

Annual Report on the Central Virginia Regional Multiple Listing Service Area

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

CVRMLS

2023

2023 was a challenging year for the U.S. housing market: mortgage rates hit a 2-decade high, housing inventory remained at historic lows, and sales prices continued to climb nationwide, putting homeownership out of reach for many consumers. Housing affordability remained a top concern for homebuyers, and for good reason: mortgage payments are up significantly from 2022, with a number of homeowners now spending more than 30% of their income on their monthly payment. As a result, sales of previously owned homes remained sluggish throughout the year, while the shortage of existing-home inventory helped sales of new residential homes steadily increase from last year.

Higher mortgage rates aren't just affecting buyers. Many current homeowners purchased or refinanced their home in 2020 or 2021, when mortgage rates were several percentage points lower than today's rates. And while those pandemic-era mortgages have been a blessing for many homeowners, they've also kept others from moving. Rather than give up their current mortgage rate for a higher rate and a more expensive monthly payment, some would-be sellers have chosen to put their moving plans on hold, further limiting the number of homes for sale and driving up home prices in the process.

Sales: Pending Sales were down 13.5 percent to 12,772 over last year, while closed sales were down 19.0 percent to finish the year at 12,716.

Prices: Home prices were up compared to last year. The overall median sales price increased 4.8 percent to \$382,500 for the year. Single Family home prices were up 4.5 percent compared to last year, and Condo/Town home prices were up 6.7 percent.

Listings: Year-over-year, the number of homes available for sale decreased 3.2 percent. There were 1,348 active listings at the end of 2023 compared to 1,392 listings at the end of 2022. New listings decreased by 13.3 percent to finish the year at 14,859.

Bedroom Count: Increases in sales prices occurred across homes of all sizes over the last year. In 2023, properties with 1 Bedroom or Less saw the greatest increase at 12.3 percent. The highest percent of list price received at sale went to properties with 4 Bedrooms or More at 101.6 percent.

Sales by Price Range: The number of homes sold in the \$99,999 or Less price range fell 69.2 percent to 24 homes. Homes sold in the \$450,000 or More price range were down 9.6 percent to 4,386 homes.

List Price Received: Sellers received, on average, 101.5 percent of their original list price at sale, a year-over-year decline of 2.1 percent.

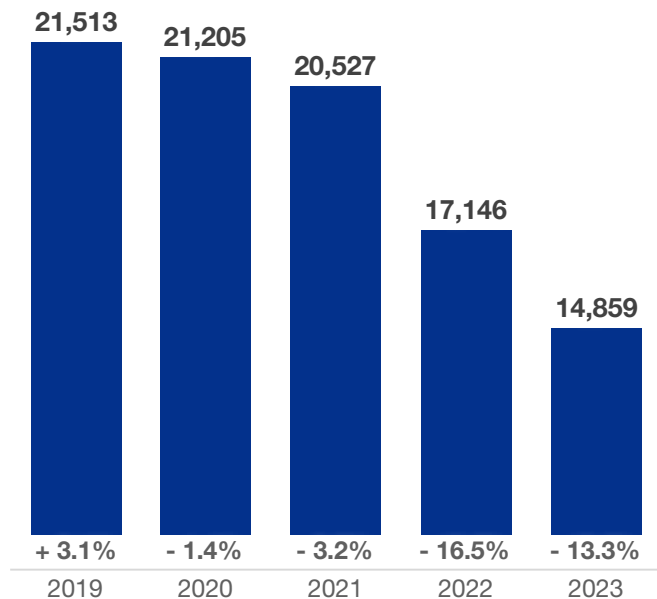
With inflation showing signs of improvement, the Federal Reserve recently announced they are likely done raising interest rates for the time being and plan to make at least three cuts to their benchmark rate in 2024. Mortgage rates have been dropping in recent months, which should help bring buyers and sellers back to the market and could lead to an uptick in both home sales and housing supply. Affordability will still prove challenging for many homebuyers, however, and economists predict U.S. home sales will remain down compared to 2019 - 2022. As for home prices, opinions are mixed, with some analysts expecting prices will hold steady or continue rising in areas, while others foresee a modest price drop in some markets.

