

FEBRUARY  
**2024**

# **WAAR** WILLIAMSBURG

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# WAAR Market Indicators Report



## Key Market Trends: February 2024

- › **Sales were up again in the WAAR area compared to last year.** In February, there were 233 homes sold, eight more sales than the previous year, growing by 3.6%. York County home sales increased the most this month with 19 more sales (+30.6%) than the year before. Activity decreased in New Kent County with 16 fewer sales than last year (-31.4%).
- › **In the WAAR market, pending sales surged this month.** There were 251 pending sales in the month of February, rising 30.7% from the year prior, an additional 59 pending sales. The local markets with the biggest increase in pending sales were James City County with 34 more pending sales than last year (+37.4%) and York County with 23 additional pending sales (+60.5%). In Williamsburg, there were four fewer pending sales than the year before (-25.0%).
- › **Upward pressure on home prices continues to be a factor in most places in the WAAR footprint.** The median sales price was \$416,000 this month, \$20,705 higher than the previous year, a gain of 5.2%. Homes sold in New Kent County jumped up \$124,346 from a year ago (+32.2%) while James City County prices saw a \$56,500 price gain compared to last February (+13.8%). Williamsburg was the only market with a drop off in median sales price (-1.3%).
- › **Fewer active listings overall but there was an uptick in new listings for the second straight months compared to last year.** At the end of February, there were 444 active listings in the CAAR market, 66 fewer listings than last year, dropping by 12.9%. There were 301 new listings in February across the region, 12 more than a year ago, a 4.2% increase.



### WAAR Market Dashboard

YoY Chg	Feb-24	Indicator
▲ 3.6%	233	Sales
▲ 30.7%	251	Pending Sales
▲ 4.2%	301	New Listings
▲ 6.5%	\$459,937	Average List Price
▲ 6.7%	\$459,017	Average Sales Price
▲ 5.2%	\$416,000	Median Sales Price
▲ 2.8%	\$202	Average Price Per Square Foot
▲ 10.5%	\$107.0	Sold Dollar Volume (in millions)
▲ 0.3%	100.0%	Average Sold/Ask Price Ratio
▼ -33.1%	30	Average Days on Market
▼ -28.6%	10	Median Days on Market
▼ -12.9%	444	Active Listings
▼ -0.2%	1.5	Months of Supply



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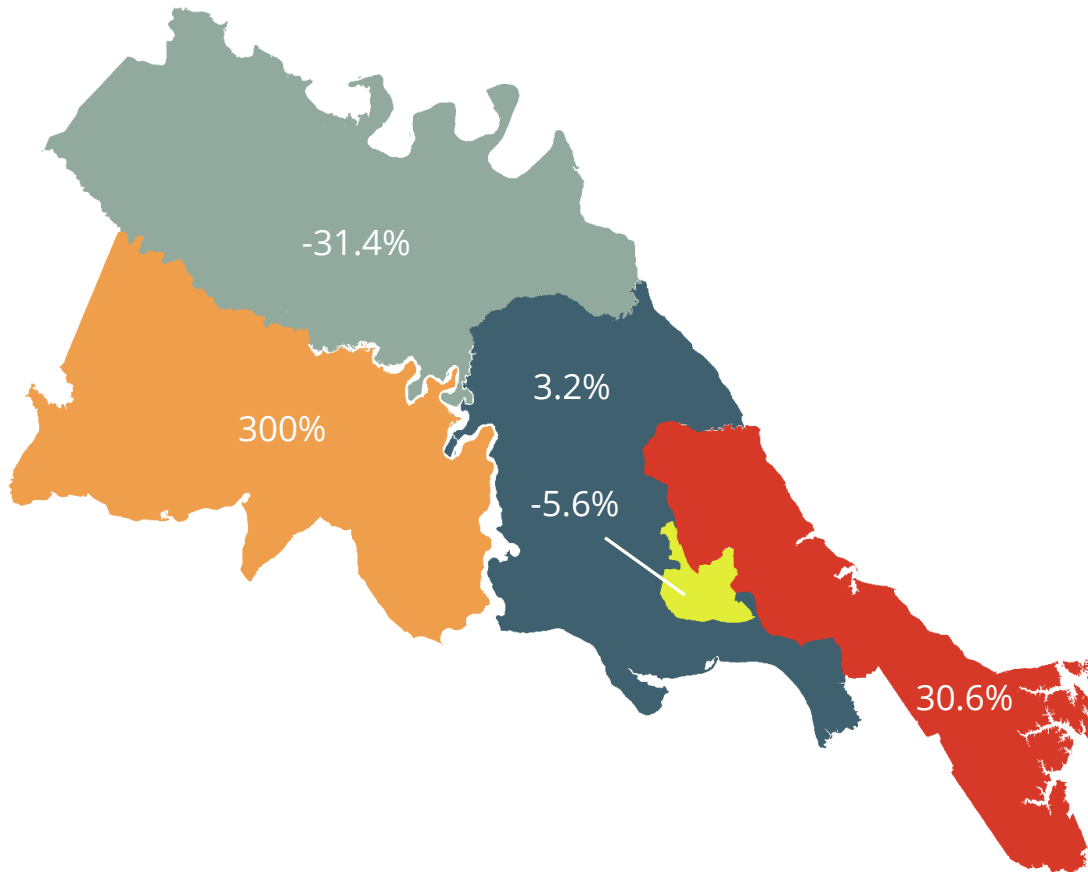
**Consumers Should Consult with a REALTOR®.** Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

**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



<i>Jurisdiction</i>	Total Sales		
	Feb-23	Feb-24	% Chg
Charles City County	1	4	300.0%
James City County	93	96	3.2%
New Kent County	51	35	-31.4%
Williamsburg	18	17	-5.6%
York County	62	81	30.6%
<b>WAAR</b>	<b>225</b>	<b>233</b>	<b>3.6%</b>

# Total Market Overview

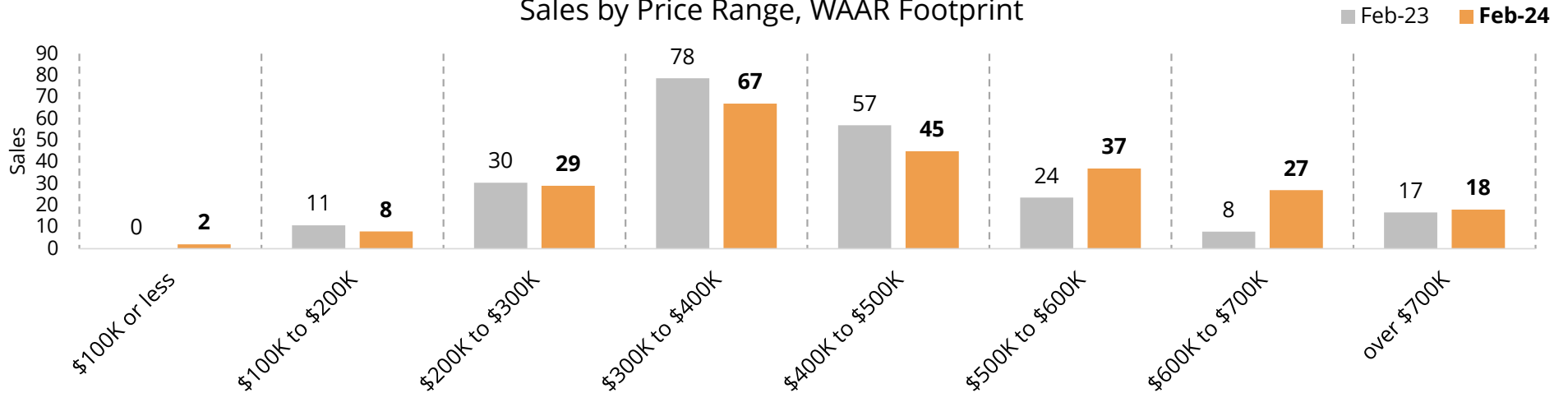


Key Metrics	2-year Trends		Feb-23	Feb-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Feb-22	Feb-24						
Sales			225	<b>233</b>	3.6%	388	<b>409</b>	5.4%
Pending Sales			192	<b>251</b>	30.7%	400	<b>438</b>	9.5%
New Listings			289	<b>301</b>	4.2%	529	<b>544</b>	2.8%
Average List Price			\$432,059	<b>\$459,937</b>	6.5%	\$436,375	<b>\$454,466</b>	4.1%
Average Sales Price			\$430,109	<b>\$459,017</b>	6.7%	\$435,895	<b>\$444,810</b>	2.0%
Median Sales Price			\$395,295	<b>\$416,000</b>	5.2%	\$390,125	<b>\$414,000</b>	6.1%
Average Price Per Square Foot			\$197	<b>\$202</b>	2.8%	\$194	<b>\$202</b>	4.2%
Sold Dollar Volume (in millions)			\$96.8	<b>\$107.0</b>	10.5%	\$169.5	<b>\$185.2</b>	9.3%
Average Sold/Ask Price Ratio			99.7%	<b>100.0%</b>	0.3%	99.7%	<b>99.7%</b>	0.0%
Average Days on Market			44	<b>30</b>	-33.1%	42	<b>29</b>	-29.4%
Median Days on Market			14	<b>10</b>	-28.6%	17	<b>13</b>	-23.5%
Active Listings			510	<b>444</b>	-12.9%	n/a	<b>n/a</b>	n/a
Months of Supply			1.6	<b>1.5</b>	-0.2%	n/a	<b>n/a</b>	n/a

