

# Local Market Update – October 2020

A Research Tool Provided by Central Virginia Regional MLS.



## MLS Area 52

52-Chesterfield

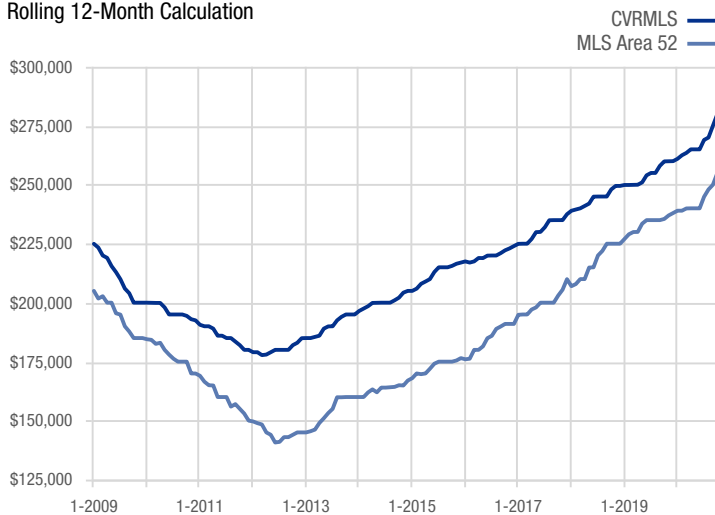
| Single Family                            | October   |           |          | Year to Date |              |          |
|--|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics                              | 2019      | 2020      | % Change | Thru 10-2019 | Thru 10-2020 | % Change |
| New Listings                             | 162       | 193       | + 19.1%  | 1,686        | 1,830        | + 8.5%   |
| Pending Sales                            | 115       | 173       | + 50.4%  | 1,298        | 1,585        | + 22.1%  |
| Closed Sales                             | 125       | 167       | + 33.6%  | 1,261        | 1,325        | + 5.1%   |
| Days on Market Until Sale                | 32        | 15        | - 53.1%  | 29           | 24           | - 17.2%  |
| Median Sales Price*                      | \$239,975 | \$263,000 | + 9.6%   | \$237,885    | \$255,000    | + 7.2%   |
| Average Sales Price*                     | \$250,822 | \$283,133 | + 12.9%  | \$246,987    | \$266,625    | + 8.0%   |
| Percent of Original List Price Received* | 99.0%     | 101.4%    | + 2.4%   | 99.3%        | 100.0%       | + 0.7%   |
| Inventory of Homes for Sale              | 264       | 159       | - 39.8%  | —            | —            | —        |
| Months Supply of Inventory               | 2.2       | 1.1       | - 50.0%  | —            | —            | —        |

| Condo/Town                               | October   |           |          | Year to Date |              |          |
|--|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics                              | 2019      | 2020      | % Change | Thru 10-2019 | Thru 10-2020 | % Change |
| New Listings                             | 17        | 18        | + 5.9%   | 183          | 188          | + 2.7%   |
| Pending Sales                            | 17        | 22        | + 29.4%  | 127          | 160          | + 26.0%  |
| Closed Sales                             | 13        | 14        | + 7.7%   | 124          | 144          | + 16.1%  |
| Days on Market Until Sale                | 28        | 21        | - 25.0%  | 35           | 32           | - 8.6%   |
| Median Sales Price*                      | \$232,235 | \$234,395 | + 0.9%   | \$235,290    | \$235,000    | - 0.1%   |
| Average Sales Price*                     | \$183,228 | \$220,853 | + 20.5%  | \$209,133    | \$227,563    | + 8.8%   |
| Percent of Original List Price Received* | 101.4%    | 102.6%    | + 1.2%   | 100.0%       | 101.1%       | + 1.1%   |
| Inventory of Homes for Sale              | 48        | 14        | - 70.8%  | —            | —            | —        |
| Months Supply of Inventory               | 4.0       | 1.0       | - 75.0%  | —            | —            | —        |

\* 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.

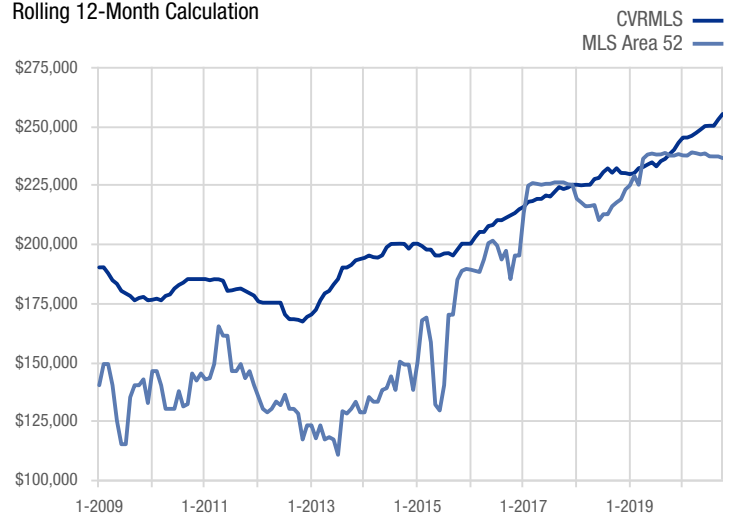
### Median Sales Price - Single-Family

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.