

# WAAR WILLIAMSBURG

## HOUSING MARKET REPORT

Q1-2026

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**



## Regional Market Dashboard

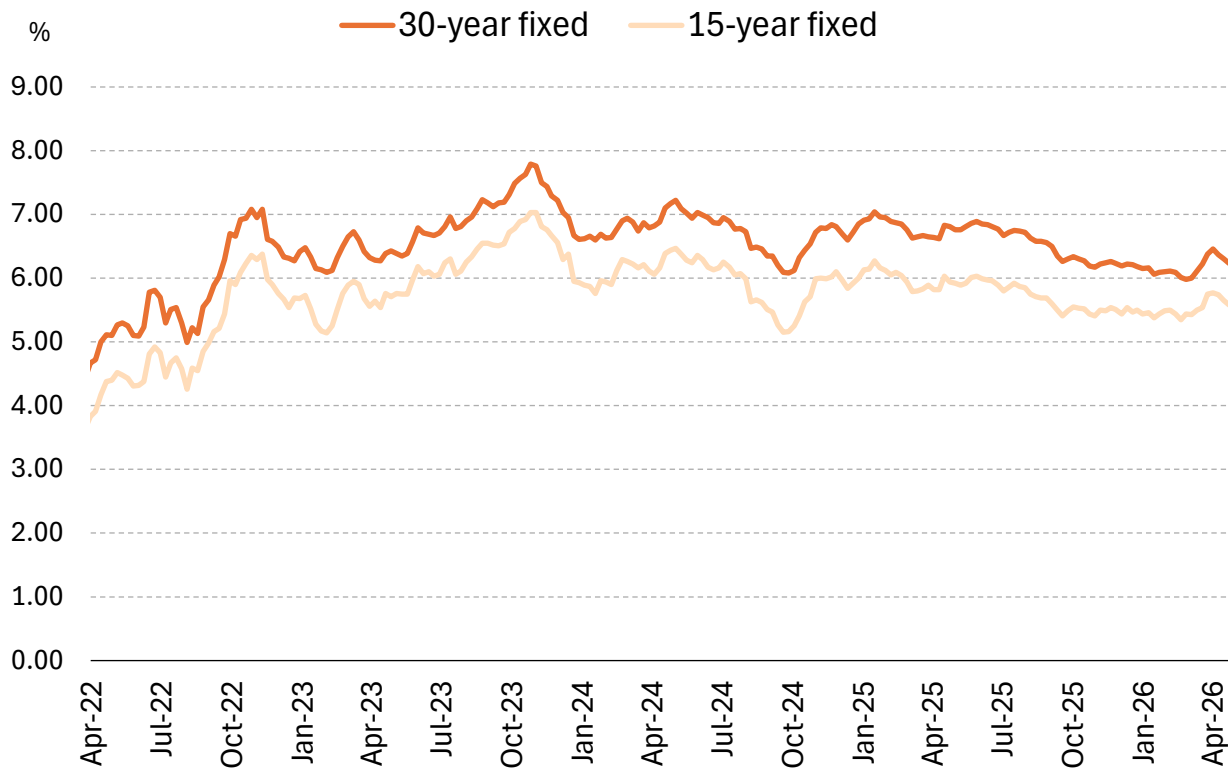
<i>WAAR Footprint</i>	<i>2026 - Q1</i>	<i>2025 - Q1</i>	<i>Change</i>
CLOSED SALES	628	581	8.1%
PENDING SALES	709	633	12.0%
MEDIAN SOLD PRICE	\$448,789	\$439,900	2.0%
SOLD DOLLAR VOLUME	\$308.3	\$277.6	11.1%
AVG. SOLD/LIST PRICE RATIO	98.9%	99.7%	-0.8% <small>(PERCENTAGE POINTS)</small>
MEDIAN DAYS ON MARKET	30	16	14 <small>(DAYS)</small>
ACTIVE LISTINGS	888	678	31.0%
MONTHS OF SUPPLY	3.2	2.6	0.7 <small>(MONTHS)</small>

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



# Mortgage Rate Tracker

Weekly Average	<b>April 23, 2026</b>	1 month ago	1 year ago
<b>30-YEAR FIXED MORTGAGE</b>	<b>6.23%</b>	6.22%	6.83%
<b>15-YEAR FIXED MORTGAGE</b>	<b>5.58%</b>	5.54%	6.03%



Source: Freddie Mac

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# *Williamsburg Region*

## HOUSING MARKET CONDITIONS



**1ST QUARTER**

**2026**

## Q1-2026 WAAR

# REGIONAL MARKET SUMMARY

**Market Activity:** The WAAR market experienced steady demand this quarter, resulting in higher sales activity. There were 628 home sales in the area, 47 more than the year before, increasing by 8%. Most of the local markets experienced a rise in sales with James City County (+7%) and New Kent County (+13%) having the biggest gains this quarter after falling at the end of last year. Pending sales activity continued to accelerate for the fourth consecutive quarter with all three of the region's largest markets experiencing a surge, the strongest of which was in York County (+21%). Williamsburg had a sharp drop in pending sales (-38%) compared to a year ago.

**Price Trends:** Home prices continue to climb overall in the region, but some local markets had a dip this quarter. The median home price inched up 2% with homes in the region selling for \$448,789 this quarter. There were median price gains in James City County and New Kent County, with both markets experiencing a 5% increase. Charles City County experienced a surge in the median sales price this quarter (+22%), but the median home price fell in Williamsburg (-10%). Regionwide, homes are selling slightly below the asking price, the average sold-to-list ratio in Q1 was 98.9%.

**Inventory Conditions:** Active listings continued to surge across the WAAR market. The first quarter ended with 888 total listings on the market, jumping 31%, which is 210 additional listings. Listings grew in all local markets but was concentrated in the region's two biggest markets - James City County (+26%) and York County (+54%) - which have been steadily climbing for the last several quarters. The months of supply increased again, going from 2.6 months to 3.2 months in the first quarter of this year.

**Outlook:** Market conditions are pointing towards a busier spring market in 2026 compared to last year. Listing growth has been consistently strong in the region over the past couple years, and if this trend holds into 2026, buyers in the market will have more options to choose from. Recent volatility in mortgage rates poses a risk of dampening sales activity, but, if rates continue to hover in the low-6% range coupled with the additional inventory, this could facilitate more home sales in the coming months.

