

# Local Market Update – September 2022

A Research Tool Provided by Central Virginia Regional MLS.



## Entire MLS

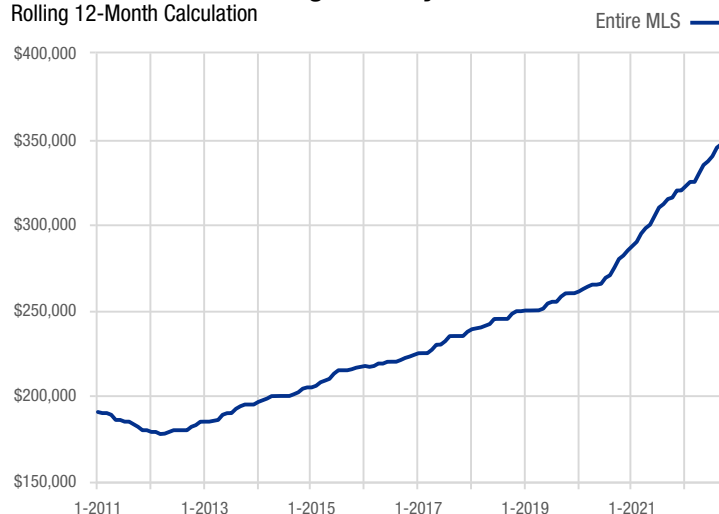
Single Family	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	2,054	1,762	- 14.2%	19,704	17,637	- 10.5%
Pending Sales	1,784	1,451	- 18.7%	17,350	14,886	- 14.2%
Closed Sales	1,937	1,570	- 18.9%	16,790	14,918	- 11.1%
Days on Market Until Sale	14	18	+ 28.6%	17	16	- 5.9%
Median Sales Price*	\$325,000	\$350,000	+ 7.7%	\$320,000	\$354,950	+ 10.9%
Average Sales Price*	\$362,916	\$391,248	+ 7.8%	\$362,064	\$406,147	+ 12.2%
Percent of Original List Price Received*	101.6%	99.8%	- 1.8%	102.7%	103.5%	+ 0.8%
Inventory of Homes for Sale	2,215	2,146	- 3.1%	—	—	—
Months Supply of Inventory	1.2	1.3	+ 8.3%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2021	2022	% Change	Thru 9-2021	Thru 9-2022	% Change
New Listings	345	261	- 24.3%	2,979	2,563	- 14.0%
Pending Sales	295	230	- 22.0%	2,629	2,286	- 13.0%
Closed Sales	275	278	+ 1.1%	2,439	2,275	- 6.7%
Days on Market Until Sale	17	27	+ 58.8%	23	24	+ 4.3%
Median Sales Price*	\$300,500	\$336,500	+ 12.0%	\$276,000	\$323,000	+ 17.0%
Average Sales Price*	\$312,018	\$357,185	+ 14.5%	\$298,066	\$339,998	+ 14.1%
Percent of Original List Price Received*	101.3%	101.6%	+ 0.3%	102.1%	103.3%	+ 1.2%
Inventory of Homes for Sale	379	324	- 14.5%	—	—	—
Months Supply of Inventory	1.4	1.3	- 7.1%	—	—	—

\* 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.

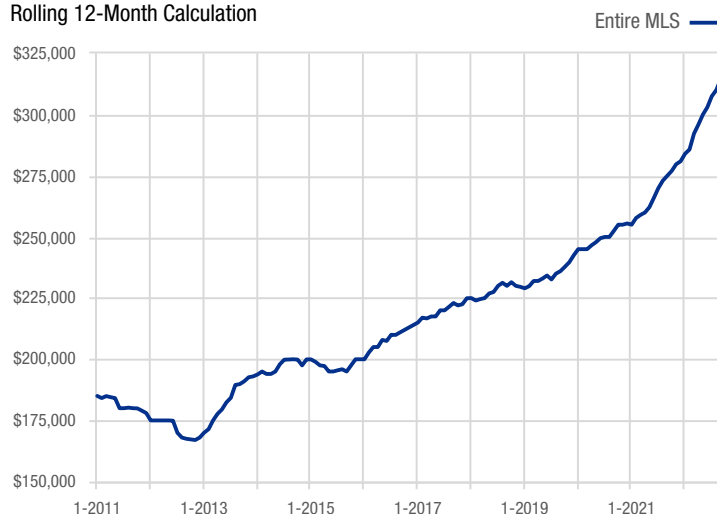
### Median Sales Price - Single-Family

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.