

# WAAR WILLIAMSBURG

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
VIRGINIA REALTORS®

# WAAR Market Indicators Report



## Key Market Trends: May 2024

- Sales activity cooled down in the WAAR region compared to last May.** Home sales totaled 314 in the month of May regionwide, 14 fewer sales than a year ago, decreasing by 4.3%. There was a drop-off in sales in York County with 23 fewer homes sold (-20.2%) and Williamsburg with 15 fewer sales compared to last year (-39.5%). In James City County sales jumped 25.0% with an additional 32 home sales compared to last May.
- After three consecutive months of growth, pending sales fell in the WAAR market this month.** There were 266 pending sales in May, 23.8% less than a year prior, which is 83 fewer pending sales. Markets such as New Kent County saw pending sales activity decline 44.3% with 31 fewer pending sales. The only market that saw pending sales increase was James City County with three more pending sales than last year, an uptick of 2.1%.
- There was a small decrease in the median sales price in the WAAR area.** In May, the median home price was \$433,750 in the region, \$1,250 or 0.3% less than a year earlier. The two markets with the biggest median price gains were New Kent County (+22.9%) and Charles City County (+42.1%). The median price rose 13.6% in Williamsburg, and climbed 4.9% in York County. James City County saw a decline in the median price this month compared to last May (-10.2%).
- The inventory of listings continued to shrink in the WAAR footprint.** There were 513 listings on the market at the end of May, down 11.7% from a year ago, which is 68 fewer listings. The majority of the listing loss in May came from Williamsburg with 31 fewer listings than the year before (-50.0%) and New Kent County with 15 fewer listings (-12.6%).



### WAAR Market Dashboard

YoY Chg	May-24	Indicator
▼ -4.3%	314	Sales
▼ -23.8%	266	Pending Sales
▼ -10.9%	361	New Listings
▲ 6.7%	\$497,632	Average List Price
▲ 5.1%	\$497,898	Average Sales Price
▼ -0.3%	\$433,750	Median Sales Price
▲ 4.5%	\$214	Average Price Per Square Foot
▲ 0.6%	\$156.3	Sold Dollar Volume (in millions)
▼ -1.2%	100.7%	Average Sold/Ask Price Ratio
▲ 45.8%	30	Average Days on Market
▲ 50.0%	9	Median Days on Market
▼ -11.7%	513	Active Listings
▼ -2.5%	1.8	Months of Supply

INTEREST RATE TRACKER



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**Consumers Should Consult with a REALTOR®.**

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

**Identify a Professional to Manage the Procedure.**

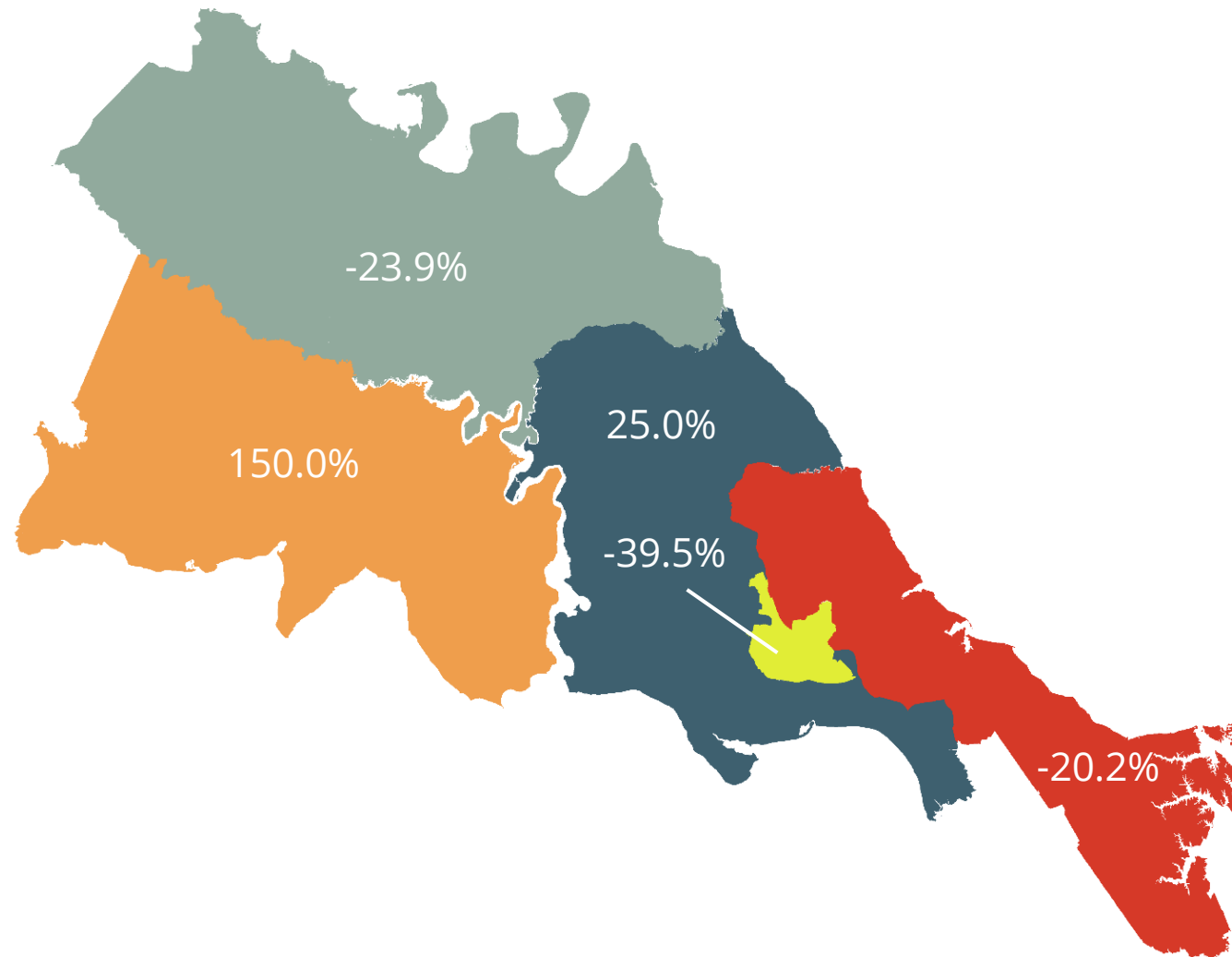
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - WAAR Footprint



Jurisdiction	Total Sales		
	May-23	May-24	% Chg
Charles City County	2	5	150.0%
James City County	128	160	25.0%
New Kent County	46	35	-23.9%
Williamsburg	38	23	-39.5%
York County	114	91	-20.2%
<b>WAAR</b>	<b>328</b>	<b>314</b>	<b>-4.3%</b>

# Total Market Overview



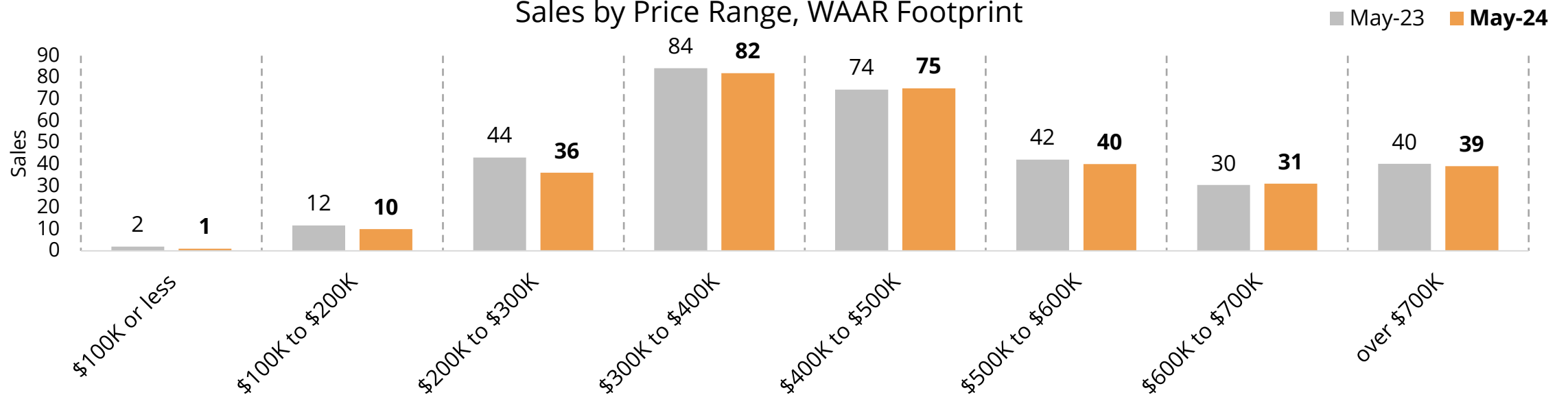
Key Metrics	2-year Trends		May-23	May-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	May-22	May-24						
Sales			328	<b>314</b>	-4.3%	1,273	<b>1,267</b>	-0.5%
Pending Sales			349	<b>266</b>	-23.8%	1,287	<b>1,257</b>	-2.3%
New Listings			405	<b>361</b>	-10.9%	1,692	<b>1,596</b>	-5.7%
Average List Price			\$466,563	<b>\$497,632</b>	6.7%	\$445,058	<b>\$476,938</b>	7.2%
Average Sales Price			\$473,679	<b>\$497,898</b>	5.1%	\$447,373	<b>\$477,329</b>	6.7%
Median Sales Price			\$435,000	<b>\$433,750</b>	-0.3%	\$405,000	<b>\$425,000</b>	4.9%
Average Price Per Square Foot			\$205	<b>\$214</b>	4.5%	\$199	<b>\$210</b>	5.6%
Sold Dollar Volume (in millions)			\$155.4	<b>\$156.3</b>	0.6%	\$569.8	<b>\$603.4</b>	5.9%
Average Sold/Ask Price Ratio			101.8%	<b>100.7%</b>	-1.2%	100.7%	<b>100.3%</b>	-0.4%
Average Days on Market			20	<b>30</b>	45.8%	31	<b>33</b>	5.8%
Median Days on Market			6	<b>9</b>	50.0%	9	<b>11</b>	22.2%
Active Listings			581	<b>513</b>	-11.7%	n/a	<b>n/a</b>	n/a
Months of Supply			1.9	<b>1.8</b>	-2.5%	n/a	<b>n/a</b>	n/a

