

# WAAR WILLIAMSBURG

## MARKET INDICATORS REPORT

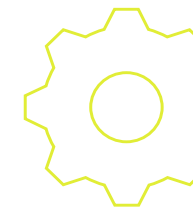
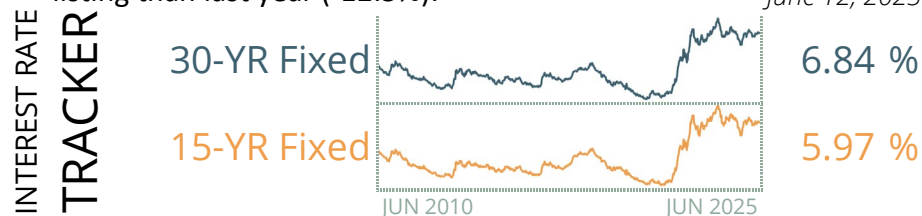
CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# WAAR Market Indicators Report



## Key Market Trends: May 2025

- › **After trending down the last four months, sales grew this month.** There were 322 sales in the WAAR area, eight more sales than a year ago, increasing by 2.5%. Both New Kent County (+20.0%) and Charles City County (+140.0%) had seven more sales in May of this year compared to last year. Sales fell in York County with seven fewer sales than the year before (-7.7%).
- › **In the WAAR region, pending sales went up in May.** Activity rose 4.9%, leading to 279 pending sales this month, 13 more pending sales than a year earlier. Pending sales rose for the fourth consecutive month in New Kent County with 17 additional pending sales (+43.6%). The markets with the biggest decrease in pending sales were James City County (-4.7%) and Williamsburg (-27.8%).
- › **Sale prices climbed in the WAAR area this month.** Homes sold for a median price of \$453,238 in the region, \$19,488 higher than last year, rising 4.5%. New Kent County was the only area where prices dropped with homes costing \$22,439 less than the previous year (-4.7%). There were significant price gains in Charles City County with prices up \$79,900 (+29.6%) and James City County with homes costing \$39,500 more than the year before (+9.1%).
- › **Listings jumped across the WAAR footprint.** At the end of May, there were 896 active listings in the area, climbing up 74.7%, an additional 383 listings on the market. Active listings went up the most in James City County with 217 more listings (+100.0%) and York County with 68 additional listings (+44.4%). Charles City County had one fewer listing than last year (-12.5%).



## WAAR Market Dashboard

YoY Chg	May-25	Indicator
▲ 2.5%	322	Sales
▲ 0.4%	267	Pending Sales
▲ 30.2%	470	New Listings
▲ 2.0%	\$507,355	Average List Price
▲ 1.9%	\$507,336	Average Sales Price
▲ 4.5%	\$453,238	Median Sales Price
▲ 3.2%	\$221	Average Price Per Square Foot
▲ 4.5%	\$163.4	Sold Dollar Volume (in millions)
▼ -0.5%	100.2%	Average Sold/Ask Price Ratio
▼ -13.8%	26	Average Days on Market
▲ 22.2%	11	Median Days on Market
▲ 74.7%	896	Active Listings
▲ 87.6%	3.4	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.

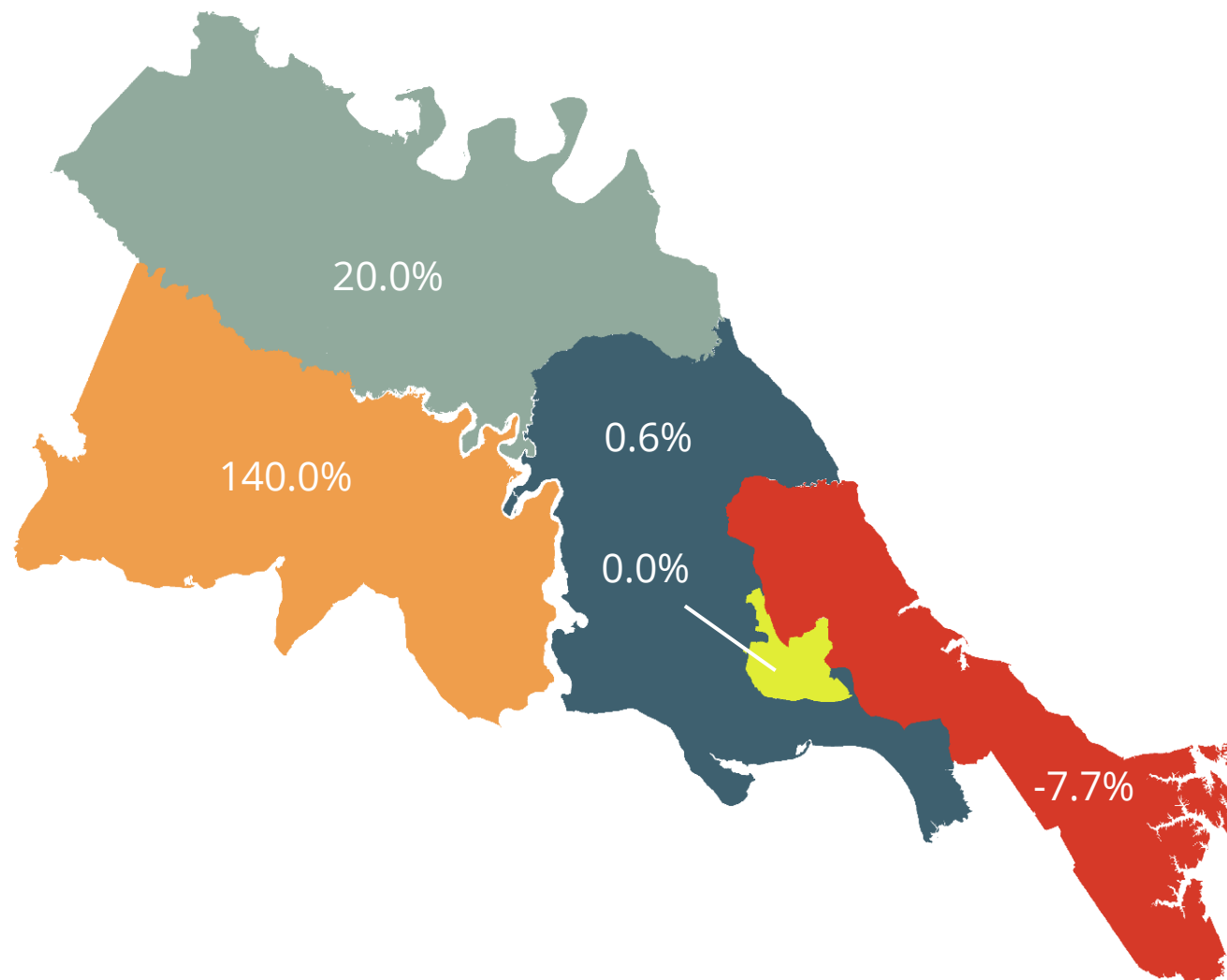
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - WAAR Footprint



Jurisdiction	Total Sales		
	May-24	May-25	% Chg
Charles City County	5	12	140.0%
James City County	160	161	0.6%
New Kent County	35	42	20.0%
Williamsburg	23	23	0.0%
York County	91	84	-7.7%
<b>WAAR</b>	<b>314</b>	<b>322</b>	<b>2.5%</b>

# Total Market Overview



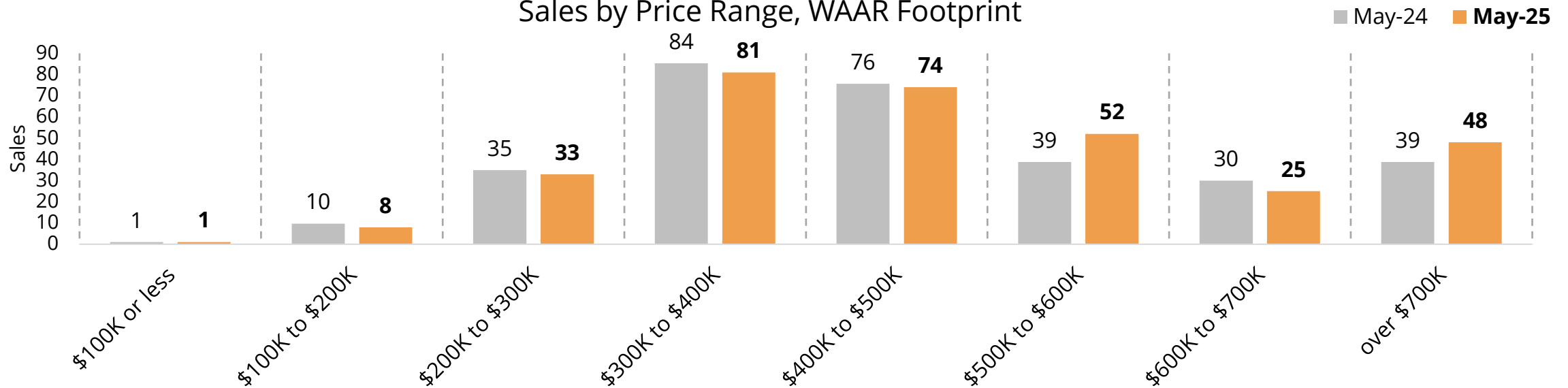
Key Metrics	May-23	2-year Trends	May-25	May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				314	<b>322</b>	2.5%	1,267	<b>1,167</b>	-7.9%
Pending Sales				266	<b>267</b>	0.4%	1,257	<b>1,190</b>	-5.3%
New Listings				361	<b>470</b>	30.2%	1,596	<b>1,952</b>	22.3%
Average List Price				\$497,632	<b>\$507,355</b>	2.0%	\$475,312	<b>\$488,611</b>	2.8%
Average Sales Price				\$497,898	<b>\$507,336</b>	1.9%	\$475,749	<b>\$487,738</b>	2.5%
Median Sales Price				\$433,750	<b>\$453,238</b>	4.5%	\$424,500	<b>\$447,500</b>	5.4%
Average Price Per Square Foot				\$214	<b>\$221</b>	3.2%	\$209	<b>\$218</b>	4.4%
Sold Dollar Volume (in millions)				\$156.3	<b>\$163.4</b>	4.5%	\$603.4	<b>\$568.8</b>	-5.7%
Average Sold/Ask Price Ratio				100.7%	<b>100.2%</b>	-0.5%	100.3%	<b>99.8%</b>	-0.5%
Average Days on Market				30	<b>26</b>	-13.8%	33	<b>33</b>	-1.7%
Median Days on Market				9	<b>11</b>	22.2%	11	<b>13</b>	18.2%
Active Listings				513	<b>896</b>	74.7%	n/a	<b>n/a</b>	n/a
Months of Supply				1.8	<b>3.4</b>	87.6%	n/a	<b>n/a</b>	n/a

