

# Local Market Update – December 2020

A Research Tool Provided by Central Virginia Regional MLS.



## MLS Area 22

22-Henrico

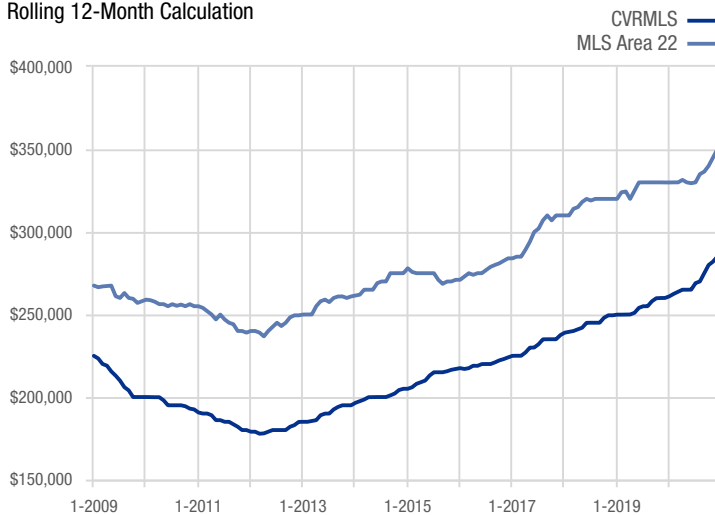
| Single Family                            | December  |                  |          | Year to Date |                  |          |
|--|-----------|------------------|----------|--------------|------------------|----------|
|  | 2019      | 2020             | % Change | Thru 12-2019 | Thru 12-2020     | % Change |
| New Listings                             | 34        | <b>52</b>        | + 52.9%  | 1,428        | <b>1,282</b>     | - 10.2%  |
| Pending Sales                            | 55        | <b>62</b>        | + 12.7%  | 1,217        | <b>1,205</b>     | - 1.0%   |
| Closed Sales                             | 84        | <b>97</b>        | + 15.5%  | 1,204        | <b>1,203</b>     | - 0.1%   |
| Days on Market Until Sale                | 30        | <b>11</b>        | - 63.3%  | 26           | <b>19</b>        | - 26.9%  |
| Median Sales Price*                      | \$290,000 | <b>\$360,000</b> | + 24.1%  | \$329,950    | <b>\$350,000</b> | + 6.1%   |
| Average Sales Price*                     | \$382,366 | <b>\$414,944</b> | + 8.5%   | \$383,878    | <b>\$419,880</b> | + 9.4%   |
| Percent of Original List Price Received* | 96.6%     | <b>101.5%</b>    | + 5.1%   | 98.3%        | <b>100.3%</b>    | + 2.0%   |
| Inventory of Homes for Sale              | 98        | <b>43</b>        | - 56.1%  | —            | —                | —        |
| Months Supply of Inventory               | 1.0       | <b>0.4</b>       | - 60.0%  | —            | —                | —        |

| Condo/Town                               | December  |                  |          | Year to Date |                  |          |
|--|-----------|------------------|----------|--------------|------------------|----------|
|  | 2019      | 2020             | % Change | Thru 12-2019 | Thru 12-2020     | % Change |
| New Listings                             | 26        | <b>20</b>        | - 23.1%  | 571          | <b>523</b>       | - 8.4%   |
| Pending Sales                            | 21        | <b>27</b>        | + 28.6%  | 464          | <b>497</b>       | + 7.1%   |
| Closed Sales                             | 38        | <b>46</b>        | + 21.1%  | 475          | <b>486</b>       | + 2.3%   |
| Days on Market Until Sale                | 53        | <b>57</b>        | + 7.5%   | 45           | <b>46</b>        | + 2.2%   |
| Median Sales Price*                      | \$300,005 | <b>\$295,250</b> | - 1.6%   | \$295,750    | <b>\$279,950</b> | - 5.3%   |
| Average Sales Price*                     | \$359,616 | <b>\$326,803</b> | - 9.1%   | \$326,692    | <b>\$323,138</b> | - 1.1%   |
| Percent of Original List Price Received* | 100.7%    | <b>100.2%</b>    | - 0.5%   | 100.5%       | <b>99.3%</b>     | - 1.2%   |
| Inventory of Homes for Sale              | 101       | <b>43</b>        | - 57.4%  | —            | —                | —        |
| Months Supply of Inventory               | 2.6       | <b>1.0</b>       | - 61.5%  | —            | —                | —        |

\* 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.