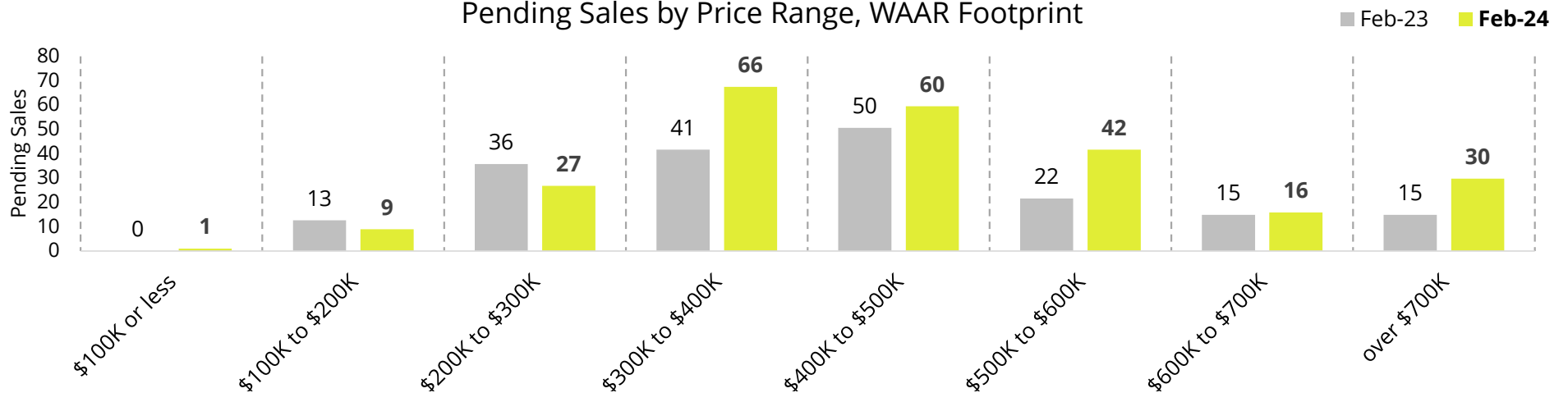
# Total Market by Price Range Overview



Sales by Price Range, WAAR Footprint



Pending Sales by Price Range, WAAR Footprint

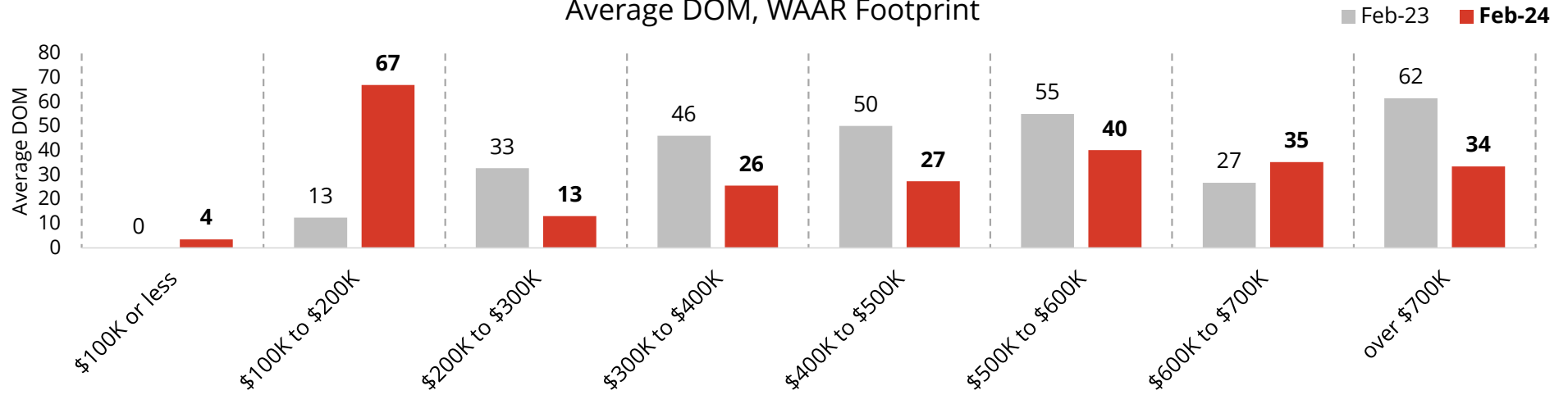


Source: Virginia REALTORS®, data accessed March 15, 2024

# 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		Feb-23	Feb-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Feb-22	Feb-24						
Sales			177	<b>196</b>	10.7%	303	<b>340</b>	12.2%
Pending Sales			168	<b>214</b>	27.4%	345	<b>381</b>	10.4%
New Listings			239	<b>255</b>	6.7%	433	<b>452</b>	4.4%
Average List Price			\$460,382	<b>\$483,727</b>	5.1%	\$470,134	<b>\$480,191</b>	2.1%
Average Sales Price			\$456,892	<b>\$482,103</b>	5.5%	\$468,434	<b>\$478,263</b>	2.1%
Median Sales Price			\$422,000	<b>\$452,500</b>	7.2%	\$419,995	<b>\$445,125</b>	6.0%
Average Price Per Square Foot			\$199	<b>\$204</b>	2.2%	\$198	<b>\$204</b>	3.1%
Sold Dollar Volume (in millions)			\$80.9	<b>\$94.5</b>	16.8%	\$142.1	<b>\$162.6</b>	14.4%
Average Sold/Ask Price Ratio			99.3%	<b>99.8%</b>	0.5%	99.5%	<b>99.6%</b>	0.1%
Average Days on Market			40	<b>32</b>	-20.9%	39	<b>31</b>	-21.1%
Median Days on Market			14	<b>10</b>	-28.6%	18	<b>13</b>	-27.8%
Active Listings			414	<b>368</b>	-11.1%	n/a	<b>n/a</b>	n/a
Months of Supply			1.6	<b>1.6</b>	-0.3%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed March 15, 2024

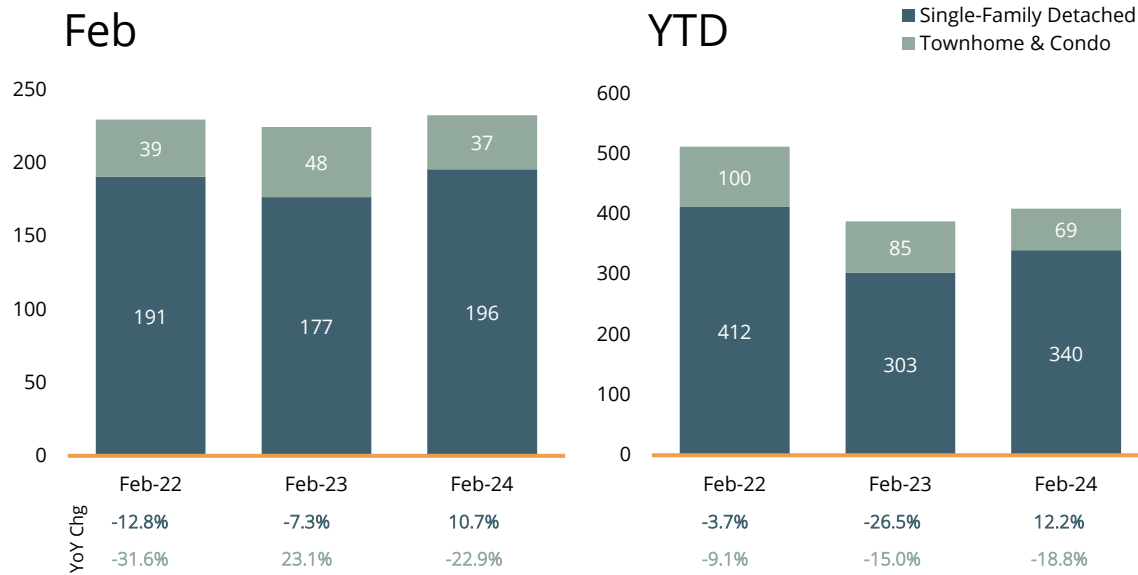


# Townhome & Condo Market Overview



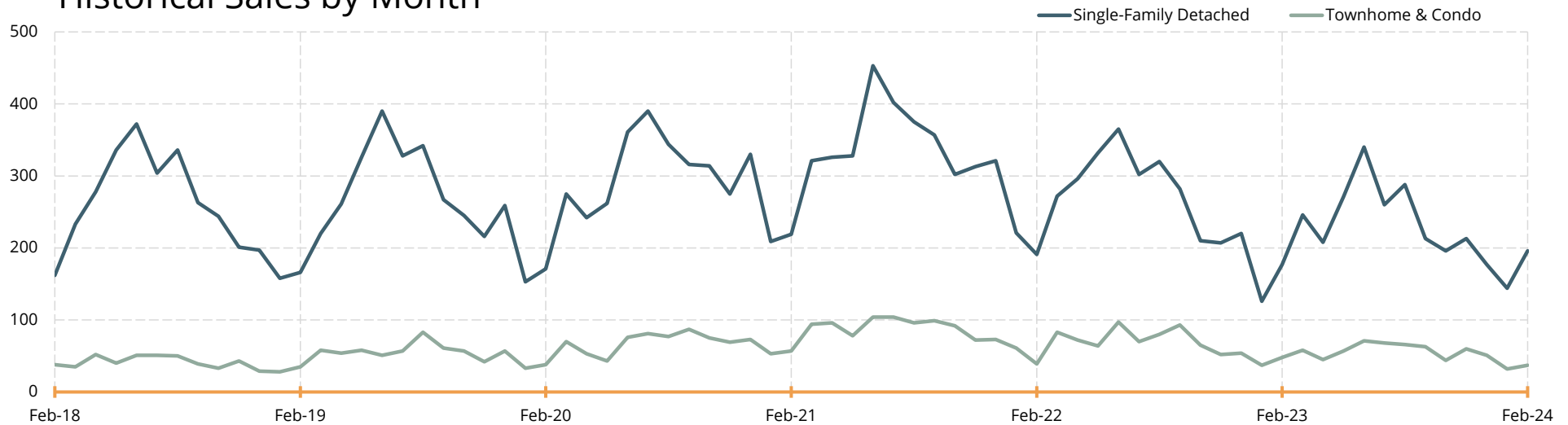
Key Metrics	2-year Trends		Feb-23	Feb-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Feb-22	Feb-24						
Sales			48	<b>37</b>	-22.9%	85	<b>69</b>	-18.8%
Pending Sales			24	<b>37</b>	54.2%	55	<b>57</b>	3.6%
New Listings			50	<b>46</b>	-8.0%	96	<b>92</b>	-4.2%
Average List Price			\$327,619	<b>\$333,913</b>	1.9%	\$319,610	<b>\$327,706</b>	2.5%
Average Sales Price			\$331,348	<b>\$336,723</b>	1.6%	\$320,780	<b>\$327,939</b>	2.2%
Median Sales Price			\$347,500	<b>\$330,000</b>	-5.0%	\$315,000	<b>\$320,000</b>	1.6%
Average Price Per Square Foot			\$180	<b>\$189</b>	5.4%	\$173	<b>\$189</b>	9.4%
Sold Dollar Volume (in millions)			\$15.9	<b>\$12.5</b>	-21.7%	\$27.3	<b>\$22.6</b>	-17.2%
Average Sold/Ask Price Ratio			101.2%	<b>101.1%</b>	-0.2%	100.3%	<b>100.3%</b>	0.0%
Average Days on Market			60	<b>19</b>	-68.8%	51	<b>23</b>	-54.3%
Median Days on Market			22	<b>11</b>	-48.8%	12	<b>14</b>	16.7%
Active Listings			96	<b>76</b>	-20.8%	n/a	<b>n/a</b>	n/a
Months of Supply			1.4	<b>1.4</b>	-0.8%	n/a	<b>n/a</b>	n/a