**WAAR**

**REGIONAL MARKET SNAPSHOTS**

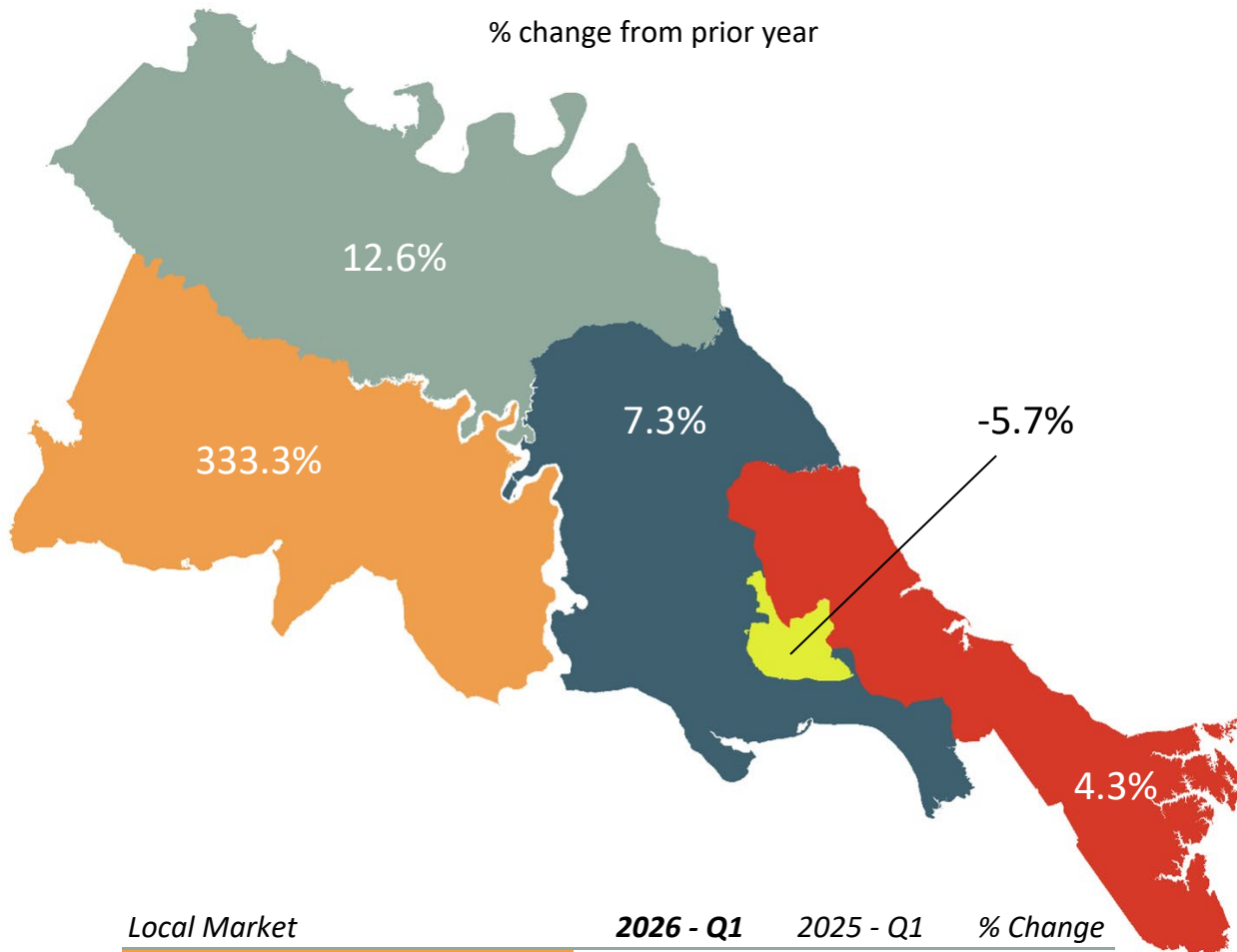


**1ST QUARTER**

**2026**

# WAAR Regional Market Snapshot

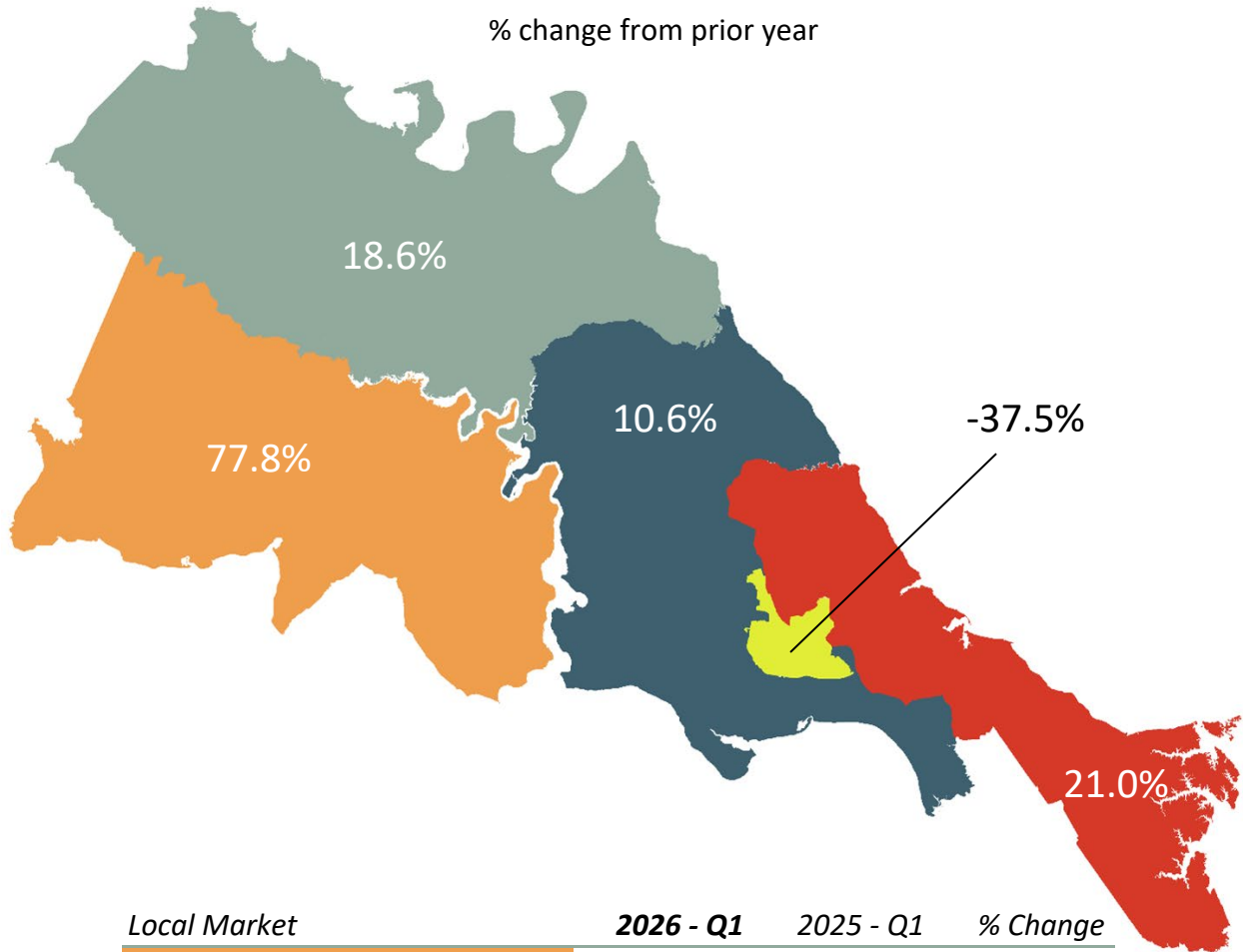
## CLOSED SALES



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

# 📍 WAAR Regional Market Snapshot

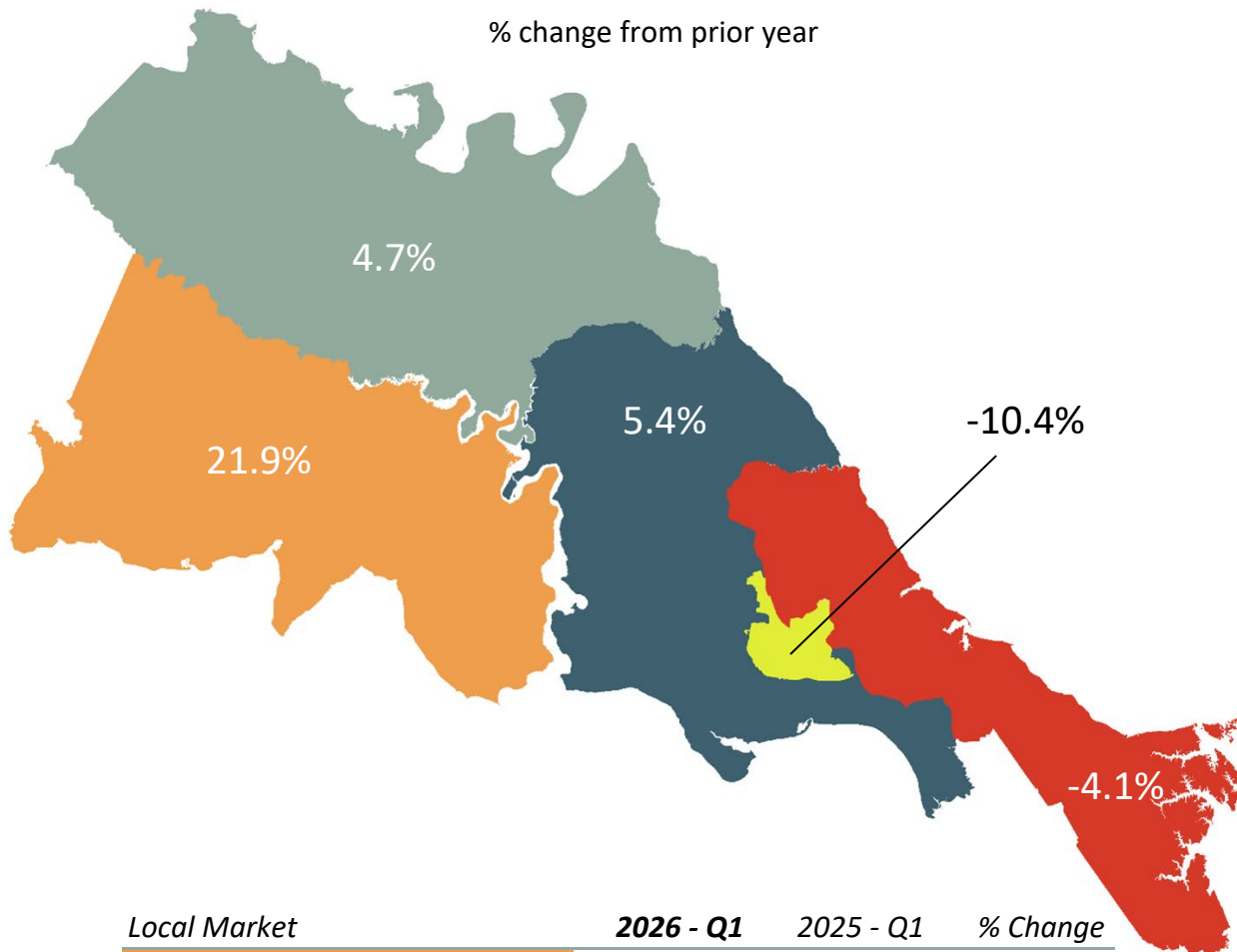
