

OCTOBER  
**2023**

# VIRGINIA PENINSULA

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# Virginia Peninsula Market Indicators Report



## Key Market Trends: October 2023

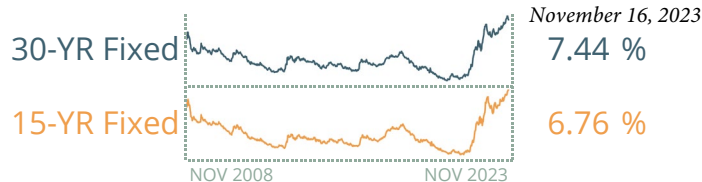
- > **Sales activity still down from last year in most areas of the Virginia Peninsula market.** In October, there were 399 closed sales across the Virginia Peninsula footprint, 127 fewer than last year, a 24.1% decline. There were 155 sales in the Newport News market in October, 35 fewer than last year, an 18.4% decline. Sales activity fell the sharpest in Hampton (-33%) and York County (-39%) from last October. In Poquoson, there were 26 sales in October, 17 more than a year ago, the only local market with an influx of sales this month.
- > **Pending sales remain sluggish in the Virginia Peninsula region.** There were 267 pending sales across the area, 25 fewer than a year ago, marking an 8.6% decline. In Newport News, there were 120 pending sales in October, two more than the previous year, a 1.7% increase. Pending sales activity rose the strongest in York County (+17.5%) and Isle of Wight County (+33.3%) from last October. Hampton had 73 pending sales in October, 34 fewer than last year, a 31.8% decline.
- > **Big growth in median sales price across the Virginia Peninsula footprint.** The median sales price in the Virginia Peninsula market was \$298,267 in October, a 10.5% price jump from last year, which is an additional \$28,267. In Isle of Wight County, the median sales price was \$374,750 in October, a \$47,255 price jump compared to the previous year (+14.4%). The median sales price in Hampton was \$269,250 in October, a 7.7% increase from a year ago (+\$19,250). In October, the median sales price rose the fastest in Poquoson (+39.2%) and York County (+21.2%) compared to last year.
- > **Inventory of active listings continues to shrink, and fewer new listings are coming on the market.** At the end of October, there were 1,099 active listings across the Virginia Peninsula area, 81 fewer than last year, reflecting a 6.9% decline. There were 499 new listings regionwide in October, 48 fewer than last year.



Virginia Peninsula Market Dashboard

YoY Chg	Oct-23	Indicator
▼ -24.1%	399	Sales
▼ -8.6%	267	Pending Sales
▼ -8.8%	499	New Listings
▲ 11.1%	\$299,900	Median List Price
▲ 10.5%	\$298,267	Median Sales Price
▼ 7.3%	\$186	Median Price Per Square Foot
▼ -14.1%	\$130.2	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -21.7%	25	Average Days on Market
▼ -6.9%	1,099	Active Listings
▲ 19.3%	2.1	Months of Supply

INTEREST RATE TRACKER



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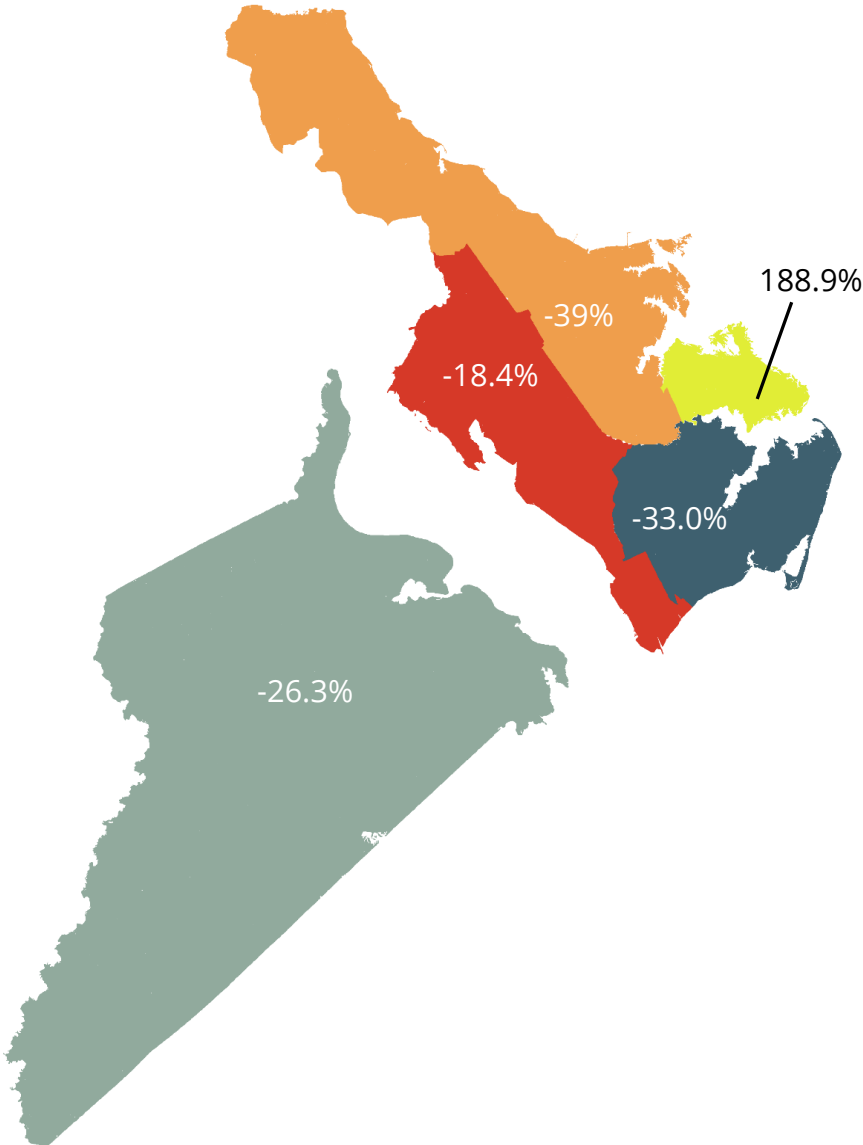
**Consumers Should Consult with a REALTOR®.** Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

**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		
	Oct-22	Oct-23	% Chg
Hampton	188	126	-33.0%
Isle of Wight County	57	42	-26.3%
Newport News	190	155	-18.4%
Poquoson	9	26	188.9%
York County	82	50	-39.0%
<b>Virginia Peninsula</b>	<b>526</b>	<b>399</b>	<b>-24.1%</b>

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

# Total Market Overview



Key Metrics	2-year Trends		Oct-22	Oct-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Oct-21	Oct-23						
Sales			526	<b>399</b>	-24.1%	6,437	<b>5,144</b>	-20.1%
Pending Sales			292	<b>267</b>	-8.6%	3,652	<b>3,181</b>	-12.9%
New Listings			547	<b>499</b>	-8.8%	5,988	<b>5,361</b>	-10.5%
Median List Price			\$270,000	<b>\$299,900</b>	11.1%	\$269,900	<b>\$290,000</b>	7.4%
Median Sales Price			\$270,000	<b>\$298,267</b>	10.5%	\$275,000	<b>\$290,000</b>	5.5%
Median Price Per Square Foot			\$174	<b>\$186</b>	7.3%	\$173	<b>\$182</b>	5.5%
Sold Dollar Volume (in millions)			\$151.7	<b>\$130.2</b>	-14.1%	\$1,919.4	<b>\$1,636.3</b>	-14.8%
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			33	<b>25</b>	-21.7%	25	<b>28</b>	13.1%
Active Listings			1,180	<b>1,099</b>	-6.9%	n/a	<b>n/a</b>	n/a
Months of Supply			1.8	<b>2.1</b>	19.3%	n/a	<b>n/a</b>	n/a

