

# WAAR WILLIAMSBURG

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

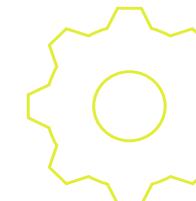
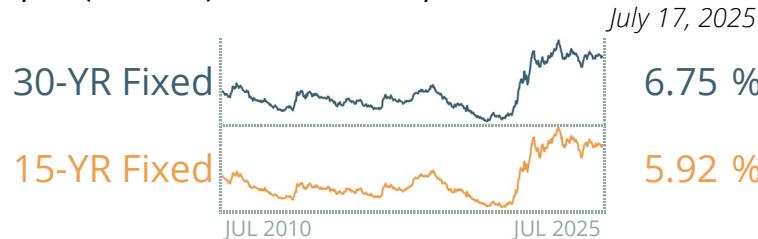
# WAAR Market Indicators Report



## Key Market Trends: June 2025

- Sales activity picked up in the WAAR market in June.** There were 376 in June in the WAAR region, increasing by 16.8%, which is 54 more sales than last year. All local markets saw sales climb this month. There was double digit growth in James City County with 20 additional home sales (+13.5%) and York County with 13 more sales than the year before (+12.6%).
- Pending sales jumped in the WAAR area this month.** Regionwide, there were 297 pending sales in June, 45 more than a year earlier, climbing 17.9%. The local markets with the sharpest gains in pending sales were New Kent County, with 26 more than the year before (+83.9%) and James City County with 22 additional pending sales (+16.8%). York County had four fewer pending sales than the previous year (-5.5%).
- Median sales price up sharply in the WAAR compared to last June.** The median price of a home in the region was \$461,750 in June, 6.7% higher than a year ago, a \$29,000 price gain. Home prices surged in Charles City County with the median price jumping \$102,250 more than the year prior (+39.3%). York County (+14.5%) and James City County (+9.6%) also experienced strong median price growth this month. Williamsburg was the only market in the WAAR footprint to experience a decline in median price (-12.8%).
- An increase in active listings led to more supply on the market this month.** June ended with 917 listings in the WAAR region, 375 more listings than a year ago, a 69.2% jump in activity. Most of the listing growth occurred in James City County with 226 more listings than last year (+103.7%) and York County with an additional 88 listings (+56.8%).

### INTEREST RATE TRACKER



### WAAR Market Dashboard

YoY Chg	Jun-25	Indicator
▲ 16.8%	376	Sales
▲ 17.9%	297	Pending Sales
▲ 23.1%	431	New Listings
▲ 10.1%	\$517,992	Average List Price
▲ 7.3%	\$509,070	Average Sales Price
▲ 6.7%	\$461,750	Median Sales Price
▲ 2.6%	\$219	Average Price Per Square Foot
▲ 25.3%	\$191.4	Sold Dollar Volume (in millions)
▼ -1.1%	99.9%	Average Sold/Ask Price Ratio
▲ 22.6%	29	Average Days on Market
▲ 112.5%	17	Median Days on Market
▲ 69.2%	917	Active Listings
▲ 73.5%	3.5	Months of Supply

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

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

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

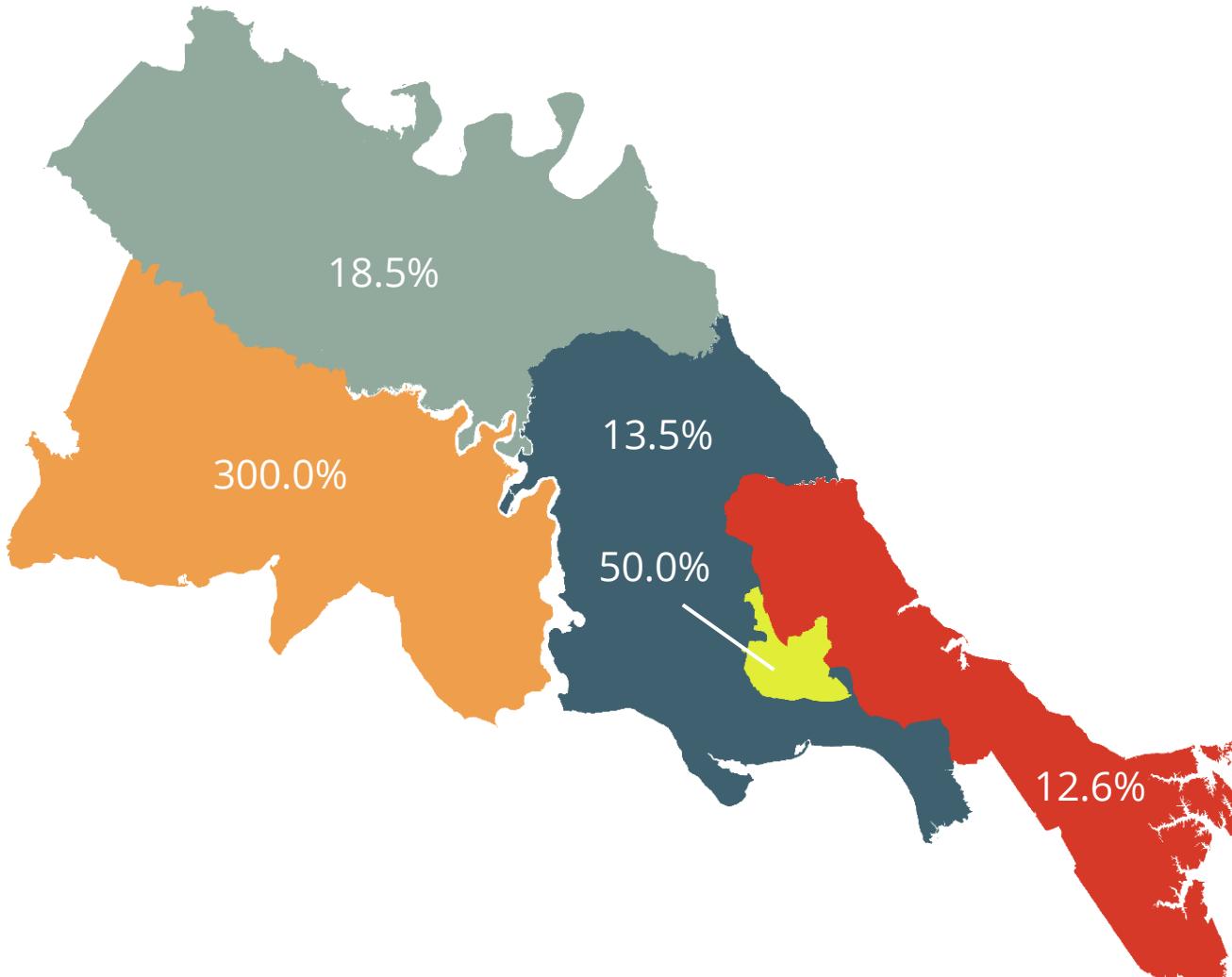
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - WAAR Footprint



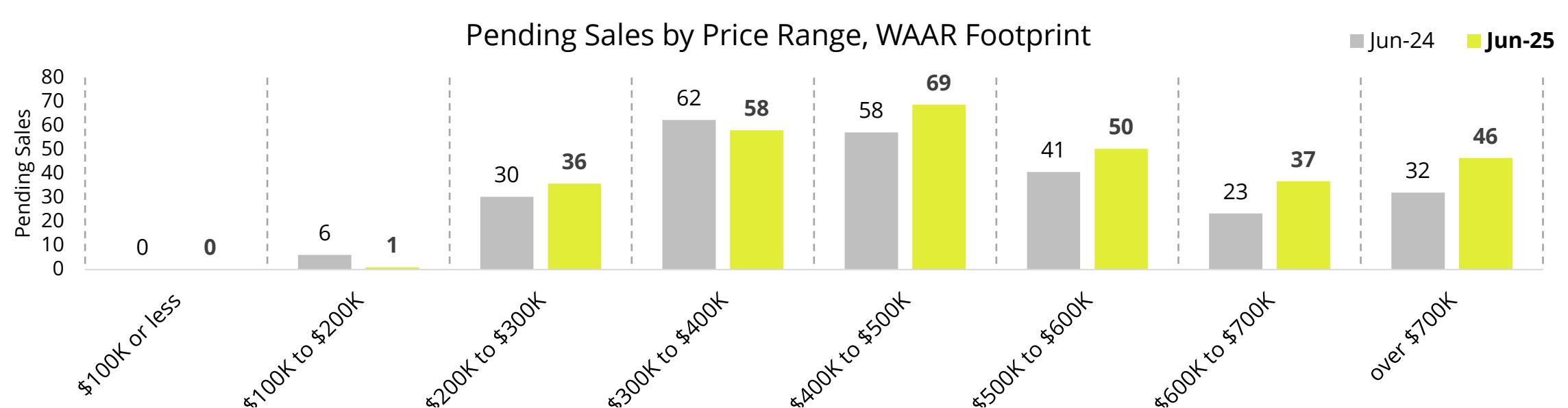
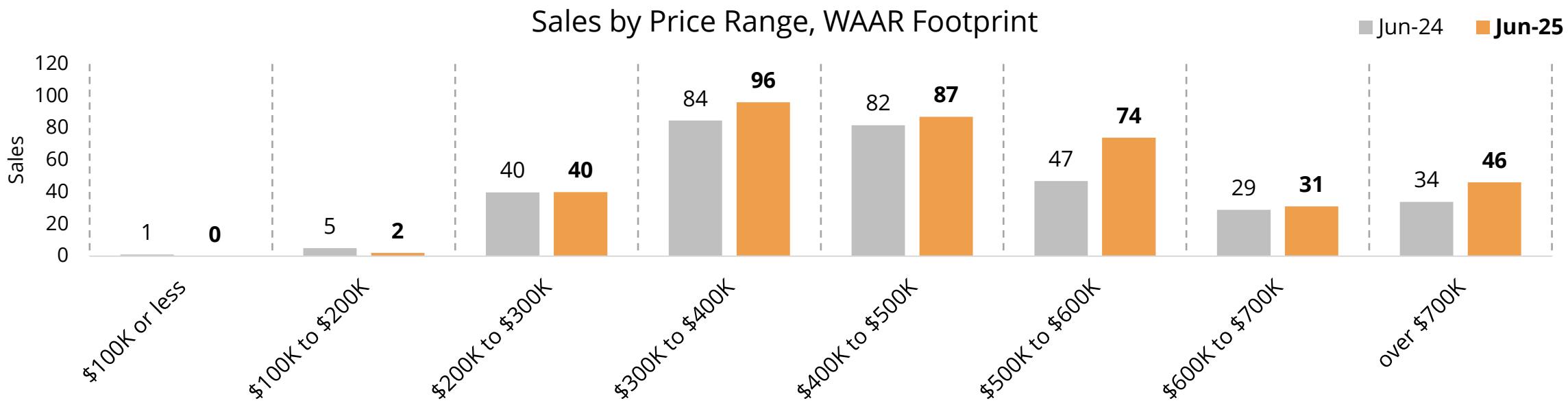
Jurisdiction	Total Sales		
	Jun-24	Jun-25	% Chg
Charles City County	1	4	300.0%
James City County	148	168	13.5%
New Kent County	54	64	18.5%
Williamsburg	16	24	50.0%
York County	103	116	12.6%
<b>WAAR</b>	<b>322</b>	<b>376</b>	<b>16.8%</b>

