

# Local Market Update – October 2020

A Research Tool Provided by Central Virginia Regional MLS.



## Chesterfield County

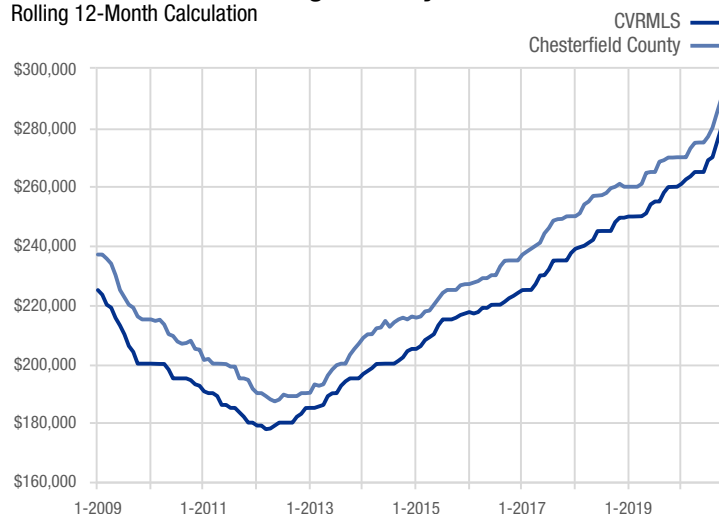
| Single Family                            | October   |           |          | Year to Date |              |          |
|--|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics                              | 2019      | 2020      | % Change | Thru 10-2019 | Thru 10-2020 | % Change |
| New Listings                             | 659       | 741       | + 12.4%  | 6,965        | 6,813        | - 2.2%   |
| Pending Sales                            | 465       | 636       | + 36.8%  | 5,249        | 6,040        | + 15.1%  |
| Closed Sales                             | 465       | 633       | + 36.1%  | 5,061        | 5,278        | + 4.3%   |
| Days on Market Until Sale                | 36        | 25        | - 30.6%  | 33           | 30           | - 9.1%   |
| Median Sales Price*                      | \$269,900 | \$312,000 | + 15.6%  | \$270,000    | \$292,000    | + 8.1%   |
| Average Sales Price*                     | \$303,027 | \$345,797 | + 14.1%  | \$302,301    | \$324,804    | + 7.4%   |
| Percent of Original List Price Received* | 98.6%     | 101.0%    | + 2.4%   | 99.0%        | 99.9%        | + 0.9%   |
| Inventory of Homes for Sale              | 1,206     | 591       | - 51.0%  | —            | —            | —        |
| Months Supply of Inventory               | 2.5       | 1.1       | - 56.0%  | —            | —            | —        |

| Condo/Town                               | October   |           |          | Year to Date |              |          |
|--|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics                              | 2019      | 2020      | % Change | Thru 10-2019 | Thru 10-2020 | % Change |
| New Listings                             | 93        | 88        | - 5.4%   | 898          | 961          | + 7.0%   |
| Pending Sales                            | 66        | 81        | + 22.7%  | 654          | 817          | + 24.9%  |
| Closed Sales                             | 82        | 80        | - 2.4%   | 635          | 695          | + 9.4%   |
| Days on Market Until Sale                | 24        | 26        | + 8.3%   | 32           | 34           | + 6.3%   |
| Median Sales Price*                      | \$248,725 | \$261,335 | + 5.1%   | \$255,145    | \$256,385    | + 0.5%   |
| Average Sales Price*                     | \$242,412 | \$259,611 | + 7.1%   | \$246,271    | \$259,706    | + 5.5%   |
| Percent of Original List Price Received* | 100.6%    | 100.7%    | + 0.1%   | 100.4%       | 100.3%       | - 0.1%   |
| Inventory of Homes for Sale              | 169       | 110       | - 34.9%  | —            | —            | —        |
| Months Supply of Inventory               | 2.7       | 1.4       | - 48.1%  | —            | —            | —        |

\* 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.

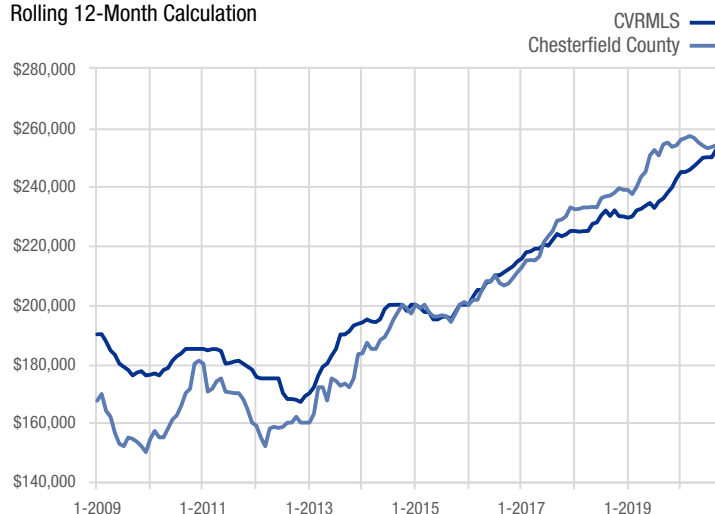
### Median Sales Price - Single-Family

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.