## PENDING SALES



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

 *WAAR Regional Market Snapshot*

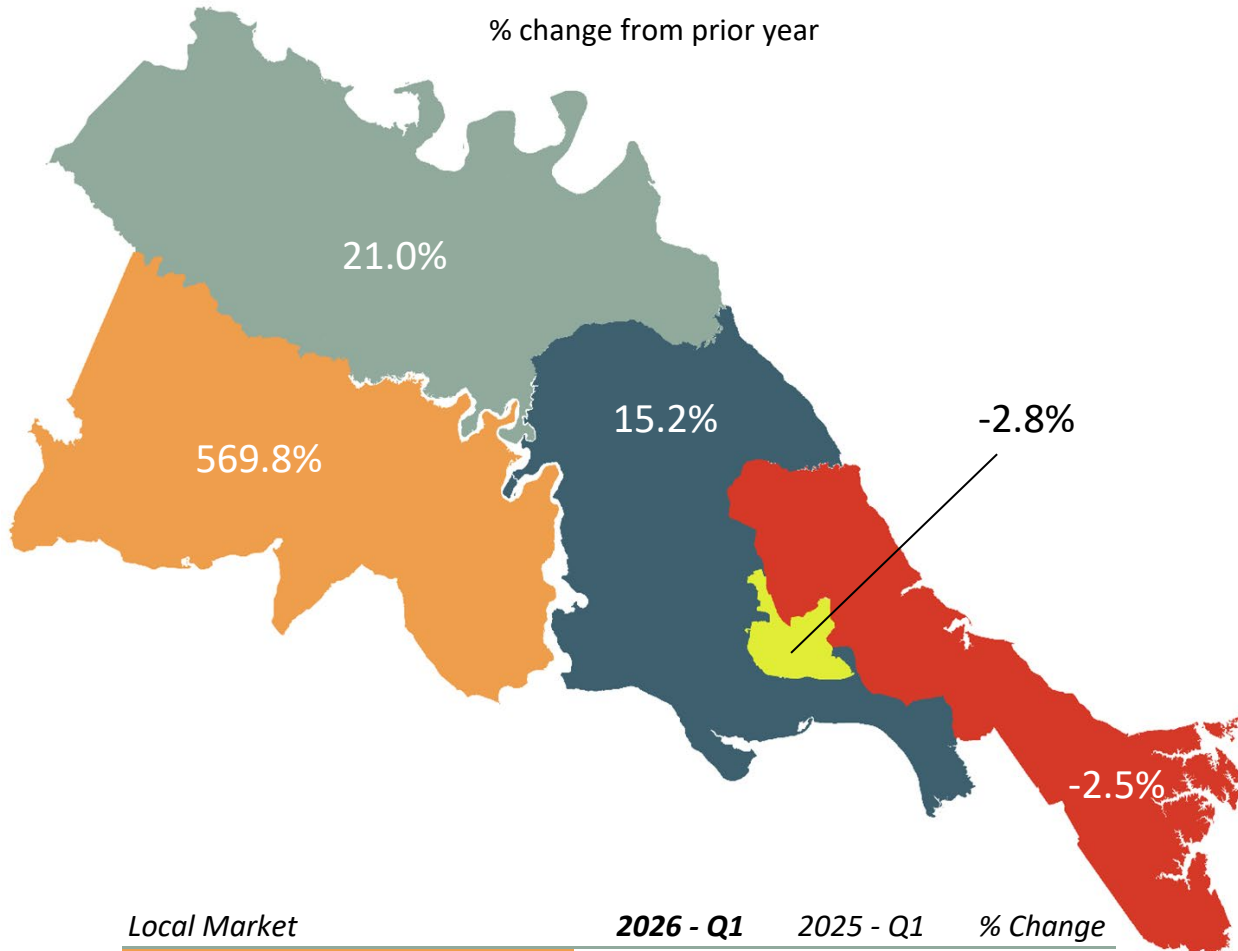
**MEDIAN SOLD PRICE**



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

# WAAR Regional Market Snapshot

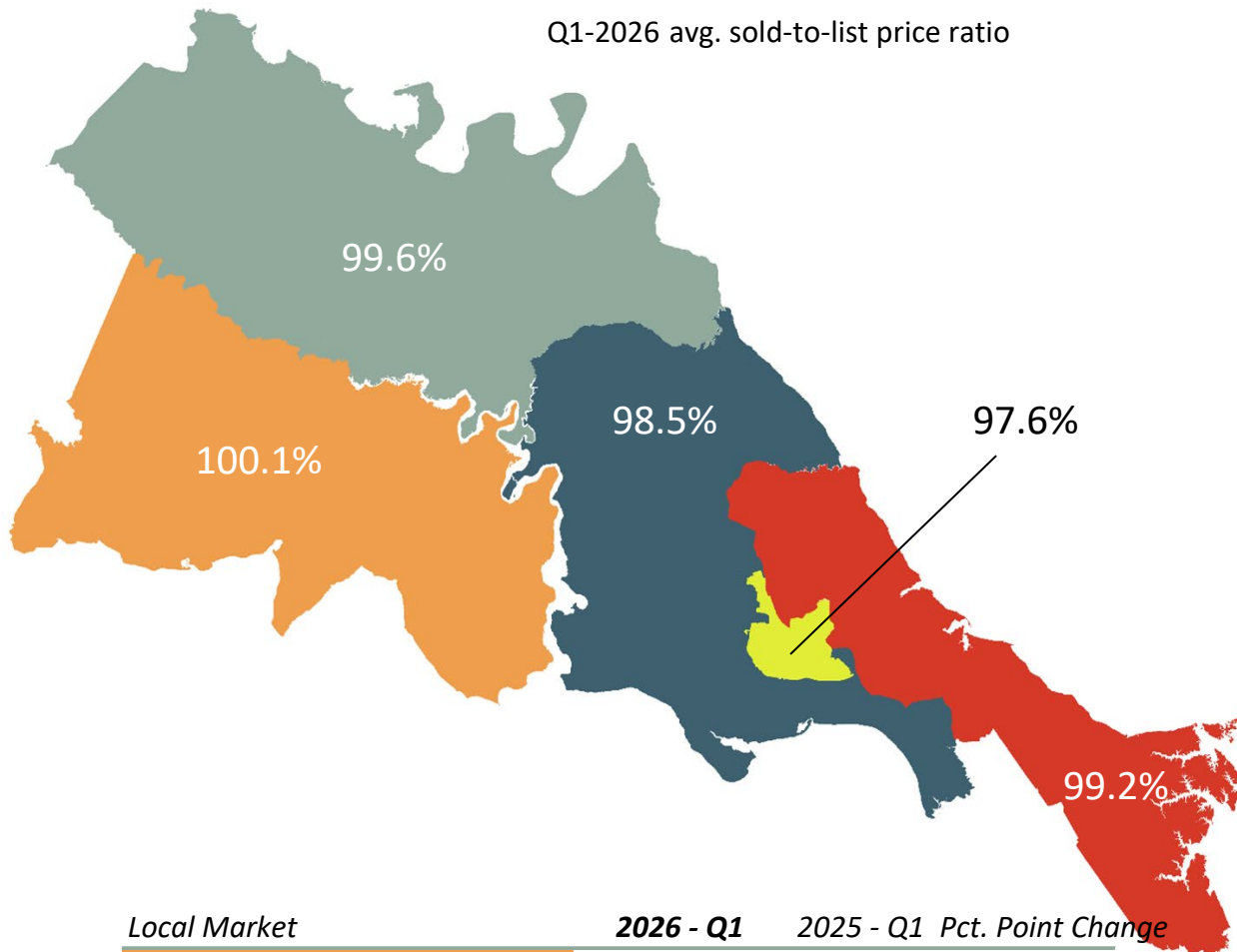
## SOLD DOLLAR VOLUME (in millions)



