

WAAR WILLIAMSBURG

MARKET INDICATORS REPORT

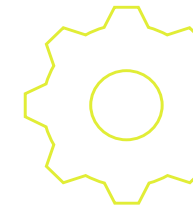
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VIRGINIA REALTORS®

WAAR Market Indicators Report



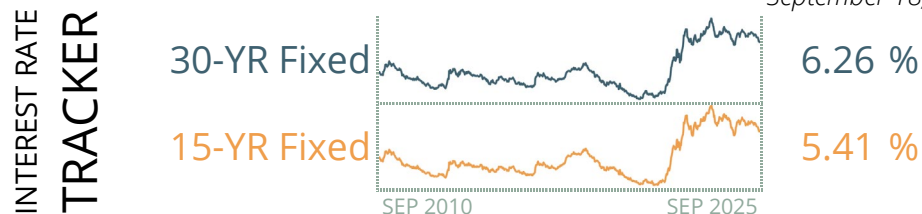
Key Market Trends: August 2025

- › **Sales activity grew for the fourth consecutive month in the WAAR market.** Home sales increased 12.2%, leading to 304 total sales in the month of August, 33 more than the previous year. Sales activity went up the most in James City County, with 32 more sales than the previous year, rising 25.2%. The only market where sales dropped was Williamsburg with 10 fewer transactions than at the same time last year (-45.5%).
- › **There were more pending sales this month compared to a year ago.** The WAAR area had 260 pending sales in August, eight more sales than the year before, a 3.2% uptick in activity. Pending sales increased in York County with seven additional pending sales (+13.2%), New Kent County (+4.5%) and James City County (+1.5%). Pending sales decreased for the second straight month in Williamsburg (-20.0%).
- › **In the WAAR footprint, prices continued to climb in most local markets.** The median price of a home reached \$463,500 in the area in August, \$28,500 higher than last year, a 6.6% gain. Williamsburg saw the biggest rise in median price this month with homes costing \$204,200 more than the year before, surging 57.2%. Prices in Charles City County declined 25.8% from last August, a reduction of \$90,050. The James City County market had a 2.6% increase to the median price, which rose to \$485,000, up \$12,500 from last August.
- › **Regionwide, listing activity continues to surge.** August ended with 972 active listings in the WAAR footprint, 46.2% more than the previous year, an additional 307 listings. Most of the listing growth this month came from James City County with 171 more listings (+59.8%) and York County, which had 62 more listings on the market (+31.8%).



WAAR Market Dashboard

YoY Chg	Aug-25	Indicator
▲ 12.2%	304	Sales
▲ 3.2%	260	Pending Sales
▲ 1.3%	378	New Listings
▲ 6.7%	\$512,606	Average List Price
▲ 5.5%	\$508,714	Average Sales Price
▲ 6.6%	\$463,500	Median Sales Price
▲ 1.6%	\$220	Average Price Per Square Foot
▲ 18.4%	\$154.6	Sold Dollar Volume (in millions)
▼ -0.9%	99.4%	Average Sold/Ask Price Ratio
▲ 19.5%	36	Average Days on Market
▲ 122.7%	25	Median Days on Market
▲ 46.2%	972	Active Listings
▲ 44.7%	3.7	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.

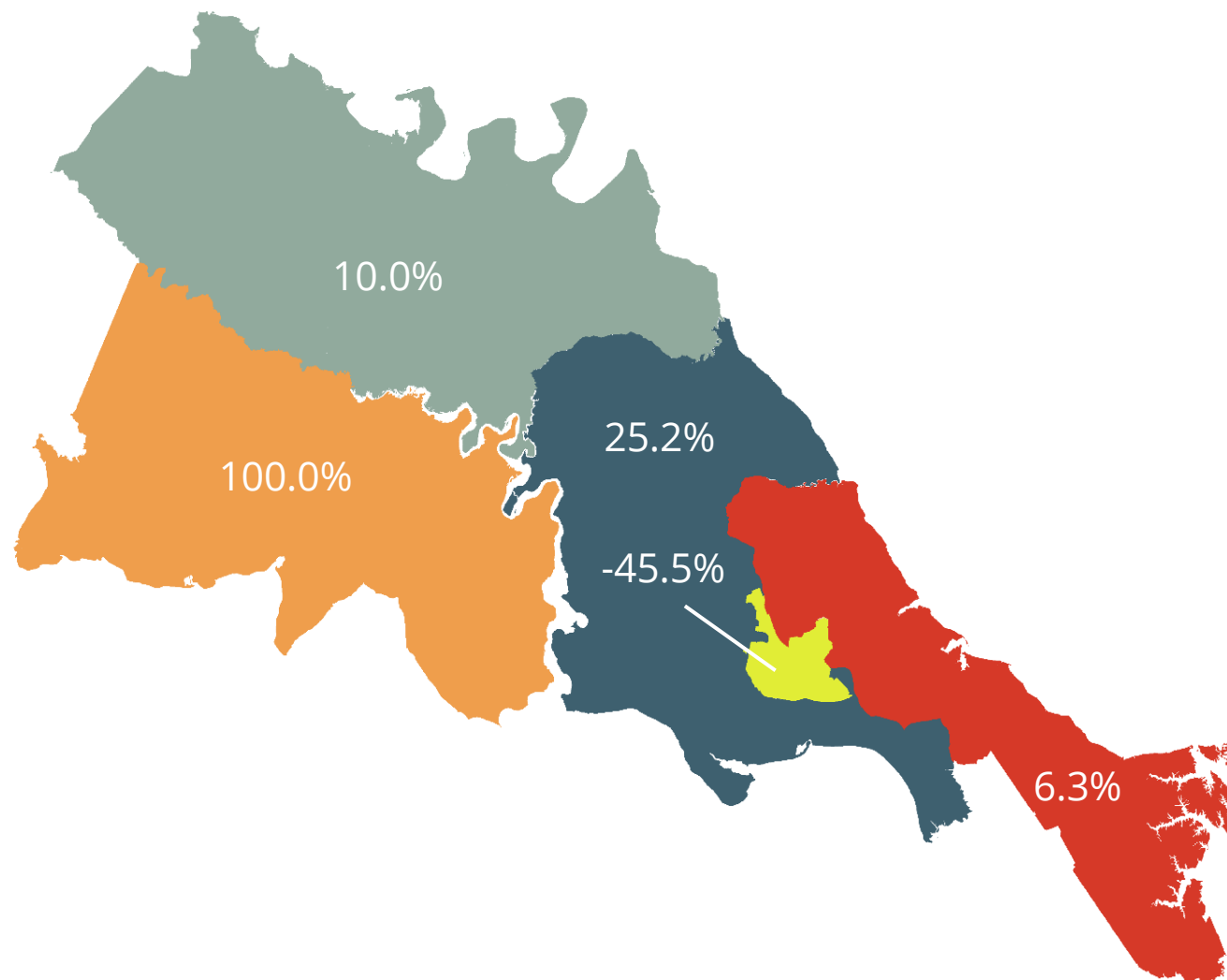
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - WAAR Footprint



Jurisdiction	Total Sales		
	Aug-24	Aug-25	% Chg
Charles City County	2	4	100.0%
James City County	127	159	25.2%
New Kent County	40	44	10.0%
Williamsburg	22	12	-45.5%
York County	80	85	6.3%
WAAR	271	304	12.2%

Total Market Overview

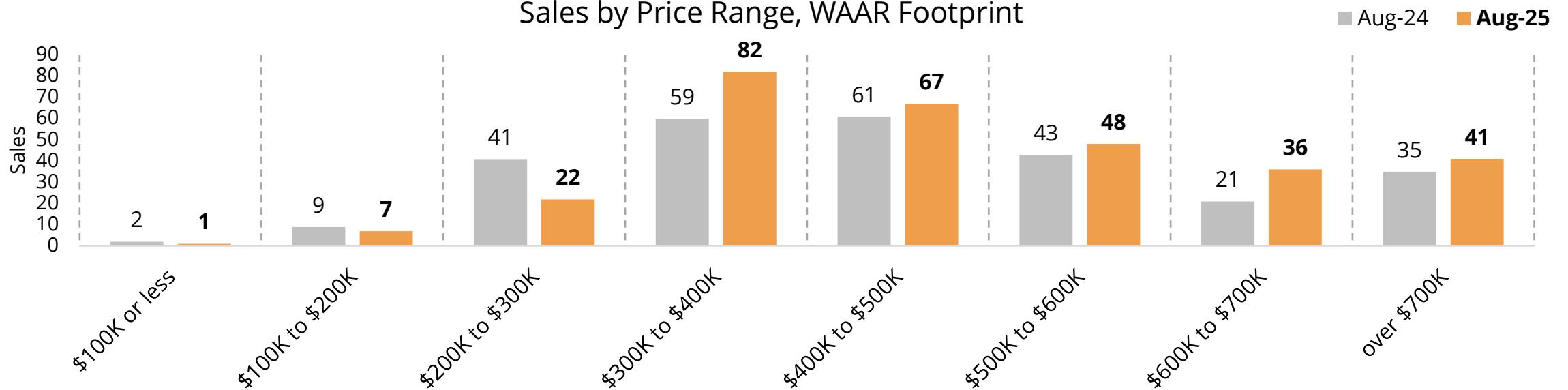


Key Metrics	Aug-23	2-year Trends	Aug-25	Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				271	304	12.2%	2,168	2,168	0.0%
Pending Sales				252	260	3.2%	1,967	1,986	1.0%
New Listings				373	378	1.3%	2,683	3,199	19.2%
Average List Price				\$480,600	\$512,606	6.7%	\$479,329	\$507,674	5.9%
Average Sales Price				\$482,180	\$508,714	5.5%	\$480,819	\$504,621	5.0%
Median Sales Price				\$435,000	\$463,500	6.6%	\$430,250	\$455,000	5.8%
Average Price Per Square Foot				\$217	\$220	1.6%	\$211	\$220	4.4%
Sold Dollar Volume (in millions)				\$130.7	\$154.6	18.4%	\$1,038.1	\$1,089.3	4.9%
Average Sold/Ask Price Ratio				100.3%	99.4%	-0.9%	100.5%	99.7%	-0.7%
Average Days on Market				30	36	19.5%	30	32	6.8%
Median Days on Market				11	25	122.7%	10	16	60.0%
Active Listings				665	972	46.2%	n/a	n/a	n/a
Months of Supply				2.5	3.7	44.7%	n/a	n/a	n/a

