

SEPTEMBER  
**2024**

# WAAR WILLIAMSBURG

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
VIRGINIA REALTORS®

# WAAR Market Indicators Report



## Key Market Trends: September 2024

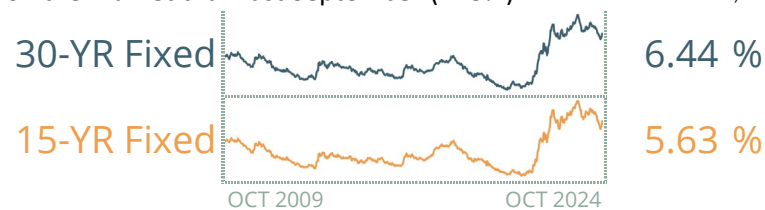
- › **Closed sales continued to drop in the WAAR region compared to last year.** There were 243 home sales in September, 33 fewer sales than the year before, decreasing by 12.0%. The market where sales activity fell the most this month was James City County with 19 fewer sales (-15.2%). The Williamsburg market had eight fewer sales than a year ago (-30.8%). In Charles City County sales inched up with two additional sales (+100.0%).
- › **In the WAAR area, there was an uptick in pending sales this month.** The number of pending sales increased 2.2% bringing the total to 237 in September, five more pending sales than last year. Activity grew in York County with 17 additional pending sales (+38.6%) while Williamsburg (-36.4%) and James City County (-5.9%) saw a decline in pending sales.
- › **The median home prices rose for the fourth consecutive month in the WAAR footprint.** Prices increased 3.5% bringing the median sales price to \$415,000 in the area, \$14,005 more than the same time a year ago. The median cost of a home went up the sharpest in James City County (+12.2%) and Charles City County (+13.2%). New Kent County was the only local market where the median price fell this month (-7.2%).
- › **The inventory of active listings continues to grow in the WAAR region.** The number of active listings jumped up 25.0% in the WAAR area with 636 listings on the market at the end of September, 127 more listings than a year earlier. Most of the listing growth was in James City County with 81 additional listings (+39.9%) and York County with 52 more listings than last year (+41.3%). New Kent County had three fewer listings on the market than last September (-2.5%).



### WAAR Market Dashboard

YoY Chg	Sep-24	Indicator
▼ -12.0%	243	Sales
▲ 2.2%	237	Pending Sales
▼ -10.7%	268	New Listings
▲ 11.3%	\$490,207	Average List Price
▲ 10.7%	\$487,709	Average Sales Price
▲ 3.5%	\$415,000	Median Sales Price
▲ 7.3%	\$218	Average Price Per Square Foot
▼ -2.6%	\$118.5	Sold Dollar Volume (in millions)
▼ -0.8%	99.5%	Average Sold/Ask Price Ratio
▼ -0.8%	27	Average Days on Market
▲ 30.0%	13	Median Days on Market
▲ 25.0%	636	Active Listings
▲ 38.7%	2.4	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.**

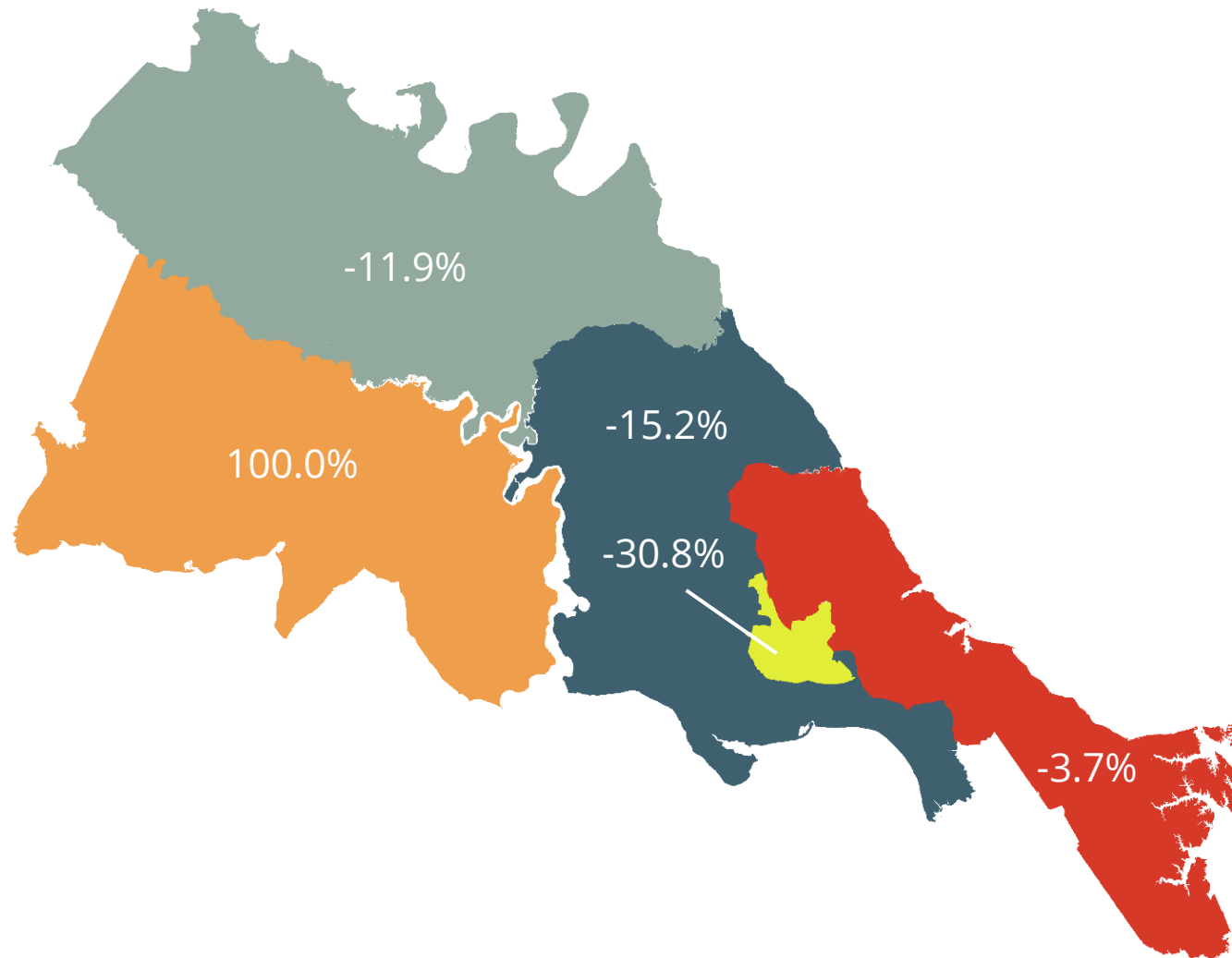
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - WAAR Footprint



Jurisdiction	Total Sales		
	Sep-23	Sep-24	% Chg
Charles City County	2	4	100.0%
James City County	125	106	-15.2%
New Kent County	42	37	-11.9%
Williamsburg	26	18	-30.8%
York County	81	78	-3.7%
<b>WAAR</b>	<b>276</b>	<b>243</b>	<b>-12.0%</b>

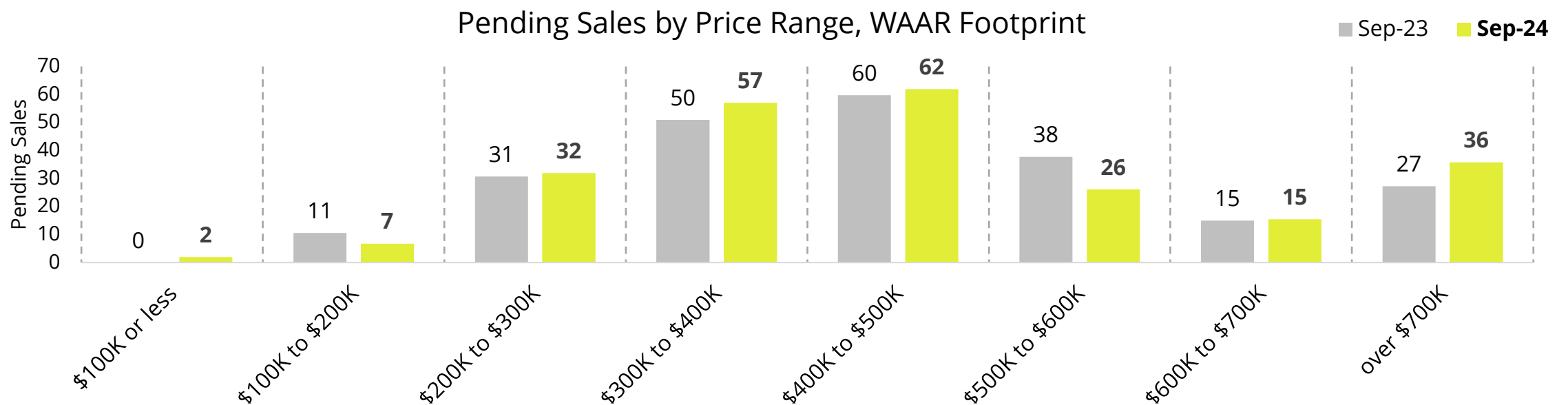
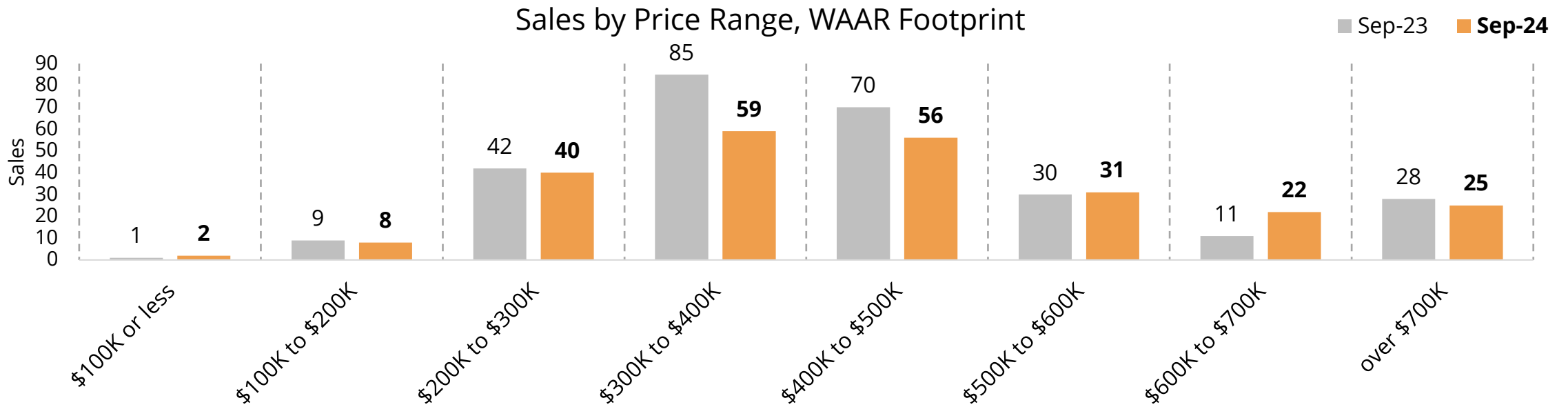
# Total Market Overview