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

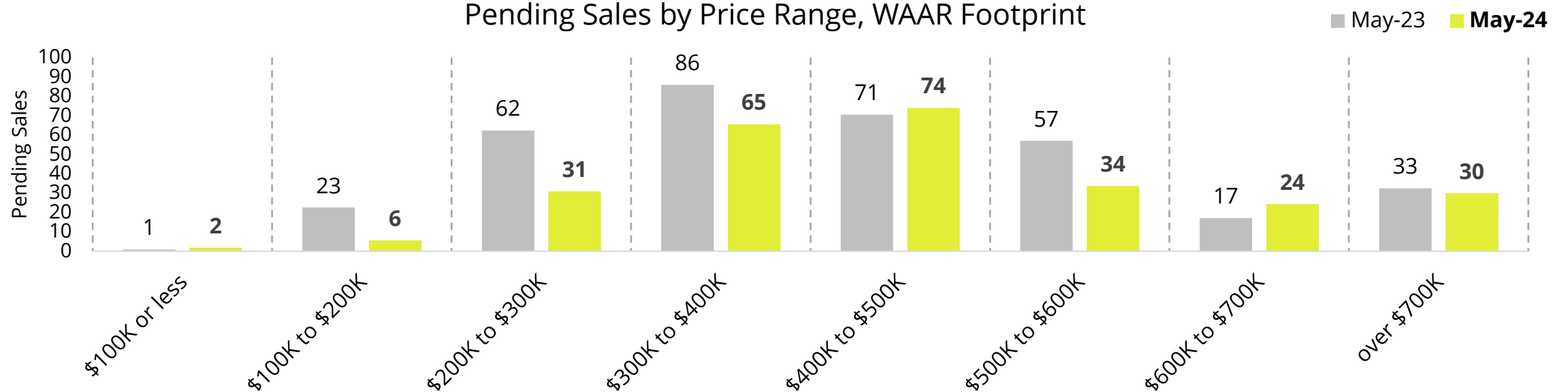
# Total Market by Price Range Overview



Sales by Price Range, WAAR Footprint



Pending Sales by Price Range, WAAR Footprint

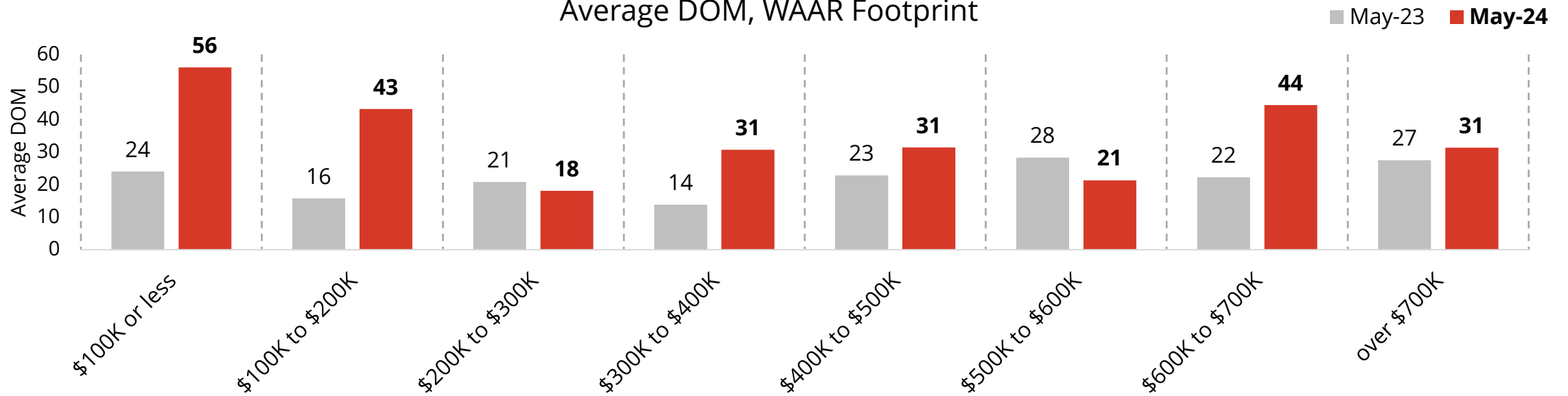


Source: Virginia REALTORS®, data accessed June 15, 2024

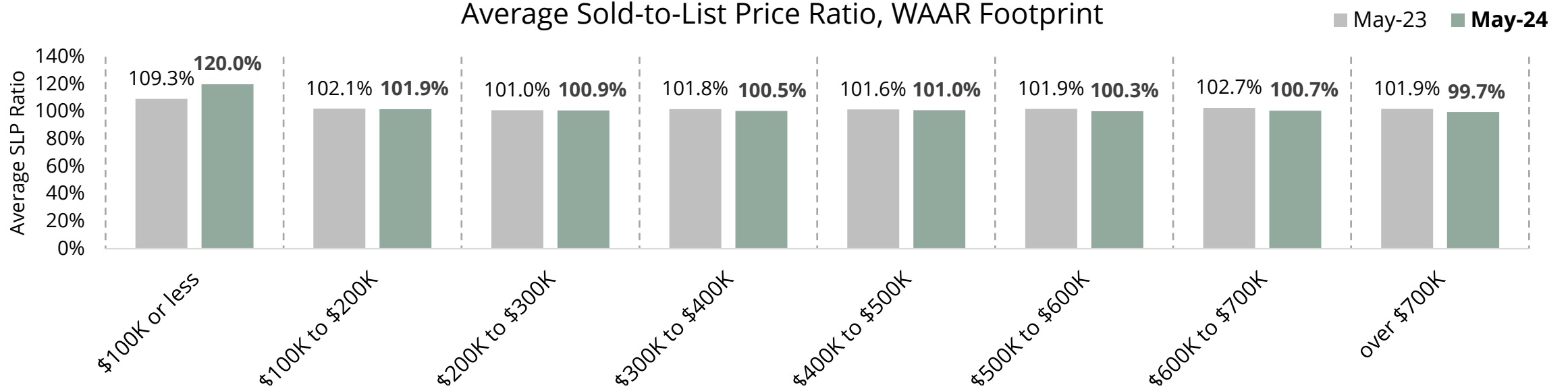
# Total Market by Price Range Overview



Average DOM, WAAR Footprint



Average Sold-to-List Price Ratio, WAAR Footprint



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

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		May-23	May-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	May-22	May-24						
Sales			271	<b>249</b>	-8.1%	1,028	<b>1,028</b>	0.0%
Pending Sales			292	<b>229</b>	-21.6%	1,096	<b>1,082</b>	-1.3%
New Listings			337	<b>302</b>	-10.4%	1,406	<b>1,336</b>	-5.0%
Average List Price			\$500,566	<b>\$538,217</b>	7.5%	\$477,574	<b>\$508,134</b>	6.4%
Average Sales Price			\$507,975	<b>\$538,368</b>	6.0%	\$479,988	<b>\$508,577</b>	6.0%
Median Sales Price			\$470,000	<b>\$475,000</b>	1.1%	\$435,000	<b>\$454,450</b>	4.5%
Average Price Per Square Foot			\$207	<b>\$217</b>	4.6%	\$203	<b>\$213</b>	5.0%
Sold Dollar Volume (in millions)			\$137.7	<b>\$134.1</b>	-2.6%	\$493.6	<b>\$521.0</b>	5.6%
Average Sold/Ask Price Ratio			101.7%	<b>100.7%</b>	-1.0%	100.7%	<b>100.3%</b>	-0.3%
Average Days on Market			21	<b>30</b>	44.3%	30	<b>34</b>	12.9%
Median Days on Market			6	<b>8</b>	33.3%	9	<b>10</b>	11.1%
Active Listings			474	<b>425</b>	-10.3%	n/a	<b>n/a</b>	n/a
Months of Supply			1.9	<b>1.9</b>	-2.0%	n/a	<b>n/a</b>	n/a

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



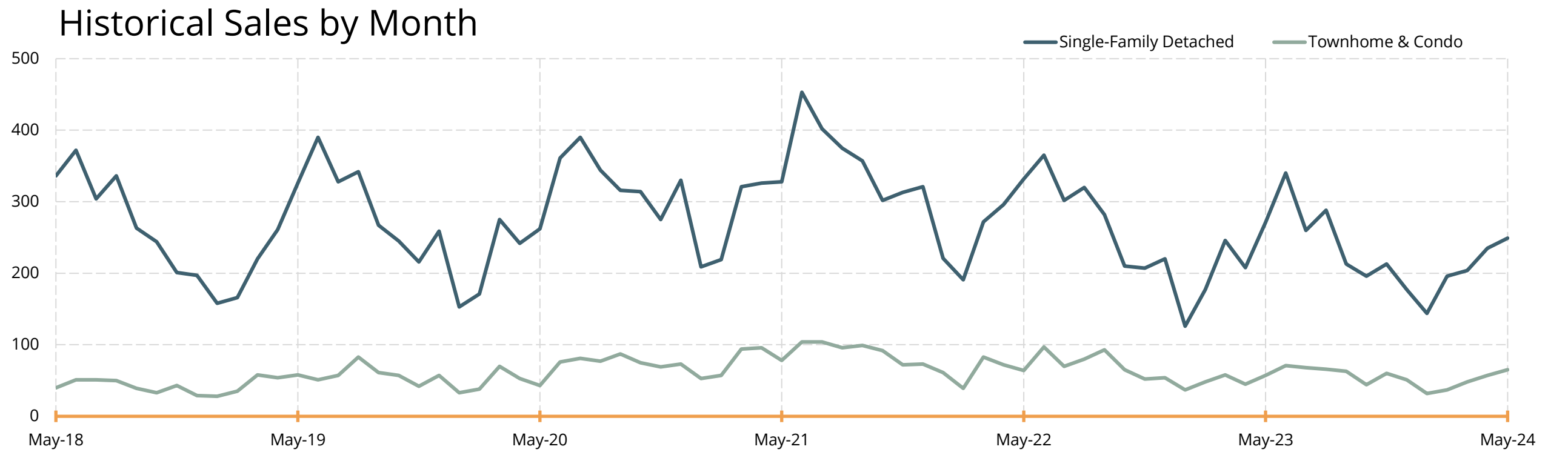
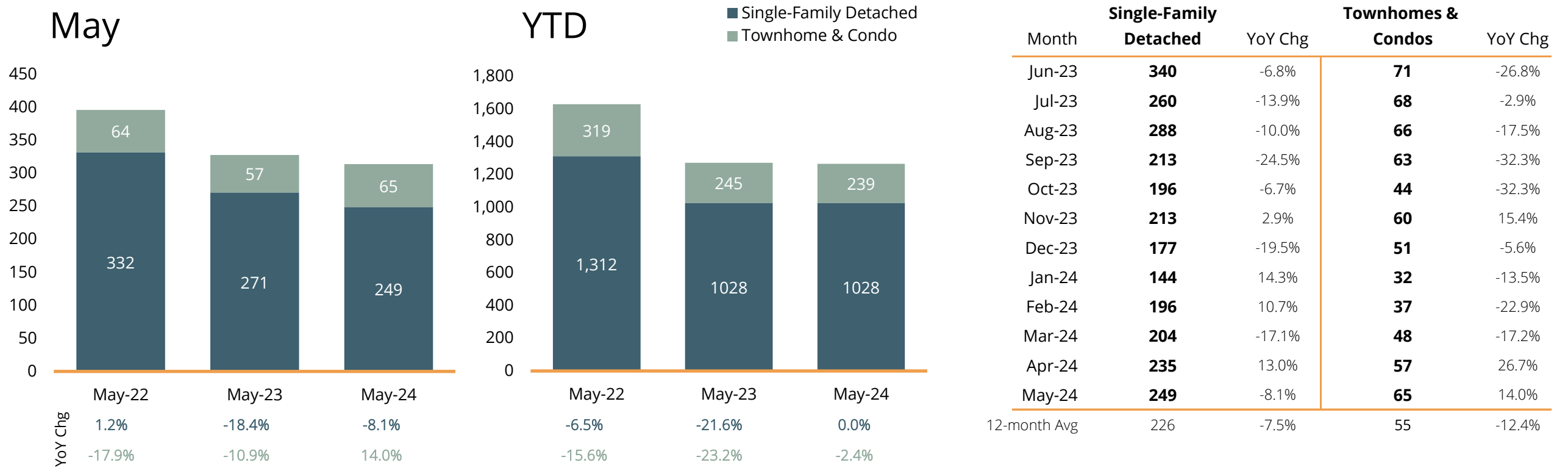
# Townhome & Condo Market Overview



Key Metrics	2-year Trends		May-23	May-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	May-22	May-24						
Sales			57	<b>65</b>	14.0%	245	<b>239</b>	-2.4%
Pending Sales			57	<b>37</b>	-35.1%	191	<b>175</b>	-8.4%
New Listings			68	<b>59</b>	-13.2%	286	<b>260</b>	-9.1%
Average List Price			\$304,902	<b>\$342,159</b>	12.2%	\$308,782	<b>\$345,251</b>	11.8%
Average Sales Price			\$310,620	<b>\$342,864</b>	10.4%	\$310,678	<b>\$345,423</b>	11.2%
Median Sales Price			\$302,000	<b>\$365,000</b>	20.9%	\$308,250	<b>\$340,000</b>	10.3%
Average Price Per Square Foot			\$181	<b>\$190</b>	4.9%	\$175	<b>\$191</b>	9.0%
Sold Dollar Volume (in millions)			\$17.7	<b>\$22.3</b>	25.9%	\$76.3	<b>\$82.4</b>	8.1%
Average Sold/Ask Price Ratio			102.5%	<b>100.4%</b>	-2.0%	100.8%	<b>100.2%</b>	-0.6%
Average Days on Market			18	<b>28</b>	57.3%	36	<b>29</b>	-19.5%
Median Days on Market			6	<b>11</b>	83.3%	10	<b>13</b>	30.0%
Active Listings			107	<b>88</b>	-17.8%	n/a	<b>n/a</b>	n/a
Months of Supply			1.7	<b>1.6</b>	-5.1%	n/a	<b>n/a</b>	n/a