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

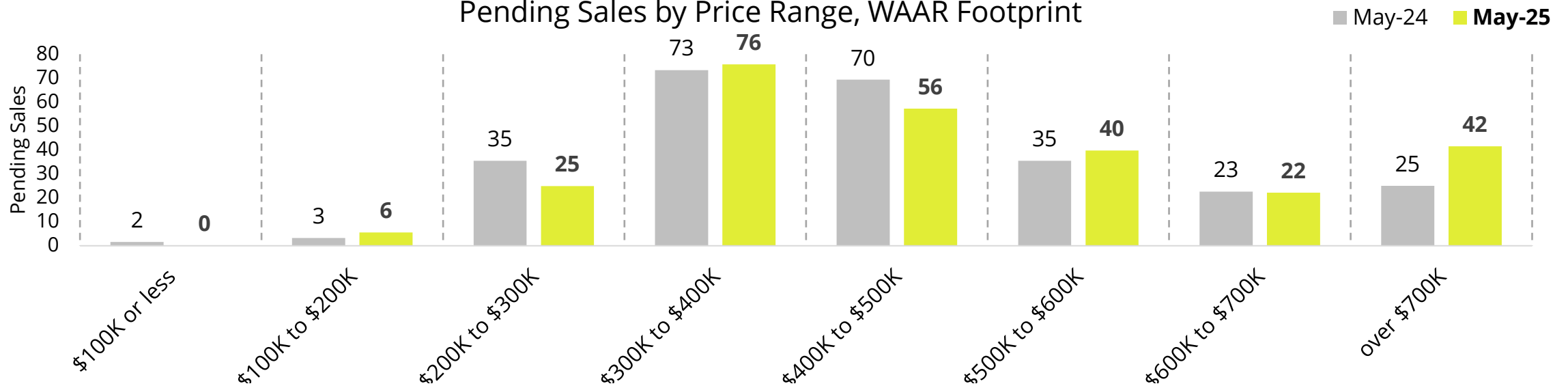
# Total Market by Price Range Overview



Sales by Price Range, WAAR Footprint



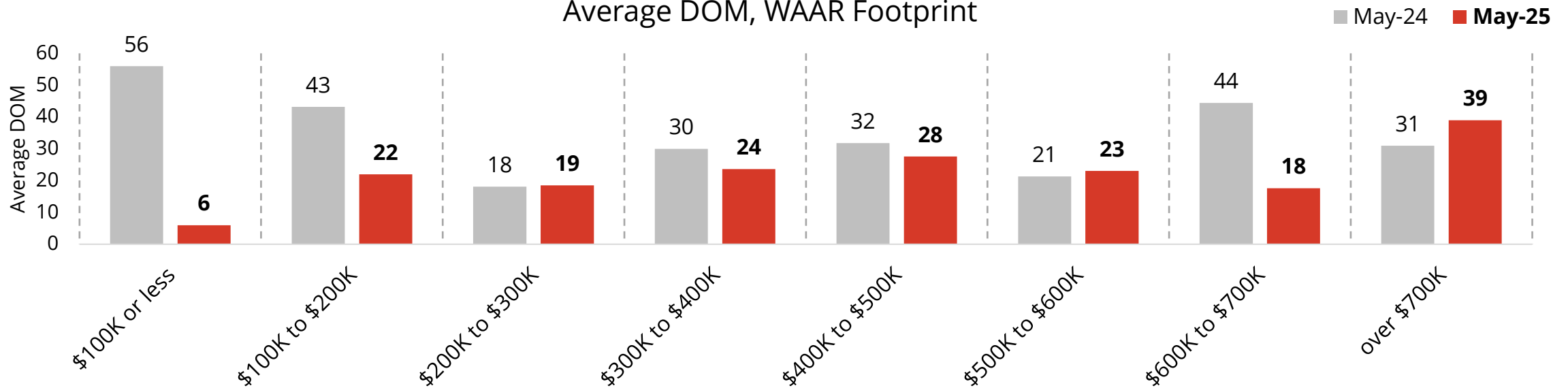
Pending Sales by Price Range, WAAR Footprint



# 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	May-23	2-year Trends	May-25	May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				249	<b>270</b>	8.4%	1,028	<b>954</b>	-7.2%
Pending Sales				229	<b>228</b>	-0.4%	1,082	<b>1,001</b>	-7.5%
New Listings				302	<b>393</b>	30.1%	1,336	<b>1,614</b>	20.8%
Average List Price				\$538,217	<b>\$538,745</b>	0.1%	\$506,180	<b>\$521,662</b>	3.1%
Average Sales Price				\$538,368	<b>\$538,884</b>	0.1%	\$506,669	<b>\$521,122</b>	2.9%
Median Sales Price				\$475,000	<b>\$478,495</b>	0.7%	\$451,000	<b>\$475,000</b>	5.3%
Average Price Per Square Foot				\$217	<b>\$222</b>	2.5%	\$211	<b>\$221</b>	4.4%
Sold Dollar Volume (in millions)				\$134.1	<b>\$145.5</b>	8.5%	\$521.0	<b>\$496.9</b>	-4.6%
Average Sold/Ask Price Ratio				100.7%	<b>100.3%</b>	-0.4%	100.4%	<b>100.0%</b>	-0.4%
Average Days on Market				30	<b>25</b>	-17.5%	34	<b>33</b>	-4.3%
Median Days on Market				8	<b>10</b>	25.0%	10	<b>12</b>	20.0%
Active Listings				425	<b>727</b>	71.1%	n/a	<b>n/a</b>	n/a
Months of Supply				1.9	<b>3.4</b>	82.5%	n/a	<b>n/a</b>	n/a

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



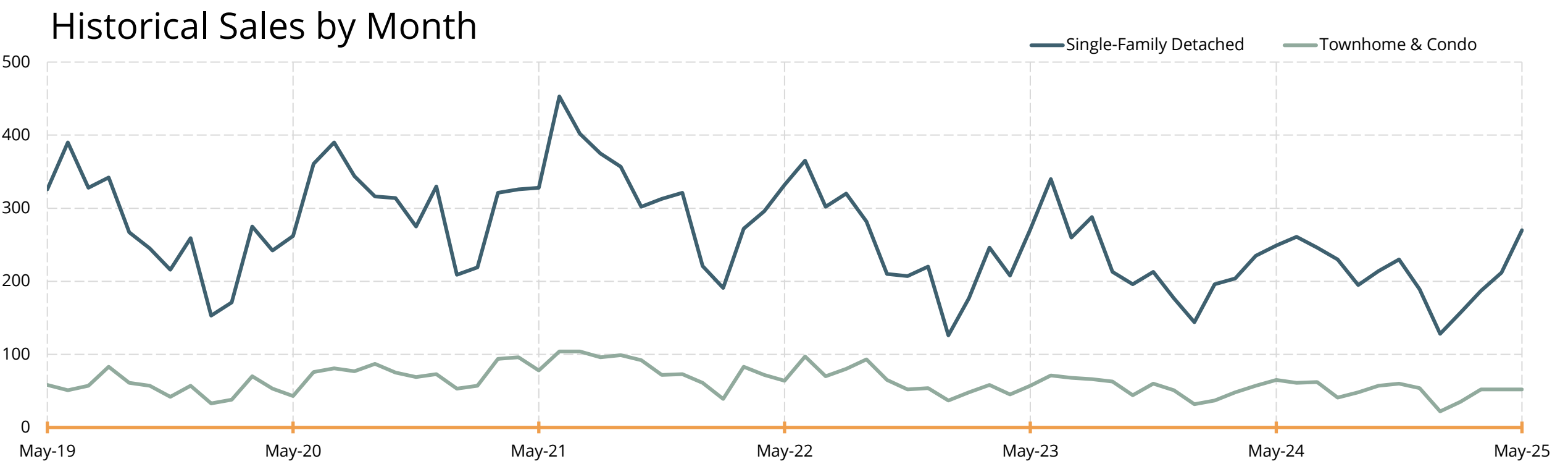
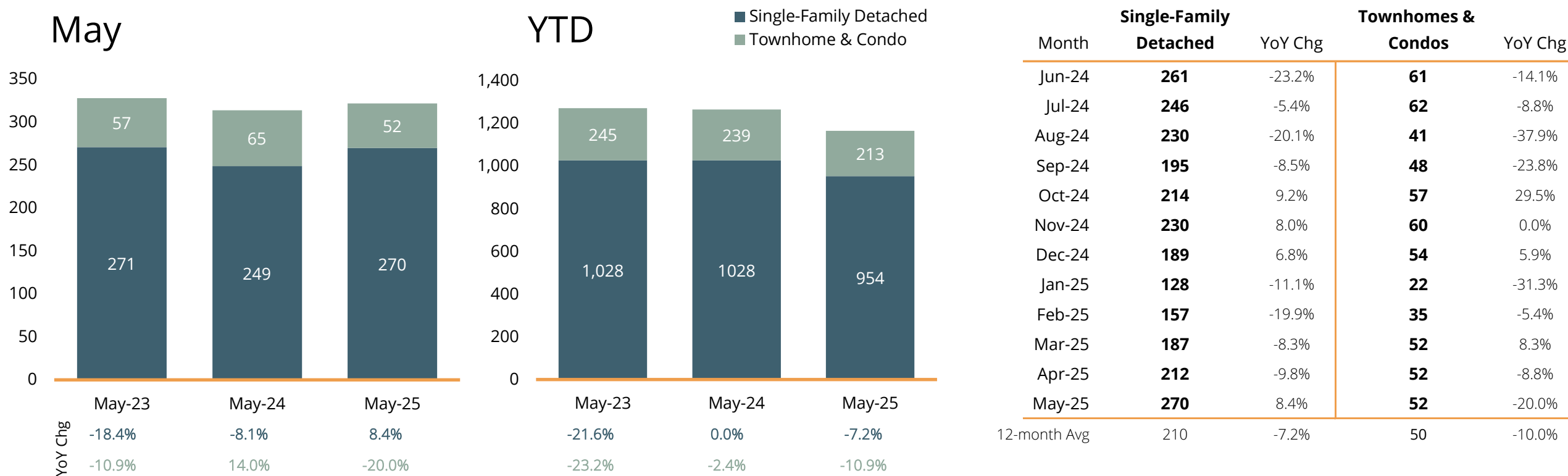
# Townhome & Condo Market Overview



