

Local Market Update – September 2021

A Research Tool Provided by Central Virginia Regional MLS.



James City County

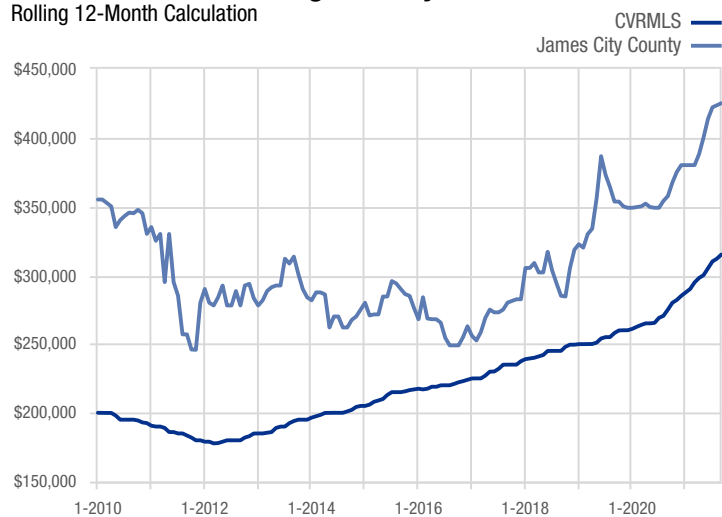
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	27	17	- 37.0%	255	201	- 21.2%
Pending Sales	21	11	- 47.6%	210	192	- 8.6%
Closed Sales	24	16	- 33.3%	193	203	+ 5.2%
Days on Market Until Sale	40	10	- 75.0%	63	27	- 57.1%
Median Sales Price*	\$355,500	\$448,063	+ 26.0%	\$367,000	\$425,000	+ 15.8%
Average Sales Price*	\$416,377	\$520,752	+ 25.1%	\$402,334	\$496,344	+ 23.4%
Percent of Original List Price Received*	98.0%	101.5%	+ 3.6%	97.6%	100.0%	+ 2.5%
Inventory of Homes for Sale	51	21	- 58.8%	—	—	—
Months Supply of Inventory	2.3	1.0	- 56.5%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	5	4	- 20.0%	41	24	- 41.5%
Pending Sales	8	4	- 50.0%	31	26	- 16.1%
Closed Sales	4	5	+ 25.0%	27	24	- 11.1%
Days on Market Until Sale	69	7	- 89.9%	54	24	- 55.6%
Median Sales Price*	\$212,500	\$284,500	+ 33.9%	\$239,900	\$277,550	+ 15.7%
Average Sales Price*	\$246,738	\$309,750	+ 25.5%	\$254,439	\$277,968	+ 9.2%
Percent of Original List Price Received*	97.8%	99.8%	+ 2.0%	97.4%	100.4%	+ 3.1%
Inventory of Homes for Sale	9	1	- 88.9%	—	—	—
Months Supply of Inventory	2.3	0.3	- 87.0%	—	—	—

* 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.

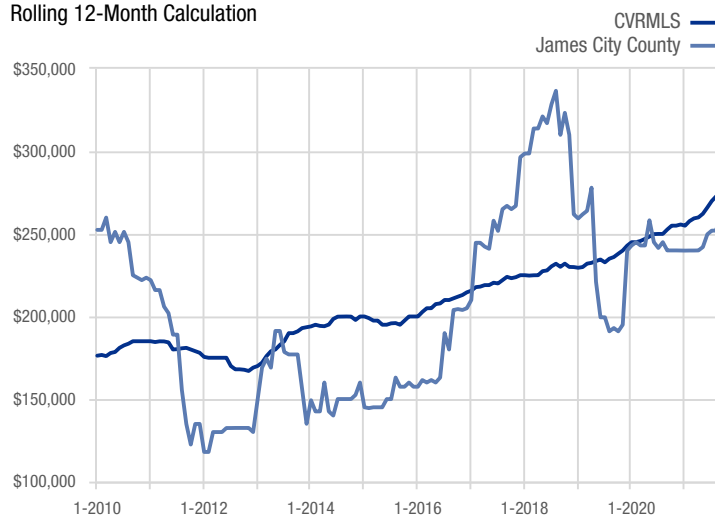
Median Sales Price - Single-Family

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.