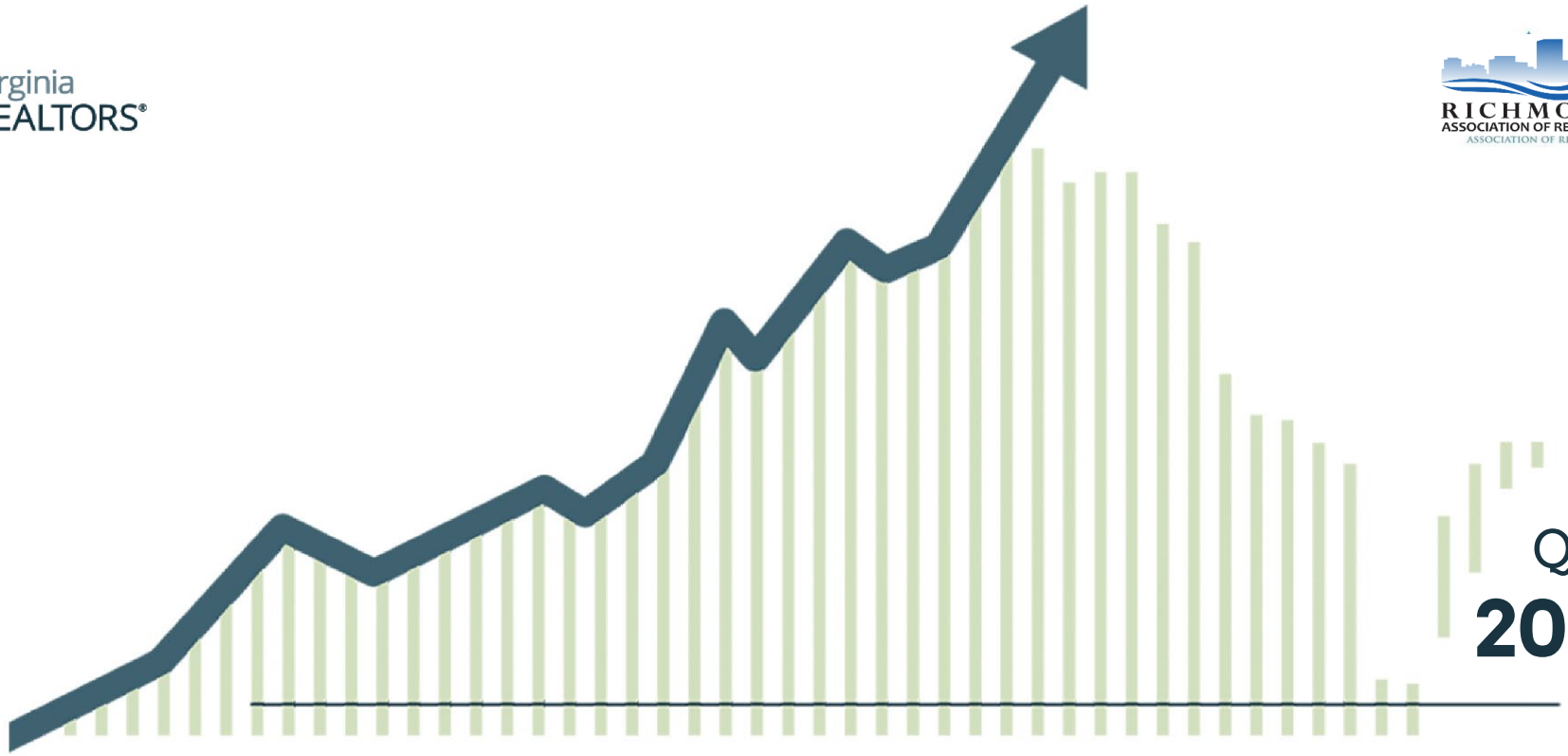
Virginia REALTORS®

RICHMOND ASSOCIATION OF REALTORS®



Q1
2023

# RAR RICHMOND REGION
# MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

# RAR Market Indicators Report

## Key Market Trends: **Q1 2023**

- **The RAR housing market is off to a slower start in 2023. Sales activity in the first quarter is back to 2016 levels.** There were 2,990 homes sold across the region, 722 fewer sales than the first quarter last year, a 19.5% drop. Rising interest rates and lack of inventory has cooled the market in many parts of the region. The sharpest slowdown was in the Richmond market, which had about a third fewer sales in the first quarter compared to last year (-29.9%). Chesterfield County had 21.7% fewer sales, and there were 15.6% fewer sales in Henrico County compared to the first quarter of 2022. Goochland County was the only local market in the region to have an uptick in sales from last year (+10.1%).

