

WAAR WILLIAMSBURG HOME SALES REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

WAAR Home Sales Report

Fourth Quarter 2025

Williamsburg Area Association of REALTORS®

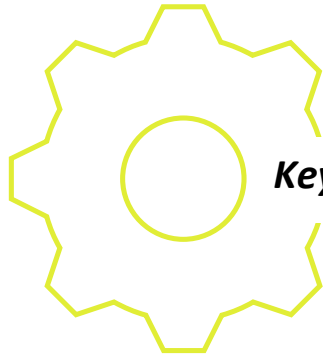
Market Report Key Takeaways

Economic Conditions

- There were approximately 4.27 million jobs in Virginia as of November 2025, this is about 8,600 more than the October 2025 totals, but down about 800 jobs from the start of 2025.
- The unemployment rate in Virginia jumped to 3.9% in November (not seasonally adjusted), up 2.9% last November. In the WAAR footprint, the unemployment rate was the same as the statewide rate, 3.9%, also up from 2.9% last November.
- Mortgage rates continue to drift downward. The average rate on a 30-fixed mortgage in the second week of January 2026 was 6.06%. This is the lowest it's been since mid-September 2022.

Housing Market Conditions

- Home sales in the WAAR region slowed in the fourth quarter. There were 767 sales regionwide, 37 fewer than a year ago, a 5% drop.
- The median price in the WAAR footprint rose sharply this quarter. The regionwide median price was \$480,000 in the fourth quarter, jumping up \$65,000 from a year ago (+16%).
- Inventory continues to expand in the WAAR housing market. There were 783 active listings in the WAAR area at the end of the fourth quarter, a 48% increase from last year.



Key Trends Dashboard, WAAR

Economy



3.9%

Is the Nov-2025 **unemployment rate** in the WAAR footprint, which is up from Nov-2024



6.06%

Is the **30-year fixed-rate mortgage rate** during the second week of January 2026, which is down from 7.04% a year ago

Housing Market



-37

Fewer **home sales** in the WAAR footprint in Q4-2025 compared to last year.



16%

Percent change in **median sales price** in the WAAR region in Q4-2025 compared to a year ago.



\$14.6

Million dollars more in total **sold volume** in the WAAR footprint in Q4-2025 compared to last year.



48.0%

Percent change in **active listings** at the end of Q4-2025 in the WAAR market compared to a year ago



2.9

Months of supply in the WAAR footprint in Q4-2025, which is up from a year ago

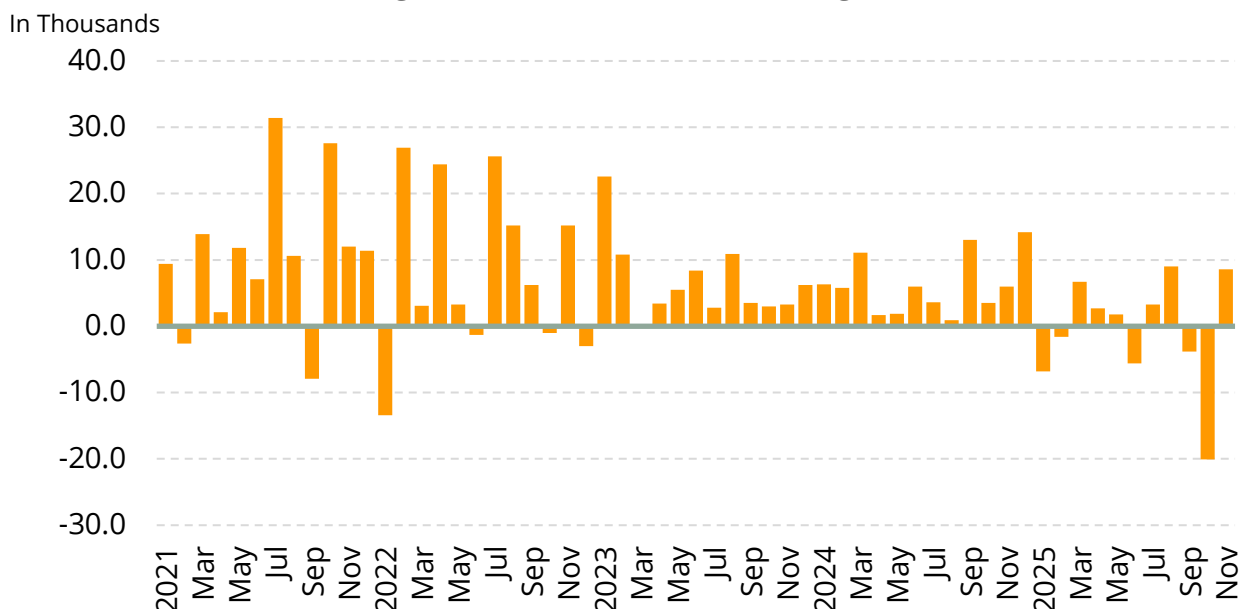
Economic Overview

The job market continues to show signs of slowing down nationally and here in Virginia the scope of the federal cuts are coming more into focus as the data comes in. The unemployment rate is creeping up slowly and inflation remains above the target level. Mortgage rates continue to drift down and reached a new 3+ year low to start 2026.

Jobs

There were approximately 4.27 million jobs in Virginia as of November 2025, this is about 8,600 more than the October 2025 totals. There was a big drop in October 2025, about 20,000 fewer jobs than September 2025, and much of this likely reflects the deferred resignations in the federal government sector going into effect October 1st. The sectors with the largest gains in November were Transportation & Warehousing (+2,500 jobs), Professional & Technical Services (+2,400 jobs), and Administrative & Waste Services (+2,000 jobs). Private Education Services shed about 600 jobs, and the Federal Government sector had about 200 fewer jobs in November compared to October 2025. Most of the additional jobs were in Northern Virginia (+5,900 jobs, +0.4%). The Roanoke region (+500 jobs, +0.3%), and the Charlottesville area (+300 jobs, +0.2%) also had some growth. Hampton Roads (-500 jobs, -0.1%), and the Staunton region (-100 jobs, -0.1%), were the only metro areas to shed jobs in November.

