

# Local Market Update – July 2021

A Research Tool Provided by Central Virginia Regional MLS.



## Henrico County

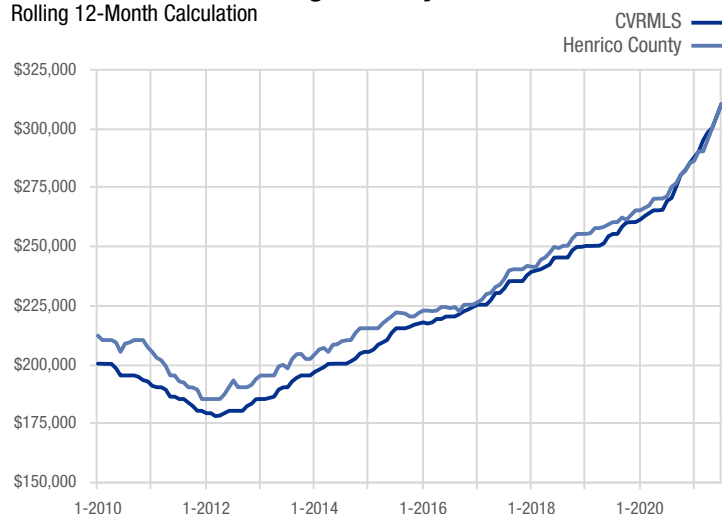
Single Family	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	426	<b>417</b>	- 2.1%	2,724	<b>2,725</b>	+ 0.0%
Pending Sales	373	<b>413</b>	+ 10.7%	2,462	<b>2,500</b>	+ 1.5%
Closed Sales	387	<b>427</b>	+ 10.3%	2,203	<b>2,284</b>	+ 3.7%
Days on Market Until Sale	22	<b>9</b>	- 59.1%	27	<b>12</b>	- 55.6%
Median Sales Price*	\$308,500	<b>\$347,050</b>	+ 12.5%	\$276,550	<b>\$322,500</b>	+ 16.6%
Average Sales Price*	\$350,305	<b>\$413,651</b>	+ 18.1%	\$330,243	<b>\$379,822</b>	+ 15.0%
Percent of Original List Price Received*	100.0%	<b>105.1%</b>	+ 5.1%	99.5%	<b>104.5%</b>	+ 5.0%
Inventory of Homes for Sale	321	<b>209</b>	- 34.9%	—	—	—
Months Supply of Inventory	1.0	<b>0.6</b>	- 40.0%	—	—	—

Condo/Town	July			Year to Date		
Key Metrics	2020	2021	% Change	Thru 7-2020	Thru 7-2021	% Change
New Listings	133	<b>151</b>	+ 13.5%	830	<b>933</b>	+ 12.4%
Pending Sales	136	<b>139</b>	+ 2.2%	745	<b>869</b>	+ 16.6%
Closed Sales	119	<b>141</b>	+ 18.5%	633	<b>774</b>	+ 22.3%
Days on Market Until Sale	39	<b>20</b>	- 48.7%	41	<b>23</b>	- 43.9%
Median Sales Price*	\$268,990	<b>\$251,500</b>	- 6.5%	\$240,000	<b>\$255,000</b>	+ 6.3%
Average Sales Price*	\$285,736	<b>\$295,644</b>	+ 3.5%	\$274,706	<b>\$304,109</b>	+ 10.7%
Percent of Original List Price Received*	98.7%	<b>103.5%</b>	+ 4.9%	99.2%	<b>102.6%</b>	+ 3.4%
Inventory of Homes for Sale	168	<b>108</b>	- 35.7%	—	—	—
Months Supply of Inventory	1.7	<b>0.9</b>	- 47.1%	—	—	—

\* 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.

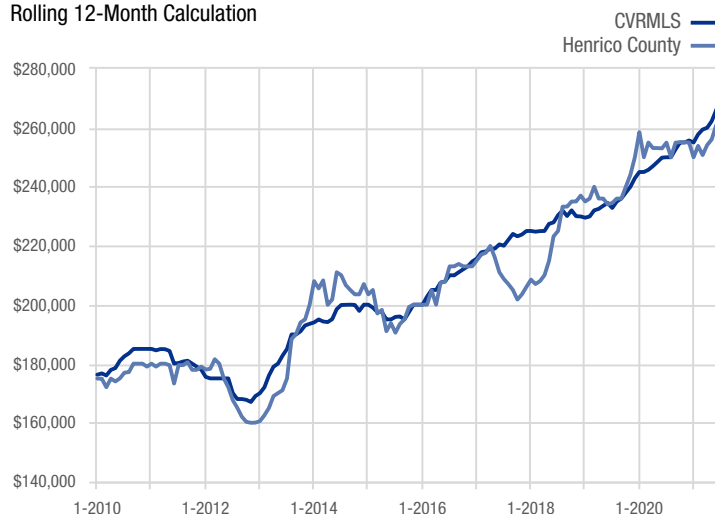
### Median Sales Price - Single-Family

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.