

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY VIRGINIA REALTORS®

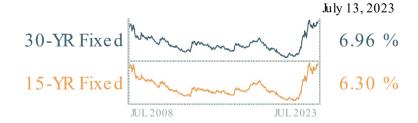
WAAR Market Indicators Report



Key Market Trends: June 2023

- In the WAAR footprint, sales activity continues to be sluggish. In June, there were 411 sales, 51 fewer sales than the previous year, an 11% decrease. New Kent County had the sharpest drop in sales with 39 fewer sales compared to last year (-45.3%) followed by James City County with 22 fewer sales (-10.7%). Sales activity grew in York County this month with 10 additional sales (+7.4%), the only local market with more sales this month.
- Pending sales were up in the WAAR region this month. There were 388 pending sales in June, an increase of 27.6% or 84 more pending sales than a year ago. York County saw pending sales rise the most with 79 more pending sales than the same time last year (+143.6%). Pending sales in New Kent County dipped with nine fewer pending sales than the year before (-14.1%).
- In June, prices continued to climb in the WAAR footprint. This month, the median sales price was \$424,845 in the area, rising by 7.4% from the last year, a \$29,438 price increase. Median home prices in Williamsburg rose to \$435,000, up 14.5% or \$55,100 from a year earlier. Home prices in Charles City County decreased by 28% this month, a loss of \$103,500.
- Supply remains tight in the WAAR housing market. At the end of June, there were 544 active listings on the market in the WAAR area, 7.8% lower than the previous year, which is 46 fewer listings. Active listings fell in York County with 36 fewer listings (-20.5%) and New Kent County down 24 listings from the year prior (-17.3%). James City County was the only local market where listings grew this month with 24 more listings than last June (+11.9%).

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Yo Y Ch g	Jun-23	Indicator
▼ -11.0%	411	Sales
▲ 27.6%	388	Pending Sales
▼ -14.0%	368	New Listings
▲ 6.9%	\$457,690	Average List Price
4 .9%	\$461,702	Average Sales Price
▲ 7.4%	\$424,845	Median Sales Price
▲ 5.2%	\$205	Average Price Per Square Foot
▼ -6.7%	\$189.8	Sold Dollar Volume (in millions)
▼ -1.7%	101.3%	Average Sold/Ask Price Ratio
▲ 60.1%	23	Average Days on Market
▲ 20.0%	6	Median Days on Market
▼ -7.8%	544	Active Listings
▲ 18.9%	1.8	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.

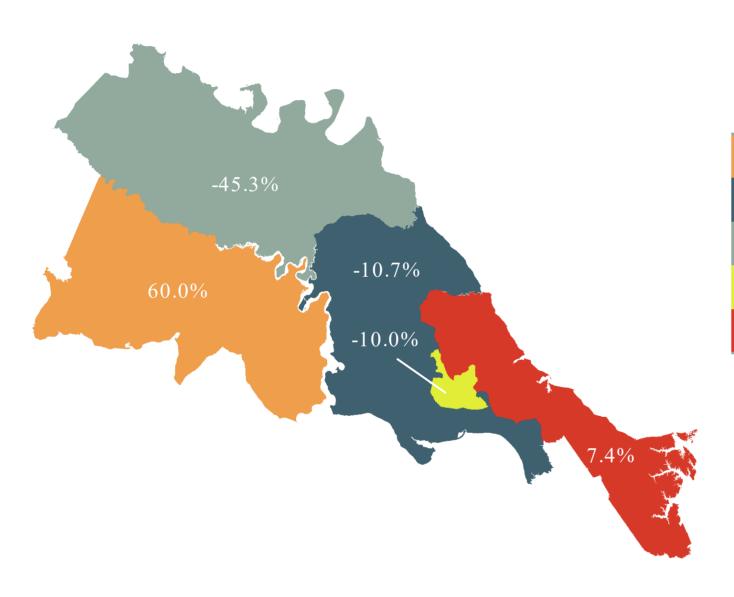
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate? Contact an experienced REALTOR®.



Market Activity - WAAR Footprint





Total Sales

Jurisdiction	Jun-22	Jun-23	% Chg
Charles City County	5	8	60.0%
James City County	205	183	-10.7%
New Kent County	86	47	-45.3%
Williamsburg	30	27	-10.0%
York County	136	146	7.4%
WAAR	462	411	-11.0%