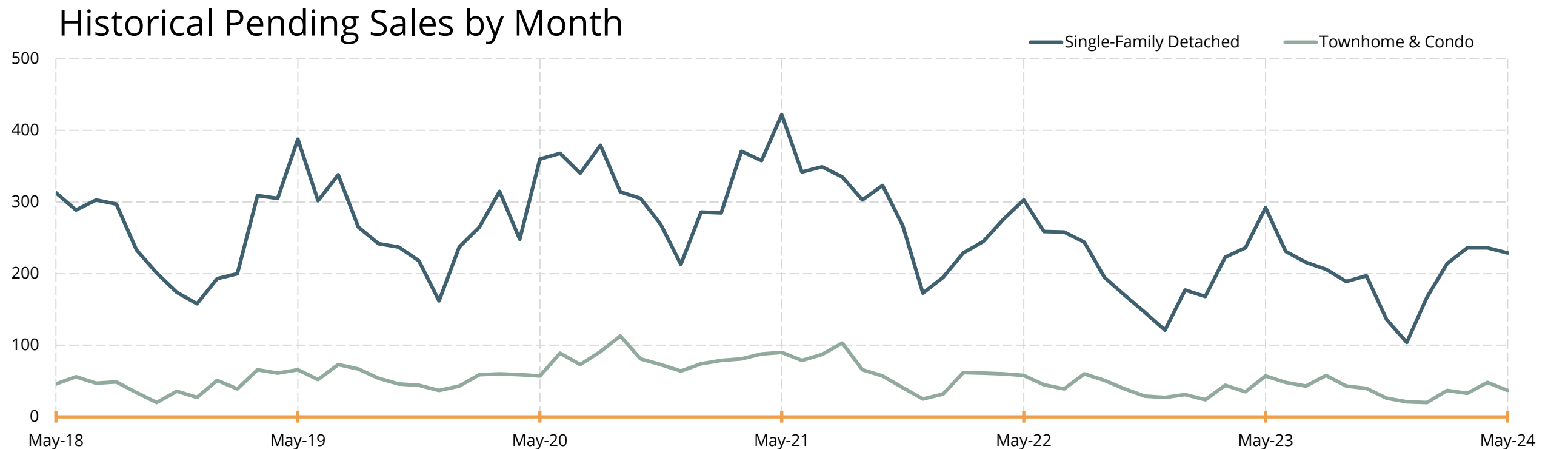
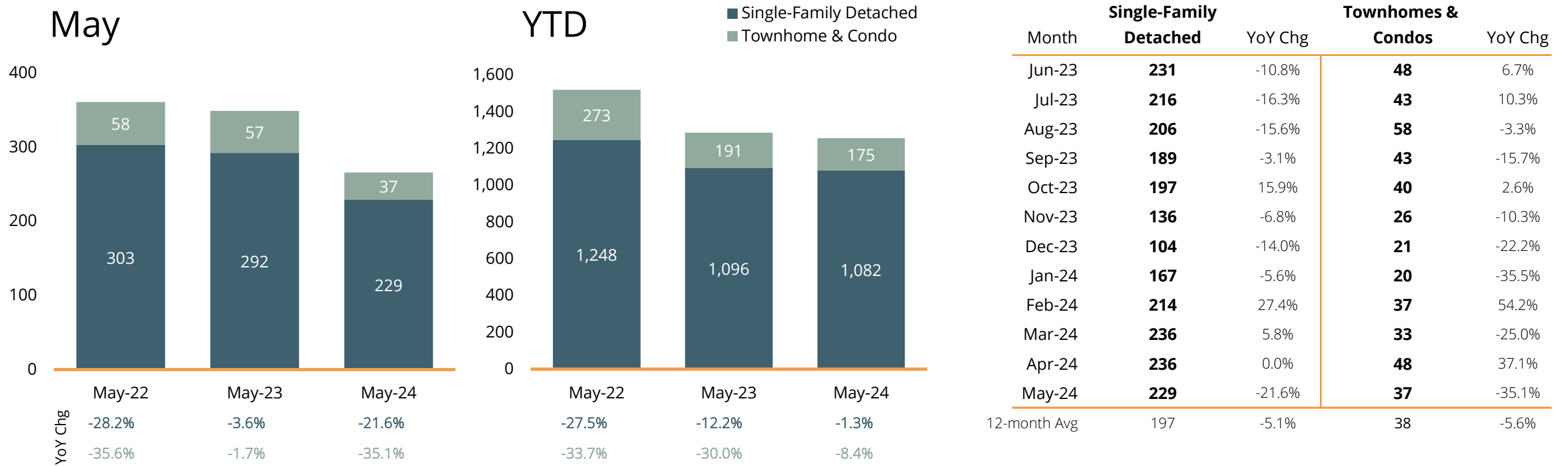
Source: Virginia REALTORS®, data accessed June 15, 2024

# Sales



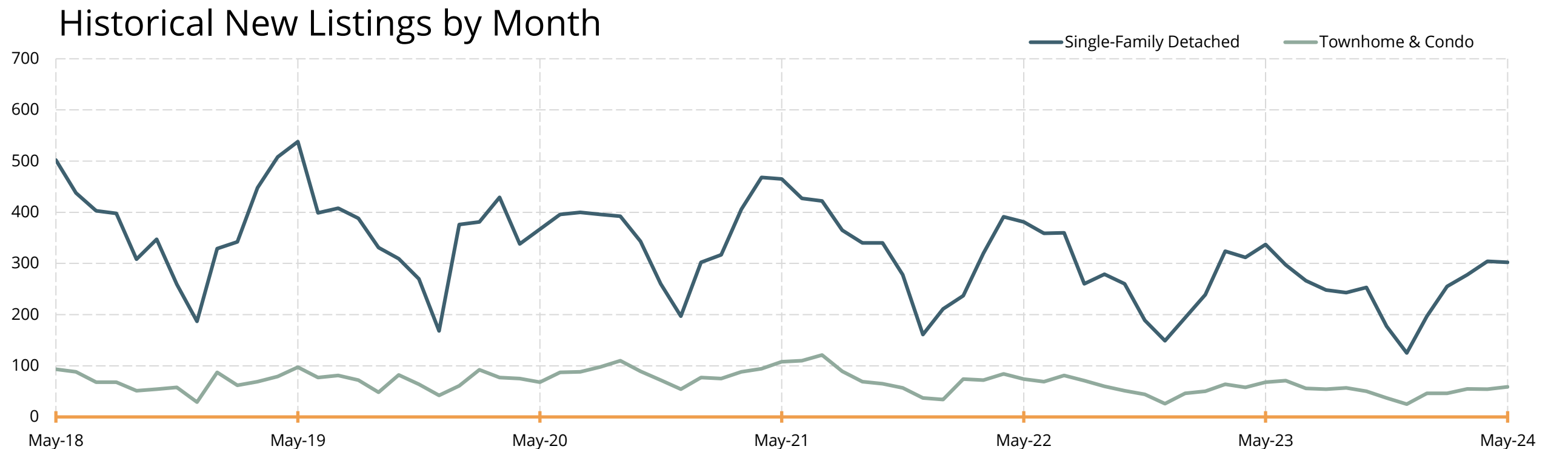
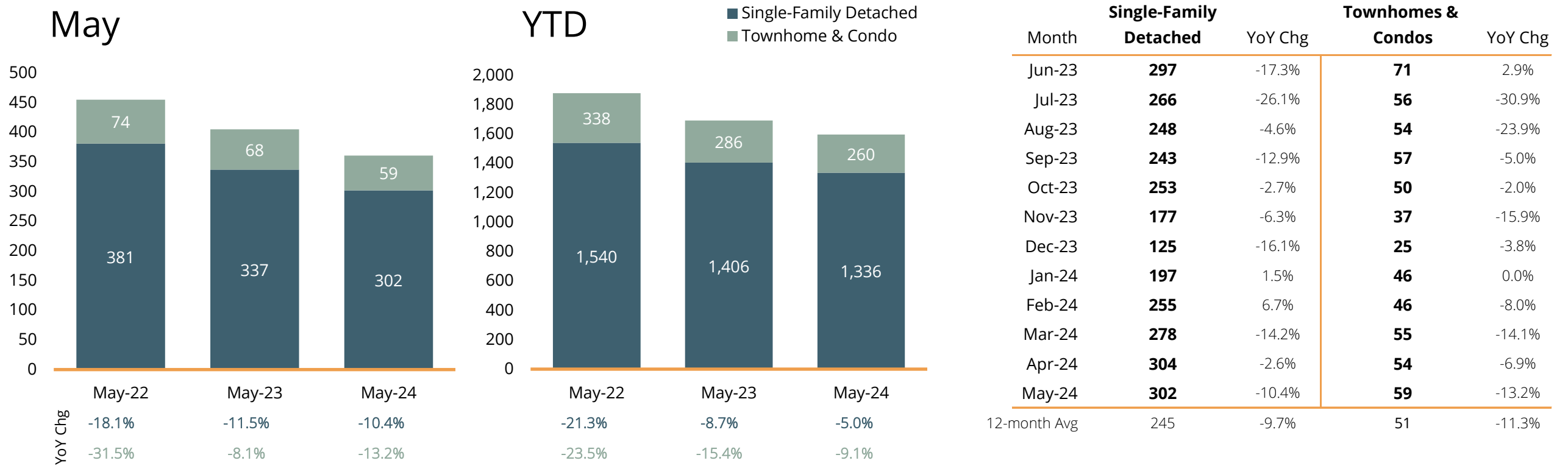
Source: Virginia REALTORS®, data accessed June 15, 2024

