

Annual Report on the Central Virginia Regional Multiple Listing Service Area

RESIDENTIAL REAL ESTATE ACTIVITY IN CHESTERFIELD, HANOVER, HENRICO, AND RICHMOND CITY

CVRMLS

2022

2022 began where 2021 left off: Mortgage rates were near historic lows, buyer competition was fierce, and homes were selling at a breakneck pace, often with multiple bids and all-cash offers, due to pent-up demand and a shortage of housing supply, causing sales prices to soar to new heights. But all that changed a few months later as mortgage rates began to rise, adding hundreds of dollars to monthly mortgage payments and causing housing affordability to plummet to its lowest level in decades. As borrowing costs continued to increase, home sales and home prices began to slow, and after two years of record-breaking activity, the red-hot housing market was finally cooling.

Sales: Pending Sales were down 21.6 percent to 14,836 in 2022. Closed sales were down 18.3 percent to 15,669.

Prices: Home prices were up 12.3 percent to \$364,995 for the year. Single Family home prices were up 11.6 percent compared to last year, and Townhouse/Condo home prices were up 16.0 percent.

Listings: Year-over-year, the number of homes available for sale was up 30.9 percent. There were 1,278 active listings at the end of 2022 compared to 976 listings at the end of 2021. New listings were down 16.5 percent to finish the year at 17,132.

Bedroom Count: Increases in median sales price occurred in homes of all sizes. In 2022, properties with 3 Bedrooms saw the largest increase in median sales price at 13.3 percent. The highest percent of list price received at sale went to properties with 4 Bedrooms or More at 104.2 percent.

Sales by Price Range: The number of homes sold in the \$450,000 or More price range rose 13.0 percent to 4,846 units. Homes sold in the \$99,999 or Less price range were down 53.2 percent to 73 units.

List Price Received: Sellers received, on average, 103.7 percent of their list price at sale, a year-over-year improvement of 0.6 percent. If demand shrinks in 2023, list price received at sale could drop as well.

Home sales continued to decline throughout much of the year, as affordability challenges took their toll on market participants, forcing many prospective buyers and sellers to the sidelines. To help offset rising costs, some buyers moved from bigger, more expensive cities to smaller, more affordable areas, while others turned to the rental market, where competition and rental prices surged. As mortgage rates continued to climb and market conditions shifted, many homeowners were reluctant to sell their homes, and with buyer demand down, homebuilders eased production, further constraining an already limited supply of housing.

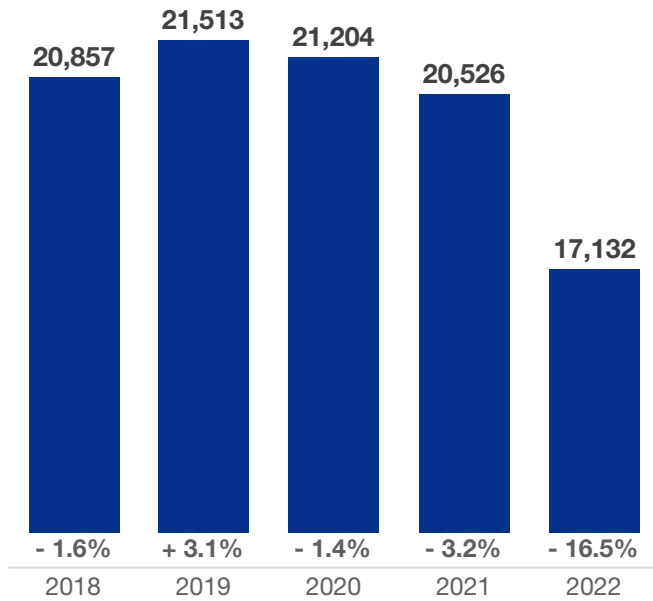
Looking ahead to 2023, much depends on inflation, mortgage interest rates, and the broader state of the economy, although economists predict many of 2022's housing trends will continue into the new year: home sales will soften, price growth will moderate, inventory will remain tight, and there will be greater variability between markets nationally, with some regions possibly seeing price declines while other, more affordable areas of the country remain in high demand and experience price growth.

