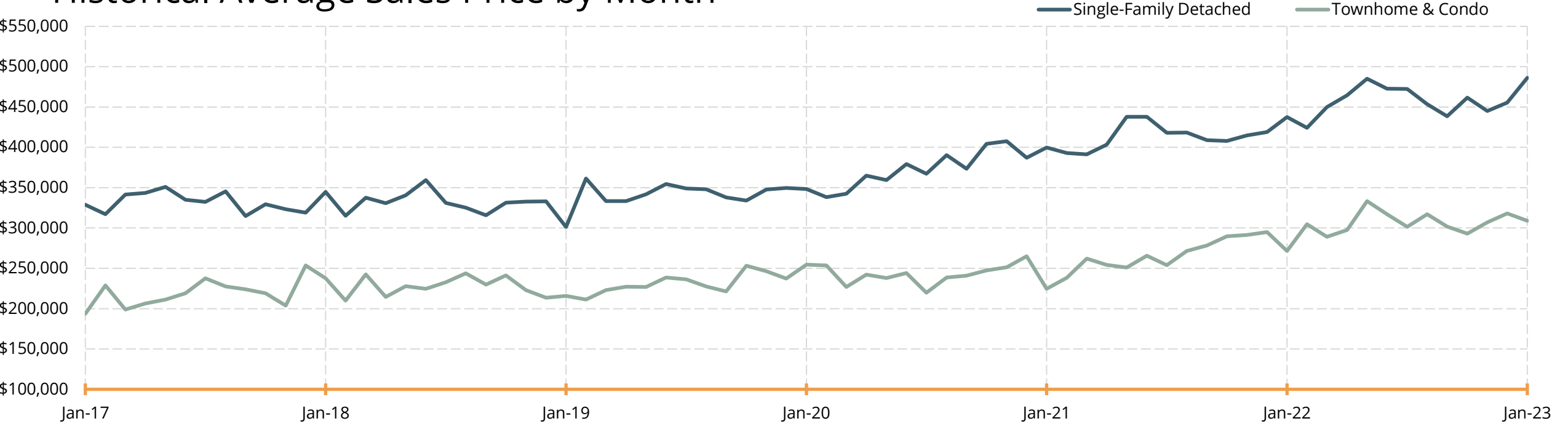


Average Sales Price



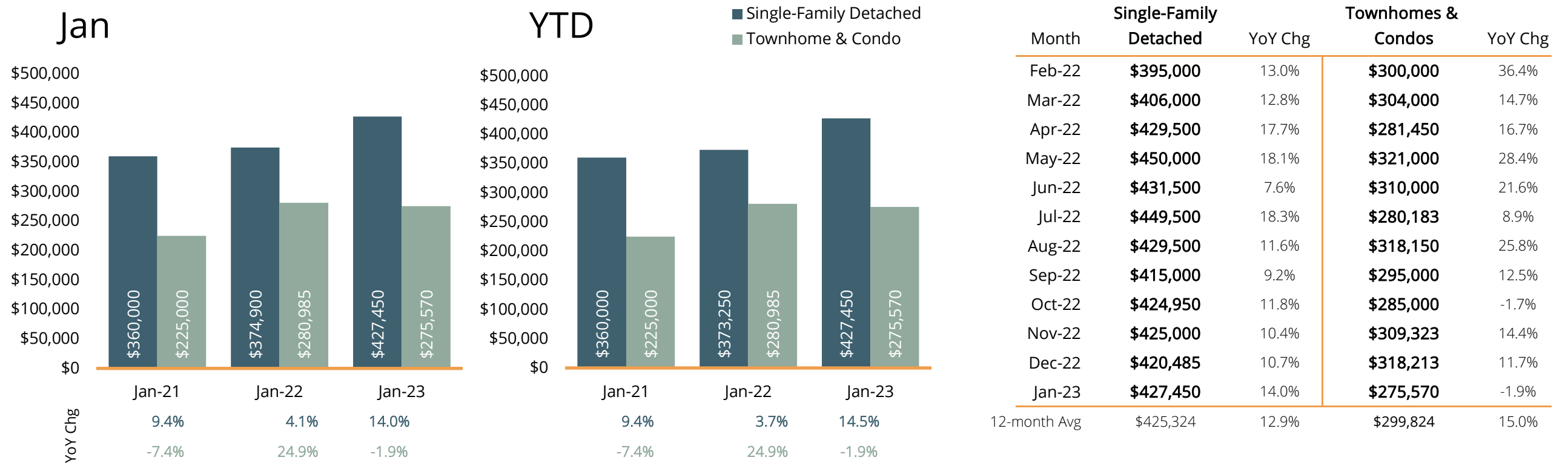
| Month | Single-Family | | Townhomes & | |
|--------------|---------------|---------|-------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| Feb-22 | \$424,070 | 7.9% | \$304,585 | 27.8% |
| Mar-22 | \$449,809 | 14.9% | \$289,219 | 10.4% |
| Apr-22 | \$464,504 | 15.1% | \$297,626 | 17.0% |
| 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% |
| Oct-22 | \$461,595 | 13.1% | \$292,979 | 1.1% |
| Nov-22 | \$444,935 | 7.3% | \$307,027 | 5.4% |
| Dec-22 | \$455,523 | 8.7% | \$318,093 | 7.9% |
| Jan-23 | \$486,211 | 11.1% | \$308,882 | 13.8% |
| 12-month Avg | \$459,102 | 10.4% | \$307,448 | 14.5% |