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

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Oct-22	Oct-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Oct-21	Oct-23						
Sales			447	<b>340</b>	-23.9%	5,437	<b>4,388</b>	-19.3%
Pending Sales			248	<b>217</b>	-12.5%	3,129	<b>2,666</b>	-14.8%
New Listings			479	<b>432</b>	-9.8%	5,227	<b>4,584</b>	-12.3%
Median List Price			\$275,000	<b>\$299,950</b>	9.1%	\$275,000	<b>\$298,000</b>	8.4%
Median Sales Price			\$270,000	<b>\$300,000</b>	11.1%	\$279,000	<b>\$299,900</b>	7.5%
Median Price Per Square Foot			\$173	<b>\$186</b>	7.6%	\$175	<b>\$184</b>	5.1%
Sold Dollar Volume (in millions)			\$132.3	<b>\$114.3</b>	-13.6%	\$1,679.5	<b>\$1,438.8</b>	-14.3%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.3%	<b>100.0%</b>	-0.3%
Average Days on Market			33	<b>26</b>	-19.3%	25	<b>28</b>	14.2%
Active Listings			1,053	<b>952</b>	-9.6%	n/a	<b>n/a</b>	n/a
Months of Supply			1.9	<b>2.2</b>	14.7%	n/a	<b>n/a</b>	n/a

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

# Townhome & Condo Market Overview



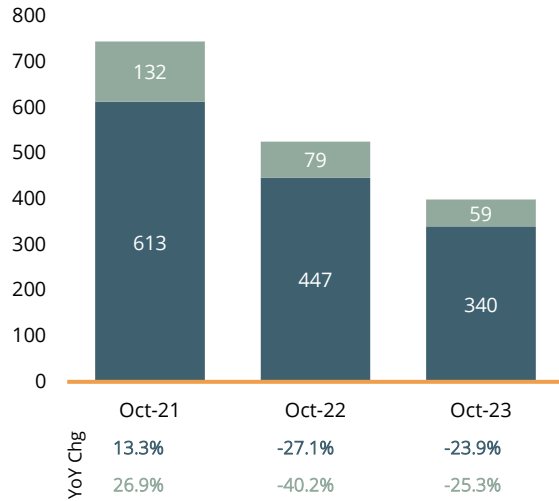
Key Metrics	2-year Trends		Oct-22	Oct-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Oct-21	Oct-23						
Sales			79	<b>59</b>	-25.3%	1,000	<b>756</b>	-24.4%
Pending Sales			44	<b>50</b>	13.6%	523	<b>515</b>	-1.5%
New Listings			68	<b>67</b>	-1.5%	761	<b>777</b>	2.1%
Median List Price			\$239,900	<b>\$265,000</b>	10.5%	\$235,000	<b>\$255,000</b>	8.5%
Median Sales Price			\$240,000	<b>\$265,000</b>	10.4%	\$240,000	<b>\$255,000</b>	6.3%
Median Price Per Square Foot			\$186	<b>\$187</b>	0.5%	\$153	<b>\$169</b>	10.3%
Sold Dollar Volume (in millions)			\$19.4	<b>\$15.9</b>	-17.7%	\$239.9	<b>\$197.5</b>	-17.7%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.8%	<b>100.0%</b>	-0.8%
Average Days on Market			31	<b>20</b>	-36.1%	24	<b>26</b>	6.6%
Active Listings			127	<b>147</b>	15.7%	n/a	<b>n/a</b>	n/a
Months of Supply			1.2	<b>1.9</b>	56.1%	n/a	<b>n/a</b>	n/a

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

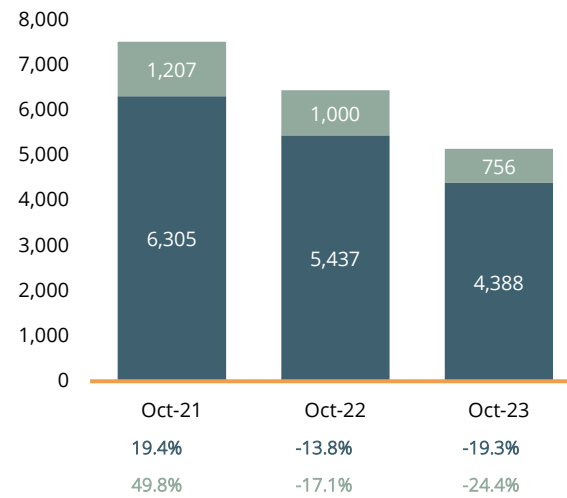
# Sales



## October

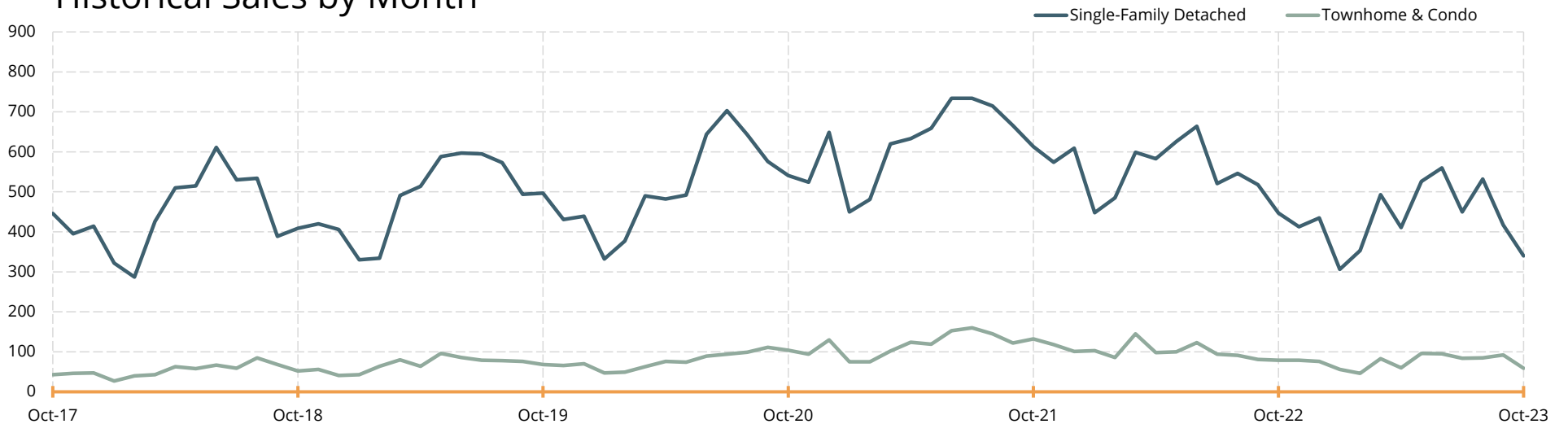


## YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Sep-23	417	-19.5%	92	13.6%
Oct-23	340	-23.9%	59	-25.3%
12-month Avg	436	-20.9%	76	-25.3%

## Historical Sales by Month



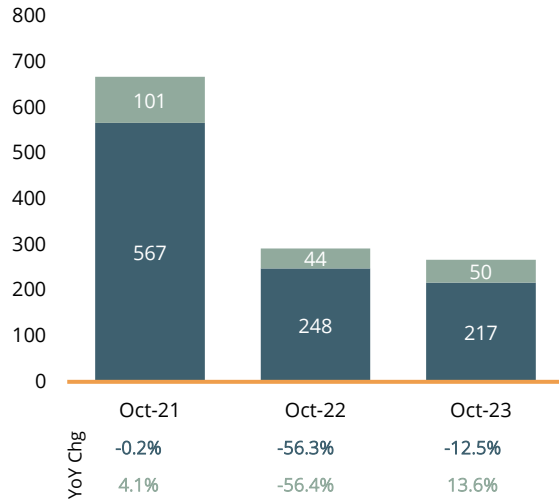
Sources: Virginia REALTORS®, data accessed Nov 15, 2023



