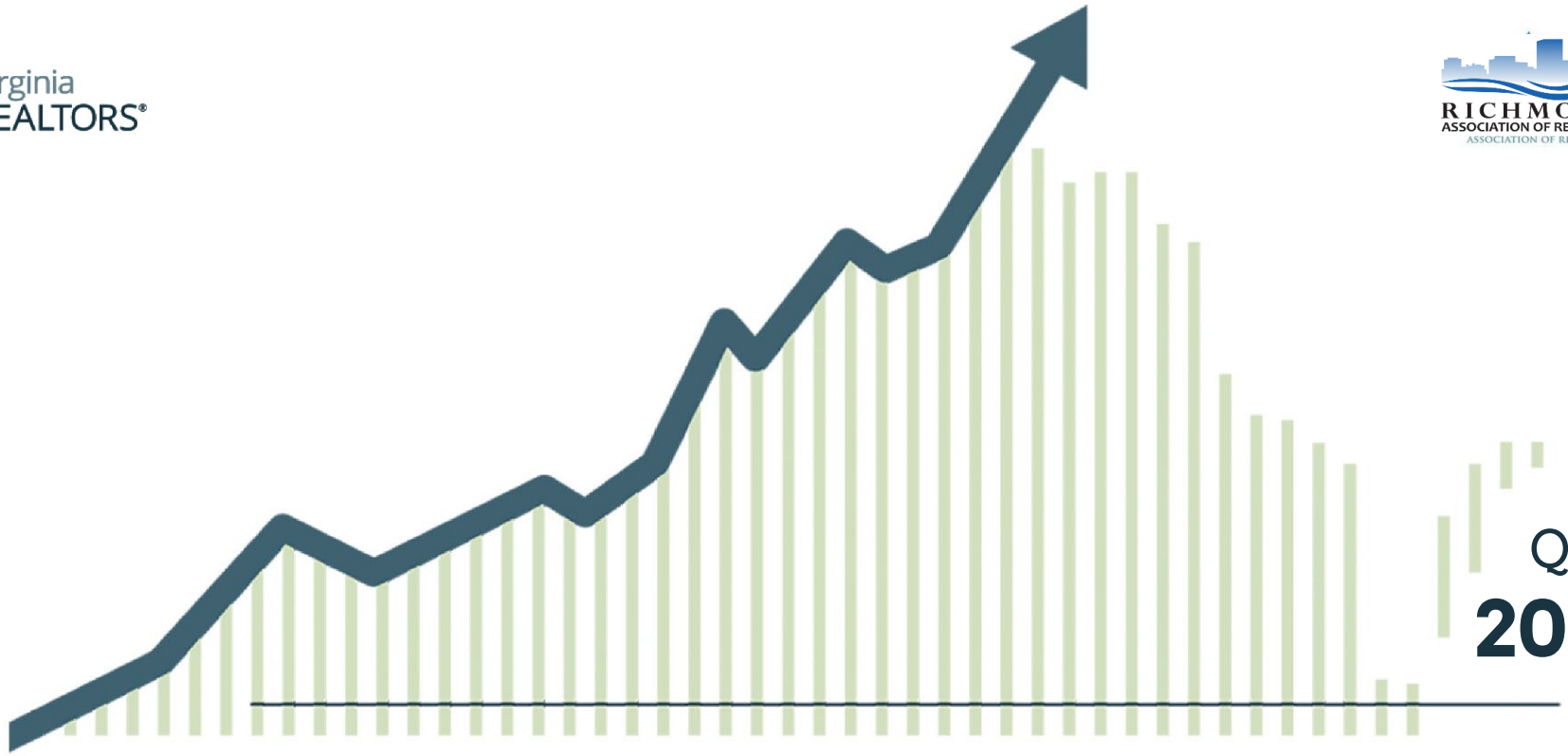
Virginia REALTORS®

RICHMOND ASSOCIATION OF REALTORS®



Q2
2023

RAR RICHMOND REGION
MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

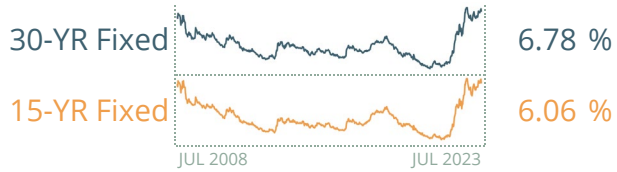
RAR Market Indicators Report

Key Market Trends: **Q2 2023**

- **It was a sluggish spring in the RAR regional housing market.** There were 3,964 homes sold across the RAR area in the second quarter of 2023, a sharp 24.5% decline from a year ago, which is 1,284 fewer sales. Most local markets in the region had a large drop off in sales activity. Sales in Henrico County slowed by 19.3%, and the Chesterfield County market had 26.2% fewer sales in the second quarter compared to a year ago. Sales activity in the City of Richmond fell 23.8%, while the Goochland County market had 22.5% fewer sales than a year ago. The sharp slowdown in market activity is being driven by a combination of factors including tight inventory conditions and climbing mortgage rates, which is keeping many buyers on the sidelines and would-be sellers from listing their homes.
- **Pending sales down across the region in the second quarter.** There were 4,319 pending sales regionwide in the second quarter, a 20.7% decline from last year. The sharpest decline in new contracts was in Goochland County (-30.5%), Powhatan County (-28.0%), and Richmond (-25.0%). Pending sales in Henrico County and Chesterfield County fell 18.7% and 18.5% respectively from the second quarter a year ago.
