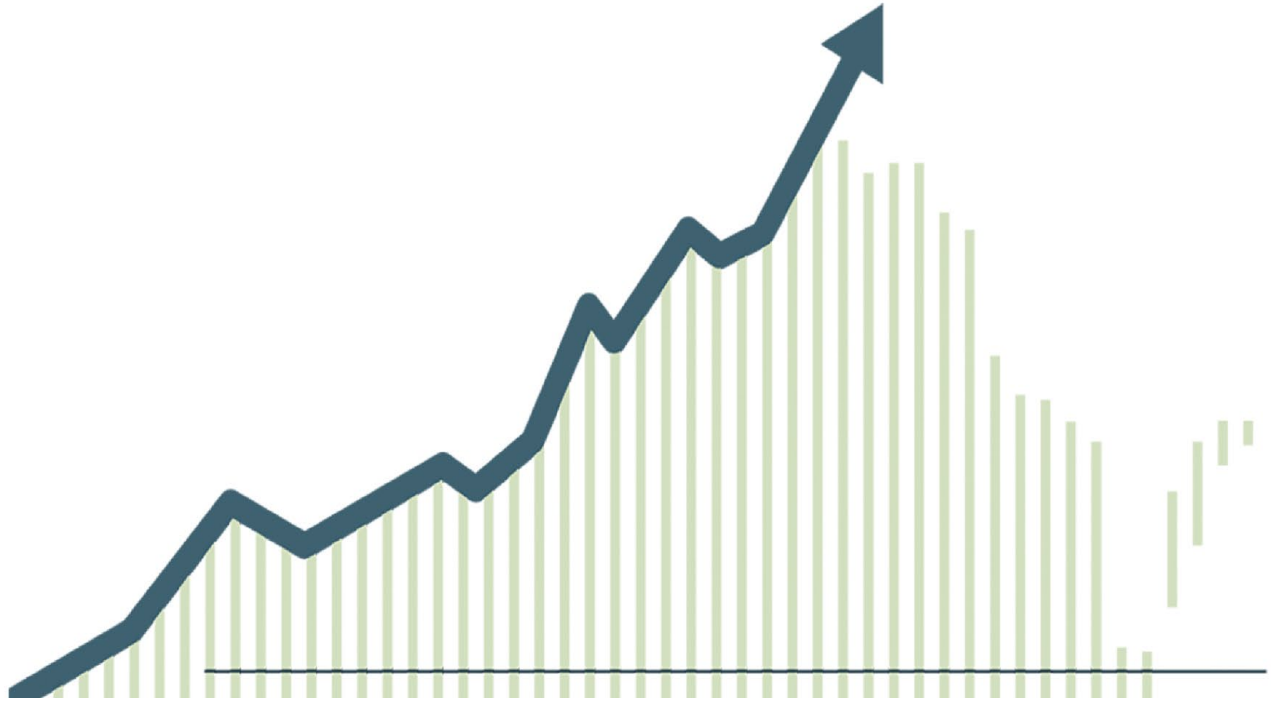




WAAR WILLIAMSBURG

HOUSING MARKET REPORT

Q2-2026

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®



Regional Market Dashboard

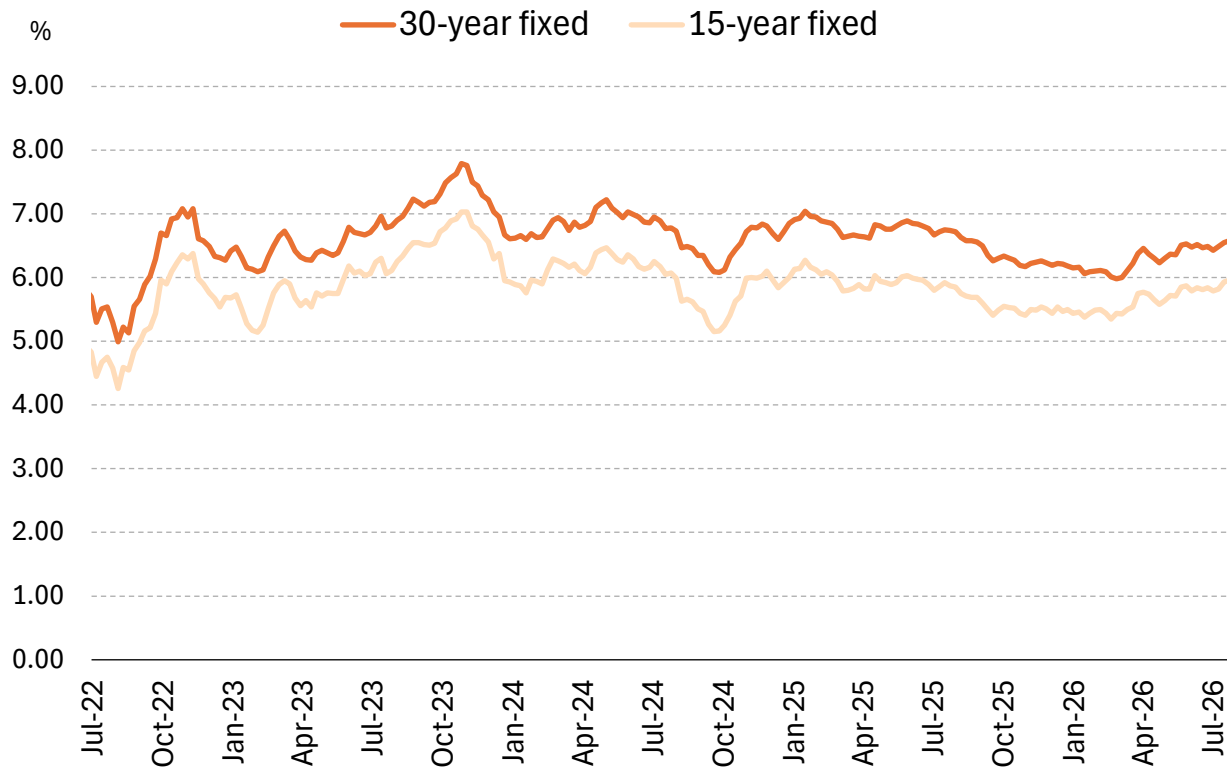
<i>WAAR Footprint</i>	<i>2026 - Q2</i>	<i>2025 - Q2</i>	<i>Change</i>
CLOSED SALES	1,128	962	17.3%
PENDING SALES	1,000	854	17.1%
MEDIAN SOLD PRICE	\$485,000	\$452,500	7.2%
SOLD DOLLAR VOLUME	\$598.9	\$482.6	24.1%
AVG. SOLD/LIST PRICE RATIO	99.9%	100.0%	0.0% (PERCENTAGE POINTS)
MEDIAN DAYS ON MARKET	19	13	6 (DAYS)
ACTIVE LISTINGS	965	917	5.2%
MONTHS OF SUPPLY	3.4	3.4	0.0 (MONTHS)

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



Mortgage Rate Tracker

Weekly Average	July 23, 2026	1 month ago	1 year ago
30-YEAR FIXED MORTGAGE	6.58%	6.49%	6.74%
15-YEAR FIXED MORTGAGE	5.96%	5.84%	5.87%



Source: Freddie Mac

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Williamsburg Region

HOUSING MARKET CONDITIONS



2ND QUARTER

2026

Q2-2026 WAAR

REGIONAL MARKET SUMMARY

Market Activity: There was strong momentum in the WAAR area this quarter, as both closed and pending sales increased. Home sales rose 17% leading to 1,128 total sales in the region, 166 more than the year before. Demand was strong in James City County (+18%) and York County (+19%) which had its fifth straight quarter of growth. Buyer activity was weaker in Charles City County with sales (-20%) and pending sales (-10%) down from the previous year. Overall, pending sales continued to climb across the area, with York County (+31%) and Williamsburg (+36%) experiencing the biggest increase in activity.