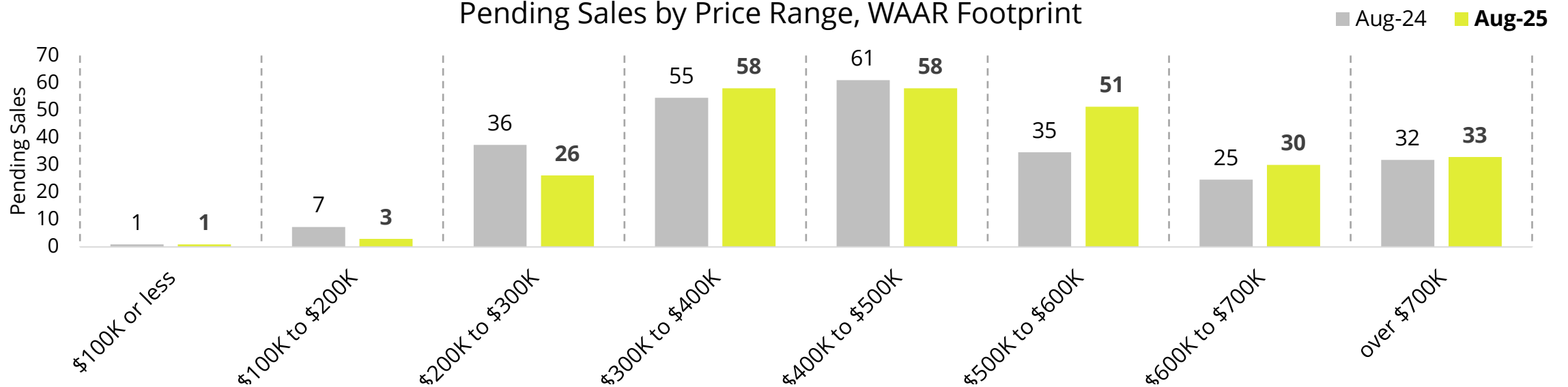
Total Market by Price Range Overview



Sales by Price Range, WAAR Footprint



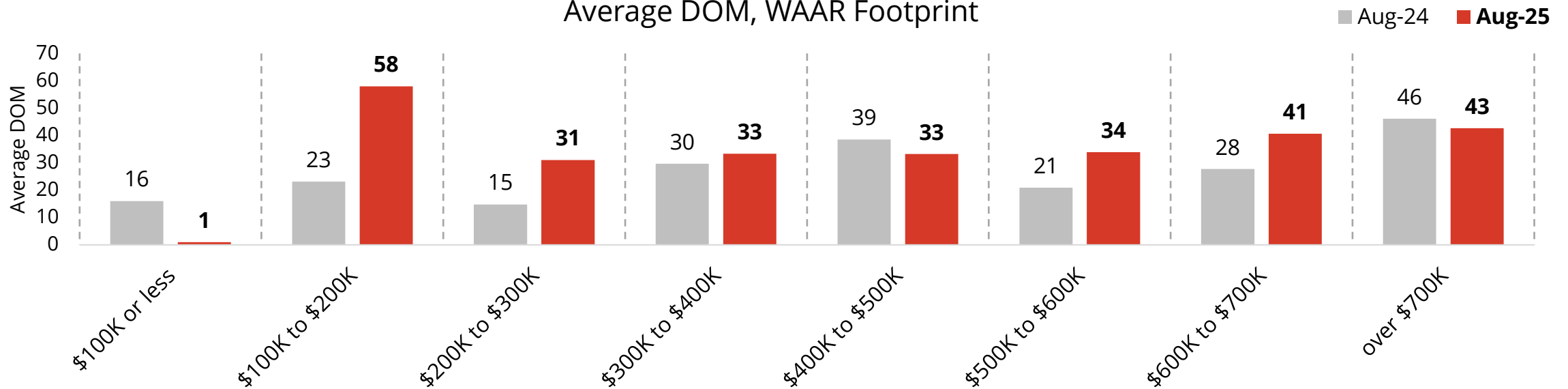
Pending Sales by Price Range, WAAR Footprint



Total Market by Price Range Overview



Average DOM, WAAR Footprint



Average Sold-to-List Price Ratio, WAAR Footprint



Single-Family Detached Market Overview



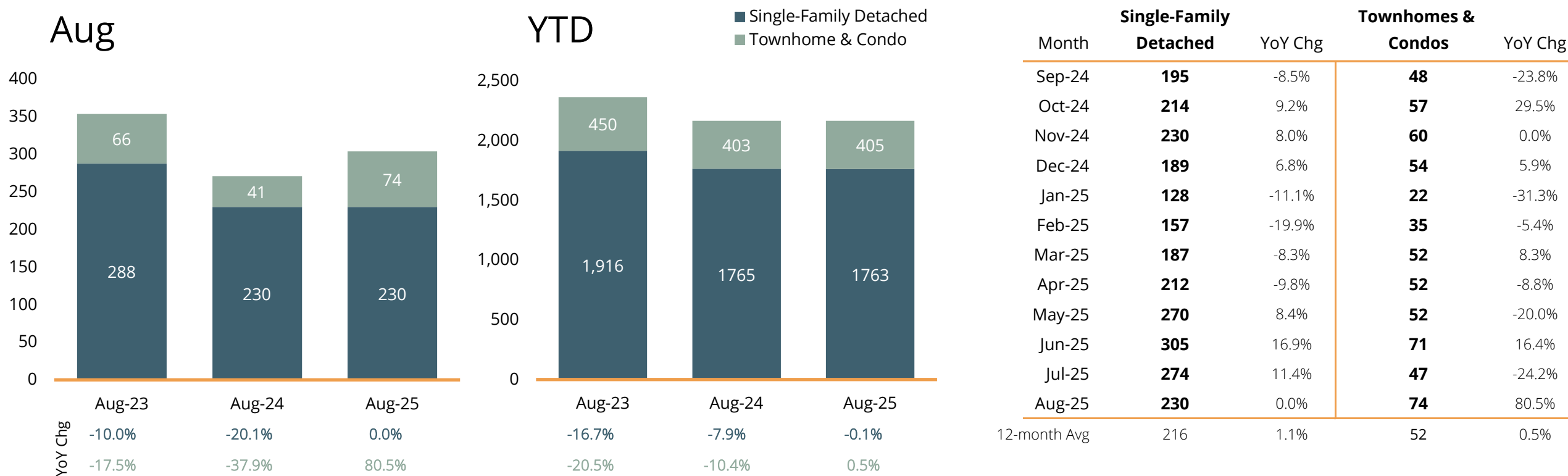
Key Metrics	Aug-23	2-year Trends	Aug-25	Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				230	230	0.0%	1,765	1,763	-0.1%
Pending Sales				211	209	-0.9%	1,682	1,673	-0.5%
New Listings				310	300	-3.2%	2,247	2,644	17.7%
Average List Price				\$505,617	\$547,379	8.3%	\$509,155	\$541,413	6.3%
Average Sales Price				\$507,370	\$543,408	7.1%	\$510,978	\$538,310	5.3%
Median Sales Price				\$461,801	\$500,000	8.3%	\$464,995	\$485,100	4.3%
Average Price Per Square Foot				\$217	\$219	0.9%	\$212	\$221	4.2%
Sold Dollar Volume (in millions)				\$116.7	\$125.0	7.1%	\$897.9	\$945.9	5.3%
Average Sold/Ask Price Ratio				100.2%	99.6%	-0.7%	100.5%	99.9%	-0.7%
Average Days on Market				29	34	17.1%	30	32	4.2%
Median Days on Market				10	22	131.6%	9	15	66.7%
Active Listings				557	796	42.9%	n/a	n/a	n/a
Months of Supply				2.6	3.7	40.7%	n/a	n/a	n/a

Townhome & Condo Market Overview

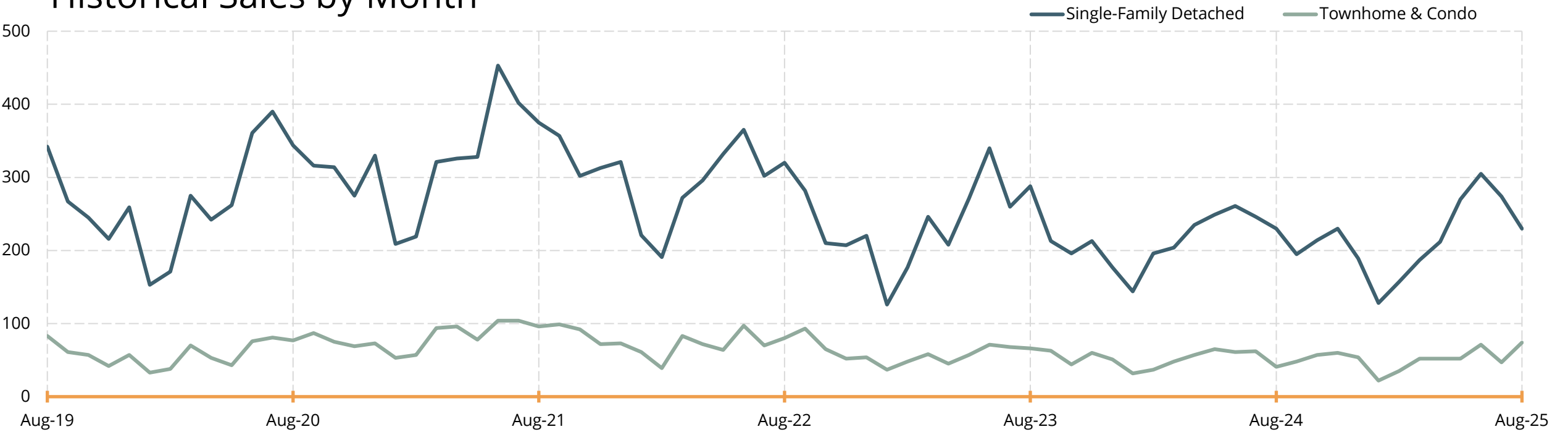


Key Metrics	Aug-23	2-year Trends	Aug-25	Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				41	74	80.5%	403	405	0.5%
Pending Sales				41	51	24.4%	285	313	9.8%
New Listings				63	78	23.8%	436	555	27.3%
Average List Price				\$340,261	\$404,529	18.9%	\$348,463	\$357,005	2.5%
Average Sales Price				\$340,874	\$400,881	17.6%	\$348,489	\$354,174	1.6%
Median Sales Price				\$345,000	\$361,000	4.6%	\$345,000	\$340,000	-1.4%
Average Price Per Square Foot				\$207	\$224	8.2%	\$197	\$208	5.6%
Sold Dollar Volume (in millions)				\$14.0	\$29.7	112.3%	\$140.3	\$143.3	2.2%
Average Sold/Ask Price Ratio				100.4%	99.0%	-1.4%	100.2%	99.1%	-1.1%
Average Days on Market				35	41	18.4%	28	33	19.8%
Median Days on Market				18	32	77.8%	12	19	58.3%
Active Listings				108	176	63.0%	n/a	n/a	n/a
Months of Supply				2.1	3.4	64.6%	n/a	n/a	n/a