- **Home prices are still climbing in most local markets as supply remains constrained.** While market activity has been sluggish, it has not put a damper on home prices, which continue to climb in most local markets in the RAR region. At $390,000, the regionwide median sales price in the second quarter rose by $10,000 from this time last year, a 2.6% increase. The chronically low inventory coupled with a robust pipeline of buyers has continued to put upward pressure on home prices despite the slowdown. The median sales price in Henrico County jumped up 7.0% from the second quarter last year, while the median price in the Hanover County climbed 4.8%. The median price in Chesterfield County rose 3.1%, and prices in the Richmond housing market stayed flat from a year ago.
- **More active listings are on the market in the RAR footprint but overall supply continues to be very low.** There were 1,715 active listings in the RAR region at the end of the second quarter, which is 51 more listings than this time last year, a 3.1% increase. There was 1.4 months of supply in the region in the second quarter, up from 1.1 months a year ago. Most of the additional listings this quarter were in the Chesterfield County and Goochland County markets.

INTEREST RATE TRACKER

July 20, 2023



RAR Housing Market Dashboard

YoY Chg	2023 - Q2	**Indicator** (regionwide)
▼ -24.5%	3,964	Sales
▼ -20.7%	4,319	Pending Sales
▲ 2.6%	$390,000	Median Sales Price
▲ 5.0%	$458,101	Average Sales Price
▼ -3.4%	103.1%	Average Sold/Ask Price Ratio
▲ 50.5%	19	Average Days on Market
▲ 3.1%	1,715	Active Listings
▲ 38.8%	1.2	Months of Supply

Sources: Virginia REALTORS®, data accessed July 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.

