

MARCH
2026

WAAR WILLIAMSBURG

MARKET INDICATORS REPORT

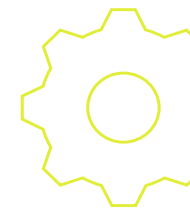
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

WAAR Market Indicators Report



Key Market Trends: March 2026

- Sales activity was on the rise in the WAAR area.** Home sales jumped 19.7% in March, leading to 286 total sales, 47 more than last year. Activity increased by double-digits in James City County with 26 more sales than a year ago (+24.8%) and York County with 16 additional transactions (+21.9%). Williamsburg saw sales fall for the second straight month with 11 fewer than the year before (-55.0%).
- Regionwide, pending sales increased for the fifth straight month.** There were 295 pending sales in the month of March, 22 more than the same time a year ago, growing 8.1%. Pending sales were higher in areas such as James City County with 22 more than last year (+18.3%) and New Kent County with seven additional pending transactions (+11.9%). After going up the last three months pending sales fell 36.4% in Williamsburg with eight fewer pending transactions. York County experienced a slight drop in pending sales this month (-2.9%).
- There was a small uptick in sales price this month.** In the WAAR area, the median price inched up 1.1% with the median price at \$465,000, \$5,100 more than a year ago. Williamsburg saw a \$129,000 price surge (+44.8%) as home prices dipped \$9,900 in New Kent County after seven straight months of growth. At \$475,000, the median sales price stayed the same in James City County.
- Active listings continued to grow leading to more supply on the market.** Listings went up 31% resulting in 888 total listings in the WAAR market, 210 more than the year prior. The biggest increase in active listings occurred in James City County with 85 more than last year (+25.8%) and York County with 82 additional listings (+54.3%).



WAAR Market Dashboard

YoY Chg	Mar-26	Indicator
▲ 19.7%	286	Sales
▲ 8.1%	295	Pending Sales
▲ 10.5%	486	New Listings
▲ 5.5%	\$512,083	Average List Price
▲ 5.3%	\$507,874	Average Sales Price
▲ 1.1%	\$465,000	Median Sales Price
▲ 5.2%	\$226	Average Price Per Square Foot
▲ 26.0%	\$145.3	Sold Dollar Volume (in millions)
▼ -0.2%	99.3%	Average Sold/Ask Price Ratio
▲ 40.1%	51	Average Days on Market
▲ 78.6%	25	Median Days on Market
▲ 31.0%	888	Active Listings
▲ 26.3%	3.2	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.

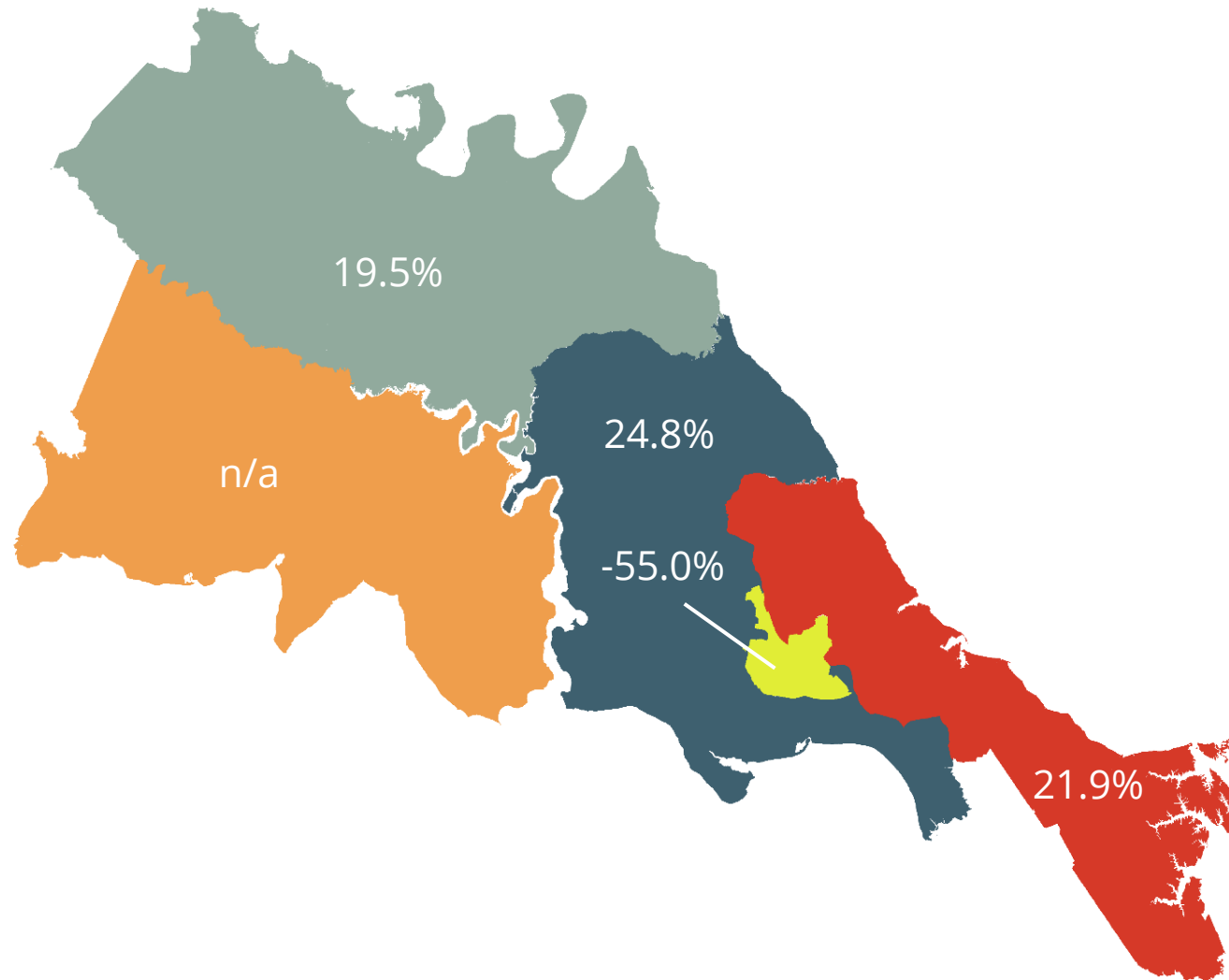
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - WAAR Footprint



Jurisdiction	Total Sales		
	Mar-25	Mar-26	% Chg
Charles City County	0	8	n/a
James City County	105	131	24.8%
New Kent County	41	49	19.5%
Williamsburg	20	9	-55.0%
York County	73	89	21.9%
WAAR	239	286	19.7%

Total Market Overview

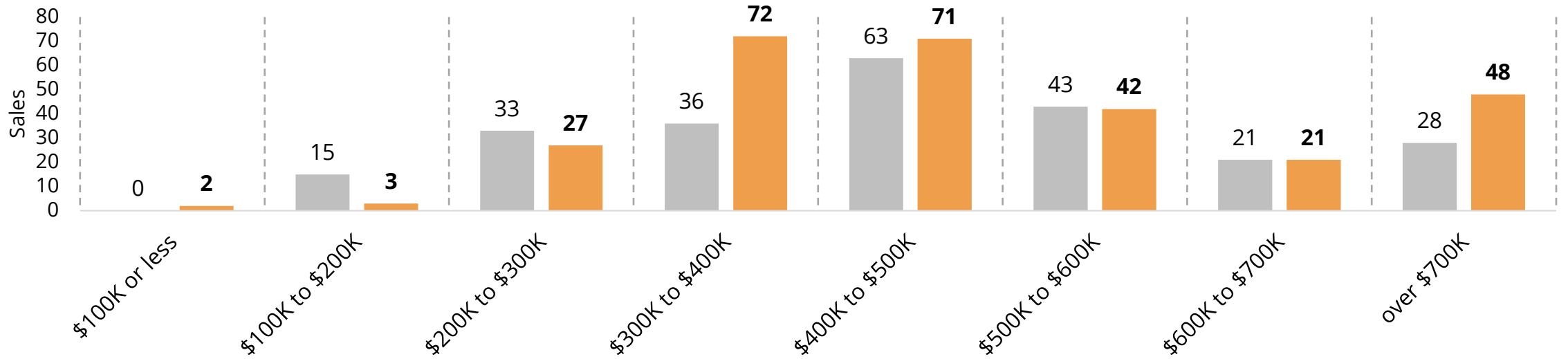


Key Metrics	2-year Trends		Mar-25	Mar-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Mar-24	Mar-26						
Sales			239	286	19.7%	581	628	8.1%
Pending Sales			273	295	8.1%	633	709	12.0%
New Listings			440	486	10.5%	1,005	1,168	16.2%
Average List Price			\$485,291	\$512,083	5.5%	\$484,196	\$497,232	2.7%
Average Sales Price			\$482,321	\$507,874	5.3%	\$482,725	\$490,903	1.7%
Median Sales Price			\$459,900	\$465,000	1.1%	\$440,000	\$448,789	2.0%
Average Price Per Square Foot			\$215	\$226	5.2%	\$217	\$225	3.5%
Sold Dollar Volume (in millions)			\$115.3	\$145.3	26.0%	\$277.6	\$308.3	11.1%
Average Sold/Ask Price Ratio			99.5%	99.3%	-0.2%	99.7%	98.9%	-0.8%
Average Days on Market			36	51	40.1%	36	53	45.4%
Median Days on Market			14	25	78.6%	15	30	100.0%
Active Listings			678	888	31.0%	n/a	n/a	n/a
Months of Supply			2.6	3.2	26.3%	n/a	n/a	n/a