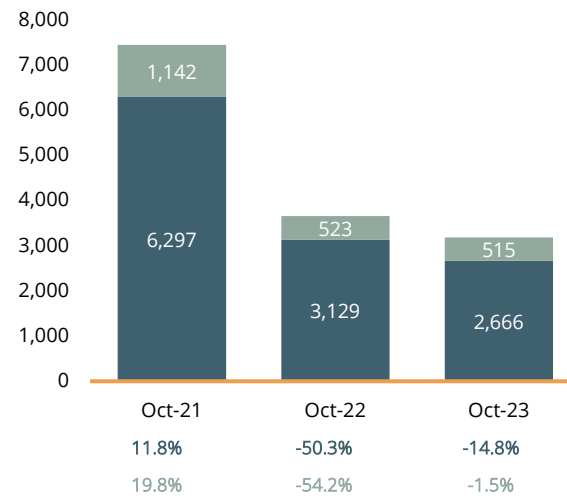
# Pending Sales



## October



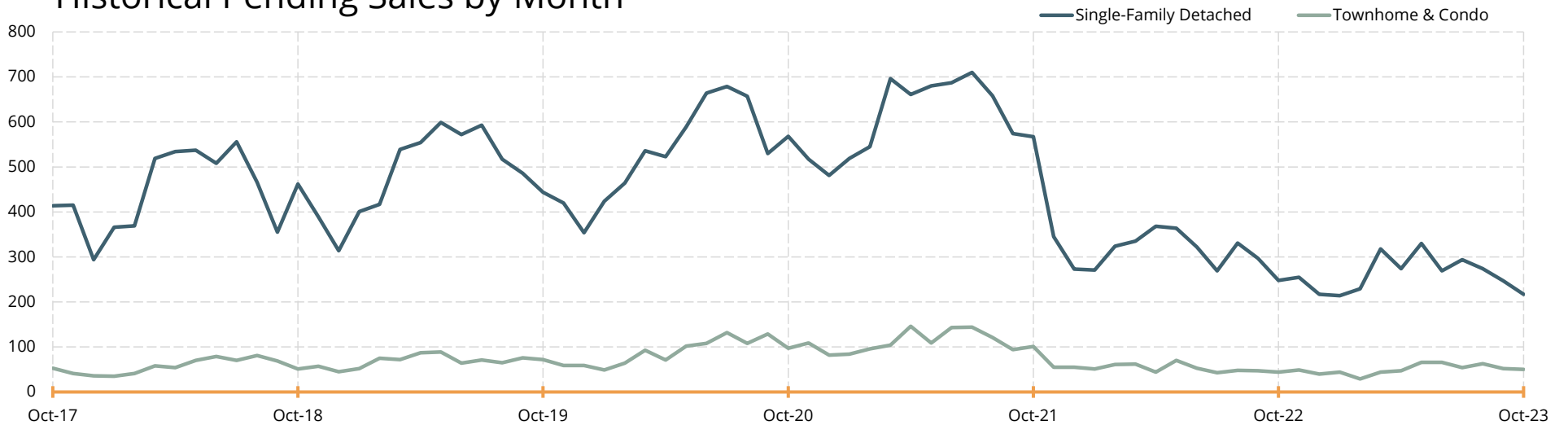
## YTD



## Single-Family Detached

Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Sep-23	247	-16.8%	52	10.6%
Oct-23	217	-12.5%	50	13.6%
12-month Avg	262	-16.3%	50	-4.6%

## Historical Pending Sales by Month

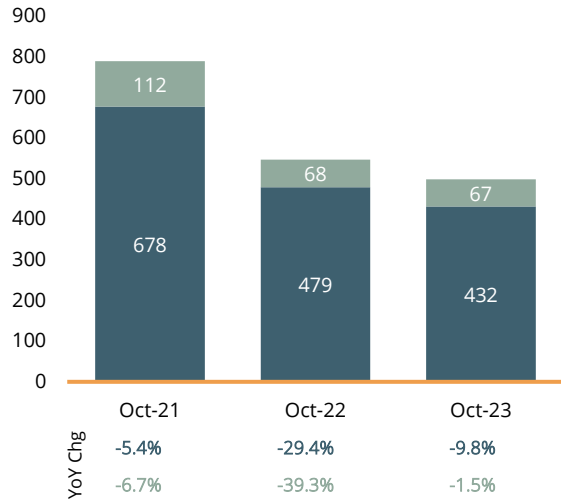


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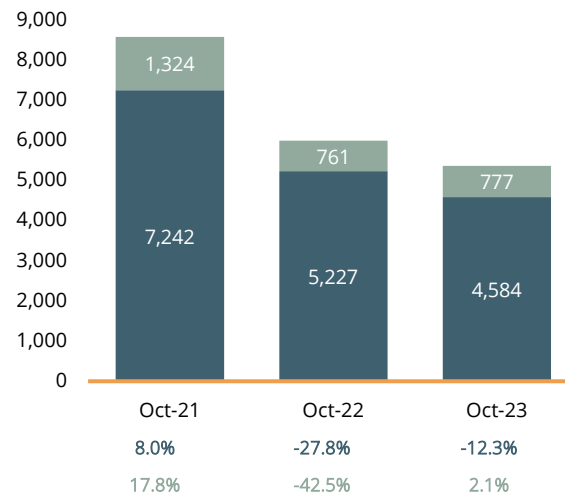
# New Listings



## October



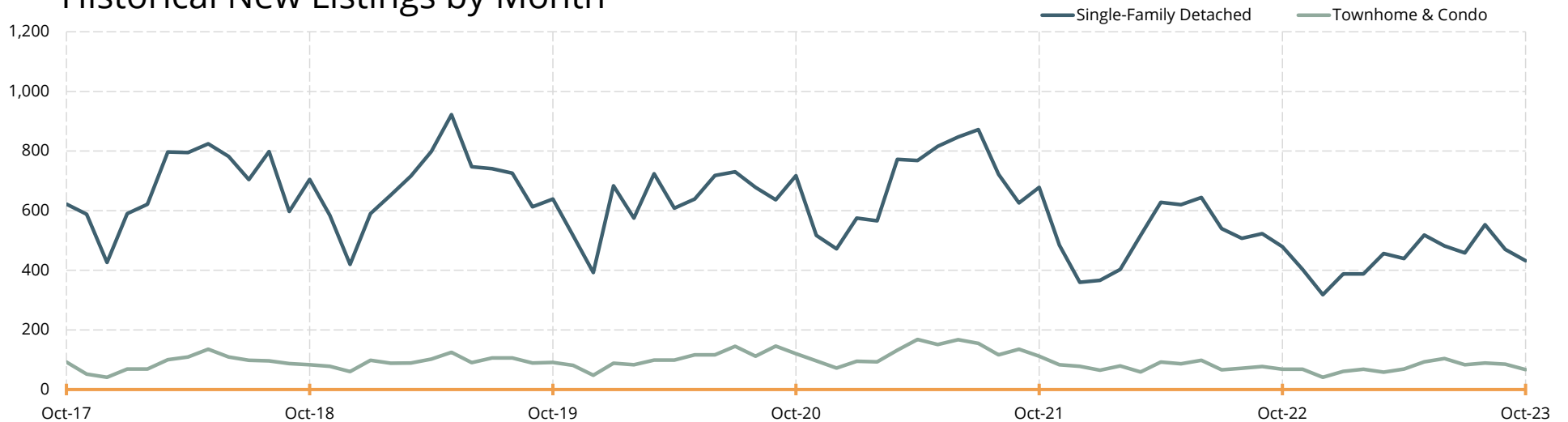
## YTD



## Single-Family Detached

Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Sep-23	470	-10.1%	85	10.4%
Oct-23	432	-9.8%	67	-1.5%
12-month Avg	442	-12.6%	74	-3.9%

