

Local Market Update – November 2023

A Research Tool Provided by Central Virginia Regional MLS.



Ashland (unincorporated town)

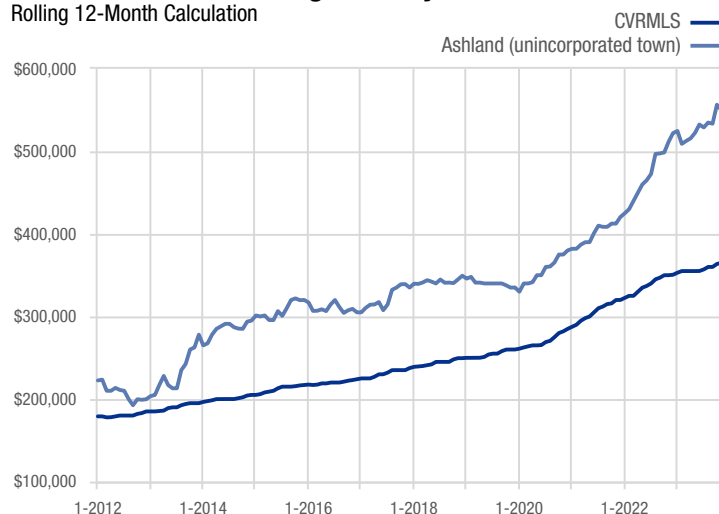
Single Family	November			Year to Date		
Key Metrics	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	20	8	- 60.0%	246	213	- 13.4%
Pending Sales	15	8	- 46.7%	184	164	- 10.9%
Closed Sales	21	15	- 28.6%	207	171	- 17.4%
Days on Market Until Sale	47	47	0.0%	36	41	+ 13.9%
Median Sales Price*	\$605,000	\$500,000	- 17.4%	\$519,500	\$550,000	+ 5.9%
Average Sales Price*	\$574,388	\$629,788	+ 9.6%	\$545,048	\$590,044	+ 8.3%
Percent of Original List Price Received*	98.9%	103.0%	+ 4.1%	103.9%	100.4%	- 3.4%
Inventory of Homes for Sale	67	50	- 25.4%	—	—	—
Months Supply of Inventory	4.0	3.4	- 15.0%	—	—	—

Condo/Town	November			Year to Date		
Key Metrics	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	4	2	- 50.0%	35	31	- 11.4%
Pending Sales	3	2	- 33.3%	36	30	- 16.7%
Closed Sales	2	1	- 50.0%	45	29	- 35.6%
Days on Market Until Sale	3	51	+ 1,600.0%	71	68	- 4.2%
Median Sales Price*	\$239,000	\$244,950	+ 2.5%	\$260,000	\$260,000	0.0%
Average Sales Price*	\$239,000	\$244,950	+ 2.5%	\$288,172	\$295,081	+ 2.4%
Percent of Original List Price Received*	101.9%	98.0%	- 3.8%	103.1%	99.3%	- 3.7%
Inventory of Homes for Sale	9	3	- 66.7%	—	—	—
Months Supply of Inventory	2.9	1.2	- 58.6%	—	—	—

* 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.

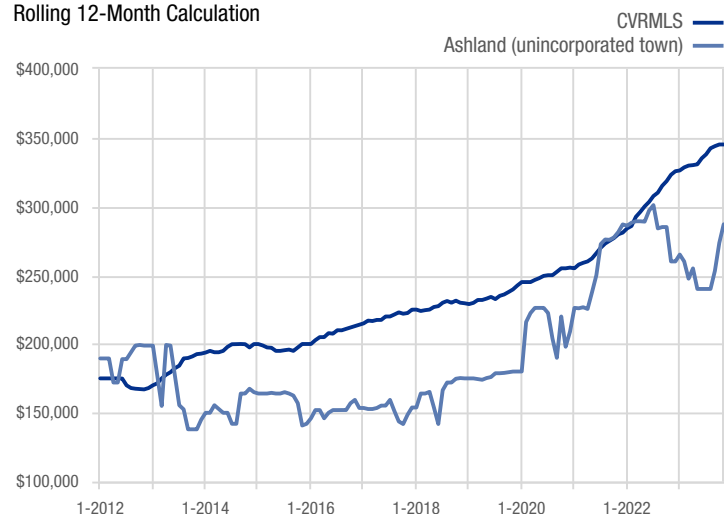
Median Sales Price - Single-Family

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.