Historical Average Sales Price by Month

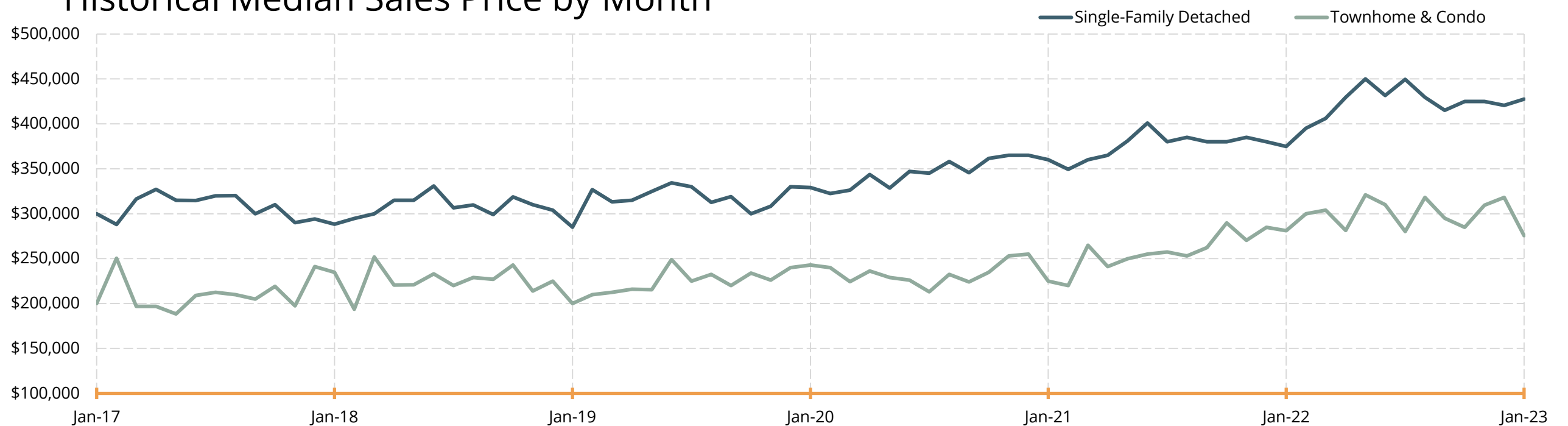


Source: Virginia REALTORS®, data accessed February 15, 2023

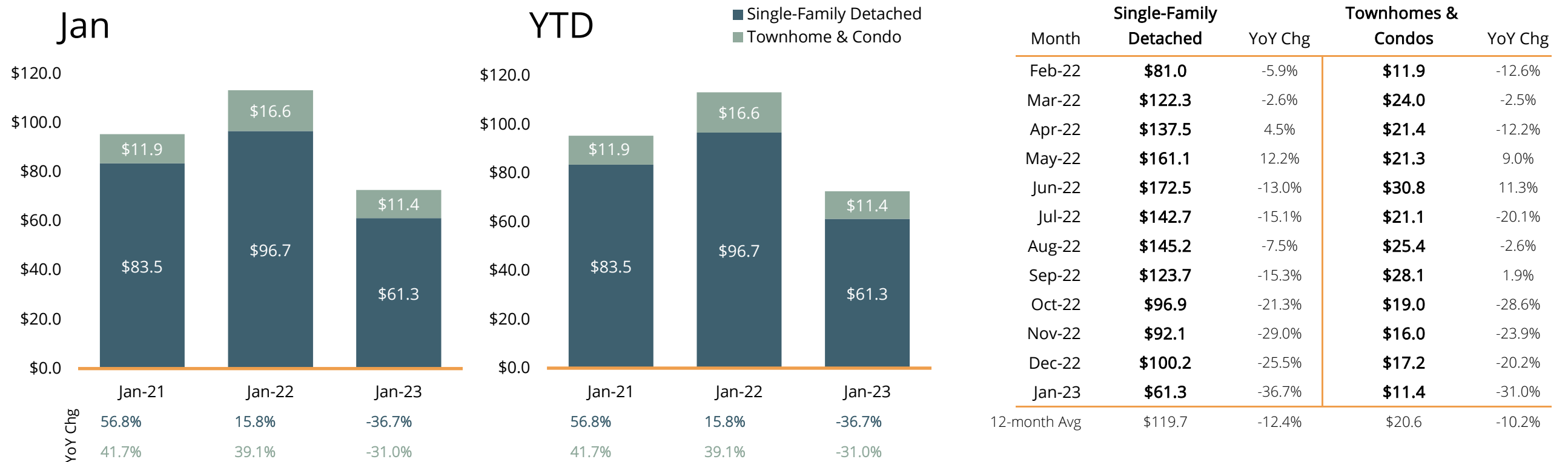
Median Sales Price



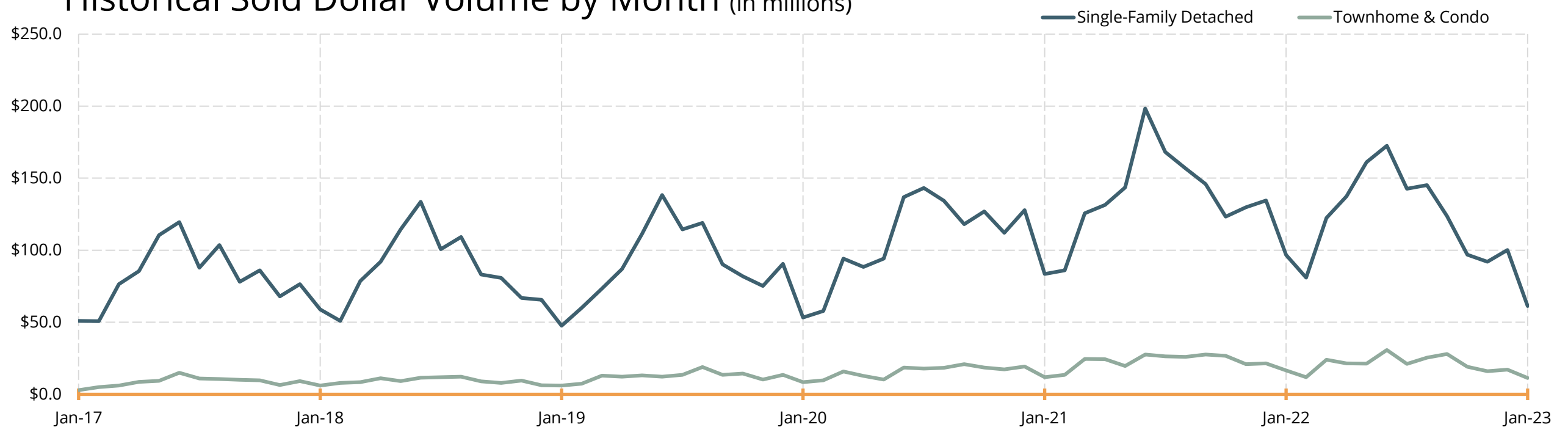
