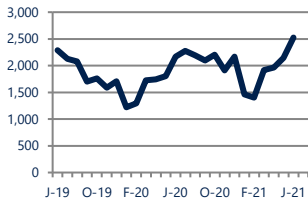


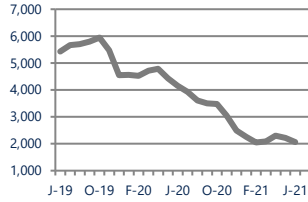


Units Sold
2,525



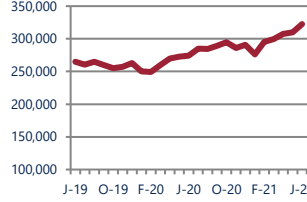
Up 16%
 Vs. Year Ago

Active Inventory
2,064



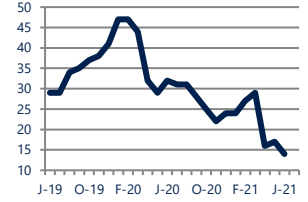
Down -50%
 Vs. Year Ago

Median Sale Price
\$322,500



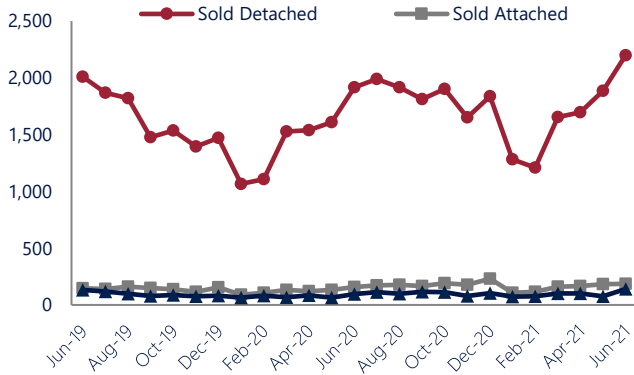
Up 18%
 Vs. Year Ago

Days On Market
14



Down -56%
 Vs. Year Ago

Units Sold*



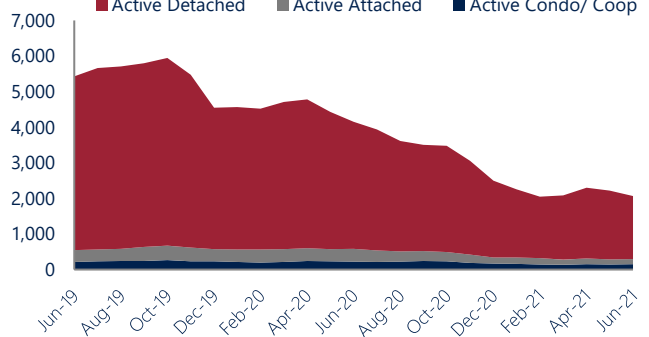
Units Sold

There was an increase in total units sold in June, with 2,525 sold this month in Central Virginia/Richmond versus 2,144 last month, an increase of 18%. This month's total units sold was higher than at this time last year, an increase of 16% versus June 2020.

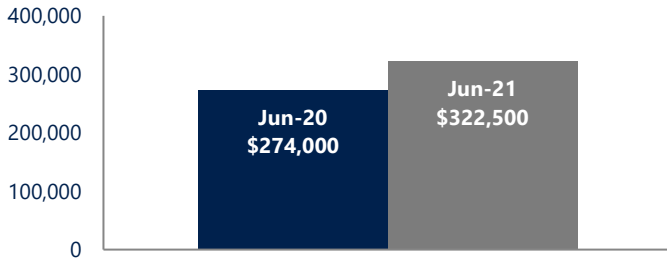
Active Inventory

Versus last year, the total number of homes available this month is lower by 2,089 units or 50%. The total number of active inventory this June was 2,064 compared to 4,153 in June 2020. This month's total of 2,064 is lower than the previous month's total supply of available inventory of 2,215, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Central Virginia/Richmond Homes was \$274,000. This June, the median sale price was \$322,500, an increase of 18% or \$48,500 compared to last year. The current median sold price is 4% higher than in May.