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Quick Facts

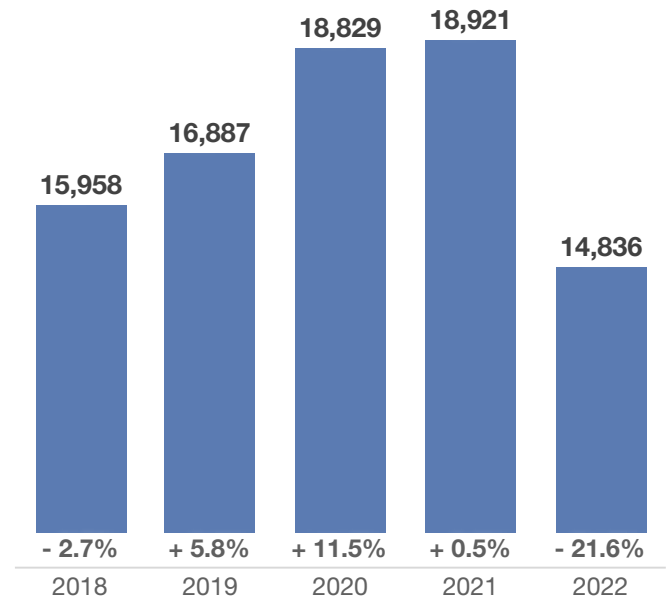
New Listings



Top 4 Areas: Change in New Listings from 2021

Richmond City	- 11.6%
Henrico County	- 15.8%
Chesterfield County	- 18.0%
Hanover County	- 21.7%

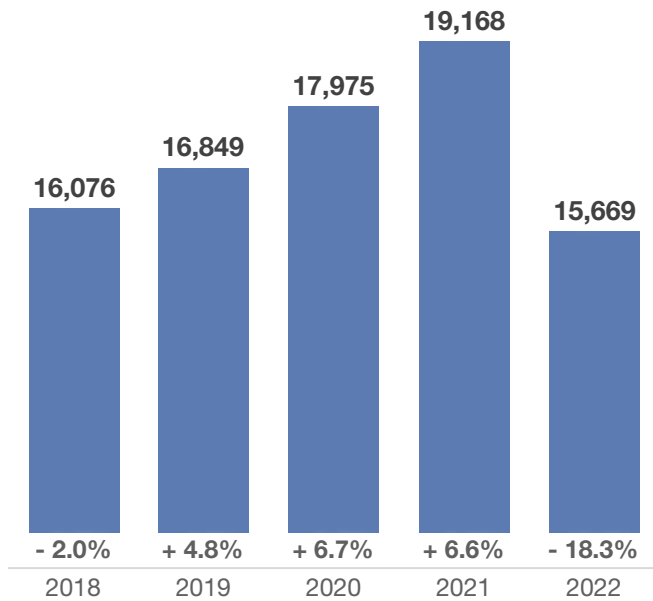
Pending Sales



Top 4 Areas: Change in Pending Sales from 2021

Richmond City	- 16.3%
Henrico County	- 19.5%
Chesterfield County	- 24.0%
Hanover County	- 27.1%

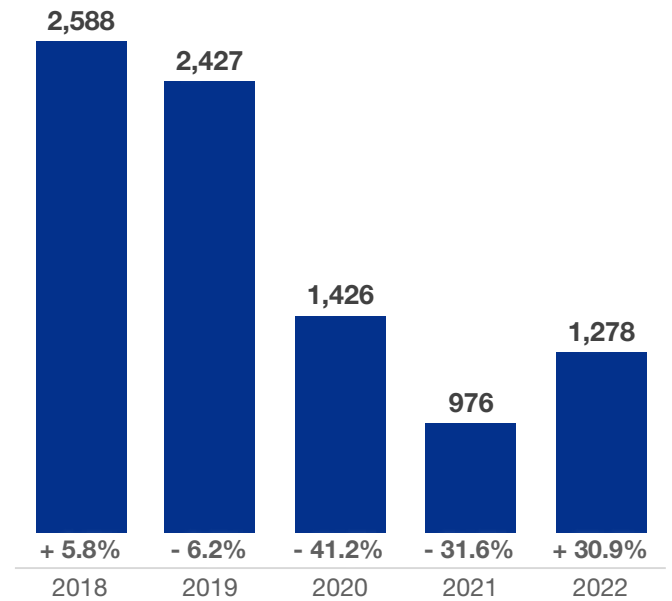
Closed Sales



Top 4 Areas: Change in Closed Sales from 2021

Richmond City	- 13.4%
Henrico County	- 18.4%
Chesterfield County	- 19.3%
Hanover County	- 22.2%

