

Local Market Update – November 2020

A Research Tool Provided by Central Virginia Regional MLS.



Ashland (unincorporated town)

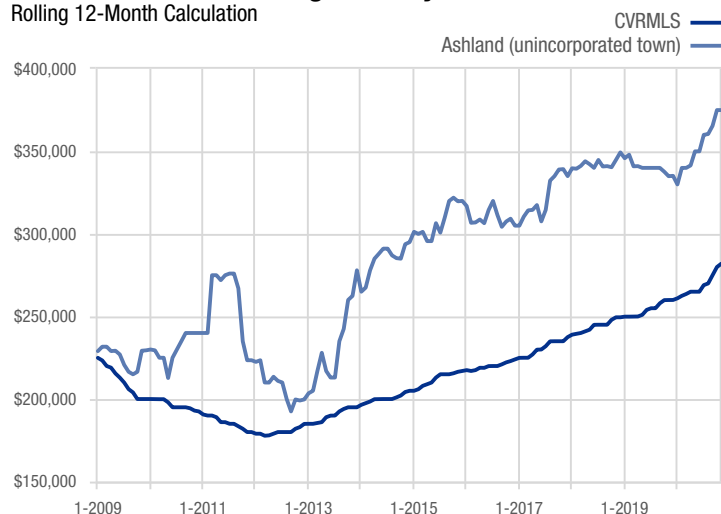
Single Family	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	15	18	+ 20.0%	251	370	+ 47.4%
Pending Sales	15	23	+ 53.3%	187	294	+ 57.2%
Closed Sales	13	22	+ 69.2%	181	230	+ 27.1%
Days on Market Until Sale	17	30	+ 76.5%	50	45	- 10.0%
Median Sales Price*	\$375,000	\$377,623	+ 0.7%	\$335,175	\$379,000	+ 13.1%
Average Sales Price*	\$351,871	\$375,731	+ 6.8%	\$349,427	\$409,291	+ 17.1%
Percent of Original List Price Received*	96.9%	97.9%	+ 1.0%	97.2%	98.5%	+ 1.3%
Inventory of Homes for Sale	58	67	+ 15.5%	—	—	—
Months Supply of Inventory	3.5	2.7	- 22.9%	—	—	—

Condo/Town	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	0	3	—	16	43	+ 168.8%
Pending Sales	0	5	—	17	33	+ 94.1%
Closed Sales	3	1	- 66.7%	17	17	0.0%
Days on Market Until Sale	22	2	- 90.9%	20	20	0.0%
Median Sales Price*	\$230,000	\$198,000	- 13.9%	\$180,000	\$198,000	+ 10.0%
Average Sales Price*	\$218,333	\$198,000	- 9.3%	\$199,788	\$217,081	+ 8.7%
Percent of Original List Price Received*	93.6%	101.1%	+ 8.0%	98.2%	99.3%	+ 1.1%
Inventory of Homes for Sale	1	10	+ 900.0%	—	—	—
Months Supply of Inventory	0.4	2.9	+ 625.0%	—	—	—

* 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.

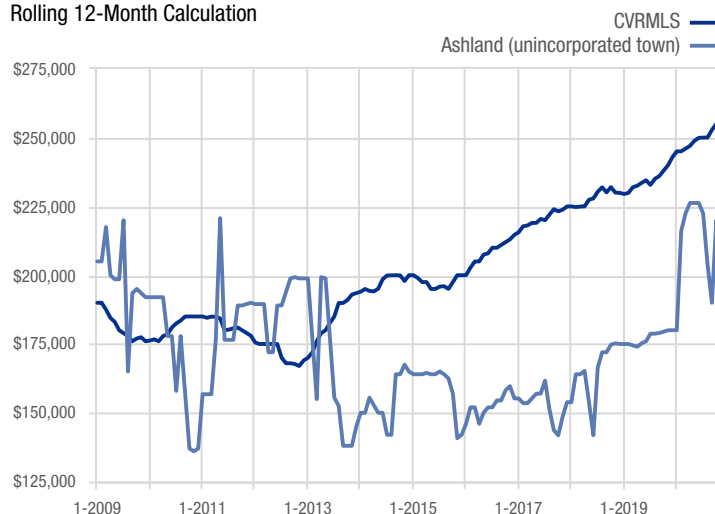
Median Sales Price - Single-Family

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.