



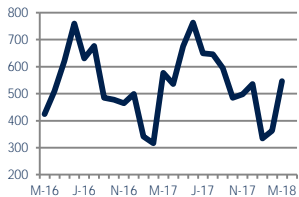
# The Long & Foster Market Minute™

Focus On: Chesterfield County and Colonial Heights City Housing Market

March 2018

## Units Sold

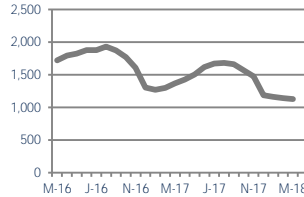
546



Down -5%  
Vs. Year Ago

## Active Inventory

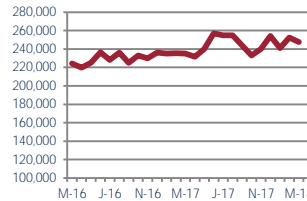
1,131



Down -17%  
Vs. Year Ago

## Median Sale Price

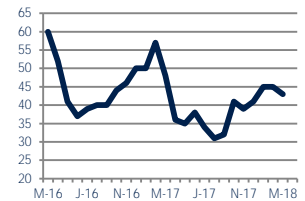
\$247,500



Up 5%  
Vs. Year Ago

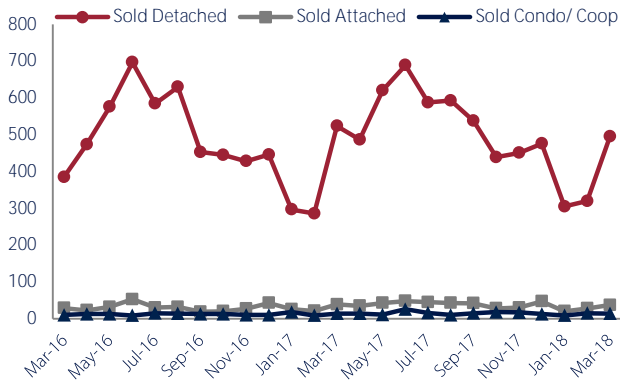
## Days On Market

43



Down -10%  
Vs. Year Ago

## Units Sold\*



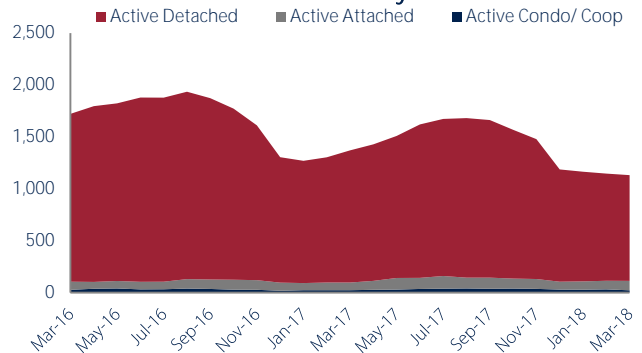
## Units Sold

There was an increase in total units sold in March, with 546 sold this month in Chesterfield County and Colonial Heights City. This month's total units sold was lower than at this time last year.

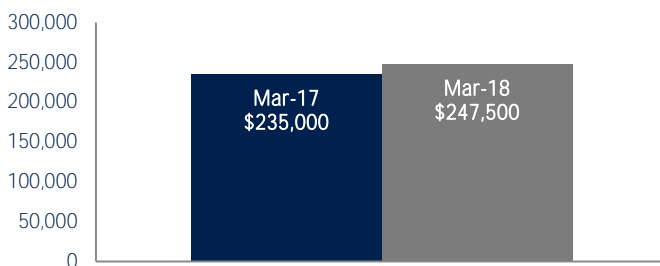
## Active Inventory

Versus last year, the total number of homes available this month is lower by 239 units or 17%. The total number of active inventory this March was 1,131 compared to 1,370 in March 2017. This month's total of 1,131 is lower than the previous month's total supply of available inventory of 1,146, a decrease of 1%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last March, the median sale price for Chesterfield County and Colonial Heights City Homes was \$235,000. This March, the median sale price was \$247,500, an increase of 5% or \$12,500 compared to last year. The current median sold price is 2% lower than in February.

