

Local Market Update – March 2025

A Research Tool Provided by Central Virginia Regional MLS.



Williamsburg City

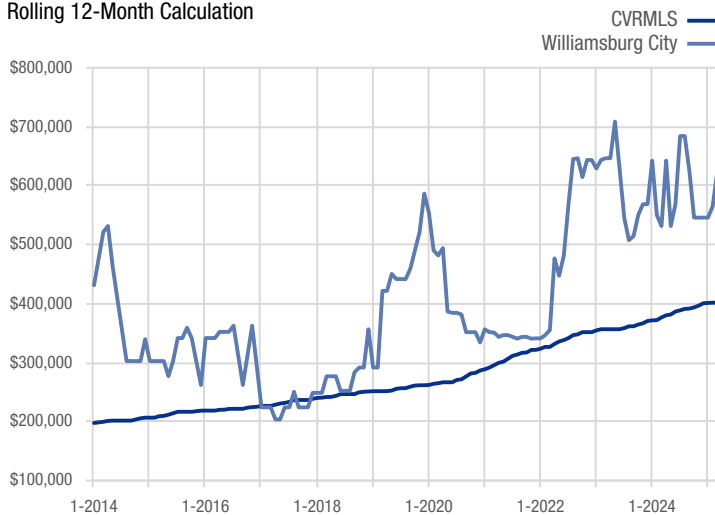
Single Family	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	3	1	- 66.7%	6	3	- 50.0%
Pending Sales	2	1	- 50.0%	4	5	+ 25.0%
Closed Sales	0	1	—	1	3	+ 200.0%
Days on Market Until Sale	—	5	—	27	15	- 44.4%
Median Sales Price*	—	\$784,500	—	\$465,000	\$784,500	+ 68.7%
Average Sales Price*	—	\$784,500	—	\$465,000	\$593,000	+ 27.5%
Percent of Original List Price Received*	—	104.7%	—	92.1%	101.0%	+ 9.7%
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
Months Supply of Inventory	1.1	0.5	- 54.5%	—	—	—

Condo/Town	March			Year to Date		
	2024	2025	% Change	Thru 3-2024	Thru 3-2025	% Change
Key Metrics						
New Listings	1	5	+ 400.0%	5	6	+ 20.0%
Pending Sales	2	2	0.0%	4	3	- 25.0%
Closed Sales	1	1	0.0%	3	2	- 33.3%
Days on Market Until Sale	47	13	- 72.3%	33	41	+ 24.2%
Median Sales Price*	\$398,635	\$208,000	- 47.8%	\$379,410	\$204,000	- 46.2%
Average Sales Price*	\$398,635	\$208,000	- 47.8%	\$364,682	\$204,000	- 44.1%
Percent of Original List Price Received*	100.9%	100.0%	- 0.9%	100.4%	97.6%	- 2.8%
Inventory of Homes for Sale	2	4	+ 100.0%	—	—	—
Months Supply of Inventory	0.8	2.9	+ 262.5%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

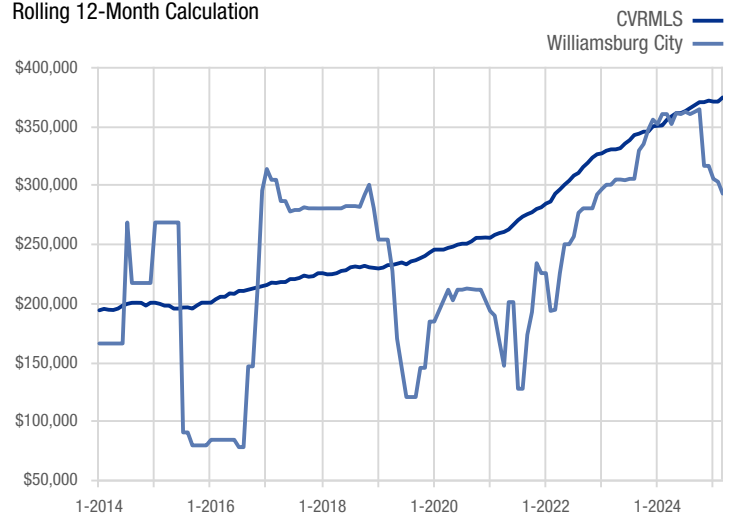
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Condo/Town

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.