



Q4 2023 MARKET REPORT

kw METROCENTER
KELLERWILLIAMS® REALTY
Each office independently owned and operated.

RICHMOND METRO



TOTAL
UNITS SOLD

10,195

AVG
DAYS ON
MARKET

20

AVG
SALE PRICE

\$457,082

TOTAL
DOLLAR
VOLUME

\$4.7B

SINGLE FAMILY (2023)

Chesterfield, Hanover, Henrico & Richmond City

TOTAL
UNITS SOLD

2,514

AVG
SALE PRICE

\$363,648

AVG
DAYS ON
MARKET

27

TOTAL
DOLLAR
VOLUME

\$914M

TOWNHOUSES & CONDOS (2023)

Chesterfield, Hanover, Henrico & Richmond City

Q4 2023

GREATER RICHMOND REGION

		CHESTERFIELD CO		GOOCHLAND CO		HANOVER CO	
		Q4 2023	% diff from 2022	Q4 2023	% diff from 2022	Q4 2023	% diff from 2022
single family	units sold	880	-18	85	-3	265	-12
	avg price	\$453,290	+6	\$804,388	+22	\$529,726	+9
	avg days	20	+11	31	+29	39	+77
condo/ townhome	units sold	245	-	11	-35	32	-35
	avg price	\$355,272	+7	\$557,922	+4	\$427,464	+15
	avg days	29	+26	35	+13	41	+71

		HENRICO CO		NEW KENT CO		POWHATAN CO	
		Q4 2023	% diff from 2022	Q4 2023	% diff from 2022	Q4 2023	% diff from 2022
single family	units sold	681	+10	101	-6	71	-17
	avg price	\$457,607	+9	\$453,737	+1	\$499,323	+13
	avg days	16	-6	27	-18	21	+5
condo/ townhome	units sold	263	-3	22	-29	-	-
	avg price	\$387,985	+7	\$322,591	+6	-	-
	avg days	25	+25	28	+17	-	-

		PRINCE GEORGE CO		RICHMOND CITY		TRI-CITIES	
		Q4 2023	% diff from 2022	Q4 2023	% diff from 2022	Q4 2023	% diff from 2022
single family	units sold	83	+15	541	+2	220	-21
	avg price	\$333,199	-13	\$491,130	+10	\$220,259	+9
	avg days	34	+21	22	+16	27	+8
condo/ townhome	units sold	3	-	95	+20	9	+350
	avg price	\$231,000	-	\$345,267	+1	\$240,217	+53
	avg days	40	-	25	-29	29	+625



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kw METROCENTER
KELLERWILLIAMS.REALTY

ALEXANDRIA
1701 Duke Street, Suite 100
Alexandria, VA 22314
703-535-3610

ARLINGTON
2111 Wilson Boulevard, Suite 1050
Arlington, VA 22201
703-224-6000

MIDLOTHIAN
15871 City View Drive, Suite 120
Midlothian, VA 23113
804-858-9000

VIENNA
144 Church Street NW
Vienna, VA 22180
703-564-4000

TYSONS
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Tysons, VA 22102
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