Inventory of Homes for Sale

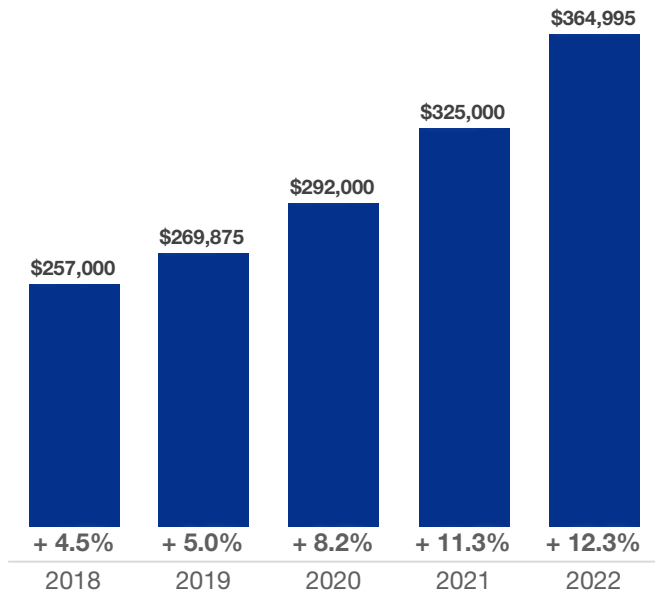


Top 4 Areas: Change in Homes for Sale from 2021

Chesterfield County	+ 49.3%
Henrico County	+ 40.8%
Richmond City	+ 10.7%
Hanover County	+ 9.7%

Quick Facts

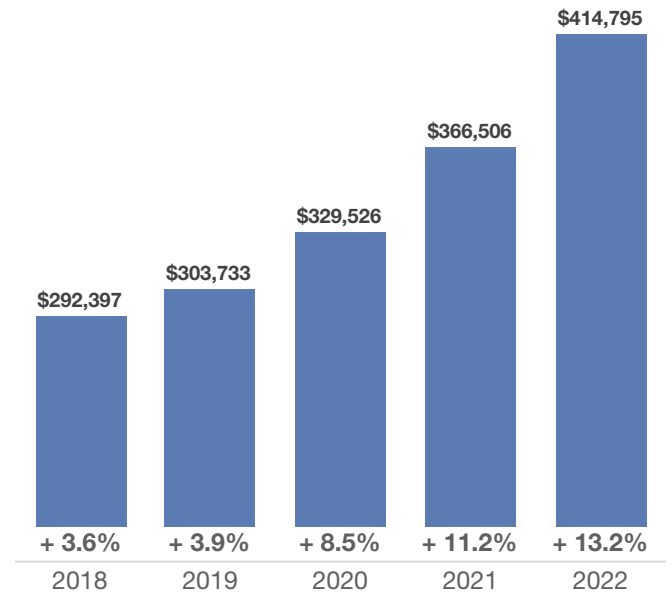
Median Sales Price



Top 4 Areas: Change in Median Sales Price from 2021

Hanover County	+ 16.4%
Chesterfield County	+ 12.1%
Henrico County	+ 11.2%
Richmond City	+ 6.6%