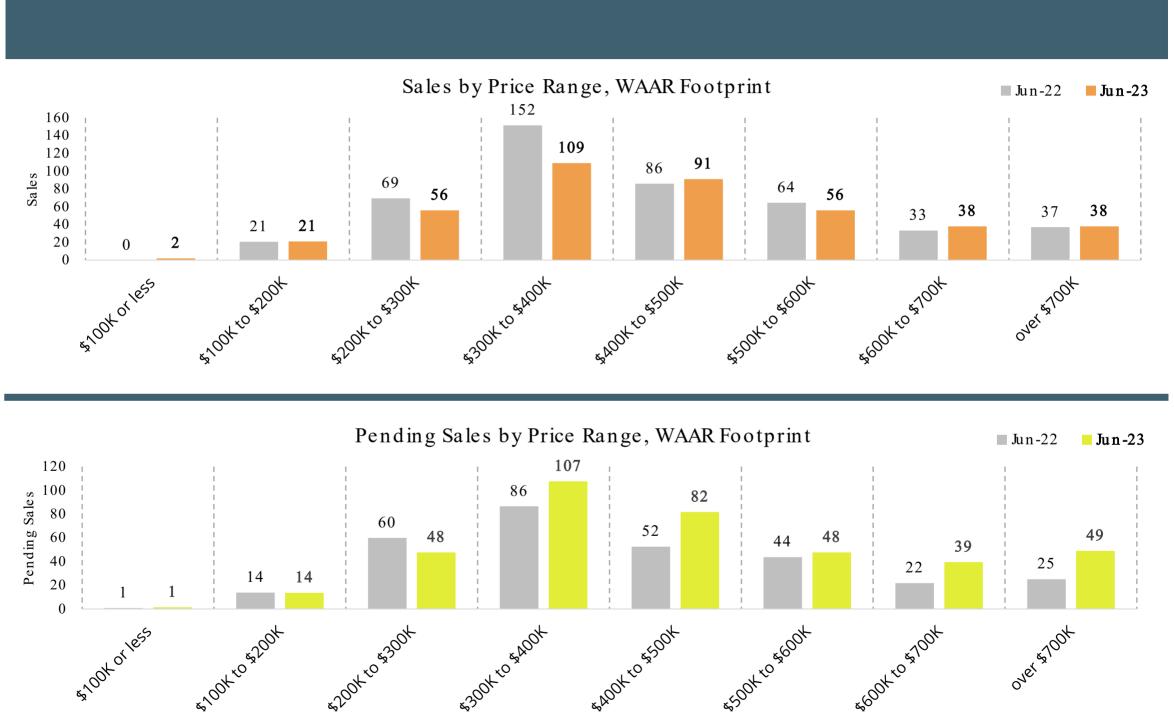
Total Market Overview



Key Metrics	2-year Trends Jun-21 Jun-23	Jun-22	Jun-23	Yo Y Ch g	2022 YTD	2023 YTD	Yo Y Ch g
Sales		462	411	-11.0%	2,093	1,684	-19.5%
Pending Sales		304	388	27.6%	1,825	1,675	-8.2%
New Listings	Hin.adilloadd	428	368	-14.0%	2,306	2,060	-10.7%
Average List Price		\$428,216	\$457,690	6.9%	\$420,497	\$448,053	6.6%
Average Sales Price		\$440,058	\$461,702	4.9%	\$428,660	\$450,761	5.2%
Median Sales Price		\$395,407	\$424,845	7.4%	\$382,000	\$410,000	7.3%
Average Price Per Square Foot		\$194	\$205	5.2%	\$191	\$200	4.8%
Sold Dollar Volume (in millions)	Minimali	\$203.3	\$189.8	-6.7%	\$897.2	\$759.6	-15.3%
Average Sold/Ask Price Ratio		103.0%	101.3%	-1.7%	102.5%	100.8%	-1.6%
Average Days on Market		14	23	60.1%	21	29	37.0%
Median Days on Market		5	6	20.0%	5	8	60.0%
Active Listings		590	544	-7.8%	n/a	n/a	n/a
Months of Supply		1.5	1.8	18.9%	n/a	n/a	n/a

Total Market by Price Range Overview





Total Market by Price Range Overview





Single-Family Detached Market Overview



						VIRGINIA EST.1956	
Key Metrics	2-year Trends Jun-21 Jun-23	Jun-22	Jun-23	Yo Y Ch g	2022 YTD	2023 YTD	YoYChg
Sales	Millimiti	365	340	-6.8%	1,677	1,368	-18.4%
Pending Sales		259	340	31.3%	1,507	1,436	-4.7%
New Listings	HH	359	297	-17.3%	1,899	1,703	-10.3%
Average List Price		\$459,490	\$488,363	6.3%	\$451,378	\$480,104	6.4%
Average Sales Price		\$472,715	\$492,651	4.2%	\$459,823	\$482,957	5.0%
Median Sales Price		\$431,500	\$445,000	3.1%	\$421,000	\$438,727	4.2%
Average Price Per Square Foot		\$197	\$205	4.1%	\$193	\$203	5.4%
Sold Dollar Volume (in millions)	Minimali	\$172.5	\$167.5	-2.9%	\$771.2	\$661.1	-14.3%
Average Sold/Ask Price Ratio		103.2%	101.3%	-1.8%	102.5%	100.8%	-1.6%
Average Days on Market		14	23	63.3%	21	29	33.3%
Median Days on Market		5	6	20.0%	5	8	60.0%
Active Listings		463	440	-5.0%	n/a	n/a	n/a
Months of Supply		1.5	1.8	22.3%	n/a	n/a	n/a

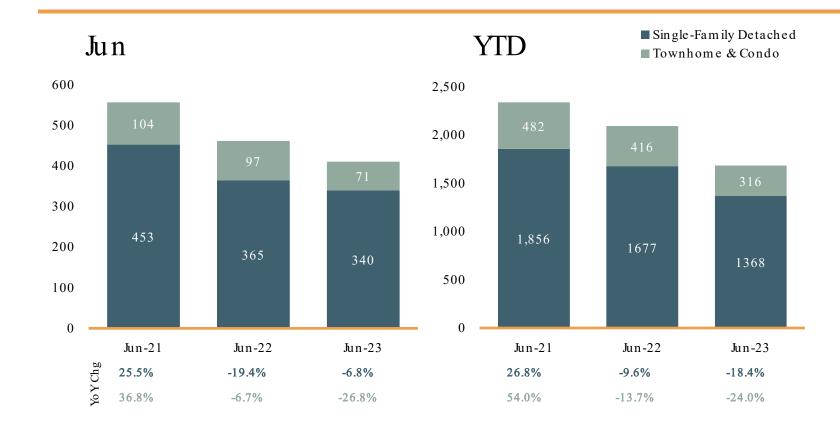
Townhome & Condo Market Overview



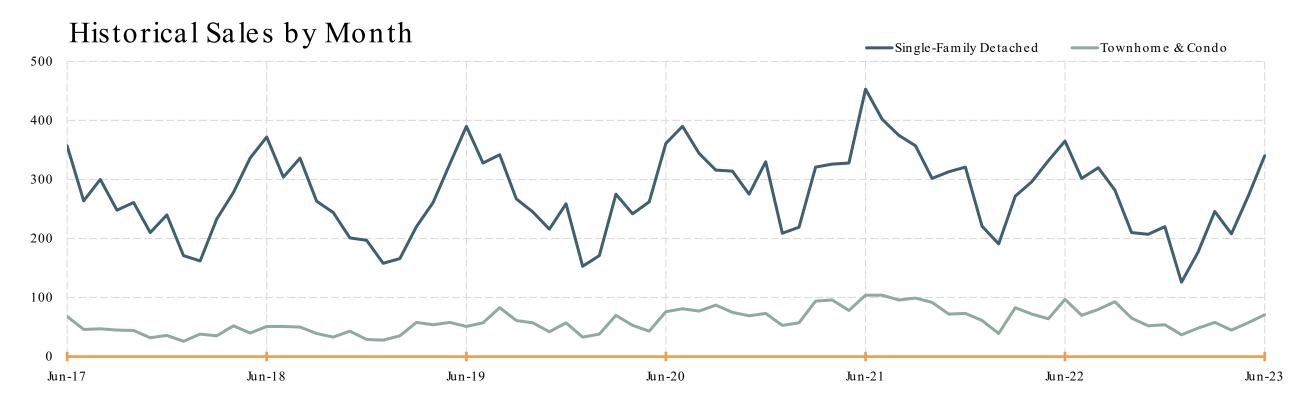
						VIRGINIA EST.195	6
Key Metrics	2-year Trends Jun-21 Jun-23	Jun-22	Jun-23	Yo Y Ch g	2022 YTD	2023 YTD	Yo Y Ch g
Sales	IIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII	97	71	-26.8%	416	316	-24.0%
Pending Sales	Himallina	45	48	6.7%	318	239	-24.8%
New Listings	Hm0000	69	71	2.9%	407	357	-12.3%
Average List Price		\$310,534	\$310,805	0.1%	\$296,015	\$309,502	4.6%
Average Sales Price		\$317,174	\$313,499	-1.2%	\$303,046	\$311,583	2.8%
Median Sales Price	aadaaddddddddddd	\$310,000	\$312,000	0.6%	\$300,000	\$310,000	3.3%
Average Price Per Square Foot		\$178	\$199	11.8%	\$179	\$179	0.1%
Sold Dollar Volume (in millions)	IIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII	\$30.8	\$22.3	-27.7%	\$126.0	\$98.5	-21.8%
Average Sold/Ask Price Ratio		102.4%	101.1%	-1.2%	102.7%	100.9%	-1.8%
Average Days on Market	manuficación de la constitución de	15	23	49.3%	22	33	52.6%
Median Days on Market		5	7	40.0%	5	10	90.0%
Active Listings		127	104	-18.1%	n/a	n/a	n/a
Months of Supply		1.6	1.7	6.4%	n/a	n/a	n/a

