

Local Market Update – September 2021

A Research Tool Provided by Central Virginia Regional MLS.



Henrico County

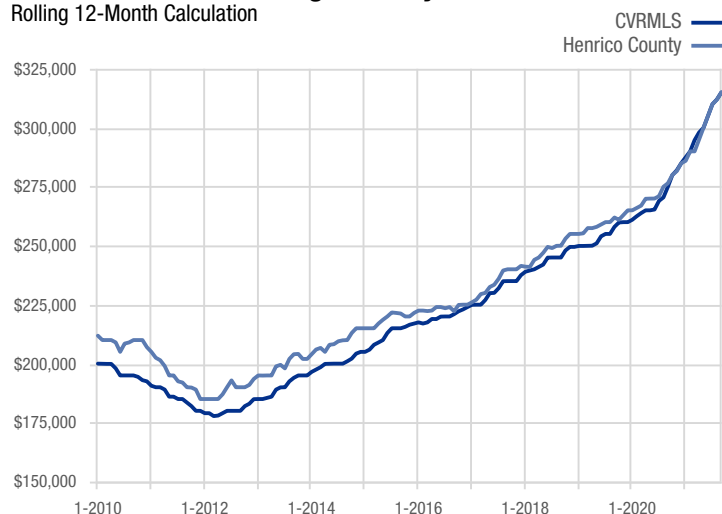
Single Family	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	392	336	- 14.3%	3,496	3,540	+ 1.3%
Pending Sales	368	328	- 10.9%	3,196	3,225	+ 0.9%
Closed Sales	349	387	+ 10.9%	2,938	3,094	+ 5.3%
Days on Market Until Sale	14	11	- 21.4%	25	12	- 52.0%
Median Sales Price*	\$289,000	\$313,880	+ 8.6%	\$281,000	\$323,150	+ 15.0%
Average Sales Price*	\$334,223	\$363,843	+ 8.9%	\$335,079	\$378,565	+ 13.0%
Percent of Original List Price Received*	101.5%	102.5%	+ 1.0%	99.9%	104.0%	+ 4.1%
Inventory of Homes for Sale	286	220	- 23.1%	—	—	—
Months Supply of Inventory	0.9	0.6	- 33.3%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	165	141	- 14.5%	1,124	1,206	+ 7.3%
Pending Sales	120	143	+ 19.2%	1,008	1,126	+ 11.7%
Closed Sales	129	117	- 9.3%	880	1,024	+ 16.4%
Days on Market Until Sale	19	14	- 26.3%	37	21	- 43.2%
Median Sales Price*	\$273,000	\$282,040	+ 3.3%	\$246,500	\$264,500	+ 7.3%
Average Sales Price*	\$295,220	\$318,122	+ 7.8%	\$278,566	\$306,500	+ 10.0%
Percent of Original List Price Received*	99.9%	101.3%	+ 1.4%	99.3%	102.5%	+ 3.2%
Inventory of Homes for Sale	173	103	- 40.5%	—	—	—
Months Supply of Inventory	1.7	0.9	- 47.1%	—	—	—

* 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.

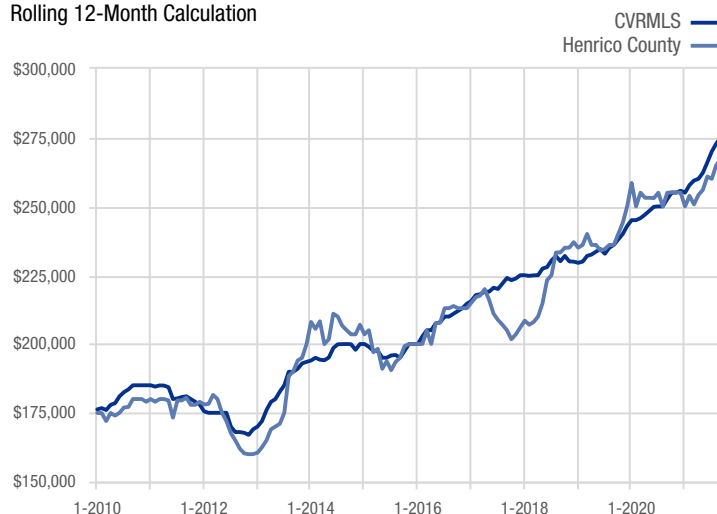
Median Sales Price - Single-Family

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.