

Local Market Update – February 2021

A Research Tool Provided by Central Virginia Regional MLS.



Cumberland County

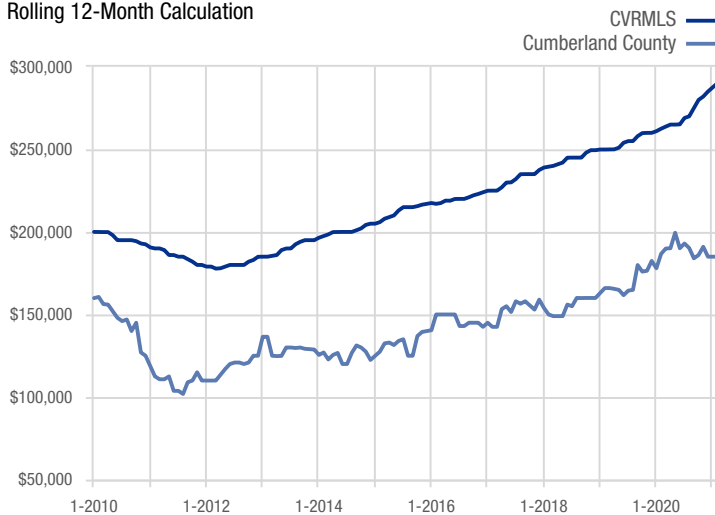
| Single Family | February | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|----------|
| | 2020 | 2021 | % Change | Thru 2-2020 | Thru 2-2021 | % Change |
| Key Metrics | | | | | | |
| New Listings | 21 | 4 | - 81.0% | 36 | 14 | - 61.1% |
| Pending Sales | 8 | 7 | - 12.5% | 11 | 13 | + 18.2% |
| Closed Sales | 3 | 5 | + 66.7% | 8 | 12 | + 50.0% |
| Days on Market Until Sale | 96 | 22 | - 77.1% | 59 | 17 | - 71.2% |
| Median Sales Price* | \$315,000 | \$197,000 | - 37.5% | \$199,700 | \$166,000 | - 16.9% |
| Average Sales Price* | \$257,500 | \$206,560 | - 19.8% | \$209,788 | \$170,395 | - 18.8% |
| Percent of Original List Price Received* | 89.2% | 97.6% | + 9.4% | 94.8% | 97.0% | + 2.3% |
| Inventory of Homes for Sale | 38 | 8 | - 78.9% | — | — | — |
| Months Supply of Inventory | 5.7 | 0.9 | - 84.2% | — | — | — |

| Condo/Town | February | | | Year to Date | | |
|--|----------|------|----------|--------------|-------------|----------|
| | 2020 | 2021 | % Change | Thru 2-2020 | Thru 2-2021 | % Change |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | 0.0% | 0 | 0 | 0.0% |
| Pending Sales | 0 | 0 | 0.0% | 0 | 0 | 0.0% |
| Closed Sales | 0 | 0 | 0.0% | 0 | 0 | 0.0% |
| Days on Market Until Sale | — | — | — | — | — | — |
| Median Sales Price* | — | — | — | — | — | — |
| Average Sales Price* | — | — | — | — | — | — |
| Percent of Original List Price Received* | — | — | — | — | — | — |
| Inventory of Homes for Sale | 0 | 0 | 0.0% | — | — | — |
| Months Supply of Inventory | — | — | — | — | — | — |

* 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.

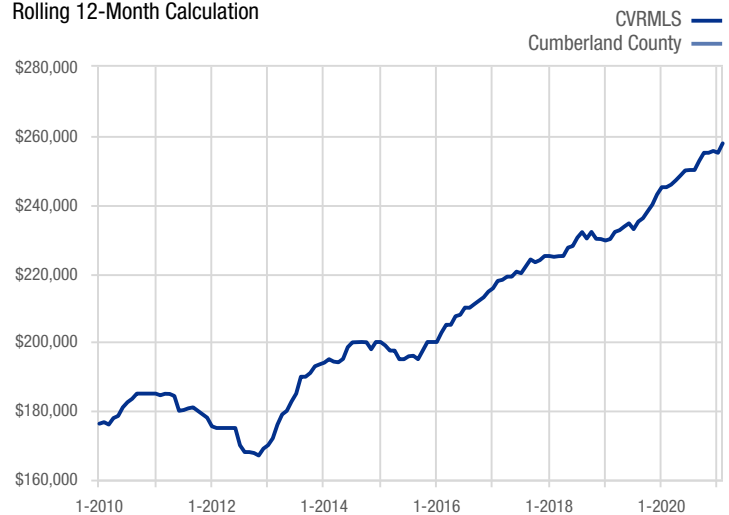
Median Sales Price - Single-Family

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.