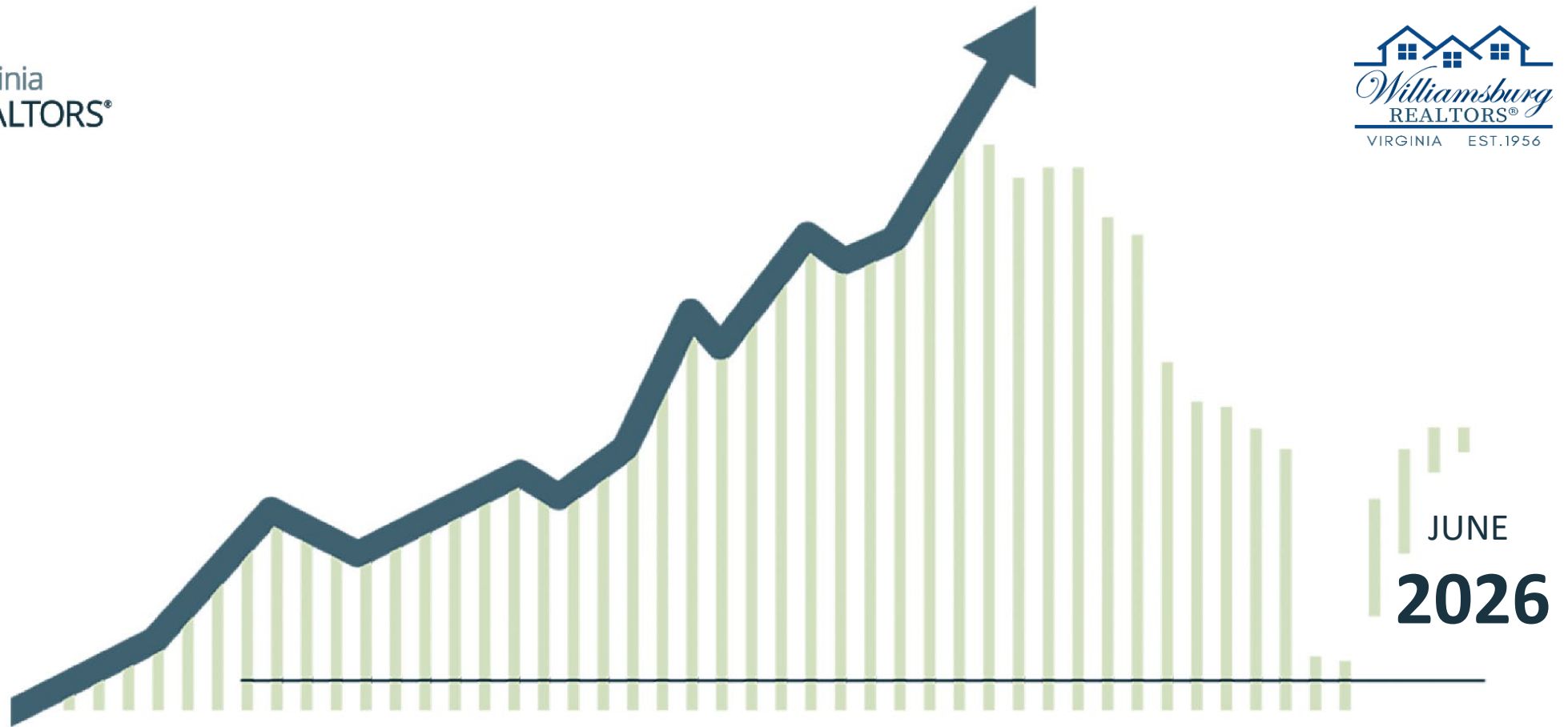




WAAR WILLIAMSBURG

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

WAAR Market Indicators Report



Key Market Trends: June 2026



WAAR Market Dashboard

YoY Chg	Jun-26	Indicator
▲ 18.4%	445	Sales
▲ 8.8%	323	Pending Sales
▲ 18.1%	509	New Listings
▲ 6.4%	\$551,313	Average List Price
▲ 7.6%	\$547,846	Average Sales Price
▲ 7.2%	\$495,000	Median Sales Price
▲ 4.4%	\$229	Average Price Per Square Foot
▲ 27.4%	\$243.8	Sold Dollar Volume (in millions)
▼ -0.2%	99.7%	Average Sold/Ask Price Ratio
▲ 20.8%	36	Average Days on Market
▲ 5.9%	18	Median Days on Market
▲ 5.2%	965	Active Listings
▼ -0.3%	3.4	Months of Supply

INTEREST RATE
TRACKER



Sources: Virginia REALTORS®, data accessed July 15, 2026 Freddie Mac

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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.

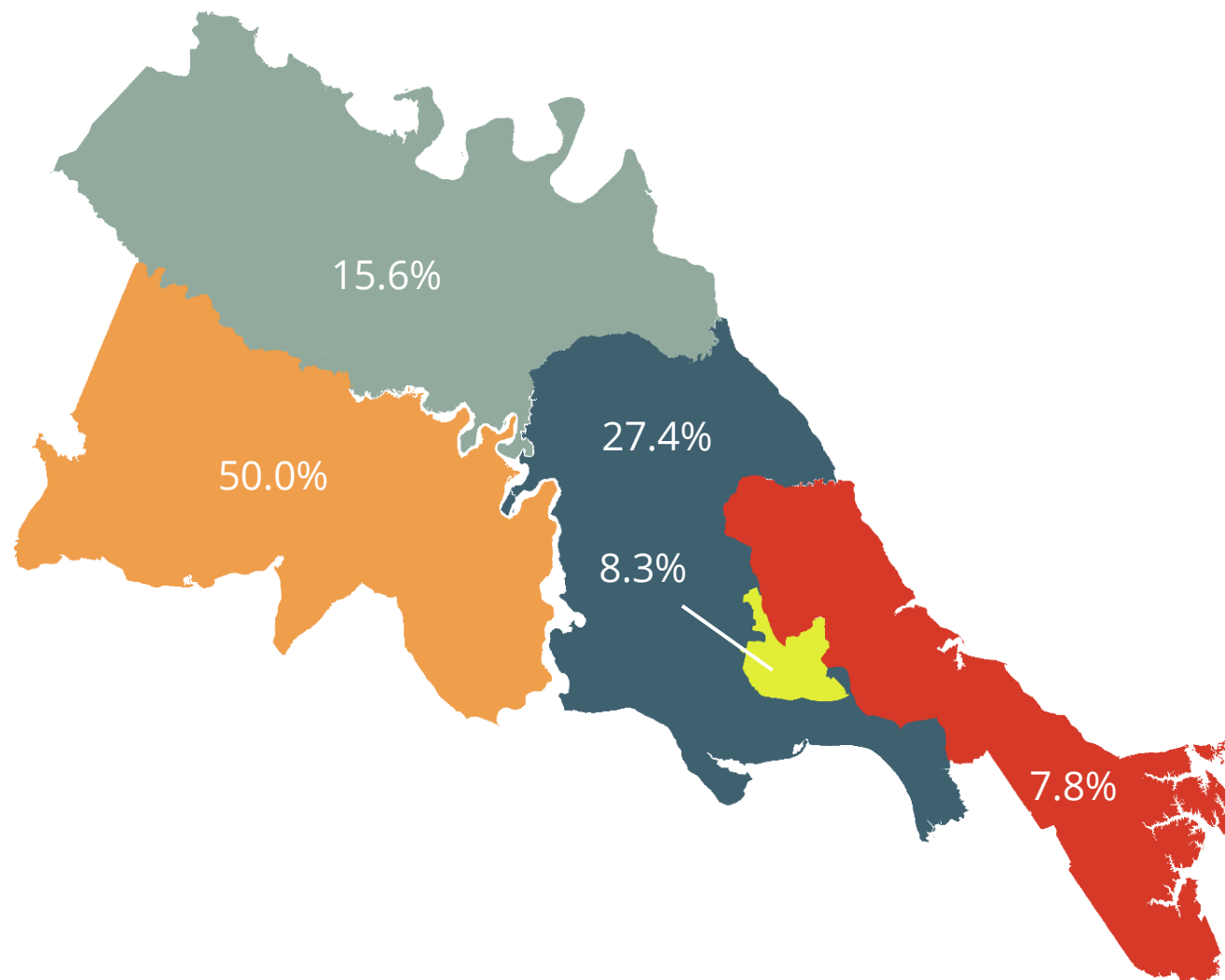
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - WAAR Footprint



Jurisdiction	Total Sales		
	Jun-25	Jun-26	% Chg
Charles City County	4	6	50.0%
James City County	168	214	27.4%
New Kent County	64	74	15.6%
Williamsburg	24	26	8.3%
York County	116	125	7.8%
WAAR	376	445	18.4%

Total Market Overview



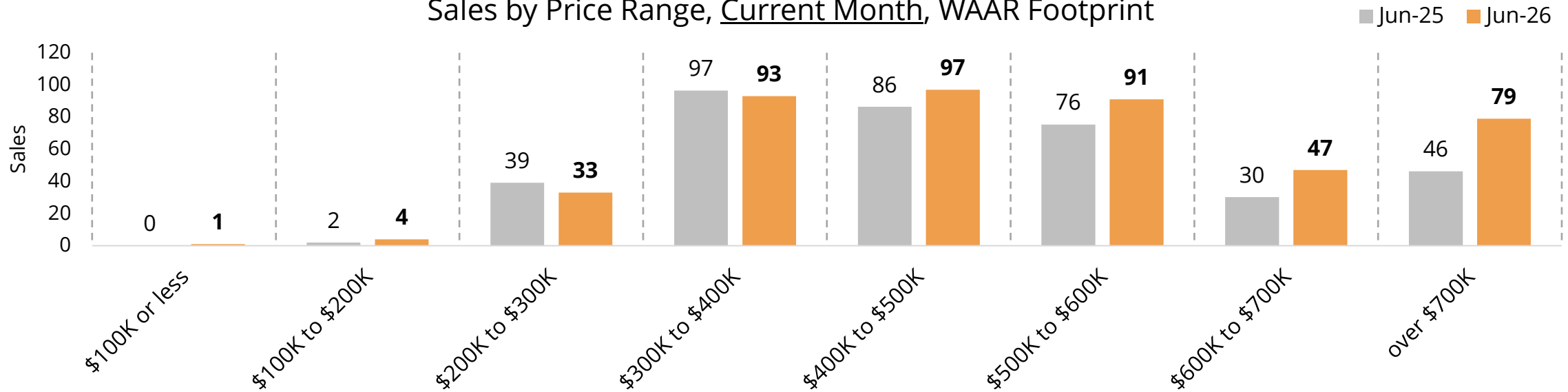
Key Metrics	2-year Trends	Jun-25	Jun-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jun-24						
Sales		376	445	18.4%	1,543	1,756	13.8%
Pending Sales		297	323	8.8%	1,487	1,709	14.9%
New Listings		431	509	18.1%	2,383	2,758	15.7%
Average List Price		\$517,992	\$551,313	6.4%	\$500,195	\$519,694	3.9%
Average Sales Price		\$509,070	\$547,846	7.6%	\$497,200	\$516,845	4.0%
Median Sales Price		\$461,750	\$495,000	7.2%	\$450,000	\$470,495	4.6%
Average Price Per Square Foot		\$219	\$229	4.4%	\$219	\$226	3.6%
Sold Dollar Volume (in millions)		\$191.4	\$243.8	27.4%	\$760.2	\$907.2	19.3%
Average Sold/Ask Price Ratio		99.9%	99.7%	-0.2%	99.8%	99.5%	-0.3%
Average Days on Market		29	36	20.8%	32	42	32.3%
Median Days on Market		17	18	5.9%	14	23	64.3%
Active Listings		917	965	5.2%	n/a	n/a	n/a
Months of Supply		3.4	3.4	-0.3%	n/a	n/a	n/a

