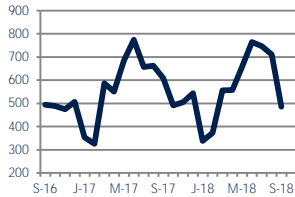
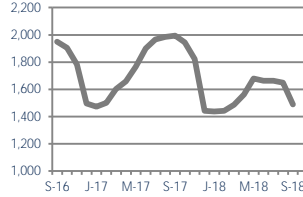


**Units Sold**  
486



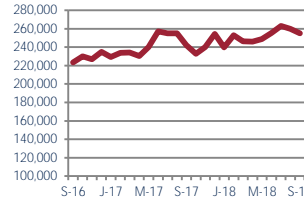
Down -20%  
Vs. Year Ago

**Active Inventory**  
1,490



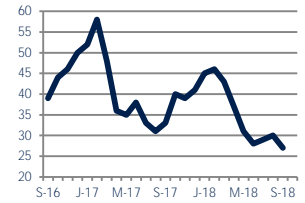
Down -25%  
Vs. Year Ago

**Median Sale Price**  
\$255,000



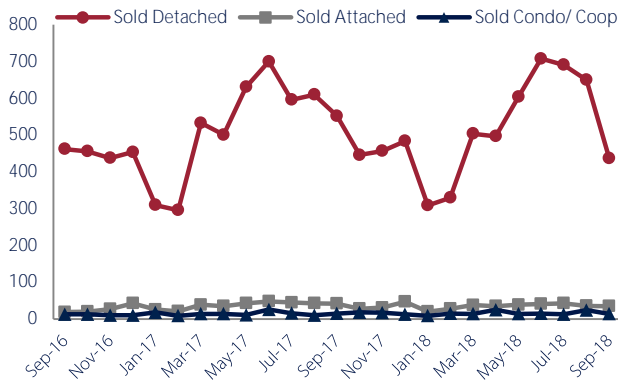
Up 5%  
Vs. Year Ago

**Days On Market**  
27



Down -18%  
Vs. Year Ago

**Units Sold\***



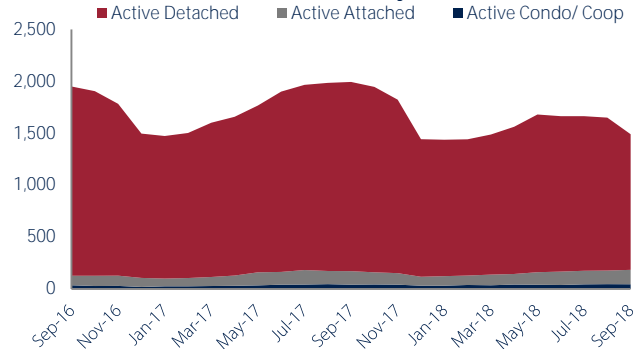
**Units Sold**

There was a decrease in total units sold in September, with 486 sold this month in Chesterfield County and Colonial Heights City versus 710 last month, a decrease of 32%. This month's total units sold was lower than at this time last year, a decrease of 20% versus September 2017.

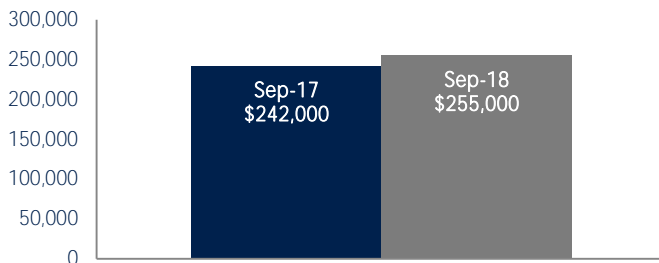
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 504 units or 25%. The total number of active inventory this September was 1,490 compared to 1,994 in September 2017. This month's total of 1,490 is lower than the previous month's total supply of available inventory of 1,650, a decrease of 10%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last September, the median sale price for Chesterfield County and Colonial Heights City Homes was \$242,000. This September, the median sale price was \$255,000, an increase of 5% or \$13,000 compared to last year. The current median sold price is 2% lower than in August.

