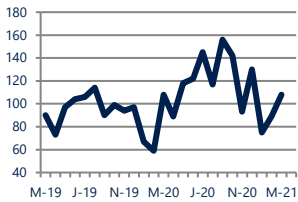




Zip Code(s): 23005, 23015, 23047, 23069, 23116, 23146 and 23192

### Units Sold

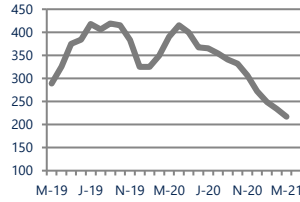
108



No Change  
Vs. Year Ago

### Active Inventory

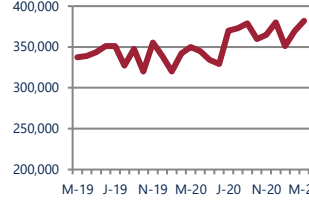
217



Down -44%  
Vs. Year Ago

### Median Sale Price

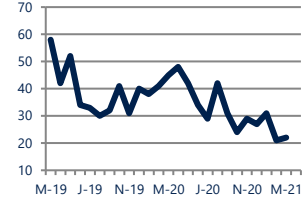
\$382,000



Up 9%  
Vs. Year Ago

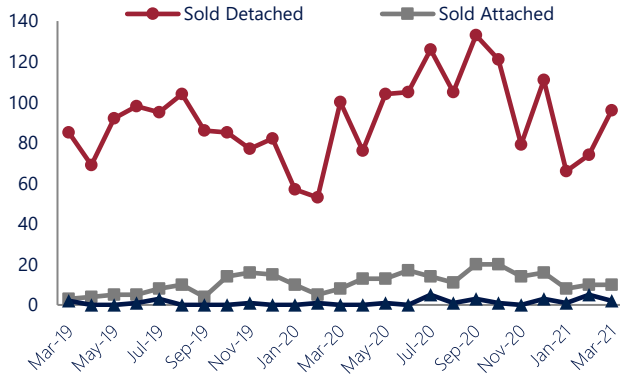
### Days On Market

22



Down -51%  
Vs. Year Ago

### Units Sold\*



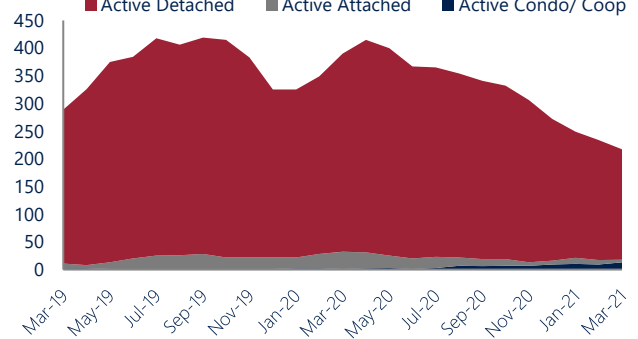
### Units Sold

There was an increase in total units sold in March, with 108 sold this month in Northern Mechanicsville, Ashland, and Montpelier, an increase of 21%. This month's total units sold is similar compared to a year ago.

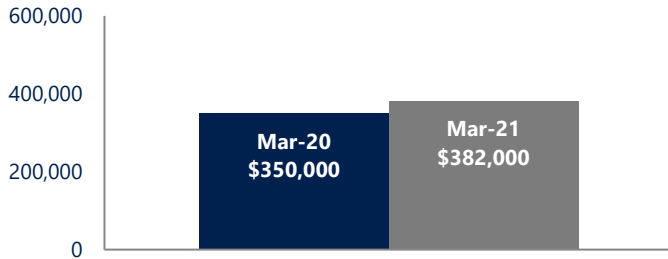
### Active Inventory

Versus last year, the total number of homes available this month is lower by 173 units or 44%. The total number of active inventory this March was 217 compared to 390 in March 2020. This month's total of 217 is lower than the previous month's total supply of available inventory of 234, a decrease of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Northern Mechanicsville, Ashland, and Montpelier Homes was \$350,000. This March, the median sale price was \$382,000, an increase of 9% or \$32,000 compared to last year. The current median sold price is 3% higher than in February.

