

# VIRGINIA PENINSULA

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
VIRGINIA REALTORS®

# Virginia Peninsula Market Indicators Report

## Key Market Trends: August 2023

- > **Home sales activity fell slightly in the Virginia Peninsula market compared to last August.** There were 617 home sales throughout the region in August, 20 fewer than last year, a 3.1% decline. In Newport News, there were 221 closed sales in August, 16 fewer than last year, a 6.8% decline. Hampton had 179 home sales in August, 53 fewer than the previous year, a 22.8% decline. Sales activity increased in Poquoson (+ 58.3%) and York County (+45.3%) compared to last August.
- > **Pending sales were down again in August across the entire Virginia Peninsula footprint.** There were 337 pending sales in the area in August, 42 fewer than a year ago, an 11.1% decline. In Isle of Wight County, there were 19 pending contracts in August, six fewer than last year, a 24% decrease. At 69, pending sales activity in York County fell by 4.2% compared to last August, which is three fewer pending sales. Newport News had 136 pending sales in August, two fewer than a year ago, marking a 1.4% decline.
- > **The median sales price continues to climb throughout the Virginia Peninsula region despite lower sales.** At \$300,000, the median sales price in the region rose by \$20,000 from last August, reflecting a 7.1% price jump. In Poquoson, the median sales price was \$398,500 in August, a \$13,500 increase from the previous year (+13.5%). The median sales price was the highest in Isle of Wight County (\$402,500) and York County (\$399,990) in August. Hampton's median sales price increased by 8.6% from last August, which is a \$20,050 price difference (\$260,000).
- > **Overall inventory remains tight in the Virginia Peninsula market, but there was an influx of new listings this month.** At the end of August, there were 1,081 active listings throughout the Virginia Peninsula area, 23 fewer than last year, a 2.1% drop. There were 642 new listings that came onto the market in the region in August, which is 64 more new listings than a year ago, an 11.1% increase, the first uptick of new listings since January 2023.



### Virginia Peninsula Market Dashboard

YoY Chg	Aug-23	Indicator
▼ -3.1%	617	Sales
▼ -11.1%	337	Pending Sales
▲ 11.1%	642	New Listings
▲ 8.5%	\$299,500	Median List Price
▲ 7.1%	\$300,000	Median Sales Price
▲ 12.1%	\$193	Median Price Per Square Foot
▲ 5.7%	\$202.5	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 14.9%	25	Average Days on Market
▼ -2.1%	1,081	Active Listings
▲ 27.2%	2.0	Months of Supply

### INTEREST RATE TRACKER



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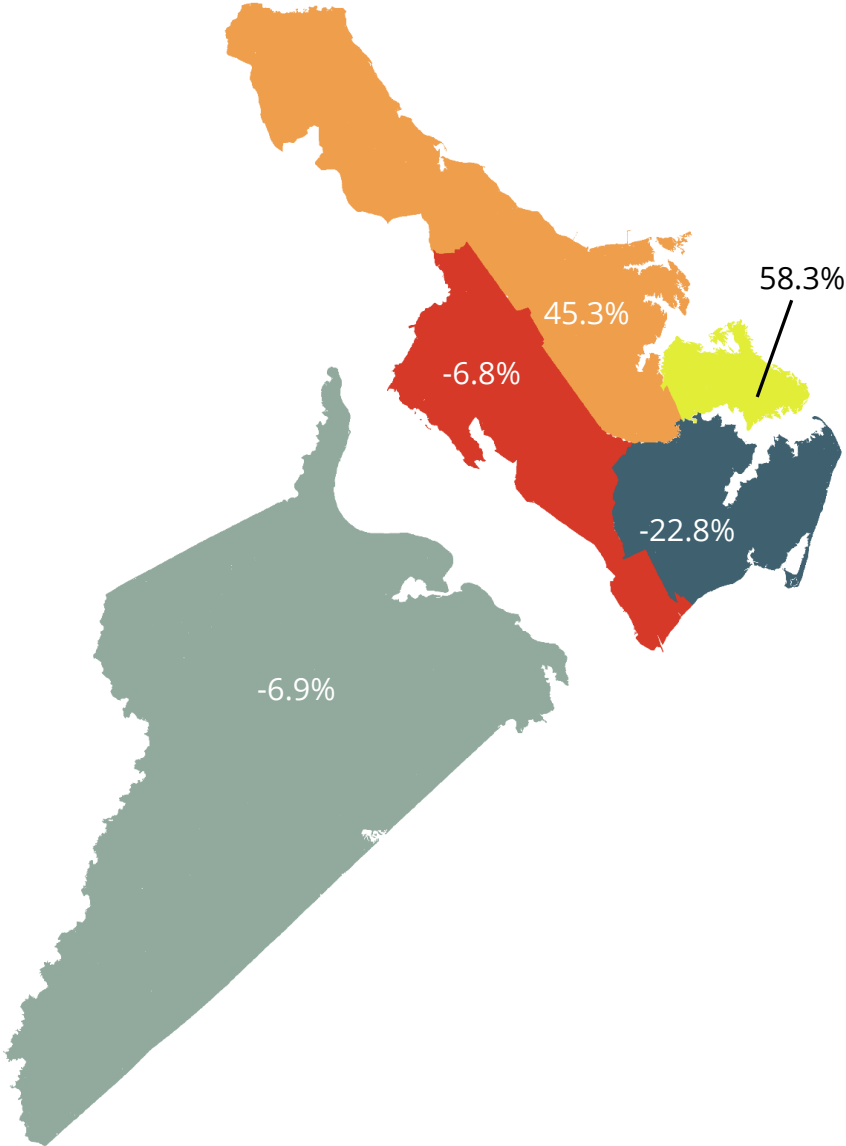
**Consumers Should Consult with a REALTOR®.** Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

**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 - Virginia Peninsula Footprint



Jurisdiction	Total Sales		
	Aug-22	Aug-23	% Chg
Hampton	232	179	-22.8%
Isle of Wight County	58	54	-6.9%
Newport News	237	221	-6.8%
Poquoson	24	38	58.3%
York County	86	125	45.3%
<b>Virginia Peninsula</b>	<b>637</b>	<b>617</b>	<b>-3.1%</b>

Sources: Virginia REALTORS®, data accessed Sept 15, 2023

# Total Market Overview



Key Metrics	2-year Trends		Aug-22	Aug-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Aug-21	Aug-23						
Sales			637	<b>617</b>	-3.1%	5,312	<b>4,236</b>	-20.3%
Pending Sales			379	<b>337</b>	-11.1%	3,016	<b>2,615</b>	-13.3%
New Listings			578	<b>642</b>	11.1%	4,841	<b>4,307</b>	-11.0%
Median List Price			\$276,000	<b>\$299,500</b>	8.5%	\$269,000	<b>\$289,500</b>	7.6%
Median Sales Price			\$280,000	<b>\$300,000</b>	7.1%	\$275,000	<b>\$290,000</b>	5.5%
Median Price Per Square Foot			\$172	<b>\$193</b>	12.1%	\$171	<b>\$182</b>	6.2%
Sold Dollar Volume (in millions)			\$191.5	<b>\$202.5</b>	5.7%	\$1,582.6	<b>\$1,340.1</b>	-15.3%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	#N/A	<b>100.0%</b>	#N/A
Average Days on Market			22	<b>25</b>	14.9%	24	<b>28</b>	19.7%
Active Listings			1,104	<b>1,081</b>	-2.1%	n/a	<b>n/a</b>	n/a
Months of Supply			1.6	<b>2.0</b>	27.2%	n/a	<b>n/a</b>	n/a

Sources: Virginia REALTORS®, data accessed Sept 15, 2023

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Aug-22	Aug-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Aug-21	Aug-23						
Sales			546	<b>532</b>	-2.6%	4,472	<b>3,631</b>	-18.8%
Pending Sales			331	<b>274</b>	-17.2%	2,584	<b>2,202</b>	-14.8%
New Listings			507	<b>553</b>	9.1%	4,225	<b>3,682</b>	-12.9%
Median List Price			\$281,250	<b>\$310,000</b>	10.2%	\$274,950	<b>\$295,000</b>	7.3%
Median Sales Price			\$285,000	<b>\$310,000</b>	8.8%	\$279,000	<b>\$299,000</b>	7.2%
Median Price Per Square Foot			\$173	<b>\$195</b>	12.3%	\$174	<b>\$184</b>	6.0%
Sold Dollar Volume (in millions)			\$168.7	<b>\$180.1</b>	6.8%	\$1,382.4	<b>\$1,183.8</b>	-14.4%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.9%	<b>100.0%</b>	-0.9%
Average Days on Market			22	<b>26</b>	15.3%	24	<b>28</b>	20.7%
Active Listings			977	<b>928</b>	-5.0%	n/a	<b>n/a</b>	n/a
Months of Supply			1.7	<b>2.0</b>	21.2%	n/a	<b>n/a</b>	n/a

