

Local Market Update – March 2022

A Research Tool Provided by Central Virginia Regional MLS.



Henrico County

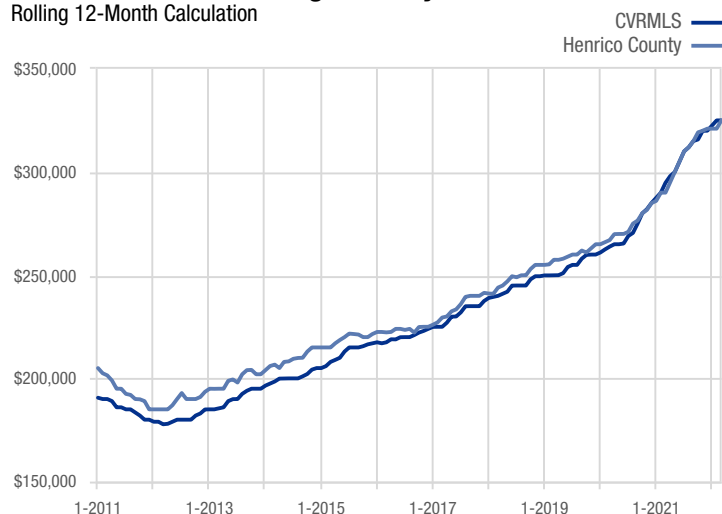
Single Family	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	409	370	- 9.5%	949	896	- 5.6%
Pending Sales	356	341	- 4.2%	851	823	- 3.3%
Closed Sales	285	297	+ 4.2%	747	707	- 5.4%
Days on Market Until Sale	16	12	- 25.0%	17	13	- 23.5%
Median Sales Price*	\$287,400	\$350,000	+ 21.8%	\$300,000	\$321,000	+ 7.0%
Average Sales Price*	\$356,589	\$414,982	+ 16.4%	\$346,103	\$377,160	+ 9.0%
Percent of Original List Price Received*	102.8%	105.6%	+ 2.7%	102.2%	104.3%	+ 2.1%
Inventory of Homes for Sale	217	166	- 23.5%	—	—	—
Months Supply of Inventory	0.7	0.5	- 28.6%	—	—	—

Condo/Town	March			Year to Date		
Key Metrics	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	115	91	- 20.9%	338	229	- 32.2%
Pending Sales	136	86	- 36.8%	335	245	- 26.9%
Closed Sales	111	107	- 3.6%	260	225	- 13.5%
Days on Market Until Sale	31	22	- 29.0%	27	23	- 14.8%
Median Sales Price*	\$250,000	\$300,000	+ 20.0%	\$240,250	\$307,500	+ 28.0%
Average Sales Price*	\$291,904	\$355,393	+ 21.7%	\$275,681	\$348,318	+ 26.3%
Percent of Original List Price Received*	101.3%	103.3%	+ 2.0%	100.6%	102.6%	+ 2.0%
Inventory of Homes for Sale	89	39	- 56.2%	—	—	—
Months Supply of Inventory	0.8	0.3	- 62.5%	—	—	—

* 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.

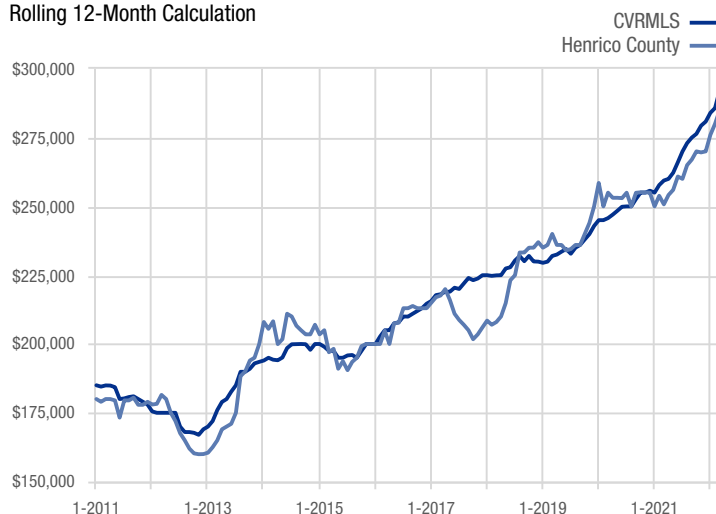
Median Sales Price - Single-Family

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.