Sales

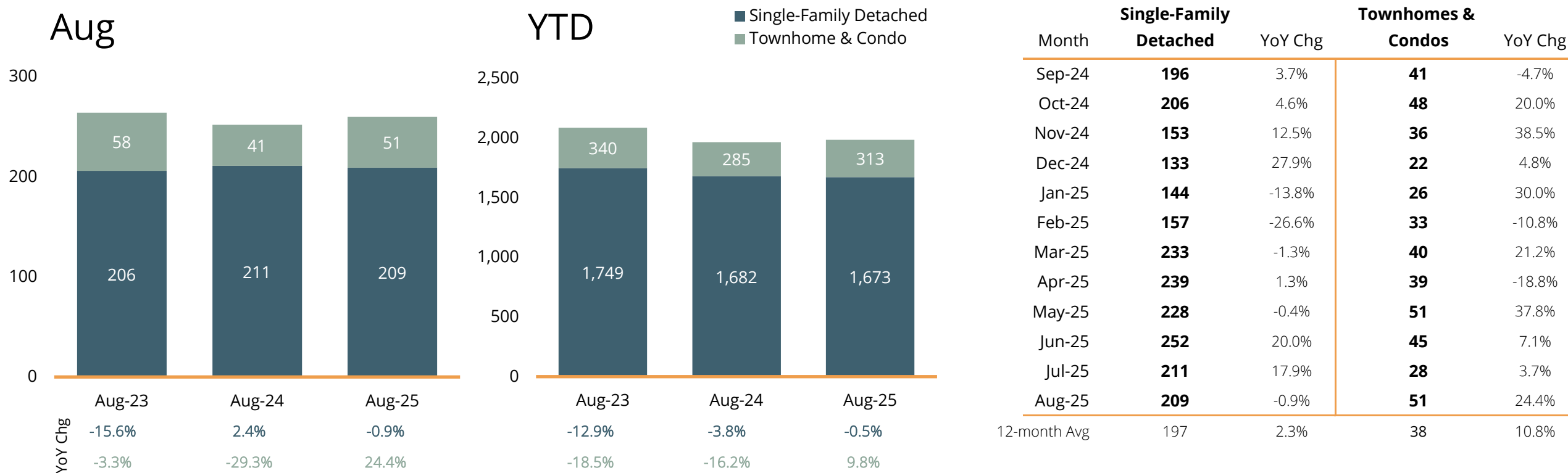


Historical Sales by Month

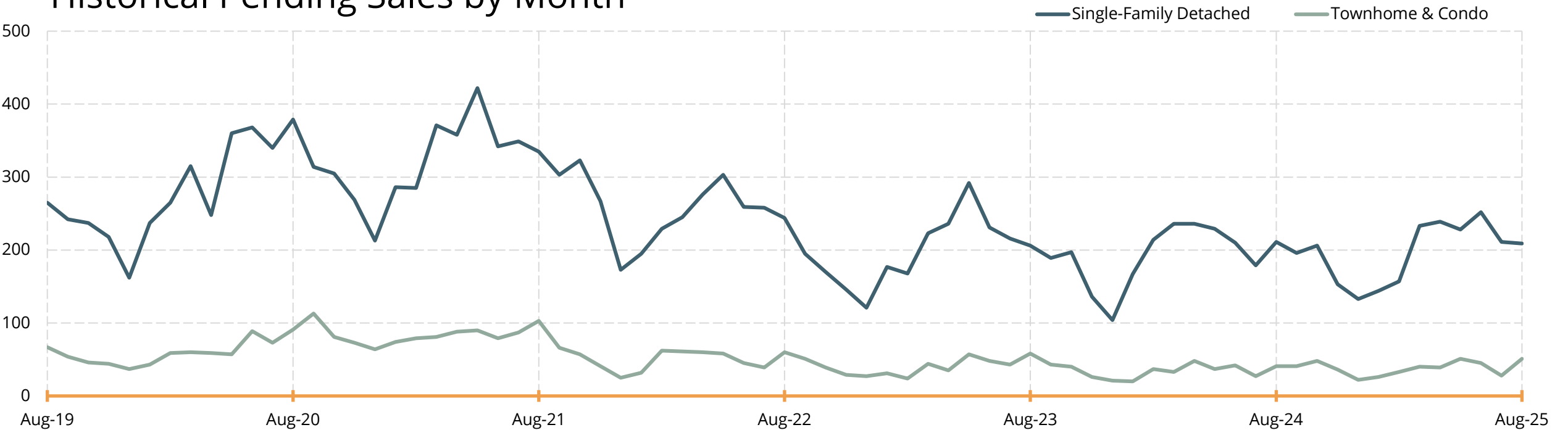


Source: Virginia REALTORS®, data accessed September 15, 2025

Pending Sales

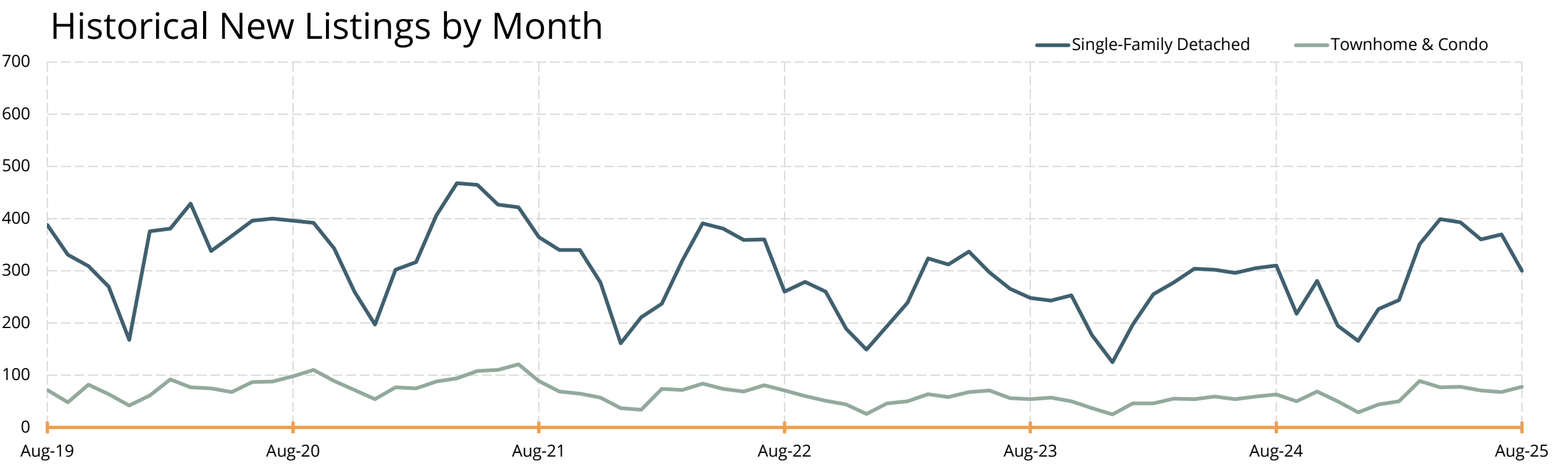
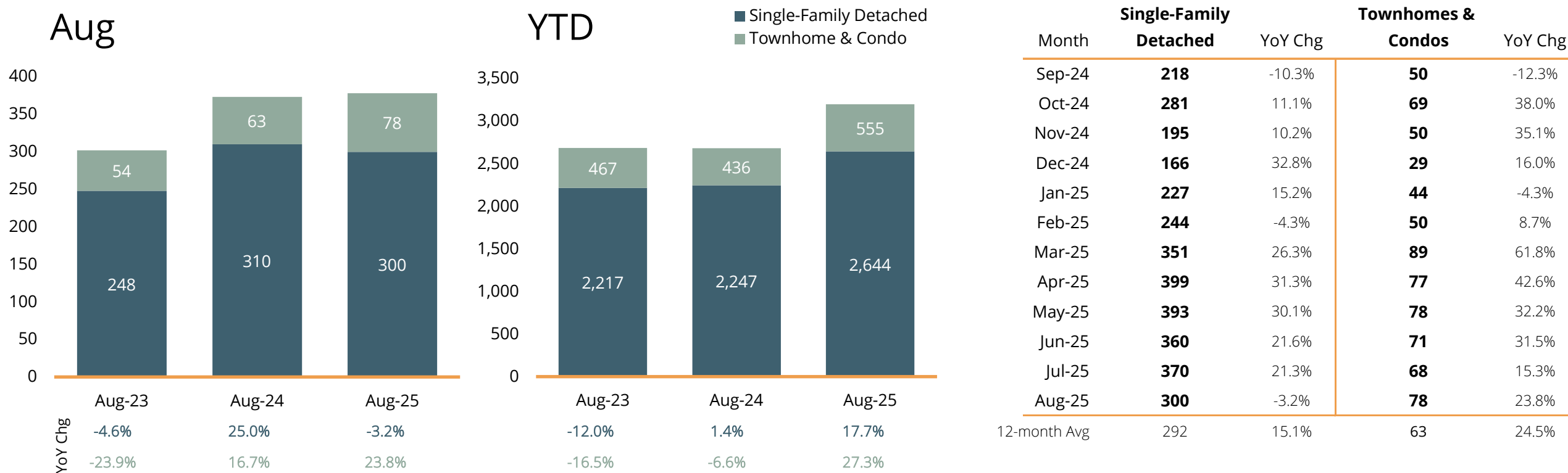