Sources: Virginia REALTORS®, data accessed Sept 15, 2023

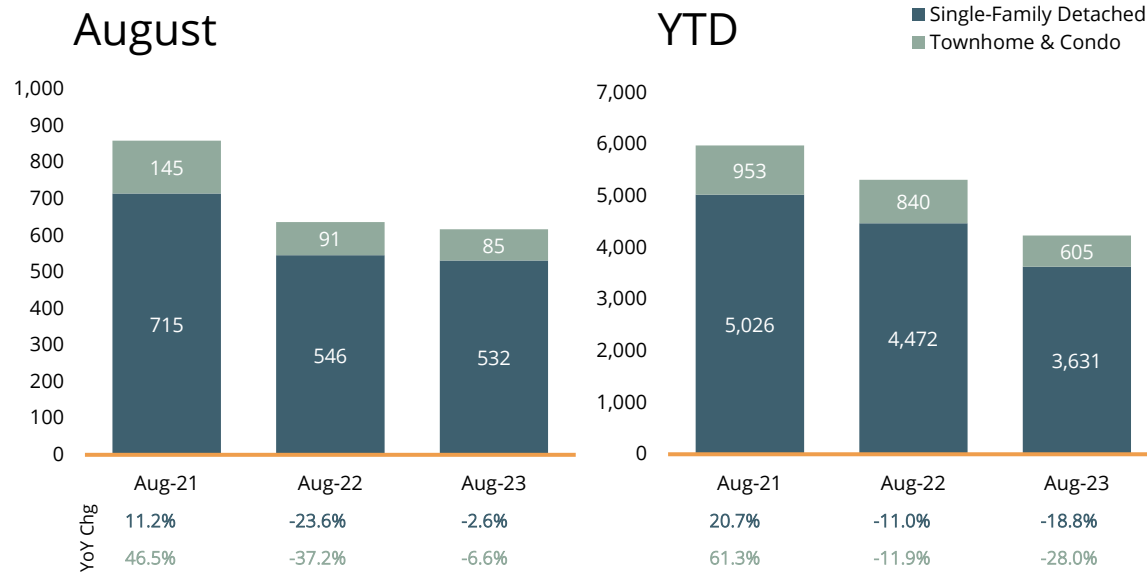
# Townhome & Condo Market Overview



Key Metrics	2-year Trends		Aug-22	Aug-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Aug-21	Aug-23						
Sales			91	<b>85</b>	-6.6%	840	<b>605</b>	-28.0%
Pending Sales			48	<b>63</b>	31.3%	432	<b>413</b>	-4.4%
New Listings			71	<b>89</b>	25.4%	616	<b>625</b>	1.5%
Median List Price			\$235,000	<b>\$259,900</b>	10.6%	\$231,000	<b>\$250,000</b>	8.2%
Median Sales Price			\$240,000	<b>\$264,900</b>	10.4%	\$238,000	<b>\$255,000</b>	7.1%
Median Price Per Square Foot			\$169	<b>\$176</b>	4.4%	\$152	<b>\$165</b>	8.4%
Sold Dollar Volume (in millions)			\$22.8	<b>\$22.4</b>	-2.0%	\$200.2	<b>\$156.3</b>	-21.9%
Median Sold/Ask Price Ratio			100.8%	<b>100.0%</b>	-0.8%	100.9%	<b>100.0%</b>	-0.9%
Average Days on Market			20	<b>22</b>	11.0%	23	<b>26</b>	13.9%
Active Listings			127	<b>153</b>	20.5%	n/a	<b>n/a</b>	n/a
Months of Supply			1.1	<b>2.0</b>	72.7%	n/a	<b>n/a</b>	n/a

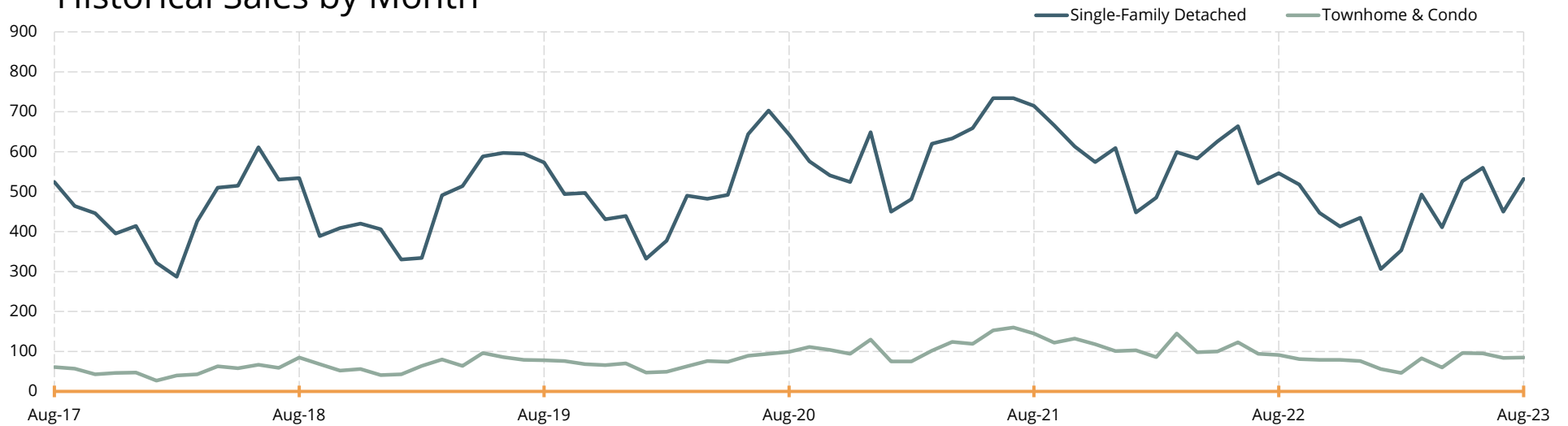
Sources: Virginia REALTORS®, data accessed Sept 15, 2023

# Sales



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-22	518	-22.2%	81	-33.6%
Oct-22	447	-27.1%	79	-40.2%
Nov-22	413	-28.0%	79	-33.1%
Dec-22	435	-28.6%	76	-24.8%
Jan-23	306	-31.7%	56	-45.6%
Feb-23	353	-27.2%	46	-46.5%
Mar-23	493	-17.7%	83	-42.8%
Apr-23	411	-29.5%	60	-38.8%
May-23	526	-16.0%	96	-4.0%
Jun-23	560	-15.7%	95	-22.8%
Jul-23	450	-13.6%	84	-10.6%
Aug-23	532	-2.6%	85	-6.6%
12-month Avg	454	-21.5%	77	-29.9%

## Historical Sales by Month



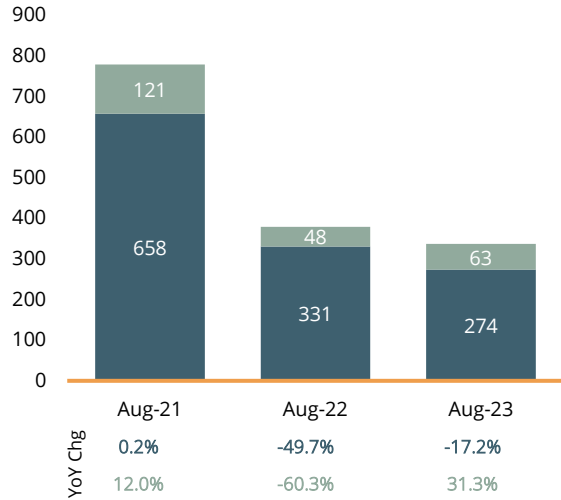
Sources: Virginia REALTORS®, data accessed Sept 15, 2023