Key Metrics	2-year Trends			Sep-23	Sep-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Sep-22		Sep-24						
Sales				276	<b>243</b>	-12.0%	2,642	<b>2,411</b>	-8.7%
Pending Sales				232	<b>237</b>	2.2%	2,321	<b>2,204</b>	-5.0%
New Listings				300	<b>268</b>	-10.7%	2,984	<b>2,951</b>	-1.1%
Average List Price				\$440,567	<b>\$490,207</b>	11.3%	\$449,197	<b>\$479,371</b>	6.7%
Average Sales Price				\$440,641	<b>\$487,709</b>	10.7%	\$451,395	<b>\$480,390</b>	6.4%
Median Sales Price				\$400,995	<b>\$415,000</b>	3.5%	\$410,000	<b>\$426,985</b>	4.1%
Average Price Per Square Foot				\$203	<b>\$218</b>	7.3%	\$201	<b>\$212</b>	5.5%
Sold Dollar Volume (in millions)				\$121.6	<b>\$118.5</b>	-2.6%	\$1,193.4	<b>\$1,156.6</b>	-3.1%
Average Sold/Ask Price Ratio				100.3%	<b>99.5%</b>	-0.8%	100.7%	<b>100.3%</b>	-0.4%
Average Days on Market				27	<b>27</b>	-0.8%	28	<b>30</b>	6.2%
Median Days on Market				10	<b>13</b>	30.0%	8	<b>10</b>	25.0%
Active Listings				509	<b>636</b>	25.0%	n/a	<b>n/a</b>	n/a
Months of Supply				1.8	<b>2.4</b>	38.7%	n/a	<b>n/a</b>	n/a

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

# Total Market by Price Range Overview

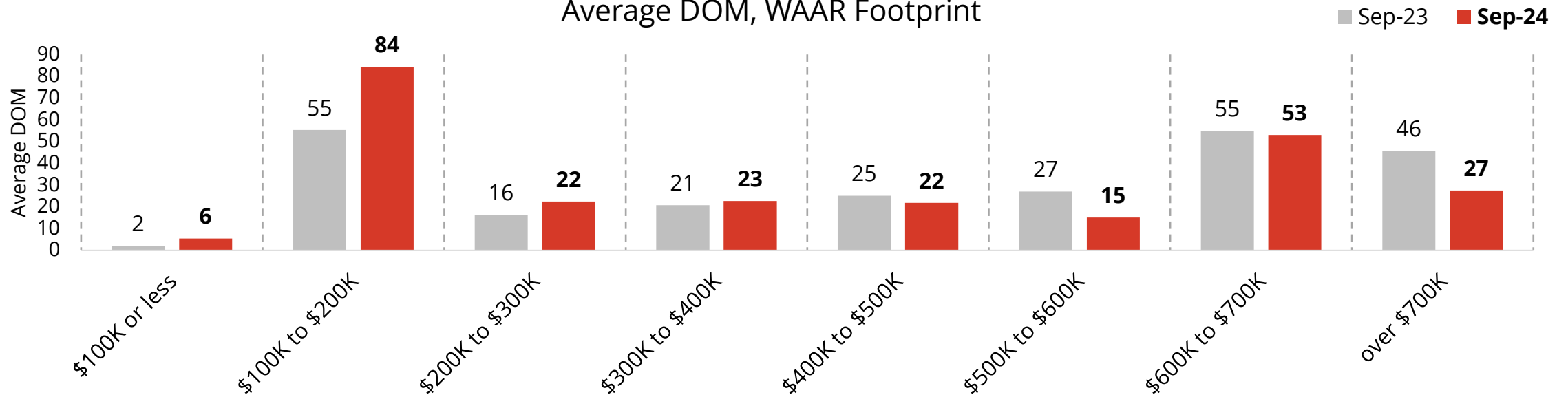


Source: Virginia REALTORS®, data accessed October 15, 2024

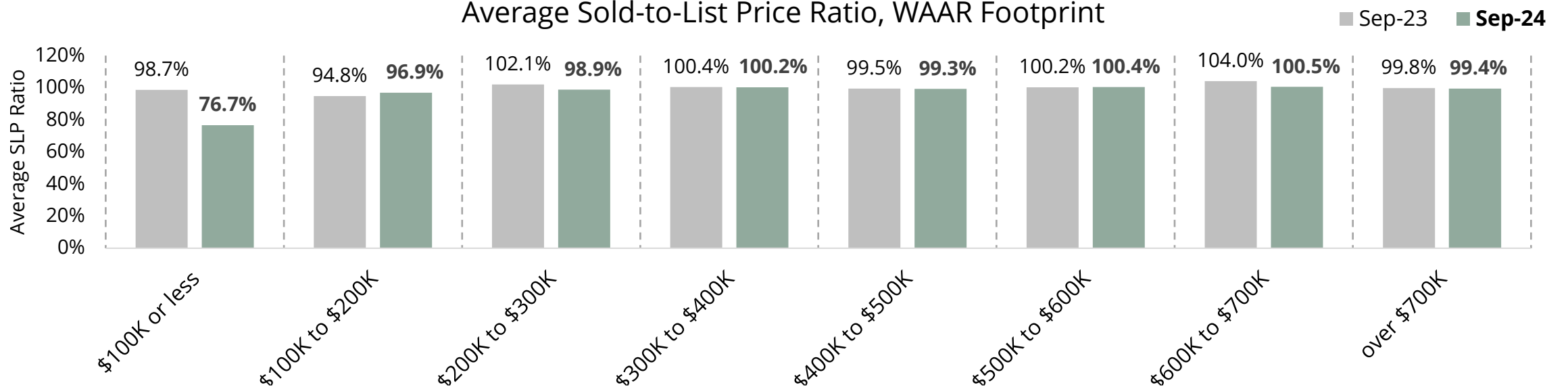
# Total Market by Price Range Overview



Average DOM, WAAR Footprint



Average Sold-to-List Price Ratio, WAAR Footprint



# Single-Family Detached Market Overview



Key Metrics	2-year Trends			Sep-23	Sep-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Sep-22		Sep-24						
Sales				213	<b>195</b>	-8.5%	2,129	<b>1,960</b>	-7.9%
Pending Sales				189	<b>196</b>	3.7%	1,938	<b>1,878</b>	-3.1%
New Listings				243	<b>218</b>	-10.3%	2,460	<b>2,465</b>	0.2%
Average List Price				\$471,502	<b>\$524,036</b>	11.1%	\$481,489	<b>\$509,860</b>	5.9%
Average Sales Price				\$471,339	<b>\$521,135</b>	10.6%	\$483,724	<b>\$511,156</b>	5.7%
Median Sales Price				\$434,000	<b>\$447,450</b>	3.1%	\$441,675	<b>\$460,000</b>	4.1%
Average Price Per Square Foot				\$200	<b>\$220</b>	9.9%	\$203	<b>\$214</b>	5.4%
Sold Dollar Volume (in millions)				\$100.4	<b>\$101.6</b>	1.2%	\$1,030.2	<b>\$999.5</b>	-3.0%
Average Sold/Ask Price Ratio				100.2%	<b>99.3%</b>	-0.9%	100.7%	<b>100.4%</b>	-0.3%
Average Days on Market				28	<b>27</b>	-3.7%	27	<b>30</b>	9.8%
Median Days on Market				8	<b>12</b>	50.0%	7	<b>9</b>	28.6%
Active Listings				421	<b>532</b>	26.4%	n/a	<b>n/a</b>	n/a
Months of Supply				1.8	<b>2.5</b>	39.5%	n/a	<b>n/a</b>	n/a