# Sales

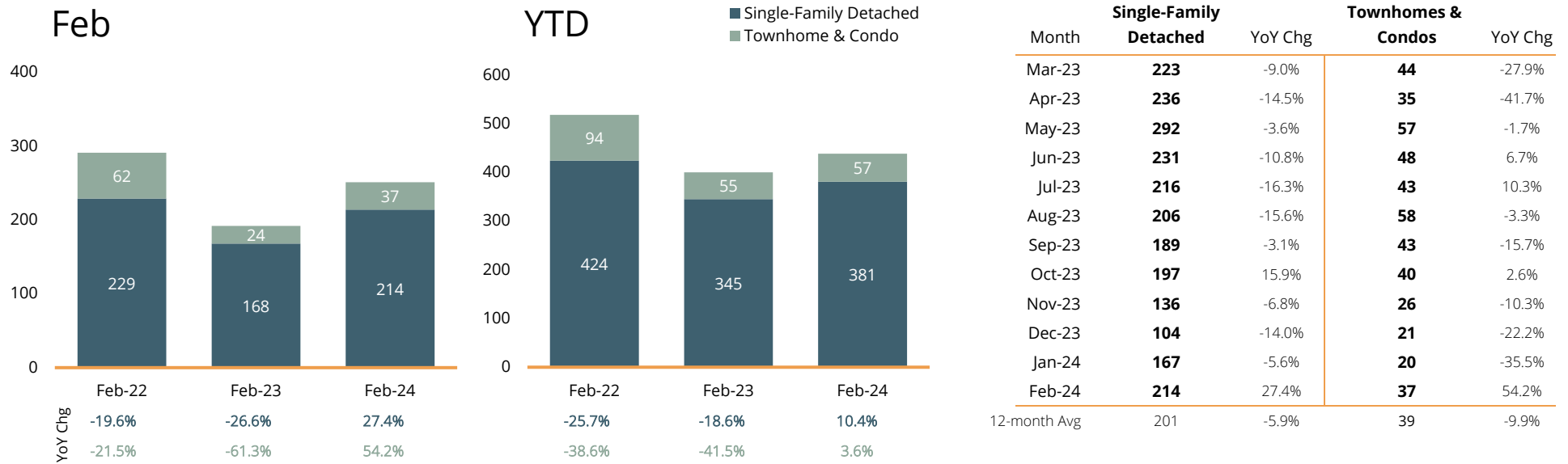


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-23	246	-9.6%	58	-30.1%
Apr-23	208	-29.7%	45	-37.5%
May-23	271	-18.4%	57	-10.9%
Jun-23	340	-6.8%	71	-26.8%
Jul-23	260	-13.9%	68	-2.9%
Aug-23	288	-10.0%	66	-17.5%
Sep-23	213	-24.5%	63	-32.3%
Oct-23	196	-6.7%	44	-32.3%
Nov-23	213	2.9%	60	15.4%
Dec-23	177	-19.5%	51	-5.6%
Jan-24	144	14.3%	32	-13.5%
Feb-24	196	10.7%	37	-22.9%
12-month Avg	229	-11.5%	54	-20.0%

