

# **WAAR** WILLIAMSBURG

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# WAAR Market Indicators Report



## Key Market Trends: January 2025

- After going up the last three months of 2024, sales fell at the beginning of this year. Home sales activity dropped 14.8% in the WAAR region, bringing the total sale count to 150 in January, 26 fewer than the year before. Sales decreased in James City County with 18 fewer sales than last year (-21.4%). The only market where sales went up was New Kent County with two more sales than a year ago (+10.5%).
- Pending sales were down in the WAAR area this month. There were 170 pending sales in the region, decreasing by 9.1%, which is 17 fewer pending sales compared to last year. All local markets experienced a drop-off in activity with Charles City County (-66.7%) and New Kent County (-8.9%) seeing the sharpest declines in pending sales.
- Median prices continued to rise across the WAAR region as the 2025 market began. The regionwide median sales price was \$433,500 at the start of the year, \$29,318 more than the year before, increasing by 7.3%. For homes sold in New Kent County, the median price fell 6.1%, which is \$25,660 less than a year ago. Williamsburg saw a 48.7% surge in the median home price, bringing the median price up \$154,000 from the previous year.
- The new year started with more active listings in the WAAR market. There were 533 listings at the end of January across the footprint, up 22.2% from a year earlier, an additional 97 listings. Listings dropped the most in Charles City County with seven fewer active listings than the year before (-58.3%). The most significant listing gain occurred in James City County with 54 more listings on the market compared to last year (+32.5%).



### WAAR Market Dashboard

| YoY Chg  | Jan-25    | Indicator                        |
|----------|-----------|----------------------------------|
| ▼ -14.8% | 150       | Sales                            |
| ▼ -9.1%  | 170       | Pending Sales                    |
| ▲ 11.5%  | 271       | New Listings                     |
| ▲ 6.6%   | \$476,734 | Average List Price               |
| ▲ 7.5%   | \$478,179 | Average Sales Price              |
| ▲ 7.3%   | \$433,500 | Median Sales Price               |
| ▲ 11.9%  | \$227     | Average Price Per Square Foot    |
| ▼ -8.4%  | \$71.7    | Sold Dollar Volume (in millions) |
| ▲ 0.8%   | 100.2%    | Average Sold/Ask Price Ratio     |
| ▲ 26.8%  | 37        | Average Days on Market           |
| ▲ 9.1%   | 18        | Median Days on Market            |
| ▲ 22.2%  | 533       | Active Listings                  |
| ▲ 31.5%  | 2.0       | 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.**

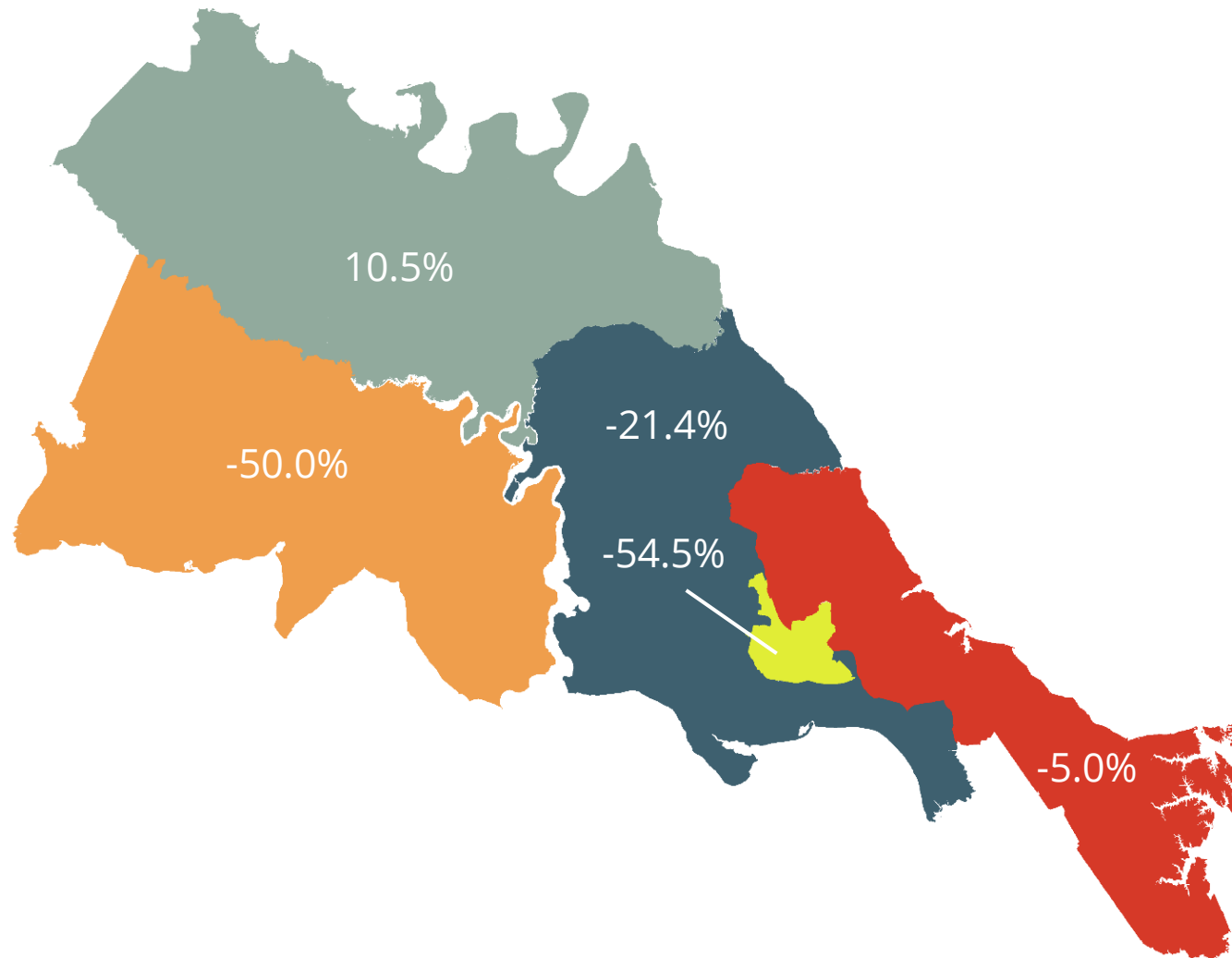
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - WAAR Footprint



| <i>Jurisdiction</i> | Total Sales |            |               |
|---------------------|-------------|------------|---------------|
|                     | Jan-24      | Jan-25     | % Chg         |
| Charles City County | 2           | 1          | -50.0%        |
| James City County   | 84          | 66         | -21.4%        |
| New Kent County     | 19          | 21         | 10.5%         |
| Williamsburg        | 11          | 5          | -54.5%        |
| York County         | 60          | 57         | -5.0%         |
| <b>WAAR</b>         | <b>176</b>  | <b>150</b> | <b>-14.8%</b> |

# Total Market Overview



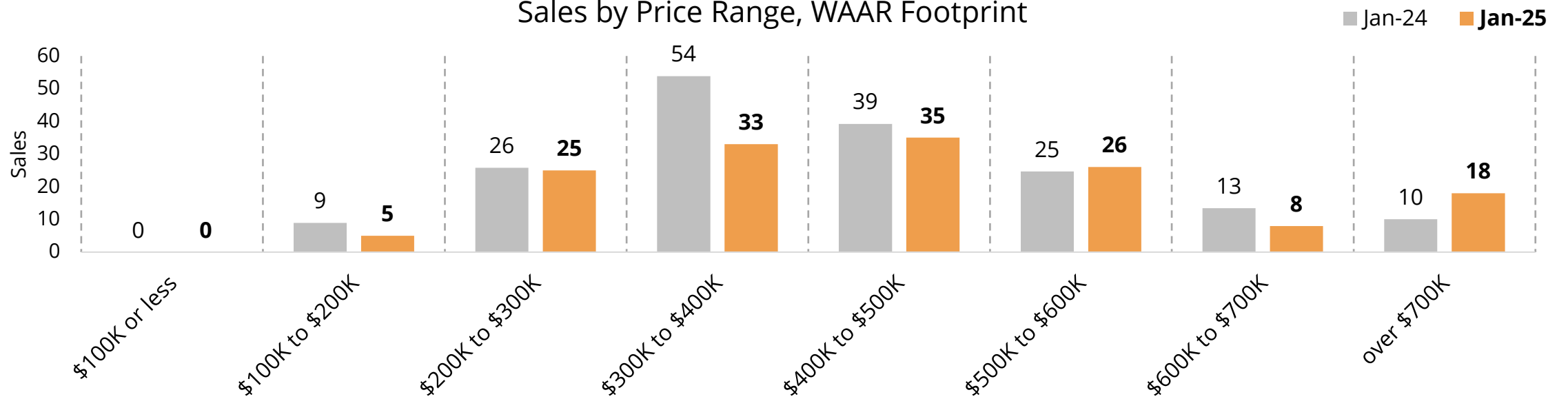
| Key Metrics                      | 2-year Trends |        | Jan-24    | Jan-25           | YoY Chg | 2024 YTD  | 2025 YTD         | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Jan-23        | Jan-25 |           |                  |         |           |                  |         |
| Sales                            |               |        | 176       | <b>150</b>       | -14.8%  | 176       | <b>150</b>       | -14.8%  |
| Pending Sales                    |               |        | 187       | <b>170</b>       | -9.1%   | 187       | <b>170</b>       | -9.1%   |
| New Listings                     |               |        | 243       | <b>271</b>       | 11.5%   | 243       | <b>271</b>       | 11.5%   |
| Average List Price               |               |        | \$447,223 | <b>\$476,734</b> | 6.6%    | \$447,223 | <b>\$476,734</b> | 6.6%    |
| Average Sales Price              |               |        | \$444,810 | <b>\$478,179</b> | 7.5%    | \$444,810 | <b>\$478,179</b> | 7.5%    |
| Median Sales Price               |               |        | \$404,183 | <b>\$433,500</b> | 7.3%    | \$404,183 | <b>\$433,500</b> | 7.3%    |
| Average Price Per Square Foot    |               |        | \$203     | <b>\$227</b>     | 11.9%   | \$203     | <b>\$227</b>     | 11.9%   |
| Sold Dollar Volume (in millions) |               |        | \$78.3    | <b>\$71.7</b>    | -8.4%   | \$78.3    | <b>\$71.7</b>    | -8.4%   |
| Average Sold/Ask Price Ratio     |               |        | 99.4%     | <b>100.2%</b>    | 0.8%    | 99.4%     | <b>100.2%</b>    | 0.8%    |
| Average Days on Market           |               |        | 29        | <b>37</b>        | 26.8%   | 29        | <b>37</b>        | 26.8%   |
| Median Days on Market            |               |        | 17        | <b>18</b>        | 9.1%    | 17        | <b>18</b>        | 9.1%    |
| Active Listings                  |               |        | 436       | <b>533</b>       | 22.2%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |        | 1.5       | <b>2.0</b>       | 31.5%   | n/a       | <b>n/a</b>       | n/a     |