- **Fewer new contracts in all local markets in the RAR region as buyers pull back, signals slow spring market ahead.** There were 3,536 pending sales across the region in the first quarter. This is 825 fewer pending sales than the first quarter last year, an 18.9% drop. At the local level the largest decrease was in Hanover County which had 28.3% fewer pending sales compared to the first quarter last year. Richmond had 21.3% fewer new contracts, and pending sales fell 16.9% in Chesterfield County in the first quarter.

- **Home prices continue to climb in the region amid slower sales activity. Tight inventory of homes available insulating prices.** The median sales price in the RAR region was $362,250 during the first quarter of 2023, rising 3.5% from a year ago, a gain of $12,250. While this a relatively modest price increase compared to the last several years, it's is more in line with historical averages. The median sales price in the region is now about $92,000 higher than it was in the first quarter three years ago. Goochland County had by far the strongest price growth in the region this quarter, the median sold price in the county jumped up 14.1% from a year ago, a gain of more than $71,000. The median price rose 4.9% in both Henrico County and Hanover County compared to last year. The median price in the Richmond market dipped 2.3% from the first quarter of 2022, a modest $7,000 decline. This marks the first time that quarterly prices have edged down in the city in four years.

- **As homes stay on the market longer, inventory starting to build up, though overall supply remains very low.** There were 1,642 active listings across the RAR market at the end of the first quarter, which is 491 more listings than a year ago (+38.8%). Most of the additional listings were in the Chesterfield County and Henrico County markets. Overall, there was just 1.2 months of supply regionwide at the end of the first quarter.

*April 20, 2023*

INTEREST RATE TRACKER

### *RAR Housing Market Dashboard*

| YoY Chg | 2023 - Q1 | **Indicator** (regionwide) |
|---|---|---|
| ▼ -19.5% | 2,990 | Sales |
| ▼ -18.9% | 3,536 | Pending Sales |
| ▲ 3.5% | $362,250 | Median Sales Price |
| ▲ 4.6% | $410,138 | Average Sales Price |
| ▼ -2.6% | 101.4% | Average Sold/Ask Price Ratio |
| ▲ 48.5% | 28 | Average Days on Market |
| ▲ 42.7% | 1,642 | Active Listings |
| ▲ 38.8% | 1.2 | Months of Supply |

Sources: Virginia REALTORS®, data accessed April 15, 2023, Freddie Mac

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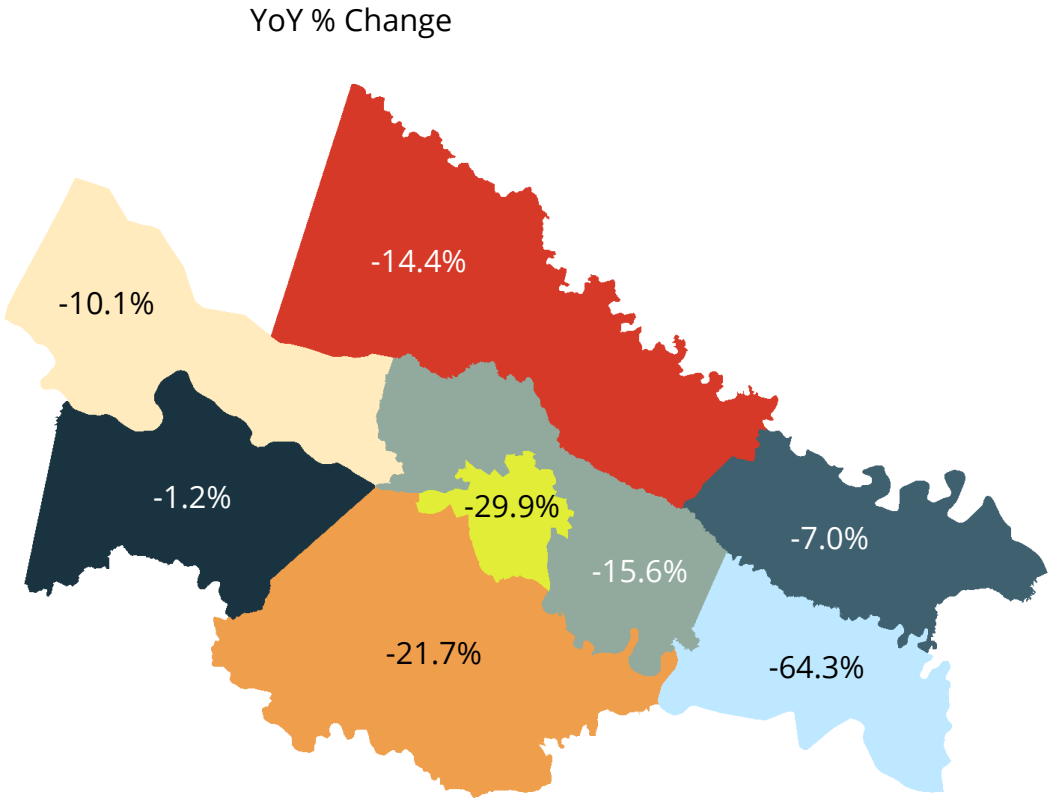
**Consumers Should Consult with a REALTOR®.** Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