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Quick Facts

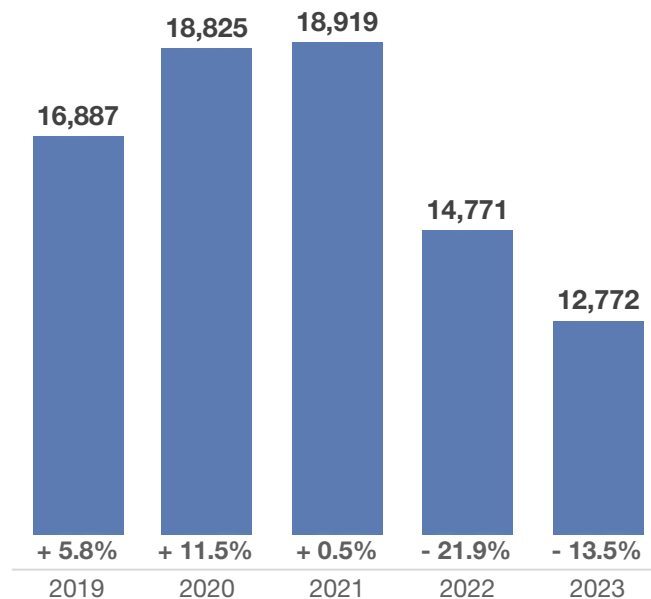
New Listings



Top 4 Areas: Change in New Listings from 2022

Henrico County	- 11.9%
Chesterfield County	- 12.3%
Richmond City	- 14.4%
Hanover County	- 18.8%

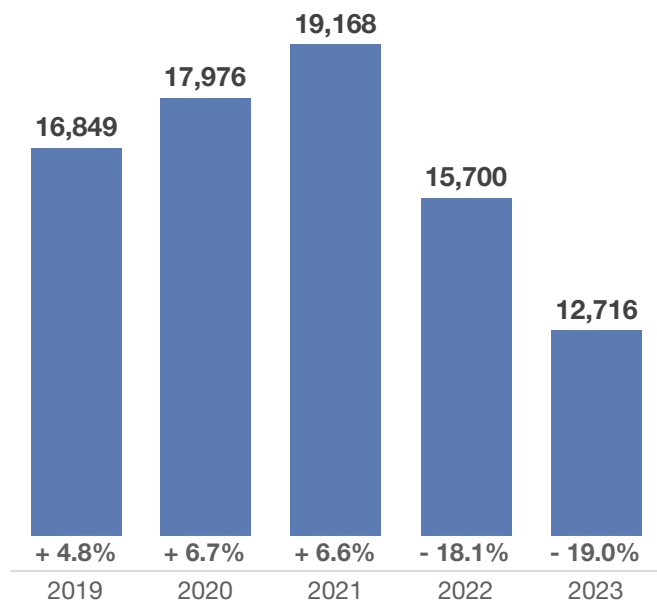
Pending Sales



Top 4 Areas: Change in Pending Sales from 2022

Henrico County	- 10.5%
Chesterfield County	- 13.3%
Richmond City	- 15.5%
Hanover County	- 19.3%

