

# Local Market Update – July 2020

A Research Tool Provided by Central Virginia Regional MLS.



## Henrico County

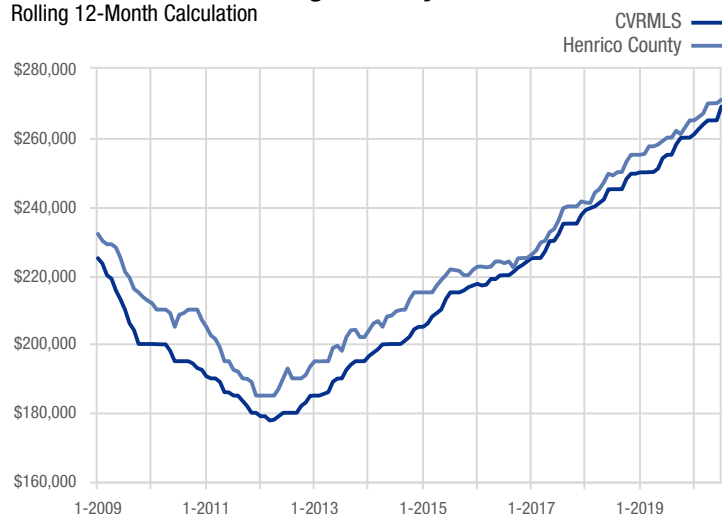
| Single Family                            | July      |           |          | Year to Date |             |          |
|--|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                              | 2019      | 2020      | % Change | Thru 7-2019  | Thru 7-2020 | % Change |
| New Listings                             | 474       | 412       | - 13.1%  | 3,134        | 2,711       | - 13.5%  |
| Pending Sales                            | 360       | 401       | + 11.4%  | 2,503        | 2,499       | - 0.2%   |
| Closed Sales                             | 429       | 385       | - 10.3%  | 2,266        | 2,196       | - 3.1%   |
| Days on Market Until Sale                | 23        | 22        | - 4.3%   | 29           | 27          | - 6.9%   |
| Median Sales Price*                      | \$284,975 | \$308,000 | + 8.1%   | \$266,000    | \$276,275   | + 3.9%   |
| Average Sales Price*                     | \$336,115 | \$350,473 | + 4.3%   | \$316,046    | \$330,135   | + 4.5%   |
| Percent of Original List Price Received* | 98.4%     | 100.1%    | + 1.7%   | 98.6%        | 99.5%       | + 0.9%   |
| Inventory of Homes for Sale              | 629       | 261       | - 58.5%  | —            | —           | —        |
| Months Supply of Inventory               | 2.0       | 0.8       | - 60.0%  | —            | —           | —        |

| Condo/Town                               | July      |           |          | Year to Date |             |          |
|--|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                              | 2019      | 2020      | % Change | Thru 7-2019  | Thru 7-2020 | % Change |
| New Listings                             | 136       | 130       | - 4.4%   | 917          | 826         | - 9.9%   |
| Pending Sales                            | 117       | 152       | + 29.9%  | 792          | 771         | - 2.7%   |
| Closed Sales                             | 125       | 117       | - 6.4%   | 700          | 629         | - 10.1%  |
| Days on Market Until Sale                | 30        | 40        | + 33.3%  | 34           | 41          | + 20.6%  |
| Median Sales Price*                      | \$262,500 | \$269,500 | + 2.7%   | \$228,725    | \$240,000   | + 4.9%   |
| Average Sales Price*                     | \$281,312 | \$286,429 | + 1.8%   | \$274,010    | \$274,739   | + 0.3%   |
| Percent of Original List Price Received* | 100.1%    | 98.4%     | - 1.7%   | 99.5%        | 99.1%       | - 0.4%   |
| Inventory of Homes for Sale              | 188       | 128       | - 31.9%  | —            | —           | —        |
| Months Supply of Inventory               | 1.9       | 1.3       | - 31.6%  | —            | —           | —        |

\* 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.

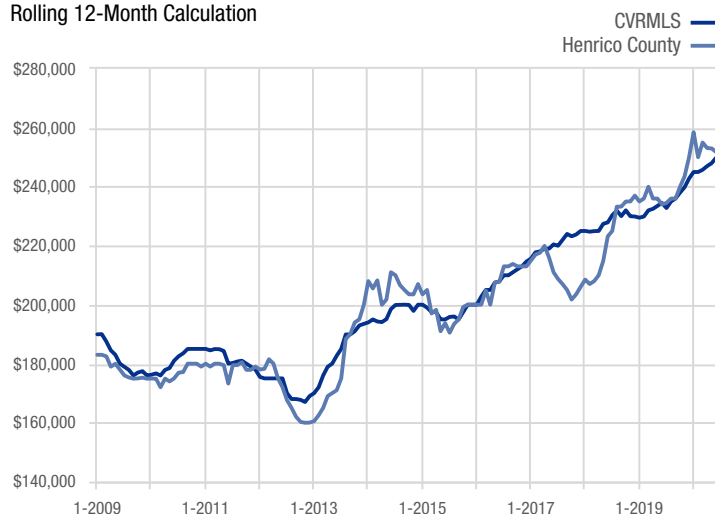
### Median Sales Price - Single-Family

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.