Historical Pending Sales by Month

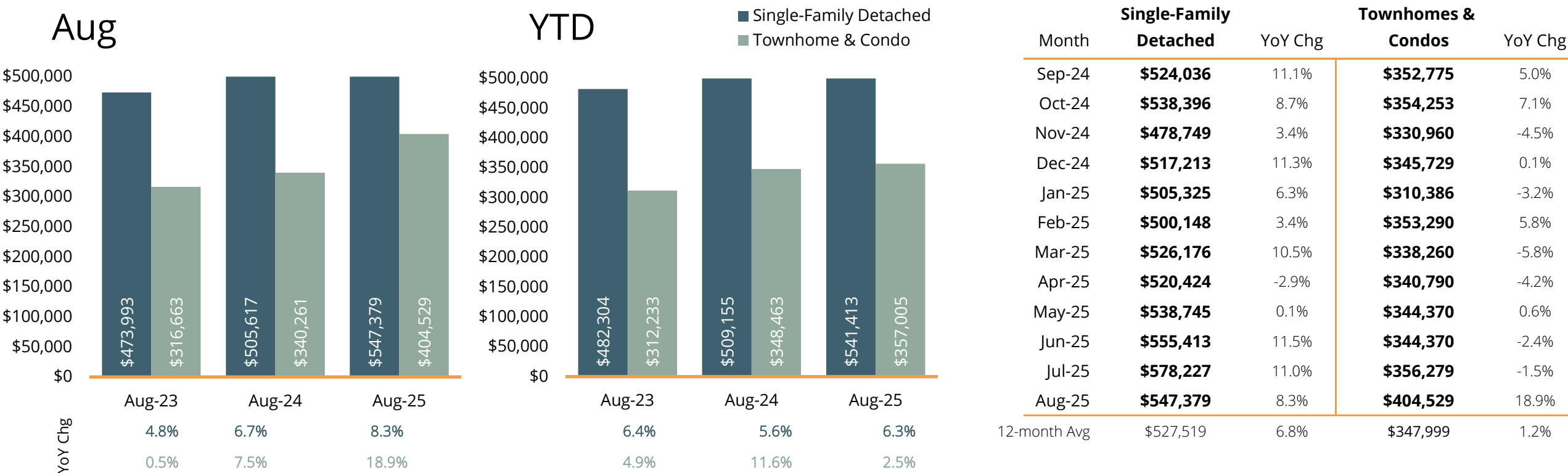


Source: Virginia REALTORS®, data accessed September 15, 2025

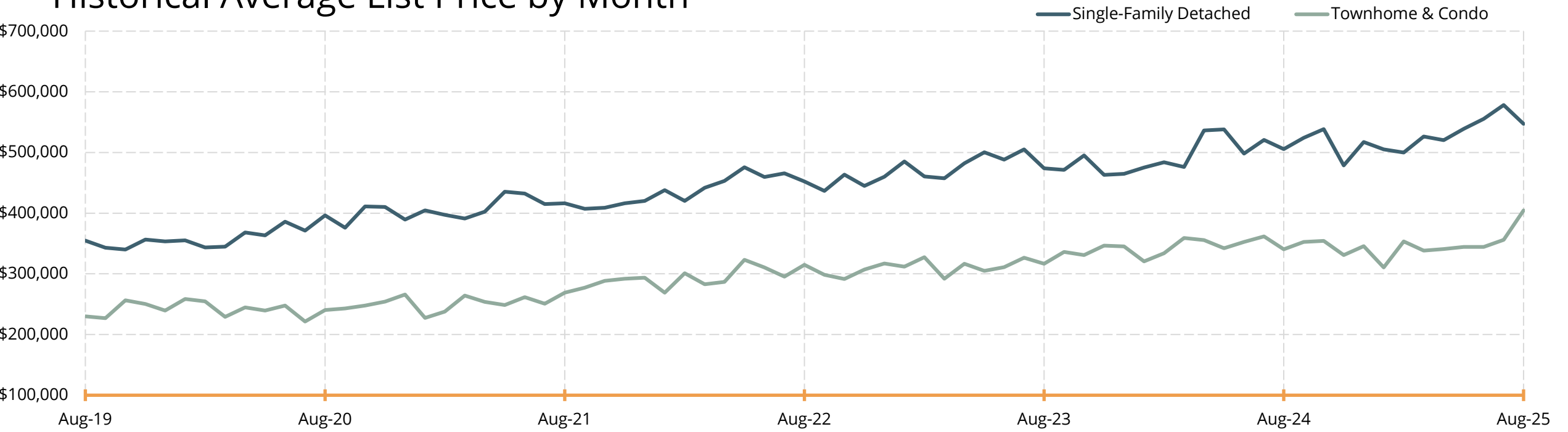
New Listings



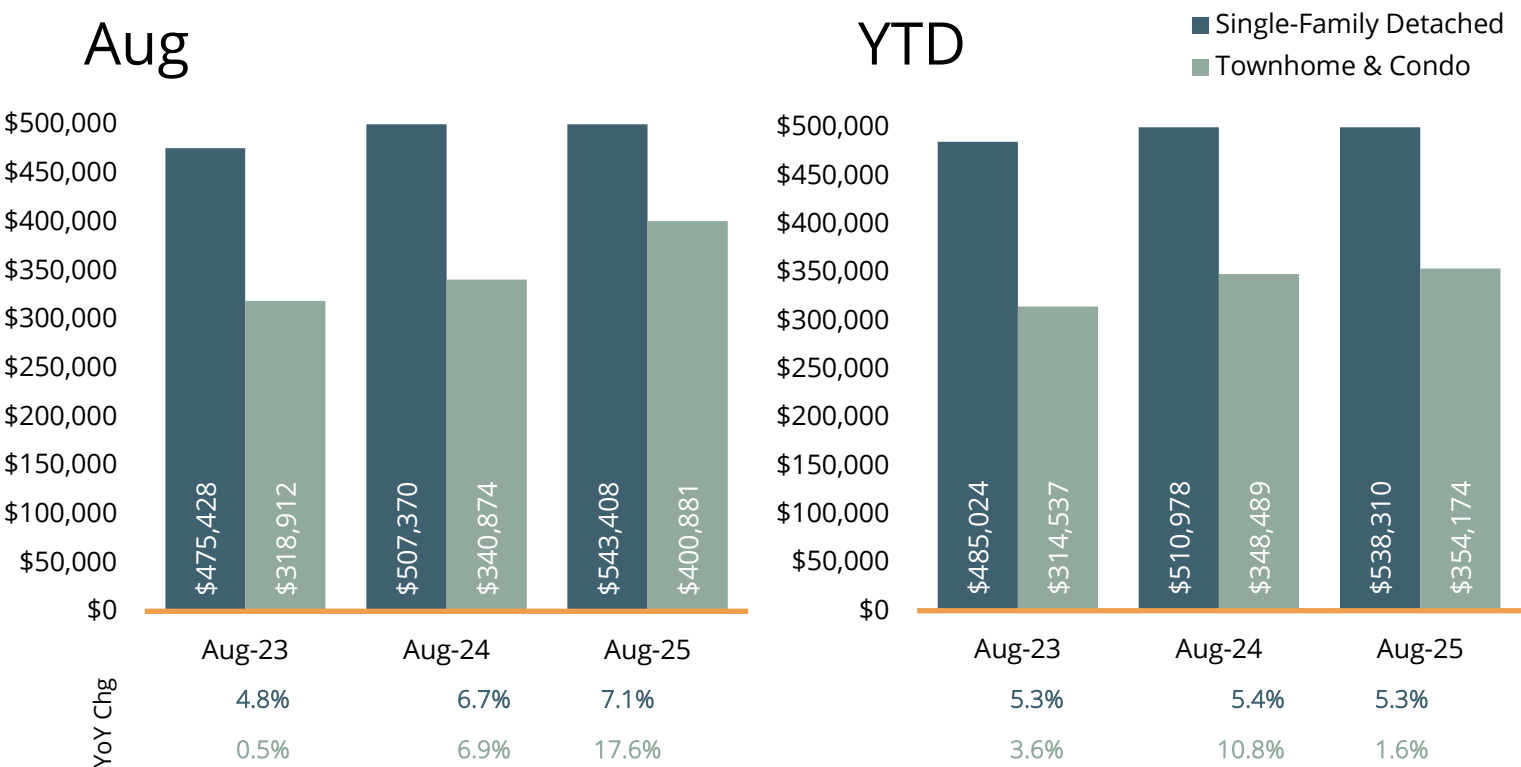
Average List Price



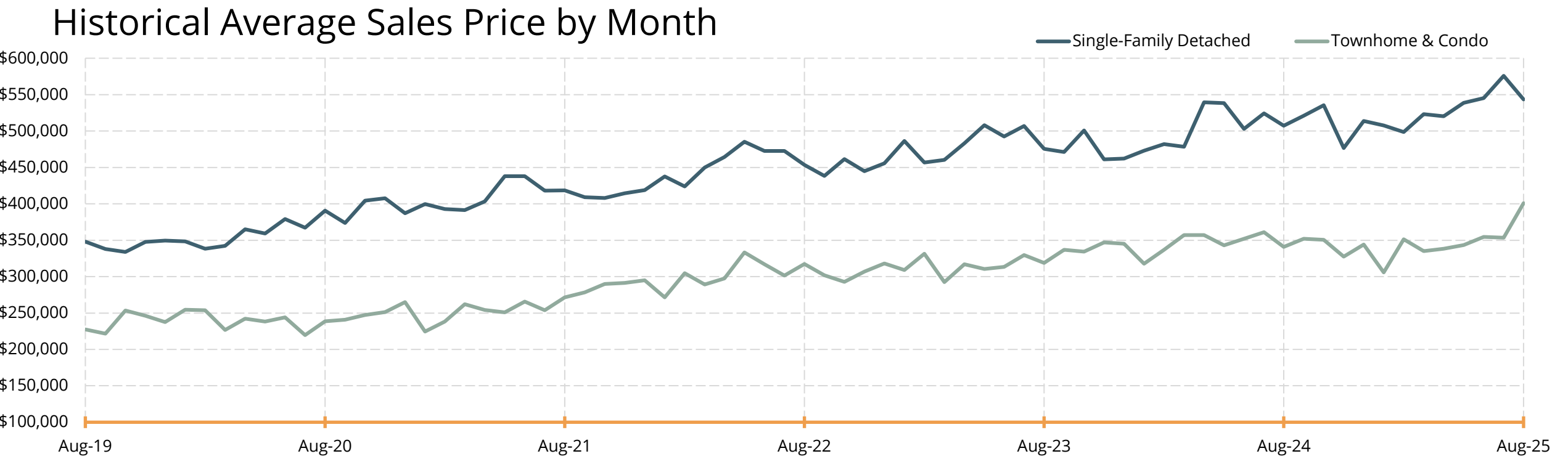
Historical Average List Price by Month



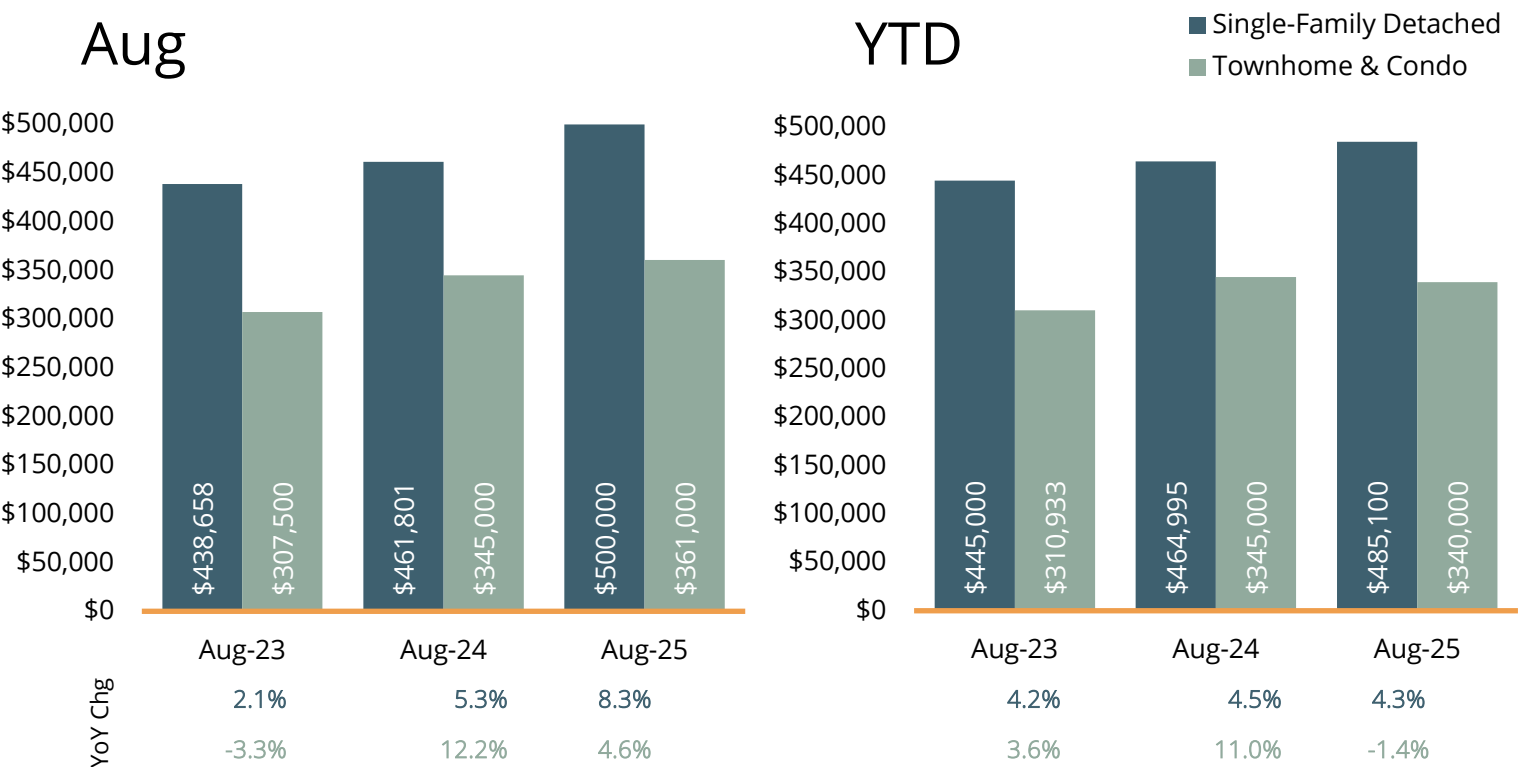
Average Sales Price



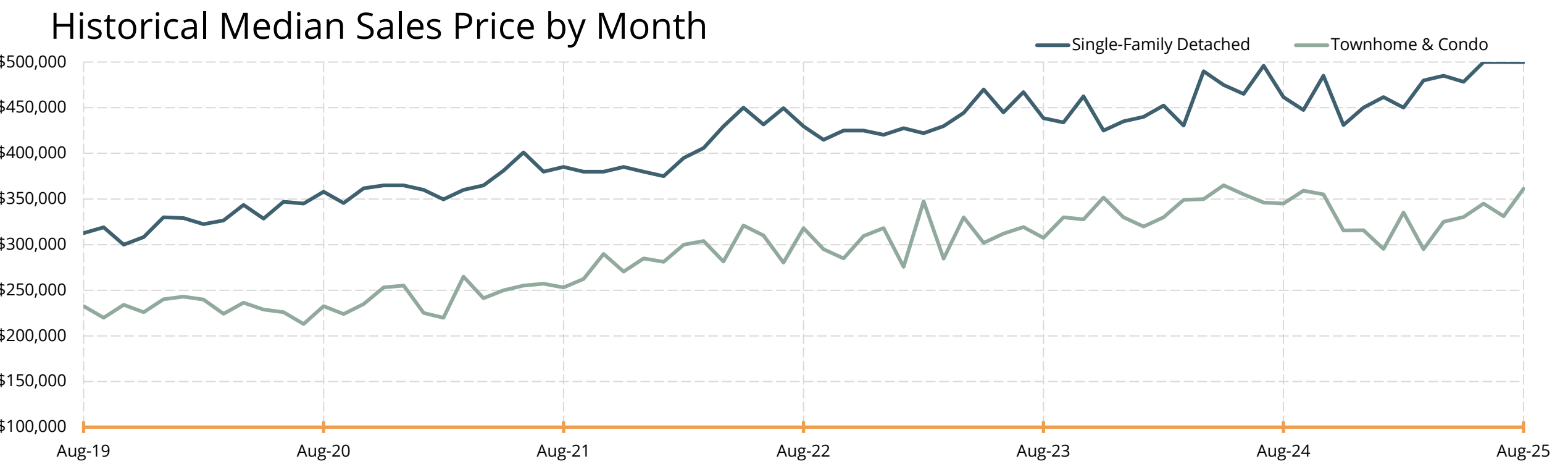
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Sep-24	\$521,135	10.6%	\$351,917	4.5%
Oct-24	\$535,509	6.9%	\$350,642	4.9%
Nov-24	\$476,542	3.4%	\$327,502	-5.7%
Dec-24	\$513,758	11.2%	\$344,229	-0.3%
Jan-25	\$507,786	7.3%	\$305,920	-3.7%
