

Local Market Update – November 2021

A Research Tool Provided by Central Virginia Regional MLS.



Henrico County

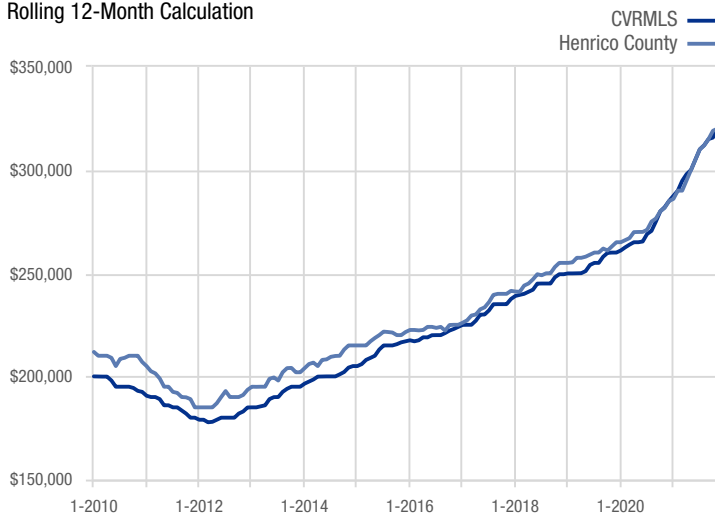
Single Family	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	298	248	- 16.8%	4,169	4,156	- 0.3%
Pending Sales	300	329	+ 9.7%	3,824	3,869	+ 1.2%
Closed Sales	322	322	0.0%	3,631	3,780	+ 4.1%
Days on Market Until Sale	17	15	- 11.8%	23	12	- 47.8%
Median Sales Price*	\$297,967	\$325,000	+ 9.1%	\$284,950	\$325,000	+ 14.1%
Average Sales Price*	\$352,596	\$365,158	+ 3.6%	\$337,927	\$377,673	+ 11.8%
Percent of Original List Price Received*	101.3%	102.4%	+ 1.1%	100.2%	103.8%	+ 3.6%
Inventory of Homes for Sale	253	139	- 45.1%	—	—	—
Months Supply of Inventory	0.8	0.4	- 50.0%	—	—	—

Condo/Town	November			Year to Date		
	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
Key Metrics						
New Listings	93	99	+ 6.5%	1,326	1,435	+ 8.2%
Pending Sales	107	113	+ 5.6%	1,229	1,363	+ 10.9%
Closed Sales	114	134	+ 17.5%	1,128	1,281	+ 13.6%
Days on Market Until Sale	28	22	- 21.4%	35	21	- 40.0%
Median Sales Price*	\$285,000	\$281,638	- 1.2%	\$250,000	\$266,345	+ 6.5%
Average Sales Price*	\$310,117	\$311,426	+ 0.4%	\$283,713	\$307,752	+ 8.5%
Percent of Original List Price Received*	99.3%	100.9%	+ 1.6%	99.3%	102.2%	+ 2.9%
Inventory of Homes for Sale	124	74	- 40.3%	—	—	—
Months Supply of Inventory	1.2	0.6	- 50.0%	—	—	—

* 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.

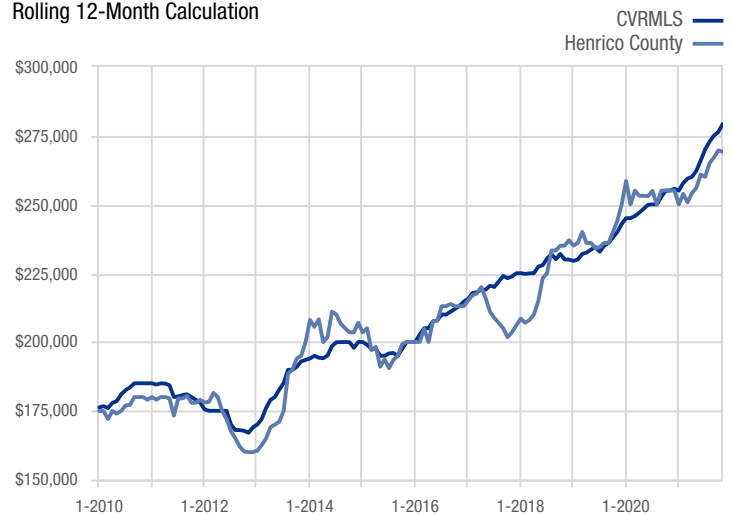
Median Sales Price - Single-Family

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.