

# Local Market Update – July 2021

A Research Tool Provided by Central Virginia Regional MLS.



## Ashland (unincorporated town)

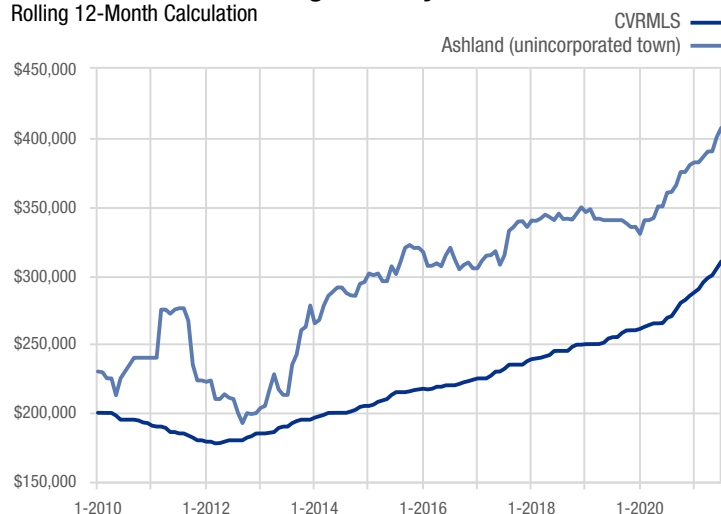
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	60	24	- 60.0%	263	207	- 21.3%
Pending Sales	38	27	- 28.9%	171	177	+ 3.5%
Closed Sales	31	31	0.0%	120	147	+ 22.5%
Days on Market Until Sale	25	18	- 28.0%	47	17	- 63.8%
Median Sales Price*	\$390,000	\$456,000	+ 16.9%	\$367,950	\$425,000	+ 15.5%
Average Sales Price*	\$450,952	\$451,351	+ 0.1%	\$384,525	\$436,247	+ 13.5%
Percent of Original List Price Received*	100.1%	108.2%	+ 8.1%	98.6%	105.2%	+ 6.7%
Inventory of Homes for Sale	102	73	- 28.4%	—	—	—
Months Supply of Inventory	4.9	2.9	- 40.8%	—	—	—

Condo/Town	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	9	10	+ 11.1%	18	55	+ 205.6%
Pending Sales	3	5	+ 66.7%	11	41	+ 272.7%
Closed Sales	3	7	+ 133.3%	10	35	+ 250.0%
Days on Market Until Sale	4	19	+ 375.0%	28	24	- 14.3%
Median Sales Price*	\$184,950	\$296,935	+ 60.5%	\$222,500	\$285,950	+ 28.5%
Average Sales Price*	\$181,317	\$288,269	+ 59.0%	\$223,645	\$272,312	+ 21.8%
Percent of Original List Price Received*	98.9%	102.9%	+ 4.0%	98.3%	102.5%	+ 4.3%
Inventory of Homes for Sale	8	23	+ 187.5%	—	—	—
Months Supply of Inventory	3.8	4.1	+ 7.9%	—	—	—

\* 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.

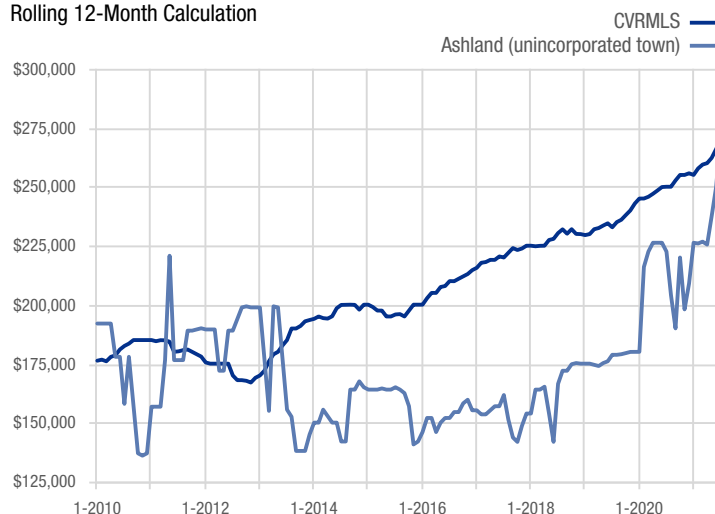
### Median Sales Price - Single-Family

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.