Price Trends: Home prices continued to rise across the WAAR region. The second quarter median sales price was \$485,000 in the area, up 7% or \$32,500 from the previous year. Williamsburg experienced the sharpest increase in median sales price with homes selling for 13% more than last year. Stable demand has helped keep home price growth elevated for the seventh straight quarter in New Kent County. Less competition among buyers led to lower price growth in Charles City County with the median price down 9% from last year. The market leaned more in favor of sellers this quarter with the average sold-to-ask-price ratio at 99.9%.

Inventory Conditions: Listings grew for the eighth straight quarter in the WAAR footprint. There was a 5% uptick in activity, resulting in 965 listings at the end of the second quarter, 48 more than a year ago. The largest influx of listings occurred in New Kent County (+28%) and James City County (+8%) while listings fell for the first time in two years in York County (-13%). Despite the increase in listings, the months of supply remained unchanged from last year at 3.4 months, signaling healthier demand among buyers.

Outlook: The 2026 housing market is outpacing the 2025 market so far in the WAAR region, and it's been the strongest first half of the year in terms of sales since 2022. This reflects strong pent-up demand that is absorbing the surge in active listings in the market. If listing growth continues to be strong, this will likely facilitate more sales in the area in the near-term.

WAAR

REGIONAL MARKET SNAPSHOTS

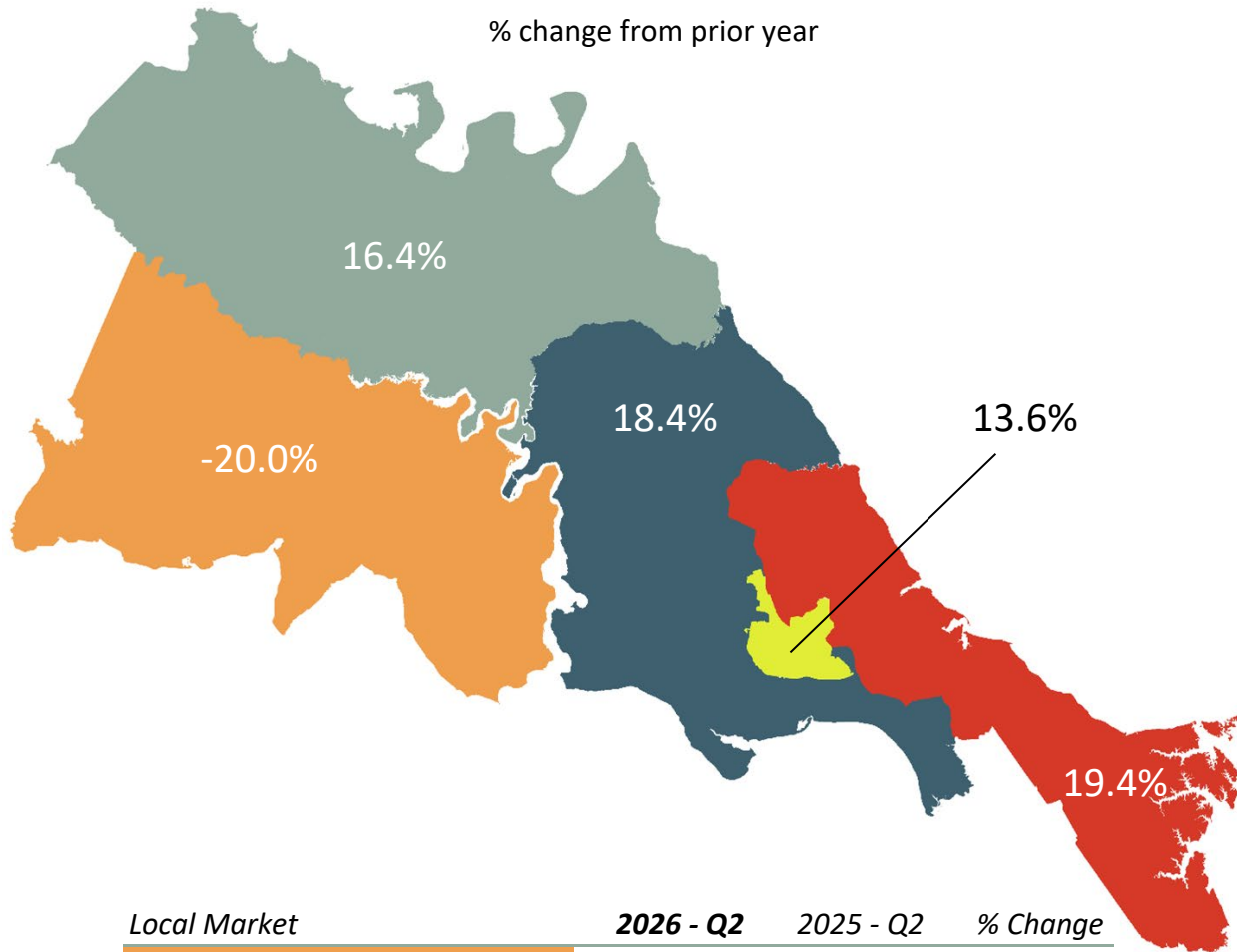


2ND QUARTER

2026

WAAR Regional Market Snapshot

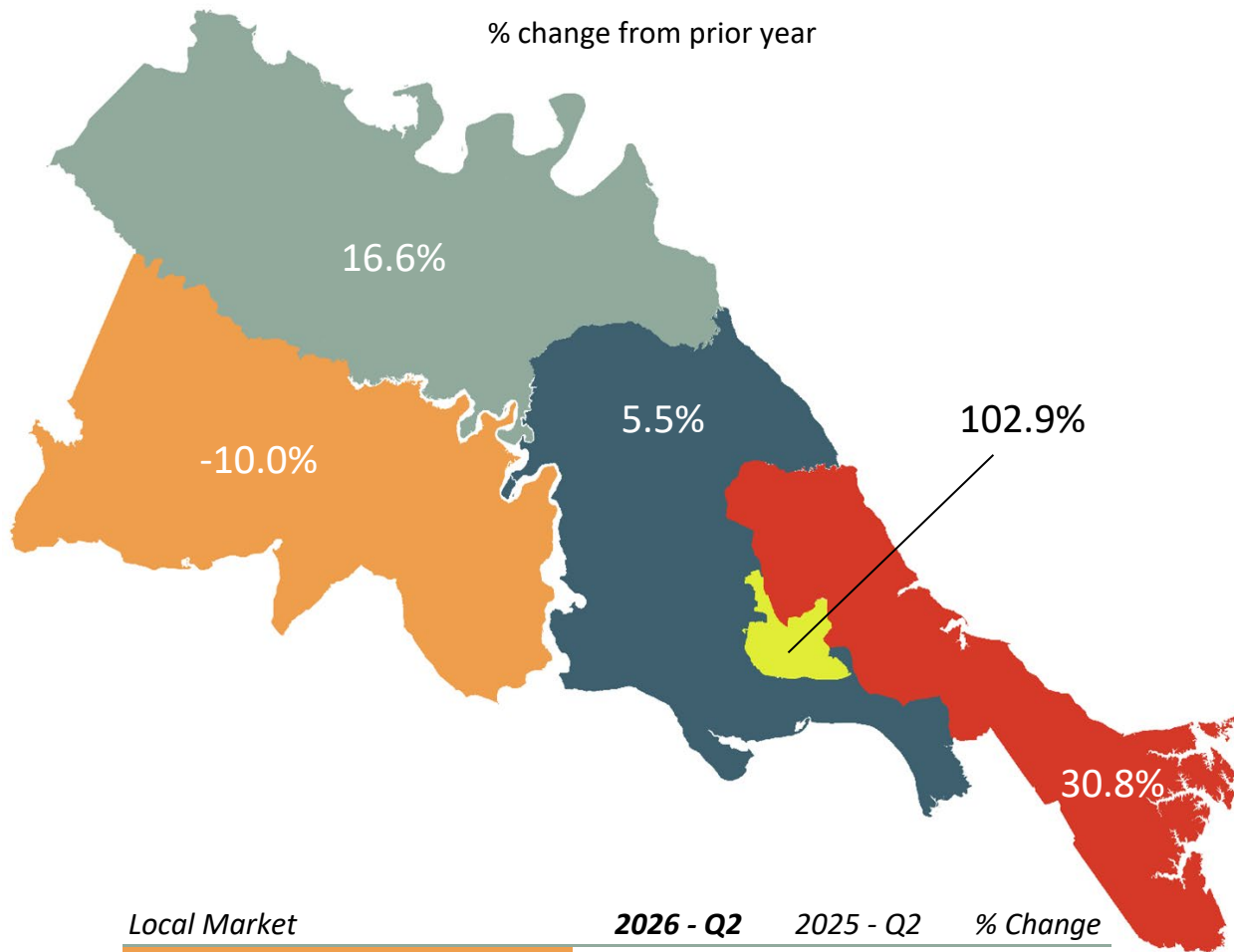
CLOSED SALES



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

WAAR Regional Market Snapshot

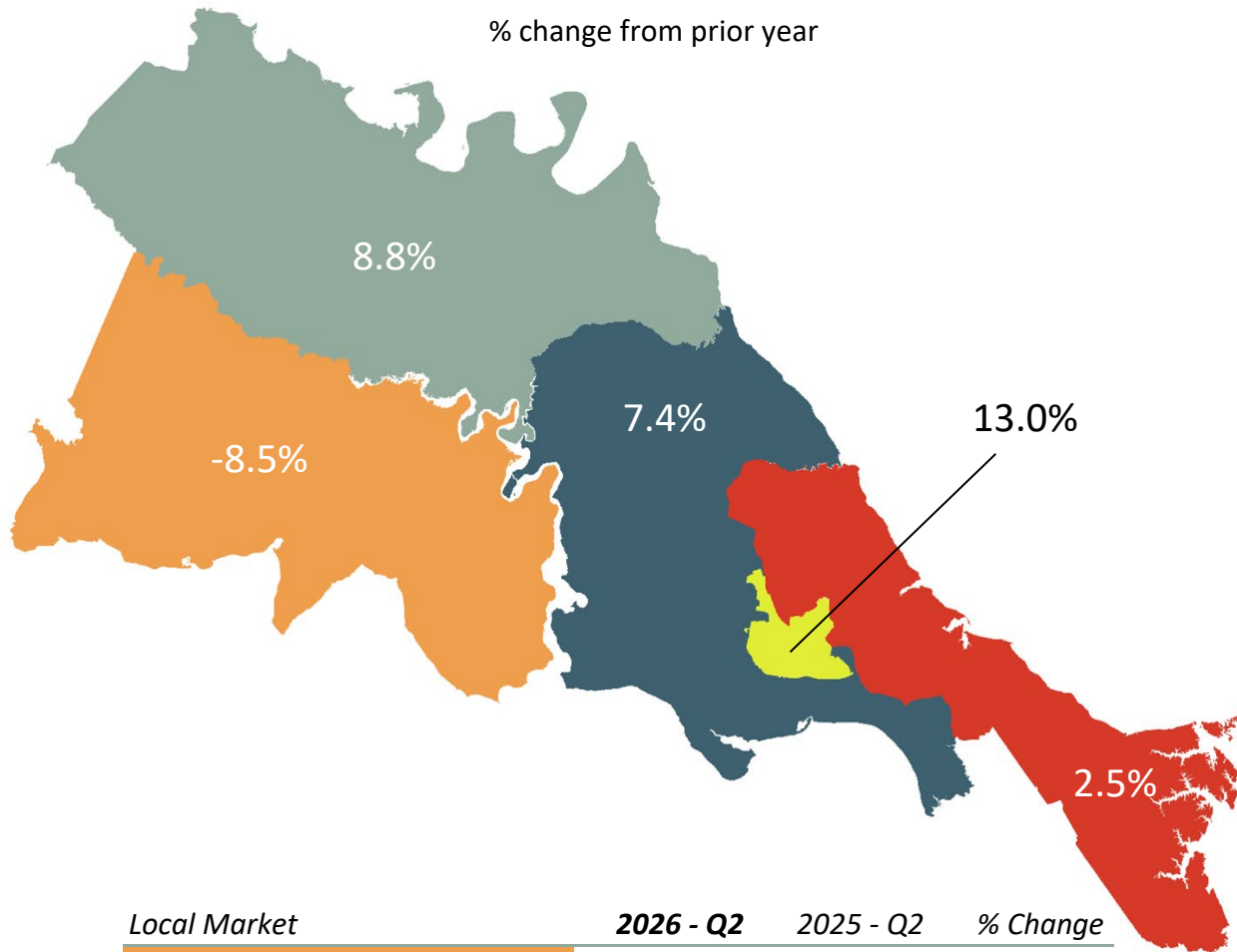
PENDING SALES



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

WAAR Regional Market Snapshot

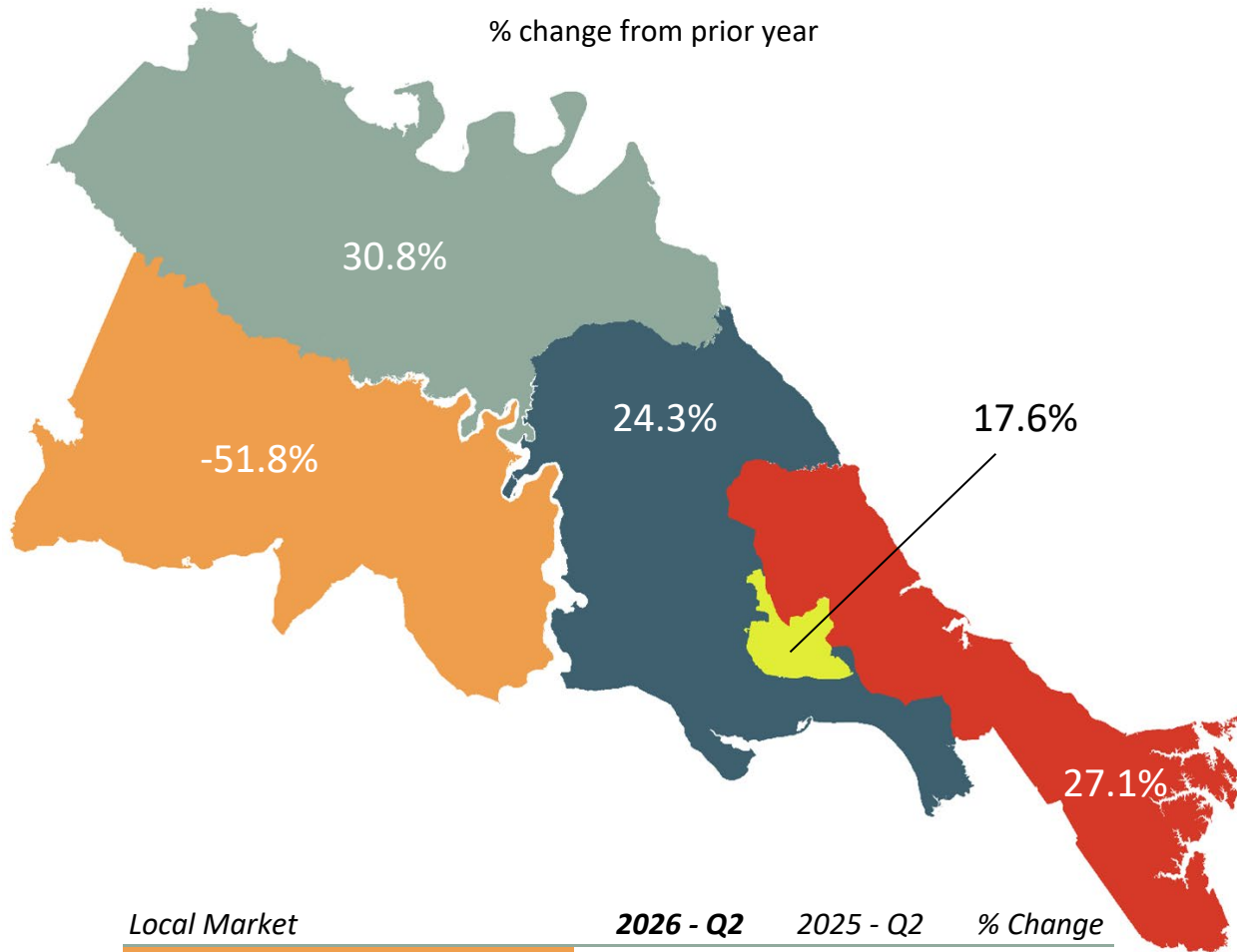
MEDIAN SOLD PRICE



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

WAAR Regional Market Snapshot

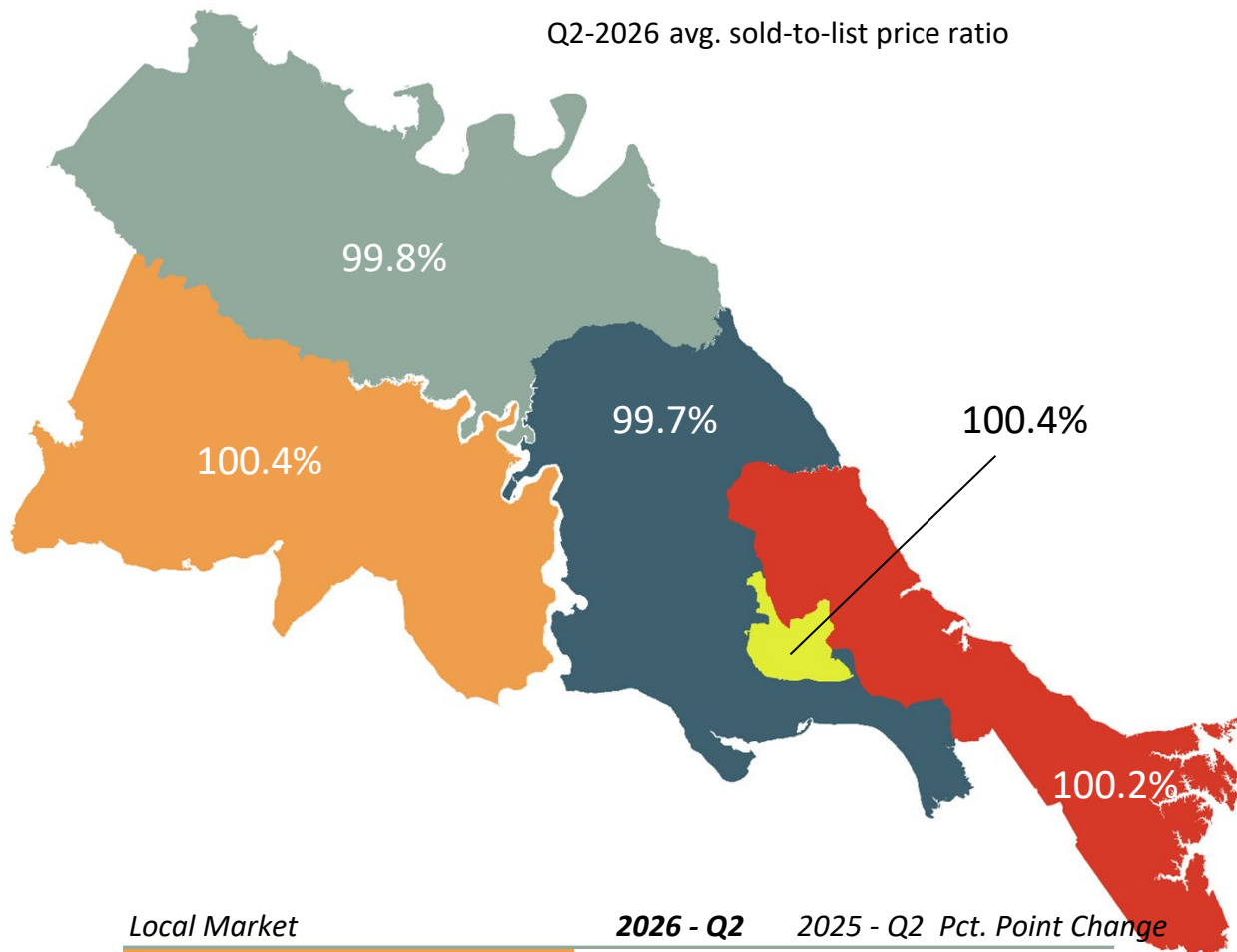
SOLD DOLLAR VOLUME (in millions)