Historical Median Sales Price by Month



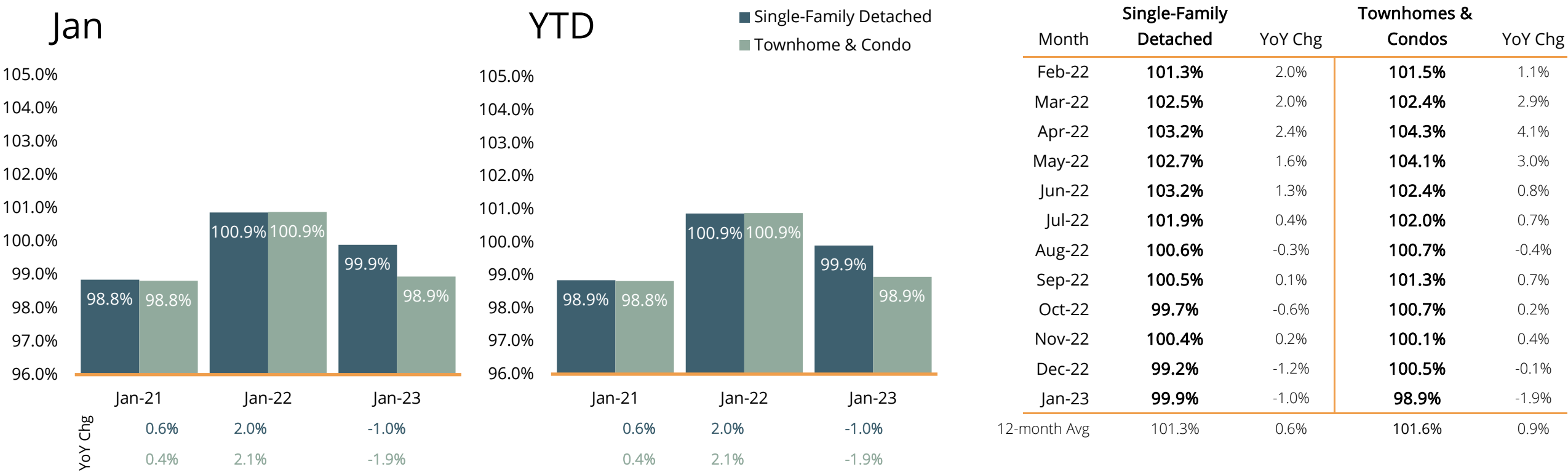
Sold Dollar Volume (in millions)



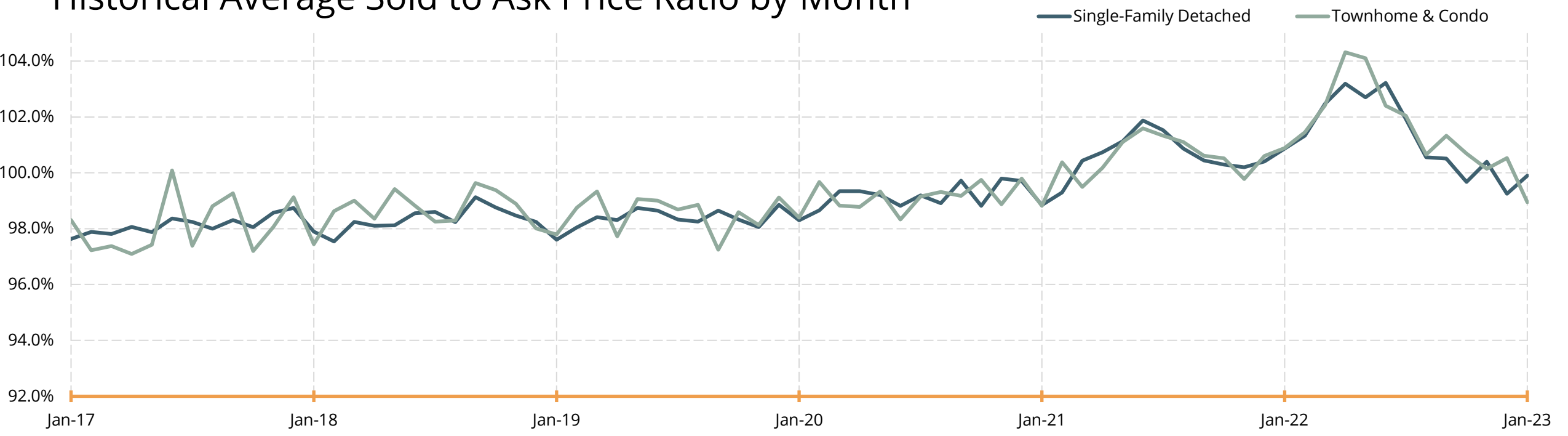
Historical Sold Dollar Volume by Month (in millions)



