

OCTOBER
2023

WAAR WILLIAMSBURG

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

WAAR Market Indicators Report



Key Market Trends: October 2023

- In the WAAR region, sales continue to moderate.** There were 240 sales in October, 35 fewer sales than the previous year, a 12.7% decrease. Sales fell in York County with 32 fewer sales than a year ago (-39.0%) and in James City County which had 13 fewer sales (-10.7%). Activity was up in Williamsburg this month with seven more sales than last year (+30.4%).
- Pending sales went up in the WAAR footprint this month.** There were 237 pending sales in October, an increase of 13.4% compared to a year earlier, which is 28 more pending sales. In Williamsburg, there were 15 more pending sales than last year (+125.0%) while in James City County there were nine additional pending sales (+8.6%). Charles City County saw a small dip in activity with two fewer pending sales than the year before (-33.3%).
- Home prices are still on the rise in most parts of the WAAR housing market.** In October, the median price of a home was \$436,883 in the region, 15% more than the previous year, a \$56,883 price gain. The median sales price dropped in Charles City County (-16.4%) and New Kent County (-3.9%). Prices increased in York County (+21.2%), Williamsburg (+6.3%), and James City County (+15.2%) this month.
- The number of active listings continued to shrink in the WAAR footprint.** There were 517 listings on the market at the end of October regionwide, 78 fewer listings than last year, falling by 13.1%. Listings decreased in all local markets this month with York County (-19.9%) and Williamsburg (-41.9%) having the sharpest drop off in active listings.



WAAR Market Dashboard

YoY Chg	Oct-23	Indicator
▼ -12.7%	240	Sales
▲ 13.4%	237	Pending Sales
▼ -2.6%	303	New Listings
▲ 9.9%	\$464,977	Average List Price
▲ 11.5%	\$470,195	Average Sales Price
▲ 15.0%	\$436,883	Median Sales Price
▲ 7.0%	\$206	Average Price Per Square Foot
▼ -2.7%	\$112.8	Sold Dollar Volume (in millions)
▲ 1.3%	101.2%	Average Sold/Ask Price Ratio
▲ 13.1%	27	Average Days on Market
▲ 37.5%	11	Median Days on Market
▼ -13.1%	517	Active Listings
▲ 9.4%	1.8	Months of Supply

INTEREST RATE TRACKER



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

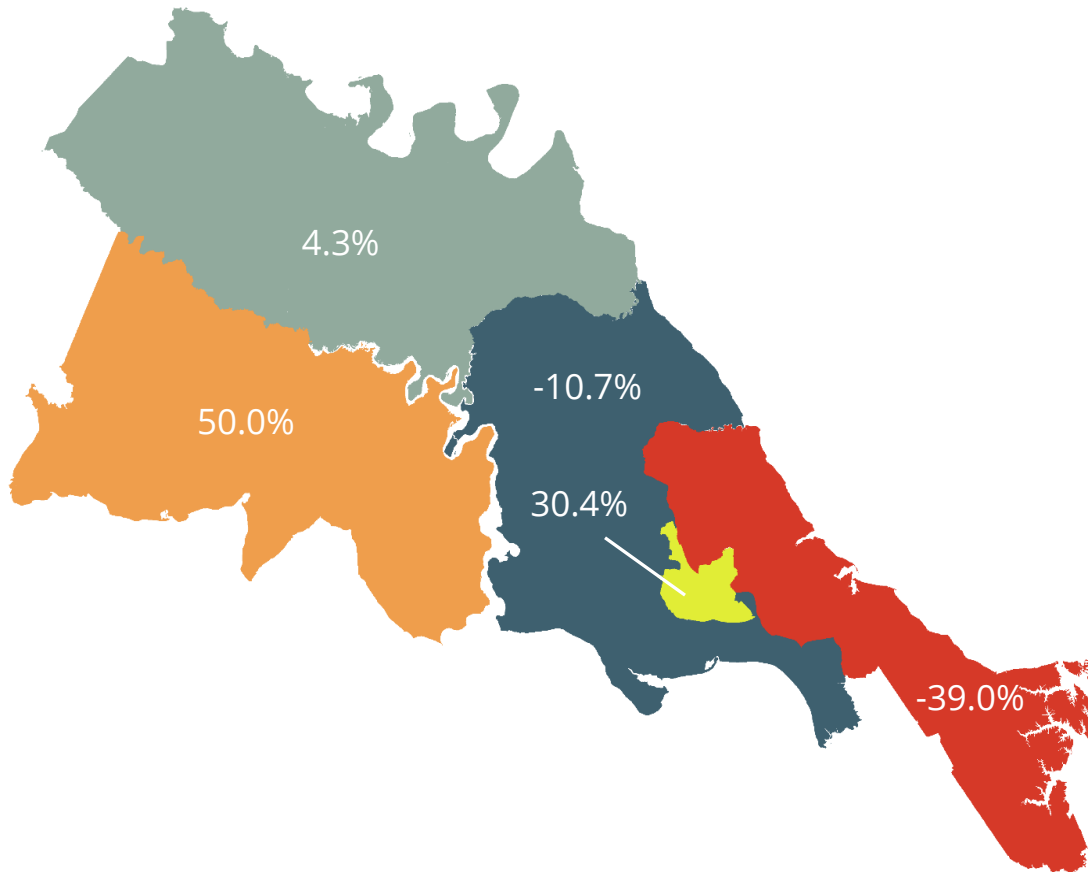
Consumers Should Consult with a REALTOR®. Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

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



<i>Jurisdiction</i>	Total Sales		
	Oct-22	Oct-23	% Chg
Charles City County	2	3	50.0%
James City County	121	108	-10.7%
New Kent County	47	49	4.3%
Williamsburg	23	30	30.4%
York County	82	50	-39.0%
WAAR	275	240	-12.7%

Total Market Overview



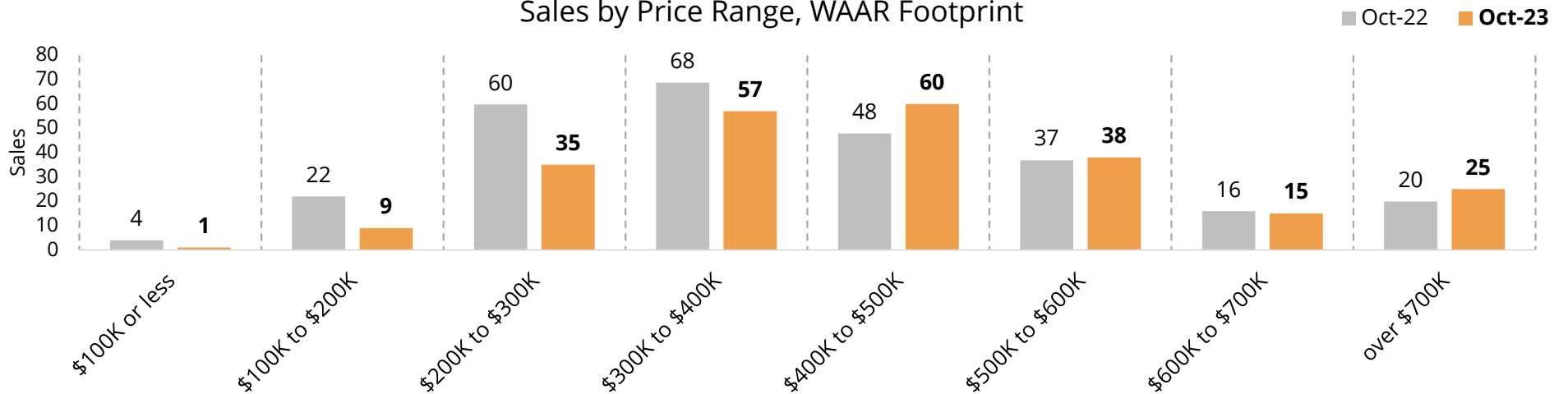
Key Metrics	2-year Trends		Oct-22	Oct-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Oct-21	Oct-23						
Sales			275	240	-12.7%	3,515	2,882	-18.0%
Pending Sales			209	237	13.4%	2,881	2,558	-11.2%
New Listings			311	303	-2.6%	3,728	3,287	-11.8%
Average List Price			\$422,918	\$464,977	9.9%	\$420,678	\$450,401	7.1%
Average Sales Price			\$421,741	\$470,195	11.5%	\$426,584	\$452,854	6.2%
Median Sales Price			\$380,000	\$436,883	15.0%	\$383,800	\$413,280	7.7%
Average Price Per Square Foot			\$193	\$206	7.0%	\$191	\$202	5.5%
Sold Dollar Volume (in millions)			\$116.0	\$112.8	-2.7%	\$1,499.2	\$1,306.2	-12.9%
Average Sold/Ask Price Ratio			99.9%	101.2%	1.3%	101.8%	100.8%	-1.0%
Average Days on Market			24	27	13.1%	21	28	32.2%
Median Days on Market			8	11	37.5%	6	8	33.3%
Active Listings			595	517	-13.1%	n/a	n/a	n/a
Months of Supply			1.6	1.8	9.4%	n/a	n/a	n/a