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

WAAR Regional Market Snapshot

AVERAGE SOLD-TO-LIST PRICE RATIO

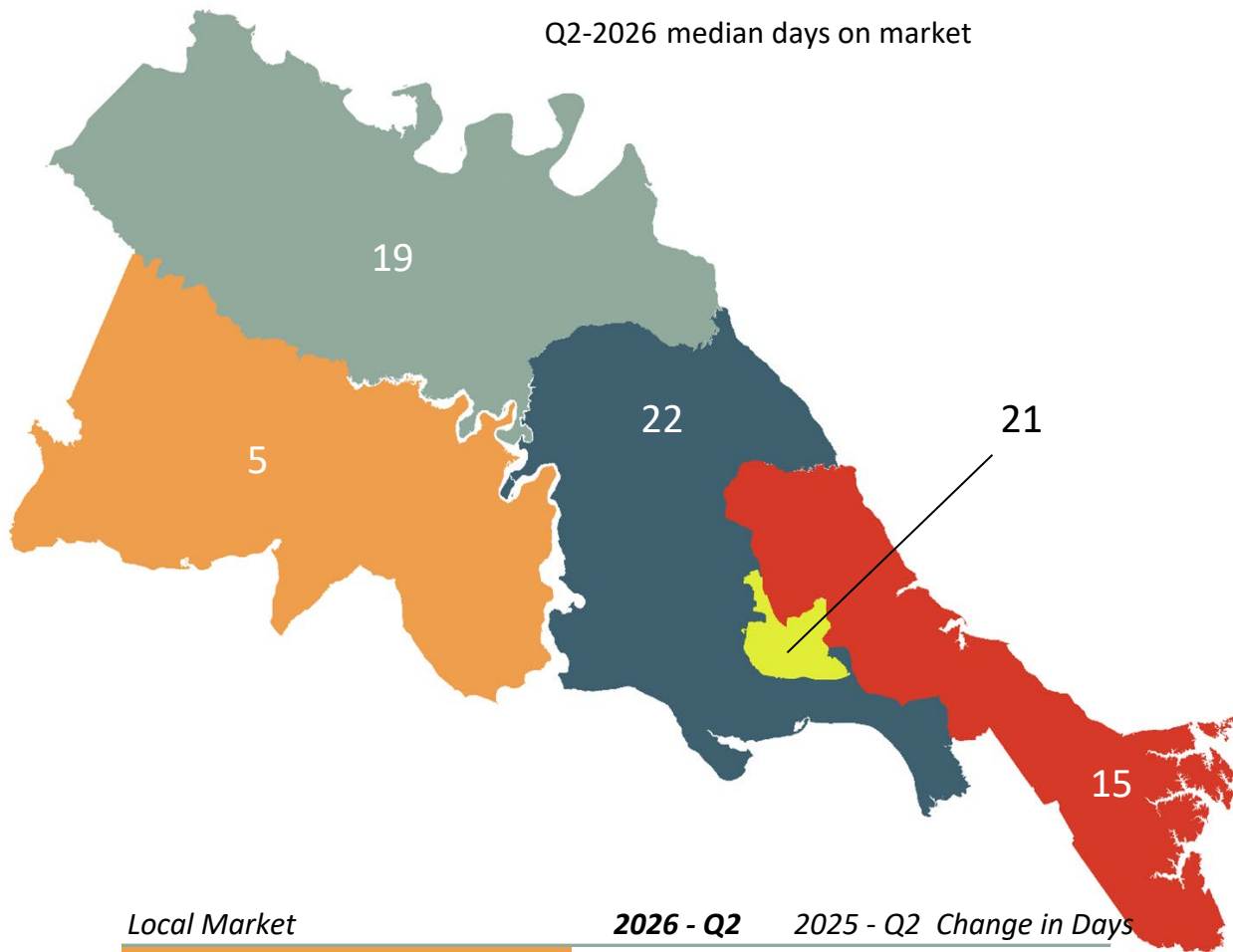


Source: Virginia REALTORS®, data accessed July 15, 2026

WAAR Regional Market Snapshot

MEDIAN DAYS ON MARKET

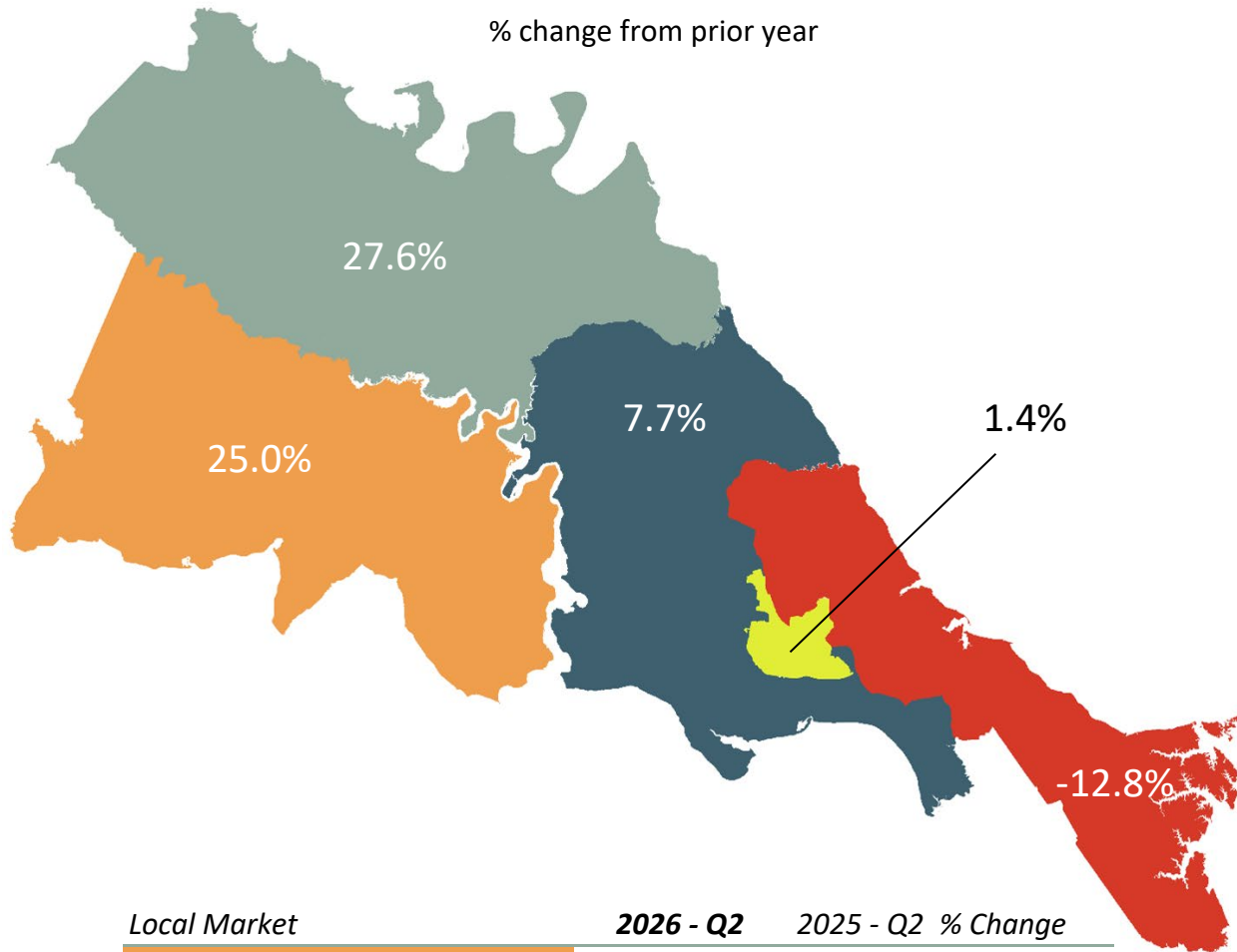
Q2-2026 median days on market



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

WAAR Regional Market Snapshot

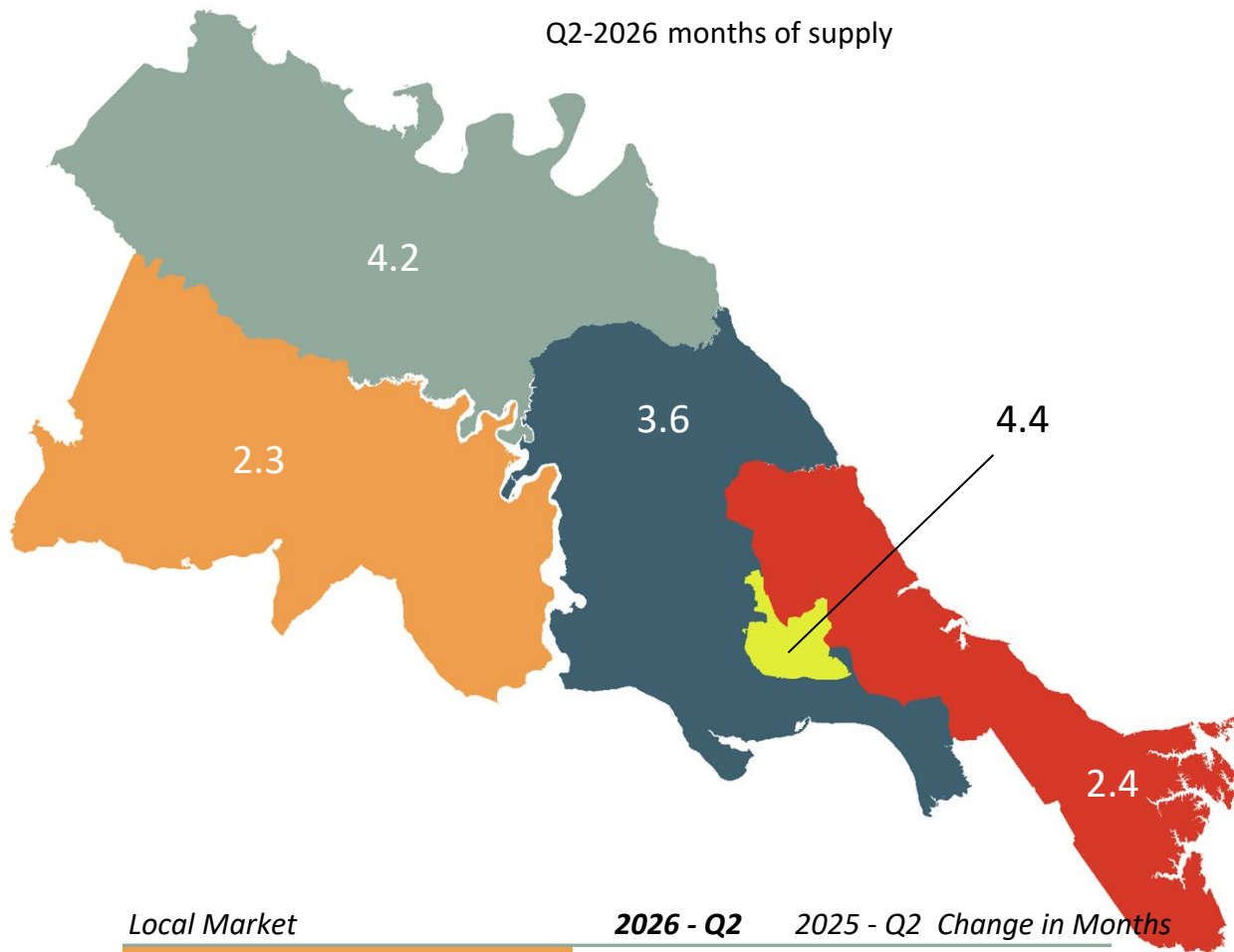
ACTIVE LISTINGS



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

WAAR Regional Market Snapshot

MONTHS OF SUPPLY



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

WAAR

LOCAL MARKET DASHBOARDS



