

Local Market Update – March 2021

A Research Tool Provided by Central Virginia Regional MLS.



Ashland (unincorporated town)

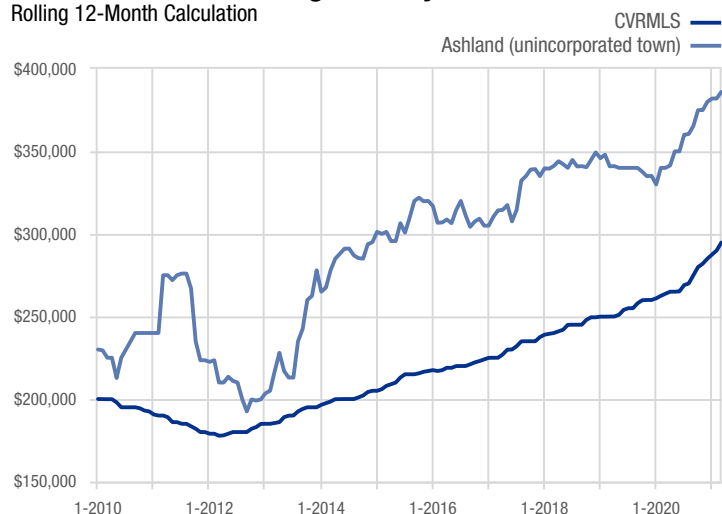
Single Family	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	35	46	+ 31.4%	107	95	- 11.2%
Pending Sales	23	36	+ 56.5%	58	68	+ 17.2%
Closed Sales	17	13	- 23.5%	36	38	+ 5.6%
Days on Market Until Sale	43	5	- 88.4%	46	16	- 65.2%
Median Sales Price*	\$350,000	\$380,000	+ 8.6%	\$345,000	\$380,000	+ 10.1%
Average Sales Price*	\$338,079	\$371,767	+ 10.0%	\$347,509	\$397,476	+ 14.4%
Percent of Original List Price Received*	98.4%	101.9%	+ 3.6%	98.6%	101.3%	+ 2.7%
Inventory of Homes for Sale	77	85	+ 10.4%	—	—	—
Months Supply of Inventory	4.5	3.3	- 26.7%	—	—	—

Condo/Town	March			Year to Date		
Key Metrics	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
New Listings	0	6	—	4	19	+ 375.0%
Pending Sales	2	6	+ 200.0%	4	17	+ 325.0%
Closed Sales	1	2	+ 100.0%	4	10	+ 150.0%
Days on Market Until Sale	12	0	- 100.0%	60	27	- 55.0%
Median Sales Price*	\$220,000	\$247,975	+ 12.7%	\$252,500	\$277,433	+ 9.9%
Average Sales Price*	\$220,000	\$247,975	+ 12.7%	\$251,000	\$267,840	+ 6.7%
Percent of Original List Price Received*	100.0%	98.4%	- 1.6%	96.6%	99.8%	+ 3.3%
Inventory of Homes for Sale	1	14	+ 1,300.0%	—	—	—
Months Supply of Inventory	0.4	3.1	+ 675.0%	—	—	—

* 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.

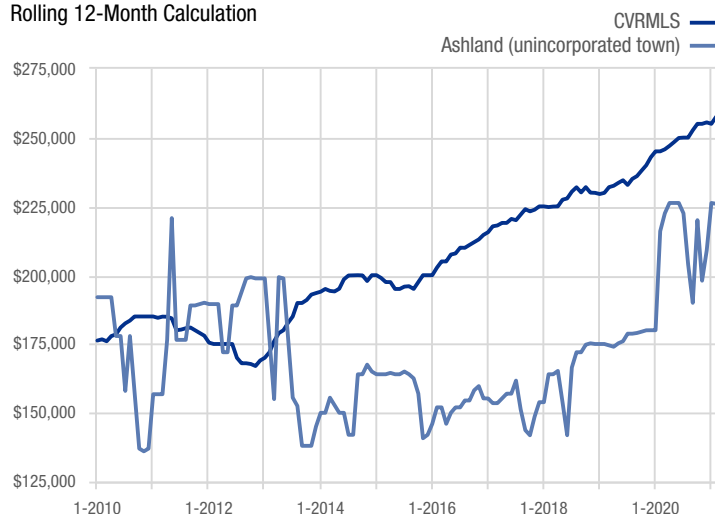
Median Sales Price - Single-Family

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.