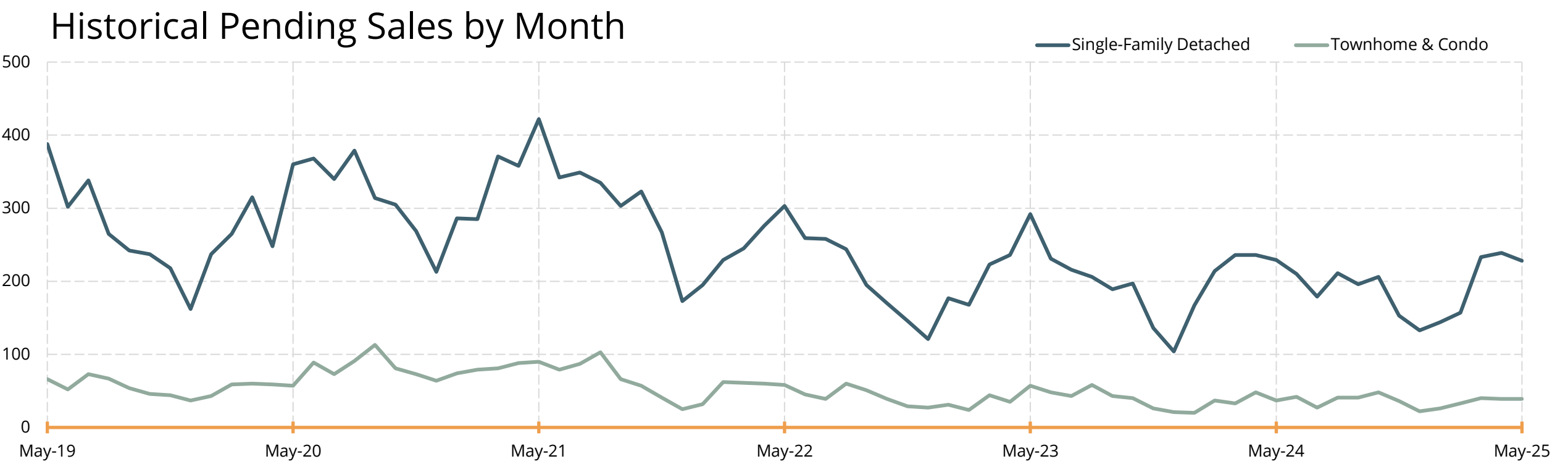
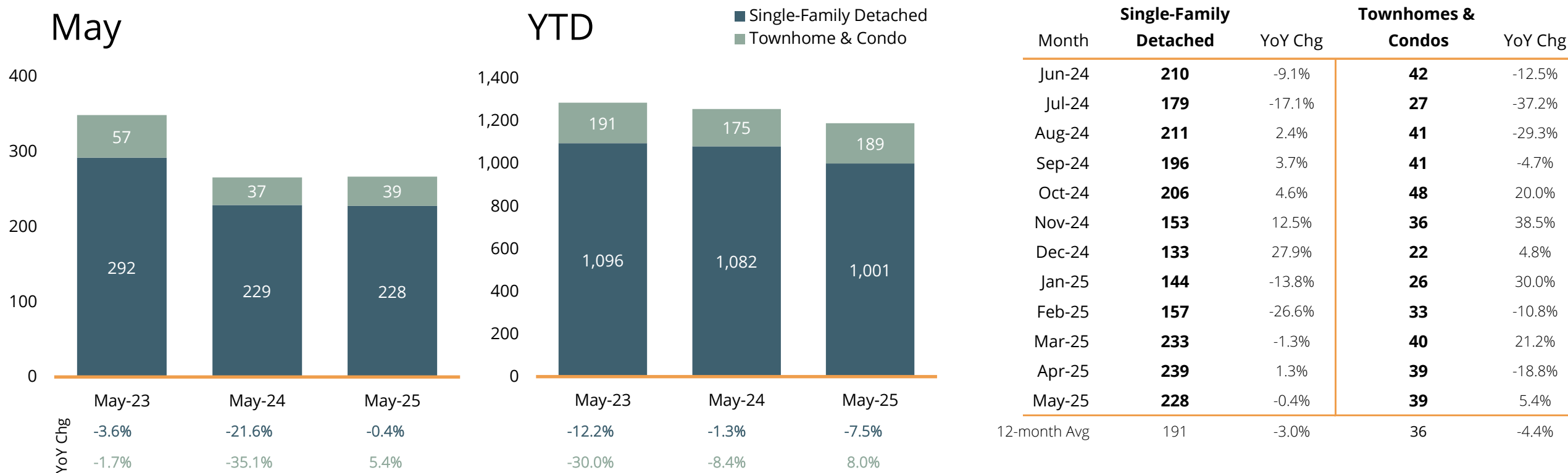
Key Metrics	May-23	2-year Trends	May-25	May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				65	<b>52</b>	-20.0%	239	<b>213</b>	-10.9%
Pending Sales				37	<b>39</b>	5.4%	175	<b>189</b>	8.0%
New Listings				59	<b>77</b>	30.5%	260	<b>338</b>	30.0%
Average List Price				\$342,159	<b>\$344,370</b>	0.6%	\$345,038	<b>\$339,960</b>	-1.5%
Average Sales Price				\$342,864	<b>\$343,527</b>	0.2%	\$345,254	<b>\$337,585</b>	-2.2%
Median Sales Price				\$365,000	<b>\$330,250</b>	-9.5%	\$339,500	<b>\$325,500</b>	-4.1%
Average Price Per Square Foot				\$190	<b>\$199</b>	4.7%	\$190	<b>\$197</b>	3.7%
Sold Dollar Volume (in millions)				\$22.3	<b>\$17.9</b>	-19.8%	\$82.4	<b>\$71.9</b>	-12.8%
Average Sold/Ask Price Ratio				100.4%	<b>99.5%</b>	-0.9%	100.2%	<b>99.1%</b>	-1.1%
Average Days on Market				28	<b>29</b>	5.0%	29	<b>32</b>	11.6%
Median Days on Market				11	<b>13</b>	18.2%	13	<b>15</b>	15.4%
Active Listings				88	<b>169</b>	92.0%	n/a	<b>n/a</b>	n/a
Months of Supply				1.6	<b>3.4</b>	112.2%	n/a	<b>n/a</b>	n/a

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

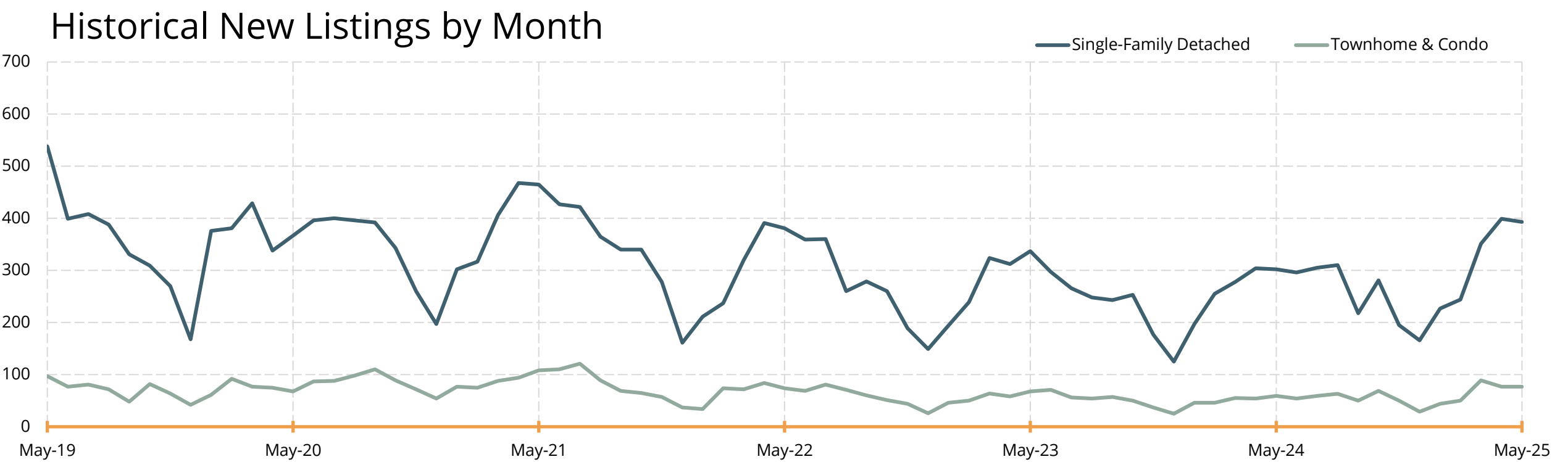
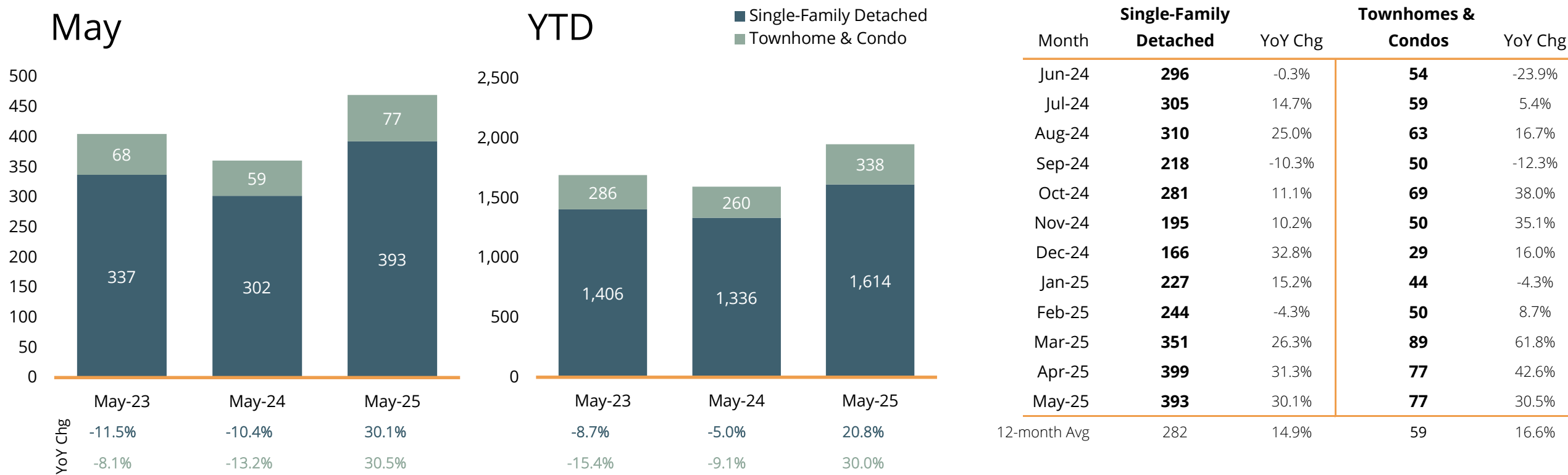
# Sales