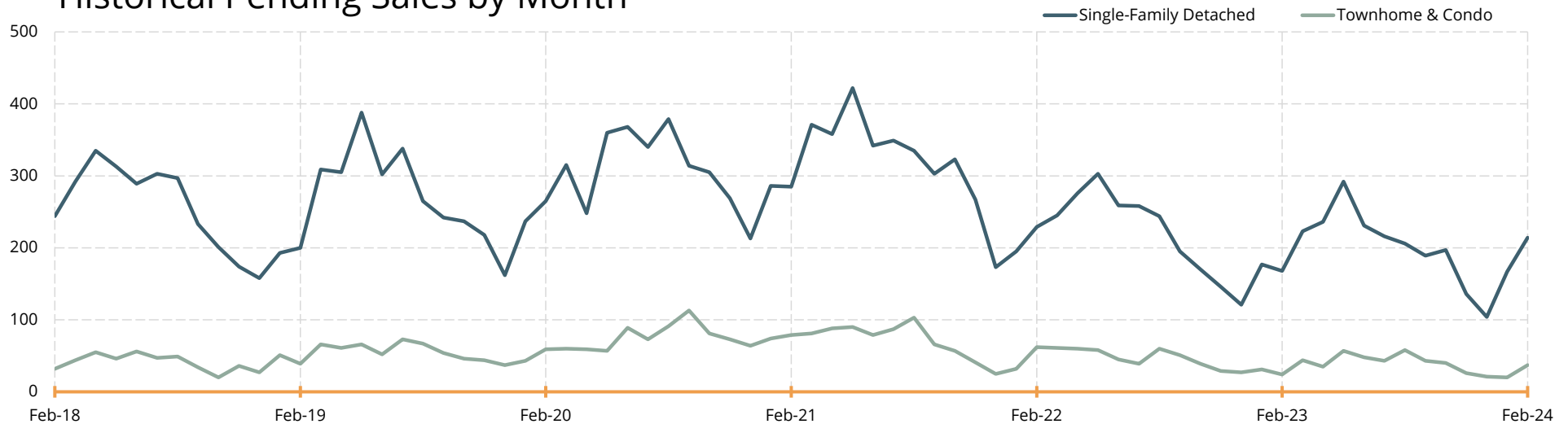
## Historical Sales by Month



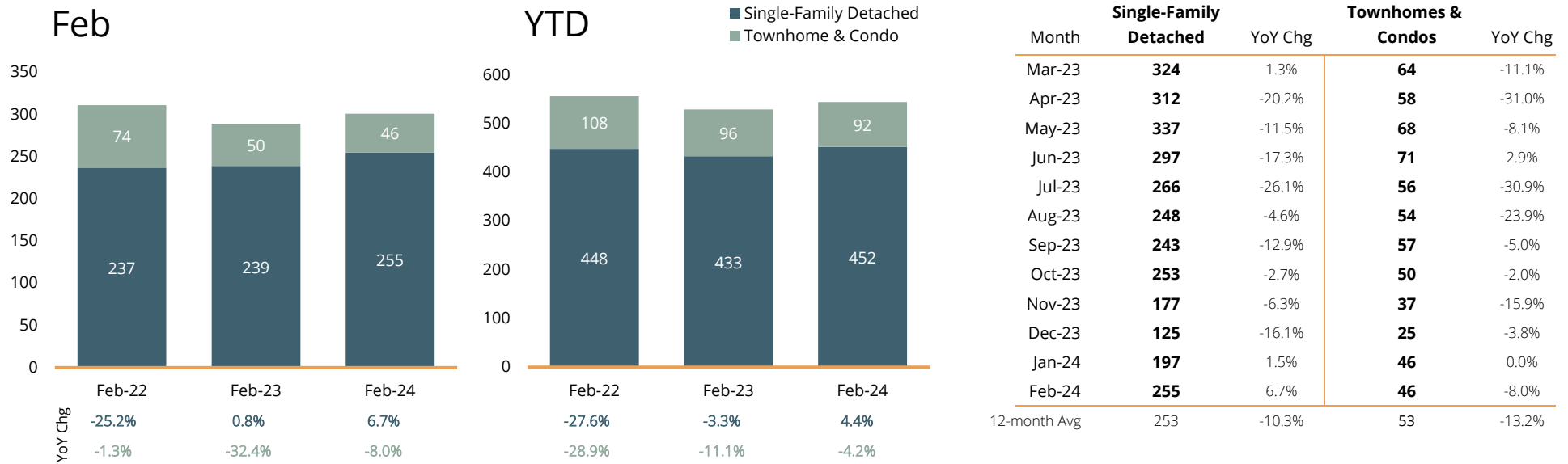
# Pending Sales



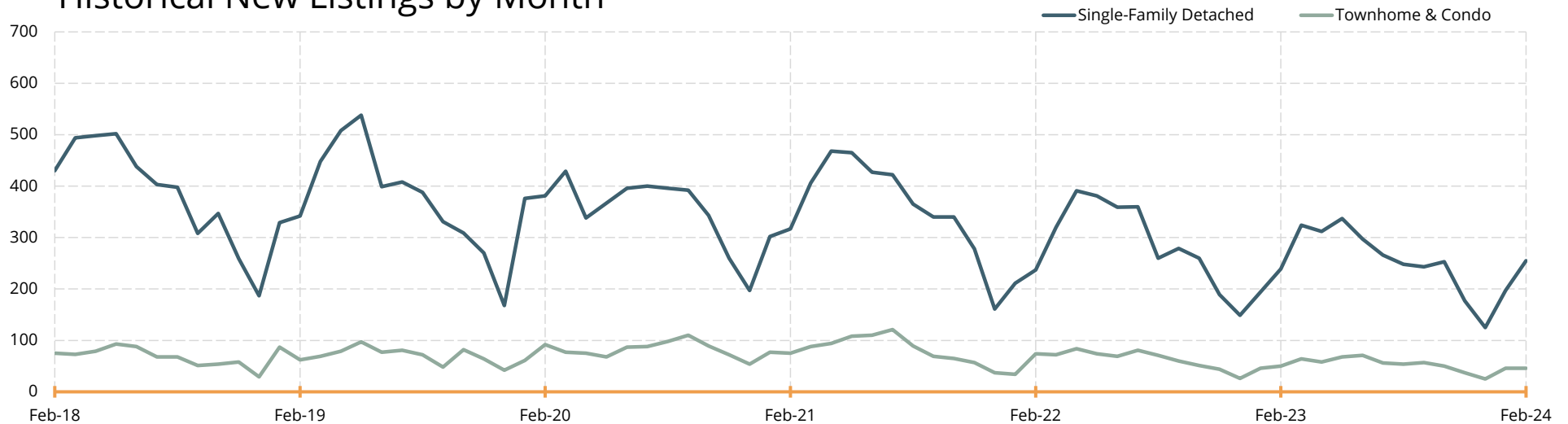
## Historical Pending Sales by Month



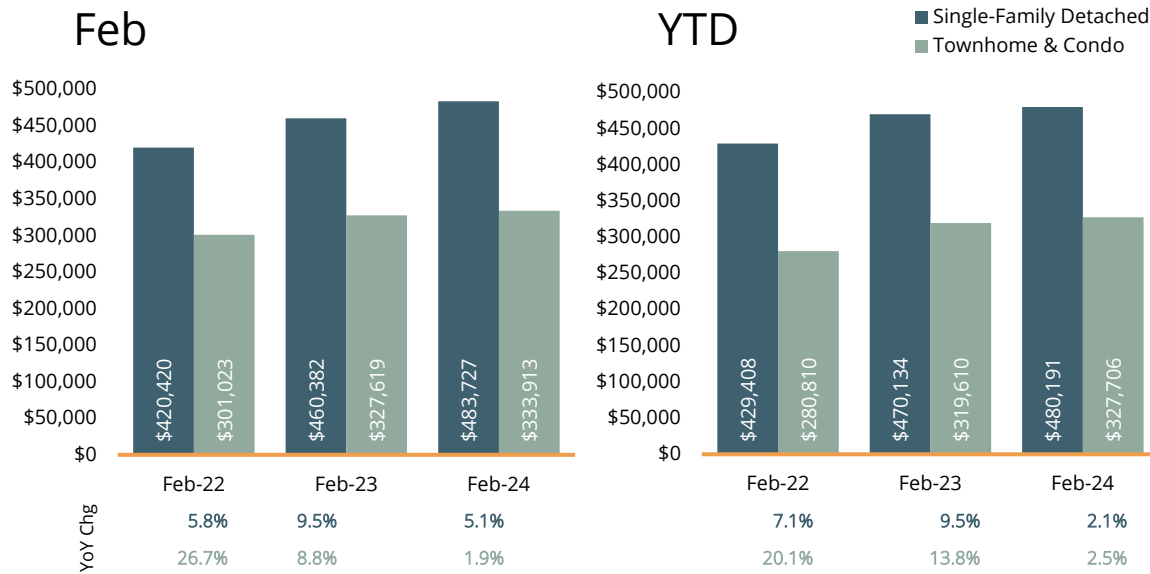
# New Listings



## Historical New Listings by Month

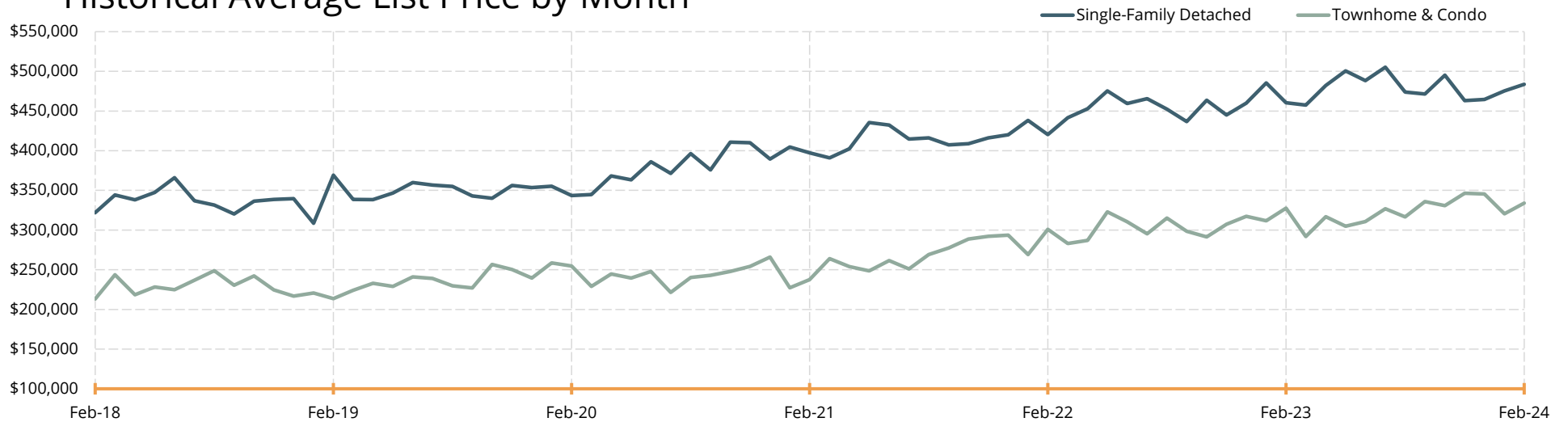


# Average List Price



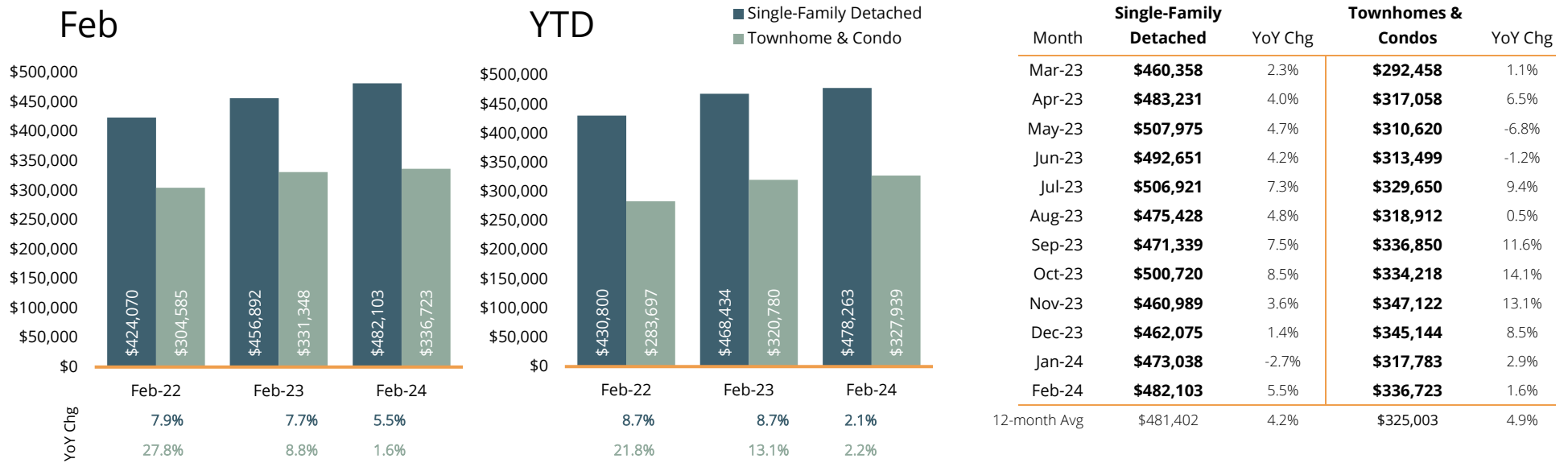
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-23	<b>\$457,417</b>	3.6%	<b>\$291,994</b>	3.2%
Apr-23	<b>\$482,141</b>	6.4%	<b>\$316,746</b>	10.4%
May-23	<b>\$500,566</b>	5.3%	<b>\$304,902</b>	-5.6%
Jun-23	<b>\$488,363</b>	6.3%	<b>\$310,805</b>	0.1%
Jul-23	<b>\$505,270</b>	8.5%	<b>\$326,758</b>	10.6%
Aug-23	<b>\$473,993</b>	4.8%	<b>\$316,663</b>	0.5%
Sep-23	<b>\$471,502</b>	8.0%	<b>\$335,979</b>	12.5%
Oct-23	<b>\$495,083</b>	6.8%	<b>\$330,868</b>	13.5%
Nov-23	<b>\$463,056</b>	4.1%	<b>\$346,398</b>	12.7%
Dec-23	<b>\$464,640</b>	1.0%	<b>\$345,447</b>	8.9%
Jan-24	<b>\$475,378</b>	-2.1%	<b>\$320,529</b>	2.8%
Feb-24	<b>\$483,727</b>	5.1%	<b>\$333,913</b>	1.9%
12-month Avg	\$480,095	4.8%	\$323,417	5.8%

