

Local Market Update – November 2022

A Research Tool Provided by Central Virginia Regional MLS.



Henrico County

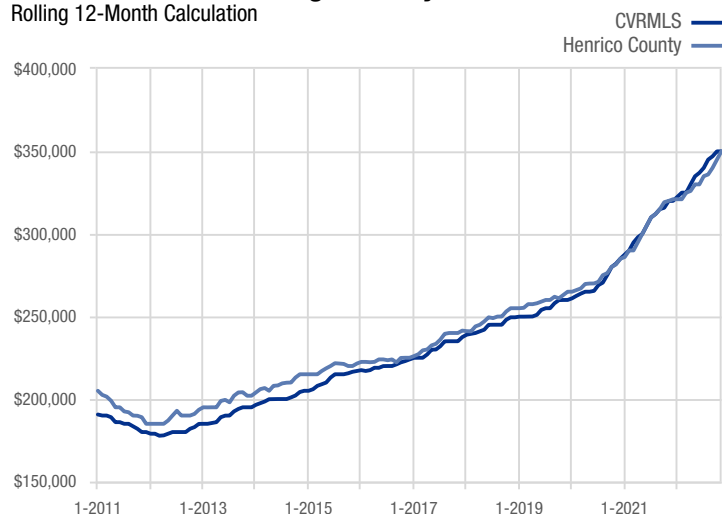
| Single Family | November | | | Year to Date | | |
|--|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2021 | 2022 | % Change | Thru 11-2021 | Thru 11-2022 | % Change |
| New Listings | 248 | 208 | - 16.1% | 4,156 | 3,544 | - 14.7% |
| Pending Sales | 318 | 170 | - 46.5% | 3,860 | 3,110 | - 19.4% |
| Closed Sales | 325 | 192 | - 40.9% | 3,793 | 3,153 | - 16.9% |
| Days on Market Until Sale | 15 | 15 | 0.0% | 12 | 11 | - 8.3% |
| Median Sales Price* | \$325,000 | \$364,725 | + 12.2% | \$325,000 | \$352,000 | + 8.3% |
| Average Sales Price* | \$365,250 | \$442,002 | + 21.0% | \$377,647 | \$421,897 | + 11.7% |
| Percent of Original List Price Received* | 102.4% | 100.4% | - 2.0% | 103.8% | 104.6% | + 0.8% |
| Inventory of Homes for Sale | 161 | 255 | + 58.4% | — | — | — |
| Months Supply of Inventory | 0.5 | 0.9 | + 80.0% | — | — | — |

| Condo/Town | November | | | Year to Date | | |
|--|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2021 | 2022 | % Change | Thru 11-2021 | Thru 11-2022 | % Change |
| New Listings | 113 | 84 | - 25.7% | 1,447 | 1,184 | - 18.2% |
| Pending Sales | 108 | 61 | - 43.5% | 1,344 | 1,062 | - 21.0% |
| Closed Sales | 134 | 81 | - 39.6% | 1,280 | 1,082 | - 15.5% |
| Days on Market Until Sale | 22 | 21 | - 4.5% | 21 | 22 | + 4.8% |
| Median Sales Price* | \$281,638 | \$350,000 | + 24.3% | \$266,400 | \$315,417 | + 18.4% |
| Average Sales Price* | \$311,426 | \$383,610 | + 23.2% | \$308,088 | \$356,354 | + 15.7% |
| Percent of Original List Price Received* | 100.9% | 98.5% | - 2.4% | 102.2% | 102.5% | + 0.3% |
| Inventory of Homes for Sale | 103 | 117 | + 13.6% | — | — | — |
| Months Supply of Inventory | 0.9 | 1.2 | + 33.3% | — | — | — |

* 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.

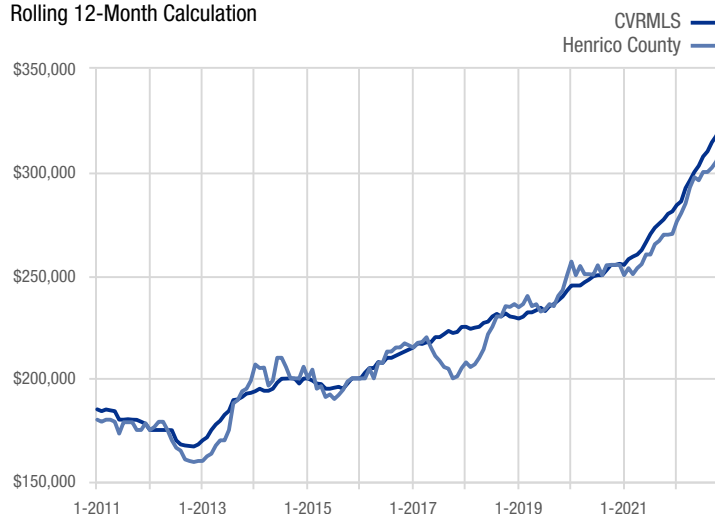
Median Sales Price - Single-Family

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.