

# Local Market Update – October 2020

A Research Tool Provided by Central Virginia Regional MLS.



## Henrico County

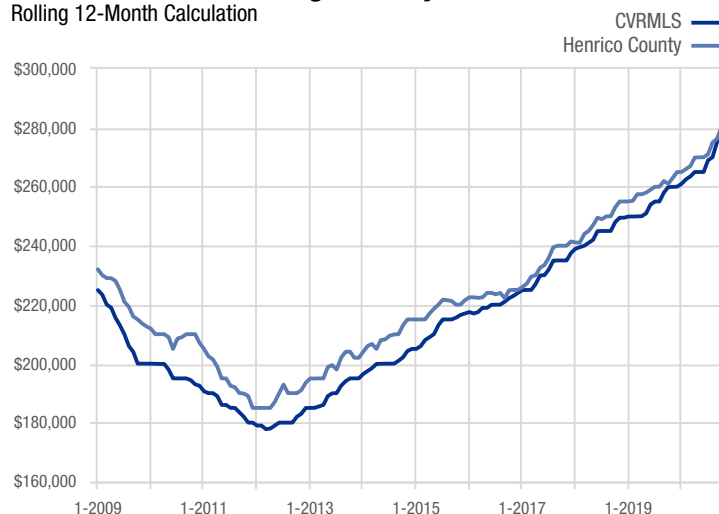
Single Family	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	410	370	- 9.8%	4,380	3,867	- 11.7%
Pending Sales	291	340	+ 16.8%	3,466	3,543	+ 2.2%
Closed Sales	329	369	+ 12.2%	3,302	3,303	+ 0.0%
Days on Market Until Sale	28	15	- 46.4%	28	24	- 14.3%
Median Sales Price*	\$252,000	\$295,000	+ 17.1%	\$265,000	\$283,500	+ 7.0%
Average Sales Price*	\$298,230	\$348,332	+ 16.8%	\$312,144	\$336,546	+ 7.8%
Percent of Original List Price Received*	98.6%	101.9%	+ 3.3%	98.5%	100.1%	+ 1.6%
Inventory of Homes for Sale	629	264	- 58.0%	—	—	—
Months Supply of Inventory	1.9	0.8	- 57.9%	—	—	—

Condo/Town	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	128	110	- 14.1%	1,333	1,221	- 8.4%
Pending Sales	84	117	+ 39.3%	1,078	1,138	+ 5.6%
Closed Sales	96	134	+ 39.6%	1,031	1,013	- 1.7%
Days on Market Until Sale	34	29	- 14.7%	34	36	+ 5.9%
Median Sales Price*	\$260,539	\$264,325	+ 1.5%	\$235,975	\$249,950	+ 5.9%
Average Sales Price*	\$287,629	\$294,937	+ 2.5%	\$278,255	\$280,771	+ 0.9%
Percent of Original List Price Received*	99.6%	99.4%	- 0.2%	99.6%	99.3%	- 0.3%
Inventory of Homes for Sale	251	129	- 48.6%	—	—	—
Months Supply of Inventory	2.5	1.2	- 52.0%	—	—	—

\* 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.

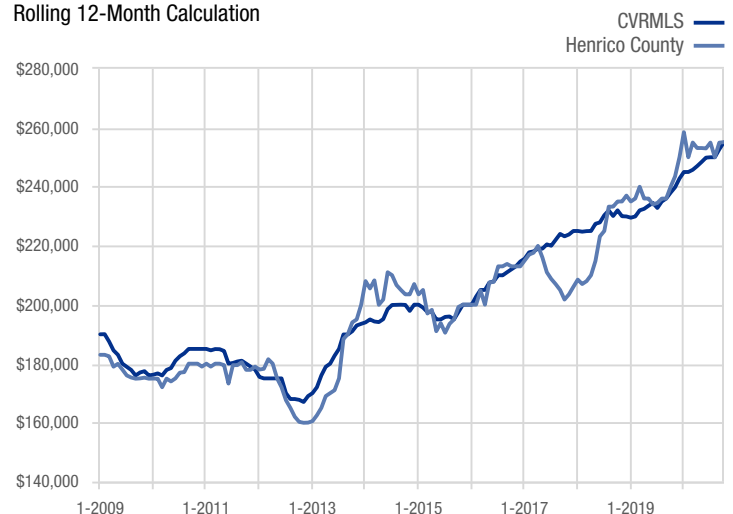
### Median Sales Price - Single-Family

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.