## Historical Average List Price by Month

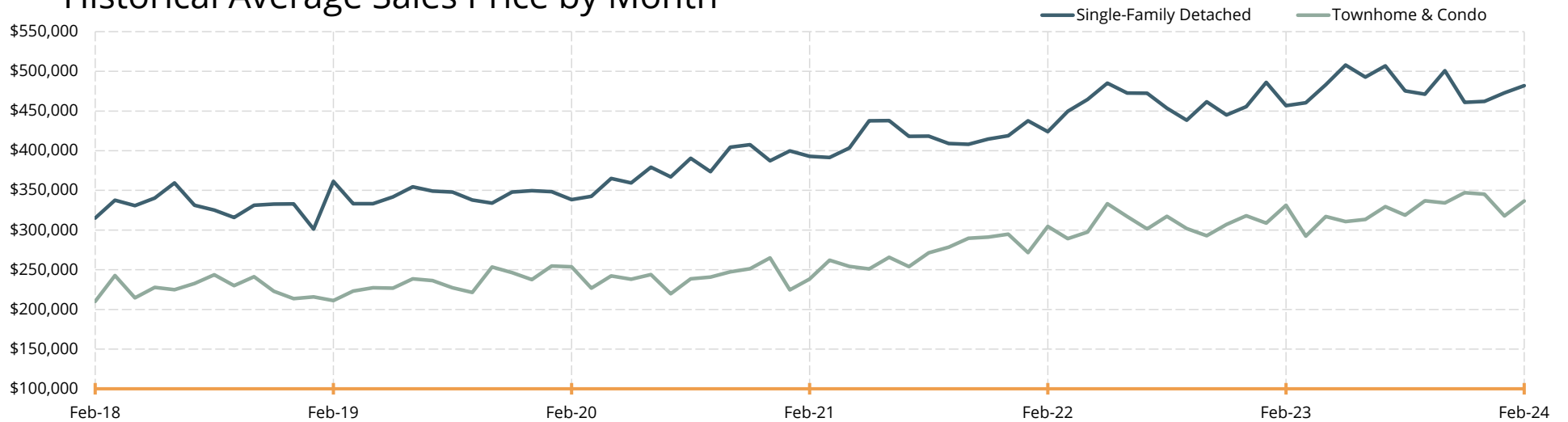


Source: Virginia REALTORS®, data accessed March 15, 2024

# Average Sales Price

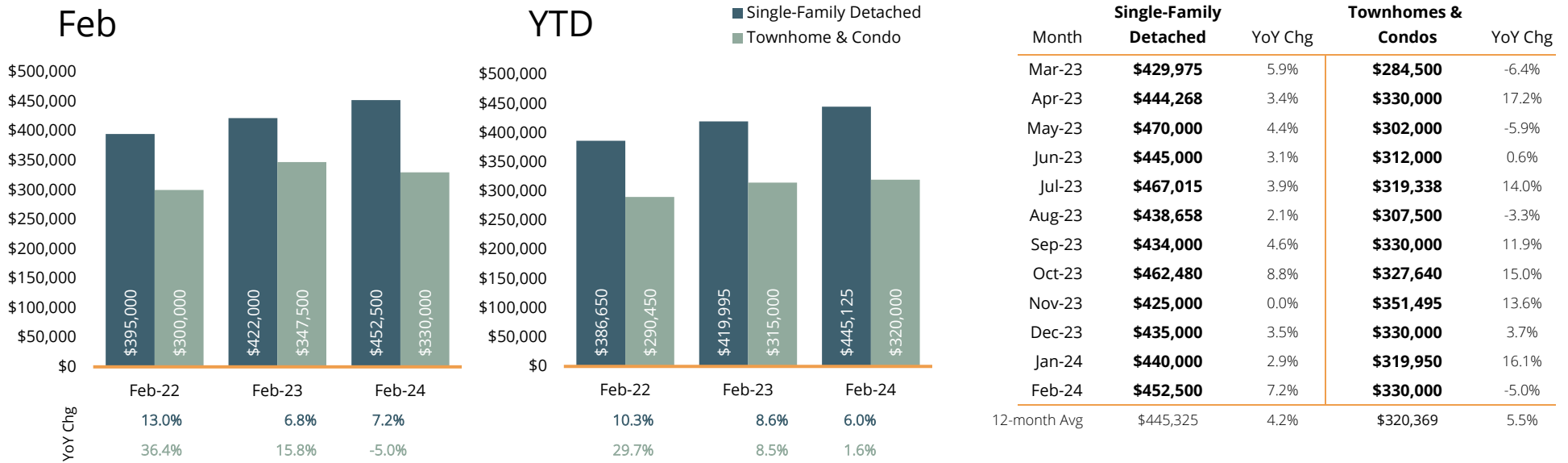


## Historical Average Sales Price by Month

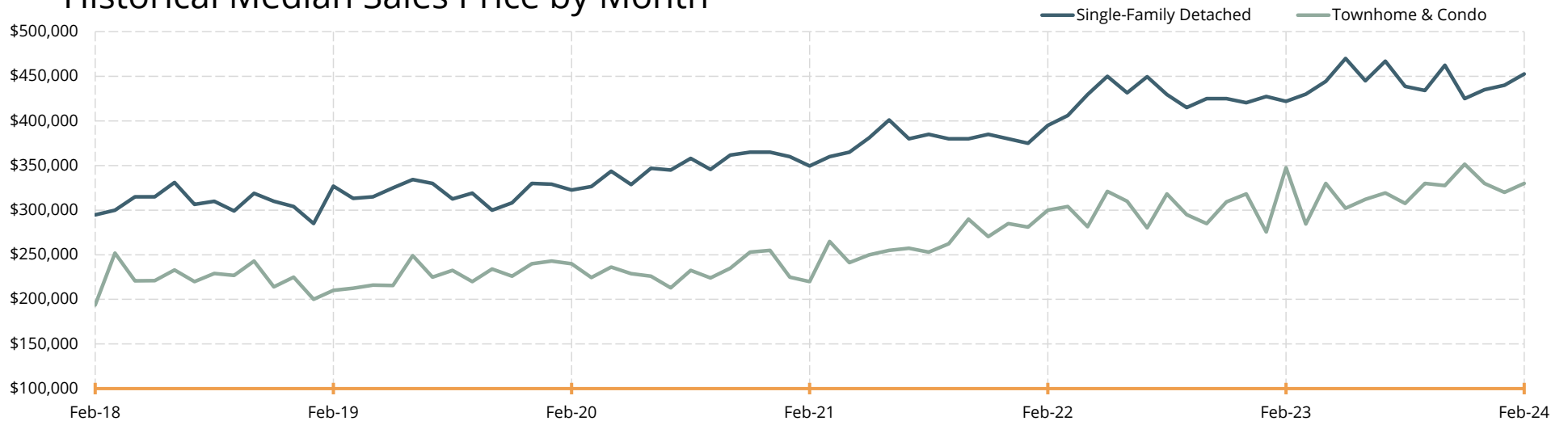


Source: Virginia REALTORS®, data accessed March 15, 2024

# Median Sales Price

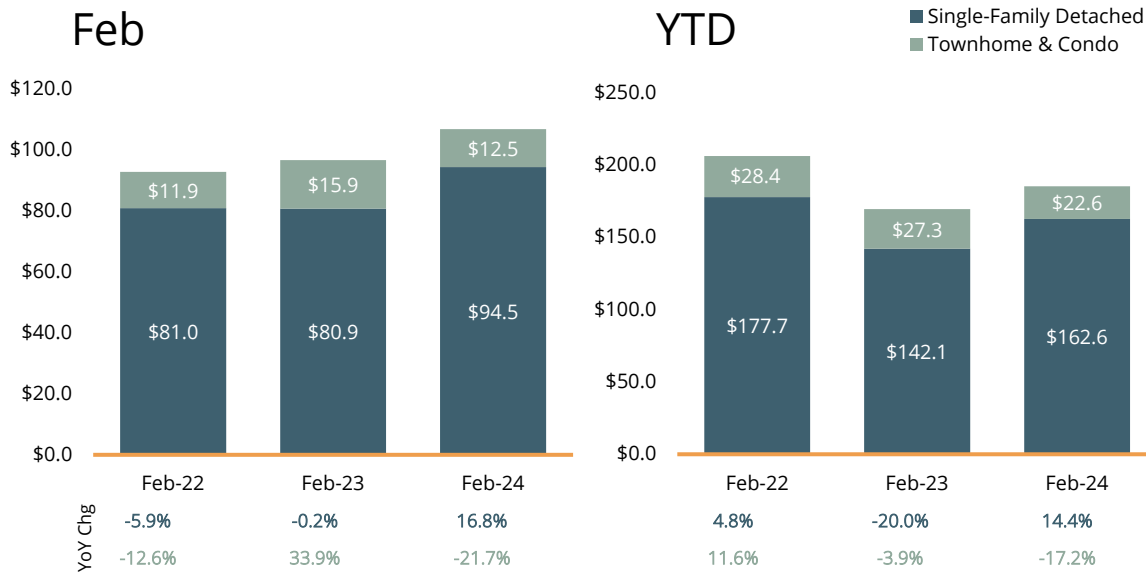


## Historical Median Sales Price by Month



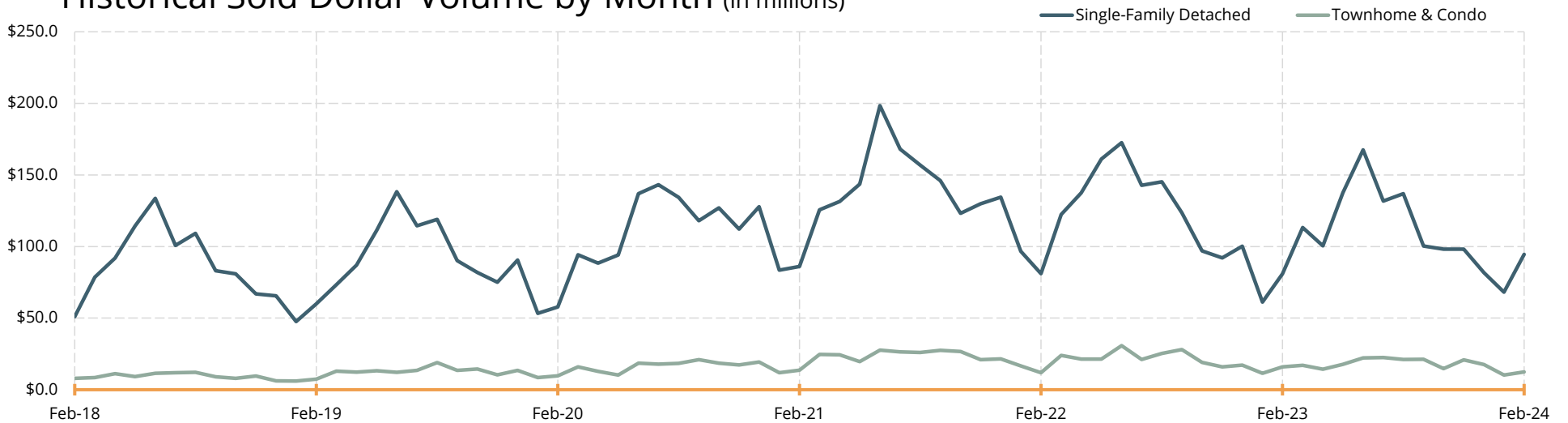
Source: Virginia REALTORS®, data accessed March 15, 2024

# Sold Dollar Volume (in millions)



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-23	<b>\$113.2</b>	-7.4%	<b>\$17.0</b>	-29.3%
Apr-23	<b>\$100.5</b>	-26.9%	<b>\$14.3</b>	-33.4%
May-23	<b>\$137.7</b>	-14.5%	<b>\$17.7</b>	-17.0%
Jun-23	<b>\$167.5</b>	-2.9%	<b>\$22.3</b>	-27.7%
Jul-23	<b>\$131.8</b>	-7.6%	<b>\$22.4</b>	6.2%
Aug-23	<b>\$136.9</b>	-5.7%	<b>\$21.0</b>	-17.1%
Sep-23	<b>\$100.4</b>	-18.8%	<b>\$21.2</b>	-24.4%
Oct-23	<b>\$98.1</b>	1.2%	<b>\$14.7</b>	-22.8%
Nov-23	<b>\$98.2</b>	6.6%	<b>\$20.8</b>	30.5%
Dec-23	<b>\$81.8</b>	-18.4%	<b>\$17.6</b>	2.5%
Jan-24	<b>\$68.1</b>	11.2%	<b>\$10.2</b>	-11.0%
Feb-24	<b>\$94.5</b>	16.8%	<b>\$12.5</b>	-21.7%
12-month Avg	\$110.7	-7.5%	\$17.6	-15.9%