# Pending Sales



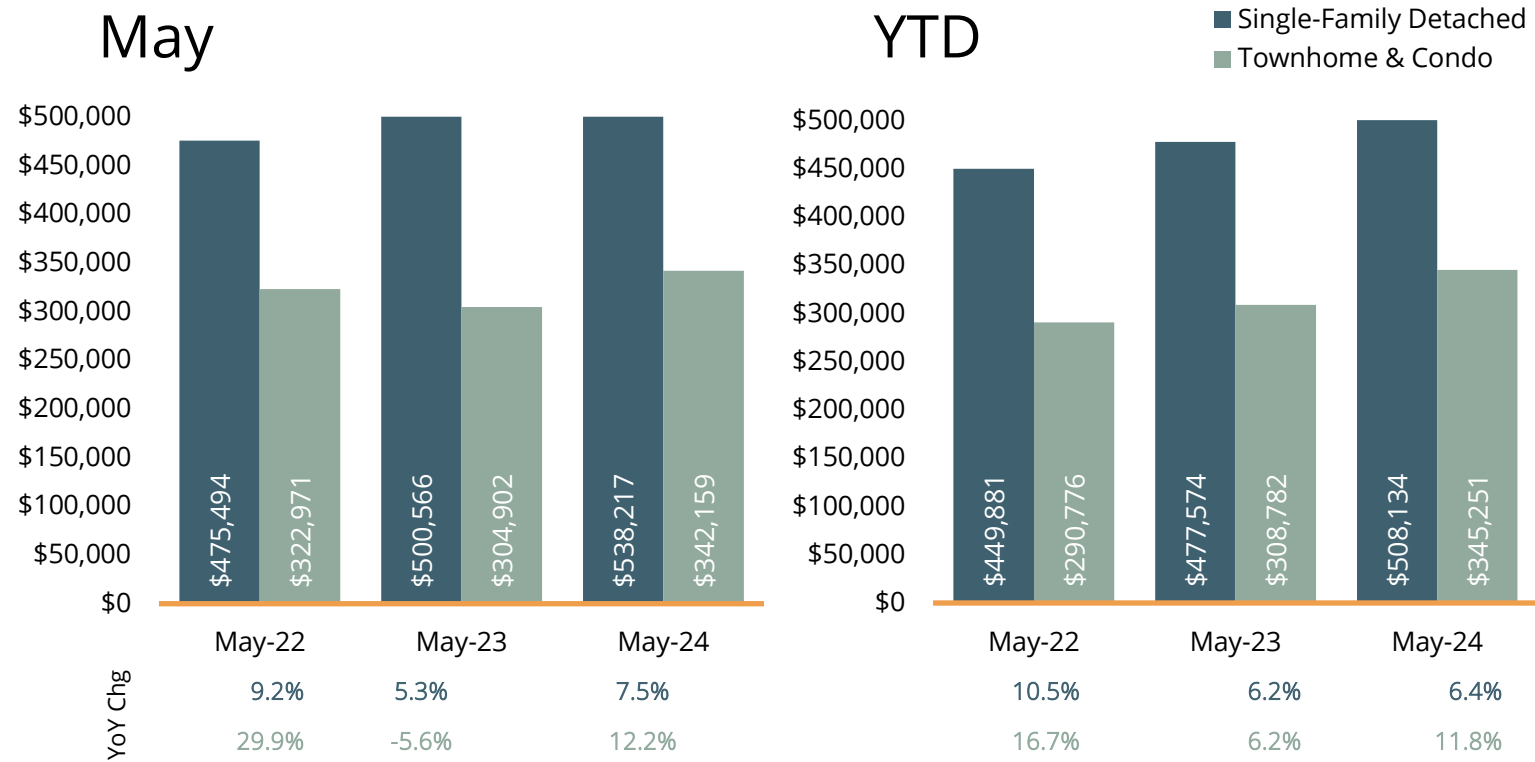
Source: Virginia REALTORS®, data accessed June 15, 2024

# New Listings



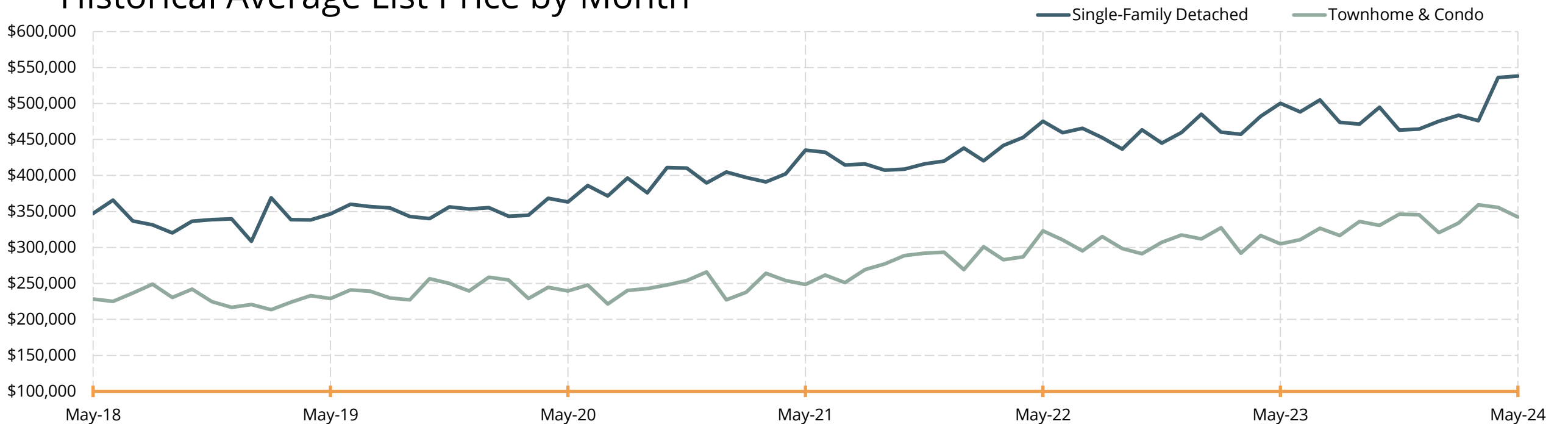
Source: Virginia REALTORS®, data accessed June 15, 2024

# Average List Price



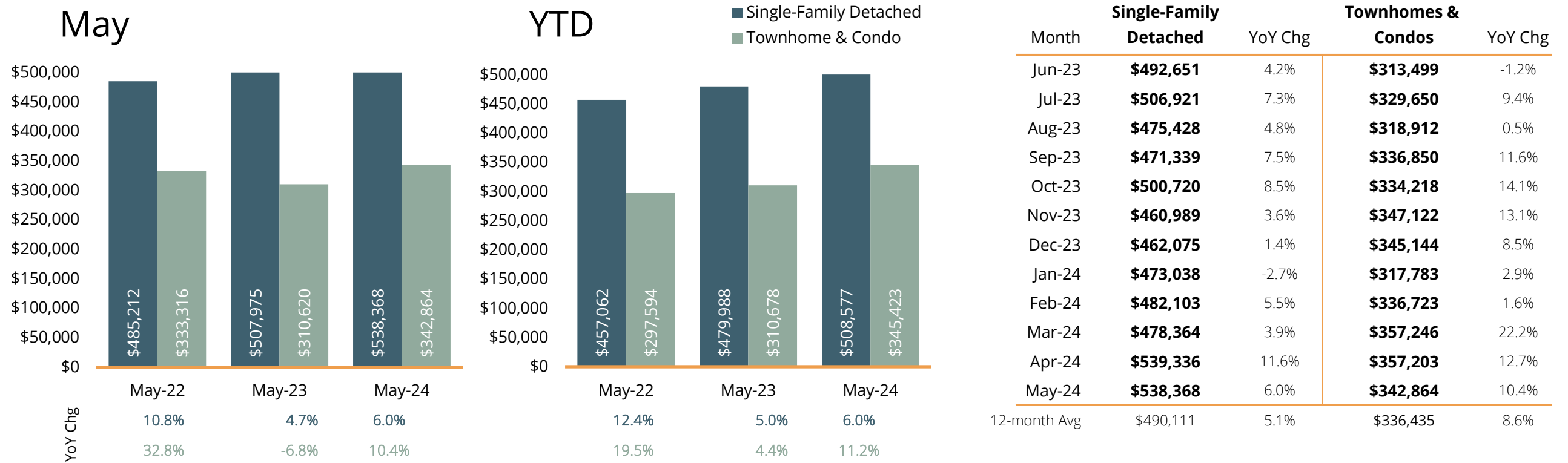
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Jun-23	\$488,363	6.3%	\$310,805	0.1%
Jul-23	\$505,270	8.5%	\$326,758	10.6%
Aug-23	\$473,993	4.8%	\$316,663	0.5%
Sep-23	\$471,502	8.0%	\$335,979	12.5%
Oct-23	\$495,083	6.8%	\$330,868	13.5%
Nov-23	\$463,056	4.1%	\$346,398	12.7%
Dec-23	\$464,640	1.0%	\$345,447	8.9%
Jan-24	\$475,378	-2.1%	\$320,529	2.8%
Feb-24	\$483,727	5.1%	\$333,913	1.9%
Mar-24	\$476,278	4.1%	\$359,264	23.0%
Apr-24	\$536,233	11.2%	\$355,778	12.3%
May-24	\$538,217	7.5%	\$342,159	12.2%
12-month Avg	\$489,312	5.4%	\$335,380	9.1%

