Local Market Update – September 2025

A Research Tool Provided by Central Virginia Regional MLS.

CVRMLS

James City County

Single Family

Key Metrics	September			Year to Date		
	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	22	26	+ 18.2%	233	168	- 27.9%
Pending Sales	16	15	- 6.3%	182	114	- 37.4%
Closed Sales	19	12	- 36.8%	166	112	- 32.5%
Days on Market Until Sale	28	56	+ 100.0%	23	33	+ 43.5%
Median Sales Price*	$660,000	$596,500	- 9.6%	$578,675	$553,250	- 4.4%
Average Sales Price*	$810,906	$696,908	- 14.1%	$661,031	$629,628	- 4.8%
Percent of Original List Price Received*	98.2%	93.3%	- 5.0%	100.2%	98.8%	- 1.4%
Inventory of Homes for Sale	45	41	- 8.9%	—	—	—
Months Supply of Inventory	2.4	3.2	+ 33.3%	—	—	—

Condo/Town

Key Metrics	September			Year to Date		
	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	5	0	- 100.0%	51	29	- 43.1%
Pending Sales	8	3	- 62.5%	47	27	- 42.6%
Closed Sales	5	7	+ 40.0%	46	27	- 41.3%
Days on Market Until Sale	22	22	0.0%	32	33	+ 3.1%
Median Sales Price*	$300,000	$311,000	+ 3.7%	$345,083	$351,000	+ 1.7%
Average Sales Price*	$351,280	$366,257	+ 4.3%	$360,891	$347,304	- 3.8%
Percent of Original List Price Received*	97.9%	98.7%	+ 0.8%	98.8%	98.5%	- 0.3%
Inventory of Homes for Sale	6	1	- 83.3%	—	—	—
Months Supply of Inventory	1.2	0.3	- 75.0%	—	—	—

* 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.
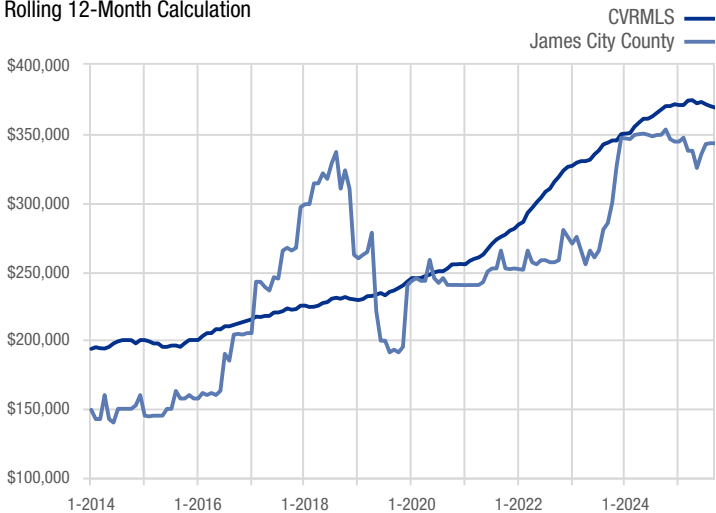
Median Sales Price - Single-Family
Rolling 12-Month Calculation
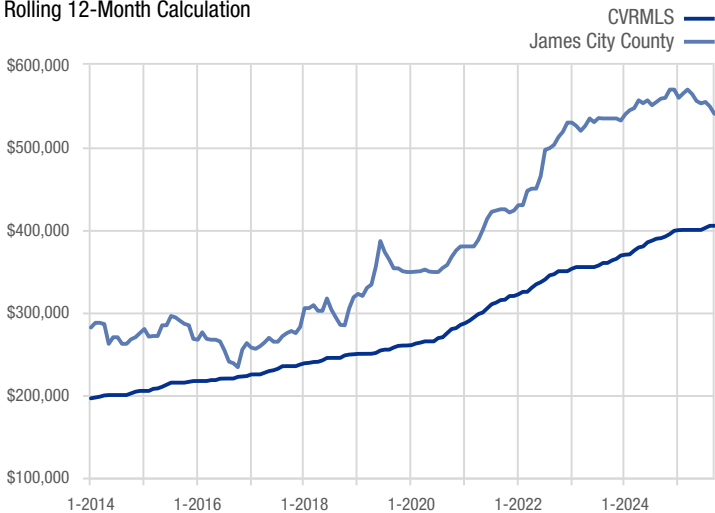
Median Sales Price - Condo/Town
Rolling 12-Month Calculation

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.