# Total Market Overview

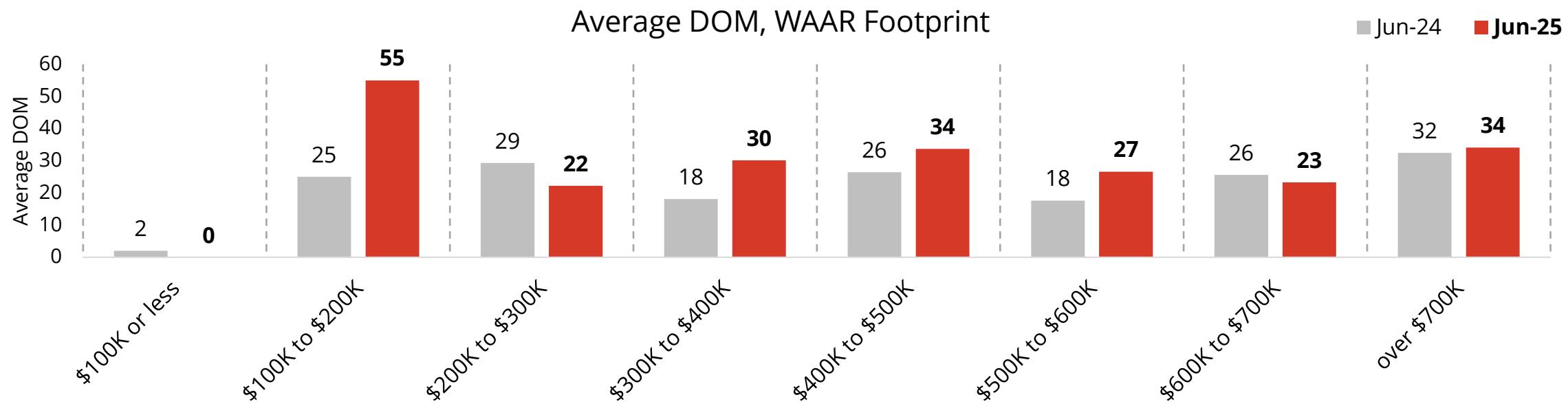


Key Metrics	2-year Trends			Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23	Jun-24	Jun-25						
Sales		322	<b>376</b>	16.8%	1,589	<b>1,543</b>	-2.9%		
Pending Sales		252	<b>297</b>	17.9%	1,509	<b>1,487</b>	-1.5%		
New Listings		350	<b>431</b>	23.1%	1,946	<b>2,383</b>	22.5%		
Average List Price		\$470,582	<b>\$517,992</b>	10.1%	\$474,200	<b>\$496,594</b>	4.7%		
Average Sales Price		\$474,229	<b>\$509,070</b>	7.3%	\$475,308	<b>\$493,767</b>	3.9%		
Median Sales Price		\$432,750	<b>\$461,750</b>	6.7%	\$425,000	<b>\$450,000</b>	5.9%		
Average Price Per Square Foot		\$214	<b>\$219</b>	2.6%	\$210	<b>\$218</b>	4.1%		
Sold Dollar Volume (in millions)		\$152.7	<b>\$191.4</b>	25.3%	\$756.1	<b>\$760.2</b>	0.5%		
Average Sold/Ask Price Ratio		101.0%	<b>99.9%</b>	-1.1%	100.5%	<b>99.8%</b>	-0.6%		
Average Days on Market		24	<b>29</b>	22.6%	31	<b>32</b>	1.9%		
Median Days on Market		8	<b>17</b>	112.5%	10	<b>14</b>	40.0%		
Active Listings		542	<b>917</b>	69.2%	n/a	<b>n/a</b>	n/a		
Months of Supply		2.0	<b>3.5</b>	73.5%	n/a	<b>n/a</b>	n/a		

# Total Market by Price Range Overview



# Total Market by Price Range Overview



# Single-Family Detached Market Overview



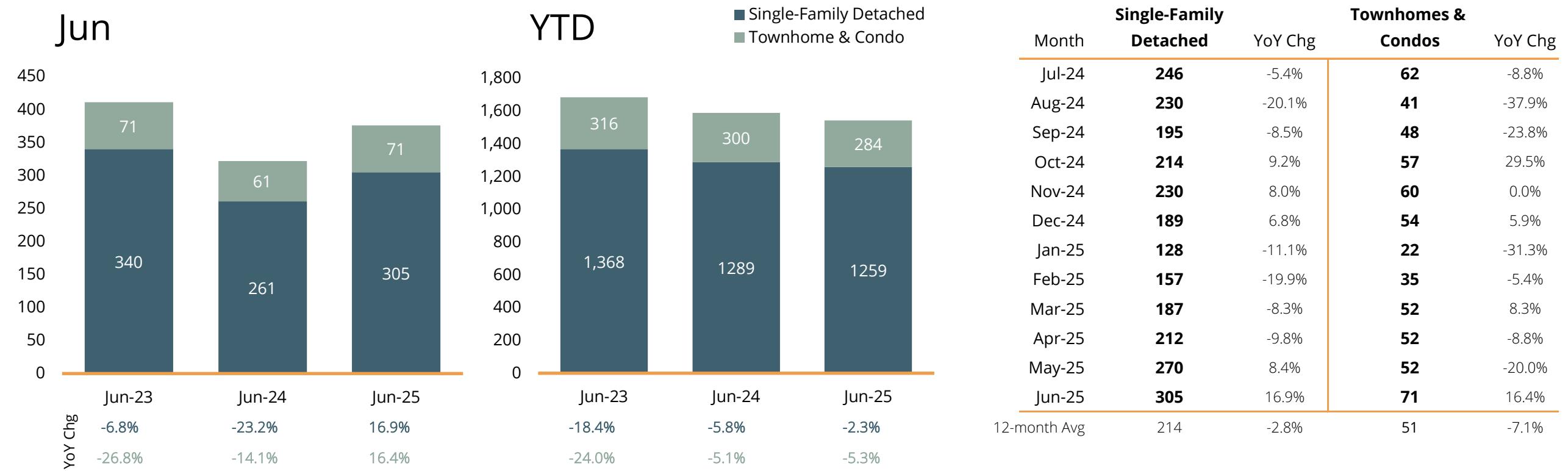
Key Metrics	2-year Trends			Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23	Jun-24	Jun-25						
Sales		261	<b>305</b>	16.9%	1,289	<b>1,259</b>	-2.3%		
Pending Sales		210	<b>252</b>	20.0%	1,292	<b>1,253</b>	-3.0%		
New Listings		296	<b>360</b>	21.6%	1,632	<b>1,974</b>	21.0%		
Average List Price		\$498,123	<b>\$555,413</b>	11.5%	\$504,320	<b>\$530,973</b>	5.3%		
Average Sales Price		\$502,804	<b>\$545,072</b>	8.4%	\$505,687	<b>\$528,061</b>	4.4%		
Median Sales Price		\$465,000	<b>\$499,999</b>	7.5%	\$453,500	<b>\$480,000</b>	5.8%		
Average Price Per Square Foot		\$214	<b>\$219</b>	2.4%	\$212	<b>\$220</b>	4.0%		
Sold Dollar Volume (in millions)		\$131.2	<b>\$166.2</b>	26.7%	\$652.2	<b>\$663.1</b>	1.7%		
Average Sold/Ask Price Ratio		101.2%	<b>100.0%</b>	-1.2%	100.5%	<b>100.0%</b>	-0.5%		
Average Days on Market		23	<b>29</b>	29.1%	32	<b>32</b>	0.4%		
Median Days on Market		8	<b>17</b>	112.5%	9	<b>13</b>	44.4%		
Active Listings		464	<b>740</b>	59.5%	n/a	<b>n/a</b>	n/a		
Months of Supply		2.1	<b>3.4</b>	62.0%	n/a	<b>n/a</b>	n/a		