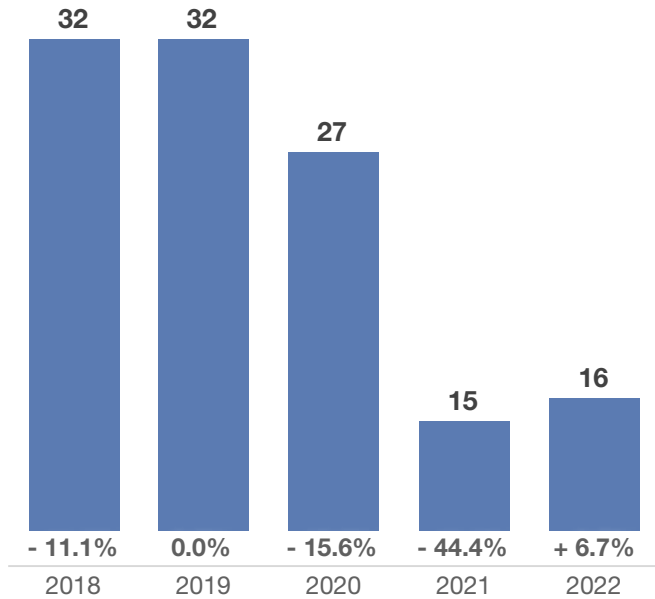
Average Sales Price



Top 4 Areas: Change in Avg. Sales Price from 2021

Hanover County	+ 17.7%
Richmond City	+ 13.4%
Henrico County	+ 12.5%
Chesterfield County	+ 12.3%

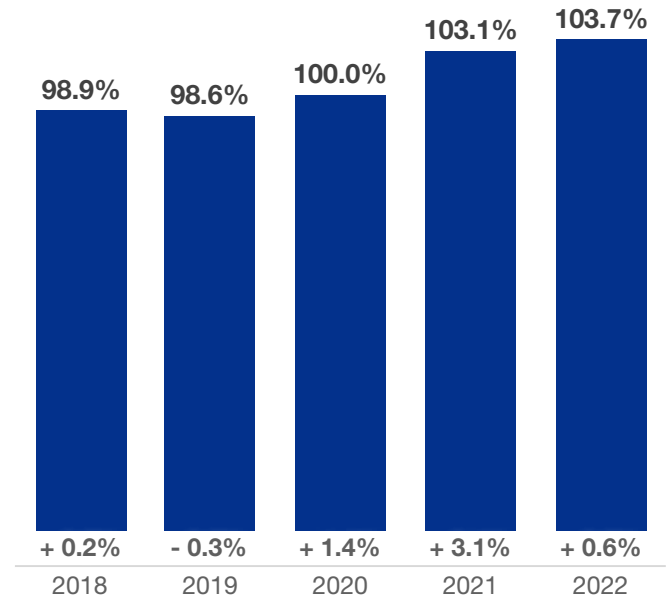
Days on Market Until Sale



Top 4 Areas: Change in Days on Market from 2021

Hanover County	+ 23.5%
Chesterfield County	0.0%
Henrico County	0.0%
Richmond City	- 5.6%

Percent of Original List Price Received



Top 4 Areas: Change in Pct. of Orig. Price Received from 2021

Richmond City	+ 1.0%
Hanover County	+ 0.6%
Chesterfield County	+ 0.5%
Henrico County	+ 0.4%