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

 *WAAR Regional Market Snapshot*

## AVERAGE SOLD-TO-LIST PRICE RATIO



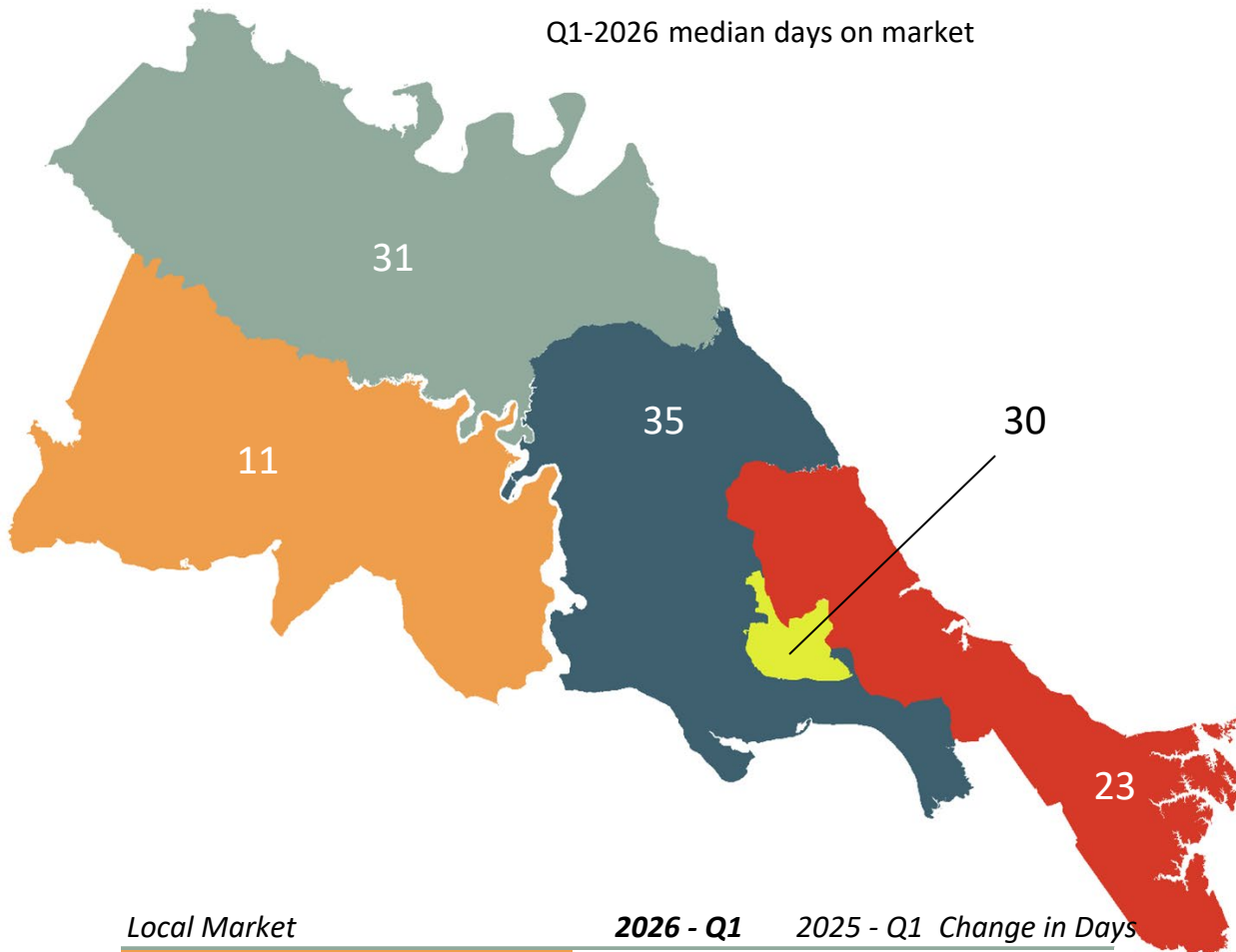
<i>Local Market</i>	<b>2026 - Q1</b>	<i>2025 - Q1</i>	<i>Pct. Point Change</i>
Charles City County	<b>100.1%</b>	101.3%	-1.2%
James City County	<b>98.5%</b>	99.4%	-0.9%
New Kent County	<b>99.6%</b>	101.0%	-1.4%
Williamsburg	<b>97.6%</b>	97.3%	0.4%
York County	<b>99.2%</b>	99.8%	-0.7%

