

WAAR WILLIAMSBURG

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

WAAR Market Indicators Report



Key Market Trends: July 2025

- > **Home sales were higher in July of this year compared to last year.** Regionwide, there were 13 more sales this month, resulting in 321 closed sales, increasing by 4.2%. Sales were up in York County with 16 additional sales (+18.6%) and New Kent County with 13 more transactions than the year before (+31.7%). Williamsburg had 10 fewer home sales this month (-58.8%) as James City County had seven fewer closed sales (-4.4%).
- > **Pending sales rose for the third straight month in the WAAR market.** In July, pending sales grew 16% with a total of 239 across the region, 33 more than the previous year. York County experienced a surge in pending sales this month (+48.9%) as activity fell in Williamsburg (-26.7%). James City County experienced an uptick in pending sales this month (+7.8%).
- > **Home prices are still climbing in most local markets in the WAAR footprint.** At \$469,000, the median home price was \$17,300 higher in the month of July, climbing up 3.8%. In Williamsburg, homes sold for a median of \$650,000 this month, a \$270,000 price gain, increasing by 71.1%. Prices fell \$19,750 in New Kent County with the median sales price at \$460,200, down 4.1%. The median home cost in Charles City County was \$300,000, unchanged from the same time last year.
- > **Active listings continued to surge in the WAAR area.** There were 355 more listings on the market at the end of July leading to 978 total active listings, a 57% rise in listings. All local markets saw an uptick in listings this month with James City County adding 215 listings (+78.2%) and York County with 74 additional listings (+42.0%).



WAAR Market Dashboard

YoY Chg	Jul-25	Indicator
▲ 4.2%	321	Sales
▲ 16.0%	239	Pending Sales
▲ 20.3%	438	New Listings
▲ 11.7%	\$545,730	Average List Price
▲ 10.6%	\$543,278	Average Sales Price
▲ 3.8%	\$469,000	Median Sales Price
▲ 7.1%	\$226	Average Price Per Square Foot
▲ 15.2%	\$174.4	Sold Dollar Volume (in millions)
▼ -1.0%	99.5%	Average Sold/Ask Price Ratio
▲ 24.0%	29	Average Days on Market
▲ 88.2%	16	Median Days on Market
▲ 57.0%	978	Active Listings
▲ 58.9%	3.7	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.

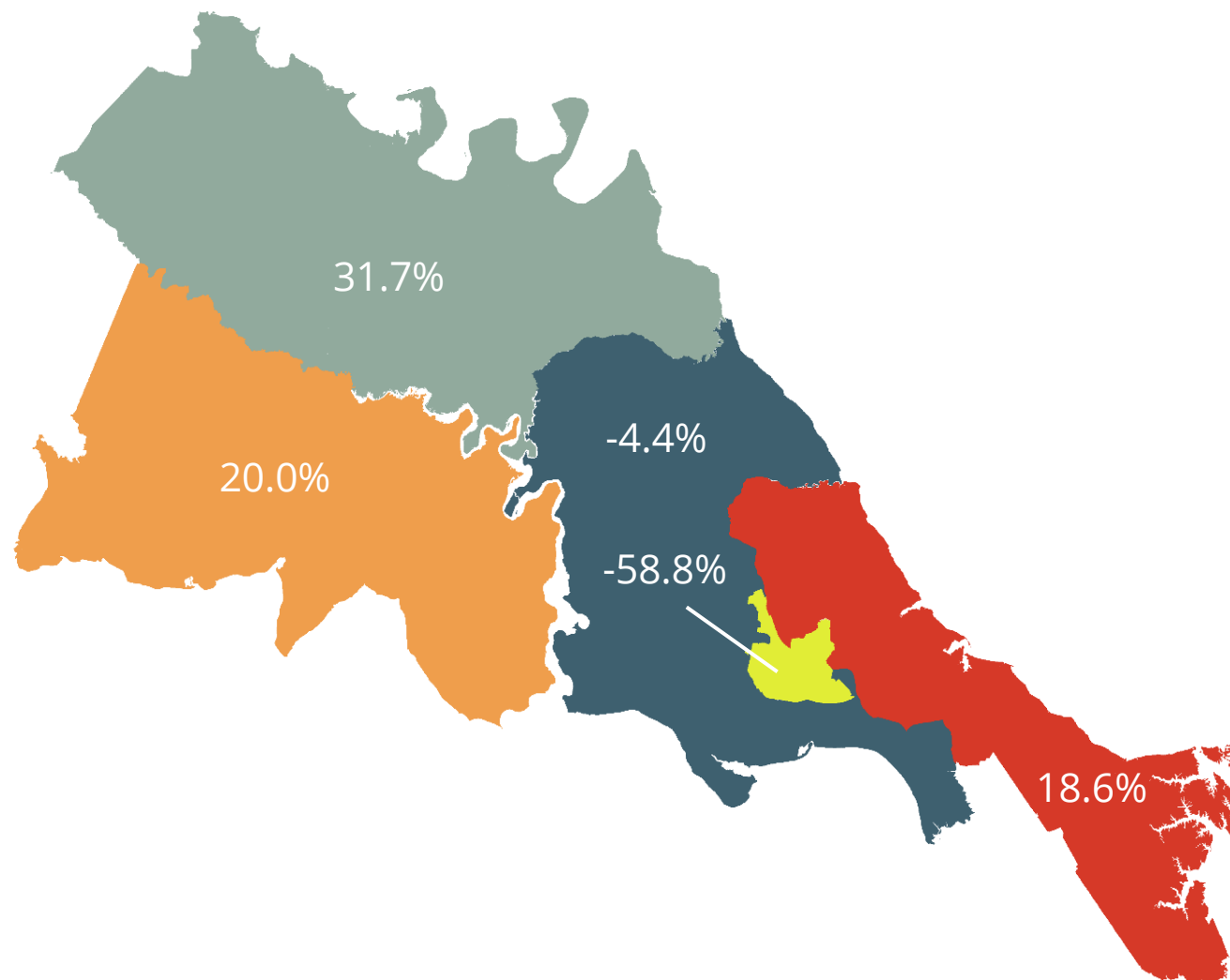
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - WAAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Jul-24	Jul-25	% Chg
Charles City County	5	6	20.0%
James City County	159	152	-4.4%
New Kent County	41	54	31.7%
Williamsburg	17	7	-58.8%
York County	86	102	18.6%
WAAR	308	321	4.2%

Total Market Overview



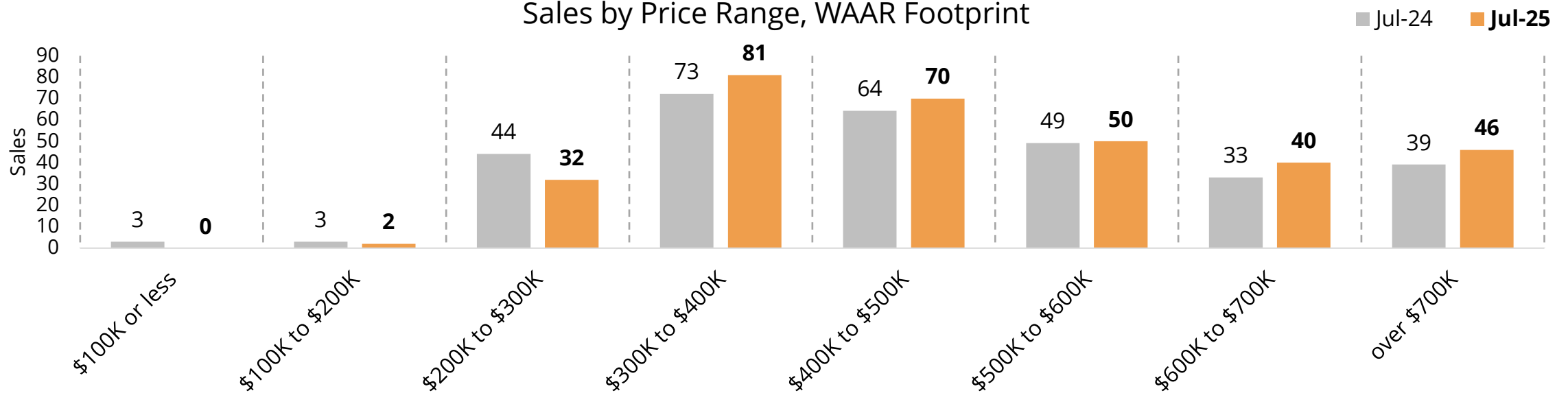
Key Metrics	2-year Trends	Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23						
Sales		308	321	4.2%	1,897	1,864	-1.7%
Pending Sales		206	239	16.0%	1,715	1,726	0.6%
New Listings		364	438	20.3%	2,310	2,821	22.1%
Average List Price		\$488,744	\$545,730	11.7%	\$476,581	\$505,233	6.0%
Average Sales Price		\$491,374	\$543,278	10.6%	\$477,946	\$502,420	5.1%
Median Sales Price		\$451,700	\$469,000	3.8%	\$429,000	\$450,000	4.9%
Average Price Per Square Foot		\$211	\$226	7.1%	\$210	\$220	4.7%
Sold Dollar Volume (in millions)		\$151.3	\$174.4	15.2%	\$907.5	\$934.6	3.0%
Average Sold/Ask Price Ratio		100.5%	99.5%	-1.0%	100.5%	99.8%	-0.7%
Average Days on Market		23	29	24.0%	30	31	4.7%
Median Days on Market		9	16	88.2%	10	14	40.0%
Active Listings		623	978	57.0%	n/a	n/a	n/a
Months of Supply		2.3	3.7	58.9%	n/a	n/a	n/a