Feb-25	\$498,522	3.4%	\$351,316	4.3%
Mar-25	\$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%
Aug-25	\$543,408	7.1%	\$400,881	17.6%
12-month Avg	\$524,993	6.0%	\$346,429	0.7%



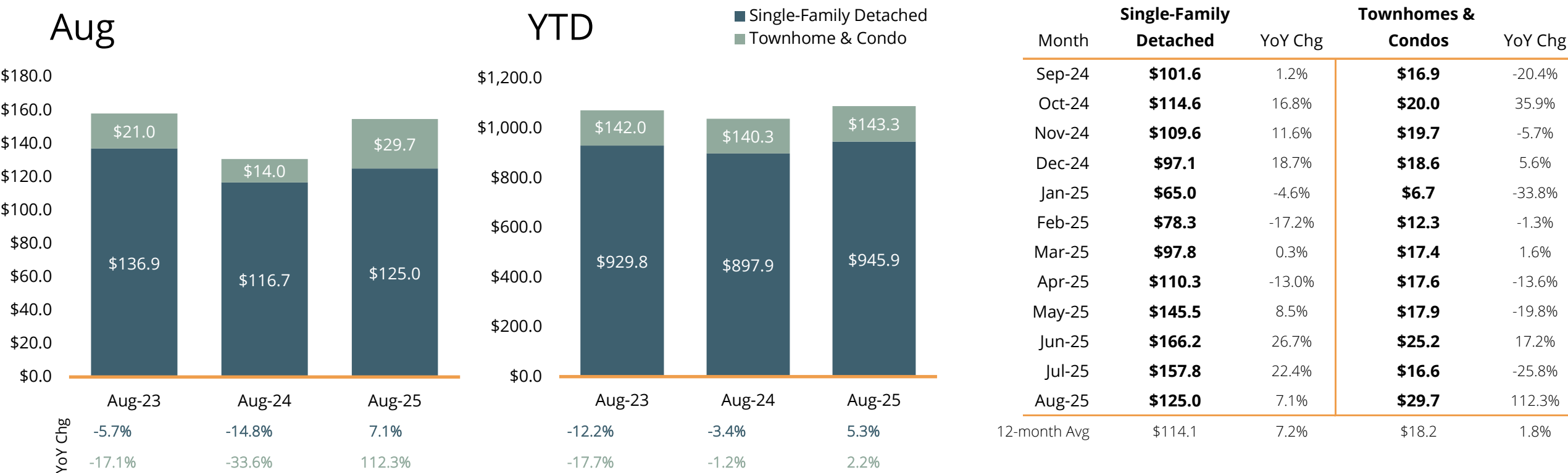
Median Sales Price



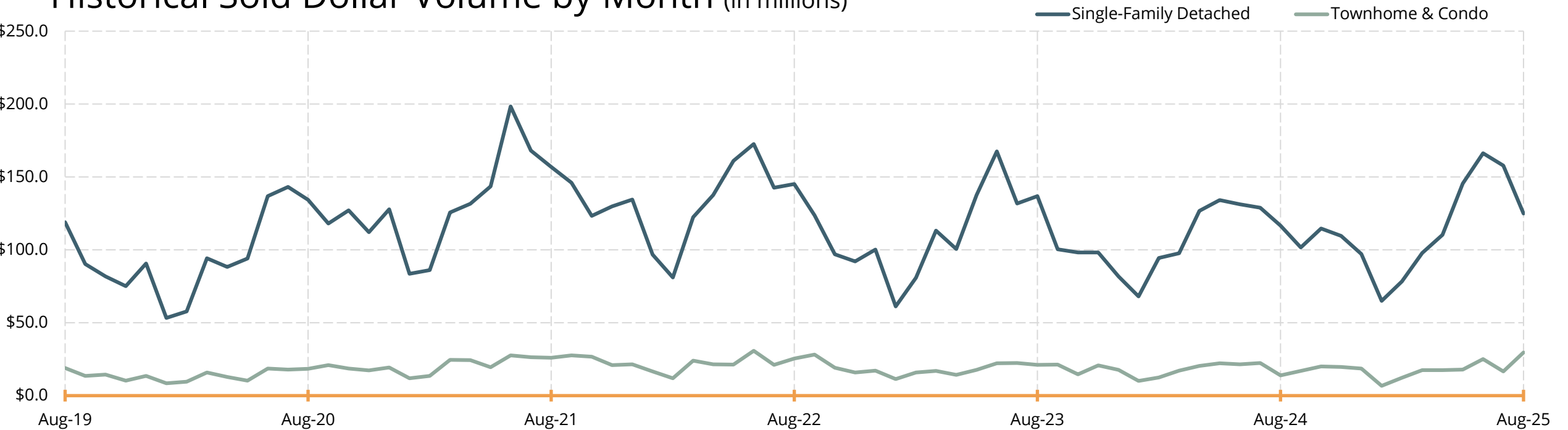
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Sep-24	\$447,450	3.1%	\$359,000	8.8%
Oct-24	\$485,000	4.9%	\$355,000	8.4%
Nov-24	\$431,000	1.4%	\$315,500	-10.2%
Dec-24	\$450,000	3.4%	\$315,894	-4.3%
Jan-25	\$461,723	4.9%	\$295,147	-7.8%
Feb-25	\$450,000	-0.6%	\$335,000	1.5%
Mar-25	\$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%
Aug-25	\$500,000	8.3%	\$361,000	4.6%
12-month Avg	\$472,393	3.7%	\$330,232	-3.3%



