

Local Market Update – January 2022

A Research Tool Provided by Central Virginia Regional MLS.



Entire MLS

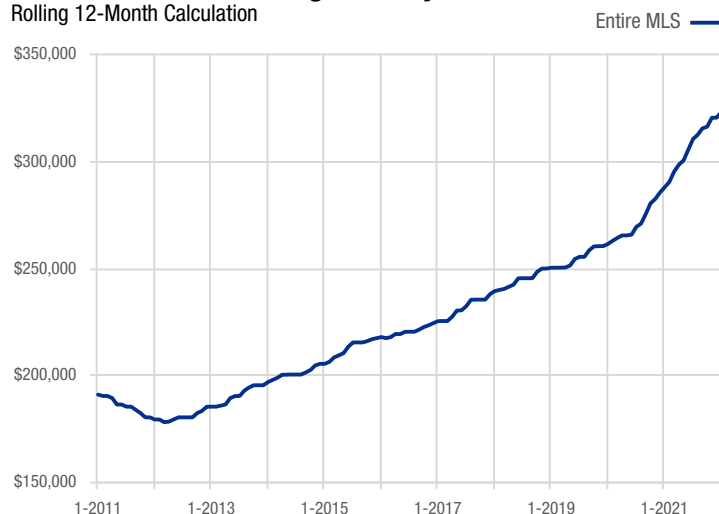
Single Family	January			Year to Date		
Key Metrics	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	1,691	1,371	- 18.9%	1,691	1,371	- 18.9%
Pending Sales	1,610	1,389	- 13.7%	1,610	1,389	- 13.7%
Closed Sales	1,349	1,242	- 7.9%	1,349	1,242	- 7.9%
Days on Market Until Sale	24	21	- 12.5%	24	21	- 12.5%
Median Sales Price*	\$290,000	\$319,000	+ 10.0%	\$290,000	\$319,000	+ 10.0%
Average Sales Price*	\$329,367	\$368,157	+ 11.8%	\$329,367	\$368,157	+ 11.8%
Percent of Original List Price Received*	100.1%	101.3%	+ 1.2%	100.1%	101.3%	+ 1.2%
Inventory of Homes for Sale	1,793	1,108	- 38.2%	—	—	—
Months Supply of Inventory	1.0	0.6	- 40.0%	—	—	—

Condo/Town	January			Year to Date		
Key Metrics	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	302	204	- 32.5%	302	204	- 32.5%
Pending Sales	254	244	- 3.9%	254	244	- 3.9%
Closed Sales	185	199	+ 7.6%	185	199	+ 7.6%
Days on Market Until Sale	28	38	+ 35.7%	28	38	+ 35.7%
Median Sales Price*	\$250,585	\$301,000	+ 20.1%	\$250,585	\$301,000	+ 20.1%
Average Sales Price*	\$266,301	\$327,032	+ 22.8%	\$266,301	\$327,032	+ 22.8%
Percent of Original List Price Received*	99.5%	101.0%	+ 1.5%	99.5%	101.0%	+ 1.5%
Inventory of Homes for Sale	344	188	- 45.3%	—	—	—
Months Supply of Inventory	1.3	0.7	- 46.2%	—	—	—

* 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.

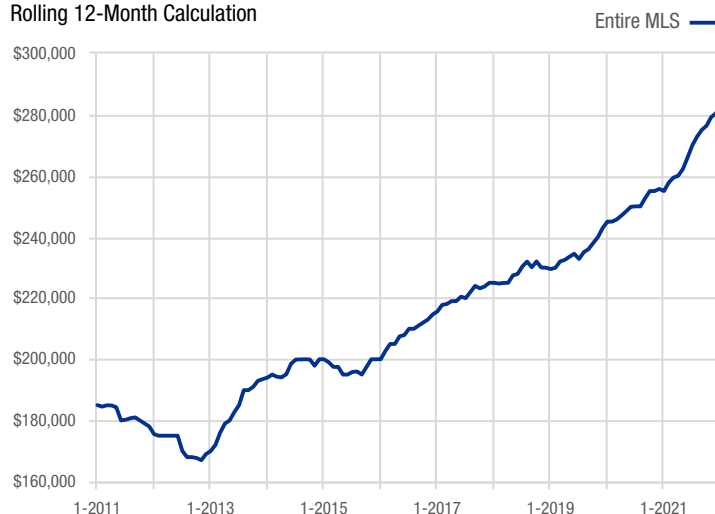
Median Sales Price - Single-Family

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.