# Townhome & Condo Market Overview

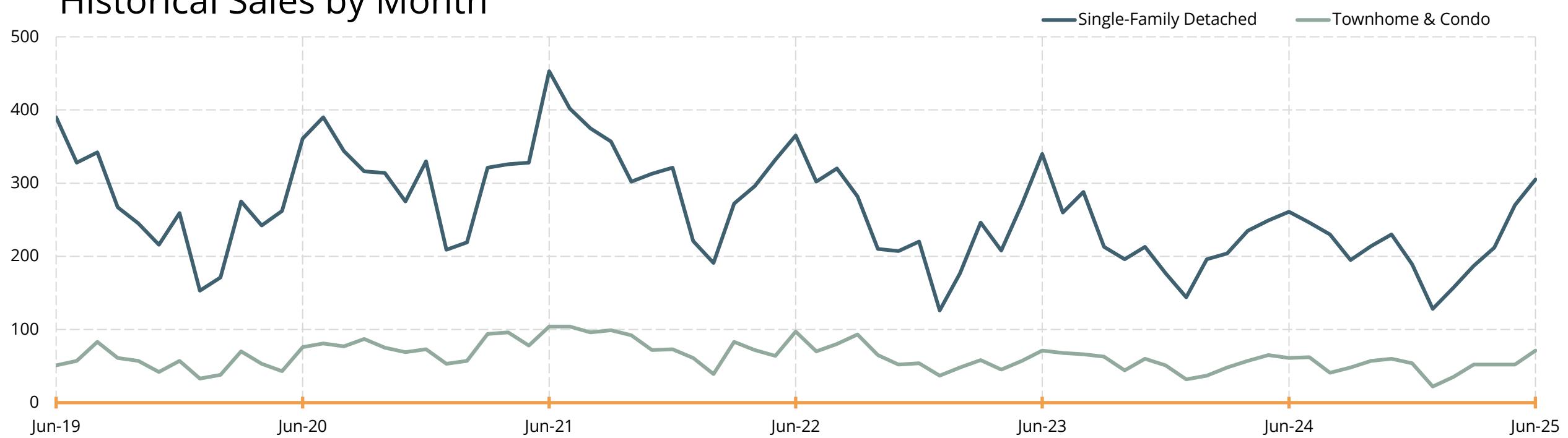


Key Metrics	2-year Trends			Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23	Jun-24	Jun-25						
Sales		61	71	16.4%	300	<b>284</b>	-5.3%		
Pending Sales		42	45	7.1%	217	<b>234</b>	7.8%		
New Listings		54	71	31.5%	314	<b>409</b>	30.3%		
Average List Price		\$352,744	<b>\$344,370</b>	-2.4%	\$346,621	<b>\$344,002</b>	-0.8%		
Average Sales Price		\$351,963	<b>\$354,415</b>	0.7%	\$346,632	<b>\$341,548</b>	-1.5%		
Median Sales Price		\$355,000	<b>\$345,000</b>	-2.8%	\$340,000	<b>\$330,000</b>	-2.9%		
Average Price Per Square Foot		\$210	<b>\$220</b>	4.8%	\$194	<b>\$204</b>	5.0%		
Sold Dollar Volume (in millions)		\$21.5	<b>\$25.2</b>	17.2%	\$103.9	<b>\$97.1</b>	-6.6%		
Average Sold/Ask Price Ratio		99.9%	<b>99.3%</b>	-0.7%	100.2%	<b>99.2%</b>	-1.0%		
Average Days on Market		30	<b>30</b>	1.3%	29	<b>31</b>	8.8%		
Median Days on Market		11	<b>17</b>	54.5%	13	<b>17</b>	30.8%		
Active Listings		78	<b>177</b>	126.9%	n/a	<b>n/a</b>	n/a		
Months of Supply		1.4	<b>3.5</b>	142.5%	n/a	<b>n/a</b>	n/a		

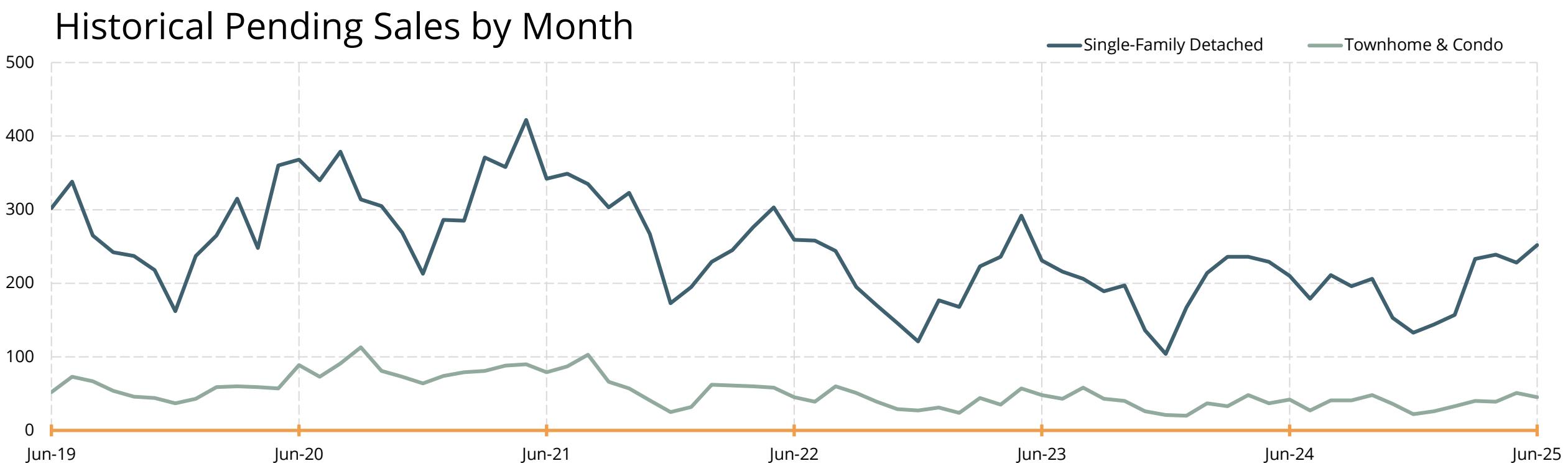
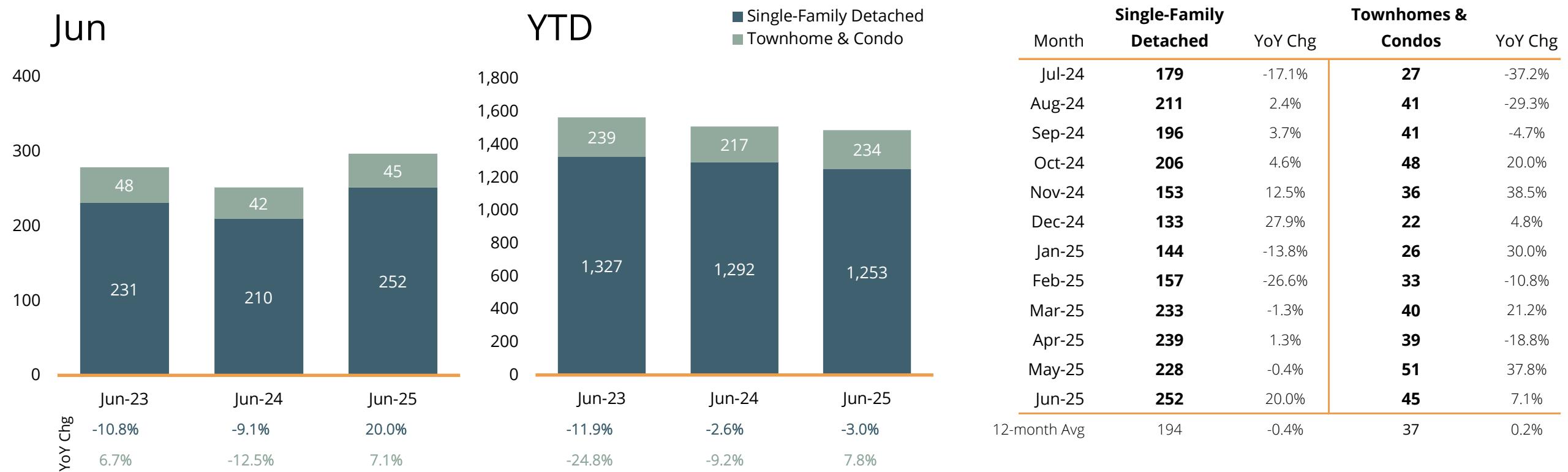
# Sales



