

# Local Market Update – September 2021

A Research Tool Provided by Central Virginia Regional MLS.



## MLS Area 60

60-Richmond

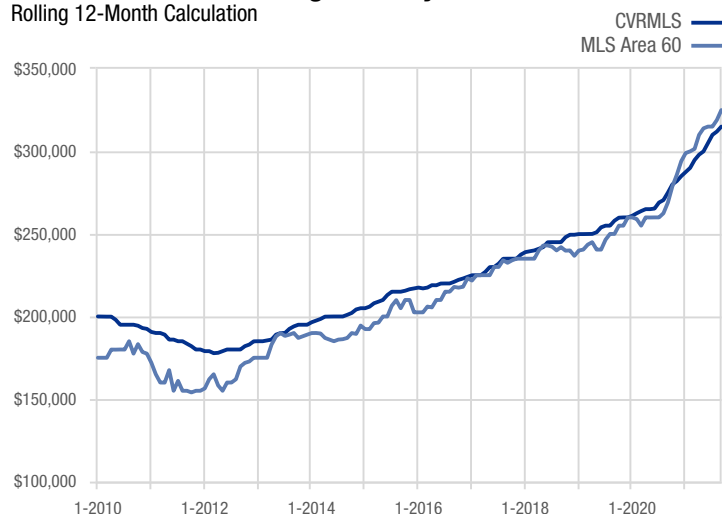
| Single Family                            | September |           |          | Year to Date |             |          |
|--|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                              | 2020      | 2021      | % Change | Thru 9-2020  | Thru 9-2021 | % Change |
| New Listings                             | 75        | 61        | - 18.7%  | 573          | 650         | + 13.4%  |
| Pending Sales                            | 64        | 61        | - 4.7%   | 526          | 585         | + 11.2%  |
| Closed Sales                             | 63        | 74        | + 17.5%  | 482          | 559         | + 16.0%  |
| Days on Market Until Sale                | 16        | 13        | - 18.8%  | 20           | 13          | - 35.0%  |
| Median Sales Price*                      | \$305,000 | \$365,000 | + 19.7%  | \$279,475    | \$325,000   | + 16.3%  |
| Average Sales Price*                     | \$305,873 | \$372,012 | + 21.6%  | \$290,735    | \$341,808   | + 17.6%  |
| Percent of Original List Price Received* | 101.4%    | 102.9%    | + 1.5%   | 100.4%       | 105.2%      | + 4.8%   |
| Inventory of Homes for Sale              | 51        | 48        | - 5.9%   | —            | —           | —        |
| Months Supply of Inventory               | 0.9       | 0.8       | - 11.1%  | —            | —           | —        |

| Condo/Town                               | September |           |          | Year to Date |             |          |
|--|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                              | 2020      | 2021      | % Change | Thru 9-2020  | Thru 9-2021 | % Change |
| New Listings                             | 18        | 16        | - 11.1%  | 111          | 123         | + 10.8%  |
| Pending Sales                            | 15        | 13        | - 13.3%  | 76           | 113         | + 48.7%  |
| Closed Sales                             | 4         | 13        | + 225.0% | 58           | 114         | + 96.6%  |
| Days on Market Until Sale                | 29        | 23        | - 20.7%  | 28           | 31          | + 10.7%  |
| Median Sales Price*                      | \$250,500 | \$305,000 | + 21.8%  | \$230,000    | \$275,000   | + 19.6%  |
| Average Sales Price*                     | \$222,875 | \$291,880 | + 31.0%  | \$276,944    | \$308,267   | + 11.3%  |
| Percent of Original List Price Received* | 96.0%     | 98.7%     | + 2.8%   | 98.4%        | 100.5%      | + 2.1%   |
| Inventory of Homes for Sale              | 25        | 19        | - 24.0%  | —            | —           | —        |
| Months Supply of Inventory               | 3.5       | 1.6       | - 54.3%  | —            | —           | —        |

\* 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.

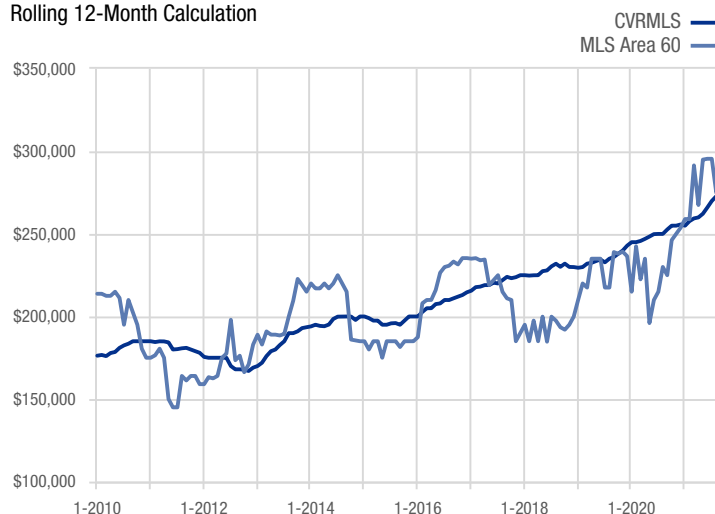
### Median Sales Price - Single-Family

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.