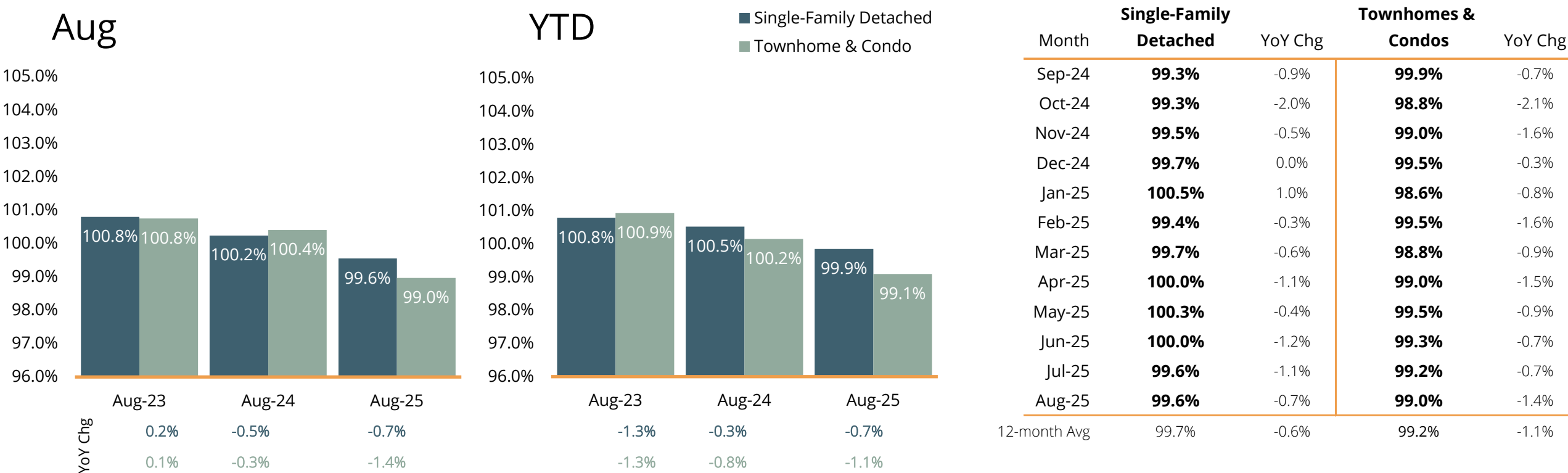
Sold Dollar Volume (in millions)



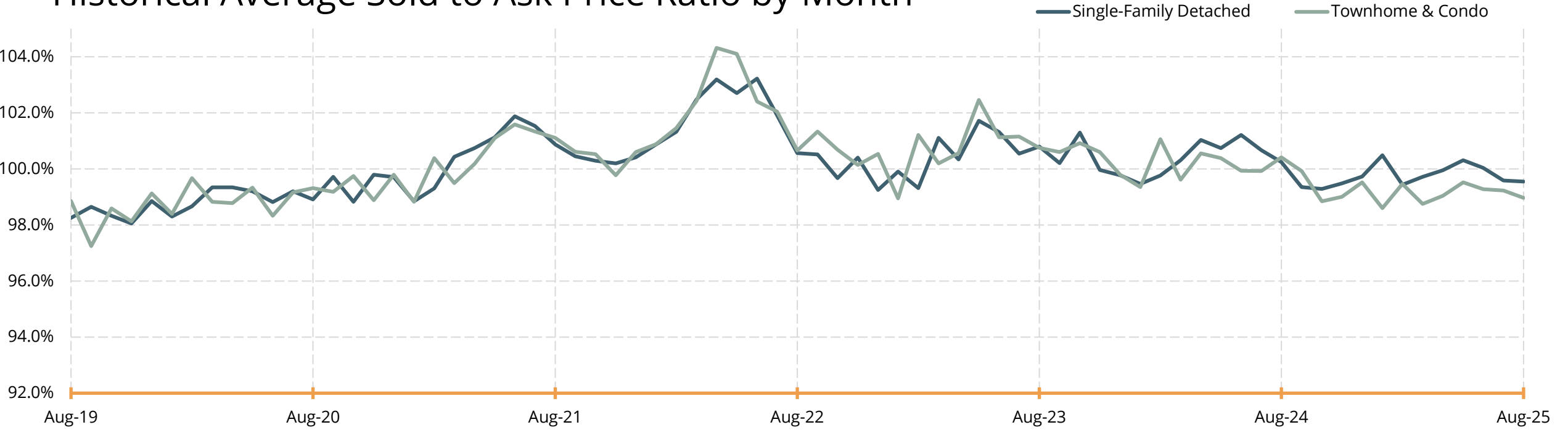
Historical Sold Dollar Volume by Month (in millions)



