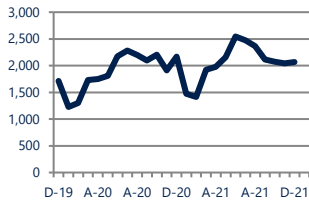


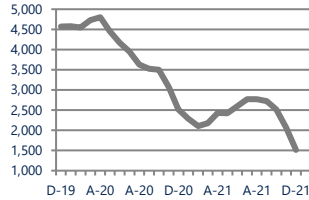


**Units Sold**  
2,067



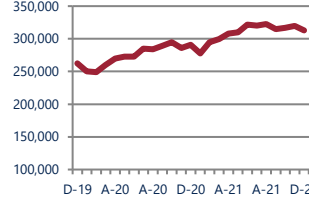
**Down -5%**  
Vs. Year Ago

**Active Inventory**  
1,515



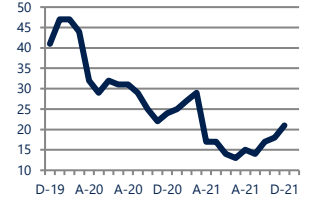
**Down -40%**  
Vs. Year Ago

**Median Sale Price**  
\$312,700



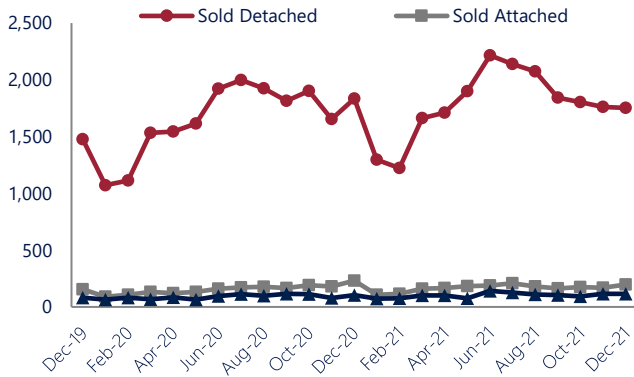
**Up 8%**  
Vs. Year Ago

**Days On Market**  
21



**Down -13%**  
Vs. Year Ago

**Units Sold\***



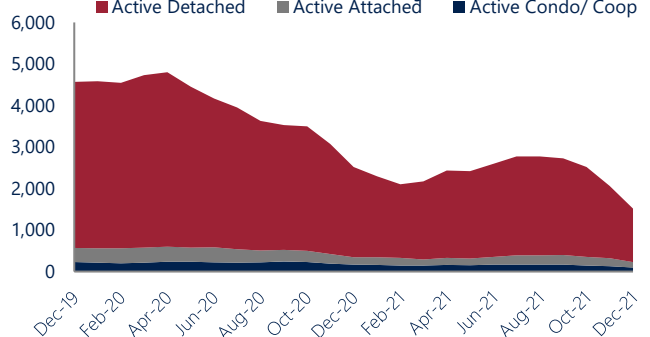
**Units Sold**

There was an increase in total units sold in December, with 2,067 sold this month in Central Virginia/Richmond versus 2,044 last month, an increase of 1%. This month's total units sold was lower than at this time last year, a decrease of 5% versus December 2020.

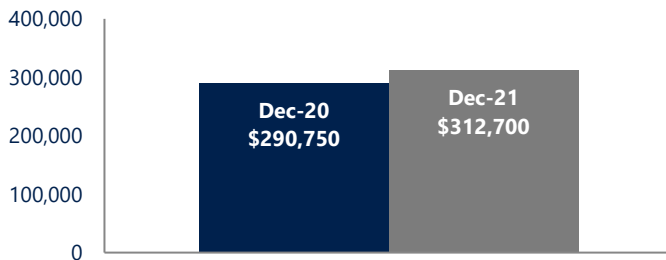
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 1,006 units or 40%. The total number of active inventory this December was 1,515 compared to 2,521 in December 2020. This month's total of 1,515 is lower than the previous month's total supply of available inventory of 2,063, a decrease of 27%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last December, the median sale price for Central Virginia/Richmond Homes was \$290,750. This December, the median sale price was \$312,700, an increase of 8% or \$21,950 compared to last year. The current median sold price is 2% lower than in November.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

\*Defined as the counties of Amelia, Buckingham, Caroline, Charlotte, Charles City, Chesterfield, Cumberland, Dinwiddie, Goochland, Hanover, Henrico, King & Queen, King William, Louisa, Lunenburg, New Kent, Nottoway, Powhatan, Prince Edward, Prince George, Sussex and the cities of Colonial Heights, Hopewell, Petersburg, and Richmond in VA

\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

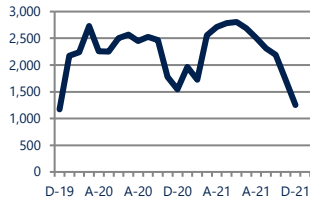
Information included in this report is based on data supplied by CVRMLS/SCAR/BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CVRMLS/SCAR/BRIGHTMLS or Long & Foster Real Estate, Inc.