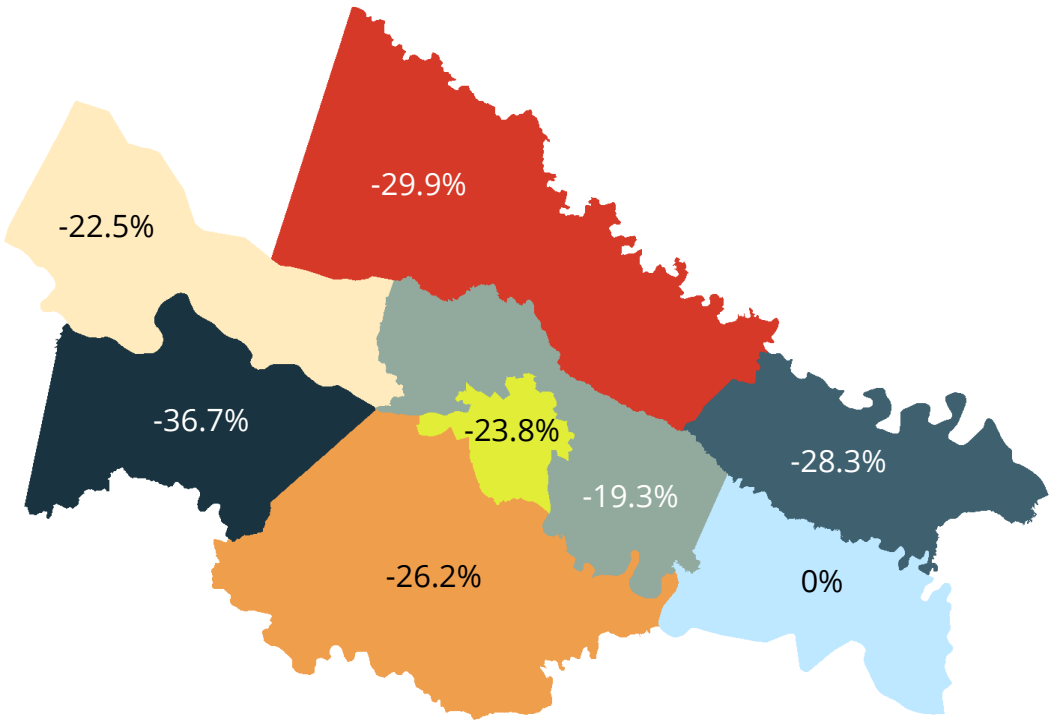
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