Source: Virginia REALTORS®, data accessed February 15, 2025

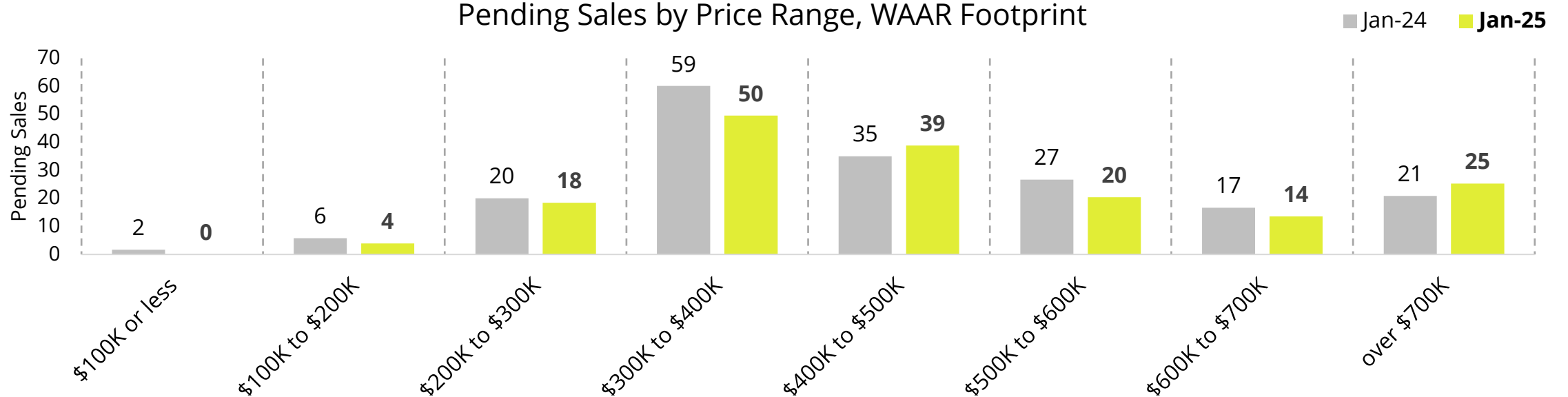
# Total Market by Price Range Overview



Sales by Price Range, WAAR Footprint



Pending Sales by Price Range, WAAR Footprint

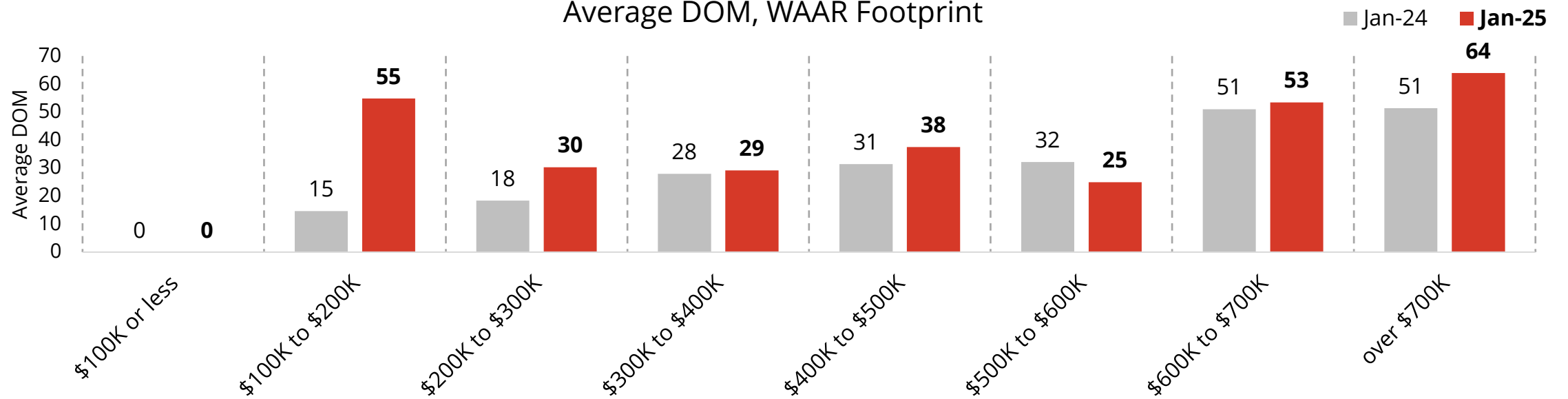


Source: Virginia REALTORS®, data accessed February 15, 2025

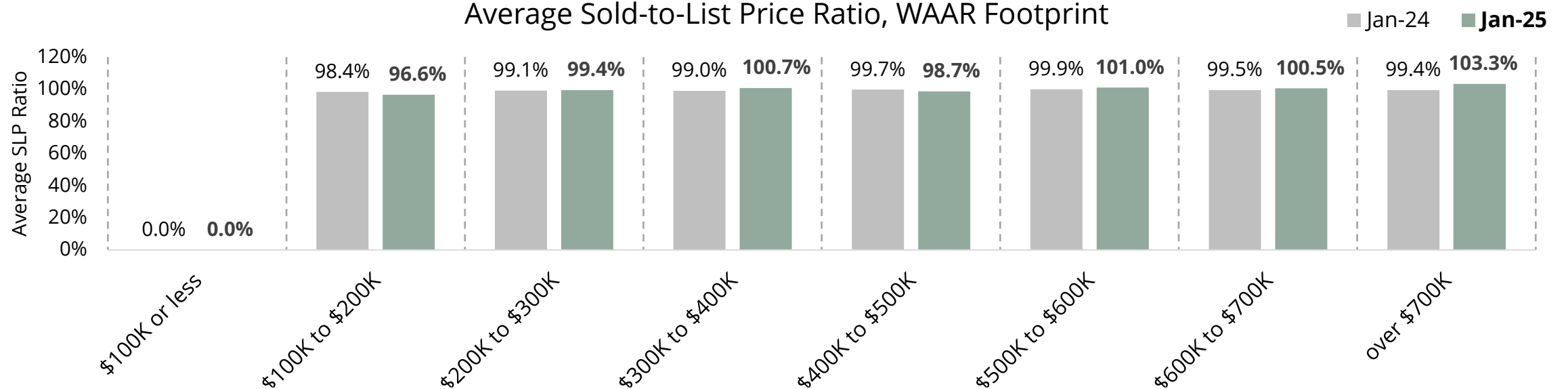
# Total Market by Price Range Overview



Average DOM, WAAR Footprint



Average Sold-to-List Price Ratio, WAAR Footprint



Source: Virginia REALTORS®, data accessed February 15, 2025

# Single-Family Detached Market Overview



| Key Metrics                      | 2-year Trends |        | Jan-24    | Jan-25           | YoY Chg | 2024 YTD  | 2025 YTD         | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Jan-23        | Jan-25 |           |                  |         |           |                  |         |
| Sales                            |               |        | 144       | <b>128</b>       | -11.1%  | 144       | <b>128</b>       | -11.1%  |
| Pending Sales                    |               |        | 167       | <b>144</b>       | -13.8%  | 167       | <b>144</b>       | -13.8%  |
| New Listings                     |               |        | 197       | <b>227</b>       | 15.2%   | 197       | <b>227</b>       | 15.2%   |
| Average List Price               |               |        | \$475,378 | <b>\$505,325</b> | 6.3%    | \$475,378 | <b>\$505,325</b> | 6.3%    |
| Average Sales Price              |               |        | \$473,038 | <b>\$507,786</b> | 7.3%    | \$473,038 | <b>\$507,786</b> | 7.3%    |
| Median Sales Price               |               |        | \$440,000 | <b>\$461,723</b> | 4.9%    | \$440,000 | <b>\$461,723</b> | 4.9%    |
| Average Price Per Square Foot    |               |        | \$205     | <b>\$229</b>     | 11.9%   | \$205     | <b>\$229</b>     | 11.9%   |
| Sold Dollar Volume (in millions) |               |        | \$68.1    | <b>\$65.0</b>    | -4.6%   | \$68.1    | <b>\$65.0</b>    | -4.6%   |
| Average Sold/Ask Price Ratio     |               |        | 99.5%     | <b>100.5%</b>    | 1.0%    | 99.5%     | <b>100.5%</b>    | 1.0%    |
| Average Days on Market           |               |        | 29        | <b>39</b>        | 33.4%   | 29        | <b>39</b>        | 33.4%   |
| Median Days on Market            |               |        | 14        | <b>18</b>        | 25.0%   | 14        | <b>18</b>        | 25.0%   |
| Active Listings                  |               |        | 358       | <b>442</b>       | 23.5%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |        | 1.6       | <b>2.1</b>       | 32.6%   | n/a       | <b>n/a</b>       | n/a     |

Source: Virginia REALTORS®, data accessed February 15, 2025



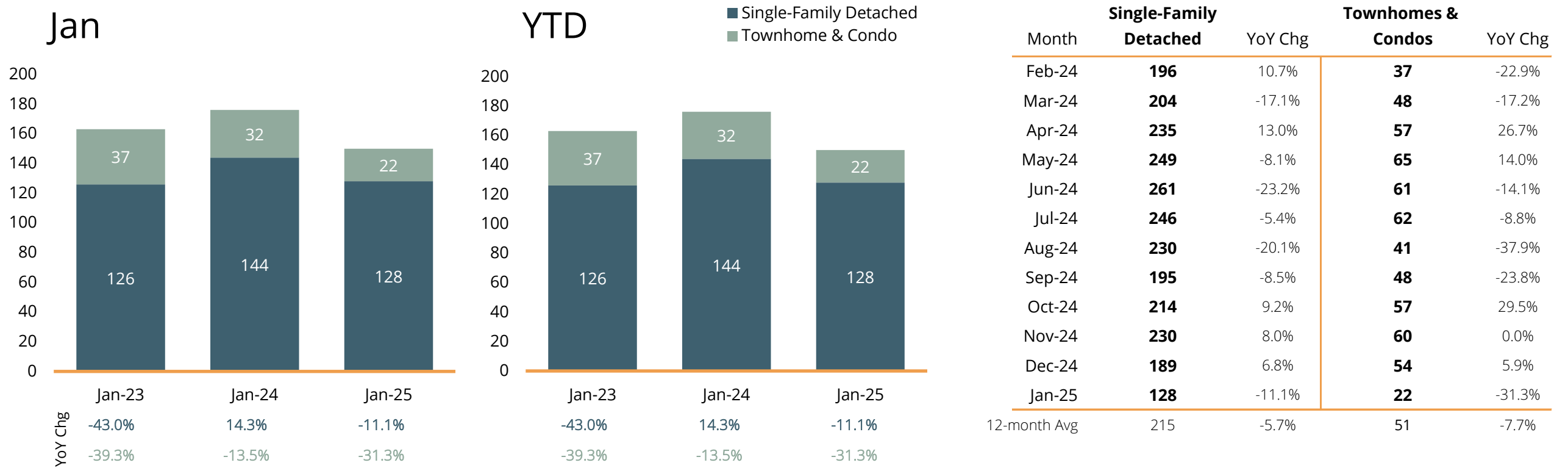
# Townhome & Condo Market Overview



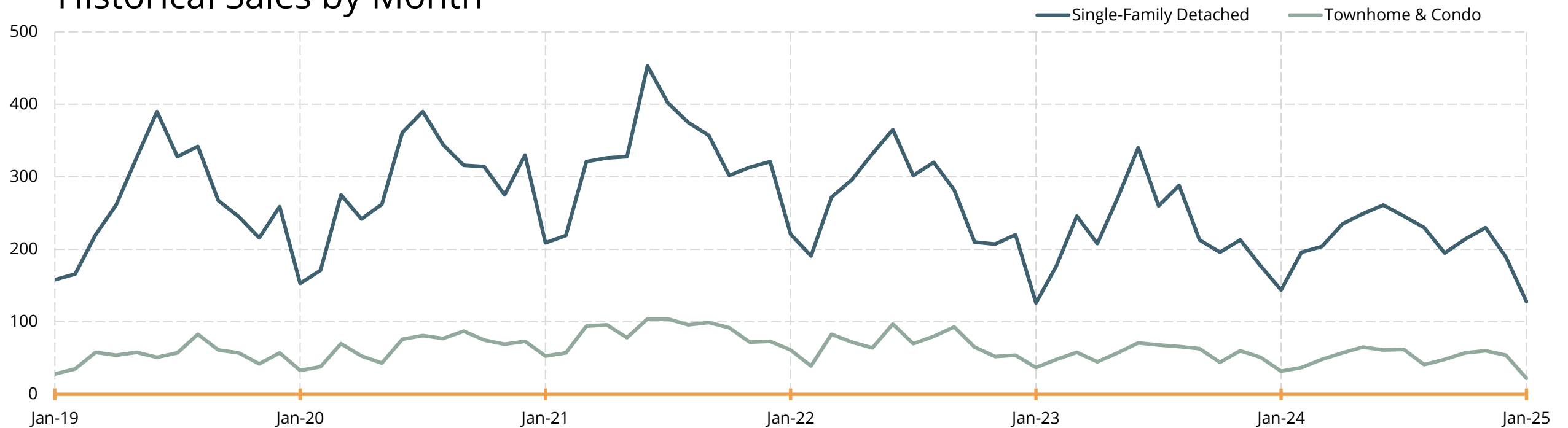
| Key Metrics                      | 2-year Trends |        | Jan-24    | Jan-25           | YoY Chg | 2024 YTD  | 2025 YTD         | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Jan-23        | Jan-25 |           |                  |         |           |                  |         |
| Sales                            |               |        | 32        | <b>22</b>        | -31.3%  | 32        | <b>22</b>        | -31.3%  |
| Pending Sales                    |               |        | 20        | <b>26</b>        | 30.0%   | 20        | <b>26</b>        | 30.0%   |
| New Listings                     |               |        | 46        | <b>44</b>        | -4.3%   | 46        | <b>44</b>        | -4.3%   |
| Average List Price               |               |        | \$320,529 | <b>\$310,386</b> | -3.2%   | \$320,529 | <b>\$310,386</b> | -3.2%   |
| Average Sales Price              |               |        | \$317,783 | <b>\$305,920</b> | -3.7%   | \$317,783 | <b>\$305,920</b> | -3.7%   |
| Median Sales Price               |               |        | \$319,950 | <b>\$295,147</b> | -7.8%   | \$319,950 | <b>\$295,147</b> | -7.8%   |
| Average Price Per Square Foot    |               |        | \$189     | <b>\$159</b>     | -15.8%  | \$189     | <b>\$159</b>     | -15.8%  |
| Sold Dollar Volume (in millions) |               |        | \$10.2    | <b>\$6.7</b>     | -33.8%  | \$10.2    | <b>\$6.7</b>     | -33.8%  |
| Average Sold/Ask Price Ratio     |               |        | 99.3%     | <b>98.6%</b>     | -0.8%   | 99.3%     | <b>98.6%</b>     | -0.8%   |
| Average Days on Market           |               |        | 29        | <b>26</b>        | -12.1%  | 29        | <b>26</b>        | -12.1%  |
| Median Days on Market            |               |        | 25        | <b>23</b>        | -8.2%   | 25        | <b>23</b>        | -8.2%   |
| Active Listings                  |               |        | 78        | <b>91</b>        | 16.7%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |        | 1.4       | <b>1.8</b>       | 26.5%   | n/a       | <b>n/a</b>       | n/a     |