Figure 1
Virginia Month-to-Month Change in Jobs

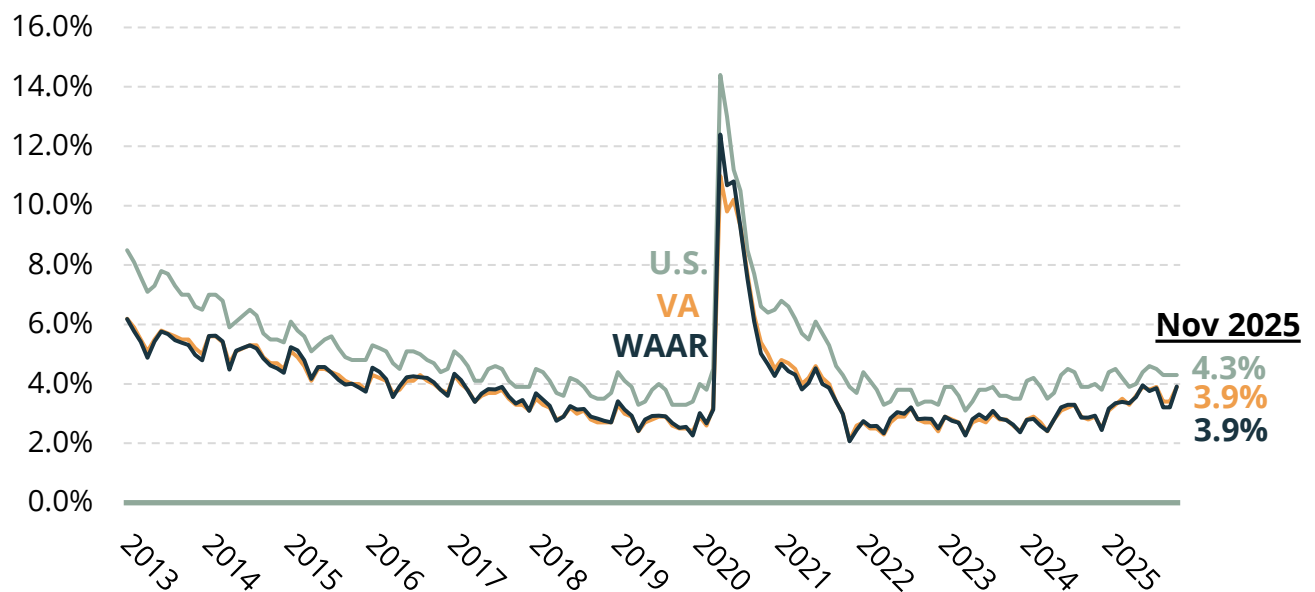


Source: U.S. Bureau of Labor Statistics, Seasonally Adjusted

Unemployment

Unemployment levels continue to rise. In November the statewide unemployment rate was 3.9%. This time last year it was 2.9%. Nationwide, the unemployment rate was 4.3% in November, up from 4.0%. In the WAAR footprint, the unemployment rate was the same as the statewide rate, 3.9%, also up from 2.9% last November.

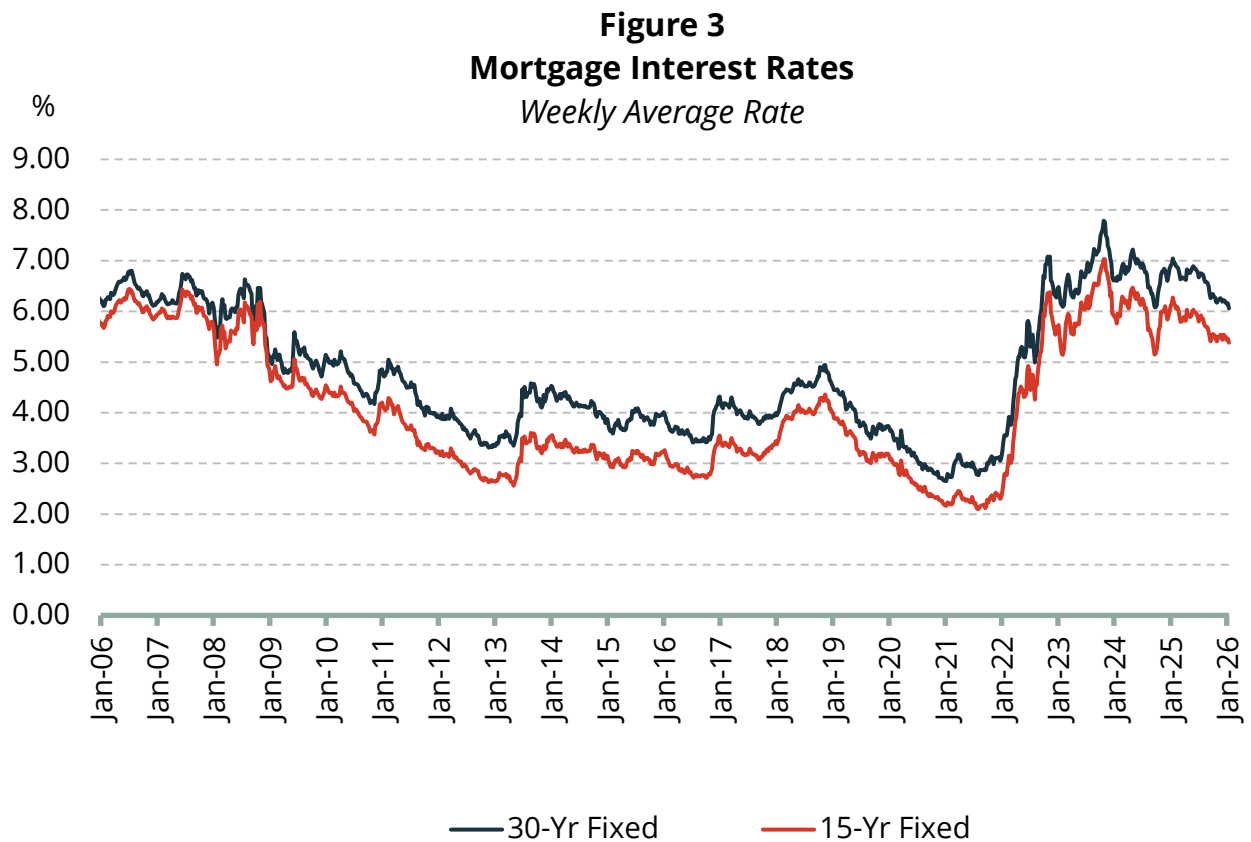
Figure 2
Unemployment Rate



Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

Mortgage Rates

Mortgage rates continue to drift downward. The average rate on a 30-fixed mortgage in the second week of January 2026 was 6.06%. This is the lowest it's been since mid-September 2022. At this time last year, the average rate hit 7%, so the 1 percentage point drop in mortgage rates from the start of last year will likely lead to more activity in the housing market as the 2026 market gets underway.