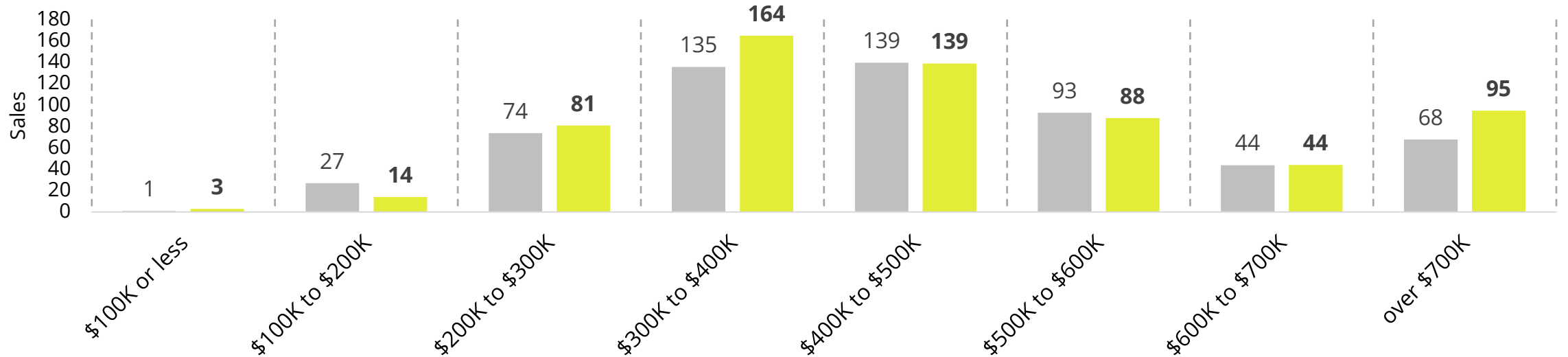
Total Market by Price Range



Sales by Price Range, Current Month, WAAR Footprint



Sales by Price Range, Year-to-Date, WAAR Footprint



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

Single-Family Detached Market Overview

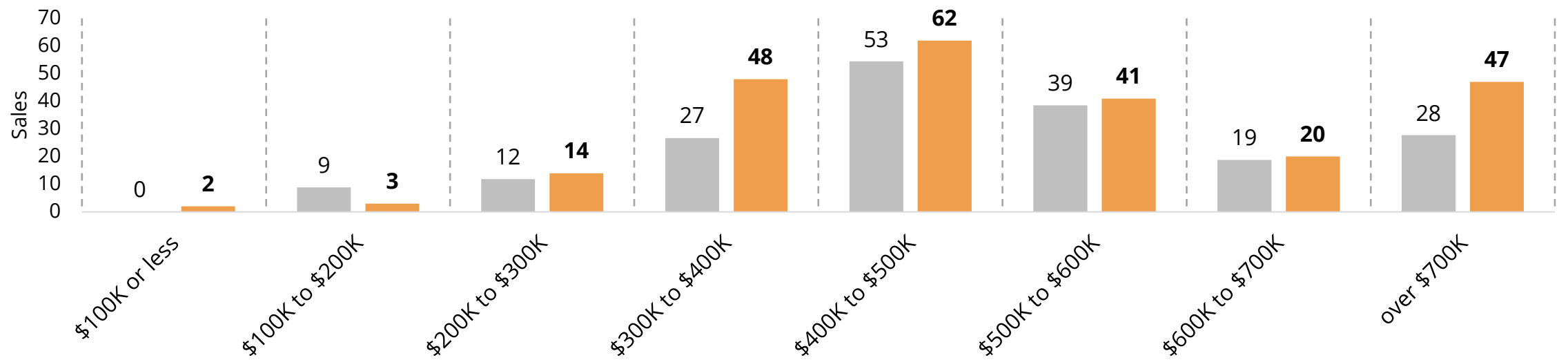


Key Metrics	2-year Trends		Mar-25	Mar-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Mar-24	Mar-26						
Sales			187	237	26.7%	472	513	8.7%
Pending Sales			233	247	6.0%	534	602	12.7%
New Listings			351	416	18.5%	822	957	16.4%
Average List Price			\$526,176	\$542,013	3.0%	\$517,269	\$527,097	1.9%
Average Sales Price			\$523,236	\$536,965	2.6%	\$516,167	\$520,291	0.8%
Median Sales Price			\$480,000	\$490,000	2.1%	\$469,975	\$475,000	1.1%
Average Price Per Square Foot			\$218	\$227	4.3%	\$220	\$226	2.7%
Sold Dollar Volume (in millions)			\$97.8	\$127.3	30.1%	\$241.1	\$267.0	10.7%
Average Sold/Ask Price Ratio			99.7%	99.2%	-0.5%	99.8%	98.9%	-0.9%
Average Days on Market			40	52	31.9%	38	54	43.2%
Median Days on Market			15	25	66.7%	16	32	100.0%
Active Listings			543	715	31.7%	n/a	n/a	n/a
Months of Supply			2.6	3.2	25.6%	n/a	n/a	n/a

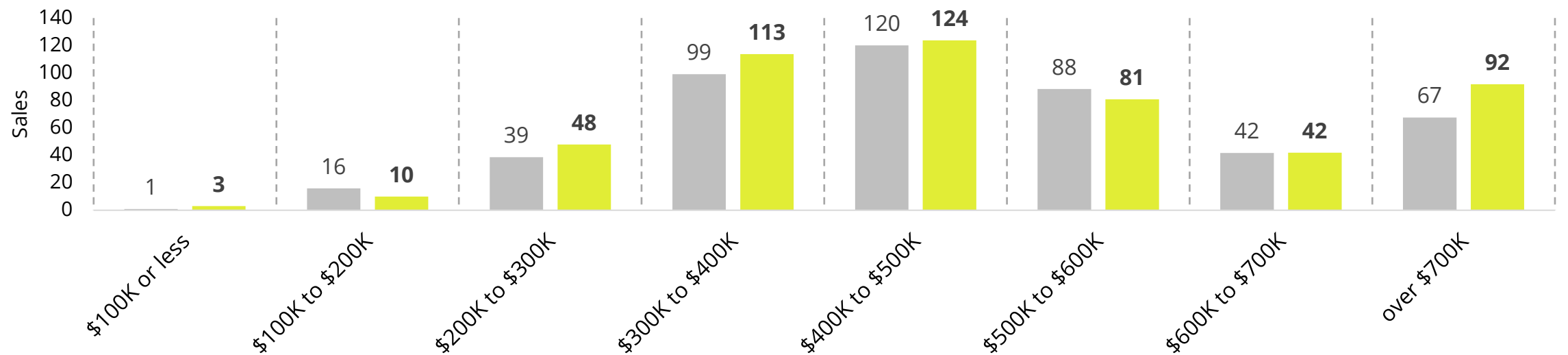
Single-Family Detached Market by Price Range



Sales by Price Range, Current Month, WAAR Footprint



Sales by Price Range, Year-to-Date, WAAR Footprint



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

Townhome & Condo Market Overview

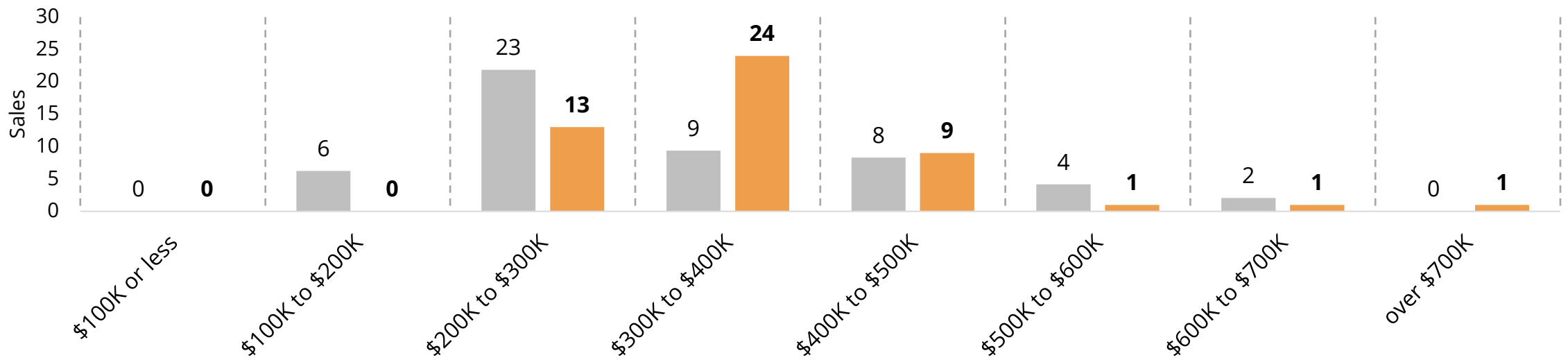


Key Metrics	2-year Trends		Mar-25	Mar-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Mar-24	Mar-26						
Sales			52	49	-5.8%	109	115	5.5%
Pending Sales			40	48	20.0%	99	107	8.1%
New Listings			89	70	-21.3%	183	211	15.3%
Average List Price			\$338,260	\$367,321	8.6%	\$337,069	\$363,751	7.9%
Average Sales Price			\$335,184	\$367,170	9.5%	\$333,954	\$359,551	7.7%
Median Sales Price			\$294,995	\$340,000	15.3%	\$322,140	\$335,000	4.0%
Average Price Per Square Foot			\$199	\$213	6.8%	\$196	\$216	10.4%
Sold Dollar Volume (in millions)			\$17.4	\$18.0	3.2%	\$36.5	\$41.3	13.4%
Average Sold/Ask Price Ratio			98.8%	100.1%	1.3%	98.9%	98.9%	0.0%
Average Days on Market			24	43	80.3%	30	47	58.0%
Median Days on Market			8	23	187.5%	13	26	100.0%
Active Listings			135	173	28.1%	n/a	n/a	n/a
Months of Supply			2.6	3.4	29.4%	n/a	n/a	n/a

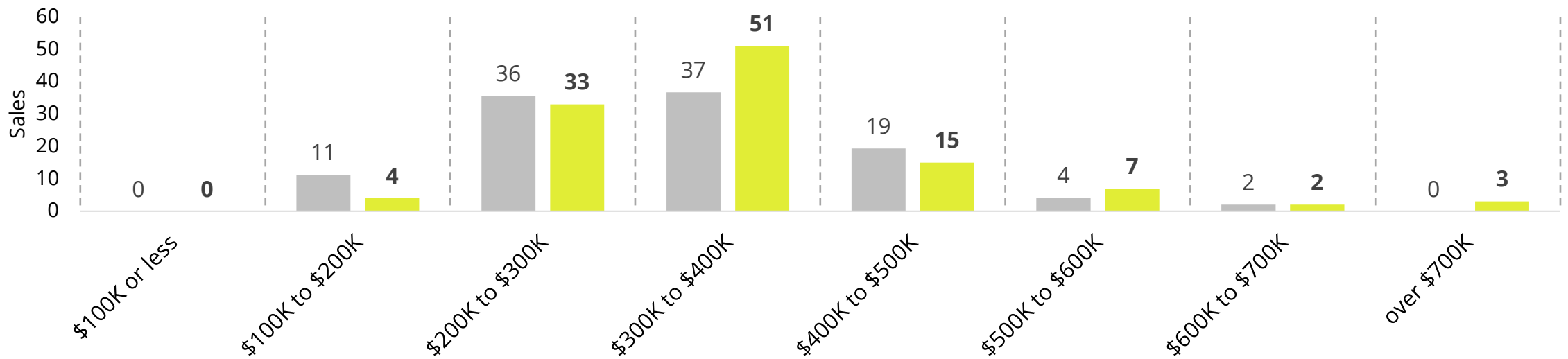
Townhome & Condo Market by Price Range



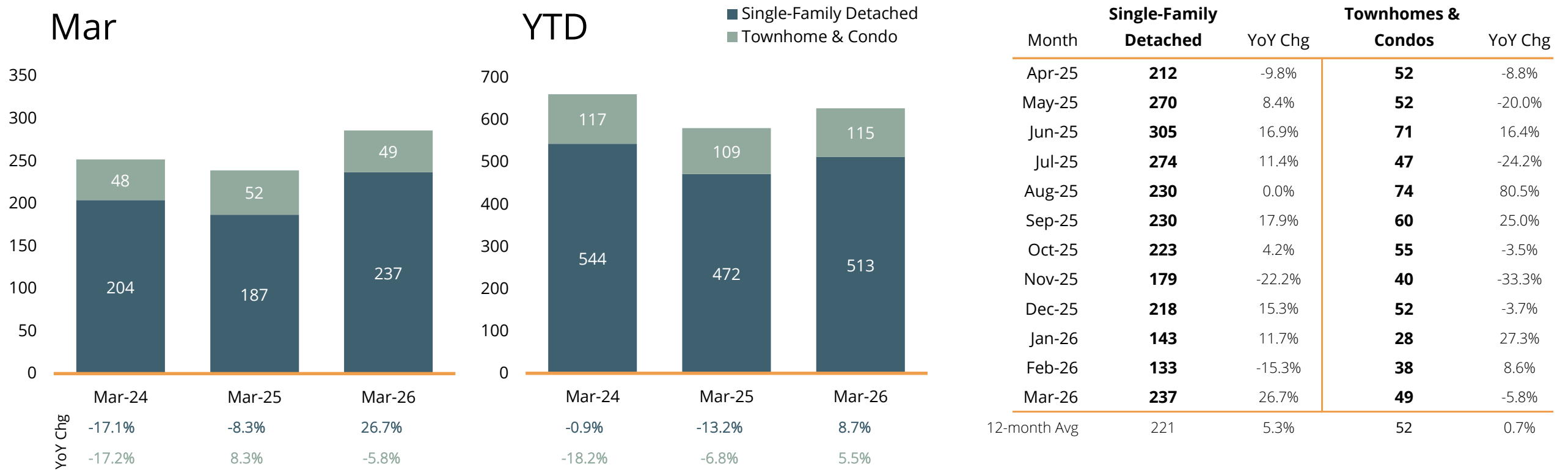
Sales by Price Range, Current Month, WAAR Footprint



