

Local Market Update – October 2020

A Research Tool Provided by Central Virginia Regional MLS.



MLS Area 40

40-Henrico

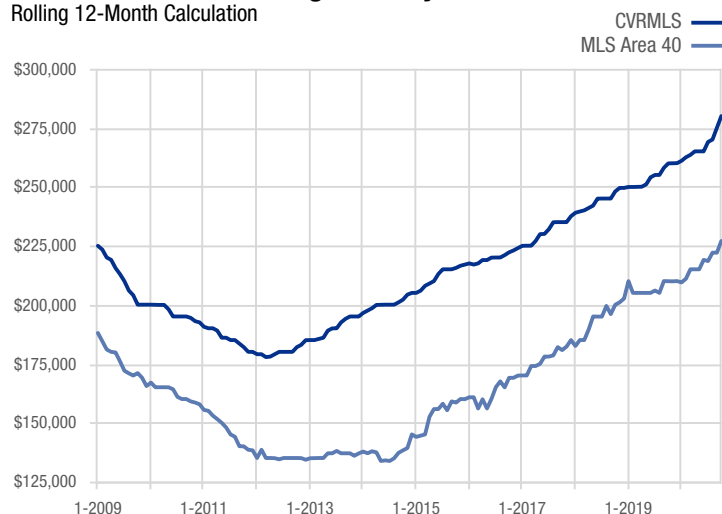
Single Family	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	53	49	- 7.5%	658	549	- 16.6%
Pending Sales	39	48	+ 23.1%	497	509	+ 2.4%
Closed Sales	50	59	+ 18.0%	483	471	- 2.5%
Days on Market Until Sale	27	13	- 51.9%	34	33	- 2.9%
Median Sales Price*	\$217,500	\$250,000	+ 14.9%	\$210,000	\$228,000	+ 8.6%
Average Sales Price*	\$230,530	\$259,743	+ 12.7%	\$212,933	\$236,046	+ 10.9%
Percent of Original List Price Received*	97.8%	100.8%	+ 3.1%	97.6%	99.6%	+ 2.0%
Inventory of Homes for Sale	115	36	- 68.7%	—	—	—
Months Supply of Inventory	2.4	0.7	- 70.8%	—	—	—

Condo/Town	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	7	9	+ 28.6%	67	89	+ 32.8%
Pending Sales	6	5	- 16.7%	55	69	+ 25.5%
Closed Sales	8	5	- 37.5%	54	37	- 31.5%
Days on Market Until Sale	43	55	+ 27.9%	45	44	- 2.2%
Median Sales Price*	\$367,000	\$255,000	- 30.5%	\$234,500	\$287,500	+ 22.6%
Average Sales Price*	\$350,990	\$344,800	- 1.8%	\$330,042	\$382,178	+ 15.8%
Percent of Original List Price Received*	99.4%	95.0%	- 4.4%	98.6%	96.6%	- 2.0%
Inventory of Homes for Sale	10	15	+ 50.0%	—	—	—
Months Supply of Inventory	1.9	2.3	+ 21.1%	—	—	—

* 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.

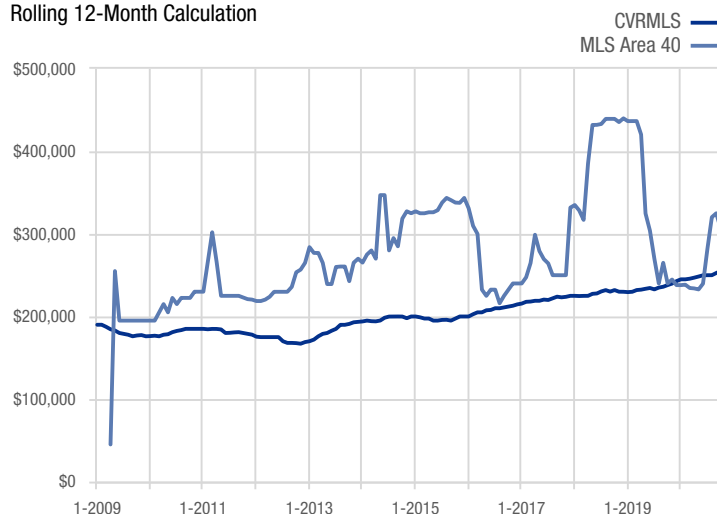
Median Sales Price - Single-Family

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.