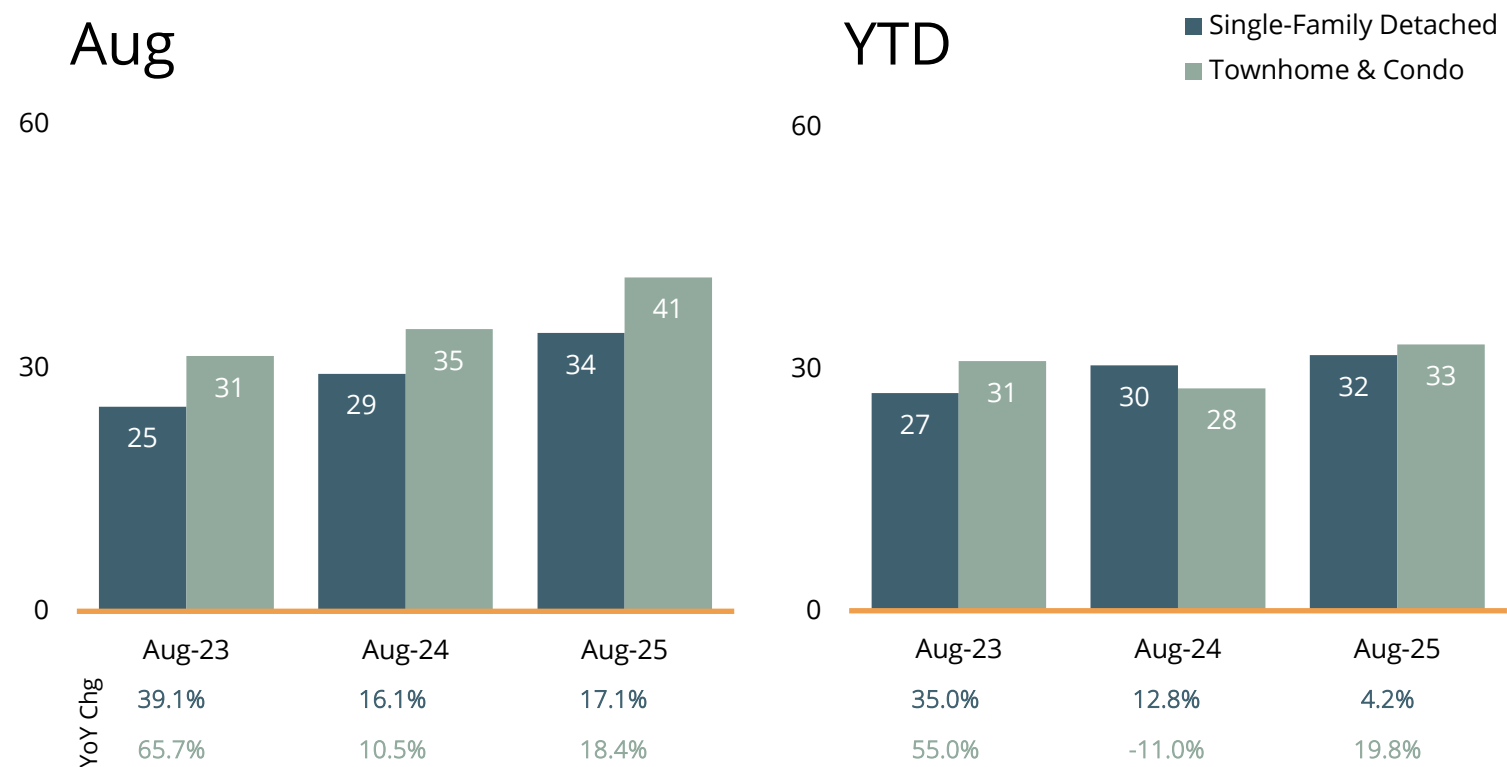
Average Sold to Ask Price Ratio



Historical Average Sold to Ask Price Ratio by Month

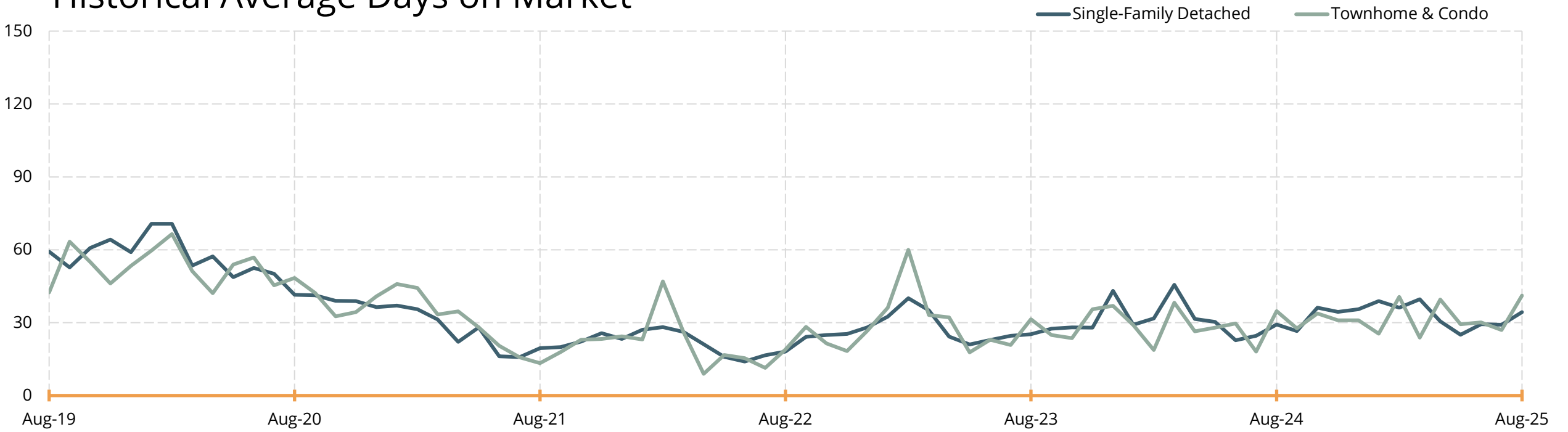


Average Days on Market



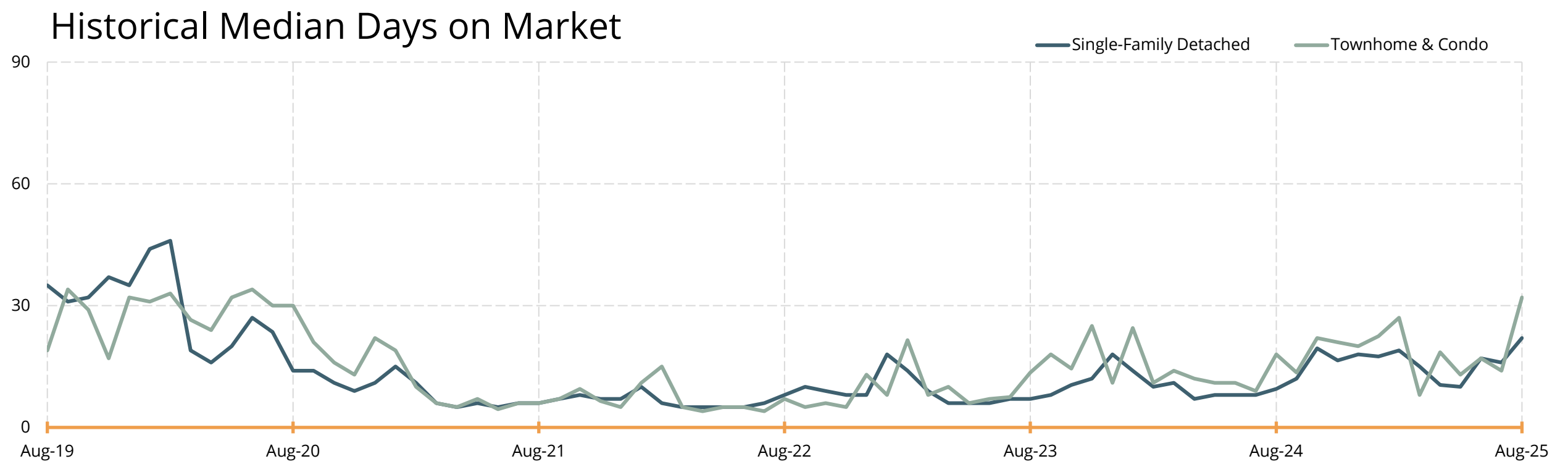
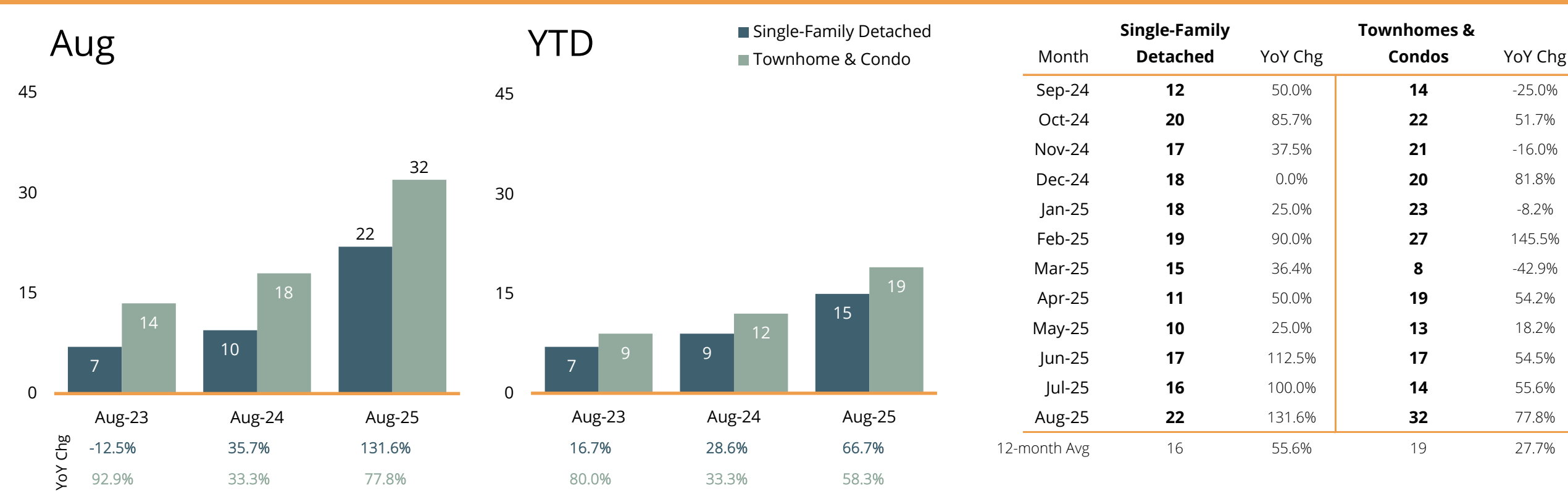
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Sep-24	27	-3.7%	28	10.9%
Oct-24	36	28.9%	34	43.2%
Nov-24	34	23.2%	31	-12.6%
Dec-24	35	-17.6%	31	-16.2%
Jan-25	39	33.4%	26	-12.1%
Feb-25	36	14.0%	41	117.1%
Mar-25	40	-13.0%	24	-37.7%
Apr-25	30	-3.1%	40	49.5%
May-25	25	-17.5%	29	5.0%
Jun-25	29	29.1%	30	1.3%
Jul-25	29	18.7%	27	49.1%
Aug-25	34	17.1%	41	18.4%
12-month Avg	33	6.5%	32	10.7%