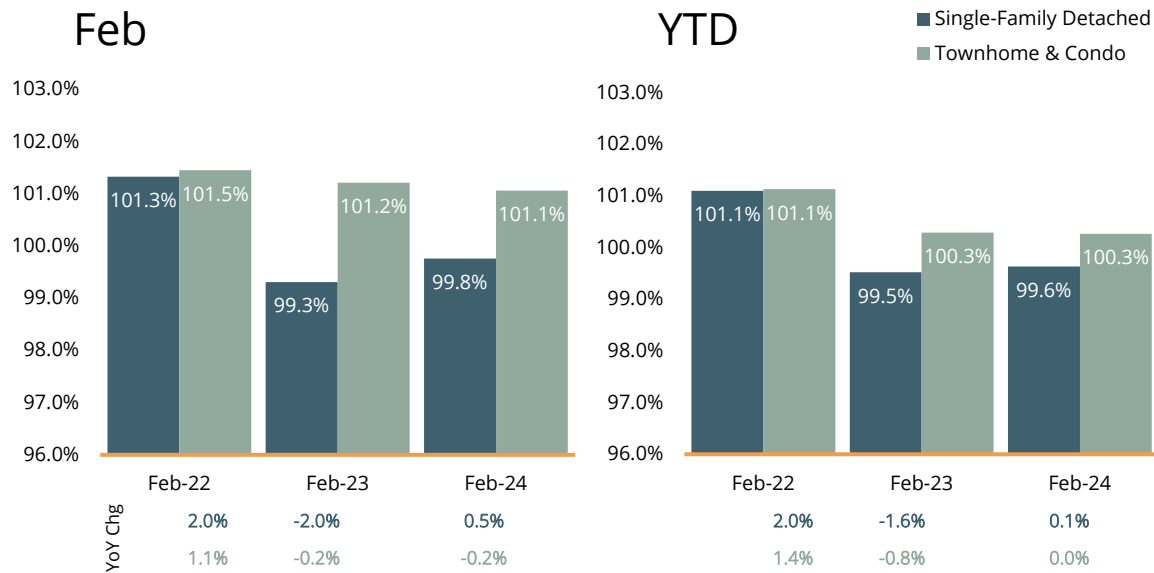
## Historical Sold Dollar Volume by Month (in millions)



Source: Virginia REALTORS®, data accessed March 15, 2024

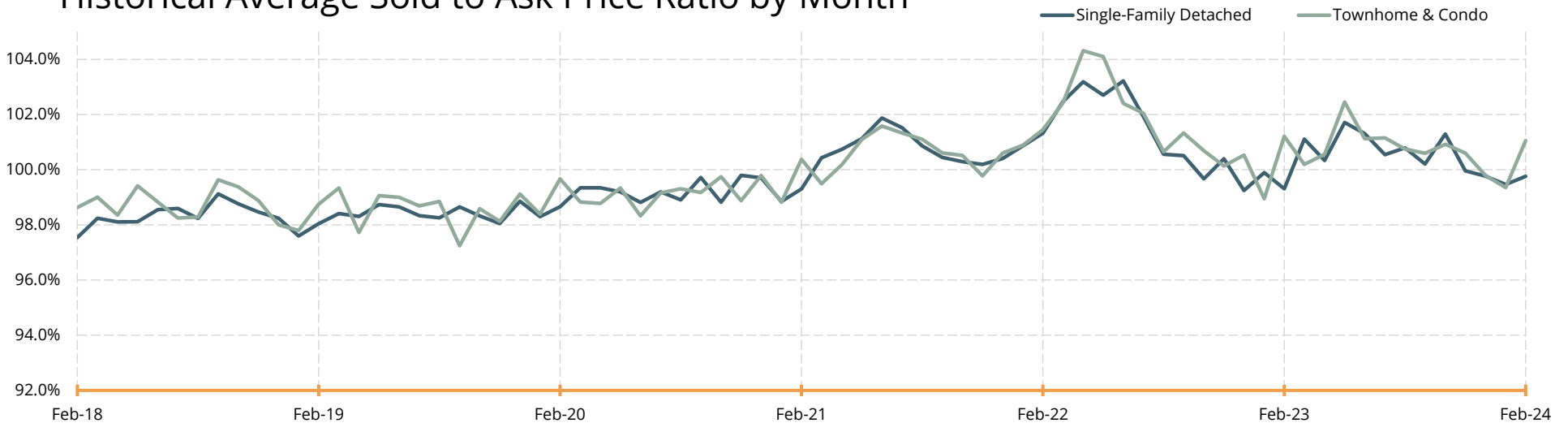


# Average Sold to Ask Price Ratio



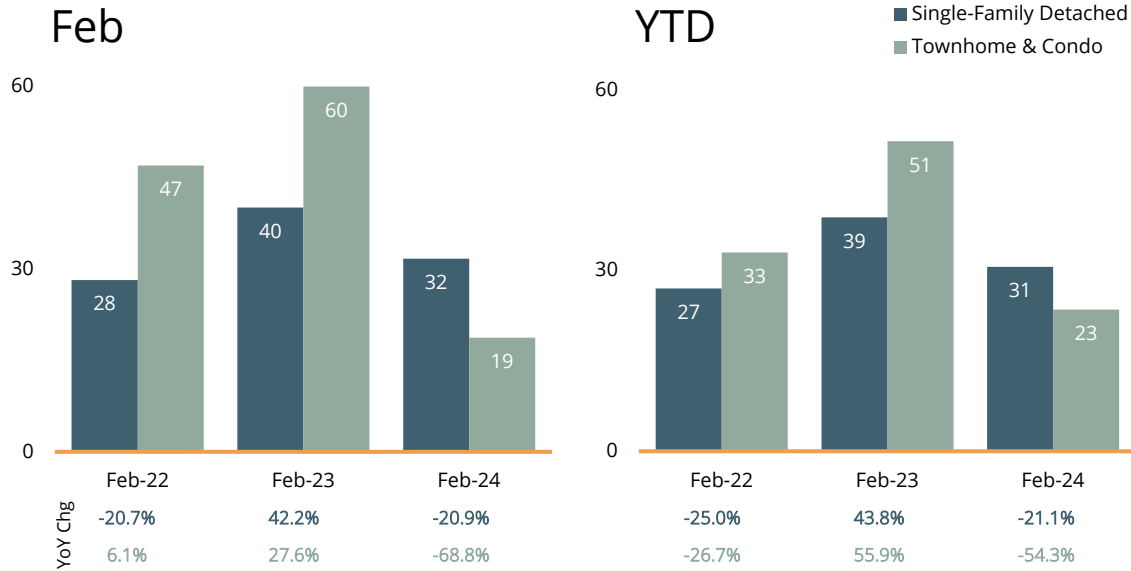
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-23	<b>101.1%</b>	-1.3%	<b>100.2%</b>	-2.2%
Apr-23	<b>100.3%</b>	-2.8%	<b>100.6%</b>	-3.6%
May-23	<b>101.7%</b>	-1.0%	<b>102.5%</b>	-1.6%
Jun-23	<b>101.3%</b>	-1.8%	<b>101.1%</b>	-1.2%
Jul-23	<b>100.5%</b>	-1.3%	<b>101.2%</b>	-0.9%
Aug-23	<b>100.8%</b>	0.2%	<b>100.8%</b>	0.1%
Sep-23	<b>100.2%</b>	-0.3%	<b>100.6%</b>	-0.7%
Oct-23	<b>101.3%</b>	1.6%	<b>100.9%</b>	0.2%
Nov-23	<b>100.0%</b>	-0.4%	<b>100.6%</b>	0.5%
Dec-23	<b>99.8%</b>	0.5%	<b>99.8%</b>	-0.7%
Jan-24	<b>99.5%</b>	-0.4%	<b>99.3%</b>	0.4%
Feb-24	<b>99.8%</b>	0.5%	<b>101.1%</b>	-0.2%
12-month Avg	100.5%	-0.6%	100.7%	-0.8%

## Historical Average Sold to Ask Price Ratio by Month



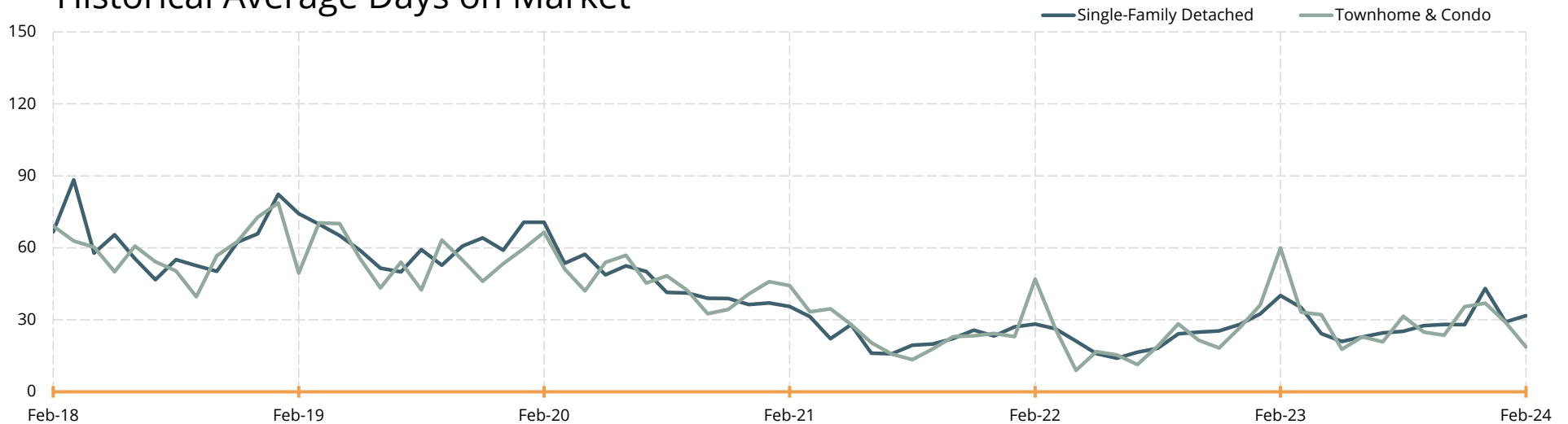
Source: Virginia REALTORS®, data accessed March 15, 2024

