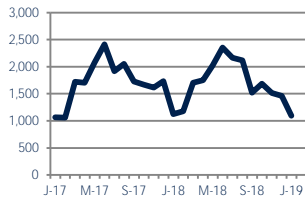
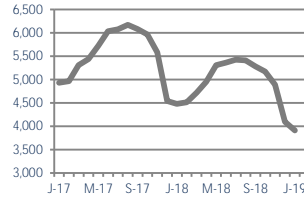


### Units Sold 1,096



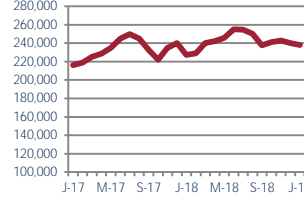
Down -3%  
Vs. Year Ago

### Active Inventory 3,914



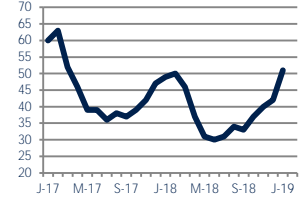
Down -13%  
Vs. Year Ago

### Median Sale Price \$238,000



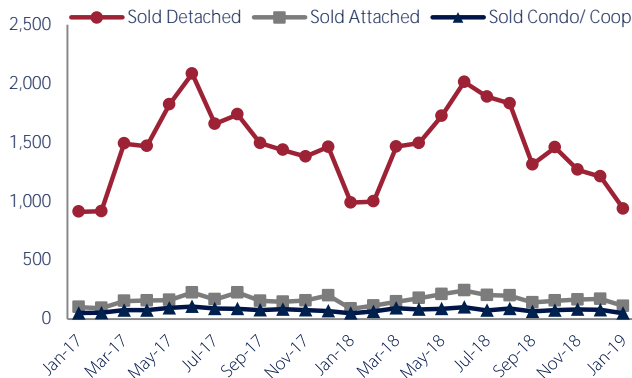
Up 5%  
Vs. Year Ago

### Days On Market 51



Up 4%  
Vs. Year Ago

### Units Sold\*



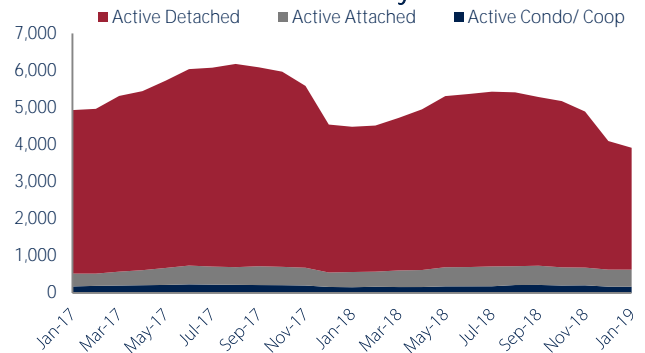
### Units Sold

There was a decrease in total units sold in January, with 1,096 sold this month in Central Virginia/Richmond versus 1,460 last month, a decrease of 25%. This month's total units sold was lower than at this time last year, a decrease of 3% versus January 2018.

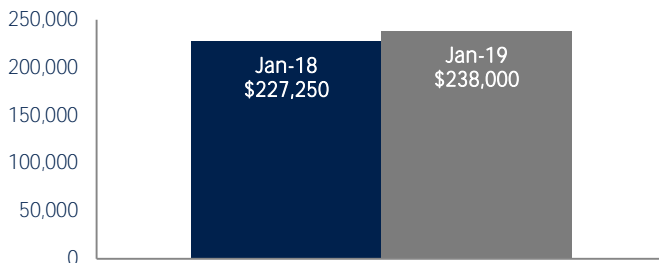
### Active Inventory

Versus last year, the total number of homes available this month is lower by 567 units or 13%. The total number of active inventory this January was 3,914 compared to 4,481 in January 2018. This month's total of 3,914 is lower than the previous month's total supply of available inventory of 4,096, a decrease of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Central Virginia/Richmond Homes was \$227,250. This January, the median sale price was \$238,000, an increase of 5% or \$10,750 compared to last year. The current median sold price is 1% lower than in December.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



\*Defined as the counties of Amelia, Buckingham, Caroline, Charlotte, Charles City, Chesterfield, Cumberland, Dinwiddie, Goochland, Hanover, Henrico, King & Queen, King William, Louisa, Lunenburg, New Kent, Nottoway, Powhatan, Prince Edward, Prince George, Sussex and the cities of Colonial Heights, Hopewell, Petersburg, and Richmond in VA

\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

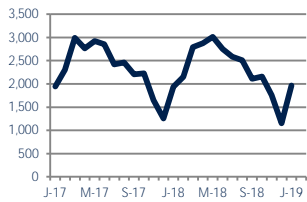
Information included in this report is based on data supplied by BRIGHTMLS/CVRMLS/SCAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of BRIGHTMLS/CVRMLS/SCAR or Long & Foster Real Estate, Inc.





