

AUGUST  
**2025**

# **WAAR** WILLIAMSBURG

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# WAAR Market Indicators Report



## Key Market Trends: August 2025

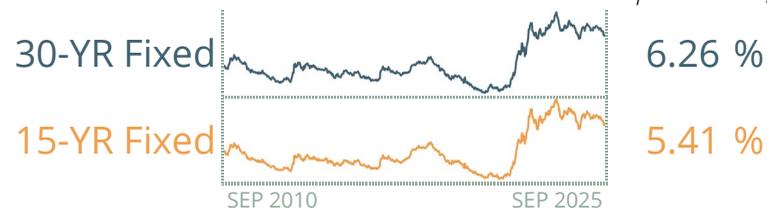
- › **Sales activity grew for the fourth consecutive month in the WAAR market.** Home sales increased 12.2%, leading to 304 total sales in the month of August, 33 more than the previous year. Sales activity went up the most in James City County, with 32 more sales than the previous year, rising 25.2%. 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

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.**

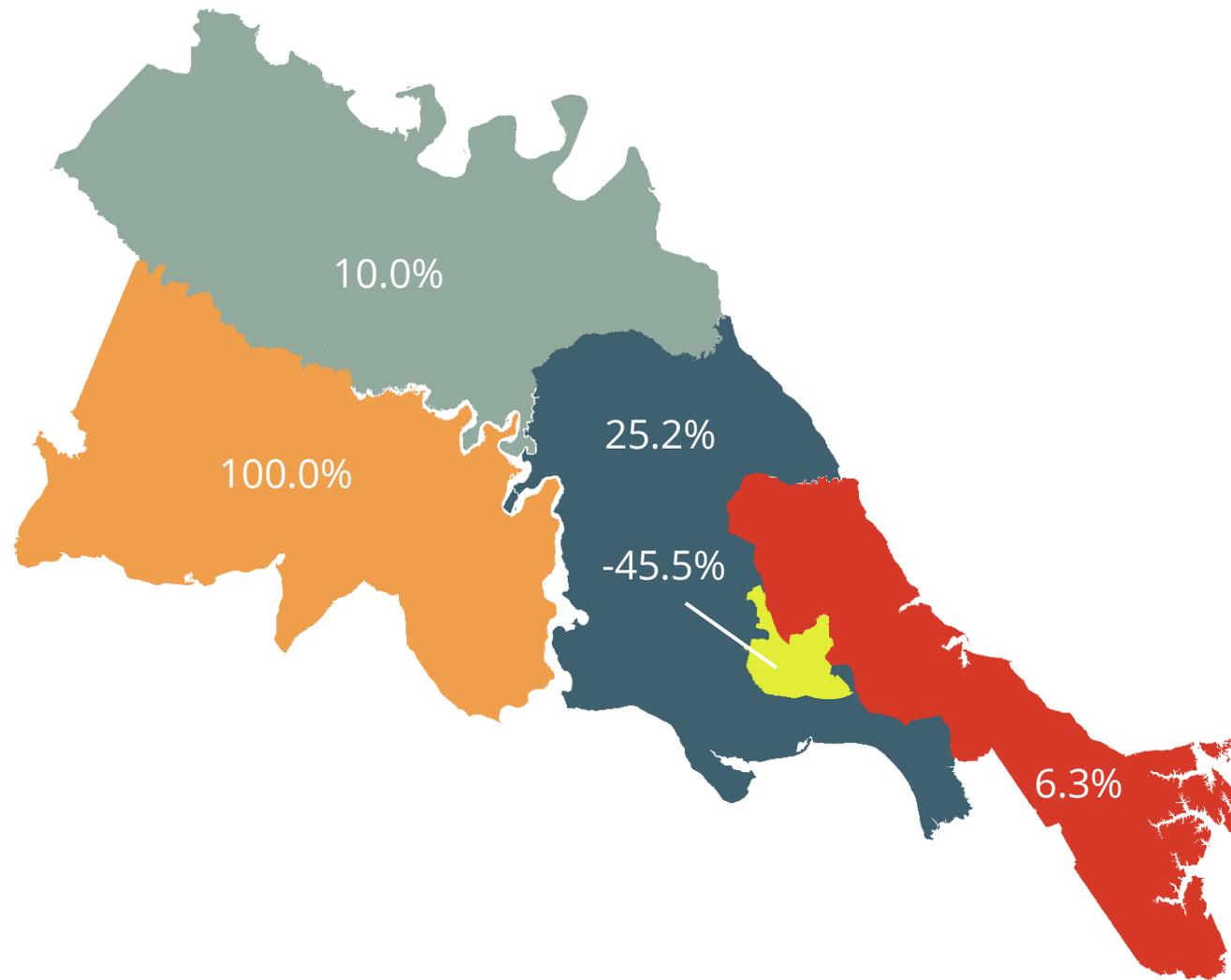
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - WAAR Footprint



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%
<b>WAAR</b>	<b>271</b>	<b>304</b>	<b>12.2%</b>

# Total Market Overview

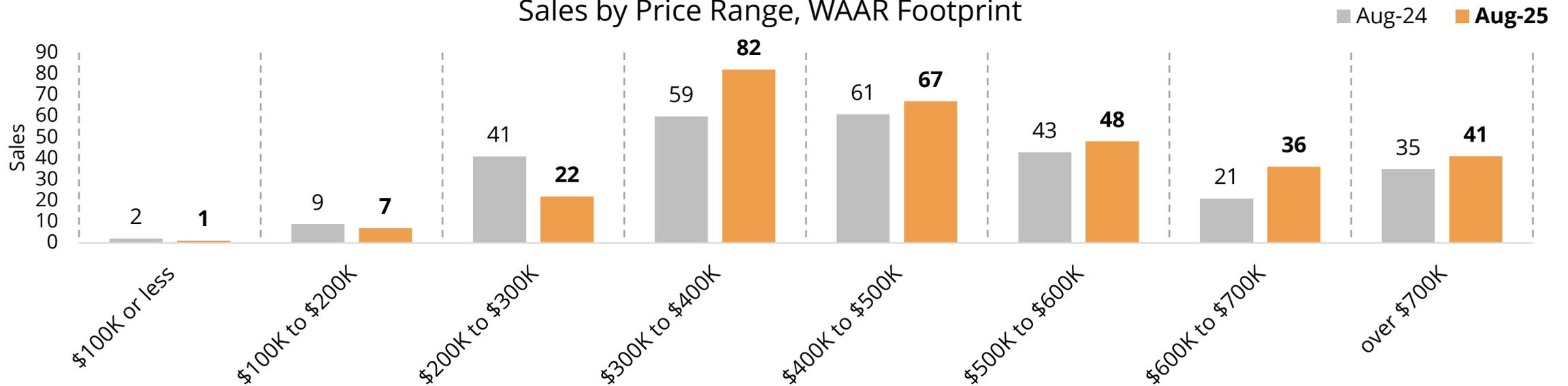


Key Metrics	2-year Trends			Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Aug-23		Aug-25						
Sales				271	<b>304</b>	12.2%	2,168	<b>2,168</b>	0.0%
Pending Sales				252	<b>260</b>	3.2%	1,967	<b>1,986</b>	1.0%
New Listings				373	<b>378</b>	1.3%	2,683	<b>3,199</b>	19.2%
Average List Price				\$480,600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