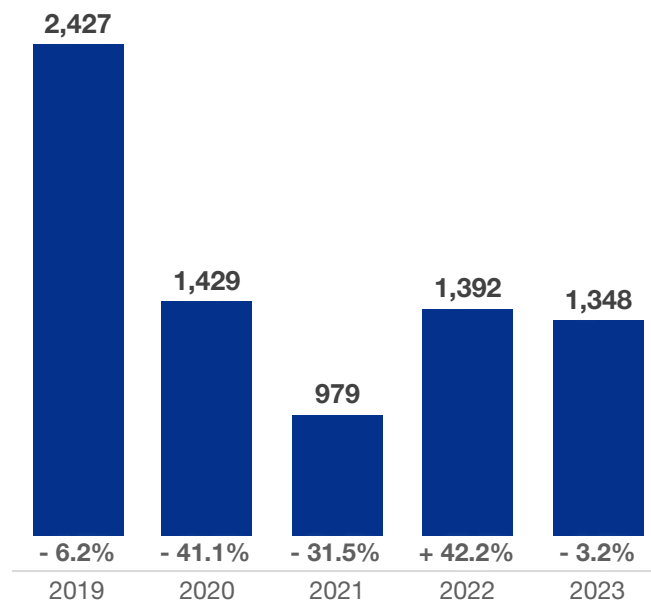
Closed Sales



Top 4 Areas: Change in Closed Sales from 2022

Henrico County	- 13.6%
Richmond City	- 20.3%
Chesterfield County	- 21.1%
Hanover County	- 23.2%

Inventory of Homes for Sale

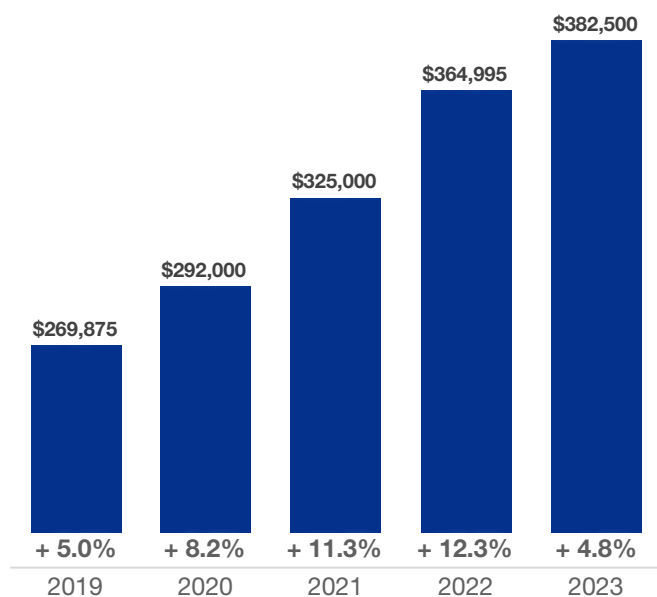


Top 4 Areas: Change in Homes for Sale from 2022

Chesterfield County	+ 2.3%
Richmond City	- 1.5%
Henrico County	- 9.0%
Hanover County	- 10.1%

Quick Facts

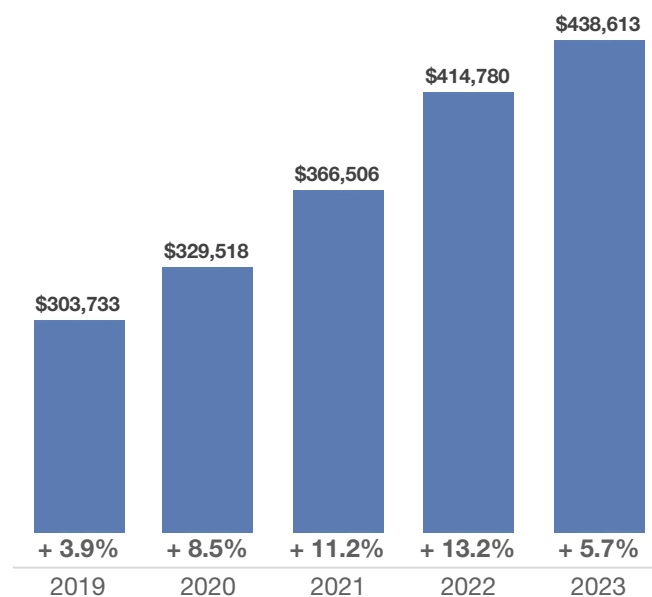
Median Sales Price



Top 4 Areas: Change in Median Sales Price from 2022

Henrico County	+ 8.0%
Hanover County	+ 5.9%
Chesterfield County	+ 4.5%
Richmond City	+ 2.5%