Average Sold to Ask Price Ratio

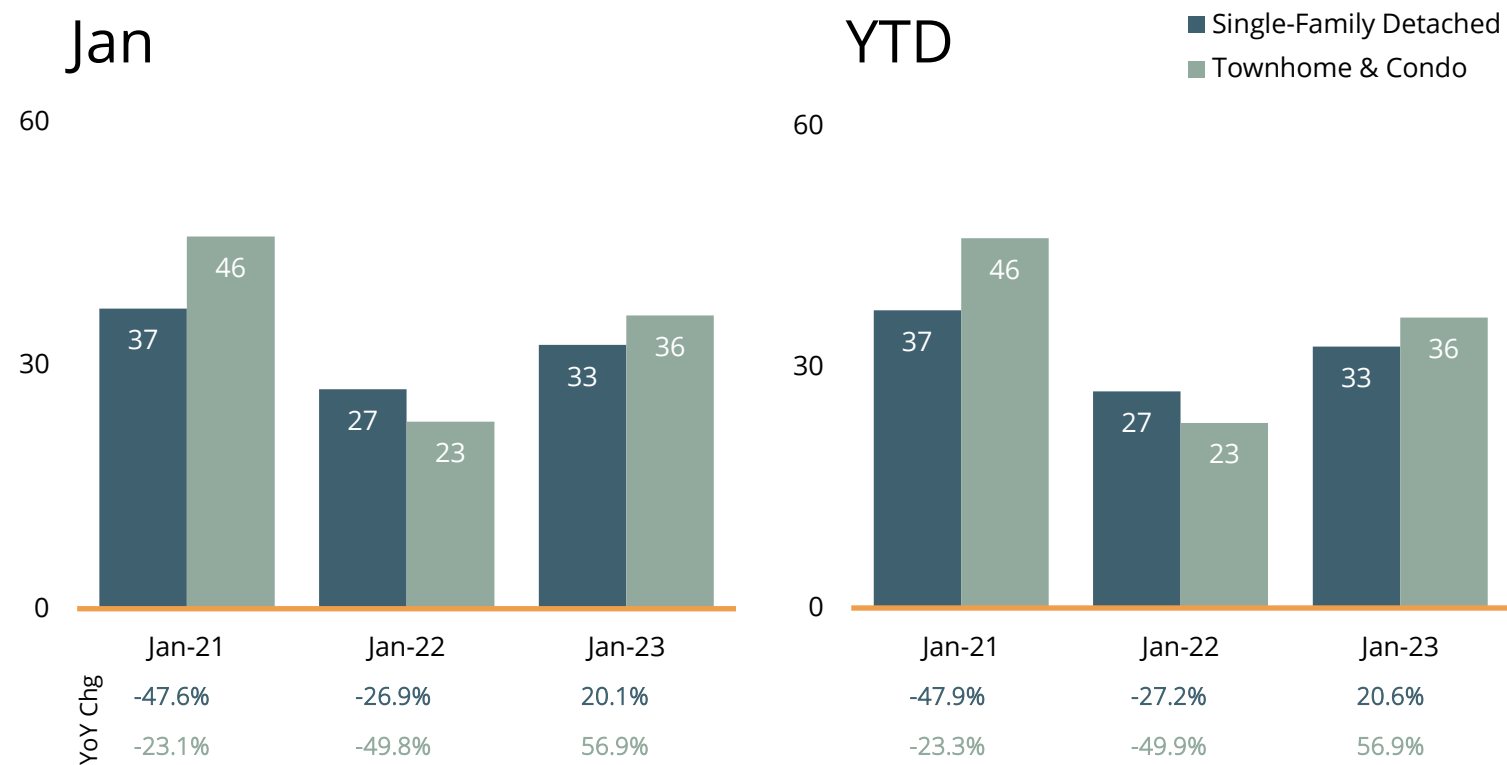


Historical Average Sold to Ask Price Ratio by Month



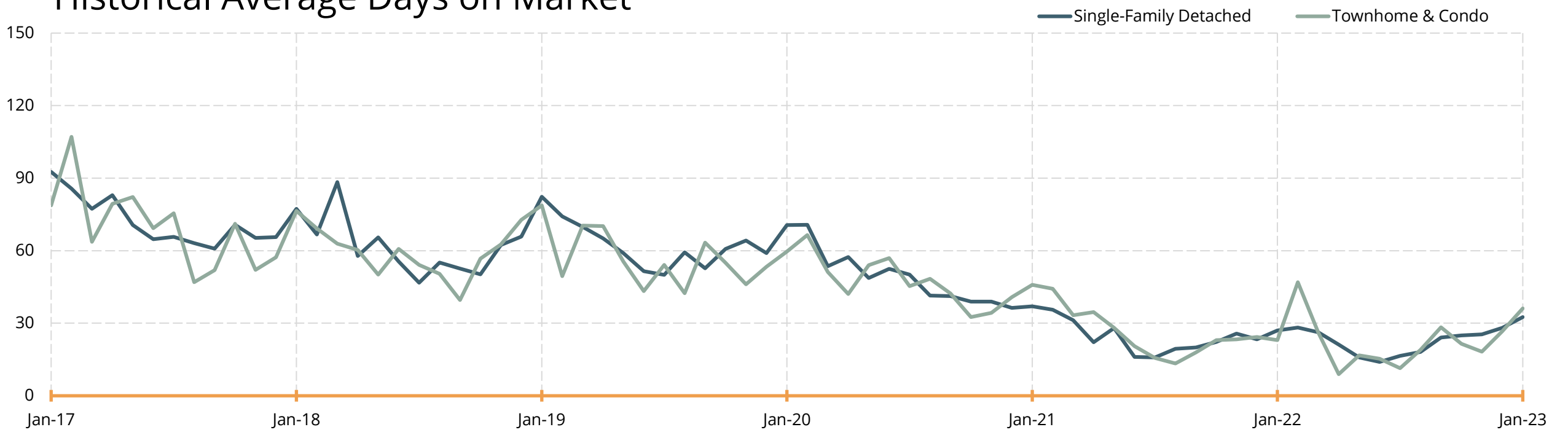
Source: Virginia REALTORS®, data accessed February 15, 2023