Sales



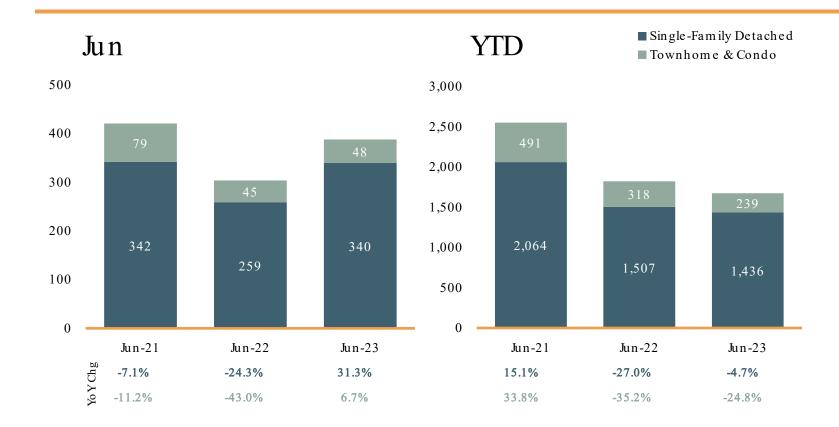


	Single-Family		Townhomes &	
Month	Detached	YoYChg	Condos	YoYChg
Ju 1-22	302	-24.9%	70	-32.7%
Au g-22	320	-14.7%	80	-16.7%
Sep-22	282	-21.0%	93	-6.1%
Oct-22	210	-30.5%	65	-29.3%
Nov-22	207	-33.9%	52	-27.8%
Dec-22	220	-31.5%	54	-26.0%
Jan-23	126	-43.0%	37	-39.3%
Feb-23	177	-7.3%	48	23.1%
Mar-23	246	-9.6%	58	-30.1%
Apr-23	208	-29.7%	45	-37.5%
May-23	271	-18.4%	57	-10.9%
Jun-23	340	-6.8%	71	-26.8%
12-month Avg	242	-22.4%	61	-23.3%

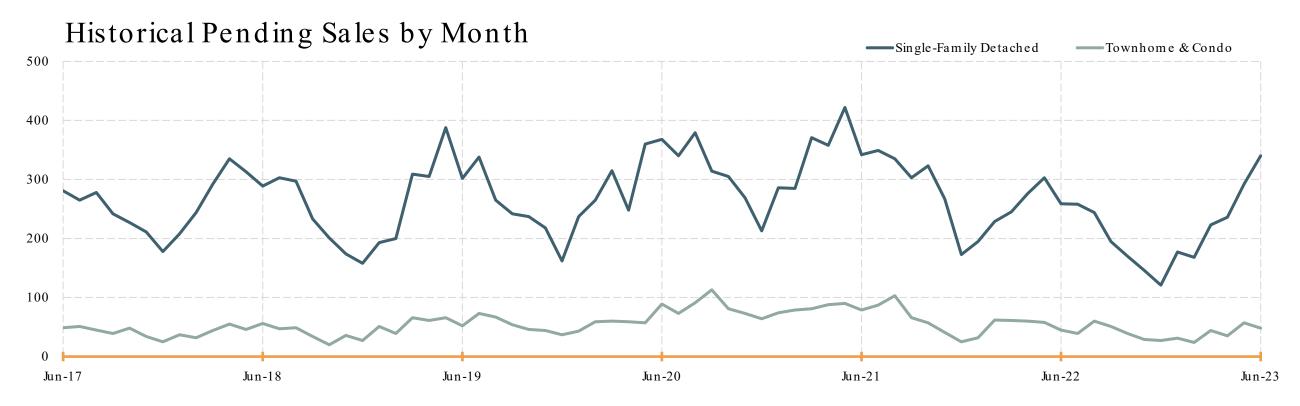


Pending Sales



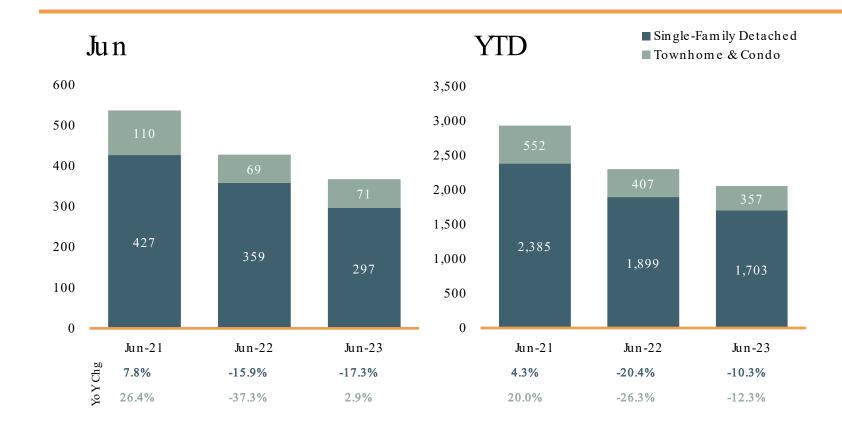


	Single-Family		Townhomes &	
Month	Detached	YoYChg	Condos	YoYChg
Ju 1-22	258	-26.1%	39	-55.2%
Au g-22	244	-27.2%	60	-41.7%
Sep-22	195	-35.6%	51	-22.7%
Oct-22	170	-47.4%	39	-31.6%
Nov-22	146	-45.3%	29	-29.3%
Dec-22	121	-30.1%	27	8.0%
Jan-23	177	-9.2%	31	-3.1%
Feb-23	168	-26.6%	24	-61.3%
Mar-23	223	-9.0%	44	-27.9%
Apr-23	236	-14.5%	35	-41.7%
May-23	292	-3.6%	57	-1.7%
Jun-23	340	31.3%	48	6.7%
12-month Avg	214	-21.1%	40	-30.6%



New Listings





	Single-Family		Townhomes &	
Month	Detached	YoYChg	Condos	YoYChg
Ju 1-22	360	-14.7%	81	-33.1%
Au g-22	260	-28.8%	71	-20.2%
Sep-22	279	-17.9%	60	-13.0%
Oct-22	260	-23.5%	51	-21.5%
Nov-22	189	-32.0%	44	-22.8%
Dec-22	149	-7.5%	26	-29.7%
Jan-23	194	-8.1%	46	35.3%
Feb-23	239	0.8%	50	-32.4%
Mar-23	324	1.3%	64	-11.1%
Apr-23	312	-20.2%	58	-31.0%
May-23	337	-11.5%	68	-8.1%
Jun-23	297	-17.3%	71	2.9%
12-month Avg	267	-15.9%	58	-18.3%