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



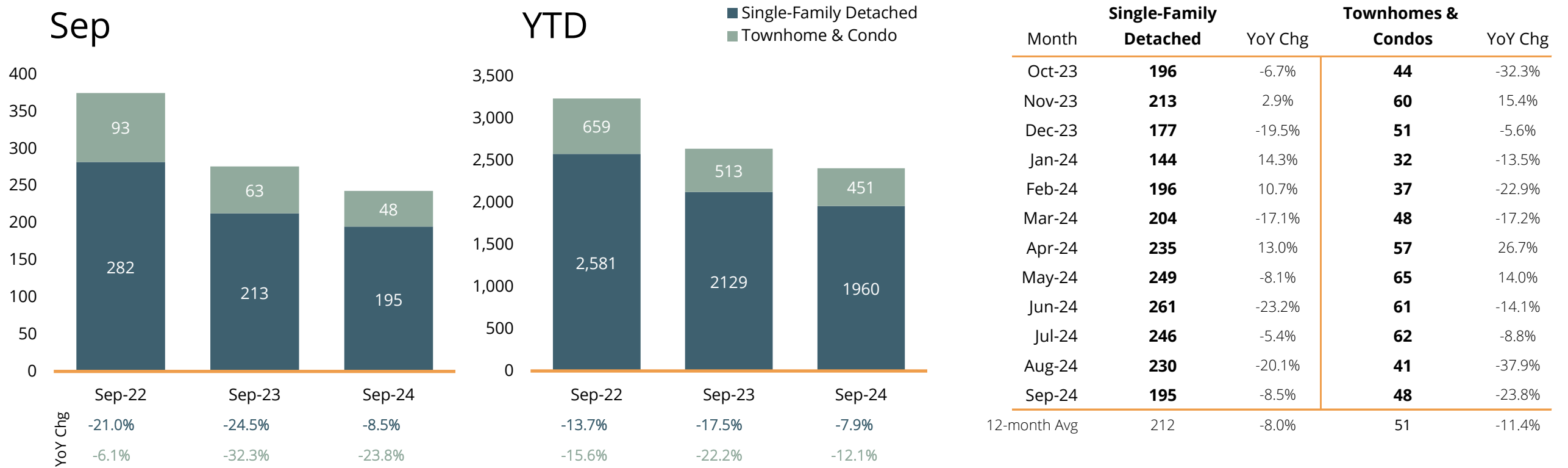
# Townhome & Condo Market Overview



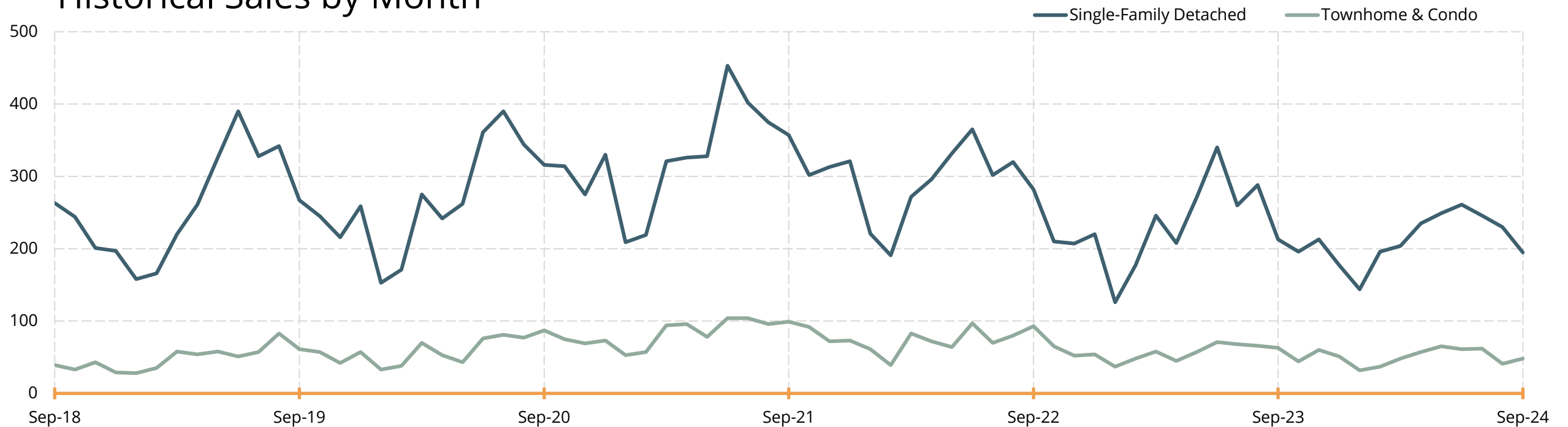
Key Metrics	2-year Trends			Sep-23	Sep-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Sep-22		Sep-24						
Sales				63	<b>48</b>	-23.8%	513	<b>451</b>	-12.1%
Pending Sales				43	<b>41</b>	-4.7%	383	<b>326</b>	-14.9%
New Listings				57	<b>50</b>	-12.3%	524	<b>486</b>	-7.3%
Average List Price				\$335,979	<b>\$352,775</b>	5.0%	\$315,217	<b>\$348,536</b>	10.6%
Average Sales Price				\$336,850	<b>\$351,917</b>	4.5%	\$317,263	<b>\$348,369</b>	9.8%
Median Sales Price				\$330,000	<b>\$359,000</b>	8.8%	\$315,000	<b>\$345,000</b>	9.5%
Average Price Per Square Foot				\$220	<b>\$203</b>	-7.4%	\$188	<b>\$199</b>	5.8%
Sold Dollar Volume (in millions)				\$21.2	<b>\$16.9</b>	-20.4%	\$163.2	<b>\$157.1</b>	-3.7%
Average Sold/Ask Price Ratio				100.6%	<b>99.9%</b>	-0.7%	100.9%	<b>100.1%</b>	-0.7%
Average Days on Market				25	<b>28</b>	10.9%	30	<b>28</b>	-7.8%
Median Days on Market				18	<b>14</b>	-25.0%	10	<b>13</b>	25.0%
Active Listings				88	<b>104</b>	18.2%	n/a	<b>n/a</b>	n/a
Months of Supply				1.5	<b>2.1</b>	34.2%	n/a	<b>n/a</b>	n/a

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

# Sales

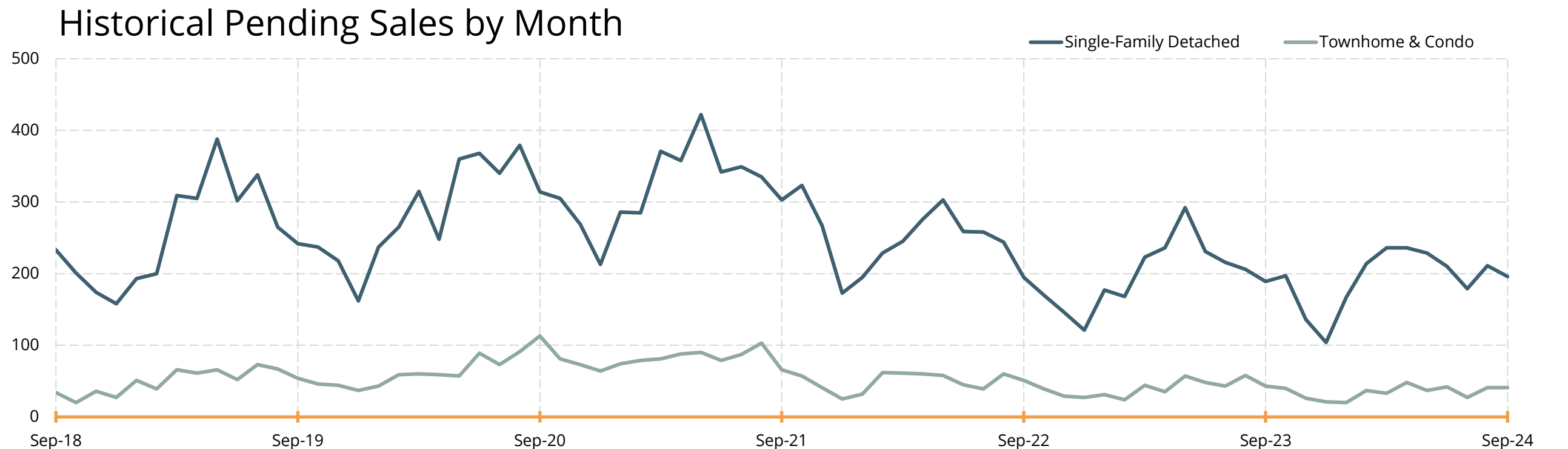
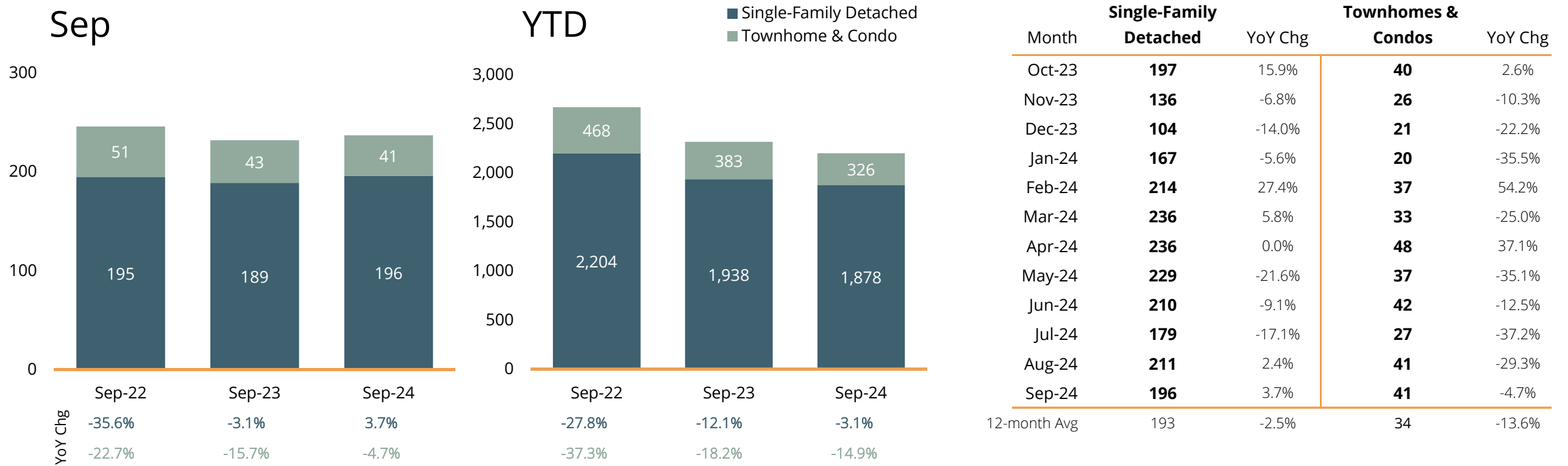


## Historical Sales by Month



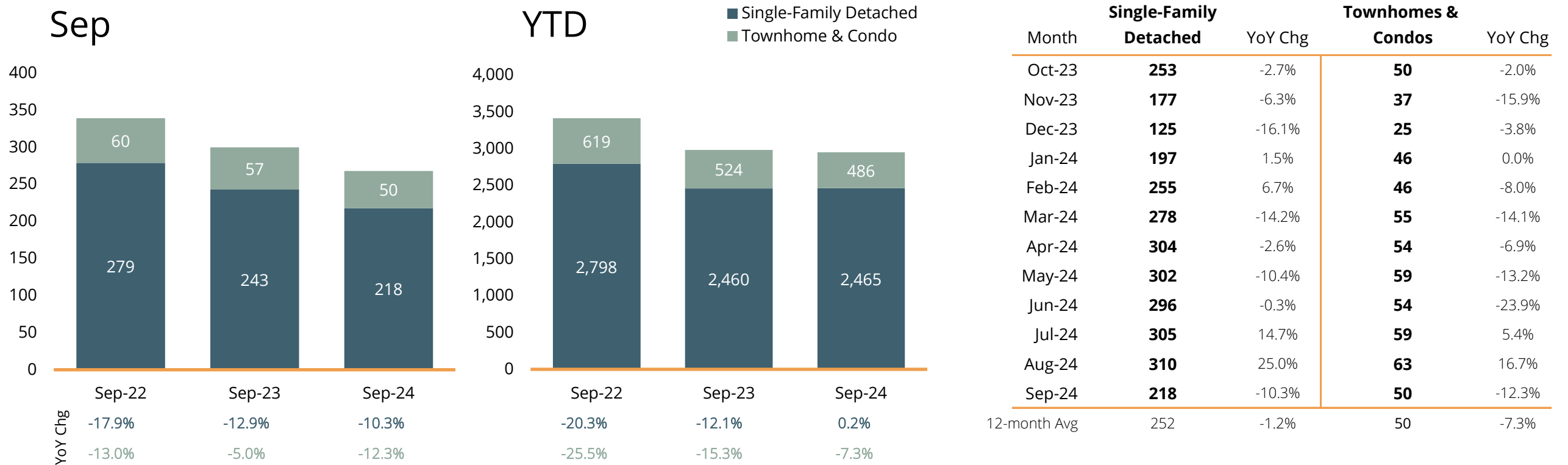
Source: Virginia REALTORS®, data accessed October 15, 2024