# Total Market by Price Range Overview



Sales by Price Range, WAAR Footprint



Pending Sales by Price Range, WAAR Footprint

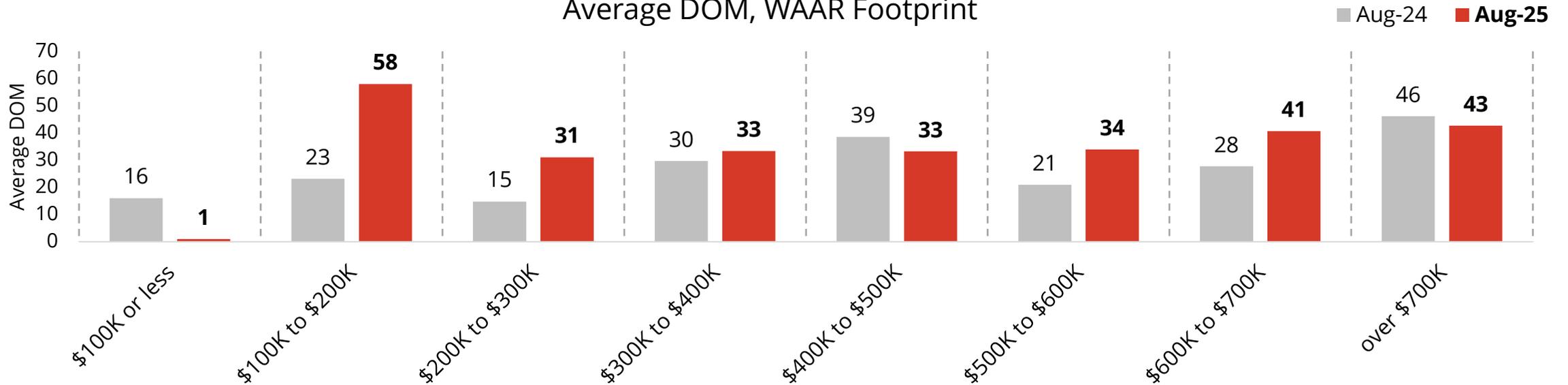


Source: Virginia REALTORS®, data accessed September 15, 2025

# Total Market by Price Range Overview



Average DOM, WAAR Footprint



Average Sold-to-List Price Ratio, WAAR Footprint



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

# Single-Family Detached Market Overview



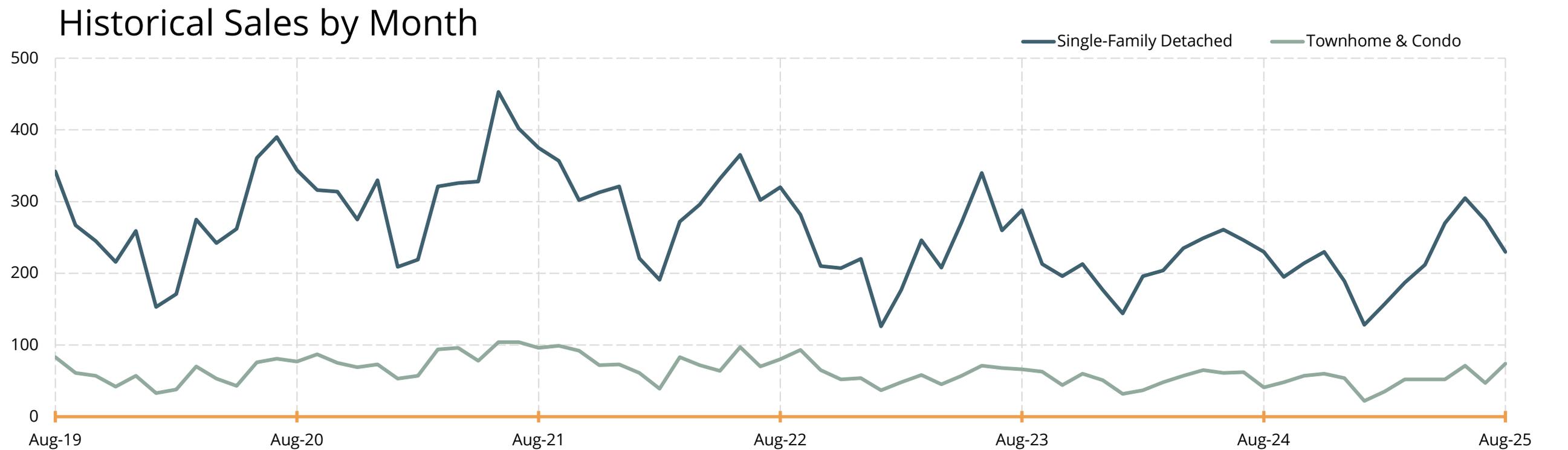
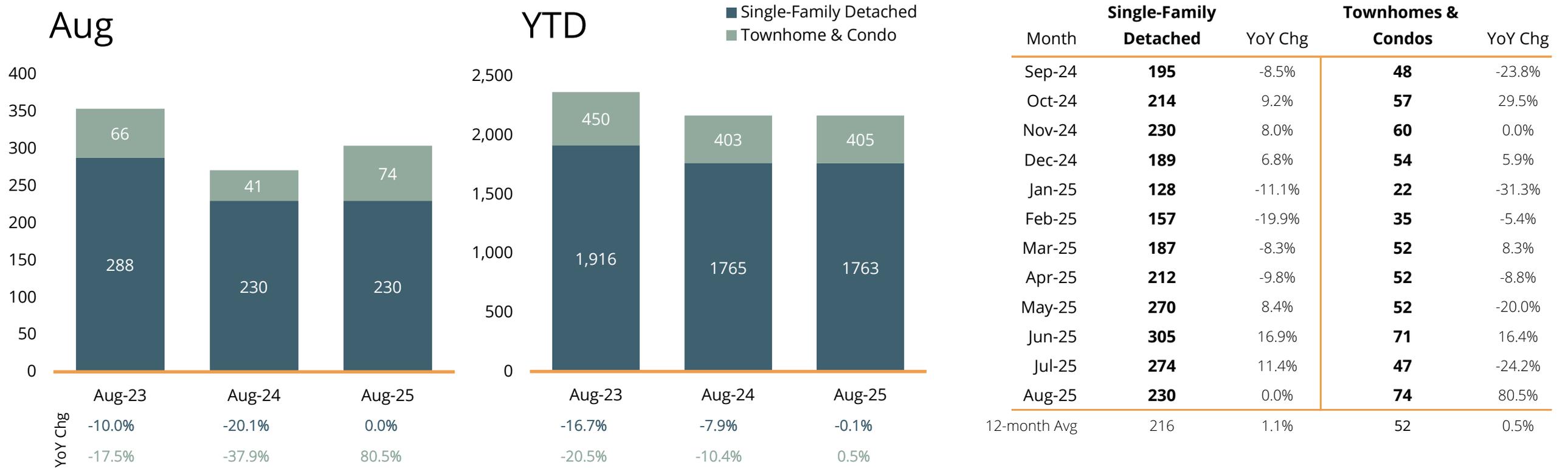
Key Metrics	2-year Trends		Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Aug-23	Aug-25						
Sales			230	<b>230</b>	0.0%	1,765	<b>1,763</b>	-0.1%
Pending Sales			211	<b>209</b>	-0.9%	1,682	<b>1,673</b>	-0.5%
New Listings			310	<b>300</b>	-3.2%	2,247	<b>2,644</b>	17.7%
Average List Price			\$505,617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

# Townhome & Condo Market Overview

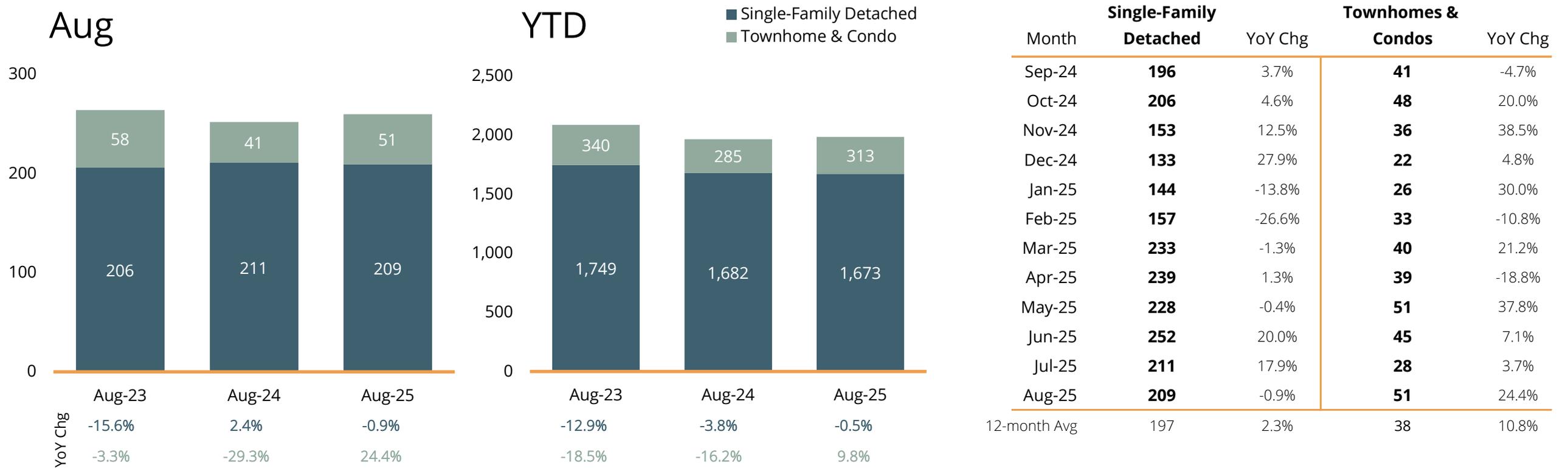


Key Metrics	2-year Trends		Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Aug-23	Aug-25						
Sales			41	<b>74</b>	80.5%	403	<b>405</b>	0.5%
Pending Sales			41	<b>51</b>	24.4%	285	<b>313</b>	9.8%
New Listings			63	<b>78</b>	23.8%	436	<b>555</b>	27.3%
Average List Price			\$340,261	<b>\$404,529</b>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