Price Range Review

\$200,000 to \$449,999

Price Range with Shortest Average Days on Market Until Sale

\$450,000 or More

Price Range with Longest Average Days on Market Until Sale

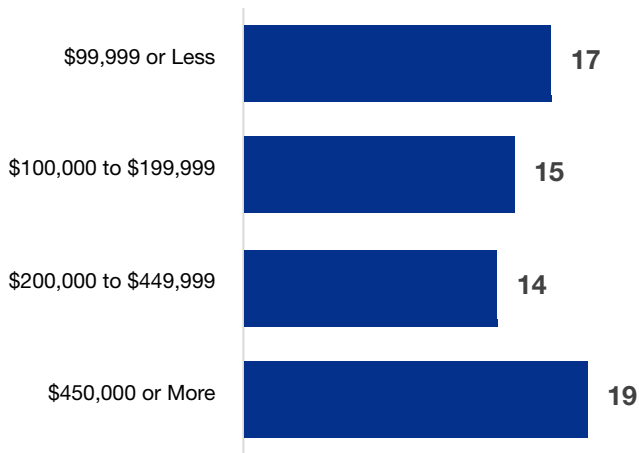
3.7%

of Sales at Year End Priced \$100,000 to \$199,999

- 42.1%

One-Year Change in Homes for Sale Priced \$100,000 to \$199,999

Days on Market Until Sale by Price Range



Share of Homes for Sale \$100,000 to \$199,999



\$200,000 to \$449,999

Price Range with the Most Closed Sales

+ 13.0%

Price Range with Strongest One-Year Change in Sales: \$450,000 or More

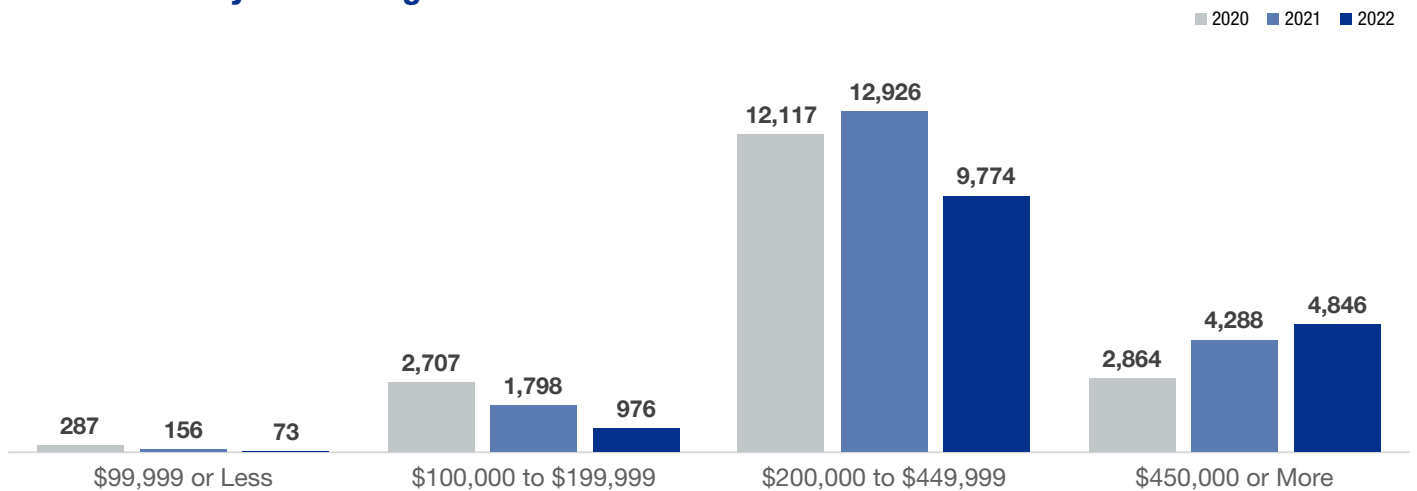
\$99,999 or Less

Price Range with the Fewest Closed Sales

- 53.2%

Price Range with Weakest One-Year Change in Sales: \$99,999 or Less

Closed Sales by Price Range



Property Type Review

14

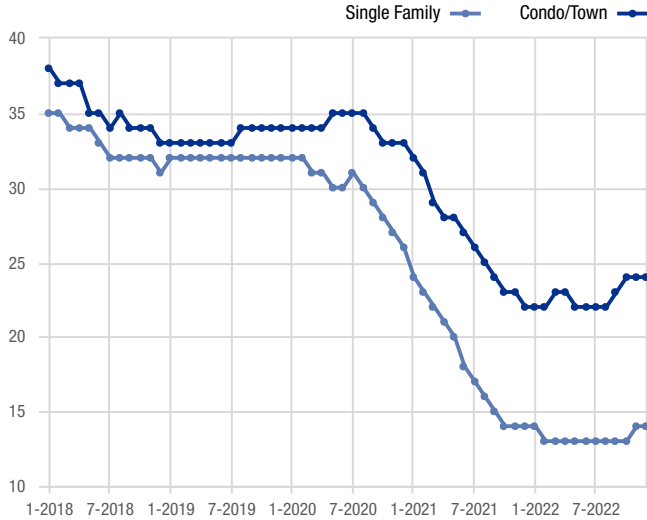
Average Days on Market
Single Family

24

Average Days on Market
Condo/Town

Days on Market Until Sale

This chart uses a monthly average for each data point



Top Areas: Condo/Town Market Share in 2022

Henrico County	25.8%
Chesterfield County	14.4%
Richmond City	13.1%
Hanover County	12.5%