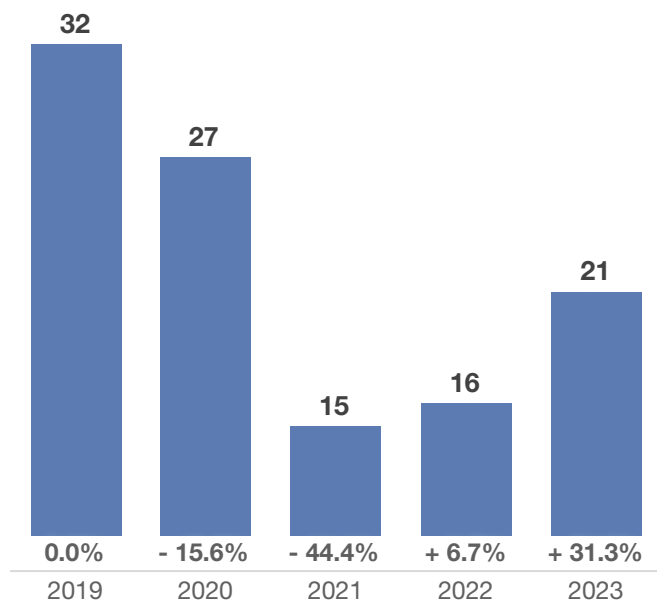
Average Sales Price



Top 4 Areas: Change in Avg. Sales Price from 2022

Richmond City	+ 6.5%
Henrico County	+ 6.2%
Hanover County	+ 6.1%
Chesterfield County	+ 5.1%

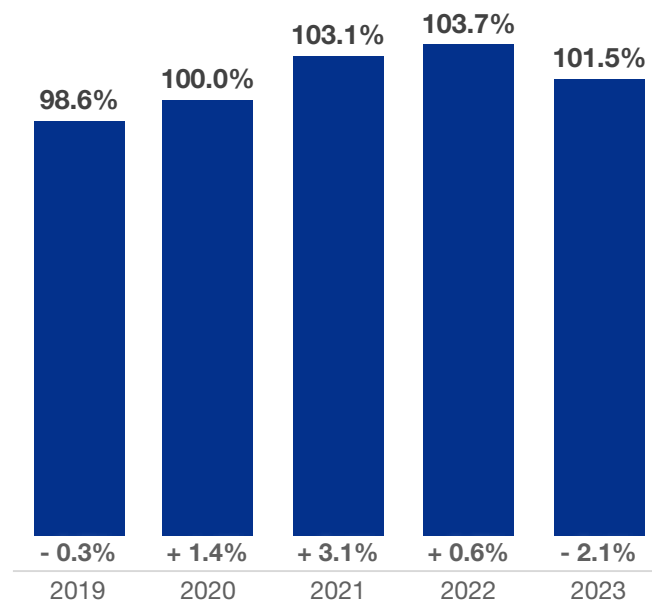
Days on Market Until Sale



Top 4 Areas: Change in Days on Market from 2022

Chesterfield County	+ 50.0%
Hanover County	+ 42.9%
Henrico County	+ 26.7%
Richmond City	+ 17.6%

Percent of Original List Price Received



Top 4 Areas: Change in Pct. of Orig. Price Received from 2022

Richmond City	- 1.5%
Henrico County	- 1.8%
Hanover County	- 2.3%
Chesterfield County	- 2.6%