# Sales



# Pending Sales

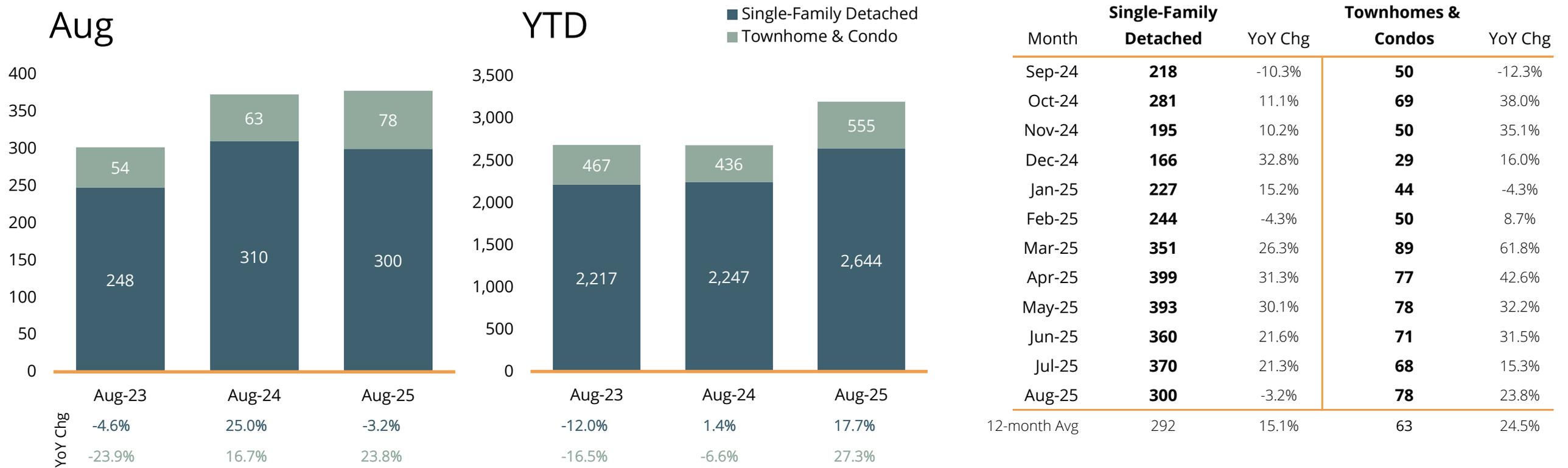


## Historical Pending Sales by Month



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

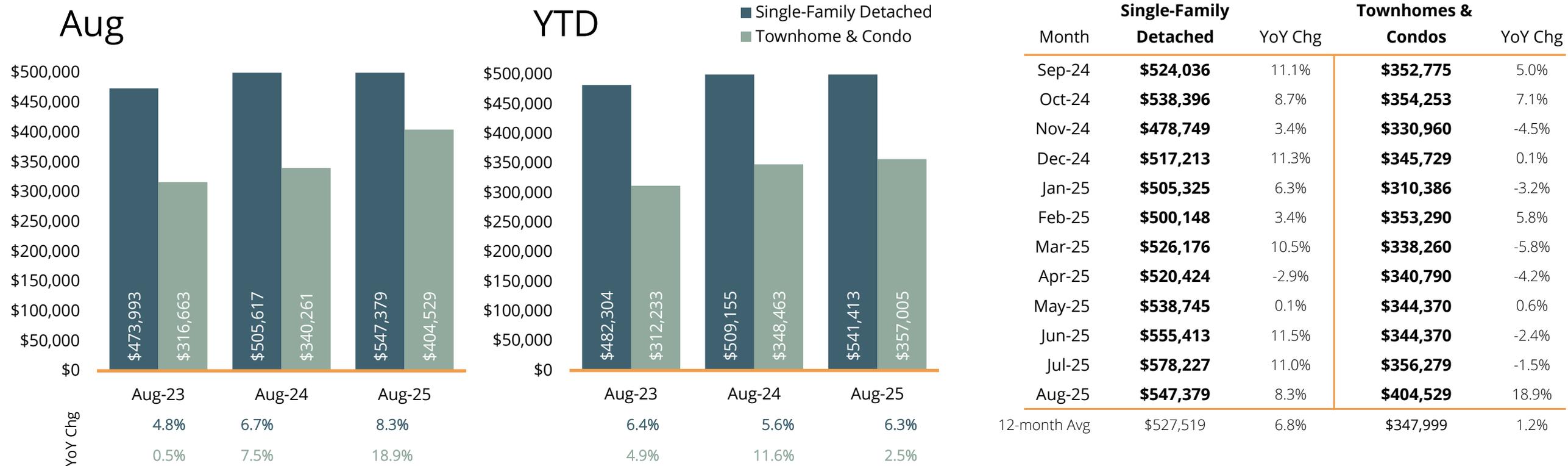
# New Listings



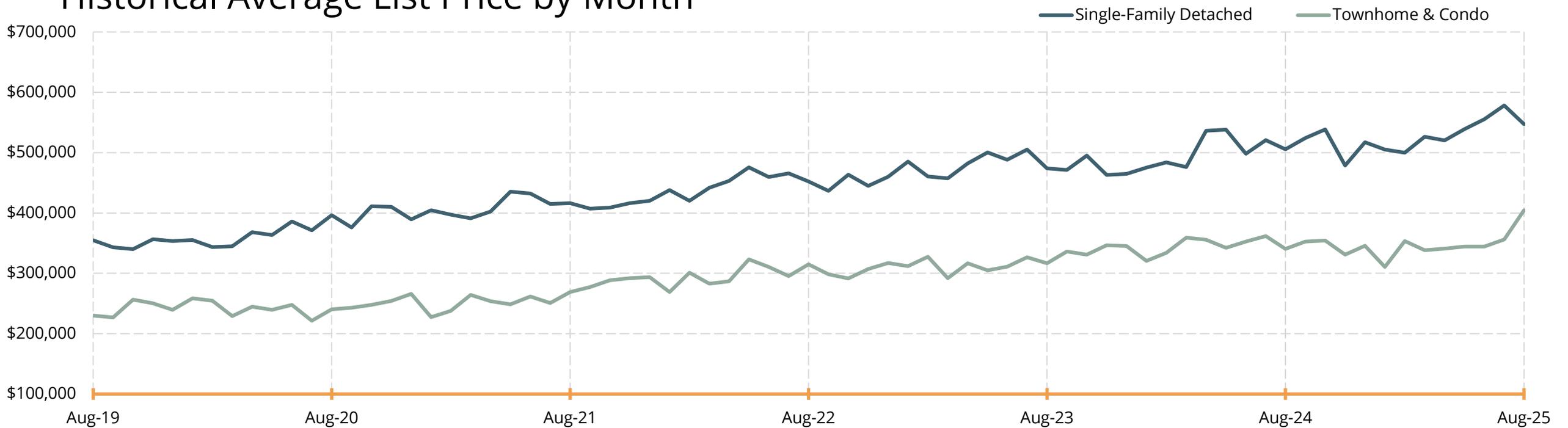
## Historical New Listings by Month



# Average List Price

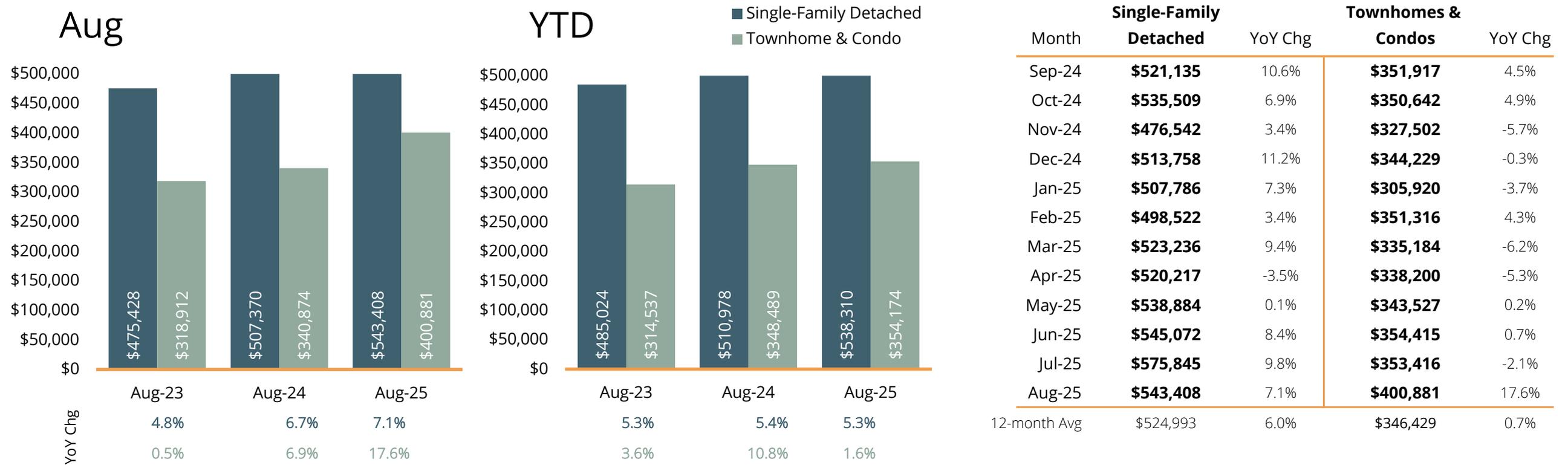


## Historical Average List Price by Month

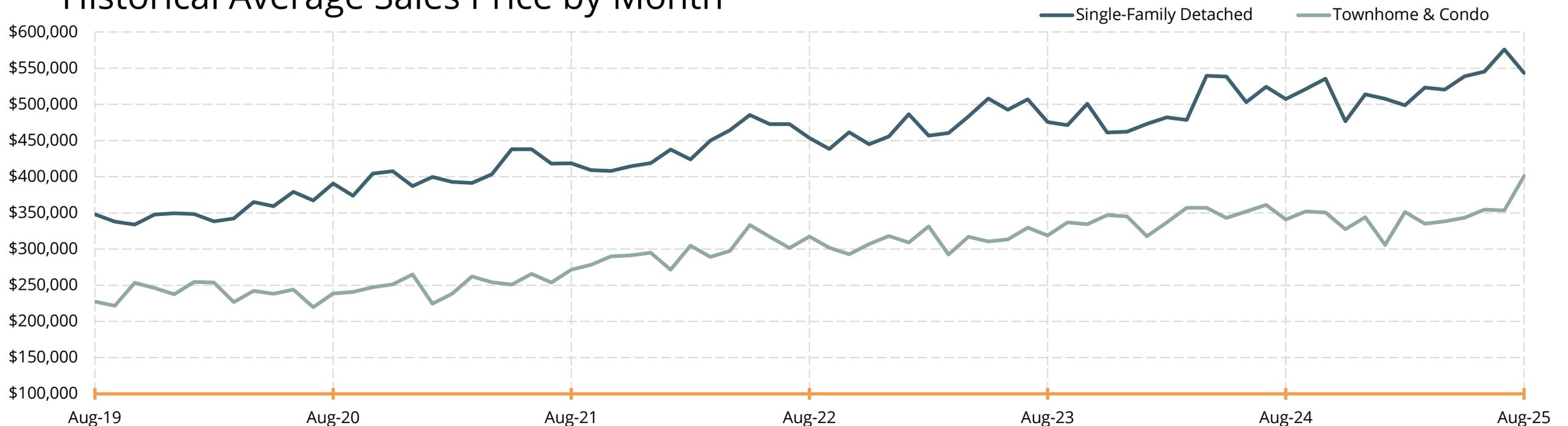


