

# Local Market Update – March 2023

A Research Tool Provided by Central Virginia Regional MLS.



## Ashland (unincorporated town)

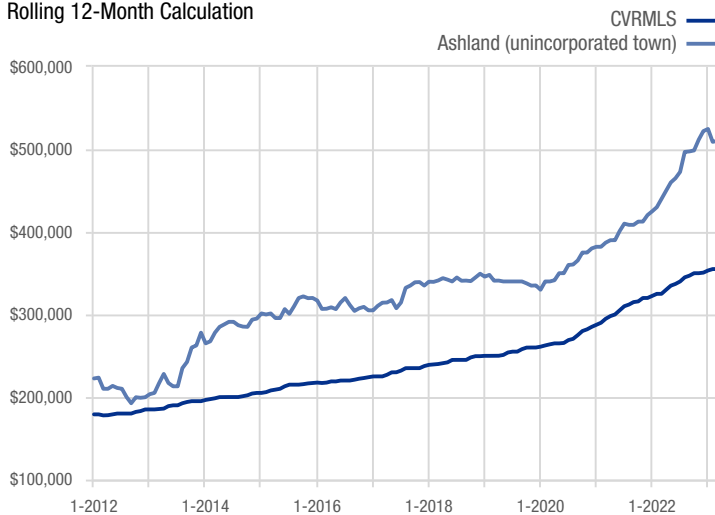
Single Family	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	18	29	+ 61.1%	73	70	- 4.1%
Pending Sales	17	12	- 29.4%	61	46	- 24.6%
Closed Sales	23	18	- 21.7%	59	44	- 25.4%
Days on Market Until Sale	43	26	- 39.5%	23	37	+ 60.9%
Median Sales Price*	\$509,087	\$512,000	+ 0.6%	\$530,887	\$462,165	- 12.9%
Average Sales Price*	\$558,721	\$581,750	+ 4.1%	\$537,917	\$539,883	+ 0.4%
Percent of Original List Price Received*	103.4%	102.9%	- 0.5%	104.4%	99.8%	- 4.4%
Inventory of Homes for Sale	44	75	+ 70.5%	—	—	—
Months Supply of Inventory	2.0	4.9	+ 145.0%	—	—	—

Condo/Town	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	2	3	+ 50.0%	12	7	- 41.7%
Pending Sales	3	3	0.0%	17	9	- 47.1%
Closed Sales	12	3	- 75.0%	24	7	- 70.8%
Days on Market Until Sale	86	34	- 60.5%	87	47	- 46.0%
Median Sales Price*	\$300,950	\$235,000	- 21.9%	\$277,975	\$234,900	- 15.5%
Average Sales Price*	\$299,251	\$273,333	- 8.7%	\$293,171	\$260,971	- 11.0%
Percent of Original List Price Received*	101.5%	95.9%	- 5.5%	102.9%	96.4%	- 6.3%
Inventory of Homes for Sale	5	4	- 20.0%	—	—	—
Months Supply of Inventory	0.9	1.7	+ 88.9%	—	—	—

\* 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.

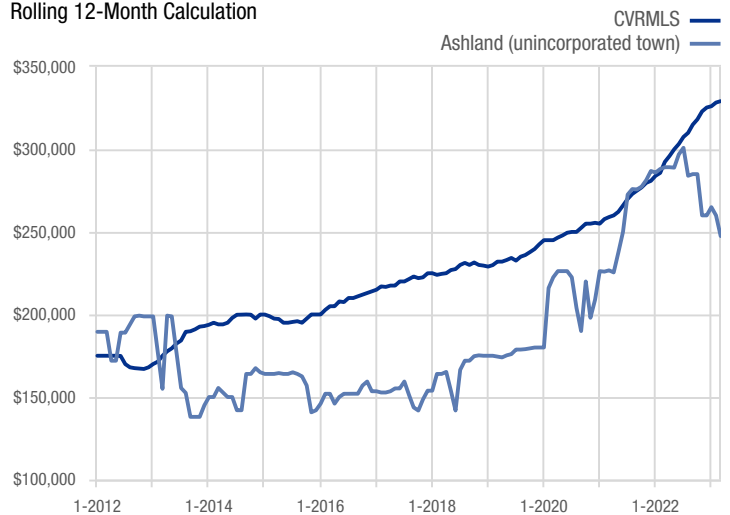
### Median Sales Price - Single-Family

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.