

Local Market Update – July 2020

A Research Tool Provided by Central Virginia Regional MLS.



MLS Area 22

22-Henrico

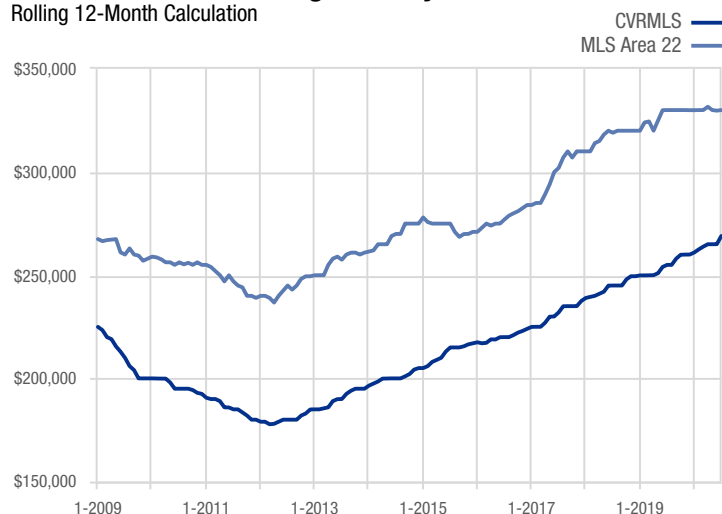
Single Family	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	150	106	- 29.3%	969	798	- 17.6%
Pending Sales	117	109	- 6.8%	804	730	- 9.2%
Closed Sales	138	128	- 7.2%	721	670	- 7.1%
Days on Market Until Sale	19	21	+ 10.5%	25	22	- 12.0%
Median Sales Price*	\$347,475	\$359,900	+ 3.6%	\$342,000	\$345,000	+ 0.9%
Average Sales Price*	\$403,213	\$427,150	+ 5.9%	\$390,889	\$417,474	+ 6.8%
Percent of Original List Price Received*	98.7%	99.9%	+ 1.2%	98.7%	99.6%	+ 0.9%
Inventory of Homes for Sale	161	79	- 50.9%	—	—	—
Months Supply of Inventory	1.6	0.8	- 50.0%	—	—	—

Condo/Town	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	52	43	- 17.3%	335	304	- 9.3%
Pending Sales	39	46	+ 17.9%	294	284	- 3.4%
Closed Sales	53	38	- 28.3%	276	241	- 12.7%
Days on Market Until Sale	39	49	+ 25.6%	42	52	+ 23.8%
Median Sales Price*	\$330,000	\$231,000	- 30.0%	\$285,000	\$239,000	- 16.1%
Average Sales Price*	\$327,152	\$298,058	- 8.9%	\$317,626	\$309,912	- 2.4%
Percent of Original List Price Received*	101.2%	98.8%	- 2.4%	100.2%	99.1%	- 1.1%
Inventory of Homes for Sale	89	62	- 30.3%	—	—	—
Months Supply of Inventory	2.3	1.6	- 30.4%	—	—	—

* 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.

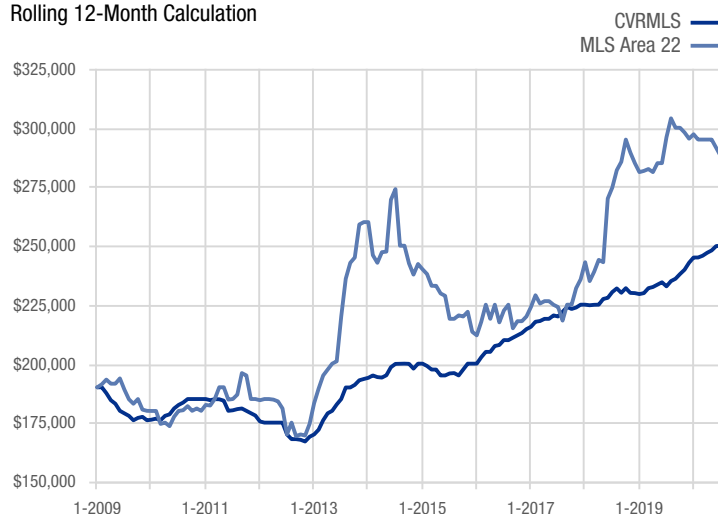
Median Sales Price - Single-Family

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.