## Historical New Listings by Month

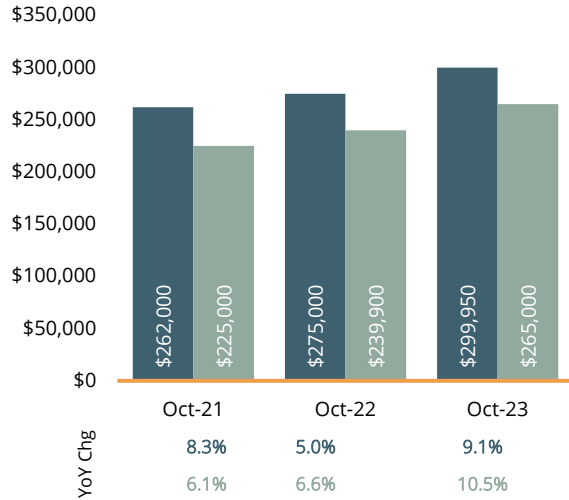


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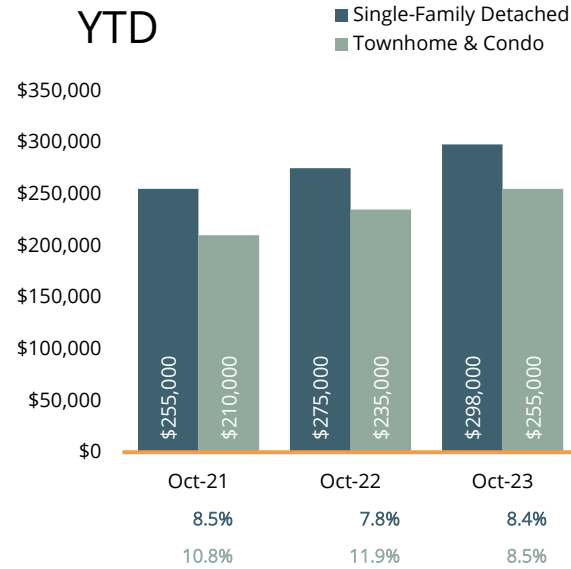
# Median List Price



## October

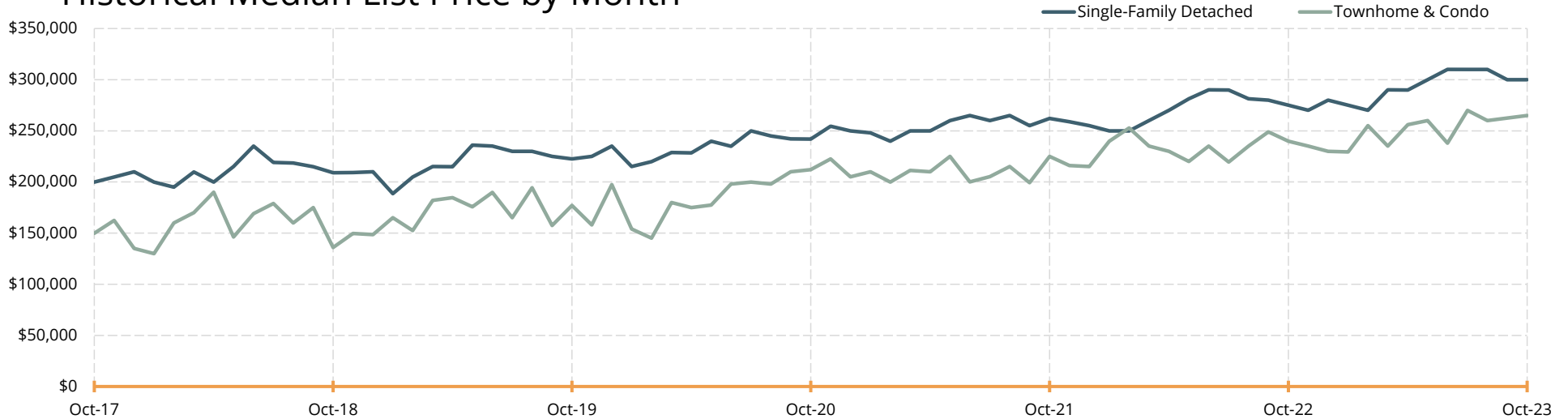


## YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Sep-23	<b>\$299,900</b>	7.1%	<b>\$262,450</b>	5.4%
Oct-23	<b>\$299,950</b>	9.1%	<b>\$265,000</b>	10.5%
12-month Avg	\$292,050	8.1%	\$249,646	7.5%