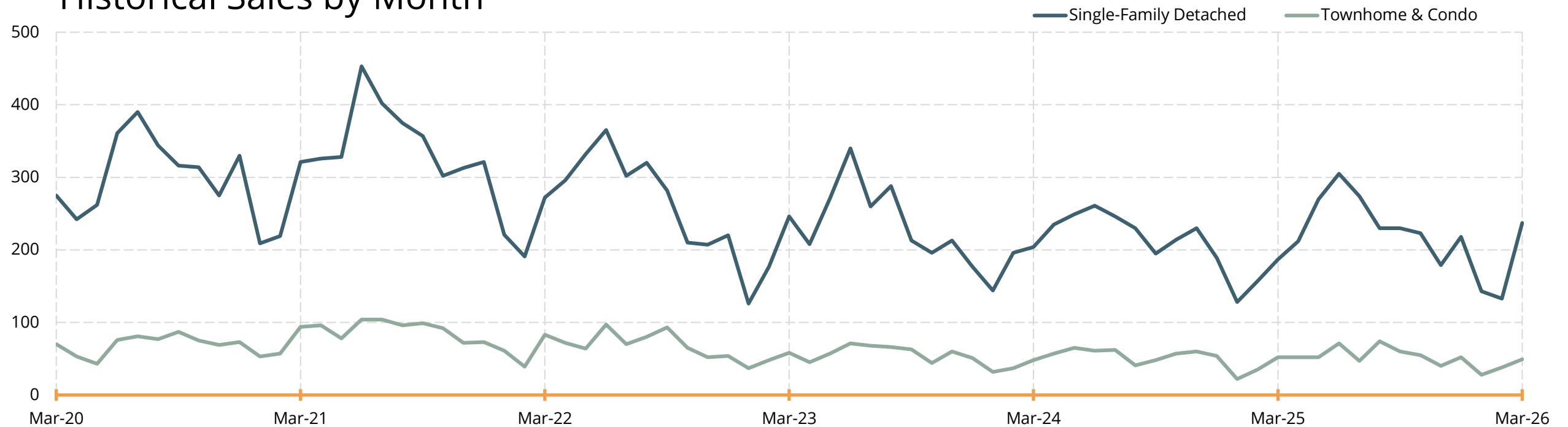
Sales by Price Range, Year-to-Date, WAAR Footprint



Sales

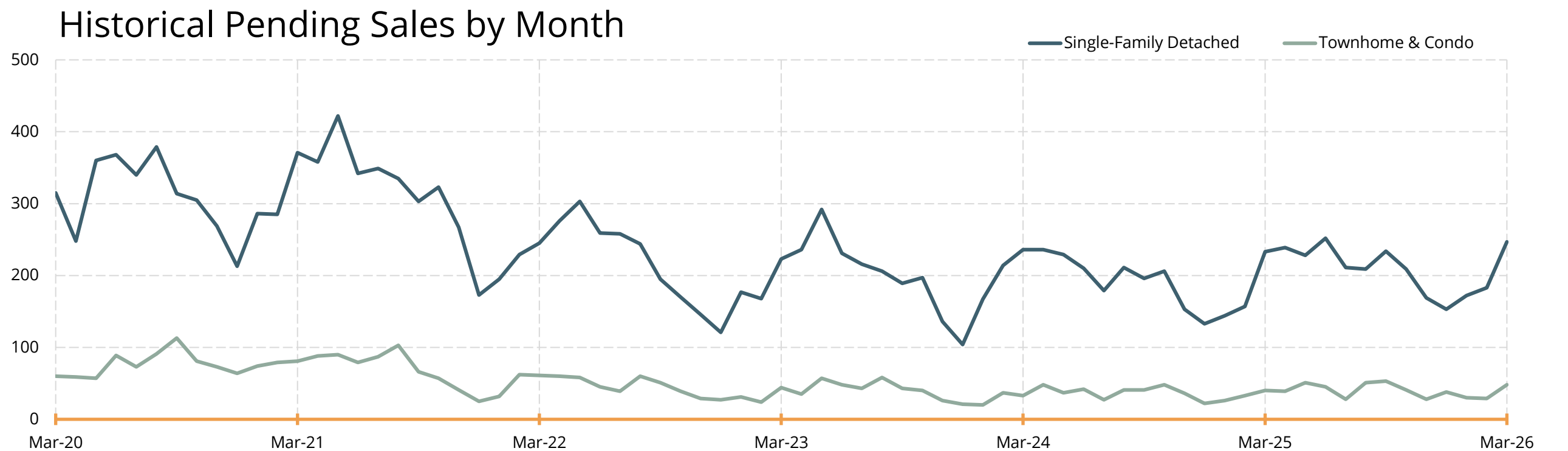
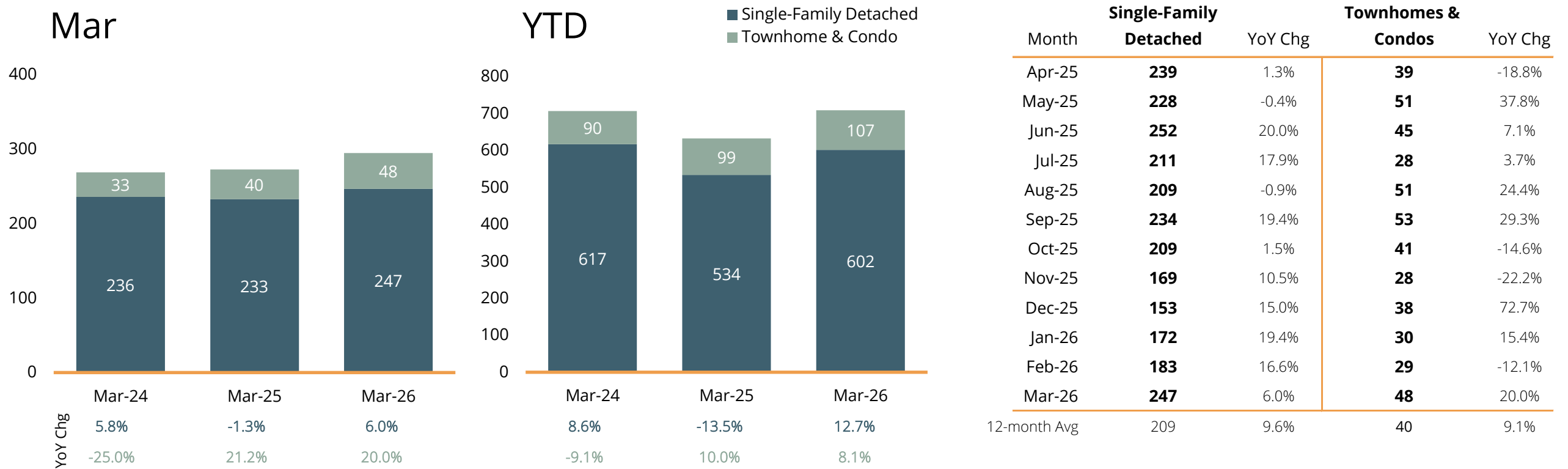


Historical Sales by Month



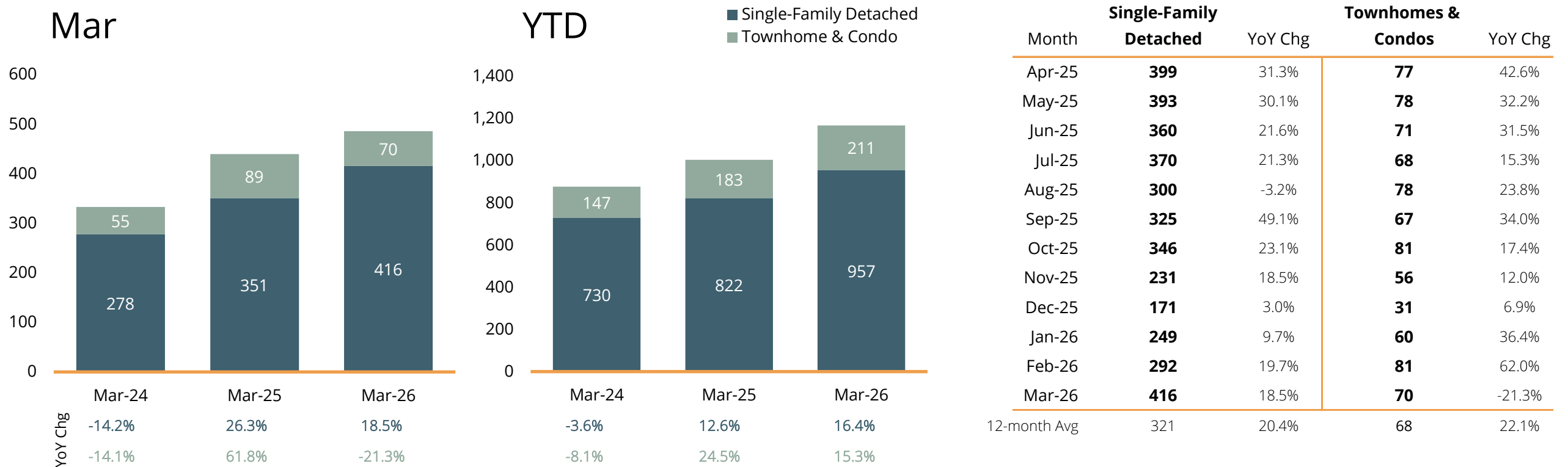
Source: Virginia REALTORS®, data accessed April 15, 2026

