

# Market in a Minute — Williamsburg / James City County

Single-Family Homes | Last 90 Days | May 09, 2026

## Market Overview

| Metric          | Value | Metric                 | Value     |
|-----------------|-------|------------------------|-----------|
| Active Listings | 191   | Median List Price      | \$689,000 |
| Pending         | 112   | Median Sale Price      | \$590,000 |
| Sold (period)   | 199   | Median DOM (Solds)     | 25        |
| Withdrawn       | 26    | % Actives w/ Reduction | 32.5%     |
| Expired         | 10    | Total Records          | 538       |

## New Construction Snapshot

Computed before NC exclusion. Proxy: Year Built ≥ List Year.

| Metric            | Value | Metric                 | Value     |
|-------------------|-------|------------------------|-----------|
| Total NC Listings | 97    | Median LP — NC Actives | \$602,490 |
| % of Actives = NC | 16.6% | Median SP — NC Solds   | \$470,160 |
| % of Solds = NC   | 7.0%  | Median Fin. SF — NC    | —         |

All analysis below excludes new construction.

## Price Reductions — Active Listings

Meaningful reduction = OLP – LP > \$1,000. LP > OLP+10% treated as data error.

| Price Tier    | # Active | # w/ Reduction | % w/ Reduction | Med % Reduction | Median OLP  | Median LP |
|---------------|----------|----------------|----------------|-----------------|-------------|-----------|
| <\$400K       | 15       | 5              | 33.3%          | 4.8%            | \$350,000   | \$335,000 |
| \$400K–\$750K | 96       | 30             | 31.2%          | 3.2%            | \$602,500   | \$590,000 |
| \$750K+       | 80       | 27             | 33.8%          | 5.4%            | \$1,030,000 | \$979,000 |
| All Tiers     | 191      | 62             | 32.5%          | 4.1%            | \$737,500   | \$707,425 |

## Months of Supply

Formula: Active ÷ (Sold ÷ months). 30 days = 1 month. Pending shown as context only.

| Price Tier    | # Active | # Pending | # Sold | Months | Condition      |
|---------------|----------|-----------|--------|--------|----------------|
| <\$400K       | 15       | 15        | 22     | 2.0    | Strong Sellers |
| \$400K–\$750K | 96       | 71        | 125    | 2.3    | Strong Sellers |
| \$750K+       | 80       | 26        | 52     | 4.6    | Sellers        |
| All Tiers     | 191      | 112       | 199    | 2.9    | Strong Sellers |

## Failure Rate

(Expired + Withdrawn) ÷ Grand Total of all records.

| Price Tier | # Expired | # Withdrawn | # Failed (E+W) | Grand Total | Failure Rate |
|------------|-----------|-------------|----------------|-------------|--------------|
| <\$400K    | 0         | 6           | 6              | 58          | 10.3%        |

|                  |           |           |           |            |             |
|------------------|-----------|-----------|-----------|------------|-------------|
| \$400K–\$750K    | 6         | 16        | 22        | 314        | 7.0%        |
| \$750K+          | 4         | 4         | 8         | 166        | 4.8%        |
| <b>All Tiers</b> | <b>10</b> | <b>26</b> | <b>36</b> | <b>538</b> | <b>6.7%</b> |

### DOM Segmentation — Sold Listings

Fast ≤14d | Middle 15–60d | Slow ≥61d

| DOM Bucket      | # Solds    | % of Solds    | Med SP/LP     | Med SP/OLP   | % w/ Price Reduction |
|-----------------|------------|---------------|---------------|--------------|----------------------|
| Fast (≤14d)     | 66         | 33.2%         | 100.0%        | 100.0%       | 0.0%                 |
| Middle (15–60d) | 82         | 41.2%         | 100.0%        | 98.6%        | 18.3%                |
| Slow (≥61d)     | 51         | 25.6%         | 98.3%         | 95.6%        | 70.6%                |
| <b>Total</b>    | <b>199</b> | <b>100.0%</b> | <b>100.0%</b> | <b>98.8%</b> | <b>25.6%</b>         |

# DOM × Price Cross-Tab — Sold Listings

% of Tier = count ÷ total solds in that price tier (within-column %).

|                 | <\$400K |           |        |         | \$400K–\$750K |           |        |         | \$750K+ |           |        |         |
|-----------------|---------|-----------|--------|---------|---------------|-----------|--------|---------|---------|-----------|--------|---------|
| DOM Bucket      | Count   | % of Tier | SP/LP  | SP/OL P | Count         | % of Tier | SP/LP  | SP/OL P | Count   | % of Tier | SP/LP  | SP/OL P |
| Fast (≤14d)     | 10      | 45.5%     | 100.4% | 100.4%  | 47            | 37.6%     | 100.0% | 100.0%  | 9       | 17.3%     | 100.1% | 100.1%  |
| Middle (15–60d) | 7       | 31.8%     | 100.0% | 98.5%   | 54            | 43.2%     | 100.0% | 98.7%   | 21      | 40.4%     | 98.8%  | 98.1%   |
| Slow (≥61d)     | 5       | 22.7%     | 100.0% | 97.0%   | 24            | 19.2%     | 99.1%  | 95.7%   | 22      | 42.3%     | 97.3%  | 93.0%   |
| Total           | 22      | 100.0%    | 100.0% | 99.3%   | 125           | 100.0%    | 100.0% | 100.0%  | 52      | 100.0%    | 98.6%  | 97.5%   |