YoY % Change



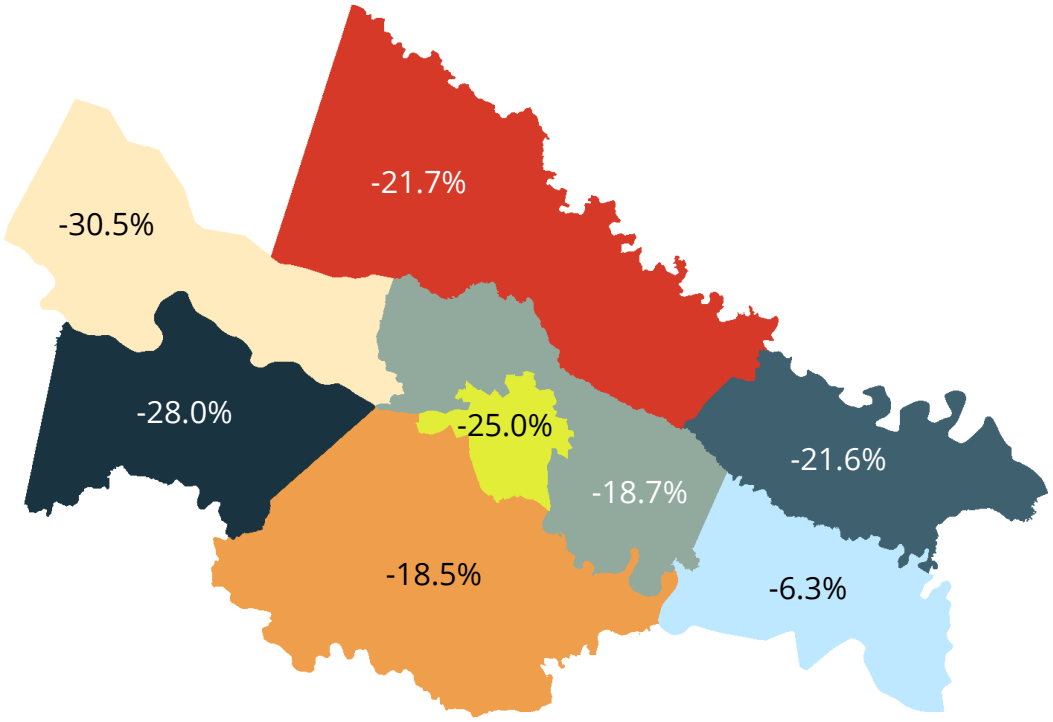
Sales

Jurisdiction	2022 - Q2	2023 - Q2	% Chg
Charles City County	12	12	0.0%
Chesterfield County	1,862	1,374	-26.2%
Goochland County	160	124	-22.5%
Hanover County	536	376	-29.9%
Henrico County	1,378	1,112	-19.3%
New Kent County	187	134	-28.3%
Powhatan County	128	81	-36.7%
Richmond	985	751	-23.8%
RAR Region	**5,248**	**3,964**	**-24.5%**

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

Pending Sales - RAR Region

YoY % Change



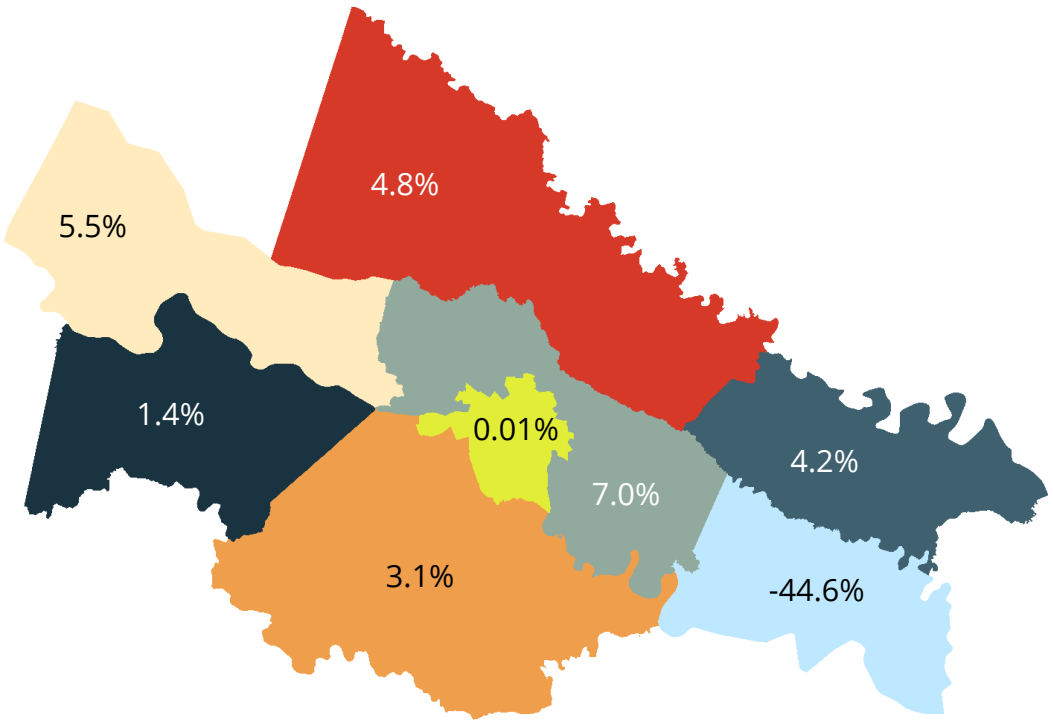
Pending Sales

Jurisdiction	2022 - Q2	2023 - Q2	% Chg
Charles City County	16	15	-6.3%
Chesterfield County	1,926	1,570	-18.5%
Goochland County	164	114	-30.5%
Hanover County	503	394	-21.7%
Henrico County	1,484	1,207	-18.7%
New Kent County	208	163	-21.6%
Powhatan County	132	95	-28.0%
Richmond	1,014	761	-25.0%
RAR Region	**5,447**	**4,319**	**-20.7%**