2ND QUARTER

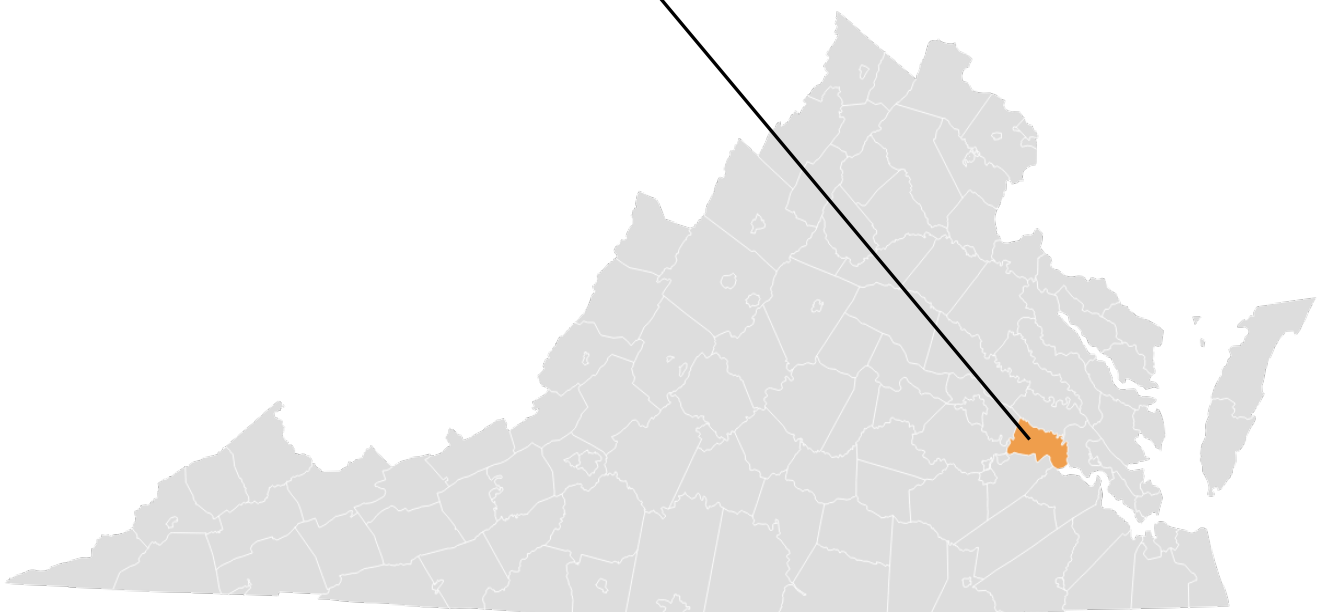
2026

2ND QUARTER 2026 CHARLES CITY COUNTY

CURRENT CONDITIONS

YEAR-TO-DATE CONDITIONS

INDICATOR	2026 - Q2	2025 - Q2	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	16	20	-20.0%	29	23	26.1%
PENDING SALES	18	20	-10.0%	34	29	17.2%
MEDIAN SOLD PRICE (\$)	320,000	349,900	-8.5%	320,000	349,900	-8.5%
SOLD VOLUME (\$ in Millions)	4.9	10.1	-51.8%	10.6	10.9	-3.4%
AVG. SOLD/LIST RATIO	100.4%	101.2%	-0.8%	100.2%	101.1%	-0.9%
MEDIAN DAYS ON MARKET	5	7	-2	11	6	6
ACTIVE LISTINGS	10	8	25.0%	10	8	25.0%
MONTHS OF SUPPLY	2.3	2.0	0.3	2.3	2.0	0.3



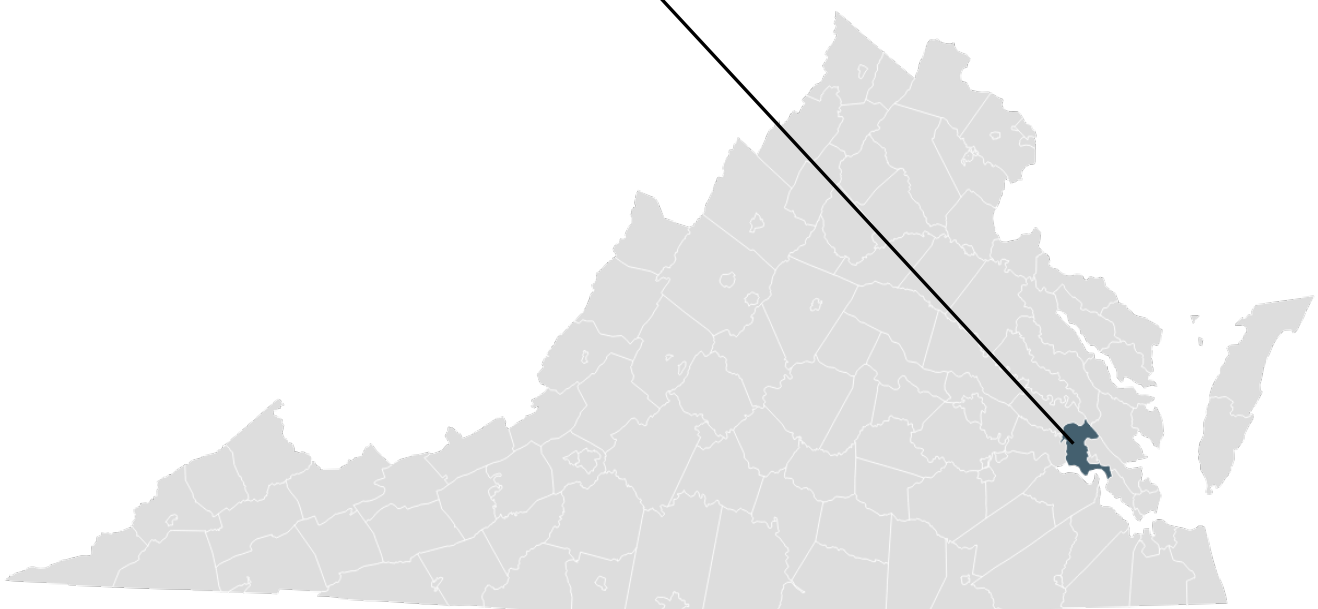
Source: Virginia REALTORS®, data accessed July 15, 2026