Pending Sales

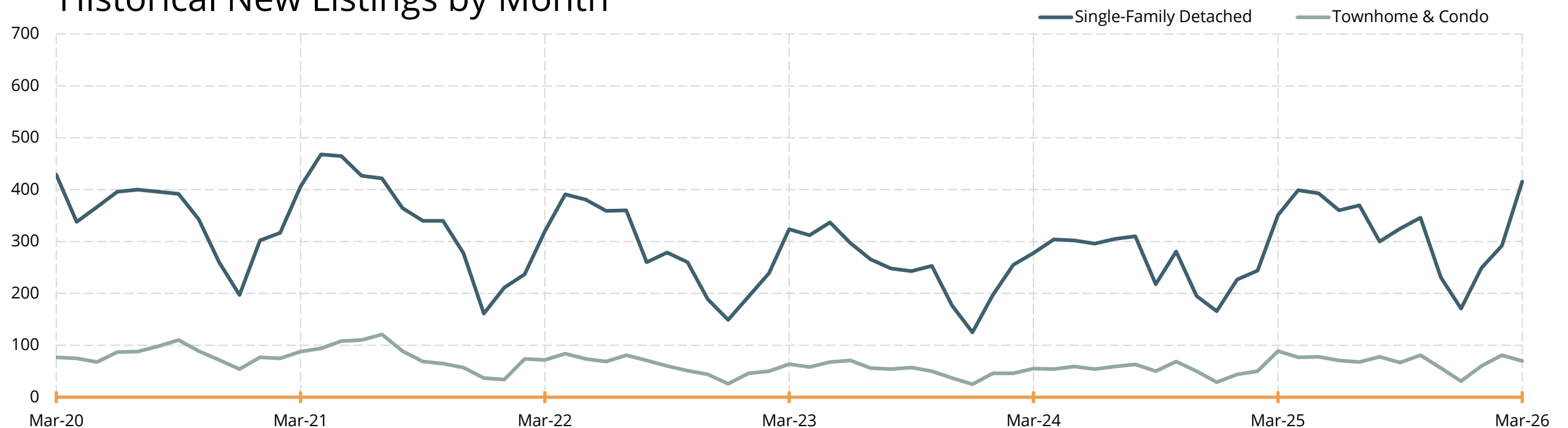


Source: Virginia REALTORS®, data accessed April 15, 2026

New Listings

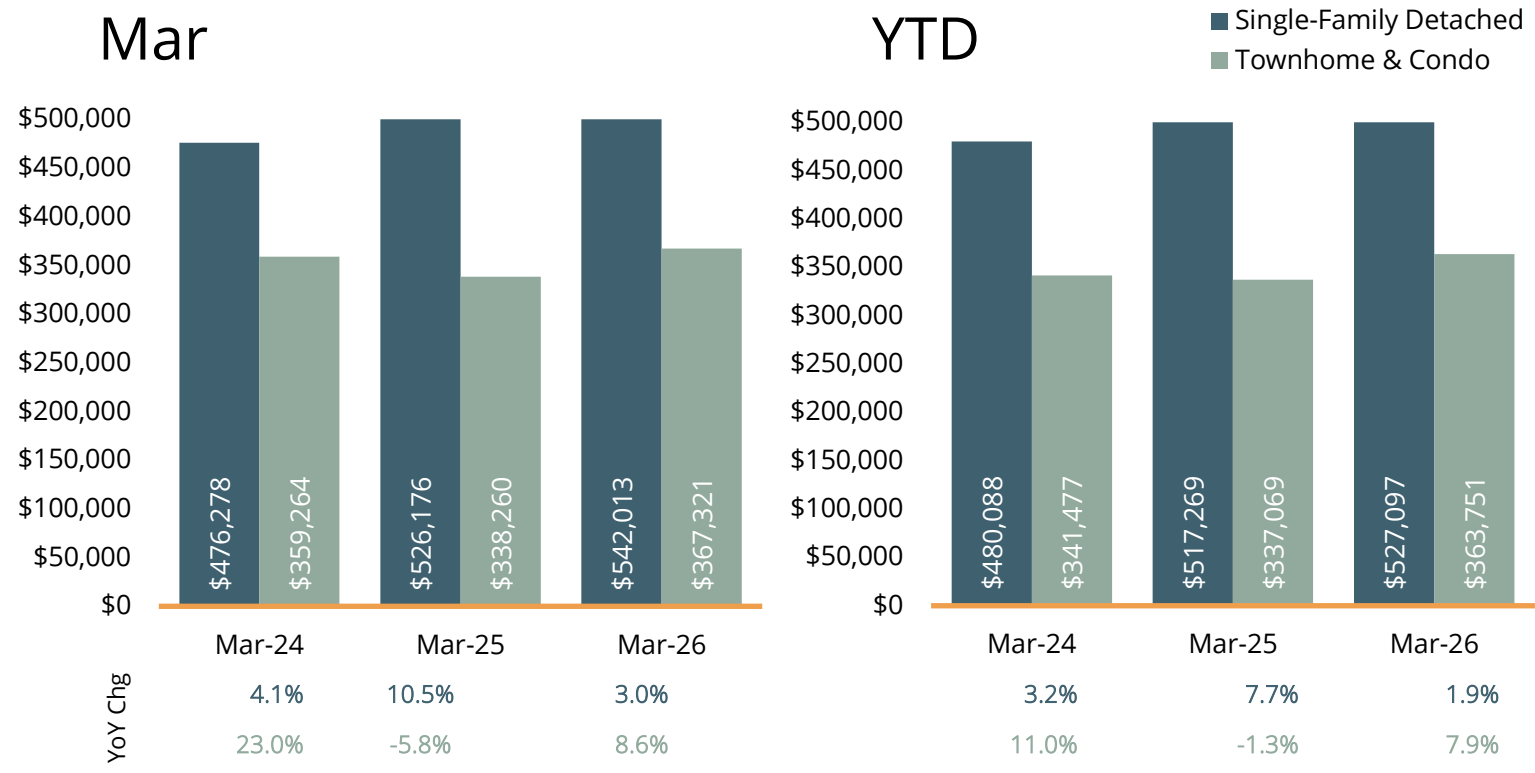


Historical New Listings by Month



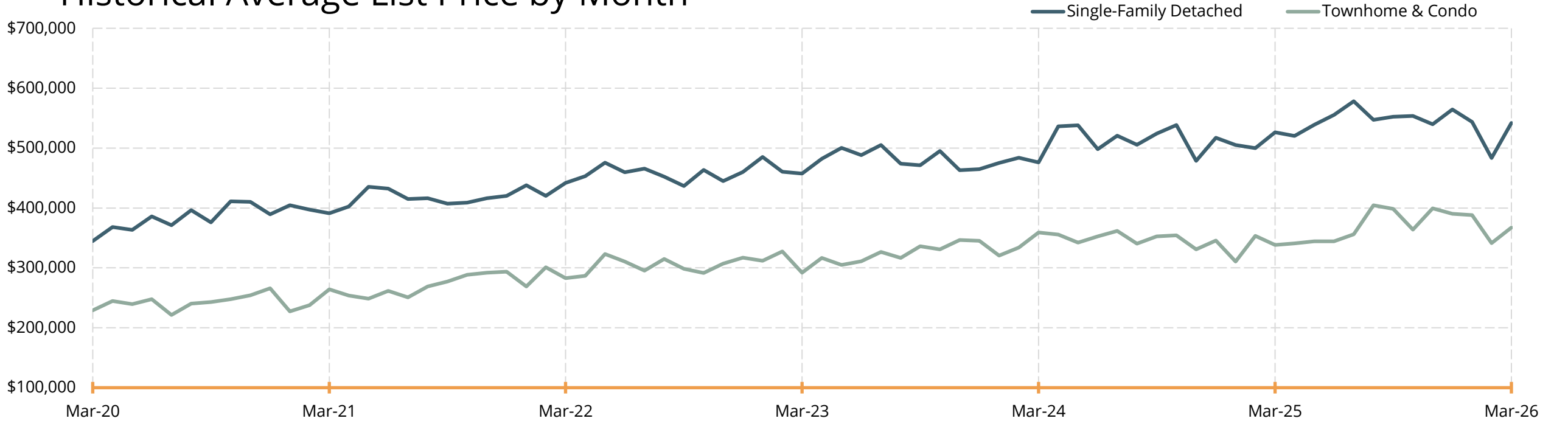
Source: Virginia REALTORS®, data accessed April 15, 2026

Average List Price



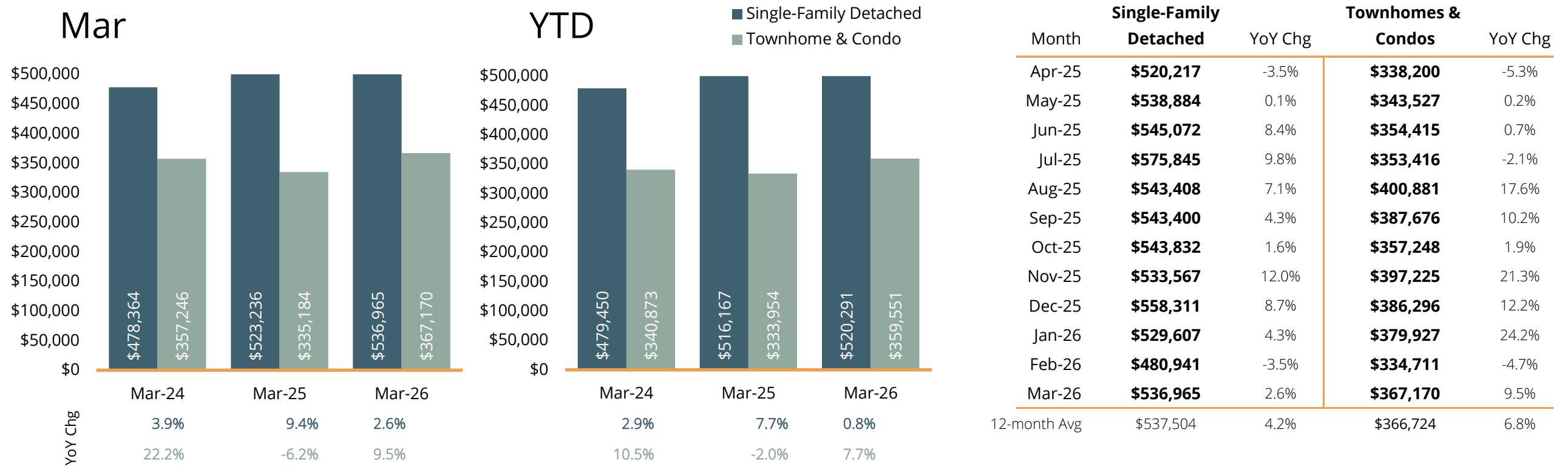
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Apr-25	\$520,424	-2.9%	\$340,790	-4.2%
May-25	\$538,745	0.1%	\$344,370	0.6%
Jun-25	\$555,413	11.5%	\$344,370	-2.4%
Jul-25	\$578,227	11.0%	\$356,279	-1.5%
Aug-25	\$547,379	8.3%	\$404,529	18.9%
Sep-25	\$552,173	5.4%	\$398,532	13.0%
Oct-25	\$553,502	2.8%	\$364,076	2.8%
Nov-25	\$539,872	12.8%	\$399,240	20.6%
Dec-25	\$564,305	9.1%	\$390,420	12.9%
Jan-26	\$543,553	7.6%	\$387,954	25.0%
Feb-26	\$483,252	-3.4%	\$341,313	-3.4%
Mar-26	\$542,013	3.0%	\$367,321	8.6%
12-month Avg	\$543,238	5.3%	\$369,933	7.3%