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

Median Sales Price - RAR Region

YoY % Change



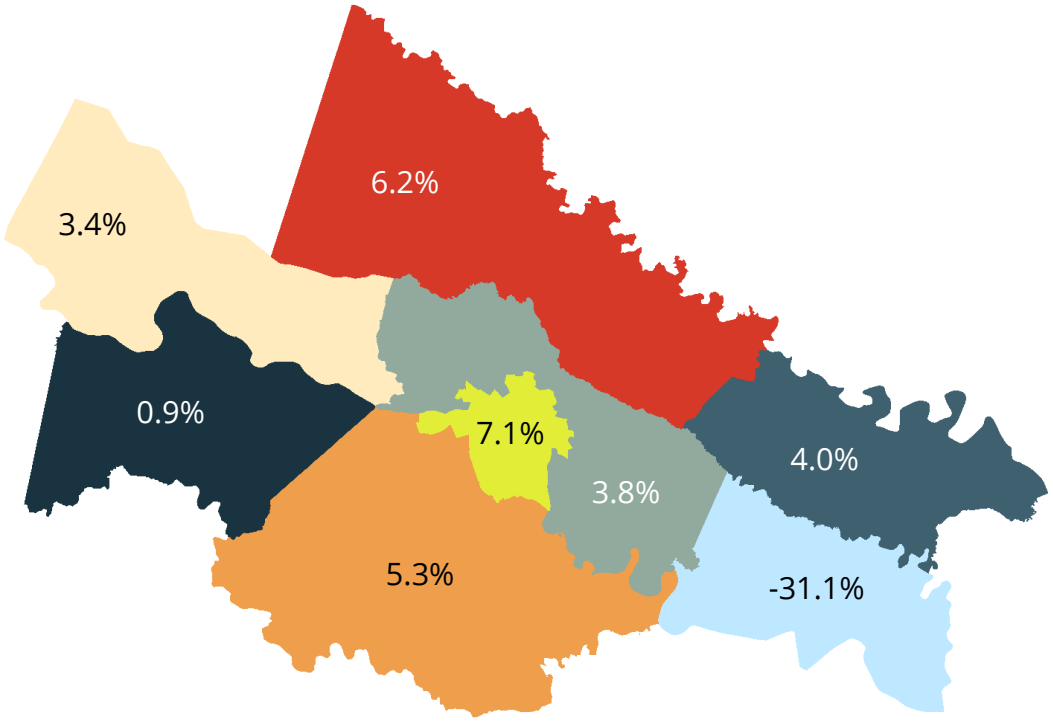
Median Sales Price

Jurisdiction	2022 - Q2	2023 - Q2	% Chg
Charles City County	$361,250	$200,000	-44.6%
Chesterfield County	$380,000	$391,825	3.1%
Goochland County	$538,360	$567,950	5.5%
Hanover County	$420,000	$440,000	4.8%
Henrico County	$350,443	$375,000	7.0%
New Kent County	$379,105	$395,000	4.2%
Powhatan County	$420,750	$426,500	1.4%
Richmond	$369,950	$370,000	0.01%
RAR Region	**$380,000**	**$390,000**	**2.6%**