Source: Virginia REALTORS®, data accessed September 15, 2025

# Average Sales Price

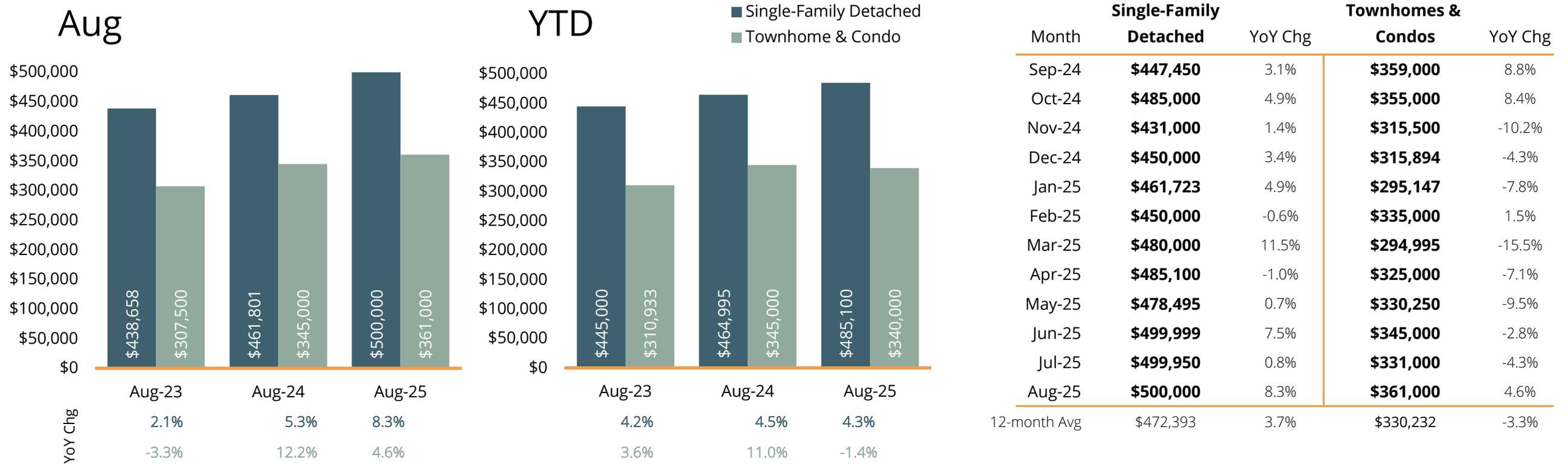


## Historical Average Sales Price by Month

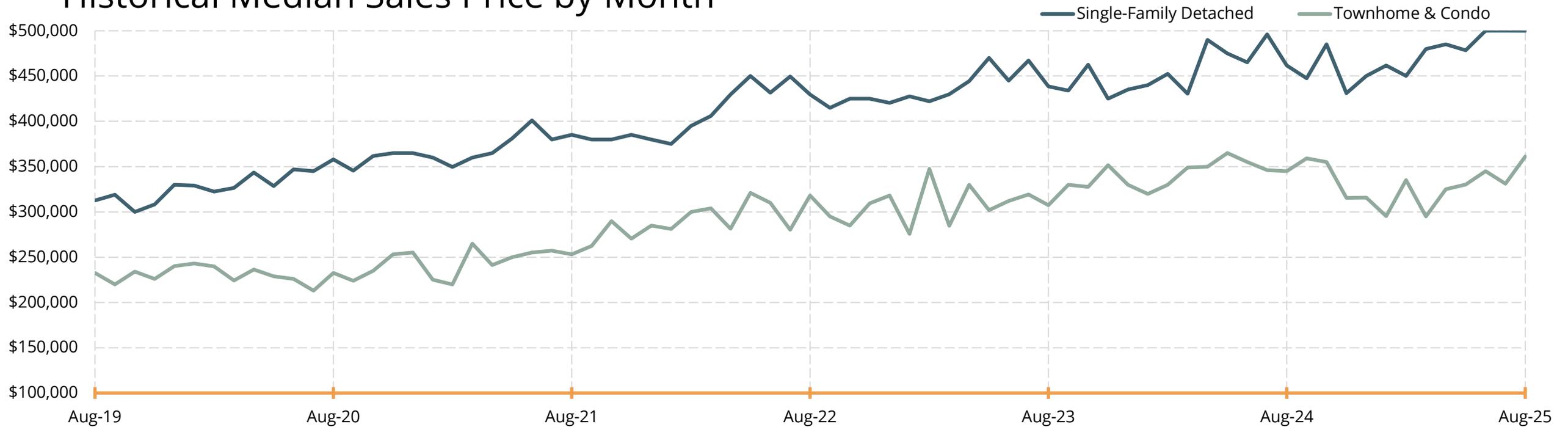


Source: Virginia REALTORS®, data accessed September 15, 2025

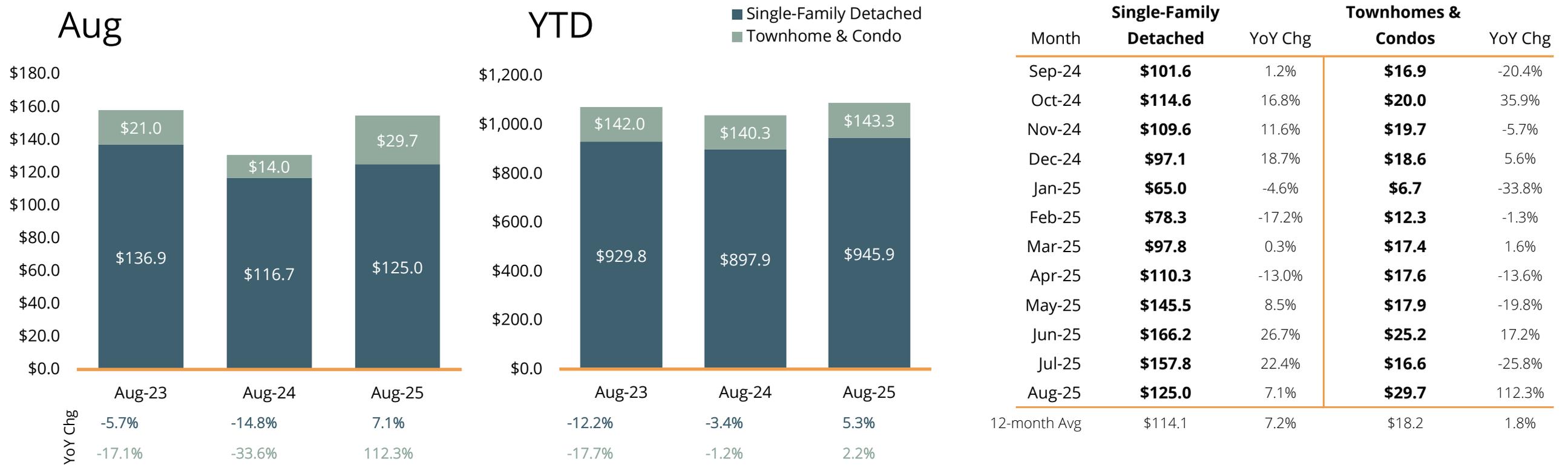
# Median Sales Price



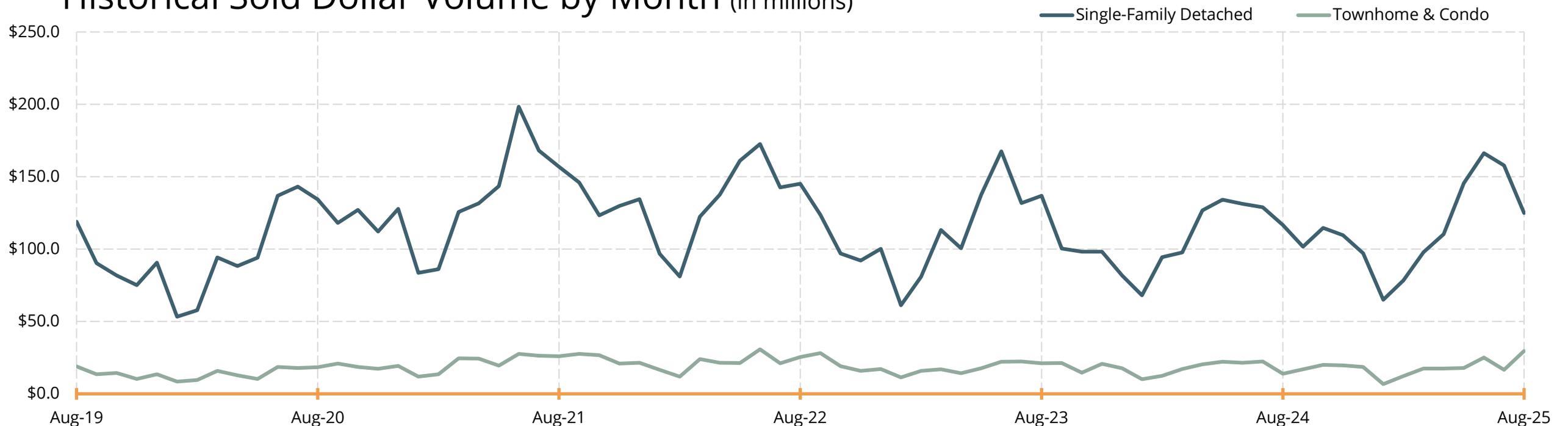
## Historical Median Sales Price by Month



