

Local Market Update – December 2021

A Research Tool Provided by Central Virginia Regional MLS.



Entire MLS

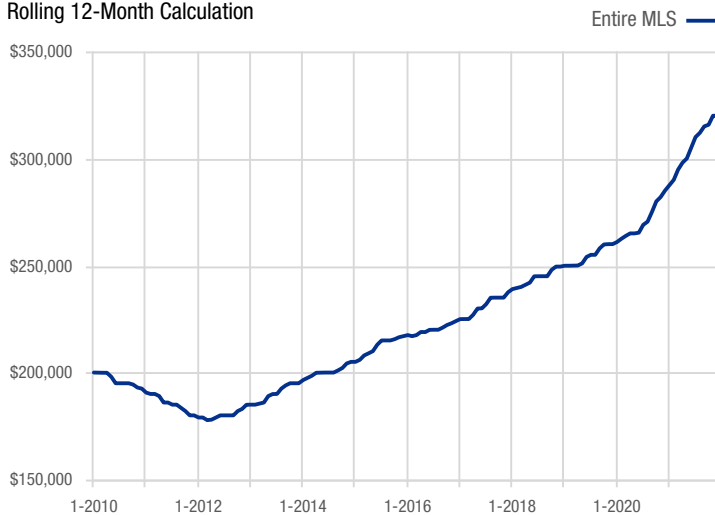
| Single Family | December | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2020 | 2021 | % Change | Thru 12-2020 | Thru 12-2021 | % Change |
| Key Metrics | | | | | | |
| New Listings | 1,313 | 1,130 | - 13.9% | 24,738 | 24,302 | - 1.8% |
| Pending Sales | 1,292 | 1,251 | - 3.2% | 21,769 | 22,206 | + 2.0% |
| Closed Sales | 1,900 | 1,824 | - 4.0% | 20,776 | 22,285 | + 7.3% |
| Days on Market Until Sale | 23 | 20 | - 13.0% | 32 | 17 | - 46.9% |
| Median Sales Price* | \$299,000 | \$320,000 | + 7.0% | \$285,000 | \$320,000 | + 12.3% |
| Average Sales Price* | \$337,370 | \$372,235 | + 10.3% | \$325,164 | \$364,037 | + 12.0% |
| Percent of Original List Price Received* | 100.3% | 101.3% | + 1.0% | 99.3% | 102.4% | + 3.1% |
| Inventory of Homes for Sale | 1,956 | 1,171 | - 40.1% | — | — | — |
| Months Supply of Inventory | 1.1 | 0.6 | - 45.5% | — | — | — |

| Condo/Town | December | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2020 | 2021 | % Change | Thru 12-2020 | Thru 12-2021 | % Change |
| Key Metrics | | | | | | |
| New Listings | 237 | 166 | - 30.0% | 3,643 | 3,743 | + 2.7% |
| Pending Sales | 218 | 235 | + 7.8% | 3,166 | 3,488 | + 10.2% |
| Closed Sales | 344 | 329 | - 4.4% | 3,000 | 3,336 | + 11.2% |
| Days on Market Until Sale | 35 | 26 | - 25.7% | 34 | 23 | - 32.4% |
| Median Sales Price* | \$275,000 | \$295,000 | + 7.3% | \$255,709 | \$280,380 | + 9.6% |
| Average Sales Price* | \$293,398 | \$303,740 | + 3.5% | \$276,948 | \$299,768 | + 8.2% |
| Percent of Original List Price Received* | 101.7% | 101.0% | - 0.7% | 99.8% | 101.8% | + 2.0% |
| Inventory of Homes for Sale | 319 | 224 | - 29.8% | — | — | — |
| Months Supply of Inventory | 1.2 | 0.8 | - 33.3% | — | — | — |

* 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.

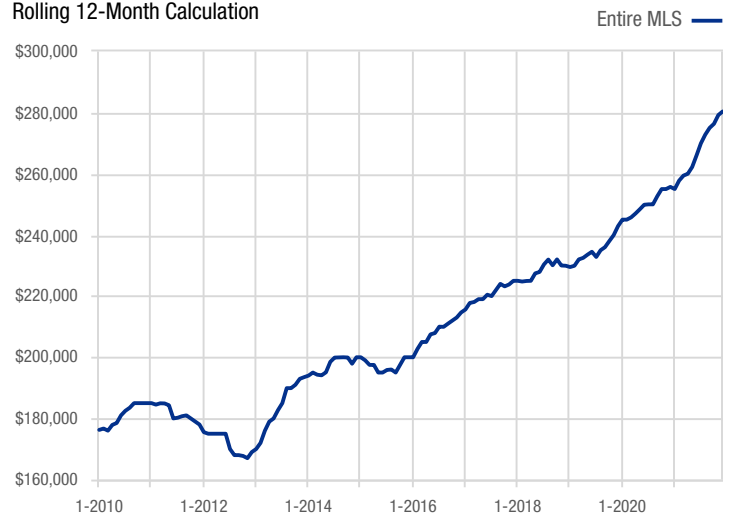
Median Sales Price - Single-Family

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.