

Local Market Update – December 2023

A Research Tool Provided by Central Virginia Regional MLS.



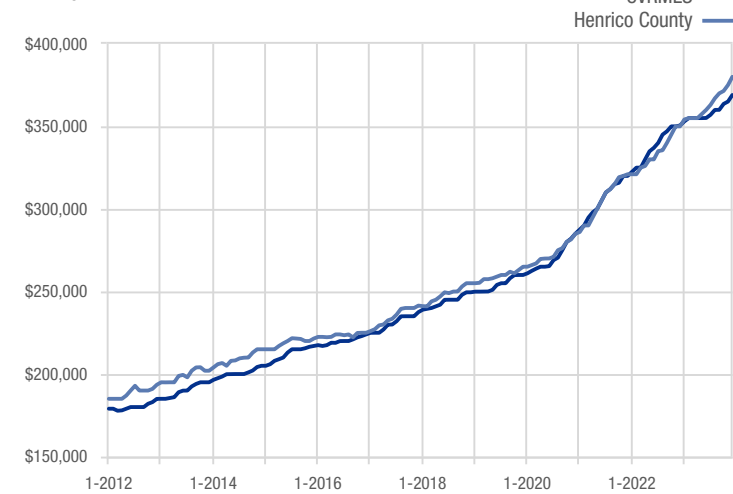
Henrico County

| Single Family | December | | | Year to Date | | |
|--|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2022 | 2023 | % Change | Thru 12-2022 | Thru 12-2023 | % Change |
| New Listings | 160 | 140 | - 12.5% | 3,706 | 3,046 | - 17.8% |
| Pending Sales | 180 | 155 | - 13.9% | 3,284 | 2,776 | - 15.5% |
| Closed Sales | 205 | 231 | + 12.7% | 3,363 | 2,813 | - 16.4% |
| Days on Market Until Sale | 21 | 20 | - 4.8% | 12 | 17 | + 41.7% |
| Median Sales Price* | \$332,500 | \$390,000 | + 17.3% | \$350,000 | \$380,000 | + 8.6% |
| Average Sales Price* | \$401,630 | \$445,094 | + 10.8% | \$420,301 | \$450,222 | + 7.1% |
| Percent of Original List Price Received* | 99.1% | 99.9% | + 0.8% | 104.3% | 102.3% | - 1.9% |
| Inventory of Homes for Sale | 222 | 185 | - 16.7% | — | — | — |
| Months Supply of Inventory | 0.8 | 0.8 | 0.0% | — | — | — |

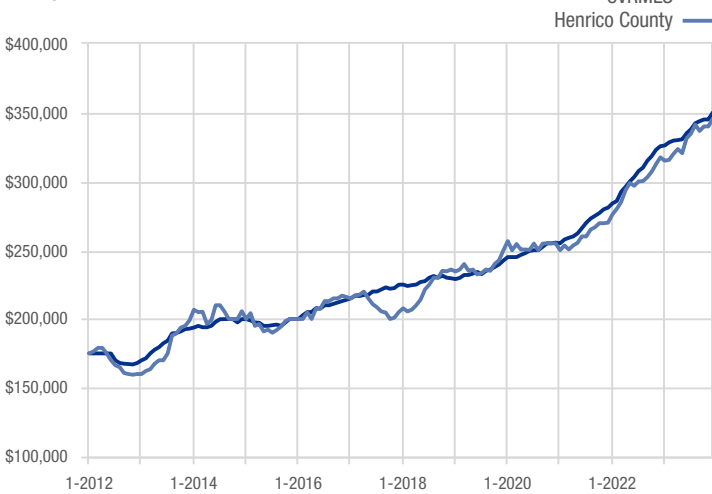
| Condo/Town | December | | | Year to Date | | |
|--|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2022 | 2023 | % Change | Thru 12-2022 | Thru 12-2023 | % Change |
| New Listings | 51 | 62 | + 21.6% | 1,235 | 1,307 | + 5.8% |
| Pending Sales | 61 | 76 | + 24.6% | 1,116 | 1,159 | + 3.9% |
| Closed Sales | 87 | 102 | + 17.2% | 1,180 | 1,108 | - 6.1% |
| Days on Market Until Sale | 20 | 37 | + 85.0% | 22 | 23 | + 4.5% |
| Median Sales Price* | \$318,365 | \$401,925 | + 26.2% | \$317,490 | \$345,423 | + 8.8% |
| Average Sales Price* | \$351,319 | \$397,459 | + 13.1% | \$357,201 | \$375,610 | + 5.2% |
| Percent of Original List Price Received* | 97.9% | 98.8% | + 0.9% | 102.2% | 100.5% | - 1.7% |
| Inventory of Homes for Sale | 111 | 120 | + 8.1% | — | — | — |
| Months Supply of Inventory | 1.2 | 1.2 | 0.0% | — | — | — |

* 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



Median Sales Price - Condo/Town



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.