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

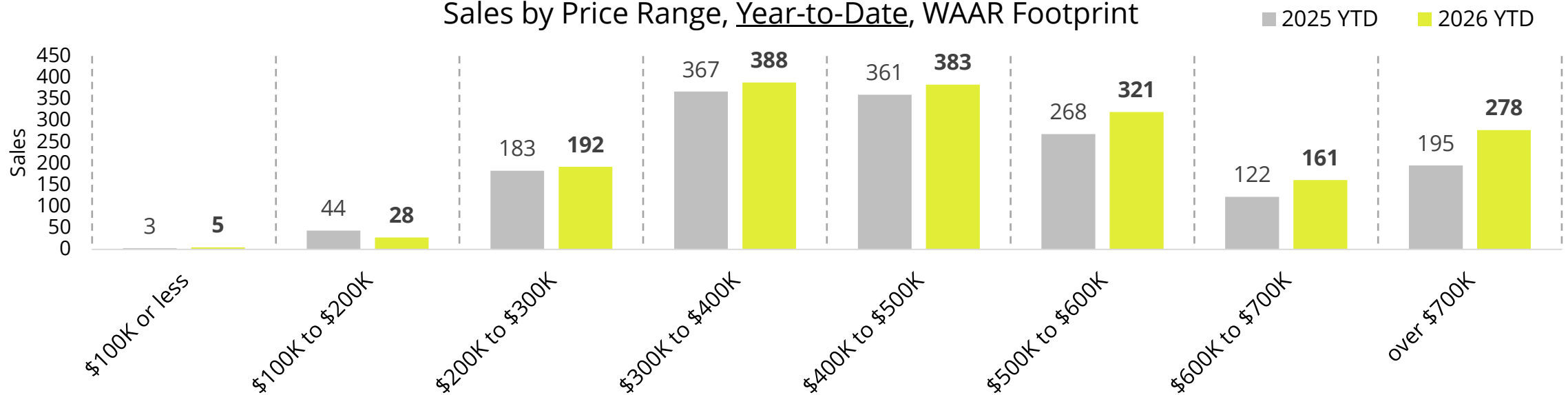
Total Market by Price Range



Sales by Price Range, Current Month, WAAR Footprint



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



Single-Family Detached Market Overview



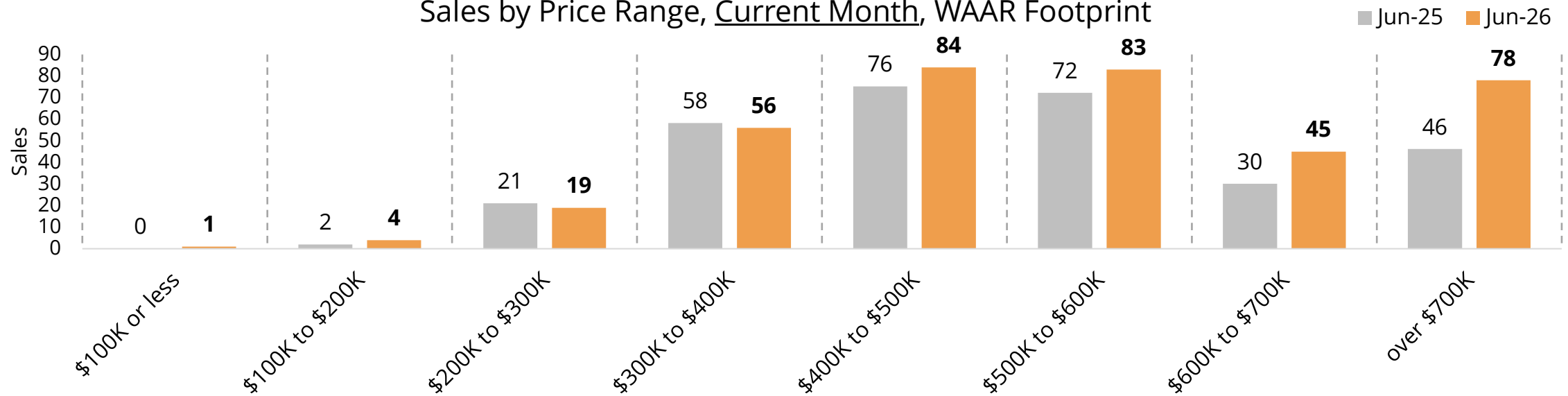
Key Metrics	2-year Trends	Jun-25	Jun-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jun-24						
Sales		305	370	21.3%	1,259	1,434	13.9%
Pending Sales		252	275	9.1%	1,253	1,443	15.2%
New Listings		360	400	11.1%	1,974	2,243	13.6%
Average List Price		\$555,413	\$585,534	5.4%	\$534,596	\$552,989	3.4%
Average Sales Price		\$545,072	\$581,683	6.7%	\$531,505	\$550,147	3.5%
Median Sales Price		\$499,999	\$525,000	5.0%	\$482,403	\$500,000	3.6%
Average Price Per Square Foot		\$219	\$228	4.2%	\$220	\$228	3.3%
Sold Dollar Volume (in millions)		\$166.2	\$215.2	29.5%	\$663.1	\$788.8	18.9%
Average Sold/Ask Price Ratio		100.0%	99.7%	-0.4%	100.0%	99.6%	-0.3%
Average Days on Market		29	36	21.4%	32	42	31.8%
Median Days on Market		17	16	-5.9%	13	21	61.5%
Active Listings		740	766	3.5%	n/a	n/a	n/a
Months of Supply		3.4	3.3	-2.4%	n/a	n/a	n/a

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

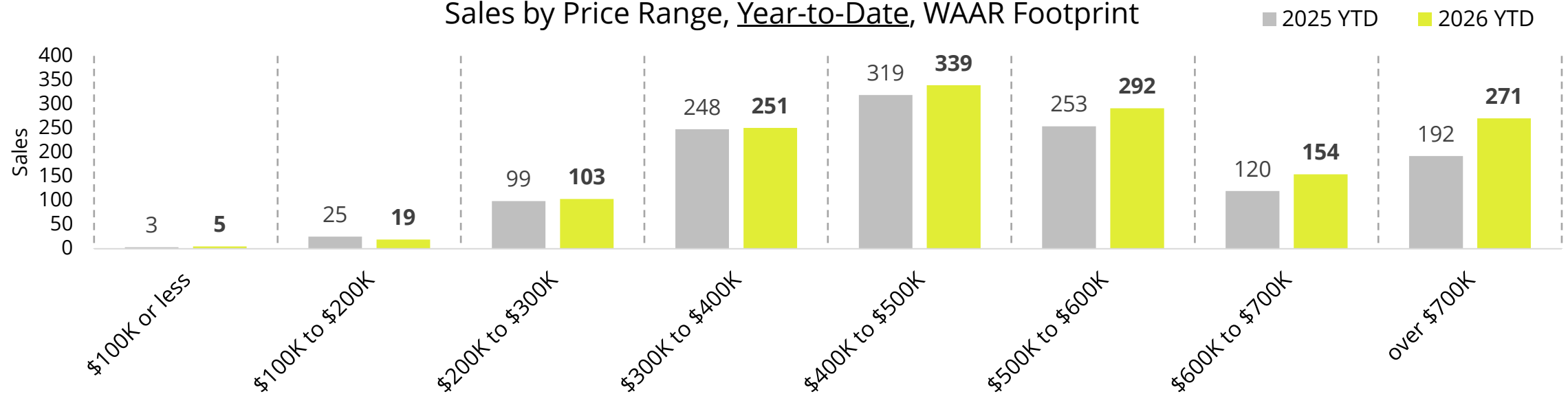
Single-Family Detached Market by Price Range



Sales by Price Range, Current Month, WAAR Footprint



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



Townhome & Condo Market Overview



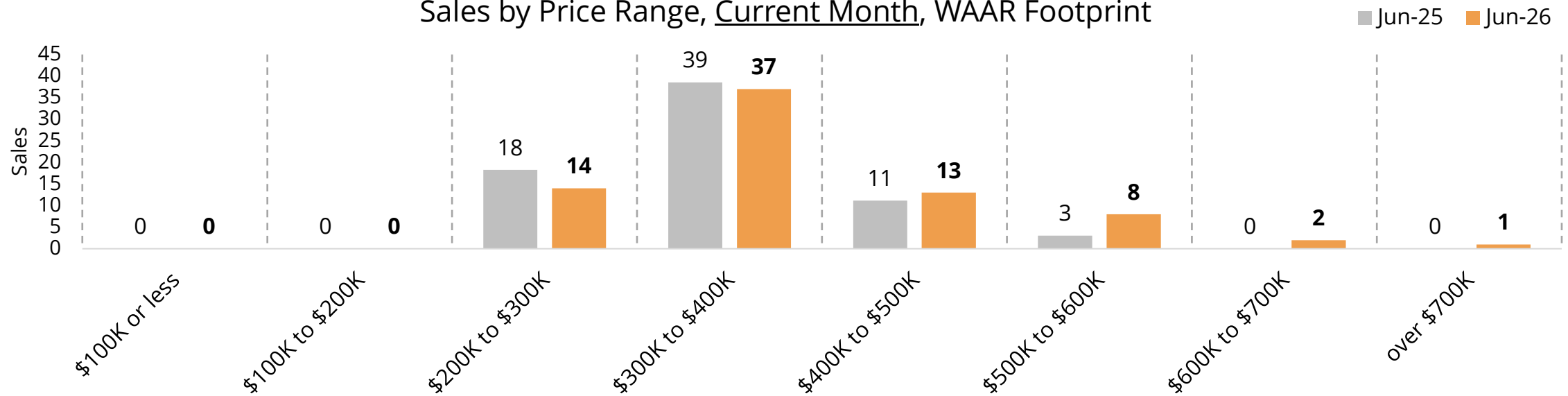
Key Metrics	2-year Trends	Jun-25	Jun-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jun-24						
Sales		71	75	5.6%	284	322	13.4%
Pending Sales		45	48	6.7%	234	266	13.7%
New Listings		71	109	53.5%	409	515	25.9%
Average List Price		\$344,370	\$382,487	11.1%	\$343,780	\$370,693	7.8%
Average Sales Price		\$354,415	\$380,917	7.5%	\$341,225	\$367,815	7.8%
Median Sales Price		\$345,000	\$364,900	5.8%	\$331,020	\$350,000	5.7%
Average Price Per Square Foot		\$220	\$232	5.3%	\$203	\$216	6.2%
Sold Dollar Volume (in millions)		\$25.2	\$28.6	13.5%	\$97.1	\$118.4	22.0%
Average Sold/Ask Price Ratio		99.3%	99.6%	0.4%	99.1%	99.2%	0.1%
Average Days on Market		30	36	18.6%	32	42	34.3%
Median Days on Market		17	23	35.3%	16	26	62.5%
Active Listings		177	199	12.4%	n/a	n/a	n/a
Months of Supply		3.4	3.7	8.8%	n/a	n/a	n/a