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.

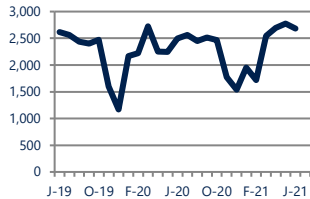
Information included in this report is based on data supplied by CVRMLS/SCAR/BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should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





New Listings

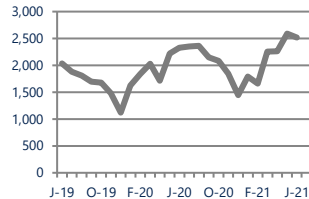
2,683



Up 7%
Vs. Year Ago

Current Contracts

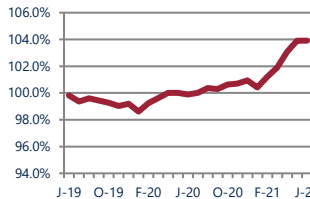
2,515



Up 8%
Vs. Year Ago

Sold Vs. List Price

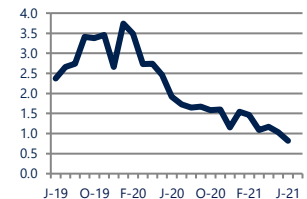
103.9%



Up 4%
Vs. Year Ago

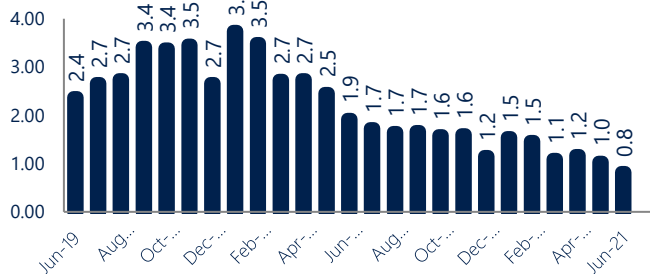
Months of Supply

0.8



Down -57%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

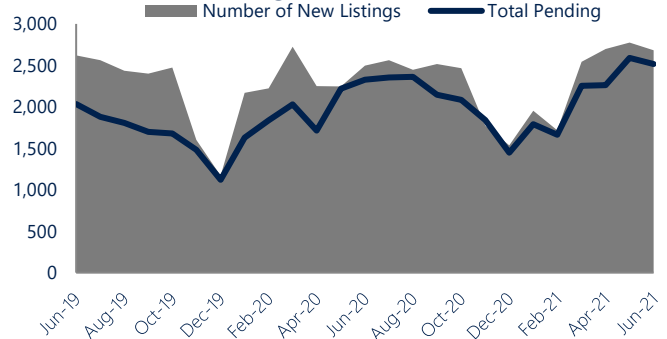
This month there were 2,683 homes newly listed for sale in Central Virginia/Richmond compared to 2,496 in June 2020, an increase of 7%. There were 2,515 current contracts pending sale this June compared to 2,327 a year ago. The number of current contracts is 8% higher than last June.

Months of Supply

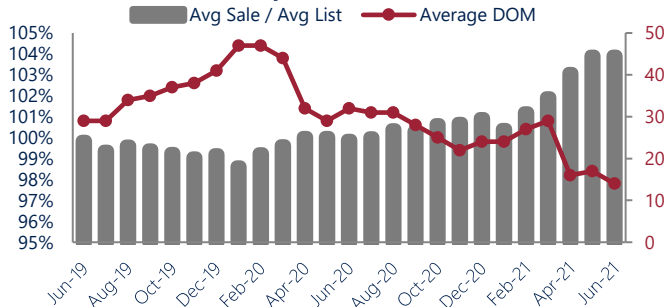
In June, there was 0.8 months of supply available in Central Virginia/Richmond, compared to 1.9 in June 2020. That is a decrease of 57% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Central Virginia/Richmond was 103.9% of the average list price, which is 4.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 14, lower than the average last year, which was 32, a decrease of 56%.



*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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