# Sold Dollar Volume (in millions)

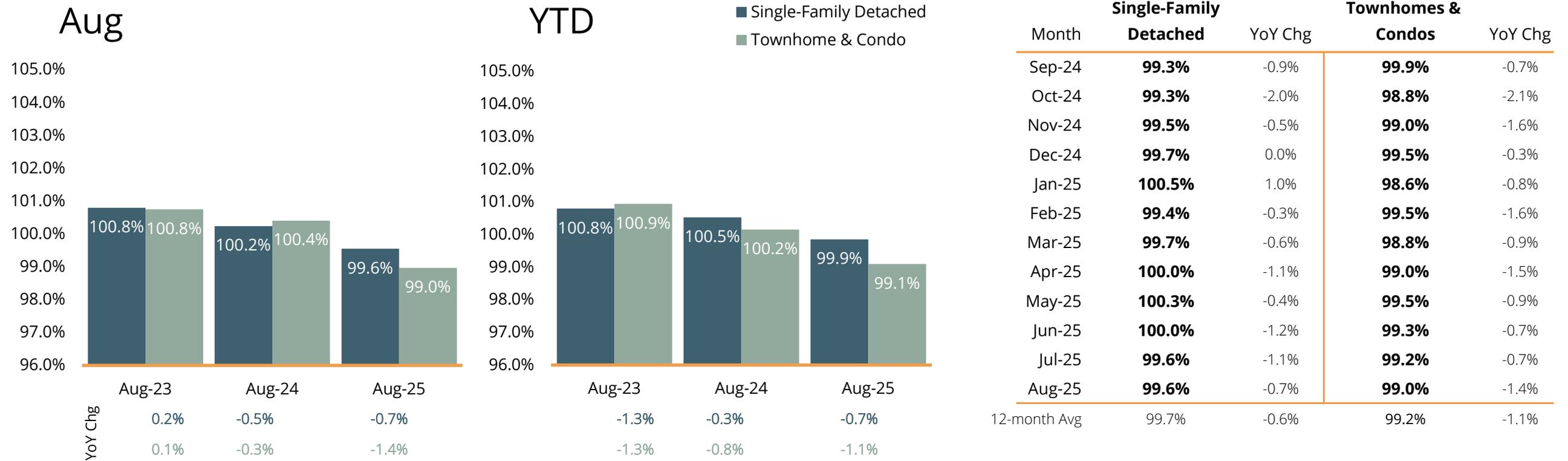


## Historical Sold Dollar Volume by Month (in millions)

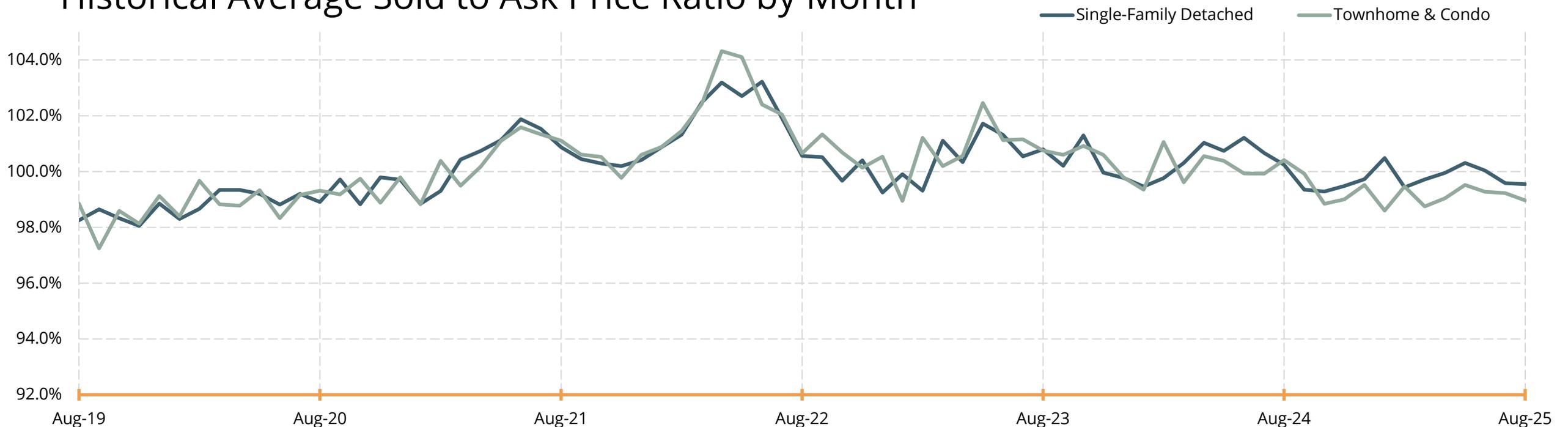


Source: Virginia REALTORS®, data accessed September 15, 2025

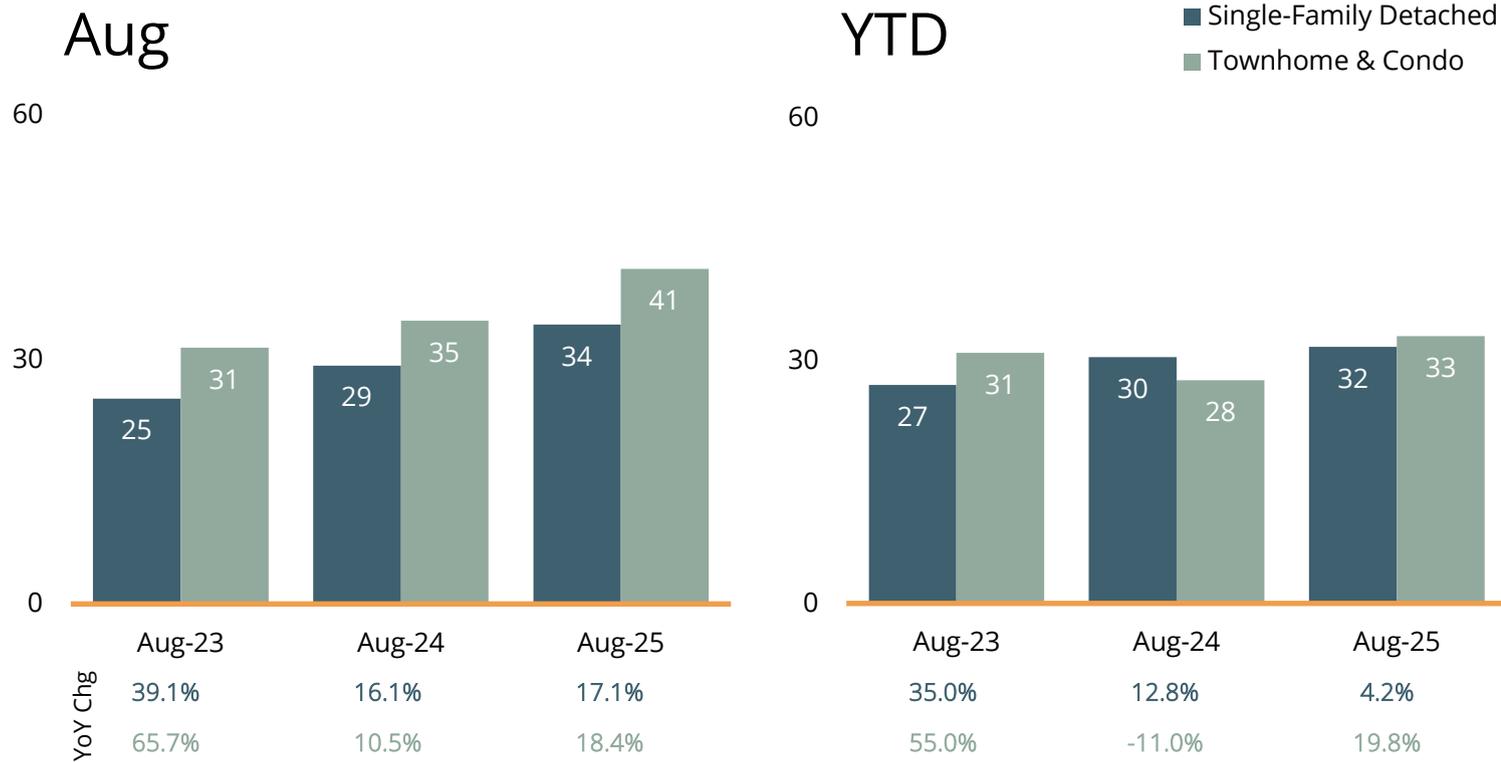
# Average Sold to Ask Price Ratio



## Historical Average Sold to Ask Price Ratio by Month

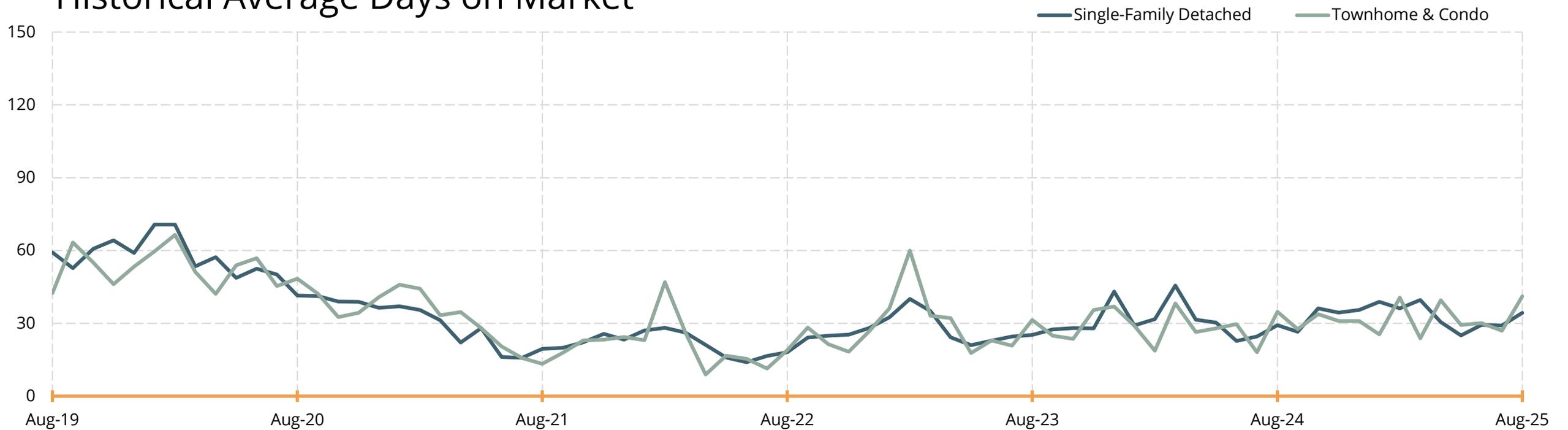