+ 11.6%

One-Year Change in Price
Single Family

+ 16.0%

One-Year Change in Price
Condo/Town

103.9%

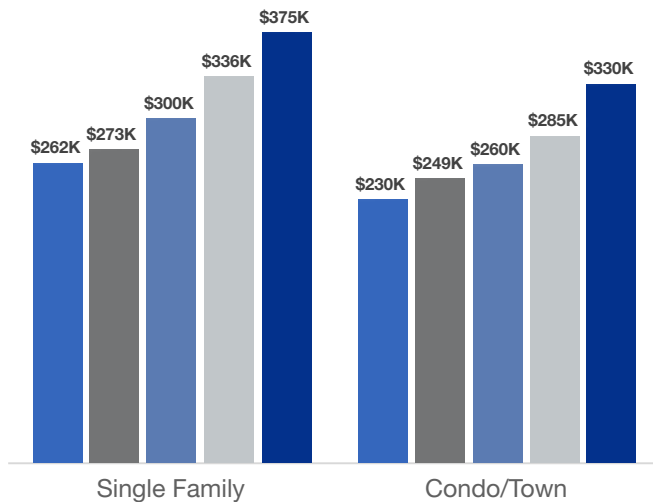
Pct. of Orig. Price Received
Single Family

102.5%

Pct. of Orig. Price Received
Condo/Town

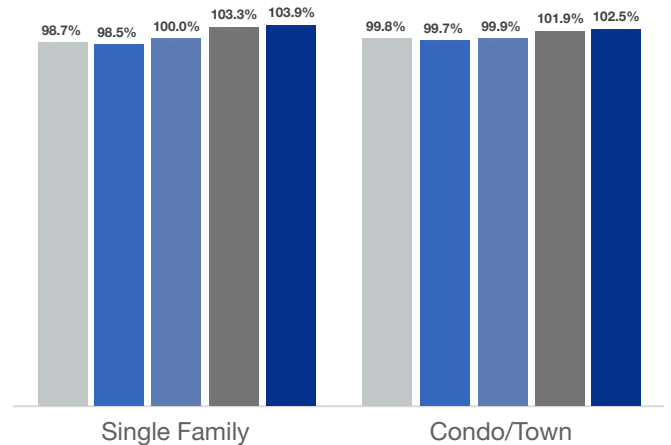
Median Sales Price

■ 2018 ■ 2019 ■ 2020 ■ 2021 ■ 2022



Percent of Original List Price Received

■ 2018 ■ 2019 ■ 2020 ■ 2021 ■ 2022



Bedroom Count Review

+ 4.0%

Growth in
1 Bedroom or Less

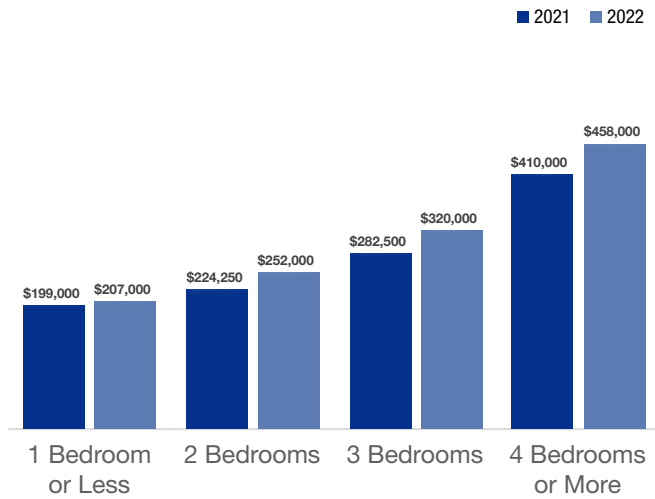
+ 13.3%

Growth in
3 Bedrooms

Top Areas: 2 Bedrooms Market Share in 2022

Richmond City	17.7%
Henrico County	11.3%
Chesterfield County	5.5%
Hanover County	4.3%