Source: Freddie Mac

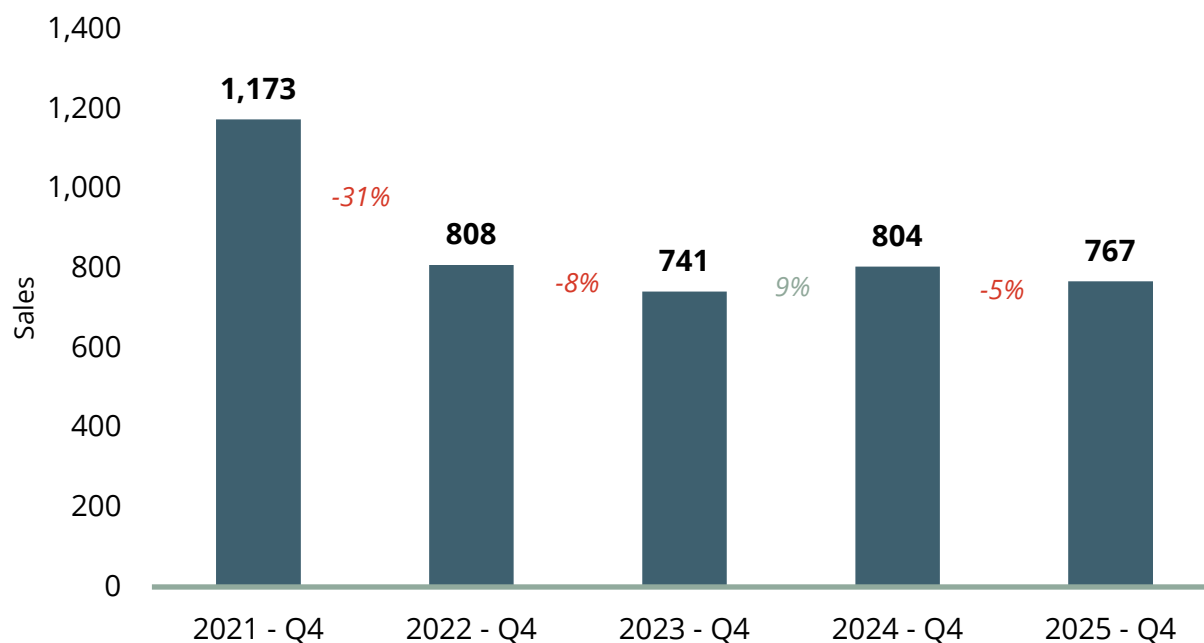
Housing Market Overview

The WAAR housing market showed signs of cooling at the end of 2025. There was a drop-off in sales activity but home prices continued to climb. Homes spent more time on the market this quarter compared to last year. Inventory levels continued to expand as more active listings hit the market, a sign that the market is shifting toward buyers, albeit slowly.

Sales

Regionwide, sales were down year-over-year. The total number of sales came to 767 in the final quarter of the year, down 5%, which is 37 fewer transactions than last year. Sales climbed in October, fell in November, and increased in December of this year compared to the same time a year earlier. Most local markets experienced a decline in activity with James City County seeing the sharpest decrease. As the year ended, sales in Virginia went up 2% from the previous year.

Figure 4
Fourth Quarter Home Sales, WAAR
2021-2025



Source: Virginia REALTORS®, data accessed January 15, 2026



Local Snapshot – *Total Home Sales*

Charles City County: There was a 44% drop in activity in the fourth quarter leading to nine sales in Charles City County, seven fewer than a year ago.

James City County: James City County had 340 total sales in the fourth quarter, down 6.6%, which is 24 fewer sales than last year.

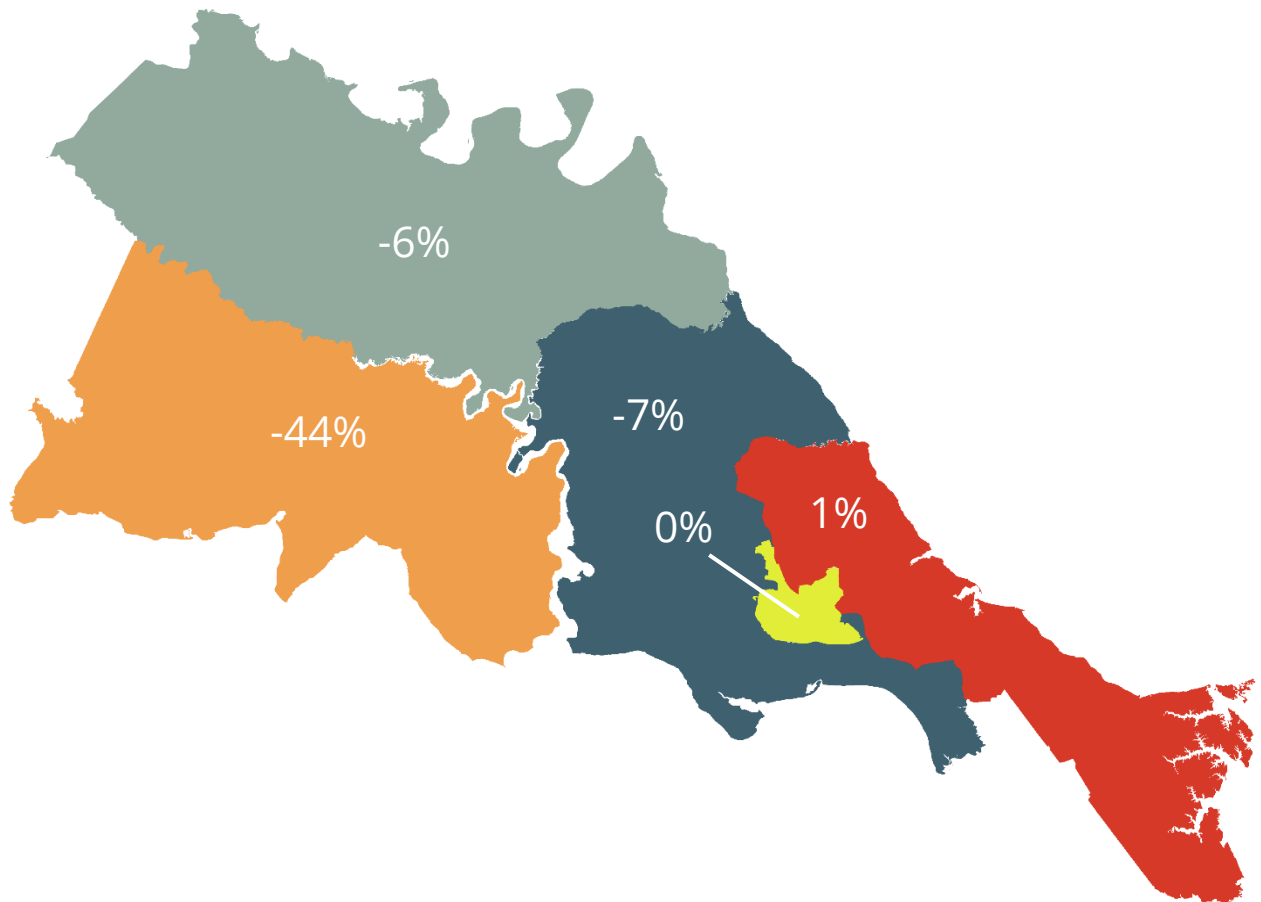
New Kent County: Sales fell after rising for the last three quarters in New Kent County. In the fourth quarter there were 121 home sales in the county, eight fewer sales than the year before, decreasing by 6%.

Williamsburg: The final quarter of the year ended with 53 total sales in Williamsburg, unchanged from the previous year.

York County: The total number of home sales came to 244 in York County, inching up 1% in the fourth quarter, which is two additional sales.