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

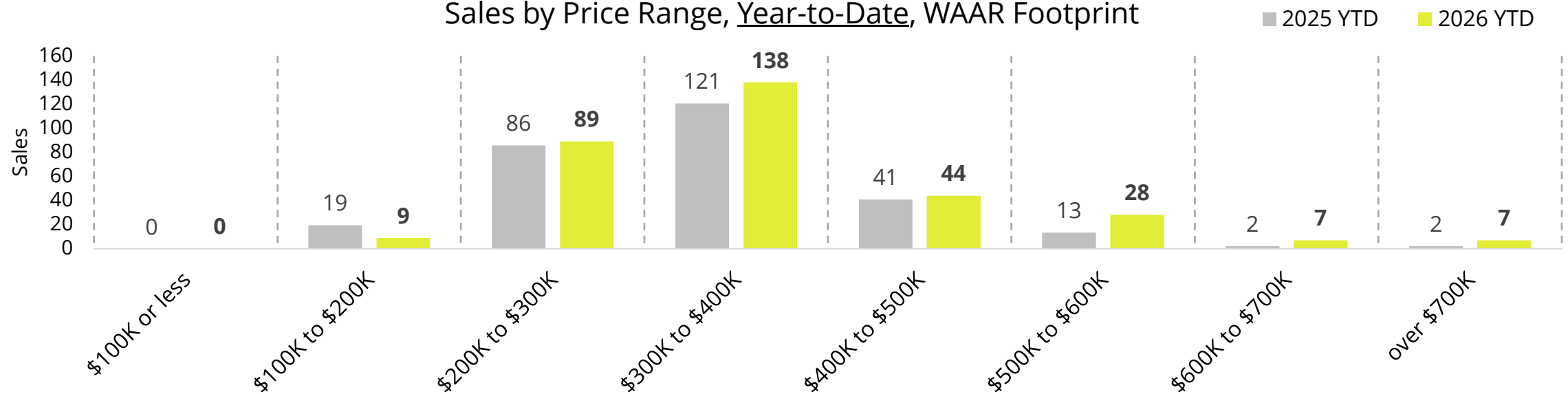
Townhome & Condo Market by Price Range



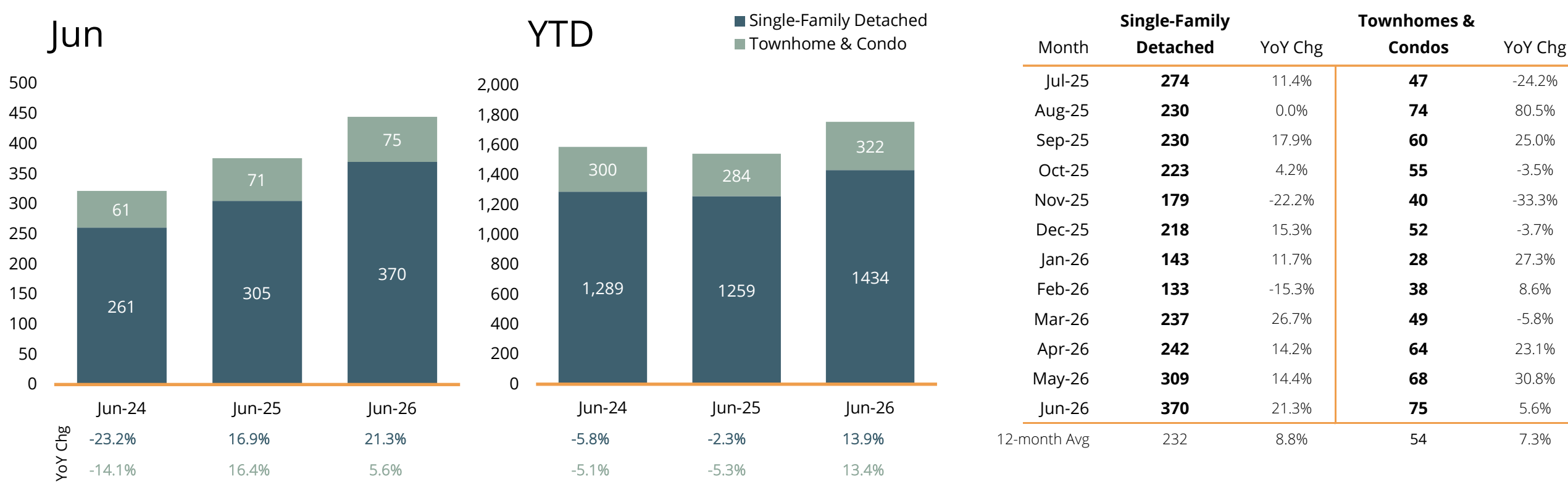
Sales by Price Range, Current Month, WAAR Footprint



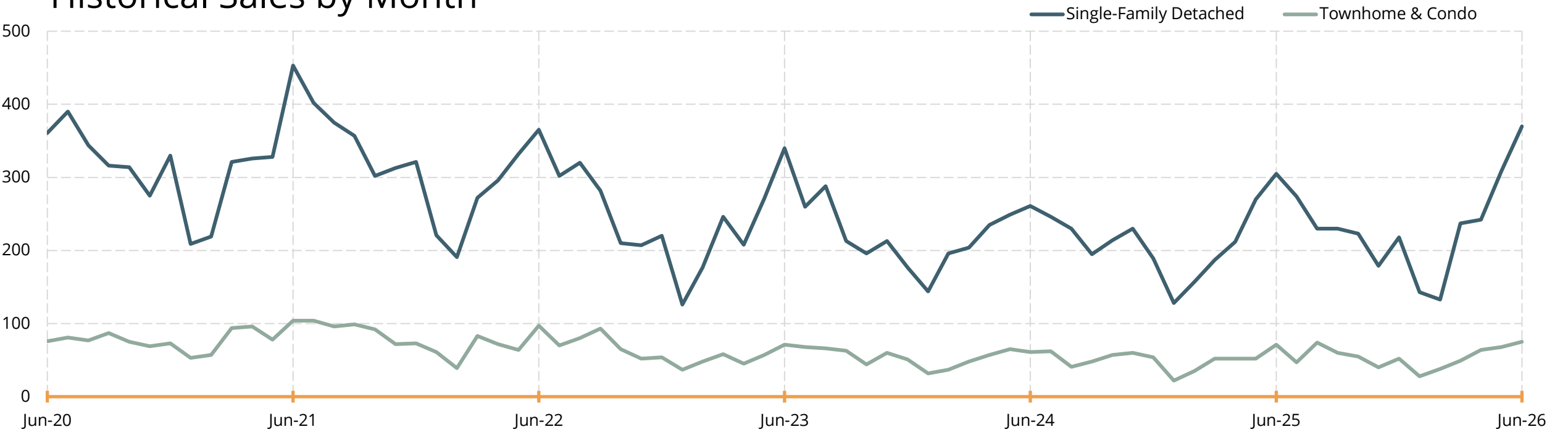
Sales by Price Range, Year-to-Date, WAAR Footprint



