

# Local Market Update – June 2020

A Research Tool Provided by Central Virginia Regional MLS.



## MLS Area 32

32-Henrico

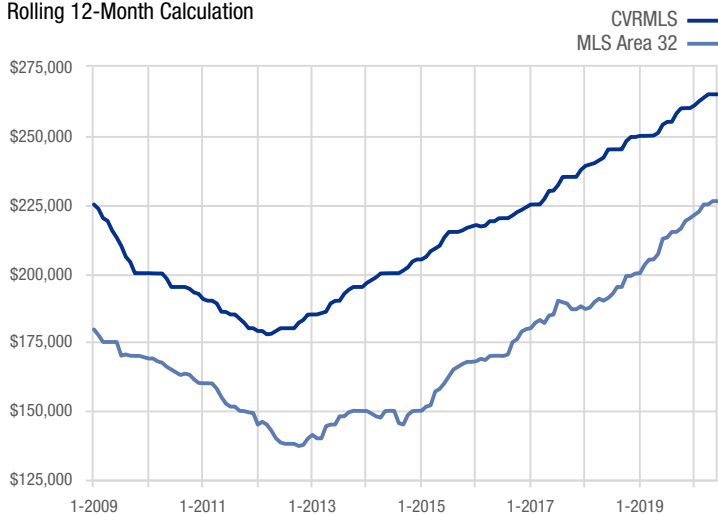
| Single Family                            | June      |                  |          | Year to Date |                  |          |
|--|-----------|------------------|----------|--------------|------------------|----------|
|  | 2019      | 2020             | % Change | Thru 6-2019  | Thru 6-2020      | % Change |
| New Listings                             | 57        | 33               | - 42.1%  | 312          | 266              | - 14.7%  |
| Pending Sales                            | 48        | 48               | 0.0%     | 274          | 272              | - 0.7%   |
| Closed Sales                             | 66        | 45               | - 31.8%  | 261          | 259              | - 0.8%   |
| Days on Market Until Sale                | 12        | 12               | 0.0%     | 23           | 18               | - 21.7%  |
| Median Sales Price*                      | \$228,000 | <b>\$228,000</b> | 0.0%     | \$219,000    | <b>\$230,000</b> | + 5.0%   |
| Average Sales Price*                     | \$229,244 | <b>\$238,530</b> | + 4.1%   | \$218,495    | <b>\$236,096</b> | + 8.1%   |
| Percent of Original List Price Received* | 99.7%     | <b>102.3%</b>    | + 2.6%   | 98.9%        | <b>100.1%</b>    | + 1.2%   |
| Inventory of Homes for Sale              | 59        | 17               | - 71.2%  | —            | —                | —        |
| Months Supply of Inventory               | 1.4       | 0.4              | - 71.4%  | —            | —                | —        |

| Condo/Town                               | June      |                  |          | Year to Date |                  |          |
|--|-----------|------------------|----------|--------------|------------------|----------|
|  | 2019      | 2020             | % Change | Thru 6-2019  | Thru 6-2020      | % Change |
| New Listings                             | 16        | 20               | + 25.0%  | 76           | 91               | + 19.7%  |
| Pending Sales                            | 12        | 24               | + 100.0% | 57           | 88               | + 54.4%  |
| Closed Sales                             | 16        | 14               | - 12.5%  | 43           | 68               | + 58.1%  |
| Days on Market Until Sale                | 24        | 57               | + 137.5% | 30           | 48               | + 60.0%  |
| Median Sales Price*                      | \$135,500 | <b>\$264,331</b> | + 95.1%  | \$195,000    | <b>\$233,048</b> | + 19.5%  |
| Average Sales Price*                     | \$179,775 | <b>\$239,333</b> | + 33.1%  | \$194,065    | <b>\$207,039</b> | + 6.7%   |
| Percent of Original List Price Received* | 101.1%    | <b>98.4%</b>     | - 2.7%   | 100.6%       | <b>98.2%</b>     | - 2.4%   |
| Inventory of Homes for Sale              | 18        | 18               | 0.0%     | —            | —                | —        |
| Months Supply of Inventory               | 2.4       | 1.6              | - 33.3%  | —            | —                | —        |

\* 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.

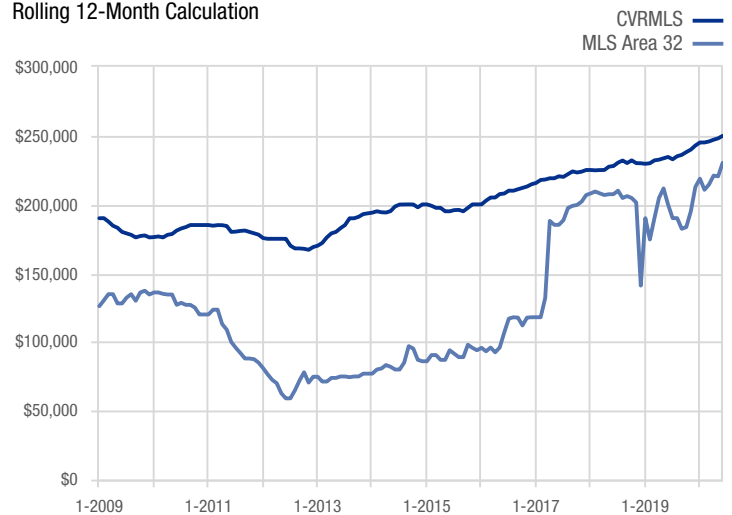
### Median Sales Price - Single-Family

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.