

Local Market Update – September 2021

A Research Tool Provided by Central Virginia Regional MLS.



MLS Area 34

34-Henrico

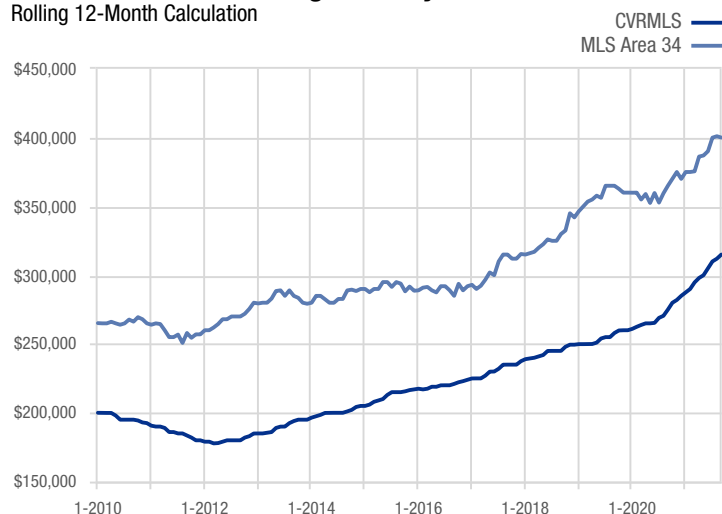
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	122	88	- 27.9%	1,084	1,021	- 5.8%
Pending Sales	101	80	- 20.8%	924	934	+ 1.1%
Closed Sales	82	109	+ 32.9%	829	922	+ 11.2%
Days on Market Until Sale	16	13	- 18.8%	28	14	- 50.0%
Median Sales Price*	\$402,000	\$375,000	- 6.7%	\$375,000	\$413,000	+ 10.1%
Average Sales Price*	\$433,856	\$445,371	+ 2.7%	\$409,156	\$459,882	+ 12.4%
Percent of Original List Price Received*	101.3%	103.4%	+ 2.1%	99.8%	103.9%	+ 4.1%
Inventory of Homes for Sale	115	55	- 52.2%	—	—	—
Months Supply of Inventory	1.2	0.6	- 50.0%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	42	46	+ 9.5%	394	423	+ 7.4%
Pending Sales	35	51	+ 45.7%	376	395	+ 5.1%
Closed Sales	53	52	- 1.9%	347	357	+ 2.9%
Days on Market Until Sale	9	11	+ 22.2%	24	9	- 62.5%
Median Sales Price*	\$300,100	\$255,000	- 15.0%	\$252,500	\$251,000	- 0.6%
Average Sales Price*	\$291,477	\$292,316	+ 0.3%	\$266,698	\$291,019	+ 9.1%
Percent of Original List Price Received*	100.2%	101.9%	+ 1.7%	99.6%	102.9%	+ 3.3%
Inventory of Homes for Sale	31	23	- 25.8%	—	—	—
Months Supply of Inventory	0.8	0.6	- 25.0%	—	—	—

* 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.

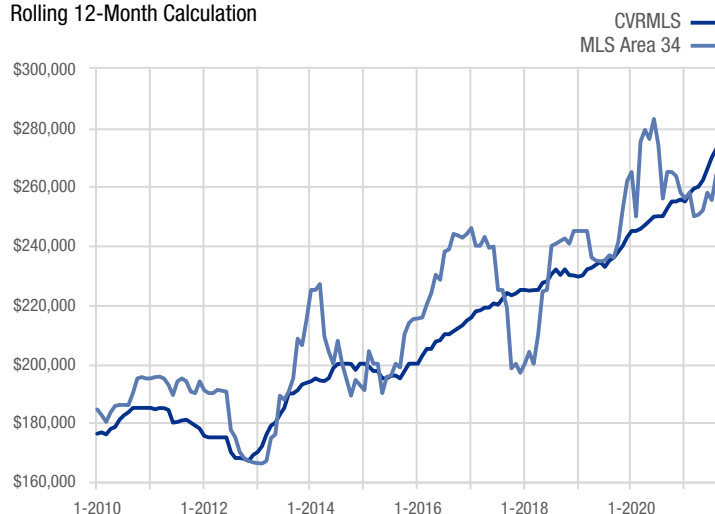
Median Sales Price - Single-Family

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.