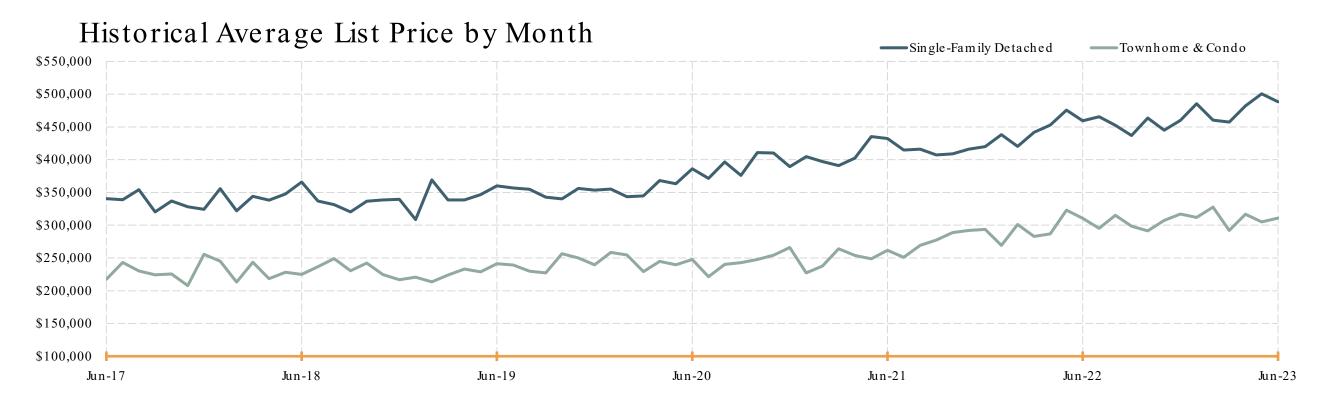


Average List Price



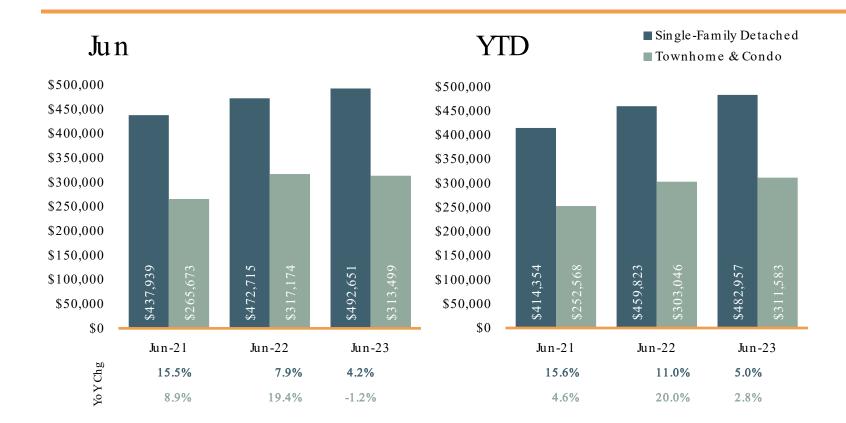


	Single-Family		Townhomes &	
Month	Detached	YoYChg	Condos	YoYChg
Ju 1-22	\$465,678	12.3%	\$295,362	17.7%
Au g-22	\$452,479	8.7%	\$315,109	17.1%
Sep-22	\$436,770	7.2%	\$298,605	7.7%
Oct-22	\$463,627	13.4%	\$291,395	0.9%
Nov-22	\$445,029	6.9%	\$307,308	5.2%
Dec-22	\$460,013	9.5%	\$317,210	8.1%
Jan-23	\$485,354	10.8%	\$311,763	15.8%
Feb-23	\$460,382	9.5%	\$327,619	8.8%
Mar-23	\$457,417	3.6%	\$291,994	3.2%
Apr-23	\$482,141	6.4%	\$316,746	10.4%
May-23	\$500,566	5.3%	\$304,902	-5.6%
Jun-23	\$488,363	6.3%	\$310,805	0.1%
12-month Avg	\$466,485	8.2%	\$307,401	7.1%