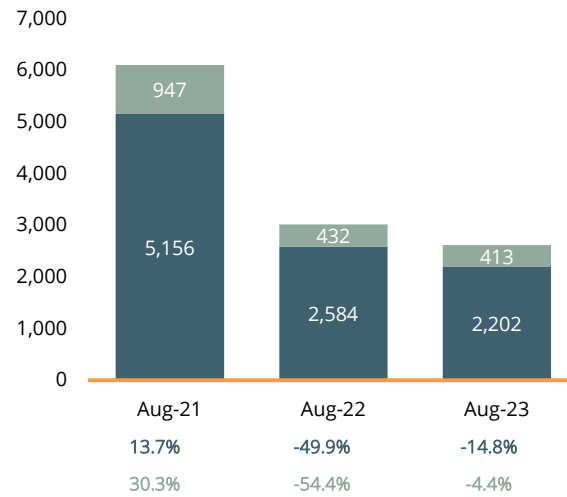
# Pending Sales



## August

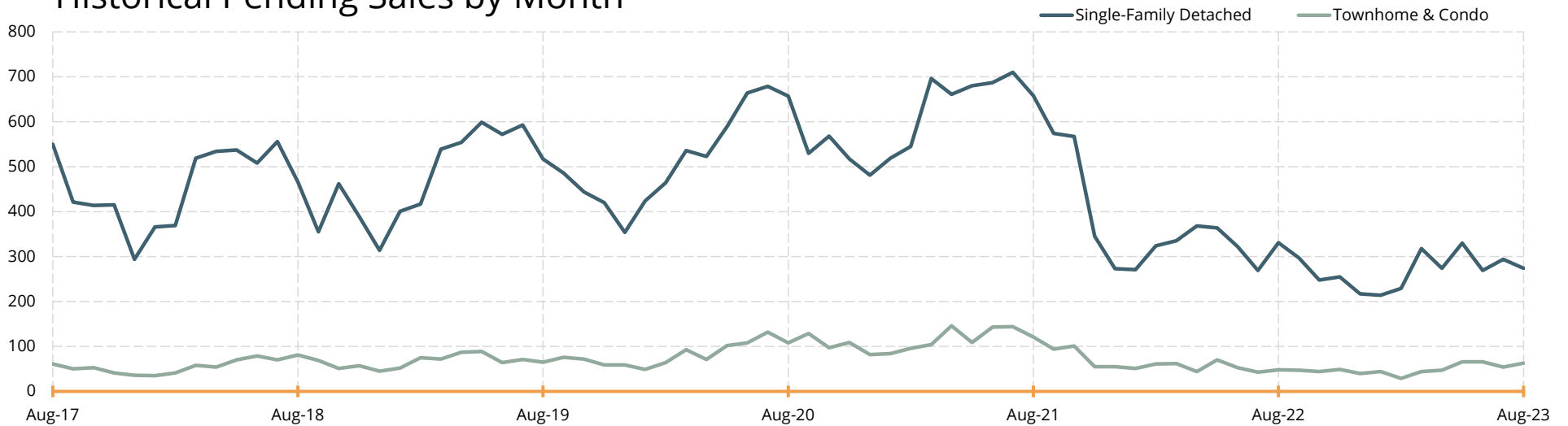


## YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-22	297	-48.3%	47	-50.0%
Oct-22	248	-56.3%	44	-56.4%
Nov-22	255	-26.1%	49	-10.9%
Dec-22	217	-20.5%	40	-27.3%
Jan-23	214	-21.0%	44	-13.7%
Feb-23	229	-29.3%	29	-52.5%
Mar-23	318	-5.1%	44	-29.0%
Apr-23	274	-25.5%	47	6.8%
May-23	330	-9.3%	66	-5.7%
Jun-23	269	-16.5%	66	24.5%
Jul-23	294	9.3%	54	25.6%
Aug-23	274	-17.2%	63	31.3%
12-month Avg	268	-25.9%	49	-19.5%

## Historical Pending Sales by Month

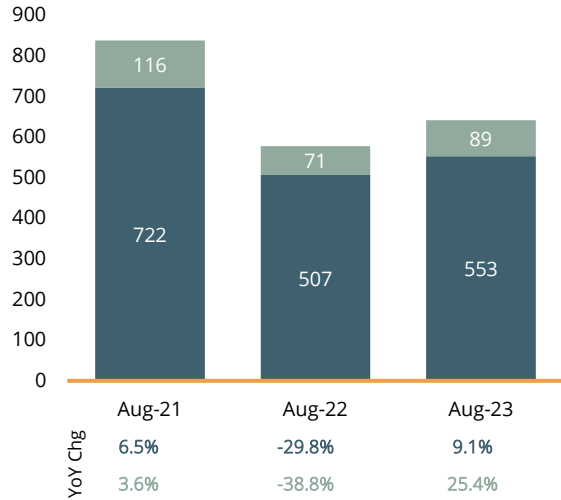


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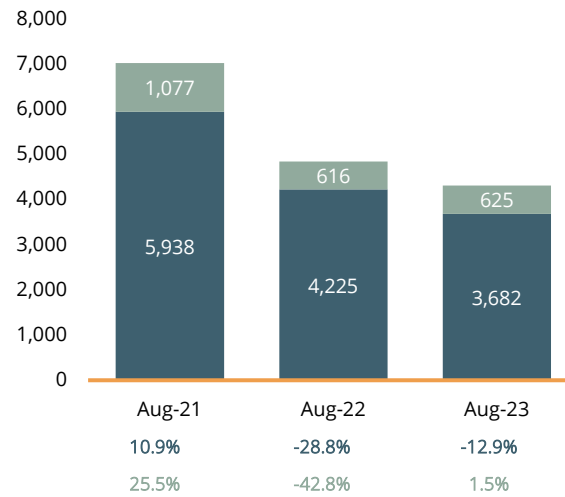
# New Listings



