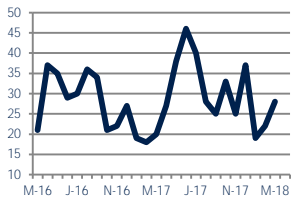




Units Sold

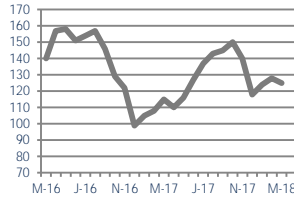
28



Up  
Vs. Year Ago

Active Inventory

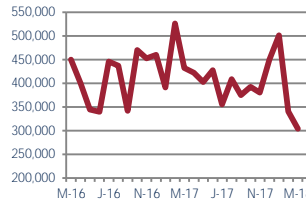
125



Up 9%  
Vs. Year Ago

Median Sale Price

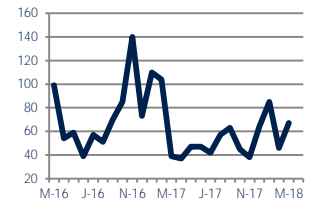
\$304,000



Down  
Vs. Year Ago

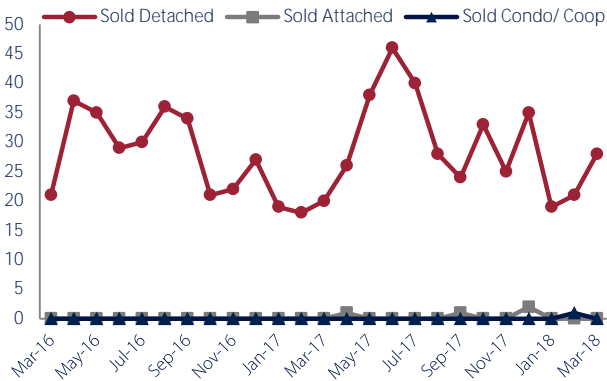
Days On Market

67



Up  
Vs. Year Ago

Units Sold\*



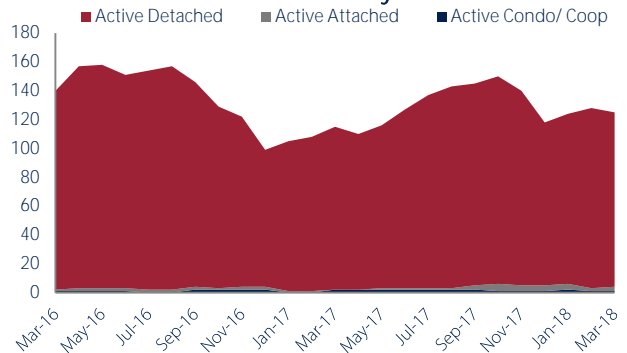
Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 28 sold this month in Goochland County. This month's total units sold was higher than at this time last year, an increase from March 2017.

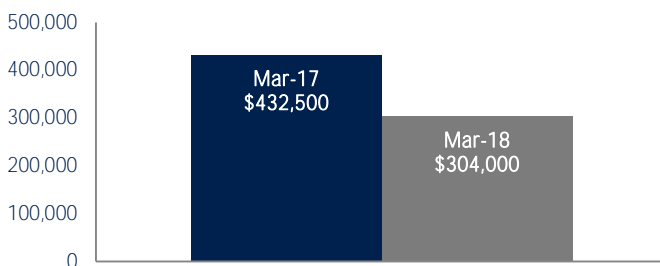
Active Inventory

Versus last year, the total number of homes available this month is higher by 10 units or 9%. The total number of active inventory this March was 125 compared to 115 in March 2017. This month's total of 125 is lower than the previous month's total supply of available inventory of 128, a decrease of 2%.

Active Inventory\*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last March, the median sale price for Goochland County Homes was \$432,500. This March, the median sale price was \$304,000, a decrease of \$128,500 compared to last year. The current median sold price is 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.