Average Days on Market



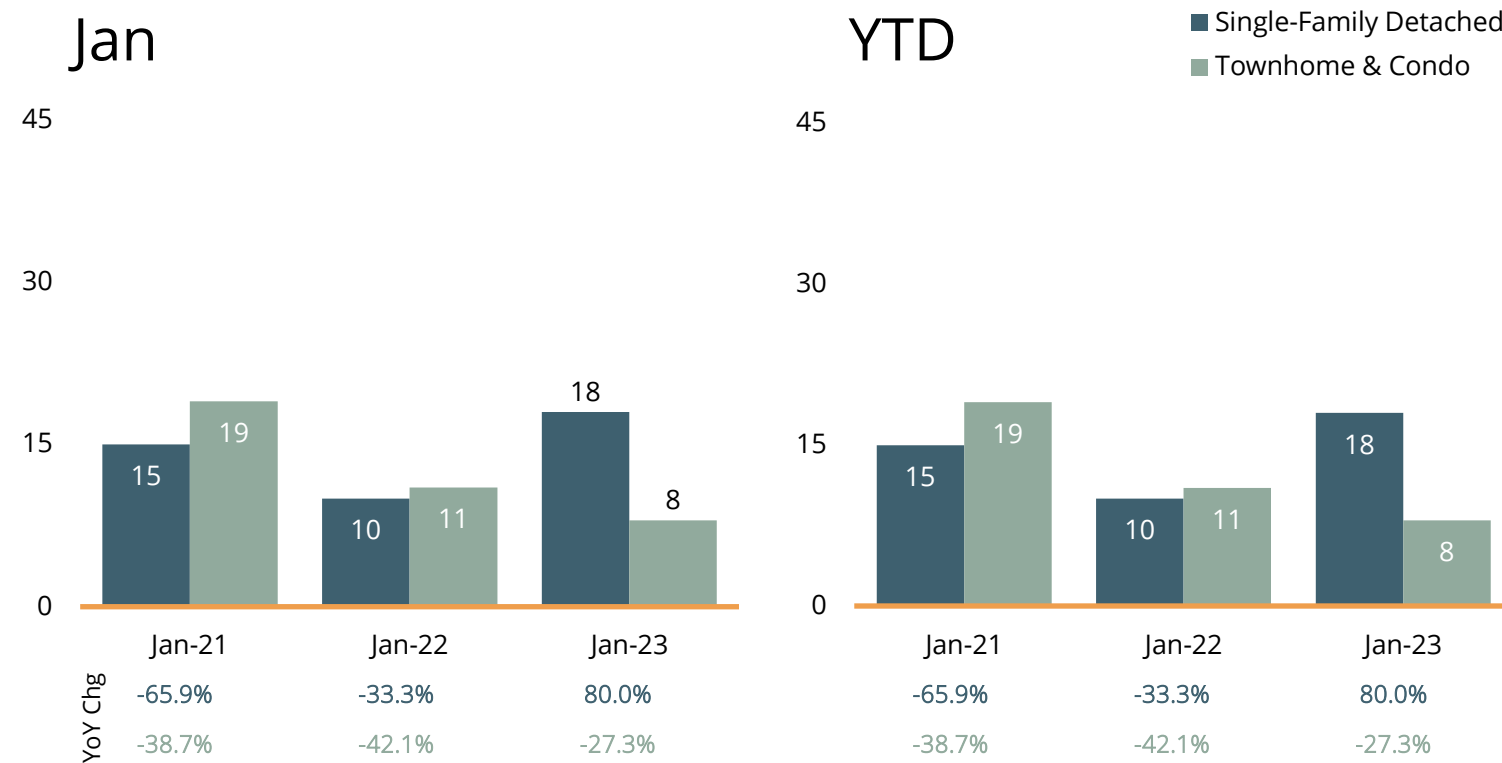
| Month | Single-Family | | Townhomes & | |
|--------------|---------------|---------|-------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| Feb-22 | 28 | -20.7% | 47 | 6.1% |
| Mar-22 | 26 | -16.1% | 26 | -21.4% |
| Apr-22 | 21 | -4.6% | 9 | -74.2% |
| May-22 | 16 | -43.3% | 17 | -40.5% |
| 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% |
| Nov-22 | 25 | -1.3% | 18 | -21.5% |
| Dec-22 | 28 | 20.5% | 27 | 9.6% |
| Jan-23 | 33 | 20.1% | 36 | 56.9% |
| 12-month Avg | 23 | -4.0% | 23 | -8.6% |

Historical Average Days on Market



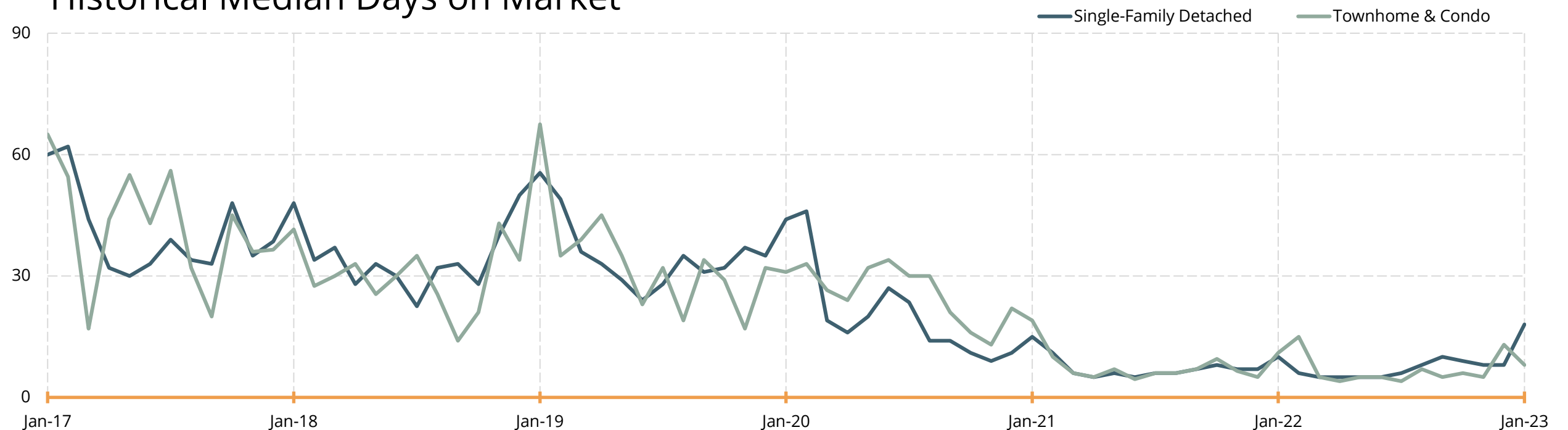
Source: Virginia REALTORS®, data accessed February 15, 2023