Sales

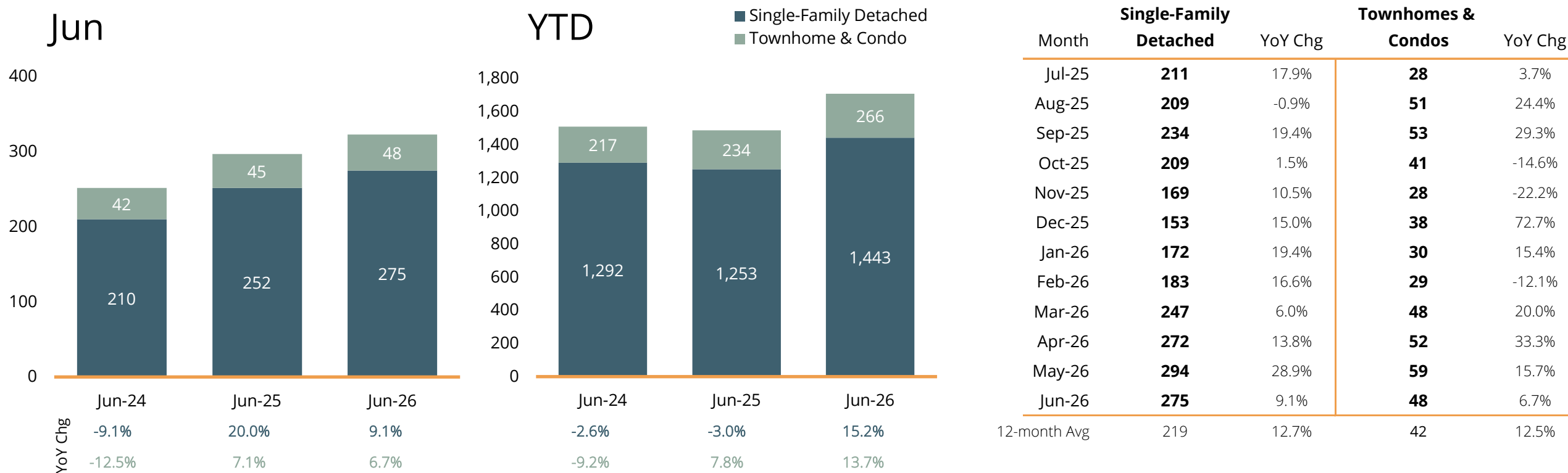


Historical Sales by Month

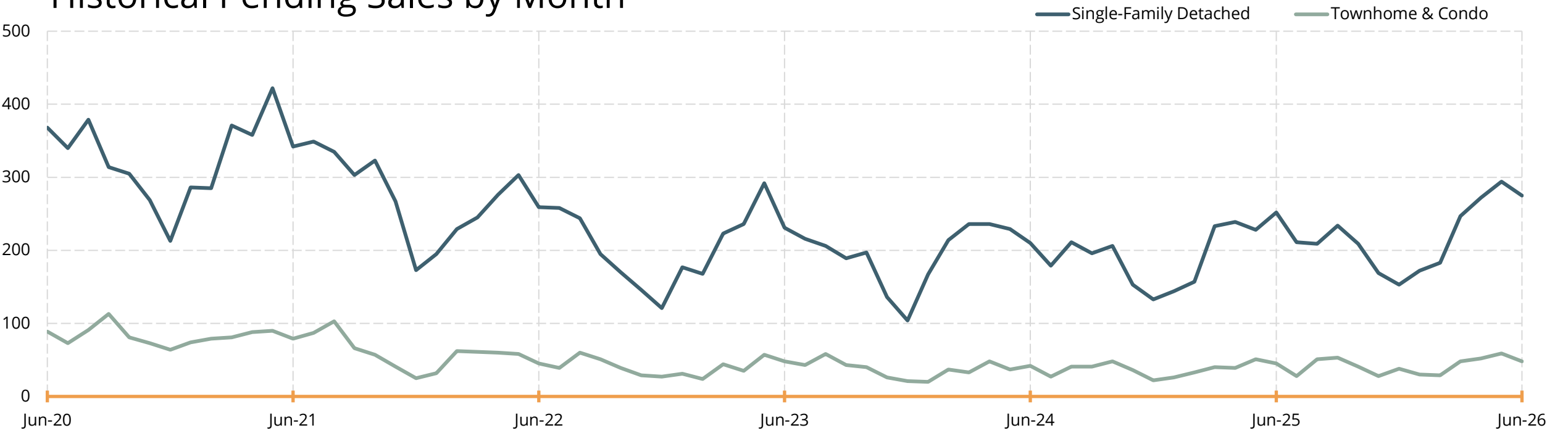


Source: Virginia REALTORS®, data accessed July 15, 2026

Pending Sales

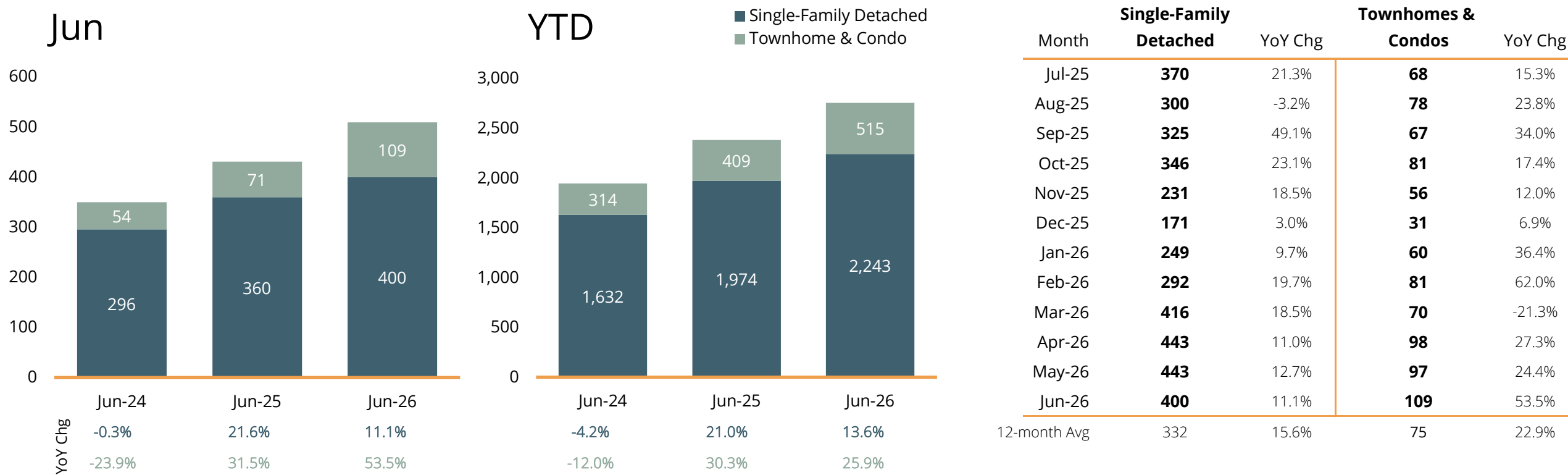


Historical Pending Sales by Month

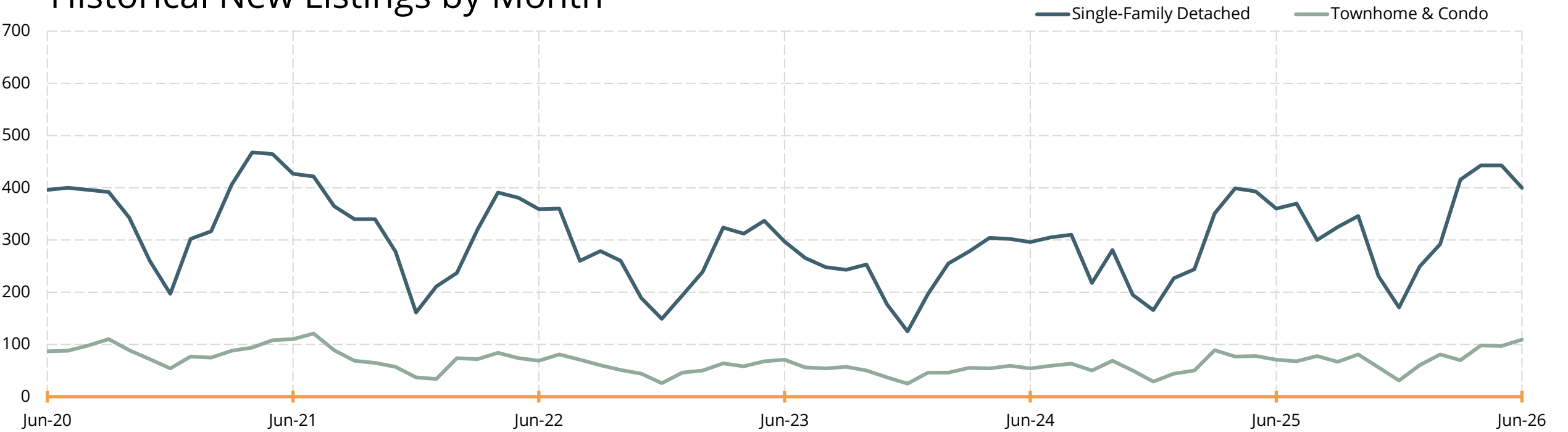


Source: Virginia REALTORS®, data accessed July 15, 2026

New Listings

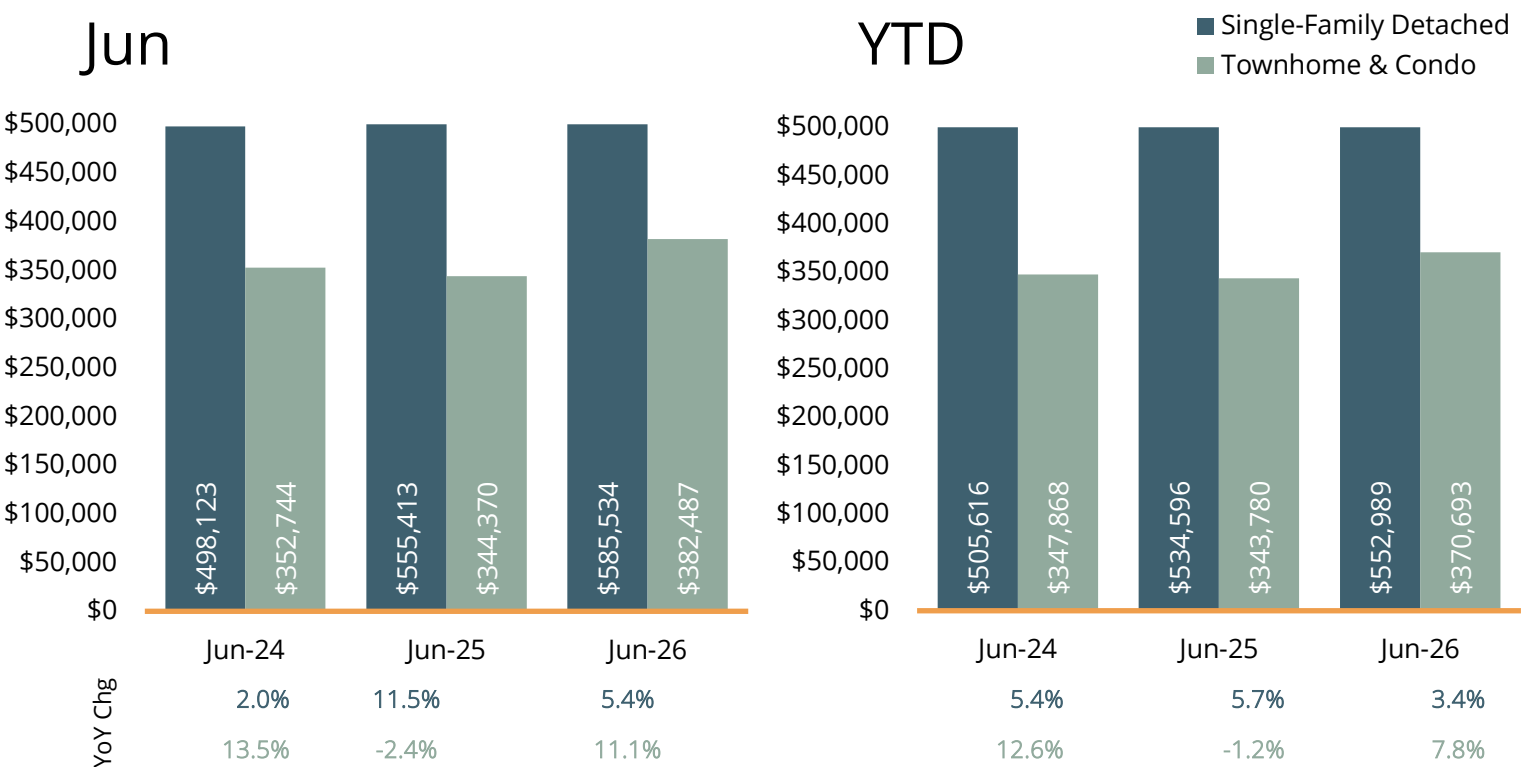


Historical New Listings by Month

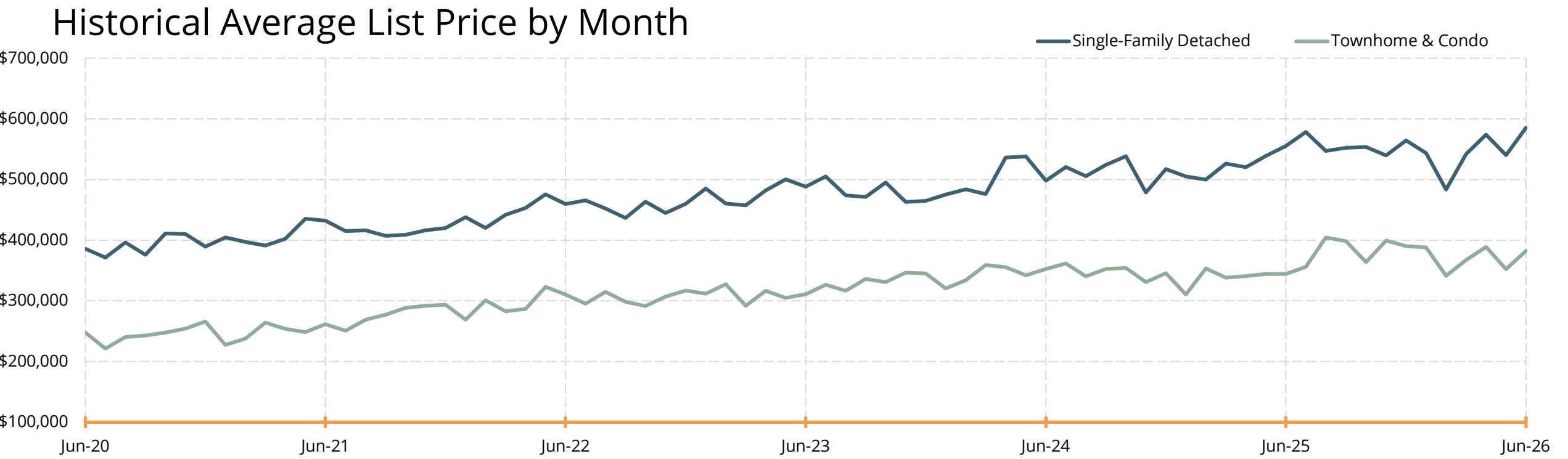


Source: Virginia REALTORS®, data accessed July 15, 2026

Average List Price

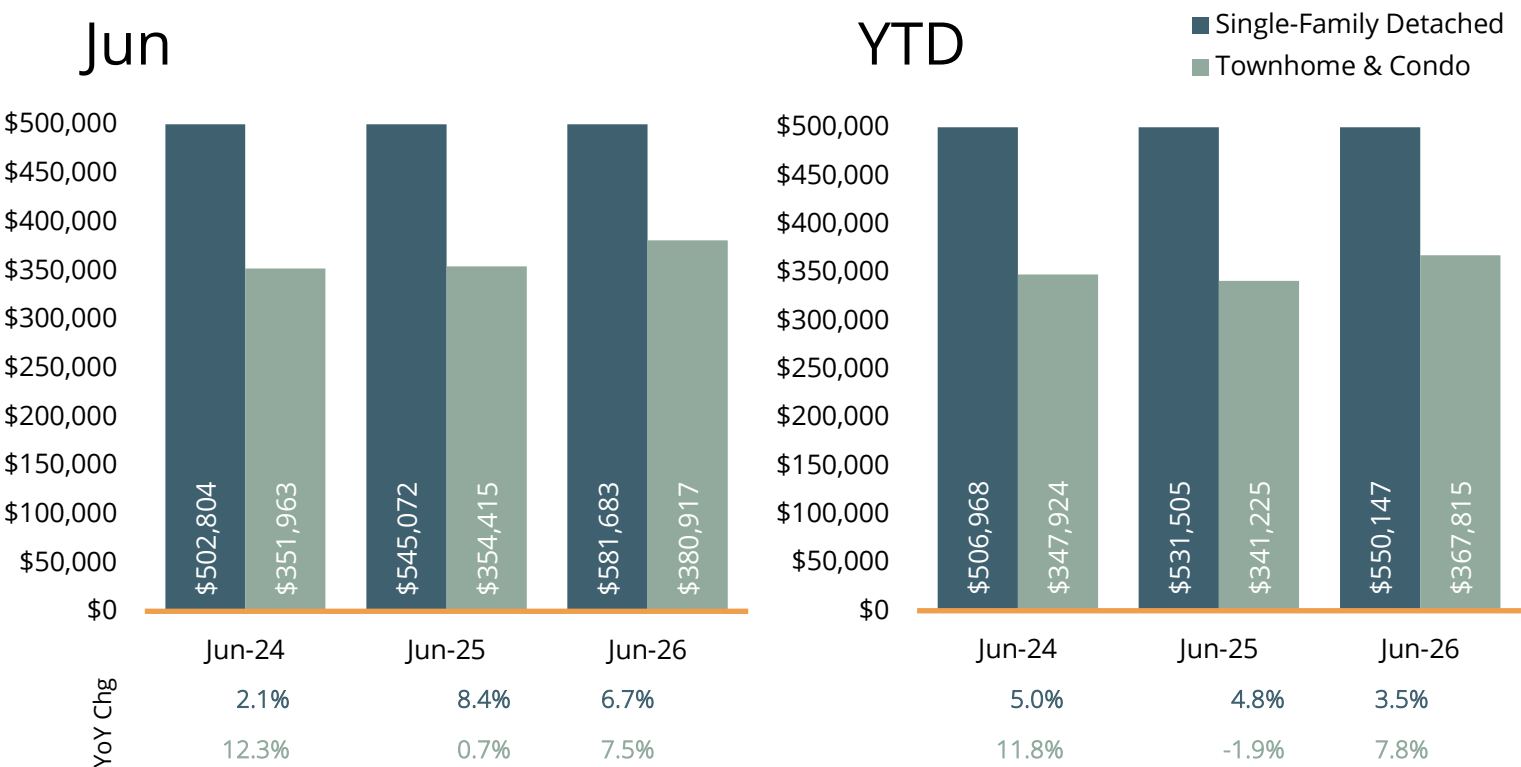


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-25	\$578,227	11.0%	\$356,279	-1.5%
Aug-25	\$547,379	8.3%	\$404,529	18.9%
Sep-25	\$552,173	5.4%	\$398,532	13.0%
Oct-25	\$553,502	2.8%	\$364,076	2.8%
Nov-25	\$539,872	12.8%	\$399,240	20.6%
Dec-25	\$564,305	9.1%	\$390,420	12.9%
Jan-26	\$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%
Apr-26	\$573,862	10.3%	\$389,216	14.2%
May-26	\$540,124	0.3%	\$351,993	2.2%
Jun-26	\$585,534	5.4%	\$382,487	11.1%
12-month Avg	\$550,316	6.0%	\$377,780	10.1%

