Local Market Update – August 2020 A Research Tool Provided by Central Virginia Regional MLS.

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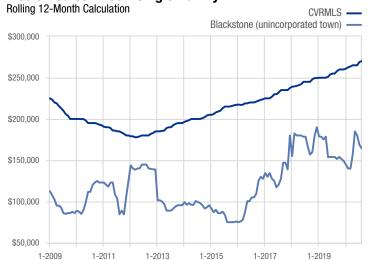
Blackstone (unincorporated town)

| Single Family | August | | | Year to Date | | |
|--|-----------|---------------|------------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 8-2019 | Thru 8-2020 | % Change |
| New Listings | 5 | 3 | - 40.0% | 40 | 31 | - 22.5% |
| Pending Sales | 2 | 6 | + 200.0% | 27 | 34 | + 25.9% |
| Closed Sales | 1 | 4 | + 300.0% | 32 | 25 | - 21.9% |
| Days on Market Until Sale | 5 | 113 | + 2,160.0% | 63 | 85 | + 34.9% |
| Median Sales Price* | \$207,000 | \$100,250 | - 51.6% | \$139,950 | \$137,250 | - 1.9% |
| Average Sales Price* | \$207,000 | \$98,875 | - 52.2% | \$166,594 | \$144,613 | - 13.2% |
| Percent of Original List Price Received* | 101.0% | 92.1 % | - 8.8% | 90.5% | 89.1% | - 1.5% |
| Inventory of Homes for Sale | 19 | 5 | - 73.7% | | | |
| Months Supply of Inventory | 5.4 | 1.4 | - 74.1% | | | |

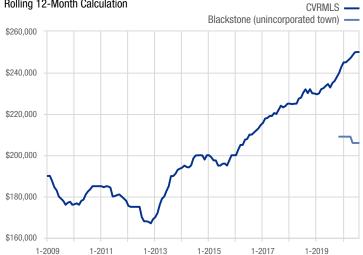
| Condo/Town | August | | | Year to Date | | | |
|--|--------|------|----------|--------------|-------------|----------|--|
| Key Metrics | 2019 | 2020 | % Change | Thru 8-2019 | Thru 8-2020 | % Change | |
| New Listings | 0 | 0 | 0.0% | 0 | 6 | | |
| Pending Sales | 0 | 0 | 0.0% | 1 | 1 | 0.0% | |
| Closed Sales | 0 | 0 | 0.0% | 0 | 1 | | |
| Days on Market Until Sale | | | — | | 15 | | |
| Median Sales Price* | | | — | | \$202,900 | | |
| Average Sales Price* | | | — | | \$202,900 | | |
| Percent of Original List Price Received* | | | _ | | 101.5% | | |
| Inventory of Homes for Sale | 1 | 5 | + 400.0% | | | _ | |
| Months Supply of Inventory | 1.0 | 5.0 | + 400.0% | | | | |

* 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



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.