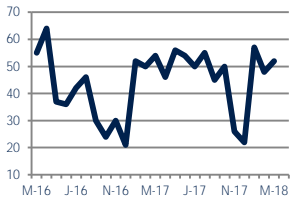


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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



**New Listings**

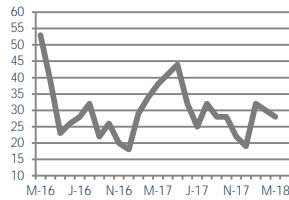
52



Down -4%  
Vs. Year Ago

**Current Contracts**

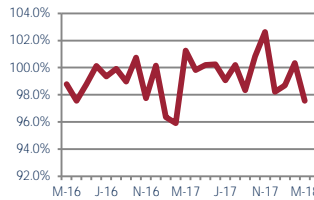
28



Down -26%  
Vs. Year Ago

**Sold Vs. List Price**

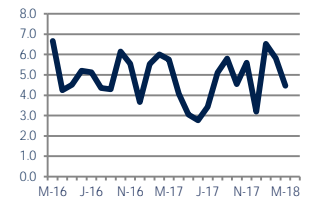
97.6%



Down -3.7%  
Vs. Year Ago

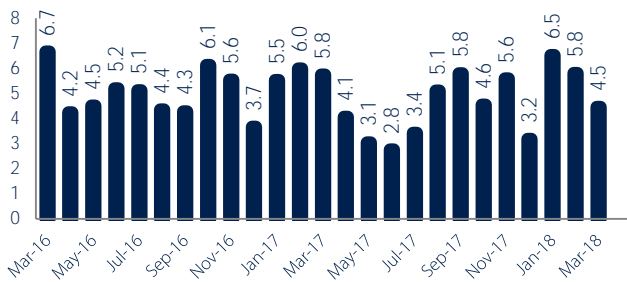
**Months of Supply**

4.5



Down -22%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

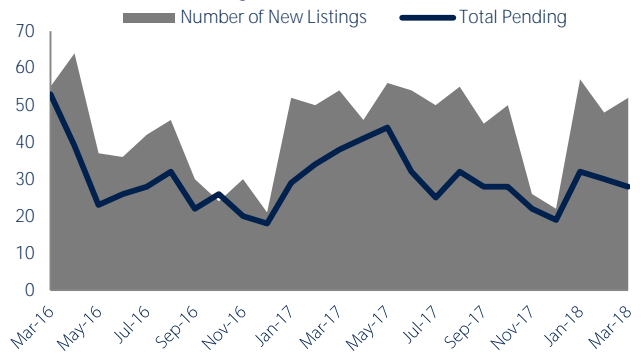
In March, there was 4.5 months of supply available in Goochland County, compared to 5.8 in March 2017. That is a decrease of 22% versus a year ago.

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.

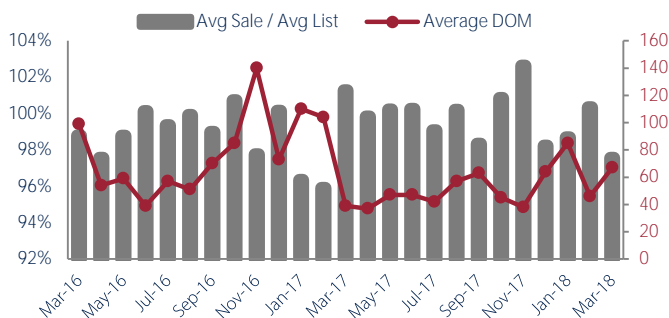
**New Listings & Current Contracts**

This month there were 52 homes newly listed for sale in Goochland County compared to 54 in March 2017, a decrease of 4%. There were 28 current contracts pending sale this March compared to 38 a year ago. The number of current contracts is 26% lower 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 Goochland County was 97.6% of the average list price, which is 3.7% lower than at this time last year.

**Days On Market**

This month, the average number of days on market was 67, higher than the average last year, which was 39. This increase was impacted by the limited number of sales.



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