Source: Virginia REALTORS®, data accessed February 15, 2025

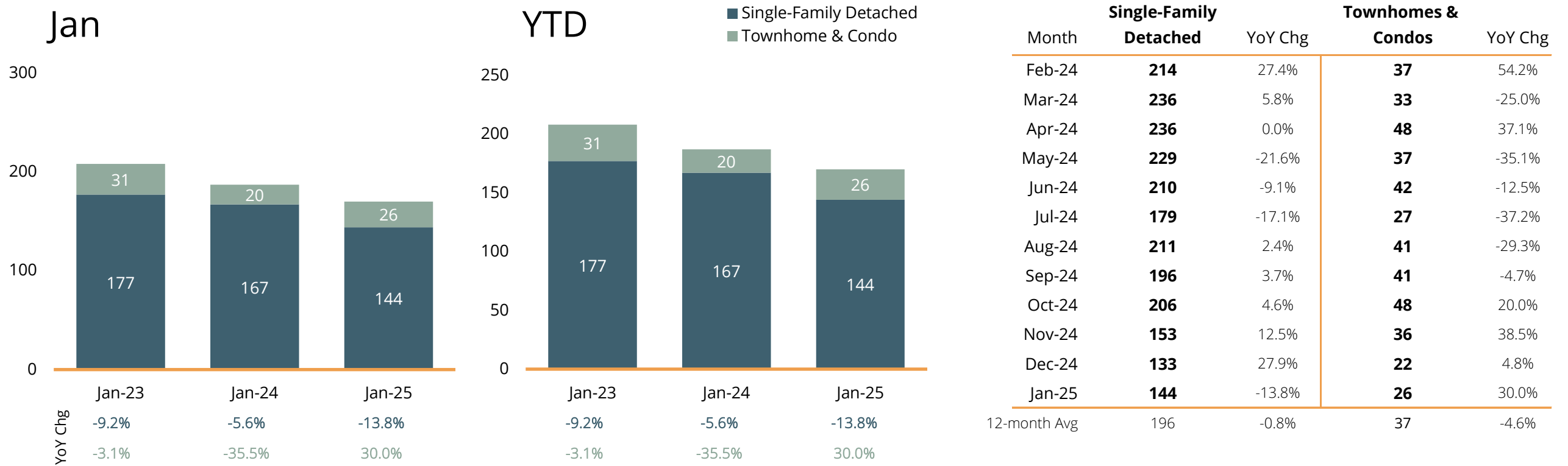
# Sales



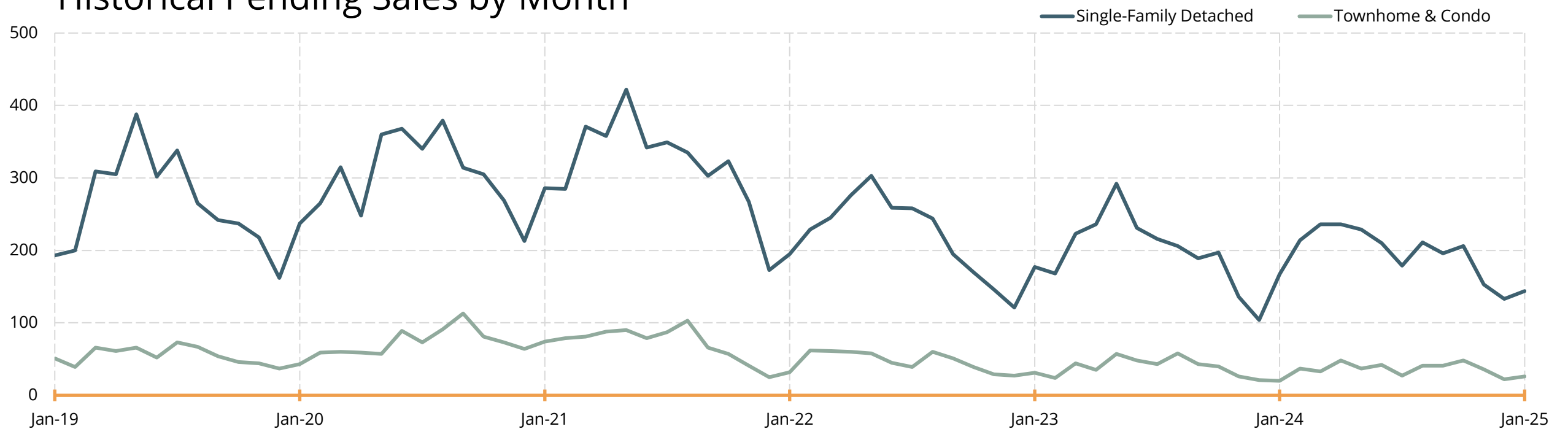
## Historical Sales by Month



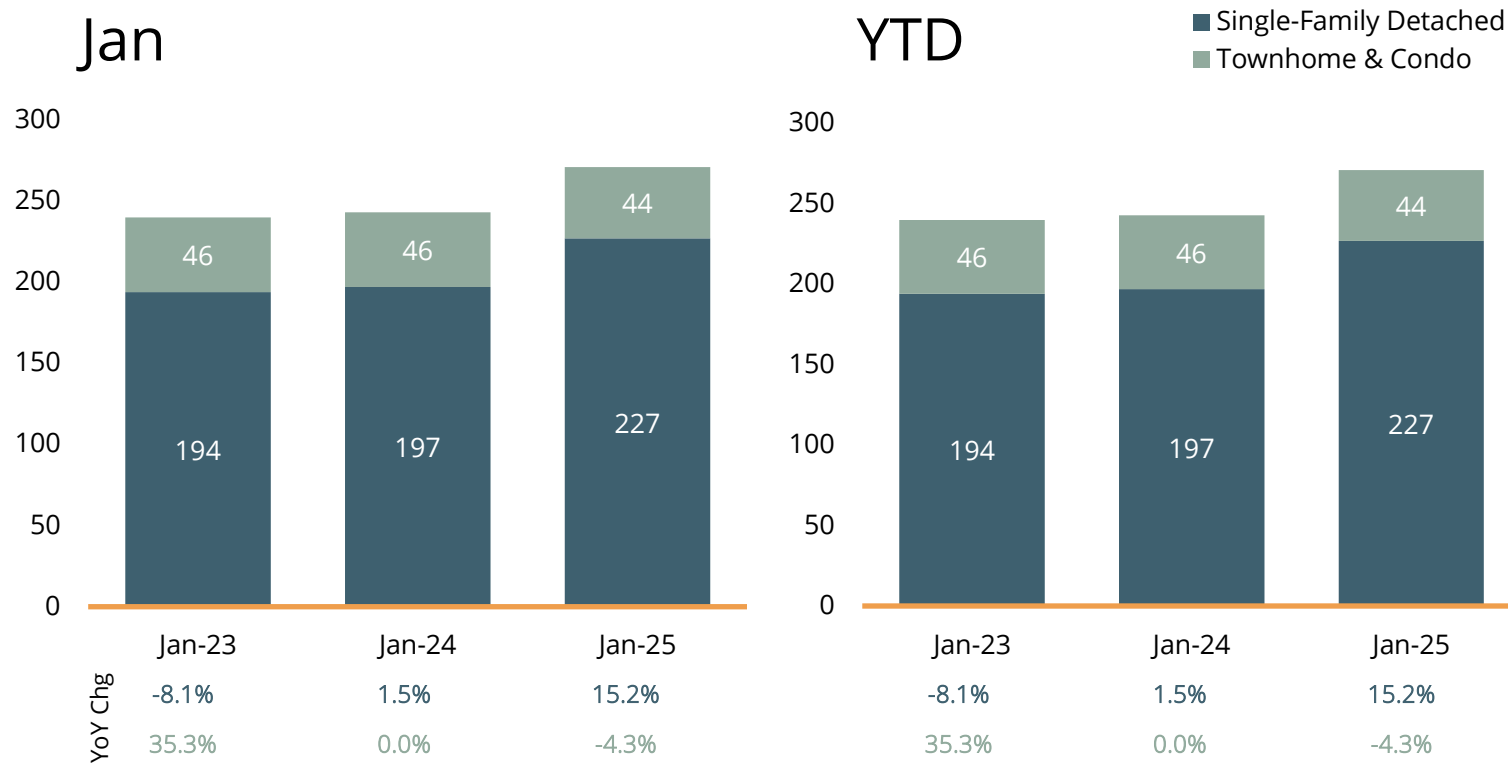
# Pending Sales



## Historical Pending Sales by Month

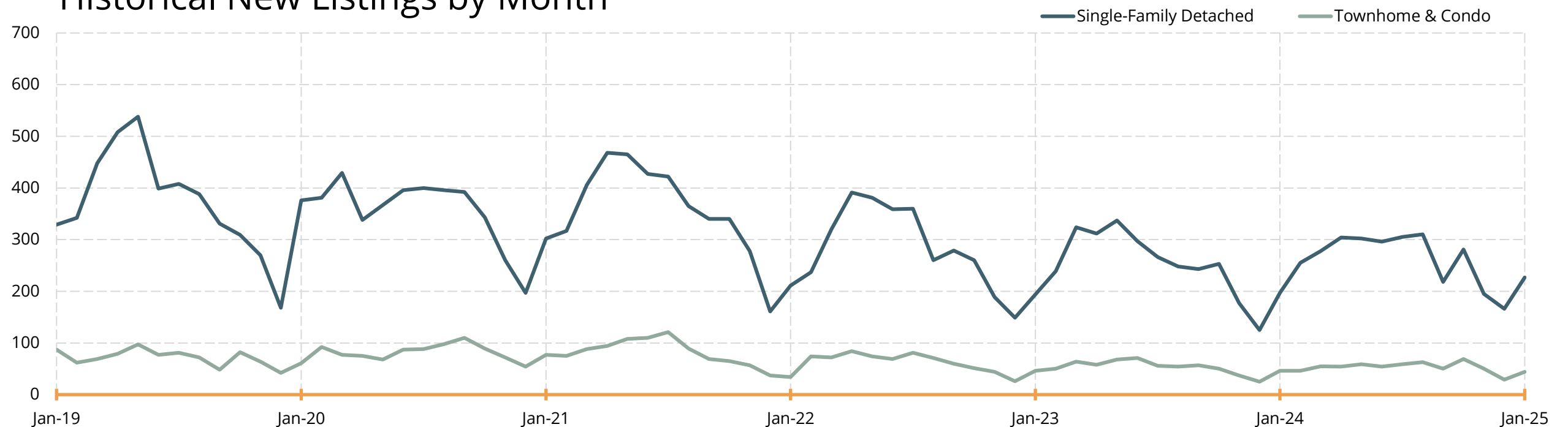


# New Listings



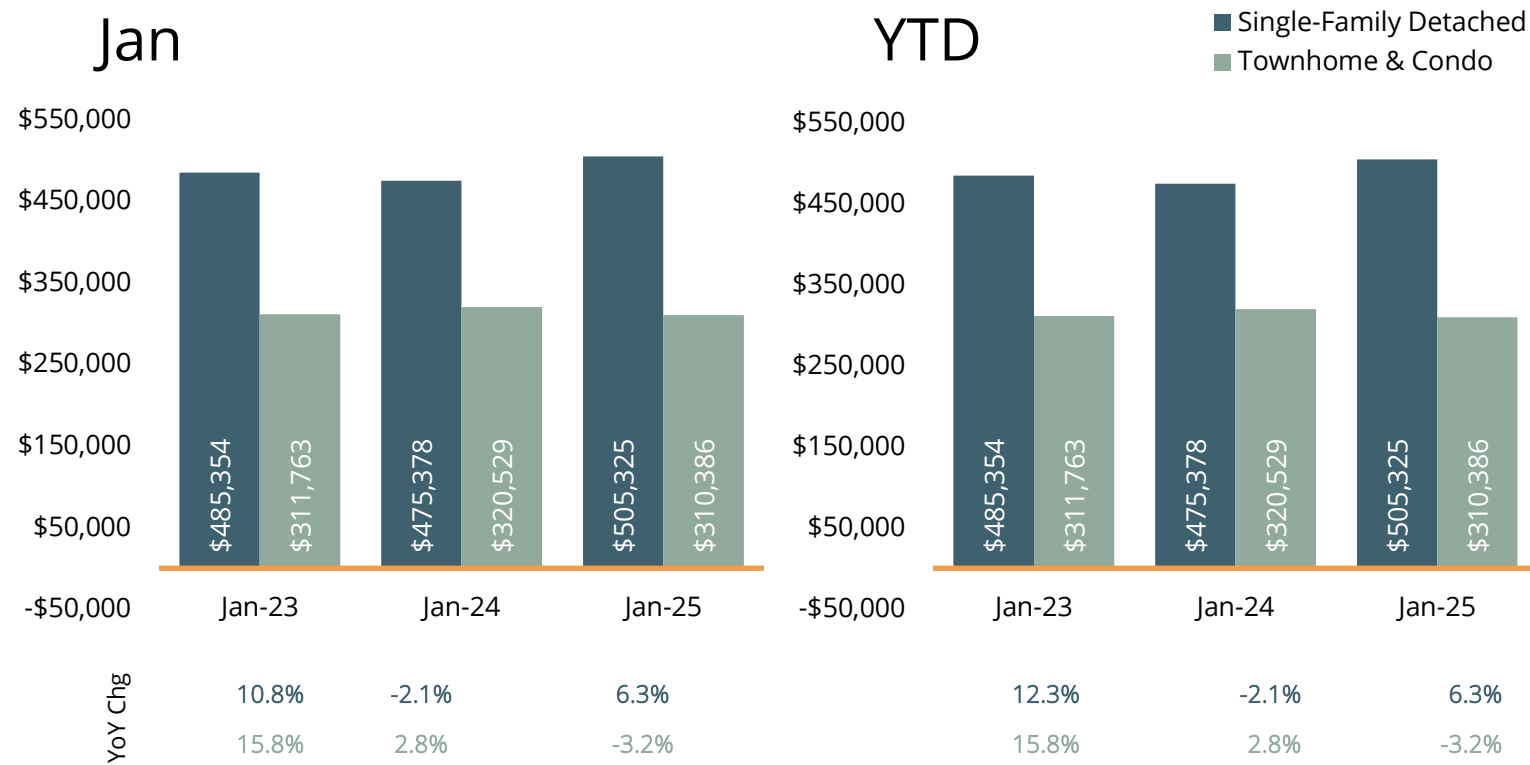
| Month        | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Feb-24       | 255                    | 6.7%    | 46                 | -8.0%   |
| Mar-24       | 278                    | -14.2%  | 55                 | -14.1%  |
| Apr-24       | 304                    | -2.6%   | 54                 | -6.9%   |
| May-24       | 302                    | -10.4%  | 59                 | -13.2%  |
| Jun-24       | 296                    | -0.3%   | 54                 | -23.9%  |
| Jul-24       | 305                    | 14.7%   | 59                 | 5.4%    |
| Aug-24       | 310                    | 25.0%   | 63                 | 16.7%   |
| Sep-24       | 218                    | -10.3%  | 50                 | -12.3%  |
| Oct-24       | 281                    | 11.1%   | 69                 | 38.0%   |
| Nov-24       | 195                    | 10.2%   | 50                 | 35.1%   |
| Dec-24       | 166                    | 32.8%   | 29                 | 16.0%   |
| Jan-25       | 227                    | 15.2%   | 44                 | -4.3%   |
| 12-month Avg | 261                    | 3.9%    | 53                 | -0.6%   |