# Pending Sales

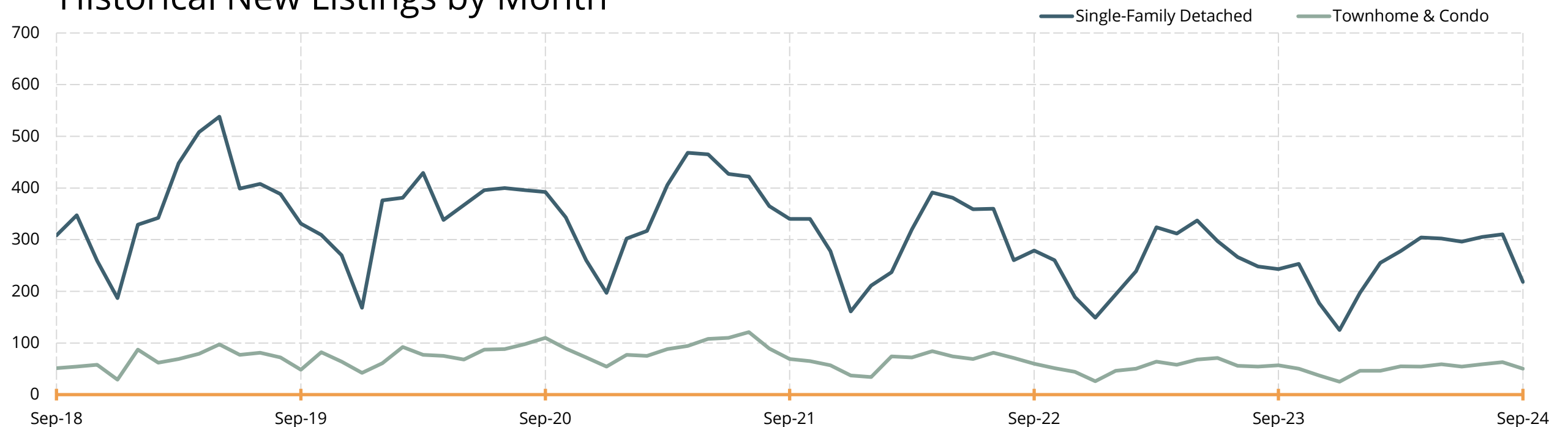


Source: Virginia REALTORS®, data accessed October 15, 2024

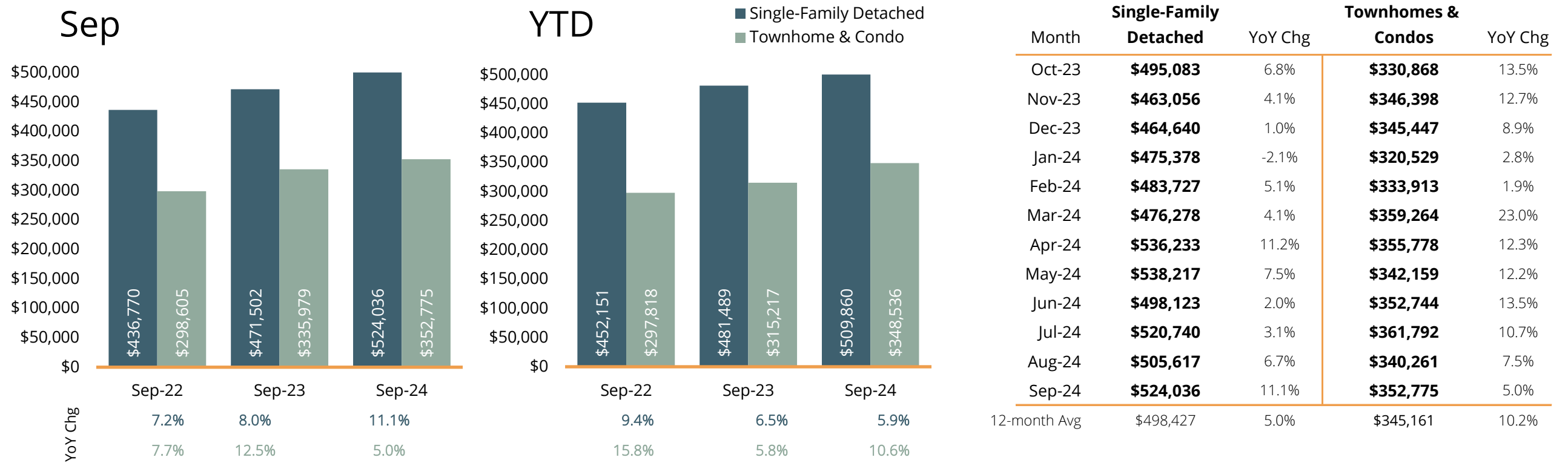
# New Listings



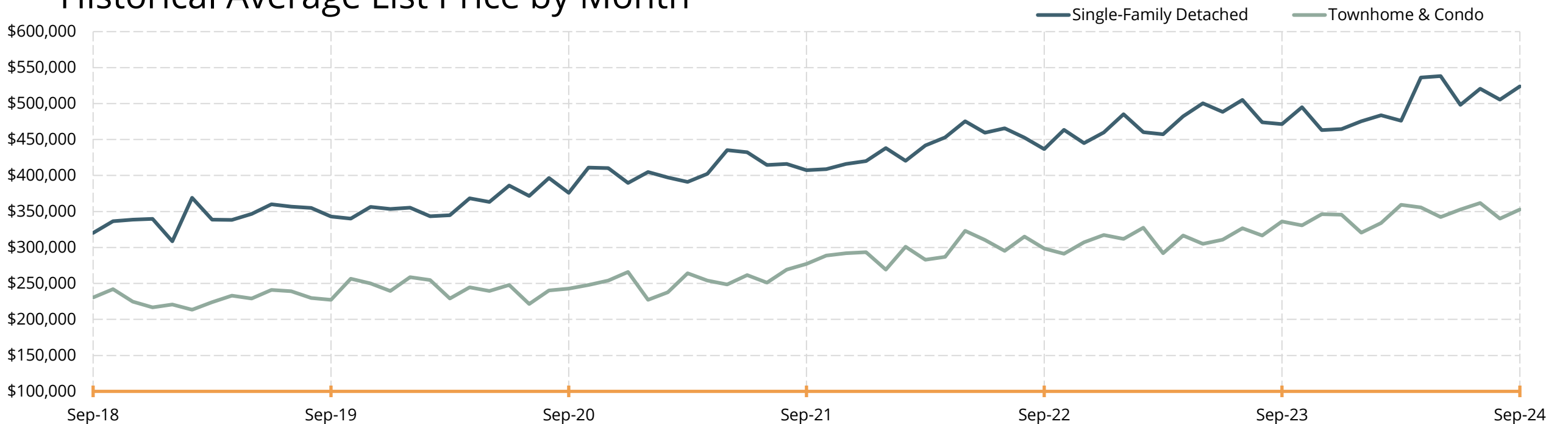
## Historical New Listings by Month



# Average List Price

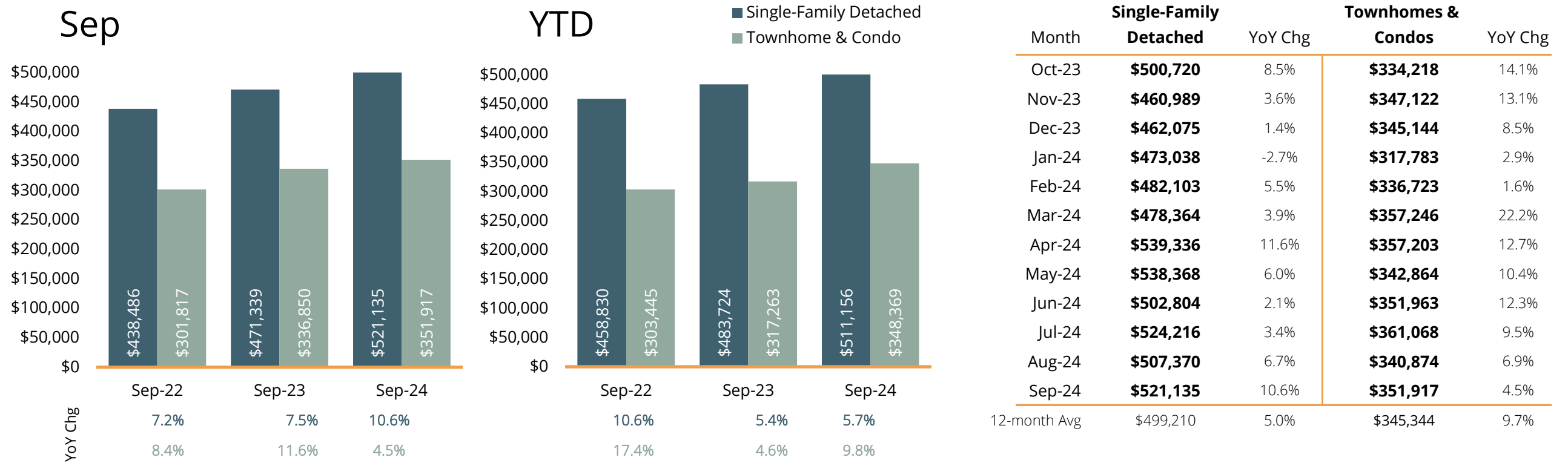


## Historical Average List Price by Month

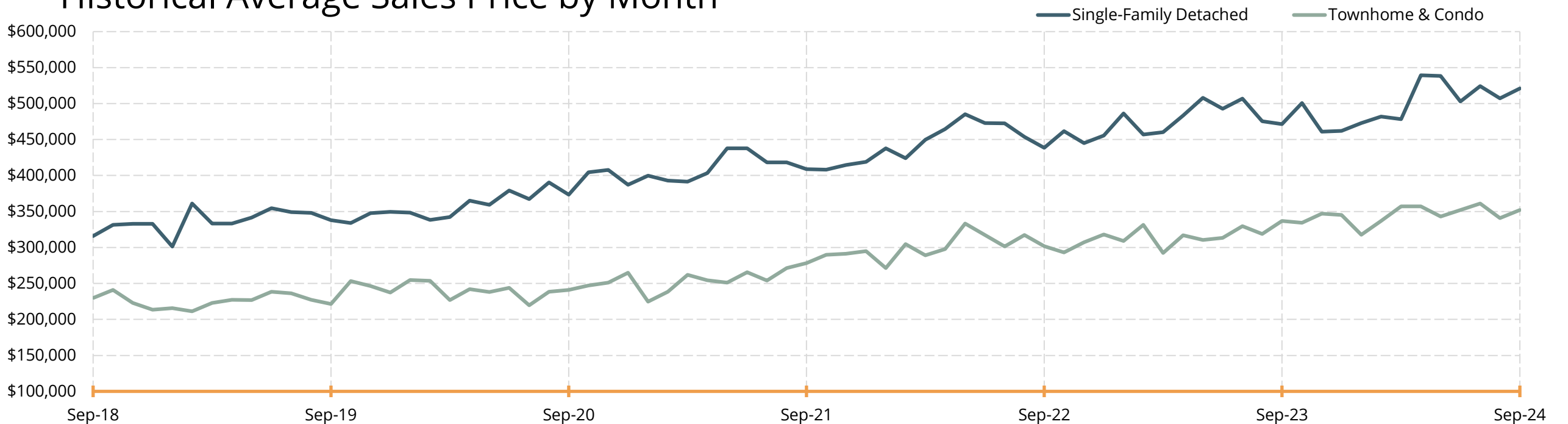


Source: Virginia REALTORS®, data accessed October 15, 2024

# Average Sales Price

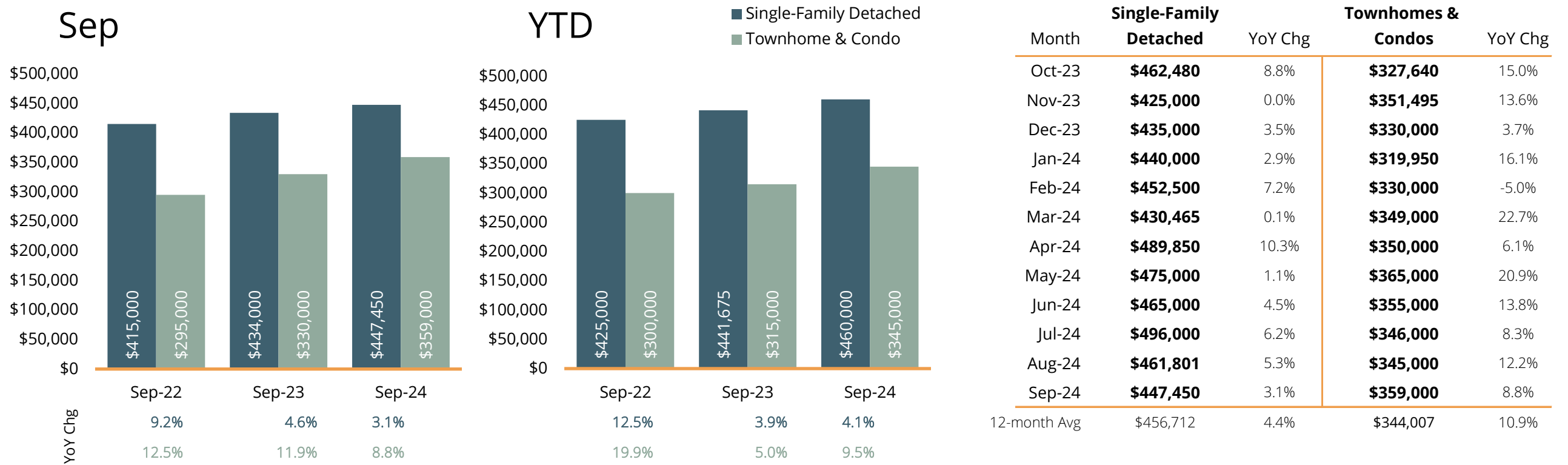


## Historical Average Sales Price by Month

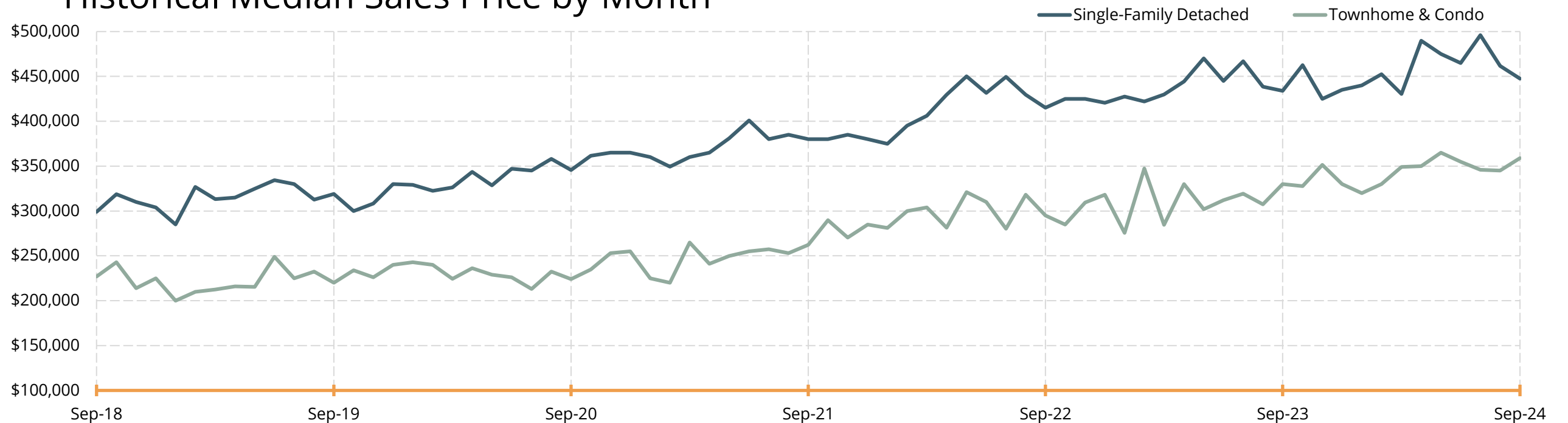