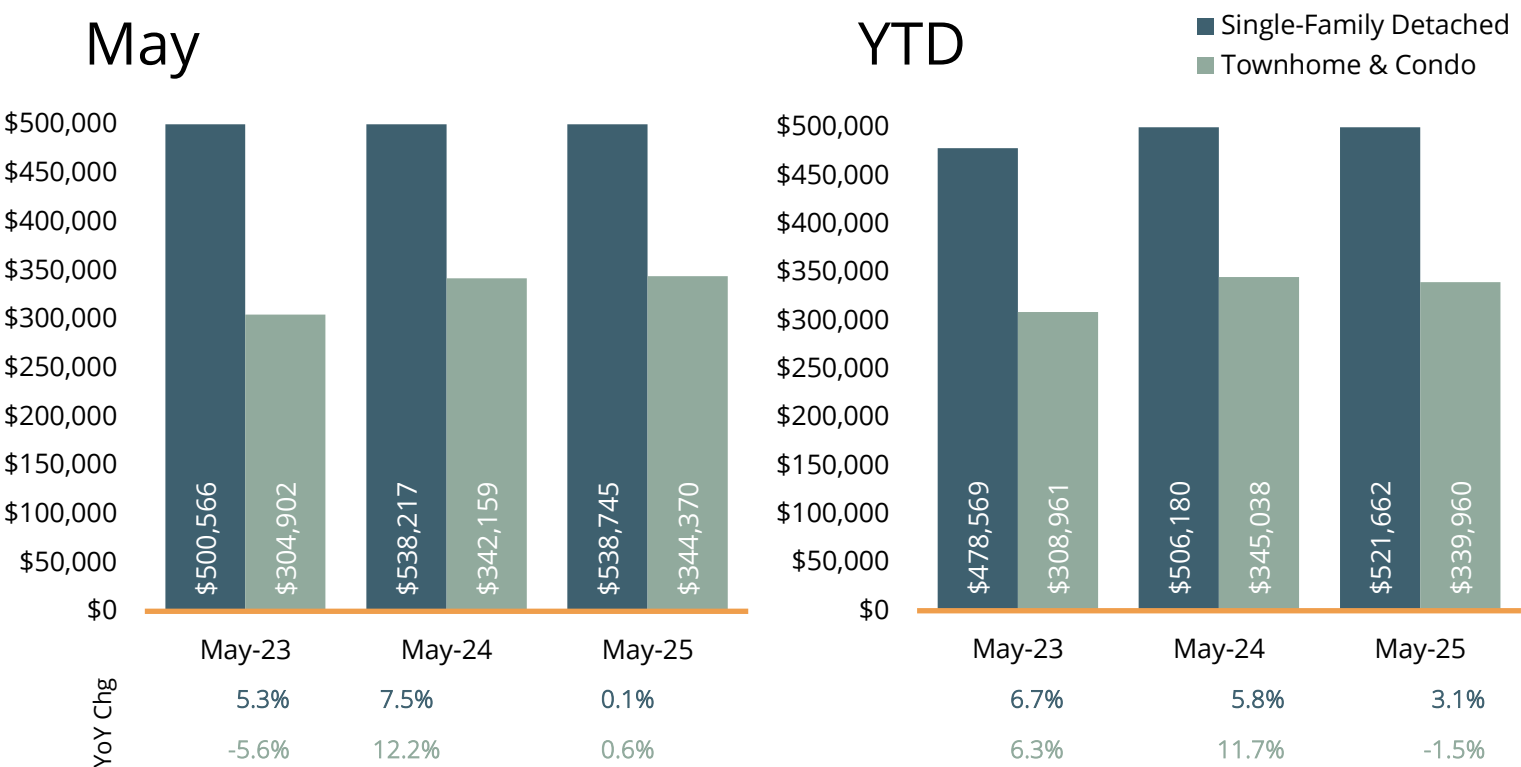
# Pending Sales



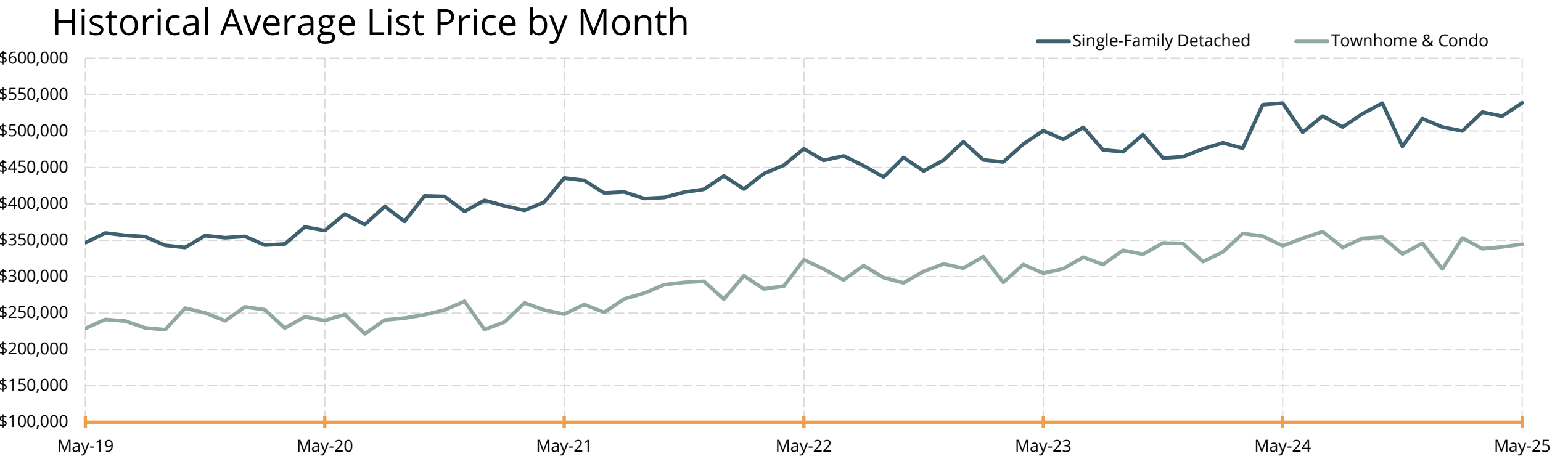
# New Listings



# Average List Price

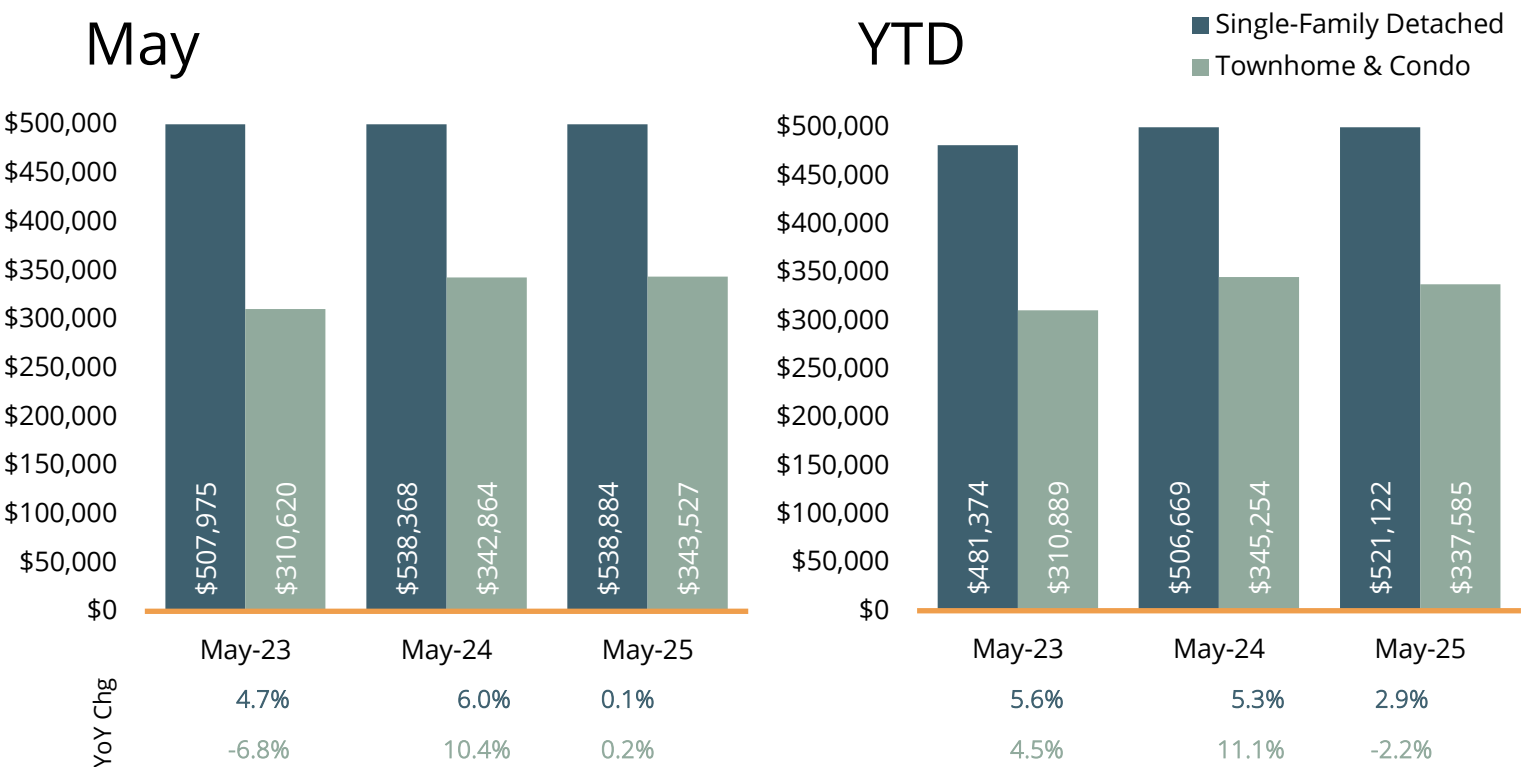


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jun-24	\$498,123	2.0%	\$352,744	13.5%
Jul-24	\$520,740	3.1%	\$361,792	10.7%
Aug-24	\$505,617	6.7%	\$340,261	7.5%
Sep-24	\$524,036	11.1%	\$352,775	5.0%
Oct-24	\$538,396	8.7%	\$354,253	7.1%
Nov-24	\$478,749	3.4%	\$330,960	-4.5%
Dec-24	\$517,213	11.3%	\$345,729	0.1%
Jan-25	\$505,325	6.3%	\$310,386	-3.2%
Feb-25	\$500,148	3.4%	\$353,290	5.8%
Mar-25	\$526,176	10.5%	\$338,260	-5.8%
Apr-25	\$520,424	-2.9%	\$340,790	-4.2%
May-25	\$538,745	0.1%	\$344,370	0.6%
12-month Avg	\$514,474	5.1%	\$343,801	2.5%



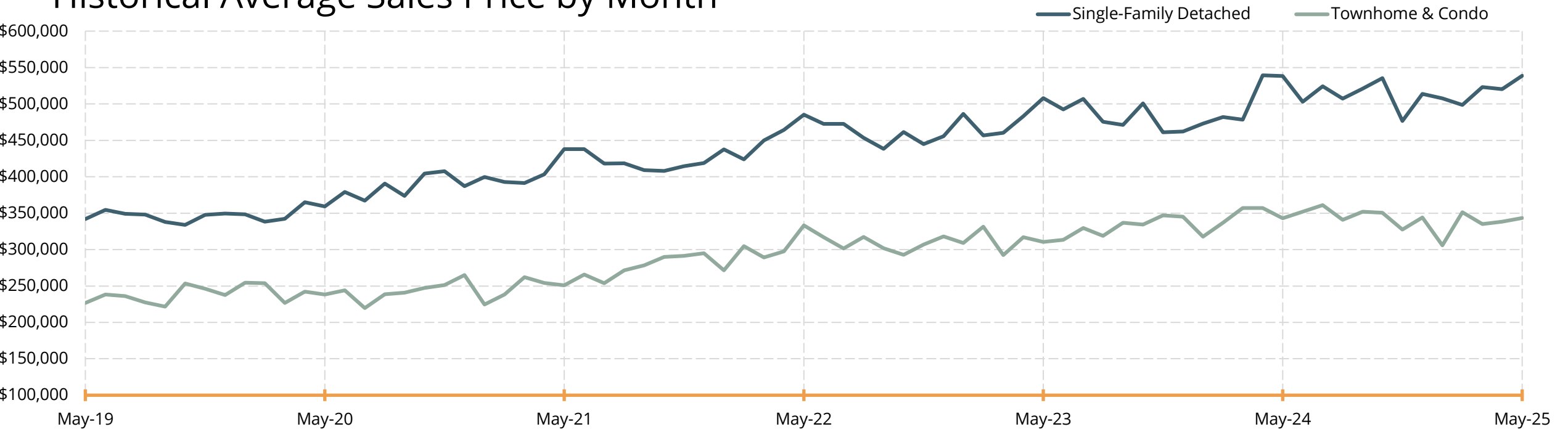
Source: Virginia REALTORS®, data accessed June 15, 2025