**Identify a Professional to Manage the Procedure.** REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

**Are You Ready to Buy or Sell Real Estate?** Contact an experienced REALTOR®.

**Data Note:** The data used in this report provides a complete picture of market activity by county/city. Data is retrived from all MLS systems in Virginia and merged together on a montly basis. All duplicate records are removed as part of the data merging process.

# Sales - RAR Region

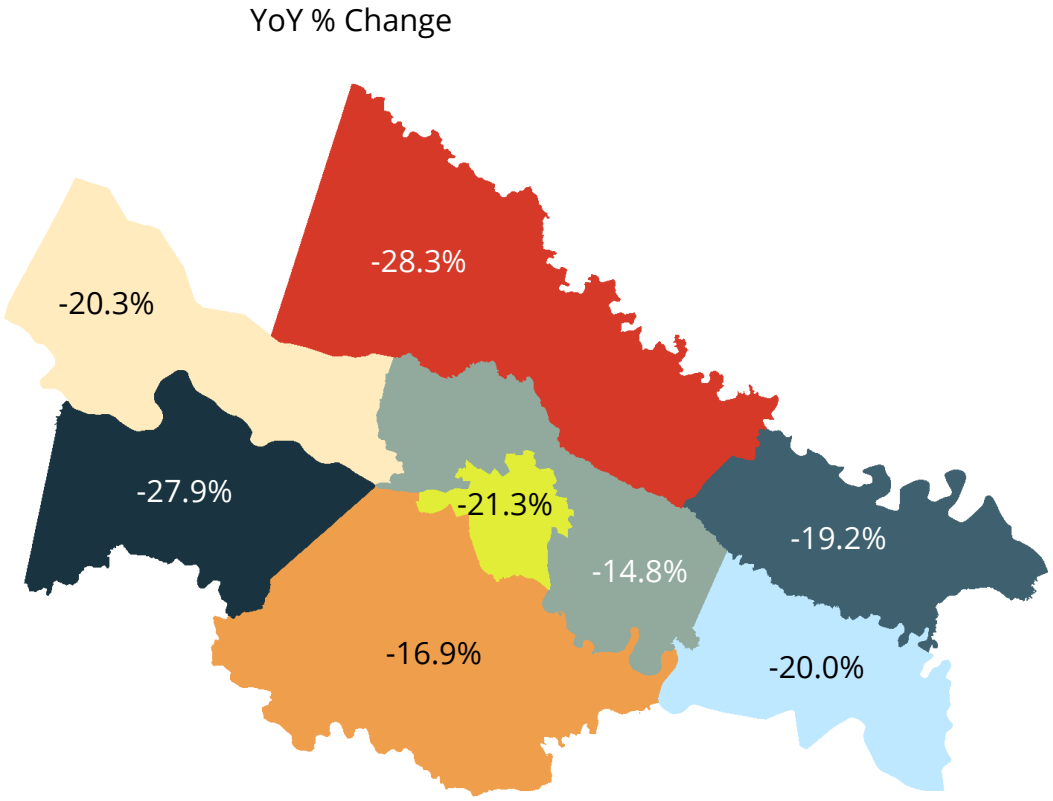



## Sales

| *Jurisdiction* | 2022 - Q1 | 2023 - Q1 | % Chg |
|---|---|---|---|
| Charles City County | 14 | 5 | -64.3% |
| Chesterfield County | 1,347 | 1,055 | -21.7% |
| Goochland County | 89 | 98 | 10.1% |
| Hanover County | 355 | 304 | -14.4% |
| Henrico County | 940 | 793 | -15.6% |