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

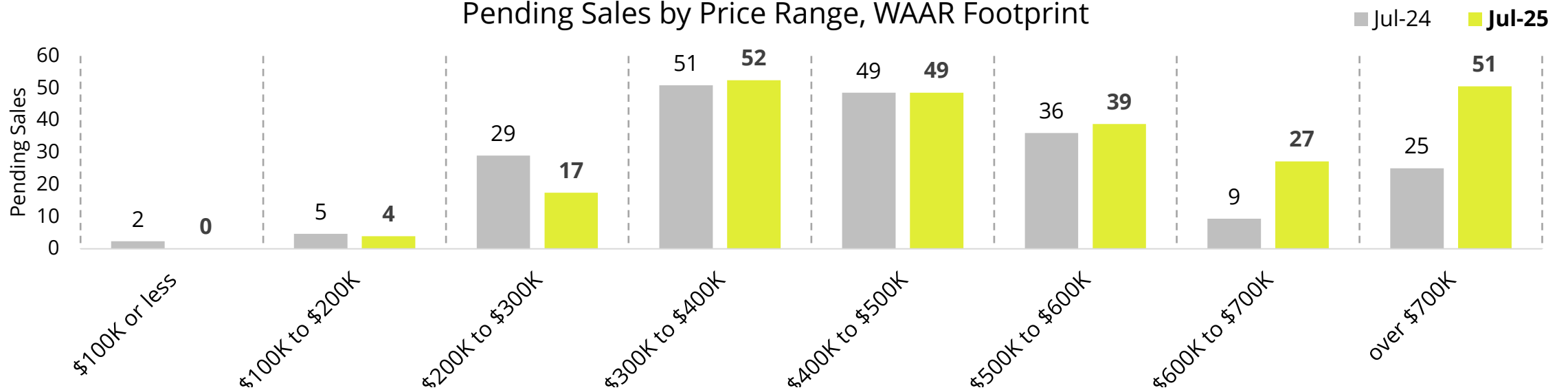
Total Market by Price Range Overview



Sales by Price Range, WAAR Footprint



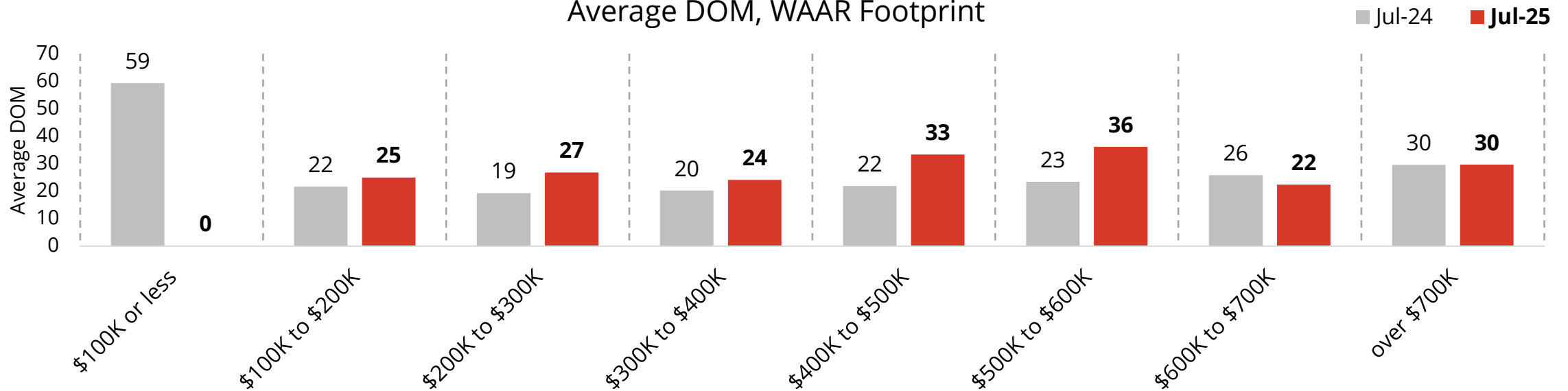
Pending Sales by Price Range, WAAR Footprint



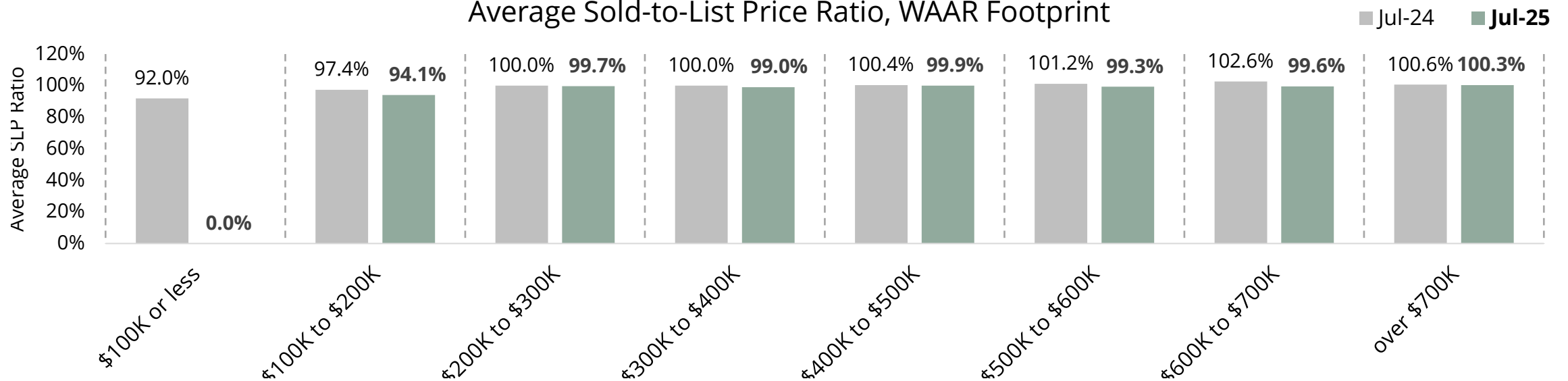
Total Market by Price Range Overview



Average DOM, WAAR Footprint



Average Sold-to-List Price Ratio, WAAR Footprint



Single-Family Detached Market Overview



Key Metrics	2-year Trends	Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23						
Sales		246	274	11.4%	1,535	1,533	-0.1%
Pending Sales		179	211	17.9%	1,471	1,464	-0.5%
New Listings		305	370	21.3%	1,937	2,344	21.0%
Average List Price		\$520,740	\$578,227	11.0%	\$506,997	\$539,658	6.4%
Average Sales Price		\$524,216	\$575,845	9.8%	\$508,716	\$536,776	5.5%
Median Sales Price		\$496,000	\$499,950	0.8%	\$460,000	\$484,900	5.4%
Average Price Per Square Foot		\$212	\$228	7.4%	\$211	\$221	4.6%
Sold Dollar Volume (in millions)		\$129.0	\$157.8	22.4%	\$781.2	\$820.9	5.1%
Average Sold/Ask Price Ratio		100.7%	99.6%	-1.1%	100.6%	99.9%	-0.6%
Average Days on Market		25	29	18.7%	31	31	2.6%
Median Days on Market		8	16	100.0%	9	14	55.6%
Active Listings		524	791	51.0%	n/a	n/a	n/a
Months of Supply		2.4	3.6	50.5%	n/a	n/a	n/a

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

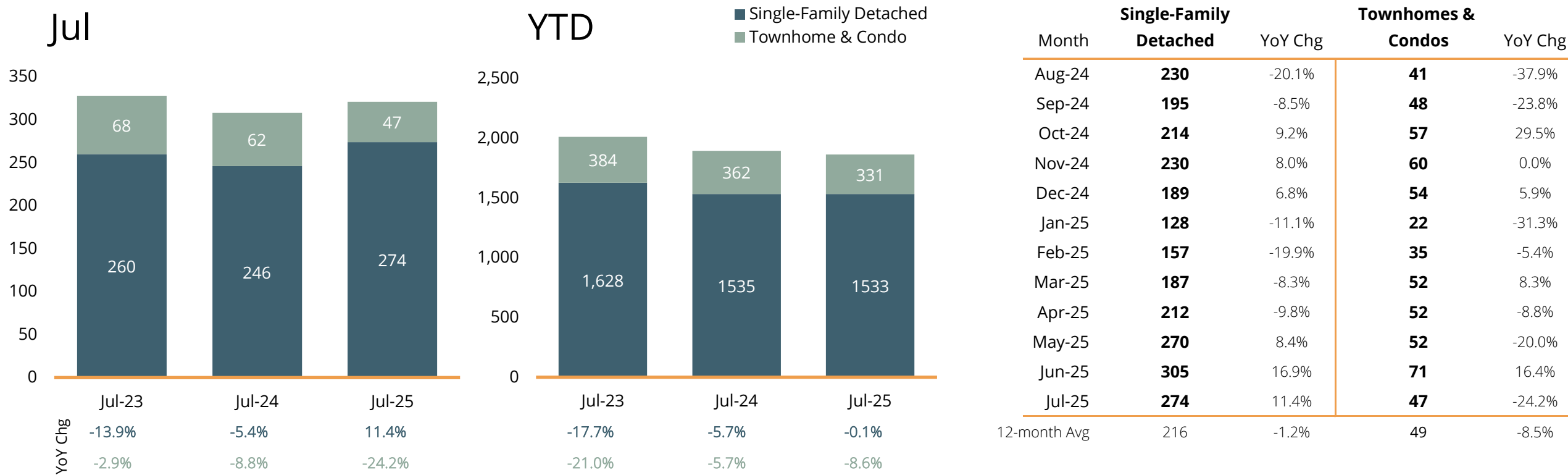
Townhome & Condo Market Overview



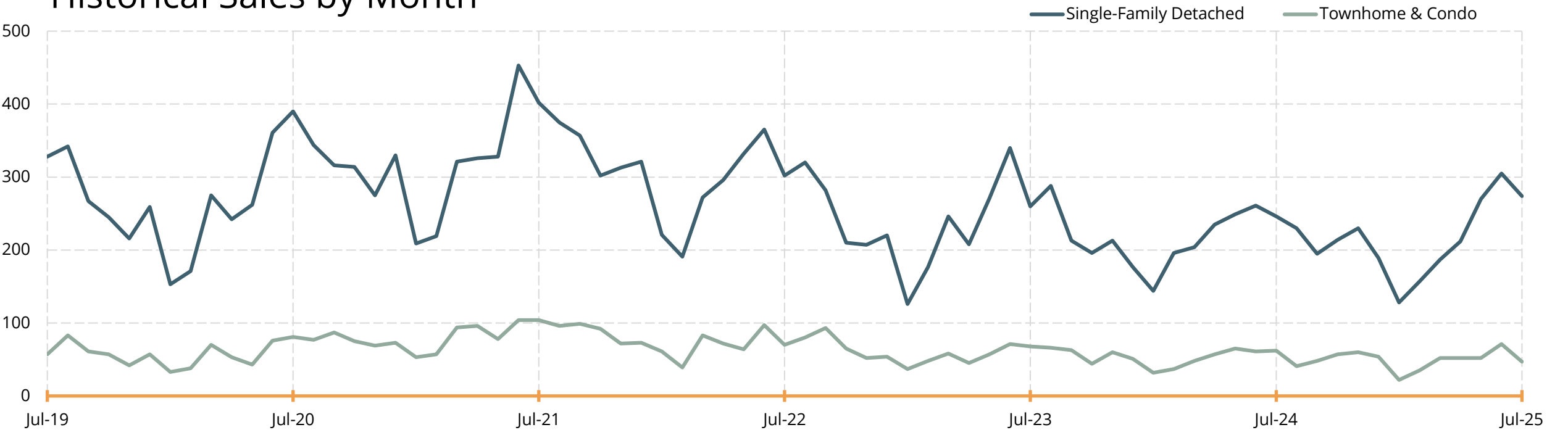
Key Metrics	2-year Trends	Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23		Jul-25				
Sales		62	47	-24.2%	362	331	-8.6%
Pending Sales		27	28	3.7%	244	262	7.4%
New Listings		59	68	15.3%	373	477	27.9%
Average List Price		\$361,792	\$356,279	-1.5%	\$349,241	\$345,824	-1.0%
Average Sales Price		\$361,068	\$353,416	-2.1%	\$349,125	\$343,328	-1.7%
Median Sales Price		\$346,000	\$331,000	-4.3%	\$345,000	\$331,000	-4.1%
Average Price Per Square Foot		\$207	\$210	1.6%	\$196	\$204	4.0%
Sold Dollar Volume (in millions)		\$22.4	\$16.6	-25.8%	\$126.3	\$113.7	-10.0%
Average Sold/Ask Price Ratio		99.9%	99.2%	-0.7%	100.1%	99.2%	-0.9%
Average Days on Market		18	27	49.1%	27	31	14.3%
Median Days on Market		9	14	55.6%	12	17	41.7%
Active Listings		99	187	88.9%	n/a	n/a	n/a
Months of Supply		1.8	3.8	104.1%	n/a	n/a	n/a