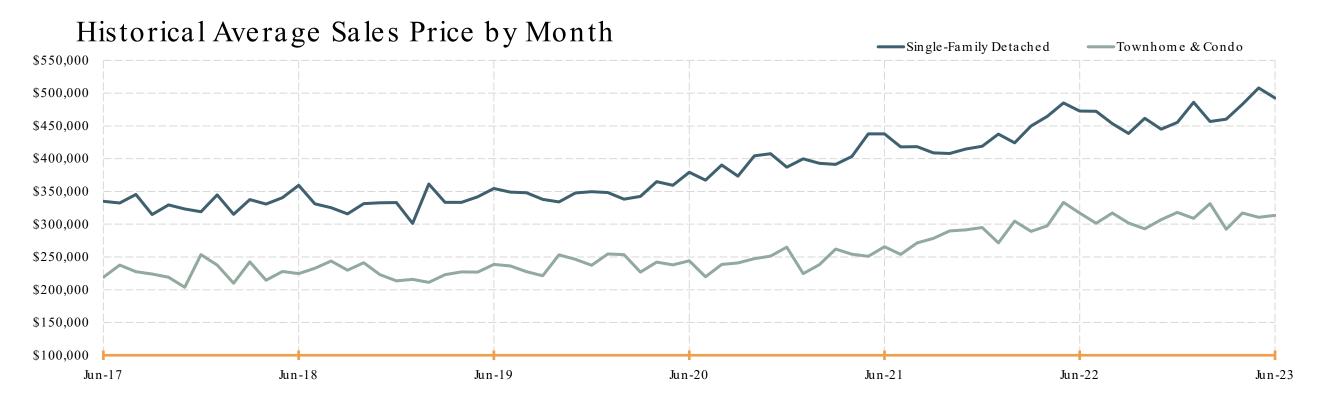


Average Sales Price



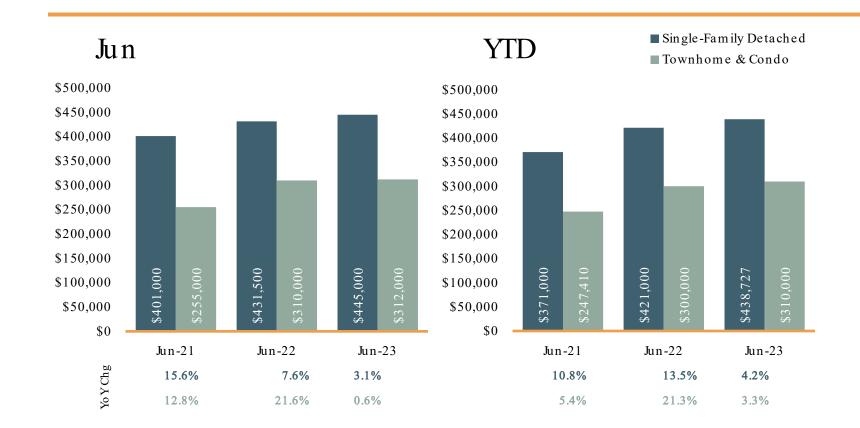


	Single-Family		Townhomes &	
Month	Detached	YoYChg	Condos	Yo Y Ch g
Ju 1-22	\$472,505	13.0%	\$301,442	18.7%
Au g-22	\$453,660	8.4%	\$317,221	16.9%
Sep-22	\$438,486	7.2%	\$301,817	8.4%
Oct-22	\$461,595	13.1%	\$292,979	1.1%
Nov-22	\$444,935	7.3%	\$307,027	5.4%
Dec-22	\$455,523	8.7%	\$318,093	7.9%
Jan-23	\$486,211	11.1%	\$308,882	13.8%
Feb-23	\$456,892	7.7%	\$331,348	8.8%
Mar-23	\$460,358	2.3%	\$292,458	1.1%
Apr-23	\$483,231	4.0%	\$317,058	6.5%
May-23	\$507,975	4.7%	\$310,620	-6.8%
Jun-23	\$492,651	4.2%	\$313,499	-1.2%
12-month Avg	\$467,835	7.5%	\$309,370	6.3%

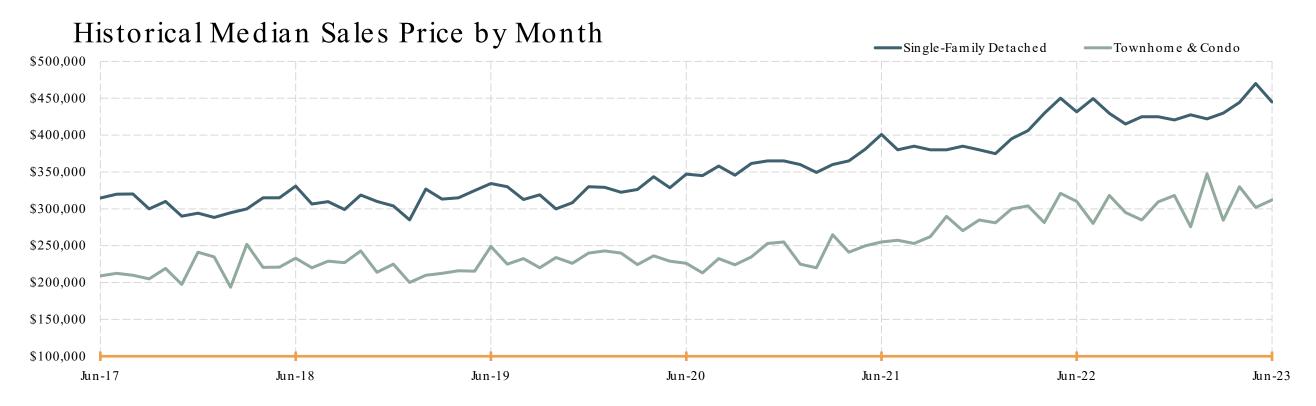


Median Sales Price



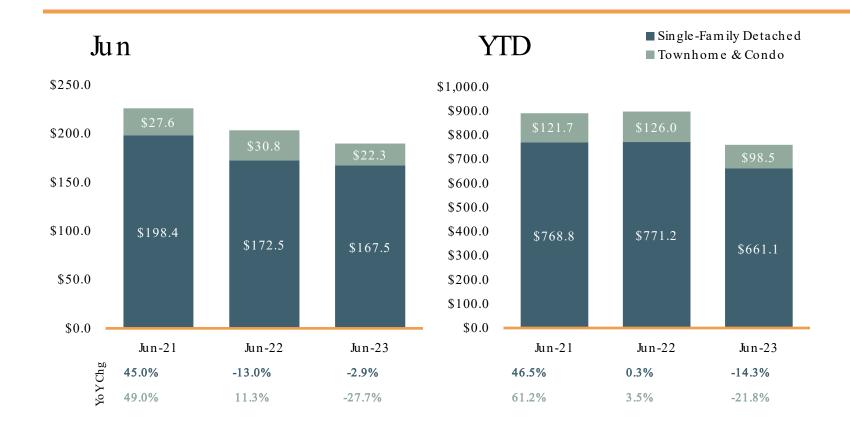


	Single-Family		Townhomes &	
Month	Detached	YoYChg	Condos	Yo Y Ch g
Ju 1-22	\$449,500	18.3%	\$280,183	8.9%
Au g-22	\$429,500	11.6%	\$318,150	25.8%
Sep-22	\$415,000	9.2%	\$295,000	12.5%
Oct-22	\$424,950	11.8%	\$285,000	-1.7%
Nov-22	\$425,000	10.4%	\$309,323	14.4%
Dec-22	\$420,485	10.7%	\$318,213	11.7%
Jan-23	\$427,450	14.0%	\$275,570	-1.9%
Feb-23	\$422,000	6.8%	\$347,500	15.8%
Mar-23	\$429,975	5.9%	\$284,500	-6.4%
Apr-23	\$444,268	3.4%	\$330,000	17.2%
May-23	\$470,000	4.4%	\$302,000	-5.9%
Jun-23	\$445,000	3.1%	\$312,000	0.6%
12-month Avg	\$433,594	8.9%	\$304,786	7.1%

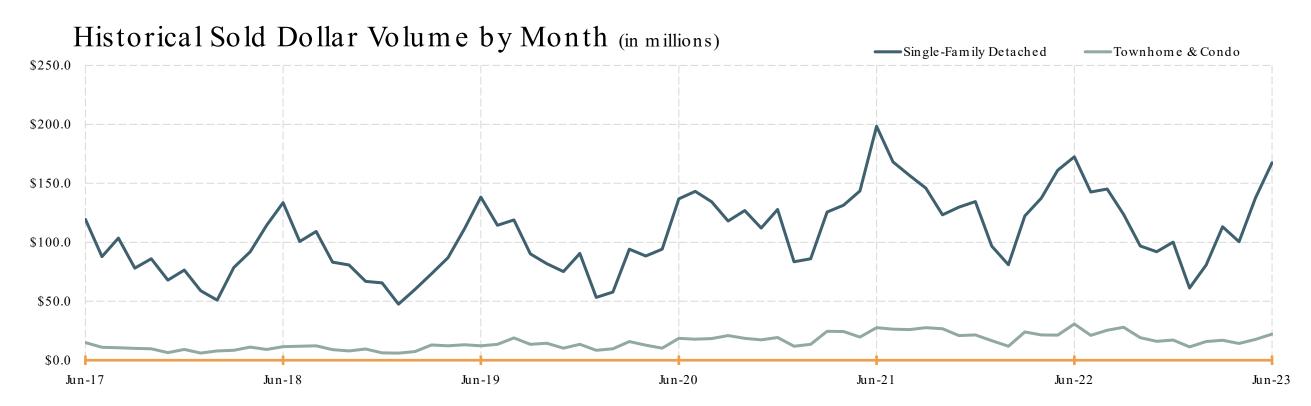


Sold Dollar Volume (in millions)