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

# WAAR Regional Market Snapshot

## MEDIAN DAYS ON MARKET

Q1-2026 median days on market

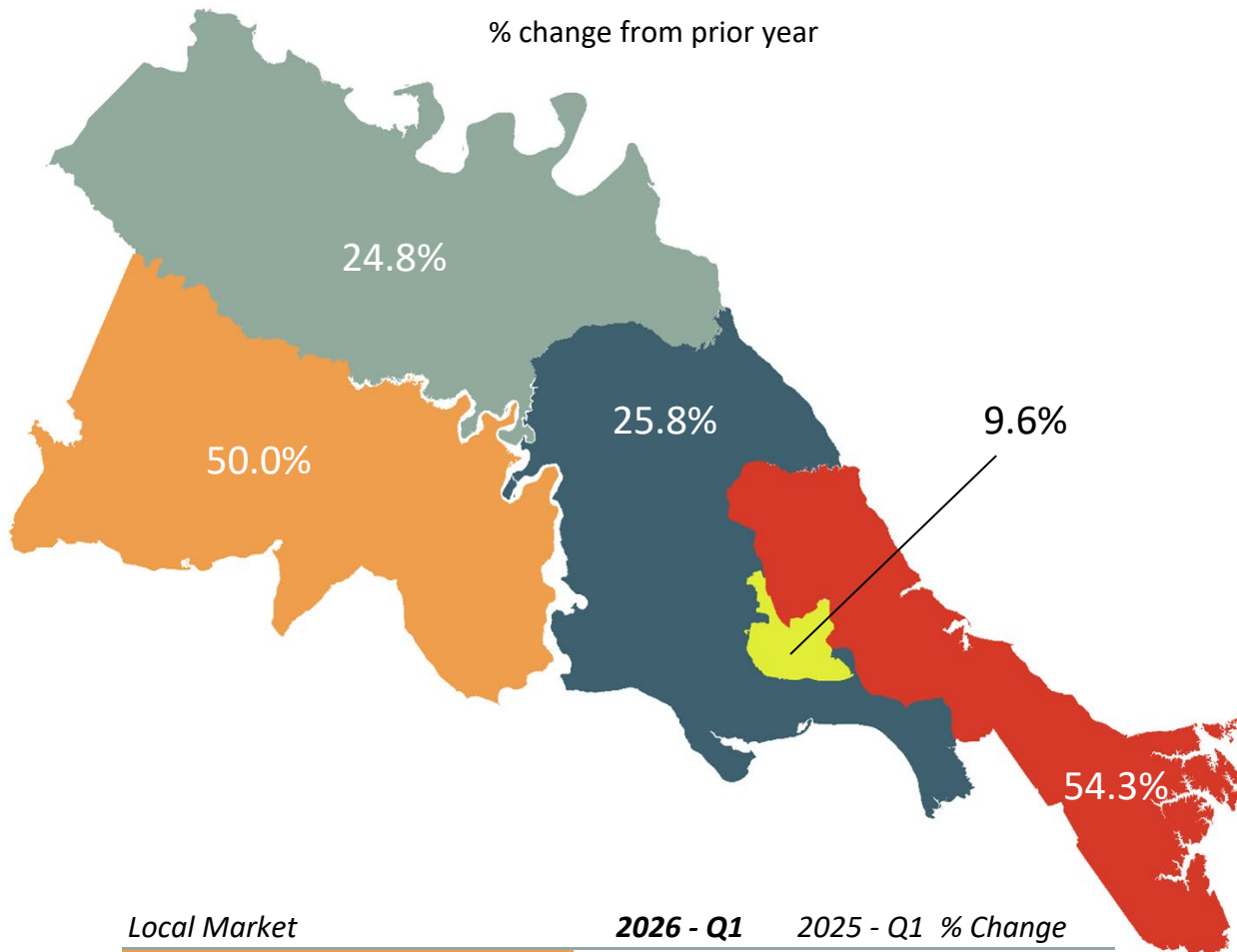


Local Market	2026 - Q1	2025 - Q1	Change in Days
Charles City County	11	4	7
James City County	35	19	16
New Kent County	31	28	3
Williamsburg	30	7	23
York County	23	11	12