# Average Sales Price



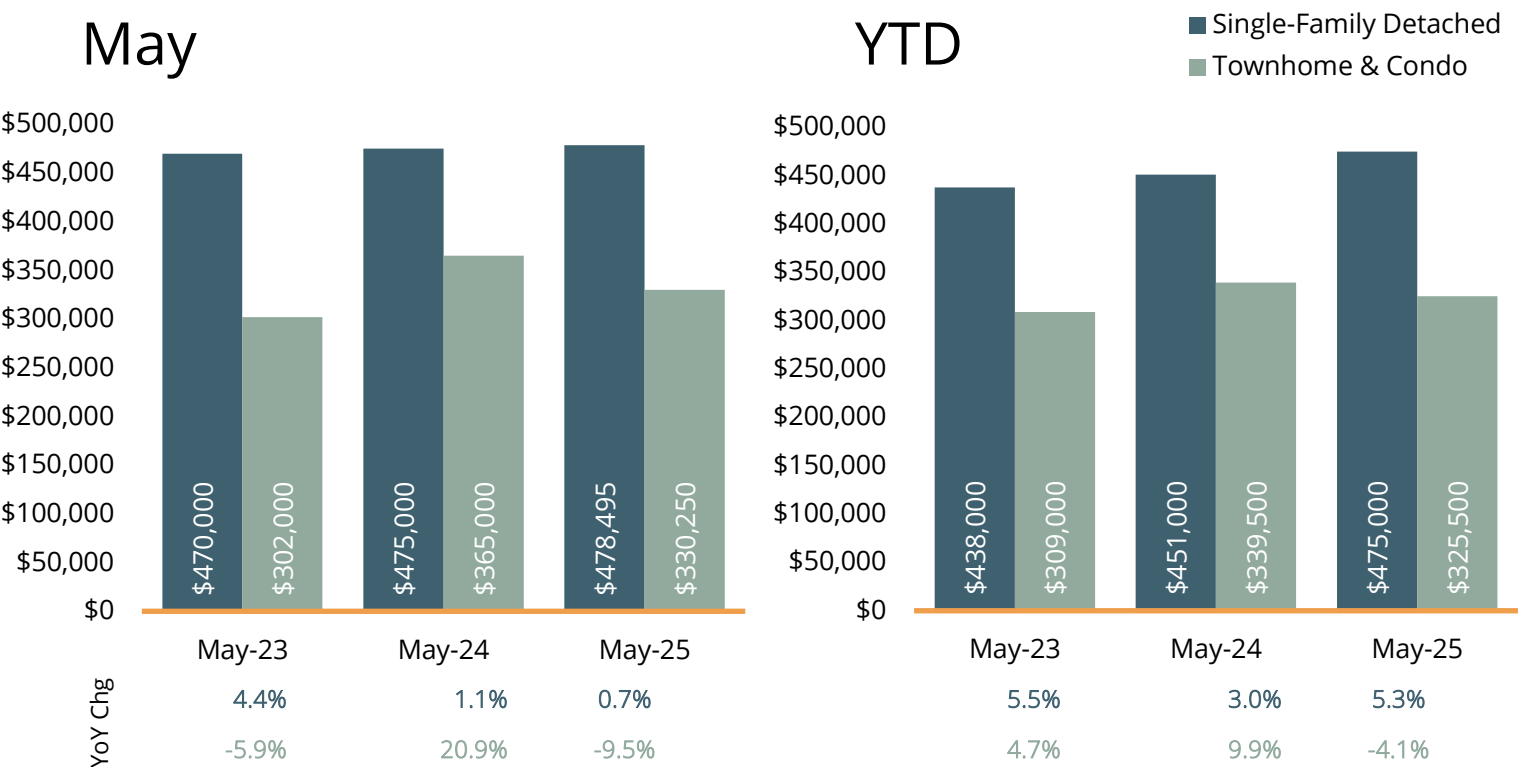
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jun-24	\$502,804	2.1%	\$351,963	12.3%
Jul-24	\$524,216	3.4%	\$361,068	9.5%
Aug-24	\$507,370	6.7%	\$340,874	6.9%
Sep-24	\$521,135	10.6%	\$351,917	4.5%
Oct-24	\$535,509	6.9%	\$350,642	4.9%
Nov-24	\$476,542	3.4%	\$327,502	-5.7%
Dec-24	\$513,758	11.2%	\$344,229	-0.3%
Jan-25	\$507,786	7.3%	\$305,920	-3.7%
Feb-25	\$498,522	3.4%	\$351,316	4.3%
Mar-25	\$523,236	9.4%	\$335,184	-6.2%
Apr-25	\$520,217	-3.5%	\$338,200	-5.3%
May-25	\$538,884	0.1%	\$343,527	0.2%
12-month Avg	\$514,165	4.9%	\$341,862	1.6%

## Historical Average Sales Price by Month



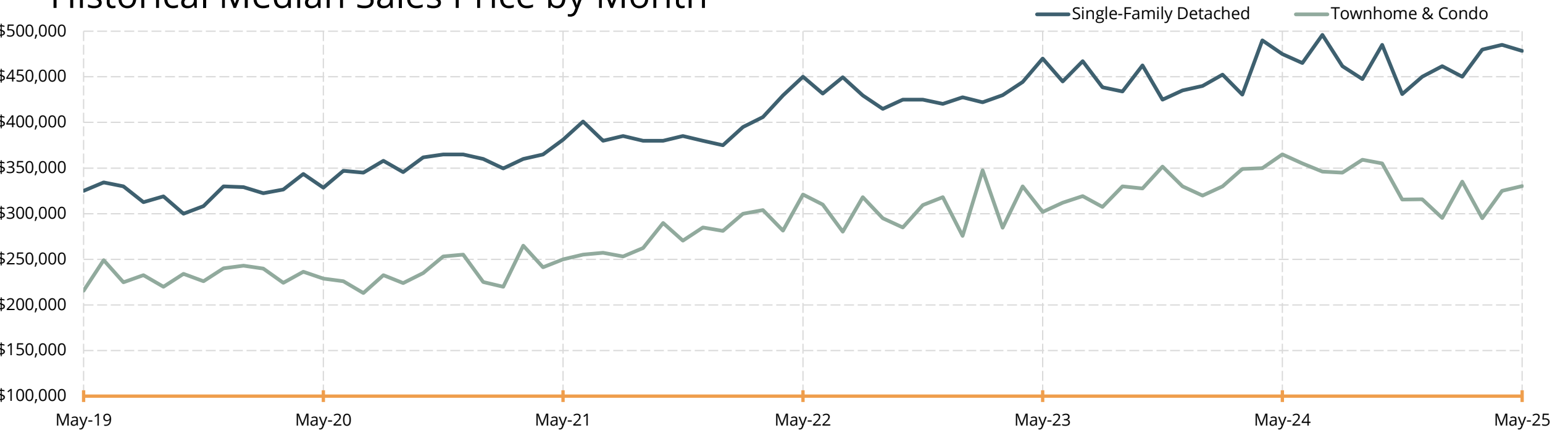
Source: Virginia REALTORS®, data accessed June 15, 2025

# Median Sales Price



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jun-24	\$465,000	4.5%	\$355,000	13.8%
Jul-24	\$496,000	6.2%	\$346,000	8.3%
Aug-24	\$461,801	5.3%	\$345,000	12.2%
Sep-24	\$447,450	3.1%	\$359,000	8.8%
Oct-24	\$485,000	4.9%	\$355,000	8.4%
Nov-24	\$431,000	1.4%	\$315,500	-10.2%
Dec-24	\$450,000	3.4%	\$315,894	-4.3%
Jan-25	\$461,723	4.9%	\$295,147	-7.8%
Feb-25	\$450,000	-0.6%	\$335,000	1.5%
Mar-25	\$480,000	11.5%	\$294,995	-15.5%
Apr-25	\$485,100	-1.0%	\$325,000	-7.1%
May-25	\$478,495	0.7%	\$330,250	-9.5%
12-month Avg	\$465,964	3.6%	\$330,982	-0.5%

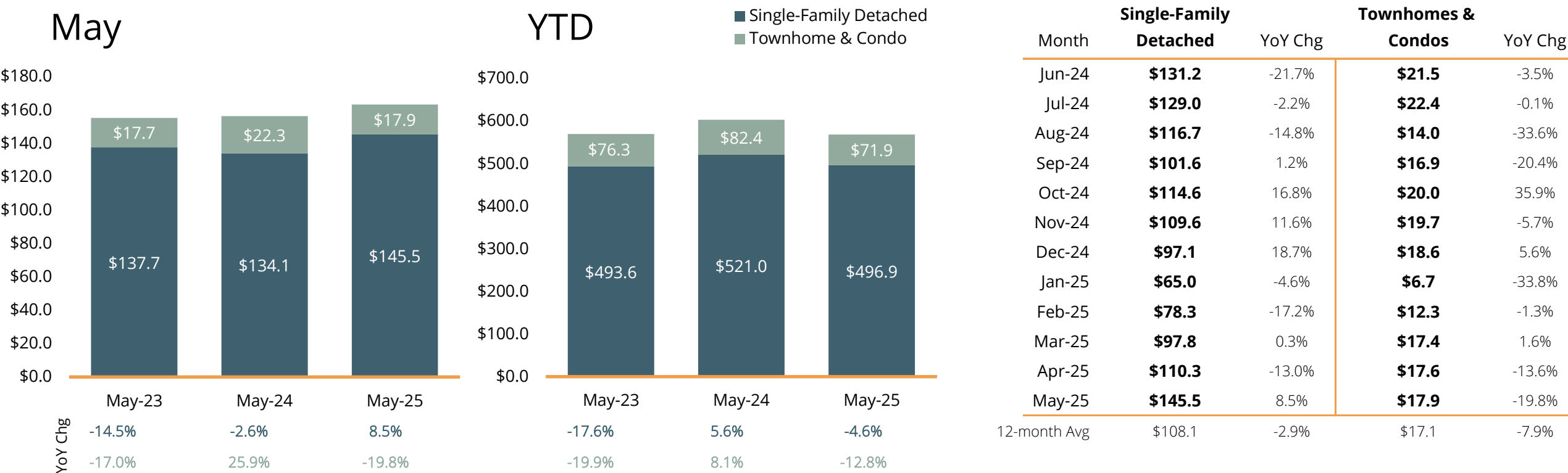
## Historical Median Sales Price by Month



