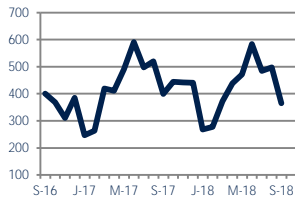




Units Sold

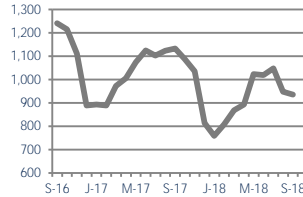
365



Down -9%
Vs. Year Ago

Active Inventory

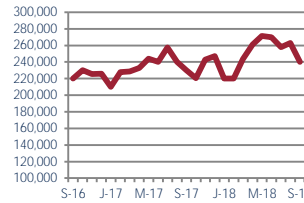
936



Down -17%
Vs. Year Ago

Median Sale Price

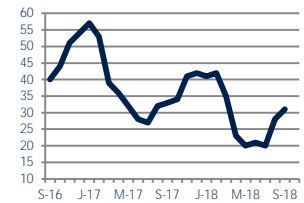
\$240,000



Up 4%
Vs. Year Ago

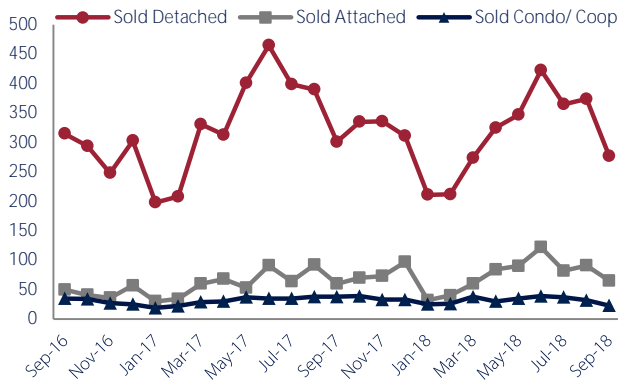
Days On Market

31



Down -6%
Vs. Year Ago

Units Sold*



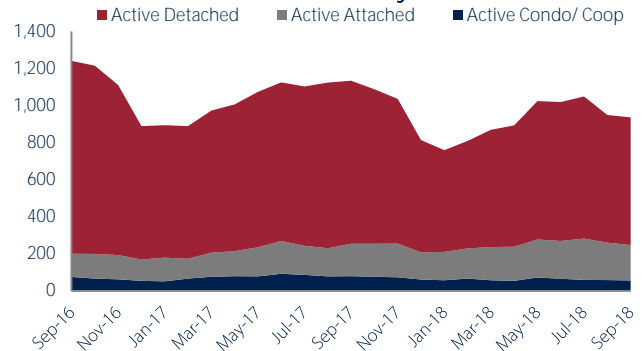
Units Sold

There was a decrease in total units sold in September, with 365 sold this month in Henrico County versus 497 last month, a decrease of 27%. This month's total units sold was lower than at this time last year, a decrease of 9% versus September 2017.

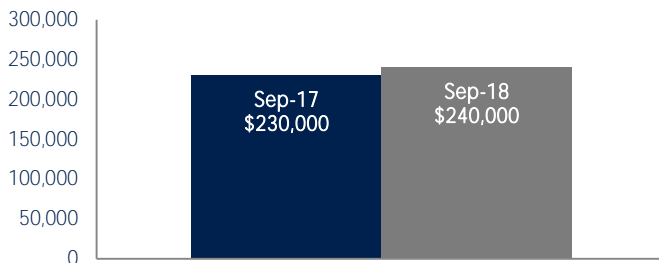
Active Inventory

Versus last year, the total number of homes available this month is lower by 198 units or 17%. The total number of active inventory this September was 936 compared to 1,134 in September 2017. This month's total of 936 is lower than the previous month's total supply of available inventory of 949, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Henrico County Homes was \$230,000. This September, the median sale price was \$240,000, an increase of 4% or \$10,000 compared to last year. The current median sold price is 9% 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.