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

 *WAAR Regional Market Snapshot*

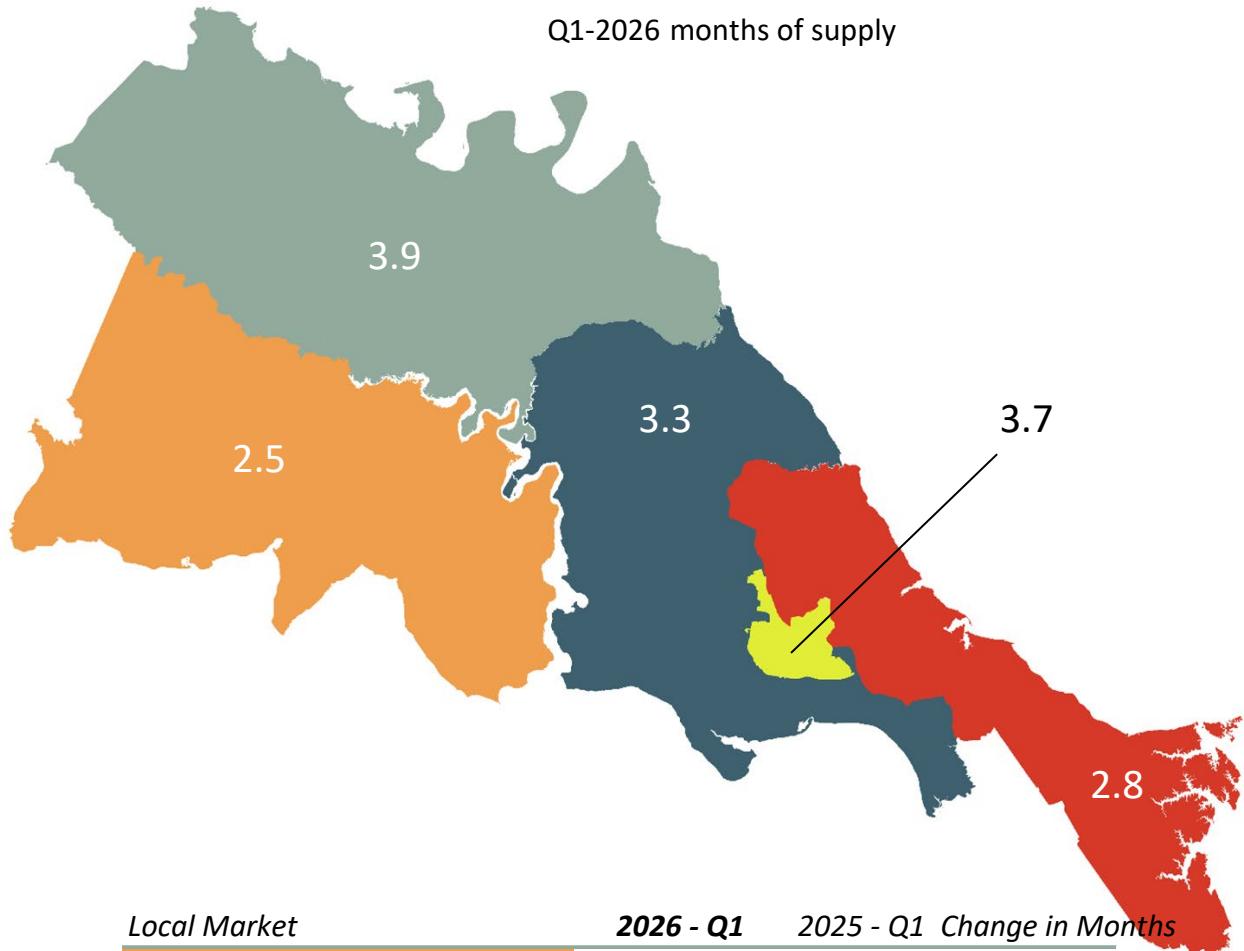
## ACTIVE LISTINGS



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

# WAAR Regional Market Snapshot

## MONTHS OF SUPPLY



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

**WAAR**

**LOCAL MARKET DASHBOARDS**



**1ST QUARTER**

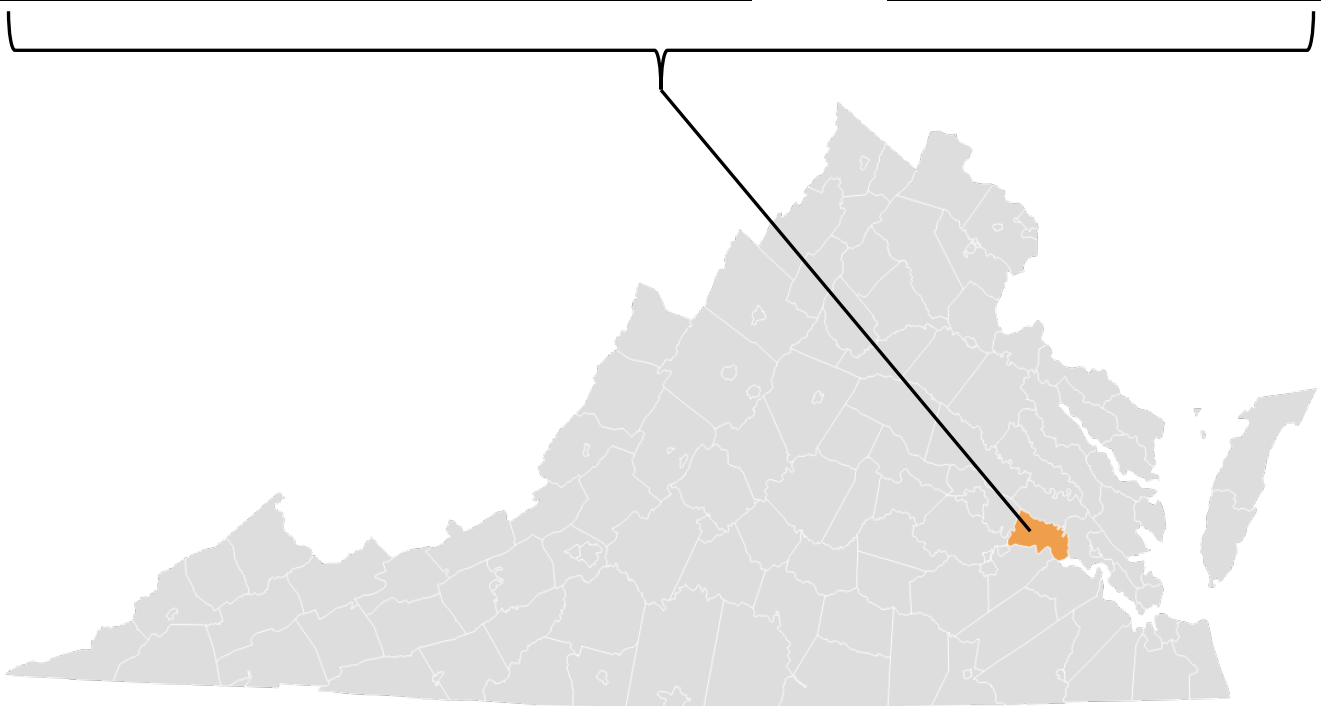
**2026**

# 1ST QUARTER 2026 CHARLES CITY COUNTY

## CURRENT CONDITIONS

## YEAR-TO-DATE CONDITIONS

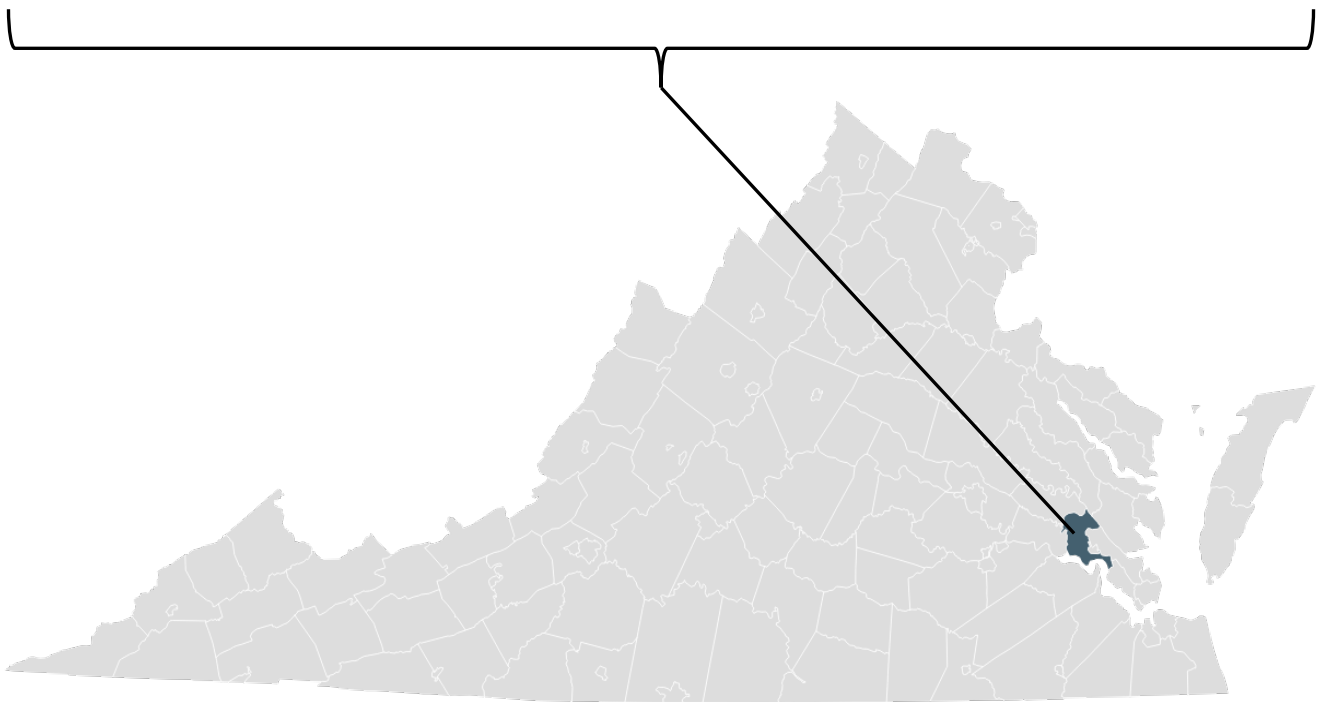
INDICATOR	CURRENT CONDITIONS			YEAR-TO-DATE CONDITIONS		
	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	13	3	333.3%	13	3	333.3%
PENDING SALES	16	9	77.8%	16	9	77.8%
MEDIAN SOLD PRICE (\$)	339,000	278,000	21.9%	339,000	278,000	21.9%
SOLD VOLUME (\$ in Millions)	5.7	0.9	569.8%	5.7	0.9	569.8%
AVG. SOLD/LIST RATIO	100.1%	101.3%	-1.2%	100.1%	101.3%	-1.2%
MEDIAN DAYS ON MARKET	11	4	7	11	4	7
ACTIVE LISTINGS	12	8	50.0%	12	8	50.0%
MONTHS OF SUPPLY	2.5	1.8	0.7	2.5	1.8	0.7



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

# 1ST QUARTER 2026 JAMES CITY COUNTY

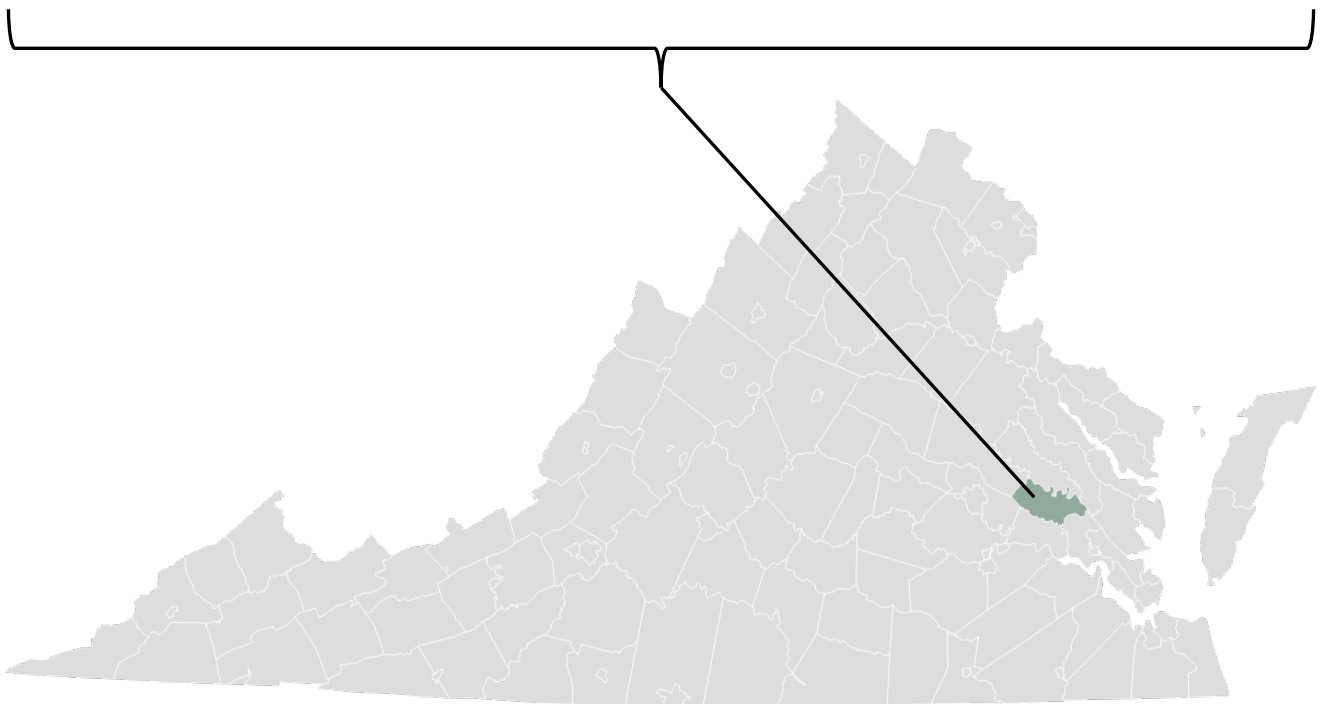
INDICATOR	CURRENT CONDITIONS			YEAR-TO-DATE CONDITIONS		
	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	<b>279</b>	260	7.3%	<b>279</b>	260	7.3%
PENDING SALES	<b>324</b>	293	10.6%	<b>324</b>	293	10.6%
MEDIAN SOLD PRICE (\$)	<b>470,000</b>	445,750	5.4%	<b>470,000</b>	445,750	5.4%
SOLD VOLUME (\$ in Millions)	<b>146.8</b>	127.5	15.2%	<b>146.8</b>	127.5	15.2%
AVG. SOLD/LIST RATIO	<b>98.5%</b>	99.4%	-0.9%	<b>98.5%</b>	99.4%	-0.9%
MEDIAN DAYS ON MARKET	<b>35</b>	19	16	<b>35</b>	19	16
ACTIVE LISTINGS	<b>415</b>	330	25.8%	<b>415</b>	330	25.8%
MONTHS OF SUPPLY	<b>3.3</b>	2.7	0.6	<b>3.3</b>	2.7	0.6