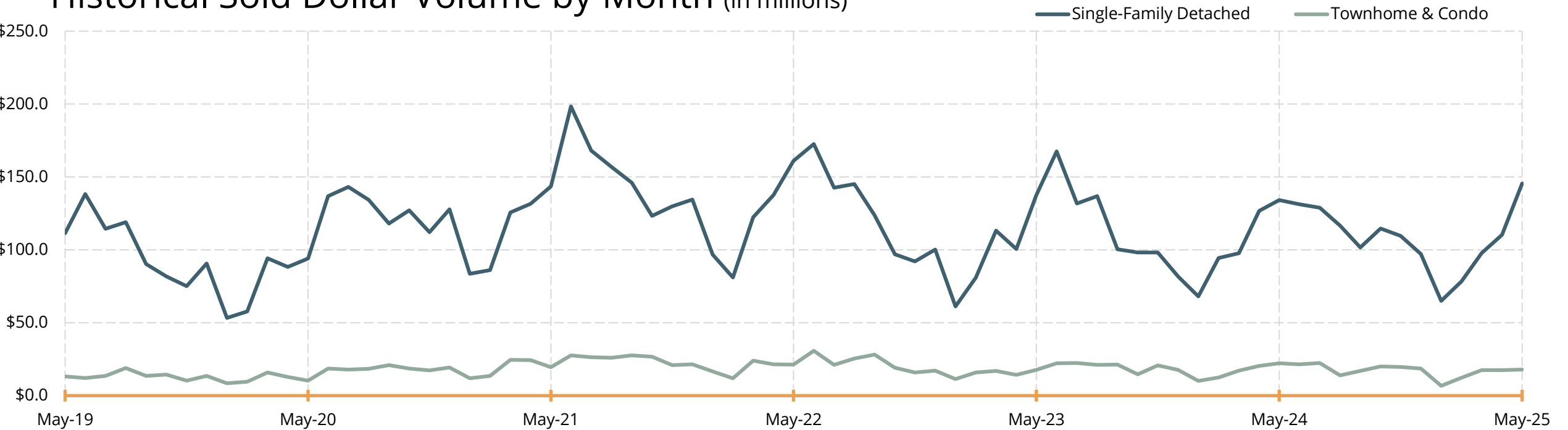
Source: Virginia REALTORS®, data accessed June 15, 2025



