

# Local Market Update – March 2022

A Research Tool Provided by Central Virginia Regional MLS.



## MLS Area 22

22-Henrico

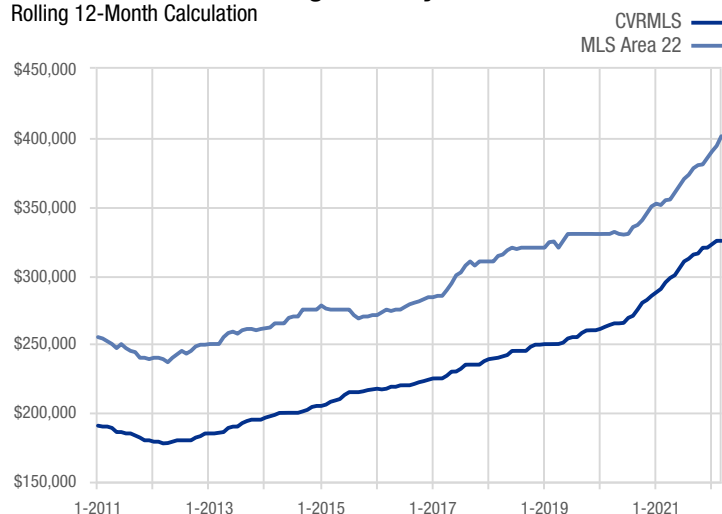
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	133	105	- 21.1%	281	254	- 9.6%
Pending Sales	116	96	- 17.2%	258	223	- 13.6%
Closed Sales	81	82	+ 1.2%	210	166	- 21.0%
Days on Market Until Sale	19	9	- 52.6%	19	13	- 31.6%
Median Sales Price*	\$360,000	\$452,500	+ 25.7%	\$365,000	\$446,000	+ 22.2%
Average Sales Price*	\$459,082	\$589,545	+ 28.4%	\$436,059	\$542,334	+ 24.4%
Percent of Original List Price Received*	103.6%	110.0%	+ 6.2%	102.6%	107.0%	+ 4.3%
Inventory of Homes for Sale	59	47	- 20.3%	—	—	—
Months Supply of Inventory	0.6	0.5	- 16.7%	—	—	—

Condo/Town	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	37	37	0.0%	114	91	- 20.2%
Pending Sales	52	34	- 34.6%	121	102	- 15.7%
Closed Sales	40	51	+ 27.5%	83	89	+ 7.2%
Days on Market Until Sale	61	35	- 42.6%	52	37	- 28.8%
Median Sales Price*	\$335,000	\$355,681	+ 6.2%	\$289,000	\$381,000	+ 31.8%
Average Sales Price*	\$363,337	\$406,547	+ 11.9%	\$342,003	\$404,970	+ 18.4%
Percent of Original List Price Received*	101.8%	103.8%	+ 2.0%	101.0%	103.1%	+ 2.1%
Inventory of Homes for Sale	42	20	- 52.4%	—	—	—
Months Supply of Inventory	1.0	0.5	- 50.0%	—	—	—

\* 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.

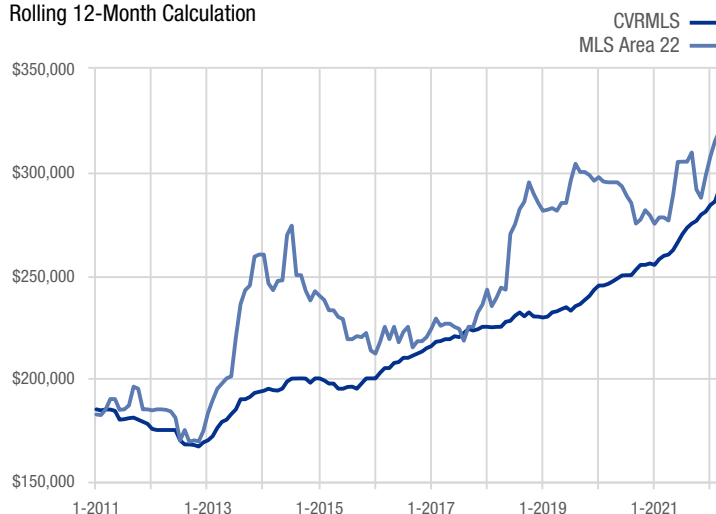
### Median Sales Price - Single-Family

Rolling 12-Month Calculation



### Median Sales Price - Condo/Town

Rolling 12-Month Calculation



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.