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

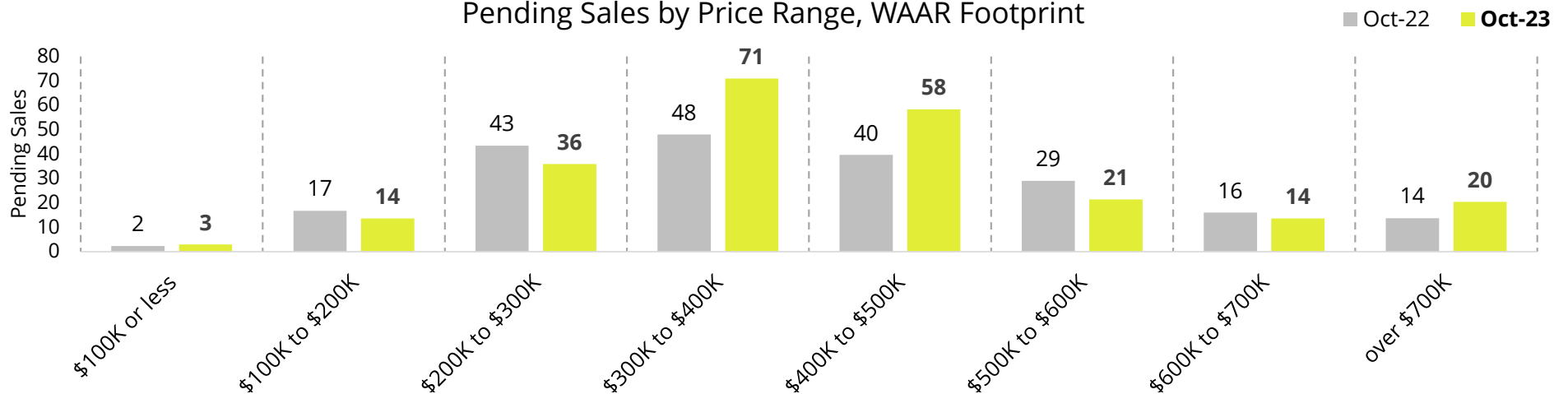
Total Market by Price Range Overview



Sales by Price Range, WAAR Footprint



Pending Sales by Price Range, WAAR Footprint

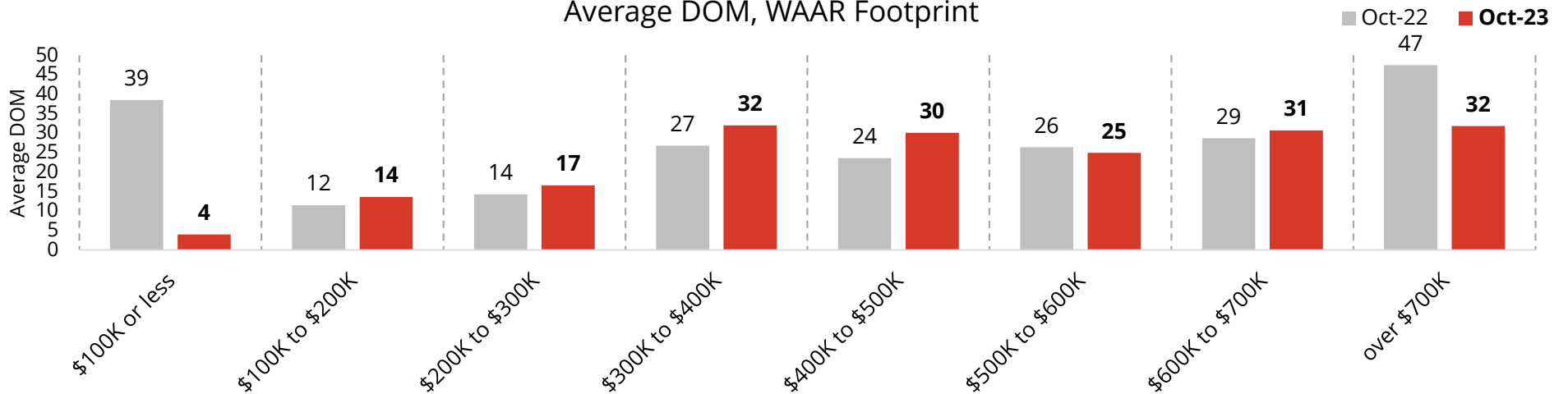


Source: Virginia REALTORS®, data accessed November 15, 2023

Total Market by Price Range Overview



Average DOM, WAAR Footprint



Average Sold-to-List Price Ratio, WAAR Footprint



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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Oct-22	Oct-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Oct-21	Oct-23						
Sales			210	196	-6.7%	2,791	2,325	-16.7%
Pending Sales			170	197	15.9%	2,374	2,135	-10.1%
New Listings			260	253	-2.7%	3,058	2,713	-11.3%
Average List Price			\$463,627	\$495,083	6.8%	\$452,557	\$482,390	6.6%
Average Sales Price			\$461,595	\$500,720	8.5%	\$458,589	\$484,910	5.7%
Median Sales Price			\$424,950	\$462,480	8.8%	\$425,000	\$445,000	4.7%
Average Price Per Square Foot			\$194	\$207	6.4%	\$193	\$203	5.5%
Sold Dollar Volume (in millions)			\$96.9	\$98.1	1.2%	\$1,279.7	\$1,128.3	-11.8%
Average Sold/Ask Price Ratio			99.7%	101.3%	1.6%	101.8%	100.8%	-1.0%
Average Days on Market			25	28	12.6%	21	27	30.3%
Median Days on Market			9	11	16.7%	6	8	33.3%
Active Listings			486	428	-11.9%	n/a	n/a	n/a
Months of Supply			1.7	1.9	9.6%	n/a	n/a	n/a

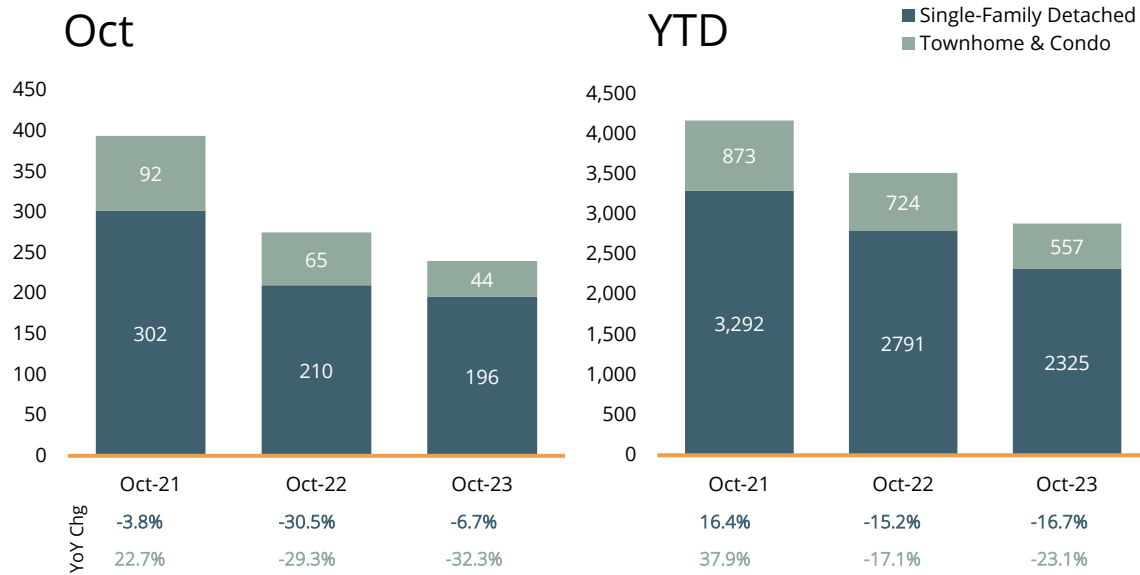
Source: Virginia REALTORS®, data accessed November 15, 2023

Townhome & Condo Market Overview



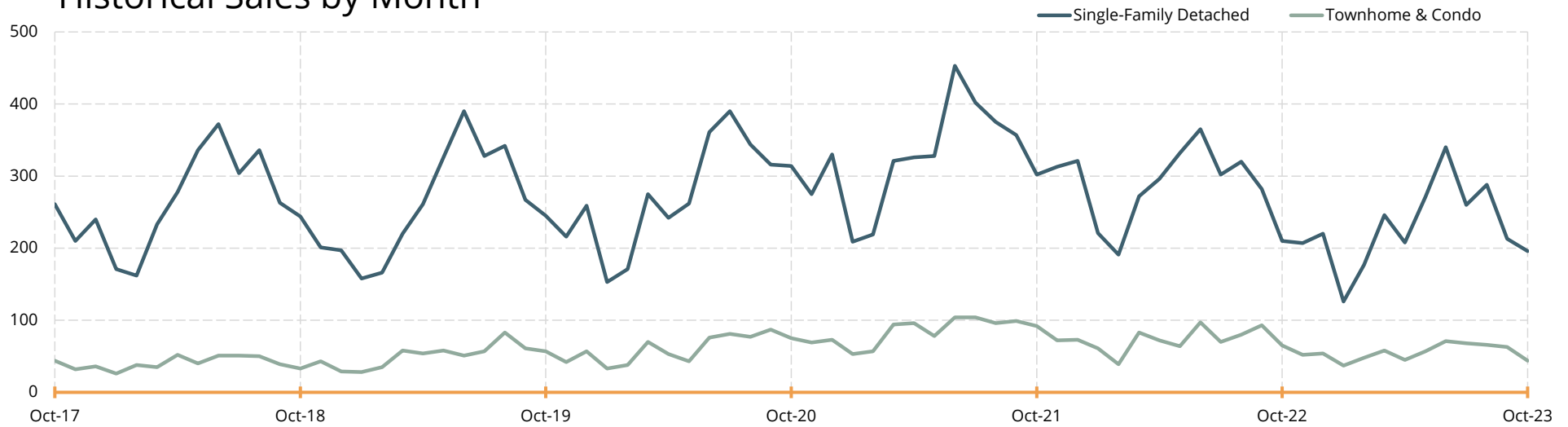
Key Metrics	2-year Trends		Oct-22	Oct-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Oct-21	Oct-23						
Sales			65	44	-32.3%	724	557	-23.1%
Pending Sales			39	40	2.6%	507	423	-16.6%
New Listings			51	50	-2.0%	670	574	-14.3%
Average List Price			\$291,395	\$330,868	13.5%	\$297,961	\$316,787	6.3%
Average Sales Price			\$292,979	\$334,218	14.1%	\$303,383	\$318,964	5.1%
Median Sales Price			\$285,000	\$327,640	15.0%	\$300,000	\$315,000	5.0%
Average Price Per Square Foot			\$183	\$204	11.4%	\$180	\$189	5.3%
Sold Dollar Volume (in millions)			\$19.0	\$14.7	-22.8%	\$219.6	\$177.9	-19.0%
Average Sold/Ask Price Ratio			100.7%	100.9%	0.2%	102.1%	100.9%	-1.2%
Average Days on Market			21	24	10.1%	21	30	40.1%
Median Days on Market			6	15	141.7%	5	11	110.0%
Active Listings			109	89	-18.3%	n/a	n/a	n/a
Months of Supply			1.5	1.6	7.5%	n/a	n/a	n/a