Historical Average Days on Market

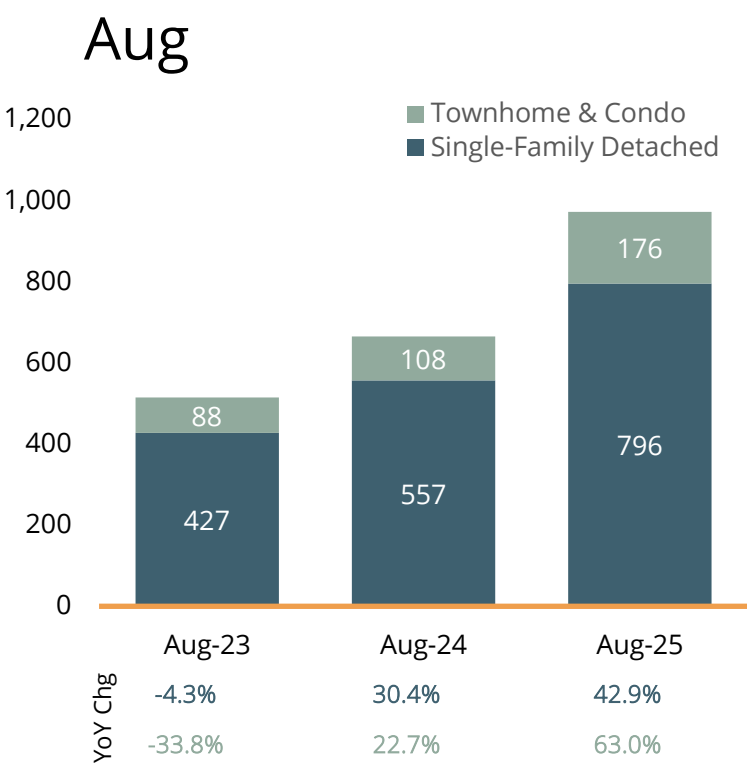


Source: Virginia REALTORS®, data accessed September 15, 2025

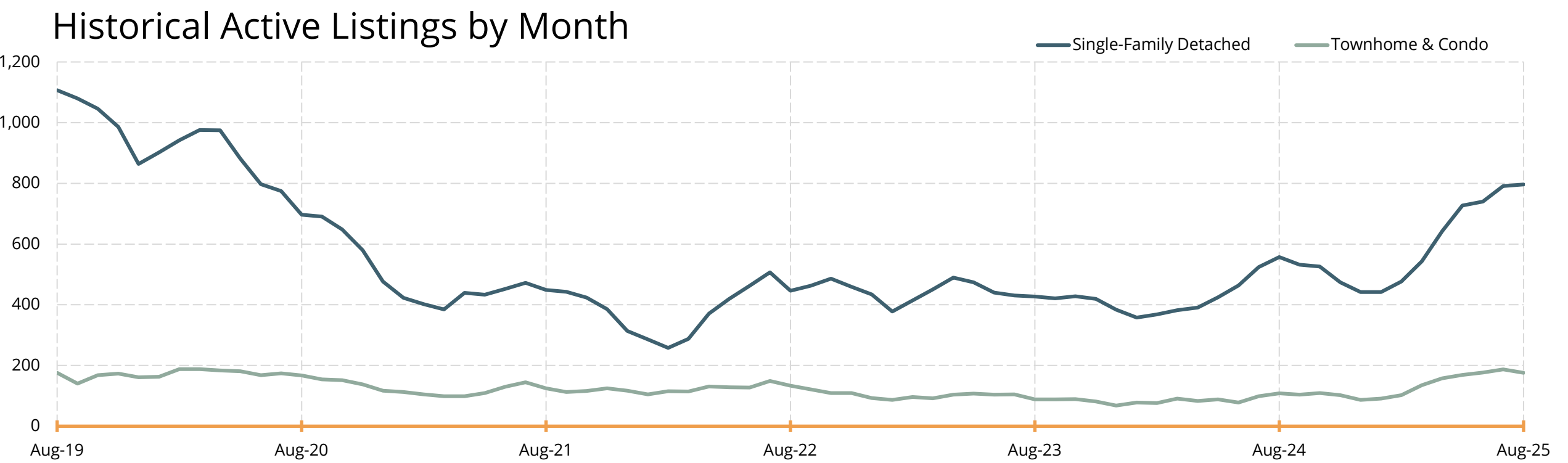
Median Days on Market



Active Listings



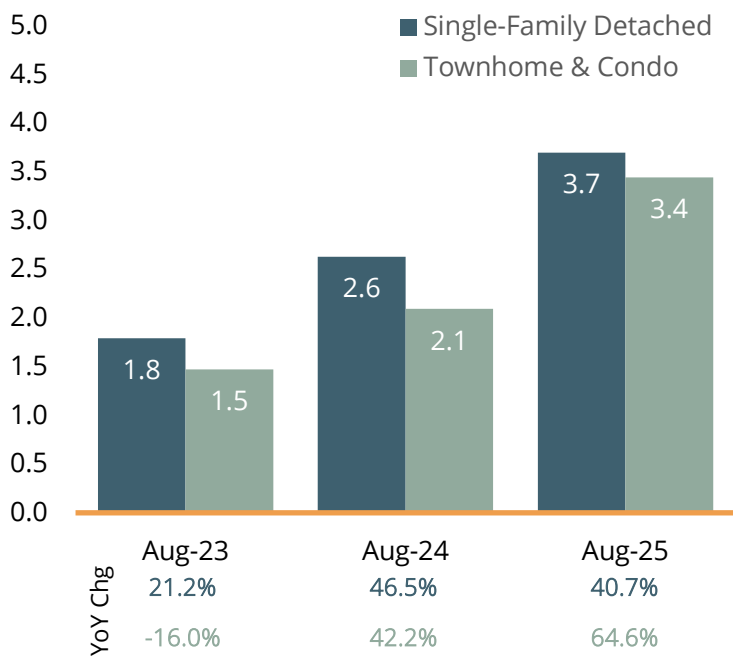
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Sep-24	532	26.4%	104	18.2%
Oct-24	526	22.9%	109	22.5%
Nov-24	474	13.1%	102	25.9%
Dec-24	442	15.1%	87	27.9%
Jan-25	442	23.5%	91	16.7%
Feb-25	477	29.6%	102	34.2%
Mar-25	543	42.1%	135	48.4%
Apr-25	642	64.2%	158	90.4%
May-25	727	71.1%	169	92.0%
Jun-25	740	59.5%	177	126.9%
Jul-25	791	51.0%	187	88.9%
Aug-25	796	42.9%	176	63.0%
12-month Avg	594	39.3%	133	55.5%



Months of Supply

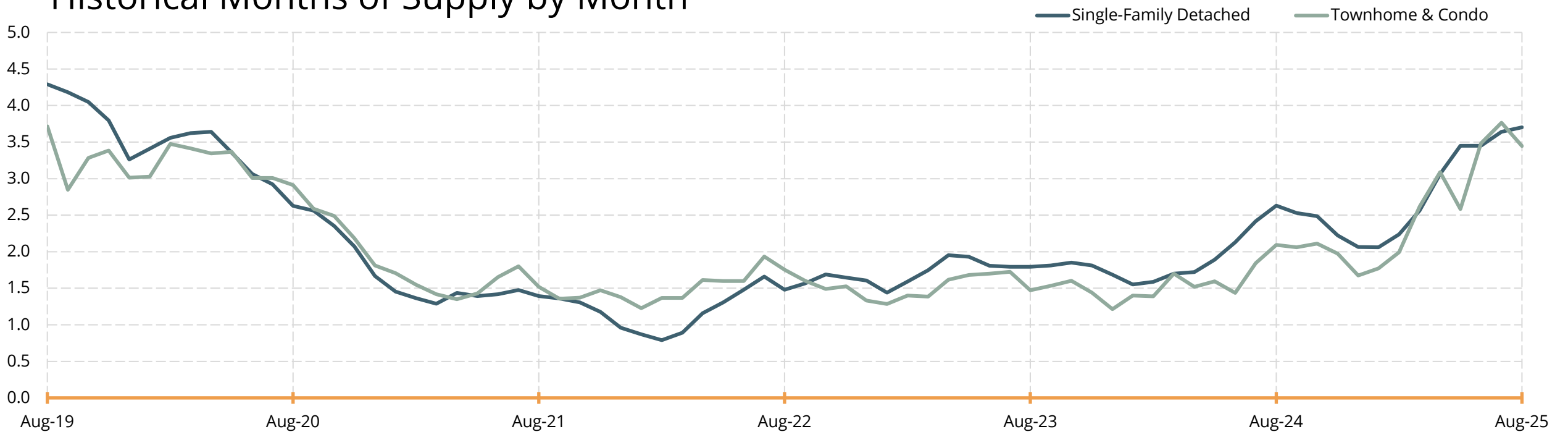


Aug



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Aug-25	3.7	40.7%	3.4	64.6%
12-month Avg	2.8	46.8%	2.5	62.9%

Historical Months of Supply by Month



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

Area Overview - Total Market



New Listings				Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
Geography	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
James City County	176	166	-5.7%	127	159	25.2%	\$516,022	\$520,435	0.9%	\$472,500	\$485,000	2.6%	286	457	59.8%	2.3	3.7	60.8%
Williamsburg	23	37	60.9%	22	12	-45.5%	\$401,033	\$569,158	41.9%	\$357,000	\$561,200	57.2%	39	88	125.6%	1.9	6.0	217.4%
York County	100	100	0.0%	80	85	6.3%	\$469,289	\$493,609	5.2%	\$434,000	\$445,000	2.5%	195	257	31.8%	2.7	3.2	20.2%
New Kent County	71	70	-1.4%	40	44	10.0%	\$451,782	\$500,212	10.7%	\$399,245	\$442,500	10.8%	140	161	15.0%	3.4	3.8	11.6%
Charles City County	3	5	66.7%	2	4	100.0%	\$349,500	\$275,975	-21.0%	\$349,500	\$259,450	-25.8%	5	9	80.0%	1.5	2.0	32.5%

Area Overview - Total Market YTD



New Listings YTD				Sales YTD			Average Sales Price TYD			Median Sales Price TYD			Active Listings YTD		
Geography	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
James City County	1,301	1,561	20.0%	1,039	1,023	-1.5%	\$512,648	\$534,898	4.3%	\$448,495	\$475,000	5.9%	286	457	59.8%
Williamsburg	182	218	19.8%	142	113	-20.4%	\$447,722	\$467,712	4.5%	\$398,635	\$407,500	2.2%	39	88	125.6%
York County	718	832	15.9%	642	654	1.9%	\$453,964	\$483,361	6.5%	\$420,000	\$455,000	8.3%	195	257	31.8%
New Kent County	442	546	23.5%	313	345	10.2%	\$472,296	\$474,350	0.4%	\$435,484	\$443,100	1.7%	140	161	15.0%
Charles City County	40	42	5.0%	32	33	3.1%	\$310,814	\$427,716	37.6%	\$280,000	\$330,000	17.9%	5	9	80.0%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
James City County	145	129	-11.0%	105	108	2.9%	\$550,443	\$567,500	3.1%	\$488,000	\$520,000	6.6%	235	361	53.6%	2.4	3.7	58.0%
Williamsburg	9	26	188.9%	13	10	-23.1%	\$468,323	\$567,370	21.1%	\$445,000	\$555,600	24.9%	23	55	139.1%	1.7	5.7	234.8%
York County	88	76	-13.6%	71	68	-4.2%	\$483,831	\$533,600	10.3%	\$449,900	\$505,000	12.2%	165	220	33.3%	2.8	3.3	16.4%
New Kent County	65	64	-1.5%	39	40	2.6%	\$455,366	\$515,783	13.3%	\$399,500	\$459,975	15.1%	129	151	17.1%	3.4	4.0	16.5%
Charles City County	3	5	66.7%	2	4	100.0%	\$349,500	\$275,975	-21.0%	\$349,500	\$259,450	-25.8%	5	9	80.0%	1.5	2.0	32.5%

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

Area Overview - Single Family Detached Market YTD



New Listings YTD				Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
James City County	1,085	1,253	15.5%	837	798	-4.7%	\$549,235	\$579,731	5.6%	\$487,000	\$525,375	7.9%	235	361	53.6%
Williamsburg	120	148	23.3%	91	79	-13.2%	\$513,698	\$528,792	2.9%	\$460,000	\$465,000	1.1%	23	55	139.1%
York County	599	697	16.4%	513	542	5.7%	\$482,434	\$513,262	6.4%	\$455,000	\$485,600	6.7%	165	220	33.3%
New Kent County	403	504	25.1%	292	311	6.5%	\$484,288	\$490,062	1.2%	\$450,000	\$459,950	2.2%	129	151	17.1%
Charles City County	40	42	5.0%	32	33	3.1%	\$310,814	\$427,716	37.6%	\$280,000	\$330,000	17.9%	5	9	80.0%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
James City County	31	37	19.4%	22	51	131.8%	\$351,736	\$420,766	19.6%	\$347,450	\$381,165	9.7%	51	96	88.2%	2.0	3.5	74.4%
Williamsburg	14	11	-21.4%	9	2	-77.8%	\$303,836	\$578,100	90.3%	\$300,000	\$578,100	92.7%	16	33	106.3%	2.2	6.4	192.7%
York County	12	24	100.0%	9	17	88.9%	\$354,568	\$333,641	-5.9%	\$380,000	\$350,000	-7.9%	30	37	23.3%	2.0	2.7	36.0%
New Kent County	6	6	0.0%	1	4	300.0%	\$312,000	\$344,509	10.4%	\$312,000	\$347,475	11.4%	11	10	-9.1%	2.9	2.0	-29.1%
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	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
James City County	216	308	42.6%	202	225	11.4%	\$360,046	\$373,739	3.8%	\$349,900	\$364,000	4.0%	51	96	88.2%
Williamsburg	62	70	12.9%	51	34	-33.3%	\$336,470	\$331,179	-1.6%	\$349,000	\$306,500	-12.2%	16	33	106.3%
York County	119	135	13.4%	129	112	-13.2%	\$342,099	\$327,878	-4.2%	\$346,000	\$325,000	-6.1%	30	37	23.3%
New Kent County	39	42	7.7%	21	34	61.9%	\$310,111	\$330,628	6.6%	\$312,000	\$329,363	5.6%	11	10	-9.1%
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.

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.

All inquiries regarding this report may be directed to:

Robin Spensieri

Virginia REALTORS® Vice President of Communications and Media Relations

rspensieri@virginiarealtors.org

804-622-7954

Data and analysis provided by Virginia REALTORS® Research Team

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.