

# Local Market Update – December 2025

A Research Tool Provided by Central Virginia Regional MLS.



## Entire MLS

### Single Family

| Key Metrics                              | December  |                  |          | Year to Date |                  |          |
|--|-----------|------------------|----------|--------------|------------------|----------|
|  | 2024      | 2025             | % Change | Thru 12-2024 | Thru 12-2025     | % Change |
| New Listings                             | 960       | <b>819</b>       | - 14.7%  | 19,640       | <b>20,549</b>    | + 4.6%   |
| Pending Sales                            | 883       | <b>896</b>       | + 1.5%   | 15,531       | <b>15,756</b>    | + 1.4%   |
| Closed Sales                             | 1,287     | <b>1,311</b>     | + 1.9%   | 15,517       | <b>15,590</b>    | + 0.5%   |
| Days on Market Until Sale                | 35        | <b>37</b>        | + 5.7%   | 28           | <b>30</b>        | + 7.1%   |
| Median Sales Price*                      | \$406,465 | <b>\$400,000</b> | - 1.6%   | \$399,000    | <b>\$406,000</b> | + 1.8%   |
| Average Sales Price*                     | \$483,026 | <b>\$469,350</b> | - 2.8%   | \$465,730    | <b>\$477,540</b> | + 2.5%   |
| Percent of Original List Price Received* | 98.6%     | <b>98.3%</b>     | - 0.3%   | 100.0%       | <b>99.2%</b>     | - 0.8%   |
| Inventory of Homes for Sale              | 2,328     | <b>2,195</b>     | - 5.7%   | —            | —                | —        |
| Months Supply of Inventory               | 1.8       | <b>1.7</b>       | - 5.6%   | —            | —                | —        |

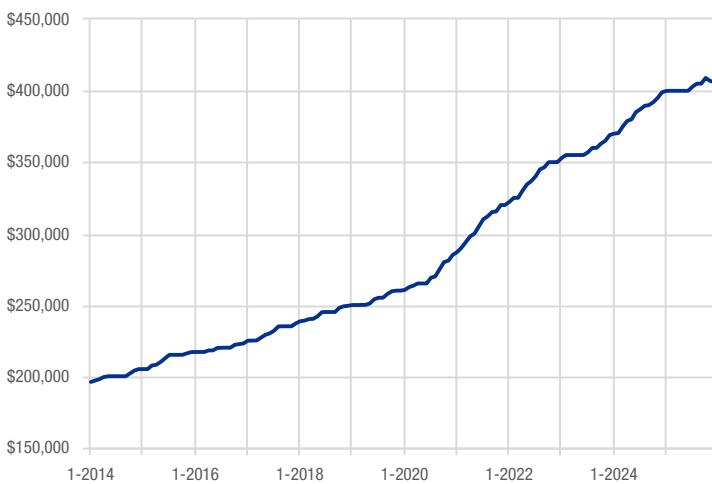
### Condo/Town

| Key Metrics                              | December  |                  |          | Year to Date |                  |          |
|--|-----------|------------------|----------|--------------|------------------|----------|
|  | 2024      | 2025             | % Change | Thru 12-2024 | Thru 12-2025     | % Change |
| New Listings                             | 232       | <b>220</b>       | - 5.2%   | 3,790        | <b>4,188</b>     | + 10.5%  |
| Pending Sales                            | 174       | <b>192</b>       | + 10.3%  | 2,879        | <b>2,924</b>     | + 1.6%   |
| Closed Sales                             | 275       | <b>255</b>       | - 7.3%   | 2,897        | <b>2,964</b>     | + 2.3%   |
| Days on Market Until Sale                | 38        | <b>44</b>        | + 15.8%  | 33           | <b>37</b>        | + 12.1%  |
| Median Sales Price*                      | \$376,085 | <b>\$359,950</b> | - 4.3%   | \$371,630    | <b>\$367,620</b> | - 1.1%   |
| Average Sales Price*                     | \$389,838 | <b>\$381,788</b> | - 2.1%   | \$391,487    | <b>\$393,370</b> | + 0.5%   |
| Percent of Original List Price Received* | 99.1%     | <b>97.7%</b>     | - 1.4%   | 99.9%        | <b>98.6%</b>     | - 1.3%   |
| Inventory of Homes for Sale              | 575       | <b>601</b>       | + 4.5%   | —            | —                | —        |
| Months Supply of Inventory               | 2.4       | <b>2.5</b>       | + 4.2%   | —            | —                | —        |

\* 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.

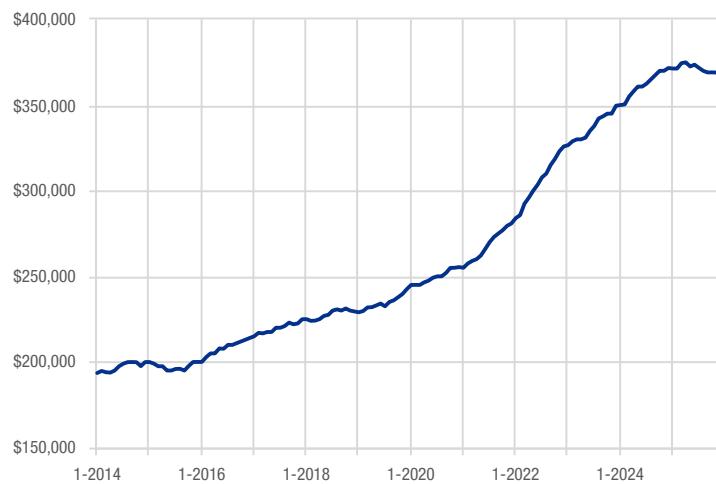
### Median Sales Price - Single-Family

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.