## Historical Sales by Month

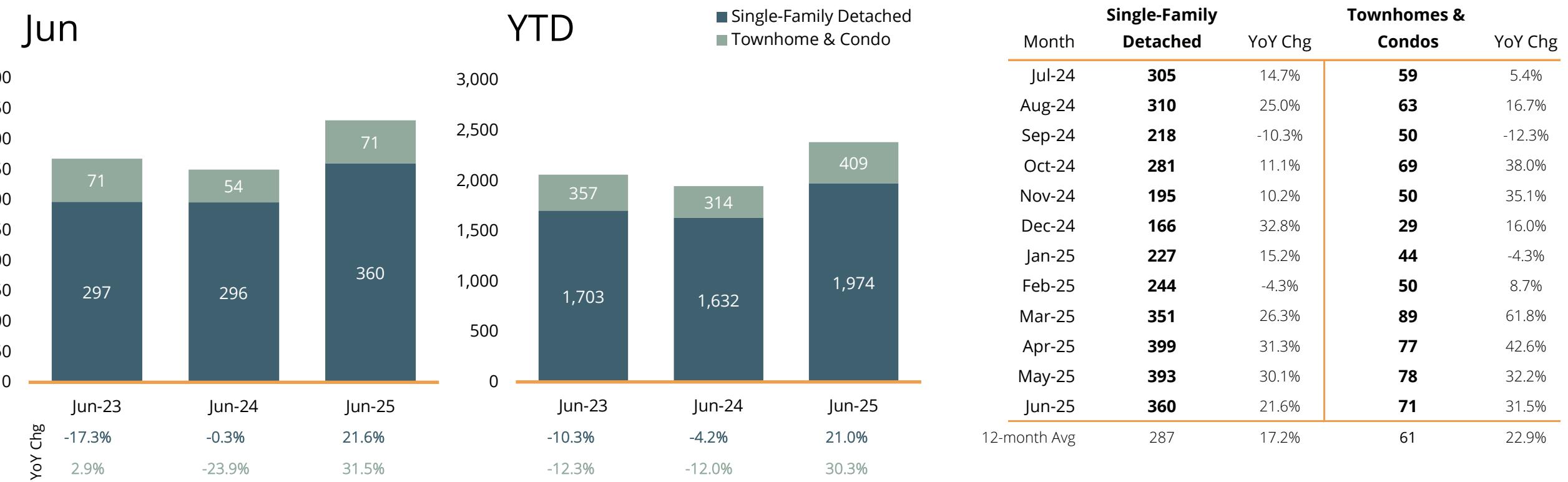


# Pending Sales

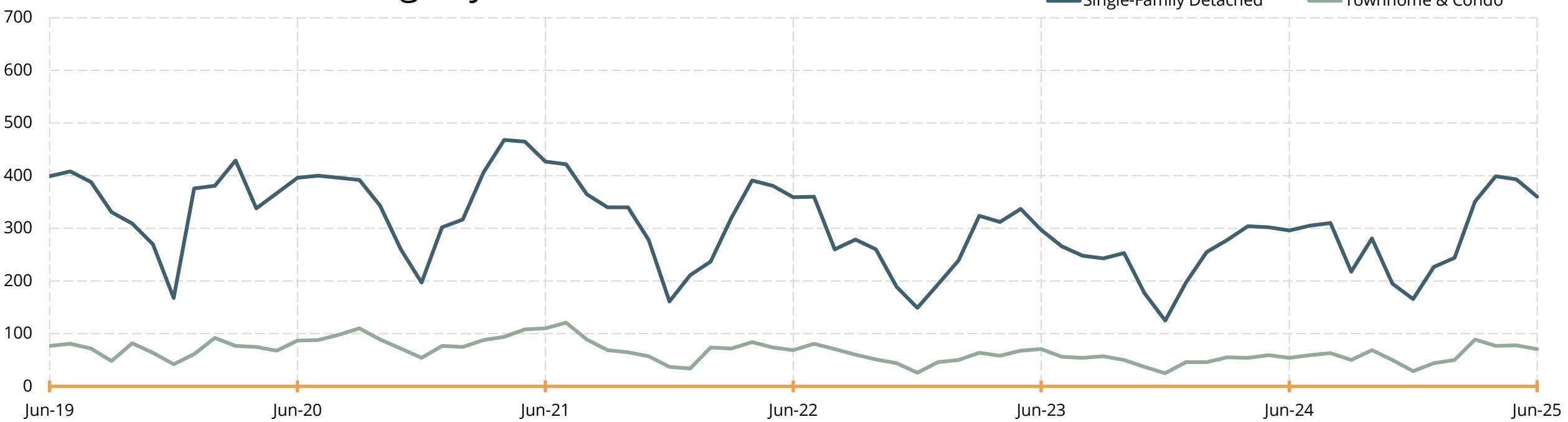


Source: Virginia REALTORS®, data accessed July 15, 2025

# New Listings

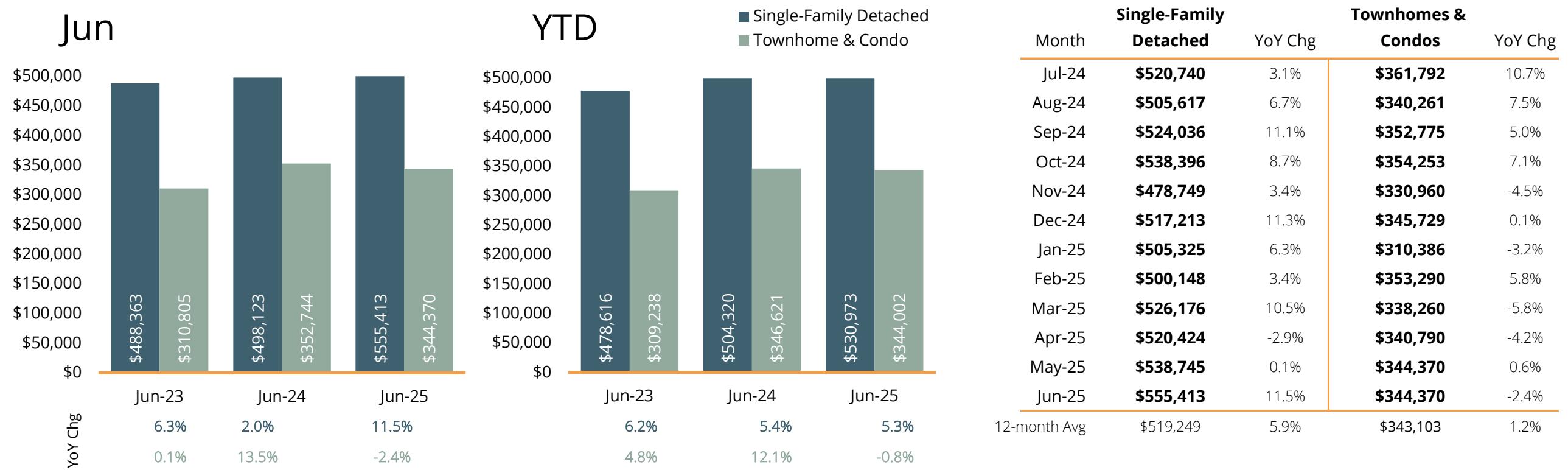


# Historical New Listings by Month

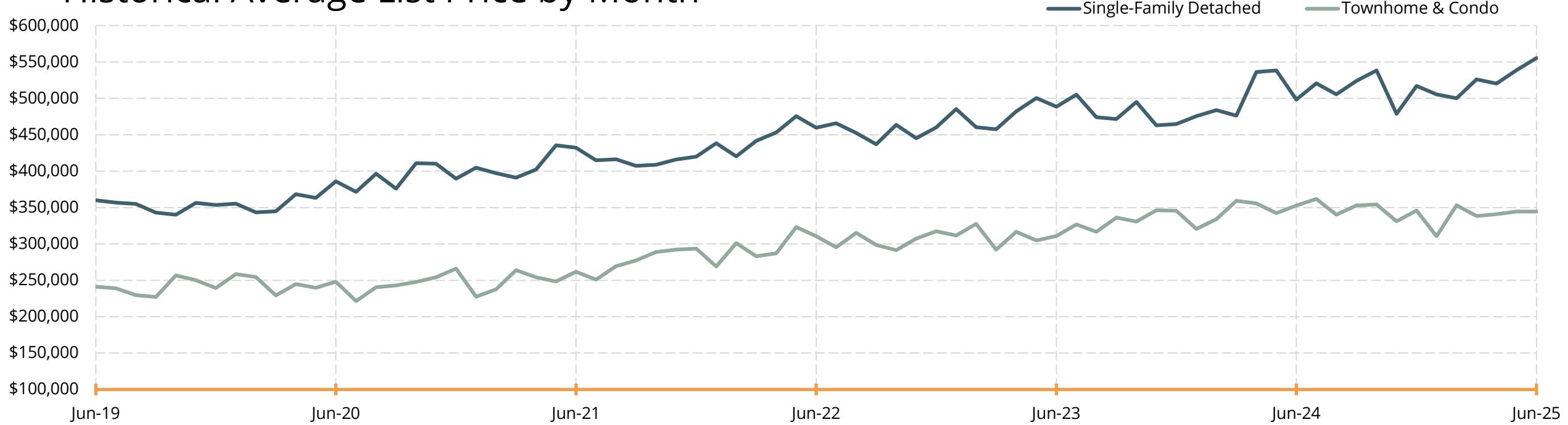


Source: Virginia REALTORS®, data accessed July 15, 2025

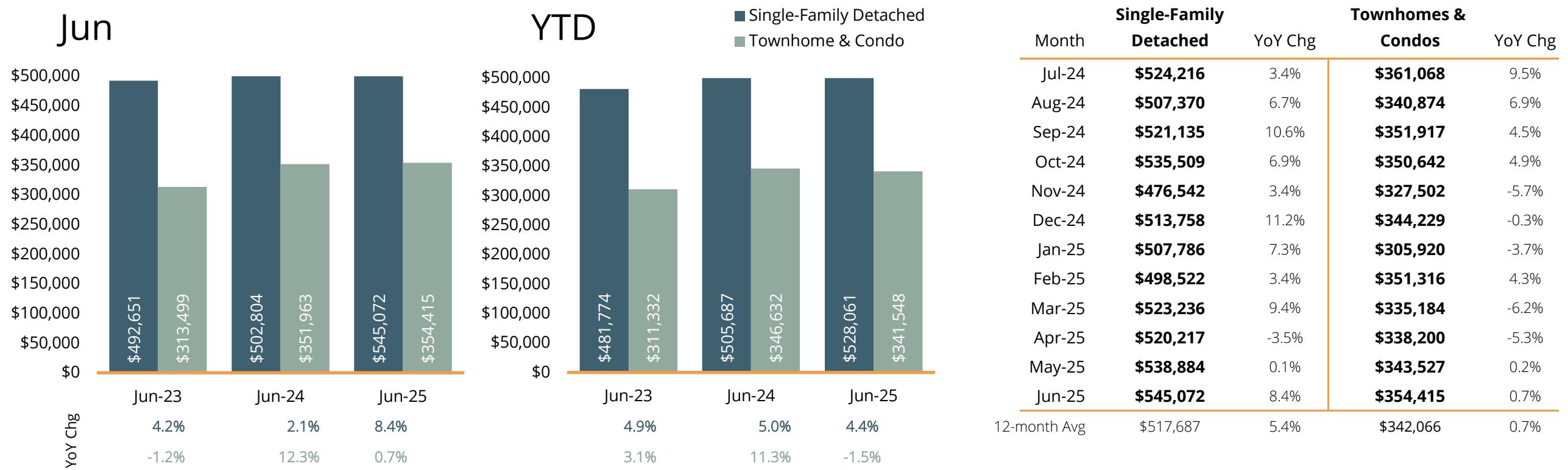