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

Sales

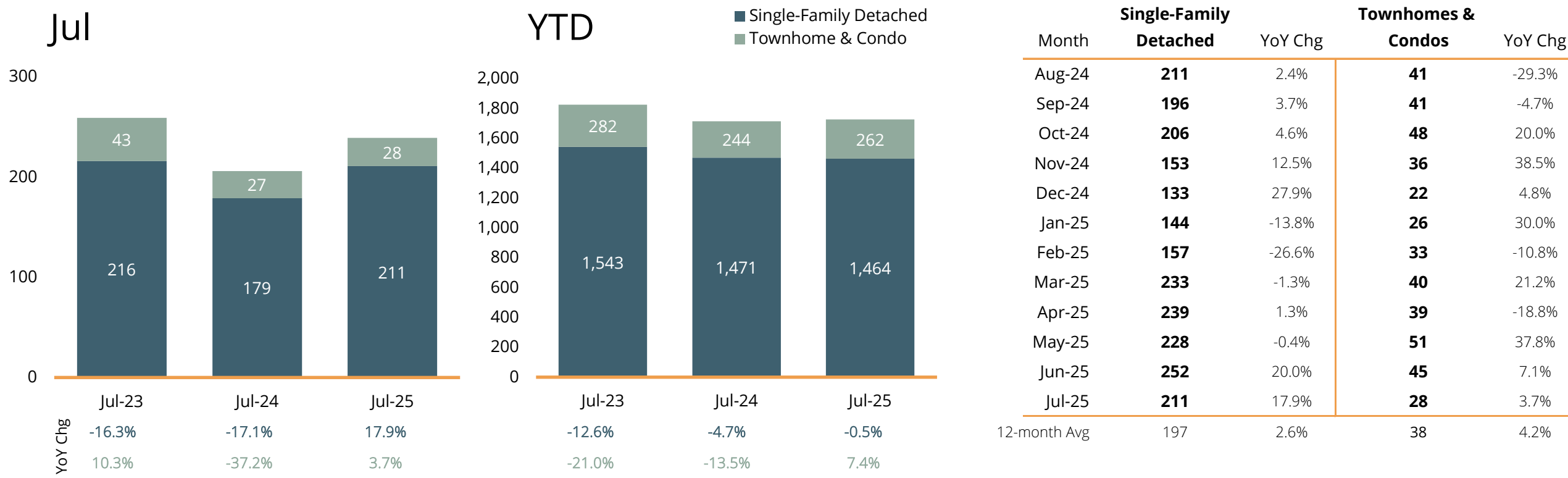


Historical Sales by Month

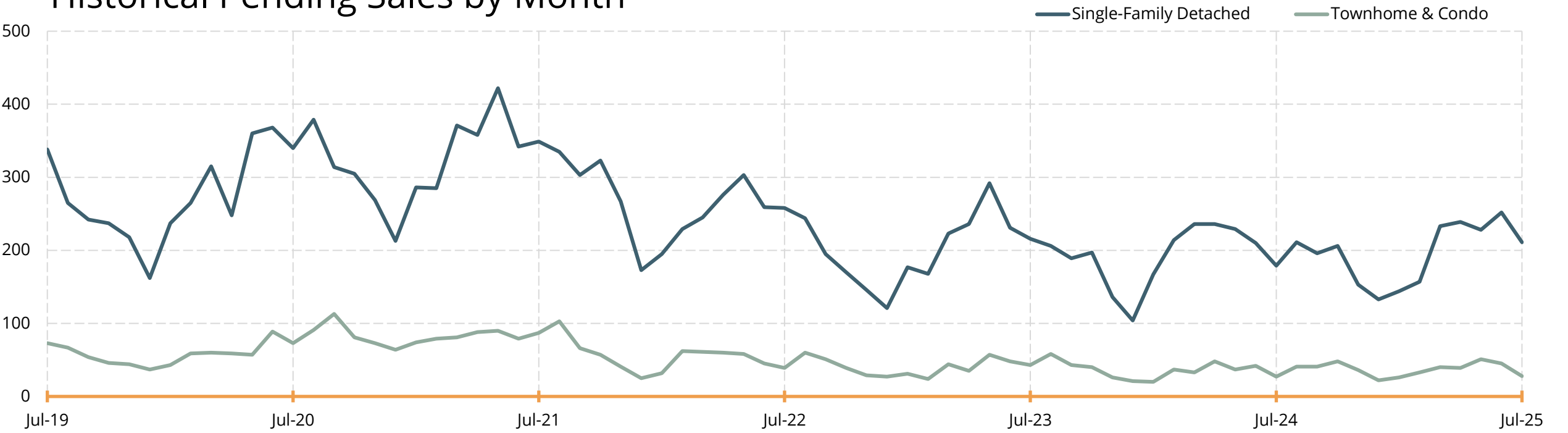


Source: Virginia REALTORS®, data accessed August 15, 2025

Pending Sales

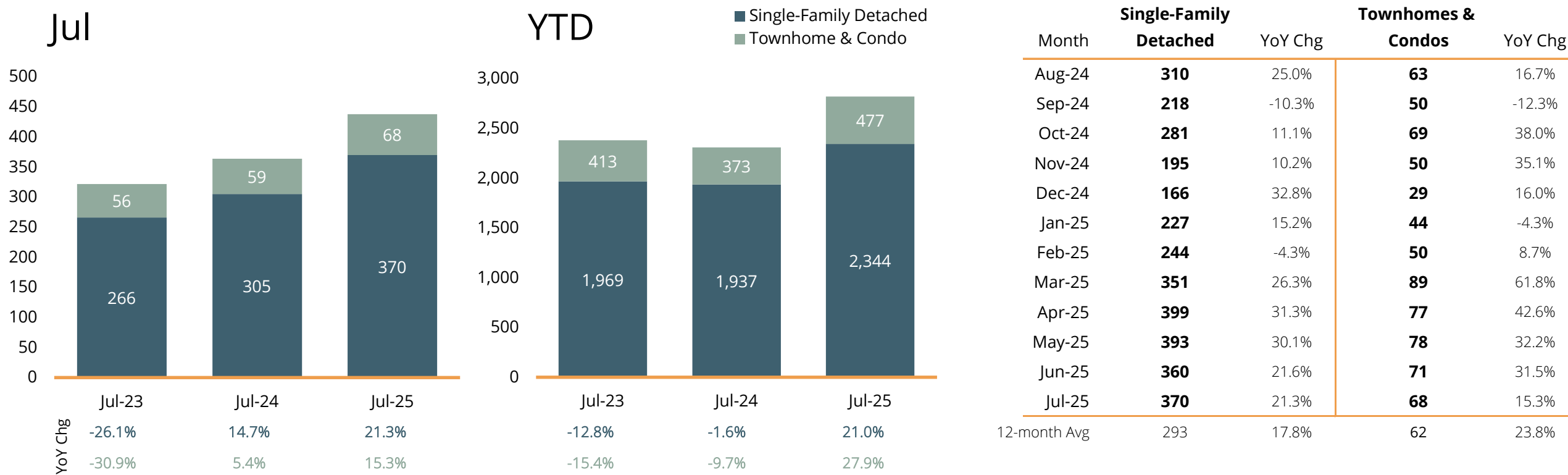


Historical Pending Sales by Month

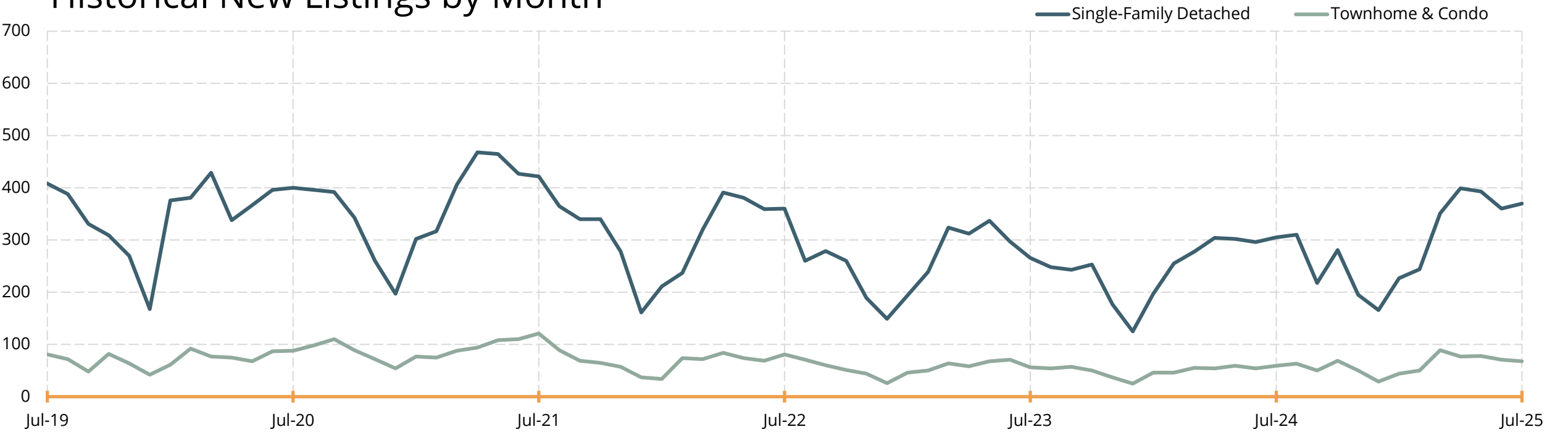


Source: Virginia REALTORS®, data accessed August 15, 2025

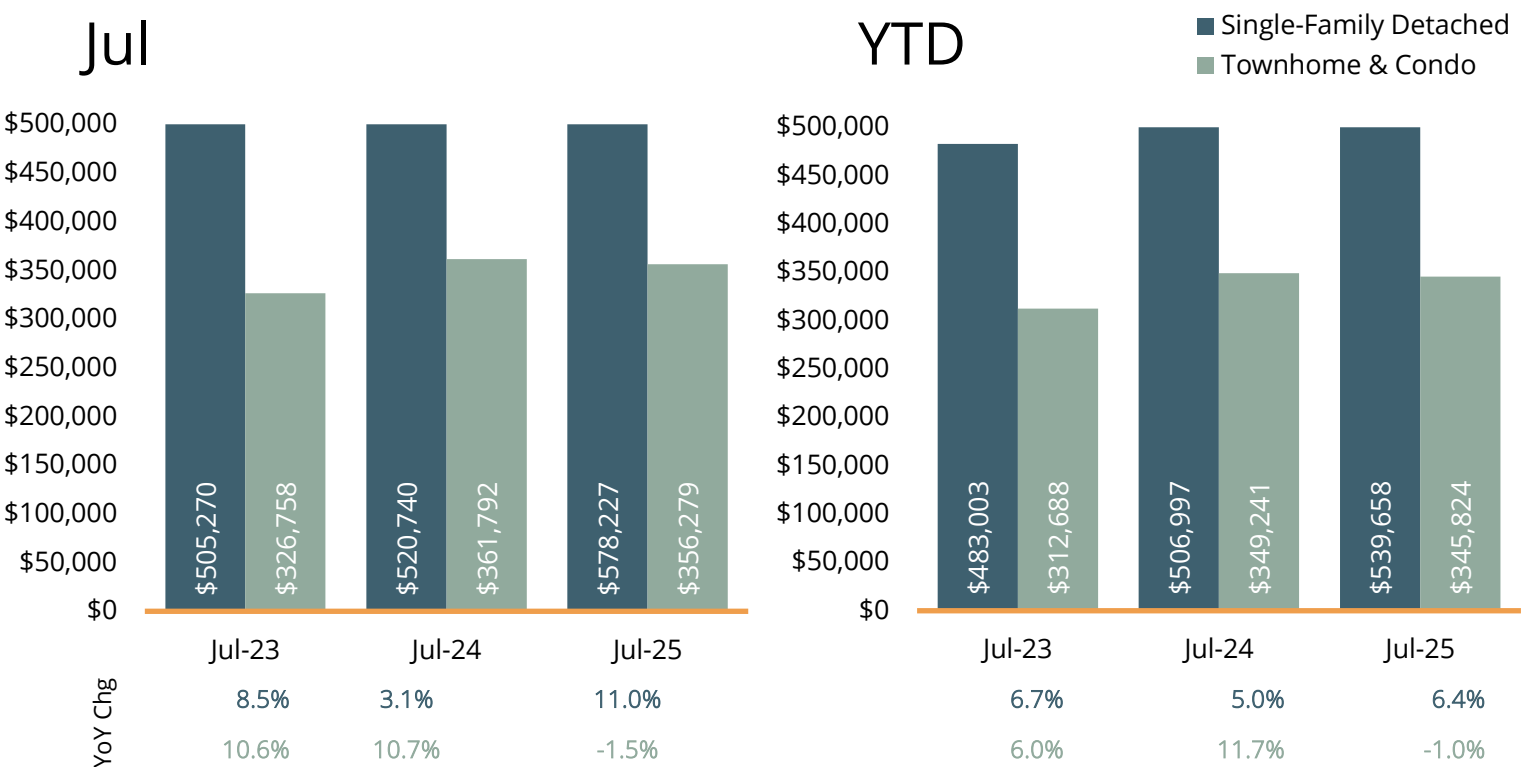
New Listings



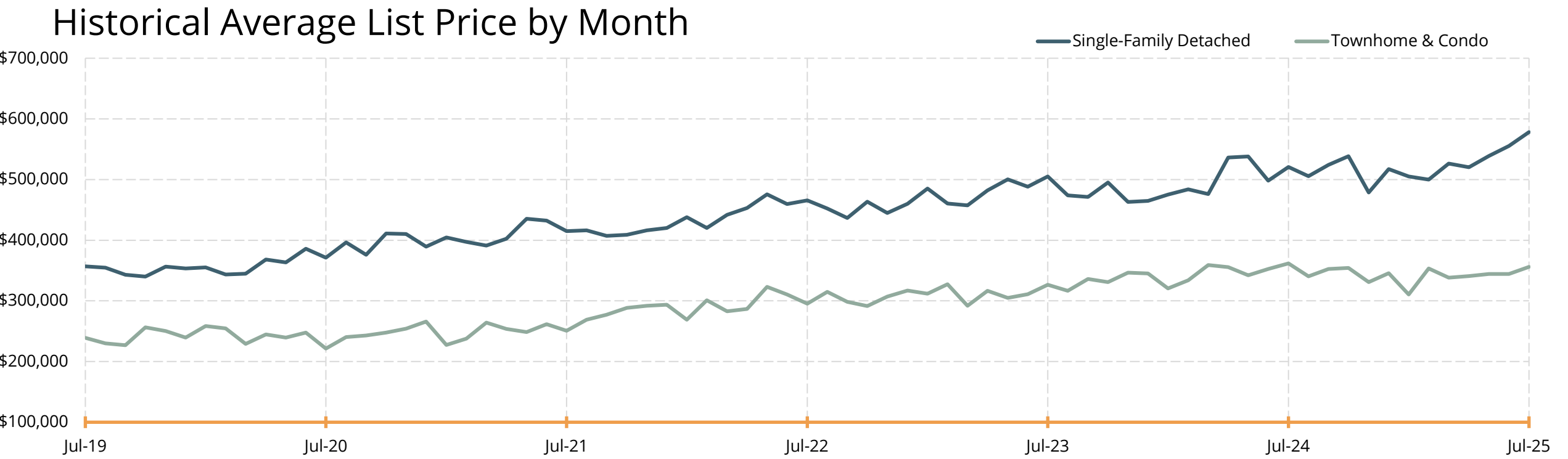
Historical New Listings by Month