Source: Virginia REALTORS®, data accessed October 15, 2024

# Median Sales Price

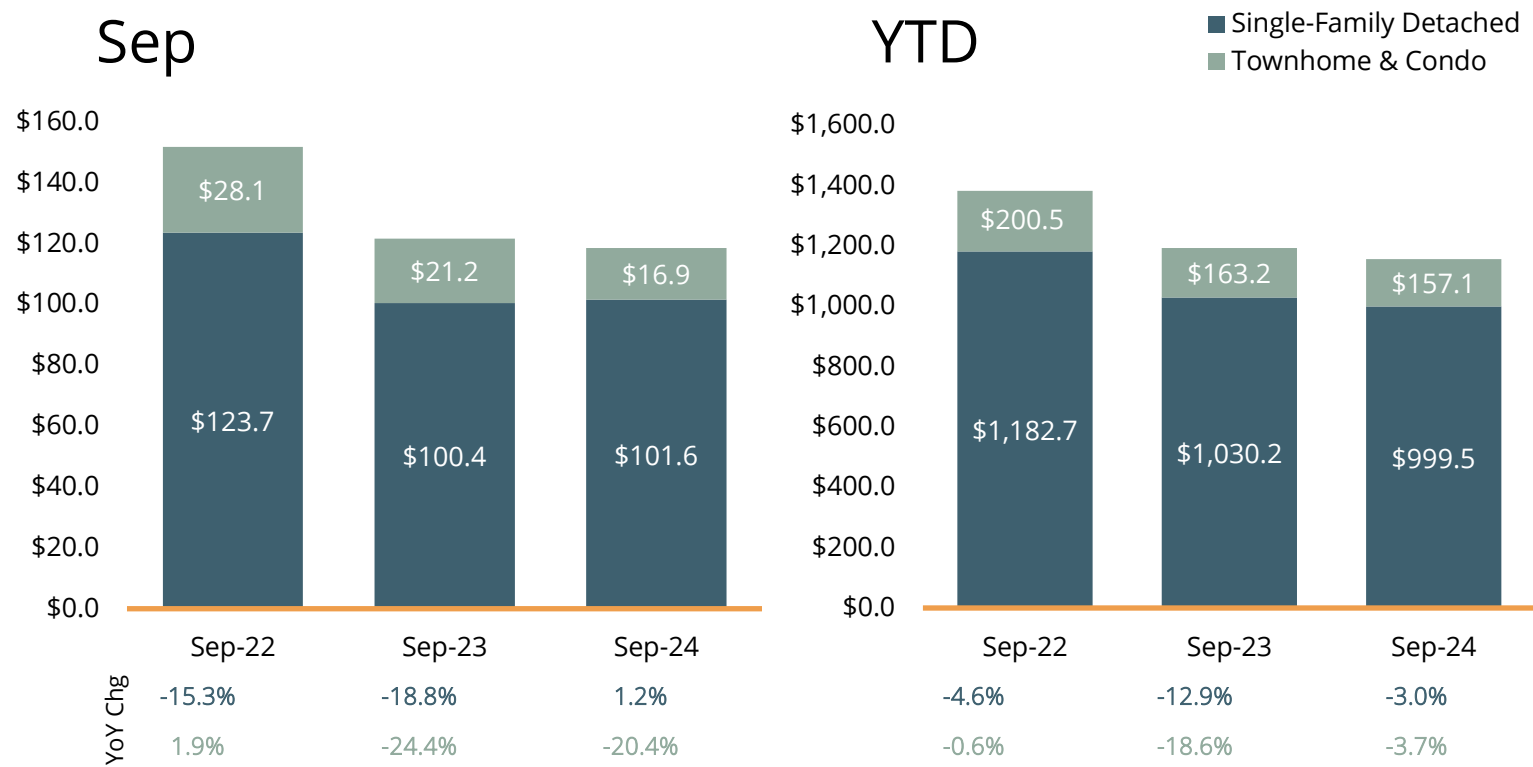


## Historical Median Sales Price by Month



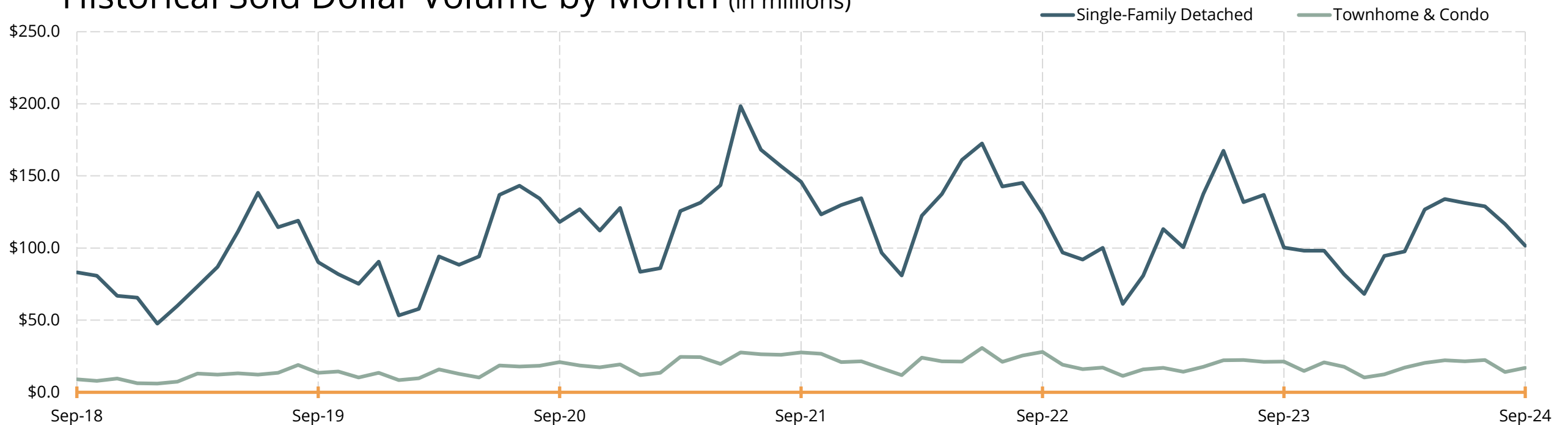
Source: Virginia REALTORS®, data accessed October 15, 2024

# Sold Dollar Volume (in millions)



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jun-24	\$131.2	-21.7%	\$21.5	-3.5%
Jul-24	\$129.0	-2.2%	\$22.4	-0.1%
Aug-24	\$116.7	-14.8%	\$14.0	-33.6%
Sep-24	\$101.6	1.2%	\$16.9	-20.4%
12-month Avg	\$106.5	-3.2%	\$17.5	-2.4%