Sales

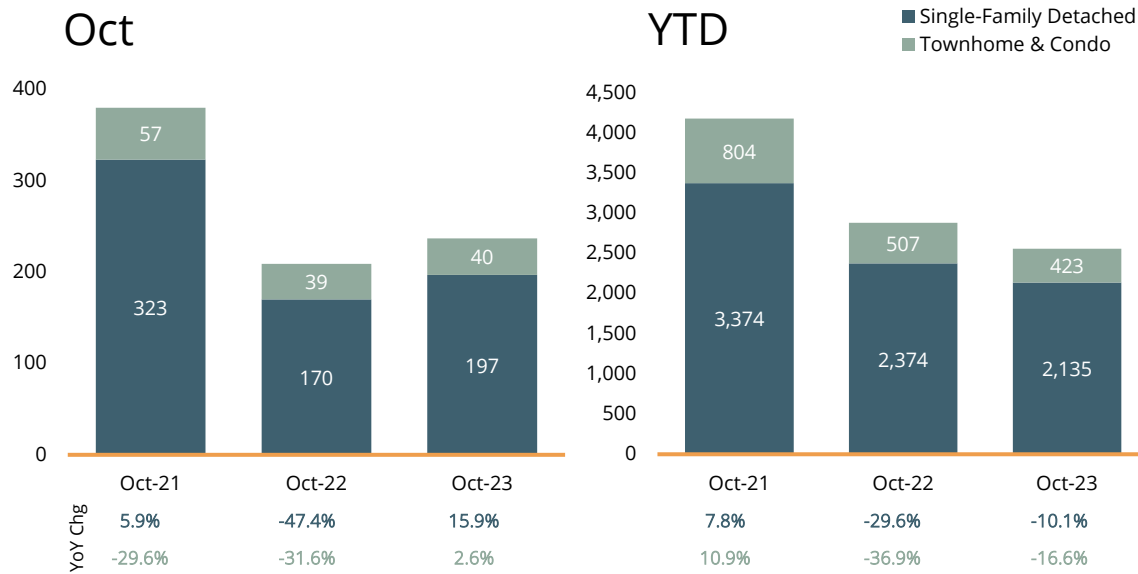


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Nov-22	207	-33.9%	52	-27.8%
Dec-22	220	-31.5%	54	-26.0%
Jan-23	126	-43.0%	37	-39.3%
Feb-23	177	-7.3%	48	23.1%
Mar-23	246	-9.6%	58	-30.1%
Apr-23	208	-29.7%	45	-37.5%
May-23	271	-18.4%	57	-10.9%
Jun-23	340	-6.8%	71	-26.8%
Jul-23	260	-13.9%	68	-2.9%
Aug-23	288	-10.0%	66	-17.5%
Sep-23	213	-24.5%	63	-32.3%
Oct-23	196	-6.7%	44	-32.3%
12-month Avg	229	-19.6%	55	-23.7%

Historical Sales by Month

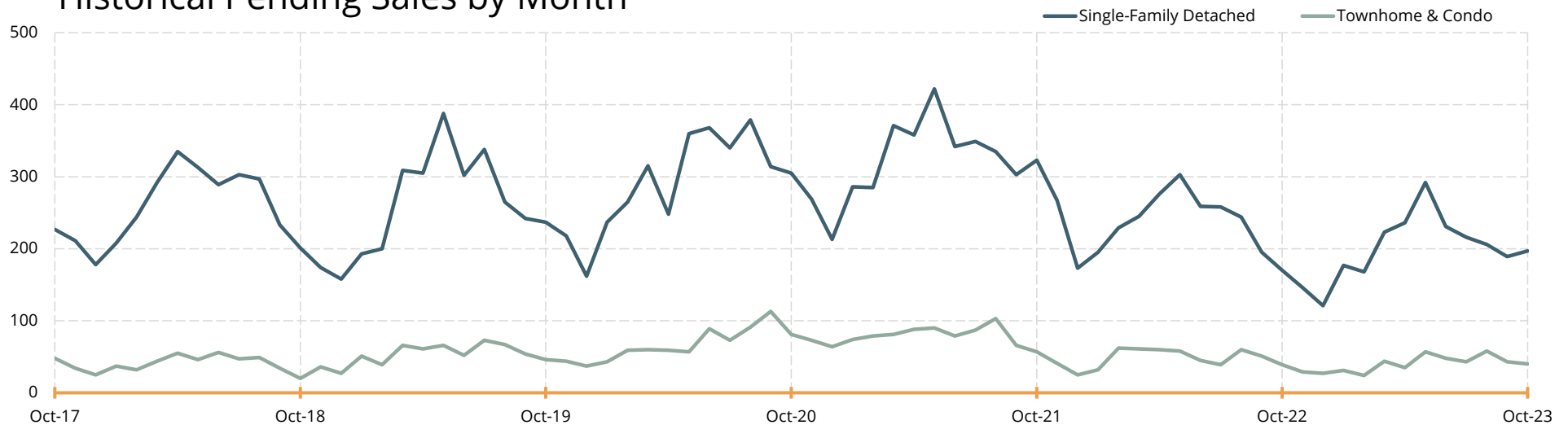


Pending Sales

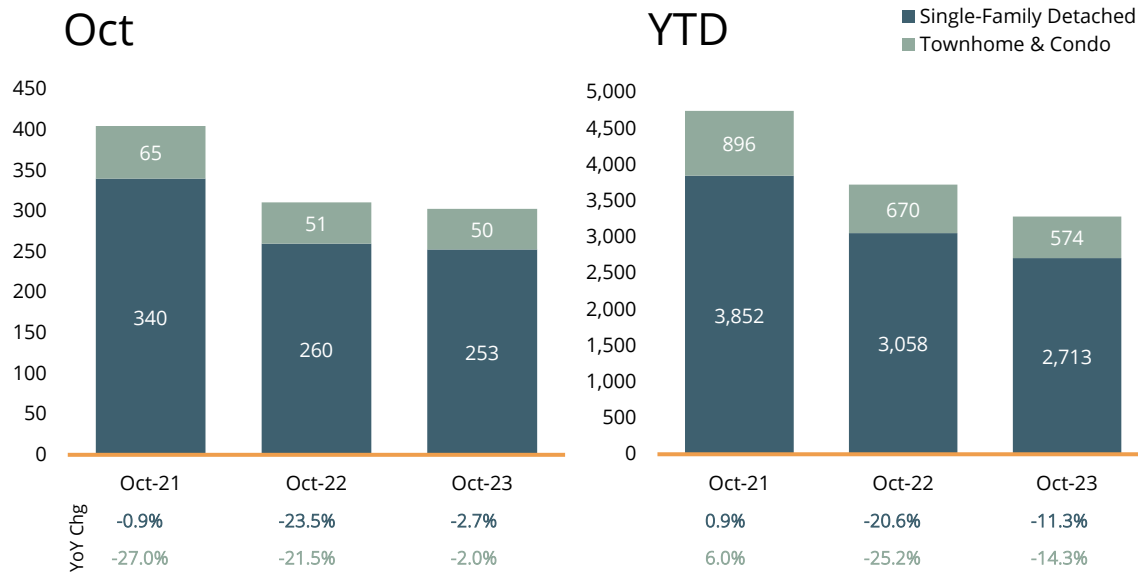


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Nov-22	146	-45.3%	29	-29.3%
Dec-22	121	-30.1%	27	8.0%
Jan-23	177	-9.2%	31	-3.1%
Feb-23	168	-26.6%	24	-61.3%
Mar-23	223	-9.0%	44	-27.9%
Apr-23	236	-14.5%	35	-41.7%
May-23	292	-3.6%	57	-1.7%
Jun-23	231	-10.8%	48	6.7%
Jul-23	216	-16.3%	43	10.3%
Aug-23	206	-15.6%	58	-3.3%
Sep-23	189	-3.1%	43	-15.7%
Oct-23	197	15.9%	40	2.6%
12-month Avg	200	-14.6%	40	-16.4%

