

# Local Market Update – July 2020

A Research Tool Provided by Central Virginia Regional MLS.



## Entire MLS

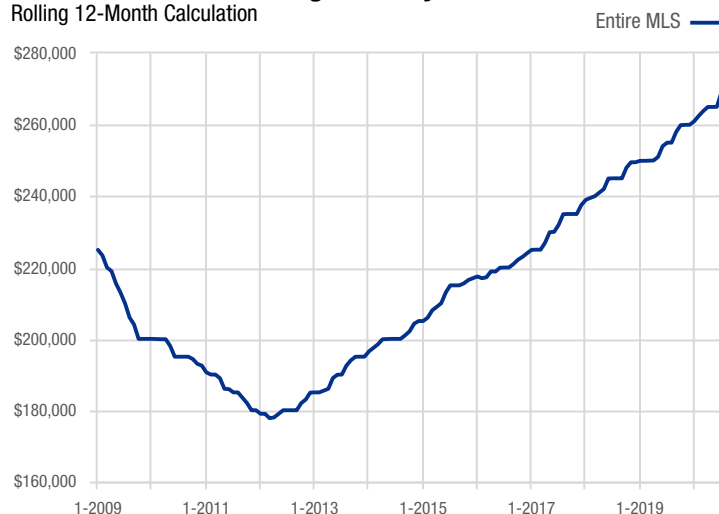
Single Family	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	2,402	<b>2,283</b>	- 5.0%	16,368	<b>15,087</b>	- 7.8%
Pending Sales	1,722	<b>2,258</b>	+ 31.1%	12,134	<b>13,069</b>	+ 7.7%
Closed Sales	1,945	<b>2,084</b>	+ 7.1%	11,025	<b>11,211</b>	+ 1.7%
Days on Market Until Sale	29	<b>32</b>	+ 10.3%	38	<b>37</b>	- 2.6%
Median Sales Price*	\$268,000	<b>\$294,475</b>	+ 9.9%	\$260,000	<b>\$274,950</b>	+ 5.8%
Average Sales Price*	\$305,554	<b>\$327,604</b>	+ 7.2%	\$295,067	<b>\$311,666</b>	+ 5.6%
Percent of Original List Price Received*	98.2%	<b>99.4%</b>	+ 1.2%	98.0%	<b>98.7%</b>	+ 0.7%
Inventory of Homes for Sale	4,534	<b>2,567</b>	- 43.4%	—	—	—
Months Supply of Inventory	3.0	<b>1.5</b>	- 50.0%	—	—	—

Condo/Town	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	281	<b>331</b>	+ 17.8%	2,156	<b>2,166</b>	+ 0.5%
Pending Sales	235	<b>356</b>	+ 51.5%	1,765	<b>1,856</b>	+ 5.2%
Closed Sales	262	<b>287</b>	+ 9.5%	1,583	<b>1,505</b>	- 4.9%
Days on Market Until Sale	34	<b>35</b>	+ 2.9%	35	<b>37</b>	+ 5.7%
Median Sales Price*	\$237,000	<b>\$258,000</b>	+ 8.9%	\$235,000	<b>\$246,150</b>	+ 4.7%
Average Sales Price*	\$261,488	<b>\$276,353</b>	+ 5.7%	\$258,105	<b>\$269,398</b>	+ 4.4%
Percent of Original List Price Received*	99.7%	<b>99.1%</b>	- 0.6%	99.5%	<b>99.3%</b>	- 0.2%
Inventory of Homes for Sale	487	<b>381</b>	- 21.8%	—	—	—
Months Supply of Inventory	2.2	<b>1.6</b>	- 27.3%	—	—	—

\* 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.

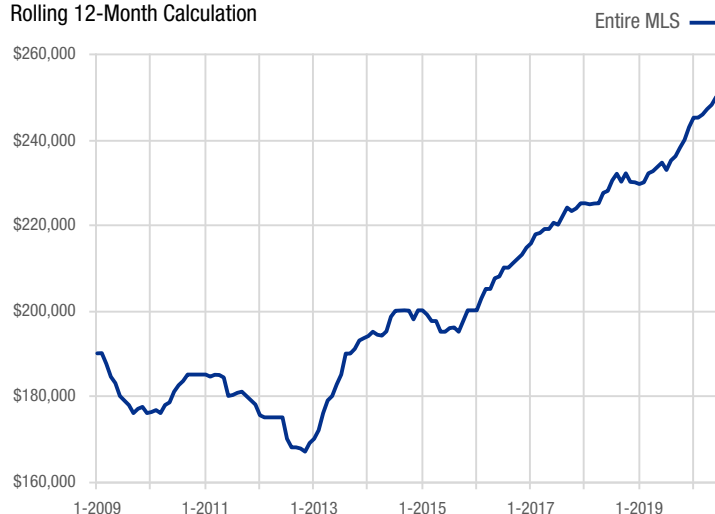
### Median Sales Price - Single-Family

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.