## August

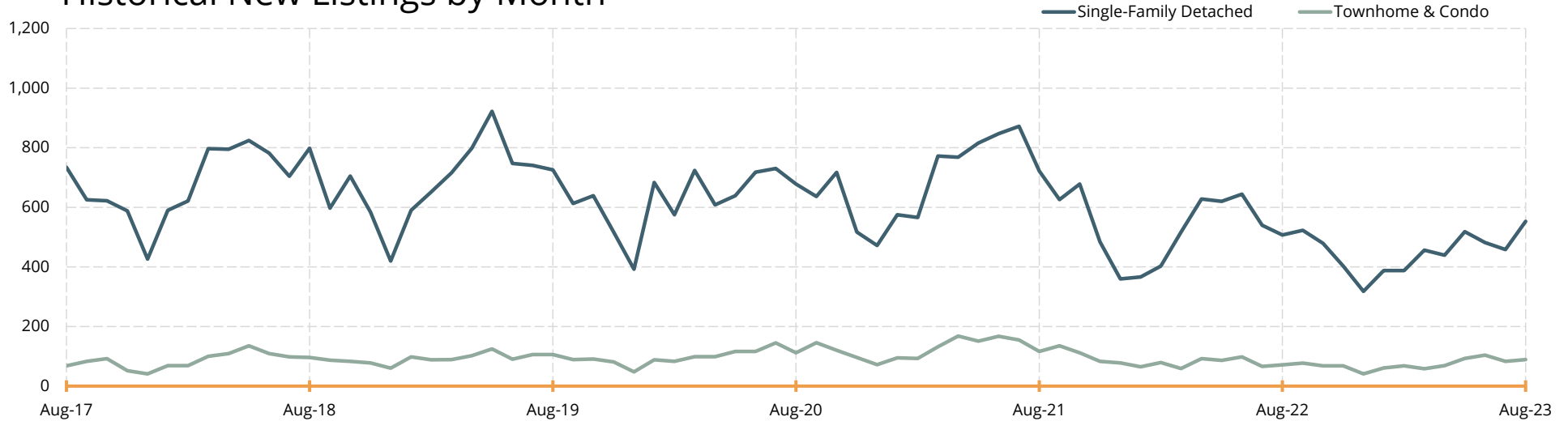


## YTD



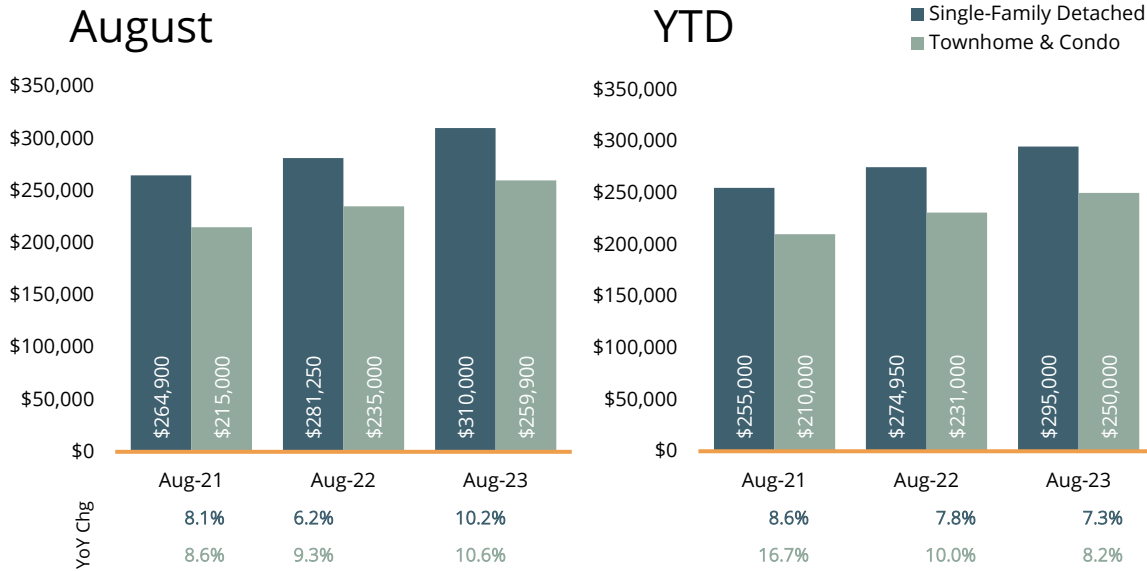
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-22	523	-16.5%	77	-43.0%
Oct-22	479	-29.4%	68	-39.3%
Nov-22	403	-16.7%	68	-18.1%
Dec-22	318	-11.7%	41	-47.4%
Jan-23	388	6.0%	61	-6.2%
Feb-23	388	-3.7%	68	-13.9%
Mar-23	456	-11.8%	58	-1.7%
Apr-23	439	-30.1%	69	-25.0%
May-23	518	-16.5%	93	8.1%
Jun-23	482	-25.2%	104	6.1%
Jul-23	458	-15.2%	83	25.8%
Aug-23	553	9.1%	89	25.4%
12-month Avg	450	-15.2%	73	-14.2%

## Historical New Listings by Month



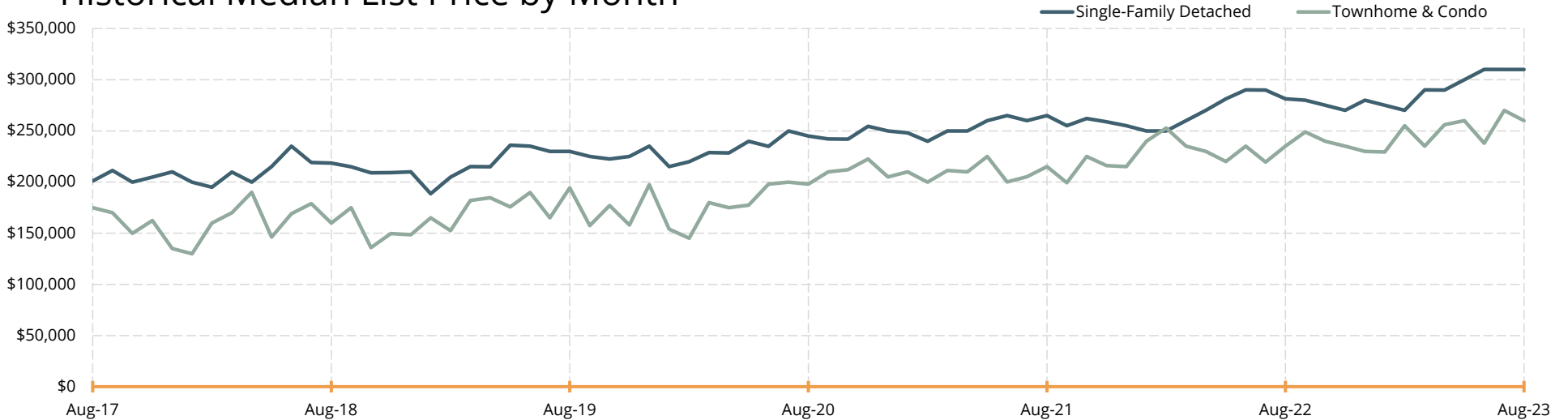
Sources: Virginia REALTORS®, data accessed Sept 15, 2023

# Median List Price



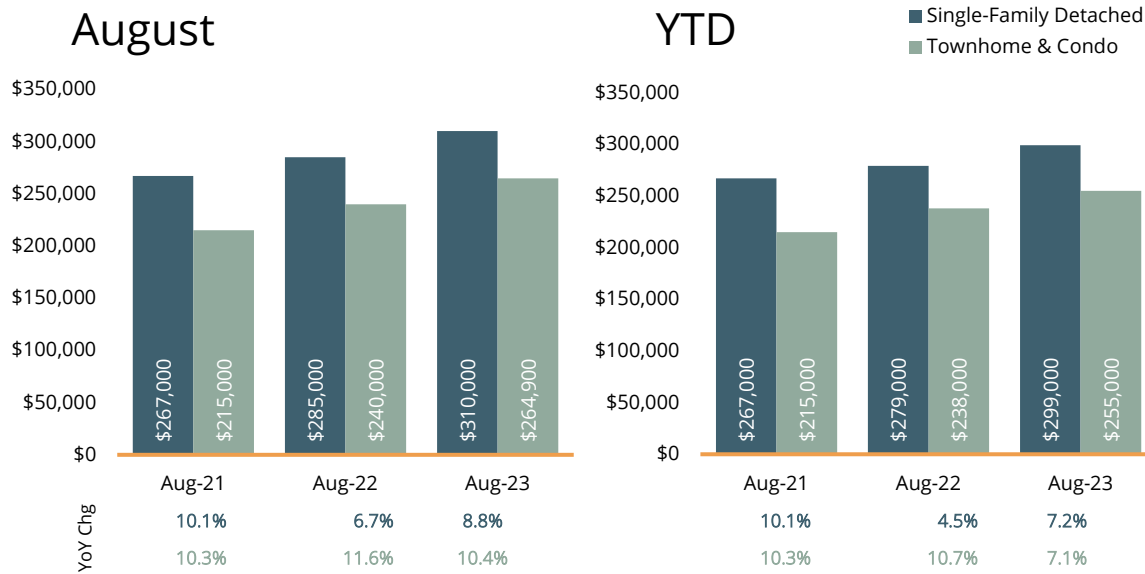
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-22	<b>\$280,000</b>	9.8%	<b>\$249,000</b>	25.0%
Oct-22	<b>\$275,000</b>	5.0%	<b>\$239,900</b>	6.6%
Nov-22	<b>\$270,000</b>	4.3%	<b>\$235,000</b>	8.8%
Dec-22	<b>\$279,900</b>	9.8%	<b>\$230,000</b>	7.0%
Jan-23	<b>\$275,000</b>	10.0%	<b>\$229,450</b>	-4.4%
Feb-23	<b>\$270,000</b>	8.0%	<b>\$255,000</b>	0.9%
Mar-23	<b>\$290,000</b>	11.5%	<b>\$235,000</b>	0.0%
Apr-23	<b>\$289,900</b>	7.4%	<b>\$256,000</b>	11.3%
May-23	<b>\$299,950</b>	6.6%	<b>\$260,000</b>	18.2%
Jun-23	<b>\$310,000</b>	6.9%	<b>\$238,000</b>	1.3%
Jul-23	<b>\$310,000</b>	6.9%	<b>\$269,950</b>	23.0%
Aug-23	<b>\$310,000</b>	10.2%	<b>\$259,900</b>	10.6%
12-month Avg	\$288,312	8.0%	\$246,433	8.6%