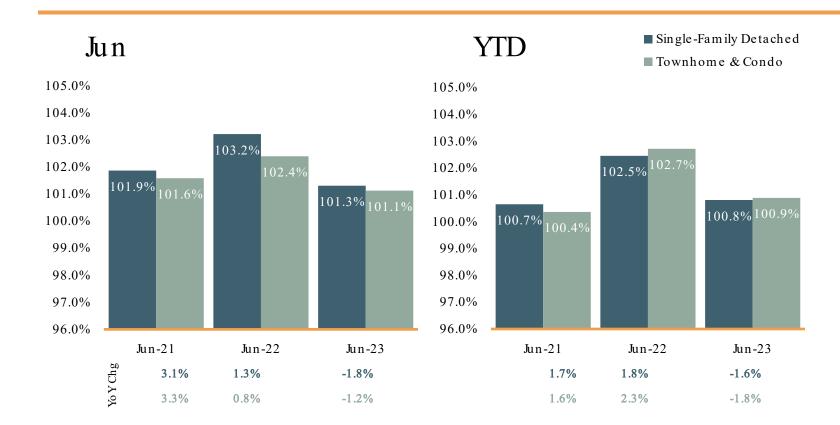


	Single-Family		Townhomes &	
Month	Detached	Yo Y Ch g	Condos	YoYChg
Ju 1-22	\$142.7	-15.1%	\$21.1	-20.1%
Au g-22	\$145.2	-7.5%	\$25.4	-2.6%
Sep-22	\$123.7	-15.3%	\$28.1	1.9%
Oct-22	\$96.9	-21.3%	\$19.0	-28.6%
Nov-22	\$92.1	-29.0%	\$16.0	-23.9%
Dec-22	\$100.2	-25.5%	\$17.2	-20.2%
Jan-23	\$61.3	-36.7%	\$11.4	-31.0%
Feb-23	\$80.9	-0.2%	\$15.9	33.9%
Mar-23	\$113.2	-7.4%	\$17.0	-29.3%
Apr-23	\$100.5	-26.9%	\$14.3	-33.4%
May-23	\$137.7	-14.5%	\$17.7	-17.0%
Jun-23	\$167.5	-2.9%	\$22.3	-27.7%
12-month Avg	\$113.5	-16.4%	\$18.8	-18.1%

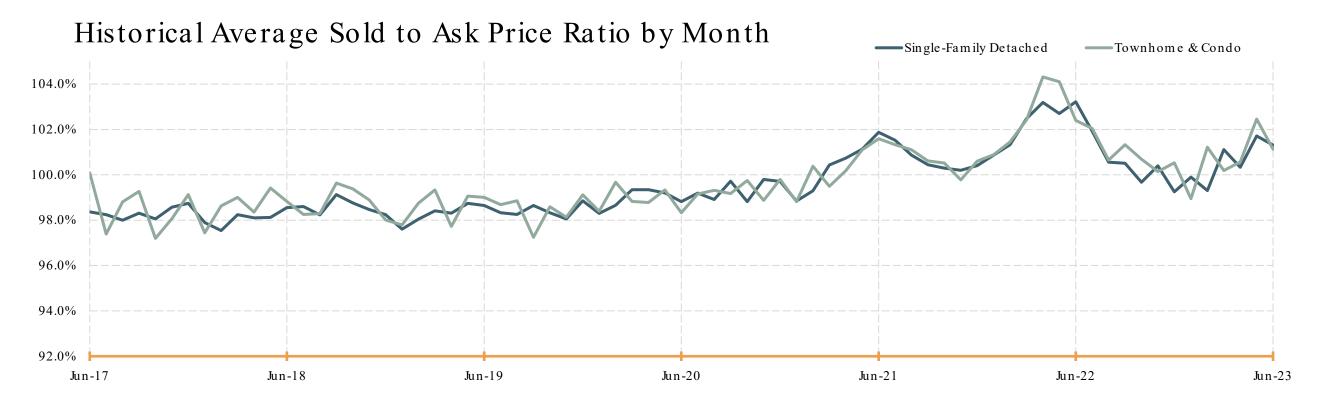


Average Sold to Ask Price Ratio



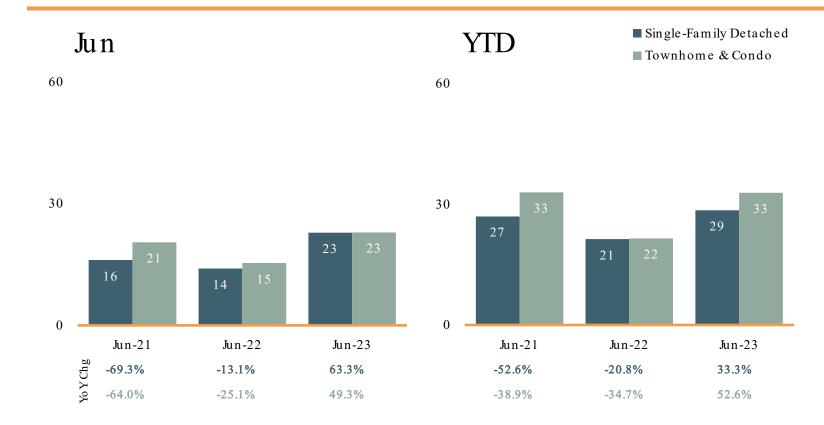


	Single-Family		Townhomes &	
Month	Detached	YoYChg	Condos	YoYChg
Ju 1-22	101.9%	0.4%	102.0%	0.7%
Au g-22	100.6%	-0.3%	100.7%	-0.4%
Sep-22	100.5%	0.1%	101.3%	0.7%
Oct-22	99.7%	-0.6%	100.7%	0.2%
Nov-22	100.4%	0.2%	100.1%	0.4%
Dec-22	99.2%	-1.2%	100.5%	-0.1%
Jan-23	99.9%	-1.0%	98.9%	-1.9%
Feb-23	99.3%	-2.0%	101.2%	-0.2%
Mar-23	101.1%	-1.3%	100.2%	-2.2%
Apr-23	100.3%	-2.8%	100.6%	-3.6%
May-23	101.7%	-1.0%	102.5%	-1.6%
Jun-23	101.3%	-1.8%	101.1%	-1.2%
12-month Avg	100.5%	-0.9%	100.8%	-0.8%