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



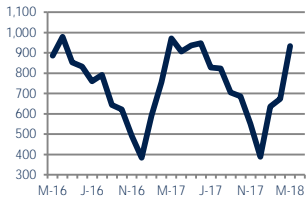
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and 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 CVRMLS or Long & Foster Real Estate, Inc.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

### New Listings

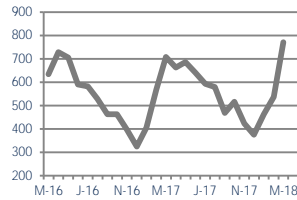
934



Down -4%  
Vs. Year Ago

### Current Contracts

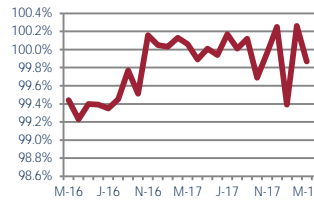
772



Up 9%  
Vs. Year Ago

### Sold Vs. List Price

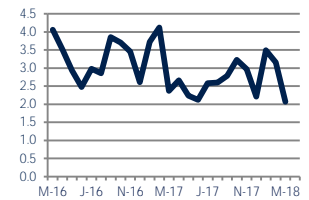
99.9%



No Change  
Vs. Year Ago

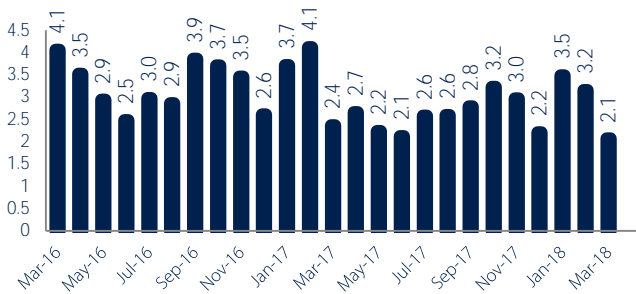
### Months of Supply

2.1



Down -13%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

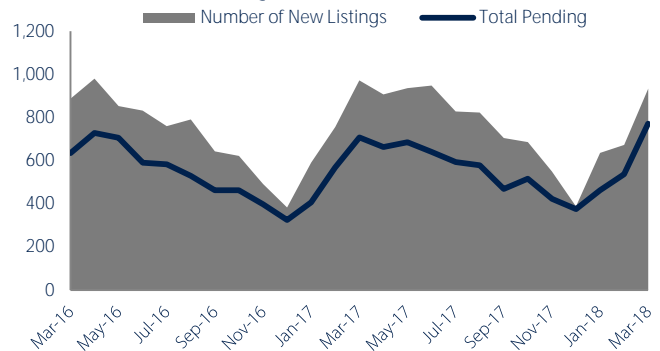
In March, there was 2.1 months of supply available in Chesterfield County and Colonial Heights City, compared to 2.4 in March 2017. That is a decrease of 13% versus a year ago.

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.

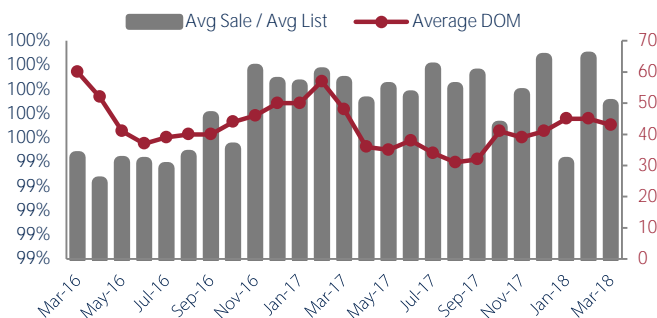
### New Listings & Current Contracts

This month there were 934 homes newly listed for sale in Chesterfield County and Colonial Heights City compared to 972 in March 2017, a decrease of 4%. There were 772 current contracts pending sale this March compared to 708 a year ago. The number of current contracts is 9% higher than last March.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Chesterfield County and Colonial Heights City was 99.9% 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 43, lower than the average last year, which was 48, a decrease of 10%.



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