# Average List Price



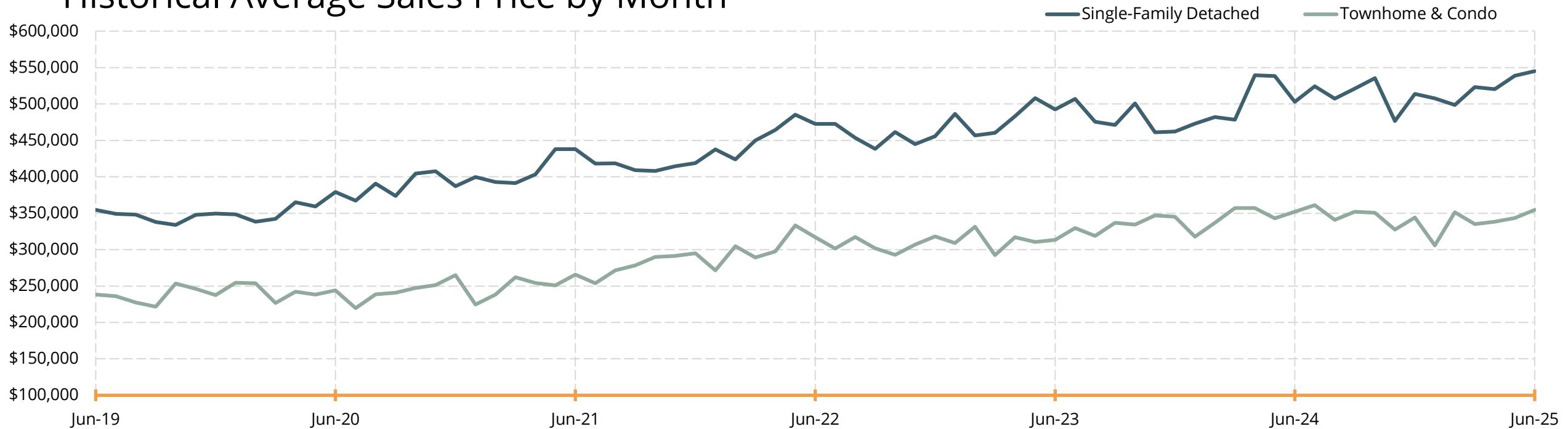
## Historical Average List Price by Month



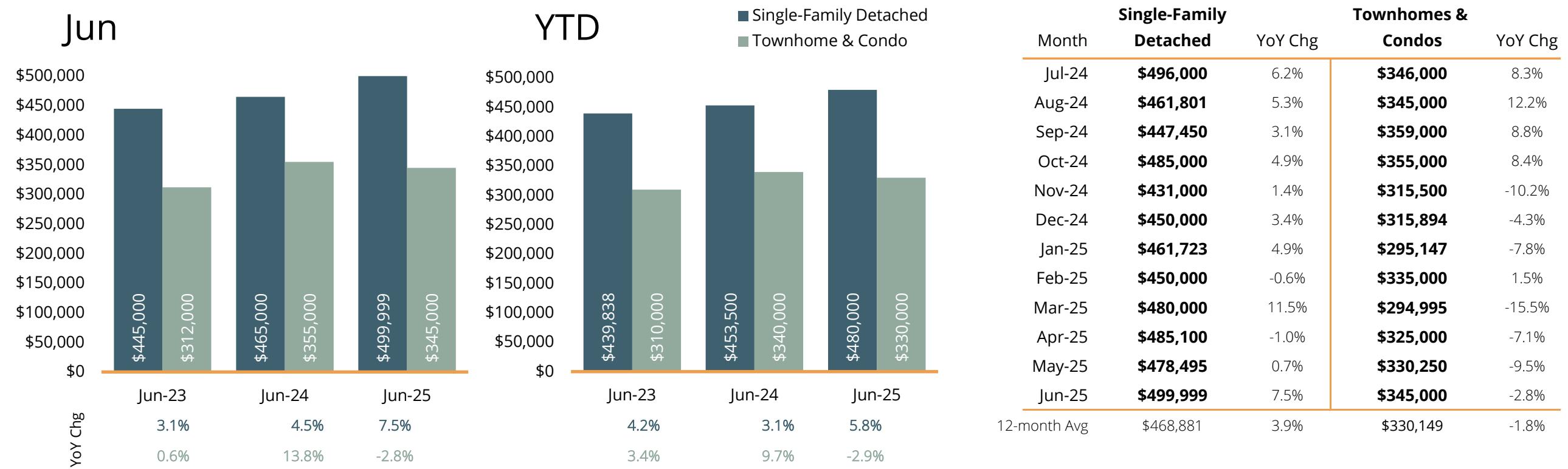
# Average Sales Price



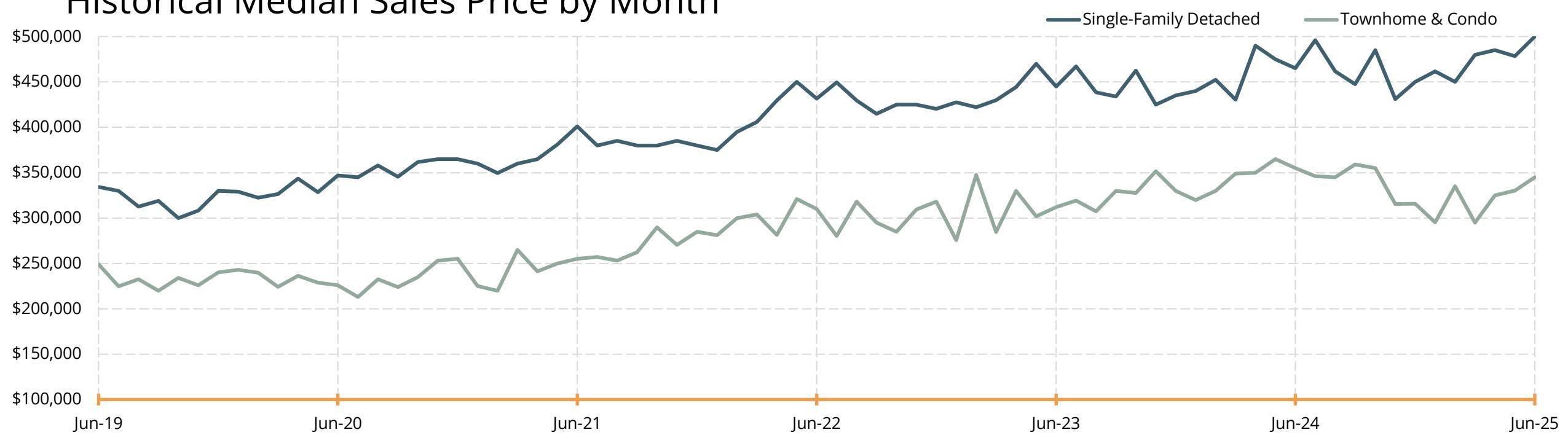
## Historical Average Sales Price by Month



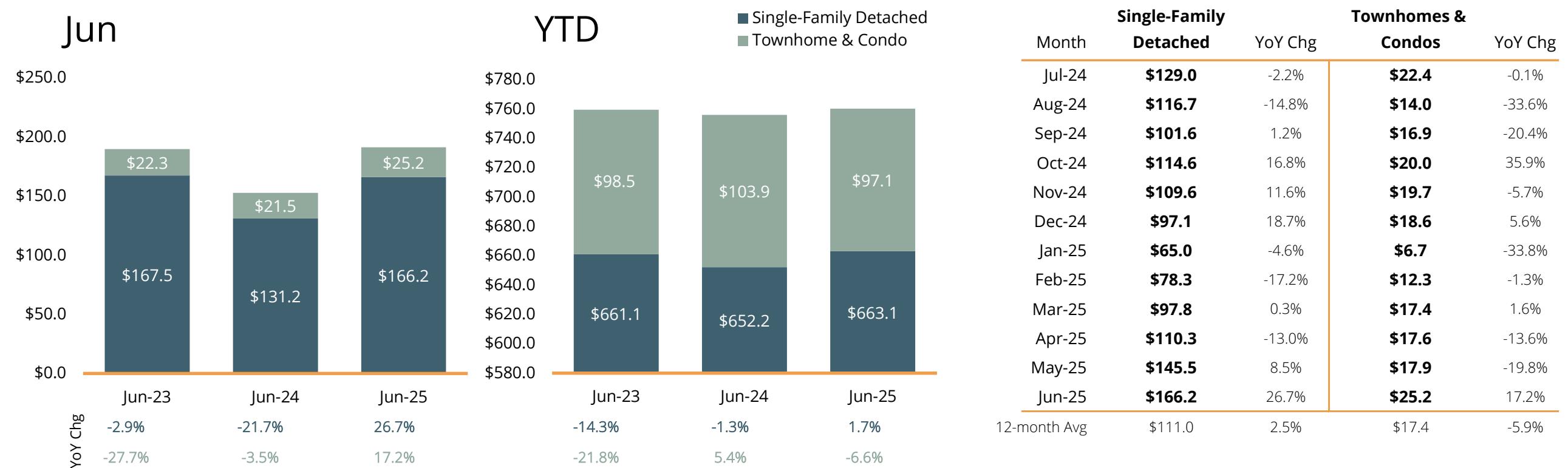
# Median Sales Price



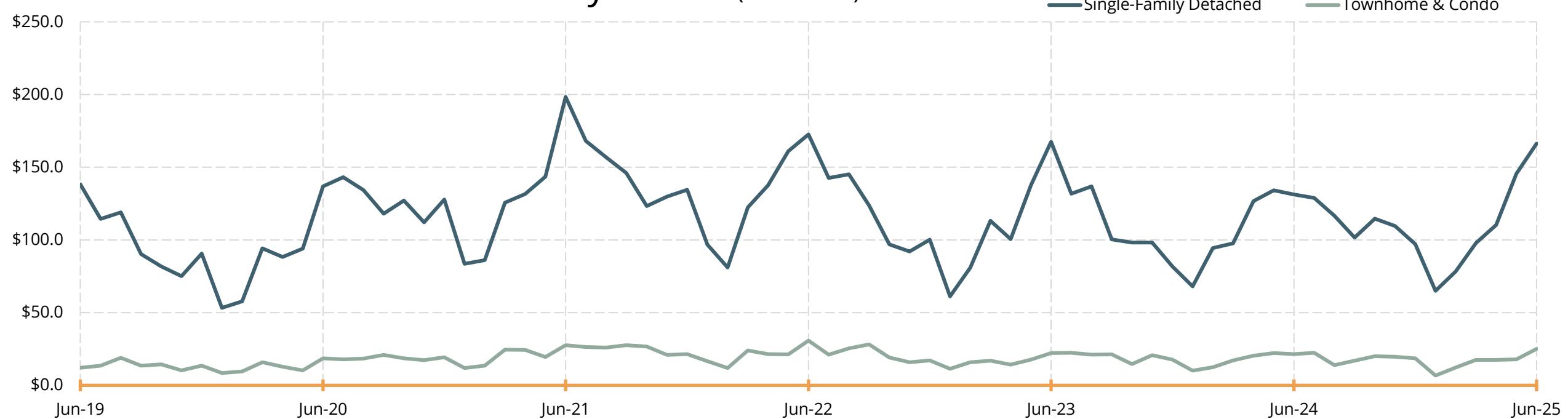
## Historical Median Sales Price by Month