| New Kent County | 143 | 133 | -7.0% |
| Powhatan County | 86 | 85 | -1.2% |
| Richmond | 738 | 517 | -29.9% |
| **RAR Region** | **3,712** | **2,990** | **-19.5%** |

Source: Virginia REALTORS®, data accessed April 15, 2023

# Pending Sales - RAR Region



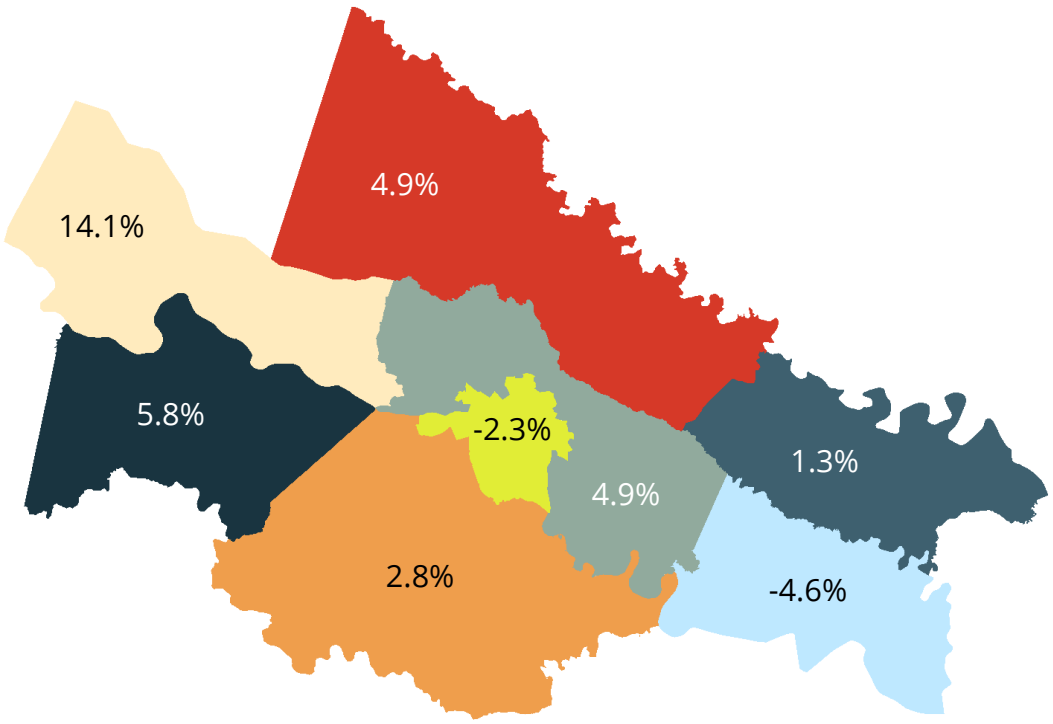

## Pending Sales

| *Jurisdiction* | 2022 - Q1 | 2023 - Q1 | % Chg |
|---|---|---|---|
| Charles City County | 10 | 8 | -20.0% |
| Chesterfield County | 1,546 | 1,284 | -16.9% |
| Goochland County | 133 | 106 | -20.3% |
| Hanover County | 460 | 330 | -28.3% |
| Henrico County | 1,070 | 912 | -14.8% |
| New Kent County | 203 | 164 | -19.2% |
| Powhatan County | 104 | 75 | -27.9% |
| Richmond | 835 | 657 | -21.3% |
| **RAR Region** | **4,361** | **3,536** | **-18.9%** |