Median Days on Market

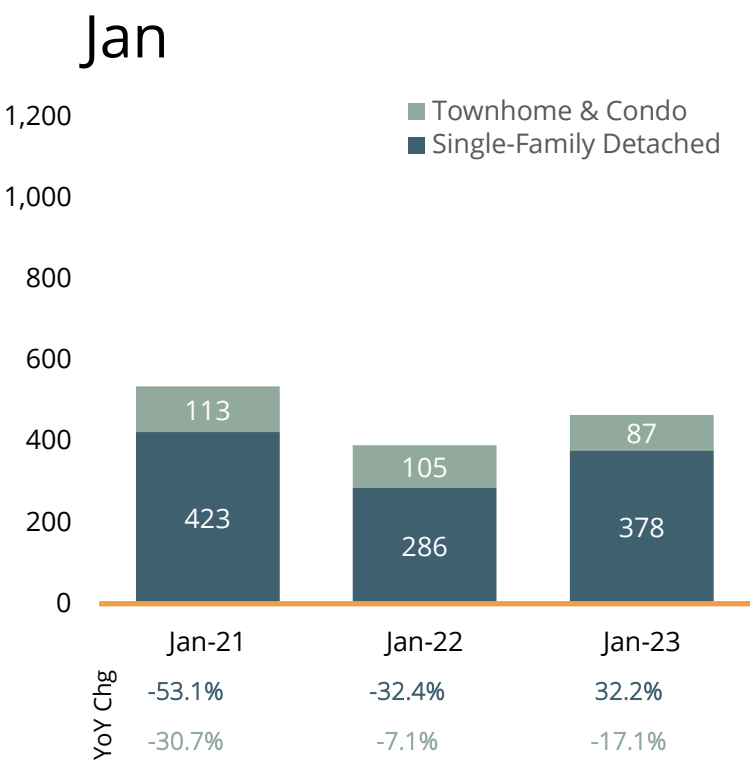


| Month | Single-Family | | Townhomes & | |
|--------------|---------------|---------|-------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| Feb-22 | 6 | -45.5% | 15 | 50.0% |
| Mar-22 | 5 | -16.7% | 5 | -16.7% |
| Apr-22 | 5 | 0.0% | 4 | -20.0% |
| May-22 | 5 | -16.7% | 5 | -28.6% |
| 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% |
| Nov-22 | 8 | 14.3% | 5 | -23.1% |
| Dec-22 | 8 | 14.3% | 13 | 160.0% |
| Jan-23 | 18 | 80.0% | 8 | -27.3% |
| 12-month Avg | 8 | 10.7% | 7 | -1.8% |

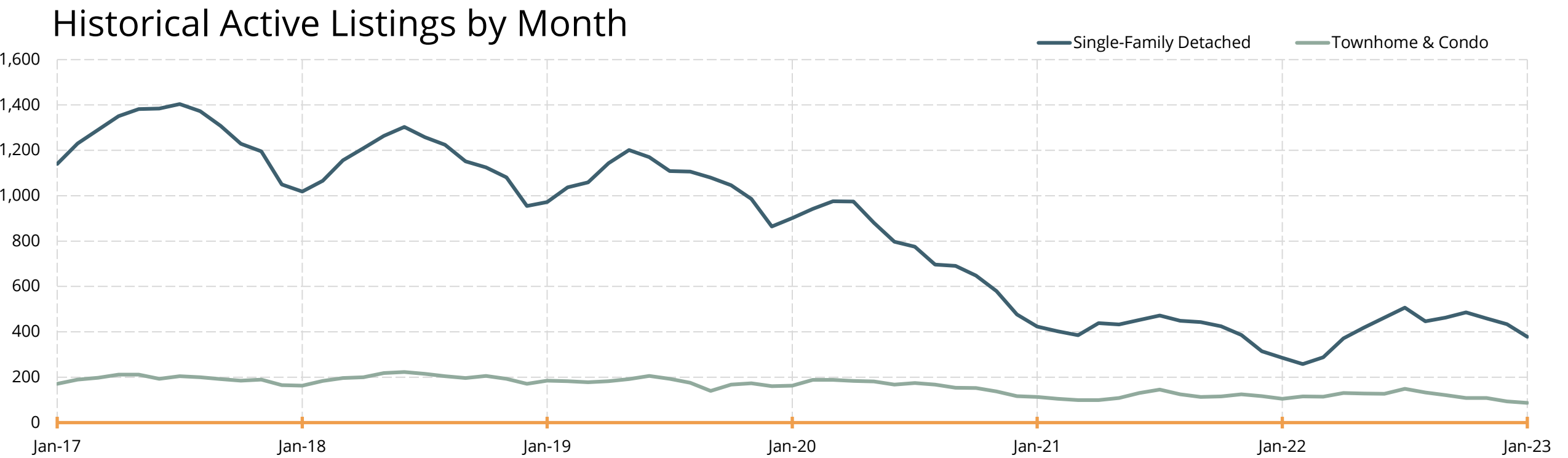
Historical Median Days on Market



Active Listings



| Month | Single-Family | | Townhomes & | |
|--------------|---------------|---------|-------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| 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% |
| Nov-22 | 459 | 18.9% | 109 | -12.8% |
| Dec-22 | 434 | 38.2% | 93 | -20.5% |
| Jan-23 | 378 | 32.2% | 87 | -17.1% |
| 12-month Avg | 414 | 1.8% | 118 | 2.0% |