## Historical New Listings by Month



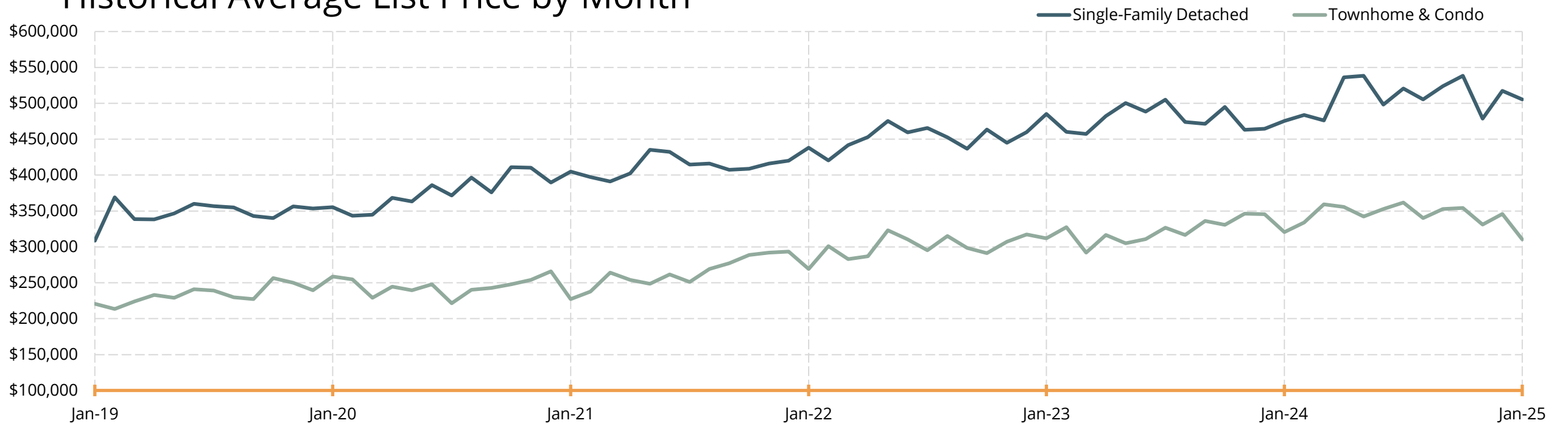
Source: Virginia REALTORS®, data accessed February 15, 2025

# Average List Price



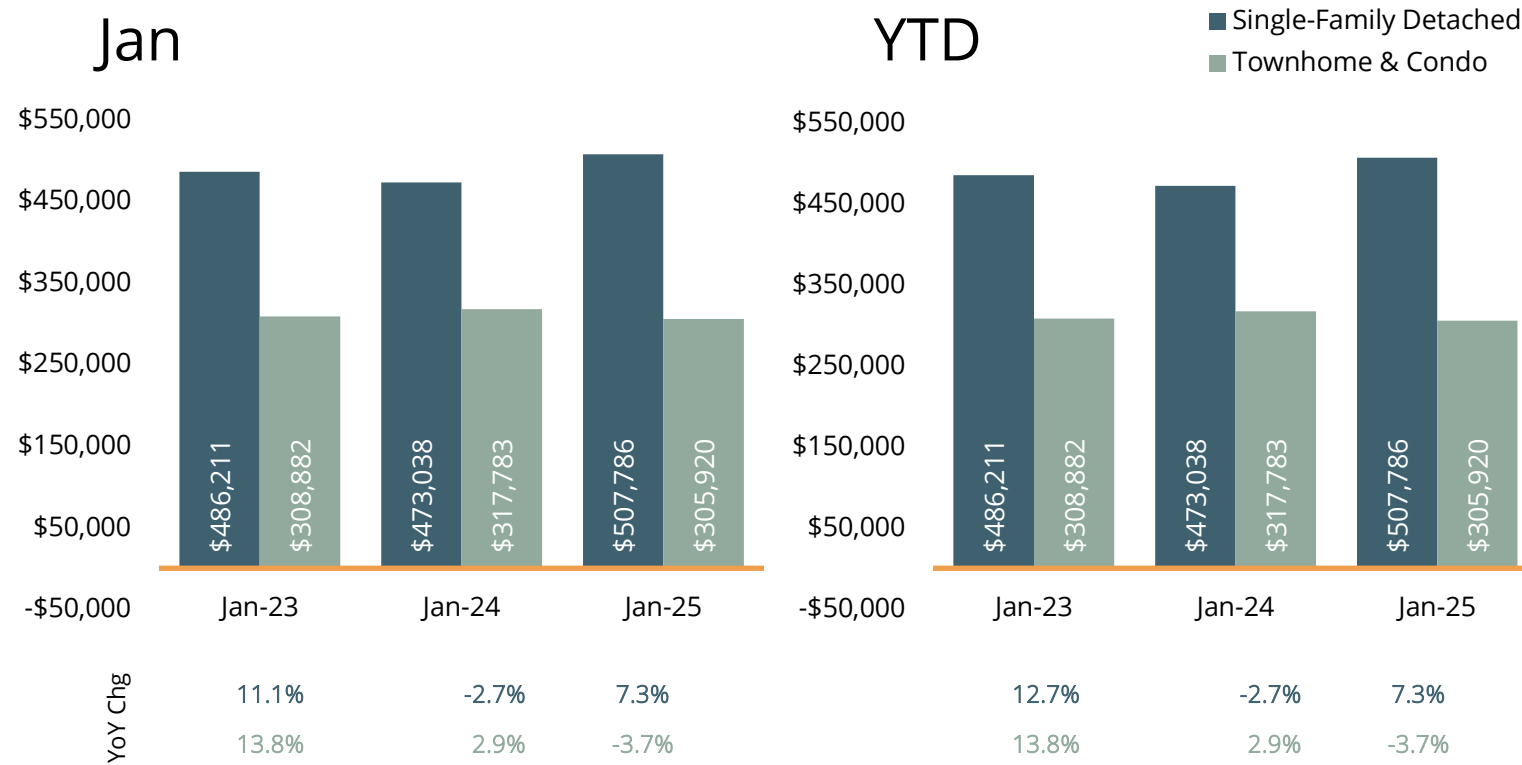
| Month        | Single-Family    |         | Townhomes & Condos |         |
|--------------|------------------|---------|--------------------|---------|
|              | Detached         | YoY Chg | Condos             | YoY Chg |
| Feb-24       | <b>\$483,727</b> | 5.1%    | <b>\$333,913</b>   | 1.9%    |
| Mar-24       | <b>\$476,278</b> | 4.1%    | <b>\$359,264</b>   | 23.0%   |
| Apr-24       | <b>\$536,233</b> | 11.2%   | <b>\$355,778</b>   | 12.3%   |
| May-24       | <b>\$538,217</b> | 7.5%    | <b>\$342,159</b>   | 12.2%   |
| Jun-24       | <b>\$498,123</b> | 2.0%    | <b>\$352,744</b>   | 13.5%   |
| Jul-24       | <b>\$520,740</b> | 3.1%    | <b>\$361,792</b>   | 10.7%   |
| Aug-24       | <b>\$505,617</b> | 6.7%    | <b>\$340,261</b>   | 7.5%    |
| Sep-24       | <b>\$524,036</b> | 11.1%   | <b>\$352,775</b>   | 5.0%    |
| Oct-24       | <b>\$538,396</b> | 8.7%    | <b>\$354,253</b>   | 7.1%    |
| Nov-24       | <b>\$478,749</b> | 3.4%    | <b>\$330,960</b>   | -4.5%   |
| Dec-24       | <b>\$517,213</b> | 11.3%   | <b>\$345,729</b>   | 0.1%    |
| Jan-25       | <b>\$505,325</b> | 6.3%    | <b>\$310,386</b>   | -3.2%   |
| 12-month Avg | \$510,221        | 6.7%    | \$345,001          | 6.8%    |

## Historical Average List Price by Month



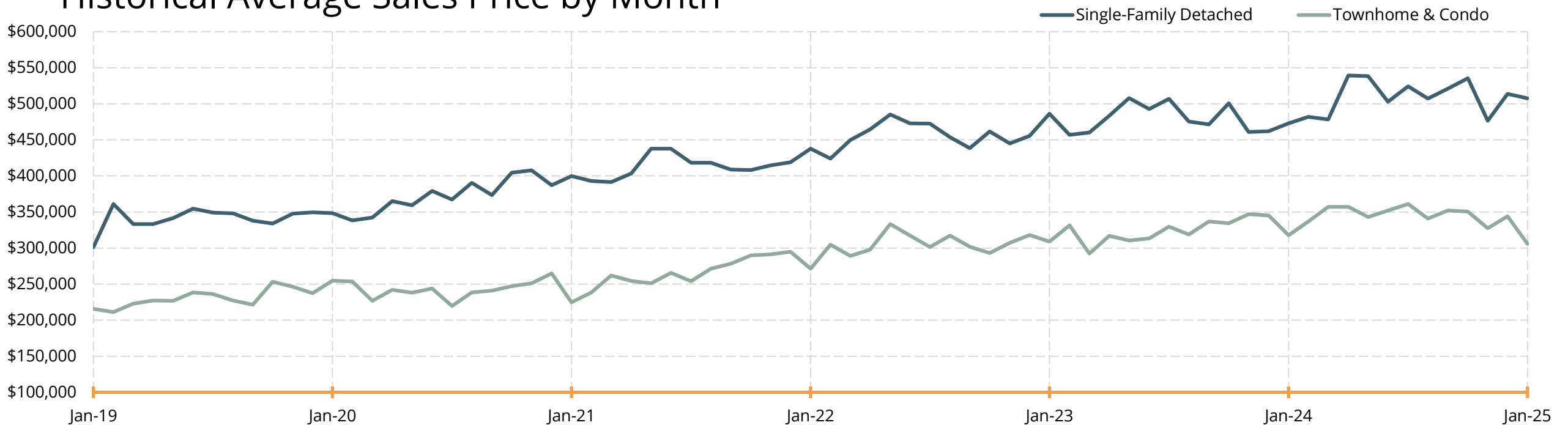
Source: Virginia REALTORS®, data accessed February 15, 2025