### New Listings

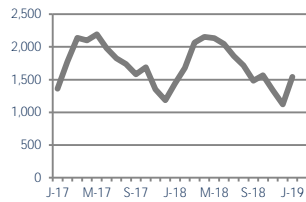
1,962



Up 1%  
Vs. Year Ago

### Current Contracts

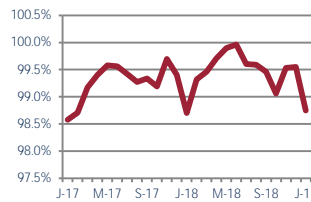
1,541



Up 7%  
Vs. Year Ago

### Sold Vs. List Price

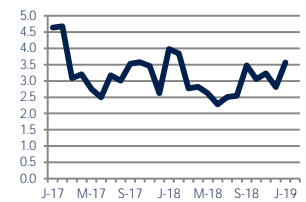
98.8%



No Change  
Vs. Year Ago

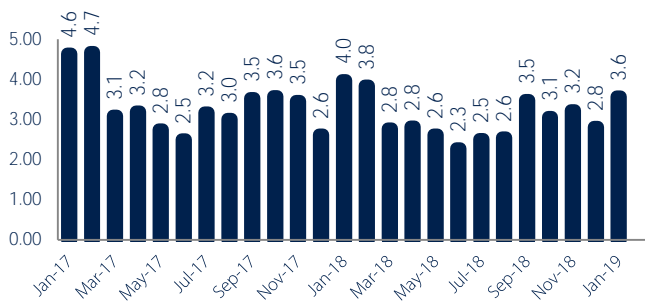
### Months of Supply

3.6



Down -10%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

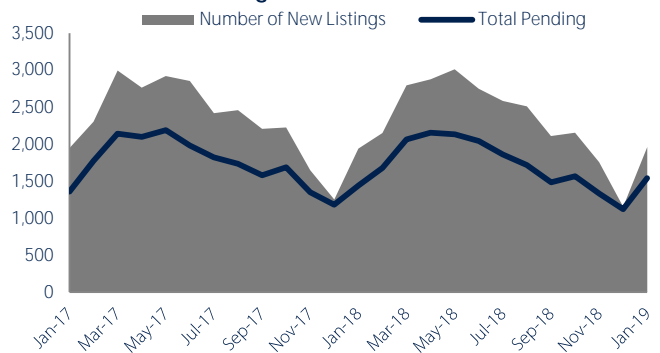
In January, there was 3.6 months of supply available in Central Virginia/Richmond, compared to 4.0 in January 2018. That is a decrease of 10% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

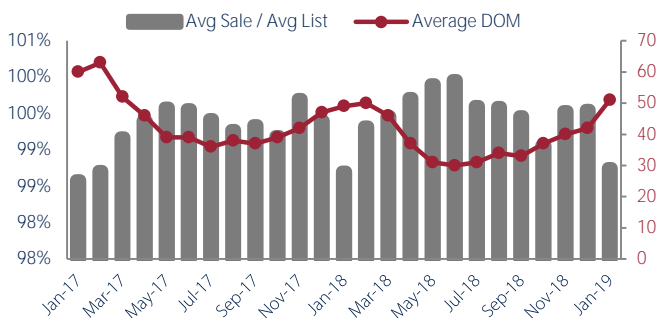
### New Listings & Current Contracts

This month there were 1,962 homes newly listed for sale in Central Virginia/Richmond compared to 1,940 in January 2018, an increase of 1%. There were 1,541 current contracts pending sale this January compared to 1,440 a year ago. The number of current contracts is 7% higher than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Central Virginia/Richmond was 98.8% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 51, higher than the average last year, which was 49, an increase of 4%.



\*Defined as the counties of Amelia, Buckingham, Caroline, Charlotte, Charles City, Chesterfield, Cumberland, Dinwiddie, Goochland, Hanover, Henrico, King & Queen, King William, Louisa, Lunenburg, New Kent, Nottoway, Powhatan, Prince Edward, Prince George, Sussex and the cities of Colonial Heights, Hopewell, Petersburg, and Richmond in VA  
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