

Local Market Update – September 2021

A Research Tool Provided by Central Virginia Regional MLS.



MLS Area 40

40-Henrico

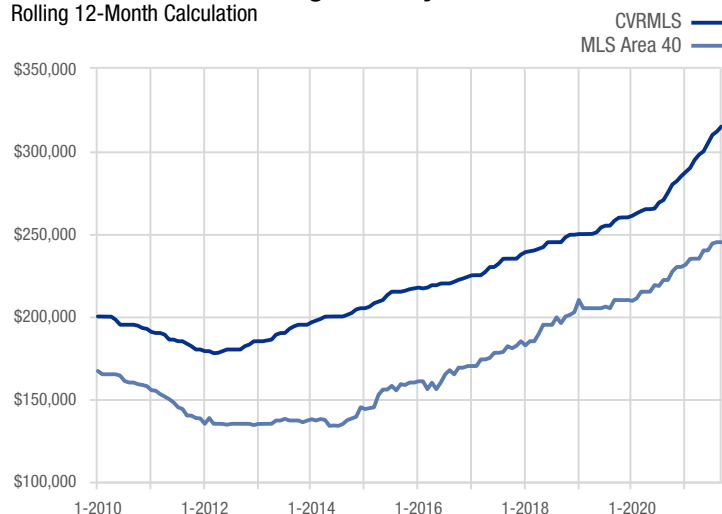
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	61	61	0.0%	500	531	+ 6.2%
Pending Sales	55	66	+ 20.0%	457	485	+ 6.1%
Closed Sales	45	52	+ 15.6%	412	439	+ 6.6%
Days on Market Until Sale	29	9	- 69.0%	36	12	- 66.7%
Median Sales Price*	\$232,000	\$245,000	+ 5.6%	\$224,750	\$245,775	+ 9.4%
Average Sales Price*	\$239,799	\$244,844	+ 2.1%	\$232,935	\$262,217	+ 12.6%
Percent of Original List Price Received*	100.0%	101.8%	+ 1.8%	99.4%	103.5%	+ 4.1%
Inventory of Homes for Sale	50	36	- 28.0%	—	—	—
Months Supply of Inventory	1.1	0.7	- 36.4%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	13	18	+ 38.5%	80	117	+ 46.3%
Pending Sales	10	13	+ 30.0%	64	104	+ 62.5%
Closed Sales	4	4	0.0%	32	91	+ 184.4%
Days on Market Until Sale	55	16	- 70.9%	43	29	- 32.6%
Median Sales Price*	\$492,500	\$475,000	- 3.6%	\$306,200	\$358,750	+ 17.2%
Average Sales Price*	\$484,500	\$517,167	+ 6.7%	\$388,018	\$383,199	- 1.2%
Percent of Original List Price Received*	94.0%	98.7%	+ 5.0%	96.9%	101.8%	+ 5.1%
Inventory of Homes for Sale	12	14	+ 16.7%	—	—	—
Months Supply of Inventory	1.8	1.4	- 22.2%	—	—	—

* 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.

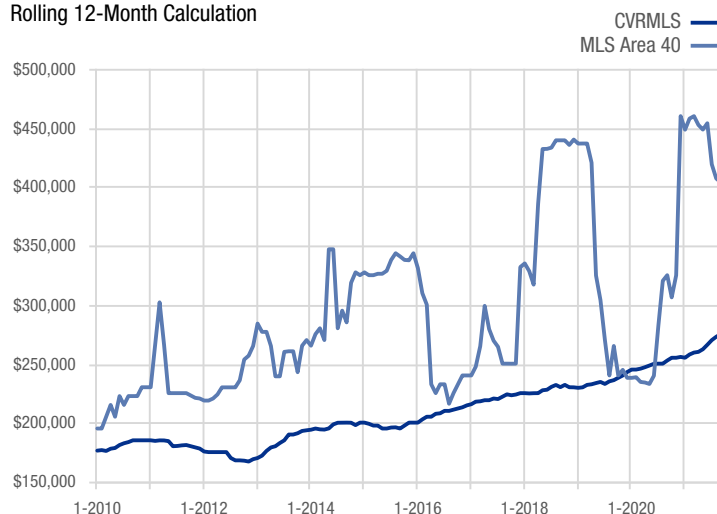
Median Sales Price - Single-Family

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.