Figure 5
Change in Sales by Jurisdiction
WAAR

Fourth Quarter 2024 to Fourth Quarter 2025



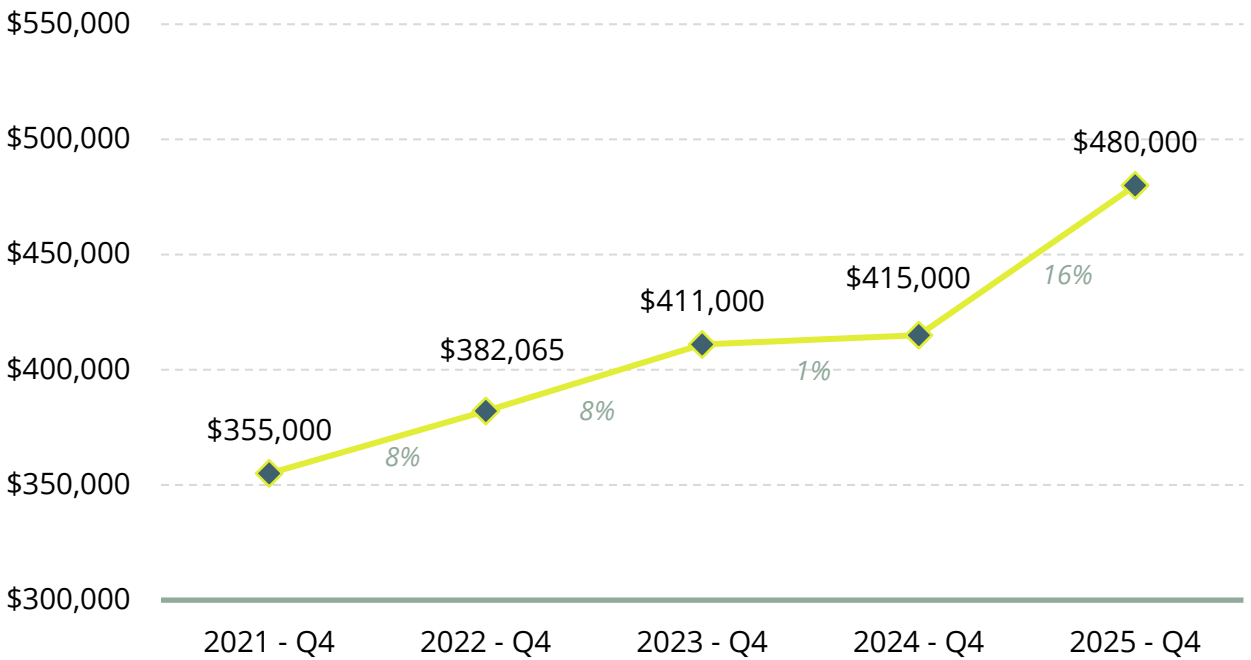
<i>Jurisdiction</i>	<i>2024 - Q4</i>	<i>2025 - Q4</i>	<i>% Change</i>
Charles City County	16	9	-44%
James City County	364	340	-7%
New Kent County	129	121	-6%
Williamsburg	53	53	0%
York County	242	244	1%

Source: Virginia REALTORS®, data accessed January 15, 2026

Sales Prices

Prices surged across the WAAR market this quarter. The median sales price was \$480,000 in the fourth quarter, \$65,000 more than the year before, increasing by 16%. Charles City County was the only local market where prices declined. Home prices went up the most in Williamsburg and James City County. For homes sold in Virginia, the median price was \$425,000 in the fourth quarter, 2.4% higher than a year ago.

Figure 6
Fourth Quarter Median Sales Price, WAAR
2021-2025



Source: Virginia REALTORS®, data accessed January 15, 2026



Local Snapshot – *Median Sales Price*

Charles City County: Home prices in Charles City County dipped 3% bringing the cost to \$270,000 in the fourth quarter, \$7,254 less than a year earlier.

James City County: The fourth quarter median sales price was \$501,250 in James City County, \$59,250 more than the year before, increasing by 13%.

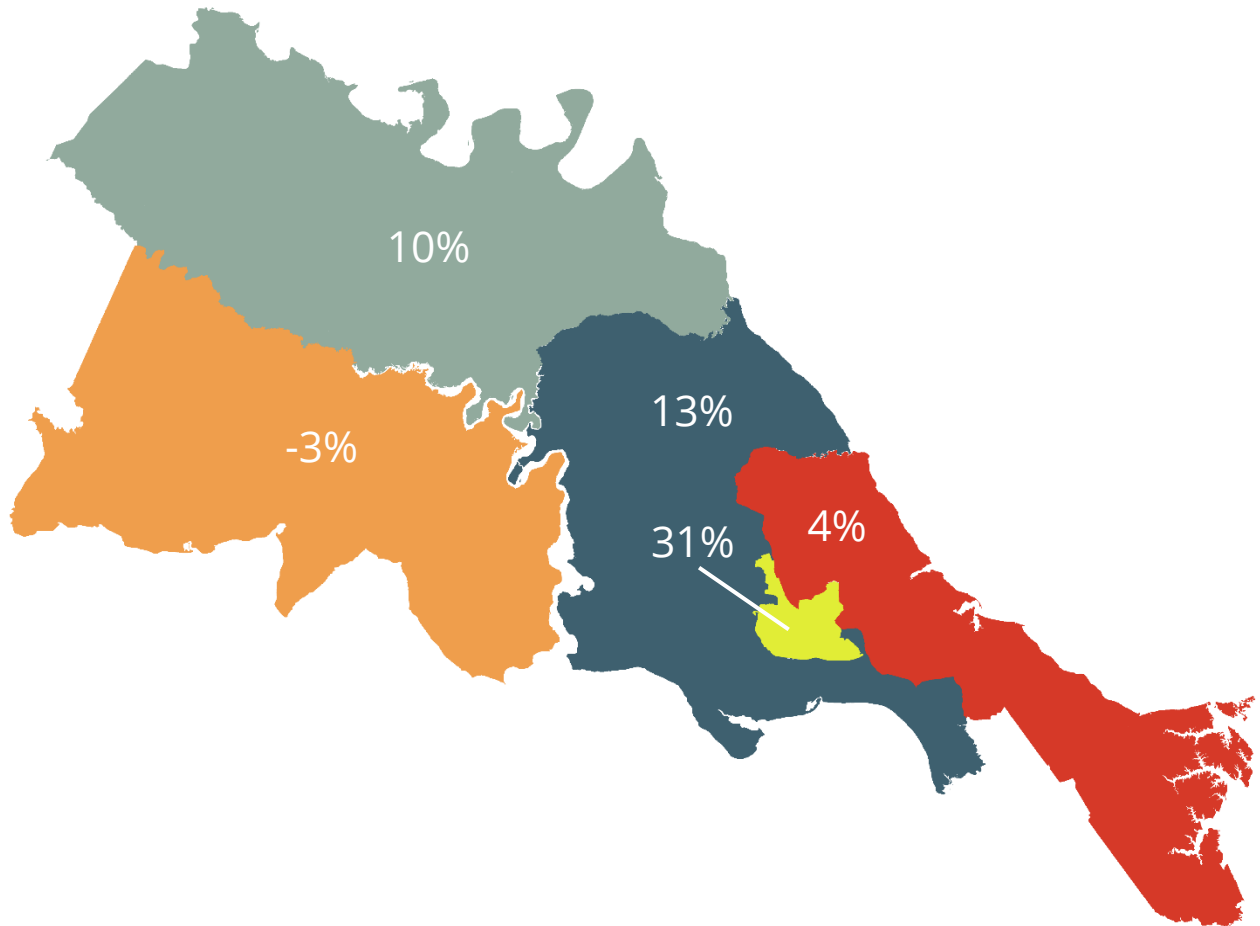
New Kent County: Prices went up for the fifth straight quarter in New Kent County. Homes sold at a median price of \$439,000 in the fourth quarter, 10% higher than last year, a \$39,000 price gain.

