

# Local Market Update – November 2020

A Research Tool Provided by Central Virginia Regional MLS.



## Entire MLS

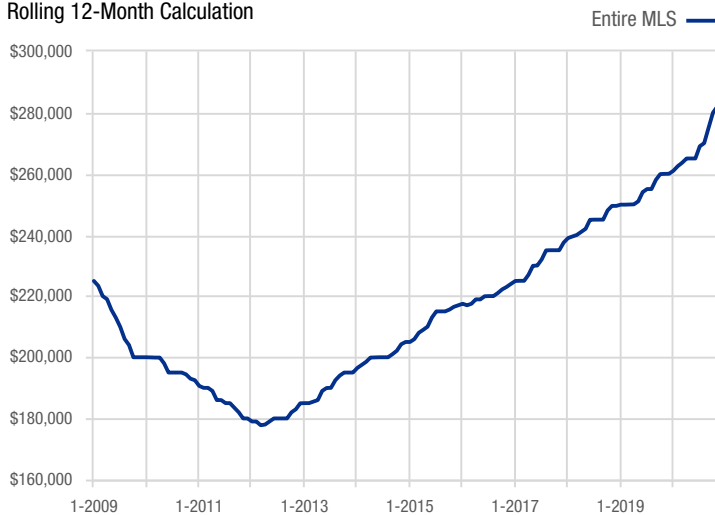
Single Family	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	1,462	<b>1,591</b>	+ 8.8%	24,423	<b>23,395</b>	- 4.2%
Pending Sales	1,336	<b>1,757</b>	+ 31.5%	18,183	<b>20,692</b>	+ 13.8%
Closed Sales	1,448	<b>1,722</b>	+ 18.9%	17,531	<b>18,839</b>	+ 7.5%
Days on Market Until Sale	38	<b>23</b>	- 39.5%	37	<b>33</b>	- 10.8%
Median Sales Price*	\$259,000	<b>\$295,250</b>	+ 14.0%	\$260,000	<b>\$284,900</b>	+ 9.6%
Average Sales Price*	\$305,773	<b>\$337,834</b>	+ 10.5%	\$297,438	<b>\$323,935</b>	+ 8.9%
Percent of Original List Price Received*	97.2%	<b>100.4%</b>	+ 3.3%	97.9%	<b>99.2%</b>	+ 1.3%
Inventory of Homes for Sale	4,137	<b>1,995</b>	- 51.8%	—	—	—
Months Supply of Inventory	2.6	<b>1.1</b>	- 57.7%	—	—	—

Condo/Town	November			Year to Date		
	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	202	<b>221</b>	+ 9.4%	3,323	<b>3,390</b>	+ 2.0%
Pending Sales	196	<b>261</b>	+ 33.2%	2,622	<b>2,983</b>	+ 13.8%
Closed Sales	195	<b>261</b>	+ 33.8%	2,500	<b>2,654</b>	+ 6.2%
Days on Market Until Sale	33	<b>26</b>	- 21.2%	35	<b>34</b>	- 2.9%
Median Sales Price*	\$255,435	<b>\$264,605</b>	+ 3.6%	\$239,815	<b>\$253,918</b>	+ 5.9%
Average Sales Price*	\$265,539	<b>\$284,252</b>	+ 7.0%	\$261,332	<b>\$274,835</b>	+ 5.2%
Percent of Original List Price Received*	99.7%	<b>99.9%</b>	+ 0.2%	99.6%	<b>99.5%</b>	- 0.1%
Inventory of Homes for Sale	519	<b>327</b>	- 37.0%	—	—	—
Months Supply of Inventory	2.3	<b>1.3</b>	- 43.5%	—	—	—

\* 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.

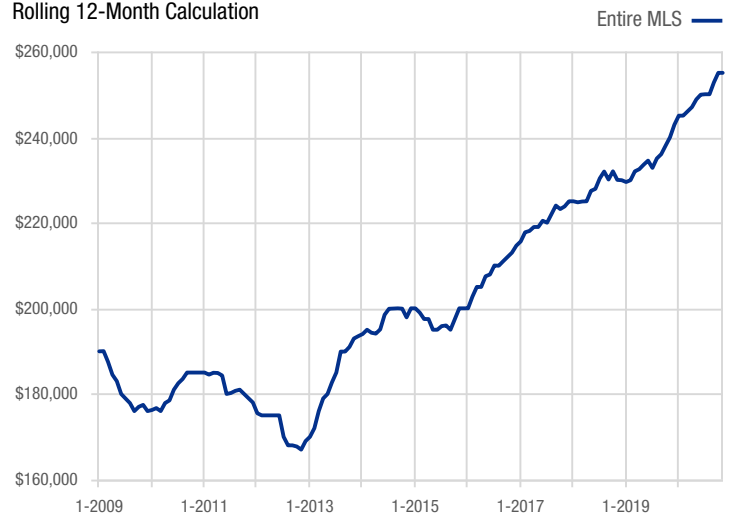
### Median Sales Price - Single-Family

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.