Historical Average List Price by Month

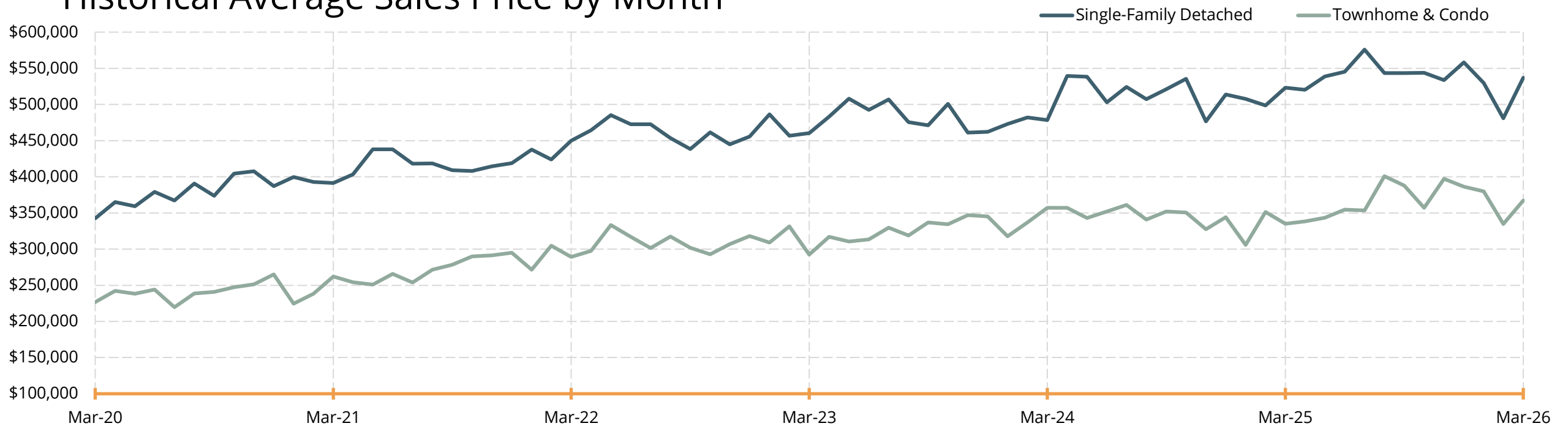


Source: Virginia REALTORS®, data accessed April 15, 2026

Average Sales Price

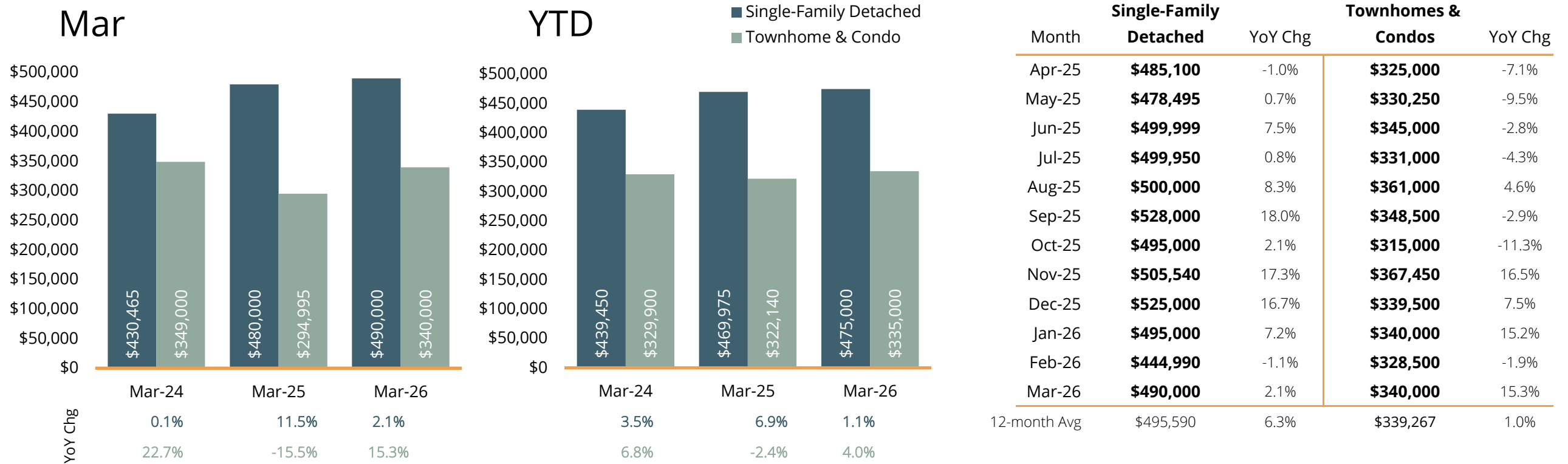


Historical Average Sales Price by Month



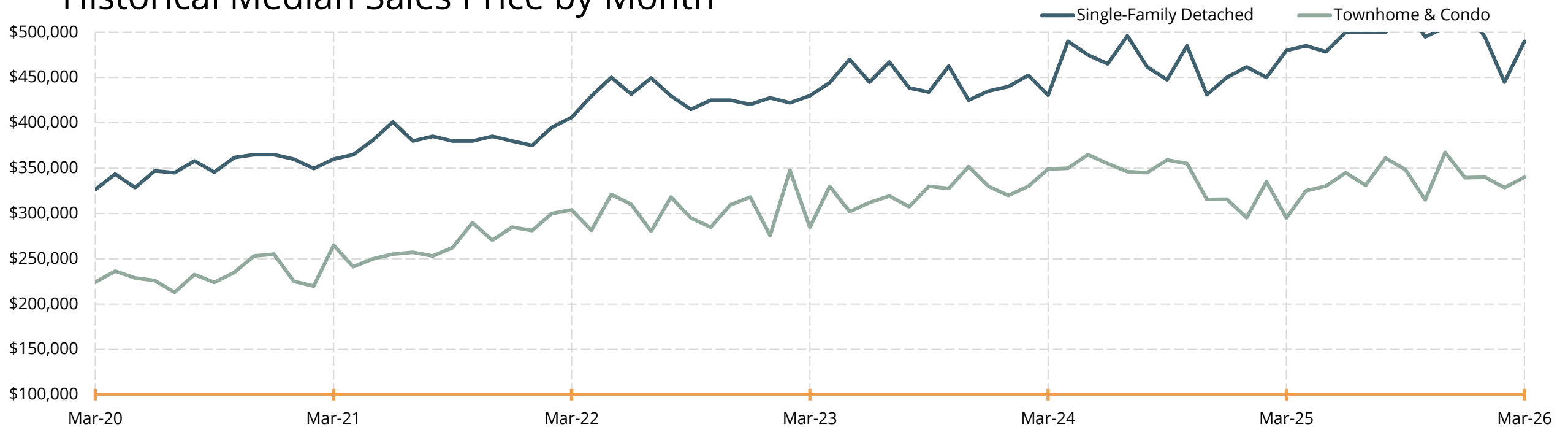
Source: Virginia REALTORS®, data accessed April 15, 2026

Median Sales Price



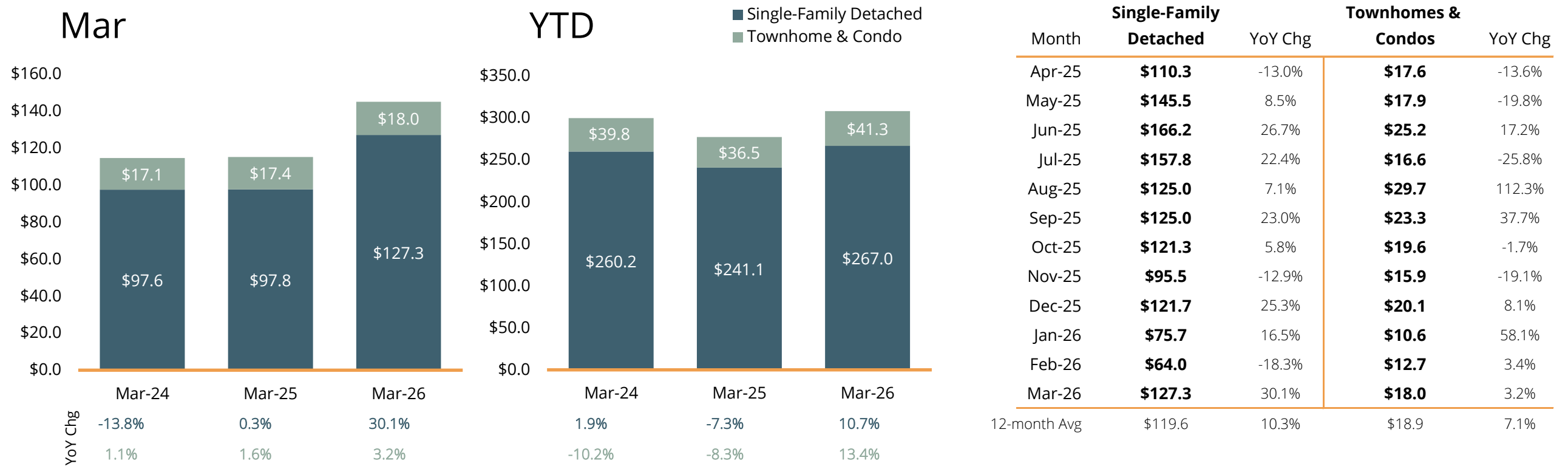
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-25	\$485,100	-1.0%	\$325,000	-7.1%
May-25	\$478,495	0.7%	\$330,250	-9.5%
Jun-25	\$499,999	7.5%	\$345,000	-2.8%
Jul-25	\$499,950	0.8%	\$331,000	-4.3%
Aug-25	\$500,000	8.3%	\$361,000	4.6%
Sep-25	\$528,000	18.0%	\$348,500	-2.9%
Oct-25	\$495,000	2.1%	\$315,000	-11.3%
Nov-25	\$505,540	17.3%	\$367,450	16.5%
Dec-25	\$525,000	16.7%	\$339,500	7.5%
Jan-26	\$495,000	7.2%	\$340,000	15.2%
Feb-26	\$444,990	-1.1%	\$328,500	-1.9%
Mar-26	\$490,000	2.1%	\$340,000	15.3%
12-month Avg	\$495,590	6.3%	\$339,267	1.0%