Average List Price

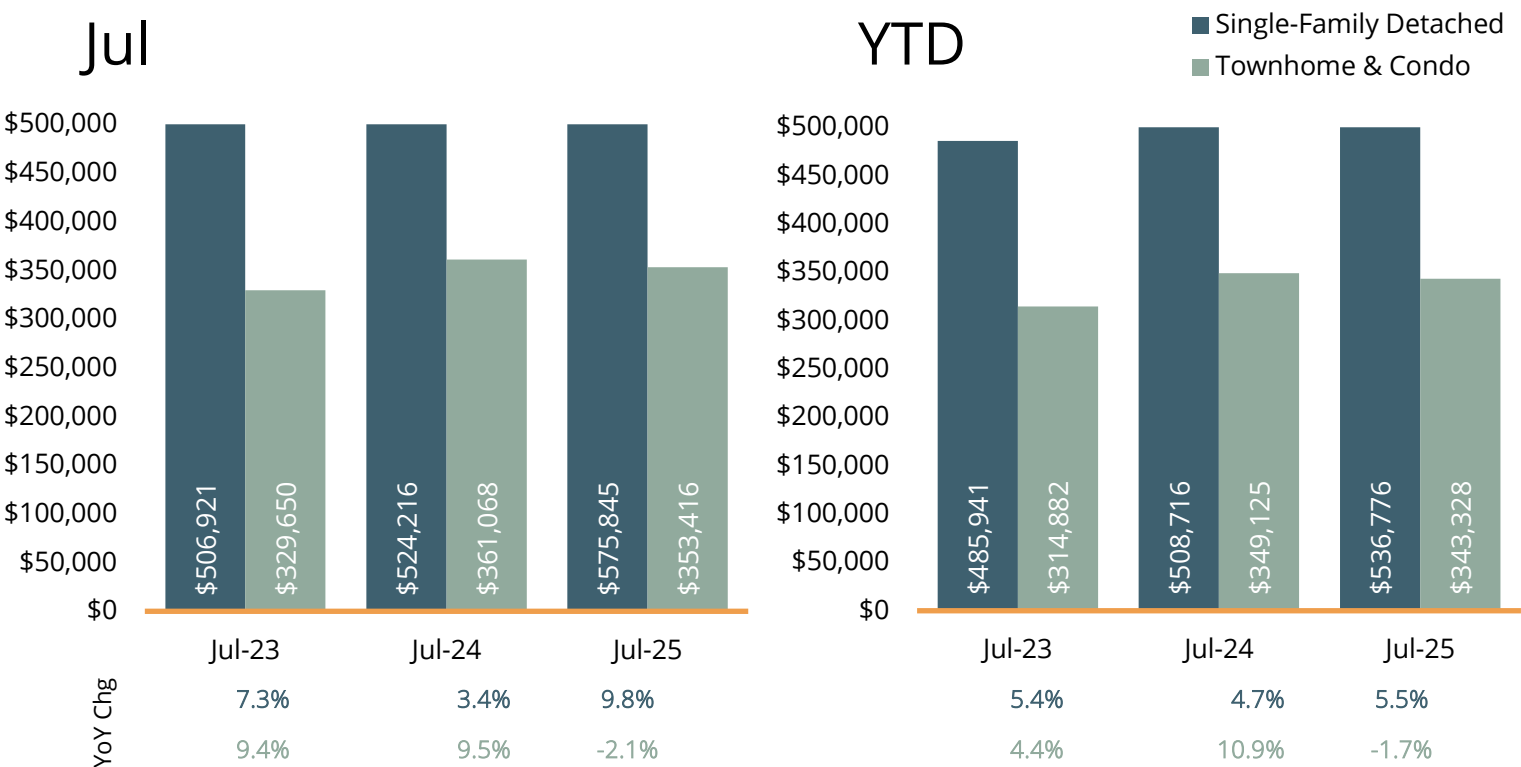


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	\$505,617	6.7%	\$340,261	7.5%
Sep-24	\$524,036	11.1%	\$352,775	5.0%
Oct-24	\$538,396	8.7%	\$354,253	7.1%
Nov-24	\$478,749	3.4%	\$330,960	-4.5%
Dec-24	\$517,213	11.3%	\$345,729	0.1%
Jan-25	\$505,325	6.3%	\$310,386	-3.2%
Feb-25	\$500,148	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%
Jun-25	\$555,413	11.5%	\$344,370	-2.4%
Jul-25	\$578,227	11.0%	\$356,279	-1.5%
12-month Avg	\$524,039	6.6%	\$342,644	0.2%