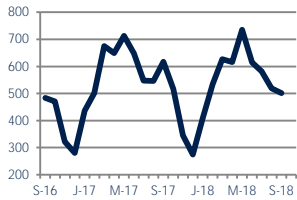
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

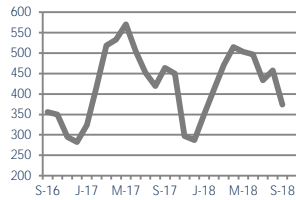
502



Down -19%
Vs. Year Ago

Current Contracts

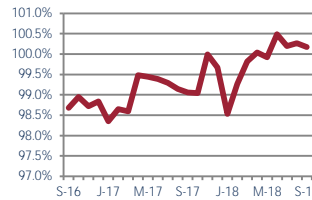
374



Down -19%
Vs. Year Ago

Sold Vs. List Price

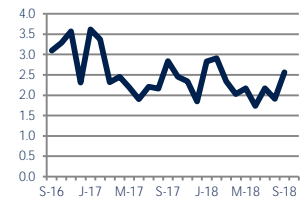
100.2%



Up 1.1%
Vs. Year Ago

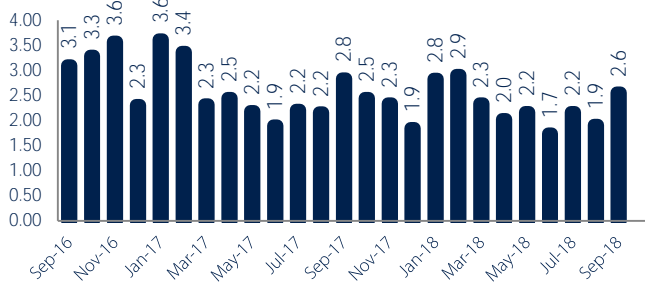
Months of Supply

2.6



Down -10%
Vs. Year Ago

Months Of Supply



Months of Supply

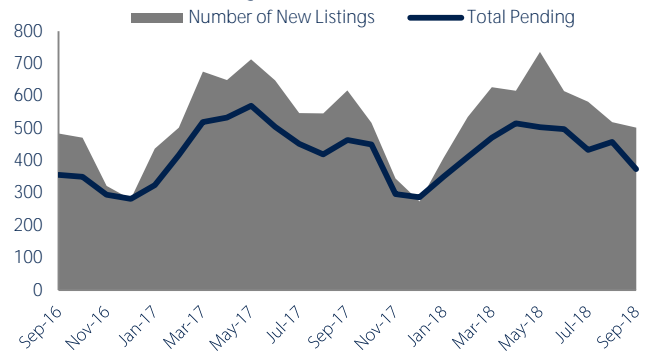
In September, there was 2.6 months of supply available in Henrico County, compared to 2.8 in September 2017. That is a decrease of 10% versus a year ago.

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.

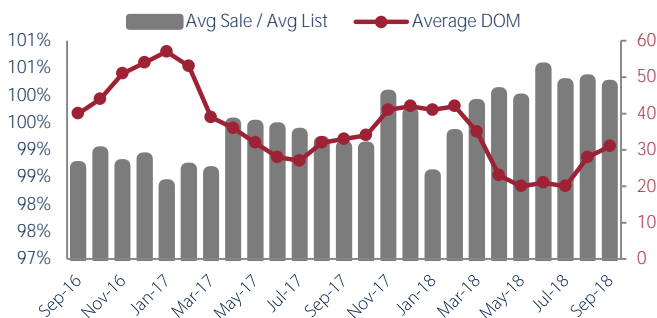
New Listings & Current Contracts

This month there were 502 homes newly listed for sale in Henrico County compared to 617 in September 2017, a decrease of 19%. There were 374 current contracts pending sale this September compared to 464 a year ago. The number of current contracts is 19% lower 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 Henrico County was 100.2% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 31, lower than the average last year, which was 33, a decrease of 6%.



*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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