

Local Market Update – September 2020

A Research Tool Provided by Central Virginia Regional MLS.



Henrico County

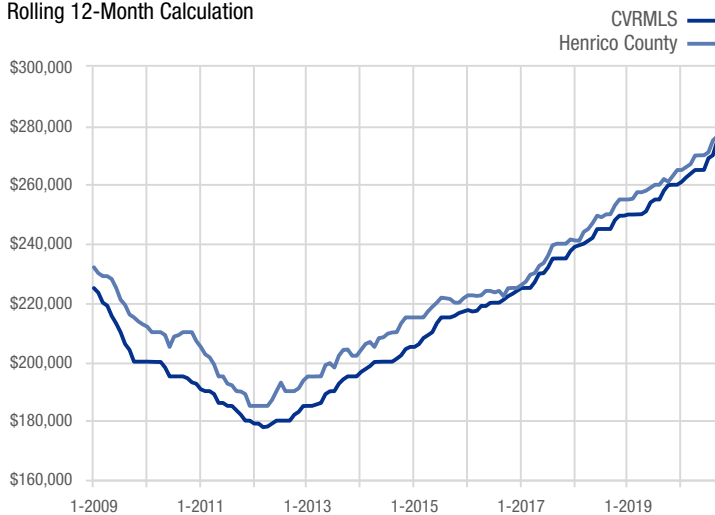
Single Family	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
Key Metrics						
New Listings	425	385	- 9.4%	3,969	3,489	- 12.1%
Pending Sales	337	385	+ 14.2%	3,176	3,222	+ 1.4%
Closed Sales	332	348	+ 4.8%	2,973	2,930	- 1.4%
Days on Market Until Sale	30	14	- 53.3%	28	25	- 10.7%
Median Sales Price*	\$262,000	\$289,120	+ 10.4%	\$265,000	\$281,000	+ 6.0%
Average Sales Price*	\$301,766	\$334,481	+ 10.8%	\$313,701	\$335,142	+ 6.8%
Percent of Original List Price Received*	97.5%	101.5%	+ 4.1%	98.5%	99.9%	+ 1.4%
Inventory of Homes for Sale	612	237	- 61.3%	—	—	—
Months Supply of Inventory	1.9	0.7	- 63.2%	—	—	—

Condo/Town	September			Year to Date		
	2019	2020	% Change	Thru 9-2019	Thru 9-2020	% Change
Key Metrics						
New Listings	141	148	+ 5.0%	1,204	1,107	- 8.1%
Pending Sales	94	129	+ 37.2%	993	1,029	+ 3.6%
Closed Sales	108	129	+ 19.4%	935	879	- 6.0%
Days on Market Until Sale	35	19	- 45.7%	35	37	+ 5.7%
Median Sales Price*	\$215,750	\$273,000	+ 26.5%	\$234,975	\$246,750	+ 5.0%
Average Sales Price*	\$261,212	\$295,220	+ 13.0%	\$277,276	\$278,604	+ 0.5%
Percent of Original List Price Received*	99.0%	99.9%	+ 0.9%	99.6%	99.3%	- 0.3%
Inventory of Homes for Sale	235	140	- 40.4%	—	—	—
Months Supply of Inventory	2.3	1.3	- 43.5%	—	—	—

* 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.

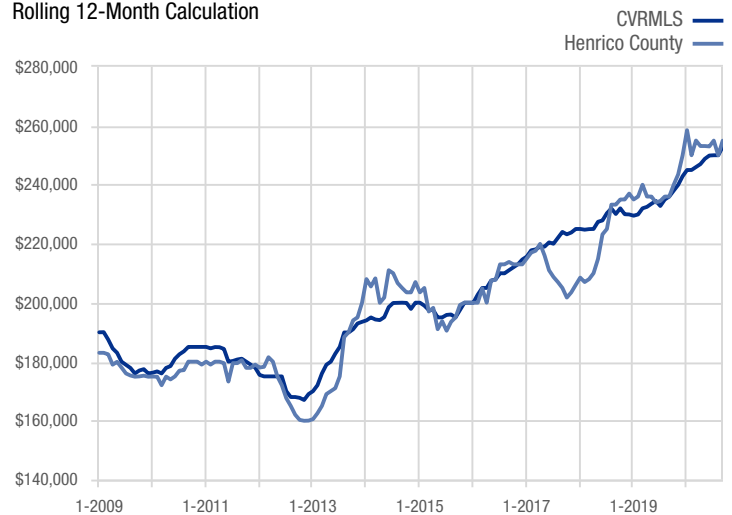
Median Sales Price - Single-Family

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.