2ND QUARTER 2026 JAMES CITY COUNTY

CURRENT CONDITIONS

YEAR-TO-DATE CONDITIONS

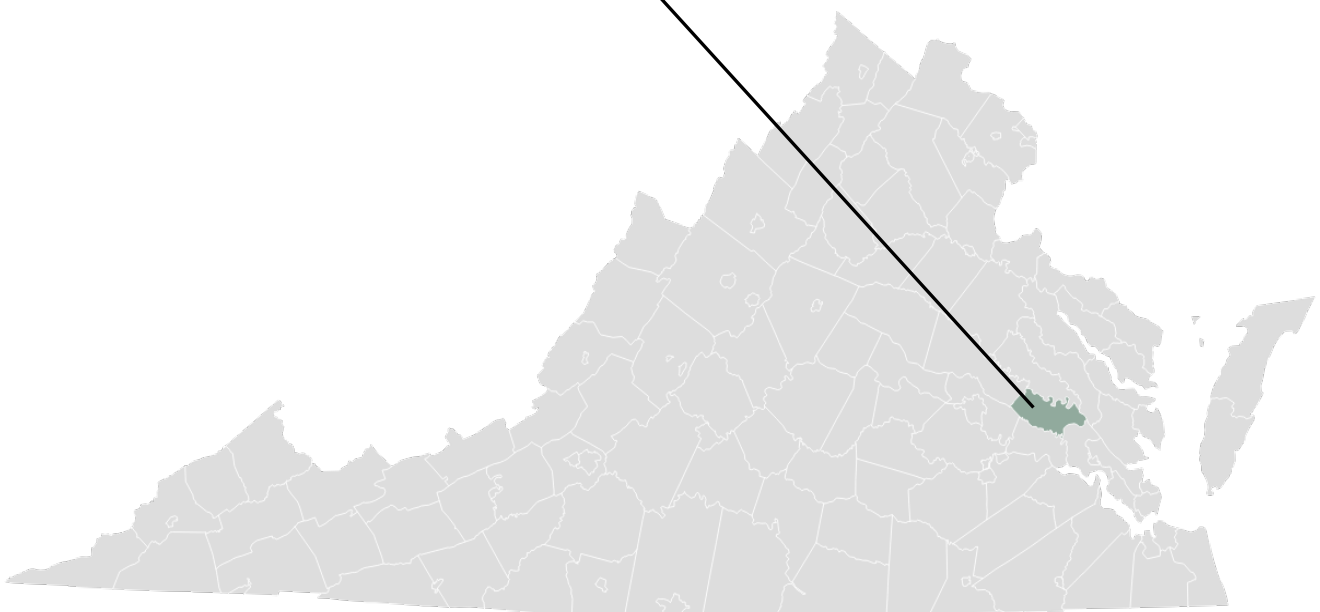
INDICATOR	2026 - Q2	2025 - Q2	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	535	452	18.4%	814	712	14.3%
PENDING SALES	462	438	5.5%	786	731	7.5%
MEDIAN SOLD PRICE (\$)	510,000	475,000	7.4%	495,000	468,000	5.8%
SOLD VOLUME (\$ in Millions)	298.7	240.3	24.3%	445.5	367.8	21.1%
AVG. SOLD/LIST RATIO	99.7%	99.7%	0.0%	99.3%	99.5%	-0.3%
MEDIAN DAYS ON MARKET	22	16	6	27	16	11
ACTIVE LISTINGS	478	444	7.7%	478	444	7.7%
MONTHS OF SUPPLY	3.6	3.5	0.1	3.6	3.5	0.1



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

2ND QUARTER 2026 NEW KENT COUNTY

INDICATOR	CURRENT CONDITIONS			YEAR-TO-DATE CONDITIONS		
	2026 - Q2	2025 - Q2	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	177	152	16.4%	284	247	15.0%
PENDING SALES	190	163	16.6%	362	308	17.5%
MEDIAN SOLD PRICE (\$)	484,000	444,700	8.8%	466,990	433,750	7.7%
SOLD VOLUME (\$ in Millions)	93.4	71.4	30.8%	146.6	115.4	27.1%
AVG. SOLD/LIST RATIO	99.8%	100.4%	-0.6%	99.7%	100.6%	-0.9%
MEDIAN DAYS ON MARKET	19	16	3	21	19	2
ACTIVE LISTINGS	194	152	27.6%	194	152	27.6%
MONTHS OF SUPPLY	4.2	4.1	0.2	4.2	4.1	0.2



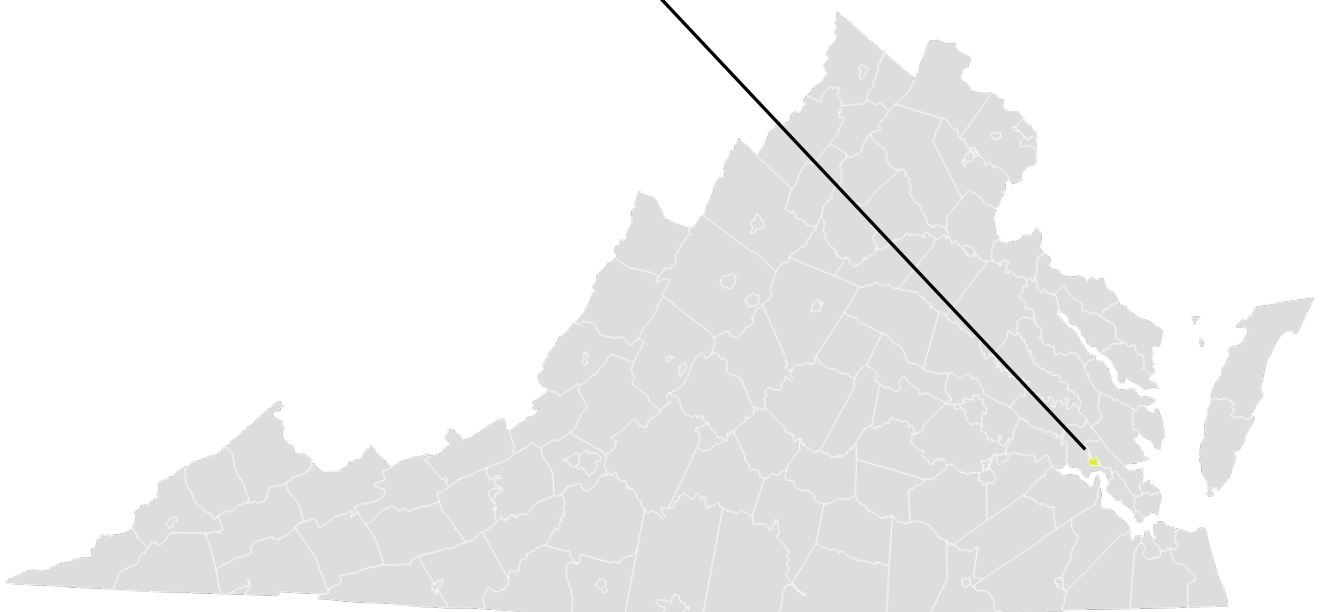
Source: Virginia REALTORS®, data accessed July 15, 2026

2ND QUARTER 2026 WILLIAMSBURG

CURRENT CONDITIONS

YEAR-TO-DATE CONDITIONS

INDICATOR	2026 - Q2	2025 - Q2	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	67	59	13.6%	100	94	6.4%
PENDING SALES	71	35	102.9%	101	83	21.7%
MEDIAN SOLD PRICE (\$)	435,000	384,990	13.0%	410,000	384,990	6.5%
SOLD VOLUME (\$ in Millions)	31.7	27.0	17.6%	46.0	41.7	10.4%
AVG. SOLD/LIST RATIO	100.4%	99.3%	1.1%	99.5%	98.5%	1.0%
MEDIAN DAYS ON MARKET	21	9	12	23	8	15
ACTIVE LISTINGS	71	70	1.4%	71	70	1.4%
MONTHS OF SUPPLY	4.4	4.5	-0.2	4.4	4.5	-0.2