Source: Virginia REALTORS®, data accessed April 15, 2023

# Median Sales Price - RAR Region

YoY % Change



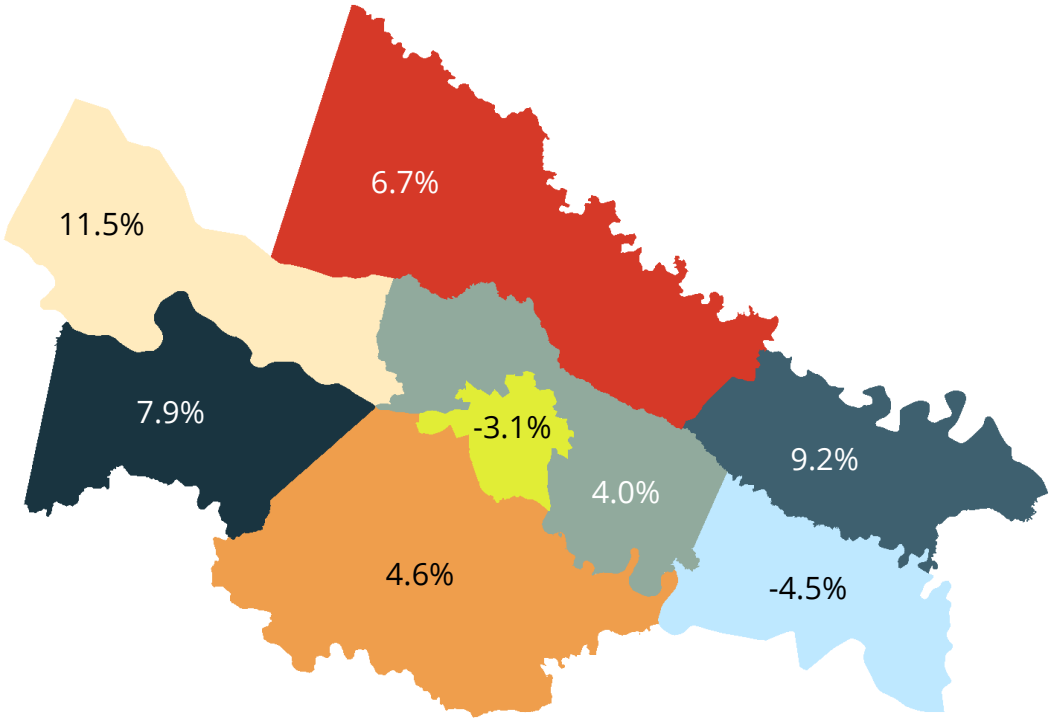

## Median Sales Price

| *Jurisdiction* | 2022 - Q1 | 2023 - Q1 | % Chg |
|---|---|---|---|
| Charles City County | $283,000 | $270,000 | -4.6% |
| Chesterfield County | $360,000 | $370,000 | 2.8% |
| Goochland County | $504,776 | $576,138 | 14.1% |
| Hanover County | $410,000 | $430,000 | 4.9% |
| Henrico County | $319,346 | $335,000 | 4.9% |
| New Kent County | $370,000 | $374,900 | 1.3% |
| Powhatan County | $420,500 | $445,000 | 5.8% |
| Richmond | $310,000 | $303,000 | -2.3% |
| **RAR Region** | **$350,000** | **$362,250** | **3.5%** |