Average Days on Market





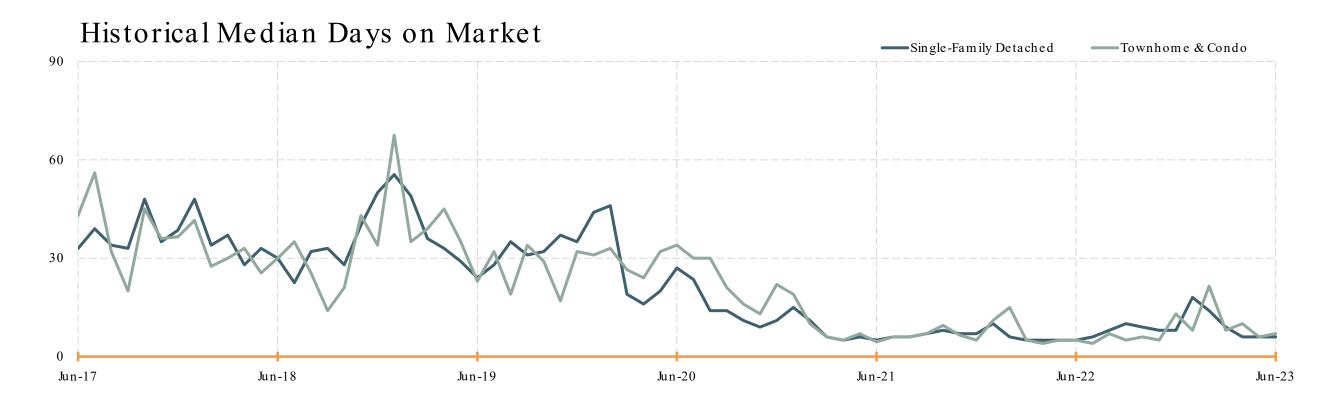
	Single-Family		Townhomes &	
Month	Detached	YoYChg	Condos	YoYChg
Ju 1-22	17	4.5%	11	-27.4%
Au g-22	18	-6.9%	19	42.0%
Sep-22	24	20.9%	28	58.1%
Oct-22	25	12.2%	21	-6.8%
Nov-22	25	-1.3%	18	-21.5%
Dec-22	28	20.5%	27	9.6%
Jan-23	33	20.1%	36	56.9%
Feb-23	40	42.2%	60	27.6%
Mar-23	35	33.9%	33	26.7%
Apr-23	24	14.6%	32	259.8%
May-23	21	32.0%	18	6.2%
Jun-23	23	63.3%	23	49.3%
12-month Avg	26	20.8%	27	28.4%



Median Days on Market

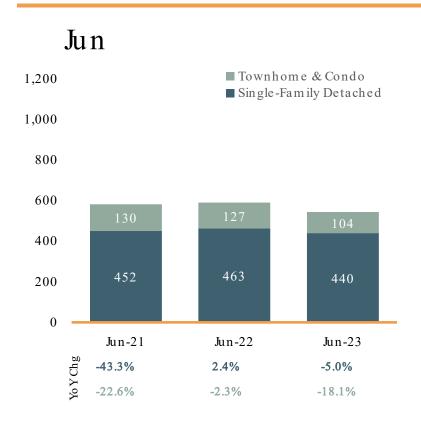


Ju	n			•	YTD	_	-Family Detached home & Condo]	Month (Single-Family Detached	Yo Y Ch g	Townhomes & Condos	Yo Y Ch
30				30					Ju 1-22	6	0.0%	4	-33.3%
								A	ug-22	8	33.3%	7	16.7%
								S	ep-22	10	42.9%	5	-28.6%
								•	Oct-22	9	12.5%	6	-36.8%
								N	ov-22	8	14.3%	5	-23.1%
15				15				Ι	ec-22	8	14.3%	13	160.0%
									an-23	18	80.0%	8	-27.3%
							_	1	eb-23	14	133.3%	22	43.3%
							8	N	Iar-23	9	80.0%	8	60.0%
	5 5	5 5	6 7		6 7	5 5		1	pr-23	6	20.0%	10	150.0%
0				0				N	ay-23	6	20.0%	6	20.0%
	Jun-21	Jun-22	Jun-23		Jun-21	Jun-22	Jun-23		un-23	6	20.0%	7	40.0%
Chg	-81.5%	0.0%	20.0%		-76.0%	-16.7%	60.0%	12-mo:	th Avg	9	40.3%	8	18.2%
Yo Y (-86.8%	11.1%	40.0%		-76.7%	-28.6%	90.0%						



Active Listings



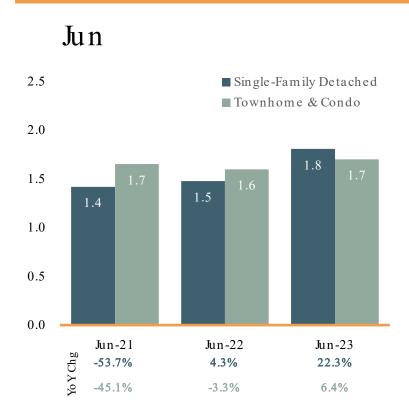


	Single-Family		Townhomes &	
Month	Detached	YoYChg	Condos	YoYChg
Ju 1-22	507	7.4%	149	2.8%
Au g-22	446	-0.7%	133	6.4%
Sep-22	463	4.5%	121	7.1%
Oct-22	486	14.6%	109	-6.0%
Nov-22	459	18.9%	109	-12.8%
Dec-22	434	38.2%	93	-20.5%
Jan-23	378	32.2%	87	-17.1%
Feb-23	414	60.5%	96	-16.5%
Mar-23	451	56.6%	92	-19.3%
Apr-23	490	32.1%	104	-20.6%
May-23	474	13.1%	107	-16.4%
Jun-23	440	-5.0%	104	-18.1%
12-month Avg	454	19.0%	109	-10.7%

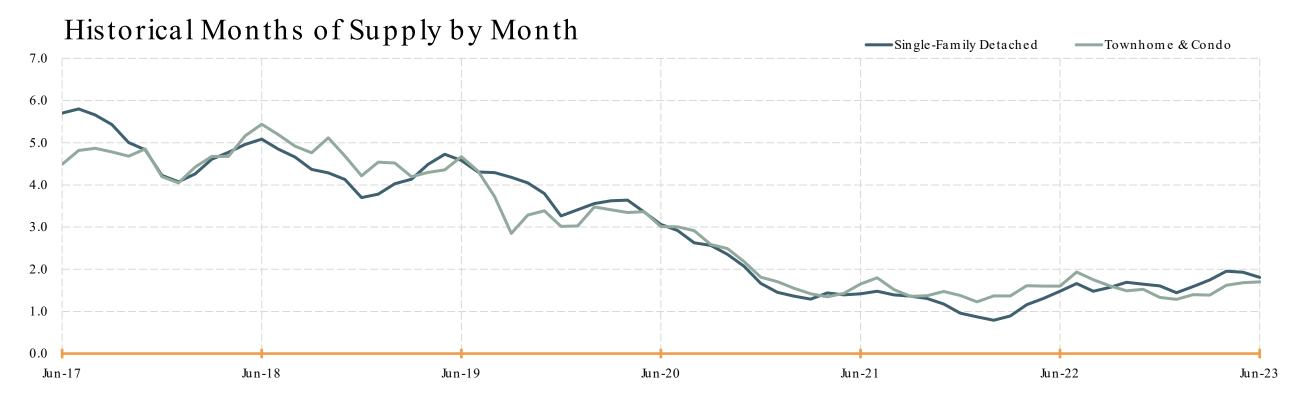


Months of Supply





	Single-Family		Townhomes &	
Month	Detached	Yo Y Ch g	Condos	YoYChg
Ju 1-22	1.7	12.5%	1.9	7.5%
Au g-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%
Feb-23	1.6	101.4%	1.4	2.3%
Mar-23	1.7	95.7%	1.4	1.2%
Apr-23	2.0	68.5%	1.6	0.4%
May-23	1.9	47.5%	1.7	5.1%
Jun-23	1.8	22.3%	1.7	6.4%
12-month Avg	1.7	42.0%	1.6	5.9%