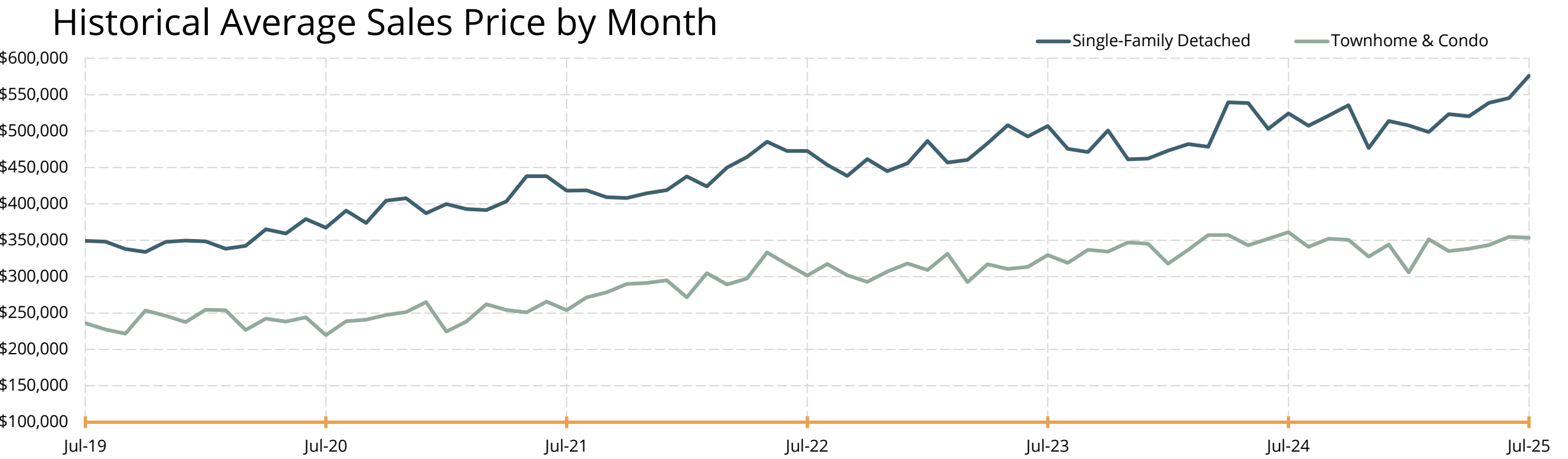


Source: Virginia REALTORS®, data accessed August 15, 2025

Average Sales Price

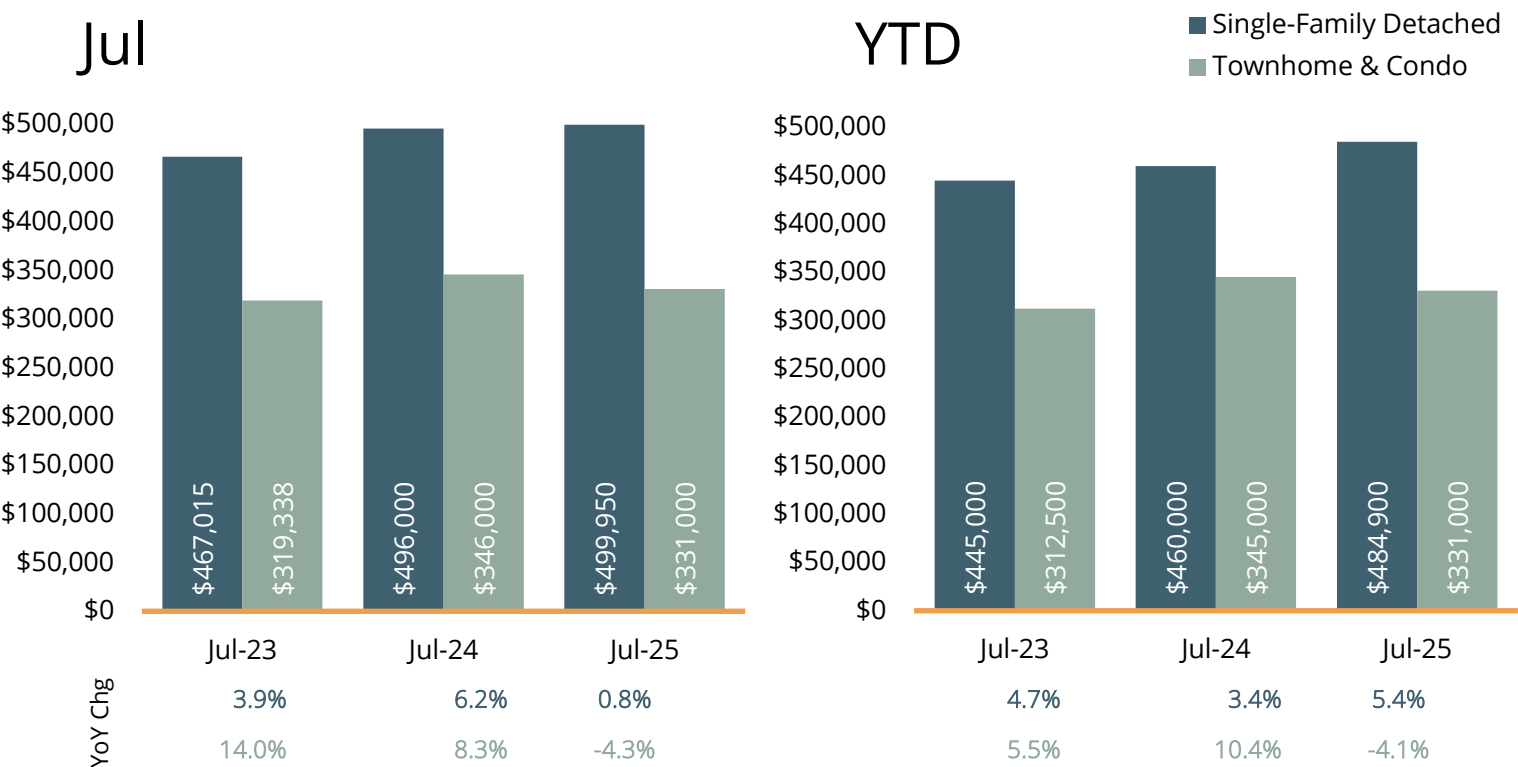


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	\$507,370	6.7%	\$340,874	6.9%
Sep-24	\$521,135	10.6%	\$351,917	4.5%
Oct-24	\$535,509	6.9%	\$350,642	4.9%
Nov-24	\$476,542	3.4%	\$327,502	-5.7%
Dec-24	\$513,758	11.2%	\$344,229	-0.3%
Jan-25	\$507,786	7.3%	\$305,920	-3.7%
Feb-25	\$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%
Jun-25	\$545,072	8.4%	\$354,415	0.7%
Jul-25	\$575,845	9.8%	\$353,416	-2.1%
12-month Avg	\$521,990	6.0%	\$341,428	-0.2%

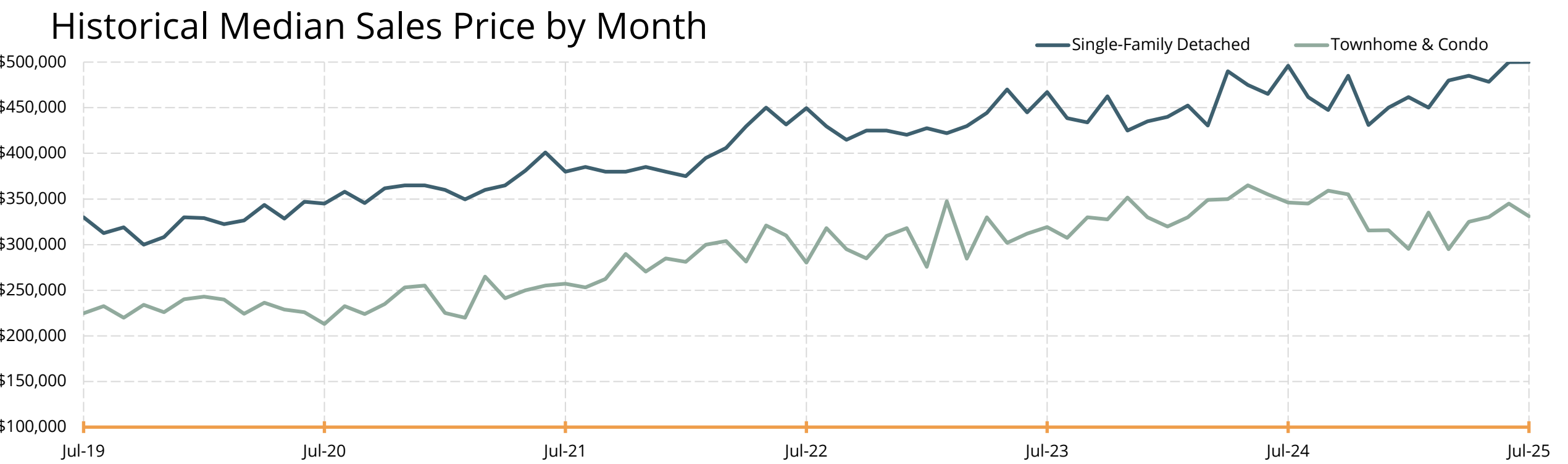


Source: Virginia REALTORS®, data accessed August 15, 2025

Median Sales Price

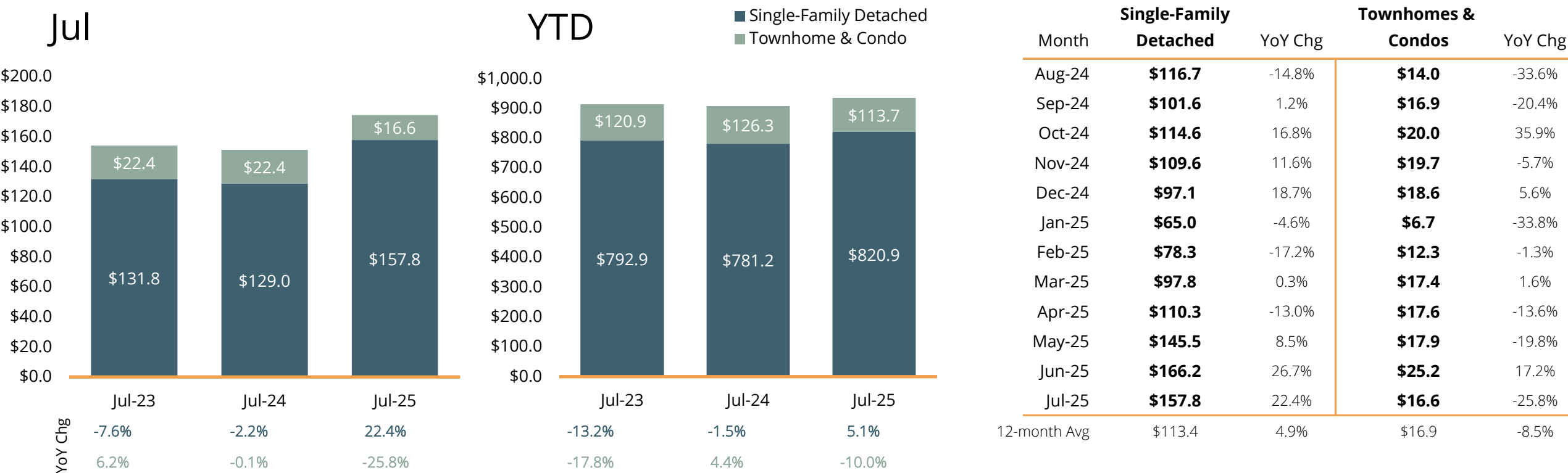


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	\$461,801	5.3%	\$345,000	12.2%
Sep-24	\$447,450	3.1%	\$359,000	8.8%
Oct-24	\$485,000	4.9%	\$355,000	8.4%
Nov-24	\$431,000	1.4%	\$315,500	-10.2%
Dec-24	\$450,000	3.4%	\$315,894	-4.3%
Jan-25	\$461,723	4.9%	\$295,147	-7.8%
Feb-25	\$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%
Jun-25	\$499,999	7.5%	\$345,000	-2.8%
Jul-25	\$499,950	0.8%	\$331,000	-4.3%
12-month Avg	\$469,210	3.4%	\$328,899	-2.8%

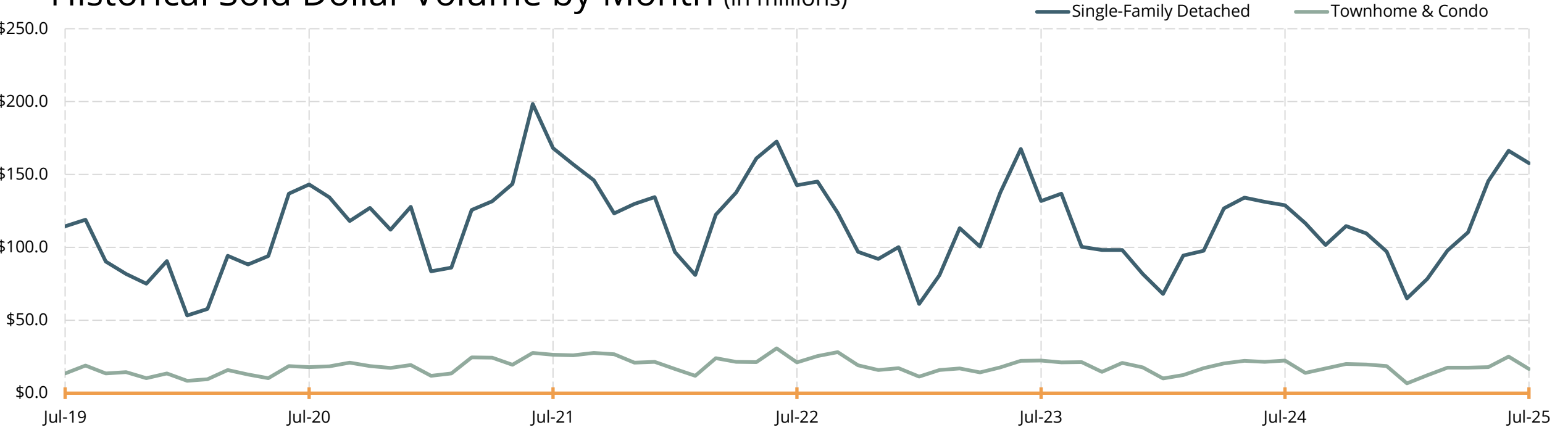


Source: Virginia REALTORS®, data accessed August 15, 2025

Sold Dollar Volume (in millions)

