

Local Market Update – September 2021

A Research Tool Provided by Central Virginia Regional MLS.



Williamsburg City

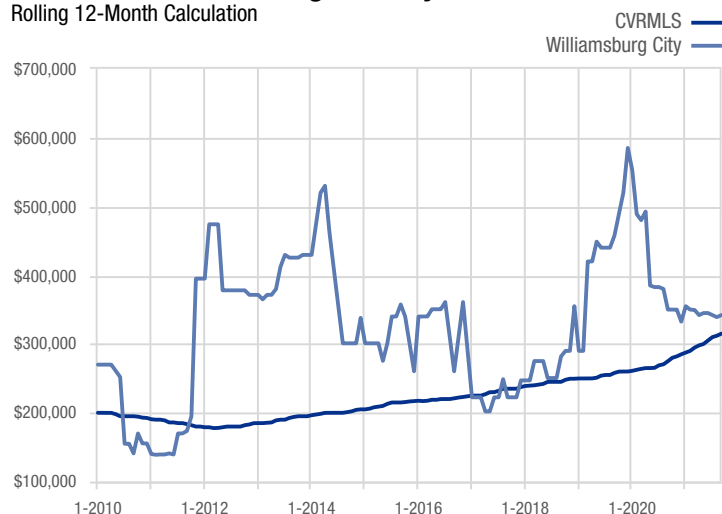
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	4	0	- 100.0%	17	21	+ 23.5%
Pending Sales	3	0	- 100.0%	14	16	+ 14.3%
Closed Sales	2	1	- 50.0%	12	16	+ 33.3%
Days on Market Until Sale	5	34	+ 580.0%	64	32	- 50.0%
Median Sales Price*	\$322,450	\$475,000	+ 47.3%	\$300,000	\$330,500	+ 10.2%
Average Sales Price*	\$322,450	\$475,000	+ 47.3%	\$324,033	\$381,242	+ 17.7%
Percent of Original List Price Received*	100.9%	97.1%	- 3.8%	99.3%	98.3%	- 1.0%
Inventory of Homes for Sale	5	5	0.0%	—	—	—
Months Supply of Inventory	2.4	2.5	+ 4.2%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	0	0	0.0%	10	6	- 40.0%
Pending Sales	1	2	+ 100.0%	8	5	- 37.5%
Closed Sales	1	2	+ 100.0%	11	5	- 54.5%
Days on Market Until Sale	107	13	- 87.9%	67	8	- 88.1%
Median Sales Price*	\$126,000	\$172,750	+ 37.1%	\$211,000	\$192,000	- 9.0%
Average Sales Price*	\$126,000	\$172,750	+ 37.1%	\$189,900	\$229,500	+ 20.9%
Percent of Original List Price Received*	97.0%	99.0%	+ 2.1%	96.8%	100.1%	+ 3.4%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.7	—	—	—	—

* 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.

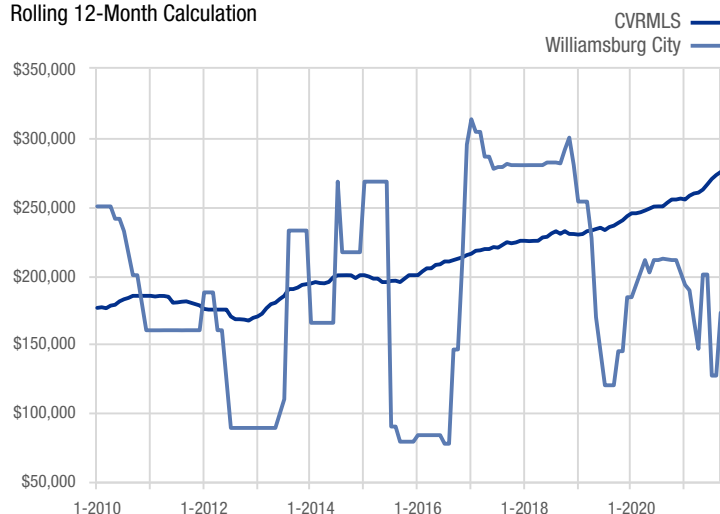
Median Sales Price - Single-Family

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.