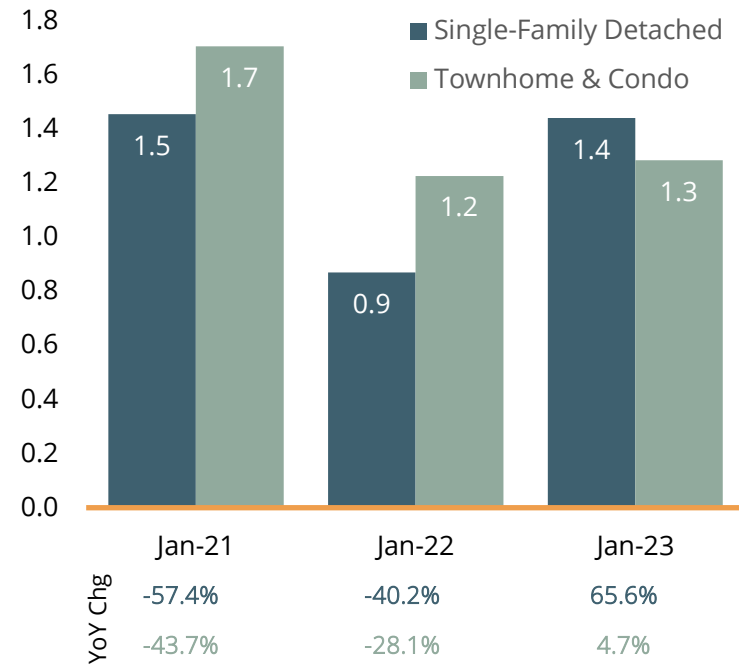


Source: Virginia REALTORS®, data accessed February 15, 2023

Months of Supply

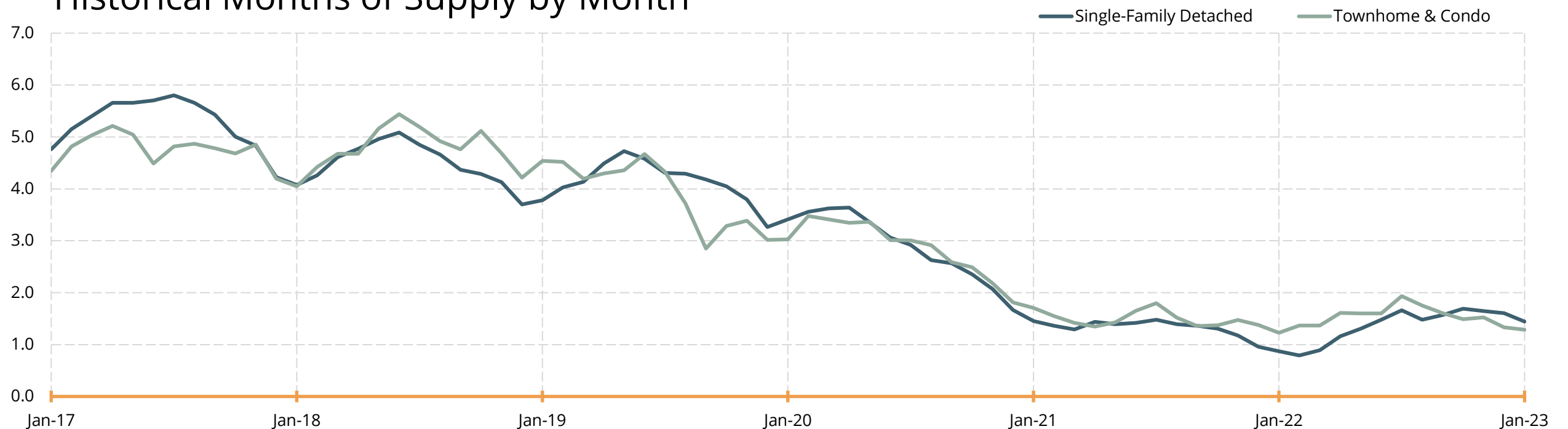


Jan



| Month | Single-Family | | Townhomes & | |
|--------------|---------------|---------|-------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| 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% |
| Nov-22 | 1.6 | 40.0% | 1.5 | 3.6% |
| Dec-22 | 1.6 | 67.5% | 1.3 | -3.3% |
| Jan-23 | 1.4 | 65.6% | 1.3 | 4.7% |
| 12-month Avg | 1.4 | 8.3% | 1.5 | 5.4% |

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-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg |
| James City County | 102 | 82 | -19.6% | 127 | 65 | -48.8% | \$450,160 | \$518,180 | 15.1% | \$395,000 | \$449,900 | 13.9% | 119 | 186 | 56.3% | 0.6 | 1.3 | 108.9% |
| Williamsburg | 17 | 32 | 88.2% | 13 | 29 | 123.1% | \$464,308 | \$362,160 | -22.0% | \$392,000 | \$315,000 | -19.6% | 41 | 45 | 9.8% | 1.6 | 1.8 | 9.8% |
| York County | 54 | 57 | 5.6% | 100 | 40 | -60.0% | \$350,069 | \$410,122 | 17.2% | \$331,101 | \$415,000 | 25.3% | 141 | 131 | -7.1% | 1.1 | 1.4 | 27.4% |
| New Kent County | 68 | 67 | -1.5% | 37 | 29 | -21.6% | \$368,653 | \$417,312 | 13.2% | \$359,990 | \$359,000 | -0.3% | 86 | 95 | 10.5% | 1.4 | 1.6 | 10.2% |
| Charles City County | 4 | 2 | -50.0% | 5 | 0 | -100.0% | \$287,520 | \$0 | -100.0% | \$212,100 | \$0 | -100.0% | 4 | 8 | 100.0% | 1.0 | 2.0 | 100.0% |

Area Overview - Total Market YTD



| Geography | New Listings YTD | | | Sales YTD | | | Average Sales Price TYD | | | Median Sales Price TYD | | | Active Listings YTD | | |
|---------------------|------------------|-----------|--------|-----------|-----------|---------|-------------------------|------------------|---------|------------------------|------------------|---------|---------------------|------------|--------|
| | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg |
| James City County | 102 | 82 | -19.6% | 127 | 65 | -48.8% | \$449,482 | \$518,180 | 15.3% | \$392,500 | \$449,900 | 14.6% | 119 | 186 | 56.3% |
| Williamsburg | 17 | 32 | 88.2% | 13 | 29 | 123.1% | \$464,308 | \$362,160 | -22.0% | \$392,000 | \$315,000 | -19.6% | 41 | 45 | 9.8% |
| York County | 54 | 57 | 5.6% | 100 | 40 | -60.0% | \$350,069 | \$410,122 | 17.2% | \$331,101 | \$415,000 | 25.3% | 141 | 131 | -7.1% |
| New Kent County | 68 | 67 | -1.5% | 37 | 29 | -21.6% | \$368,653 | \$417,312 | 13.2% | \$359,990 | \$359,000 | -0.3% | 86 | 95 | 10.5% |
| Charles City County | 4 | 2 | -50.0% | 5 | 0 | -100.0% | \$287,520 | \$0 | -100.0% | \$212,100 | \$0 | -100.0% | 4 | 8 | 100.0% |