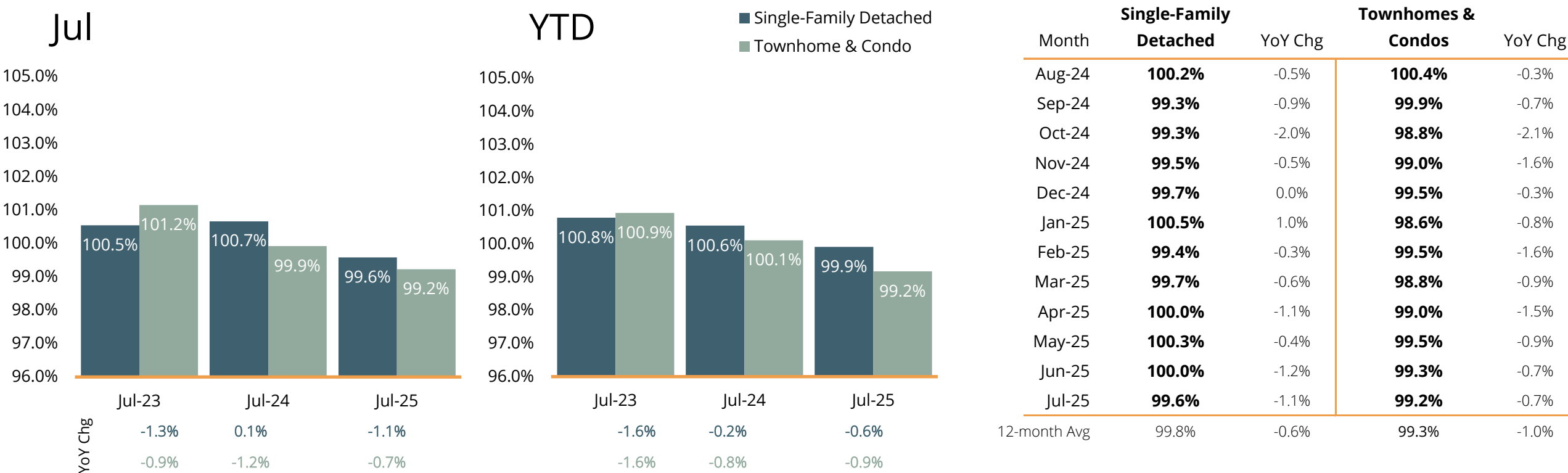


Historical Sold Dollar Volume by Month (in millions)

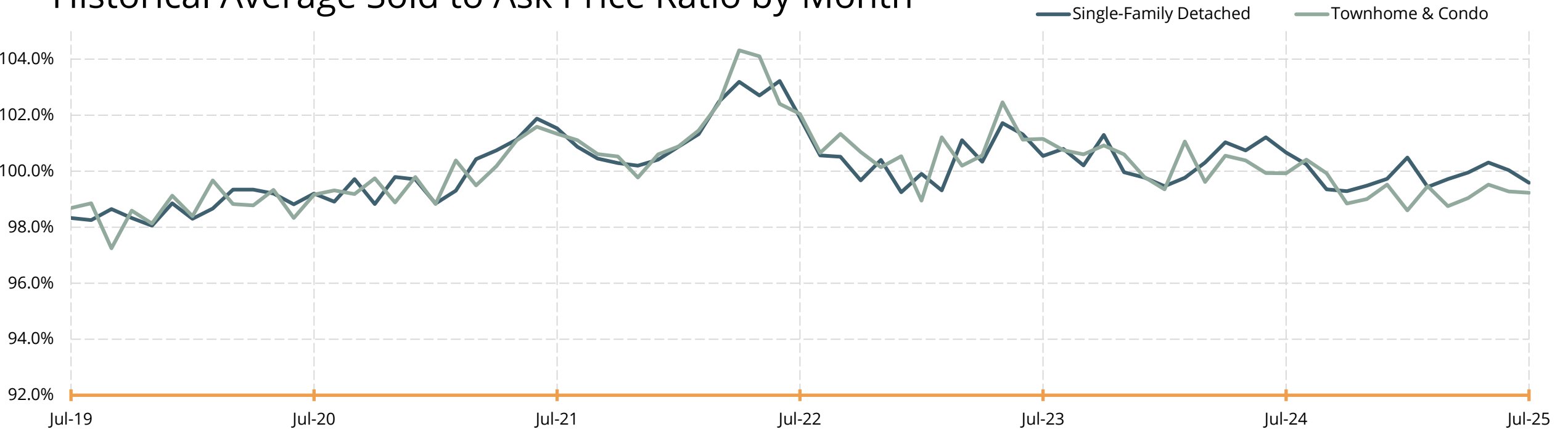


Source: Virginia REALTORS®, data accessed August 15, 2025

Average Sold to Ask Price Ratio

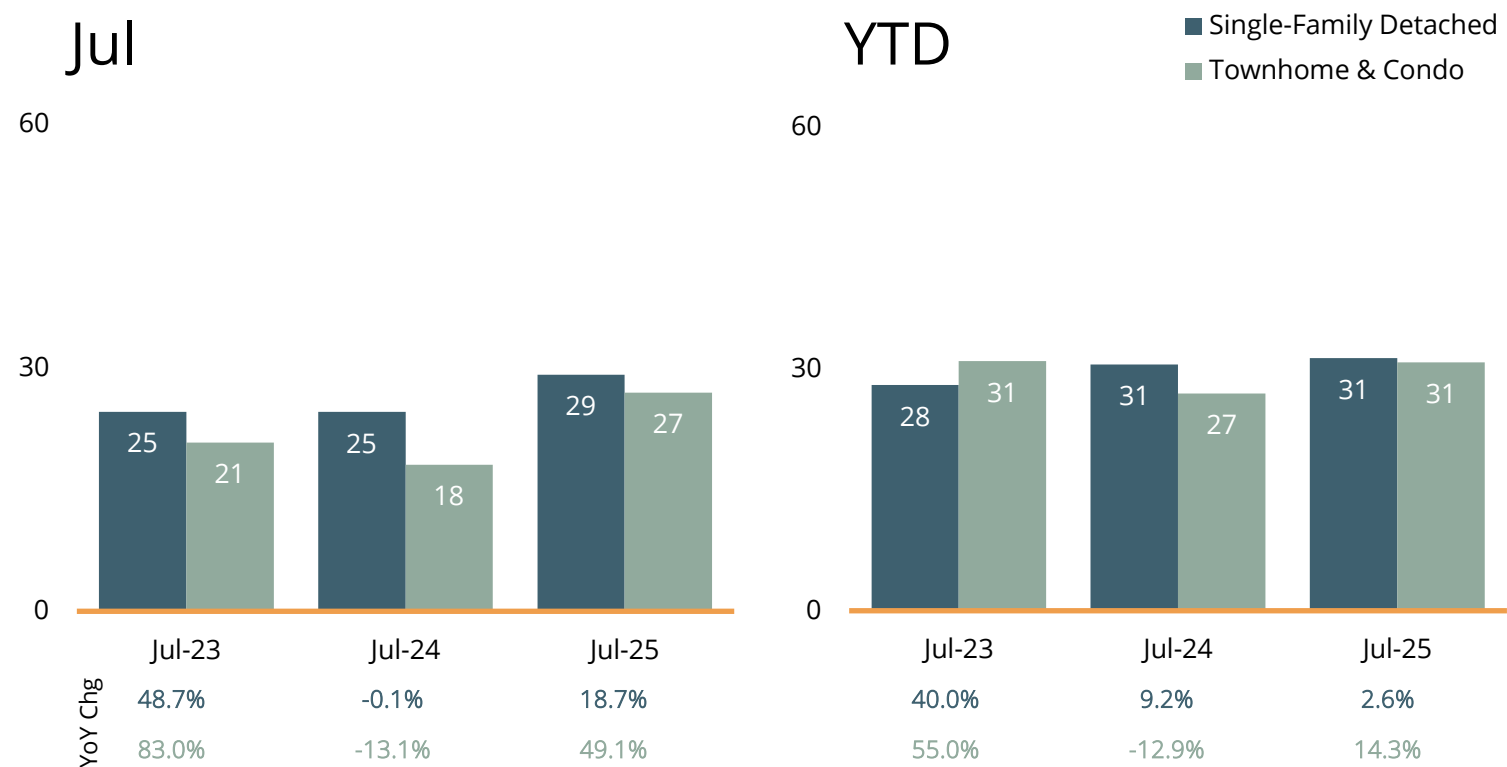


Historical Average Sold to Ask Price Ratio by Month



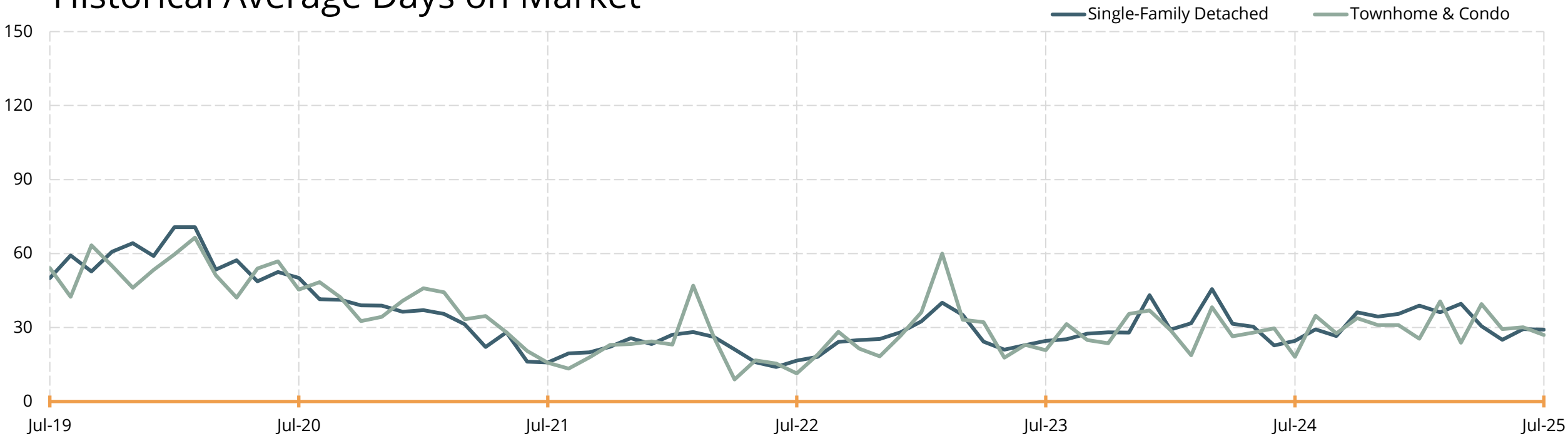
Source: Virginia REALTORS®, data accessed August 15, 2025