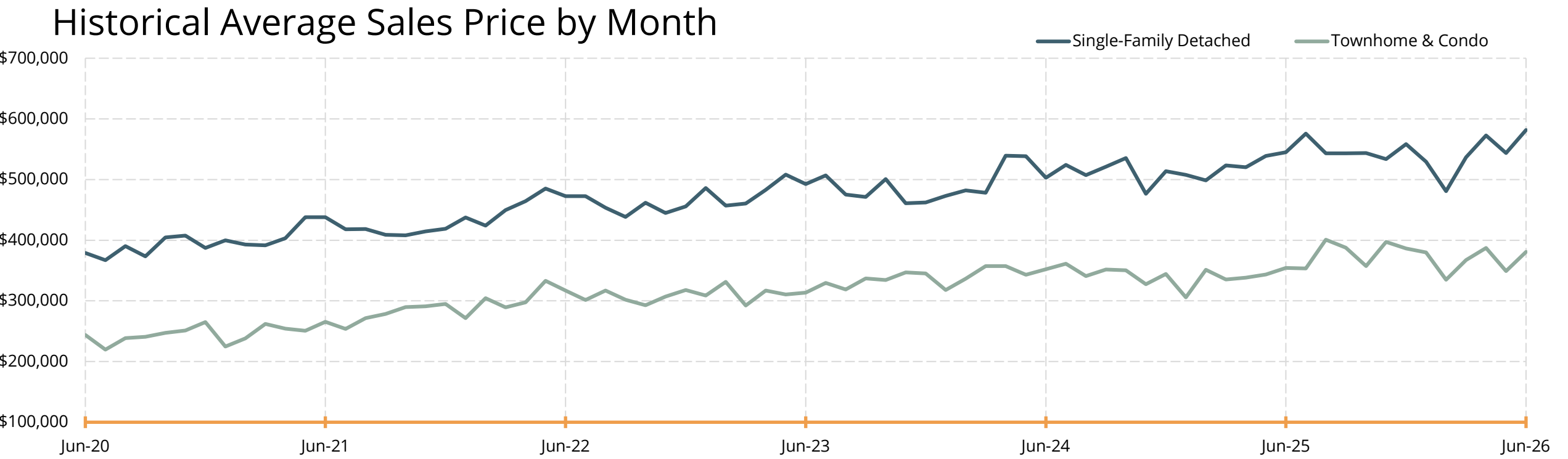


Source: Virginia REALTORS®, data accessed July 15, 2026

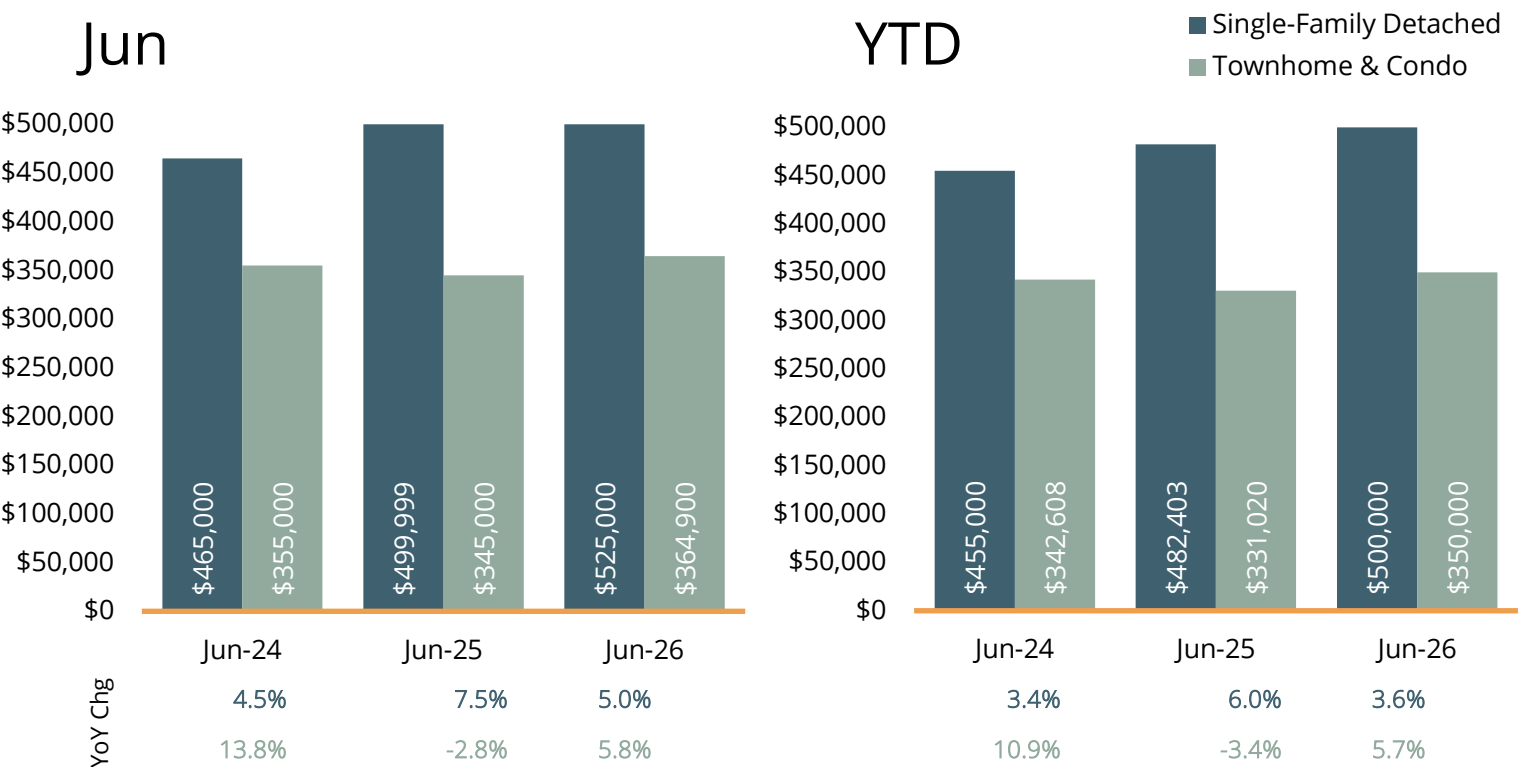
Average Sales Price



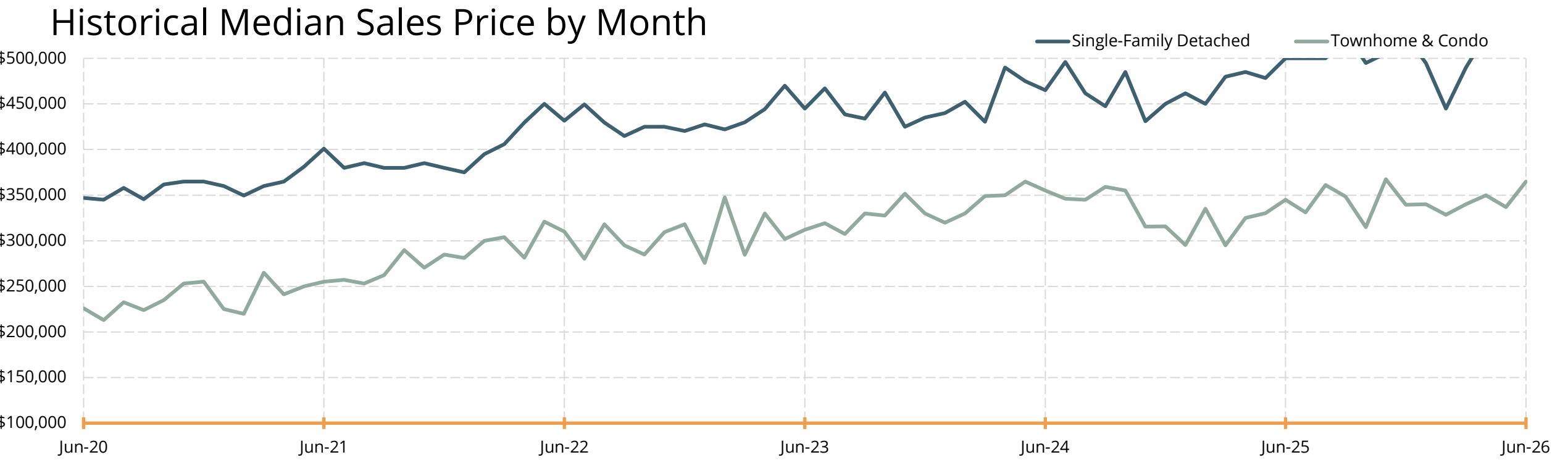
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-25	\$575,845	9.8%	\$353,416	-2.1%
Aug-25	\$543,408	7.1%	\$400,881	17.6%
Sep-25	\$543,400	4.3%	\$387,676	10.2%
Oct-25	\$543,832	1.6%	\$357,248	1.9%
Nov-25	\$533,567	12.0%	\$397,225	21.3%
Dec-25	\$558,311	8.7%	\$386,296	12.2%
Jan-26	\$529,607	4.3%	\$379,927	24.2%
Feb-26	\$480,941	-3.5%	\$334,711	-4.7%
Mar-26	\$536,965	2.6%	\$367,170	9.5%
Apr-26	\$572,696	10.1%	\$387,108	14.5%
May-26	\$543,626	0.9%	\$349,185	1.6%
Jun-26	\$581,683	6.7%	\$380,917	7.5%
12-month Avg	\$545,323	5.3%	\$373,480	9.2%



Median Sales Price

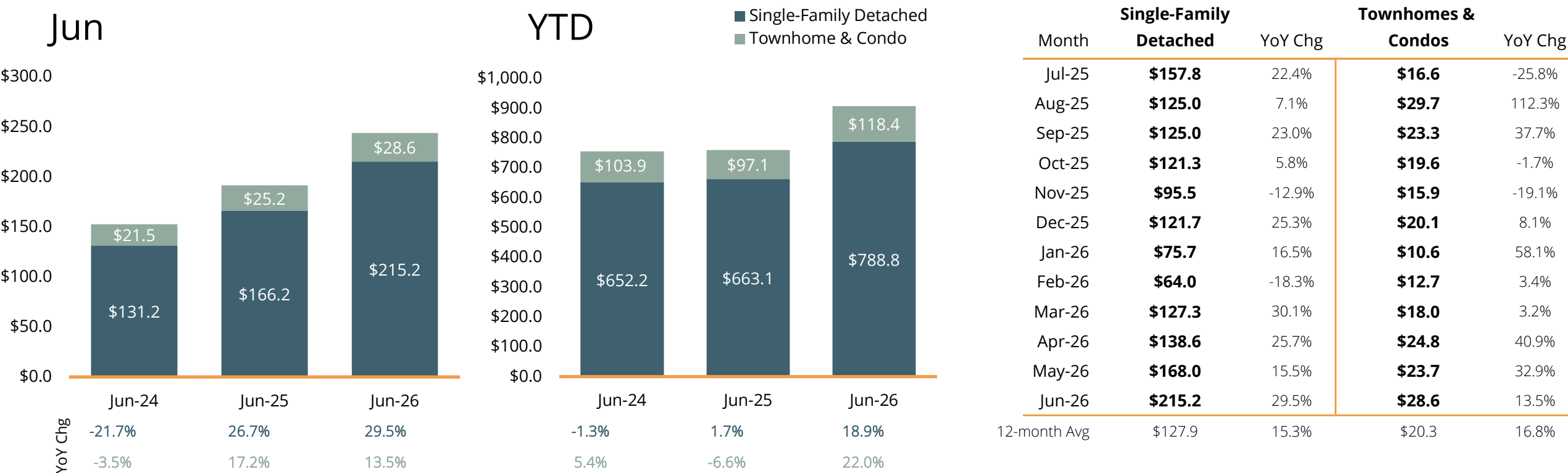


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-25	\$499,950	0.8%	\$331,000	-4.3%
Aug-25	\$500,000	8.3%	\$361,000	4.6%
Sep-25	\$528,000	18.0%	\$348,500	-2.9%
Oct-25	\$495,000	2.1%	\$315,000	-11.3%
Nov-25	\$505,540	17.3%	\$367,450	16.5%
Dec-25	\$525,000	16.7%	\$339,500	7.5%
Jan-26	\$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%
Apr-26	\$525,495	8.3%	\$350,000	7.7%
May-26	\$505,000	5.5%	\$337,000	2.0%
Jun-26	\$525,000	5.0%	\$364,900	5.8%
12-month Avg	\$503,248	7.3%	\$343,571	4.1%