Source: Virginia REALTORS®, data accessed April 15, 2023

# Average Sales Price - RAR Region

YoY % Change



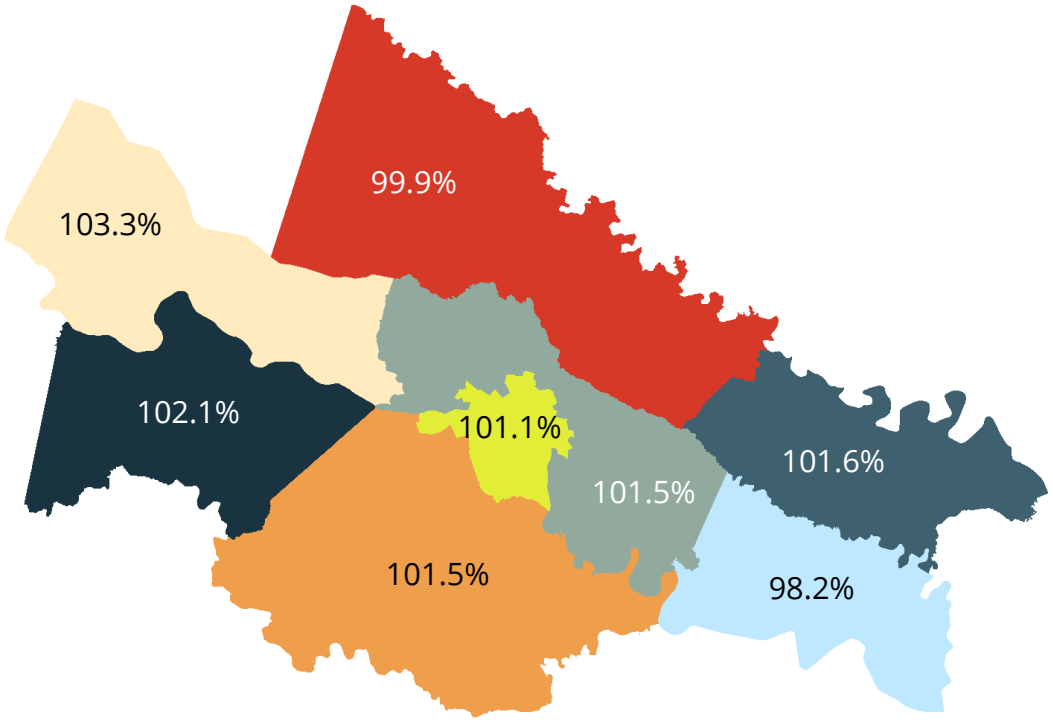

## Average Sales Price

| *Jurisdiction* | 2022 - Q1 | 2023 - Q1 | % Chg |
|---|---|---|---|
| Charles City County | $309,371 | $295,300 | -4.5% |
| Chesterfield County | $391,106 | $409,085 | 4.6% |
| Goochland County | $562,338 | $626,826 | 11.5% |
| Hanover County | $436,634 | $466,100 | 6.7% |
| Henrico County | $368,821 | $383,518 | 4.0% |
| New Kent County | $381,323 | $416,334 | 9.2% |
| Powhatan County | $466,941 | $503,633 | 7.9% |
| Richmond | $374,845 | $363,283 | -3.1% |
| **RAR Region** | **$392,251** | **$410,138** | **4.6%** |

Source: Virginia REALTORS®, data accessed April 15, 2023

# Average Sold/Ask Price Ratio - RAR Region

2023 - Q1 (%)