# Sold Dollar Volume (in millions)

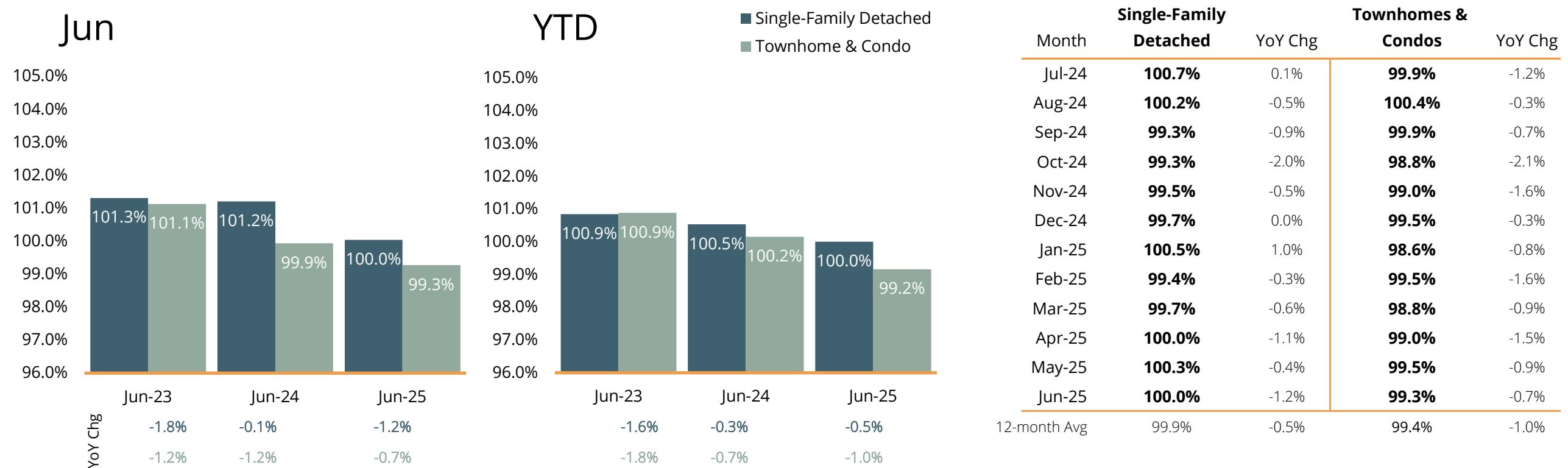


## Historical Sold Dollar Volume by Month (in millions)

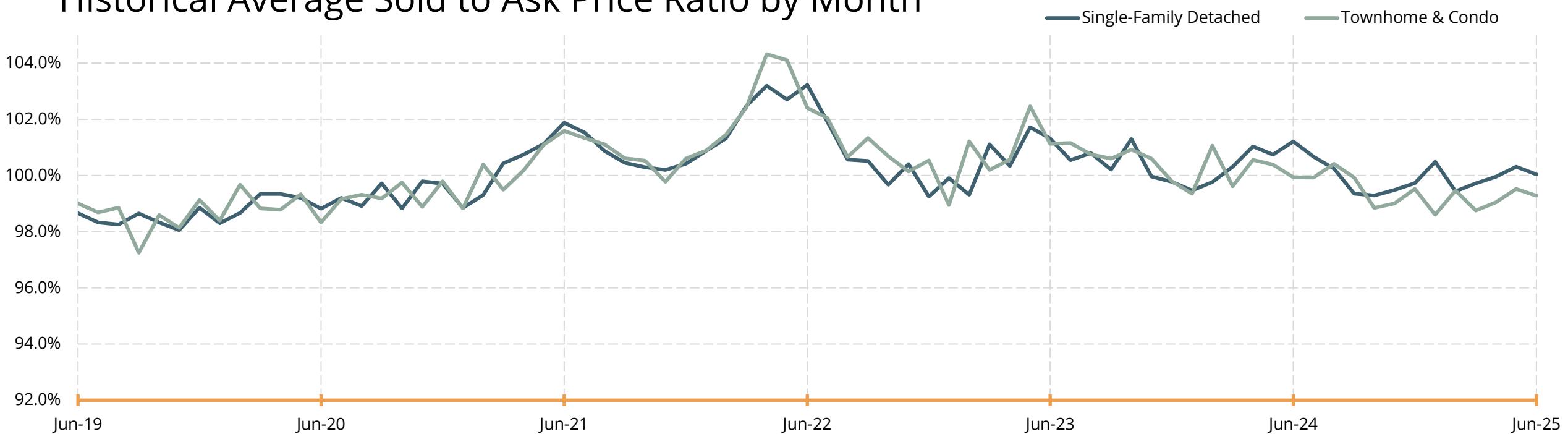


Source: Virginia REALTORS®, data accessed July 15, 2025

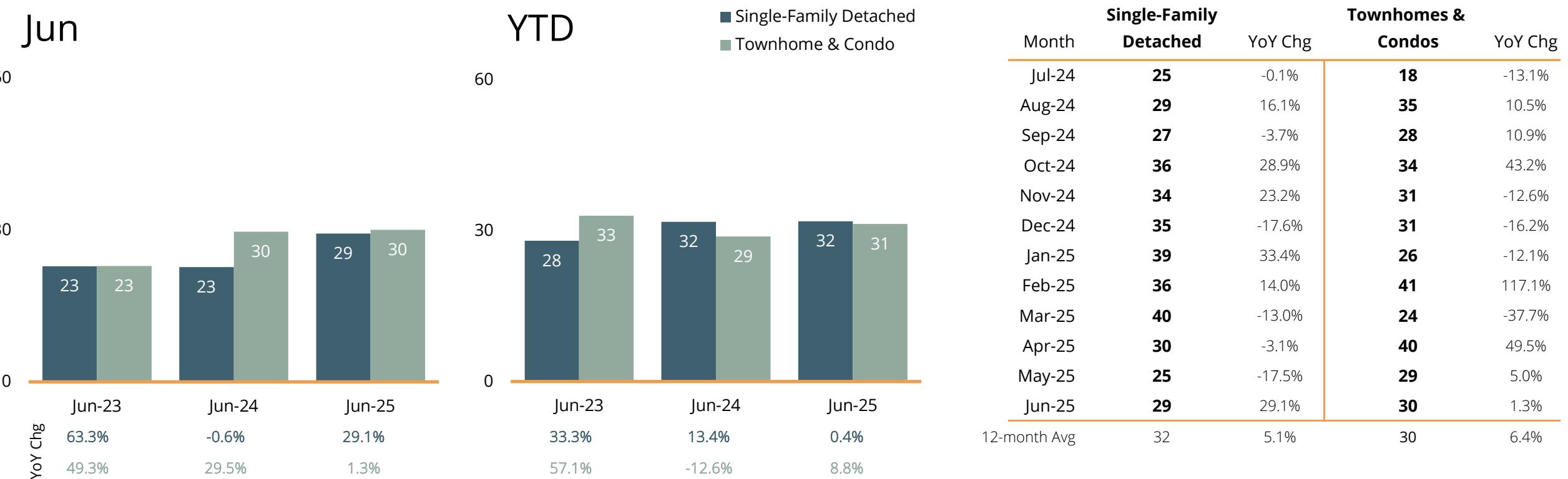
# Average Sold to Ask Price Ratio



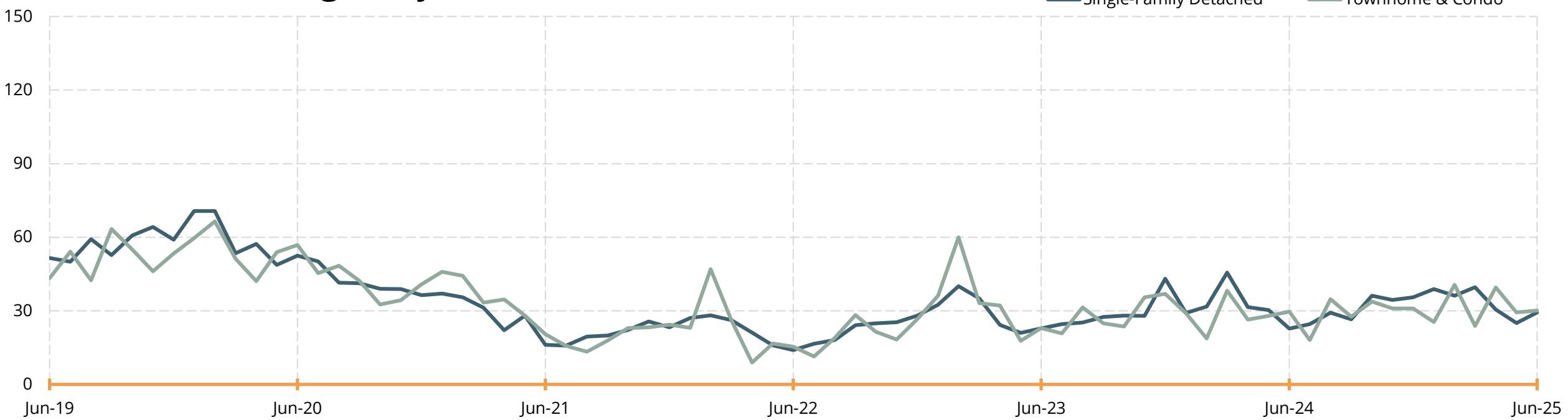
## Historical Average Sold to Ask Price Ratio by Month