## Historical Median List Price by Month



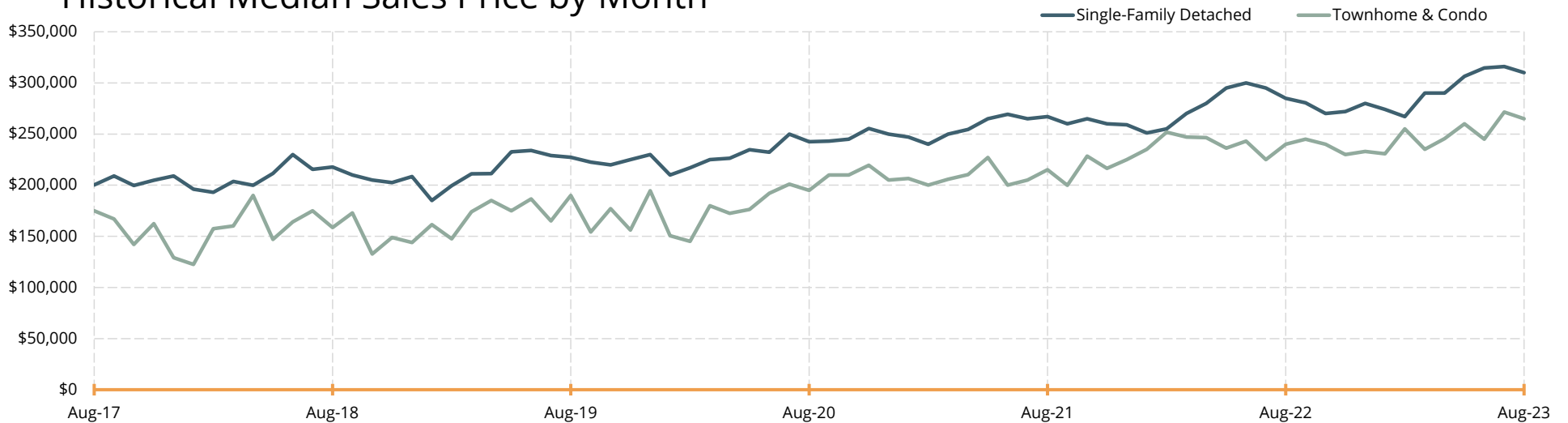
Sources: Virginia REALTORS®, data accessed Sept 15, 2023

# Median Sales Price



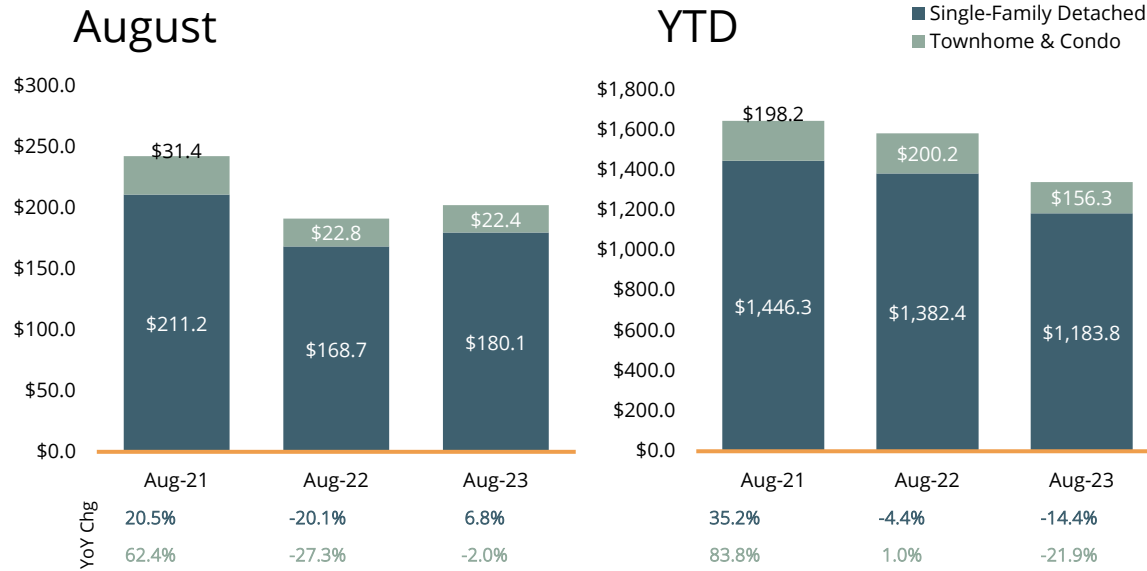
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-22	<b>\$280,500</b>	7.9%	<b>\$245,000</b>	22.5%
Oct-22	<b>\$270,000</b>	1.9%	<b>\$240,000</b>	5.1%
Nov-22	<b>\$272,000</b>	4.6%	<b>\$230,000</b>	6.2%
Dec-22	<b>\$279,900</b>	8.1%	<b>\$233,000</b>	3.6%
Jan-23	<b>\$274,022</b>	9.2%	<b>\$230,750</b>	-1.8%
Feb-23	<b>\$267,000</b>	4.7%	<b>\$255,000</b>	1.3%
Mar-23	<b>\$290,000</b>	7.4%	<b>\$235,000</b>	-4.9%
Apr-23	<b>\$290,000</b>	3.6%	<b>\$245,500</b>	-0.4%
May-23	<b>\$306,500</b>	3.9%	<b>\$260,000</b>	10.1%
Jun-23	<b>\$314,595</b>	4.9%	<b>\$245,000</b>	0.8%
Jul-23	<b>\$316,000</b>	7.1%	<b>\$271,500</b>	20.7%
Aug-23	<b>\$310,000</b>	8.8%	<b>\$264,900</b>	10.4%
12-month Avg	\$289,210	6.0%	\$246,304	5.8%

## Historical Median Sales Price by Month



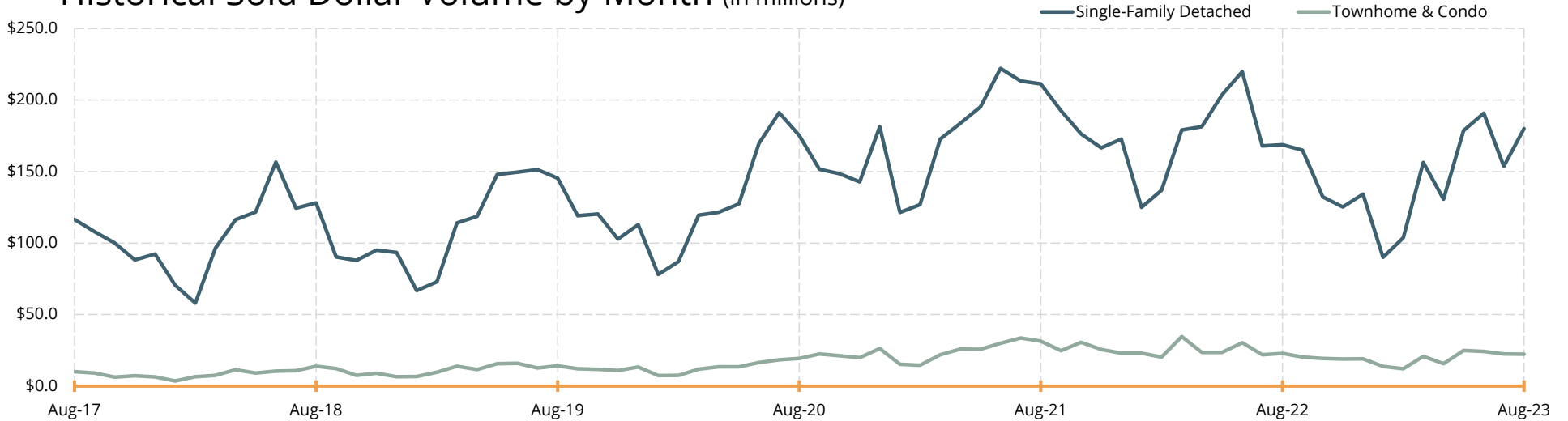
Sources: Virginia REALTORS®, data accessed Sept 15, 2023

