

Local Market Update – July 2020

A Research Tool Provided by Central Virginia Regional MLS.



MLS Area 40

40-Henrico

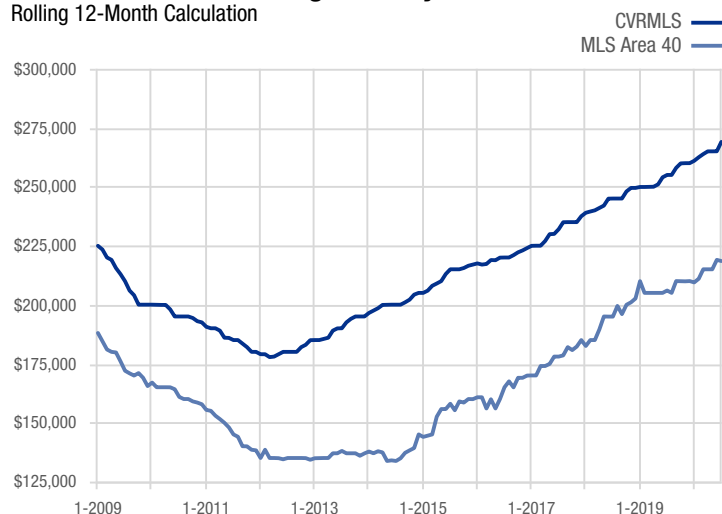
Single Family	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	68	65	- 4.4%	468	390	- 16.7%
Pending Sales	51	65	+ 27.5%	354	367	+ 3.7%
Closed Sales	69	54	- 21.7%	331	321	- 3.0%
Days on Market Until Sale	32	25	- 21.9%	35	38	+ 8.6%
Median Sales Price*	\$230,000	\$236,250	+ 2.7%	\$206,425	\$219,000	+ 6.1%
Average Sales Price*	\$234,409	\$238,426	+ 1.7%	\$207,608	\$229,217	+ 10.4%
Percent of Original List Price Received*	97.1%	100.8%	+ 3.8%	97.1%	99.1%	+ 2.1%
Inventory of Homes for Sale	111	42	- 62.2%	—	—	—
Months Supply of Inventory	2.3	0.9	- 60.9%	—	—	—

Condo/Town	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	8	6	- 25.0%	47	58	+ 23.4%
Pending Sales	6	11	+ 83.3%	41	47	+ 14.6%
Closed Sales	3	7	+ 133.3%	38	23	- 39.5%
Days on Market Until Sale	5	37	+ 640.0%	49	39	- 20.4%
Median Sales Price*	\$229,000	\$475,000	+ 107.4%	\$229,000	\$287,500	+ 25.5%
Average Sales Price*	\$231,333	\$455,193	+ 96.8%	\$339,409	\$387,460	+ 14.2%
Percent of Original List Price Received*	99.4%	96.2%	- 3.2%	98.3%	97.5%	- 0.8%
Inventory of Homes for Sale	9	11	+ 22.2%	—	—	—
Months Supply of Inventory	1.7	1.9	+ 11.8%	—	—	—

* 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.

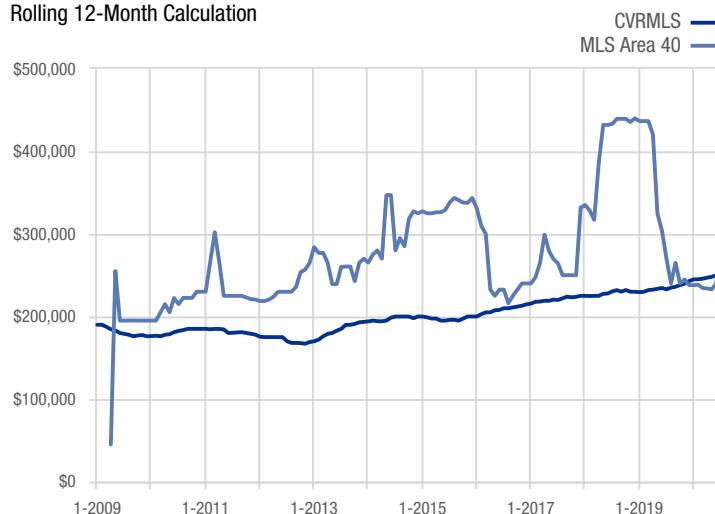
Median Sales Price - Single-Family

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.