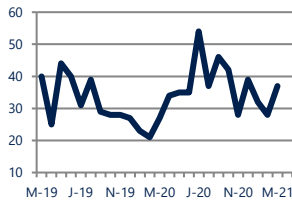




Units Sold

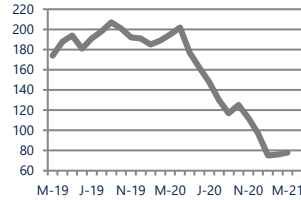
37



Up
Vs. Year Ago

Active Inventory

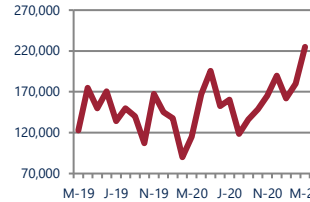
78



Down -60%
Vs. Year Ago

Median Sale Price

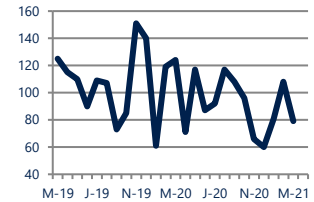
\$225,000



Up
Vs. Year Ago

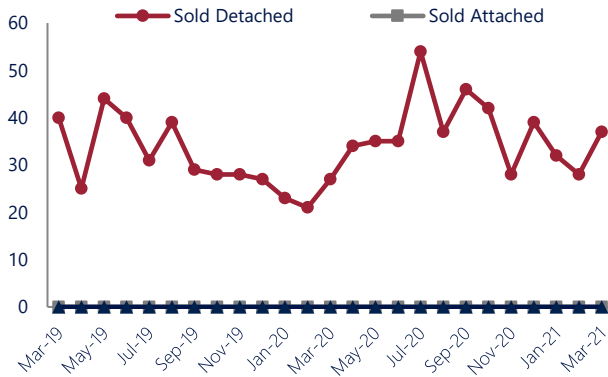
Days On Market

79



Down -36%
Vs. Year Ago

Units Sold*



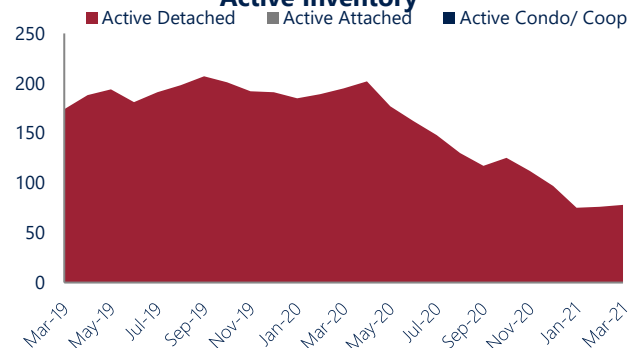
Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 37 sold this month in South Central Virginia. This month's total units sold was higher than at this time last year, an increase from March 2020.

Active Inventory

Versus last year, the total number of homes available this month is lower by 117 units or 60%. The total number of active inventory this March was 78 compared to 195 in March 2020. This month's total of 78 is higher than the previous month's total supply of available inventory of 76, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last March, the median sale price for South Central Virginia Homes was \$115,000. This March, the median sale price was \$225,000, an increase of \$110,000 compared to last year. The current median sold price is 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.

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.

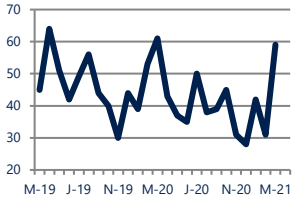
Information included in this report is based on data supplied by SCAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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





New Listings

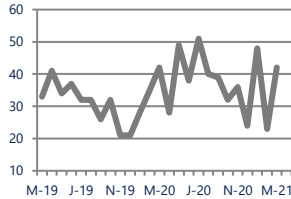
59



Down -3%
Vs. Year Ago

Current Contracts

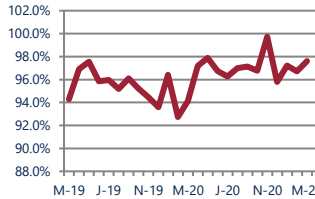
42



No Change
Vs. Year Ago

Sold Vs. List Price

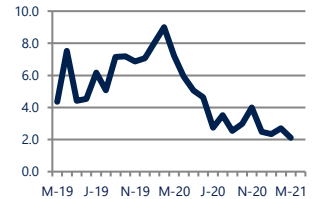
97.6%



Up 3.7%
Vs. Year Ago

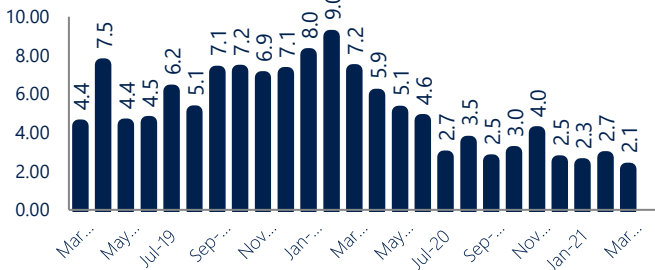
Months of Supply

2.1



Down -71%
Vs. Year Ago

Months Of Supply



Months of Supply

In March, there was 2.1 months of supply available in South Central Virginia, compared to 7.2 in March 2020. That is a decrease of 71% versus a year ago.

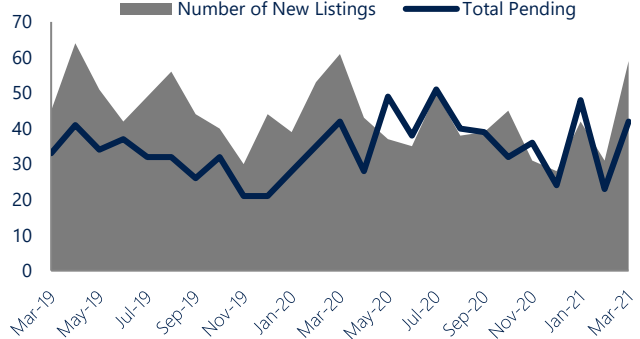
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

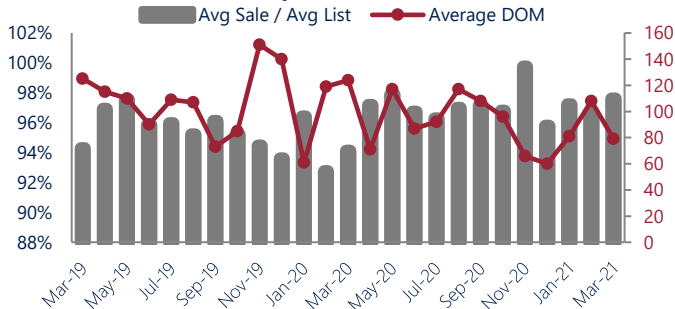
This month there were 59 homes newly listed for sale in South Central Virginia compared to 61 in March 2020, a decrease of 3%.

There were 42 current contracts pending sale this March, consistent with the volume a year ago. The number of current contracts is 83% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in South Central Virginia was 97.6% of the average list price, which is 3.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 79, lower than the average last year, which was 124, a decrease of 36%.



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