Historical Pending Sales by Month

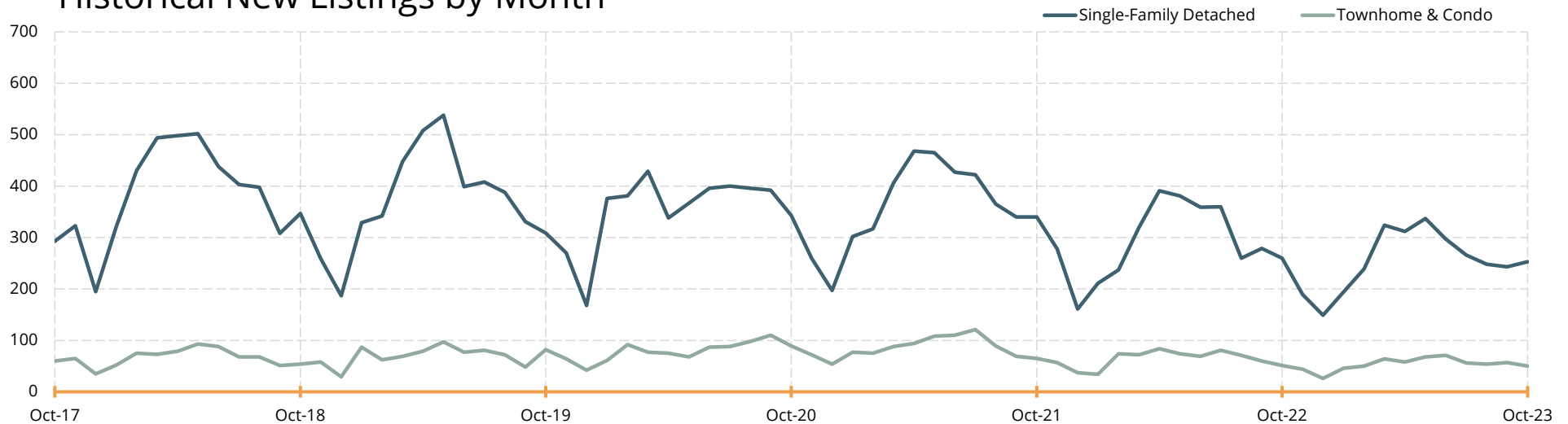


New Listings



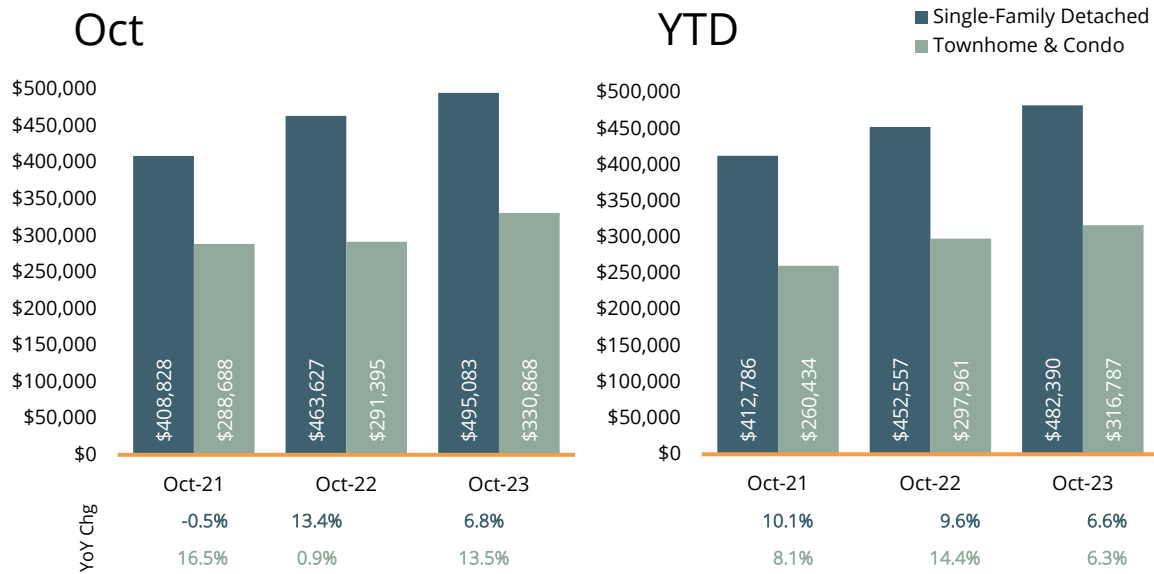
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Nov-22	189	-32.0%	44	-22.8%
Dec-22	149	-7.5%	26	-29.7%
Jan-23	194	-8.1%	46	35.3%
Feb-23	239	0.8%	50	-32.4%
Mar-23	324	1.3%	64	-11.1%
Apr-23	312	-20.2%	58	-31.0%
May-23	337	-11.5%	68	-8.1%
Jun-23	297	-17.3%	71	2.9%
Jul-23	266	-26.1%	56	-30.9%
Aug-23	248	-4.6%	54	-23.9%
Sep-23	243	-12.9%	57	-5.0%
Oct-23	253	-2.7%	50	-2.0%
12-month Avg	254	-12.8%	54	-15.7%

Historical New Listings by Month



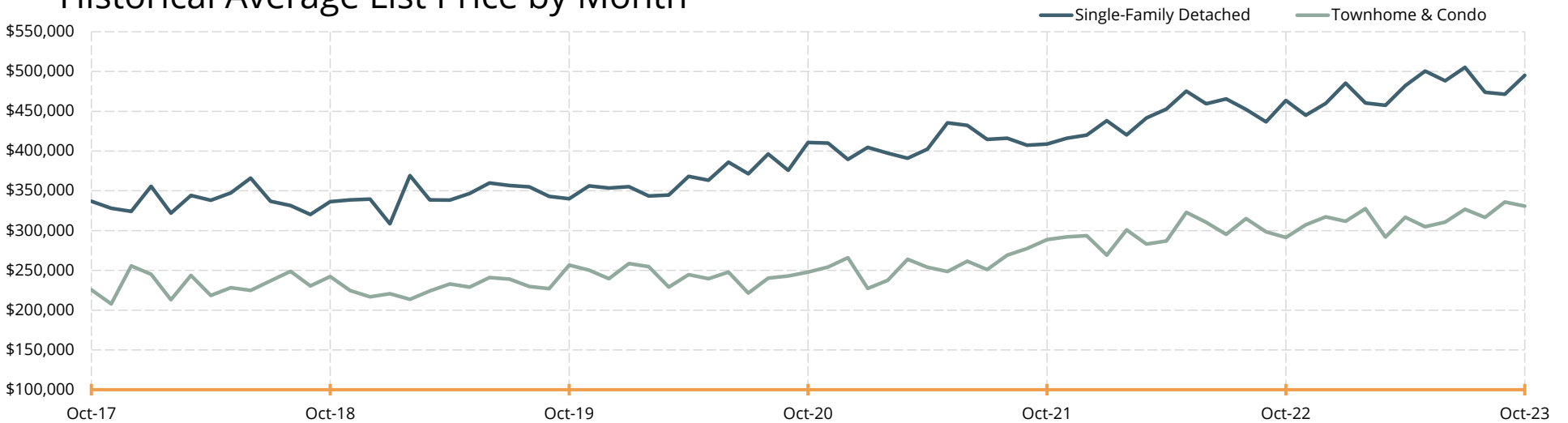
Source: Virginia REALTORS®, data accessed November 15, 2023

Average List Price



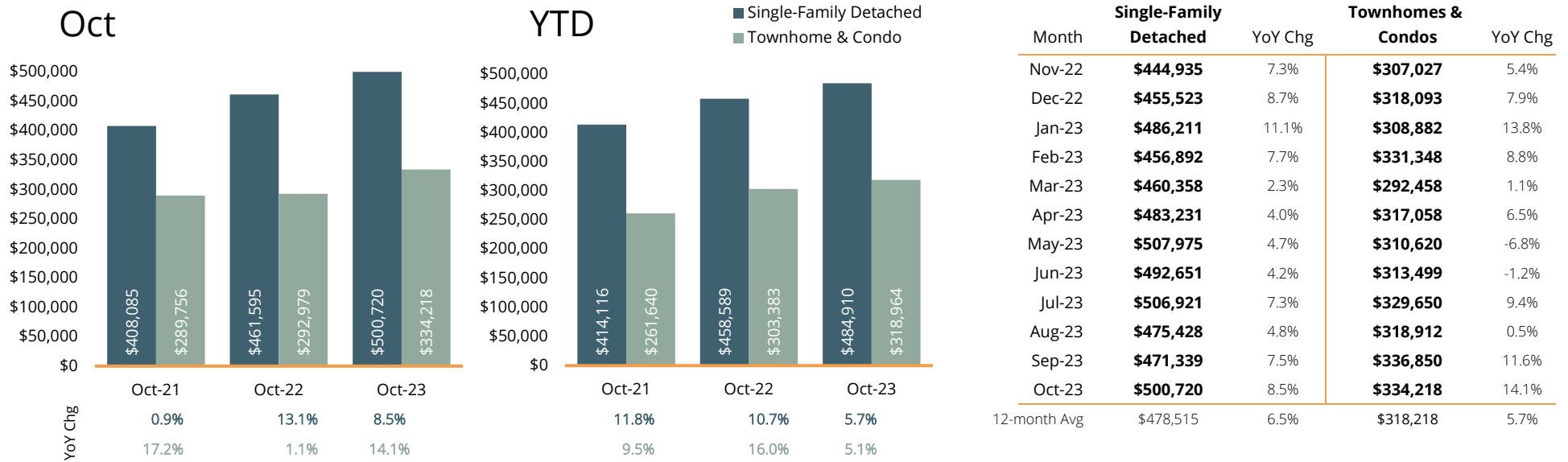
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Nov-22	\$445,029	6.9%	\$307,308	5.2%
Dec-22	\$460,013	9.5%	\$317,210	8.1%
Jan-23	\$485,354	10.8%	\$311,763	15.8%
Feb-23	\$460,382	9.5%	\$327,619	8.8%
Mar-23	\$457,417	3.6%	\$291,994	3.2%
Apr-23	\$482,141	6.4%	\$316,746	10.4%
May-23	\$500,566	5.3%	\$304,902	-5.6%
Jun-23	\$488,363	6.3%	\$310,805	0.1%
Jul-23	\$505,270	8.5%	\$326,758	10.6%
Aug-23	\$473,993	4.8%	\$316,663	0.5%
Sep-23	\$471,502	8.0%	\$335,979	12.5%
Oct-23	\$495,083	6.8%	\$330,868	13.5%
12-month Avg	\$477,093	7.2%	\$316,551	6.7%