Price Range Review

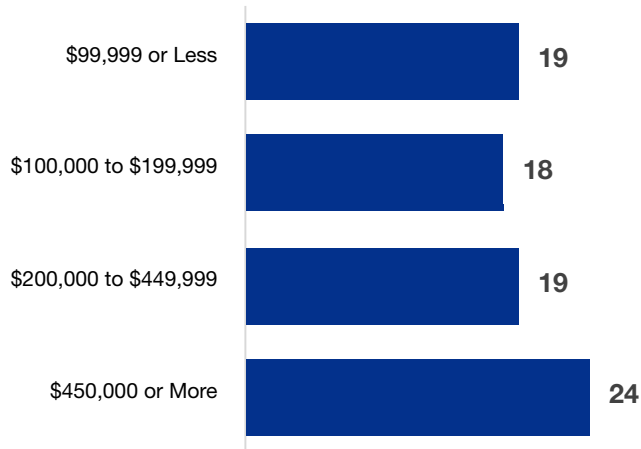
**\$100,000 to
\$199,999**

Price Range with
Shortest Average
Days on Market Until Sale

**\$450,000 or
More**

Price Range with
Longest Average
Days on Market Until Sale

Days on Market Until Sale by Price Range



1.8%

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

- 55.7%

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

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



**\$200,000 to
\$449,999**

Price Range with the
Most Closed Sales

- 9.6%

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

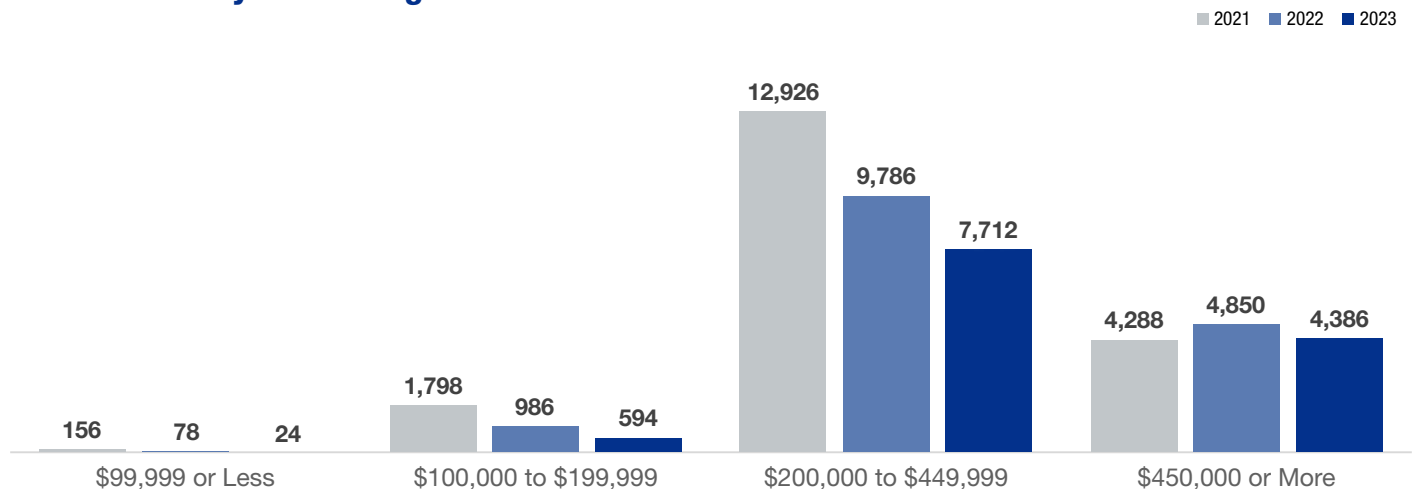
**\$99,999 or
Less**

Price Range with the
Fewest Closed Sales

- 69.2%

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

Closed Sales by Price Range



Property Type Review

20

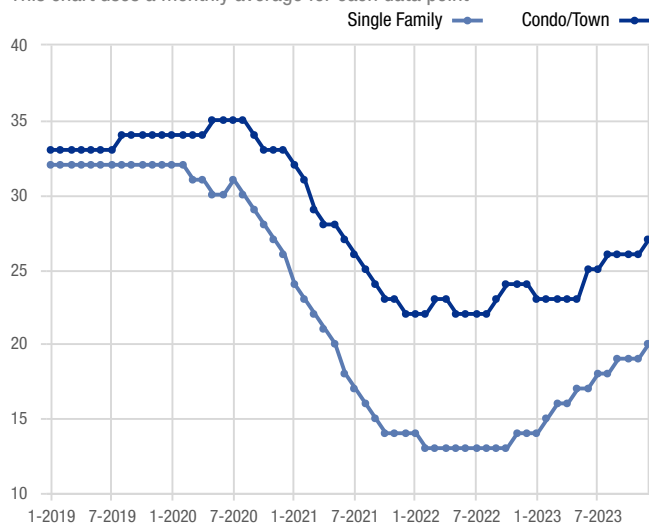
Average Days on Market
Single Family

27

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 2023

Henrico County	28.2%
Chesterfield County	18.3%
Richmond City	14.2%
Hanover County	10.6%