Historical Median Sales Price by Month

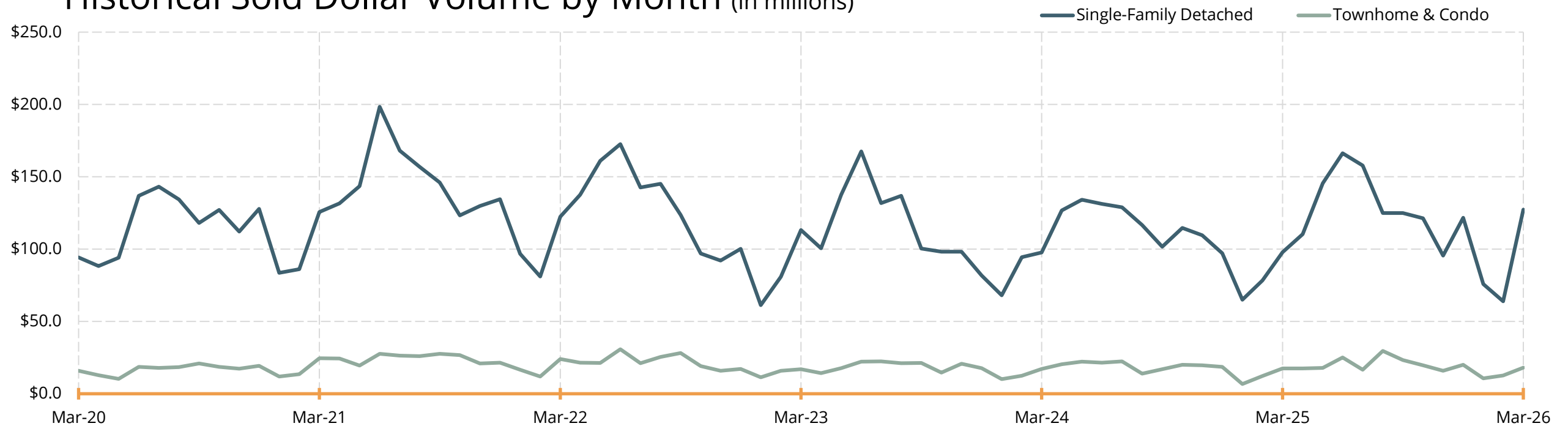


Source: Virginia REALTORS®, data accessed April 15, 2026

Sold Dollar Volume (in millions)

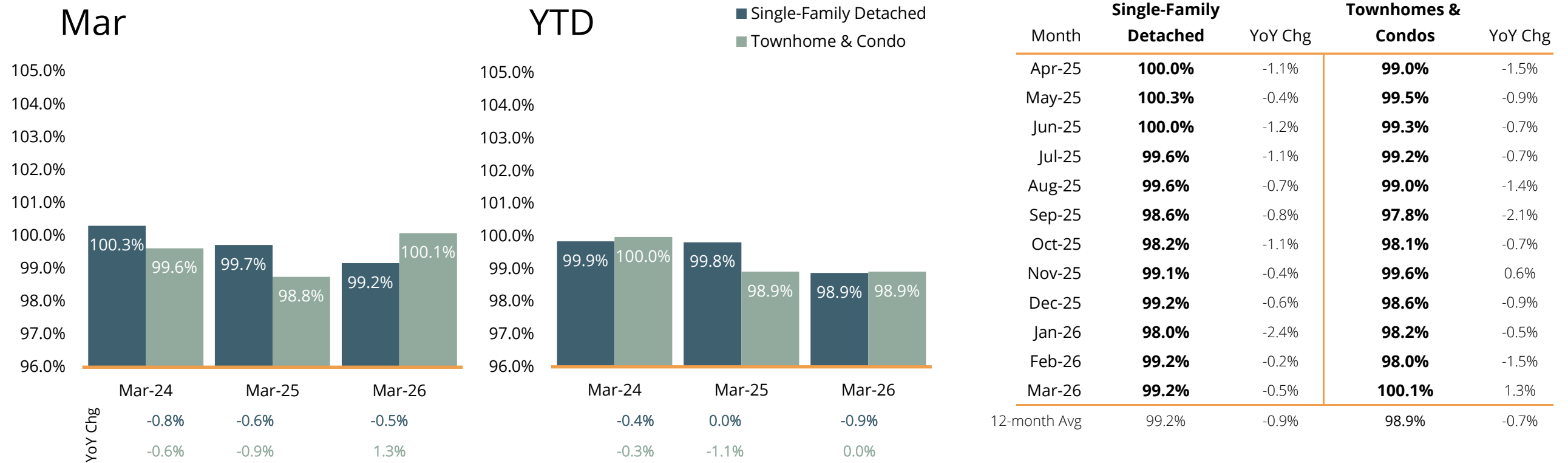


Historical Sold Dollar Volume by Month (in millions)

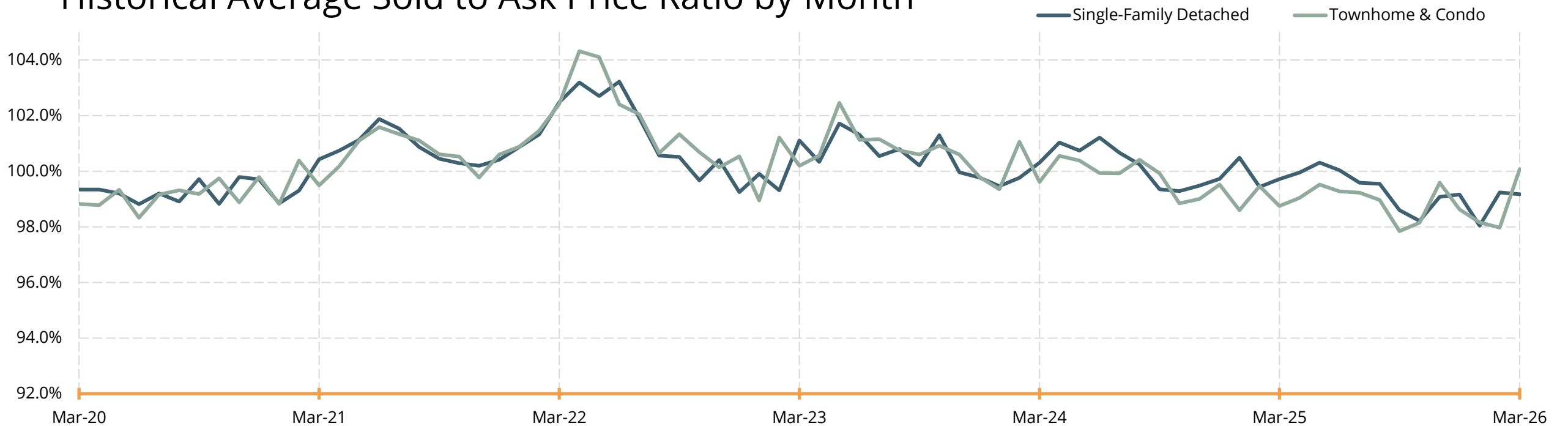


Source: Virginia REALTORS®, data accessed April 15, 2026

Average Sold to Ask Price Ratio

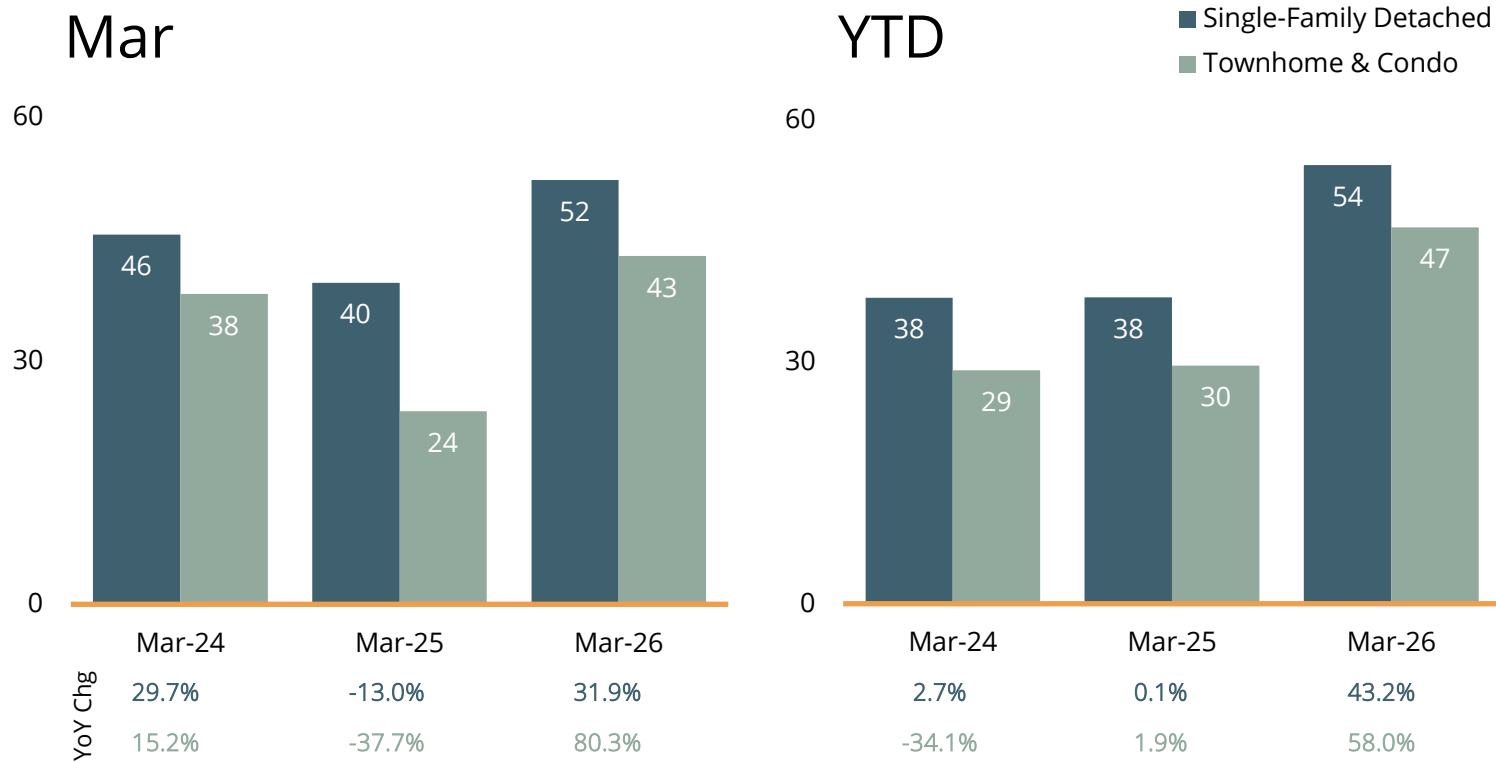


Historical Average Sold to Ask Price Ratio by Month



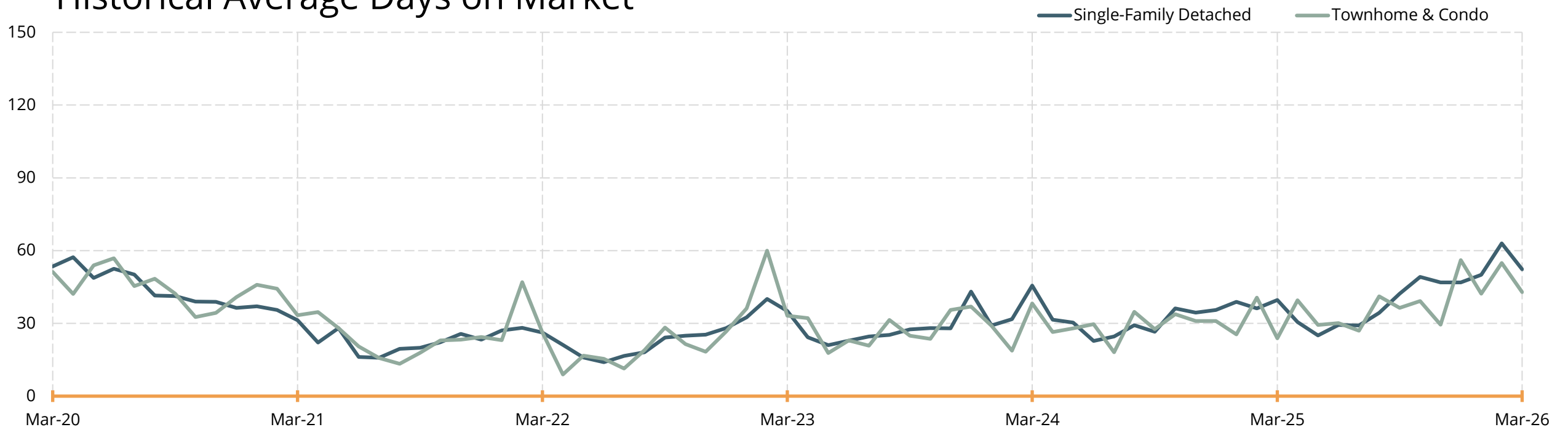
Source: Virginia REALTORS®, data accessed April 15, 2026