Median Sales Price



99.8%

Percent of Original List Price
Received
in 2022 for
1 Bedroom or Less

102.5%

Percent of Original List Price
Received
in 2022 for
2 Bedrooms

103.6%

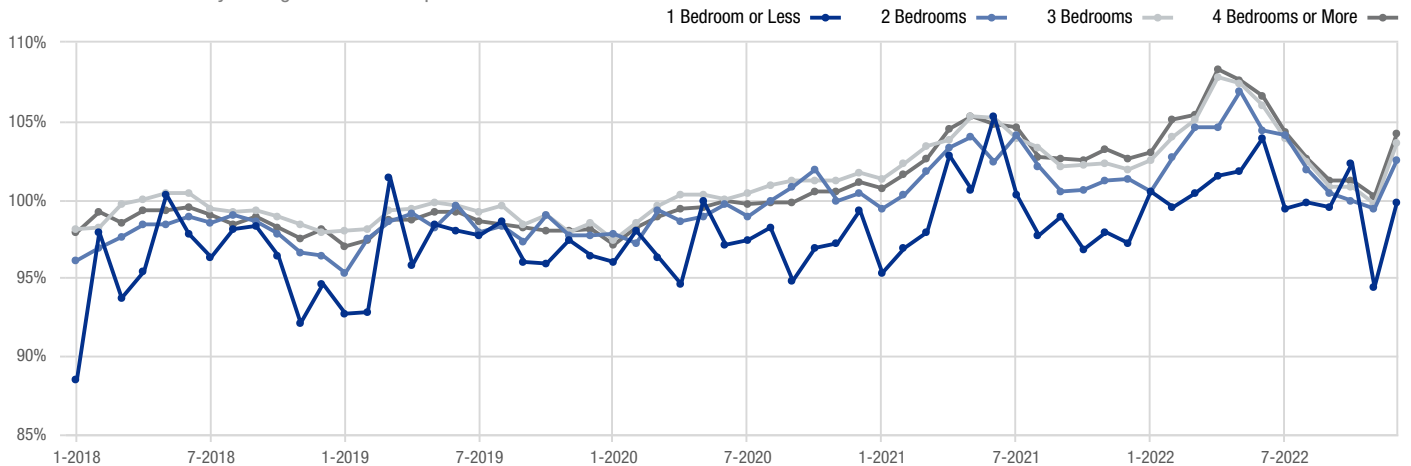
Percent of Original List Price
Received
in 2022 for
3 Bedrooms

104.2%

Percent of Original List Price
Received
in 2022 for
4 Bedrooms or More

Percent of List Price Received

This chart uses a monthly average for each data point.



Area Historical Inventory of Homes for Sale

	2018	2019	2020	2021	2022	Change from 2021	Change from 2018
Chesterfield County	1,150	1,062	564	347	518	+ 49.3%	- 55.0%
Hanover County	333	346	261	196	215	+ 9.7%	- 35.4%
Henrico County	688	651	302	218	307	+ 40.8%	- 55.4%
Richmond City	417	368	299	215	238	+ 10.7%	- 42.9%

Numbers are calculated by taking the average number of properties for sale in active status for each month in a given year.

Area Historical Median Prices

	2018	2019	2020	2021	2022	Change from 2021	Change from 2018
Chesterfield County	\$258,823	\$268,000	\$289,180	\$330,000	\$370,000	+ 12.1%	+ 43.0%
Hanover County	\$290,000	\$307,000	\$330,150	\$365,000	\$425,000	+ 16.4%	+ 46.6%
Henrico County	\$251,950	\$264,000	\$279,950	\$310,346	\$345,000	+ 11.2%	+ 36.9%
Richmond City	\$237,150	\$255,000	\$290,000	\$320,000	\$341,000	+ 6.6%	+ 43.8%