Williamsburg: There was a \$114,050 price surge in the fourth quarter with the median home price at \$485,000 in Williamsburg, 31% higher than the previous year.

York County: Home prices grew 4% in the fourth quarter with the median price at \$441,000 in York County, \$16,000 more than a year ago.

Figure 7
Change in Median Sales Price by Jurisdiction
WAAR

Fourt Quarter 2024 to Fourth Quarter 2025



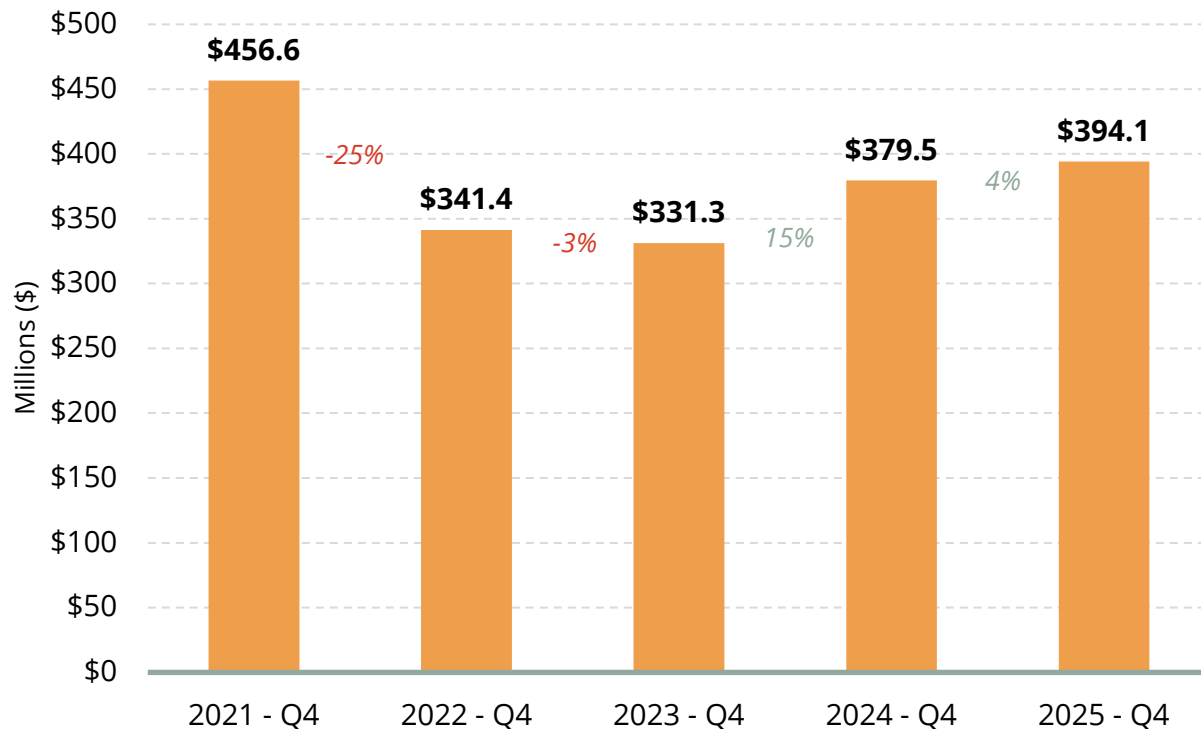
<i>Jurisdiction</i>	<i>2024 - Q4</i>	<i>2025 - Q4</i>	<i>% Change</i>
Charles City County	\$277,254	\$270,000	-3%
James City County	\$442,000	\$501,250	13%
New Kent County	\$400,000	\$439,000	10%
Williamsburg	\$370,950	\$485,000	31%
York County	\$425,000	\$441,000	4%

Source: Virginia REALTORS®, data accessed January 15, 2026

Sold Volume

Sold dollar volume grew for the third consecutive quarter in the WAAR area. There was \$394.1 million of total volume in the fourth quarter, increasing 4% from last year, and influx of \$14.6 million. Higher home prices and increased sales activity led to more sold dollar volume in York County this quarter. Charles City County saw a drop in sold volume levels due to lower sale prices. At \$13.3 billion, total volume in the state grew 4.7% from the year before.

Figure 8
Fourth Quarter Sold Dollar Volume (Millions), WAAR
2021-2025



Source: Virginia REALTORS®, data accessed January 15, 2026



Local Snapshot – *Sold Dollar Volume*

Charles City County: Sold dollar volume totaled \$2.5 million in Charles City County, dropping 49% in the fourth quarter, a \$2.4 million loss in volume.

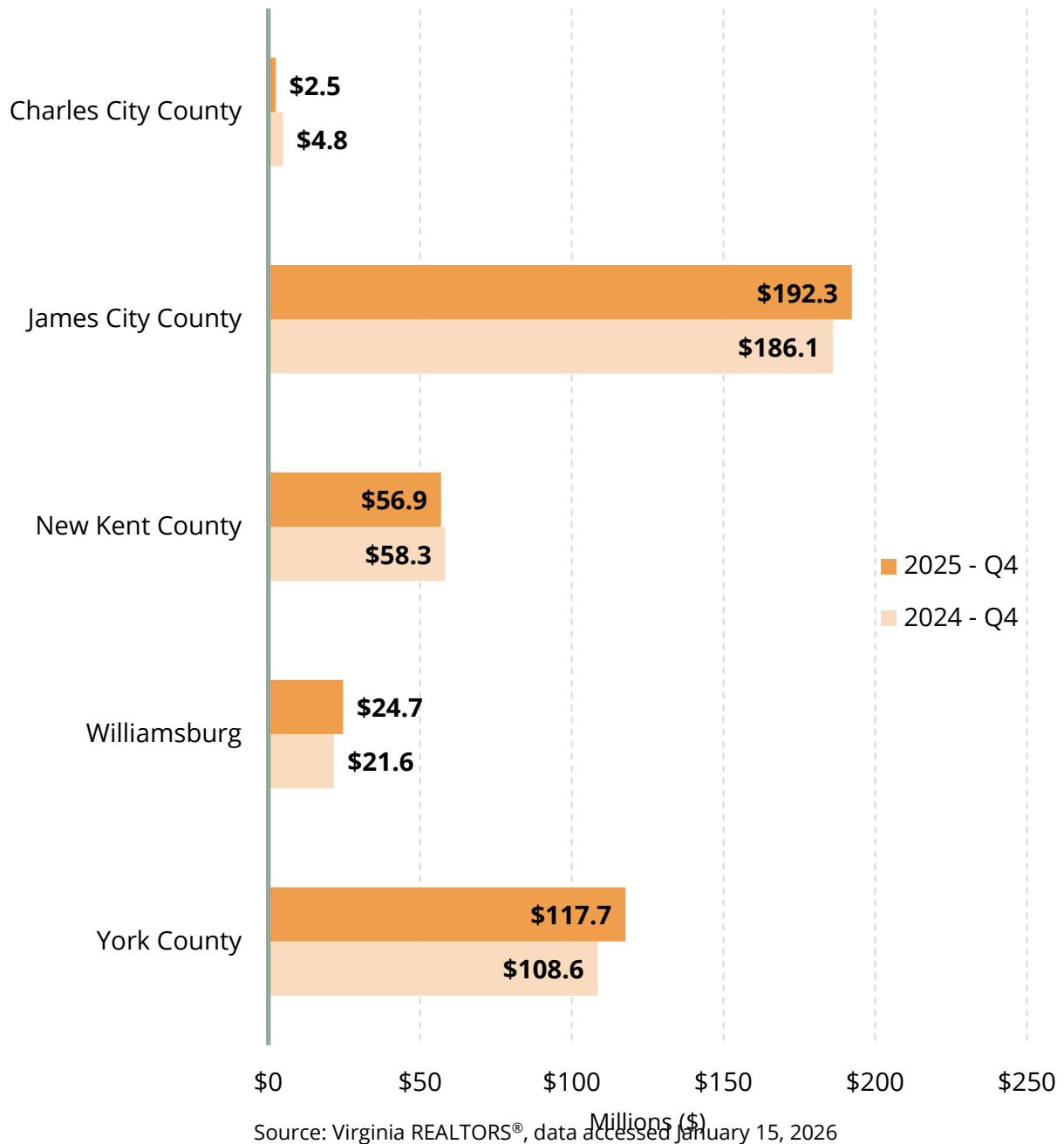
James City County: Volume inched up 3% in James City County resulting in \$192.3 million of sold volume, \$6.2 million more than last year.