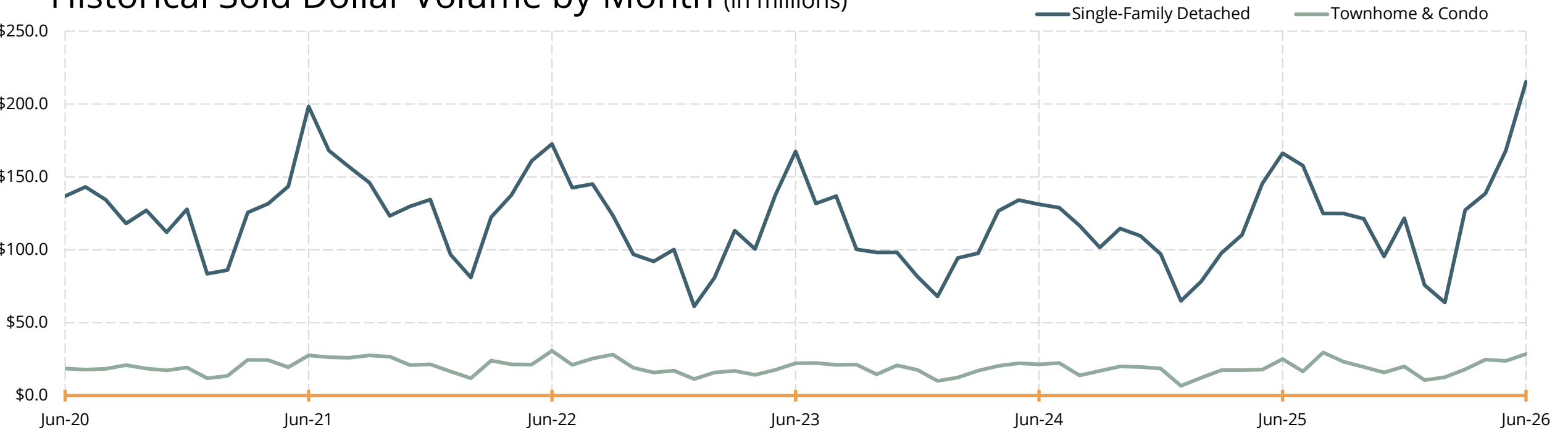


Source: Virginia REALTORS®, data accessed July 15, 2026

Sold Dollar Volume (in millions)

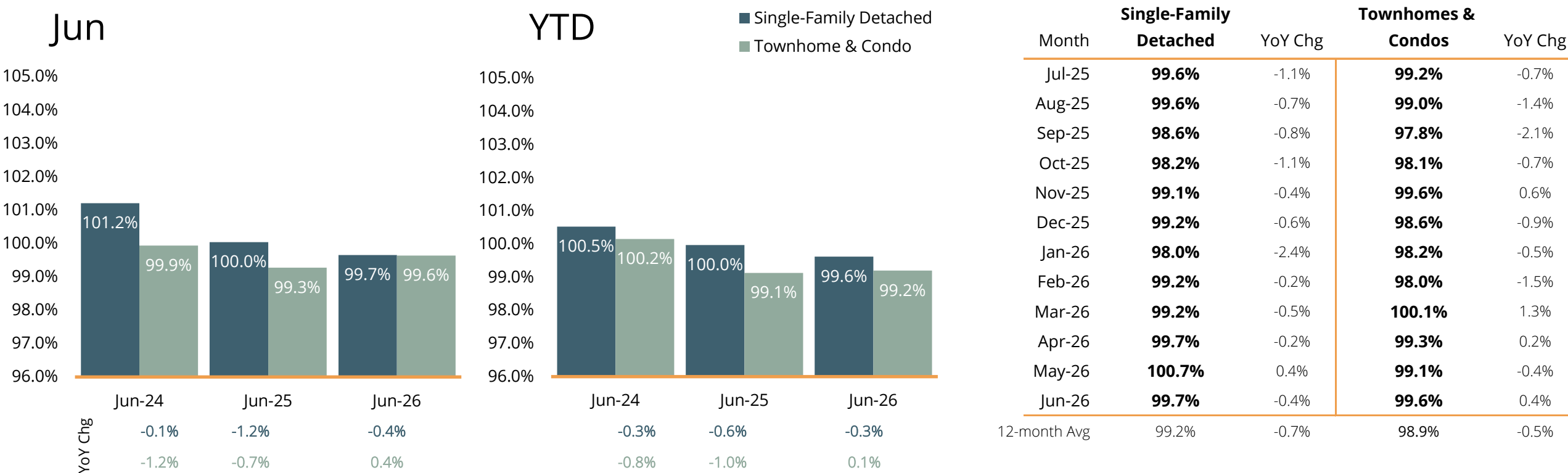


Historical Sold Dollar Volume by Month (in millions)