Average Days on Market



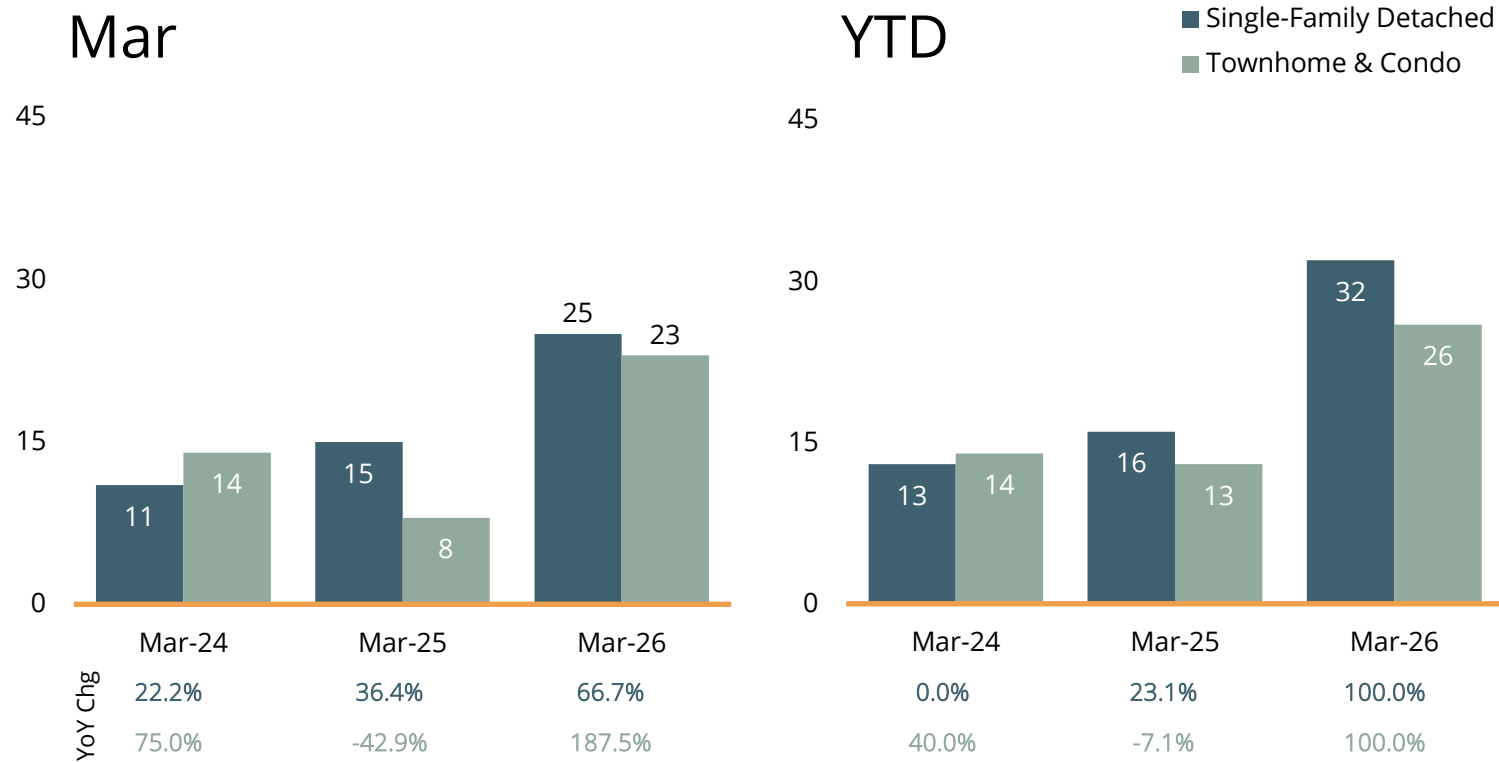
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Apr-25	30	-3.1%	40	49.5%
May-25	25	-17.5%	29	5.0%
Jun-25	29	29.1%	30	1.3%
Jul-25	29	18.7%	27	49.1%
Aug-25	34	17.1%	41	18.4%
Sep-25	42	59.4%	36	31.8%
Oct-25	49	35.9%	39	15.9%
Nov-25	47	36.3%	29	-5.1%
Dec-25	47	32.1%	56	81.1%
Jan-26	50	28.7%	42	65.5%
Feb-26	63	74.2%	55	35.1%
Mar-26	52	31.9%	43	80.3%
12-month Avg	42	29.4%	39	33.7%

Historical Average Days on Market



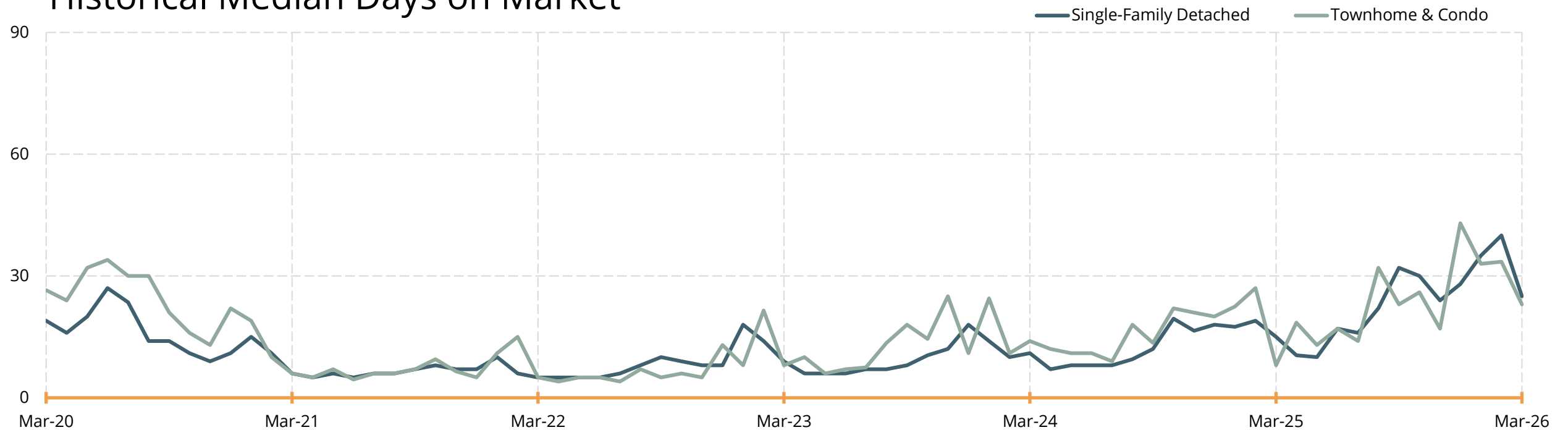
Source: Virginia REALTORS®, data accessed April 15, 2026

Median Days on Market



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-25	32	166.7%	23	70.4%
Oct-25	30	53.8%	26	18.2%
Nov-25	24	45.5%	17	-19.0%
Dec-25	28	55.6%	43	115.0%
Jan-26	35	100.0%	33	46.7%
Feb-26	40	110.5%	34	24.1%
Mar-26	25	66.7%	23	187.5%
12-month Avg	24	83.2%	24	50.3%

Historical Median Days on Market

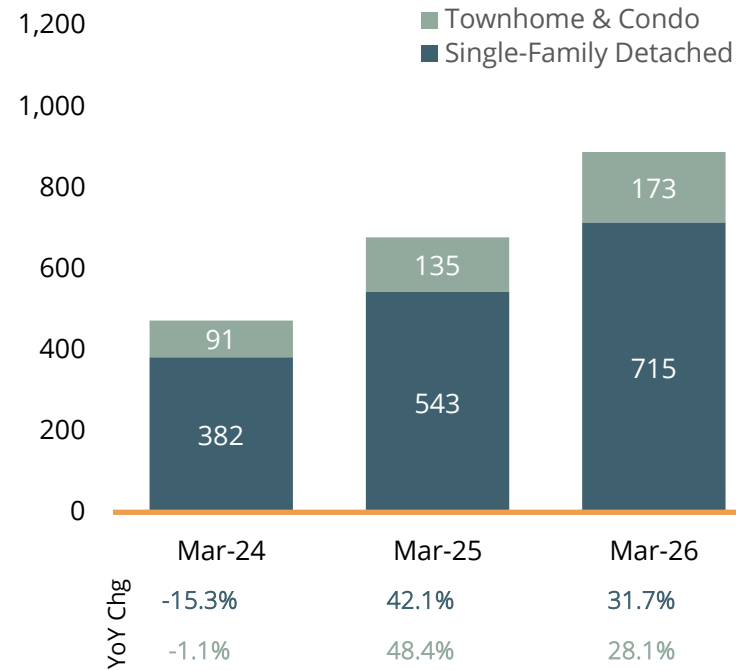


Source: Virginia REALTORS®, data accessed April 15, 2026

Active Listings

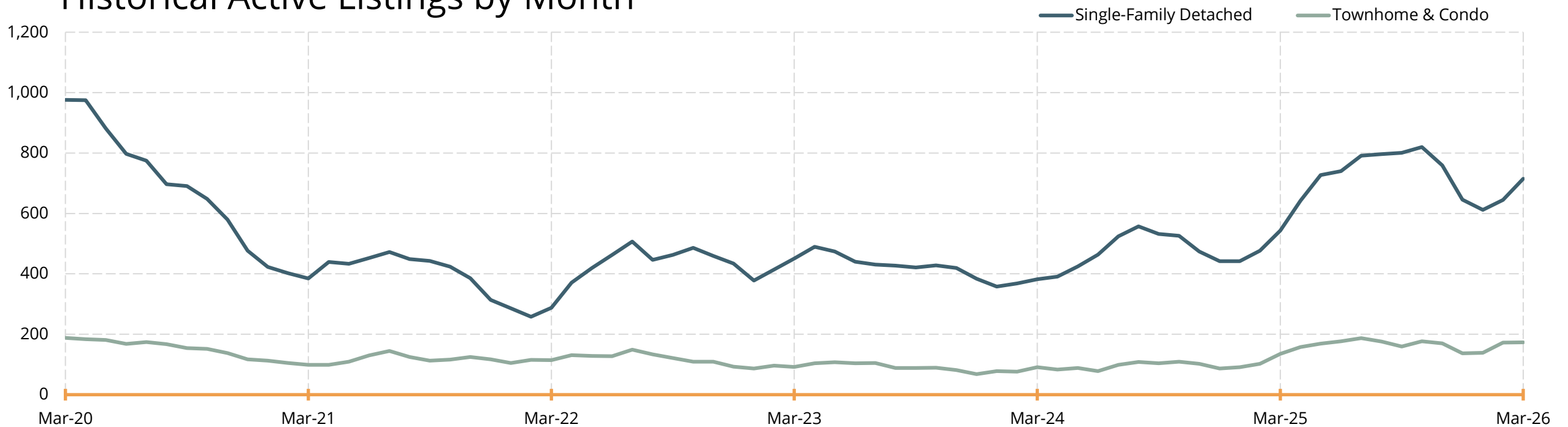


Mar



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-25	801	50.6%	159	52.9%
Oct-25	820	55.9%	177	62.4%
Nov-25	759	60.1%	170	66.7%
Dec-25	646	46.2%	137	57.5%
Jan-26	612	38.5%	139	52.7%
Feb-26	645	35.2%	172	68.6%
Mar-26	715	31.7%	173	28.1%
12-month Avg	725	50.0%	166	68.1%

