

Local Market Update – July 2020

A Research Tool Provided by Central Virginia Regional MLS.



James City County

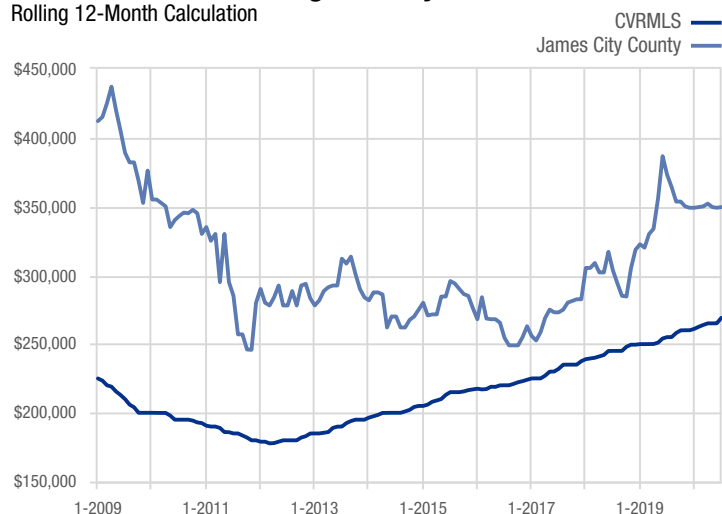
| Single Family | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 34 | 32 | - 5.9% | 224 | 199 | - 11.2% |
| Pending Sales | 19 | 20 | + 5.3% | 130 | 156 | + 20.0% |
| Closed Sales | 25 | 35 | + 40.0% | 113 | 142 | + 25.7% |
| Days on Market Until Sale | 55 | 55 | 0.0% | 56 | 69 | + 23.2% |
| Median Sales Price* | \$320,000 | \$345,000 | + 7.8% | \$385,000 | \$361,600 | - 6.1% |
| Average Sales Price* | \$336,766 | \$399,964 | + 18.8% | \$386,724 | \$390,514 | + 1.0% |
| Percent of Original List Price Received* | 97.2% | 97.8% | + 0.6% | 97.5% | 97.4% | - 0.1% |
| Inventory of Homes for Sale | 100 | 61 | - 39.0% | — | — | — |
| Months Supply of Inventory | 7.8 | 3.0 | - 61.5% | — | — | — |

| Condo/Town | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 7 | 5 | - 28.6% | 31 | 32 | + 3.2% |
| Pending Sales | 2 | 3 | + 50.0% | 20 | 21 | + 5.0% |
| Closed Sales | 4 | 8 | + 100.0% | 20 | 19 | - 5.0% |
| Days on Market Until Sale | 27 | 43 | + 59.3% | 52 | 51 | - 1.9% |
| Median Sales Price* | \$325,000 | \$232,500 | - 28.5% | \$214,450 | \$239,900 | + 11.9% |
| Average Sales Price* | \$310,190 | \$234,075 | - 24.5% | \$257,291 | \$256,737 | - 0.2% |
| Percent of Original List Price Received* | 103.2% | 98.0% | - 5.0% | 100.4% | 97.3% | - 3.1% |
| Inventory of Homes for Sale | 11 | 9 | - 18.2% | — | — | — |
| Months Supply of Inventory | 4.3 | 2.6 | - 39.5% | — | — | — |

* 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.

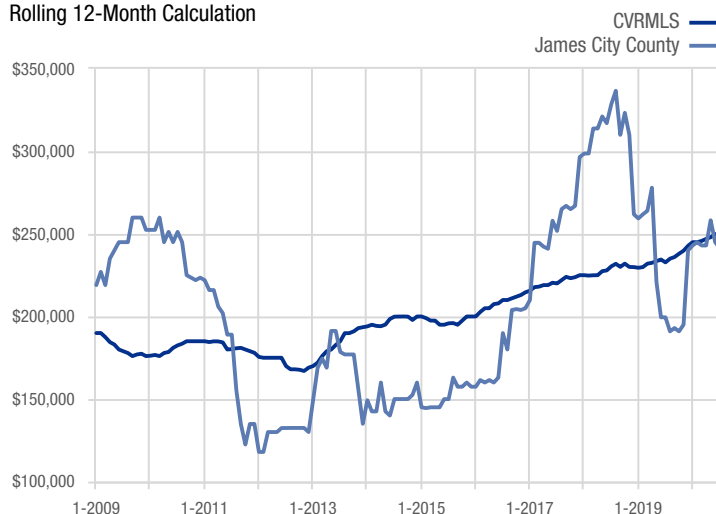
Median Sales Price - Single-Family

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.