New Kent County: Fewer home sales led to \$56.9 million of sold dollar volume in New Kent County, \$1.3 million less than a year ago, decreasing by 2%.

Williamsburg: Williamsburg had \$24.7 million of total volume in the fourth quarter, \$3.0 million more than a year earlier, representing a 14% gain in volume.

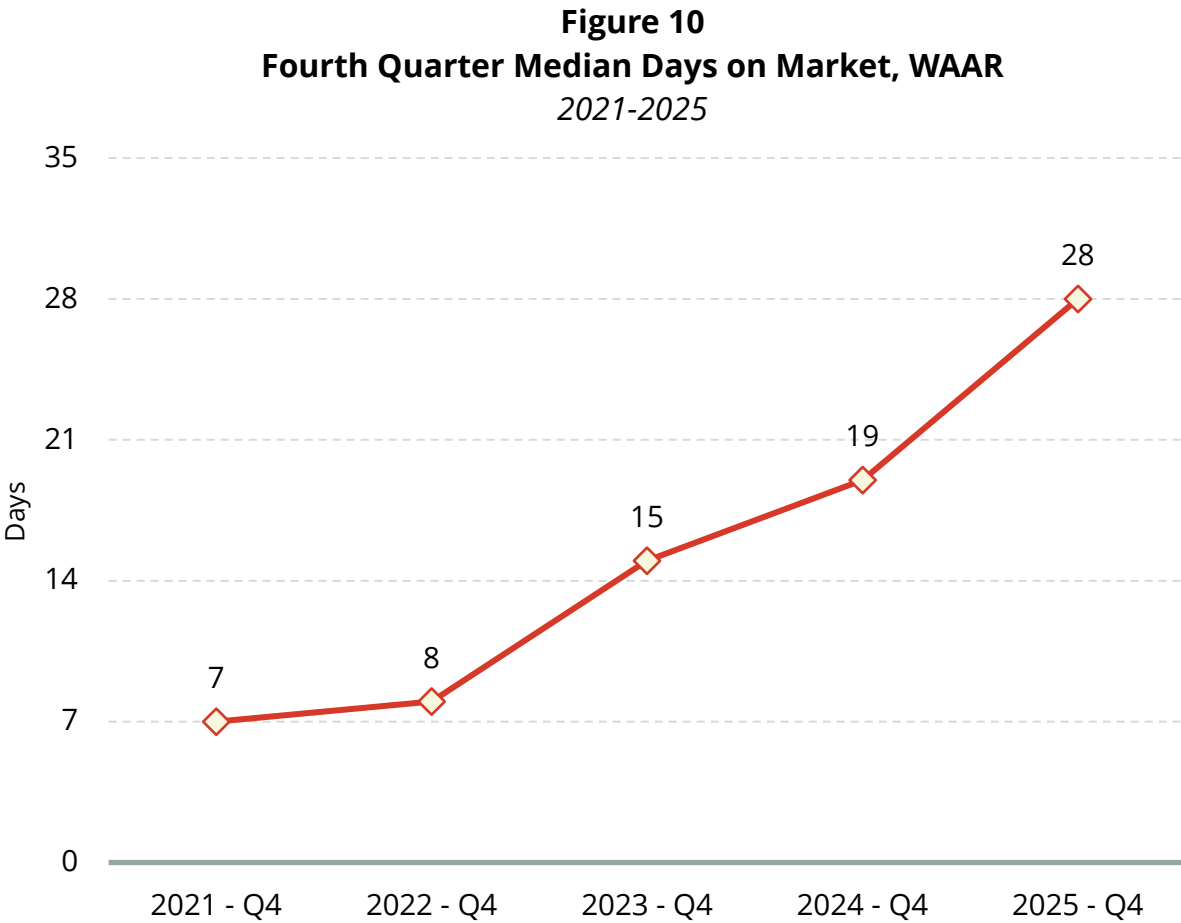
York County: There was \$117.7 million of volume in York County during the fourth quarter, increasing by 8%, an influx of \$9.1 million.

Figure 9
Fourth Quarter Sold Dollar Volume, WAAR Jurisdictions
2024 and 2025



Days on Market

The days on market was longer in the fourth quarter of 2025. Homes took nine days longer to sell in the WAAR footprint with the median days on market at 28 days this quarter. The median days on market was longer in Williamsburg (37 days) as homes spent a week on the market in Charles City County (7 days). Virginia had a median days on market of 21 days in the fourth quarter, five days higher than last year.



Source: Virginia REALTORS®, data accessed January 15, 2026



Local Snapshot – *Median Days on Market*

Charles City County: The median days on market was seven days in Charles City County, 11 days less than last year.