Area Overview - Single Family Detached Market



| | New Listings | | | Sales | | | Average Sales Price | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|---------------------|--------------|--------|--------|--------|--------|---------|---------------------|-----------|---------|--------------------|-----------|---------|-----------------|--------|--------|---------------|--------|--------|
| Geography | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg |
| James City County | 89 | 68 | -23.6% | 107 | 53 | -50.5% | \$485,930 | \$560,561 | 15.4% | \$430,000 | \$485,000 | 12.8% | 100 | 150 | 50.0% | 0.6 | 1.2 | 92.9% |
| Williamsburg | 14 | 20 | 42.9% | 10 | 20 | 100.0% | \$543,550 | \$408,141 | -24.9% | \$545,000 | \$383,000 | -29.7% | 25 | 27 | 8.0% | 1.6 | 1.6 | 3.1% |
| York County | 40 | 41 | 2.5% | 63 | 32 | -49.2% | \$389,519 | \$427,601 | 9.8% | \$350,000 | \$422,500 | 20.7% | 89 | 105 | 18.0% | 0.9 | 1.5 | 64.3% |
| New Kent County | 64 | 63 | -1.6% | 36 | 21 | -41.7% | \$370,029 | \$462,232 | 24.9% | \$359,995 | \$379,950 | 5.5% | 68 | 88 | 29.4% | 1.2 | 1.7 | 42.9% |
| Charles City County | 4 | 2 | -50.0% | 5 | 0 | -100.0% | \$287,520 | \$0 | -100.0% | \$212,100 | \$0 | -100.0% | 4 | 8 | 100.0% | 1.0 | 2.0 | 100.0% |

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-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg |
| James City County | 89 | 68 | -23.6% | 107 | 53 | -50.5% | \$484,796 | \$560,561 | 15.6% | \$427,500 | \$485,000 | 13.5% | 100 | 150 | 50.0% |
| Williamsburg | 14 | 20 | 42.9% | 10 | 20 | 100.0% | \$543,550 | \$408,141 | -24.9% | \$545,000 | \$383,000 | -29.7% | 25 | 27 | 8.0% |
| York County | 40 | 41 | 2.5% | 63 | 32 | -49.2% | \$389,519 | \$427,601 | 9.8% | \$350,000 | \$422,500 | 20.7% | 89 | 105 | 18.0% |
| New Kent County | 64 | 63 | -1.6% | 36 | 21 | -41.7% | \$370,029 | \$462,232 | 24.9% | \$359,995 | \$379,950 | 5.5% | 68 | 88 | 29.4% |
| Charles City County | 4 | 2 | -50.0% | 5 | 0 | -100.0% | \$287,520 | \$0 | -100.0% | \$212,100 | \$0 | -100.0% | 4 | 8 | 100.0% |

Area Overview - Townhome & Condo Market



| Geography | New Listings | | | Sales | | | Average Sales Price | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|---------------------|--------------|-----------|--------|--------|-----------|---------------|---------------------|------------------|--------------|--------------------|------------------|---------------|-----------------|-----------|---------------|---------------|------------|---------------|
| | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg |
| James City County | 13 | 14 | 7.7% | 20 | 12 | -40.0% | \$258,787 | \$331,000 | 27.9% | \$274,000 | \$242,500 | -11.5% | 19 | 36 | 89.5% | 0.5 | 1.4 | 197.3% |
| Williamsburg | 3 | 12 | 300.0% | 3 | 9 | 200.0% | \$200,167 | \$259,980 | 29.9% | \$175,000 | \$235,000 | 34.3% | 16 | 18 | 12.5% | 1.6 | 2.0 | 21.8% |
| York County | 14 | 16 | 14.3% | 37 | 8 | -78.4% | \$282,896 | \$340,207 | 20.3% | \$280,985 | \$342,745 | 22.0% | 52 | 26 | -50.0% | 1.6 | 1.1 | -34.4% |
| New Kent County | 4 | 4 | 0.0% | 1 | 8 | 700.0% | \$319,115 | \$299,396 | -6.2% | \$319,115 | \$281,563 | -11.8% | 18 | 7 | -61.1% | 8.0 | 0.9 | -88.8% |
| Charles City County | 0 | 0 | n/a | 0 | 0 | n/a | \$0 | \$0 | n/a | \$0 | \$0 | n/a | 0 | 0 | n/a | 0.0 | 0.0 | n/a |

Area Overview - Townhome & Condo Market YTD



| New Listings YTD | | | | Sales YTD | | | Average Sales Price YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|---------------------|--------|-----------|--------|-----------|-----------|---------------|-------------------------|------------------|--------------|------------------------|------------------|---------------|---------------------|-----------|---------------|
| Geography | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg | Jan-22 | Jan-23 | % chg |
| James City County | 13 | 14 | 7.7% | 20 | 12 | -40.0% | \$258,787 | \$331,000 | 27.9% | \$274,000 | \$242,500 | -11.5% | 19 | 36 | 89.5% |
| Williamsburg | 3 | 12 | 300.0% | 3 | 9 | 200.0% | \$200,167 | \$259,980 | 29.9% | \$175,000 | \$235,000 | 34.3% | 16 | 18 | 12.5% |
| York County | 14 | 16 | 14.3% | 37 | 8 | -78.4% | \$282,896 | \$340,207 | 20.3% | \$280,985 | \$342,745 | 22.0% | 52 | 26 | -50.0% |
| New Kent County | 4 | 4 | 0.0% | 1 | 8 | 700.0% | \$319,115 | \$299,396 | -6.2% | \$319,115 | \$281,563 | -11.8% | 18 | 7 | -61.1% |
| Charles City County | 0 | 0 | n/a | 0 | 0 | n/a | \$0 | \$0 | n/a | \$0 | \$0 | n/a | 0 | 0 | n/a |



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

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