# Average Days on Market

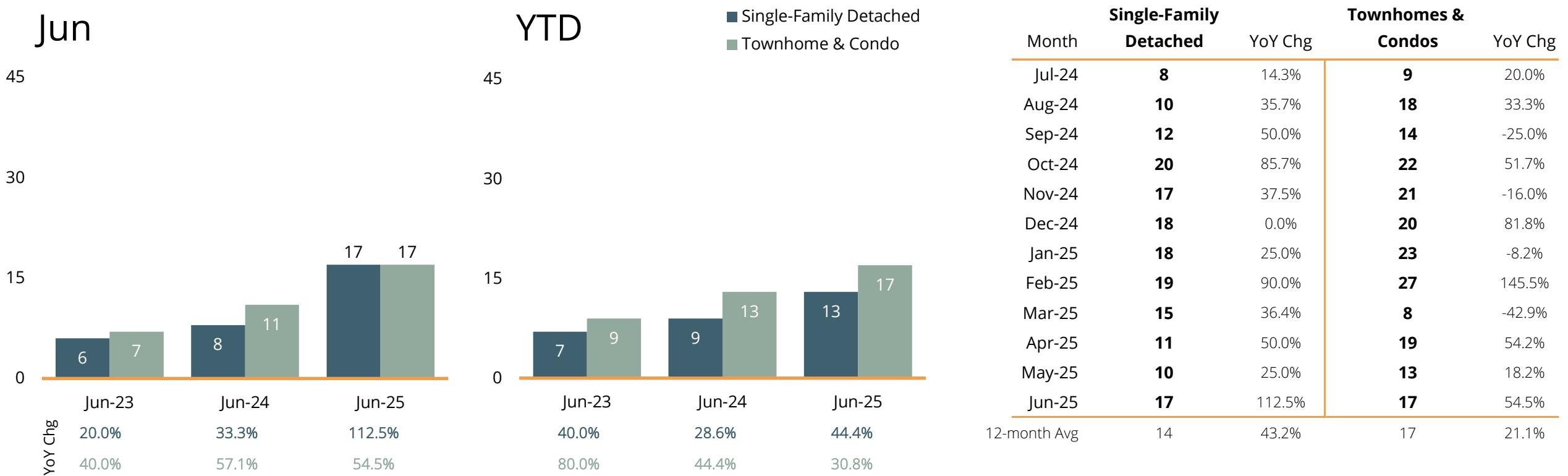


# Historical Average Days on Market

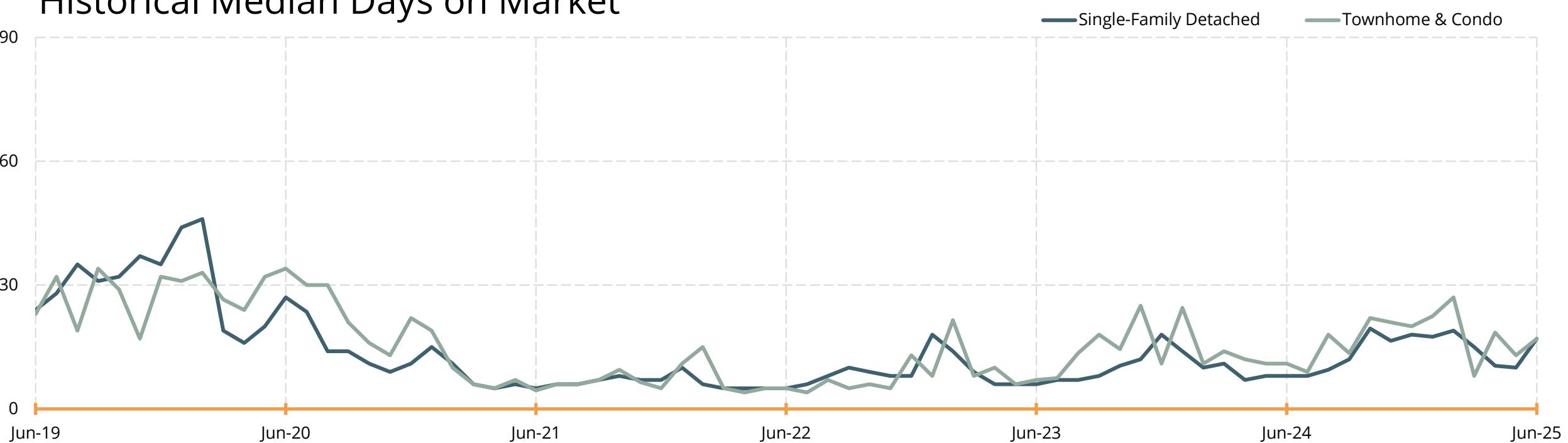


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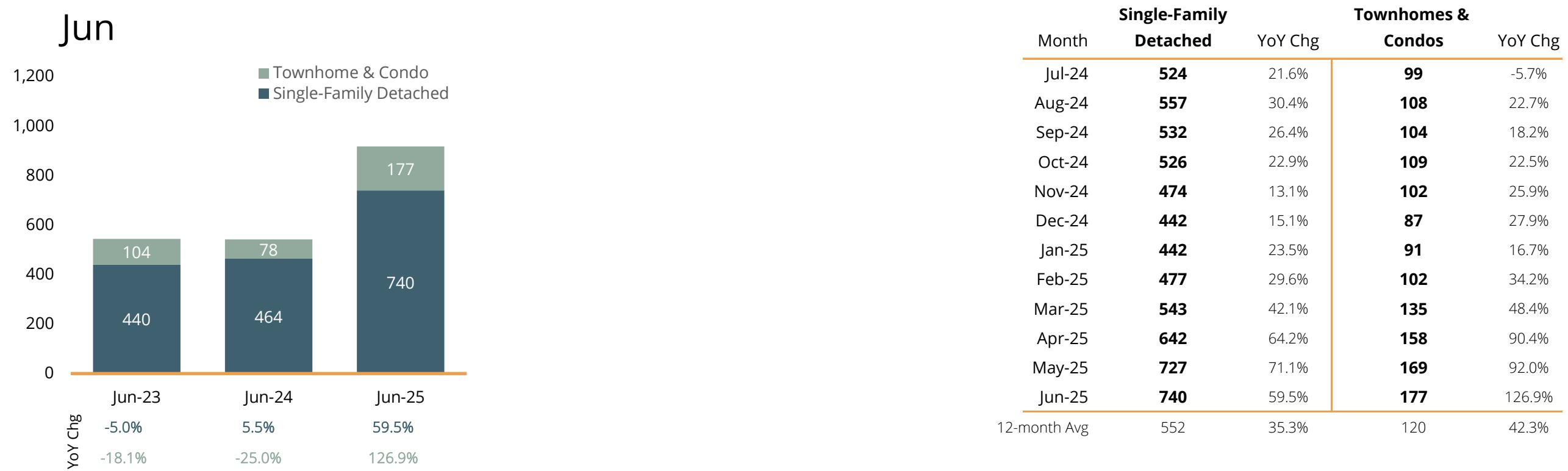
# Median Days on Market