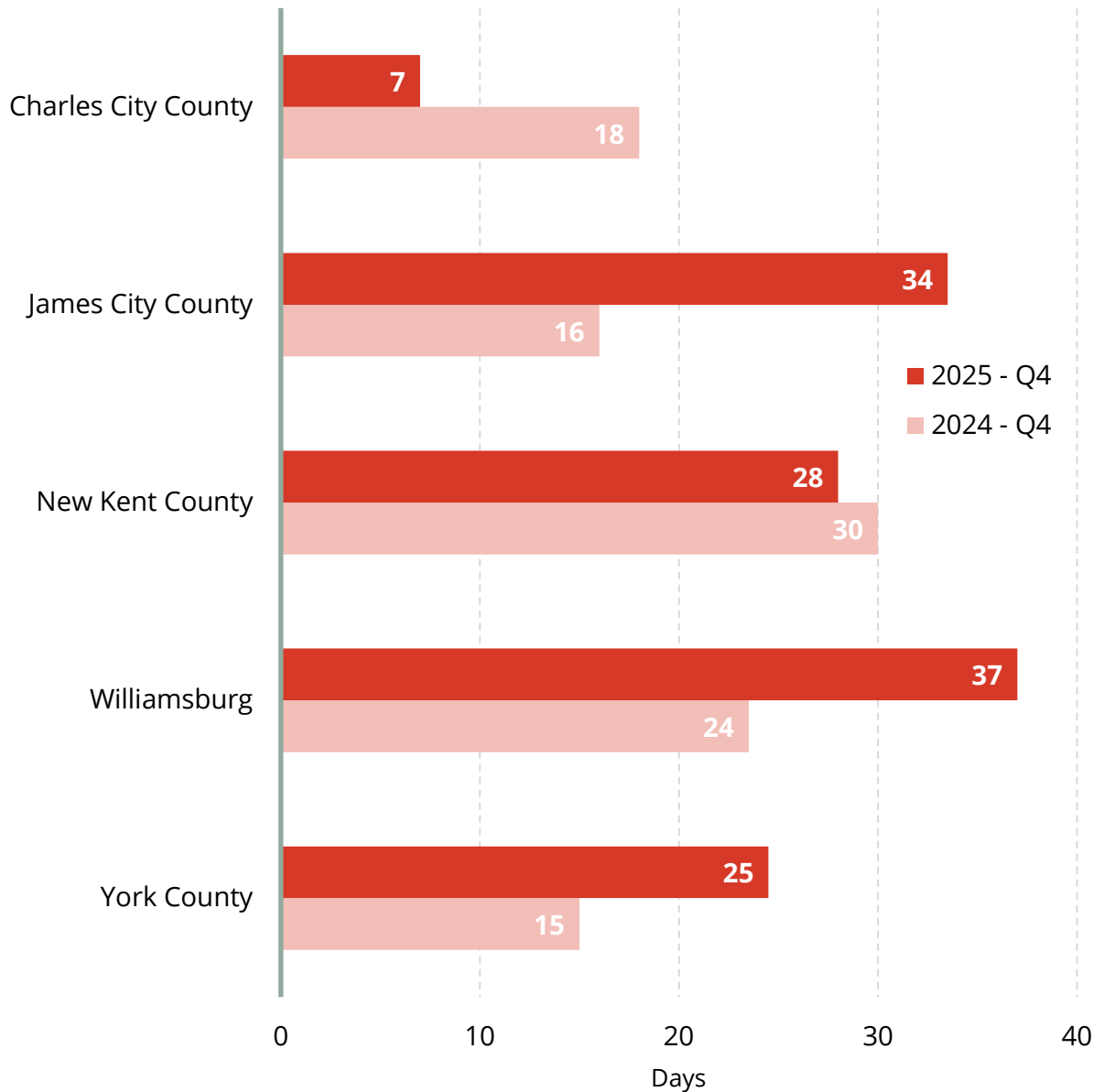
James City County: In James City County, the days on market was 18 days longer with homes on the market a median of 34 days in the fourth quarter.

New Kent County: At 28 days, the median days on market in New Kent County was two days less than the year before.

Williamsburg: Homes in Williamsburg were on the market 14 days longer with the median days on market at 37 days in the fourth quarter.

York County: York County had a median days on market of 25 days in the fourth quarter, 10 days higher than a year ago.

Figure 11
Fourth Quarter Median Days on Market, WAAR Jurisdictions
2024 and 2025



Source: Virginia REALTORS®, data accessed January 15, 2026

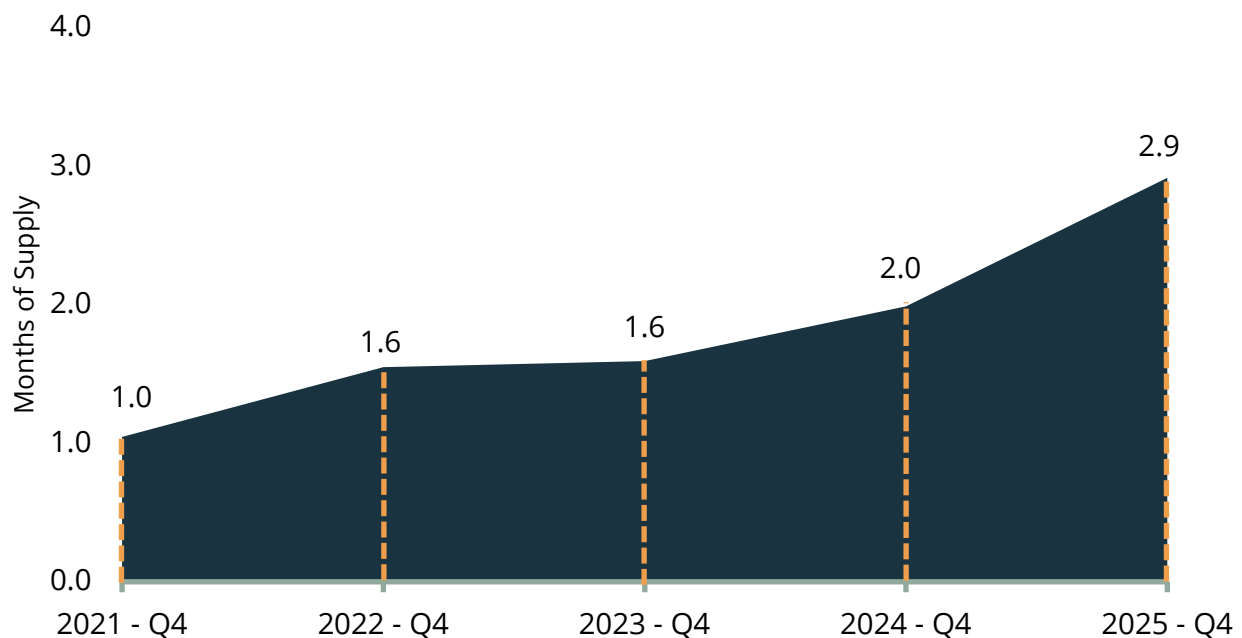
Inventory

Supply was on the rise as listing continued to climb in the WAAR market. Listing activity rose 48%, leading to 783 total listings at the end of the fourth quarter, 254 more than a year earlier. James City County saw the biggest influx of listings this quarter.

The fourth quarter ended with 19,631 listings on the market in Virginia, 2,450 more than a year ago, increasing by 14.3%.

