

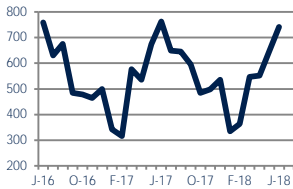


# The Long & Foster Market Minute™

Focus On: Chesterfield County and Colonial Heights City Housing Market

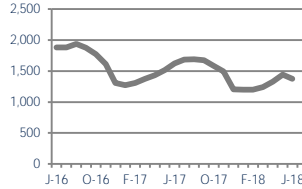
June 2018

**Units Sold**  
741



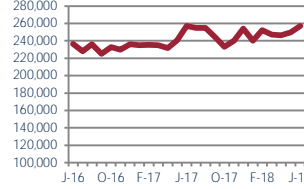
Down -3%  
Vs. Year Ago

**Active Inventory**  
1,376



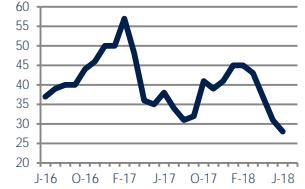
Down -15%  
Vs. Year Ago

**Median Sale Price**  
\$257,000



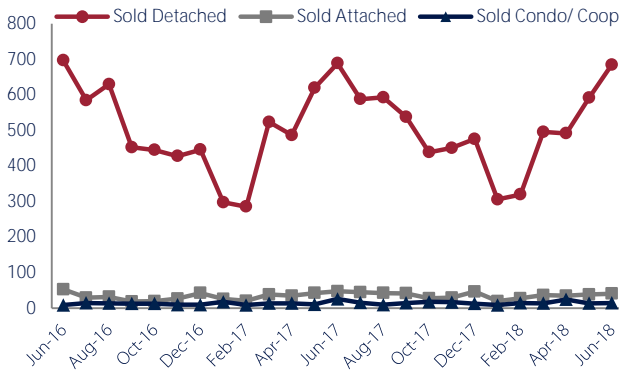
No Change  
Vs. Year Ago

**Days On Market**  
28



Down -26%  
Vs. Year Ago

### Units Sold\*



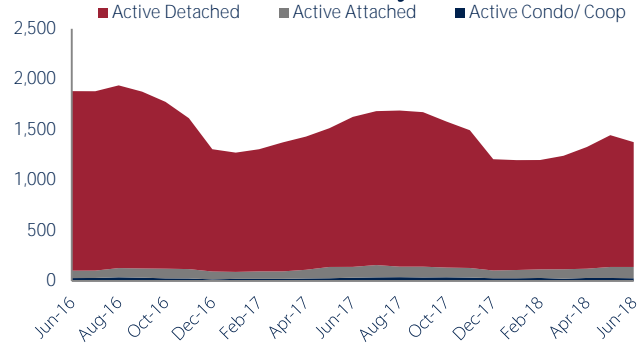
### Units Sold

There was an increase in total units sold in June, with 741 sold this month in Chesterfield County and Colonial Heights City versus 645 last month, an increase of 15%. This month's total units sold was lower than at this time last year, a decrease of 3% versus June 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 250 units or 15%. The total number of active inventory this June was 1,376 compared to 1,626 in June 2017. This month's total of 1,376 is lower than the previous month's total supply of available inventory of 1,445, a decrease of 5%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Chesterfield County and Colonial Heights City Homes was \$257,000. This June, the median sale price was \$257,000, which is similar compared to a year ago. The current median sold price is 3% higher than in May.

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



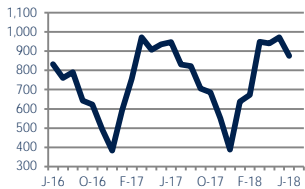
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

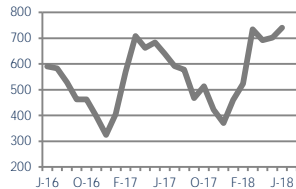
875



Down -8%  
Vs. Year Ago

### Current Contracts

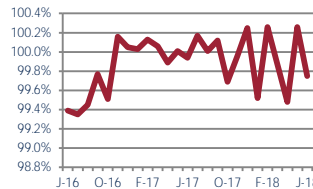
741



Up 16%  
Vs. Year Ago

### Sold Vs. List Price

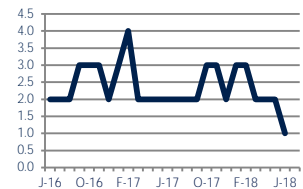
99.8%



No Change  
Vs. Year Ago

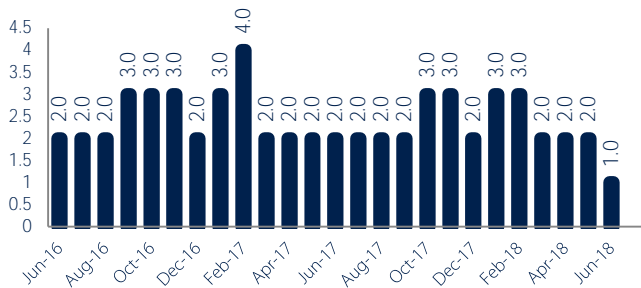
### Months of Supply

1.0



Down -50%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

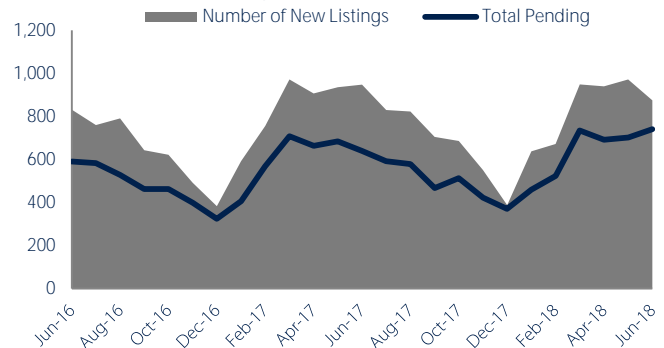
In June, there was 1.9 months of supply available in Chesterfield County and Colonial Heights City, compared to 2.1 in June 2017. That is a decrease of 13% versus a year ago.

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.

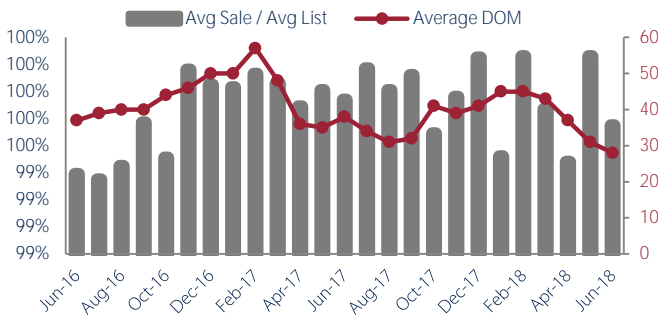
### New Listings & Current Contracts

This month there were 875 homes newly listed for sale in Chesterfield County and Colonial Heights City compared to 948 in June 2017, a decrease of 8%. There were 741 current contracts pending sale this June compared to 640 a year ago. The number of current contracts is 16% higher than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, 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 28, lower than the average last year, which was 38, a decrease of 26%.



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