+ 4.5%

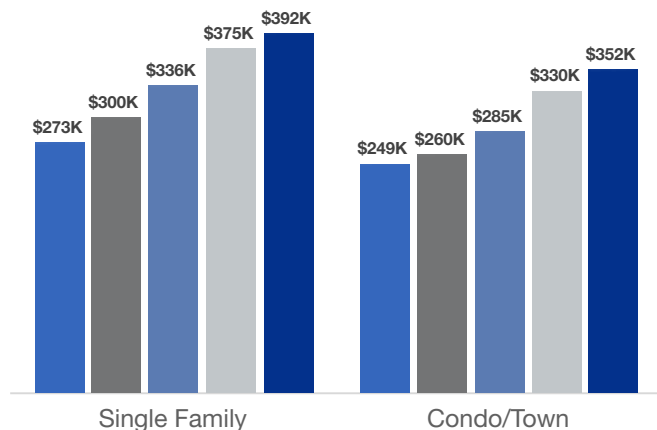
One-Year Change in Price
Single Family

+ 6.7%

One-Year Change in Price
Condo/Town

Median Sales Price

■ 2019 ■ 2020 ■ 2021 ■ 2022 ■ 2023



101.8%

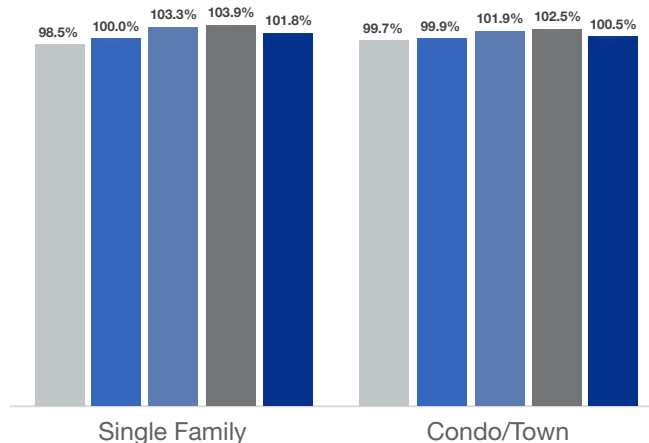
Pct. of Orig. Price Received
Single Family

100.5%

Pct. of Orig. Price Received
Condo/Town

Percent of Original List Price Received

■ 2019 ■ 2020 ■ 2021 ■ 2022 ■ 2023



Bedroom Count Review

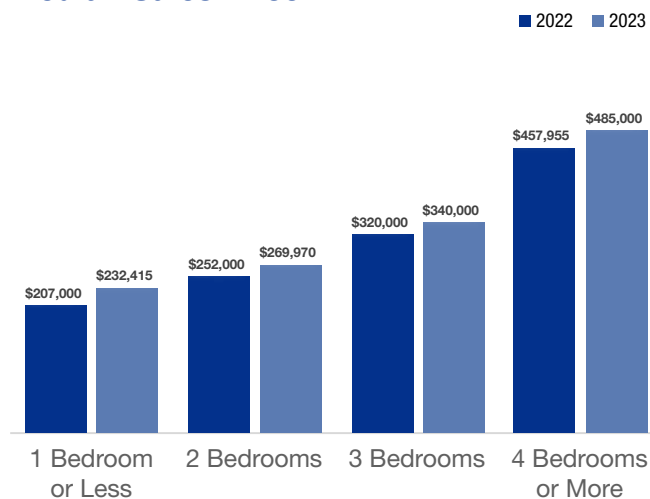
+ 12.3%

Growth in
1 Bedroom or Less

+ 6.3%

Growth in
3 Bedrooms

Median Sales Price



Top Areas: 2 Bedrooms Market Share in 2023

Richmond City	18.2%
Henrico County	12.2%
Chesterfield County	6.5%
Hanover County	5.6%