# Average Days on Market



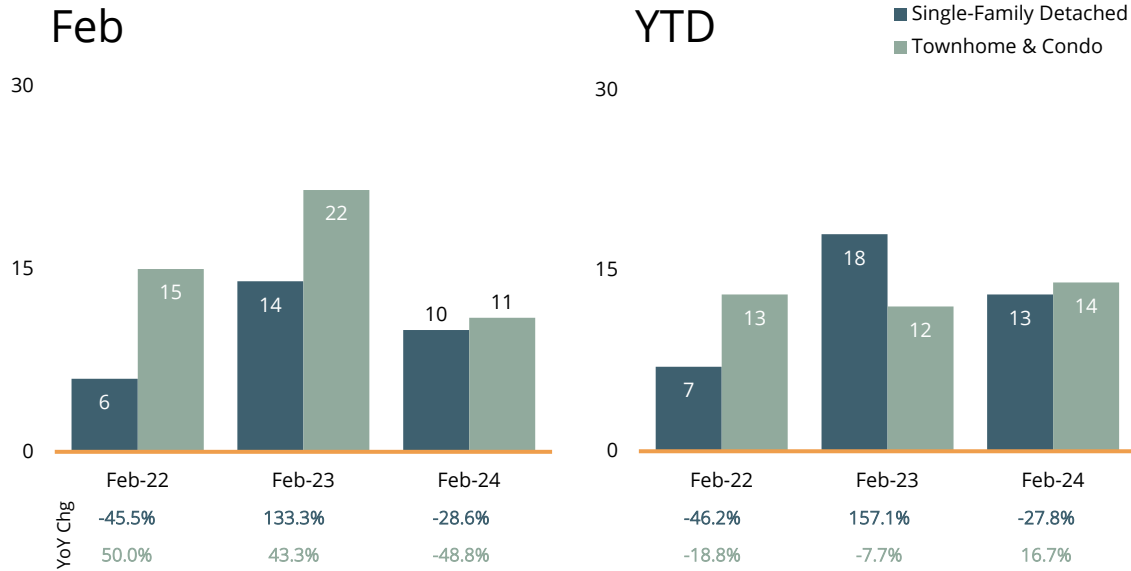
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-23	35	33.9%	33	26.7%
Apr-23	24	14.6%	32	259.8%
May-23	21	32.0%	18	6.2%
Jun-23	23	63.3%	23	49.3%
Jul-23	25	48.7%	21	83.0%
Aug-23	25	39.1%	31	65.7%
Sep-23	28	14.1%	25	-12.1%
Oct-23	28	12.6%	24	10.1%
Nov-23	28	10.2%	35	94.0%
Dec-23	43	53.5%	37	38.4%
Jan-24	29	-10.5%	29	-19.7%
Feb-24	32	-20.9%	19	-68.8%
12-month Avg	28	18.6%	27	13.4%

## Historical Average Days on Market



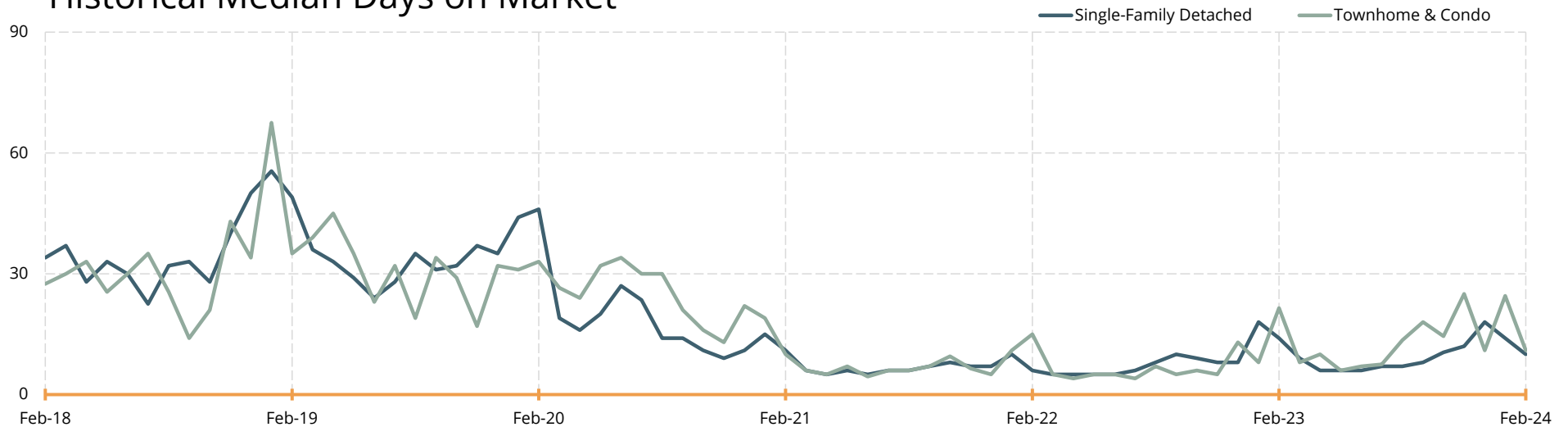
Source: Virginia REALTORS®, data accessed March 15, 2024

# Median Days on Market



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Nov-23	12	50.0%	25	400.0%
Dec-23	18	125.0%	11	-15.4%
Jan-24	14	-22.2%	25	206.3%
Feb-24	10	-28.6%	11	-48.8%
12-month Avg	9	12.4%	13	76.3%

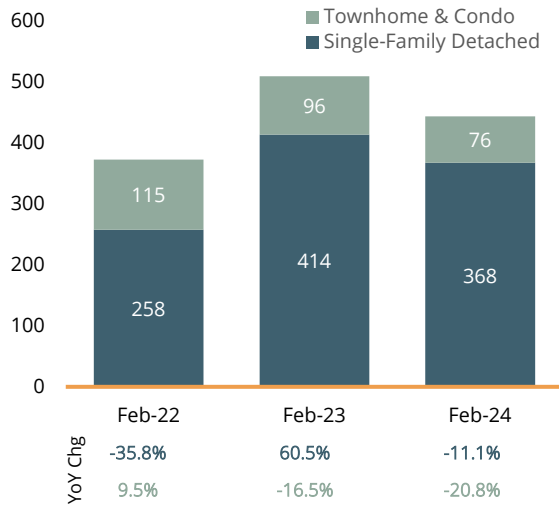
## Historical Median Days on Market



# Active Listings

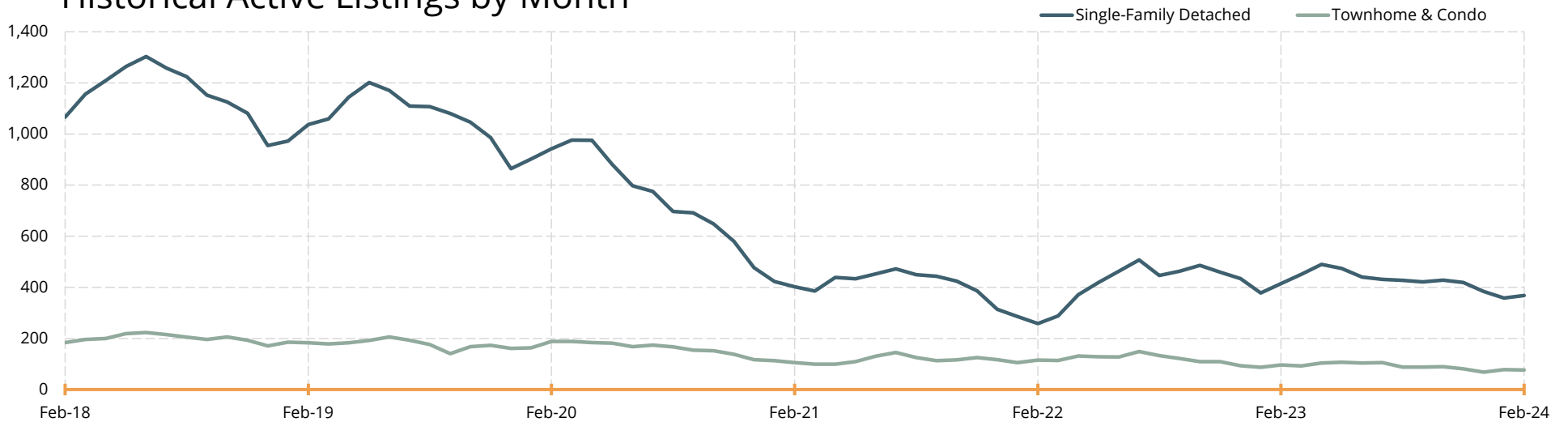


## Feb



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Nov-23	419	-8.7%	81	-25.7%
Dec-23	384	-11.5%	68	-26.9%
Jan-24	358	-5.3%	78	-10.3%
Feb-24	368	-11.1%	76	-20.8%
12-month Avg	424	-0.7%	90	-22.7%