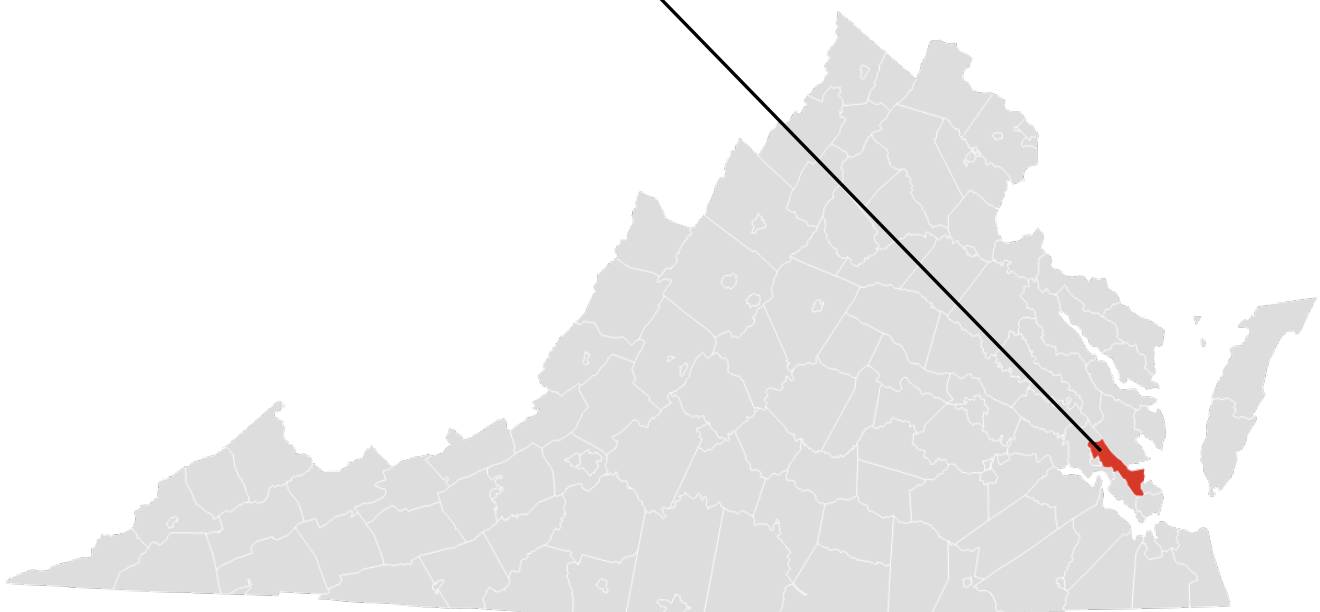
Source: Virginia REALTORS®, data accessed July 15, 2026

2ND QUARTER 2026 YORK COUNTY

CURRENT CONDITIONS

YEAR-TO-DATE CONDITIONS

INDICATOR	2026 - Q2	2025 - Q2	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	333	279	19.4%	529	467	13.3%
PENDING SALES	259	198	30.8%	426	336	26.8%
MEDIAN SOLD PRICE (\$)	470,495	459,000	2.5%	459,000	456,320	0.6%
SOLD VOLUME (\$ in Millions)	170.2	133.9	27.1%	258.5	224.4	15.2%
AVG. SOLD/LIST RATIO	100.2%	100.2%	0.1%	99.8%	100.0%	-0.2%
MEDIAN DAYS ON MARKET	15	11	4	18	11	7
ACTIVE LISTINGS	212	243	-12.8%	212	243	-12.8%
MONTHS OF SUPPLY	2.4	2.7	-0.2	2.4	2.7	-0.2



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

WAAR

HISTORICAL MARKET DATA



2ND QUARTER

2020 - 2026

2ND QUARTER HISTORICAL MARKET DATA

CLOSED SALES	2020 - Q2	2021 - Q2	2022 - Q2	2023 - Q2	2024 - Q2	2025 - Q2	2026 - Q2
WAAR Region	1,037	1,385	1,226	992	928	962	1,128
Charles City County	10	10	12	12	10	20	16
James City County	513	655	576	426	443	452	535
New Kent County	128	184	187	134	138	152	177
Williamsburg	57	91	87	89	63	59	67
York County	329	445	364	331	274	279	333
PENDING SALES	2020 - Q2	2021 - Q2	2022 - Q2	2023 - Q2	2024 - Q2	2025 - Q2	2026 - Q2
WAAR Region	1,181	1,379	1,001	899	802	854	1,000
Charles City County	14	17	17	18	12	20	18
James City County	583	640	483	394	429	438	462
New Kent County	151	189	213	165	115	163	190
Williamsburg	64	82	70	104	50	35	71
York County	369	451	218	218	196	198	259

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

2ND QUARTER HISTORICAL MARKET DATA

MEDIAN SOLD PRICE (\$)	<i>2020 - Q2</i>	<i>2021 - Q2</i>	<i>2022 - Q2</i>	<i>2023 - Q2</i>	<i>2024 - Q2</i>	<i>2025 - Q2</i>	<i>2026 - Q2</i>	
WAAR Region	320,000	341,000	400,000	422,000	435,000	452,500	485,000	
Charles City County	210,000	236,250	361,250	200,000	276,000	349,900	320,000	
James City County	329,500	356,917	440,000	459,000	445,000	475,000	510,000	
New Kent County	314,000	339,495	379,105	395,000	430,000	444,700	484,000	
Williamsburg	224,900	321,000	377,900	369,900	452,500	384,990	435,000	
York County	323,035	330,000	387,658	410,560	421,665	459,000	470,495	
SOLD DOLLAR VOLUME (\$ in millions)	<i>2020 - Q2</i>	<i>2021 - Q2</i>	<i>2022 - Q2</i>	<i>2023 - Q2</i>	<i>2024 - Q2</i>	<i>2025 - Q2</i>	<i>2026 - Q2</i>	
WAAR Region	361.0	545.1	544.7	459.9	456.1	482.6	598.9	
Charles City County	2.2	4.3	4.9	3.3	3.5	10.1	4.9	
James City County	188.8	276.5	274.7	217.8	230.1	240.3	298.7	
New Kent County	41.8	67.3	75.1	56.0	65.9	71.4	93.4	
Williamsburg	14.9	33.3	36.9	35.4	30.7	27.0	31.7	
York County	113.2	163.8	153.1	147.3	126.0	133.9	170.2	

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

2ND QUARTER HISTORICAL MARKET DATA

AVG SOLD/LIST RATIO	<i>2020 - Q2</i>	<i>2021 - Q2</i>	<i>2022 - Q2</i>	<i>2023 - Q2</i>	<i>2024 - Q2</i>	<i>2025 - Q2</i>	<i>2026 - Q2</i>	
WAAR Region	99.0%	101.2%	103.1%	101.2%	100.9%	100.0%	99.9%	
Charles City County	103.2%	96.6%	102.5%	101.8%	105.8%	101.2%	100.4%	
James City County	98.8%	101.1%	103.0%	100.9%	100.6%	99.7%	99.7%	
New Kent County	99.7%	102.2%	102.0%	101.2%	101.3%	100.4%	99.8%	
Williamsburg	98.2%	100.2%	102.3%	100.5%	99.8%	99.3%	100.4%	
York County	99.1%	101.4%	104.1%	101.9%	101.0%	100.2%	100.2%	
MEDIAN DOM (DAYS)	<i>2020 - Q2</i>	<i>2021 - Q2</i>	<i>2022 - Q2</i>	<i>2023 - Q2</i>	<i>2024 - Q2</i>	<i>2025 - Q2</i>	<i>2026 - Q2</i>	
WAAR Region	22	5	5	6	8	13	19	
Charles City County	16	46	10	11	8	7	5	
James City County	24	5	5	6	8	16	22	
New Kent County	18	5	7	6	12	16	19	
Williamsburg	36	7	6	5	10	9	21	
York County	19	5	5	7	7	11	15	

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

2ND QUARTER HISTORICAL MARKET DATA

ACTIVE LISTINGS (end of quarter)	2020 - Q2	2021 - Q2	2022 - Q2	2023 - Q2	2024 - Q2	2025 - Q2	2026 - Q2
Virginia Peninsula Region	965	582	590	544	542	917	965
Hampton	6	10	9	6	6	8	10
Isle of Wight County	459	225	201	225	218	444	478
Newport News	151	102	139	115	123	152	194
Poquoson	65	52	65	58	40	70	71
York County	284	193	176	140	155	243	212
MONTHS OF SUPPLY	2020 - Q2	2021 - Q2	2022 - Q2	2023 - Q2	2024 - Q2	2025 - Q2	2026 - Q2
Virginia Peninsula Region	3.1	1.5	1.5	1.7	1.9	3.4	3.4
Hampton	1.6	3.1	2.5	2.0	2.4	2.0	2.3
Isle of Wight County	3.1	1.2	1.0	1.6	1.6	3.5	3.6
Newport News	3.6	2.1	2.5	2.5	3.2	4.1	4.2
Poquoson	3.2	2.2	2.7	1.9	1.9	4.5	4.4
York County	2.8	1.5	1.3	1.5	1.7	2.7	2.4

Source: Virginia REALTORS®, data accessed July 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.