

# Local Market Update – August 2025

A Research Tool Provided by Central Virginia Regional MLS.



## MLS Area 20

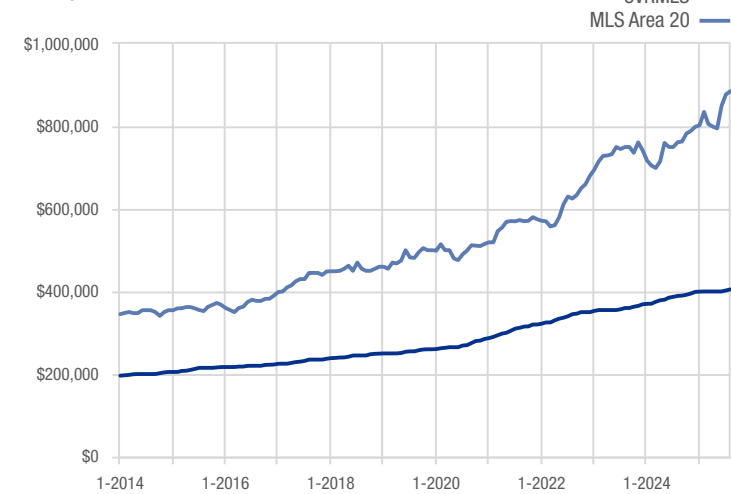
20-Richmond

Single Family	August			Year to Date		
Key Metrics	2024	2025	% Change	Thru 8-2024	Thru 8-2025	% Change
New Listings	20	21	+ 5.0%	188	209	+ 11.2%
Pending Sales	20	7	- 65.0%	169	177	+ 4.7%
Closed Sales	15	19	+ 26.7%	158	175	+ 10.8%
Days on Market Until Sale	12	14	+ 16.7%	12	14	+ 16.7%
Median Sales Price*	\$805,500	\$935,000	+ 16.1%	\$769,750	\$920,000	+ 19.5%
Average Sales Price*	\$1,898,666	\$1,151,584	- 39.3%	\$1,058,727	\$1,094,978	+ 3.4%
Percent of Original List Price Received*	105.3%	103.2%	- 2.0%	106.0%	105.0%	- 0.9%
Inventory of Homes for Sale	18	26	+ 44.4%	—	—	—
Months Supply of Inventory	0.9	1.3	+ 44.4%	—	—	—

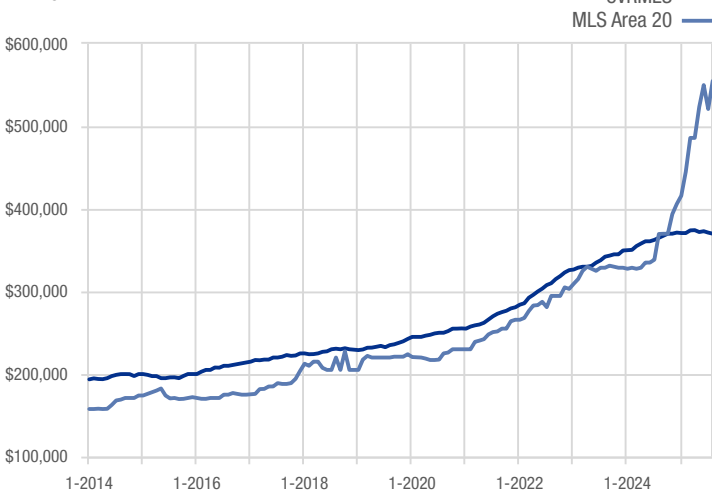
Condo/Town	August			Year to Date		
Key Metrics	2024	2025	% Change	Thru 8-2024	Thru 8-2025	% Change
New Listings	7	3	- 57.1%	40	34	- 15.0%
Pending Sales	7	4	- 42.9%	24	22	- 8.3%
Closed Sales	6	2	- 66.7%	19	21	+ 10.5%
Days on Market Until Sale	12	26	+ 116.7%	15	31	+ 106.7%
Median Sales Price*	\$497,500	\$1,725,500	+ 246.8%	\$412,000	\$590,000	+ 43.2%
Average Sales Price*	\$700,833	\$1,725,500	+ 146.2%	\$649,682	\$668,638	+ 2.9%
Percent of Original List Price Received*	103.0%	99.4%	- 3.5%	101.7%	98.8%	- 2.9%
Inventory of Homes for Sale	8	9	+ 12.5%	—	—	—
Months Supply of Inventory	2.4	3.0	+ 25.0%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Median Sales Price - Single-Family



### Median Sales Price - Condo/Town



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.