## Historical Average List Price by Month

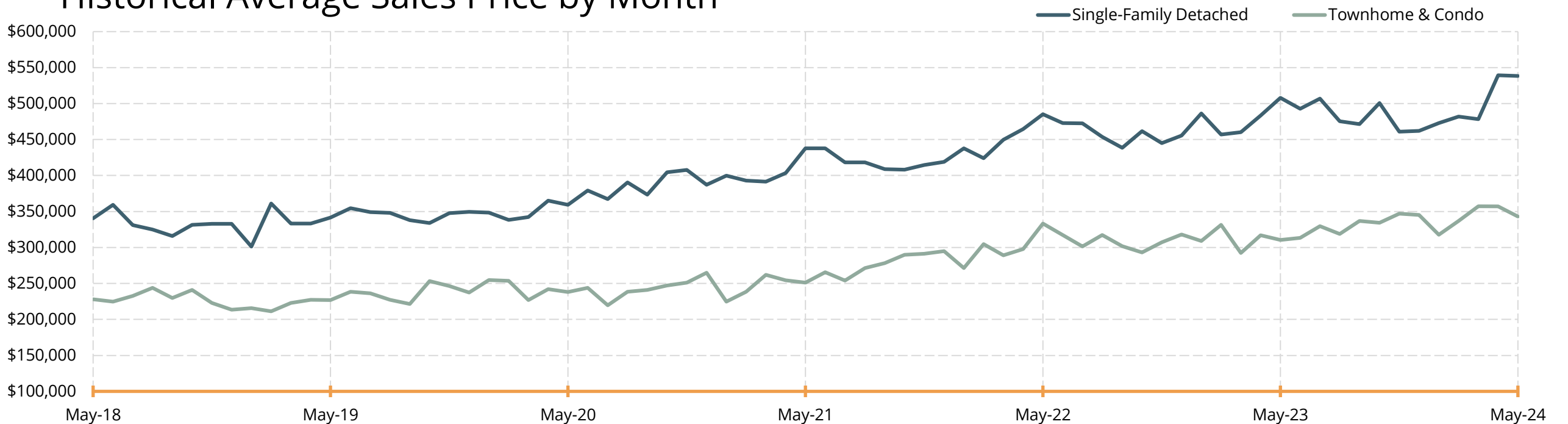


Source: Virginia REALTORS®, data accessed June 15, 2024

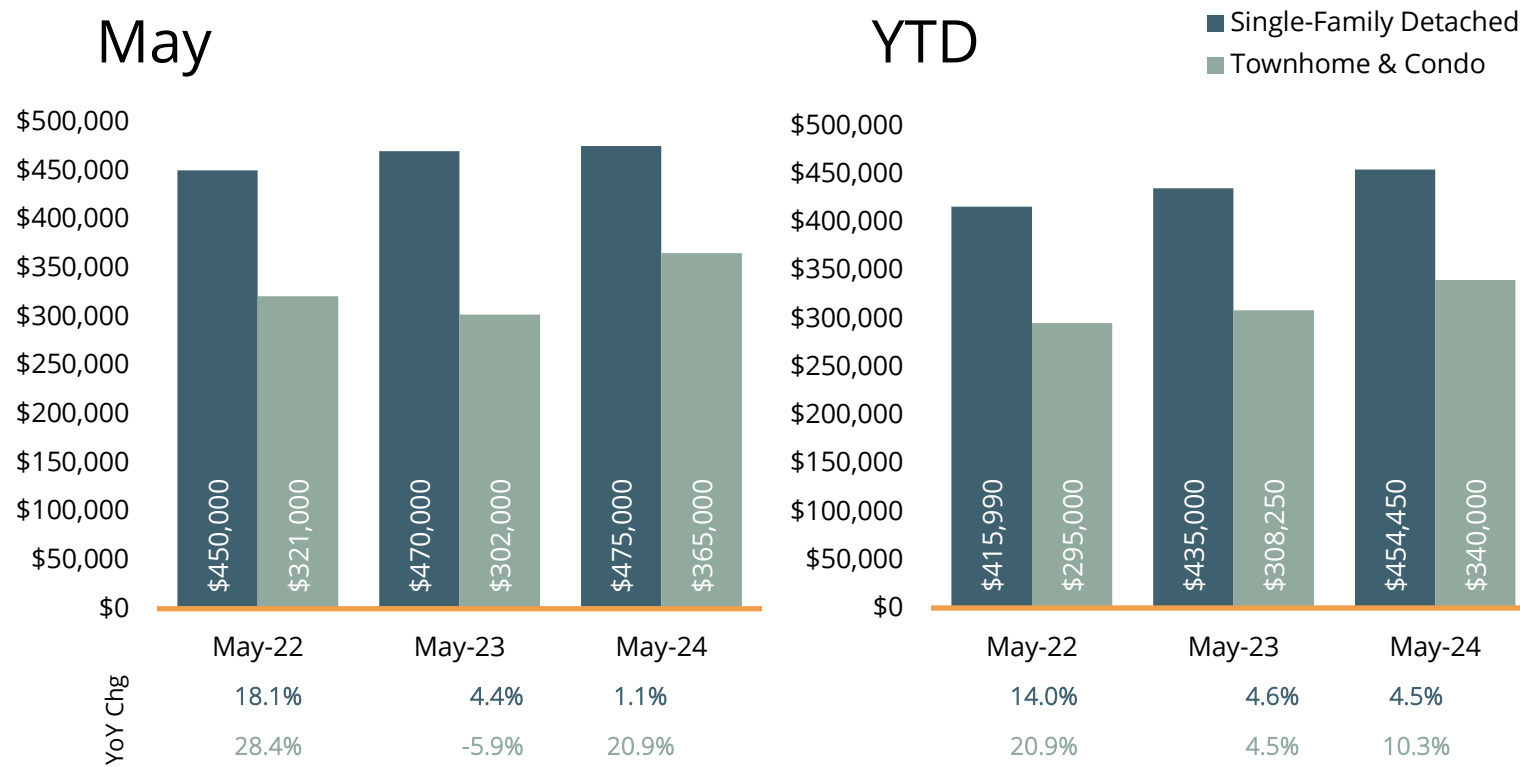
# Average Sales Price



## Historical Average Sales Price by Month

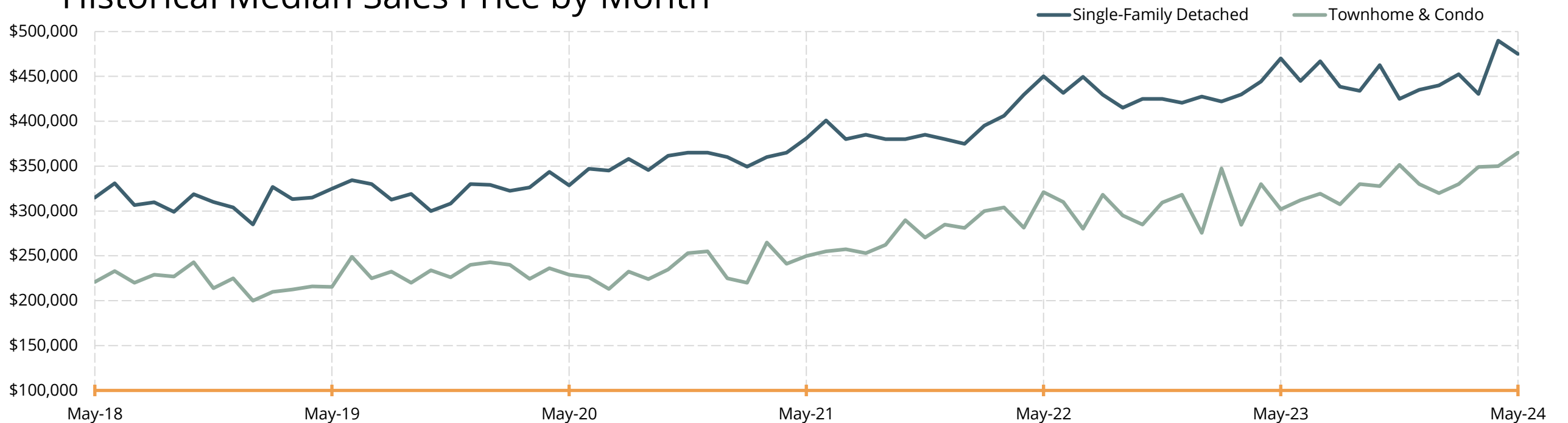


# Median Sales Price



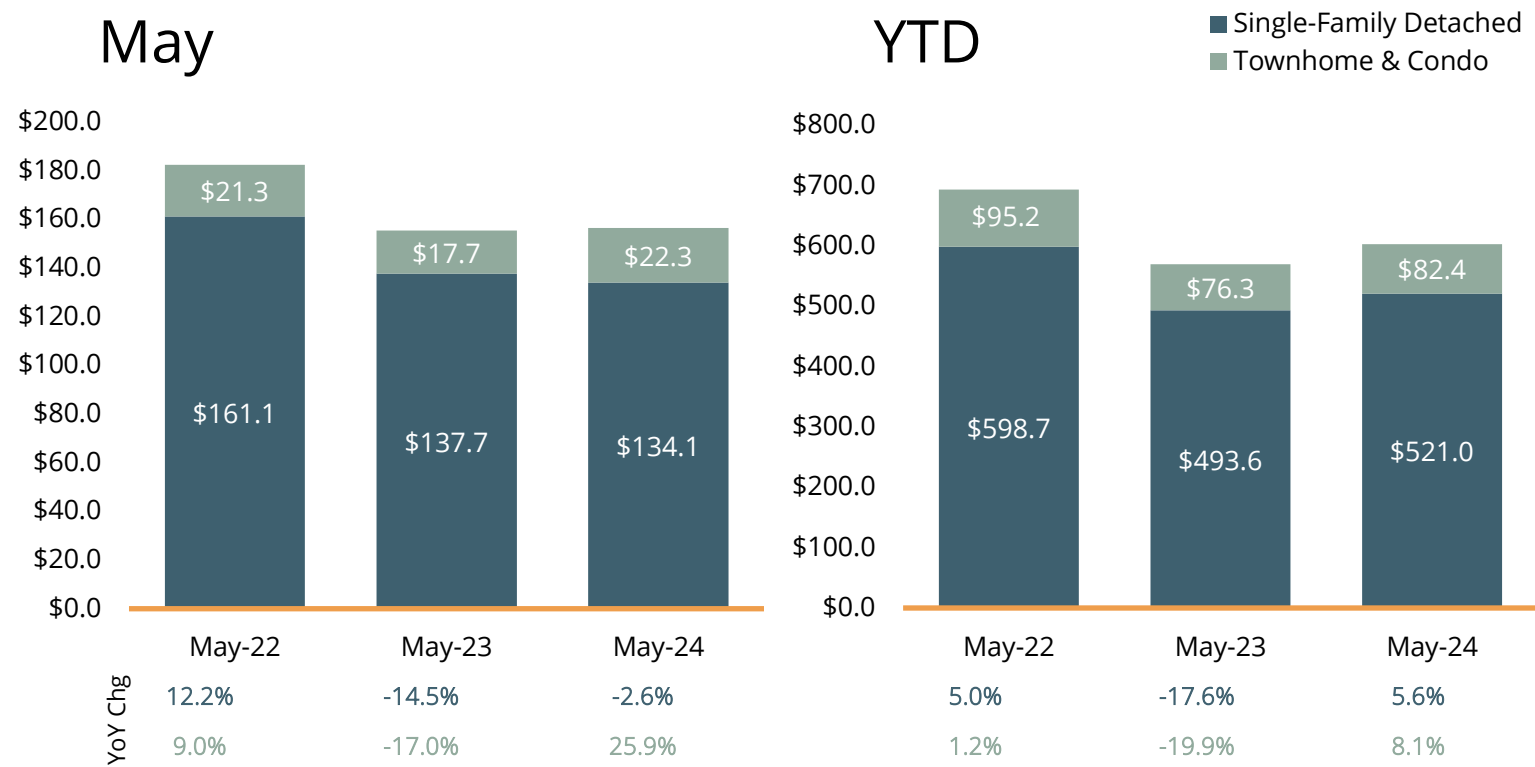
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Jun-23	\$445,000	3.1%	\$312,000	0.6%
Jul-23	\$467,015	3.9%	\$319,338	14.0%
Aug-23	\$438,658	2.1%	\$307,500	-3.3%
Sep-23	\$434,000	4.6%	\$330,000	11.9%
Oct-23	\$462,480	8.8%	\$327,640	15.0%
Nov-23	\$425,000	0.0%	\$351,495	13.6%
Dec-23	\$435,000	3.5%	\$330,000	3.7%
Jan-24	\$440,000	2.9%	\$319,950	16.1%
Feb-24	\$452,500	7.2%	\$330,000	-5.0%
Mar-24	\$430,465	0.1%	\$349,000	22.7%
Apr-24	\$489,850	10.3%	\$350,000	6.1%
May-24	\$475,000	1.1%	\$365,000	20.9%
12-month Avg	\$449,581	4.0%	\$332,660	9.2%

## Historical Median Sales Price by Month



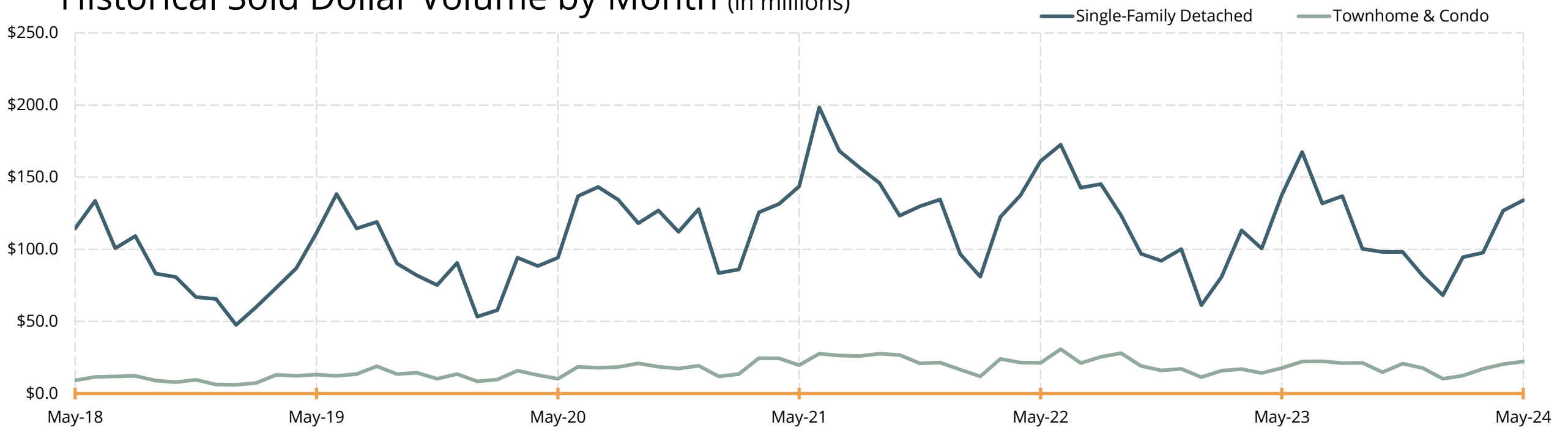
Source: Virginia REALTORS®, data accessed June 15, 2024

# Sold Dollar Volume (in millions)



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Nov-23	\$98.2	6.6%	\$20.8	30.5%
Dec-23	\$81.8	-18.4%	\$17.6	2.5%
Jan-24	\$68.1	11.2%	\$10.2	-11.0%
Feb-24	\$94.5	16.8%	\$12.5	-21.7%
Mar-24	\$97.6	-13.8%	\$17.1	1.1%
Apr-24	\$126.7	26.1%	\$20.4	42.7%
May-24	\$134.1	-2.6%	\$22.3	25.9%
12-month Avg	\$111.3	-2.3%	\$18.5	-4.8%