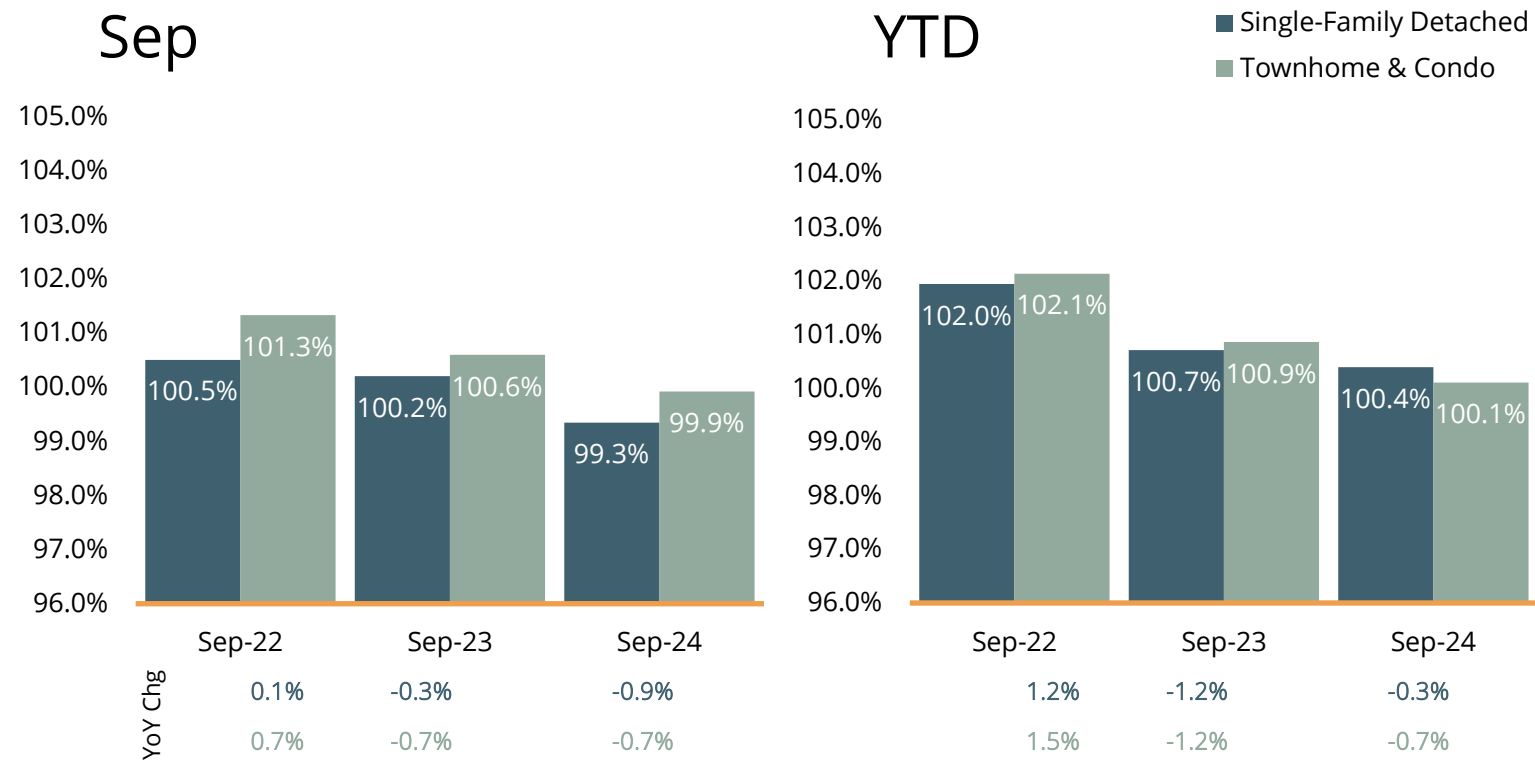
## Historical Sold Dollar Volume by Month (in millions)



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

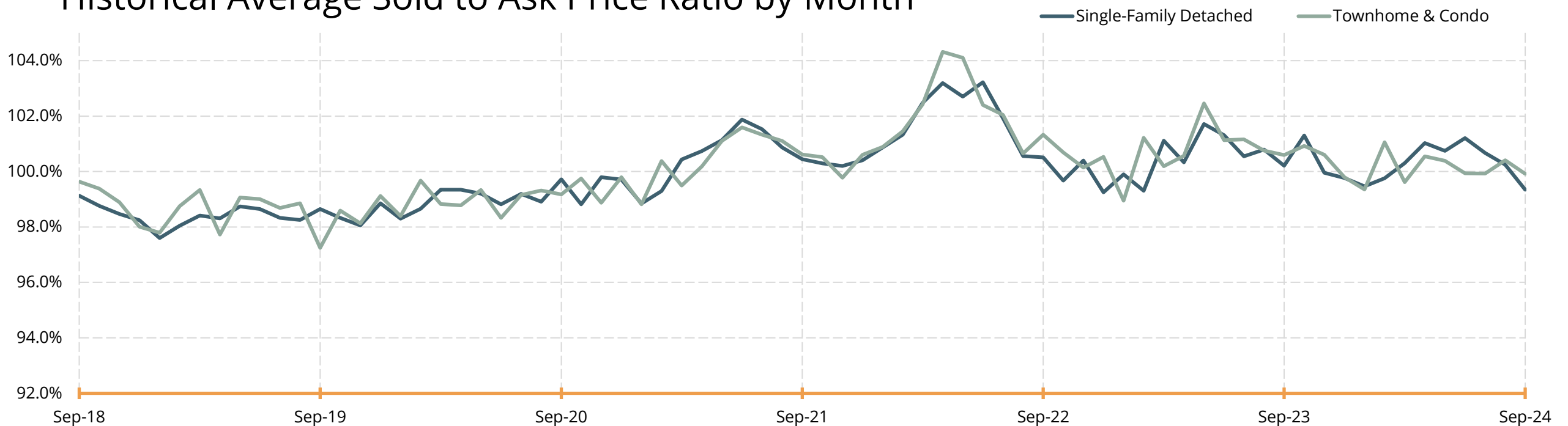


# Average Sold to Ask Price Ratio



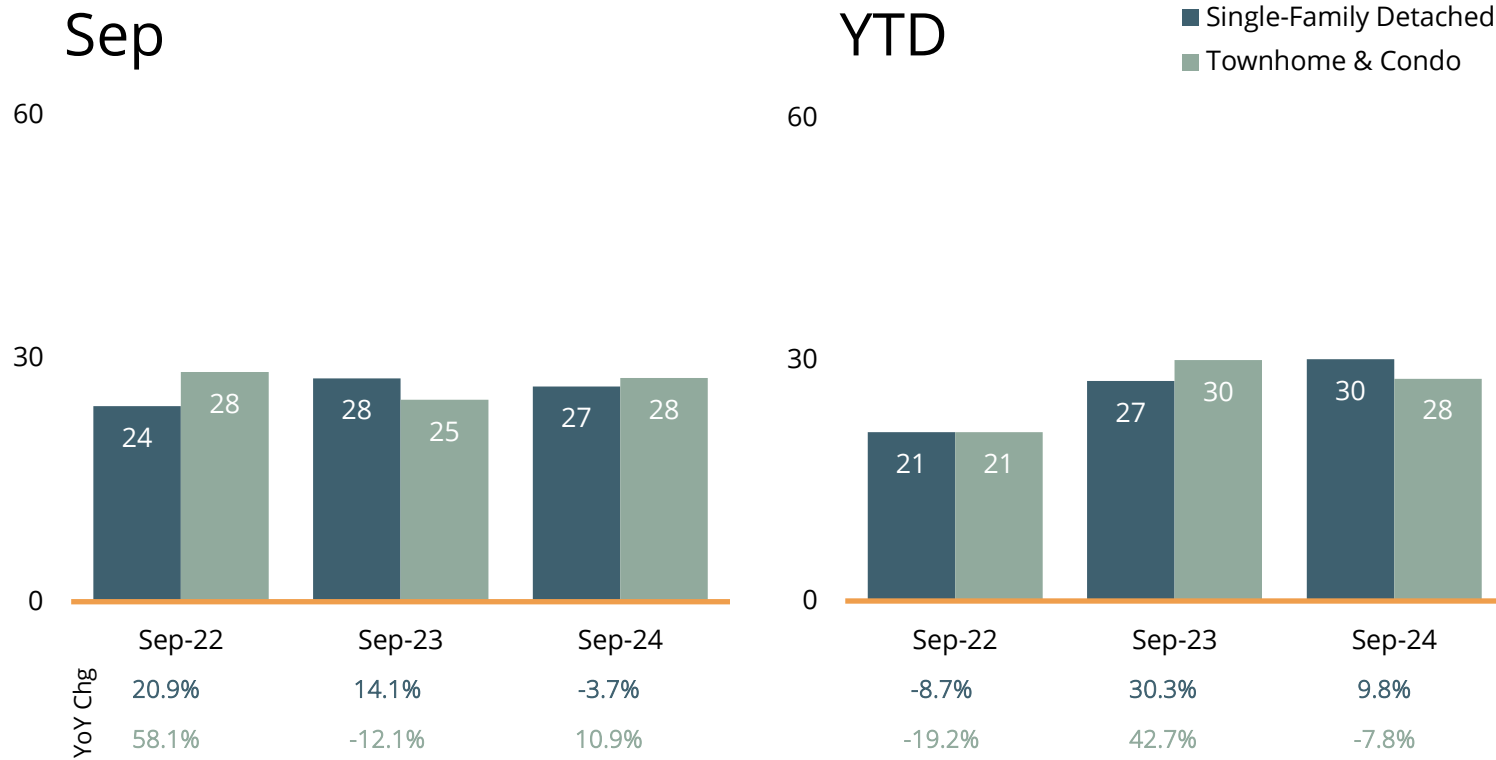
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-23	<b>101.3%</b>	1.6%	<b>100.9%</b>	0.2%
Nov-23	<b>100.0%</b>	-0.4%	<b>100.6%</b>	0.5%
Dec-23	<b>99.8%</b>	0.5%	<b>99.8%</b>	-0.7%
Jan-24	<b>99.5%</b>	-0.4%	<b>99.3%</b>	0.4%
Feb-24	<b>99.8%</b>	0.5%	<b>101.1%</b>	-0.2%
Mar-24	<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%
Jun-24	<b>101.2%</b>	-0.1%	<b>99.9%</b>	-1.2%
Jul-24	<b>100.7%</b>	0.1%	<b>99.9%</b>	-1.2%
Aug-24	<b>100.2%</b>	-0.5%	<b>100.4%</b>	-0.3%
Sep-24	<b>99.3%</b>	-0.9%	<b>99.9%</b>	-0.7%
12-month Avg	100.3%	-0.1%	100.2%	-0.5%