# Sold Dollar Volume (in millions)



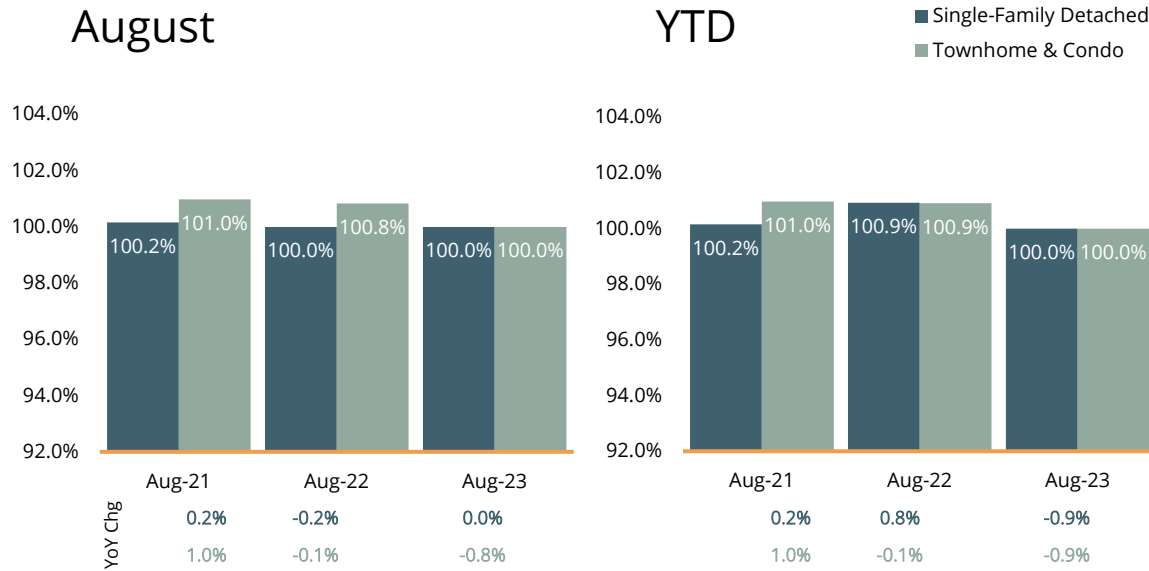
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-22	<b>\$164.9</b>	-14.4%	<b>\$20.3</b>	-18.3%
Oct-22	<b>\$132.3</b>	-25.0%	<b>\$19.4</b>	-36.8%
Nov-22	<b>\$125.2</b>	-24.8%	<b>\$18.9</b>	-26.2%
Dec-22	<b>\$134.3</b>	-22.2%	<b>\$19.0</b>	-17.2%
Jan-23	<b>\$90.0</b>	-28.0%	<b>\$13.8</b>	-40.3%
Feb-23	<b>\$103.7</b>	-24.2%	<b>\$12.1</b>	-40.6%
Mar-23	<b>\$156.3</b>	-12.7%	<b>\$20.8</b>	-39.9%
Apr-23	<b>\$130.7</b>	-28.0%	<b>\$15.6</b>	-33.5%
May-23	<b>\$178.6</b>	-12.3%	<b>\$24.9</b>	5.9%
Jun-23	<b>\$190.8</b>	-13.2%	<b>\$24.2</b>	-20.2%
Jul-23	<b>\$153.6</b>	-8.5%	<b>\$22.5</b>	2.5%
Aug-23	<b>\$180.1</b>	6.8%	<b>\$22.4</b>	-2.0%
12-month Avg	\$145.0	-16.7%	\$19.5	-23.1%

## Historical Sold Dollar Volume by Month (in millions)



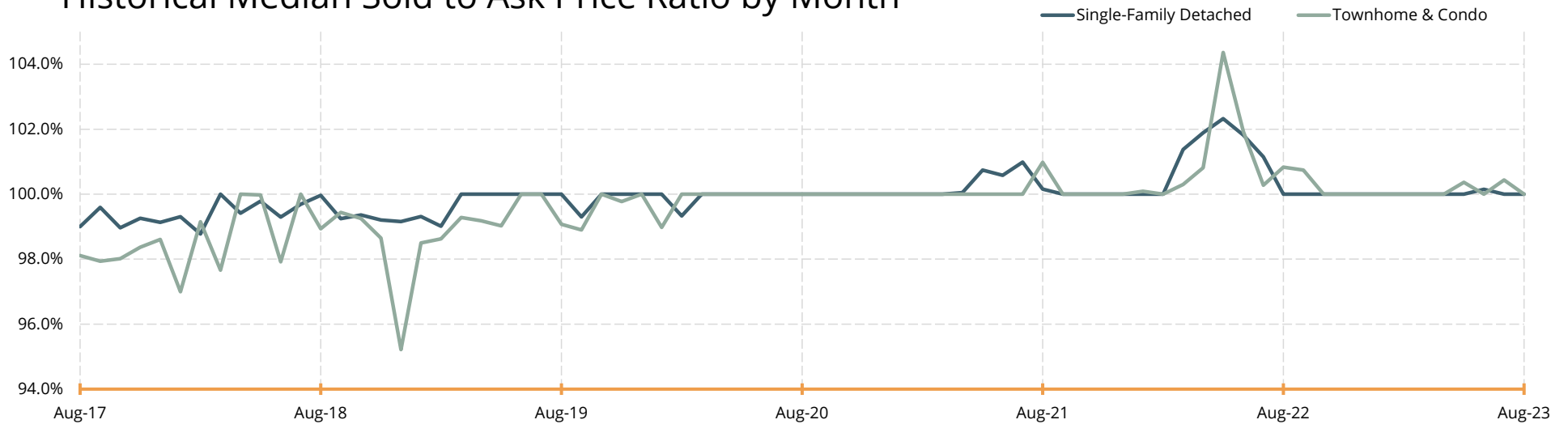
Sources: Virginia REALTORS®, data accessed Sept 15, 2023

# Median Sold to Ask Price Ratio



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-22	100.0%	0.0%	100.7%	0.7%
Oct-22	100.0%	0.0%	100.0%	0.0%
Nov-22	100.0%	0.0%	100.0%	0.0%
Dec-22	100.0%	0.0%	100.0%	0.0%
Jan-23	100.0%	0.0%	100.0%	-0.1%
Feb-23	100.0%	0.0%	100.0%	0.0%
Mar-23	100.0%	-1.4%	100.0%	-0.3%
Apr-23	100.0%	-1.9%	100.0%	-0.8%
May-23	100.0%	-2.3%	100.4%	-3.8%
Jun-23	100.1%	-1.6%	100.0%	-1.9%
Jul-23	100.0%	-1.1%	100.4%	0.2%
Aug-23	100.0%	0.0%	100.0%	-0.8%
12-month Avg	100.0%	-0.7%	100.1%	-0.6%

## Historical Median Sold to Ask Price Ratio by Month



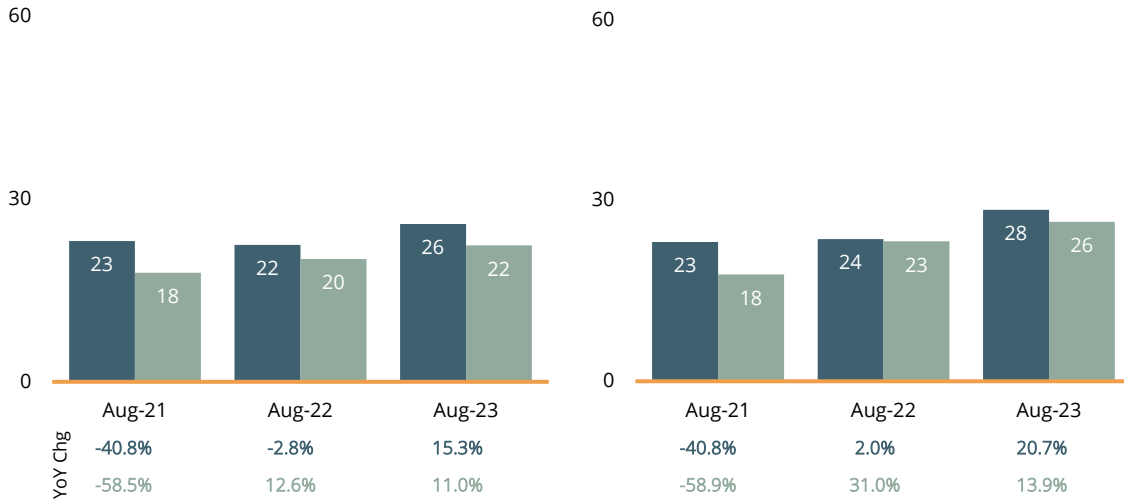
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# Average Days on Market



