

Local Market Update – October 2020

A Research Tool Provided by Central Virginia Regional MLS.



Colonial Heights City

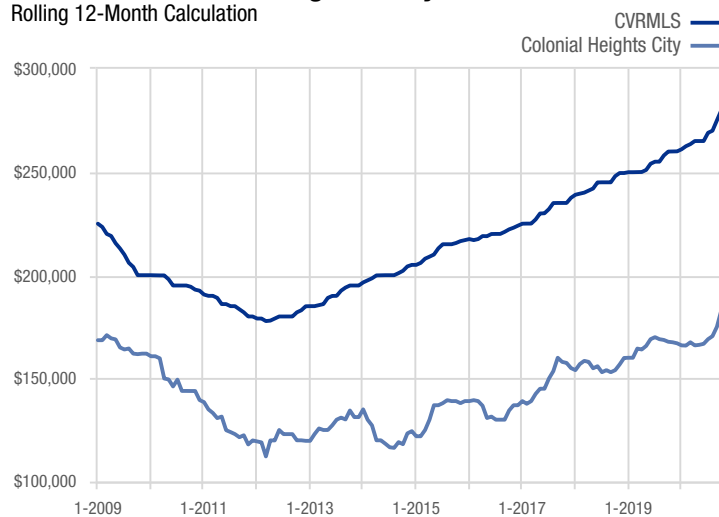
Single Family	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	22	32	+ 45.5%	284	263	- 7.4%
Pending Sales	11	36	+ 227.3%	234	250	+ 6.8%
Closed Sales	30	22	- 26.7%	244	225	- 7.8%
Days on Market Until Sale	42	19	- 54.8%	41	31	- 24.4%
Median Sales Price*	\$160,500	\$187,500	+ 16.8%	\$168,000	\$185,000	+ 10.1%
Average Sales Price*	\$174,177	\$218,550	+ 25.5%	\$179,572	\$188,682	+ 5.1%
Percent of Original List Price Received*	94.3%	97.1%	+ 3.0%	96.1%	97.5%	+ 1.5%
Inventory of Homes for Sale	56	24	- 57.1%	—	—	—
Months Supply of Inventory	2.5	1.0	- 60.0%	—	—	—

Condo/Town	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	3	2	- 33.3%	14	7	- 50.0%
Pending Sales	2	1	- 50.0%	14	6	- 57.1%
Closed Sales	0	2	—	11	4	- 63.6%
Days on Market Until Sale	—	11	—	35	17	- 51.4%
Median Sales Price*	—	\$189,975	—	\$169,600	\$188,725	+ 11.3%
Average Sales Price*	—	\$189,975	—	\$173,218	\$181,863	+ 5.0%
Percent of Original List Price Received*	—	96.5%	—	98.2%	98.0%	- 0.2%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	0.6	0.9	+ 50.0%	—	—	—

* 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.

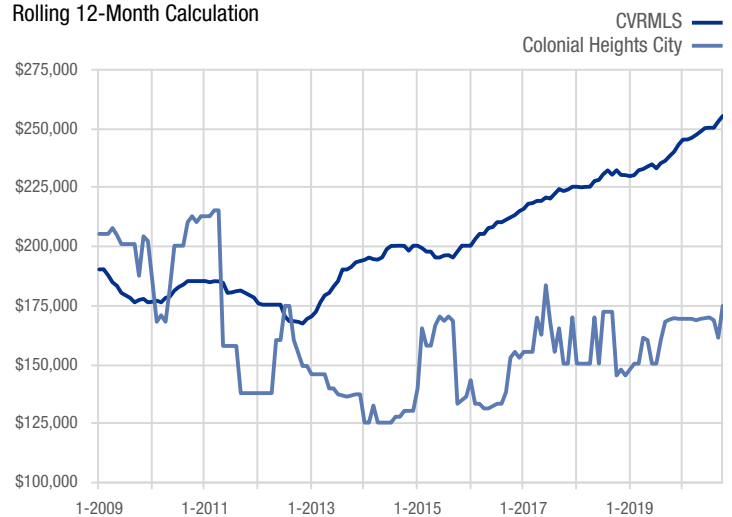
Median Sales Price - Single-Family

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.