

Local Market Update – November 2021

A Research Tool Provided by Central Virginia Regional MLS.



Entire MLS

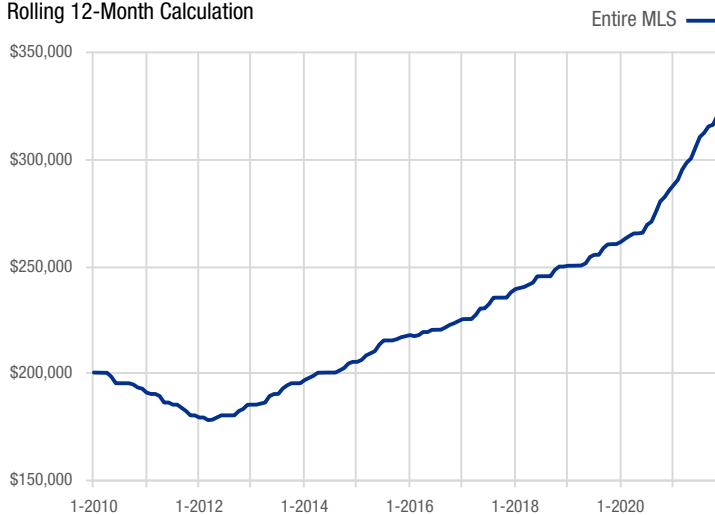
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	1,613	1,494	- 7.4%	23,426	23,160	- 1.1%
Pending Sales	1,640	1,757	+ 7.1%	20,480	20,994	+ 2.5%
Closed Sales	1,724	1,837	+ 6.6%	18,876	20,420	+ 8.2%
Days on Market Until Sale	23	17	- 26.1%	33	17	- 48.5%
Median Sales Price*	\$295,000	\$325,000	+ 10.2%	\$284,925	\$320,000	+ 12.3%
Average Sales Price*	\$337,743	\$371,895	+ 10.1%	\$323,944	\$363,277	+ 12.1%
Percent of Original List Price Received*	100.4%	101.7%	+ 1.3%	99.2%	102.5%	+ 3.3%
Inventory of Homes for Sale	2,267	1,466	- 35.3%	—	—	—
Months Supply of Inventory	1.3	0.8	- 38.5%	—	—	—

Condo/Town	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	222	265	+ 19.4%	3,406	3,563	+ 4.6%
Pending Sales	249	292	+ 17.3%	2,948	3,260	+ 10.6%
Closed Sales	262	286	+ 9.2%	2,656	2,999	+ 12.9%
Days on Market Until Sale	27	23	- 14.8%	34	22	- 35.3%
Median Sales Price*	\$264,950	\$292,755	+ 10.5%	\$253,918	\$280,000	+ 10.3%
Average Sales Price*	\$284,255	\$302,050	+ 6.3%	\$274,828	\$299,373	+ 8.9%
Percent of Original List Price Received*	99.9%	101.2%	+ 1.3%	99.5%	101.9%	+ 2.4%
Inventory of Homes for Sale	364	285	- 21.7%	—	—	—
Months Supply of Inventory	1.4	1.0	- 28.6%	—	—	—

* 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.

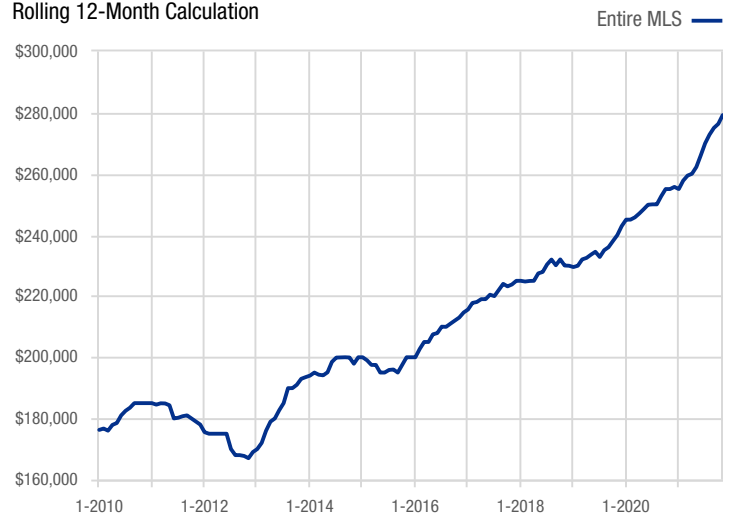
Median Sales Price - Single-Family

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.