**New Listings**

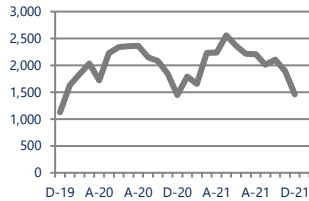
1,254



**Down -19%**  
Vs. Year Ago

**Current Contracts**

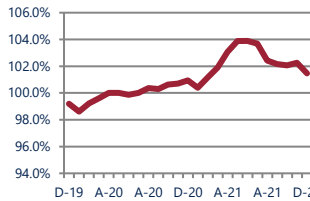
1,456



**Up 1%**  
Vs. Year Ago

**Sold Vs. List Price**

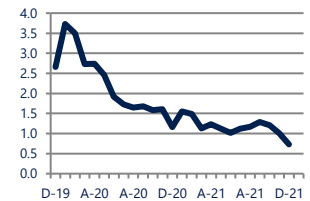
101.5%



**Up 0.5%**  
Vs. Year Ago

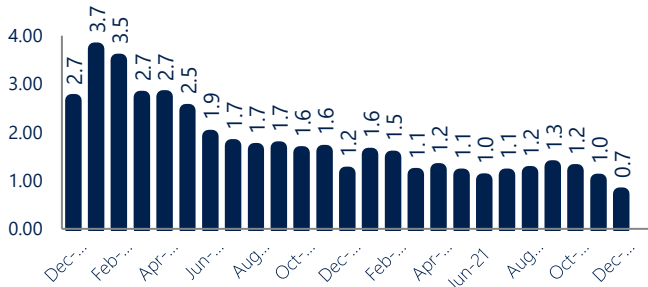
**Months of Supply**

0.7



**Down -37%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

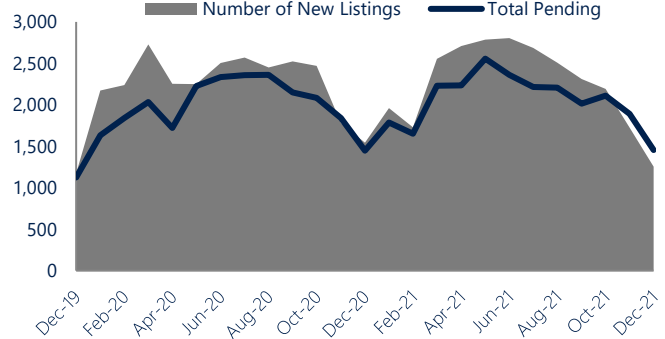
In December, there was 0.7 months of supply available in Central Virginia/Richmond, compared to 1.2 in December 2020. That is a decrease of 37% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

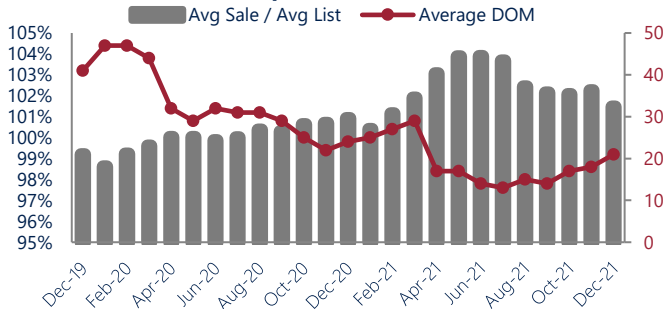
**New Listings & Current Contracts**

This month there were 1,254 homes newly listed for sale in Central Virginia/Richmond compared to 1,543 in December 2020, a decrease of 19%. There were 1,456 current contracts pending sale this December compared to 1,446 a year ago. The number of current contracts is 1% higher than last December.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In December, the average sale price in Central Virginia/Richmond was 101.5% of the average list price, which is 0.5% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 21, lower than the average last year, which was 24, a decrease of 13%.



\*Defined as the counties of Amelia, Buckingham, Caroline, Charlotte, Charles City, Chesterfield, Cumberland, Dinwiddie, Goochland, Hanover, Henrico, King & Queen, King William, Louisa, Lunenburg, New Kent, Nottoway, Powhatan, Prince Edward, Prince George, Sussex and the cities of Colonial Heights, Hopewell, Petersburg, and Richmond in VA  
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