

Local Market Update – September 2025

A Research Tool Provided by Central Virginia Regional MLS.



MLS Area 20

20-Richmond

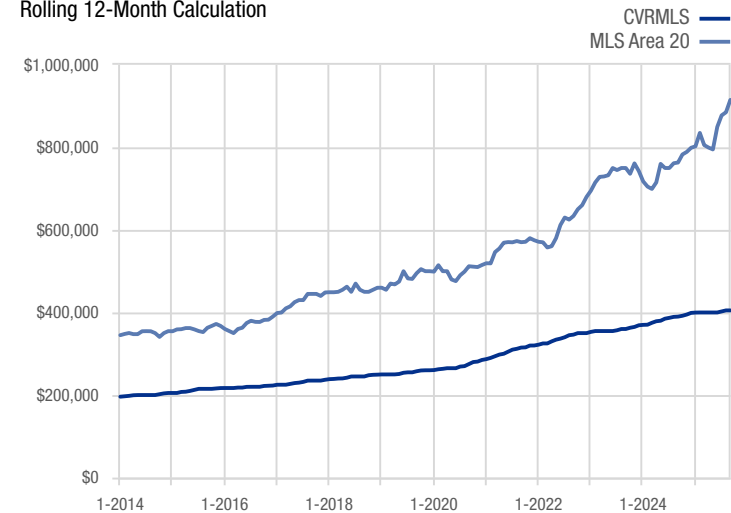
Single Family	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	30	34	+ 13.3%	218	245	+ 12.4%
Pending Sales	26	29	+ 11.5%	195	206	+ 5.6%
Closed Sales	15	15	0.0%	173	190	+ 9.8%
Days on Market Until Sale	29	26	- 10.3%	14	15	+ 7.1%
Median Sales Price*	\$625,000	\$762,000	+ 21.9%	\$750,000	\$877,500	+ 17.0%
Average Sales Price*	\$737,577	\$1,003,397	+ 36.0%	\$1,030,881	\$1,087,748	+ 5.5%
Percent of Original List Price Received*	104.1%	103.0%	- 1.1%	105.9%	104.8%	- 1.0%
Inventory of Homes for Sale	21	30	+ 42.9%	—	—	—
Months Supply of Inventory	1.0	1.4	+ 40.0%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2024	2025	% Change	Thru 9-2024	Thru 9-2025	% Change
New Listings	7	4	- 42.9%	47	38	- 19.1%
Pending Sales	4	4	0.0%	28	26	- 7.1%
Closed Sales	5	5	0.0%	24	26	+ 8.3%
Days on Market Until Sale	34	7	- 79.4%	19	27	+ 42.1%
Median Sales Price*	\$389,000	\$316,000	- 18.8%	\$406,000	\$555,000	+ 36.7%
Average Sales Price*	\$544,200	\$320,500	- 41.1%	\$627,706	\$601,689	- 4.1%
Percent of Original List Price Received*	103.4%	100.3%	- 3.0%	102.0%	99.1%	- 2.8%
Inventory of Homes for Sale	11	9	- 18.2%	—	—	—
Months Supply of Inventory	3.1	3.0	- 3.2%	—	—	—

* 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.

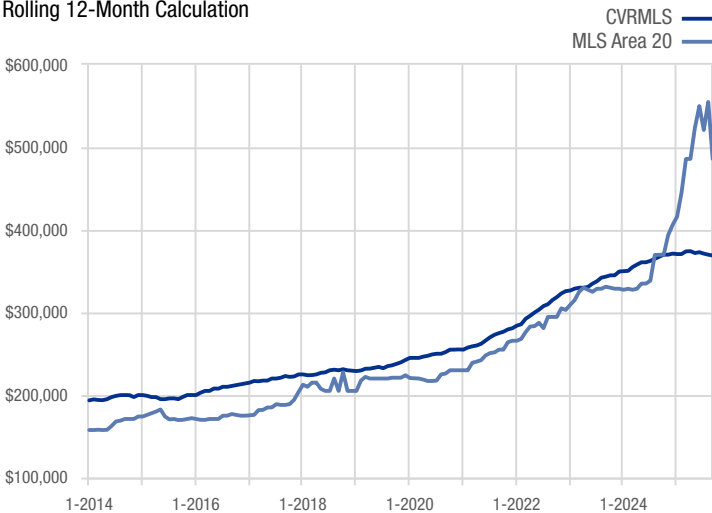
Median Sales Price - Single-Family

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.