Historical Average List Price by Month

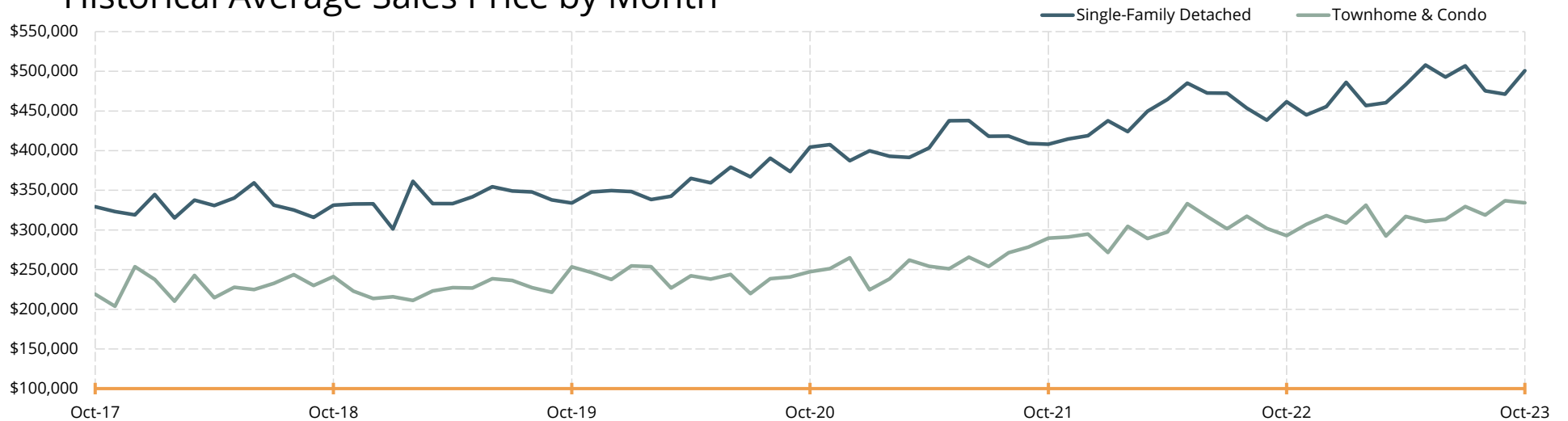


Source: Virginia REALTORS®, data accessed November 15, 2023

Average Sales Price

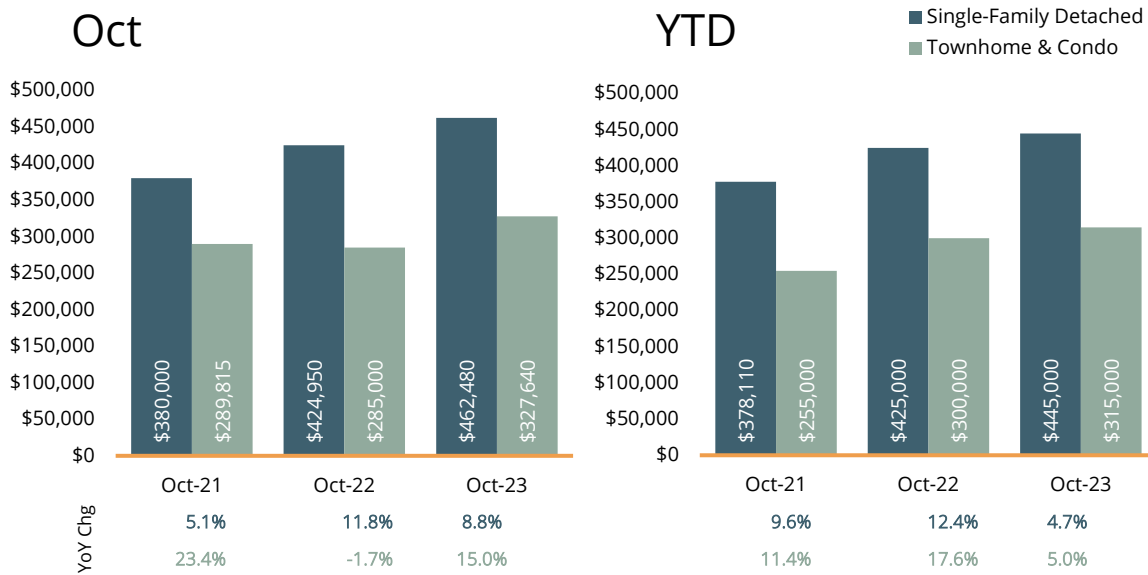


Historical Average Sales Price by Month



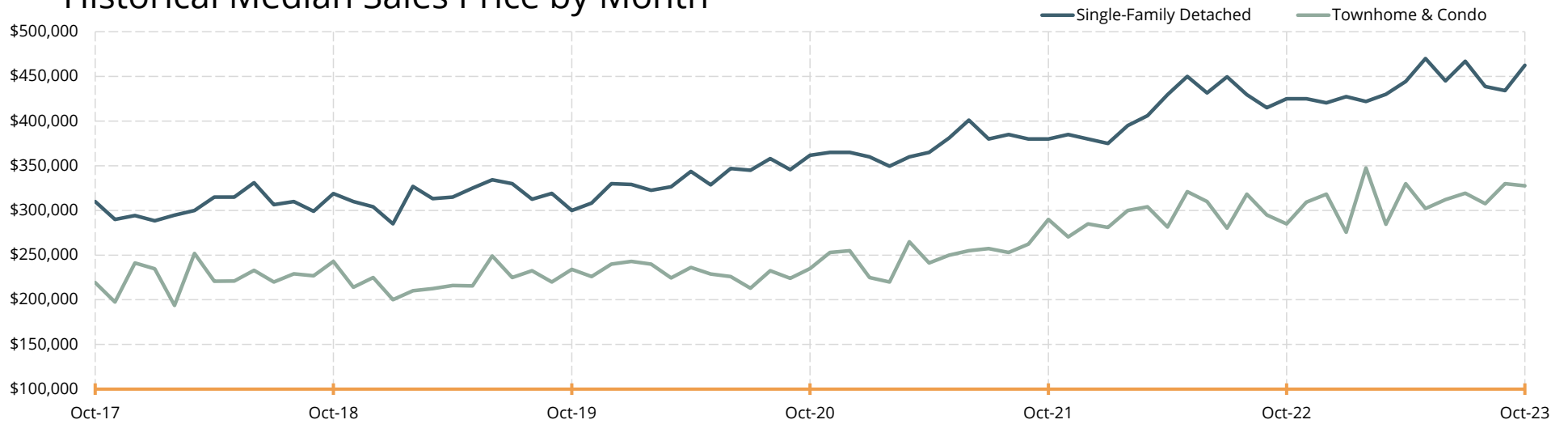
Source: Virginia REALTORS®, data accessed November 15, 2023

Median Sales Price



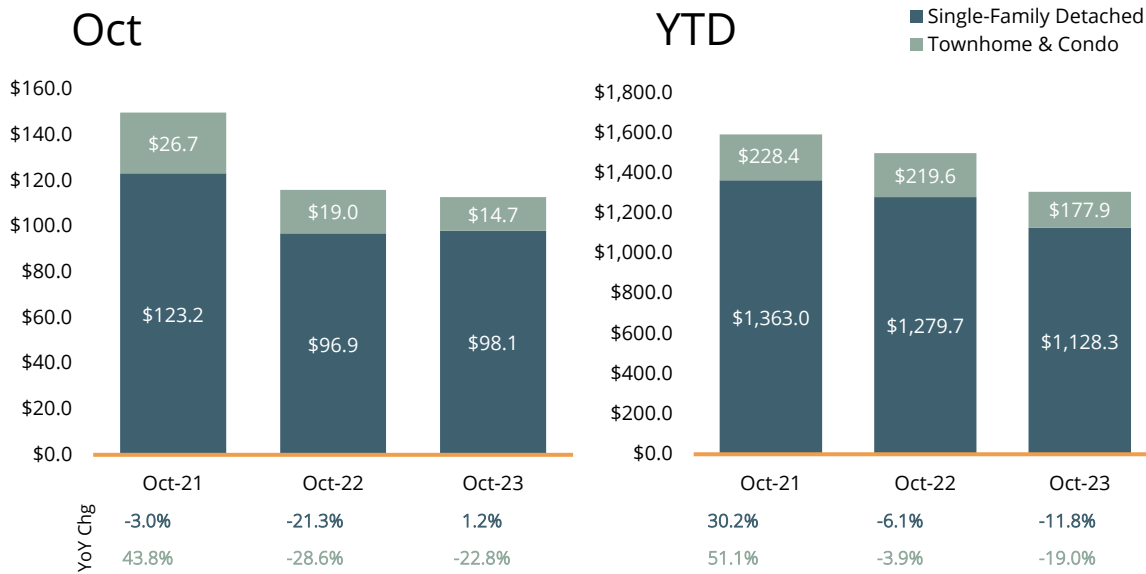
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Nov-22	\$425,000	10.4%	\$309,323	14.4%
Dec-22	\$420,485	10.7%	\$318,213	11.7%
Jan-23	\$427,450	14.0%	\$275,570	-1.9%
Feb-23	\$422,000	6.8%	\$347,500	15.8%
Mar-23	\$429,975	5.9%	\$284,500	-6.4%
Apr-23	\$444,268	3.4%	\$330,000	17.2%
May-23	\$470,000	4.4%	\$302,000	-5.9%
Jun-23	\$445,000	3.1%	\$312,000	0.6%
Jul-23	\$467,015	3.9%	\$319,338	14.0%
Aug-23	\$438,658	2.1%	\$307,500	-3.3%
Sep-23	\$434,000	4.6%	\$330,000	11.9%
Oct-23	\$462,480	8.8%	\$327,640	15.0%
12-month Avg	\$440,528	6.3%	\$313,632	6.6%