Average Days on Market



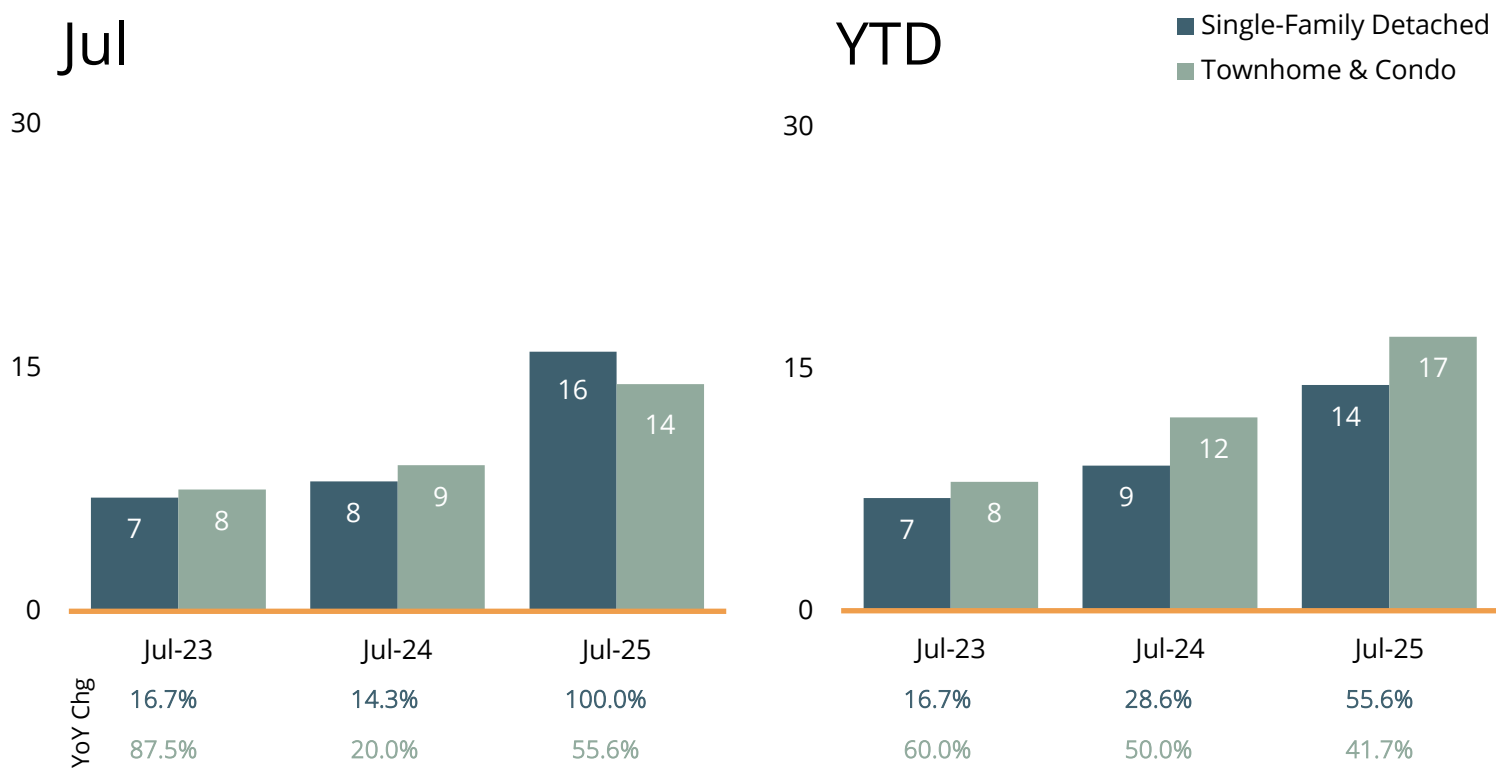
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	29	16.1%	35	10.5%
Sep-24	27	-3.7%	28	10.9%
Oct-24	36	28.9%	34	43.2%
Nov-24	34	23.2%	31	-12.6%
Dec-24	35	-17.6%	31	-16.2%
Jan-25	39	33.4%	26	-12.1%
Feb-25	36	14.0%	41	117.1%
Mar-25	40	-13.0%	24	-37.7%
Apr-25	30	-3.1%	40	49.5%
May-25	25	-17.5%	29	5.0%
Jun-25	29	29.1%	30	1.3%
Jul-25	29	18.7%	27	49.1%
12-month Avg	33	6.3%	31	9.9%

Historical Average Days on Market



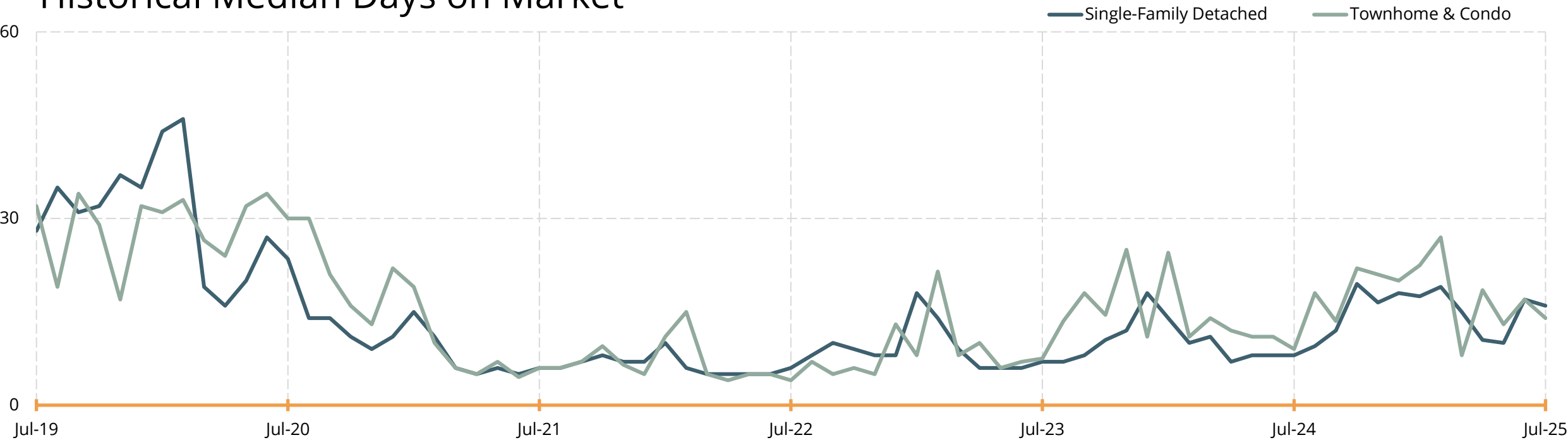
Source: Virginia REALTORS®, data accessed August 15, 2025

Median Days on Market



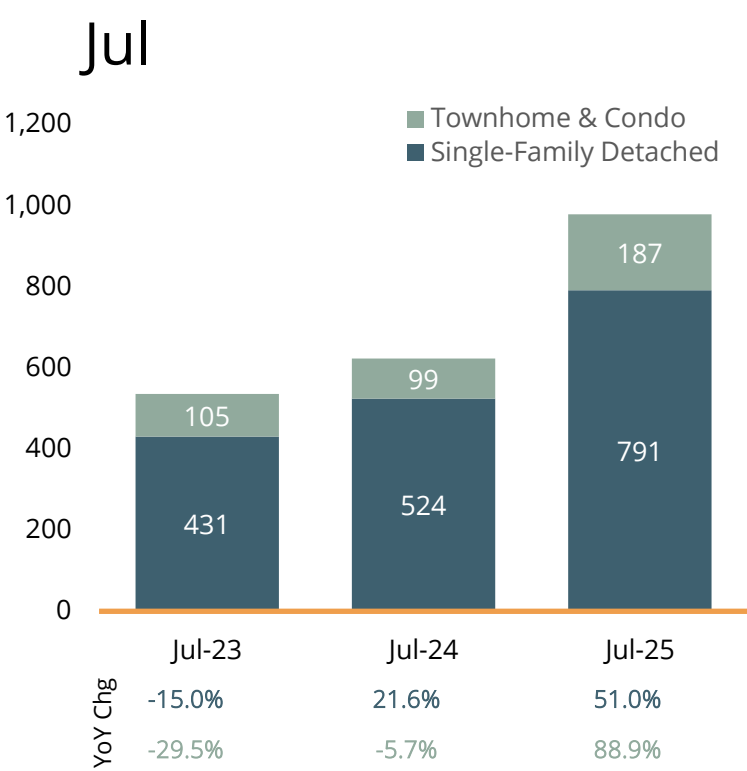
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	10	35.7%	18	33.3%
Sep-24	12	50.0%	14	-25.0%
Oct-24	20	85.7%	22	51.7%
Nov-24	17	37.5%	21	-16.0%
Dec-24	18	0.0%	20	81.8%
Jan-25	18	25.0%	23	-8.2%
Feb-25	19	90.0%	27	145.5%
Mar-25	15	36.4%	8	-42.9%
Apr-25	11	50.0%	19	54.2%
May-25	10	25.0%	13	18.2%
Jun-25	17	112.5%	17	54.5%
Jul-25	16	100.0%	14	55.6%
12-month Avg	15	48.6%	18	22.9%