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

Average Sales Price - RAR Region

YoY % Change



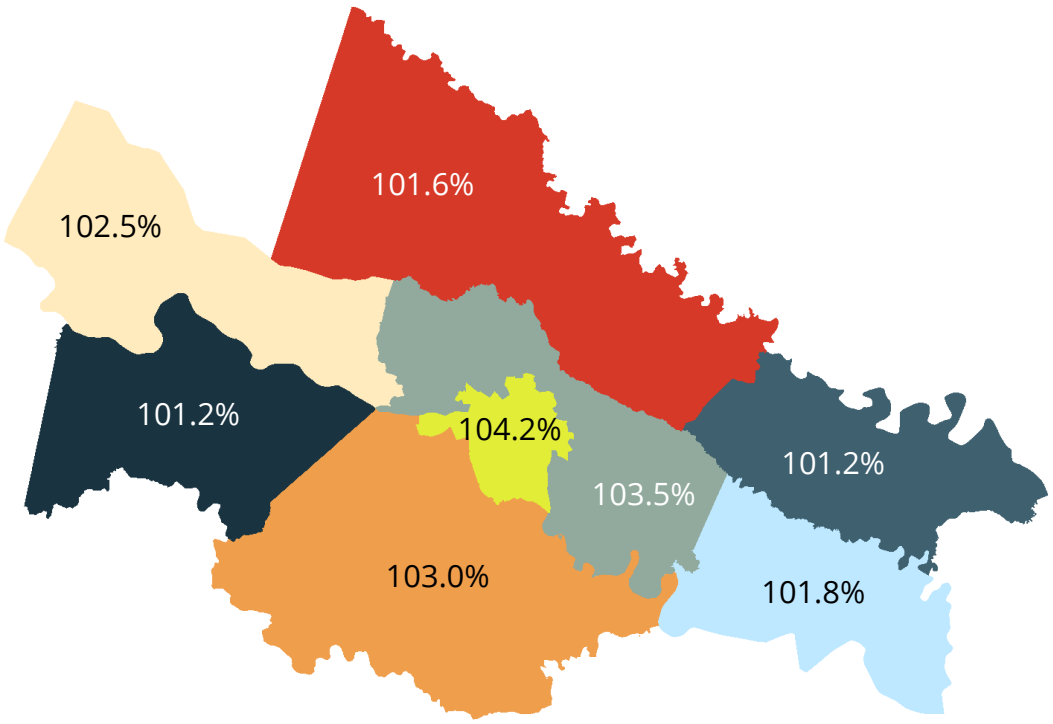
Average Sales Price

Jurisdiction	2022 - Q2	2023 - Q2	% Chg
Charles City County	$404,583	$278,921	-31.1%
Chesterfield County	$415,820	$437,793	5.3%
Goochland County	$654,100	$676,084	3.4%
Hanover County	$457,188	$485,306	6.2%
Henrico County	$421,825	$437,884	3.8%
New Kent County	$401,377	$417,481	4.0%
Powhatan County	$469,989	$474,201	0.9%
Richmond	$451,945	$484,064	7.1%
RAR Region	**$436,190**	**$458,101**	**5.0%**

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

Average Sold/Ask Price Ratio - RAR Region

2023 - Q2 (%)