## Historical Average Sold to Ask Price Ratio by Month



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

# Average Days on Market



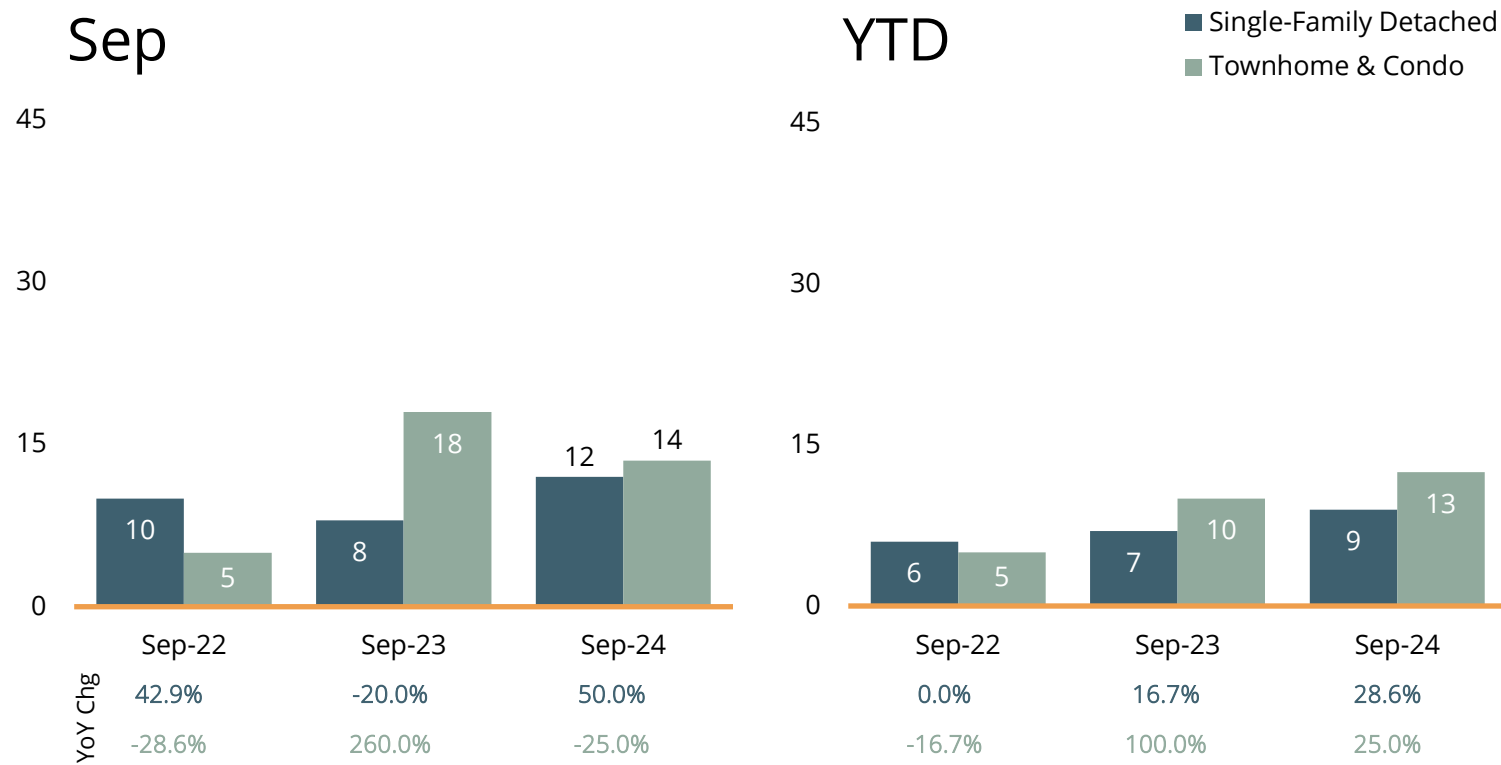
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-23	28	12.6%	24	10.1%
Nov-23	28	10.2%	35	94.0%
Dec-23	43	53.5%	37	38.4%
Jan-24	29	-10.5%	29	-19.7%
Feb-24	32	-20.9%	19	-68.8%
Mar-24	46	29.7%	38	15.2%
Apr-24	31	30.0%	26	-17.6%
May-24	30	44.3%	28	57.3%
Jun-24	23	-0.6%	30	29.5%
Jul-24	25	-0.1%	18	-13.1%
Aug-24	29	16.1%	35	10.5%
Sep-24	27	-3.7%	28	10.9%
12-month Avg	31	11.7%	29	0.2%

## Historical Average Days on Market



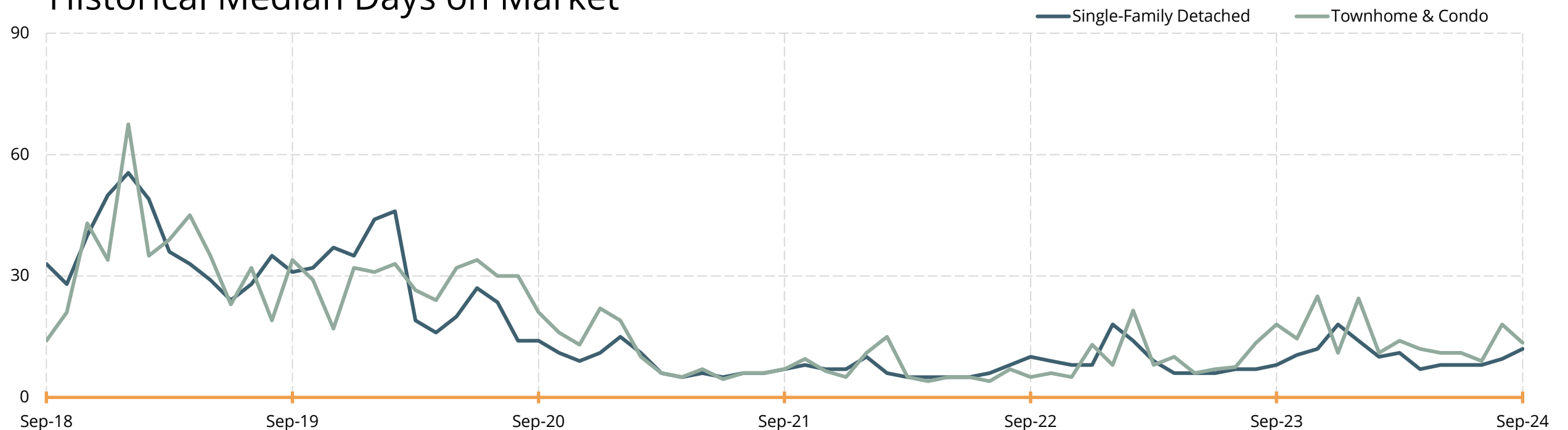
Source: Virginia REALTORS®, data accessed October 15, 2024

# Median Days on Market

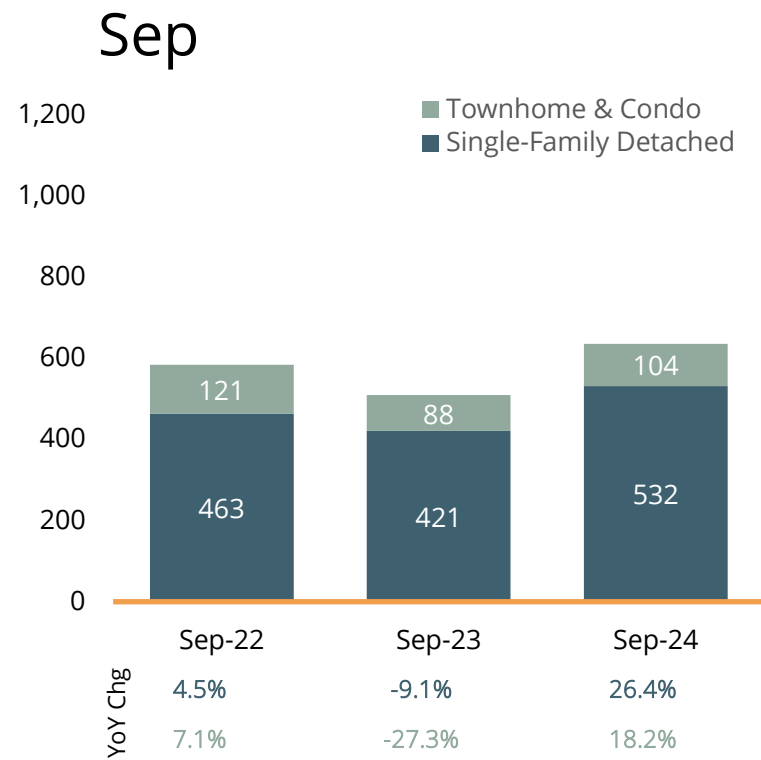


Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-23	11	16.7%	15	141.7%
Nov-23	12	50.0%	25	400.0%
Dec-23	18	125.0%	11	-15.4%
Jan-24	14	-22.2%	25	206.3%
Feb-24	10	-28.6%	11	-48.8%
Mar-24	11	22.2%	14	75.0%
Apr-24	7	16.7%	12	20.0%
May-24	8	33.3%	11	83.3%
Jun-24	8	33.3%	11	57.1%
Jul-24	8	14.3%	9	20.0%
Aug-24	10	35.7%	18	33.3%
Sep-24	12	50.0%	14	-25.0%
12-month Avg	11	20.8%	15	41.3%

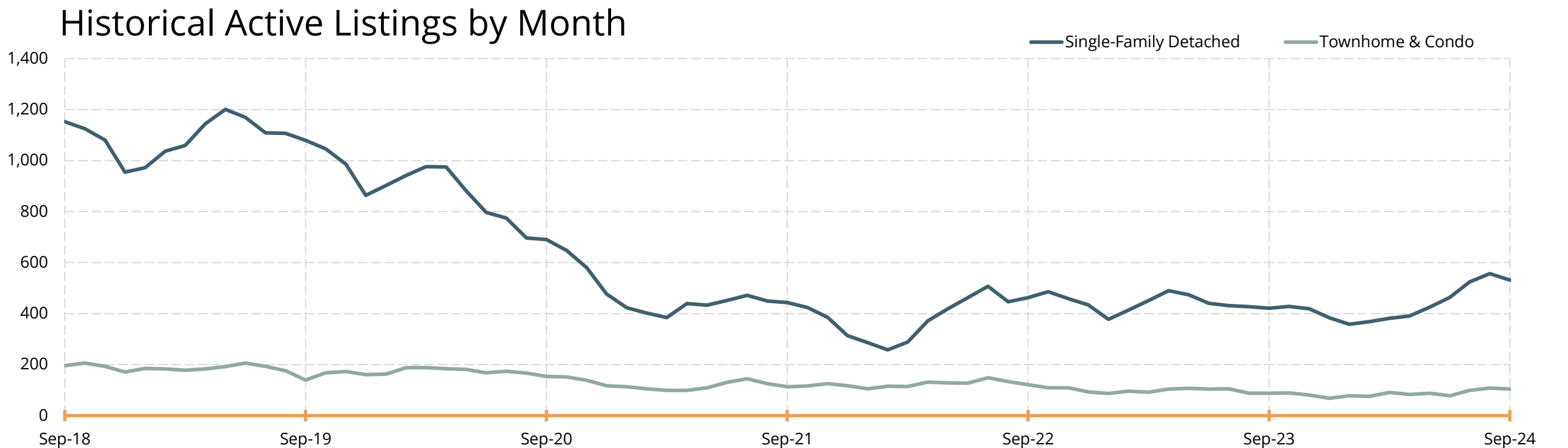
## Historical Median Days on Market



# Active Listings



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jun-24	464	5.5%	78	-25.0%
Jul-24	524	21.6%	99	-5.7%
Aug-24	557	30.4%	108	22.7%
Sep-24	532	26.4%	104	18.2%
12-month Avg	436	-1.4%	87	-11.8%