There was 2.9 months of supply in the final quarter of the year, up from 2.0 months the year before. The months of supply metric is calculated by taking the average monthly sales over the preceding 12-month period and dividing it by the inventory of active listings. In the state, supply went from 2.0 months to 2.2 months at the end of the fourth quarter.

Figure 12
End of Fourth Quarter Months Supply, WAAR
2021-2025



Source: Virginia REALTORS®, data accessed January 15, 2026



Local Snapshot – *Active Listings*

Charles City County: Charles City County had one fewer listing than last year resulting in six total listings at the end of the fourth quarter, 14% less than the year before.

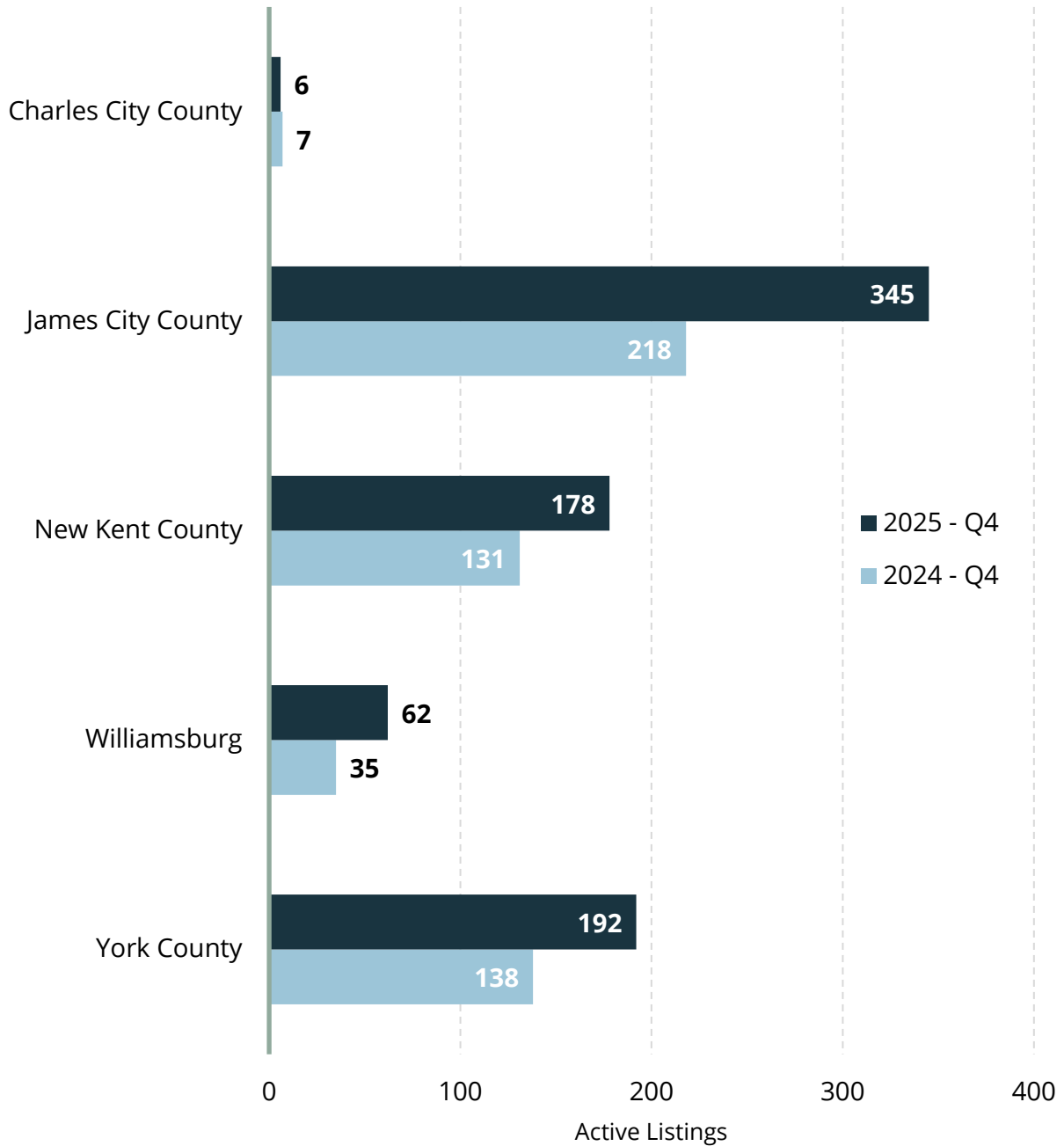
James City County: At the end of the fourth quarter, there were 345 listings on the market in James City County, 127 more listings than last year, increasing by 58%.

New Kent County: There was a 36% surge in listing activity at the end of the fourth quarter, leading to 178 active listings in New Kent County, 47 more than a year ago.

Williamsburg: Listings went up for the fifth straight quarter in Williamsburg. The fourth quarter ended with 62 active listings on the market, up 77% from the previous year, an additional 27 listings.

York County: The total number of active listings came to 192 in York County, 54 more than last year, a 39% jump in activity.

Figure 13
End of Fourth Quarter Active Listings, WAAR Jurisdictions
2024 and 2025



Source: Virginia REALTORS®, data accessed January 15, 2026



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.

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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.

Combined WAAR/Virginia Peninsula Region

APPENDIX

Geography	Sales			Median Sales Price			Sold Dollar Volume (in millions)			Median DOM			Active Listings (end of quarter)		
	Q4 2024	Q4 2025	Yoy Chg	Q4 2024	Q4 2025	Yoy Chg	Q4 2024	Q4 2025	Yoy Chg	Q4 2024	Q4 2025	Yoy Chg	Q4 2024	Q4 2025	Yoy Chg
Newport News	492	491	-0.2%	\$295,000	\$290,000	-2%	\$151.5	\$148.9	-2%	24	24	0%	426	477	12%
Hampton	447	438	-2%	\$275,000	\$295,000	7%	\$129.3	\$132.1	2%	25	26	4%	391	446	14%
James City County	364	340	-7%	\$442,000	\$501,250	13%	\$186.1	\$192.3	3%	16	34	109%	218	345	58%
York County	242	244	1%	\$425,000	\$441,000	4%	\$108.6	\$117.7	8%	15	25	63%	138	192	39%
Isle of Wight County	146	173	18%	\$370,250	\$451,582	22%	\$60.8	\$77.0	27%	26	22	-17%	164	177	8%
New Kent County	129	121	-6%	\$400,000	\$439,000	10%	\$58.3	\$56.9	-2%	30	28	-7%	131	178	36%
Williamsburg	53	53	0%	\$370,950	\$485,000	31%	\$21.6	\$24.7	14%	24	37	57%	35	62	77%
Poquoson	50	51	2%	\$484,700	\$495,000	2%	\$24.8	\$25.8	4%	21	20	-2%	64	69	8%
Charles City County	16	9	-44%	\$277,254	\$270,000	-3%	\$4.8	\$2.5	-49%	18	7	-61%	7	6	-14%
WAAR/Virginia Peninsula (Regional Total)	1,939	1,920	-1%	\$340,000	\$350,000	3%	\$746.0	\$777.9	4%	22	26	18%	1,574	1,952	24%