## Historical Median List Price by Month

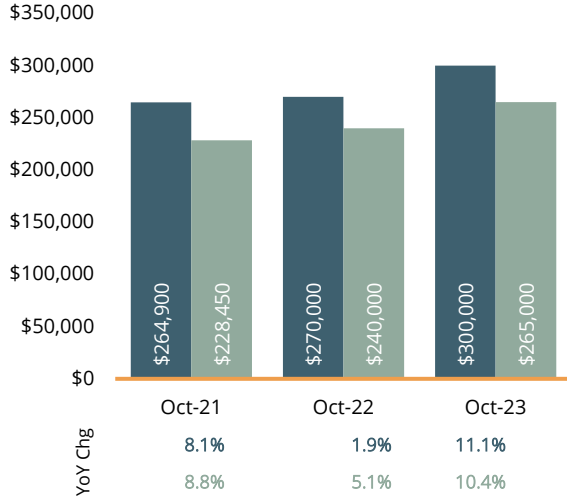


Sources: Virginia REALTORS®, data accessed Nov 15, 2023

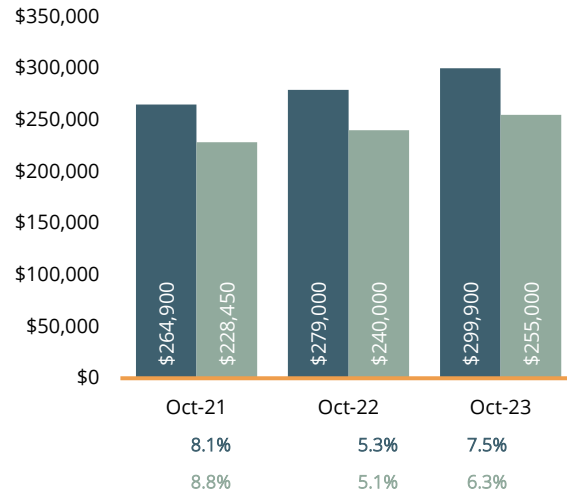
# Median Sales Price



## October

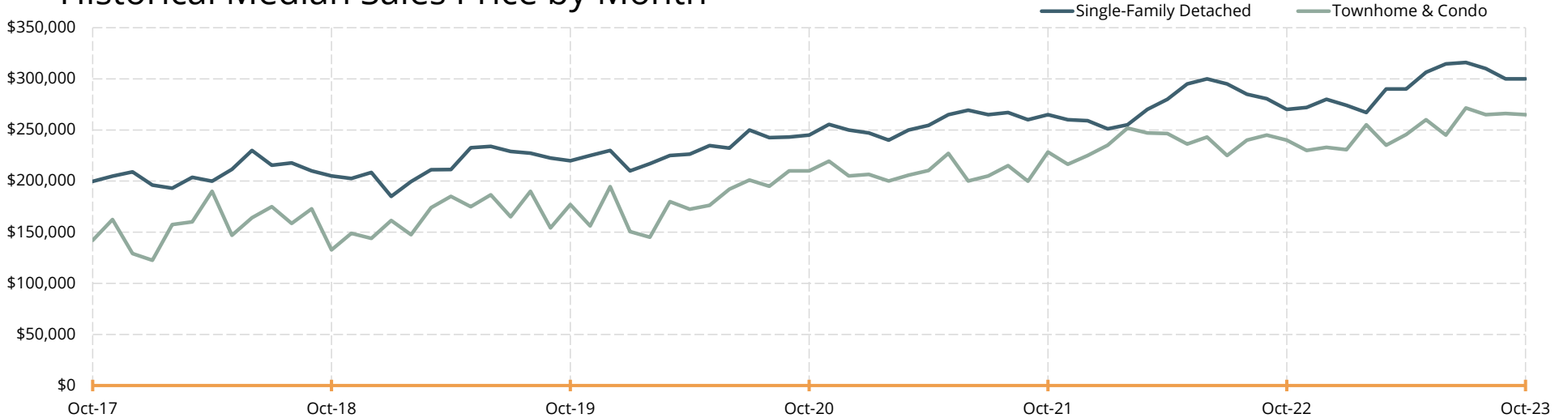


## YTD



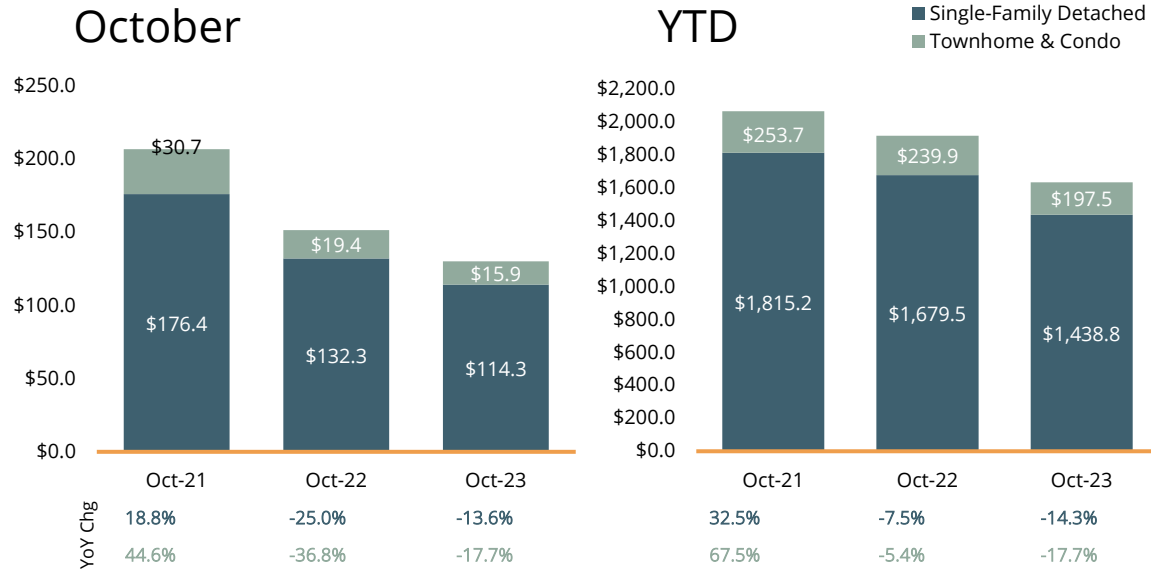
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Nov-22	<b>\$272,000</b>	4.6%	<b>\$230,000</b>	6.2%
Dec-22	<b>\$279,900</b>	8.1%	<b>\$233,000</b>	3.6%
Jan-23	<b>\$274,022</b>	9.2%	<b>\$230,750</b>	-1.8%
Feb-23	<b>\$267,000</b>	4.7%	<b>\$255,000</b>	1.3%
Mar-23	<b>\$290,000</b>	7.4%	<b>\$235,000</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%
Sep-23	<b>\$300,000</b>	7.0%	<b>\$266,000</b>	8.6%
Oct-23	<b>\$300,000</b>	11.1%	<b>\$265,000</b>	10.4%
12-month Avg	\$293,335	6.7%	\$250,138	5.3%

## Historical Median Sales Price by Month



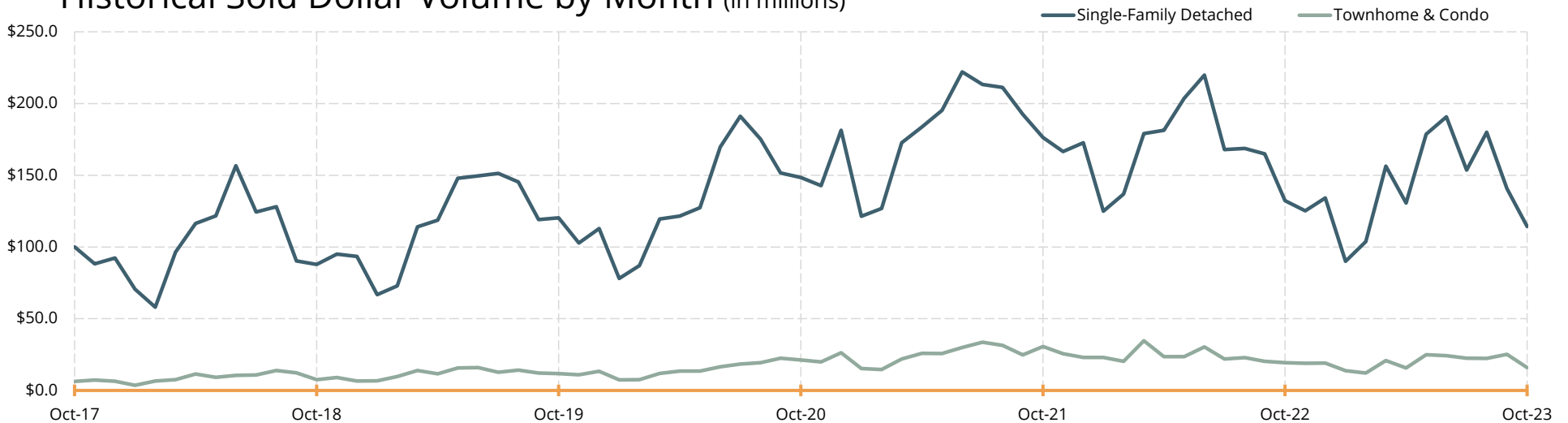
Sources: Virginia REALTORS®, data accessed Nov 15, 2023

# Sold Dollar Volume (in millions)



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Sep-23	<b>\$140.7</b>	-14.7%	<b>\$25.2</b>	24.5%
Oct-23	<b>\$114.3</b>	-13.6%	<b>\$15.9</b>	-17.7%
12-month Avg	\$141.5	-15.9%	\$19.6	-18.4%