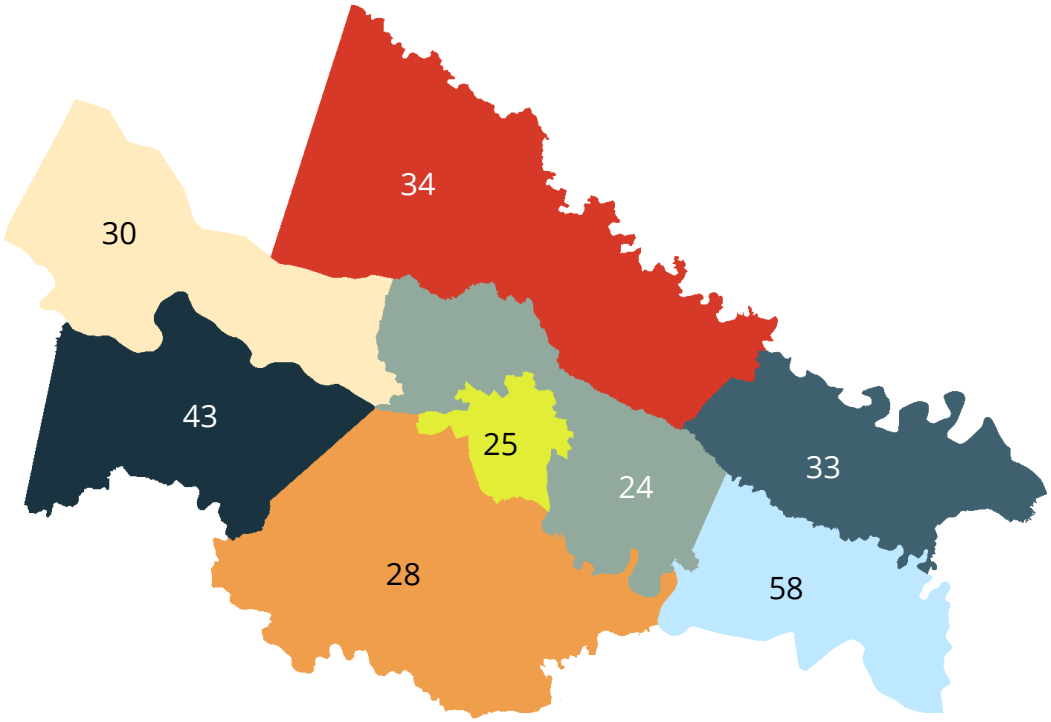

## Average Sold/Ask Price Ratio

| *Jurisdiction* | 2022 - Q1 | 2023 - Q1 | % Pt. Chg |
|---|---|---|---|
| Charles City County | 102.0% | 98.2% | -3.8% |
| Chesterfield County | 104.7% | 101.5% | -3.1% |
| Goochland County | 101.5% | 103.3% | 1.7% |
| Hanover County | 103.2% | 99.9% | -3.3% |
| Henrico County | 104.1% | 101.5% | -2.5% |
| New Kent County | 101.2% | 101.6% | 0.4% |
| Powhatan County | 103.7% | 102.1% | -1.6% |
| Richmond | 103.6% | 101.1% | -2.6% |
| **RAR Region** | **103.9%** | **101.4%** | **-2.6%** |

Source: Virginia REALTORS®, data accessed April 15, 2023

# Average Days on Market - RAR Region

2023 - Q1 (Days)



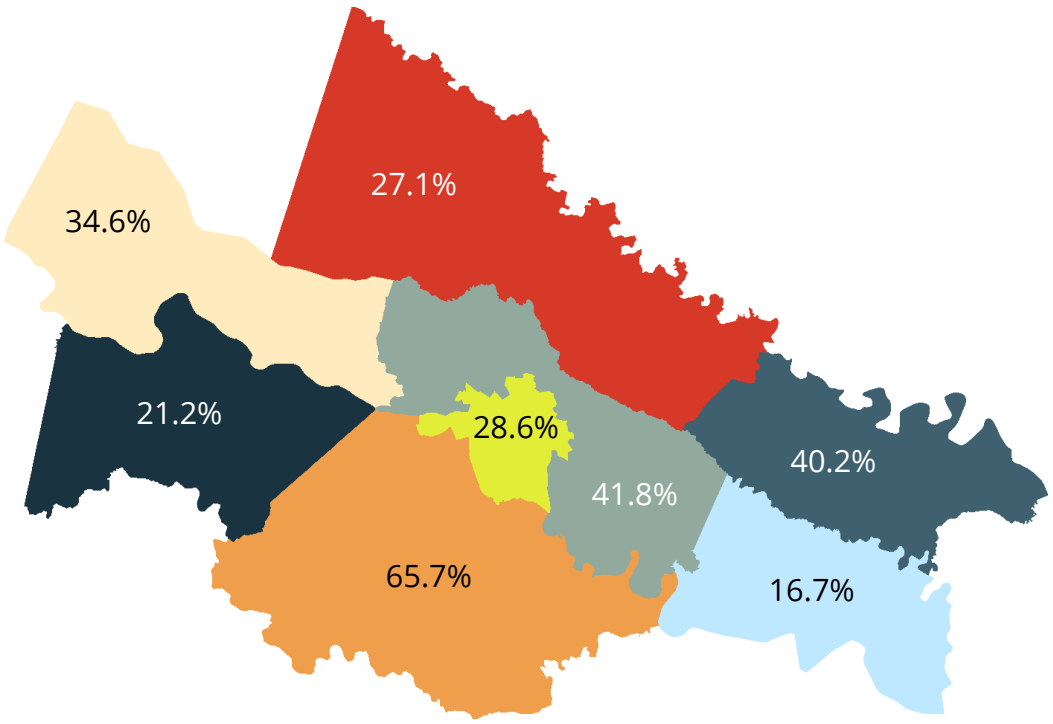

## Average Days on Market

| *Jurisdiction* | 2022 - Q1 | 2023 - Q1 | % Chg |
|---|---|---|---|
| Charles City County | 19 | 58 | 213.5% |
| Chesterfield County | 15 | 28 | 86.7% |
| Goochland County | 24 | 30 | 20.5% |
| Hanover County | 24 | 34 | 41.7% |
| Henrico County | 16 | 24 | 49.1% |
| New Kent County | 24 | 33 | 35.8% |
| Powhatan County | 21 | 43 | 98.4% |
| Richmond | 24 | 25 | 2.9% |
| **RAR Region** | **19** | **28** | **48.5%** |