Historical Active Listings by Month

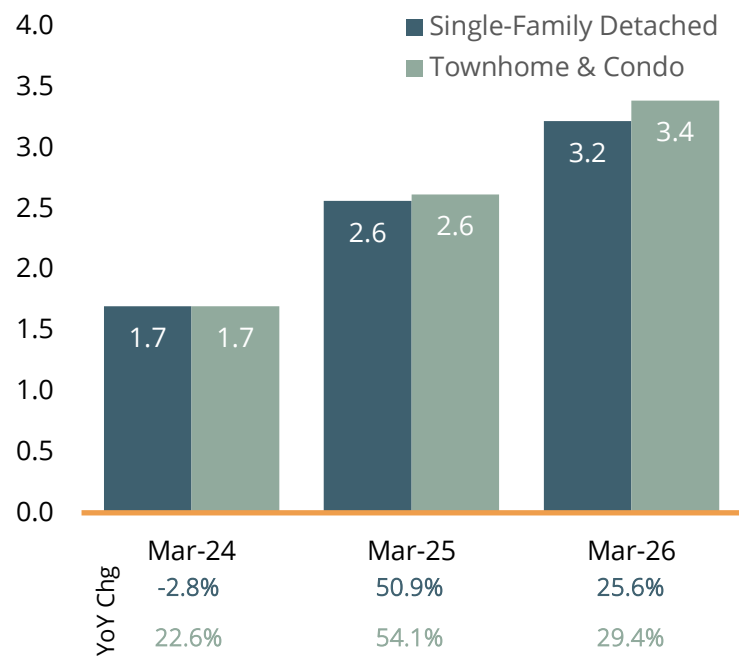


Source: Virginia REALTORS®, data accessed April 15, 2026

Months of Supply

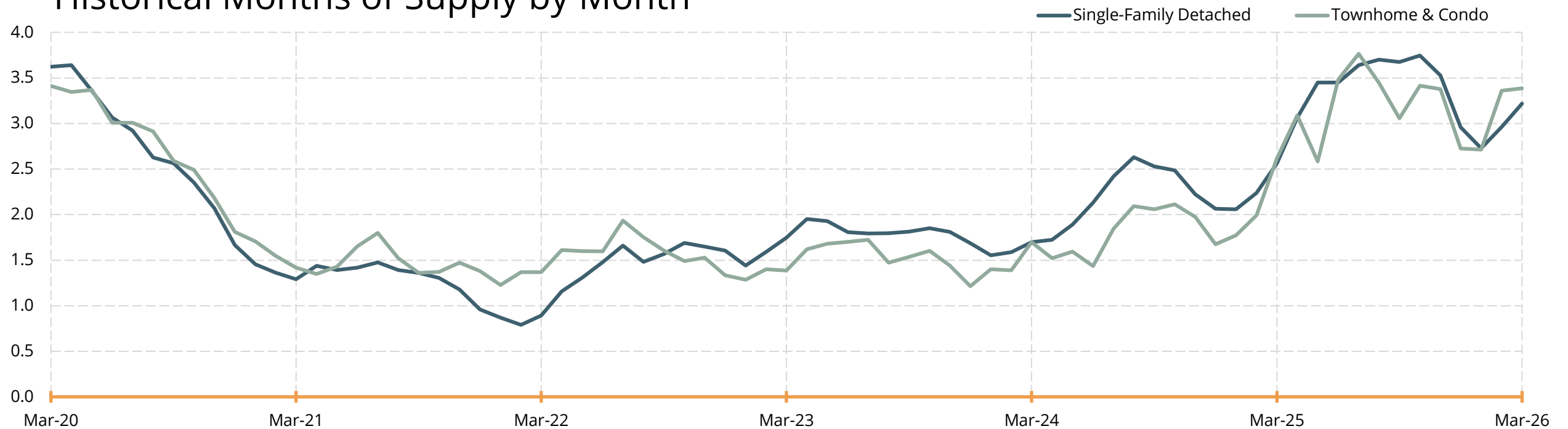


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Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Apr-25	3.1	77.8%	3.1	103.1%
May-25	3.4	82.5%	2.6	62.1%
Jun-25	3.4	62.0%	3.5	142.5%
Jul-25	3.6	50.5%	3.8	104.1%
Aug-25	3.7	40.7%	3.4	64.6%
Sep-25	3.7	45.3%	3.1	48.5%
Oct-25	3.7	50.7%	3.4	61.6%
Nov-25	3.5	58.7%	3.4	71.1%
Dec-25	3.0	43.5%	2.7	62.7%
Jan-26	2.7	32.5%	2.7	53.1%
Feb-26	3.0	32.4%	3.4	68.6%
Mar-26	3.2	25.6%	3.4	29.4%
12-month Avg	3.3	48.9%	3.2	69.2%

Historical Months of Supply by Month



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

Area Overview - Total Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
James City County	226	223	-1.3%	105	131	24.8%	\$498,646	\$551,761	10.7%	\$475,000	\$475,000	0.0%	330	415	25.8%	2.7	3.3	21.9%
Williamsburg	37	14	-62.2%	20	9	-55.0%	\$402,075	\$444,144	10.5%	\$288,000	\$417,000	44.8%	52	57	9.6%	3.0	3.7	23.8%
York County	100	139	39.0%	73	89	21.9%	\$476,822	\$463,767	-2.7%	\$442,925	\$450,000	1.6%	151	233	54.3%	1.9	2.8	47.8%
New Kent County	70	100	42.9%	41	49	19.5%	\$489,446	\$493,393	0.8%	\$459,900	\$450,000	-2.2%	137	171	24.8%	3.4	3.9	13.6%
Charles City County	7	10	42.9%	0	8	#DIV/0!	\$0	\$440,313	#DIV/0!	\$0	\$349,500	#DIV/0!	8	12	50.0%	1.8	2.5	36.8%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price TYD			Median Sales Price TYD			Active Listings YTD		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
James City County	505	540	6.9%	260	279	7.3%	\$501,778	\$526,098	4.8%	\$450,500	\$470,000	4.3%	330	415	25.8%
Williamsburg	78	59	-24.4%	35	33	-5.7%	\$419,955	\$434,823	3.5%	\$384,000	\$379,000	-1.3%	52	57	9.6%
York County	220	303	37.7%	188	196	4.3%	\$481,252	\$450,304	-6.4%	\$442,925	\$424,999	-4.0%	151	233	54.3%
New Kent County	191	243	27.2%	95	107	12.6%	\$462,673	\$497,578	7.5%	\$429,975	\$449,999	4.7%	137	171	24.8%
Charles City County	11	23	109.1%	3	13	333.3%	\$283,500	\$438,192	54.6%	\$278,000	\$339,000	21.9%	8	12	50.0%

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

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
James City County	175	182	4.0%	76	104	36.8%	\$549,858	\$593,319	7.9%	\$547,975	\$506,595	-7.6%	251	318	26.7%	2.6	3.2	23.2%
Williamsburg	24	9	-62.5%	12	6	-50.0%	\$493,375	\$487,050	-1.3%	\$424,500	\$487,500	14.8%	32	32	0.0%	3.0	3.1	4.0%
York County	80	121	51.3%	61	71	16.4%	\$507,700	\$497,090	-2.1%	\$475,000	\$511,695	7.7%	126	191	51.6%	2.0	2.8	45.4%
New Kent County	65	94	44.6%	38	48	26.3%	\$504,359	\$496,192	-1.6%	\$462,470	\$451,330	-2.4%	126	162	28.6%	3.5	4.0	13.5%
Charles City County	7	10	42.9%	0	8	#DIV/0!	\$0	\$440,313	#DIV/0!	\$0	\$349,500	#DIV/0!	8	12	50.0%	1.8	2.5	36.8%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
James City County	404	416	3.0%	203	218	7.4%	\$542,230	\$567,861	4.7%	\$495,000	\$495,500	0.1%	251	318	26.7%
Williamsburg	52	36	-30.8%	22	20	-9.1%	\$499,976	\$473,469	-5.3%	\$465,000	\$414,500	-10.9%	32	32	0.0%
York County	182	253	39.0%	160	157	-1.9%	\$507,954	\$480,418	-5.4%	\$479,990	\$475,000	-1.0%	126	191	51.6%
New Kent County	173	229	32.4%	84	105	25.0%	\$482,287	\$500,609	3.8%	\$452,250	\$450,000	-0.5%	126	162	28.6%
Charles City County	11	23	109.1%	3	13	333.3%	\$283,500	\$438,192	54.6%	\$278,000	\$339,000	21.9%	8	12	50.0%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
James City County	51	41	-19.6%	29	27	-6.9%	\$364,436	\$391,683	7.5%	\$320,000	\$355,000	10.9%	79	97	22.8%	3.1	3.6	17.5%
Williamsburg	13	5	-61.5%	8	3	-62.5%	\$265,125	\$358,333	35.2%	\$181,500	\$373,000	105.5%	20	25	25.0%	3.0	4.9	63.9%
York County	20	18	-10.0%	12	18	50.0%	\$319,858	\$332,328	3.9%	\$324,000	\$335,000	3.4%	25	42	68.0%	1.6	2.6	60.1%
New Kent County	5	6	20.0%	3	1	-66.7%	\$300,542	\$359,000	19.5%	\$294,990	\$359,000	21.7%	11	9	-18.2%	2.8	2.9	3.9%
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



Geography	New Listings YTD			Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
James City County	101	124	22.8%	57	61	7.0%	\$352,475	\$376,848	6.9%	\$335,000	\$335,000	0.0%	79	97	22.8%
Williamsburg	26	23	-11.5%	13	13	0.0%	\$279,917	\$375,367	34.1%	\$204,000	\$373,000	82.8%	20	25	25.0%
York County	38	50	31.6%	28	39	39.3%	\$325,810	\$328,303	0.8%	\$335,000	\$334,900	0.0%	25	42	68.0%
New Kent County	18	14	-22.2%	11	2	-81.8%	\$322,107	\$338,500	5.1%	\$319,390	\$338,500	6.0%	11	9	-18.2%
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.

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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.