

Local Market Update – October 2020

A Research Tool Provided by Central Virginia Regional MLS.



Ashland (unincorporated town)

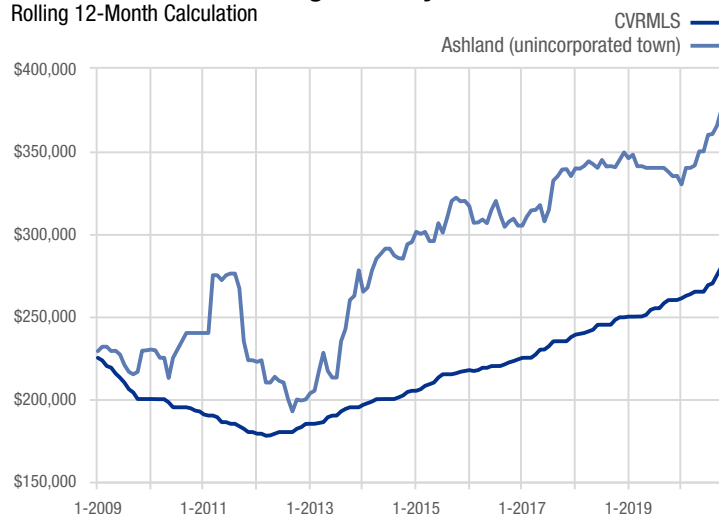
Single Family	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	17	31	+ 82.4%	236	352	+ 49.2%
Pending Sales	10	30	+ 200.0%	172	272	+ 58.1%
Closed Sales	23	32	+ 39.1%	168	208	+ 23.8%
Days on Market Until Sale	41	36	- 12.2%	53	46	- 13.2%
Median Sales Price*	\$312,408	\$402,781	+ 28.9%	\$334,950	\$379,000	+ 13.2%
Average Sales Price*	\$339,252	\$497,416	+ 46.6%	\$349,234	\$412,840	+ 18.2%
Percent of Original List Price Received*	98.1%	99.6%	+ 1.5%	97.3%	98.6%	+ 1.3%
Inventory of Homes for Sale	66	78	+ 18.2%	—	—	—
Months Supply of Inventory	4.2	3.2	- 23.8%	—	—	—

Condo/Town	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	1	4	+ 300.0%	16	40	+ 150.0%
Pending Sales	3	4	+ 33.3%	17	28	+ 64.7%
Closed Sales	2	2	0.0%	14	16	+ 14.3%
Days on Market Until Sale	17	20	+ 17.6%	19	21	+ 10.5%
Median Sales Price*	\$179,225	\$236,513	+ 32.0%	\$179,975	\$208,500	+ 15.8%
Average Sales Price*	\$179,225	\$236,513	+ 32.0%	\$195,814	\$218,273	+ 11.5%
Percent of Original List Price Received*	100.0%	100.7%	+ 0.7%	99.1%	99.2%	+ 0.1%
Inventory of Homes for Sale	1	12	+ 1,100.0%	—	—	—
Months Supply of Inventory	0.5	3.7	+ 640.0%	—	—	—

* 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.

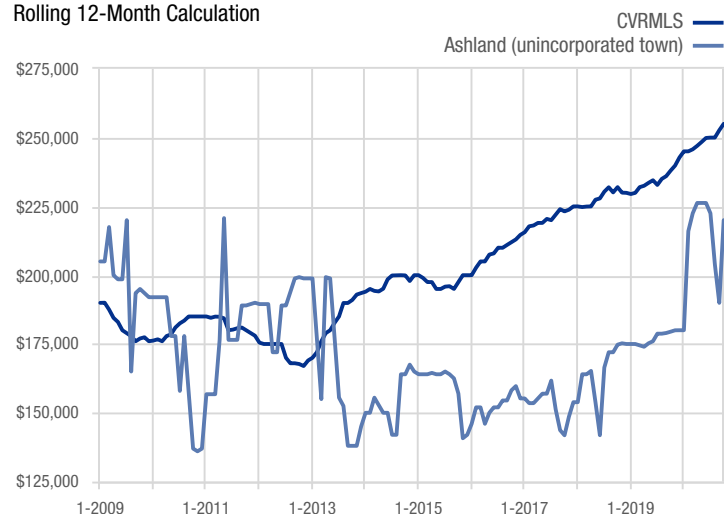
Median Sales Price - Single-Family

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.