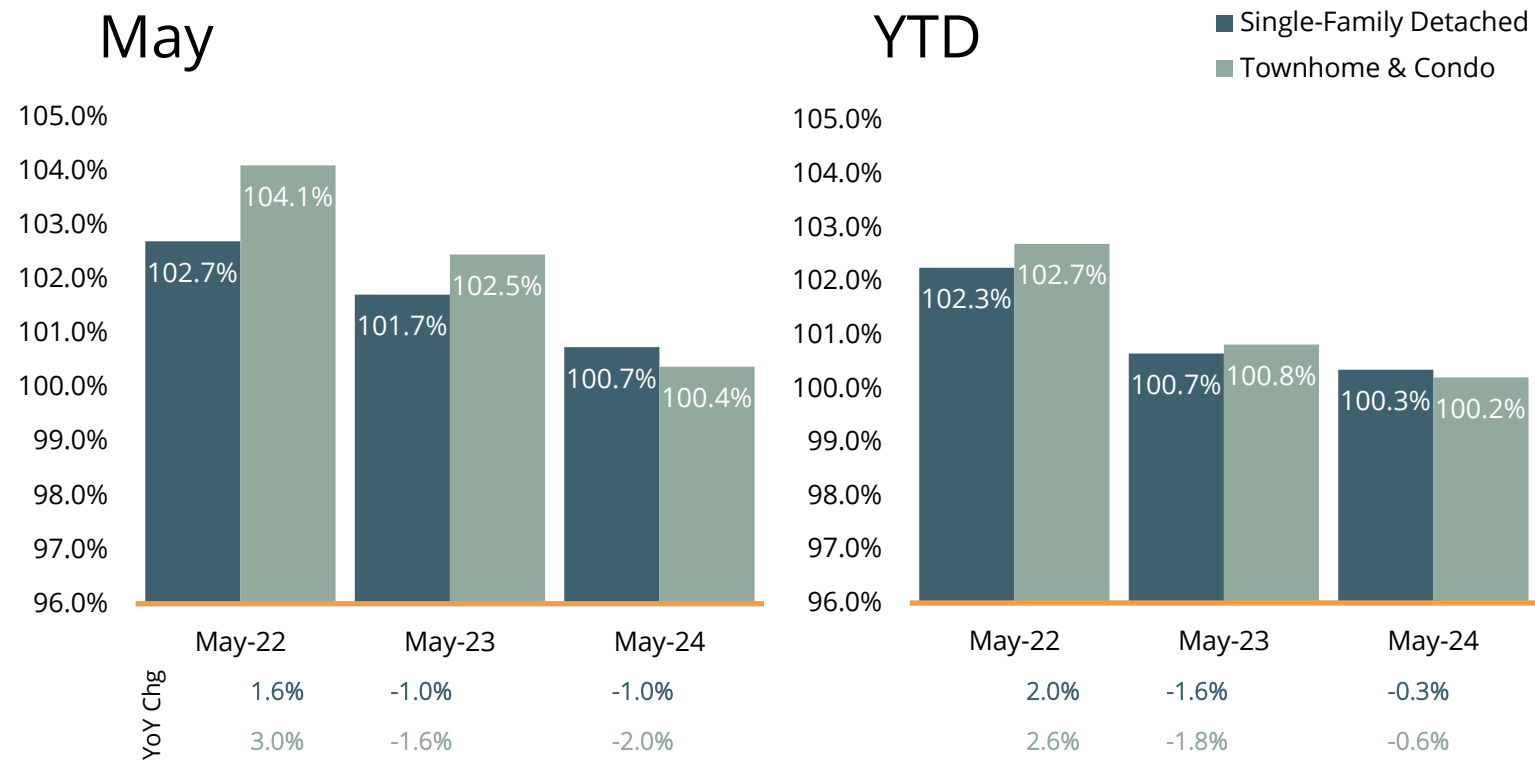
## Historical Sold Dollar Volume by Month (in millions)



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

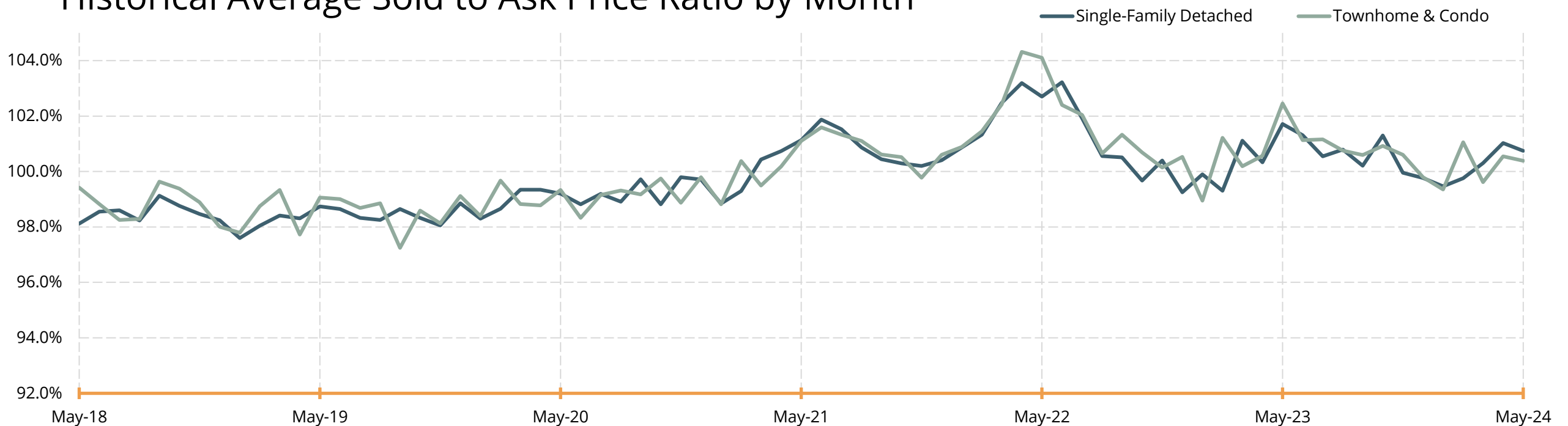


# Average Sold to Ask Price Ratio



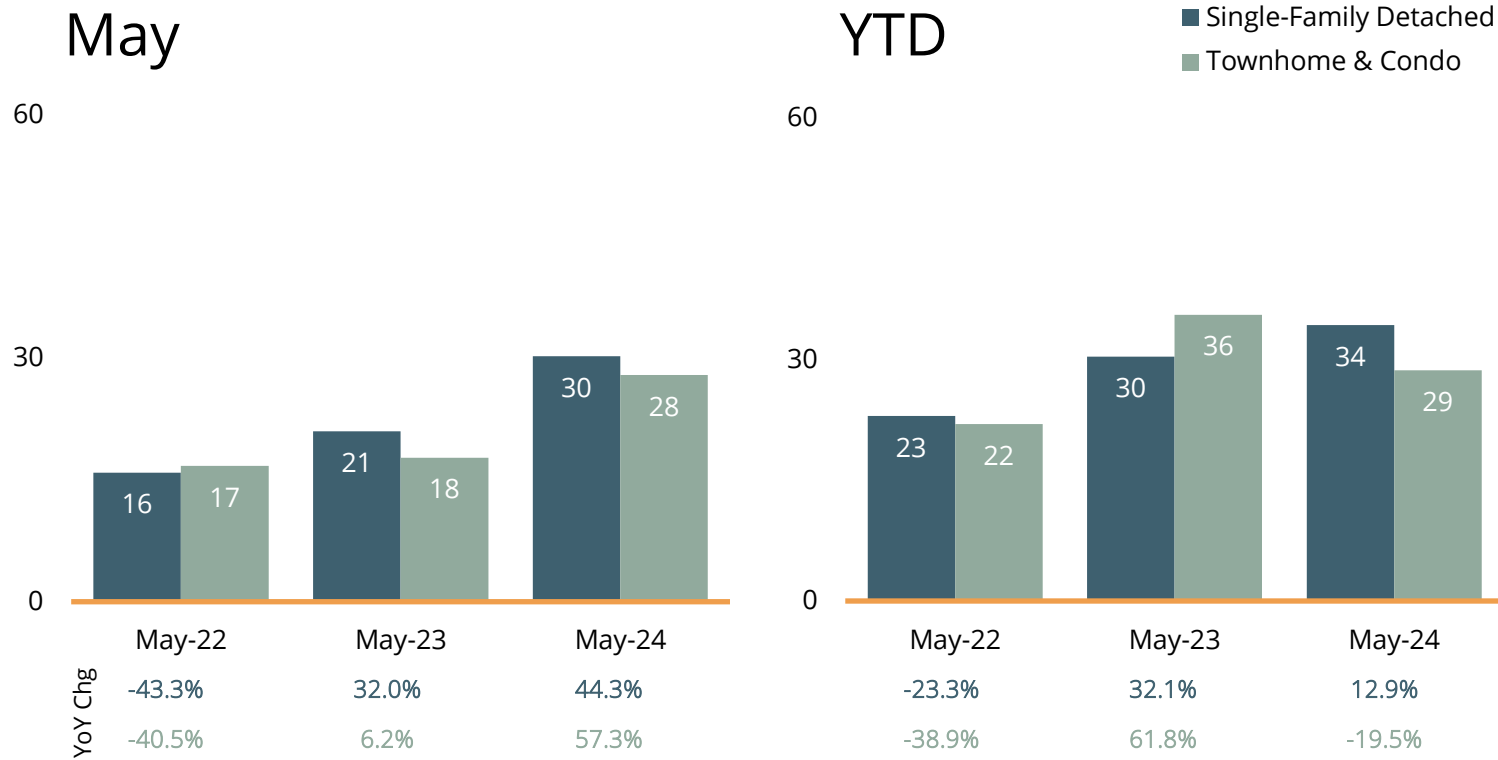
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Jun-23	<b>101.3%</b>	-1.8%	<b>101.1%</b>	-1.2%
Jul-23	<b>100.5%</b>	-1.3%	<b>101.2%</b>	-0.9%
Aug-23	<b>100.8%</b>	0.2%	<b>100.8%</b>	0.1%
Sep-23	<b>100.2%</b>	-0.3%	<b>100.6%</b>	-0.7%
Oct-23	<b>101.3%</b>	1.6%	<b>100.9%</b>	0.2%
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%
Mar-24	<b>100.3%</b>	-0.8%	<b>99.6%</b>	-0.6%
Apr-24	<b>101.0%</b>	0.7%	<b>100.6%</b>	0.0%
May-24	<b>100.7%</b>	-1.0%	<b>100.4%</b>	-2.0%
12-month Avg	100.4%	-0.2%	100.5%	-0.4%

## Historical Average Sold to Ask Price Ratio by Month



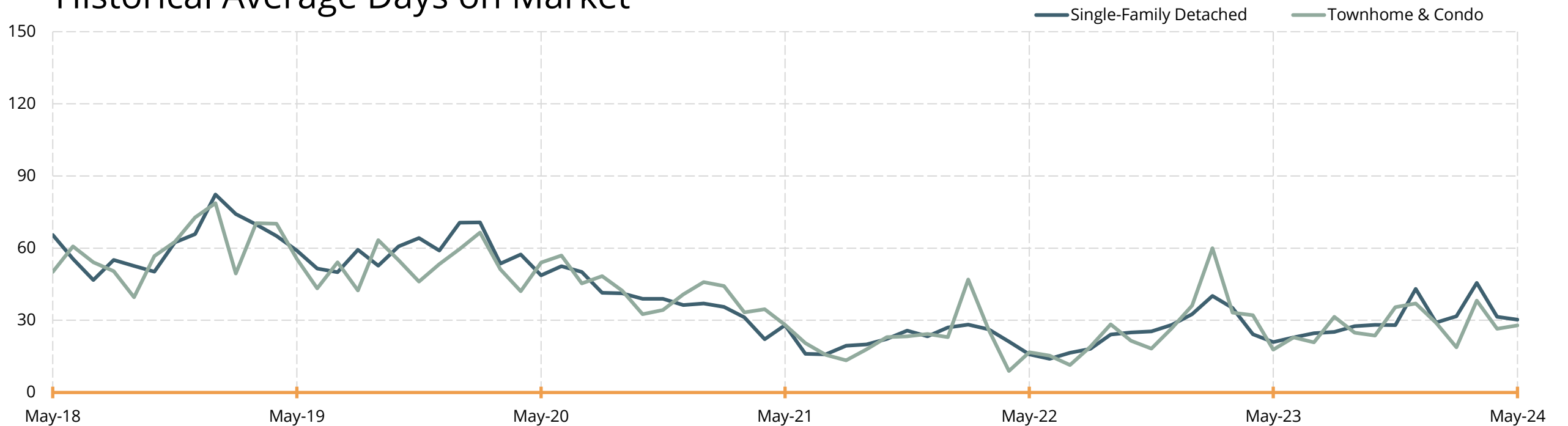
Source: Virginia REALTORS®, data accessed June 15, 2024