Source: Virginia REALTORS®, data accessed April 15, 2023

# Active Listings - RAR Region

YoY % Change



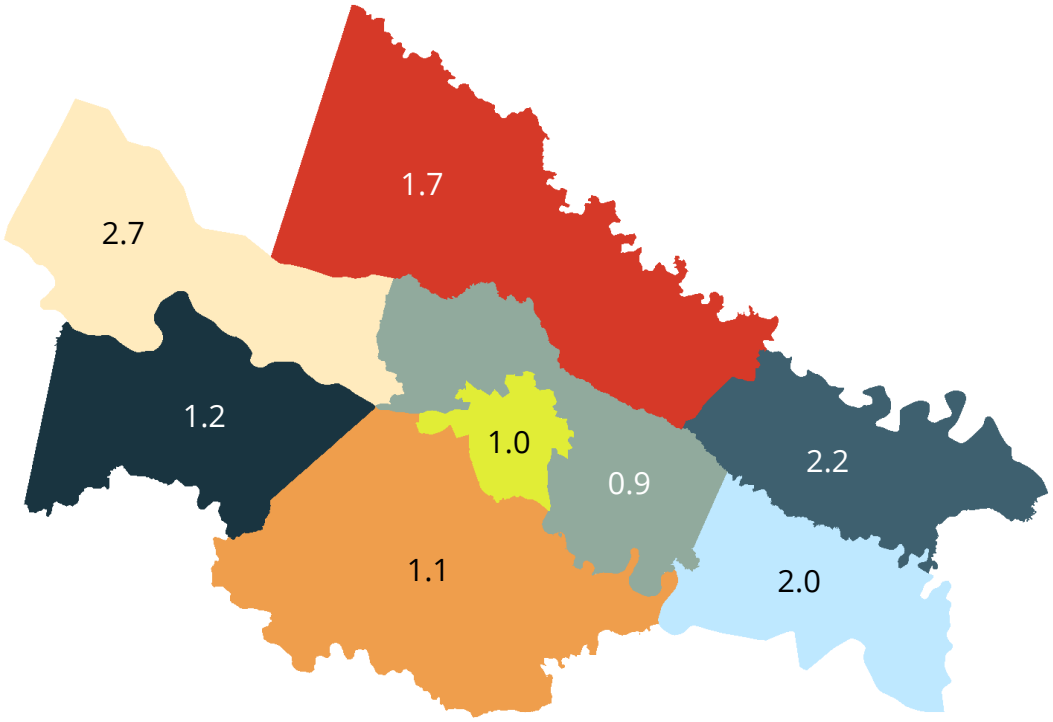

## Active Listings

| *Jurisdiction* | 2022 - Q1 | 2023 - Q1 | % Chg |
|---|---|---|---|
| Charles City County | 6 | 7 | 16.7% |
| Chesterfield County | 327 | 542 | 65.7% |
| Goochland County | 81 | 109 | 34.6% |
| Hanover County | 181 | 230 | 27.1% |
| Henrico County | 232 | 329 | 41.8% |
| New Kent County | 92 | 129 | 40.2% |
| Powhatan County | 33 | 40 | 21.2% |
| Richmond | 199 | 256 | 28.6% |
| **RAR Region** | **1,151** | **1,642** | **42.7%** |

Source: Virginia REALTORS®, data accessed April 15, 2023

# Months of Supply - RAR Region

2023 - Q1 (Months)




## Months of Supply

| *Jurisdiction* | 2022 - Q1 | 2023 - Q1 | % Chg |
|---|---|---|---|
| Charles City County | 1.5 | 2.0 | 32.9% |
| Chesterfield County | 0.5 | 1.1 | 110.5% |
| Goochland County | 2.0 | 2.7 | 32.7% |
| Hanover County | 1.0 | 1.7 | 62.0% |
| Henrico County | 0.5 | 0.9 | 77.3% |
| New Kent County | 1.5 | 2.2 | 42.6% |
| Powhatan County | 0.8 | 1.2 | 48.3% |
| Richmond | 0.6 | 1.0 | 59.5% |
| **RAR Region** | **0.9** | **1.2** | **38.8%** |

Source: Virginia REALTORS®, data accessed April 15, 2023

Virginia REALTORS®

The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

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Data and analysis provided by Virginia REALTORS® Chief Economist, Ryan Price

The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.