Area Overview - Total Market



	New	Listin	gs	Sa le s Jun-22 Jun-23 % chg		Averaş	ge Sales Pı	rice	Media	n Sales Pı	rice	Act	ive Listi	ngs	Mon	ths Sup	oply	
Geography	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% ch g	Jun-22	Jun-23	% chg
James City County	199	175	-12.1%	205	183	-10.7%	\$485,190	\$506,809	4.5%	\$430,000	\$440,000	2.3%	201	225	11.9%	1.1	1.7	55.7%
Williamsburg	30	27	-10.0%	30	27	-10.0%	\$392,564	\$409,267	4.3%	\$379,900	\$435,000	14.5%	65	58	-10.8%	2.7	2.3	-15.2%
York County	101	96	-5.0%	136	146	7.4%	\$415,099	\$436,696	5.2%	\$398,553	\$414,800	4.1%	176	140	-20.5%	1.5	1.6	7.8%
New Kent County	93	63	-32.3%	86	47	-45.3%	\$392,427	\$417,120	6.3%	\$360,000	\$394,340	9.5%	139	115	-17.3%	2.3	2.1	-9.0%
Charles City County	5	7	40.0%	5	8	60.0%	\$372,800	\$325,131	-12.8%	\$370,000	\$266,500	-28.0%	9	6	-33.3%	2.1	1.7	-19.0%

Area Overview - Total Market YTD



	New Listings YTD Sales YTD			D _	Average	Sales Price	TYD	Median	TYD	Active Listings YTI					
Geography	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg
James City County	1,042	854	-18.0%	954	708	-25.8%	\$463,776	\$494,482	6.6%	\$425,000	\$440,000	3.5%	201	225	11.9%
Williamsburg	176	236	34.1%	137	155	13.1%	\$412,847	\$390,591	-5.4%	\$377,765	\$363,000	-3.9%	65	58	-10.8%
York County	540	528	-2.2%	647	534	-17.5%	\$401,949	\$432,377	7.6%	\$355,700	\$408,000	14.7%	176	140	-20.5%
New Kent County	516	413	-20.0%	329	270	-17.9%	\$392,623	\$416,855	6.2%	\$374,848	\$386,758	3.2%	139	115	-17.3%
Charles City County	32	29	-9.4%	26	17	-34.6%	\$352,637	\$283,738	-19.5%	\$299,000	\$263,000	-12.0%	9	6	-33.3%

Area Overview - Single Family Detached Market



	New Listings Jun-22 Jun-23 % chg		s		Sales		Averag	ge Sales P	rice	Media	n Sales Pı	ice	Activ	e Listin	gs	Mont	ns Supp	oly
Geography	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg
James City County	170	148	-12.9%	171	151	-11.7%	\$514,542	\$550,191	6.9%	\$466,100	\$489,000	4.9%	168	181	7.7%	1.1	1.7	48.6%
Williamsburg	22	17	-22.7%	18	17	-5.6%	\$423,225	\$441,859	4.4%	\$382,450	\$435,000	13.7%	44	40	-9.1%	2.9	2.4	-15.1%
York County	82	72	-12.2%	104	118	13.5%	\$450,867	\$466,475	3.5%	\$431,573	\$449,698	4.2%	126	106	-15.9%	1.4	1.6	8.5%
New Kent County	80	53	-33.8%	67	46	-31.3%	\$420,629	\$418,820	-0.4%	\$390,000	\$395,170	1.3%	116	107	-7.8%	2.0	2.2	10.7%
Charles City County	5	7	40.0%	5	8	60.0%	\$372,800	\$325,131	-12.8%	\$370,000	\$266,500	-28.0%	9	6	-33.3%	2.1	1.7	-19.0%

Area Overview - Single Family Detached Market YTD



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	New	Listing	s YTD	S	ales Yl	D	Average	Sales Price	YTD	Median	Sales Price	YTD	Active	Listing	gs YTD
Geography	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg
James City County	886	725	-18.2%	792	578	-27.0%	\$493,588	\$535,048	8.4%	\$455,090	\$479,530	5.4%	168	181	7.7%
Williamsburg	116	170	46.6%	91	105	15.4%	\$470,276	\$429,672	-8.6%	\$394,500	\$400,000	1.4%	44	40	-9.1%
York County	434	417	-3.9%	464	427	-8.0%	\$445,129	\$462,277	3.9%	\$415,000	\$431,000	3.9%	126	106	-15.9%
New Kent County	431	362	-16.0%	304	241	-20.7%	\$400,653	\$431,620	7.7%	\$379,995	\$399,975	5.3%	116	107	-7.8%
Charles City County	32	29	-9.4%	26	17	-34.6%	\$352,637	\$283,738	-19.5%	\$299,000	\$263,000	-12.0%	9	6	-33.3%

Area Overview - Townhome & Condo Market



	New Listings Jun-22 Jun-23 % chg		gs		Sales		Averaş	ge Sales Pi	rice			rice	Activ	ve Listi	ngs	Mon	ths Su	pply
Geography	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg
James City County	29	27	-6.9%	34	32	-5.9%	\$337,566	\$302,102	-10.5%	\$328,500	\$305,000	-7.2%	33	44	33.3%	0.9	1.8	92.5%
Williamsburg	8	10	25.0%	12	10	-16.7%	\$346,573	\$353,860	2.1%	\$378,900	\$358,500	-5.4%	21	18	-14.3%	2.4	2.0	-15.9%
York County	19	24	26.3%	32	28	-12.5%	\$298,851	\$311,202	4.1%	\$305,500	\$317,500	3.9%	50	34	-32.0%	1.6	1.7	7.0%
New Kent County	13	10	-23.1%	19	1	-94.7%	\$292,976	\$338,915	15.7%	\$283,470	\$338,915	19.6%	23	8	-65.2%	6.9	1.1	-84.4%
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	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% ch g	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg
James City County	156	129	-17.3%	162	130	-19.8%	\$316,926	\$315,499	-0.5%	\$299,950	\$316,000	5.4%	33	44	33.3%
Williamsburg	60	66	10.0%	46	50	8.7%	\$300,432	\$310,085	3.2%	\$289,000	\$313,500	8.5%	21	18	-14.3%
York County	106	111	4.7%	183	107	-41.5%	\$292,248	\$313,335	7.2%	\$304,715	\$315,000	3.4%	50	34	-32.0%
New Kent County	85	51	-40.0%	25	29	16.0%	\$298,111	\$289,241	-3.0%	\$285,270	\$278,275	-2.5%	23	8	-65.2%
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 rea estate professionals and property owners in the Commonwealth of Virginia.

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

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