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



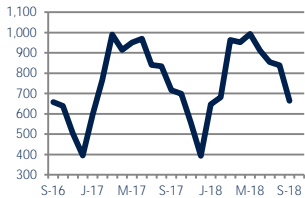
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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





### New Listings

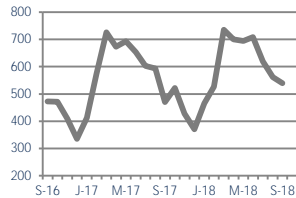
664



Down -7%  
Vs. Year Ago

### Current Contracts

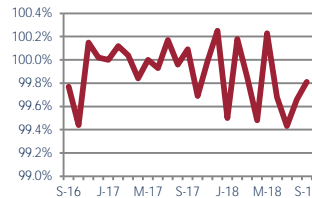
539



Up 15%  
Vs. Year Ago

### Sold Vs. List Price

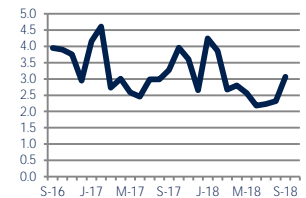
99.8%



No Change  
Vs. Year Ago

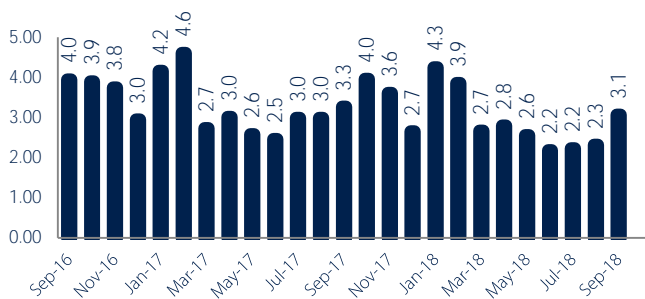
### Months of Supply

3.1



Down -6%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

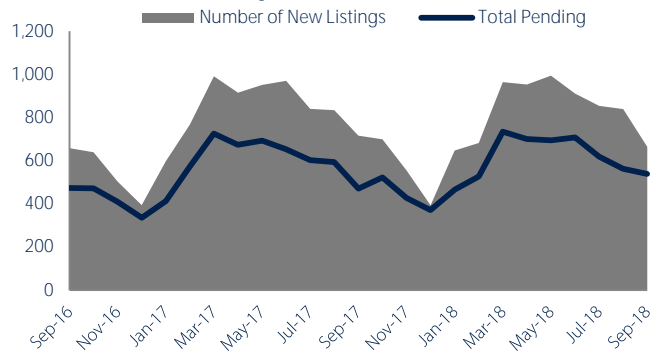
In September, there was 3.1 months of supply available in Chesterfield County and Colonial Heights City, compared to 3.3 in September 2017. That is a decrease of 6% versus a year ago.

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.

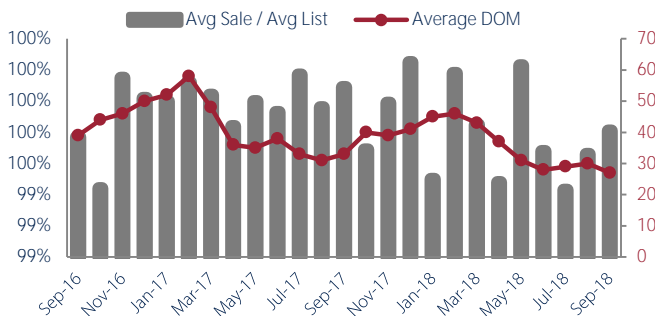
### New Listings & Current Contracts

This month there were 664 homes newly listed for sale in Chesterfield County and Colonial Heights City compared to 716 in September 2017, a decrease of 7%. There were 539 current contracts pending sale this September compared to 470 a year ago. The number of current contracts is 15% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Chesterfield County and Colonial Heights City was 99.8% 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 27, lower than the average last year, which was 33, a decrease of 18%.



\*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.

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