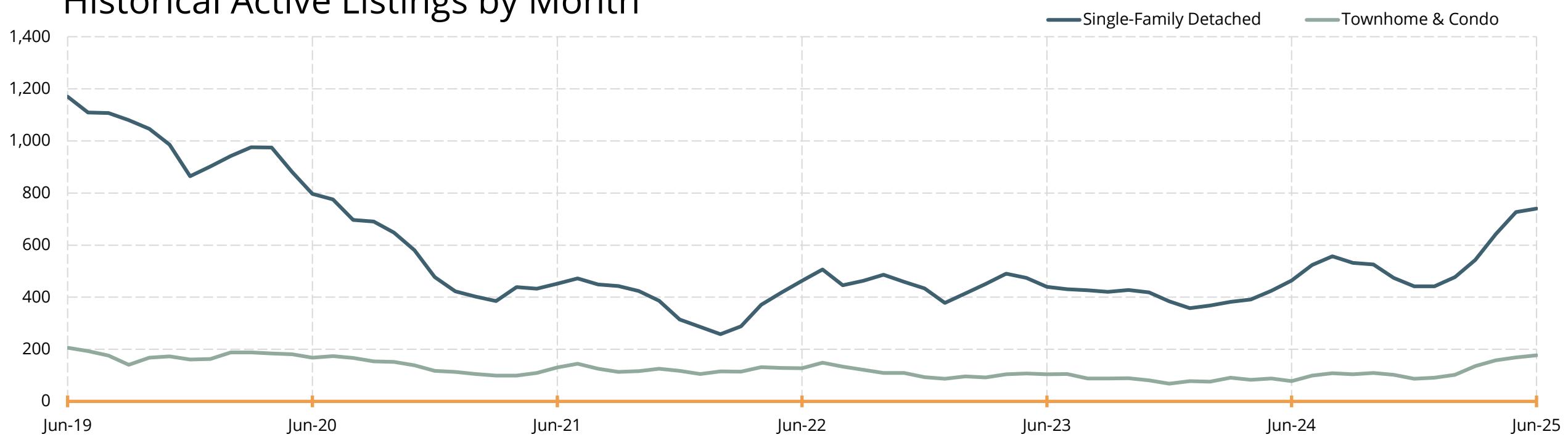
## Historical Median Days on Market



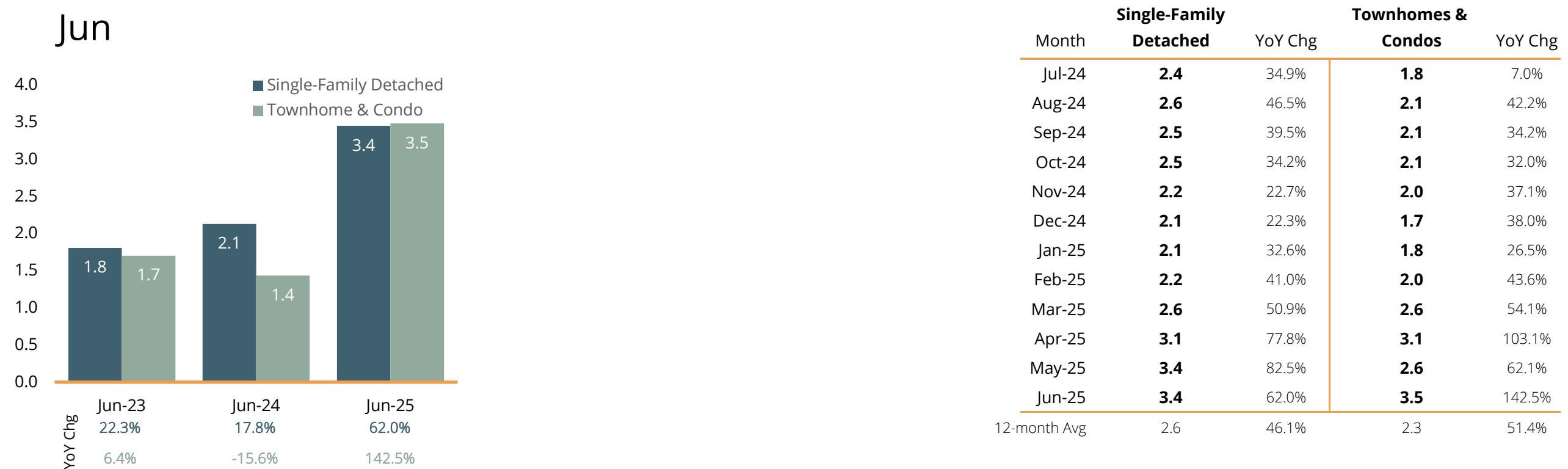
# Active Listings



## Historical Active Listings by Month



# Months of Supply



## Historical Months of Supply by Month

# Area Overview - Total Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
James City County	163	<b>207</b>	27.0%	148	<b>168</b>	13.5%	\$493,189	<b>\$555,132</b>	12.6%	\$442,500	<b>\$485,000</b>	9.6%	218	<b>444</b>	103.7%	1.8	<b>3.6</b>	105.7%
Williamsburg	24	<b>24</b>	0.0%	16	<b>24</b>	50.0%	\$513,528	<b>\$405,975</b>	-20.9%	\$432,495	<b>\$377,000</b>	-12.8%	40	<b>70</b>	75.0%	1.8	<b>4.1</b>	122.0%
York County	103	<b>128</b>	24.3%	103	<b>116</b>	12.6%	\$452,595	<b>\$482,840</b>	6.7%	\$417,000	<b>\$477,500</b>	14.5%	155	<b>243</b>	56.8%	1.9	<b>3.1</b>	56.8%
New Kent County	55	<b>66</b>	20.0%	54	<b>64</b>	18.5%	\$455,850	<b>\$481,266</b>	5.6%	\$425,541	<b>\$448,450</b>	5.4%	123	<b>152</b>	23.6%	2.8	<b>3.7</b>	30.1%
Charles City County	5	<b>6</b>	20.0%	1	<b>4</b>	300.0%	\$260,000	<b>\$398,613</b>	53.3%	\$260,000	<b>\$362,250</b>	39.3%	6	<b>8</b>	33.3%	1.8	<b>1.8</b>	-1.2%

# Area Overview - Total Market YTD



New Listings YTD				Sales YTD				Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	
James City County	934	<b>1,171</b>	25.4%	753	<b>712</b>	-5.4%	\$505,145	<b>\$518,547</b>	2.7%	\$440,000	<b>\$464,975</b>	5.7%	218	<b>444</b>	103.7%	
Williamsburg	134	<b>159</b>	18.7%	103	<b>94</b>	-8.7%	\$461,074	<b>\$443,886</b>	-3.7%	\$415,000	<b>\$392,495</b>	-5.4%	40	<b>70</b>	75.0%	
York County	527	<b>610</b>	15.7%	476	<b>467</b>	-1.9%	\$445,027	<b>\$480,725</b>	8.0%	\$413,450	<b>\$451,475</b>	9.2%	155	<b>243</b>	56.8%	
New Kent County	317	<b>412</b>	30.0%	232	<b>247</b>	6.5%	\$473,187	<b>\$467,548</b>	-1.2%	\$427,640	<b>\$433,750</b>	1.4%	123	<b>152</b>	23.6%	
Charles City County	34	<b>31</b>	-8.8%	25	<b>23</b>	-8.0%	\$323,442	<b>\$474,850</b>	46.8%	\$280,000	<b>\$349,900</b>	25.0%	6	<b>8</b>	33.3%	

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
James City County	137	<b>166</b>	21.2%	120	<b>133</b>	10.8%	\$526,331	<b>\$601,940</b>	14.4%	\$480,500	<b>\$535,000</b>	11.3%	184	<b>337</b>	83.2%	1.9	<b>3.5</b>	86.8%
Williamsburg	15	<b>14</b>	-6.7%	12	<b>16</b>	33.3%	\$575,703	<b>\$437,031</b>	-24.1%	\$464,975	<b>\$425,000</b>	-8.6%	27	<b>40</b>	48.1%	1.9	<b>3.8</b>	98.3%
York County	86	<b>112</b>	30.2%	78	<b>94</b>	20.5%	\$481,983	<b>\$519,575</b>	7.8%	\$489,500	<b>\$523,283</b>	6.9%	131	<b>214</b>	63.4%	2.1	<b>3.3</b>	56.1%
New Kent County	53	<b>62</b>	17.0%	50	<b>58</b>	16.0%	\$466,181	<b>\$495,897</b>	6.4%	\$432,500	<b>\$465,495</b>	7.6%	116	<b>141</b>	21.6%	3.0	<b>3.8</b>	27.9%
Charles City County	5	<b>6</b>	20.0%	1	<b>4</b>	300.0%	\$260,000	<b>\$398,613</b>	53.3%	\$260,000	<b>\$362,250</b>	39.3%	6	<b>8</b>	33.3%	1.8	<b>1.8</b>	-1.2%

# Area Overview - Single Family Detached Market YTD



New Listings YTD				Sales YTD				Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	
James City County	780	<b>941</b>	20.6%	606	<b>565</b>	-6.8%	\$542,709	<b>\$560,889</b>	3.3%	\$477,500	<b>\$519,900</b>	8.9%	184	<b>337</b>	83.2%	
Williamsburg	94	<b>105</b>	11.7%	70	<b>64</b>	-8.6%	\$516,676	<b>\$501,334</b>	-3.0%	\$465,000	<b>\$434,000</b>	-6.7%	27	<b>40</b>	48.1%	
York County	435	<b>516</b>	18.6%	374	<b>386</b>	3.2%	\$473,634	<b>\$513,020</b>	8.3%	\$445,125	<b>\$485,000</b>	9.0%	131	<b>214</b>	63.4%	
New Kent County	289	<b>381</b>	31.8%	214	<b>221</b>	3.3%	\$487,219	<b>\$483,574</b>	-0.7%	\$440,000	<b>\$457,450</b>	4.0%	116	<b>141</b>	21.6%	
Charles City County	34	<b>31</b>	-8.8%	25	<b>23</b>	-8.0%	\$323,442	<b>\$474,850</b>	46.8%	\$280,000	<b>\$349,900</b>	25.0%	6	<b>8</b>	33.3%	

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
James City County	26	<b>41</b>	57.7%	28	<b>35</b>	25.0%	\$351,154	<b>\$377,263</b>	7.4%	\$338,500	<b>\$365,000</b>	7.8%	34	<b>107</b>	214.7%	1.4	<b>4.2</b>	206.6%
Williamsburg	9	<b>10</b>	11.1%	4	<b>8</b>	100.0%	\$327,000	<b>\$343,863</b>	5.2%	\$342,500	<b>\$325,000</b>	-5.1%	13	<b>30</b>	130.8%	1.7	<b>4.6</b>	166.3%
York County	17	<b>16</b>	-5.9%	25	<b>22</b>	-12.0%	\$360,906	<b>\$325,882</b>	-9.7%	\$394,665	<b>\$318,000</b>	-19.4%	24	<b>29</b>	20.8%	1.4	<b>2.0</b>	45.7%
New Kent County	2	<b>4</b>	100.0%	4	<b>6</b>	50.0%	\$326,700	<b>\$339,827</b>	4.0%	\$326,873	<b>\$339,290</b>	3.8%	7	<b>11</b>	57.1%	1.5	<b>2.5</b>	66.0%
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	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	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	
James City County	154	<b>230</b>	49.4%	147	<b>147</b>	0.0%	\$354,630	<b>\$356,044</b>	0.4%	\$345,000	<b>\$356,945</b>	3.5%	34	<b>107</b>	214.7%	
Williamsburg	40	<b>54</b>	35.0%	33	<b>30</b>	-9.1%	\$348,183	<b>\$321,330</b>	-7.7%	\$360,000	<b>\$306,500</b>	-14.9%	13	<b>30</b>	130.8%	
York County	92	<b>94</b>	2.2%	102	<b>81</b>	-20.6%	\$341,258	<b>\$326,029</b>	-4.5%	\$345,525	<b>\$317,500</b>	-8.1%	24	<b>29</b>	20.8%	
New Kent County	28	<b>31</b>	10.7%	18	<b>26</b>	44.4%	\$310,254	<b>\$330,707</b>	6.6%	\$312,348	<b>\$329,363</b>	5.4%	7	<b>11</b>	57.1%	
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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NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

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The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.