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

# 1ST QUARTER 2026 NEW KENT COUNTY

INDICATOR	CURRENT CONDITIONS			YEAR-TO-DATE CONDITIONS		
	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	<b>107</b>	95	12.6%	<b>107</b>	95	12.6%
PENDING SALES	<b>172</b>	145	18.6%	<b>172</b>	145	18.6%
MEDIAN SOLD PRICE (\$)	<b>449,999</b>	429,950	4.7%	<b>449,999</b>	429,950	4.7%
SOLD VOLUME (\$ in Millions)	<b>53.2</b>	44.0	21.0%	<b>53.2</b>	44.0	21.0%
AVG. SOLD/LIST RATIO	<b>99.6%</b>	101.0%	-1.4%	<b>99.6%</b>	101.0%	-1.4%
MEDIAN DAYS ON MARKET	<b>31</b>	28	3	<b>31</b>	28	3
ACTIVE LISTINGS	<b>171</b>	137	24.8%	<b>171</b>	137	24.8%
MONTHS OF SUPPLY	<b>3.9</b>	3.4	0.5	<b>3.9</b>	3.4	0.5



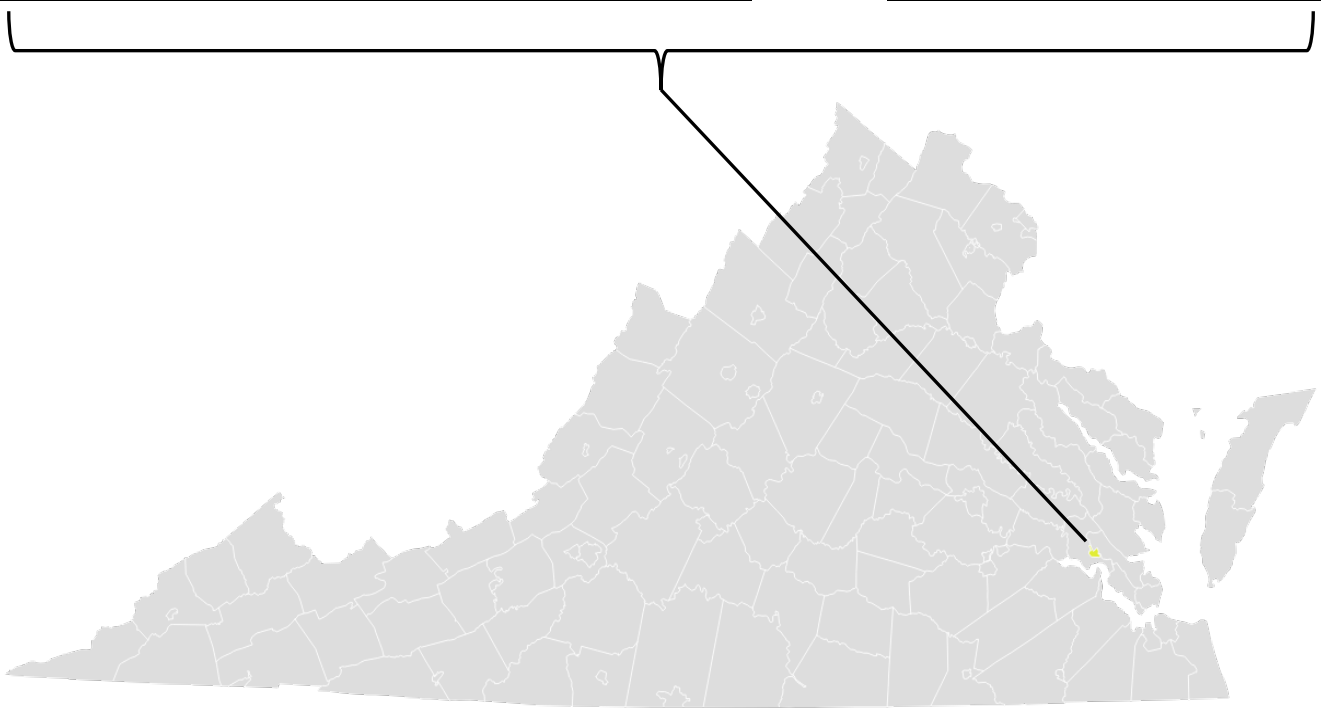
Source: Virginia REALTORS®, data accessed April 15, 2026

# 1ST QUARTER 2026 WILLIAMSBURG

## CURRENT CONDITIONS

## YEAR-TO-DATE CONDITIONS

INDICATOR	CURRENT CONDITIONS			YEAR-TO-DATE CONDITIONS		
	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	33	35	-5.7%	33	35	-5.7%
PENDING SALES	30	48	-37.5%	30	48	-37.5%
MEDIAN SOLD PRICE (\$)	379,000	423,000	-10.4%	379,000	423,000	-10.4%
SOLD VOLUME (\$ in Millions)	14.3	14.8	-2.8%	14.3	14.8	-2.8%
AVG. SOLD/LIST RATIO	97.6%	97.3%	0.4%	97.6%	97.3%	0.4%
MEDIAN DAYS ON MARKET	30	7	23	30	7	23
ACTIVE LISTINGS	57	52	9.6%	57	52	9.6%
MONTHS OF SUPPLY	3.7	3.0	0.7	3.7	3.0	0.7



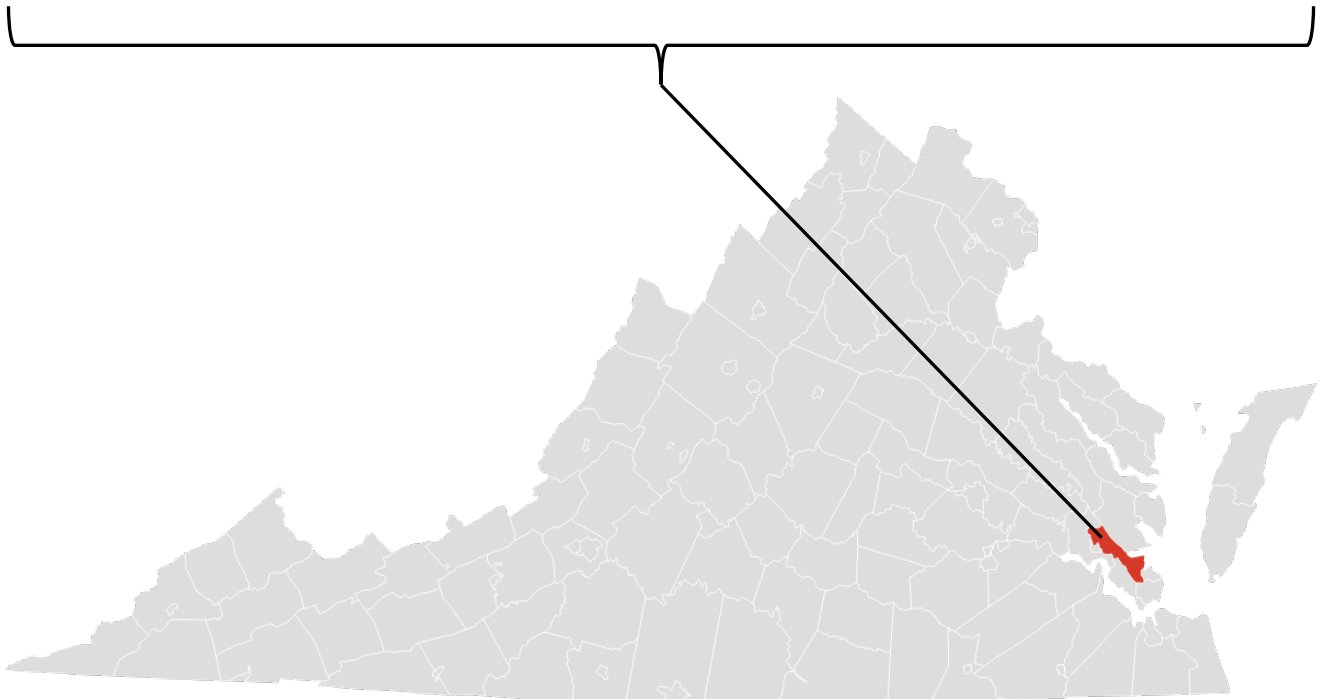
Source: Virginia REALTORS®, data accessed April 15, 2026

