

Local Market Update – November 2021

A Research Tool Provided by Central Virginia Regional MLS.



Ashland (unincorporated town)

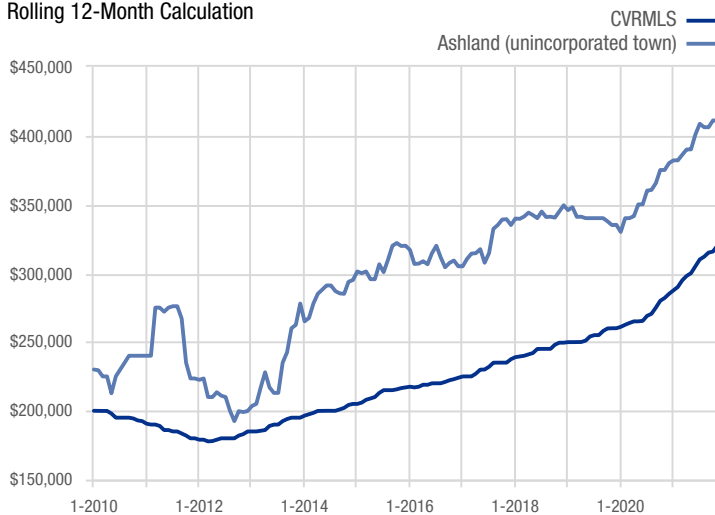
Single Family Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	18	19	+ 5.6%	370	299	- 19.2%
Pending Sales	20	23	+ 15.0%	288	257	- 10.8%
Closed Sales	22	32	+ 45.5%	230	244	+ 6.1%
Days on Market Until Sale	30	17	- 43.3%	45	18	- 60.0%
Median Sales Price*	\$377,623	\$355,000	- 6.0%	\$379,000	\$413,266	+ 9.0%
Average Sales Price*	\$375,731	\$444,608	+ 18.3%	\$409,291	\$435,438	+ 6.4%
Percent of Original List Price Received*	97.9%	104.1%	+ 6.3%	98.5%	104.2%	+ 5.8%
Inventory of Homes for Sale	71	78	+ 9.9%	—	—	—
Months Supply of Inventory	2.9	3.5	+ 20.7%	—	—	—

Condo/Town Key Metrics	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	3	2	- 33.3%	43	76	+ 76.7%
Pending Sales	5	3	- 40.0%	33	69	+ 109.1%
Closed Sales	1	10	+ 900.0%	17	62	+ 264.7%
Days on Market Until Sale	2	20	+ 900.0%	20	24	+ 20.0%
Median Sales Price*	\$198,000	\$300,000	+ 51.5%	\$198,000	\$285,475	+ 44.2%
Average Sales Price*	\$198,000	\$290,015	+ 46.5%	\$217,081	\$275,269	+ 26.8%
Percent of Original List Price Received*	101.1%	103.0%	+ 1.9%	99.3%	102.6%	+ 3.3%
Inventory of Homes for Sale	10	10	0.0%	—	—	—
Months Supply of Inventory	2.9	1.6	- 44.8%	—	—	—

* 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.

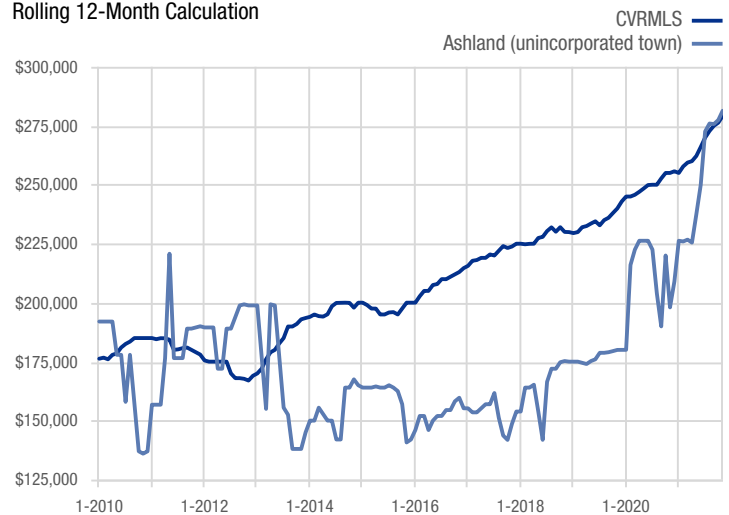
Median Sales Price - Single-Family

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.