

Local Market Update – October 2020

A Research Tool Provided by Central Virginia Regional MLS.



MLS Area 32

32-Henrico

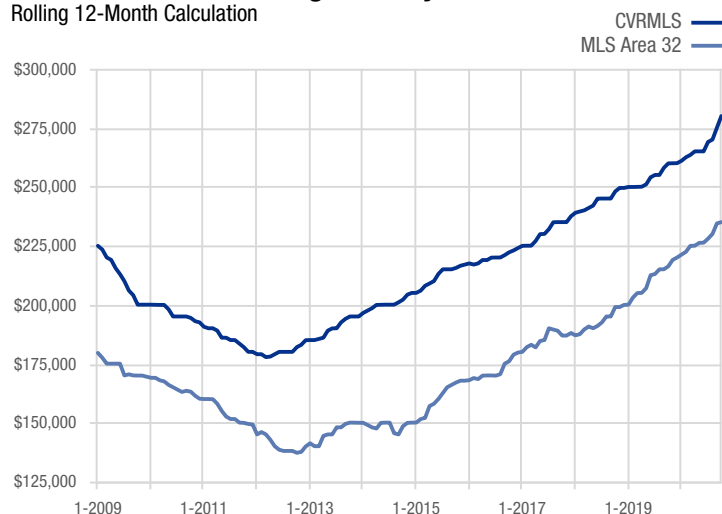
Single Family	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	61	55	- 9.8%	523	480	- 8.2%
Pending Sales	42	56	+ 33.3%	453	473	+ 4.4%
Closed Sales	45	47	+ 4.4%	447	446	- 0.2%
Days on Market Until Sale	28	9	- 67.9%	23	16	- 30.4%
Median Sales Price*	\$245,000	\$257,000	+ 4.9%	\$220,000	\$238,000	+ 8.2%
Average Sales Price*	\$228,086	\$262,775	+ 15.2%	\$219,277	\$243,923	+ 11.2%
Percent of Original List Price Received*	97.5%	105.7%	+ 8.4%	98.7%	101.3%	+ 2.6%
Inventory of Homes for Sale	60	18	- 70.0%	—	—	—
Months Supply of Inventory	1.4	0.4	- 71.4%	—	—	—

Condo/Town	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	18	11	- 38.9%	133	143	+ 7.5%
Pending Sales	10	9	- 10.0%	89	136	+ 52.8%
Closed Sales	8	11	+ 37.5%	67	136	+ 103.0%
Days on Market Until Sale	30	31	+ 3.3%	29	47	+ 62.1%
Median Sales Price*	\$177,500	\$262,515	+ 47.9%	\$192,500	\$253,251	+ 31.6%
Average Sales Price*	\$186,315	\$245,403	+ 31.7%	\$187,981	\$223,702	+ 19.0%
Percent of Original List Price Received*	97.1%	98.3%	+ 1.2%	99.6%	98.9%	- 0.7%
Inventory of Homes for Sale	35	19	- 45.7%	—	—	—
Months Supply of Inventory	4.4	1.5	- 65.9%	—	—	—

* 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.

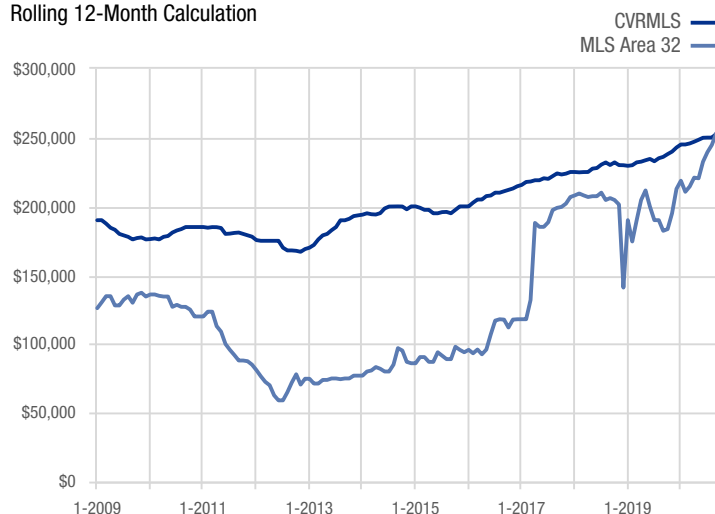
Median Sales Price - Single-Family

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.