# 1ST QUARTER 2026 YORK COUNTY

## CURRENT CONDITIONS

## YEAR-TO-DATE CONDITIONS

INDICATOR	CURRENT CONDITIONS			YEAR-TO-DATE CONDITIONS		
	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	196	188	4.3%	196	188	4.3%
PENDING SALES	167	138	21.0%	167	138	21.0%
MEDIAN SOLD PRICE (\$)	424,999	443,173	-4.1%	424,999	443,173	-4.1%
SOLD VOLUME (\$ in Millions)	88.2	90.5	-2.5%	88.2	90.5	-2.5%
AVG. SOLD/LIST RATIO	99.2%	99.8%	-0.7%	99.2%	99.8%	-0.7%
MEDIAN DAYS ON MARKET	23	11	12	23	11	12
ACTIVE LISTINGS	233	151	54.3%	233	151	54.3%
MONTHS OF SUPPLY	2.8	1.9	0.9	2.8	1.9	0.9



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

**WAAR**

**HISTORICAL MARKET DATA**



**1ST QUARTER**

**2020 - 2026**

## 1ST QUARTER HISTORICAL MARKET DATA

<b>CLOSED SALES</b>	<i>2020 - Q1</i>	<i>2021 - Q1</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>2024 - Q1</i>	<i>2025 - Q1</i>	<i>2026 - Q1</i>
<b>WAAR Region</b>	<b>740</b>	<b>953</b>	<b>867</b>	<b>692</b>	<b>661</b>	<b>581</b>	<b>628</b>
Charles City County	10	8	14	5	15	3	13
James City County	329	472	378	282	310	260	279
New Kent County	108	119	142	136	94	95	107
Williamsburg	66	65	50	66	40	35	33
York County	227	289	283	203	202	188	196
<b>PENDING SALES</b>							
	<i>2020 - Q1</i>	<i>2021 - Q1</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>2024 - Q1</i>	<i>2025 - Q1</i>	<i>2026 - Q1</i>
<b>WAAR Region</b>	<b>979</b>	<b>1,176</b>	<b>824</b>	<b>667</b>	<b>707</b>	<b>633</b>	<b>709</b>
Charles City County	11	11	11	8	23	9	16
James City County	460	572	383	286	339	293	324
New Kent County	145	179	207	173	145	145	172
Williamsburg	64	71	64	59	43	48	30
York County	299	343	159	141	157	138	167

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

## 1ST QUARTER HISTORICAL MARKET DATA

<b>MEDIAN SOLD PRICE (\$)</b>	<i>2020 - Q1</i>	<i>2021 - Q1</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>2024 - Q1</i>	<i>2025 - Q1</i>	<i>2026 - Q1</i>
<b>WAAR Region</b>	<b>300,000</b>	<b>325,000</b>	<b>360,000</b>	<b>393,243</b>	<b>408,000</b>	<b>439,900</b>	<b>448,789</b>
Charles City County	210,000	249,500	283,000	270,000	335,000	278,000	339,000
James City County	302,500	340,668	397,250	402,450	427,500	445,750	470,000
New Kent County	307,988	310,983	370,000	374,900	422,500	429,950	449,999
Williamsburg	266,000	260,000	324,750	363,000	398,000	423,000	379,000
York County	305,963	325,000	335,000	398,760	395,000	443,173	424,999
<b>SOLD DOLLAR VOLUME</b> (\$ in millions)							
	<i>2020 - Q1</i>	<i>2021 - Q1</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>2024 - Q1</i>	<i>2025 - Q1</i>	<i>2026 - Q1</i>
<b>WAAR Region</b>	<b>239.2</b>	<b>345.4</b>	<b>352.5</b>	<b>299.7</b>	<b>300.0</b>	<b>277.6</b>	<b>308.3</b>
Charles City County	2.6	2.5	4.3	1.5	5.1	0.9	5.7
James City County	111.3	182.5	166.8	132.2	150.2	127.5	146.8
New Kent County	32.9	39.1	54.1	57.5	43.1	44.0	53.2
Williamsburg	19.1	20.5	19.5	25.1	16.3	14.8	14.3
York County	73.3	100.7	107.8	83.4	85.2	90.5	88.2

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

## 1ST QUARTER HISTORICAL MARKET DATA

<b>AVG SOLD/LIST RATIO</b>	<i>2020 - Q1</i>	<i>2021 - Q1</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>2024 - Q1</i>	<i>2025 - Q1</i>	<i>2026 - Q1</i>
<b>WAAR Region</b>	<b>99.0%</b>	<b>99.6%</b>	<b>101.7%</b>	<b>100.3%</b>	<b>99.9%</b>	<b>99.7%</b>	<b>98.9%</b>
Charles City County	97.1%	94.7%	102.0%	98.2%	95.9%	101.3%	100.1%
James City County	99.3%	99.4%	101.5%	99.7%	99.9%	99.4%	98.5%
New Kent County	99.2%	100.4%	101.2%	101.6%	100.8%	101.0%	99.6%
Williamsburg	97.6%	99.2%	100.6%	100.3%	99.4%	97.3%	97.6%
York County	98.9%	99.9%	102.2%	100.1%	99.7%	99.8%	99.2%
<b>MEDIAN DOM (DAYS)</b>							
<b>WAAR Region</b>	<b>32</b>	<b>11</b>	<b>7</b>	<b>13</b>	<b>13</b>	<b>16</b>	<b>30</b>
Charles City County	13	22	9	41	21	4	11
James City County	30	11	6	17	14	19	35
New Kent County	29	7	8	7	12	28	31
Williamsburg	44	9	10	12	25	7	30
York County	31	12	8	13	13	11	23

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

## 1ST QUARTER HISTORICAL MARKET DATA

<b>ACTIVE LISTINGS</b> (end of quarter)	2020 - Q1	2021 - Q1	2022 - Q1	2023 - Q1	2024 - Q1	2025 - Q1	2026 - Q1
<b>Virginia Peninsula Region</b>	<b>1,164</b>	<b>484</b>	<b>402</b>	<b>543</b>	<b>473</b>	<b>678</b>	<b>888</b>
Hampton	14	10	6	7	9	8	12
Isle of Wight County	575	204	144	212	205	330	415
Newport News	160	65	92	129	104	137	171
Poquoson	84	26	39	59	29	52	57
York County	331	179	121	136	126	151	233
<b>MONTHS OF SUPPLY</b>	2020 - Q1	2021 - Q1	2022 - Q1	2023 - Q1	2024 - Q1	2025 - Q1	2026 - Q1
<b>Virginia Peninsula Region</b>	<b>3.6</b>	<b>1.3</b>	<b>1.0</b>	<b>1.7</b>	<b>1.7</b>	<b>2.6</b>	<b>3.2</b>
Hampton	3.8	3.1	1.5	2.0	2.6	1.8	2.5
Isle of Wight County	3.8	1.1	0.8	1.5	1.7	2.7	3.3
Newport News	3.7	1.4	1.5	2.2	2.4	3.4	3.9
Poquoson	3.9	1.3	1.6	2.3	1.2	3.0	3.7
York County	3.2	1.5	1.0	1.5	1.5	1.9	2.8

Source: Virginia REALTORS®, data accessed April 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.

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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.