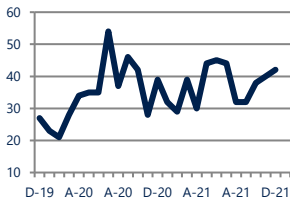




Units Sold

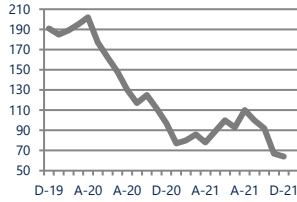
42



Up 8%
Vs. Year Ago

Active Inventory

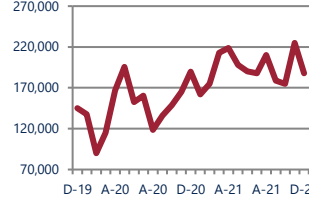
64



Down -34%
Vs. Year Ago

Median Sale Price

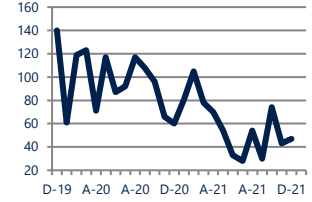
\$188,000



Down -1%
Vs. Year Ago

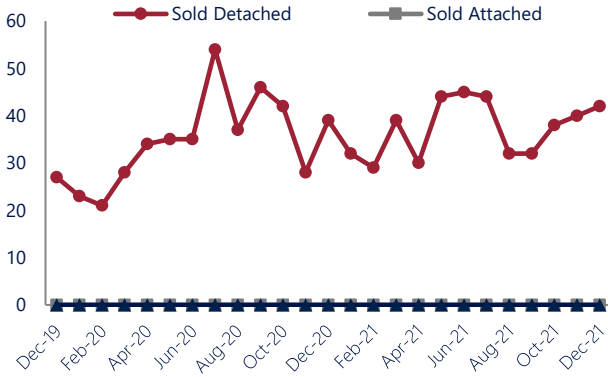
Days On Market

47



Down -22%
Vs. Year Ago

Units Sold*



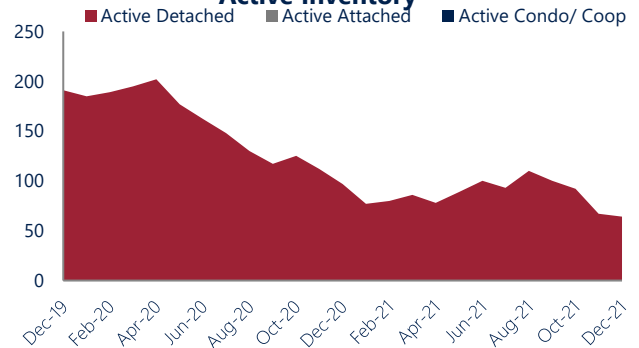
Units Sold

There was an increase in total units sold in December, with 42 sold this month in South Central Virginia versus 40 last month, an increase of 5%. This month's total units sold was higher than at this time last year, an increase of 8% versus December 2020.

Active Inventory

Versus last year, the total number of homes available this month is lower by 33 units or 34%. The total number of active inventory this December was 64 compared to 97 in December 2020. This month's total of 64 is lower than the previous month's total supply of available inventory of 67, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for South Central Virginia Homes was \$189,900. This December, the median sale price was \$188,000, a decrease of 1% or \$1,900 compared to last year. The current median sold price is 16% 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.

South Central Virginia are defined as properties listed in zip code/s .

*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.

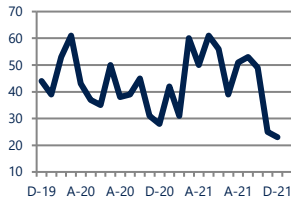
Information included in this report is based on data supplied by SCAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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





New Listings

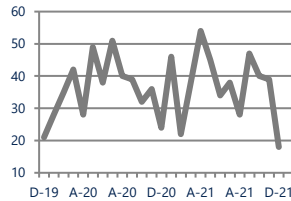
23



Down -18%
Vs. Year Ago

Current Contracts

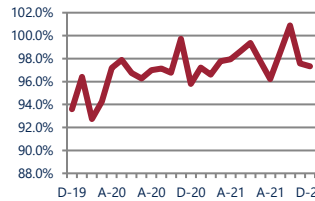
18



Down -25%
Vs. Year Ago

Sold Vs. List Price

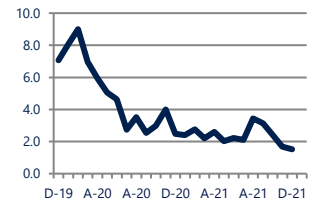
97.3%



Up 1.6%
Vs. Year Ago

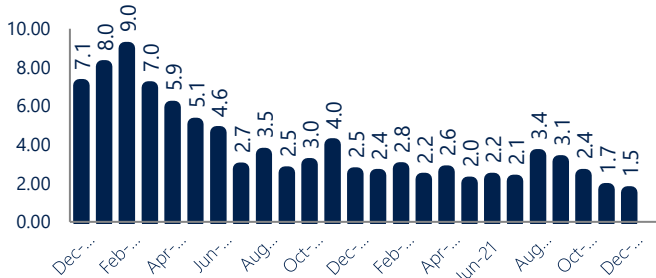
Months of Supply

1.5



Down -39%
Vs. Year Ago

Months Of Supply



Months of Supply

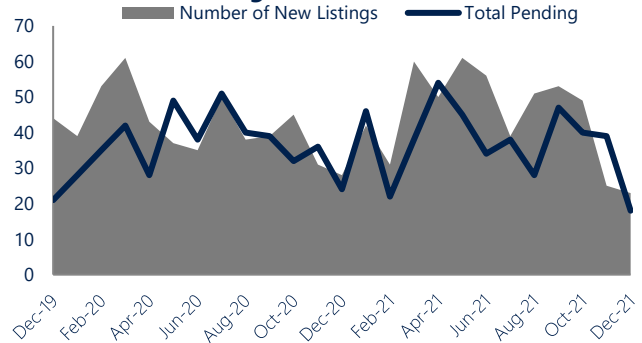
In December, there was 1.5 months of supply available in South Central Virginia, compared to 2.5 in December 2020. That is a decrease of 39% versus a year ago.

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.

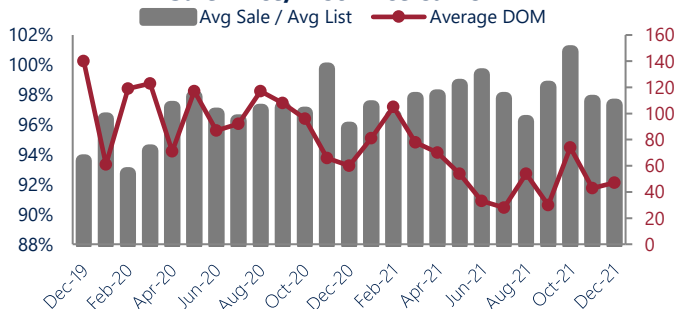
New Listings & Current Contracts

This month there were 23 homes newly listed for sale in South Central Virginia compared to 28 in December 2020, a decrease of 18%. There were 18 current contracts pending sale this December compared to 24 a year ago. The number of current contracts is 25% lower 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 South Central Virginia was 97.3% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 47, lower than the average last year, which was 60, a decrease of 22%.

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