# Average Days on Market

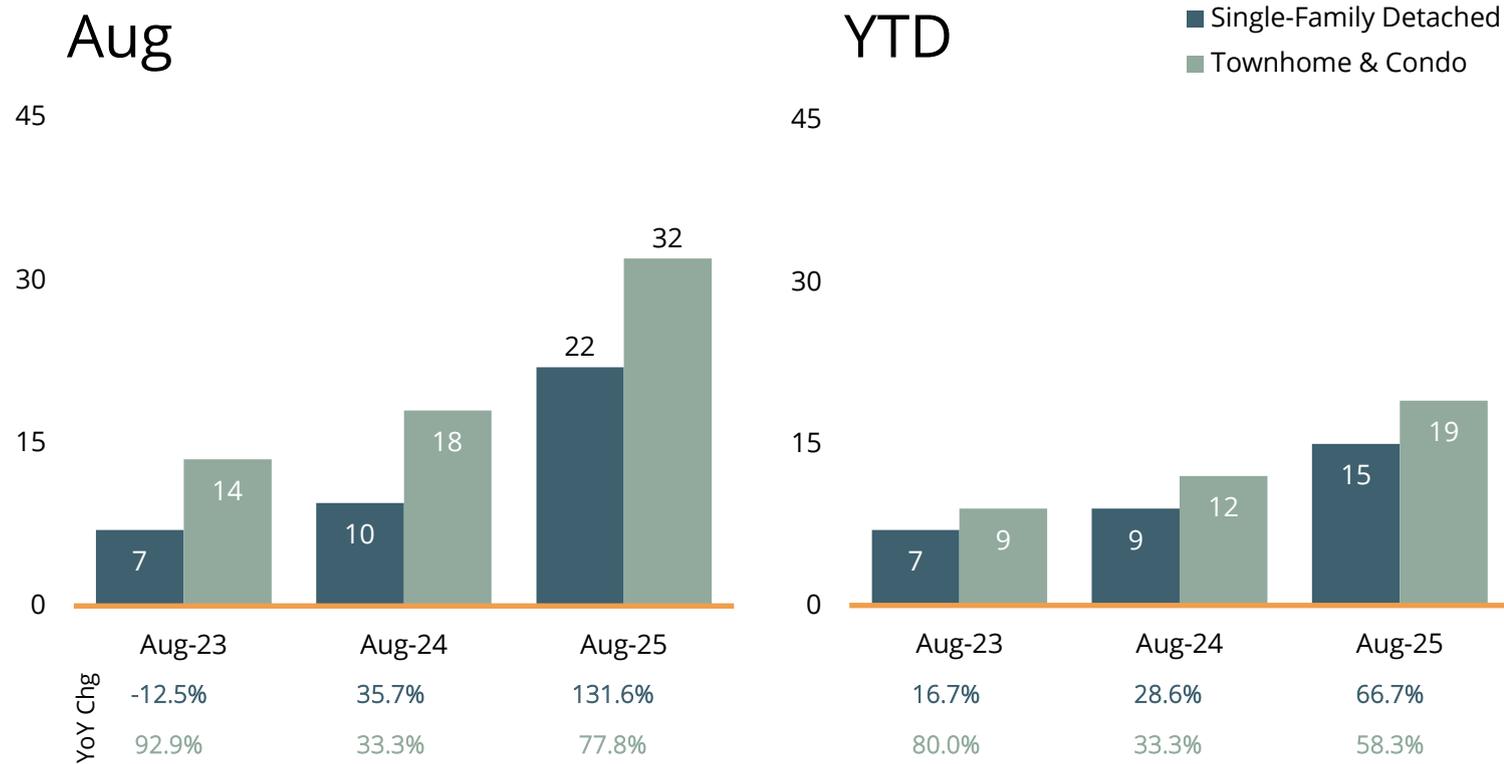


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-24	27	-3.7%	28	10.9%
Oct-24	36	28.9%	34	43.2%
Nov-24	34	23.2%	31	-12.6%
Dec-24	35	-17.6%	31	-16.2%
Jan-25	39	33.4%	26	-12.1%
Feb-25	36	14.0%	41	117.1%
Mar-25	40	-13.0%	24	-37.7%
Apr-25	30	-3.1%	40	49.5%
May-25	25	-17.5%	29	5.0%
Jun-25	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