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

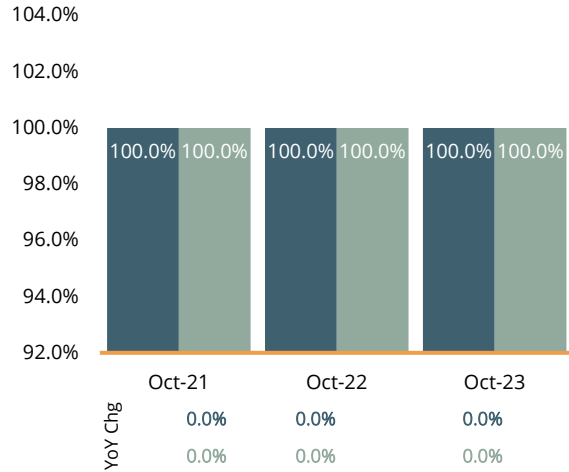


Sources: Virginia REALTORS®, data accessed Nov 15, 2023

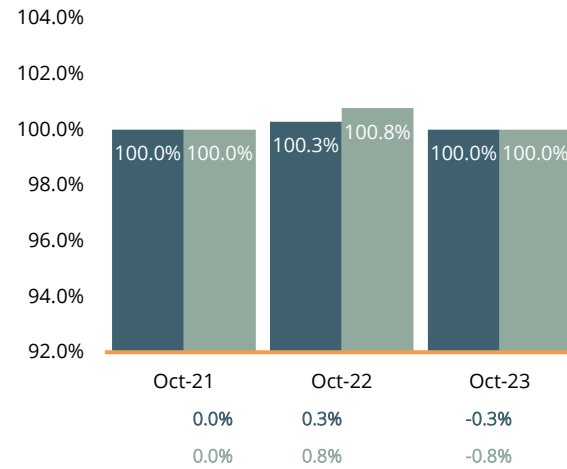
# Median Sold to Ask Price Ratio



## October



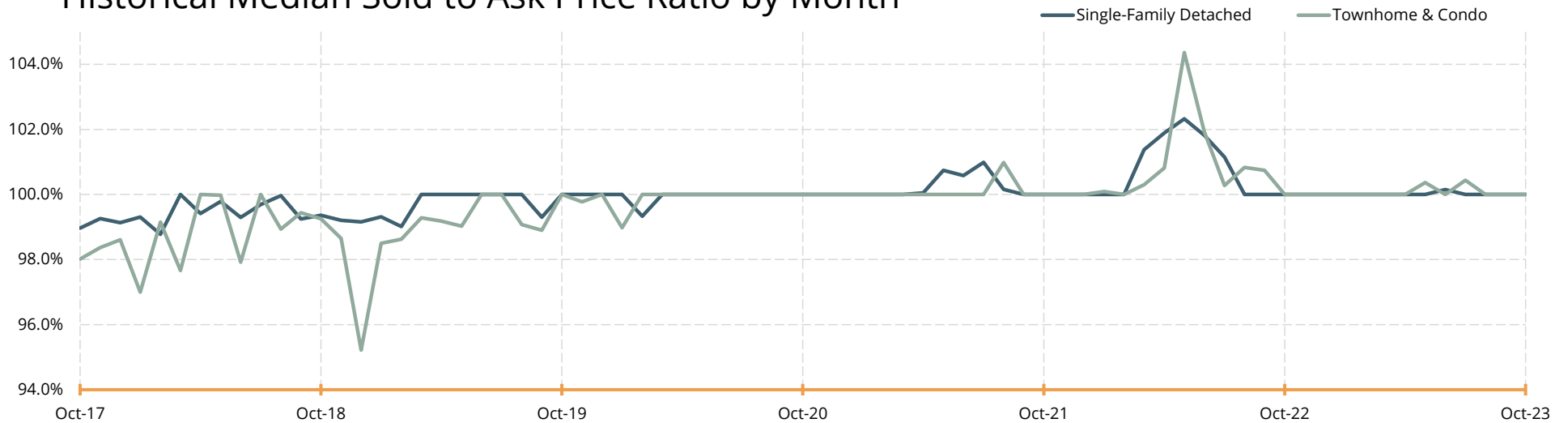
## YTD



## Single-Family Detached

Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Sep-23	100.0%	0.0%	100.0%	-0.7%
Oct-23	100.0%	0.0%	100.0%	0.0%
12-month Avg	100.0%	-0.7%	100.1%	-0.7%

## Historical Median Sold to Ask Price Ratio by Month



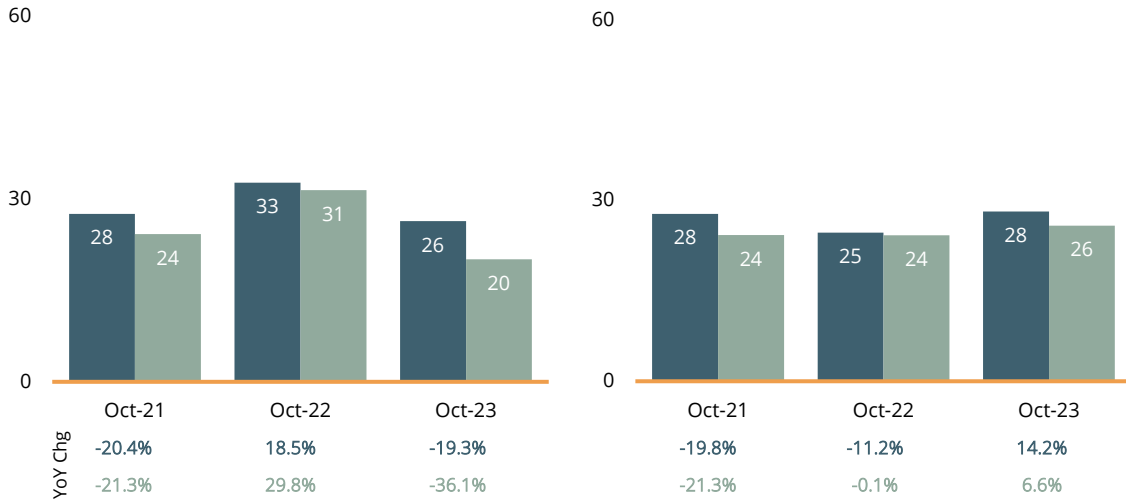
Sources: Virginia REALTORS®, data accessed Nov 15, 2023

