

# Local Market Update – September 2020

A Research Tool Provided by Central Virginia Regional MLS.



## MLS Area 10

10-Richmond

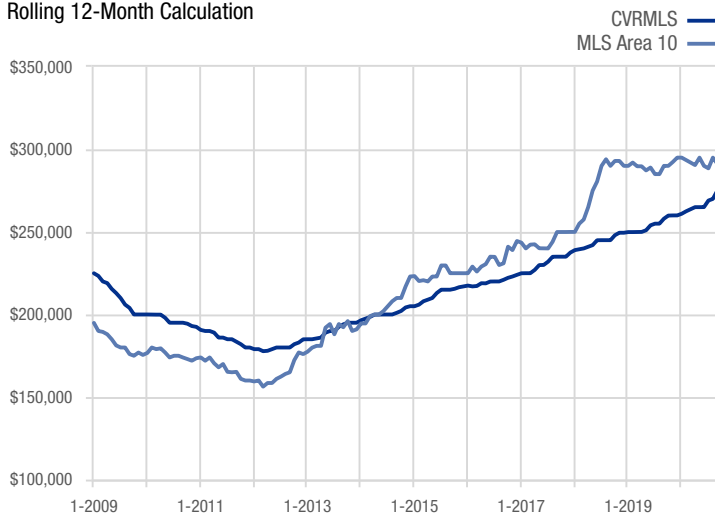
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
<b>Key Metrics</b>						
New Listings	92	<b>107</b>	+ 16.3%	906	<b>885</b>	- 2.3%
Pending Sales	67	<b>80</b>	+ 19.4%	679	<b>729</b>	+ 7.4%
Closed Sales	48	<b>75</b>	+ 56.3%	654	<b>663</b>	+ 1.4%
Days on Market Until Sale	27	<b>19</b>	- 29.6%	27	<b>24</b>	- 11.1%
Median Sales Price*	\$351,250	<b>\$291,250</b>	- 17.1%	\$295,000	<b>\$295,000</b>	0.0%
Average Sales Price*	\$366,991	<b>\$379,186</b>	+ 3.3%	\$337,637	<b>\$346,715</b>	+ 2.7%
Percent of Original List Price Received*	96.9%	<b>99.0%</b>	+ 2.2%	97.5%	<b>98.4%</b>	+ 0.9%
Inventory of Homes for Sale	162	<b>114</b>	- 29.6%	—	—	—
Months Supply of Inventory	2.3	<b>1.5</b>	- 34.8%	—	—	—

Condo/Town	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
<b>Key Metrics</b>						
New Listings	22	<b>35</b>	+ 59.1%	286	<b>268</b>	- 6.3%
Pending Sales	12	<b>28</b>	+ 133.3%	221	<b>204</b>	- 7.7%
Closed Sales	22	<b>18</b>	- 18.2%	222	<b>179</b>	- 19.4%
Days on Market Until Sale	43	<b>17</b>	- 60.5%	29	<b>30</b>	+ 3.4%
Median Sales Price*	\$258,900	<b>\$238,500</b>	- 7.9%	\$204,000	<b>\$235,000</b>	+ 15.2%
Average Sales Price*	\$313,593	<b>\$286,106</b>	- 8.8%	\$217,347	<b>\$273,661</b>	+ 25.9%
Percent of Original List Price Received*	97.4%	<b>100.6%</b>	+ 3.3%	97.7%	<b>98.4%</b>	+ 0.7%
Inventory of Homes for Sale	46	<b>58</b>	+ 26.1%	—	—	—
Months Supply of Inventory	2.0	<b>2.8</b>	+ 40.0%	—	—	—

\* 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.

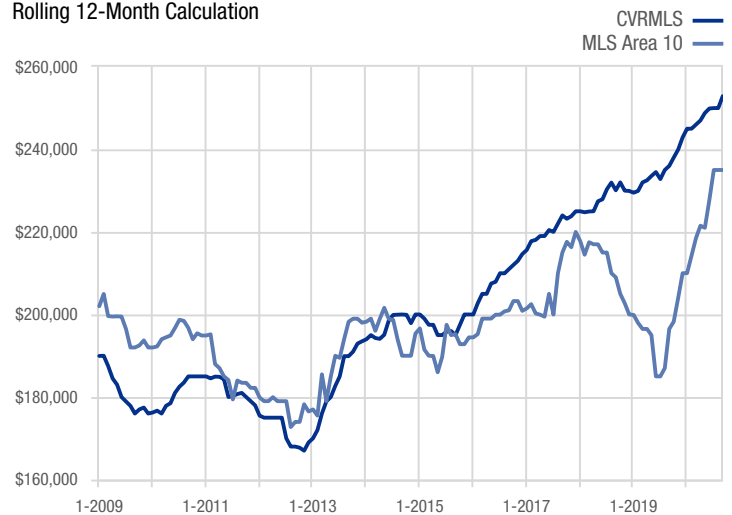
### Median Sales Price - Single-Family

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.