

Local Market Update – September 2021

A Research Tool Provided by Central Virginia Regional MLS.



Entire MLS

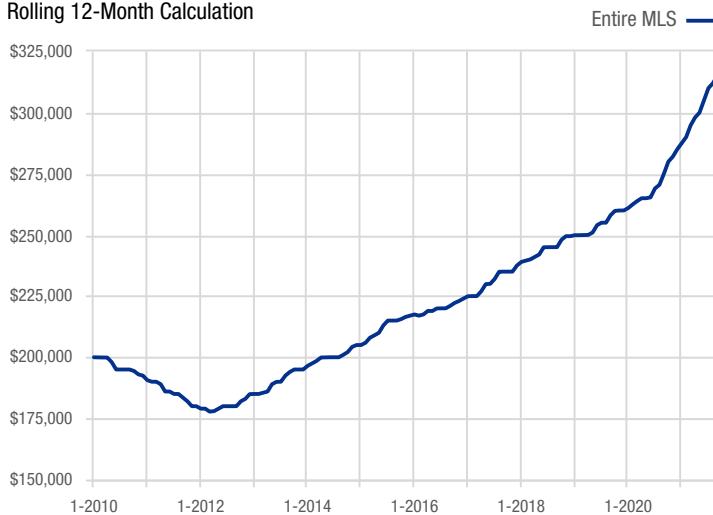
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	2,238	2,012	- 10.1%	19,552	19,669	+ 0.6%
Pending Sales	1,911	1,878	- 1.7%	16,933	17,481	+ 3.2%
Closed Sales	1,912	1,928	+ 0.8%	15,163	16,713	+ 10.2%
Days on Market Until Sale	29	15	- 48.3%	35	17	- 51.4%
Median Sales Price*	\$295,250	\$325,000	+ 10.1%	\$280,000	\$320,000	+ 14.3%
Average Sales Price*	\$333,676	\$363,079	+ 8.8%	\$318,381	\$362,002	+ 13.7%
Percent of Original List Price Received*	99.8%	101.6%	+ 1.8%	98.9%	102.7%	+ 3.8%
Inventory of Homes for Sale	2,562	1,956	- 23.7%	—	—	—
Months Supply of Inventory	1.5	1.1	- 26.7%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	377	342	- 9.3%	2,908	2,979	+ 2.4%
Pending Sales	311	321	+ 3.2%	2,442	2,678	+ 9.7%
Closed Sales	294	273	- 7.1%	2,085	2,436	+ 16.8%
Days on Market Until Sale	26	17	- 34.6%	35	23	- 34.3%
Median Sales Price*	\$265,000	\$300,000	+ 13.2%	\$250,000	\$275,950	+ 10.4%
Average Sales Price*	\$287,279	\$312,066	+ 8.6%	\$271,781	\$297,887	+ 9.6%
Percent of Original List Price Received*	100.0%	101.3%	+ 1.3%	99.4%	102.1%	+ 2.7%
Inventory of Homes for Sale	461	342	- 25.8%	—	—	—
Months Supply of Inventory	1.9	1.2	- 36.8%	—	—	—

* 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.

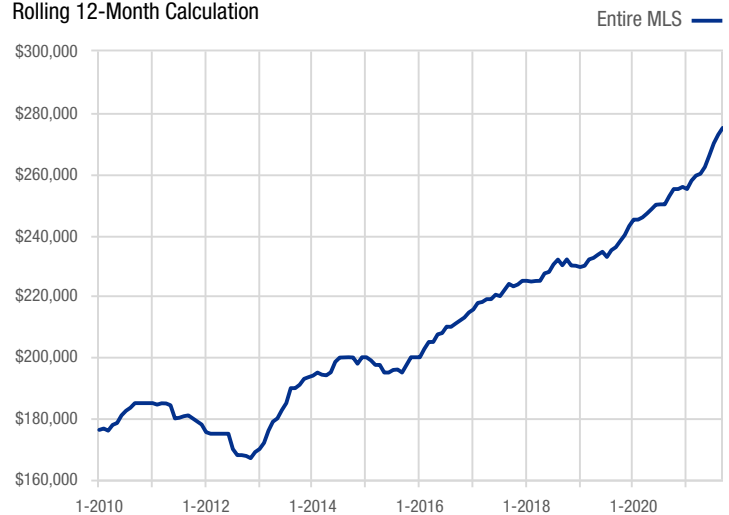
Median Sales Price - Single-Family

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.