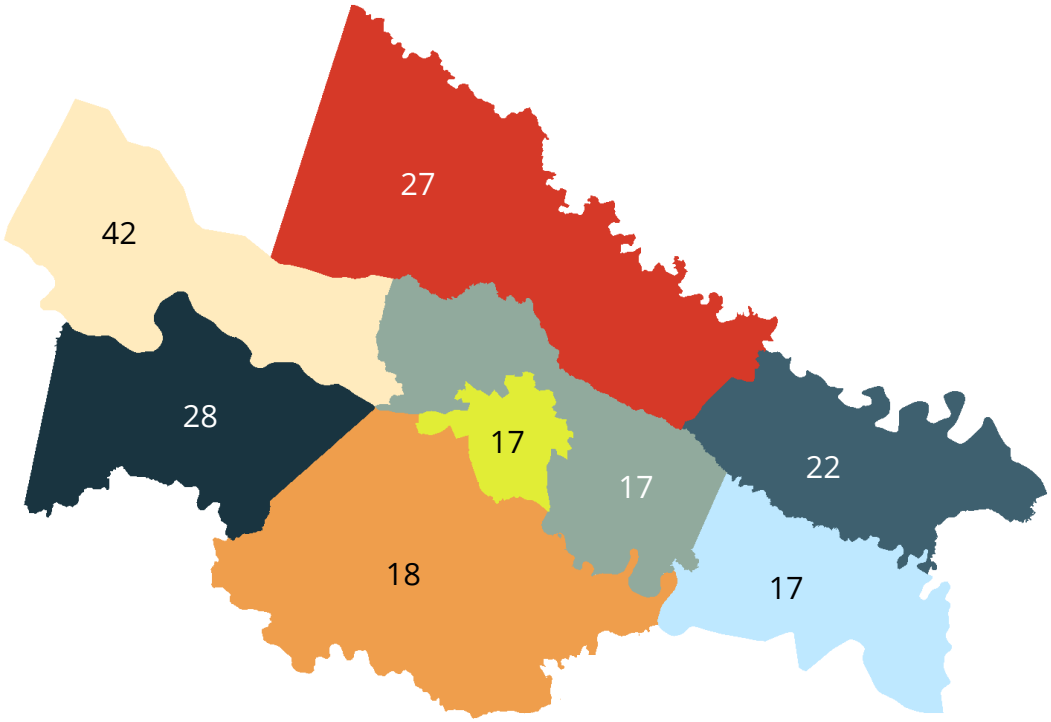
Average Sold/Ask Price Ratio

Jurisdiction	2022 - Q2	2023 - Q2	% Pt. Chg
Charles City County	102.5%	101.8%	-0.7%
Chesterfield County	106.6%	103.0%	-3.6%
Goochland County	103.1%	102.5%	-0.6%
Hanover County	104.7%	101.6%	-3.1%
Henrico County	107.1%	103.5%	-3.7%
New Kent County	102.0%	101.2%	-0.8%
Powhatan County	106.9%	101.2%	-5.7%
Richmond	108.0%	104.2%	-3.8%
RAR Region	**106.5%**	**103.1%**	**-3.4%**

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

Average Days on Market - RAR Region

2023 - Q2 (Days)

