

Local Market Update – September 2021

A Research Tool Provided by Central Virginia Regional MLS.



MLS Area 22

22-Henrico

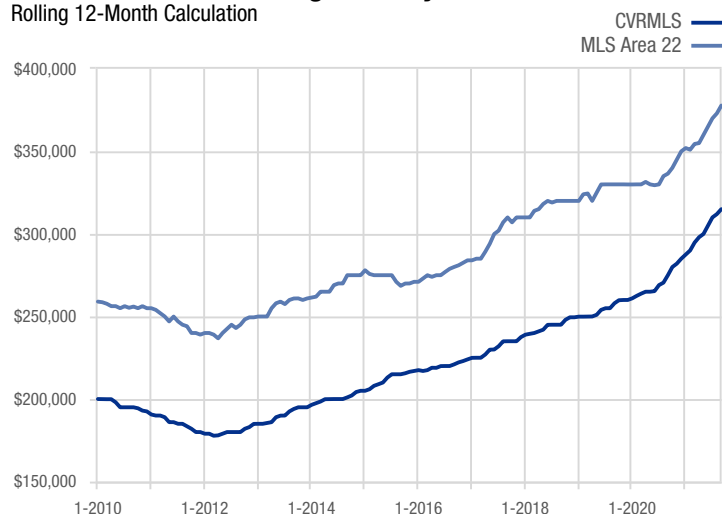
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	108	101	- 6.5%	1,033	1,024	- 0.9%
Pending Sales	118	89	- 24.6%	970	945	- 2.6%
Closed Sales	107	105	- 1.9%	900	909	+ 1.0%
Days on Market Until Sale	12	10	- 16.7%	21	12	- 42.9%
Median Sales Price*	\$330,000	\$375,000	+ 13.6%	\$345,000	\$383,750	+ 11.2%
Average Sales Price*	\$401,263	\$449,214	+ 12.0%	\$416,244	\$464,389	+ 11.6%
Percent of Original List Price Received*	101.8%	102.9%	+ 1.1%	99.9%	105.0%	+ 5.1%
Inventory of Homes for Sale	67	59	- 11.9%	—	—	—
Months Supply of Inventory	0.7	0.6	- 14.3%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	88	51	- 42.0%	438	416	- 5.0%
Pending Sales	60	46	- 23.3%	373	395	+ 5.9%
Closed Sales	44	42	- 4.5%	330	364	+ 10.3%
Days on Market Until Sale	28	20	- 28.6%	47	38	- 19.1%
Median Sales Price*	\$278,725	\$296,500	+ 6.4%	\$261,000	\$303,000	+ 16.1%
Average Sales Price*	\$321,152	\$372,577	+ 16.0%	\$317,003	\$351,949	+ 11.0%
Percent of Original List Price Received*	99.5%	100.7%	+ 1.2%	99.3%	102.7%	+ 3.4%
Inventory of Homes for Sale	100	48	- 52.0%	—	—	—
Months Supply of Inventory	2.6	1.1	- 57.7%	—	—	—

* 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.

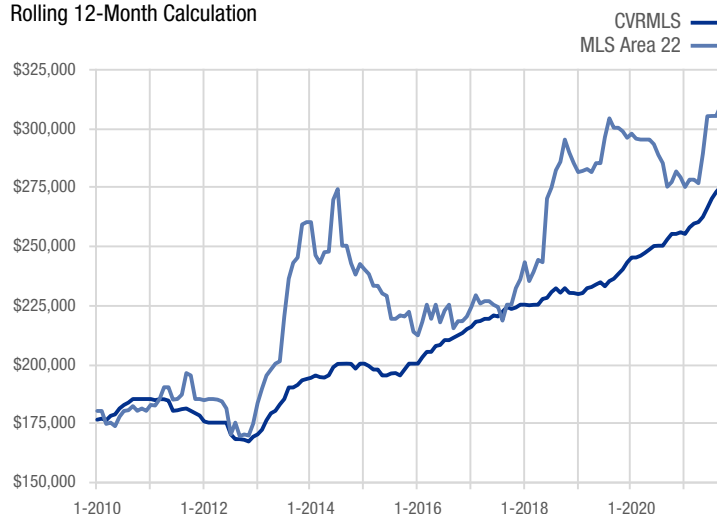
Median Sales Price - Single-Family

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.