# Average Days on Market



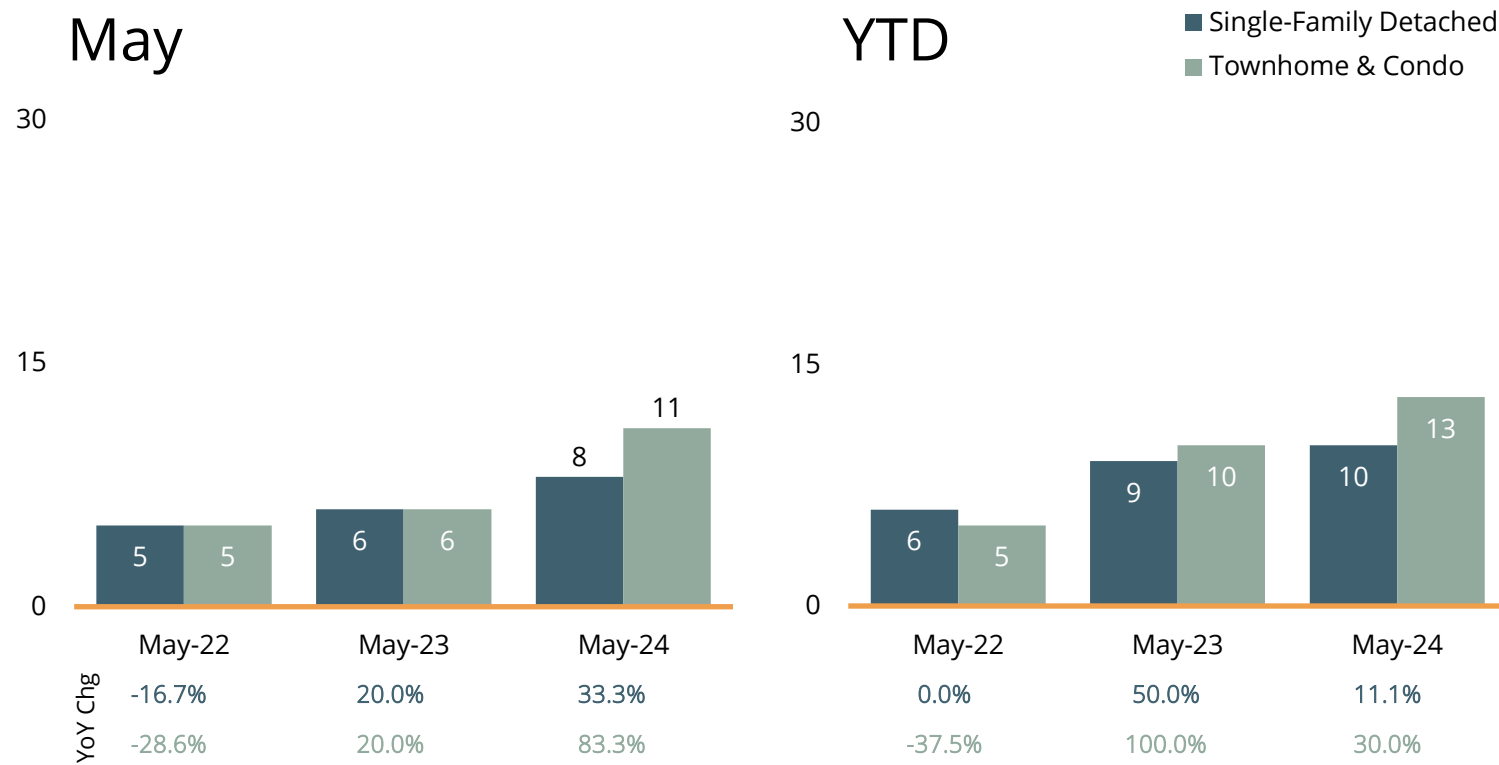
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jun-23	23	63.3%	23	49.3%
Jul-23	25	48.7%	21	83.0%
Aug-23	25	39.1%	31	65.7%
Sep-23	28	14.1%	25	-12.1%
Oct-23	28	12.6%	24	10.1%
Nov-23	28	10.2%	35	94.0%
Dec-23	43	53.5%	37	38.4%
Jan-24	29	-10.5%	29	-19.7%
Feb-24	32	-20.9%	19	-68.8%
Mar-24	46	29.7%	38	15.2%
Apr-24	31	30.0%	26	-17.6%
May-24	30	44.3%	28	57.3%
12-month Avg	31	20.8%	28	5.3%

## Historical Average Days on Market



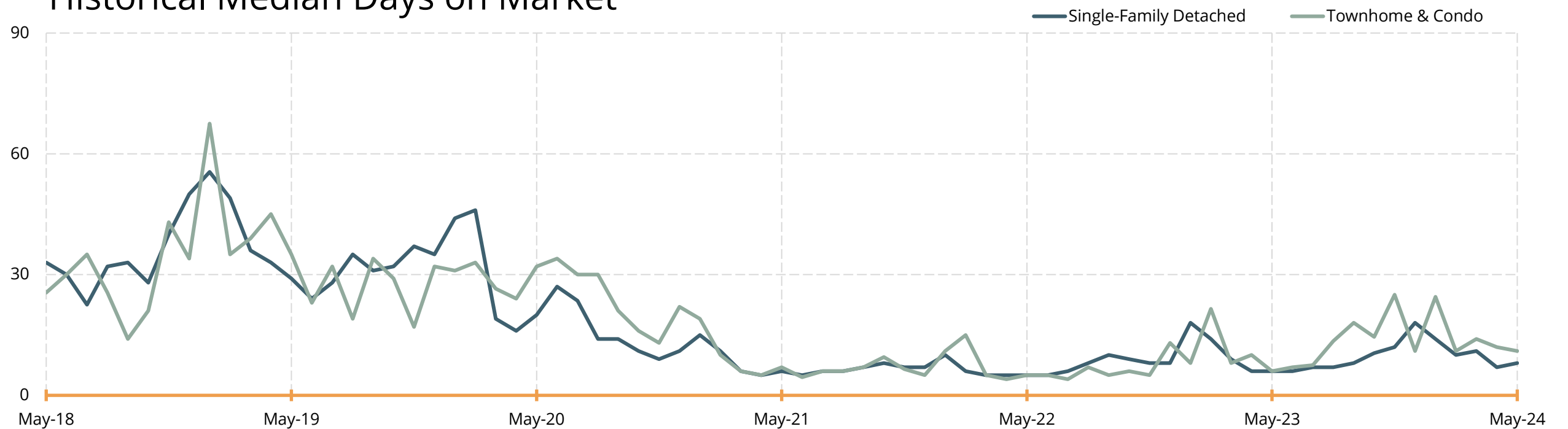
Source: Virginia REALTORS®, data accessed June 15, 2024

# Median Days on Market



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Mar-24	11	22.2%	14	75.0%
Apr-24	7	16.7%	12	20.0%
May-24	8	33.3%	11	83.3%
12-month Avg	10	10.7%	14	71.6%

## Historical Median Days on Market

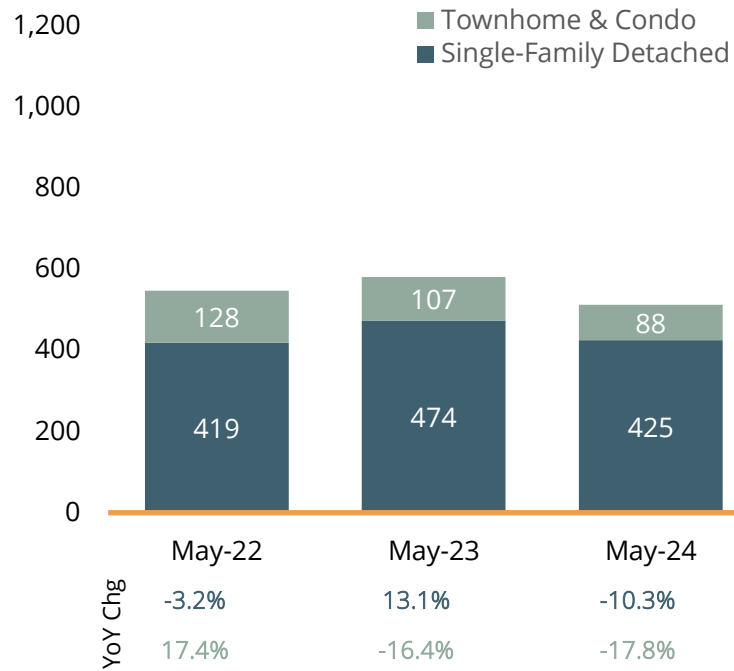


Source: Virginia REALTORS®, data accessed June 15, 2024

# Active Listings

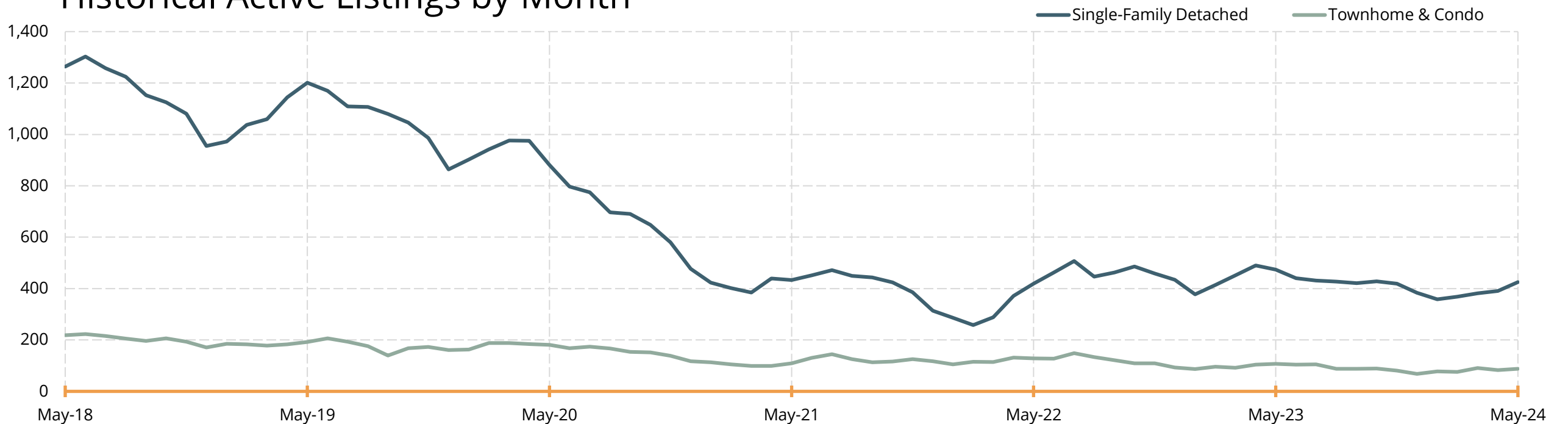


## May



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Mar-24	382	-15.3%	91	-1.1%
Apr-24	391	-20.2%	83	-20.2%
May-24	425	-10.3%	88	-17.8%
12-month Avg	406	-10.8%	87	-21.7%