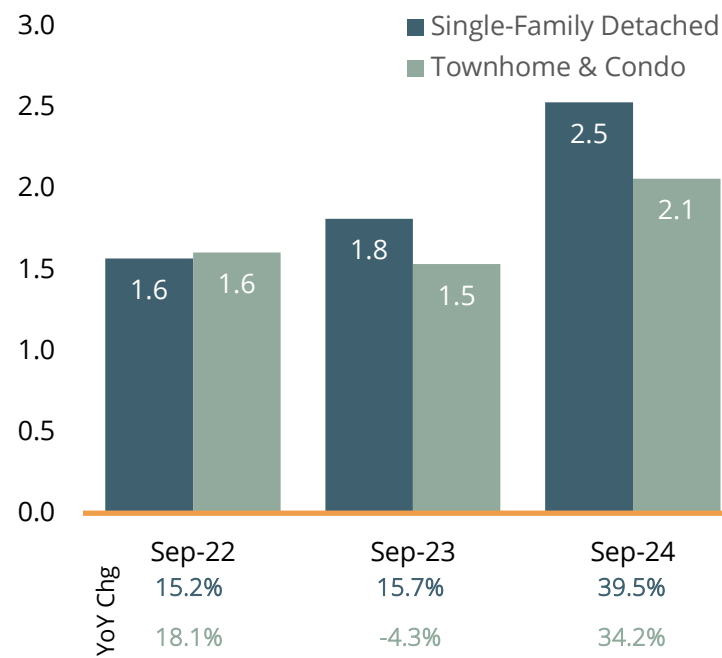


Source: Virginia REALTORS®, data accessed October 15, 2024

# Months of Supply

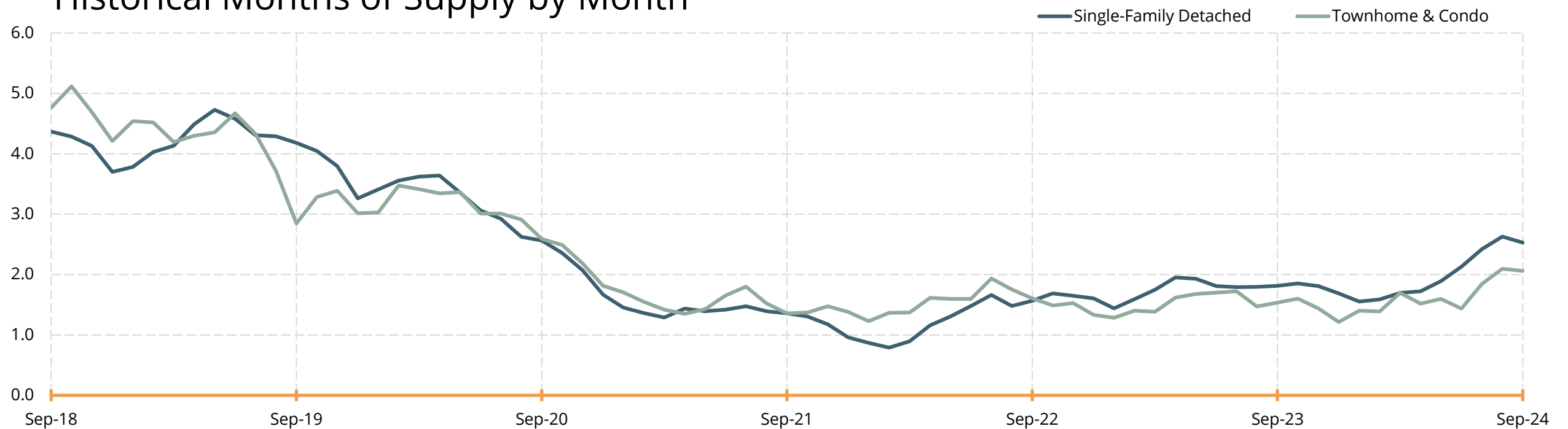


Sep



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jun-24	2.1	17.8%	1.4	-15.6%
Jul-24	2.4	34.9%	1.8	7.0%
Aug-24	2.6	46.5%	2.1	42.2%
Sep-24	2.5	39.5%	2.1	34.2%
12-month Avg	2.0	13.0%	1.6	6.3%

## Historical Months of Supply by Month



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

# Area Overview - Total Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg
James City County	134	<b>129</b>	-3.7%	125	<b>106</b>	-15.2%	\$459,602	<b>\$574,507</b>	25.0%	\$410,000	<b>\$460,000</b>	12.2%	203	<b>284</b>	39.9%	1.7	<b>2.3</b>	39.6%
Williamsburg	26	<b>23</b>	-11.5%	26	<b>18</b>	-30.8%	\$420,751	<b>\$350,222</b>	-16.8%	\$357,975	<b>\$362,000</b>	1.1%	48	<b>47</b>	-2.1%	2.0	<b>2.3</b>	14.9%
York County	74	<b>68</b>	-8.1%	81	<b>78</b>	-3.7%	\$422,704	<b>\$471,171</b>	11.5%	\$401,990	<b>\$425,140</b>	5.8%	126	<b>178</b>	41.3%	1.4	<b>2.4</b>	73.4%
New Kent County	60	<b>43</b>	-28.3%	42	<b>37</b>	-11.9%	\$440,213	<b>\$363,260</b>	-17.5%	\$403,898	<b>\$375,000</b>	-7.2%	122	<b>119</b>	-2.5%	2.4	<b>2.9</b>	18.7%
Charles City County	6	<b>5</b>	-16.7%	2	<b>4</b>	100.0%	\$249,500	<b>\$279,875</b>	12.2%	\$249,500	<b>\$282,500</b>	13.2%	10	<b>8</b>	-20.0%	3.0	<b>2.3</b>	-22.0%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price TYD			Median Sales Price TYD			Active Listings YTD		
	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg
James City County	1,276	<b>1,430</b>	12.1%	1,116	<b>1,145</b>	2.6%	\$488,314	<b>\$516,677</b>	5.8%	\$440,000	<b>\$445,000</b>	1.1%	203	<b>284</b>	39.9%
Williamsburg	304	<b>205</b>	-32.6%	232	<b>160</b>	-31.0%	\$391,780	<b>\$433,184</b>	10.6%	\$360,000	<b>\$398,635</b>	10.7%	48	<b>47</b>	-2.1%
York County	777	<b>786</b>	1.2%	854	<b>720</b>	-15.7%	\$433,355	<b>\$453,440</b>	4.6%	\$406,000	<b>\$420,000</b>	3.4%	126	<b>178</b>	41.3%
New Kent County	585	<b>485</b>	-17.1%	415	<b>350</b>	-15.7%	\$423,891	<b>\$456,276</b>	7.6%	\$394,670	<b>\$423,745</b>	7.4%	122	<b>119</b>	-2.5%
Charles City County	42	<b>45</b>	7.1%	25	<b>36</b>	44.0%	\$434,218	<b>\$323,740</b>	-25.4%	\$270,000	<b>\$287,500</b>	6.5%	10	<b>8</b>	-20.0%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg
James City County	108	<b>101</b>	-6.5%	96	<b>87</b>	-9.4%	\$500,488	<b>\$625,045</b>	24.9%	\$457,500	<b>\$505,000</b>	10.4%	163	<b>226</b>	38.7%	1.6	<b>2.3</b>	40.4%
Williamsburg	15	<b>16</b>	6.7%	17	<b>9</b>	-47.1%	\$460,073	<b>\$334,111</b>	-27.4%	\$415,000	<b>\$364,000</b>	-12.3%	31	<b>31</b>	0.0%	2.0	<b>2.4</b>	20.9%
York County	58	<b>57</b>	-1.7%	59	<b>62</b>	5.1%	\$450,705	<b>\$498,190</b>	10.5%	\$451,215	<b>\$486,553</b>	7.8%	103	<b>157</b>	52.4%	1.5	<b>2.7</b>	83.0%
New Kent County	56	<b>39</b>	-30.4%	39	<b>33</b>	-15.4%	\$447,091	<b>\$370,546</b>	-17.1%	\$414,524	<b>\$380,480</b>	-8.2%	114	<b>110</b>	-3.5%	2.6	<b>3.0</b>	12.9%
Charles City County	6	<b>5</b>	-16.7%	2	<b>4</b>	100.0%	\$249,500	<b>\$279,875</b>	12.2%	\$249,500	<b>\$282,500</b>	13.2%	10	<b>8</b>	-20.0%	3.0	<b>2.3</b>	-22.0%



# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg
James City County	1,072	<b>1,186</b>	10.6%	904	<b>924</b>	2.2%	\$528,091	<b>\$555,406</b>	5.2%	\$475,000	<b>\$487,000</b>	2.5%	163	<b>226</b>	38.7%
Williamsburg	213	<b>136</b>	-36.2%	153	<b>100</b>	-34.6%	\$430,687	<b>\$488,480</b>	13.4%	\$393,000	<b>\$449,990</b>	14.5%	31	<b>31</b>	0.0%
York County	613	<b>656</b>	7.0%	676	<b>575</b>	-14.9%	\$463,447	<b>\$481,264</b>	3.8%	\$439,630	<b>\$455,000</b>	3.5%	103	<b>157</b>	52.4%
New Kent County	520	<b>442</b>	-15.0%	371	<b>325</b>	-12.4%	\$438,619	<b>\$467,605</b>	6.6%	\$405,175	<b>\$434,000</b>	7.1%	114	<b>110</b>	-3.5%
Charles City County	42	<b>45</b>	7.1%	25	<b>36</b>	44.0%	\$434,218	<b>\$323,740</b>	-25.4%	\$270,000	<b>\$287,500</b>	6.5%	10	<b>8</b>	-20.0%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg
James City County	26	<b>28</b>	7.7%	29	<b>19</b>	-34.5%	\$324,254	<b>\$343,095</b>	5.8%	\$315,000	<b>\$300,000</b>	-4.8%	40	<b>58</b>	45.0%	1.8	<b>2.4</b>	36.1%
Williamsburg	11	<b>7</b>	-36.4%	9	<b>9</b>	0.0%	\$346,477	<b>\$366,333</b>	5.7%	\$345,000	<b>\$360,000</b>	4.3%	17	<b>16</b>	-5.9%	2.1	<b>2.2</b>	4.7%
York County	16	<b>11</b>	-31.3%	22	<b>16</b>	-27.3%	\$347,613	<b>\$366,474</b>	5.4%	\$327,500	<b>\$376,253</b>	14.9%	23	<b>21</b>	-8.7%	1.2	<b>1.4</b>	21.6%
New Kent County	4	<b>4</b>	0.0%	3	<b>4</b>	33.3%	\$350,798	<b>\$303,158</b>	-13.6%	\$349,525	<b>\$298,133</b>	-14.7%	8	<b>9</b>	12.5%	1.2	<b>2.3</b>	86.7%
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		
	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg
James City County	204	<b>244</b>	19.6%	212	<b>221</b>	4.2%	\$320,324	<b>\$357,341</b>	11.6%	\$320,000	<b>\$346,000</b>	8.1%	40	<b>58</b>	45.0%
Williamsburg	91	<b>69</b>	-24.2%	79	<b>60</b>	-24.1%	\$317,370	<b>\$343,442</b>	8.2%	\$313,500	<b>\$350,000</b>	11.6%	17	<b>16</b>	-5.9%
York County	164	<b>130</b>	-20.7%	178	<b>145</b>	-18.5%	\$318,090	<b>\$343,681</b>	8.0%	\$315,000	<b>\$354,500</b>	12.5%	23	<b>21</b>	-8.7%
New Kent County	65	<b>43</b>	-33.8%	44	<b>25</b>	-43.2%	\$299,197	<b>\$308,999</b>	3.3%	\$287,555	<b>\$307,990</b>	7.1%	8	<b>9</b>	12.5%
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



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

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