

Local Market Update – September 2023

A Research Tool Provided by Central Virginia Regional MLS.



Ashland (unincorporated town)

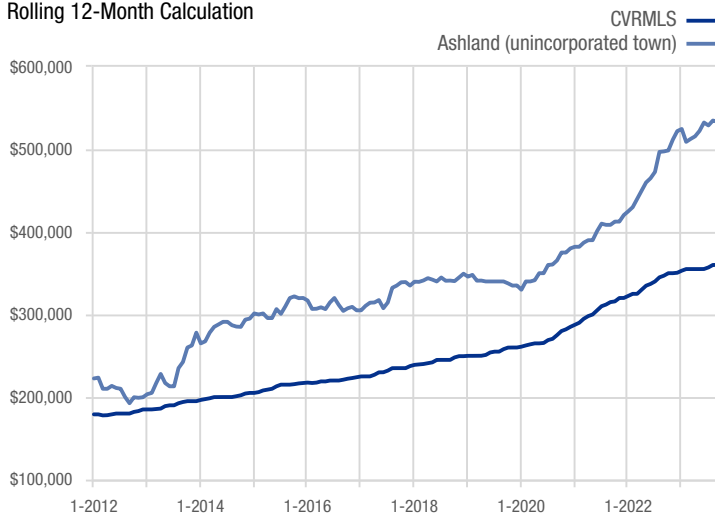
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	22	24	+ 9.1%	204	191	- 6.4%
Pending Sales	17	20	+ 17.6%	157	147	- 6.4%
Closed Sales	17	12	- 29.4%	167	144	- 13.8%
Days on Market Until Sale	39	40	+ 2.6%	38	38	0.0%
Median Sales Price*	\$525,954	\$449,950	- 14.5%	\$522,100	\$533,500	+ 2.2%
Average Sales Price*	\$569,073	\$522,938	- 8.1%	\$553,702	\$578,001	+ 4.4%
Percent of Original List Price Received*	99.2%	101.6%	+ 2.4%	104.5%	100.2%	- 4.1%
Inventory of Homes for Sale	64	63	- 1.6%	—	—	—
Months Supply of Inventory	3.4	4.0	+ 17.6%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	3	6	+ 100.0%	27	28	+ 3.7%
Pending Sales	5	3	- 40.0%	31	27	- 12.9%
Closed Sales	2	5	+ 150.0%	39	25	- 35.9%
Days on Market Until Sale	4	6	+ 50.0%	80	59	- 26.3%
Median Sales Price*	\$222,500	\$339,000	+ 52.4%	\$260,000	\$253,200	- 2.6%
Average Sales Price*	\$222,500	\$313,800	+ 41.0%	\$291,467	\$285,396	- 2.1%
Percent of Original List Price Received*	102.6%	99.9%	- 2.6%	103.3%	99.6%	- 3.6%
Inventory of Homes for Sale	6	4	- 33.3%	—	—	—
Months Supply of Inventory	1.4	1.5	+ 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.

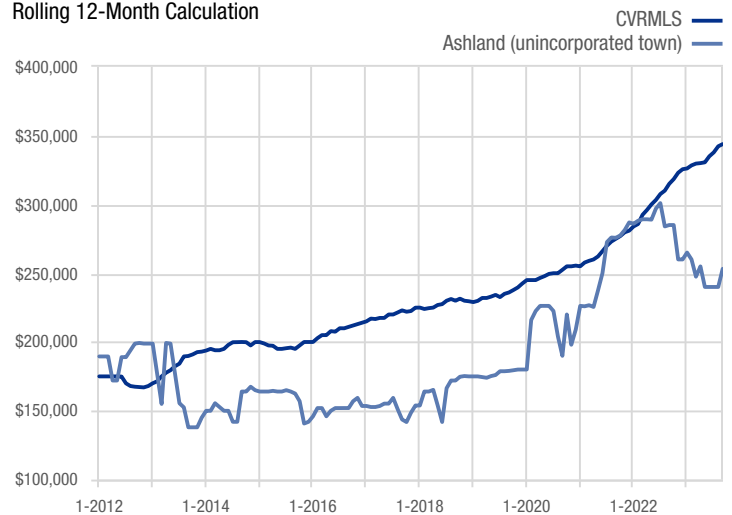
Median Sales Price - Single-Family

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.