

Local Market Update – July 2020

A Research Tool Provided by Central Virginia Regional MLS.



Ashland (unincorporated town)

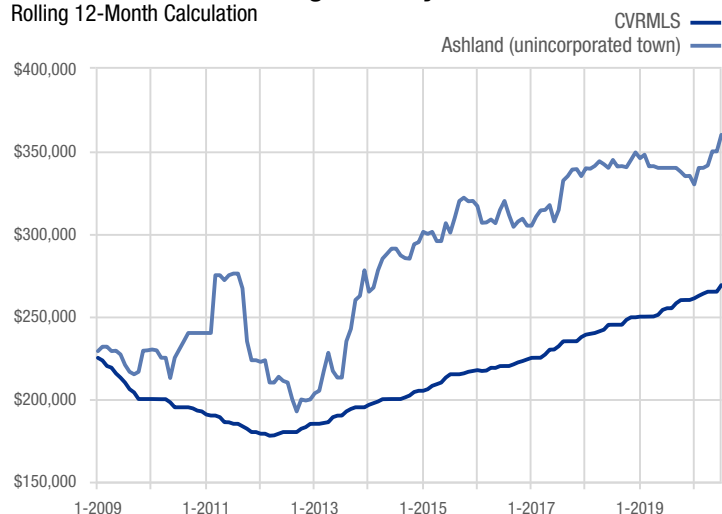
Single Family	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	22	59	+ 168.2%	176	262	+ 48.9%
Pending Sales	12	39	+ 225.0%	119	173	+ 45.4%
Closed Sales	21	31	+ 47.6%	113	120	+ 6.2%
Days on Market Until Sale	43	25	- 41.9%	53	47	- 11.3%
Median Sales Price*	\$374,950	\$390,000	+ 4.0%	\$340,000	\$367,950	+ 8.2%
Average Sales Price*	\$371,288	\$450,952	+ 21.5%	\$347,935	\$384,525	+ 10.5%
Percent of Original List Price Received*	96.9%	100.1%	+ 3.3%	97.3%	98.6%	+ 1.3%
Inventory of Homes for Sale	75	99	+ 32.0%	—	—	—
Months Supply of Inventory	5.2	4.8	- 7.7%	—	—	—

Condo/Town	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	2	9	+ 350.0%	11	18	+ 63.6%
Pending Sales	0	3	—	12	11	- 8.3%
Closed Sales	3	3	0.0%	11	10	- 9.1%
Days on Market Until Sale	16	4	- 75.0%	19	28	+ 47.4%
Median Sales Price*	\$229,950	\$184,950	- 19.6%	\$180,000	\$222,500	+ 23.6%
Average Sales Price*	\$213,317	\$181,317	- 15.0%	\$196,177	\$223,645	+ 14.0%
Percent of Original List Price Received*	100.0%	98.9%	- 1.1%	99.4%	98.3%	- 1.1%
Inventory of Homes for Sale	2	8	+ 300.0%	—	—	—
Months Supply of Inventory	0.9	3.8	+ 322.2%	—	—	—

* 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.

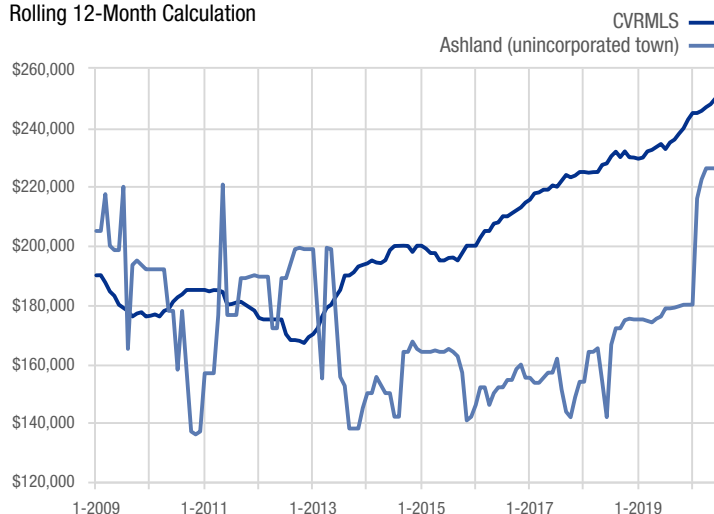
Median Sales Price - Single-Family

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.