

# Local Market Update – September 2021

A Research Tool Provided by Central Virginia Regional MLS.



## Ashland (unincorporated town)

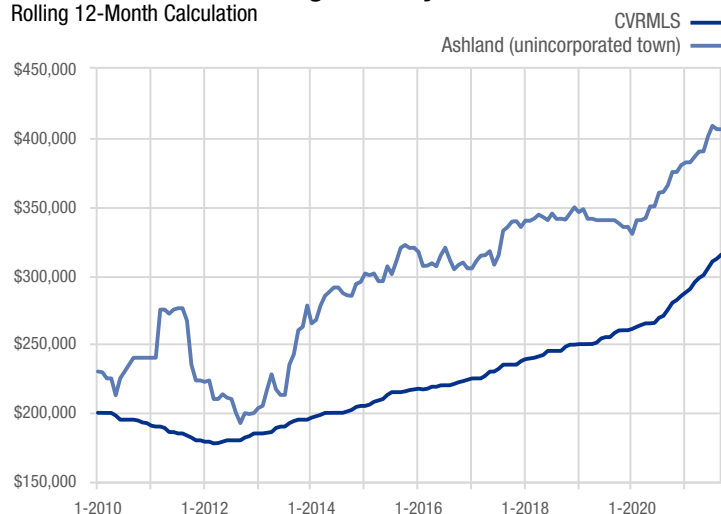
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	35	25	- 28.6%	320	249	- 22.2%
Pending Sales	35	18	- 48.6%	239	206	- 13.8%
Closed Sales	23	13	- 43.5%	176	194	+ 10.2%
Days on Market Until Sale	48	24	- 50.0%	48	18	- 62.5%
Median Sales Price*	\$449,900	\$537,588	+ 19.5%	\$372,450	\$417,475	+ 12.1%
Average Sales Price*	\$460,632	\$458,558	- 0.5%	\$397,463	\$433,118	+ 9.0%
Percent of Original List Price Received*	97.3%	104.6%	+ 7.5%	98.4%	104.4%	+ 6.1%
Inventory of Homes for Sale	83	82	- 1.2%	—	—	—
Months Supply of Inventory	3.6	3.7	+ 2.8%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	7	12	+ 71.4%	36	69	+ 91.7%
Pending Sales	5	6	+ 20.0%	24	51	+ 112.5%
Closed Sales	3	4	+ 33.3%	14	44	+ 214.3%
Days on Market Until Sale	5	2	- 60.0%	22	25	+ 13.6%
Median Sales Price*	\$189,950	\$219,950	+ 15.8%	\$204,975	\$285,233	+ 39.2%
Average Sales Price*	\$205,800	\$226,350	+ 10.0%	\$215,668	\$270,264	+ 25.3%
Percent of Original List Price Received*	100.9%	102.7%	+ 1.8%	99.0%	102.8%	+ 3.8%
Inventory of Homes for Sale	12	24	+ 100.0%	—	—	—
Months Supply of Inventory	3.9	4.5	+ 15.4%	—	—	—

\* 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.

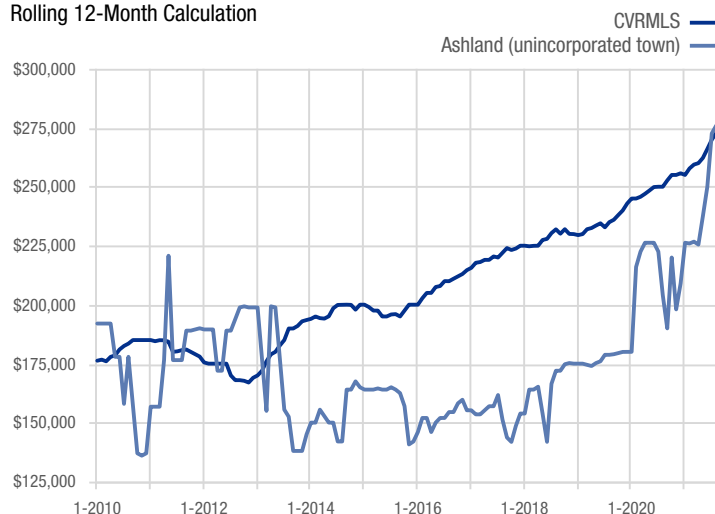
### Median Sales Price - Single-Family

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.