# Sold Dollar Volume (in millions)

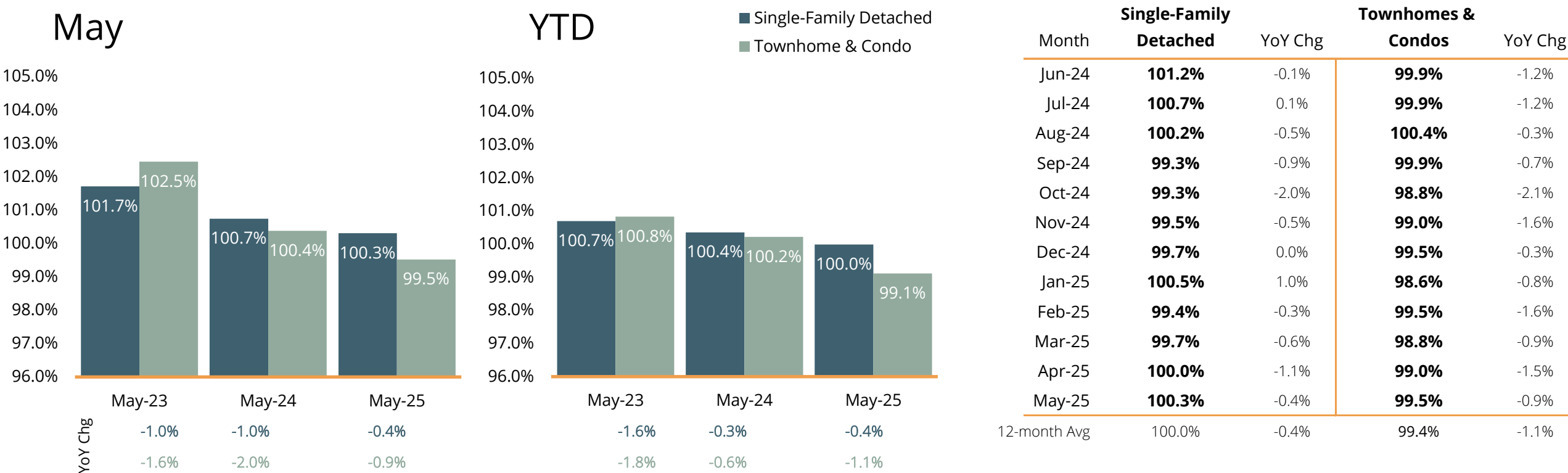


## Historical Sold Dollar Volume by Month (in millions)

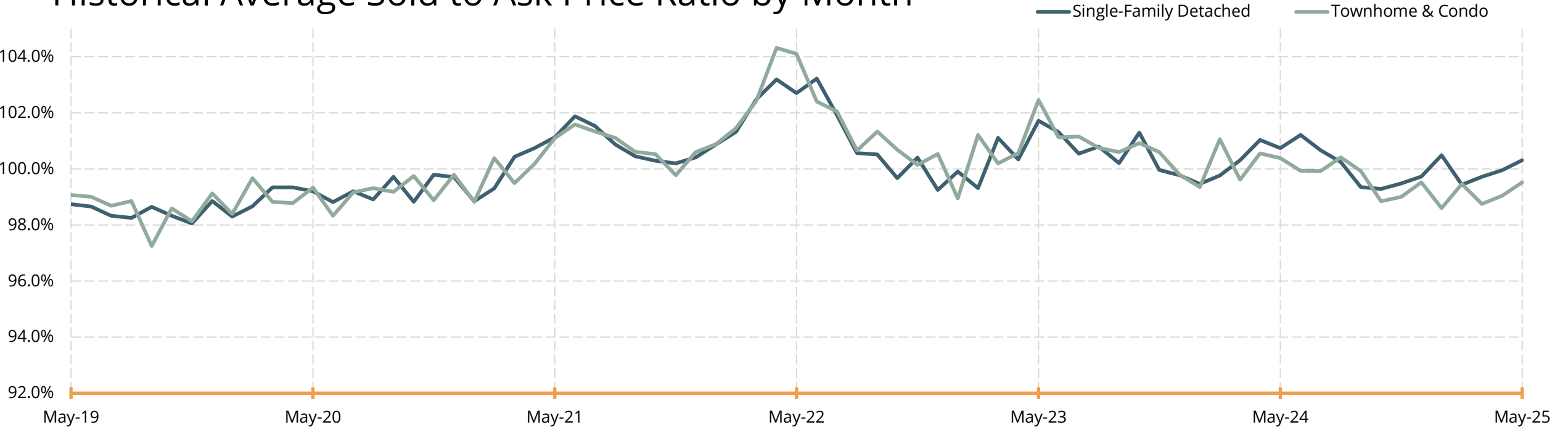


Source: Virginia REALTORS®, data accessed June 15, 2025

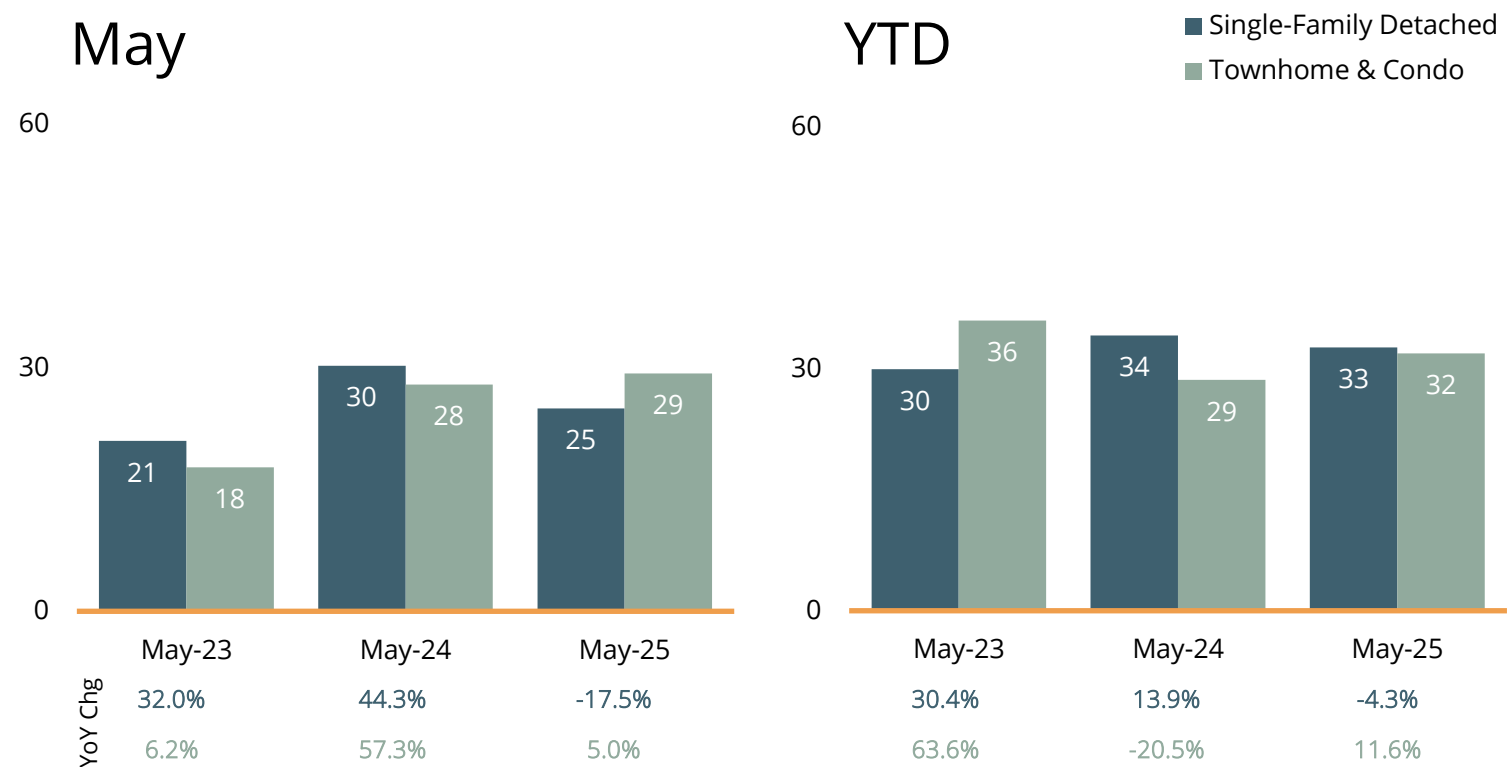
# Average Sold to Ask Price Ratio



## Historical Average Sold to Ask Price Ratio by Month

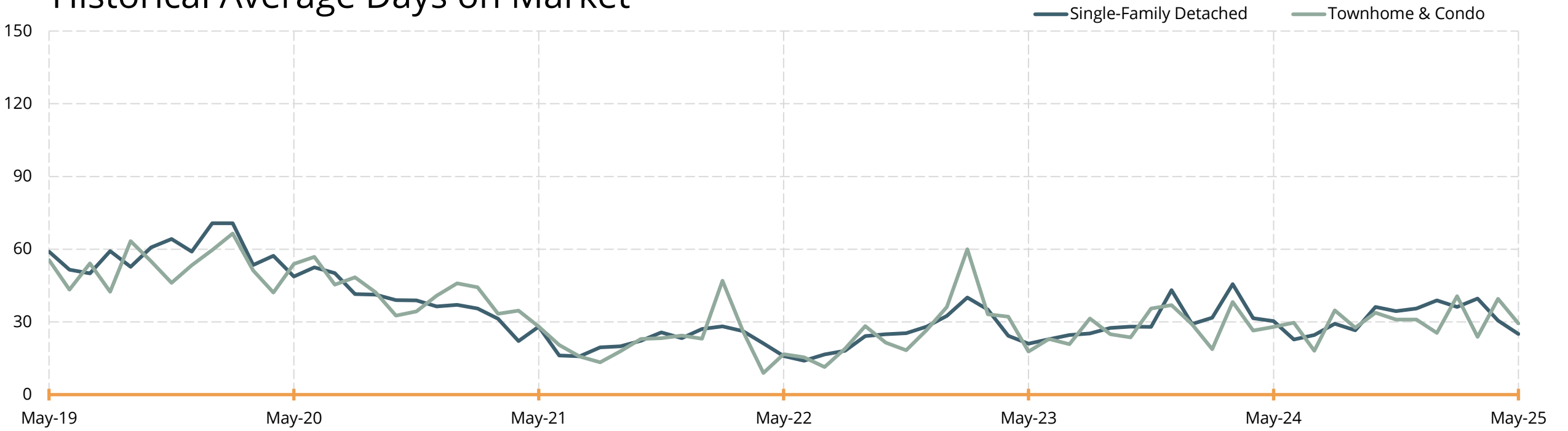


# Average Days on Market



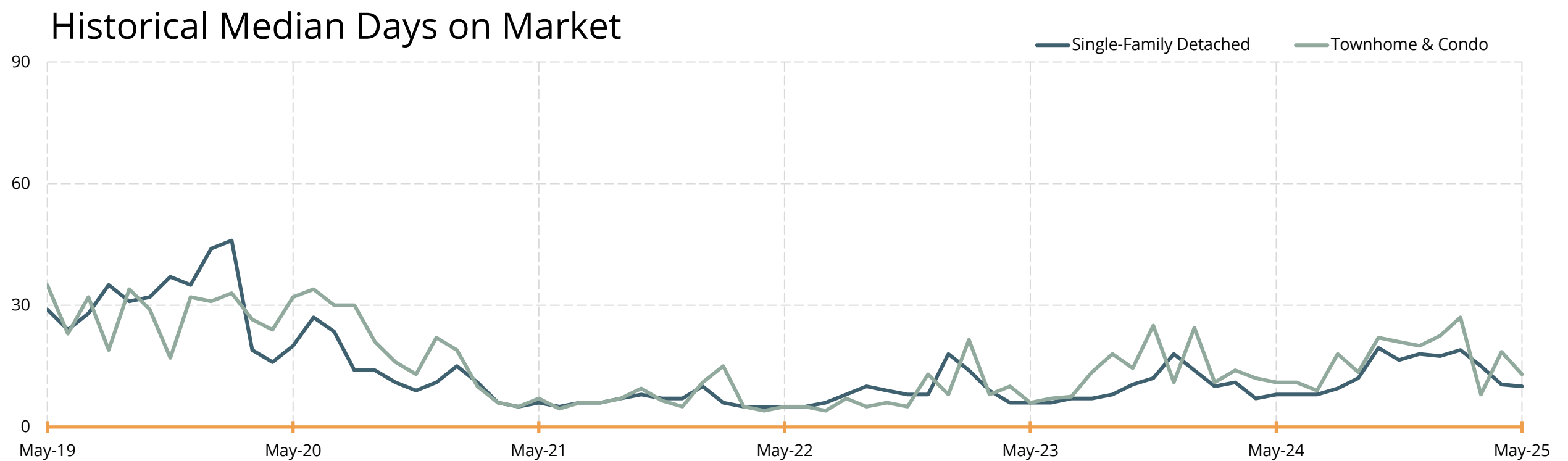
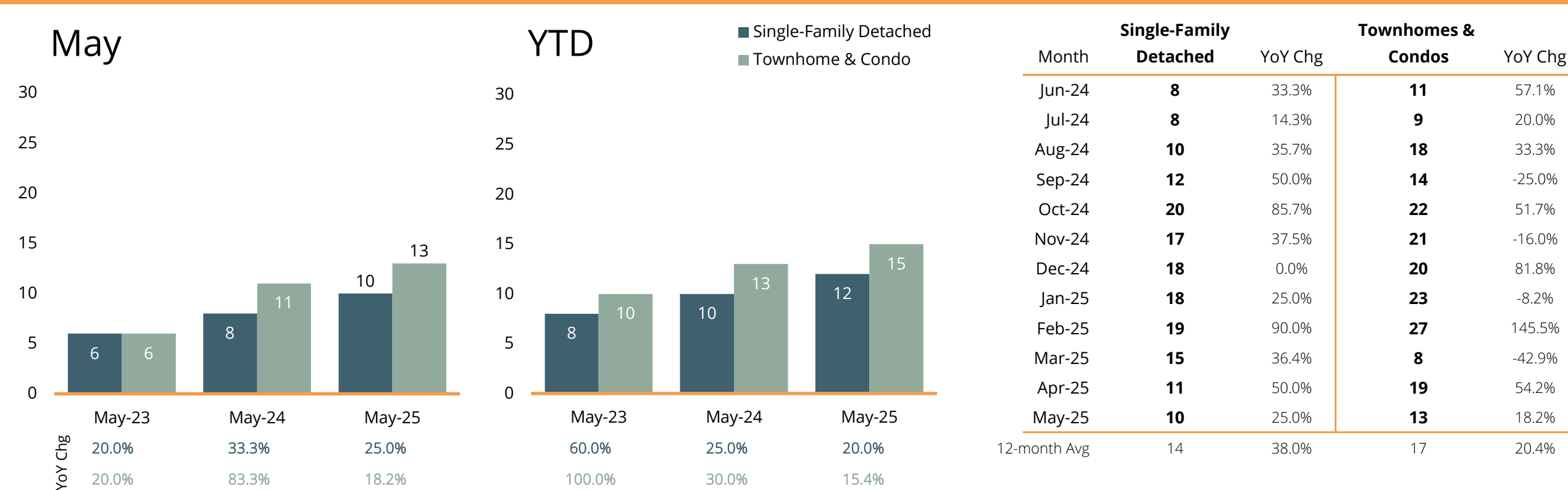
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jun-24	23	-0.6%	30	29.5%
Jul-24	25	-0.1%	18	-13.1%
Aug-24	29	16.1%	35	10.5%
Sep-24	27	-3.7%	28	10.9%
Oct-24	36	28.9%	34	43.2%
Nov-24	34	23.2%	31	-12.6%
Dec-24	35	-17.6%	31	-16.2%
Jan-25	39	33.4%	26	-12.1%
Feb-25	36	14.0%	41	117.1%
Mar-25	40	-13.0%	24	-37.7%
Apr-25	30	-3.1%	40	49.5%
May-25	25	-17.5%	29	5.0%
12-month Avg	32	3.2%	30	8.4%

## Historical Average Days on Market



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

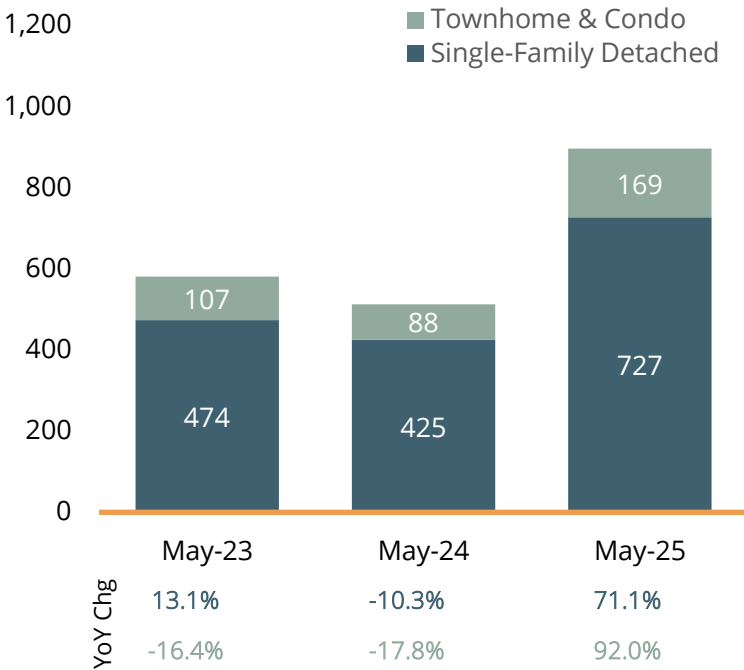
# Median Days on Market



# Active Listings

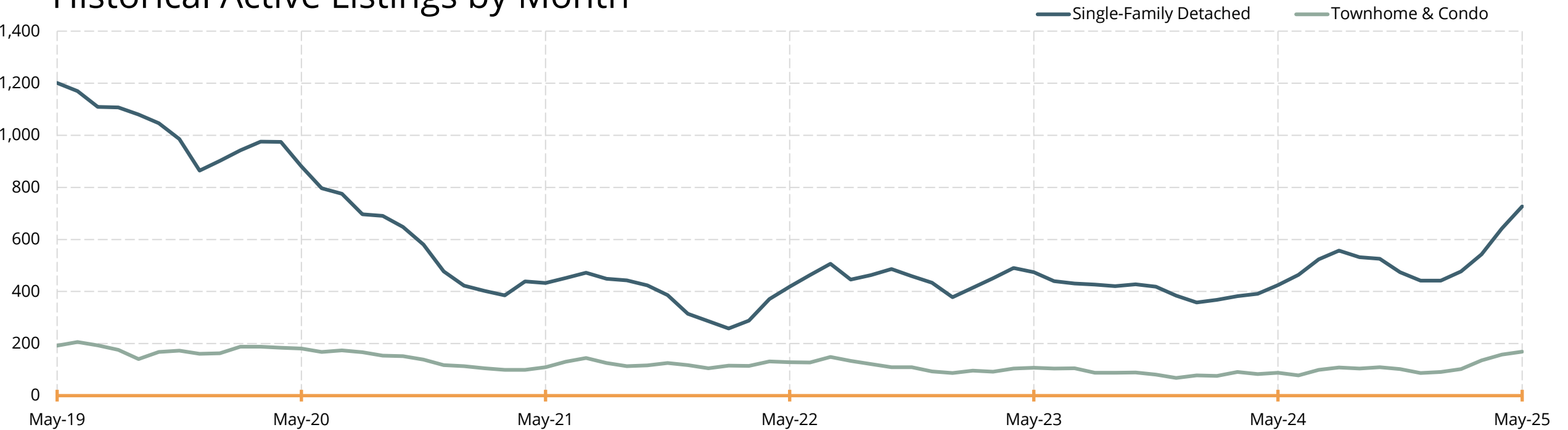


## May



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Feb-25	477	29.6%	102	34.2%
Mar-25	543	42.1%	135	48.4%
Apr-25	642	64.2%	158	90.4%
May-25	727	71.1%	169	92.0%
12-month Avg	529	30.3%	112	29.2%