Historical Median Sales Price by Month



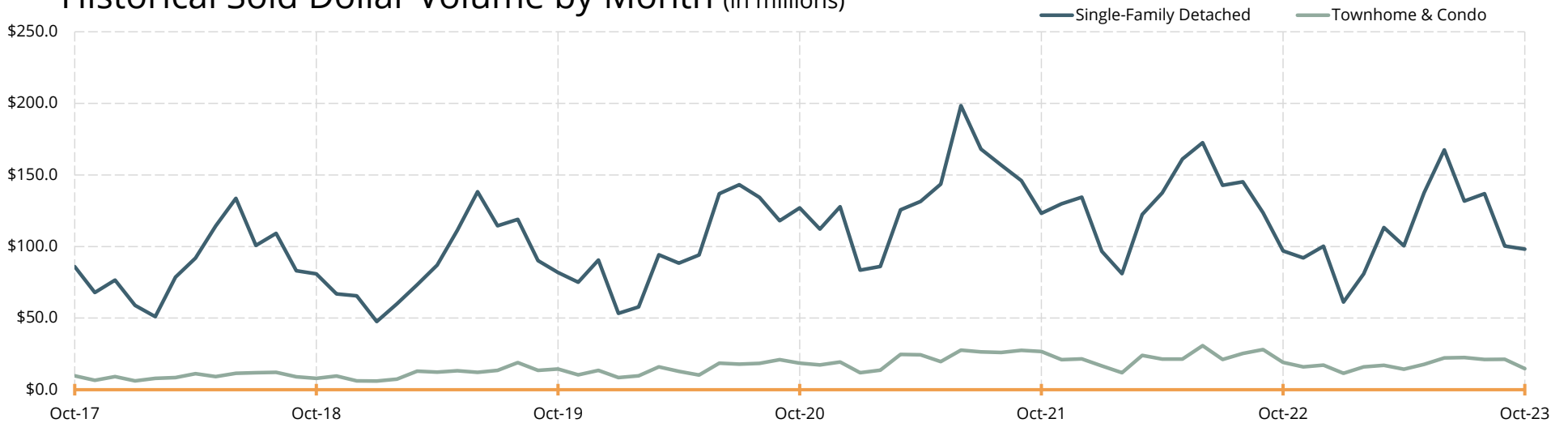
Source: Virginia REALTORS®, data accessed November 15, 2023

Sold Dollar Volume (in millions)

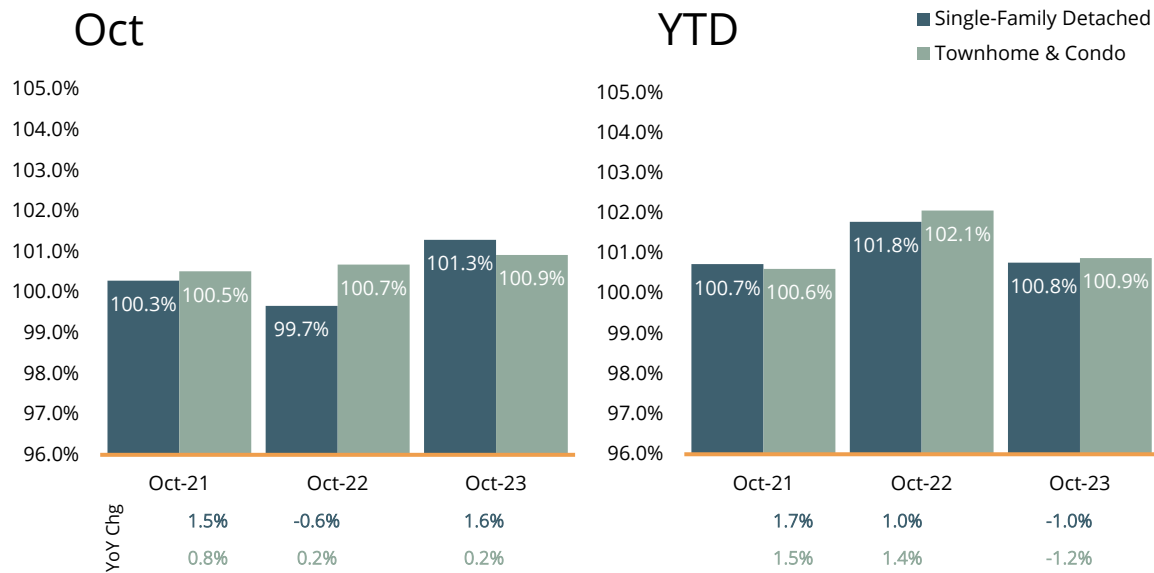


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Nov-22	\$92.1	-29.0%	\$16.0	-23.9%
Dec-22	\$100.2	-25.5%	\$17.2	-20.2%
Jan-23	\$61.3	-36.7%	\$11.4	-31.0%
Feb-23	\$80.9	-0.2%	\$15.9	33.9%
Mar-23	\$113.2	-7.4%	\$17.0	-29.3%
Apr-23	\$100.5	-26.9%	\$14.3	-33.4%
May-23	\$137.7	-14.5%	\$17.7	-17.0%
Jun-23	\$167.5	-2.9%	\$22.3	-27.7%
Jul-23	\$131.8	-7.6%	\$22.4	6.2%
Aug-23	\$136.9	-5.7%	\$21.0	-17.1%
Sep-23	\$100.4	-18.8%	\$21.2	-24.4%
Oct-23	\$98.1	1.2%	\$14.7	-22.8%
12-month Avg	\$110.1	-14.5%	\$17.6	-19.5%

Historical Sold Dollar Volume by Month (in millions)

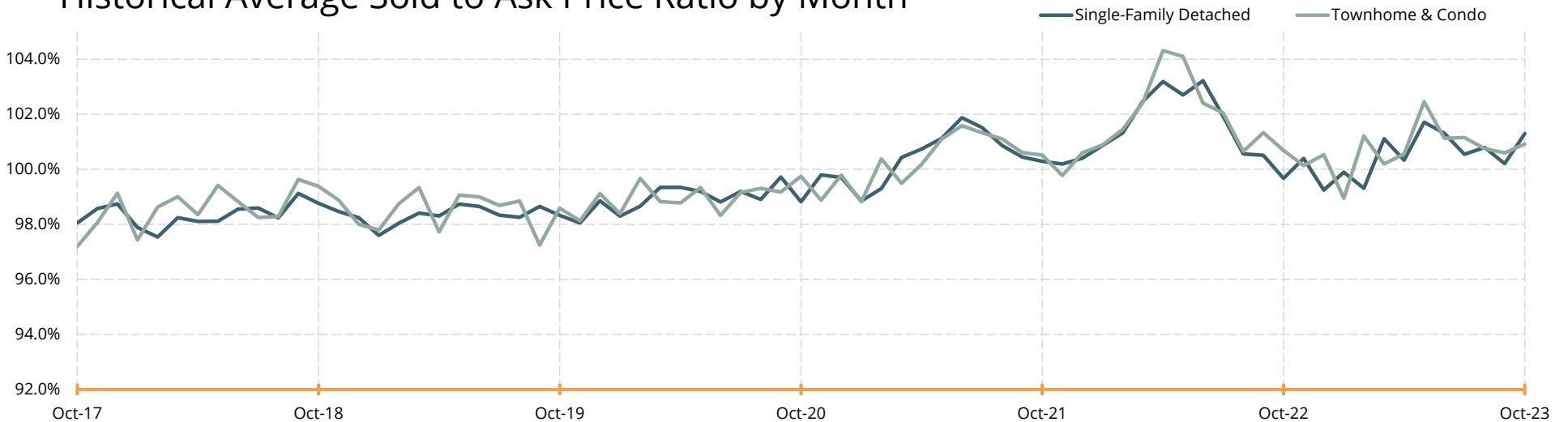


Average Sold to Ask Price Ratio

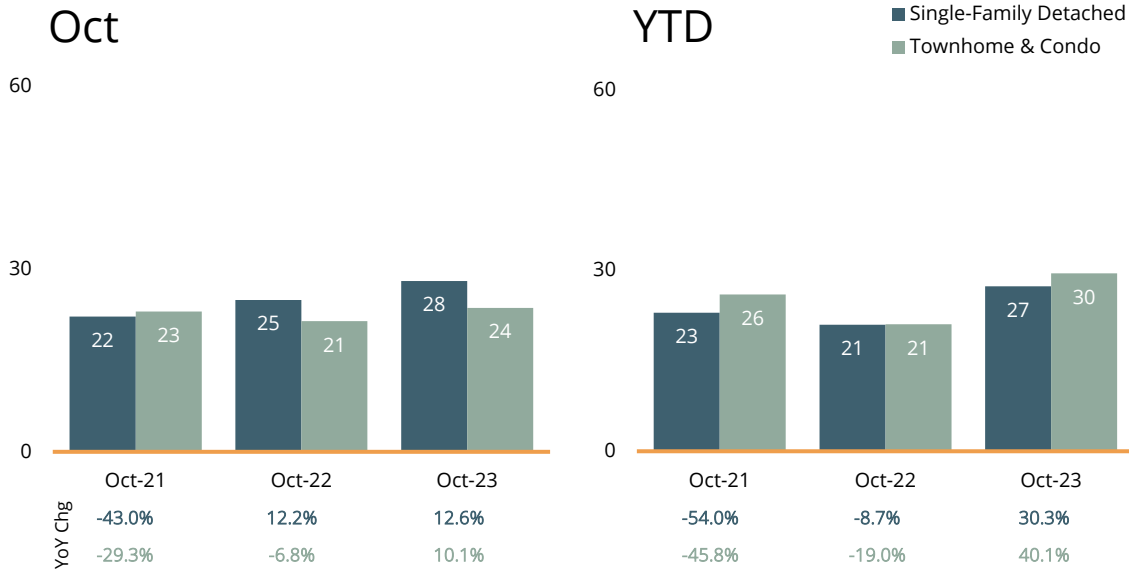


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Nov-22	100.4%	0.2%	100.1%	0.4%
Dec-22	99.2%	-1.2%	100.5%	-0.1%
Jan-23	99.9%	-1.0%	98.9%	-1.9%
Feb-23	99.3%	-2.0%	101.2%	-0.2%
Mar-23	101.1%	-1.3%	100.2%	-2.2%
Apr-23	100.3%	-2.8%	100.6%	-3.6%
May-23	101.7%	-1.0%	102.5%	-1.6%
Jun-23	101.3%	-1.8%	101.1%	-1.2%
Jul-23	100.5%	-1.3%	101.2%	-0.9%
Aug-23	100.8%	0.2%	100.8%	0.1%
Sep-23	100.2%	-0.3%	100.6%	-0.7%
Oct-23	101.3%	1.6%	100.9%	0.2%
12-month Avg	100.5%	-0.9%	100.7%	-1.0%