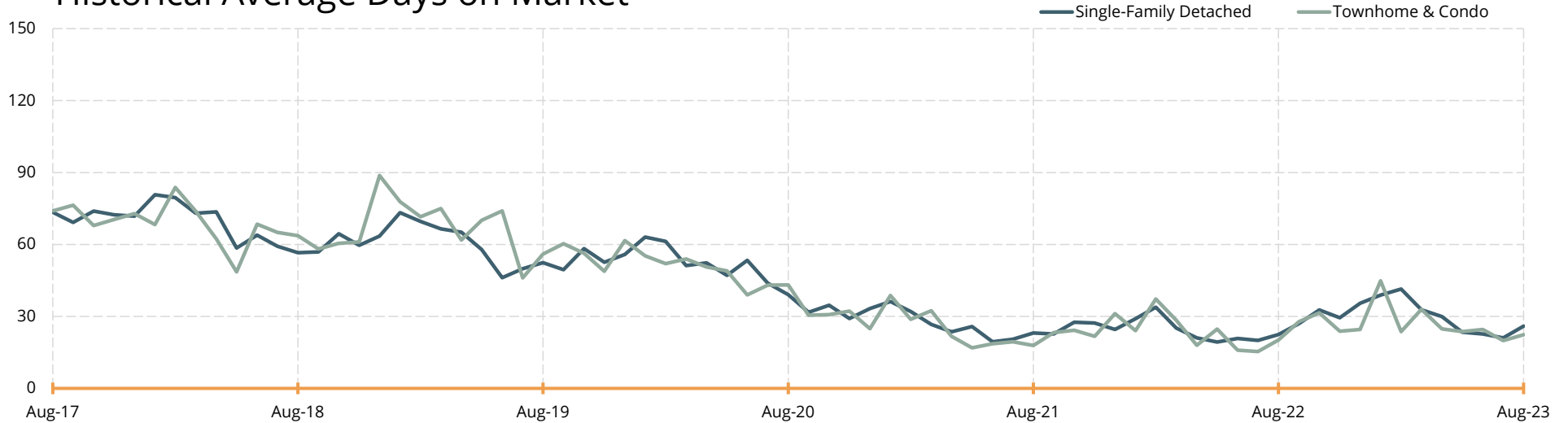
## August

## YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-22	27	19.1%	28	19.6%
Oct-22	33	18.5%	31	29.8%
Nov-22	29	8.1%	24	9.4%
Dec-22	35	44.6%	25	-21.1%
Jan-23	39	34.1%	45	86.2%
Feb-23	41	22.4%	24	-36.4%
Mar-23	33	30.4%	33	16.0%
Apr-23	30	42.2%	25	37.8%
May-23	23	21.0%	24	-4.3%
Jun-23	23	9.1%	25	53.9%
Jul-23	21	5.4%	20	29.5%
Aug-23	26	15.3%	22	11.0%
12-month Avg	30	22.8%	27	14.1%

## Historical Average Days on Market

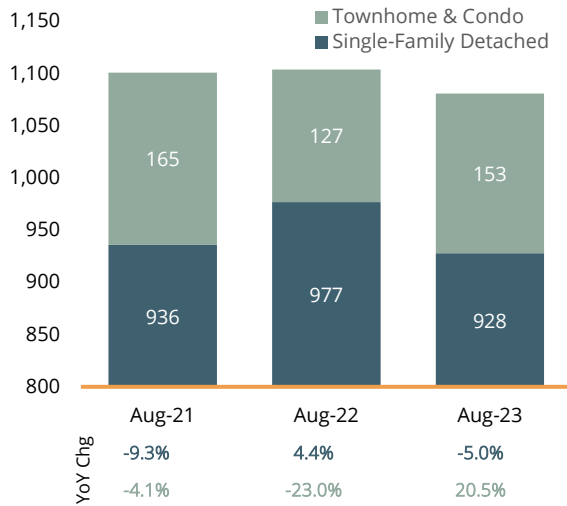


Sources: Virginia REALTORS®, data accessed Sept 15, 2023

# Active Listings

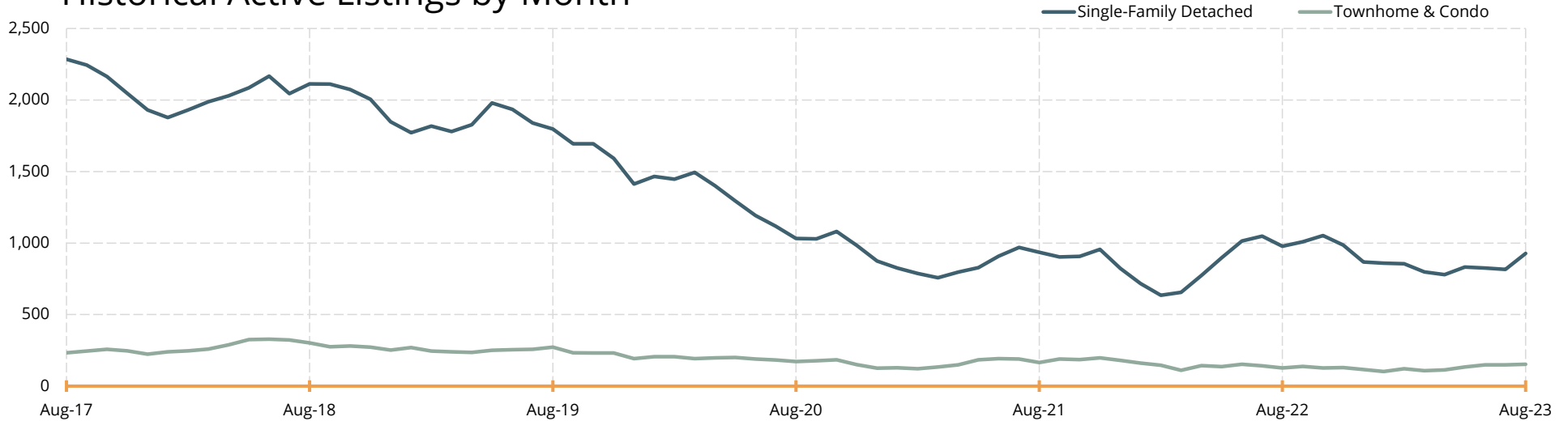


## August



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-22	1,009	11.7%	138	-27.0%
Oct-22	1,053	16.1%	127	-31.4%
Nov-22	986	3.1%	129	-34.5%
Dec-22	867	5.3%	116	-35.6%
Jan-23	859	19.8%	102	-36.6%
Feb-23	856	34.8%	122	-16.4%
Mar-23	798	21.8%	108	-1.8%
Apr-23	779	0.6%	113	-21.0%
May-23	832	-7.2%	133	-2.2%
Jun-23	825	-18.7%	149	-2.0%
Jul-23	816	-22.2%	148	4.2%
Aug-23	928	-5.0%	153	20.5%
12-month Avg	884	2.9%	128	-17.7%