100.8%

Percent of Original List Price
Received
in 2023 for
1 Bedroom or Less

101.3%

Percent of Original List Price
Received
in 2023 for
2 Bedrooms

101.4%

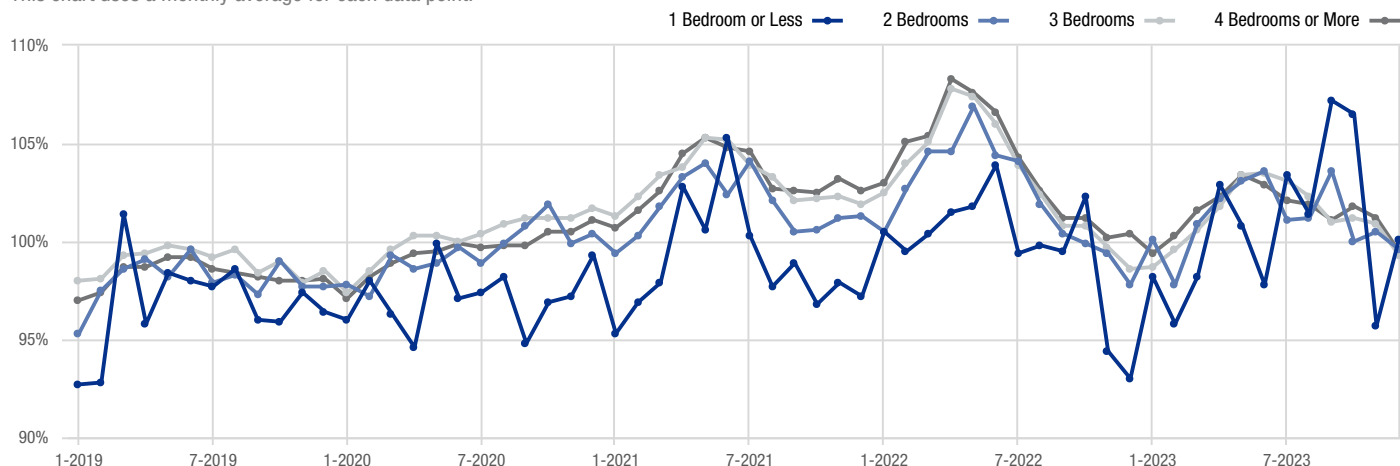
Percent of Original List Price
Received
in 2023 for
3 Bedrooms

101.6%

Percent of Original List Price
Received
in 2023 for
4 Bedrooms or More

Percent of Original List Price Received

This chart uses a monthly average for each data point.



Area Historical Inventory of Homes for Sale

	2019	2020	2021	2022	2023	Change from 2022	Change from 2019
Chesterfield County	1,062	565	347	566	579	+ 2.3%	- 45.5%
Hanover County	346	261	197	227	204	- 10.1%	- 41.0%
Henrico County	651	303	218	335	305	- 9.0%	- 53.1%
Richmond City	368	300	217	264	260	- 1.5%	- 29.3%

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

	2019	2020	2021	2022	2023	Change from 2022	Change from 2019
Chesterfield County	\$268,000	\$289,090	\$330,000	\$370,000	\$386,550	+ 4.5%	+ 44.2%
Hanover County	\$307,000	\$330,150	\$365,000	\$425,000	\$450,000	+ 5.9%	+ 46.6%
Henrico County	\$264,000	\$279,950	\$310,346	\$345,000	\$372,645	+ 8.0%	+ 41.2%
Richmond City	\$255,000	\$290,000	\$320,000	\$341,400	\$350,000	+ 2.5%	+ 37.3%