# Average Sales Price



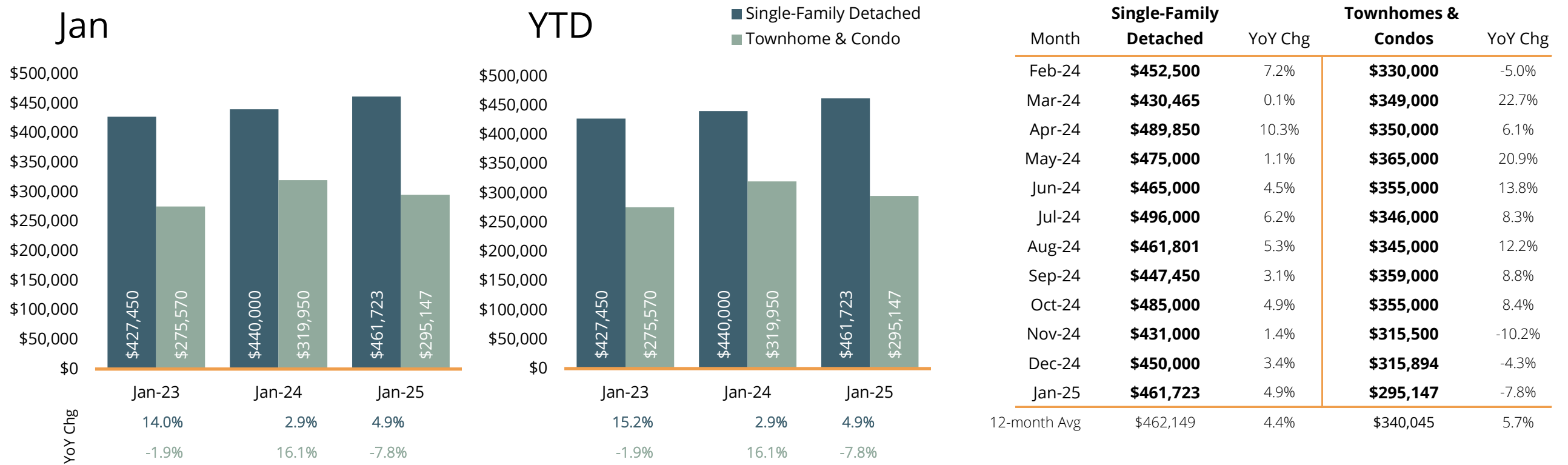
| Month        | Single-Family |         | Townhomes & Condos |         |
|--------------|---------------|---------|--------------------|---------|
|              | Detached      | YoY Chg | Condos             | YoY Chg |
| Feb-24       | \$482,103     | 5.5%    | \$336,723          | 1.6%    |
| Mar-24       | \$478,364     | 3.9%    | \$357,246          | 22.2%   |
| Apr-24       | \$539,336     | 11.6%   | \$357,203          | 12.7%   |
| May-24       | \$538,368     | 6.0%    | \$342,864          | 10.4%   |
| Jun-24       | \$502,804     | 2.1%    | \$351,963          | 12.3%   |
| Jul-24       | \$524,216     | 3.4%    | \$361,068          | 9.5%    |
| Aug-24       | \$507,370     | 6.7%    | \$340,874          | 6.9%    |
| Sep-24       | \$521,135     | 10.6%   | \$351,917          | 4.5%    |
| Oct-24       | \$535,509     | 6.9%    | \$350,642          | 4.9%    |
| Nov-24       | \$476,542     | 3.4%    | \$327,502          | -5.7%   |
| Dec-24       | \$513,758     | 11.2%   | \$344,229          | -0.3%   |
| Jan-25       | \$507,786     | 7.3%    | \$305,920          | -3.7%   |
| 12-month Avg | \$510,607     | 6.5%    | \$344,013          | 6.0%    |

## Historical Average Sales Price by Month

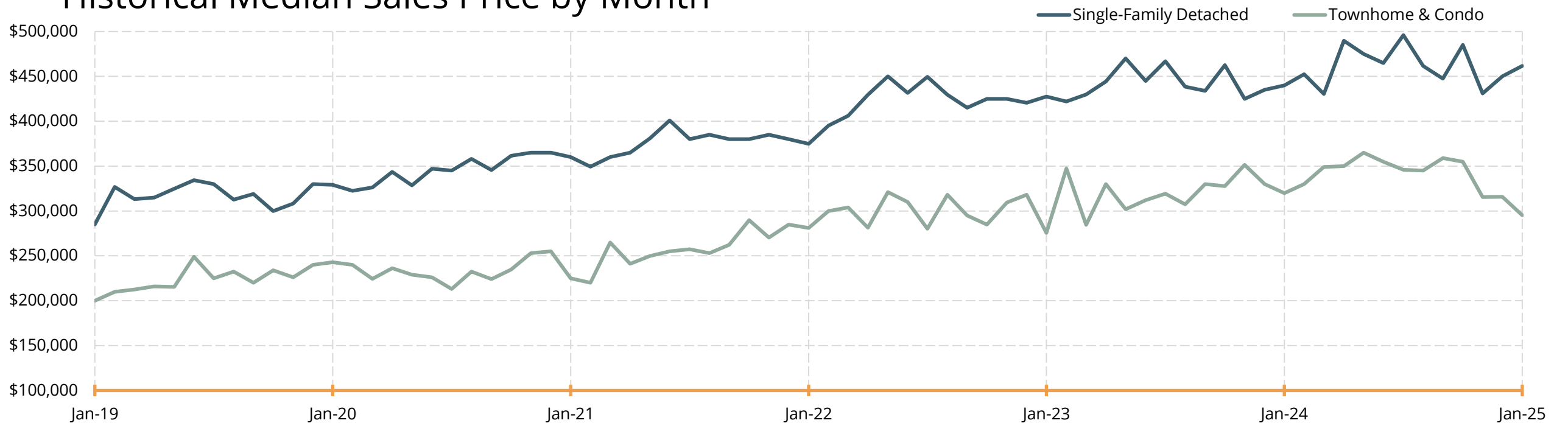


Source: Virginia REALTORS®, data accessed February 15, 2025

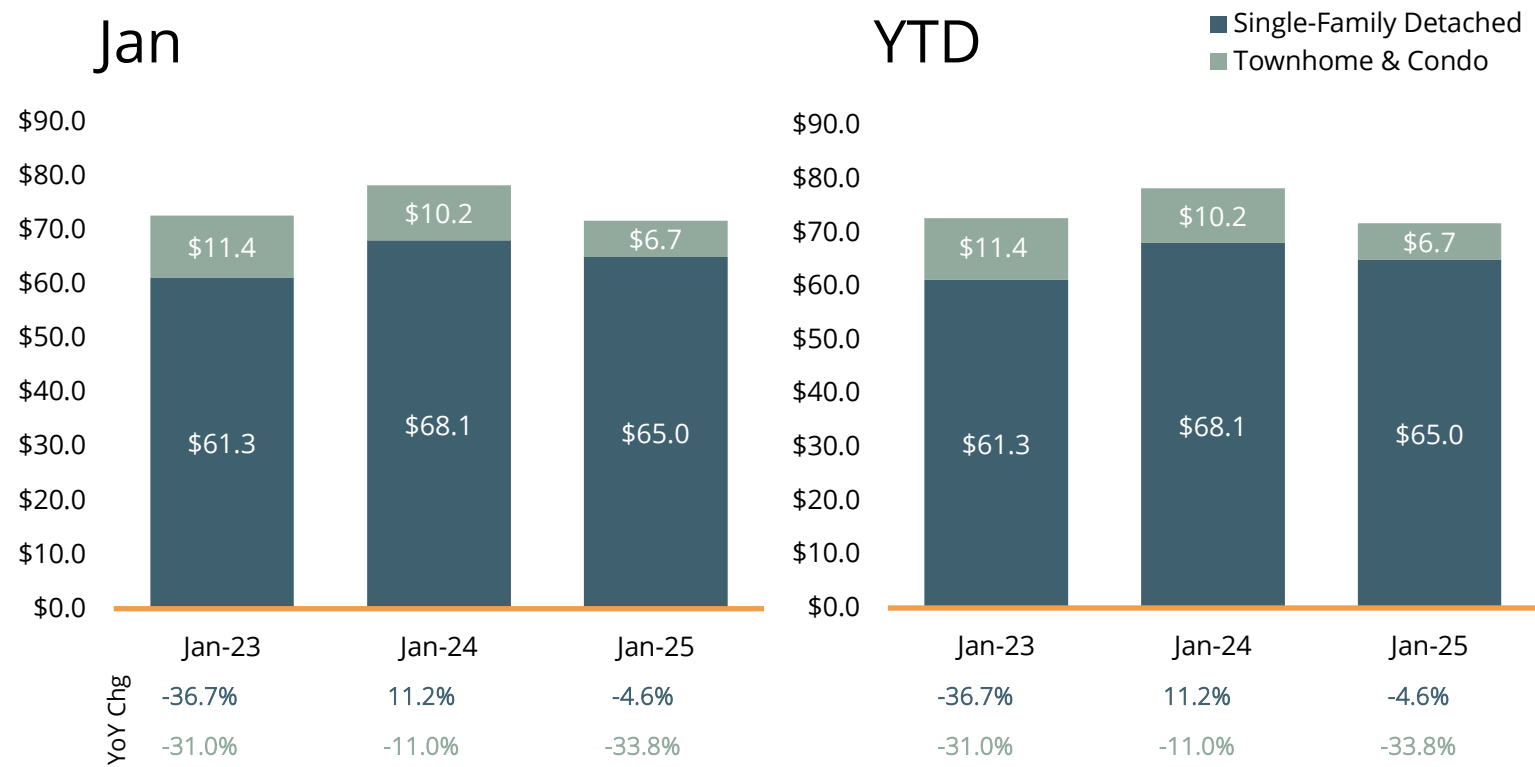
# Median Sales Price



## Historical Median Sales Price by Month

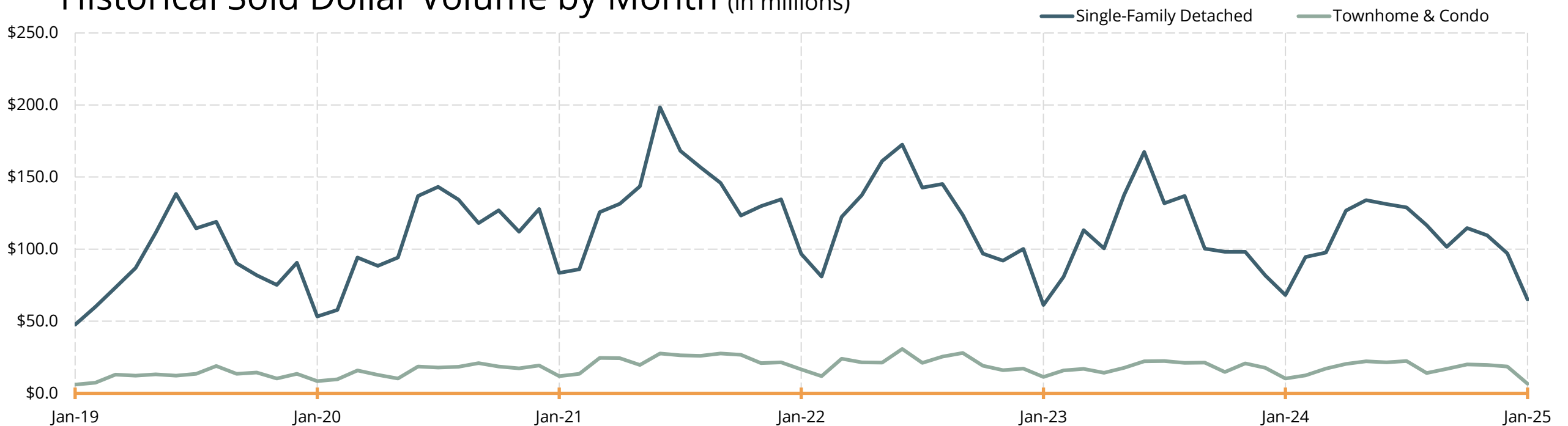


# Sold Dollar Volume (in millions)



| Month        | Single-Family  |         | Townhomes & Condos |         |
|--------------|----------------|---------|--------------------|---------|
|              | Detached       | YoY Chg | Condos             | YoY Chg |
| Feb-24       | <b>\$94.5</b>  | 16.8%   | <b>\$12.5</b>      | -21.7%  |
| Mar-24       | <b>\$97.6</b>  | -13.8%  | <b>\$17.1</b>      | 1.1%    |
| Apr-24       | <b>\$126.7</b> | 26.1%   | <b>\$20.4</b>      | 42.7%   |
| May-24       | <b>\$134.1</b> | -2.6%   | <b>\$22.3</b>      | 25.9%   |
| Jun-24       | <b>\$131.2</b> | -21.7%  | <b>\$21.5</b>      | -3.5%   |
| Jul-24       | <b>\$129.0</b> | -2.2%   | <b>\$22.4</b>      | -0.1%   |
| Aug-24       | <b>\$116.7</b> | -14.8%  | <b>\$14.0</b>      | -33.6%  |
| Sep-24       | <b>\$101.6</b> | 1.2%    | <b>\$16.9</b>      | -20.4%  |
| Oct-24       | <b>\$114.6</b> | 16.8%   | <b>\$20.0</b>      | 35.9%   |
| Nov-24       | <b>\$109.6</b> | 11.6%   | <b>\$19.7</b>      | -5.7%   |
| Dec-24       | <b>\$97.1</b>  | 18.7%   | <b>\$18.6</b>      | 5.6%    |
| Jan-25       | <b>\$65.0</b>  | -4.6%   | <b>\$6.7</b>       | -33.8%  |
| 12-month Avg | \$109.8        | 0.2%    | \$17.7             | -1.5%   |