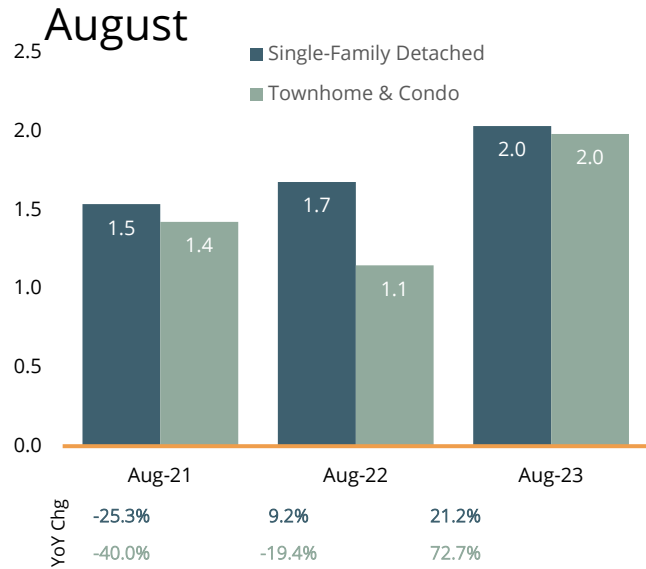
## Historical Active Listings by Month



Sources: Virginia REALTORS®, data accessed Sept 15, 2023

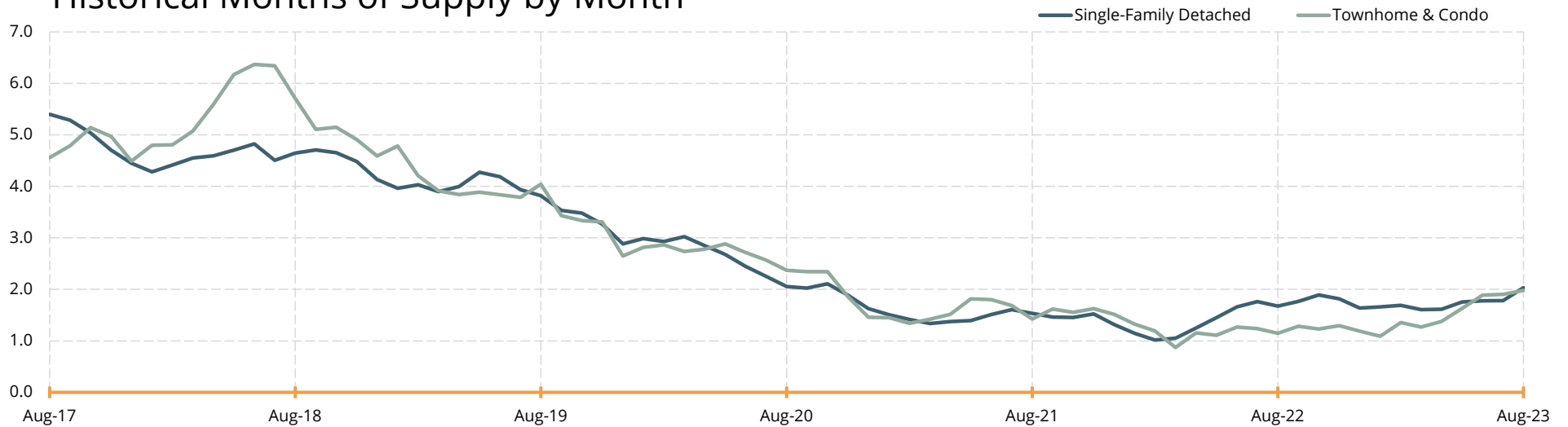


# Months of Supply



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Sep-22	<b>1.8</b>	20.8%	<b>1.3</b>	-20.5%
Oct-22	<b>1.9</b>	29.8%	<b>1.2</b>	-20.6%
Nov-22	<b>1.8</b>	19.0%	<b>1.3</b>	-20.4%
Dec-22	<b>1.6</b>	24.3%	<b>1.2</b>	-21.4%
Jan-23	<b>1.7</b>	44.6%	<b>1.1</b>	-17.6%
Feb-23	<b>1.7</b>	66.6%	<b>1.4</b>	13.7%
Mar-23	<b>1.6</b>	53.0%	<b>1.3</b>	45.7%
Apr-23	<b>1.6</b>	29.4%	<b>1.4</b>	19.7%
May-23	<b>1.8</b>	20.7%	<b>1.6</b>	46.8%
Jun-23	<b>1.8</b>	7.1%	<b>1.9</b>	49.1%
Jul-23	<b>1.8</b>	1.2%	<b>1.9</b>	53.7%
Aug-23	<b>2.0</b>	21.2%	<b>2.0</b>	72.7%
12-month Avg	1.8	25.4%	1.5	12.1%

## Historical Months of Supply by Month



Sources: Virginia REALTORS®, data accessed Sept 15, 2023

# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg
Hampton	176	<b>205</b>	16.5%	232	<b>179</b>	-22.8%	\$239,450	<b>\$260,000</b>	8.6%	339	<b>298</b>	-12.1%	1.4	<b>1.7</b>	18.3%
Isle of Wight County	72	<b>54</b>	-25.0%	58	<b>54</b>	-6.9%	\$367,500	<b>\$402,500</b>	9.5%	168	<b>153</b>	-8.9%	2.8	<b>2.9</b>	3.7%
Newport News	228	<b>279</b>	22.4%	237	<b>221</b>	-6.8%	\$265,000	<b>\$269,000</b>	1.5%	400	<b>415</b>	3.8%	1.5	<b>2.1</b>	40.8%
Poquoson	14	<b>33</b>	135.7%	24	<b>38</b>	58.3%	\$385,000	<b>\$398,500</b>	3.5%	34	<b>84</b>	147.1%	1.8	<b>5.4</b>	197.5%
York County	88	<b>71</b>	-19.3%	86	<b>125</b>	45.3%	\$369,500	<b>\$399,990</b>	8.3%	163	<b>131</b>	-19.6%	1.5	<b>1.4</b>	-4.2%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg
Hampton	1,612	<b>1,363</b>	-15.4%	1,840	<b>1,395</b>	-24.2%	\$245,000	<b>\$255,000</b>	4.1%	388	<b>257</b>	-33.8%
Isle of Wight County	459	<b>427</b>	-7.0%	453	<b>412</b>	-9.1%	\$365,005	<b>\$357,450</b>	-2.1%	148	<b>148</b>	0.0%
Newport News	1,858	<b>1,611</b>	-13.3%	2,024	<b>1,514</b>	-25.2%	\$250,000	<b>\$265,000</b>	6.0%	421	<b>341</b>	-19.0%
Poquoson	181	<b>203</b>	12.2%	156	<b>142</b>	-9.0%	\$415,000	<b>\$392,000</b>	-5.5%	49	<b>76</b>	55.1%
York County	731	<b>703</b>	-3.8%	839	<b>773</b>	-7.9%	\$360,000	<b>\$408,000</b>	13.3%	185	<b>142</b>	-23.2%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg
Hampton	166	<b>189</b>	13.9%	207	<b>159</b>	-23.2%	\$240,000	<b>\$262,000</b>	9.2%	318	<b>275</b>	-13.5%	1.5	<b>1.7</b>	12.7%
Isle of Wight County	67	<b>42</b>	-37.3%	48	<b>50</b>	4.2%	\$422,500	<b>\$422,144</b>	-0.1%	156	<b>127</b>	-18.6%	3.1	<b>2.9</b>	-4.9%
Newport News	193	<b>231</b>	19.7%	208	<b>189</b>	-9.1%	\$277,250	<b>\$275,000</b>	-0.8%	347	<b>337</b>	-2.9%	1.6	<b>2.0</b>	32.0%
Poquoson	14	<b>31</b>	121.4%	23	<b>34</b>	47.8%	\$385,000	<b>\$423,000</b>	9.9%	34	<b>83</b>	144.1%	2.0	<b>5.6</b>	178.4%
York County	67	<b>60</b>	-10.4%	60	<b>100</b>	66.7%	\$418,500	<b>\$432,808</b>	3.4%	122	<b>106</b>	-13.1%	1.5	<b>1.5</b>	-3.1%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg
Hampton	1,443	<b>1,250</b>	-13.4%	1,624	<b>1,276</b>	-21.4%	\$250,000	<b>\$260,000</b>	4.0%	318	<b>275</b>	-13.5%
Isle of Wight County	415	<b>355</b>	-14.5%	378	<b>336</b>	-11.1%	\$415,000	<b>\$387,500</b>	-6.6%	156	<b>127</b>	-18.6%
Newport News	1,610	<b>1,326</b>	-17.6%	1,723	<b>1,267</b>	-26.5%	\$260,000	<b>\$275,000</b>	5.8%	347	<b>337</b>	-2.9%
Poquoson	172	<b>196</b>	14.0%	141	<b>135</b>	-4.3%	\$447,500	<b>\$399,950</b>	-10.6%	34	<b>83</b>	144.1%
York County	585	<b>555</b>	-5.1%	606	<b>617</b>	1.8%	\$420,000	<b>\$438,353</b>	4.4%	122	<b>106</b>	-13.1%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg
Hampton	10	<b>16</b>	60.0%	25	<b>20</b>	-20.0%	\$200,000	<b>\$212,500</b>	6.3%	21	<b>23</b>	9.5%	0.8	<b>1.5</b>	94.6%
Isle of Wight County	5	<b>12</b>	140.0%	10	<b>4</b>	-60.0%	\$337,570	<b>\$292,450</b>	-13.4%	12	<b>26</b>	116.7%	1.2	<b>2.6</b>	118.5%
Newport News	35	<b>48</b>	37.1%	29	<b>32</b>	10.3%	\$170,000	<b>\$223,000</b>	31.2%	53	<b>78</b>	47.2%	1.3	<b>2.5</b>	98.3%
Poquoson	0	<b>2</b>	n/a	1	<b>4</b>	300.0%	\$225,000	<b>\$305,275</b>	35.7%	0	<b>1</b>	n/a	0.0	<b>1.5</b>	n/a
York County	21	<b>11</b>	-47.6%	26	<b>25</b>	-3.8%	\$317,500	<b>\$317,400</b>	0.0%	41	<b>25</b>	-39.0%	1.4	<b>1.2</b>	-10.6%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg
Hampton	169	<b>113</b>	-33.1%	216	<b>119</b>	-44.9%	\$201,000	<b>\$210,000</b>	4.5%	21	<b>23</b>	9.5%
Isle of Wight County	44	<b>72</b>	63.6%	75	<b>76</b>	1.3%	\$321,650	<b>\$319,743</b>	-0.6%	12	<b>26</b>	116.7%
Newport News	248	<b>285</b>	14.9%	301	<b>247</b>	-17.9%	\$170,000	<b>\$200,000</b>	17.6%	53	<b>78</b>	47.2%
Poquoson	9	<b>7</b>	-22.2%	15	<b>7</b>	-53.3%	\$251,000	<b>\$303,000</b>	20.7%	0	<b>1</b>	n/a
York County	146	<b>148</b>	1.4%	233	<b>156</b>	-33.0%	\$304,366	<b>\$315,000</b>	3.5%	41	<b>25</b>	-39.0%



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® Chief Economist, Ryan Price

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.