## Historical Active Listings by Month

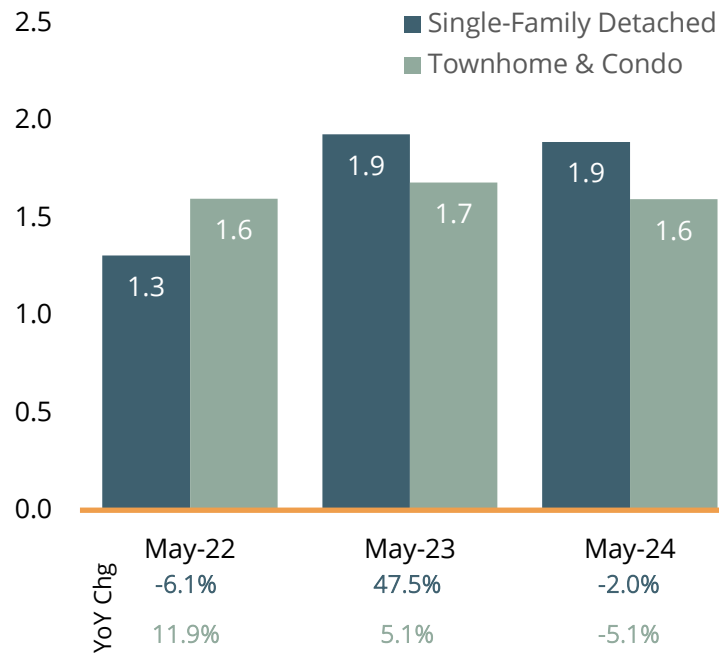


Source: Virginia REALTORS®, data accessed June 15, 2024

# Months of Supply

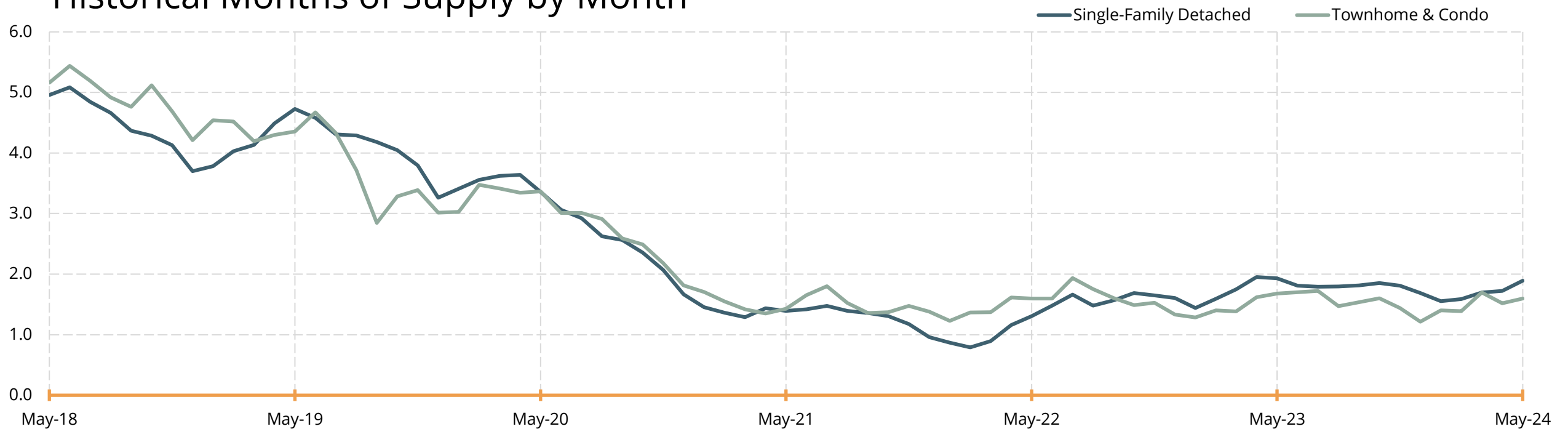


## May



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Mar-24	1.7	-2.8%	1.7	22.6%
Apr-24	1.7	-11.8%	1.5	-6.1%
May-24	1.9	-2.0%	1.6	-5.1%
12-month Avg	1.8	6.2%	1.5	-1.7%

## Historical Months of Supply by Month



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

# Area Overview - Total Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg
James City County	184	<b>187</b>	1.6%	128	<b>160</b>	25.0%	\$546,605	<b>\$520,079</b>	-4.9%	\$484,830	<b>\$435,500</b>	-10.2%	227	<b>217</b>	-4.4%	1.7	<b>1.7</b>	0.9%
Williamsburg	43	<b>22</b>	-48.8%	38	<b>23</b>	-39.5%	\$374,975	<b>\$412,378</b>	10.0%	\$336,750	<b>\$382,500</b>	13.6%	62	<b>31</b>	-50.0%	2.4	<b>1.4</b>	-43.0%
York County	120	<b>90</b>	-25.0%	114	<b>91</b>	-20.2%	\$453,537	<b>\$481,958</b>	6.3%	\$410,000	<b>\$430,000</b>	4.9%	166	<b>153</b>	-7.8%	1.9	<b>1.8</b>	-2.6%
New Kent County	54	<b>58</b>	7.4%	46	<b>35</b>	-23.9%	\$414,541	<b>\$518,521</b>	25.1%	\$390,450	<b>\$479,784</b>	22.9%	119	<b>104</b>	-12.6%	2.0	<b>2.4</b>	17.4%
Charles City County	4	<b>4</b>	0.0%	2	<b>5</b>	150.0%	\$190,000	<b>\$327,231</b>	72.2%	\$190,000	<b>\$270,000</b>	42.1%	7	<b>8</b>	14.3%	2.1	<b>2.0</b>	-2.7%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price TYD			Median Sales Price TYD			Active Listings YTD		
	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg
James City County	679	<b>771</b>	13.5%	525	<b>605</b>	15.2%	\$491,083	<b>\$509,433</b>	3.7%	\$439,000	<b>\$439,990</b>	0.2%	227	<b>217</b>	-4.4%
Williamsburg	209	<b>110</b>	-47.4%	128	<b>87</b>	-32.0%	\$386,737	<b>\$447,540</b>	15.7%	\$360,000	<b>\$408,000</b>	13.3%	62	<b>31</b>	-50.0%
York County	432	<b>424</b>	-1.9%	388	<b>373</b>	-3.9%	\$430,178	<b>\$444,150</b>	3.2%	\$405,000	<b>\$412,900</b>	2.0%	166	<b>153</b>	-7.8%
New Kent County	350	<b>262</b>	-25.1%	223	<b>178</b>	-20.2%	\$416,962	<b>\$474,049</b>	13.7%	\$385,900	<b>\$427,545</b>	10.8%	119	<b>104</b>	-12.6%
Charles City County	22	<b>29</b>	31.8%	9	<b>24</b>	166.7%	\$246,945	<b>\$346,194</b>	40.2%	\$250,000	<b>\$307,500</b>	23.0%	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		
	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg
James City County	155	<b>156</b>	0.6%	112	<b>120</b>	7.1%	\$575,247	<b>\$581,175</b>	1.0%	\$511,000	<b>\$499,500</b>	-2.3%	185	<b>177</b>	-4.3%	1.7	<b>1.7</b>	2.9%
Williamsburg	34	<b>15</b>	-55.9%	29	<b>15</b>	-48.3%	\$401,854	<b>\$444,920</b>	10.7%	\$360,000	<b>\$449,900</b>	25.0%	45	<b>20</b>	-55.6%	2.7	<b>1.4</b>	-49.2%
York County	96	<b>73</b>	-24.0%	88	<b>74</b>	-15.9%	\$497,516	<b>\$511,547</b>	2.8%	\$454,200	<b>\$459,133</b>	1.1%	130	<b>126</b>	-3.1%	1.9	<b>1.9</b>	-1.2%
New Kent County	48	<b>54</b>	12.5%	40	<b>35</b>	-12.5%	\$435,461	<b>\$518,521</b>	19.1%	\$410,000	<b>\$479,784</b>	17.0%	107	<b>94</b>	-12.1%	2.2	<b>2.4</b>	11.3%
Charles City County	4	<b>4</b>	0.0%	2	<b>5</b>	150.0%	\$190,000	<b>\$327,231</b>	72.2%	\$190,000	<b>\$270,000</b>	42.1%	7	<b>8</b>	14.3%	2.1	<b>2.0</b>	-2.7%



# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg
James City County	577	<b>643</b>	11.4%	427	<b>486</b>	13.8%	\$530,603	<b>\$547,815</b>	3.2%	\$475,000	<b>\$479,675</b>	1.0%	185	<b>177</b>	-4.3%
Williamsburg	153	<b>79</b>	-48.4%	88	<b>58</b>	-34.1%	\$428,391	<b>\$496,603</b>	15.9%	\$381,294	<b>\$455,000</b>	19.3%	45	<b>20</b>	-55.6%
York County	345	<b>349</b>	1.2%	309	<b>296</b>	-4.2%	\$459,857	<b>\$473,163</b>	2.9%	\$428,060	<b>\$441,613</b>	3.2%	130	<b>126</b>	-3.1%
New Kent County	309	<b>236</b>	-23.6%	195	<b>164</b>	-15.9%	\$434,810	<b>\$488,701</b>	12.4%	\$403,850	<b>\$445,000</b>	10.2%	107	<b>94</b>	-12.1%
Charles City County	22	<b>29</b>	31.8%	9	<b>24</b>	166.7%	\$246,945	<b>\$346,194</b>	40.2%	\$250,000	<b>\$307,500</b>	23.0%	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		
	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg
James City County	29	<b>31</b>	6.9%	16	<b>40</b>	150.0%	\$346,113	<b>\$336,789</b>	-2.7%	\$323,000	<b>\$348,583</b>	7.9%	42	<b>40</b>	-4.8%	1.7	<b>1.6</b>	-7.0%
Williamsburg	9	<b>7</b>	-22.2%	9	<b>8</b>	-11.1%	\$288,364	<b>\$351,363</b>	21.8%	\$280,000	<b>\$364,500</b>	30.2%	17	<b>11</b>	-35.3%	1.9	<b>1.4</b>	-26.5%
York County	24	<b>17</b>	-29.2%	26	<b>17</b>	-34.6%	\$304,686	<b>\$353,160</b>	15.9%	\$310,750	<b>\$371,085</b>	19.4%	36	<b>27</b>	-25.0%	1.7	<b>1.6</b>	-9.9%
New Kent County	6	<b>4</b>	-33.3%	6	<b>0</b>	-100.0%	\$275,076	<b>\$0</b>	-100.0%	\$278,470	<b>\$0</b>	-100.0%	12	<b>10</b>	-16.7%	1.3	<b>2.2</b>	66.7%
Charles City County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a	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		
	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg
James City County	102	<b>128</b>	25.5%	98	<b>119</b>	21.4%	\$319,829	<b>\$355,904</b>	11.3%	\$325,000	<b>\$350,000</b>	7.7%	42	<b>40</b>	-4.8%
Williamsburg	56	<b>31</b>	-44.6%	40	<b>29</b>	-27.5%	\$297,333	<b>\$351,105</b>	18.1%	\$303,000	<b>\$360,000</b>	18.8%	17	<b>11</b>	-35.3%
York County	87	<b>75</b>	-13.8%	79	<b>77</b>	-2.5%	\$314,091	<b>\$334,879</b>	6.6%	\$315,000	<b>\$330,000</b>	4.8%	36	<b>27</b>	-25.0%
New Kent County	41	<b>26</b>	-36.6%	28	<b>14</b>	-50.0%	\$287,402	<b>\$305,555</b>	6.3%	\$276,990	<b>\$303,970</b>	9.7%	12	<b>10</b>	-16.7%
Charles City County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a



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All inquiries regarding this report may be directed to:  
Robin Spensieri  
Virginia REALTORS® Vice President of Communications and Media Relations  
rspensieri@virginiarealtors.org  
804-622-7954

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

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