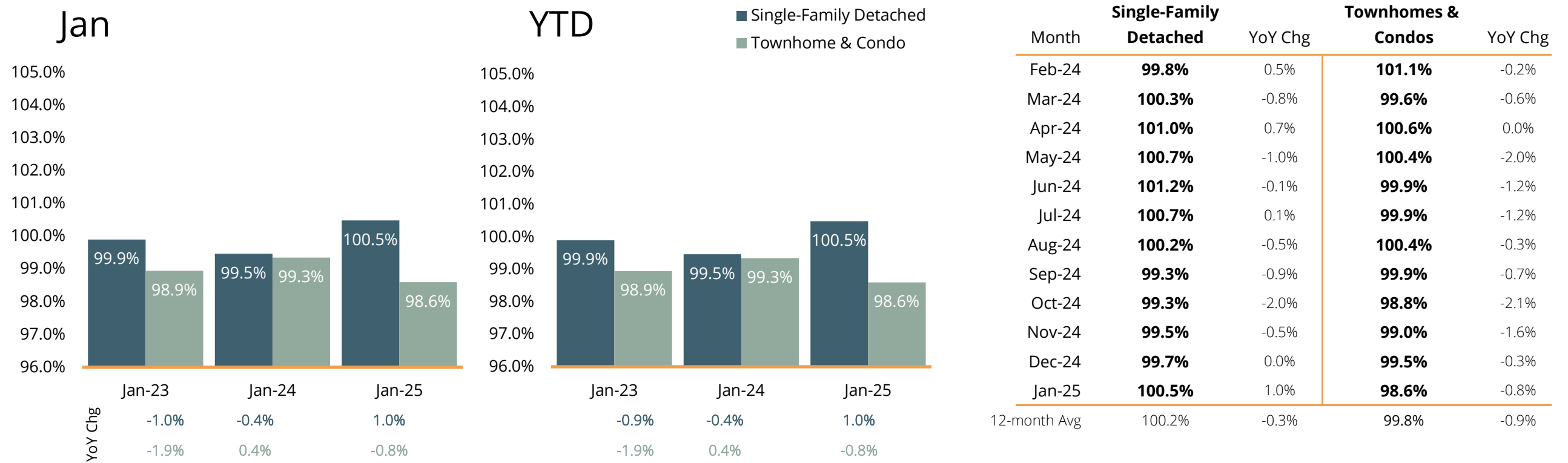
## Historical Sold Dollar Volume by Month (in millions)



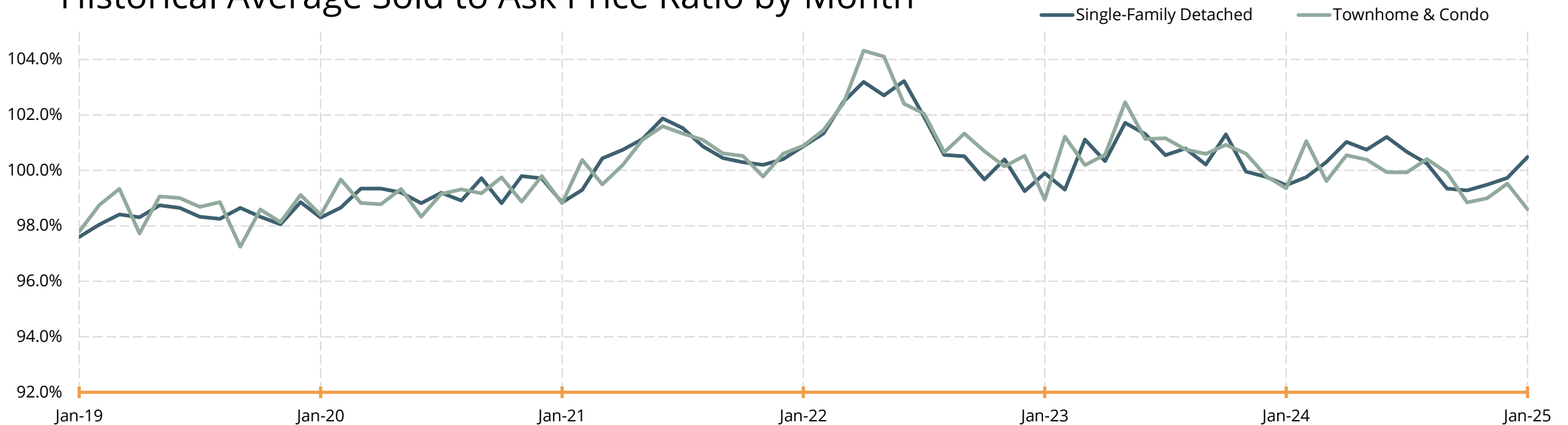
Source: Virginia REALTORS®, data accessed February 15, 2025



# Average Sold to Ask Price Ratio

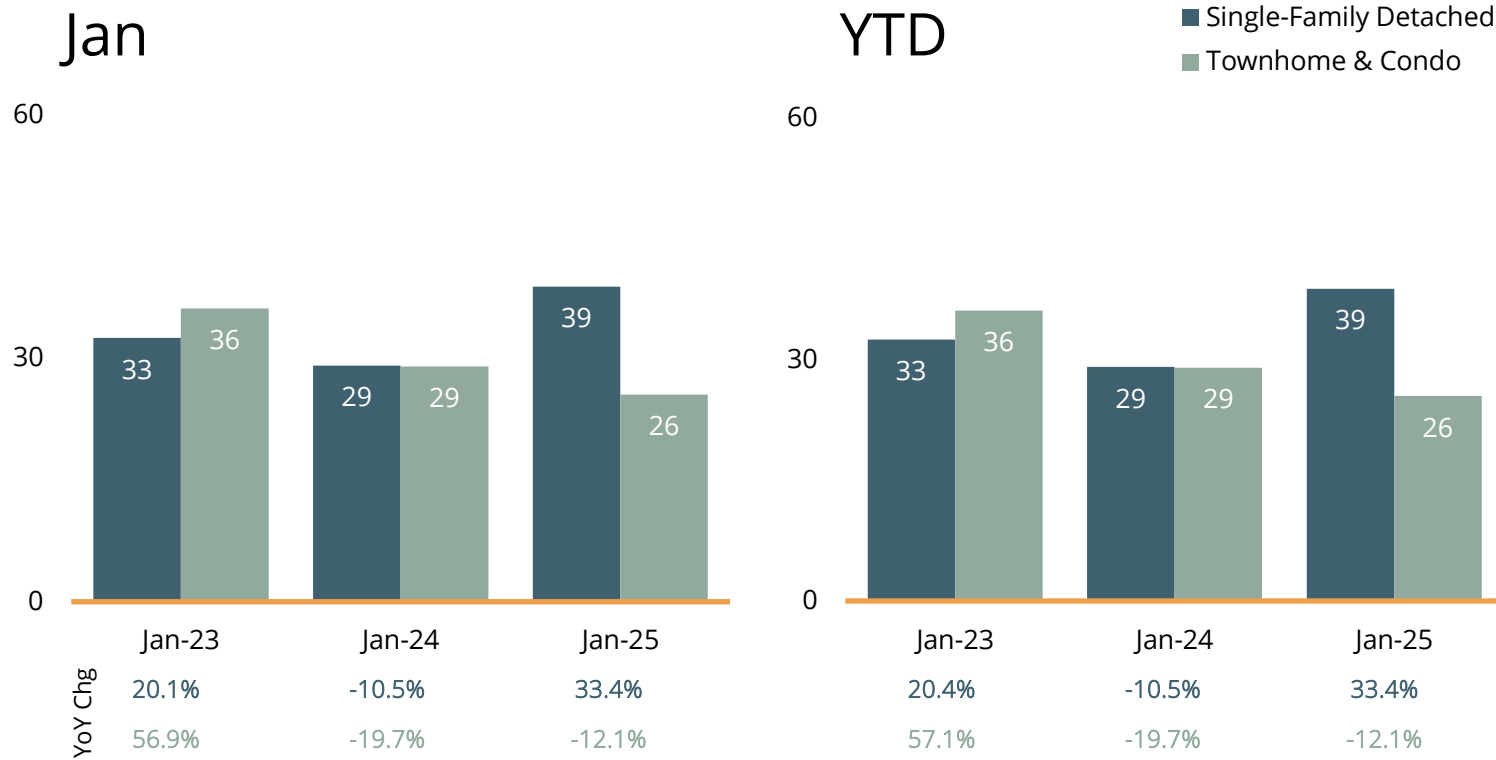


## Historical Average Sold to Ask Price Ratio by Month



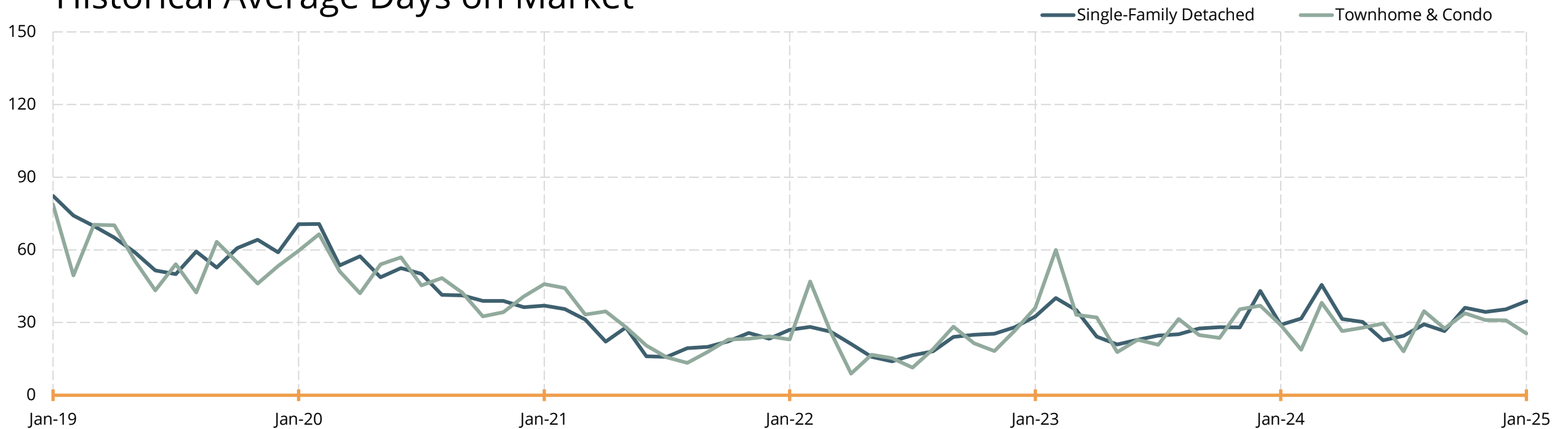
Source: Virginia REALTORS®, data accessed February 15, 2025

# Average Days on Market



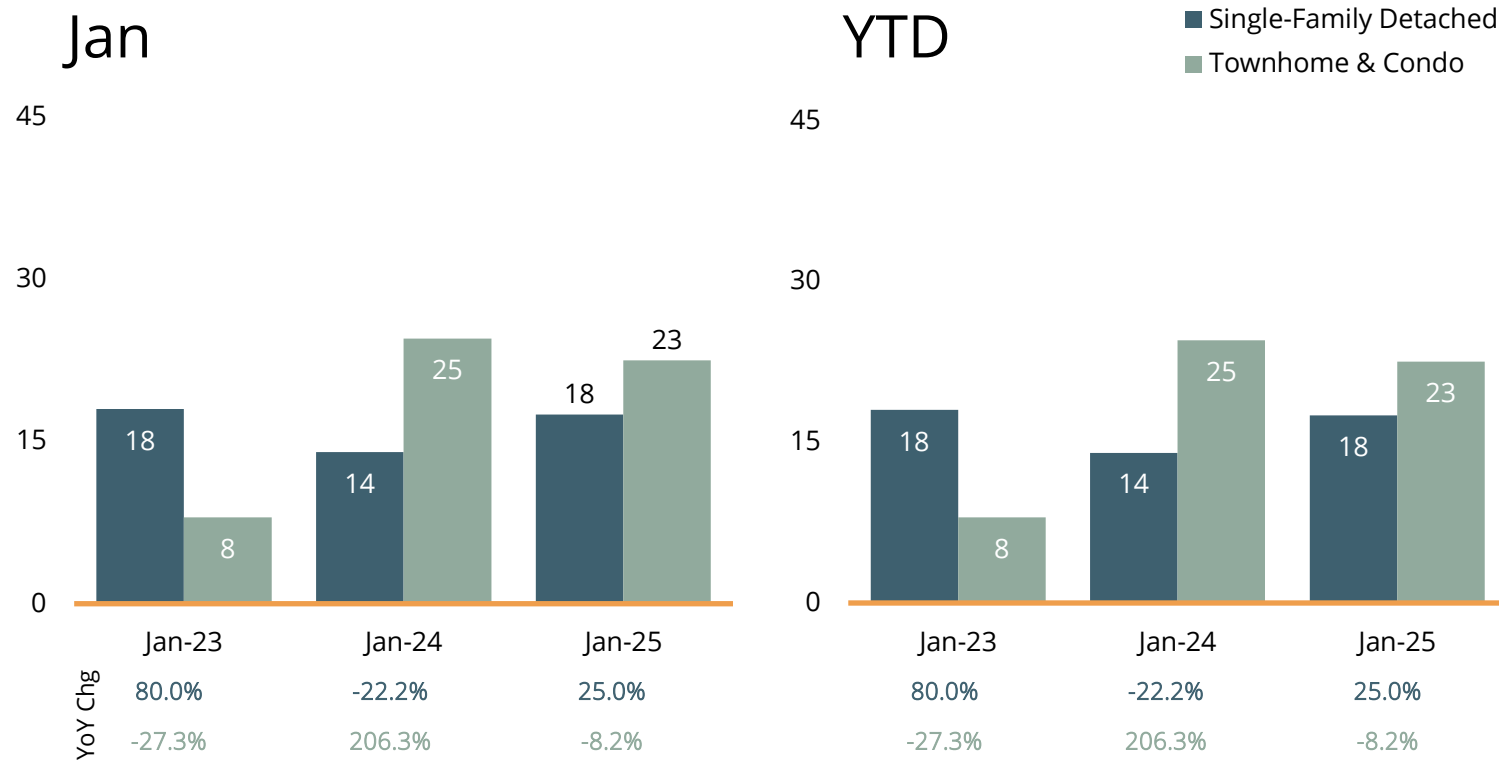
| Month        | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Feb-24       | 32                     | -20.9%  | 19                 | -68.8%  |
| Mar-24       | 46                     | 29.7%   | 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%   |
| Oct-24       | 36                     | 28.9%   | 34                 | 43.2%   |
| Nov-24       | 34                     | 23.2%   | 31                 | -12.6%  |
| Dec-24       | 35                     | -17.6%  | 31                 | -16.2%  |
| Jan-25       | 39                     | 33.4%   | 26                 | -12.1%  |
| 12-month Avg | 32                     | 10.9%   | 29                 | -6.9%   |