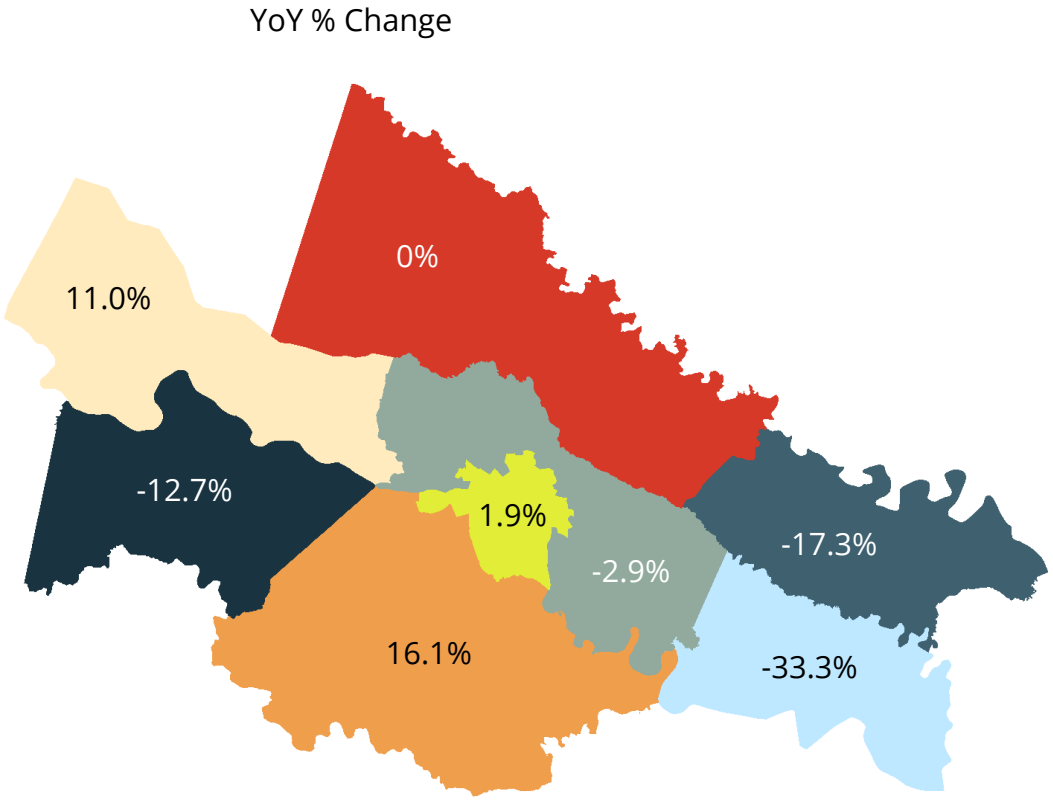


Average Days on Market

Jurisdiction	2022 - Q2	2023 - Q2	% Chg
Charles City County	17	17	-2.9%
Chesterfield County	11	18	59.0%
Goochland County	15	42	187.4%
Hanover County	20	27	34.0%
Henrico County	11	17	57.9%
New Kent County	22	22	0.3%
Powhatan County	17	28	66.3%
Richmond	12	17	34.9%
RAR Region	**13**	**19**	**50.5%**

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

Active Listings - RAR Region



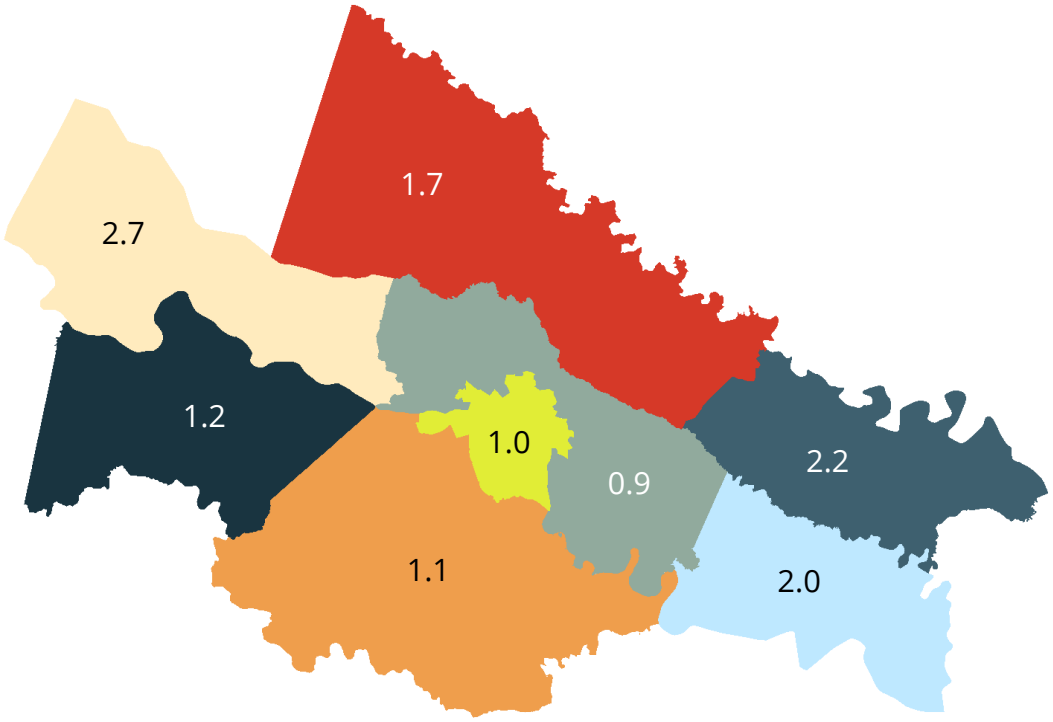
Active Listings

Jurisdiction	2022 - Q2	2023 - Q2	% Chg
Charles City County	9	6	-33.3%
Chesterfield County	496	576	16.1%
Goochland County	100	111	11.0%
Hanover County	247	247	0.0%
Henrico County	343	333	-2.9%
New Kent County	139	115	-17.3%
Powhatan County	63	55	-12.7%
Richmond	267	272	1.9%
RAR Region	**1,664**	**1,715**	**3.1%**

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

Months of Supply - RAR Region

2023 - Q2 (Months)



Months of Supply

Jurisdiction	2022 - Q2	2023 - Q2	% 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 July 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.