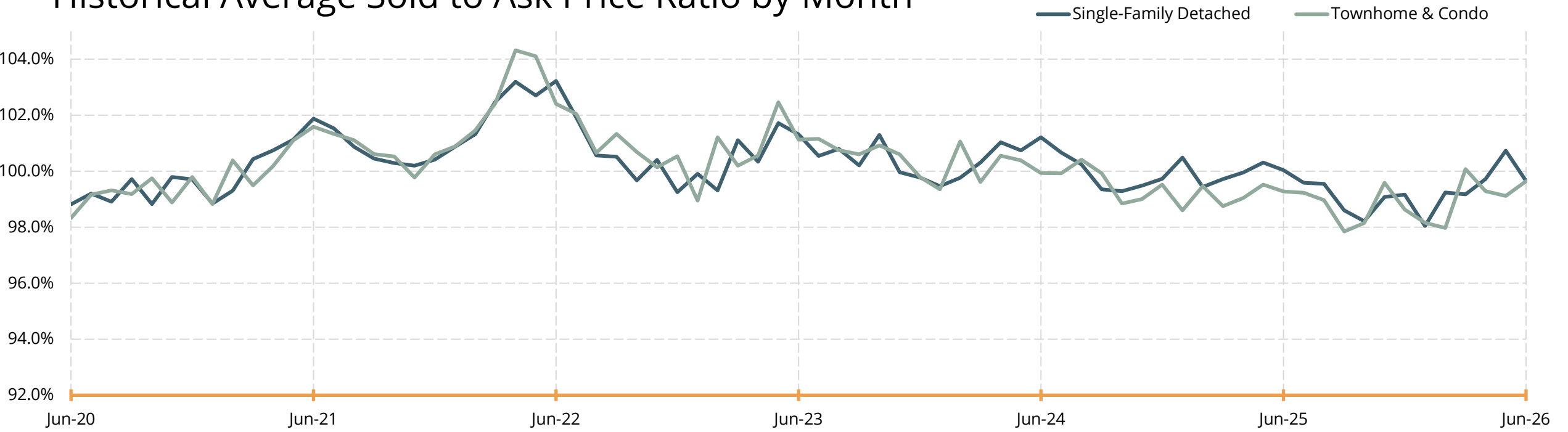


Source: Virginia REALTORS®, data accessed July 15, 2026

Average Sold to Ask Price Ratio

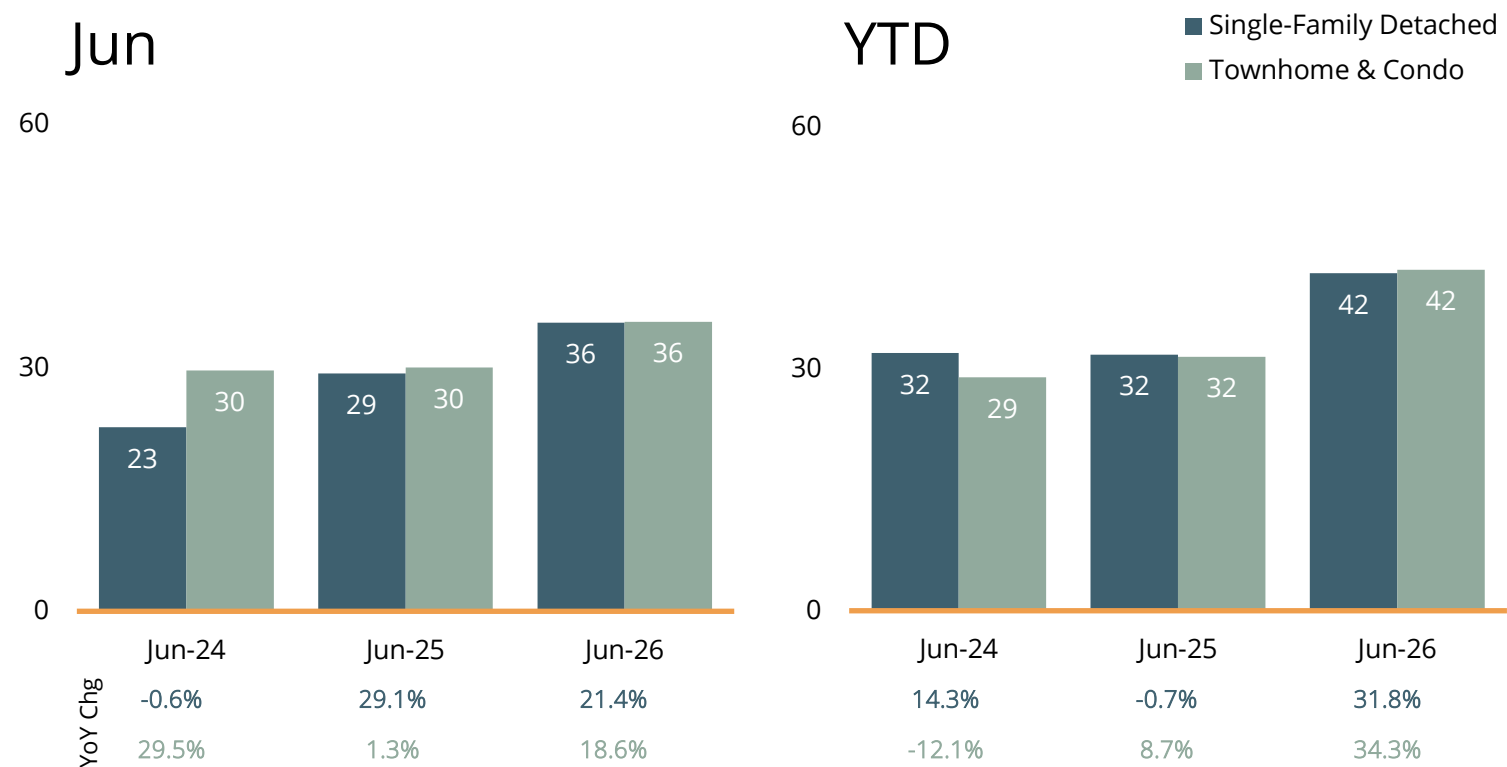


Historical Average Sold to Ask Price Ratio by Month



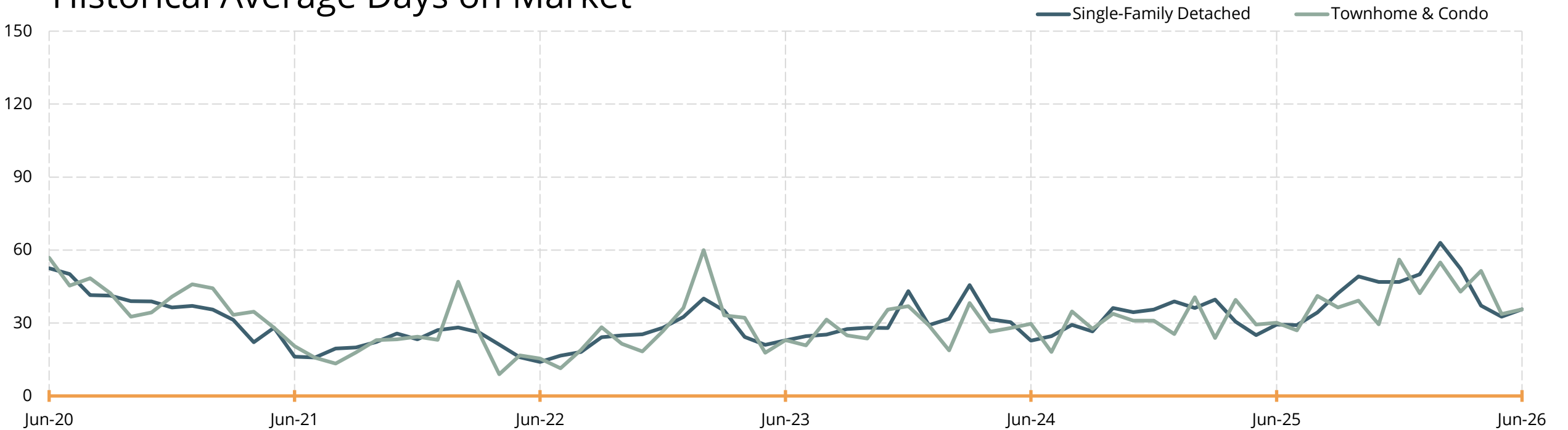
Source: Virginia REALTORS®, data accessed July 15, 2026

Average Days on Market



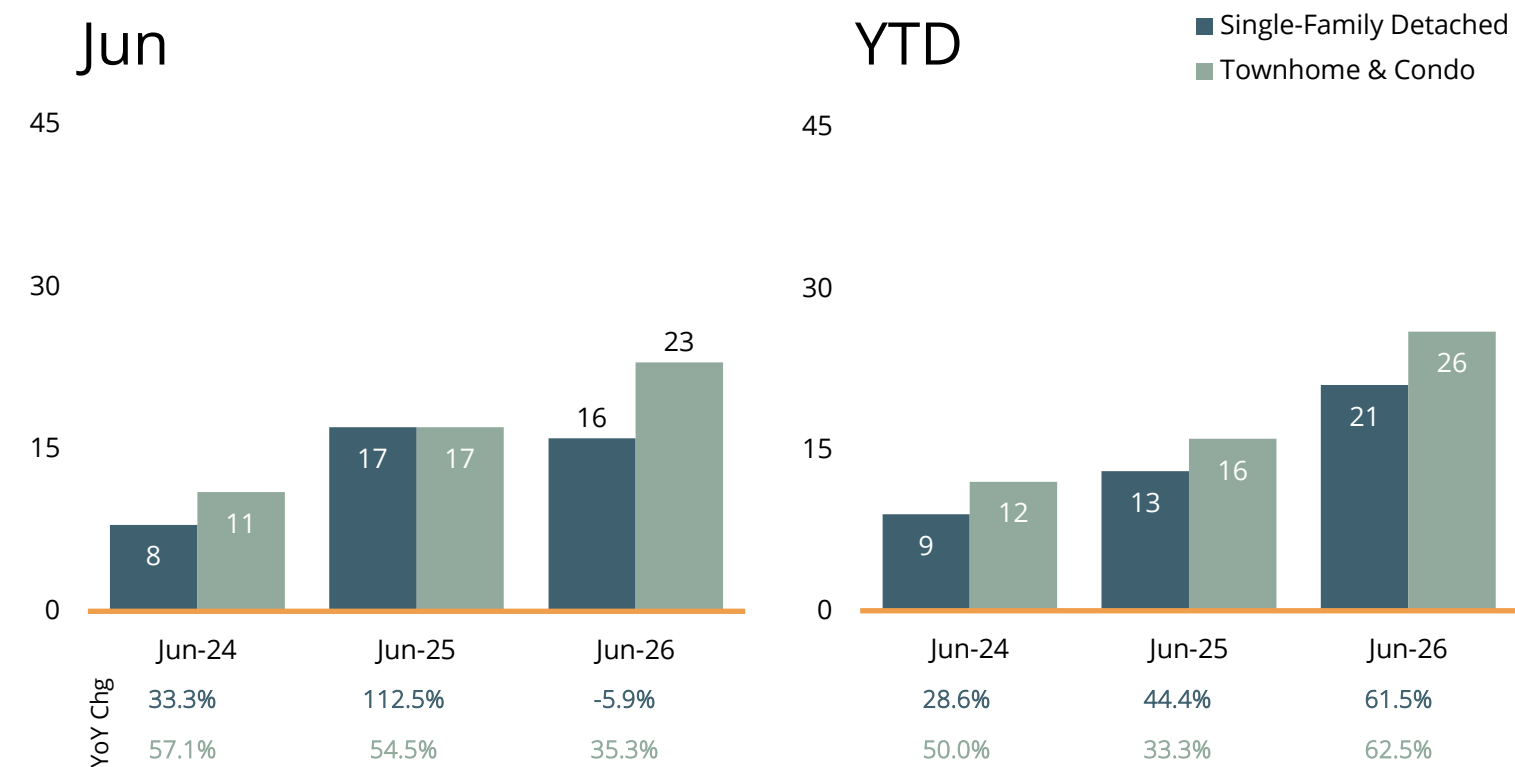
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-25	29	18.7%	27	49.1%
Aug-25	34	17.1%	41	18.4%
Sep-25	42	59.4%	36	31.8%
Oct-25	49	35.9%	39	15.9%
Nov-25	47	36.3%	29	-5.1%
Dec-25	47	32.1%	56	81.1%
Jan-26	50	28.7%	42	65.5%
Feb-26	63	74.2%	55	35.1%
Mar-26	52	31.9%	43	80.3%
Apr-26	37	21.7%	51	29.9%
May-26	33	30.3%	34	14.9%
Jun-26	36	21.4%	36	18.6%
12-month Avg	43	34.6%	41	34.2%

Historical Average Days on Market

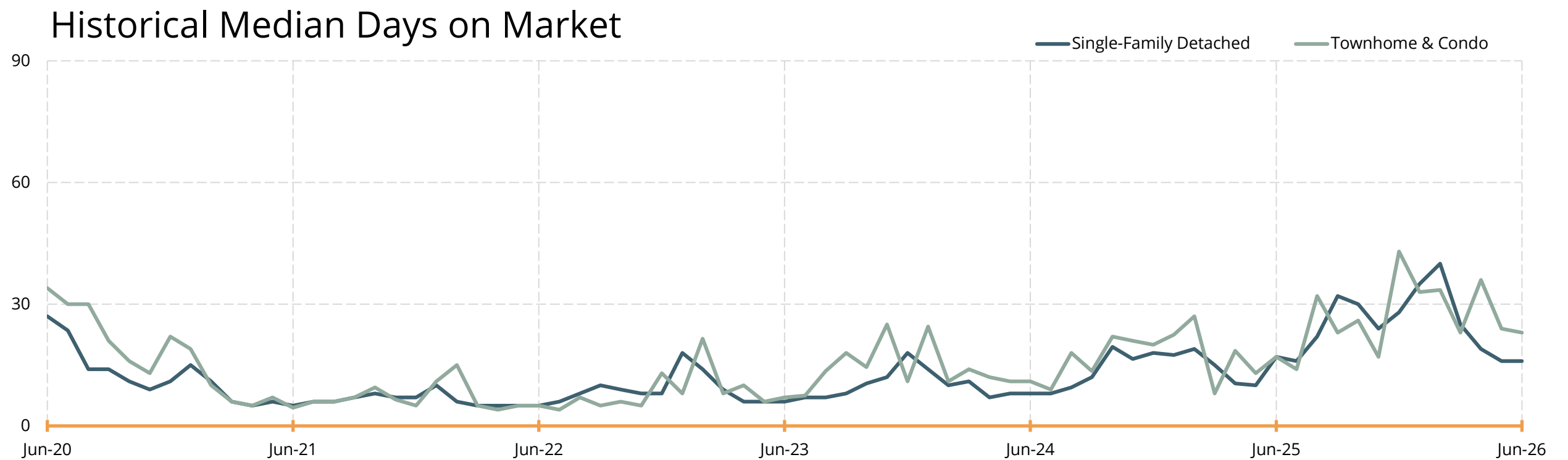


Source: Virginia REALTORS®, data accessed July 15, 2026

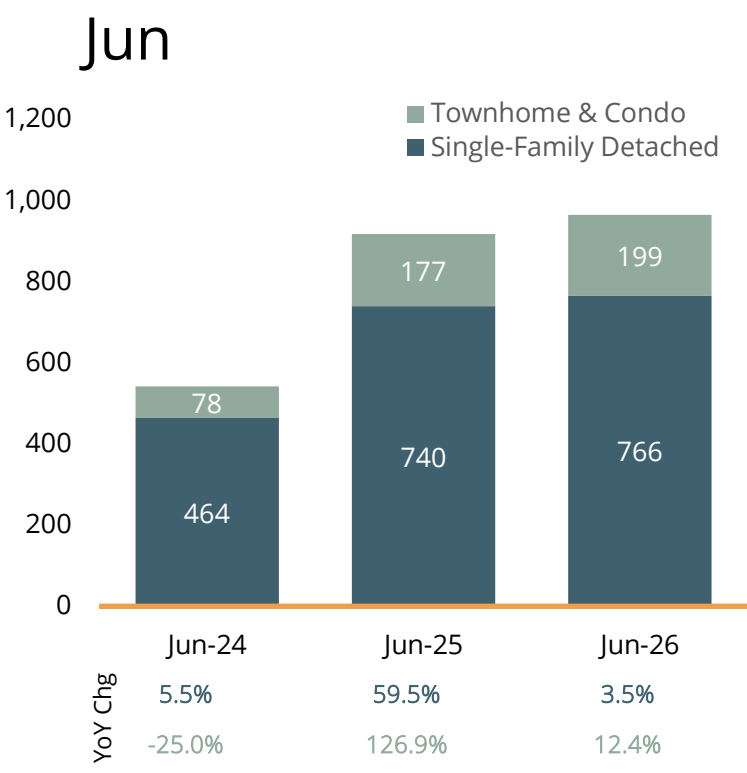
Median Days on Market



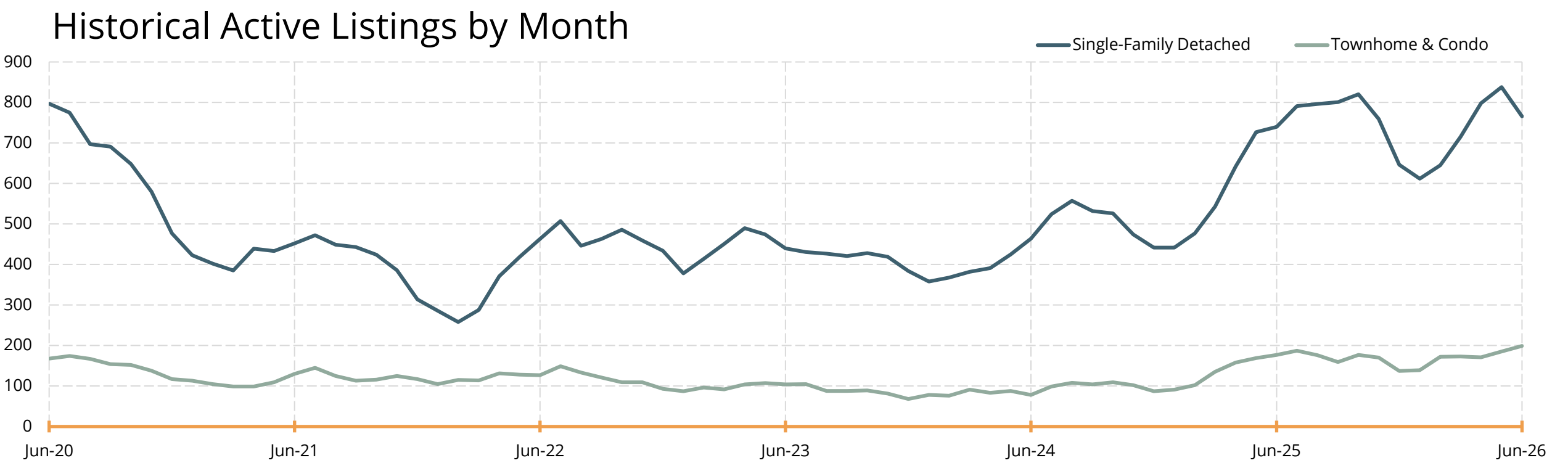
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-25	16	100.0%	14	55.6%
Aug-25	22	131.6%	32	77.8%
Sep-25	32	166.7%	23	70.4%
Oct-25	30	53.8%	26	18.2%
Nov-25	24	45.5%	17	-19.0%
Dec-25	28	55.6%	43	115.0%
Jan-26	35	100.0%	33	46.7%
Feb-26	40	110.5%	34	24.1%
Mar-26	25	66.7%	23	187.5%
Apr-26	19	81.0%	36	94.6%
May-26	16	60.0%	24	84.6%
Jun-26	16	-5.9%	23	35.3%
12-month Avg	25	75.7%	27	56.3%