Historical Median Days on Market

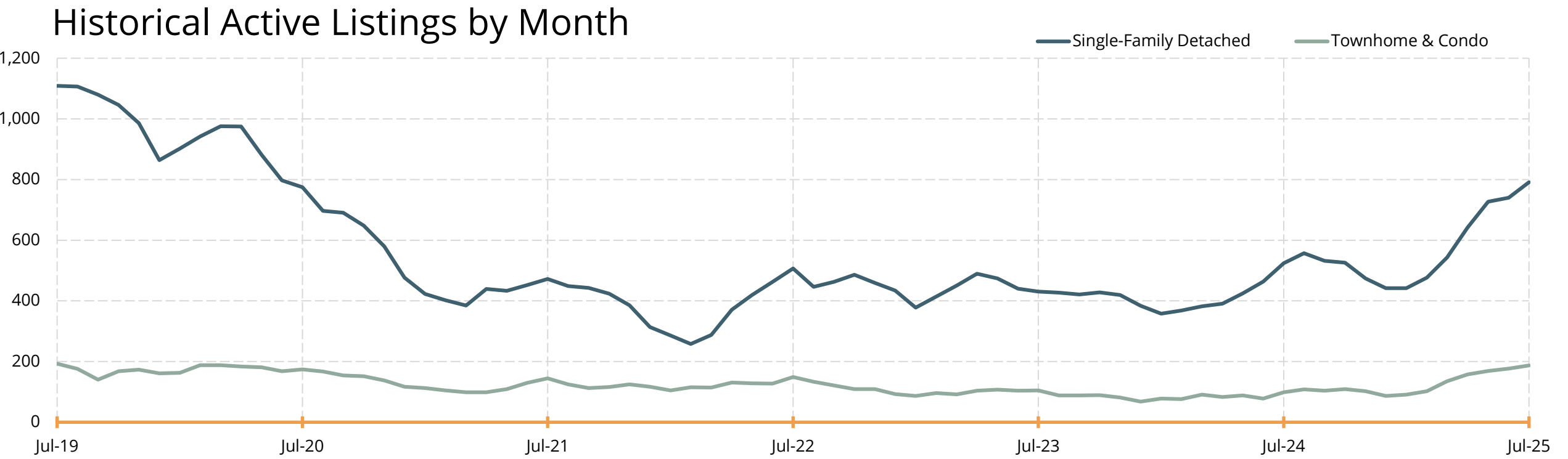


Source: Virginia REALTORS®, data accessed August 15, 2025

Active Listings



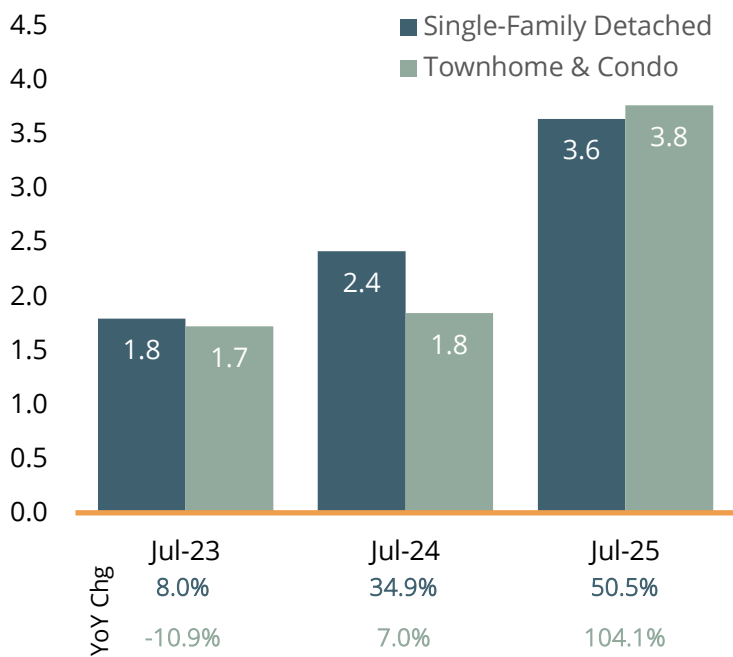
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	557	30.4%	108	22.7%
Sep-24	532	26.4%	104	18.2%
Oct-24	526	22.9%	109	22.5%
Nov-24	474	13.1%	102	25.9%
Dec-24	442	15.1%	87	27.9%
Jan-25	442	23.5%	91	16.7%
Feb-25	477	29.6%	102	34.2%
Mar-25	543	42.1%	135	48.4%
Apr-25	642	64.2%	158	90.4%
May-25	727	71.1%	169	92.0%
Jun-25	740	59.5%	177	126.9%
Jul-25	791	51.0%	187	88.9%
12-month Avg	574	38.1%	127	51.8%



Months of Supply

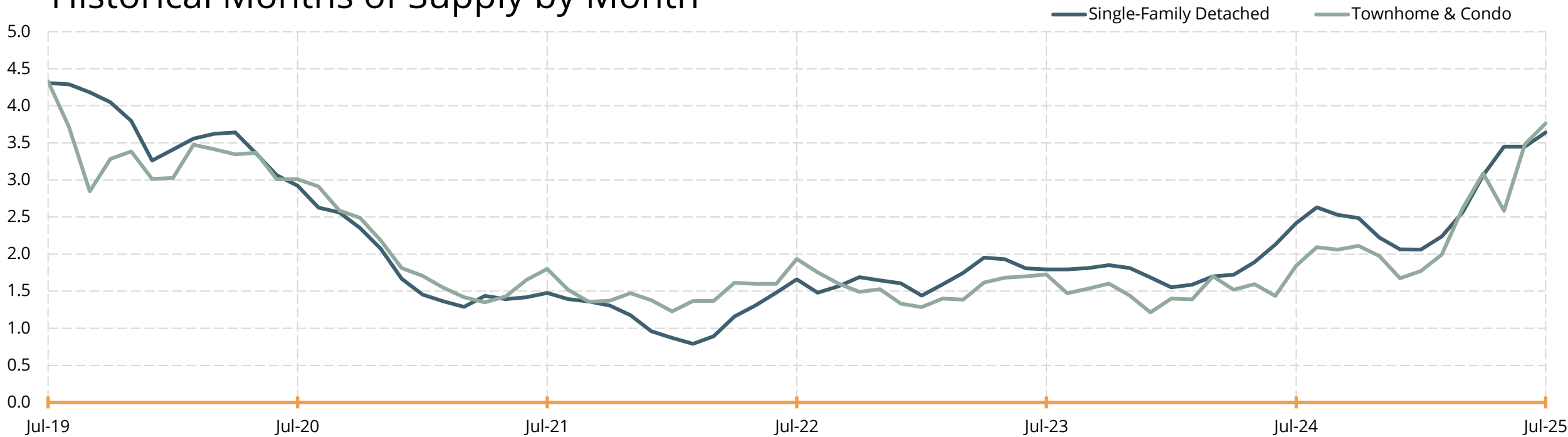


Jul



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%	2.6	62.1%
Jun-25	3.4	62.0%	3.5	142.5%
Jul-25	3.6	50.5%	3.8	104.1%
12-month Avg	2.7	47.5%	2.4	61.0%

Historical Months of Supply by Month



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

Area Overview - Total Market



New Listings				Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
Geography	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
James City County	191	224	17.3%	159	152	-4.4%	\$527,164	\$616,472	16.9%	\$457,000	\$492,500	7.8%	275	490	78.2%	2.2	4.0	83.2%
Williamsburg	25	22	-12.0%	17	7	-58.8%	\$427,524	\$584,714	36.8%	\$380,000	\$650,000	71.1%	41	77	87.8%	2.0	4.7	140.8%
York County	91	122	34.1%	86	102	18.6%	\$461,175	\$469,332	1.8%	\$430,728	\$440,163	2.2%	176	250	42.0%	2.3	3.1	35.2%
New Kent County	54	64	18.5%	41	54	31.7%	\$470,249	\$493,230	4.9%	\$479,950	\$460,200	-4.1%	126	153	21.4%	2.9	3.6	22.4%
Charles City County	3	6	100.0%	5	6	20.0%	\$263,000	\$348,200	32.4%	\$300,000	\$300,000	0.0%	5	8	60.0%	1.5	1.8	20.8%

Area Overview - Total Market YTD



New Listings YTD				Sales YTD			Average Sales Price TYD			Median Sales Price TYD			Active Listings YTD		
Geography	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
James City County	1,125	1,395	24.0%	912	864	-5.3%	\$509,111	\$535,385	5.2%	\$442,500	\$470,000	6.2%	275	490	78.2%
Williamsburg	159	181	13.8%	120	101	-15.8%	\$456,199	\$453,646	-0.6%	\$400,000	\$400,000	0.0%	41	77	87.8%
York County	618	732	18.4%	562	569	1.2%	\$447,516	\$479,742	7.2%	\$415,000	\$450,000	8.4%	176	250	42.0%
New Kent County	371	476	28.3%	273	301	10.3%	\$474,729	\$472,140	-0.5%	\$438,500	\$444,045	1.3%	126	153	21.4%
Charles City County	37	37	0.0%	30	29	-3.3%	\$310,963	\$448,646	44.3%	\$280,000	\$339,000	21.1%	5	8	60.0%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
James City County	160	183	14.4%	126	125	-0.8%	\$565,378	\$668,908	18.3%	\$500,000	\$549,510	9.9%	226	378	67.3%	2.2	3.9	73.1%
Williamsburg	17	17	0.0%	8	5	-37.5%	\$506,188	\$707,800	39.8%	\$461,000	\$724,000	57.0%	28	43	53.6%	2.1	4.2	99.4%
York County	76	105	38.2%	68	88	29.4%	\$495,447	\$490,573	-1.0%	\$515,000	\$473,250	-8.1%	148	219	48.0%	2.4	3.2	33.3%
New Kent County	49	59	20.4%	39	50	28.2%	\$478,576	\$507,390	6.0%	\$480,015	\$479,470	-0.1%	117	143	22.2%	3.0	3.8	24.1%
Charles City County	3	6	100.0%	5	6	20.0%	\$263,000	\$348,200	32.4%	\$300,000	\$300,000	0.0%	5	8	60.0%	1.5	1.8	20.8%

Area Overview - Single Family Detached Market YTD



New Listings YTD				Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
James City County	940	1,124	19.6%	732	690	-5.7%	\$546,810	\$580,214	6.1%	\$484,950	\$525,750	8.4%	226	378	67.3%
Williamsburg	111	122	9.9%	78	69	-11.5%	\$515,558	\$516,296	0.1%	\$465,000	\$450,000	-3.2%	28	43	53.6%
York County	511	621	21.5%	442	474	7.2%	\$477,020	\$509,942	6.9%	\$450,000	\$485,000	7.8%	148	219	48.0%
New Kent County	338	440	30.2%	253	271	7.1%	\$488,120	\$487,952	0.0%	\$456,165	\$459,950	0.8%	117	143	22.2%
Charles City County	37	37	0.0%	30	29	-3.3%	\$310,963	\$448,646	44.3%	\$280,000	\$339,000	21.1%	5	8	60.0%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
James City County	31	41	32.3%	33	27	-18.2%	\$381,255	\$373,712	-2.0%	\$375,000	\$365,000	-2.7%	49	112	128.6%	1.9	4.4	128.6%
Williamsburg	8	5	-37.5%	9	2	-77.8%	\$357,600	\$277,000	-22.5%	\$350,000	\$277,000	-20.9%	13	34	161.5%	1.8	5.7	227.8%
York County	15	17	13.3%	18	14	-22.2%	\$331,702	\$335,814	1.2%	\$337,500	\$327,500	-3.0%	28	31	10.7%	1.7	2.2	32.7%
New Kent County	5	5	0.0%	2	4	100.0%	\$307,883	\$316,229	2.7%	\$307,883	\$316,738	2.9%	9	10	11.1%	2.1	2.2	5.1%
Charles City County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	\$0	\$0	n/a	0	0	n/a	0.0	0.0	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	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
James City County	185	271	46.5%	180	174	-3.3%	\$359,594	\$358,872	-0.2%	\$349,000	\$359,490	3.0%	49	112	128.6%
Williamsburg	48	59	22.9%	42	32	-23.8%	\$350,201	\$318,559	-9.0%	\$355,000	\$299,500	-15.6%	13	34	161.5%
York County	107	111	3.7%	120	95	-20.8%	\$339,825	\$327,471	-3.6%	\$343,025	\$320,000	-6.7%	28	31	10.7%
New Kent County	33	36	9.1%	20	30	50.0%	\$310,017	\$328,777	6.1%	\$311,883	\$326,093	4.6%	9	10	11.1%
Charles City County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	\$0	\$0	n/a	0	0	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® Research Team

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