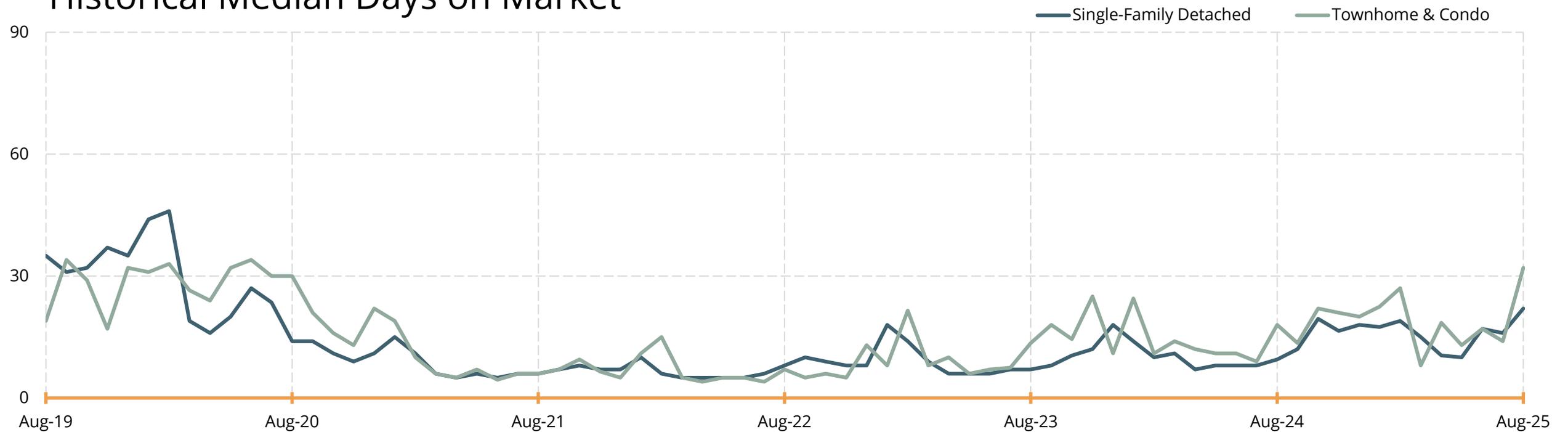


# Median Days on Market

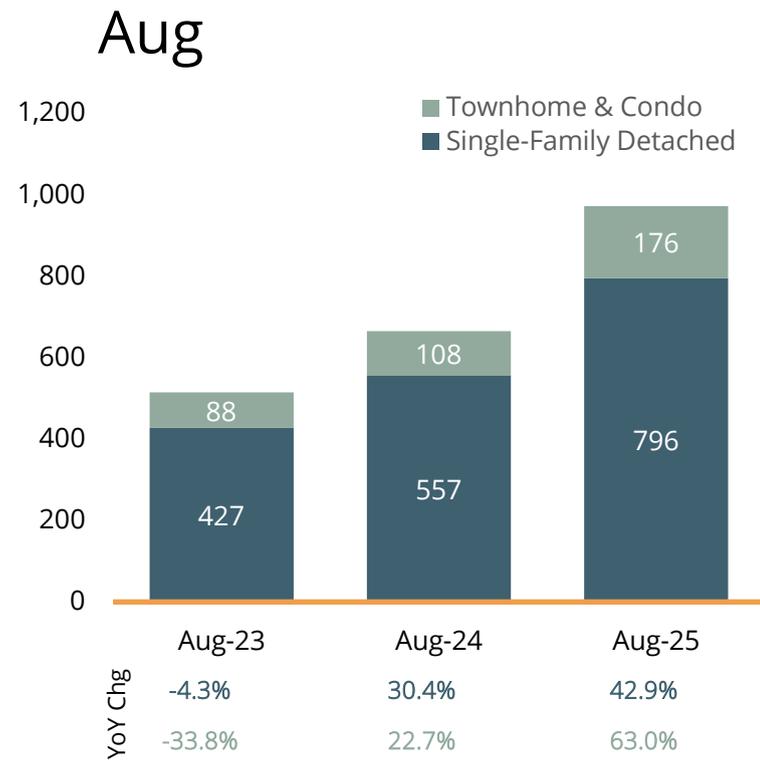


Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Sep-24	12	50.0%	14	-25.0%
Oct-24	20	85.7%	22	51.7%
Nov-24	17	37.5%	21	-16.0%
Dec-24	18	0.0%	20	81.8%
Jan-25	18	25.0%	23	-8.2%
Feb-25	19	90.0%	27	145.5%
Mar-25	15	36.4%	8	-42.9%
Apr-25	11	50.0%	19	54.2%
May-25	10	25.0%	13	18.2%
Jun-25	17	112.5%	17	54.5%
Jul-25	16	100.0%	14	55.6%
Aug-25	22	131.6%	32	77.8%
12-month Avg	16	55.6%	19	27.7%