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

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\*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.

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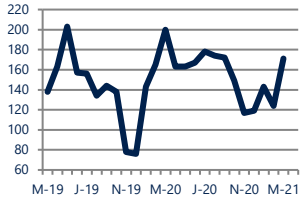




Zip Code(s): 23005, 23015, 23047, 23069, 23116, 23146 and 23192

### New Listings

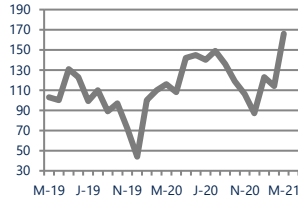
171



**Down -15%**  
Vs. Year Ago

### Current Contracts

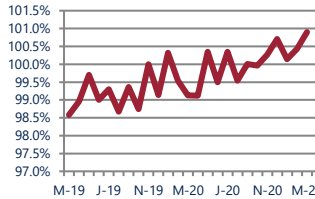
166



**Up 43%**  
Vs. Year Ago

### Sold Vs. List Price

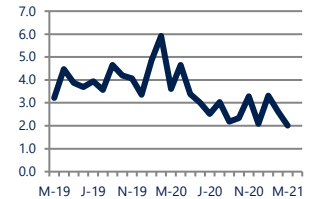
100.9%



**Up 1.8%**  
Vs. Year Ago

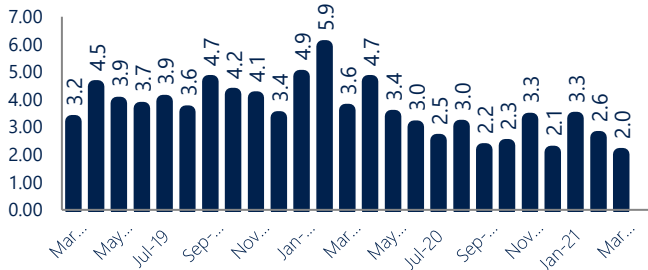
### Months of Supply

2.0



**Down -44%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

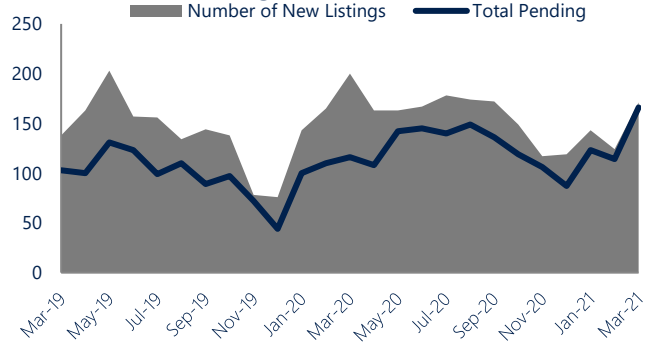
In March, there was 2.0 months of supply available in Northern Mechanicsville, Ashland, and Montpelier, compared to 3.6 in March 2020. That is a decrease of 44% versus a year ago.

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.

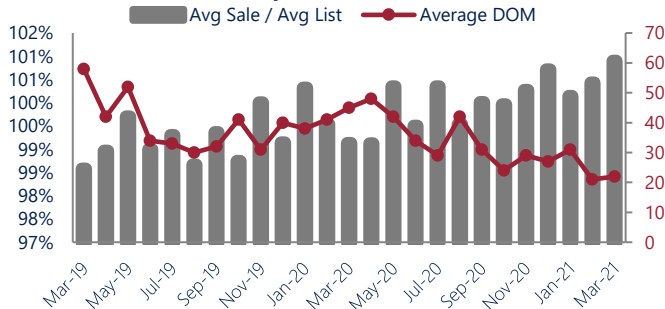
### New Listings & Current Contracts

This month there were 171 homes newly listed for sale in Northern Mechanicsville, Ashland, and Montpelier compared to 200 in March 2020, a decrease of 14%. There were 166 current contracts pending sale this March compared to 116 a year ago. The number of current contracts is 43% higher than last March.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Northern Mechanicsville, Ashland, and Montpelier was 100.9% of the average list price, which is 1.8% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 22, lower than the average last year, which was 45, a decrease of 51%.



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