

# Local Market Update – January 2025

A Research Tool Provided by Central Virginia Regional MLS.



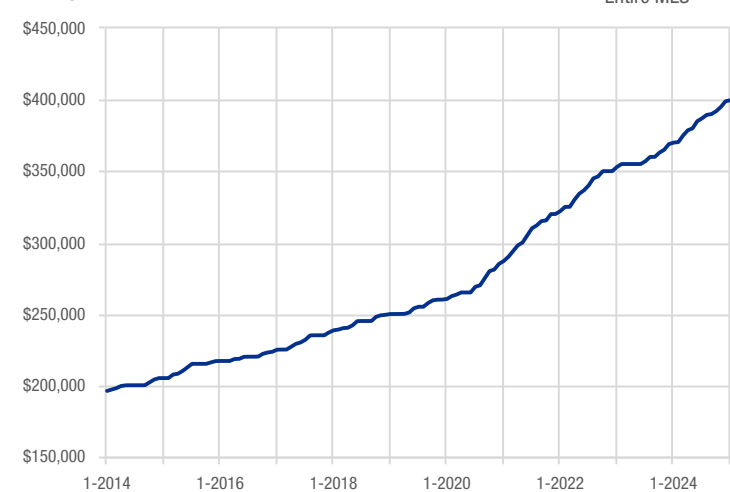
## Entire MLS

Single Family	January			Year to Date		
Key Metrics	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
New Listings	1,327	1,425	+ 7.4%	1,327	1,425	+ 7.4%
Pending Sales	1,143	1,057	- 7.5%	1,143	1,057	- 7.5%
Closed Sales	819	878	+ 7.2%	819	878	+ 7.2%
Days on Market Until Sale	30	36	+ 20.0%	30	36	+ 20.0%
Median Sales Price*	\$363,000	\$382,200	+ 5.3%	\$363,000	\$382,200	+ 5.3%
Average Sales Price*	\$414,844	\$443,837	+ 7.0%	\$414,844	\$443,837	+ 7.0%
Percent of Original List Price Received*	98.5%	98.7%	+ 0.2%	98.5%	98.7%	+ 0.2%
Inventory of Homes for Sale	2,066	2,155	+ 4.3%	—	—	—
Months Supply of Inventory	1.6	1.7	+ 6.3%	—	—	—

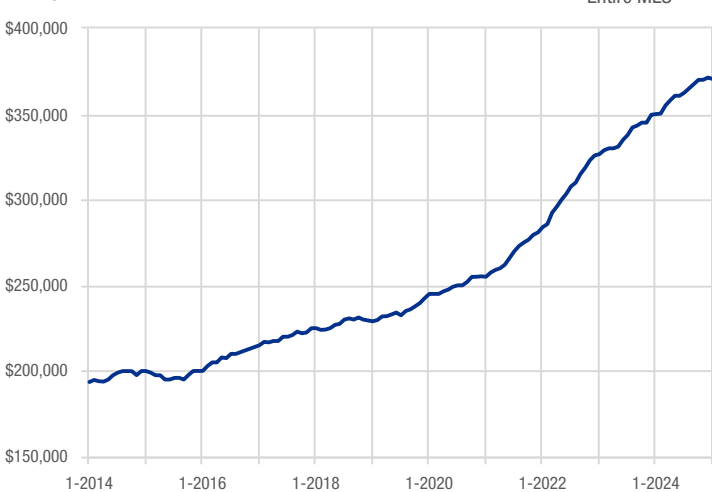
Condo/Town	January			Year to Date		
Key Metrics	2024	2025	% Change	Thru 1-2024	Thru 1-2025	% Change
New Listings	315	293	- 7.0%	315	293	- 7.0%
Pending Sales	237	214	- 9.7%	237	214	- 9.7%
Closed Sales	156	150	- 3.8%	156	150	- 3.8%
Days on Market Until Sale	29	41	+ 41.4%	29	41	+ 41.4%
Median Sales Price*	\$349,990	\$345,000	- 1.4%	\$349,990	\$345,000	- 1.4%
Average Sales Price*	\$368,139	\$372,376	+ 1.2%	\$368,139	\$372,376	+ 1.2%
Percent of Original List Price Received*	99.8%	97.3%	- 2.5%	99.8%	97.3%	- 2.5%
Inventory of Homes for Sale	462	568	+ 22.9%	—	—	—
Months Supply of Inventory	1.9	2.4	+ 26.3%	—	—	—

\* 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.