Active Listings



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Apr-26	798	24.3%	171	8.2%
May-26	838	15.3%	185	9.5%
Jun-26	766	3.5%	199	12.4%
12-month Avg	749	35.6%	170	41.9%

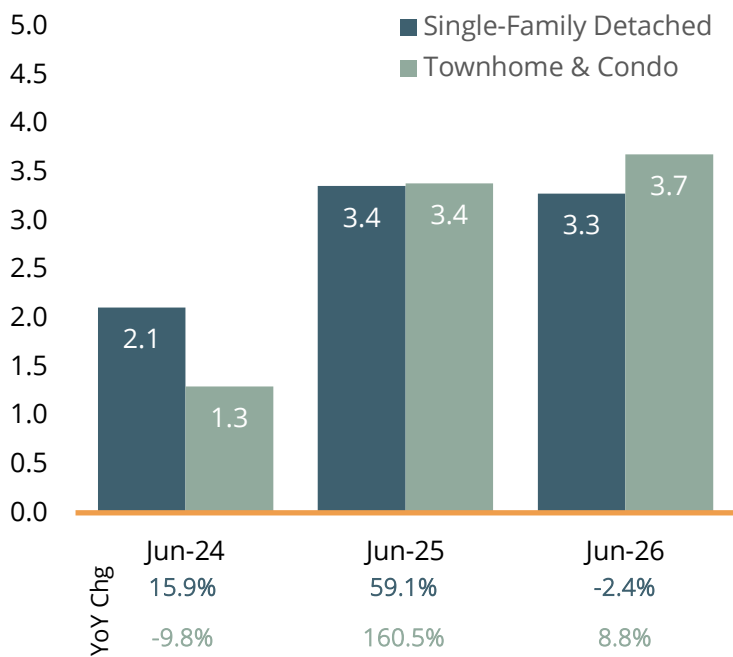


Source: Virginia REALTORS®, data accessed July 15, 2026

Months of Supply

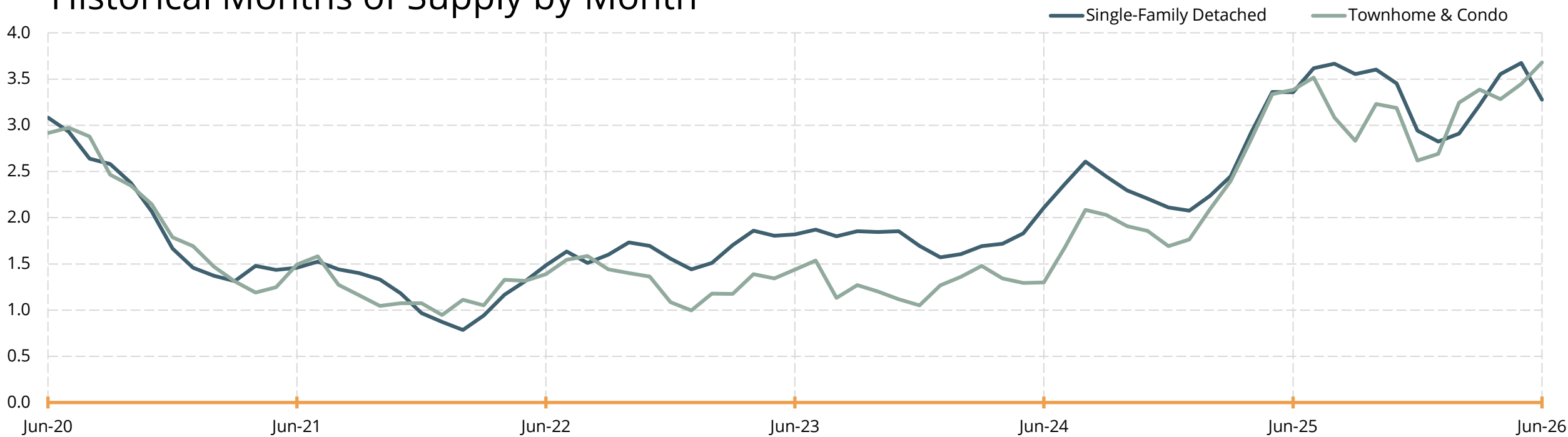


Jun



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-25	3.6	53.2%	3.5	110.1%
Aug-25	3.7	40.7%	3.1	47.8%
Sep-25	3.6	45.4%	2.8	39.5%
Oct-25	3.6	56.9%	3.2	69.3%
Nov-25	3.5	56.4%	3.2	71.8%
Dec-25	2.9	39.4%	2.6	54.8%
Jan-26	2.8	36.1%	2.7	52.4%
Feb-26	2.9	30.0%	3.2	55.0%
Mar-26	3.2	31.5%	3.4	41.3%
Apr-26	3.6	21.4%	3.3	15.0%
May-26	3.7	9.4%	3.4	3.3%
Jun-26	3.3	-2.4%	3.7	8.8%
12-month Avg	3.4	32.4%	3.2	41.1%

Historical Months of Supply by Month



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

Area Overview - Total Market



New Listings				Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
Geography	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg
James City County	207	239	15.5%	168	214	27.4%	\$555,132	\$582,212	4.9%	\$485,000	\$512,250	5.6%	444	478	7.7%	3.5	3.6	3.3%
Williamsburg	24	40	66.7%	24	26	8.3%	\$405,975	\$465,523	14.7%	\$377,000	\$372,450	-1.2%	70	71	1.4%	4.5	4.4	-3.6%
York County	128	125	-2.3%	116	125	7.8%	\$482,840	\$533,491	10.5%	\$477,500	\$485,000	1.6%	243	212	-12.8%	2.7	2.4	-9.3%
New Kent County	66	98	48.5%	64	74	15.6%	\$481,266	\$523,567	8.8%	\$448,450	\$517,500	15.4%	152	194	27.6%	4.1	4.2	3.7%
Charles City County	6	7	16.7%	4	6	50.0%	\$398,613	\$277,408	-30.4%	\$362,250	\$317,500	-12.4%	8	10	25.0%	2.0	2.3	17.5%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Average Sales Price TYD			Median Sales Price TYD			Active Listings YTD		
	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg
James City County	1,171	1,295	10.6%	712	814	14.3%	\$520,946	\$546,999	5.0%	\$468,000	\$495,000	5.8%	444	478	7.7%
Williamsburg	159	181	13.8%	94	100	6.4%	\$445,334	\$466,055	4.7%	\$384,990	\$410,000	6.5%	70	71	1.4%
York County	610	703	15.2%	467	529	13.3%	\$483,858	\$489,160	1.1%	\$456,320	\$459,000	0.6%	243	212	-12.8%
New Kent County	412	536	30.1%	247	284	15.0%	\$466,090	\$515,961	10.7%	\$433,750	\$466,990	7.7%	152	194	27.6%
Charles City County	31	43	38.7%	23	29	26.1%	\$573,522	\$363,809	-36.6%	\$349,900	\$320,000	-8.5%	8	10	25.0%

Area Overview - Single Family Detached Market



	New Listings			Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
Geography	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg
James City County	166	185	11.4%	133	172	29.3%	\$601,940	\$623,564	3.6%	\$535,000	\$535,300	0.1%	337	363	7.7%	3.4	3.5	3.7%
Williamsburg	14	21	50.0%	16	17	6.3%	\$437,031	\$551,229	26.1%	\$425,000	\$450,000	5.9%	40	40	0.0%	4.4	3.8	-14.8%
York County	112	95	-15.2%	94	106	12.8%	\$519,575	\$564,457	8.6%	\$523,283	\$525,000	0.3%	214	168	-21.5%	2.8	2.3	-17.1%
New Kent County	62	92	48.4%	58	69	19.0%	\$495,897	\$537,710	8.4%	\$465,495	\$525,000	12.8%	141	185	31.2%	4.2	4.3	3.5%
Charles City County	6	7	16.7%	4	6	50.0%	\$398,613	\$277,408	-30.4%	\$362,250	\$317,500	-12.4%	8	10	25.0%	2.0	2.3	17.5%

Area Overview - Single Family Detached Market YTD



New Listings YTD				Sales YTD			Average Sales Price YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg
James City County	941	1,009	7.2%	565	642	13.6%	\$563,046	\$587,728	4.4%	\$520,000	\$525,100	1.0%	337	363	7.7%
Williamsburg	105	108	2.9%	64	63	-1.6%	\$507,795	\$529,021	4.2%	\$450,000	\$451,150	0.3%	40	40	0.0%
York County	516	580	12.4%	386	433	12.2%	\$514,835	\$524,235	1.8%	\$485,000	\$500,000	3.1%	214	168	-21.5%
New Kent County	381	503	32.0%	221	267	20.8%	\$482,565	\$527,438	9.3%	\$459,900	\$480,000	4.4%	141	185	31.2%
Charles City County	31	43	38.7%	23	29	26.1%	\$573,522	\$363,809	-36.6%	\$349,900	\$320,000	-8.5%	8	10	25.0%

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

Area Overview - Townhome & Condo Market



New Listings				Sales			Average Sales Price			Median Sales Price			Active Listings			Months Supply		
Geography	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg
James City County	41	54	31.7%	35	42	20.0%	\$377,263	\$412,863	9.4%	\$365,000	\$379,945	4.1%	107	115	7.5%	3.9	4.0	1.7%
Williamsburg	10	19	90.0%	8	9	12.5%	\$343,863	\$303,633	-11.7%	\$325,000	\$330,000	1.5%	30	31	3.3%	4.7	5.6	17.2%
York County	16	30	87.5%	22	19	-13.6%	\$325,882	\$360,728	10.7%	\$318,000	\$375,000	17.9%	29	44	51.7%	1.8	2.6	49.4%
New Kent County	4	6	50.0%	6	5	-16.7%	\$339,827	\$328,390	-3.4%	\$339,290	\$324,950	-4.2%	11	9	-18.2%	3.3	2.9	-10.8%
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	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg
James City County	230	286	24.3%	147	172	17.0%	\$356,608	\$394,739	10.7%	\$358,990	\$365,000	1.7%	107	115	7.5%
Williamsburg	54	73	35.2%	30	37	23.3%	\$318,330	\$357,140	12.2%	\$306,500	\$359,000	17.1%	30	31	3.3%
York County	94	123	30.9%	81	96	18.5%	\$324,893	\$329,498	1.4%	\$318,000	\$334,950	5.3%	29	44	51.7%
New Kent County	31	33	6.5%	26	17	-34.6%	\$330,022	\$335,026	1.5%	\$326,685	\$324,950	-0.5%	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.