# Average Days on Market



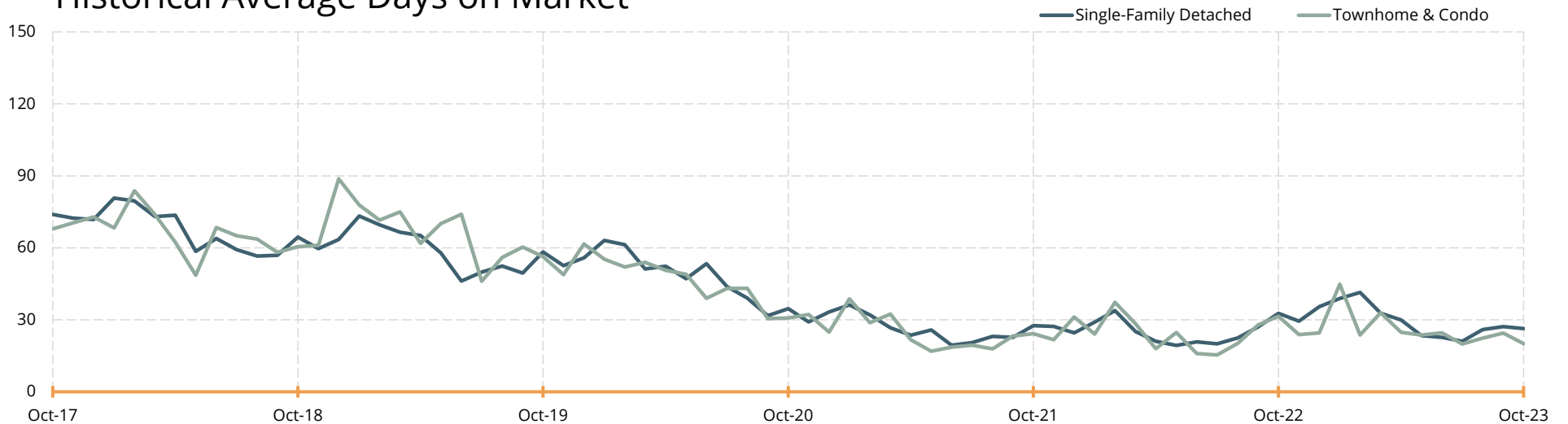
## October

## YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Nov-22	<b>29</b>	8.1%	<b>24</b>	9.4%
Dec-22	<b>35</b>	44.6%	<b>25</b>	-21.1%
Jan-23	<b>39</b>	34.1%	<b>45</b>	86.2%
Feb-23	<b>41</b>	22.4%	<b>24</b>	-36.4%
Mar-23	<b>33</b>	30.4%	<b>33</b>	16.0%
Apr-23	<b>30</b>	42.2%	<b>25</b>	37.8%
May-23	<b>23</b>	21.0%	<b>24</b>	-4.3%
Jun-23	<b>23</b>	9.1%	<b>25</b>	53.9%
Jul-23	<b>21</b>	5.4%	<b>20</b>	29.5%
Aug-23	<b>26</b>	15.3%	<b>22</b>	11.0%
Sep-23	<b>27</b>	0.6%	<b>24</b>	-12.1%
Oct-23	<b>26</b>	-19.3%	<b>20</b>	-36.1%
12-month Avg	30	17.0%	26	4.6%

## Historical Average Days on Market

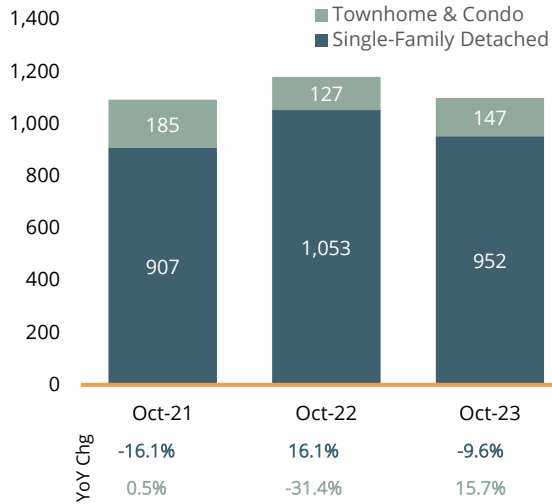


Sources: Virginia REALTORS®, data accessed Nov 15, 2023

# Active Listings

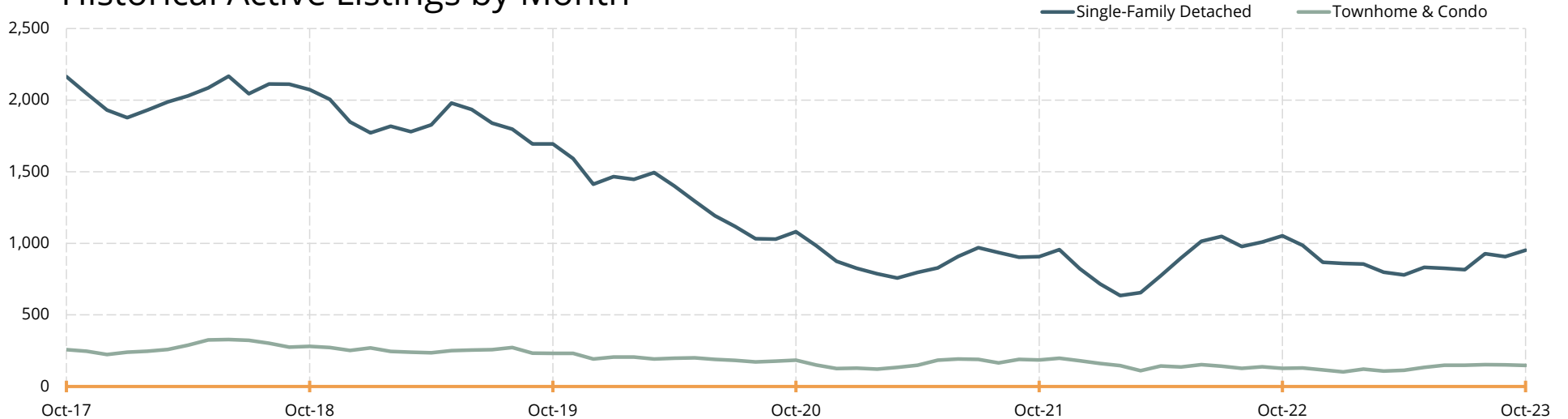


## October



Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
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%
Sep-23	907	-10.1%	151	9.4%
Oct-23	952	-9.6%	147	15.7%
12-month Avg	867	-1.5%	131	-10.7%

## Historical Active Listings by Month



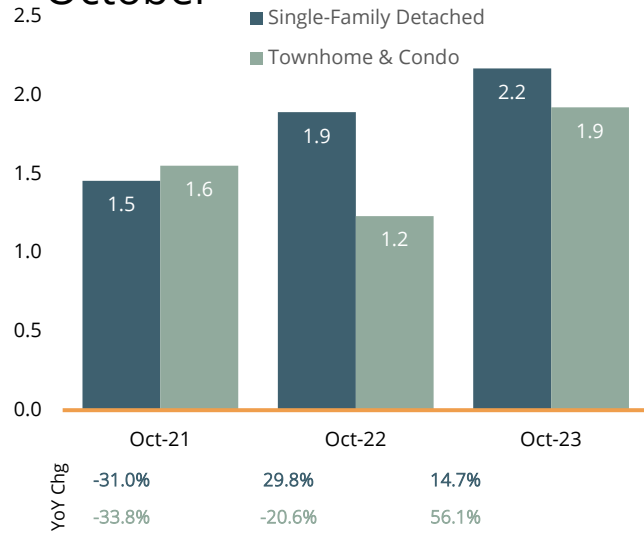
Sources: Virginia REALTORS®, data accessed Nov 15, 2023