Historical Average Sold to Ask Price Ratio by Month



Average Days on Market



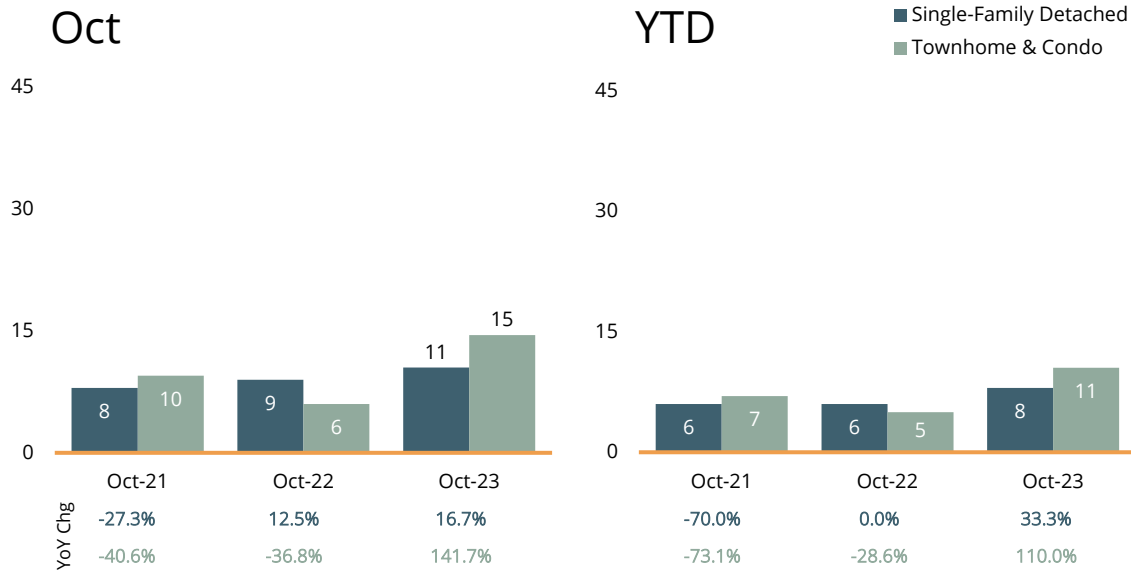
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Nov-22	25	-1.3%	18	-21.5%
Dec-22	28	20.5%	27	9.6%
Jan-23	33	20.1%	36	56.9%
Feb-23	40	42.2%	60	27.6%
Mar-23	35	33.9%	33	26.7%
Apr-23	24	14.6%	32	259.8%
May-23	21	32.0%	18	6.2%
Jun-23	23	63.3%	23	49.3%
Jul-23	25	48.7%	21	83.0%
Aug-23	25	39.1%	31	65.7%
Sep-23	28	14.1%	25	-12.1%
Oct-23	28	12.6%	24	10.1%
12-month Avg	28	26.2%	29	31.3%

Historical Average Days on Market



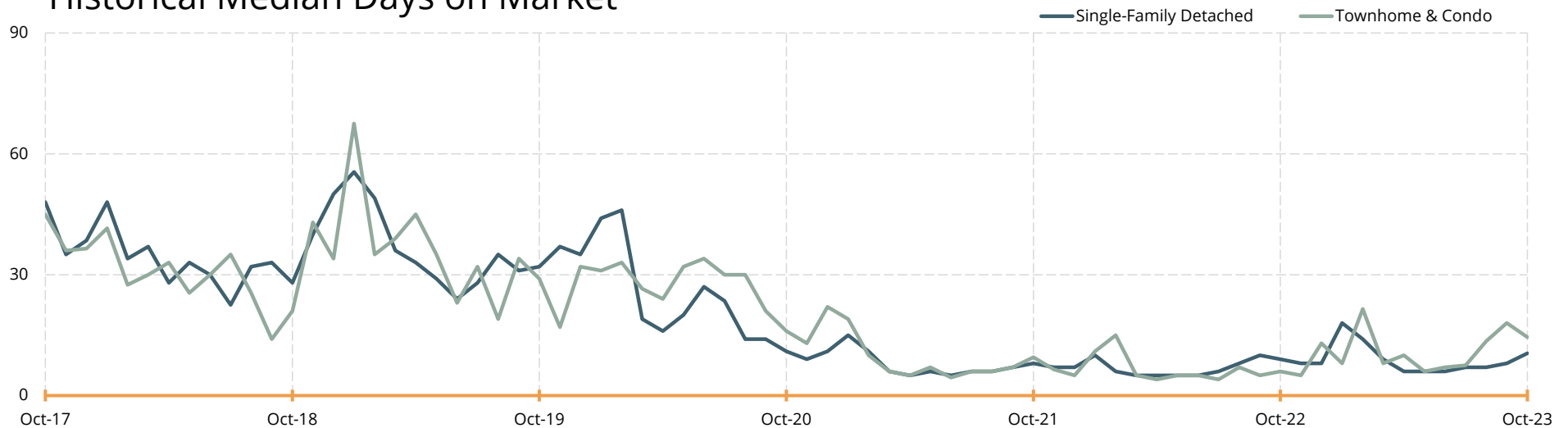
Source: Virginia REALTORS®, data accessed November 15, 2023

Median Days on Market



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Nov-22	8	14.3%	5	-23.1%
Dec-22	8	14.3%	13	160.0%
Jan-23	18	80.0%	8	-27.3%
Feb-23	14	133.3%	22	43.3%
Mar-23	9	80.0%	8	60.0%
Apr-23	6	20.0%	10	150.0%
May-23	6	20.0%	6	20.0%
Jun-23	6	20.0%	7	40.0%
Jul-23	7	16.7%	8	87.5%
Aug-23	7	-12.5%	14	92.9%
Sep-23	8	-20.0%	18	260.0%
Oct-23	11	16.7%	15	141.7%
12-month Avg	9	29.5%	11	68.2%

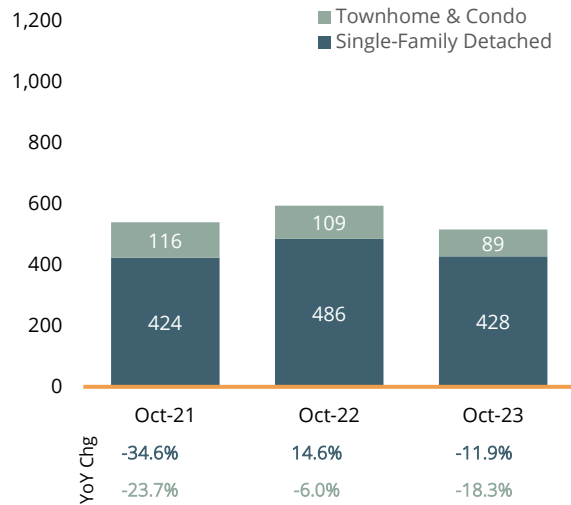
Historical Median Days on Market



Active Listings

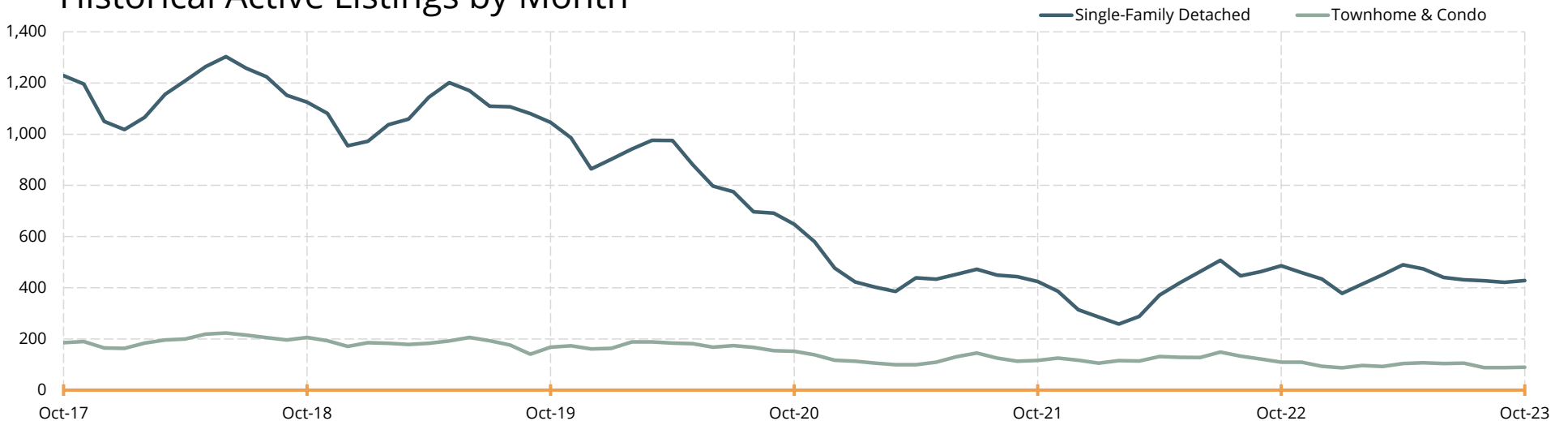


Oct



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jul-23	431	-15.0%	105	-29.5%
Aug-23	427	-4.3%	88	-33.8%
Sep-23	421	-9.1%	88	-27.3%
Oct-23	428	-11.9%	89	-18.3%
12-month Avg	437	11.9%	97	-21.2%

