

Local Market Update – September 2023

A Research Tool Provided by Central Virginia Regional MLS.



Goochland County

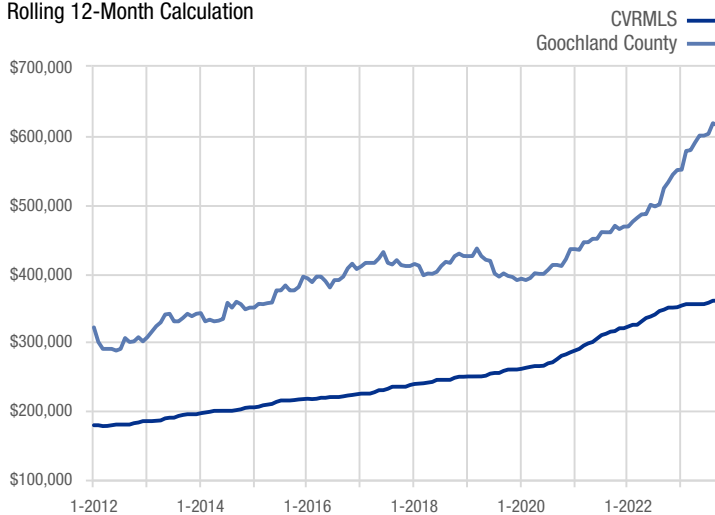
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	59	42	- 28.8%	494	381	- 22.9%
Pending Sales	37	32	- 13.5%	344	280	- 18.6%
Closed Sales	27	21	- 22.2%	336	286	- 14.9%
Days on Market Until Sale	21	18	- 14.3%	19	31	+ 63.2%
Median Sales Price*	\$683,829	\$668,048	- 2.3%	\$541,000	\$629,950	+ 16.4%
Average Sales Price*	\$742,019	\$767,514	+ 3.4%	\$631,243	\$678,816	+ 7.5%
Percent of Original List Price Received*	104.4%	102.1%	- 2.2%	102.9%	103.0%	+ 0.1%
Inventory of Homes for Sale	101	88	- 12.9%	—	—	—
Months Supply of Inventory	2.7	3.0	+ 11.1%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	4	8	+ 100.0%	37	39	+ 5.4%
Pending Sales	5	10	+ 100.0%	37	39	+ 5.4%
Closed Sales	10	5	- 50.0%	28	31	+ 10.7%
Days on Market Until Sale	67	52	- 22.4%	27	57	+ 111.1%
Median Sales Price*	\$517,533	\$550,385	+ 6.3%	\$517,680	\$541,420	+ 4.6%
Average Sales Price*	\$528,753	\$554,502	+ 4.9%	\$524,685	\$542,080	+ 3.3%
Percent of Original List Price Received*	107.4%	105.6%	- 1.7%	106.9%	104.0%	- 2.7%
Inventory of Homes for Sale	6	5	- 16.7%	—	—	—
Months Supply of Inventory	1.6	1.4	- 12.5%	—	—	—

* 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.

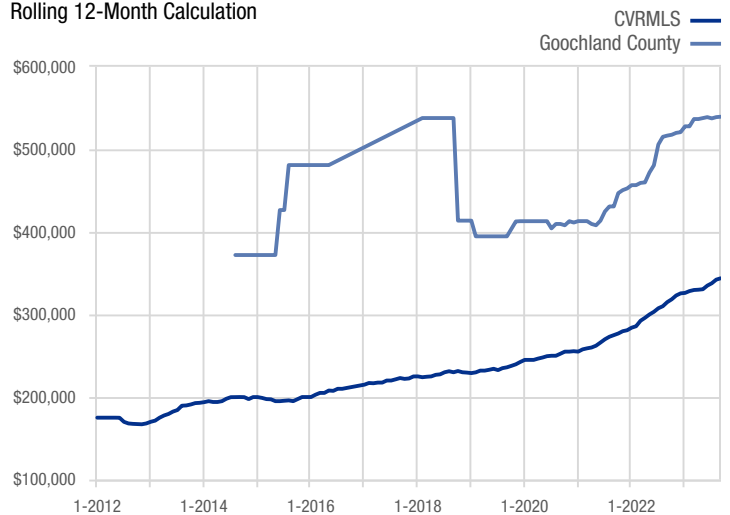
Median Sales Price - Single-Family

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.