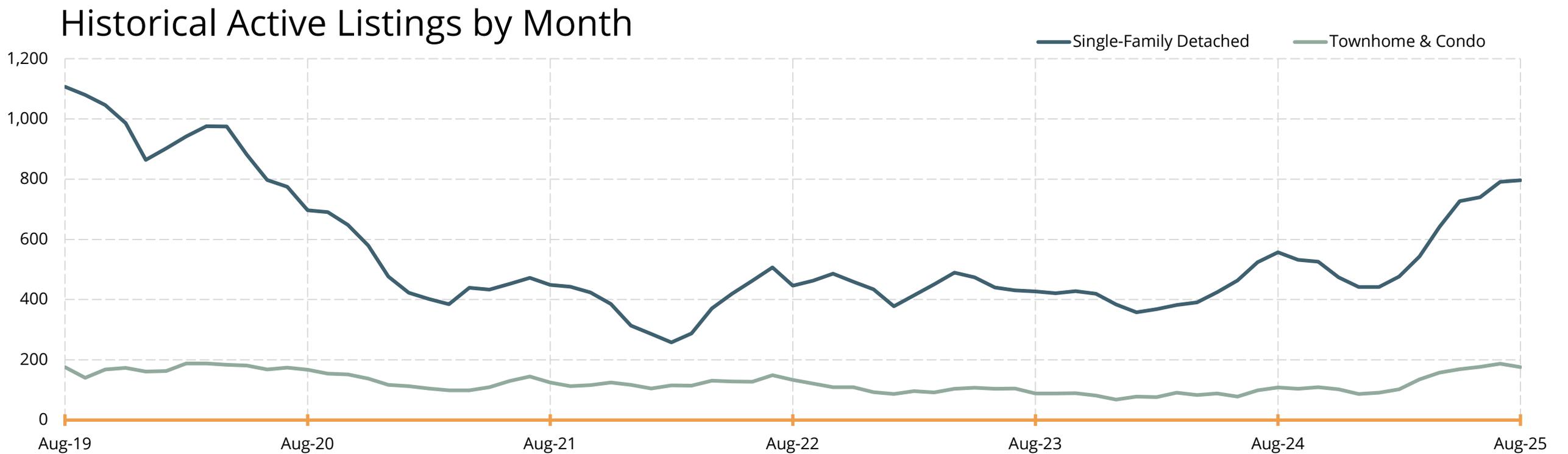
## Historical Median Days on Market



# Active Listings



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

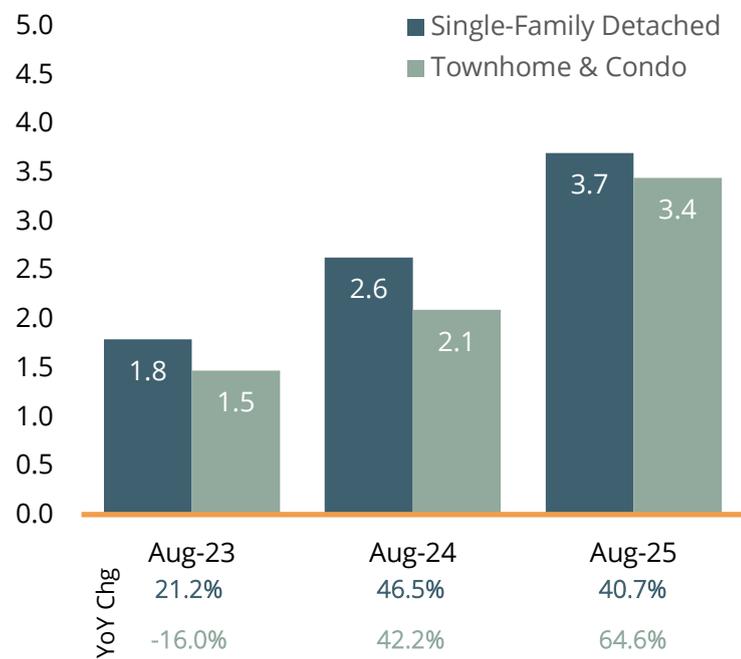


Source: Virginia REALTORS®, data accessed September 15, 2025

# Months of Supply

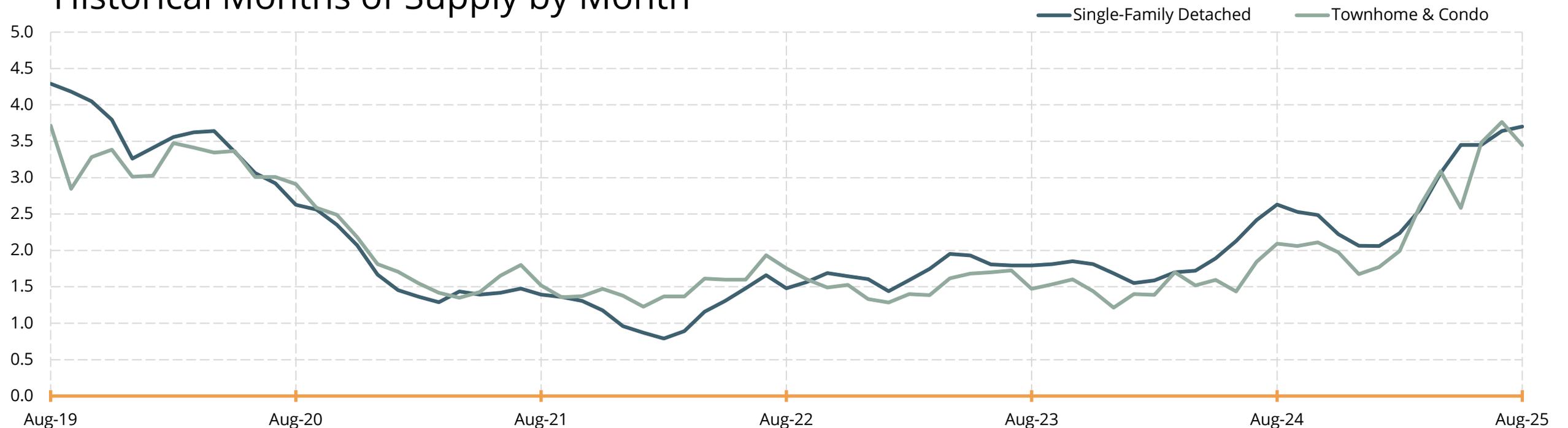


## Aug



Month	Single-Family		Townhomes & Condos	
	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



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

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price TYD			Median Sales Price TYD			Active Listings YTD		
	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	<b>1,561</b>	20.0%	1,039	<b>1,023</b>	-1.5%	\$512,648	<b>\$534,898</b>	4.3%	\$448,495	<b>\$475,000</b>	5.9%	286	<b>457</b>	59.8%
Williamsburg	182	<b>218</b>	19.8%	142	<b>113</b>	-20.4%	\$447,722	<b>\$467,712</b>	4.5%	\$398,635	<b>\$407,500</b>	2.2%	39	<b>88</b>	125.6%
York County	718	<b>832</b>	15.9%	642	<b>654</b>	1.9%	\$453,964	<b>\$483,361</b>	6.5%	\$420,000	<b>\$455,000</b>	8.3%	195	<b>257</b>	31.8%
New Kent County	442	<b>546</b>	23.5%	313	<b>345</b>	10.2%	\$472,296	<b>\$474,350</b>	0.4%	\$435,484	<b>\$443,100</b>	1.7%	140	<b>161</b>	15.0%
Charles City County	40	<b>42</b>	5.0%	32	<b>33</b>	3.1%	\$310,814	<b>\$427,716</b>	37.6%	\$280,000	<b>\$330,000</b>	17.9%	5	<b>9</b>	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	<b>129</b>	-11.0%	105	<b>108</b>	2.9%	\$550,443	<b>\$567,500</b>	3.1%	\$488,000	<b>\$520,000</b>	6.6%	235	<b>361</b>	53.6%	2.4	<b>3.7</b>	58.0%
Williamsburg	9	<b>26</b>	188.9%	13	<b>10</b>	-23.1%	\$468,323	<b>\$567,370</b>	21.1%	\$445,000	<b>\$555,600</b>	24.9%	23	<b>55</b>	139.1%	1.7	<b>5.7</b>	234.8%
York County	88	<b>76</b>	-13.6%	71	<b>68</b>	-4.2%	\$483,831	<b>\$533,600</b>	10.3%	\$449,900	<b>\$505,000</b>	12.2%	165	<b>220</b>	33.3%	2.8	<b>3.3</b>	16.4%
New Kent County	65	<b>64</b>	-1.5%	39	<b>40</b>	2.6%	\$455,366	<b>\$515,783</b>	13.3%	\$399,500	<b>\$459,975</b>	15.1%	129	<b>151</b>	17.1%	3.4	<b>4.0</b>	16.5%
Charles City County	3	<b>5</b>	66.7%	2	<b>4</b>	100.0%	\$349,500	<b>\$275,975</b>	-21.0%	\$349,500	<b>\$259,450</b>	-25.8%	5	<b>9</b>	80.0%	1.5	<b>2.0</b>	32.5%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
	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	<b>1,253</b>	15.5%	837	<b>798</b>	-4.7%	\$549,235	<b>\$579,731</b>	5.6%	\$487,000	<b>\$525,375</b>	7.9%	235	<b>361</b>	53.6%
Williamsburg	120	<b>148</b>	23.3%	91	<b>79</b>	-13.2%	\$513,698	<b>\$528,792</b>	2.9%	\$460,000	<b>\$465,000</b>	1.1%	23	<b>55</b>	139.1%
York County	599	<b>697</b>	16.4%	513	<b>542</b>	5.7%	\$482,434	<b>\$513,262</b>	6.4%	\$455,000	<b>\$485,600</b>	6.7%	165	<b>220</b>	33.3%
New Kent County	403	<b>504</b>	25.1%	292	<b>311</b>	6.5%	\$484,288	<b>\$490,062</b>	1.2%	\$450,000	<b>\$459,950</b>	2.2%	129	<b>151</b>	17.1%
Charles City County	40	<b>42</b>	5.0%	32	<b>33</b>	3.1%	\$310,814	<b>\$427,716</b>	37.6%	\$280,000	<b>\$330,000</b>	17.9%	5	<b>9</b>	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	<b>37</b>	19.4%	22	<b>51</b>	131.8%	\$351,736	<b>\$420,766</b>	19.6%	\$347,450	<b>\$381,165</b>	9.7%	51	<b>96</b>	88.2%	2.0	<b>3.5</b>	74.4%
Williamsburg	14	<b>11</b>	-21.4%	9	<b>2</b>	-77.8%	\$303,836	<b>\$578,100</b>	90.3%	\$300,000	<b>\$578,100</b>	92.7%	16	<b>33</b>	106.3%	2.2	<b>6.4</b>	192.7%
York County	12	<b>24</b>	100.0%	9	<b>17</b>	88.9%	\$354,568	<b>\$333,641</b>	-5.9%	\$380,000	<b>\$350,000</b>	-7.9%	30	<b>37</b>	23.3%	2.0	<b>2.7</b>	36.0%
New Kent County	6	<b>6</b>	0.0%	1	<b>4</b>	300.0%	\$312,000	<b>\$344,509</b>	10.4%	\$312,000	<b>\$347,475</b>	11.4%	11	<b>10</b>	-9.1%	2.9	<b>2.0</b>	-29.1%
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	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		
	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	<b>308</b>	42.6%	202	<b>225</b>	11.4%	\$360,046	<b>\$373,739</b>	3.8%	\$349,900	<b>\$364,000</b>	4.0%	51	<b>96</b>	88.2%
Williamsburg	62	<b>70</b>	12.9%	51	<b>34</b>	-33.3%	\$336,470	<b>\$331,179</b>	-1.6%	\$349,000	<b>\$306,500</b>	-12.2%	16	<b>33</b>	106.3%
York County	119	<b>135</b>	13.4%	129	<b>112</b>	-13.2%	\$342,099	<b>\$327,878</b>	-4.2%	\$346,000	<b>\$325,000</b>	-6.1%	30	<b>37</b>	23.3%
New Kent County	39	<b>42</b>	7.7%	21	<b>34</b>	61.9%	\$310,111	<b>\$330,628</b>	6.6%	\$312,000	<b>\$329,363</b>	5.6%	11	<b>10</b>	-9.1%
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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All inquiries regarding this report may be directed to:

Robin Spensieri

Virginia REALTORS® Vice President of Communications and Media Relations

[rspensieri@virginiarealtors.org](mailto:rspensieri@virginiarealtors.org)

804-622-7954

Data and analysis provided by Virginia REALTORS® Research Team

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