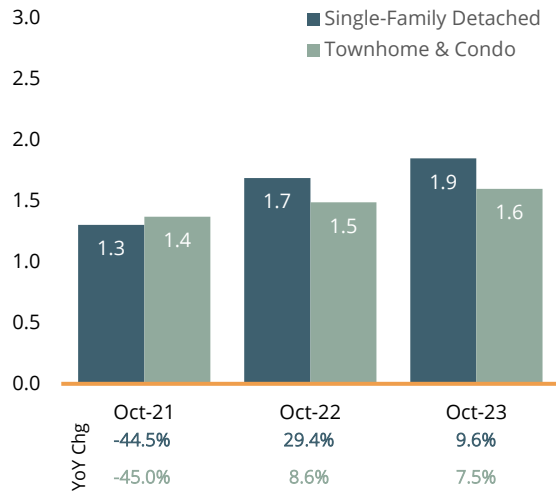
Historical Active Listings by Month



Months of Supply

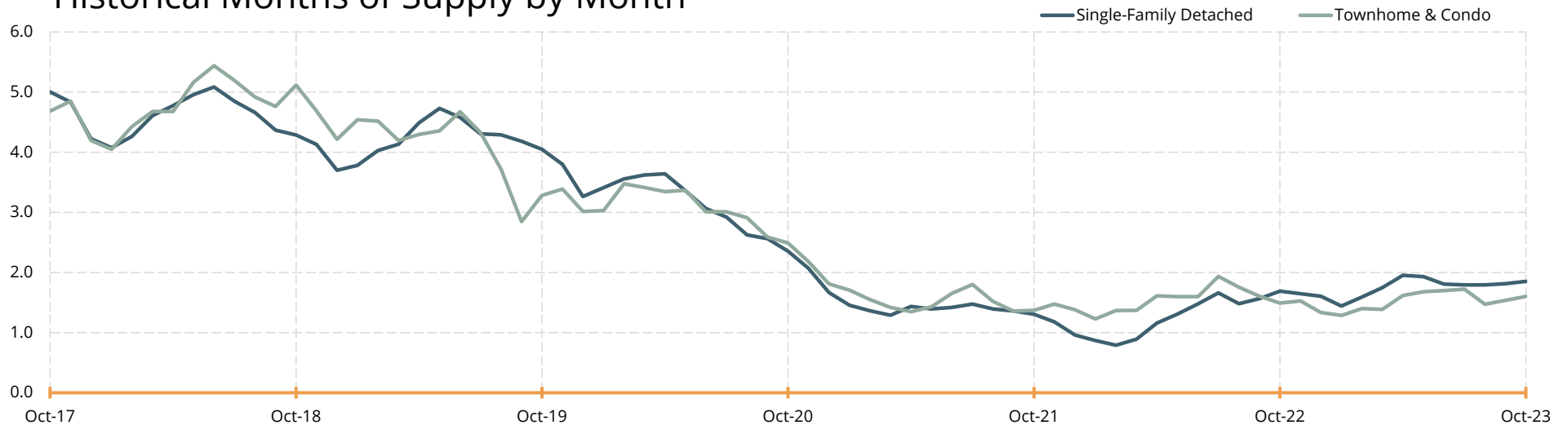


Oct



Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
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%
Jul-23	1.8	8.0%	1.7	-10.9%
Aug-23	1.8	21.2%	1.5	-16.0%
Sep-23	1.8	15.7%	1.5	-4.3%
Oct-23	1.9	9.6%	1.6	7.5%
12-month Avg	1.7	39.5%	1.5	-0.8%

Historical Months of Supply by Month



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

Area Overview - Total Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg
James City County	139	156	12.2%	121	108	-10.7%	\$461,814	\$524,212	13.5%	\$410,000	\$472,500	15.2%	229	215	-6.1%	1.4	1.8	26.3%
Williamsburg	24	21	-12.5%	23	30	30.4%	\$369,111	\$447,162	21.1%	\$391,000	\$415,495	6.3%	62	36	-41.9%	2.3	1.5	-36.7%
York County	88	72	-18.2%	82	50	-39.0%	\$361,961	\$447,151	23.5%	\$338,250	\$410,000	21.2%	171	137	-19.9%	1.6	1.6	-3.4%
New Kent County	55	49	-10.9%	47	49	4.3%	\$452,263	\$402,454	-11.0%	\$384,050	\$369,000	-3.9%	122	119	-2.5%	2.0	2.4	20.3%
Charles City County	5	5	0.0%	2	3	50.0%	\$336,250	\$246,433	-26.7%	\$336,250	\$281,000	-16.4%	11	10	-9.1%	2.9	2.9	-0.2%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price TYD			Median Sales Price TYD			Active Listings YTD		
	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg
James City County	1,689	1,432	-15.2%	1,603	1,224	-23.6%	\$460,312	\$491,184	6.7%	\$425,000	\$445,000	4.7%	229	215	-6.1%
Williamsburg	285	325	14.0%	257	262	1.9%	\$397,901	\$398,598	0.2%	\$350,000	\$363,000	3.7%	62	36	-41.9%
York County	900	849	-5.7%	1,024	904	-11.7%	\$398,657	\$434,036	8.9%	\$356,415	\$405,733	13.8%	171	137	-19.9%
New Kent County	802	634	-20.9%	593	464	-21.8%	\$402,651	\$421,669	4.7%	\$375,350	\$390,500	4.0%	122	119	-2.5%
Charles City County	52	47	-9.6%	38	28	-26.3%	\$331,191	\$414,098	25.0%	\$270,000	\$274,000	1.5%	11	10	-9.1%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg
James City County	117	122	4.3%	98	89	-9.2%	\$500,669	\$566,521	13.2%	\$445,500	\$499,990	12.2%	196	167	-14.8%	1.5	1.7	15.2%
Williamsburg	17	17	0.0%	16	20	25.0%	\$399,859	\$485,054	21.3%	\$399,700	\$454,000	13.6%	36	24	-33.3%	2.1	1.5	-27.7%
York County	75	60	-20.0%	57	41	-28.1%	\$393,702	\$475,401	20.8%	\$364,900	\$459,960	26.1%	138	114	-17.4%	1.8	1.7	-7.5%
New Kent County	46	49	6.5%	37	43	16.2%	\$496,168	\$413,699	-16.6%	\$442,995	\$387,945	-12.4%	105	113	7.6%	1.9	2.6	36.5%
Charles City County	5	5	0.0%	2	3	50.0%	\$336,250	\$246,433	-26.7%	\$336,250	\$281,000	-16.4%	11	10	-9.1%	2.9	2.9	-0.2%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg
James City County	1,424	1,194	-16.2%	1,315	993	-24.5%	\$492,098	\$530,971	7.9%	\$456,250	\$475,000	4.1%	196	167	-14.8%
Williamsburg	185	230	24.3%	169	173	2.4%	\$449,991	\$436,953	-2.9%	\$385,900	\$400,000	3.7%	36	24	-33.3%
York County	726	673	-7.3%	739	717	-3.0%	\$438,604	\$464,128	5.8%	\$410,993	\$439,900	7.0%	138	114	-17.4%
New Kent County	671	569	-15.2%	530	414	-21.9%	\$415,437	\$436,080	5.0%	\$387,120	\$403,850	4.3%	105	113	7.6%
Charles City County	52	47	-9.6%	38	28	-26.3%	\$331,191	\$414,098	25.0%	\$270,000	\$274,000	1.5%	11	10	-9.1%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg
James City County	22	34	54.5%	23	19	-17.4%	\$296,257	\$326,027	10.0%	\$281,000	\$285,000	1.4%	33	48	45.5%	1.1	2.1	91.2%
Williamsburg	7	4	-42.9%	7	10	42.9%	\$298,829	\$371,378	24.3%	\$289,000	\$361,843	25.2%	26	12	-53.8%	2.8	1.4	-49.3%
York County	13	12	-7.7%	25	9	-64.0%	\$289,593	\$318,456	10.0%	\$285,000	\$370,000	29.8%	33	23	-30.3%	1.2	1.2	6.6%
New Kent County	9	0	-100.0%	10	6	-40.0%	\$289,812	\$321,868	11.1%	\$288,103	\$327,303	13.6%	17	6	-64.7%	2.8	1.0	-65.2%
Charles City County	0	0	#DIV/0!	0	0	#DIV/0!	\$0	\$0	#DIV/0!	\$0	\$0	#DIV/0!	0	0	#DIV/0!	0.0	0.0	#DIV/0!

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg
James City County	265	238	-10.2%	288	231	-19.8%	\$314,688	\$321,108	2.0%	\$300,000	\$316,000	5.3%	33	48	45.5%
Williamsburg	100	95	-5.0%	88	89	1.1%	\$300,089	\$324,476	8.1%	\$291,475	\$329,000	12.9%	26	12	-53.8%
York County	174	176	1.1%	285	187	-34.4%	\$294,629	\$318,332	8.0%	\$303,490	\$315,000	3.8%	33	23	-30.3%
New Kent County	131	65	-50.4%	63	50	-20.6%	\$296,367	\$301,864	1.9%	\$283,470	\$290,000	2.3%	17	6	-64.7%
Charles City County	0	0	#DIV/0!	0	0	#DIV/0!	\$0	\$0	#DIV/0!	\$0	\$0	#DIV/0!	0	0	#DIV/0!



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

The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.