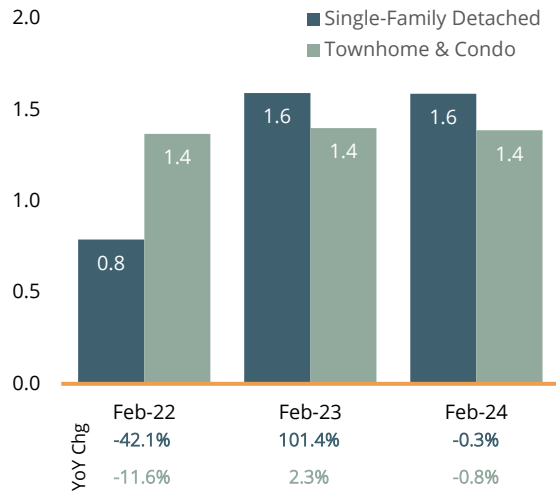
## Historical Active Listings by Month



# Months of Supply

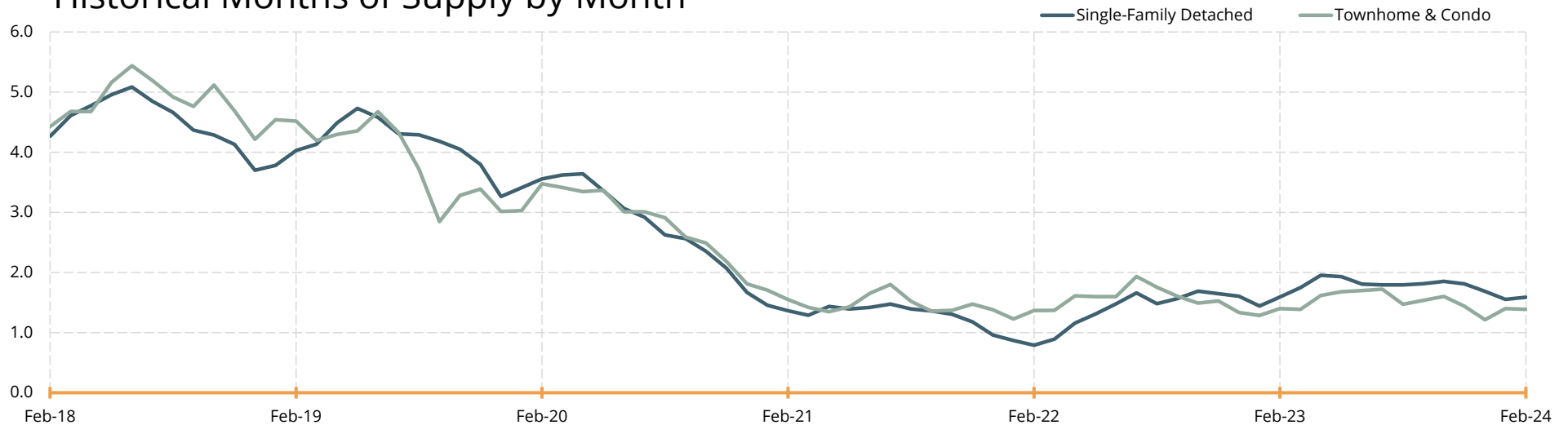


## Feb



Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
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%
Nov-23	1.8	9.9%	1.4	-5.7%
Dec-23	1.7	5.1%	1.2	-8.9%
Jan-24	1.6	7.8%	1.4	9.1%
Feb-24	1.6	-0.3%	1.4	-0.8%
12-month Avg	1.8	21.7%	1.5	-1.9%

## Historical Months of Supply by Month



# Area Overview - Total Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg
James City County	111	<b>142</b>	27.9%	93	<b>96</b>	3.2%	\$462,909	<b>\$490,948</b>	6.1%	\$410,000	<b>\$466,500</b>	13.8%	186	<b>174</b>	-6.5%	1.3	<b>1.4</b>	9.8%
Williamsburg	20	<b>23</b>	15.0%	18	<b>17</b>	-5.6%	\$395,706	<b>\$420,572</b>	6.3%	\$385,000	<b>\$380,000</b>	-1.3%	46	<b>31</b>	-32.6%	1.8	<b>1.2</b>	-29.4%
York County	71	<b>69</b>	-2.8%	62	<b>81</b>	30.6%	\$409,577	<b>\$419,916</b>	2.5%	\$385,493	<b>\$392,580</b>	1.8%	144	<b>114</b>	-20.8%	1.6	<b>1.3</b>	-17.2%
New Kent County	85	<b>62</b>	-27.1%	51	<b>35</b>	-31.4%	\$410,933	<b>\$505,198</b>	22.9%	\$385,654	<b>\$510,000</b>	32.2%	127	<b>117</b>	-7.9%	2.1	<b>2.6</b>	21.0%
Charles City County	2	<b>5</b>	150.0%	1	<b>4</b>	300.0%	\$250,000	<b>\$243,750</b>	-2.5%	\$250,000	<b>\$267,500</b>	7.0%	7	<b>8</b>	14.3%	1.8	<b>2.6</b>	45.2%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price TYD			Median Sales Price TYD			Active Listings YTD		
	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg
James City County	193	<b>234</b>	21.2%	158	<b>180</b>	13.9%	\$486,618	<b>\$495,381</b>	1.8%	\$410,000	<b>\$463,870</b>	13.1%	186	<b>174</b>	-6.5%
Williamsburg	52	<b>42</b>	-19.2%	47	<b>28</b>	-40.4%	\$375,341	<b>\$372,369</b>	-0.8%	\$356,000	<b>\$344,950</b>	-3.1%	46	<b>31</b>	-32.6%
York County	128	<b>148</b>	15.6%	102	<b>141</b>	38.2%	\$411,531	<b>\$417,961</b>	1.6%	\$393,490	<b>\$382,500</b>	-2.8%	144	<b>114</b>	-20.8%
New Kent County	152	<b>106</b>	-30.3%	80	<b>54</b>	-32.5%	\$401,815	<b>\$467,128</b>	16.3%	\$372,588	<b>\$445,250</b>	19.5%	127	<b>117</b>	-7.9%
Charles City County	4	<b>14</b>	250.0%	1	<b>6</b>	500.0%	\$250,000	<b>\$247,500</b>	-1.0%	\$250,000	<b>\$255,000</b>	2.0%	7	<b>8</b>	14.3%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg
James City County	94	<b>119</b>	26.6%	73	<b>81</b>	11.0%	\$496,141	<b>\$512,874</b>	3.4%	\$445,000	<b>\$500,000</b>	12.4%	155	<b>136</b>	-12.3%	1.3	<b>1.3</b>	3.8%
Williamsburg	18	<b>17</b>	-5.6%	11	<b>13</b>	18.2%	\$421,532	<b>\$448,647</b>	6.4%	\$385,000	<b>\$398,000</b>	3.4%	30	<b>19</b>	-36.7%	1.8	<b>1.2</b>	-36.0%
York County	58	<b>58</b>	0.0%	49	<b>67</b>	36.7%	\$431,311	<b>\$442,846</b>	2.7%	\$399,000	<b>\$426,985</b>	7.0%	116	<b>94</b>	-19.0%	1.7	<b>1.3</b>	-21.4%
New Kent County	67	<b>56</b>	-16.4%	43	<b>31</b>	-27.9%	\$433,268	<b>\$531,331</b>	22.6%	\$419,990	<b>\$535,000</b>	27.4%	106	<b>111</b>	4.7%	2.1	<b>2.7</b>	32.6%
Charles City County	2	<b>5</b>	150.0%	1	<b>4</b>	300.0%	\$250,000	<b>\$243,750</b>	-2.5%	\$250,000	<b>\$267,500</b>	7.0%	7	<b>8</b>	14.3%	1.8	<b>2.6</b>	45.2%



# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg
James City County	162	<b>198</b>	22.2%	126	<b>149</b>	18.3%	\$527,628	<b>\$525,576</b>	-0.4%	\$445,000	<b>\$505,000</b>	13.5%	155	<b>136</b>	-12.3%
Williamsburg	38	<b>30</b>	-21.1%	31	<b>18</b>	-41.9%	\$416,023	<b>\$409,452</b>	-1.6%	\$385,000	<b>\$379,705</b>	-1.4%	30	<b>19</b>	-36.7%
York County	99	<b>116</b>	17.2%	81	<b>119</b>	46.9%	\$432,294	<b>\$437,220</b>	1.1%	\$412,578	<b>\$414,000</b>	0.3%	116	<b>94</b>	-19.0%
New Kent County	130	<b>94</b>	-27.7%	64	<b>48</b>	-25.0%	\$428,228	<b>\$487,799</b>	13.9%	\$403,379	<b>\$458,408</b>	13.6%	106	<b>111</b>	4.7%
Charles City County	4	<b>14</b>	250.0%	1	<b>6</b>	500.0%	\$250,000	<b>\$247,500</b>	-1.0%	\$250,000	<b>\$255,000</b>	2.0%	7	<b>8</b>	14.3%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg
James City County	17	<b>23</b>	35.3%	20	<b>15</b>	-25.0%	\$341,616	<b>\$372,551</b>	9.1%	\$369,488	<b>\$345,000</b>	-6.6%	31	<b>38</b>	22.6%	1.1	<b>1.6</b>	39.3%
Williamsburg	2	<b>6</b>	200.0%	7	<b>4</b>	-42.9%	\$355,122	<b>\$329,328</b>	-7.3%	\$385,000	<b>\$362,155</b>	-5.9%	16	<b>12</b>	-25.0%	1.7	<b>1.4</b>	-16.2%
York County	13	<b>11</b>	-15.4%	13	<b>14</b>	7.7%	\$327,653	<b>\$310,179</b>	-5.3%	\$315,000	<b>\$314,500</b>	-0.2%	28	<b>20</b>	-28.6%	1.2	<b>1.1</b>	-3.5%
New Kent County	18	<b>6</b>	-66.7%	8	<b>4</b>	-50.0%	\$290,883	<b>\$302,670</b>	4.1%	\$279,665	<b>\$299,425</b>	7.1%	21	<b>6</b>	-71.4%	2.5	<b>1.2</b>	-51.2%
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		
	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg	Feb-23	Feb-24	% chg
James City County	31	<b>36</b>	16.1%	32	<b>31</b>	-3.1%	\$336,249	<b>\$350,247</b>	4.2%	\$359,990	<b>\$340,000</b>	-5.6%	31	<b>38</b>	22.6%
Williamsburg	14	<b>12</b>	-14.3%	16	<b>10</b>	-37.5%	\$301,605	<b>\$305,621</b>	1.3%	\$307,500	<b>\$316,000</b>	2.8%	16	<b>12</b>	-25.0%
York County	29	<b>32</b>	10.3%	21	<b>22</b>	4.8%	\$332,435	<b>\$313,790</b>	-5.6%	\$315,000	<b>\$316,250</b>	0.4%	28	<b>20</b>	-28.6%
New Kent County	22	<b>12</b>	-45.5%	16	<b>6</b>	-62.5%	\$290,882	<b>\$301,763</b>	3.7%	\$279,560	<b>\$299,425</b>	7.1%	21	<b>6</b>	-71.4%
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, Ryan Price

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