## Historical Average Days on Market



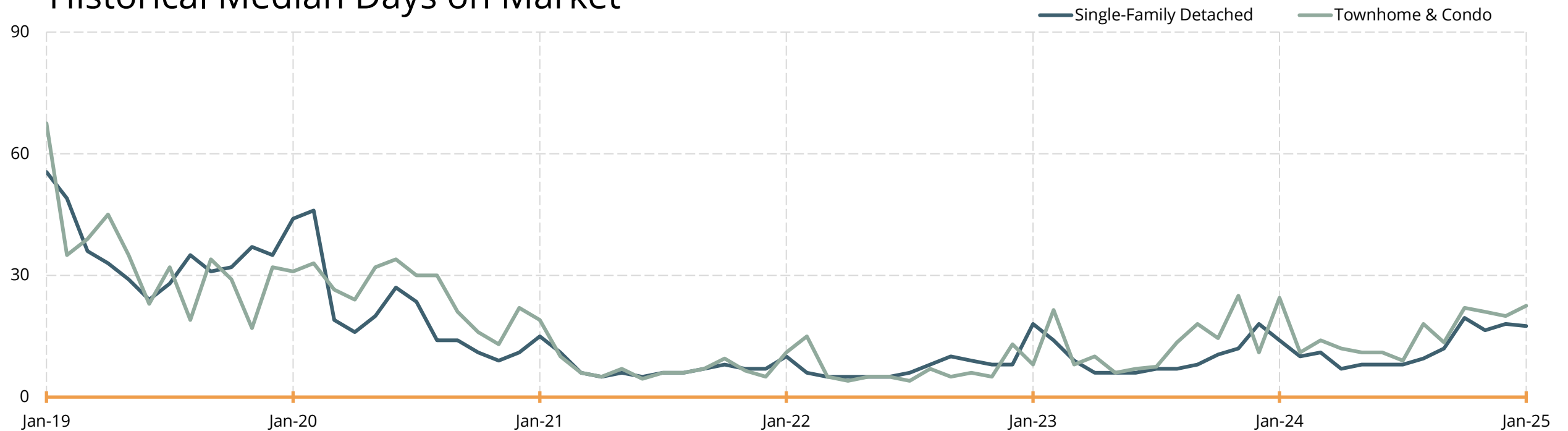
Source: Virginia REALTORS®, data accessed February 15, 2025

# Median Days on Market



| Month        | Single-Family |         | Townhomes & Condos |         |
|--------------|---------------|---------|--------------------|---------|
|              | Detached      | YoY Chg | Condos             | YoY Chg |
| 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%  |
| Oct-24       | 20            | 85.7%   | 22                 | 51.7%   |
| Nov-24       | 17            | 37.5%   | 21                 | -16.0%  |
| Dec-24       | 18            | 0.0%    | 20                 | 81.8%   |
| Jan-25       | 18            | 25.0%   | 23                 | -8.2%   |
| 12-month Avg | 12            | 23.4%   | 15                 | 11.1%   |

## Historical Median Days on Market

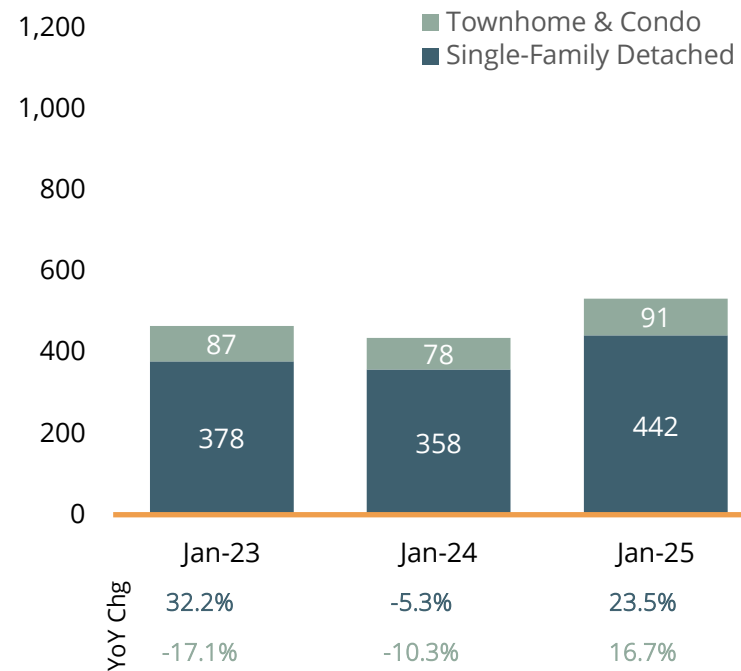


Source: Virginia REALTORS®, data accessed February 15, 2025

# Active Listings

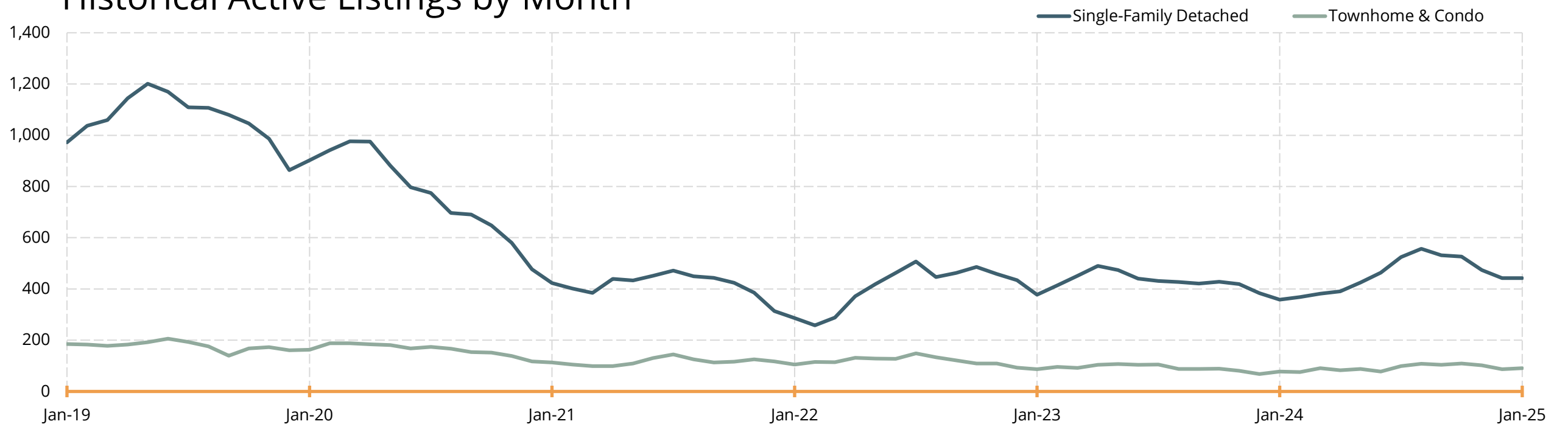


## Jan



| Month        | Single-Family |         | Townhomes & Condos |         |
|--------------|---------------|---------|--------------------|---------|
|              | Detached      | YoY Chg | Condos             | YoY Chg |
| 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%   |
| Oct-24       | 526           | 22.9%   | 109                | 22.5%   |
| Nov-24       | 474           | 13.1%   | 102                | 25.9%   |
| Dec-24       | 442           | 15.1%   | 87                 | 27.9%   |
| Jan-25       | 442           | 23.5%   | 91                 | 16.7%   |
| 12-month Avg | 461           | 7.6%    | 93                 | 1.5%    |

## Historical Active Listings by Month

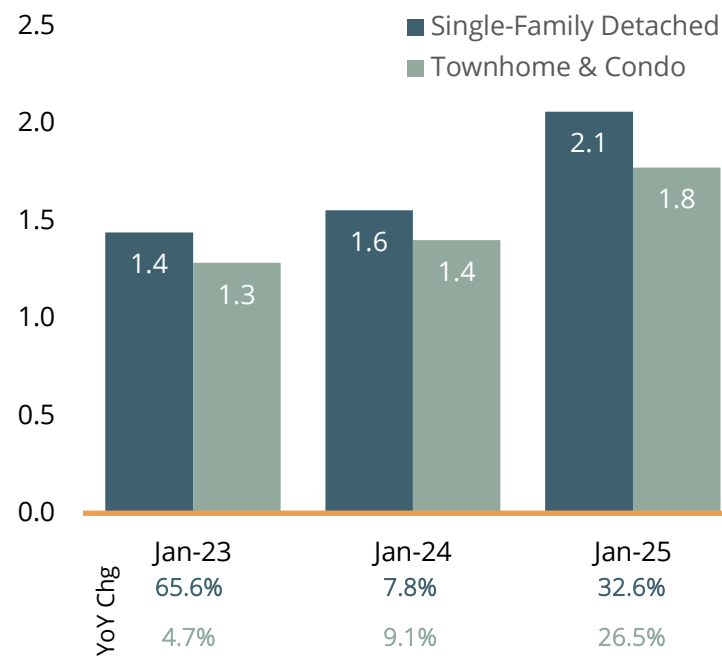


Source: Virginia REALTORS®, data accessed February 15, 2025

# Months of Supply

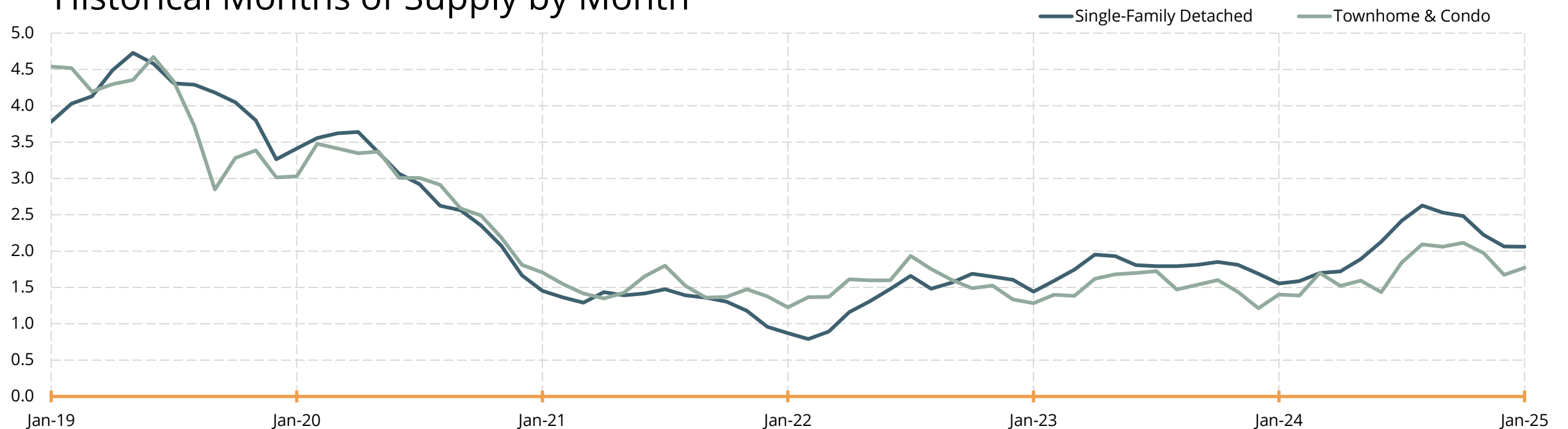


## Jan



| Month        | Single-Family |         | Townhomes & Condos |         |
|--------------|---------------|---------|--------------------|---------|
|              | Detached      | YoY Chg | Condos             | YoY Chg |
| 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%   |
| Oct-24       | 2.5           | 34.2%   | 2.1                | 32.0%   |
| Nov-24       | 2.2           | 22.7%   | 2.0                | 37.1%   |
| Dec-24       | 2.1           | 22.3%   | 1.7                | 38.0%   |
| Jan-25       | 2.1           | 32.6%   | 1.8                | 26.5%   |
| 12-month Avg | 2.1           | 19.2%   | 1.8                | 16.5%   |