# Months of Supply

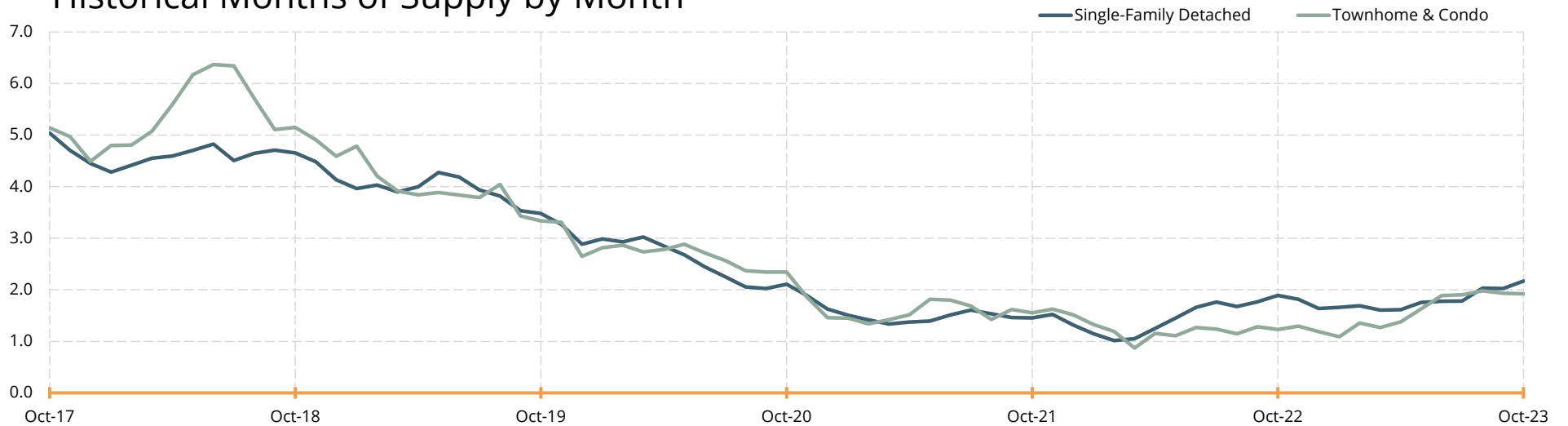


## October



Month	Single-Family Detached		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Nov-22	1.8	19.0%	1.3	-20.4%
Dec-22	1.6	24.3%	1.2	-21.4%
Jan-23	1.7	44.6%	1.1	-17.6%
Feb-23	1.7	66.6%	1.4	13.7%
Mar-23	1.6	53.0%	1.3	45.7%
Apr-23	1.6	29.4%	1.4	19.7%
May-23	1.8	20.7%	1.6	46.8%
Jun-23	1.8	7.1%	1.9	49.1%
Jul-23	1.8	1.2%	1.9	53.7%
Aug-23	2.0	21.2%	2.0	72.7%
Sep-23	2.0	14.5%	1.9	50.5%
Oct-23	2.2	14.7%	1.9	56.1%
12-month Avg	1.8	23.1%	1.6	25.9%

## Historical Months of Supply by Month



# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg
Hampton	174	<b>171</b>	-1.7%	188	<b>126</b>	-33.0%	\$250,000	<b>\$269,250</b>	7.7%	379	<b>340</b>	-10.3%	1.7	<b>2.0</b>	22.4%
Isle of Wight County	48	<b>58</b>	20.8%	57	<b>42</b>	-26.3%	\$327,495	<b>\$374,750</b>	14.4%	161	<b>161</b>	0.0%	2.7	<b>3.1</b>	12.6%
Newport News	226	<b>177</b>	-21.7%	190	<b>155</b>	-18.4%	\$249,500	<b>\$274,997</b>	10.2%	434	<b>378</b>	-12.9%	1.7	<b>2.0</b>	14.2%
Poquoson	11	<b>21</b>	90.9%	9	<b>26</b>	188.9%	\$305,000	<b>\$424,550</b>	39.2%	35	<b>83</b>	137.1%	2.0	<b>4.7</b>	131.5%
York County	88	<b>72</b>	-18.2%	82	<b>50</b>	-39.0%	\$338,250	<b>\$410,000</b>	21.2%	171	<b>137</b>	-19.9%	1.6	<b>1.6</b>	-3.4%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg
Hampton	2,007	<b>1,709</b>	-14.8%	2,233	<b>1,661</b>	-25.6%	\$247,000	<b>\$255,000</b>	3.2%	379	<b>340</b>	-10.3%
Isle of Wight County	564	<b>545</b>	-3.4%	572	<b>515</b>	-10.0%	\$366,005	<b>\$361,670</b>	-1.2%	161	<b>161</b>	0.0%
Newport News	2,308	<b>2,014</b>	-12.7%	2,430	<b>1,876</b>	-22.8%	\$250,000	<b>\$267,000</b>	6.8%	434	<b>378</b>	-12.9%
Poquoson	209	<b>244</b>	16.7%	178	<b>188</b>	5.6%	\$400,000	<b>\$395,000</b>	-1.3%	35	<b>83</b>	137.1%
York County	900	<b>849</b>	-5.7%	1,024	<b>904</b>	-11.7%	\$356,415	<b>\$405,733</b>	13.8%	171	<b>137</b>	-19.9%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg
Hampton	162	<b>157</b>	-3.1%	175	<b>113</b>	-35.4%	\$255,000	<b>\$278,000</b>	9.0%	356	<b>319</b>	-10.4%	1.8	<b>2.1</b>	19.8%
Isle of Wight County	42	<b>49</b>	16.7%	45	<b>29</b>	-35.6%	\$333,000	<b>\$387,500</b>	16.4%	147	<b>140</b>	-4.8%	3.0	<b>3.3</b>	10.4%
Newport News	189	<b>145</b>	-23.3%	161	<b>131</b>	-18.6%	\$264,400	<b>\$275,000</b>	4.0%	377	<b>296</b>	-21.5%	1.8	<b>1.9</b>	4.8%
Poquoson	11	<b>21</b>	90.9%	9	<b>26</b>	188.9%	\$305,000	<b>\$424,550</b>	39.2%	35	<b>83</b>	137.1%	2.3	<b>4.9</b>	118.4%
York County	75	<b>60</b>	-20.0%	57	<b>41</b>	-28.1%	\$364,900	<b>\$459,960</b>	26.1%	138	<b>114</b>	-17.4%	1.8	<b>1.7</b>	-7.5%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg
Hampton	1,808	<b>1,565</b>	-13.4%	1,985	<b>1,512</b>	-23.8%	\$250,000	<b>\$260,000</b>	4.0%	356	<b>319</b>	-10.4%
Isle of Wight County	505	<b>453</b>	-10.3%	475	<b>413</b>	-13.1%	\$415,000	<b>\$392,000</b>	-5.5%	147	<b>140</b>	-4.8%
Newport News	1,989	<b>1,656</b>	-16.7%	2,075	<b>1,565</b>	-24.6%	\$260,000	<b>\$275,000</b>	5.8%	377	<b>296</b>	-21.5%
Poquoson	199	<b>237</b>	19.1%	163	<b>181</b>	11.0%	\$425,000	<b>\$401,775</b>	-5.5%	35	<b>83</b>	137.1%
York County	726	<b>673</b>	-7.3%	739	<b>717</b>	-3.0%	\$410,993	<b>\$439,900</b>	7.0%	138	<b>114</b>	-17.4%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg
Hampton	12	<b>14</b>	16.7%	13	<b>13</b>	0.0%	\$170,000	<b>\$227,000</b>	33.5%	23	<b>21</b>	-8.7%	0.9	<b>1.4</b>	49.7%
Isle of Wight County	6	<b>9</b>	50.0%	12	<b>13</b>	8.3%	\$326,923	<b>\$354,109</b>	8.3%	14	<b>21</b>	50.0%	1.4	<b>2.1</b>	48.8%
Newport News	37	<b>32</b>	-13.5%	29	<b>24</b>	-17.2%	\$190,000	<b>\$212,450</b>	11.8%	57	<b>82</b>	43.9%	1.5	<b>2.6</b>	71.8%
Poquoson	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a	0.0	<b>0.0</b>	n/a
York County	13	<b>12</b>	-7.7%	25	<b>9</b>	-64.0%	\$285,000	<b>\$370,000</b>	29.8%	33	<b>23</b>	-30.3%	1.2	<b>1.2</b>	6.6%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg	Oct-22	Oct-23	% chg
Hampton	199	<b>144</b>	-27.6%	248	<b>149</b>	-39.9%	\$200,000	<b>\$215,000</b>	7.5%	23	<b>21</b>	-8.7%
Isle of Wight County	59	<b>92</b>	55.9%	97	<b>102</b>	5.2%	\$321,650	<b>\$322,365</b>	0.2%	14	<b>21</b>	50.0%
Newport News	319	<b>358</b>	12.2%	355	<b>311</b>	-12.4%	\$175,000	<b>\$201,500</b>	15.1%	57	<b>82</b>	43.9%
Poquoson	10	<b>7</b>	-30.0%	15	<b>7</b>	-53.3%	\$251,000	<b>\$303,000</b>	20.7%	0	<b>0</b>	n/a
York County	174	<b>176</b>	1.1%	285	<b>187</b>	-34.4%	\$303,490	<b>\$315,000</b>	3.8%	33	<b>23</b>	-30.3%



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Data and analysis provided by Virginia REALTORS® Chief Economist, Ryan Price

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