

# Local Market Update – September 2023

A Research Tool Provided by Central Virginia Regional MLS.



## Henrico County

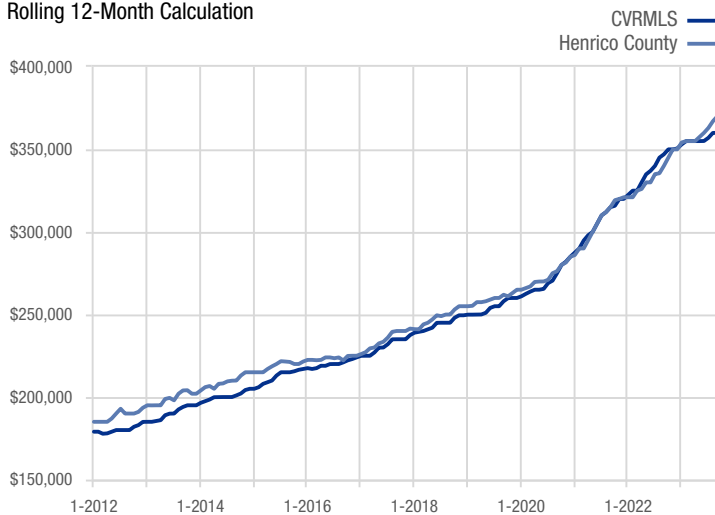
Single Family	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	274	282	+ 2.9%	3,072	2,396	- 22.0%
Pending Sales	211	235	+ 11.4%	2,712	2,180	- 19.6%
Closed Sales	294	221	- 24.8%	2,743	2,119	- 22.7%
Days on Market Until Sale	15	18	+ 20.0%	11	17	+ 54.5%
Median Sales Price*	\$351,000	\$385,000	+ 9.7%	\$350,000	\$376,000	+ 7.4%
Average Sales Price*	\$406,014	\$440,731	+ 8.6%	\$420,546	\$448,179	+ 6.6%
Percent of Original List Price Received*	100.6%	101.3%	+ 0.7%	105.2%	102.6%	- 2.5%
Inventory of Homes for Sale	271	221	- 18.5%	—	—	—
Months Supply of Inventory	0.9	1.0	+ 11.1%	—	—	—

Condo/Town	September			Year to Date		
Key Metrics	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	110	116	+ 5.5%	986	1,014	+ 2.8%
Pending Sales	91	98	+ 7.7%	893	919	+ 2.9%
Closed Sales	132	104	- 21.2%	907	841	- 7.3%
Days on Market Until Sale	26	20	- 23.1%	22	23	+ 4.5%
Median Sales Price*	\$311,250	\$311,000	- 0.1%	\$311,583	\$340,000	+ 9.1%
Average Sales Price*	\$365,175	\$338,380	- 7.3%	\$355,753	\$371,687	+ 4.5%
Percent of Original List Price Received*	101.3%	99.9%	- 1.4%	103.2%	100.8%	- 2.3%
Inventory of Homes for Sale	124	122	- 1.6%	—	—	—
Months Supply of Inventory	1.2	1.3	+ 8.3%	—	—	—

\* 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.

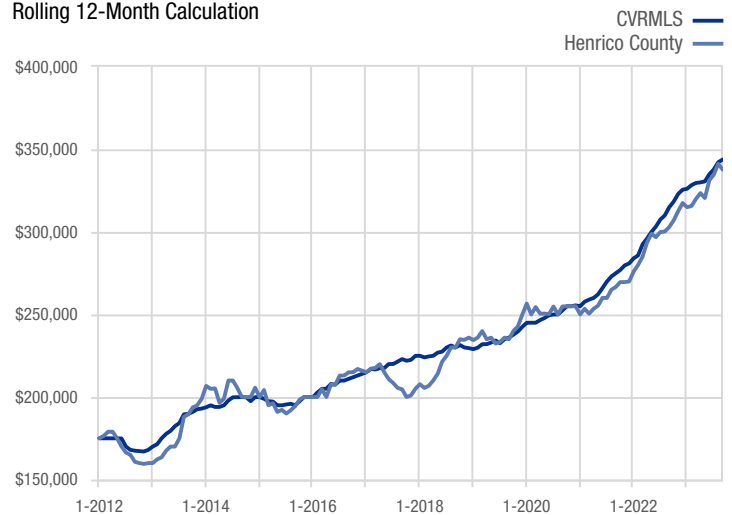
### Median Sales Price - Single-Family

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.