## Historical Months of Supply by Month



Source: Virginia REALTORS®, data accessed February 15, 2025

# Area Overview - Total Market



| Geography           | New Listings |            |        | Sales  |           |        | Average Sales Price |                  |       | Median Sales Price |                  |       | Active Listings |            |        | Months Supply |            |        |
|---------------------|--------------|------------|--------|--------|-----------|--------|---------------------|------------------|-------|--------------------|------------------|-------|-----------------|------------|--------|---------------|------------|--------|
|                     | Jan-24       | Jan-25     | % chg  | Jan-24 | Jan-25    | % chg  | Jan-24              | Jan-25           | % chg | Jan-24             | Jan-25           | % chg | Jan-24          | Jan-25     | % chg  | Jan-24        | Jan-25     | % chg  |
| James City County   | 92           | <b>116</b> | 26.1%  | 84     | <b>66</b> | -21.4% | \$500,446           | <b>\$497,611</b> | -0.6% | \$456,500          | <b>\$454,250</b> | -0.5% | 166             | <b>220</b> | 32.5%  | 1.3           | <b>1.8</b> | 34.0%  |
| Williamsburg        | 19           | <b>20</b>  | 5.3%   | 11     | <b>5</b>  | -54.5% | \$297,875           | <b>\$402,000</b> | 35.0% | \$316,000          | <b>\$470,000</b> | 48.7% | 25              | <b>40</b>  | 60.0%  | 1.0           | <b>2.3</b> | 128.5% |
| York County         | 79           | <b>67</b>  | -15.2% | 60     | <b>57</b> | -5.0%  | \$415,323           | <b>\$477,913</b> | 15.1% | \$379,000          | <b>\$437,000</b> | 15.3% | 127             | <b>137</b> | 7.9%   | 1.5           | <b>1.7</b> | 16.8%  |
| New Kent County     | 44           | <b>67</b>  | 52.3%  | 19     | <b>21</b> | 10.5%  | \$396,999           | <b>\$445,500</b> | 12.2% | \$422,500          | <b>\$396,840</b> | -6.1% | 106             | <b>131</b> | 23.6%  | 2.3           | <b>3.3</b> | 46.2%  |
| Charles City County | 9            | <b>1</b>   | -88.9% | 2      | <b>1</b>  | -50.0% | \$255,000           | <b>\$278,000</b> | 9.0%  | \$255,000          | <b>\$278,000</b> | 9.0%  | 12              | <b>5</b>   | -58.3% | 4.2           | <b>0.9</b> | -77.9% |

# Area Overview - Total Market YTD



| Geography           | New Listings YTD |            |        | Sales YTD |           |        | Average Sales Price TYD |                  |       | Median Sales Price TYD |                  |       | Active Listings YTD |            |        |
|---------------------|------------------|------------|--------|-----------|-----------|--------|-------------------------|------------------|-------|------------------------|------------------|-------|---------------------|------------|--------|
|                     | Jan-24           | Jan-25     | % chg  | Jan-24    | Jan-25    | % chg  | Jan-24                  | Jan-25           | % chg | Jan-24                 | Jan-25           | % chg | Jan-24              | Jan-25     | % chg  |
| James City County   | 92               | <b>116</b> | 26.1%  | 84        | <b>66</b> | -21.4% | \$497,353               | <b>\$497,611</b> | 0.1%  | \$452,500              | <b>\$454,250</b> | 0.4%  | 166                 | <b>220</b> | 32.5%  |
| Williamsburg        | 19               | <b>20</b>  | 5.3%   | 11        | <b>5</b>  | -54.5% | \$312,569               | <b>\$402,000</b> | 28.6% | \$316,000              | <b>\$470,000</b> | 48.7% | 25                  | <b>40</b>  | 60.0%  |
| York County         | 79               | <b>67</b>  | -15.2% | 60        | <b>57</b> | -5.0%  | \$418,481               | <b>\$477,913</b> | 14.2% | \$379,000              | <b>\$437,000</b> | 15.3% | 127                 | <b>137</b> | 7.9%   |
| New Kent County     | 44               | <b>67</b>  | 52.3%  | 19        | <b>21</b> | 10.5%  | \$396,999               | <b>\$445,500</b> | 12.2% | \$422,500              | <b>\$396,840</b> | -6.1% | 106                 | <b>131</b> | 23.6%  |
| Charles City County | 9                | <b>1</b>   | -88.9% | 2         | <b>1</b>  | -50.0% | \$211,667               | <b>\$278,000</b> | 31.3% | \$250,000              | <b>\$278,000</b> | 11.2% | 12                  | <b>5</b>   | -58.3% |

# Area Overview - Single Family Detached Market



| Geography           | New Listings |           |        | Sales  |           |        | Average Sales Price |                  |       | Median Sales Price |                  |       | Active Listings |            |        | Months Supply |            |        |
|---------------------|--------------|-----------|--------|--------|-----------|--------|---------------------|------------------|-------|--------------------|------------------|-------|-----------------|------------|--------|---------------|------------|--------|
|                     | Jan-24       | Jan-25    | % chg  | Jan-24 | Jan-25    | % chg  | Jan-24              | Jan-25           | % chg | Jan-24             | Jan-25           | % chg | Jan-24          | Jan-25     | % chg  | Jan-24        | Jan-25     | % chg  |
| James City County   | 79           | <b>95</b> | 20.3%  | 68     | <b>56</b> | -17.6% | \$540,707           | <b>\$527,519</b> | -2.4% | \$505,000          | <b>\$465,000</b> | -7.9% | 130             | <b>167</b> | 28.5%  | 1.3           | <b>1.7</b> | 31.5%  |
| Williamsburg        | 13           | <b>16</b> | 23.1%  | 5      | <b>2</b>  | -60.0% | \$307,545           | <b>\$587,500</b> | 91.0% | \$316,000          | <b>\$587,500</b> | 85.9% | 15              | <b>27</b>  | 80.0%  | 0.9           | <b>2.5</b> | 167.9% |
| York County         | 58           | <b>57</b> | -1.7%  | 52     | <b>49</b> | -5.8%  | \$429,972           | <b>\$509,164</b> | 18.4% | \$400,483          | <b>\$480,000</b> | 19.9% | 99              | <b>122</b> | 23.2%  | 1.4           | <b>1.9</b> | 32.8%  |
| New Kent County     | 38           | <b>58</b> | 52.6%  | 17     | <b>20</b> | 17.6%  | \$408,417           | <b>\$452,678</b> | 10.8% | \$435,484          | <b>\$398,395</b> | -8.5% | 102             | <b>121</b> | 18.6%  | 2.4           | <b>3.4</b> | 37.6%  |
| Charles City County | 9            | <b>1</b>  | -88.9% | 2      | <b>1</b>  | -50.0% | \$255,000           | <b>\$278,000</b> | 9.0%  | \$255,000          | <b>\$278,000</b> | 9.0%  | 12              | <b>5</b>   | -58.3% | 4.2           | <b>0.9</b> | -77.9% |



# Area Overview - Single Family Detached Market YTD



| Geography           | New Listings YTD |           |        | Sales YTD |           |        | Average Sales Price YTD |                  |       | Median Sales Price YTD |                  |       | Active Listings YTD |            |        |
|---------------------|------------------|-----------|--------|-----------|-----------|--------|-------------------------|------------------|-------|------------------------|------------------|-------|---------------------|------------|--------|
|                     | Jan-24           | Jan-25    | % chg  | Jan-24    | Jan-25    | % chg  | Jan-24                  | Jan-25           | % chg | Jan-24                 | Jan-25           | % chg | Jan-24              | Jan-25     | % chg  |
| James City County   | 79               | <b>95</b> | 20.3%  | 68        | <b>56</b> | -17.6% | \$537,801               | <b>\$527,519</b> | -1.9% | \$487,500              | <b>\$465,000</b> | -4.6% | 130                 | <b>167</b> | 28.5%  |
| Williamsburg        | 13               | <b>16</b> | 23.1%  | 5         | <b>2</b>  | -60.0% | \$347,556               | <b>\$587,500</b> | 69.0% | \$330,500              | <b>\$587,500</b> | 77.8% | 15                  | <b>27</b>  | 80.0%  |
| York County         | 58               | <b>57</b> | -1.7%  | 52        | <b>49</b> | -5.8%  | \$434,220               | <b>\$509,164</b> | 17.3% | \$400,483              | <b>\$480,000</b> | 19.9% | 99                  | <b>122</b> | 23.2%  |
| New Kent County     | 38               | <b>58</b> | 52.6%  | 17        | <b>20</b> | 17.6%  | \$408,417               | <b>\$452,678</b> | 10.8% | \$435,484              | <b>\$398,395</b> | -8.5% | 102                 | <b>121</b> | 18.6%  |
| Charles City County | 9                | <b>1</b>  | -88.9% | 2         | <b>1</b>  | -50.0% | \$211,667               | <b>\$278,000</b> | 31.3% | \$250,000              | <b>\$278,000</b> | 11.2% | 12                  | <b>5</b>   | -58.3% |

# Area Overview - Townhome & Condo Market



| Geography           | New Listings |           |        | Sales  |           |        | Average Sales Price |                  |        | Median Sales Price |                  |        | Active Listings |           |        | Months Supply |            |        |
|---------------------|--------------|-----------|--------|--------|-----------|--------|---------------------|------------------|--------|--------------------|------------------|--------|-----------------|-----------|--------|---------------|------------|--------|
|                     | Jan-24       | Jan-25    | % chg  | Jan-24 | Jan-25    | % chg  | Jan-24              | Jan-25           | % chg  | Jan-24             | Jan-25           | % chg  | Jan-24          | Jan-25    | % chg  | Jan-24        | Jan-25     | % chg  |
| James City County   | 13           | <b>21</b> | 61.5%  | 16     | <b>10</b> | -37.5% | \$329,337           | <b>\$330,130</b> | 0.2%   | \$340,000          | <b>\$349,500</b> | 2.8%   | 36              | <b>53</b> | 47.2%  | 1.5           | <b>2.1</b> | 41.9%  |
| Williamsburg        | 6            | <b>4</b>  | -33.3% | 6      | <b>3</b>  | -50.0% | \$289,817           | <b>\$278,333</b> | -4.0%  | \$298,000          | <b>\$200,000</b> | -32.9% | 10              | <b>13</b> | 30.0%  | 1.1           | <b>2.0</b> | 72.8%  |
| York County         | 21           | <b>10</b> | -52.4% | 8      | <b>8</b>  | 0.0%   | \$320,109           | <b>\$286,499</b> | -10.5% | \$327,450          | <b>\$282,647</b> | -13.7% | 28              | <b>15</b> | -46.4% | 1.6           | <b>0.9</b> | -41.1% |
| New Kent County     | 6            | <b>9</b>  | 50.0%  | 2      | <b>1</b>  | -50.0% | \$299,950           | <b>\$301,940</b> | 0.7%   | \$299,950          | <b>\$301,940</b> | 0.7%   | 4               | <b>10</b> | 150.0% | 0.8           | <b>2.7</b> | 252.3% |
| 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 |           |        |
|---------------------|------------------|-----------|--------|-----------|-----------|--------|-------------------------|------------------|--------|------------------------|------------------|--------|---------------------|-----------|--------|
|                     | Jan-24           | Jan-25    | % chg  | Jan-24    | Jan-25    | % chg  | Jan-24                  | Jan-25           | % chg  | Jan-24                 | Jan-25           | % chg  | Jan-24              | Jan-25    | % chg  |
| James City County   | 13               | <b>21</b> | 61.5%  | 16        | <b>10</b> | -37.5% | \$326,223               | <b>\$330,130</b> | 1.2%   | \$340,000              | <b>\$349,500</b> | 2.8%   | 36                  | <b>53</b> | 47.2%  |
| Williamsburg        | 6                | <b>4</b>  | -33.3% | 6         | <b>3</b>  | -50.0% | \$284,580               | <b>\$278,333</b> | -2.2%  | \$280,000              | <b>\$200,000</b> | -28.6% | 10                  | <b>13</b> | 30.0%  |
| York County         | 21               | <b>10</b> | -52.4% | 8         | <b>8</b>  | 0.0%   | \$320,109               | <b>\$286,499</b> | -10.5% | \$327,450              | <b>\$282,647</b> | -13.7% | 28                  | <b>15</b> | -46.4% |
| New Kent County     | 6                | <b>9</b>  | 50.0%  | 2         | <b>1</b>  | -50.0% | \$299,950               | <b>\$301,940</b> | 0.7%   | \$299,950              | <b>\$301,940</b> | 0.7%   | 4                   | <b>10</b> | 150.0% |
| 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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804-622-7954

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

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