## Historical Active Listings by Month

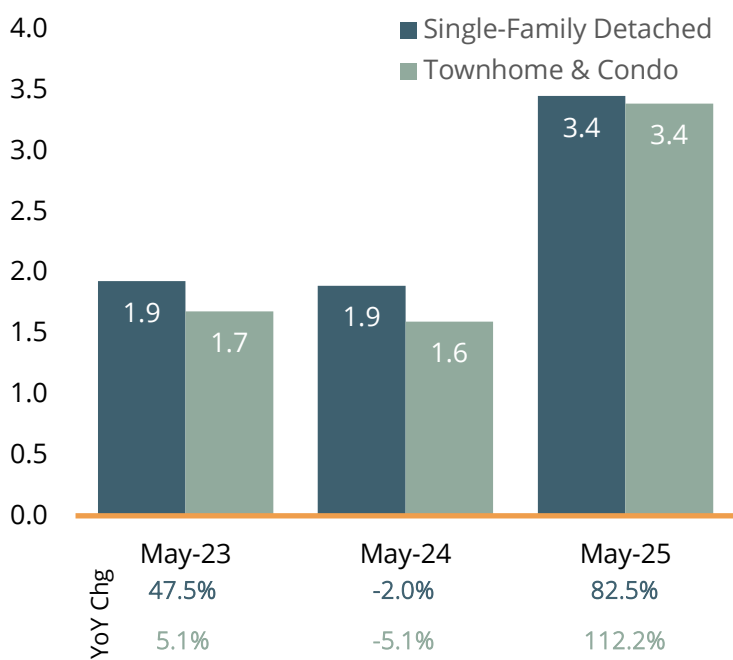


Source: Virginia REALTORS®, data accessed June 15, 2025

# Months of Supply

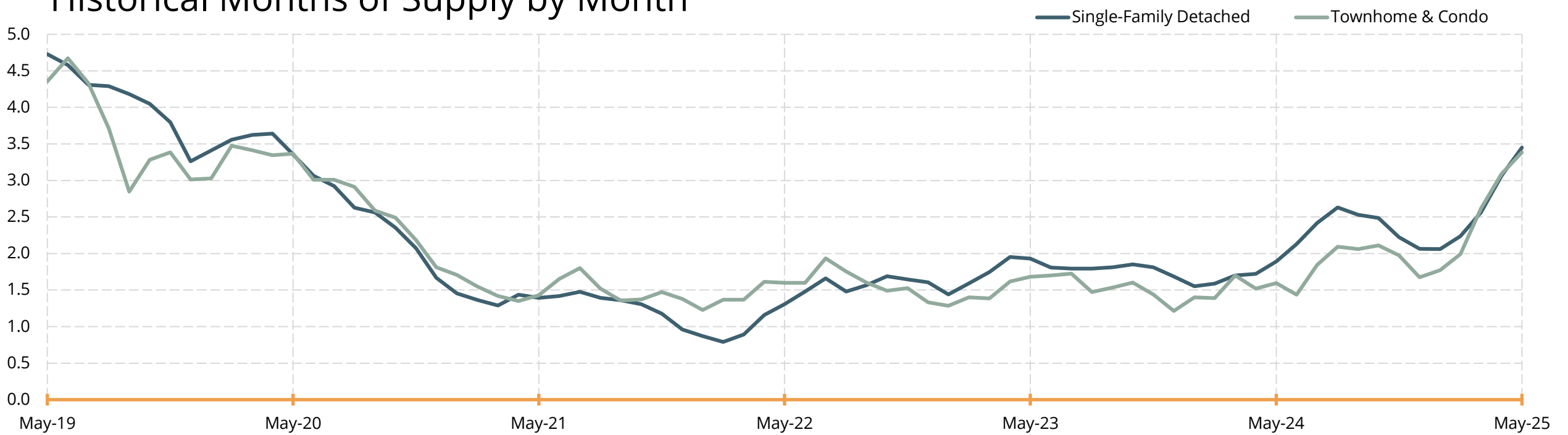


## May



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Feb-25	2.2	41.0%	2.0	43.6%
Mar-25	2.6	50.9%	2.6	54.1%
Apr-25	3.1	77.8%	3.1	103.1%
May-25	3.4	82.5%	3.4	112.2%
12-month Avg	2.5	42.1%	2.2	42.4%

## Historical Months of Supply by Month



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

# Area Overview - Total Market



New Listings				Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
Geography	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
James City County	187	220	17.6%	160	161	0.6%	\$520,079	\$523,486	0.7%	\$435,500	\$475,000	9.1%	217	434	100.0%	1.7	3.6	109.6%
Williamsburg	22	27	22.7%	23	23	0.0%	\$412,378	\$522,630	26.7%	\$382,500	\$400,000	4.6%	31	70	125.8%	1.4	4.3	212.2%
York County	90	138	53.3%	91	84	-7.7%	\$481,958	\$473,996	-1.7%	\$430,000	\$450,738	4.8%	153	221	44.4%	1.8	2.8	52.9%
New Kent County	58	80	37.9%	35	42	20.0%	\$518,521	\$477,319	-7.9%	\$479,784	\$457,345	-4.7%	104	164	57.7%	2.4	4.1	70.4%
Charles City County	4	5	25.0%	5	12	140.0%	\$327,231	\$599,775	83.3%	\$270,000	\$349,900	29.6%	8	7	-12.5%	2.0	1.6	-23.8%



# Area Overview - Total Market YTD



New Listings YTD				Sales YTD			Average Sales Price TYD			Median Sales Price TYD			Active Listings YTD		
Geography	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
James City County	771	964	25.0%	605	544	-10.1%	\$508,335	\$505,010	-0.7%	\$437,325	\$460,000	5.2%	217	434	100.0%
Williamsburg	110	135	22.7%	87	70	-19.5%	\$451,070	\$456,884	1.3%	\$408,000	\$402,000	-1.5%	31	70	125.8%
York County	424	482	13.7%	373	351	-5.9%	\$442,915	\$480,031	8.4%	\$412,000	\$450,000	9.2%	153	221	44.4%
New Kent County	262	346	32.1%	178	183	2.8%	\$475,443	\$462,776	-2.7%	\$427,640	\$430,158	0.6%	104	164	57.7%
Charles City County	29	25	-13.8%	24	19	-20.8%	\$334,692	\$490,899	46.7%	\$280,000	\$339,000	21.1%	8	7	-12.5%

# Area Overview - Single Family Detached Market



	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
Geography	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
James City County	156	174	11.5%	120	134	11.7%	\$581,175	\$560,687	-3.5%	\$499,500	\$539,900	8.1%	177	330	86.4%	1.7	3.4	97.3%
Williamsburg	15	17	13.3%	15	18	20.0%	\$444,920	\$565,027	27.0%	\$449,900	\$404,500	-10.1%	20	42	110.0%	1.4	4.1	201.2%
York County	73	123	68.5%	74	68	-8.1%	\$511,547	\$505,335	-1.2%	\$459,133	\$472,500	2.9%	126	193	53.2%	1.9	3.0	57.2%
New Kent County	54	74	37.0%	35	38	8.6%	\$518,521	\$490,421	-5.4%	\$479,784	\$470,695	-1.9%	94	155	64.9%	2.4	4.3	78.6%
Charles City County	4	5	25.0%	5	12	140.0%	\$327,231	\$599,775	83.3%	\$270,000	\$349,900	29.6%	8	7	-12.5%	2.0	1.6	-23.8%

# Area Overview - Single Family Detached Market YTD



New Listings YTD				Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
Geography	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
James City County	643	<b>775</b>	20.5%	486	<b>432</b>	-11.1%	\$547,222	<b>\$545,062</b>	-0.4%	\$478,425	<b>\$505,000</b>	5.6%	177	<b>330</b>	86.4%
Williamsburg	79	<b>91</b>	15.2%	58	<b>48</b>	-17.2%	\$502,837	<b>\$522,769</b>	4.0%	\$460,000	<b>\$434,000</b>	-5.7%	20	<b>42</b>	110.0%
York County	349	<b>404</b>	15.8%	296	<b>292</b>	-1.4%	\$471,403	<b>\$510,925</b>	8.4%	\$440,730	<b>\$482,403</b>	9.5%	126	<b>193</b>	53.2%
New Kent County	236	<b>319</b>	35.2%	164	<b>163</b>	-0.6%	\$490,216	<b>\$479,216</b>	-2.2%	\$445,500	<b>\$451,250</b>	1.3%	94	<b>155</b>	64.9%
Charles City County	29	<b>25</b>	-13.8%	24	<b>19</b>	-20.8%	\$334,692	<b>\$490,899</b>	46.7%	\$280,000	<b>\$339,000</b>	21.1%	8	<b>7</b>	-12.5%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
James City County	31	<b>46</b>	48.4%	40	<b>27</b>	-32.5%	\$336,789	<b>\$338,857</b>	0.6%	\$348,583	<b>\$350,000</b>	0.4%	40	<b>104</b>	160.0%	1.6	<b>4.1</b>	162.6%
Williamsburg	7	<b>10</b>	42.9%	8	<b>5</b>	-37.5%	\$351,363	<b>\$369,998</b>	5.3%	\$364,500	<b>\$305,000</b>	-16.3%	11	<b>28</b>	154.5%	1.4	<b>4.5</b>	230.2%
York County	17	<b>15</b>	-11.8%	17	<b>16</b>	-5.9%	\$353,160	<b>\$340,806</b>	-3.5%	\$371,085	<b>\$316,750</b>	-14.6%	27	<b>28</b>	3.7%	1.6	<b>1.9</b>	24.7%
New Kent County	4	<b>6</b>	50.0%	0	<b>4</b>	n/a	\$0	<b>\$352,845</b>	n/a	\$0	<b>\$346,220</b>	n/a	10	<b>9</b>	-10.0%	2.2	<b>2.1</b>	-4.7%
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



New Listings YTD				Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
Geography	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
James City County	128	<b>189</b>	47.7%	119	<b>112</b>	-5.9%	\$355,469	<b>\$350,164</b>	-1.5%	\$347,500	<b>\$350,000</b>	0.7%	40	<b>104</b>	160.0%
Williamsburg	31	<b>44</b>	41.9%	29	<b>22</b>	-24.1%	\$351,105	<b>\$313,136</b>	-10.8%	\$360,000	<b>\$249,000</b>	-30.8%	11	<b>28</b>	154.5%
York County	75	<b>78</b>	4.0%	77	<b>59</b>	-23.4%	\$334,879	<b>\$326,084</b>	-2.6%	\$330,000	<b>\$317,500</b>	-3.8%	27	<b>28</b>	3.7%
New Kent County	26	<b>27</b>	3.8%	14	<b>20</b>	42.9%	\$305,555	<b>\$327,972</b>	7.3%	\$303,970	<b>\$326,093</b>	7.3%	10	<b>9</b>	-10.0%
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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