

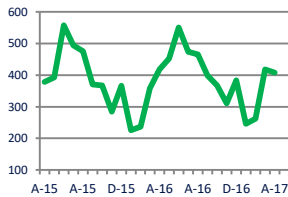


## Focus On: Henrico County Housing Market

April 2017

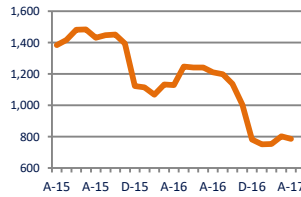
### Units Sold

408



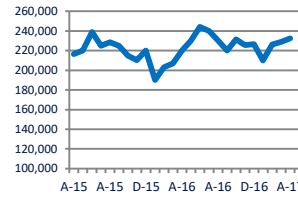
### Active Inventory

787



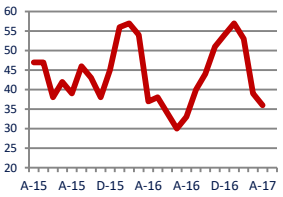
### Median Sale Price

\$232,500



### Days On Market

36



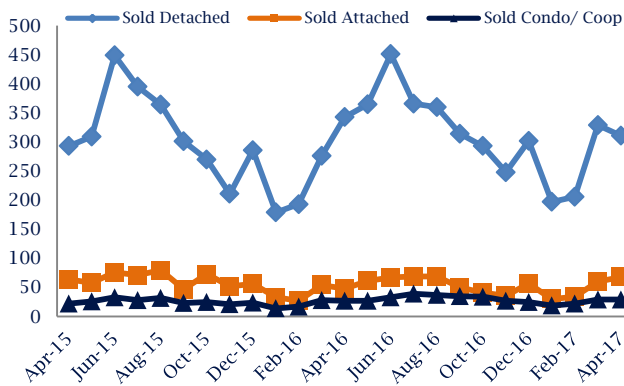
Down -2%  
Vs. Year Ago

Down -30%  
Vs. Year Ago

Up 6%  
Vs. Year Ago

Down -3%  
Vs. Year Ago

### Units Sold\*



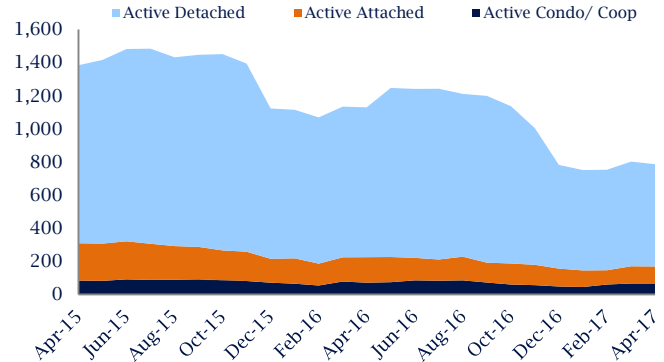
### Units Sold

There was a decrease in total units sold in April, with 408 sold this month in Henrico County versus 418 last month, a decrease of 2%. This month's total units sold was lower than at this time last year, a decrease of 2% versus April 2016.

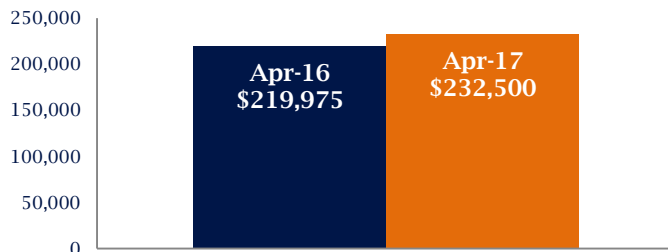
### Active Inventory

Versus last year, the total number of homes available this month is lower by 343 units or 30%. The total number of active inventory this April was 787 compared to 1,130 in April 2016. This month's total of 787 is lower than the previous month's total supply of available inventory of 802, a decrease of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for Henrico County Homes was \$219,975. This April, the median sale price was \$232,500, an increase of 6% or \$12,525 compared to last year. The current median sold price is 2% higher than in March.

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.



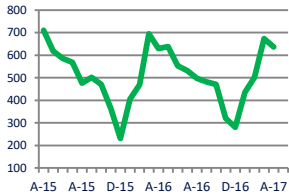


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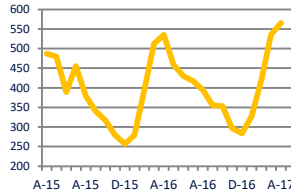
### New Listings

637



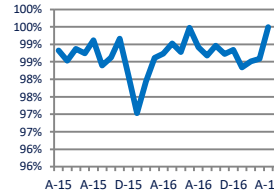
### Current Contracts

565



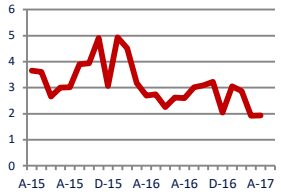
### Sold Vs. List Price

99.5%



### Months of Supply

1.9



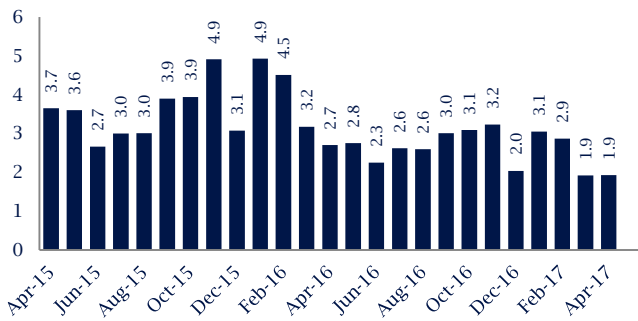
Up 1%  
Vs. Year Ago

Up 6%  
Vs. Year Ago

Up 0.8%  
Vs. Year Ago

Down -29%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

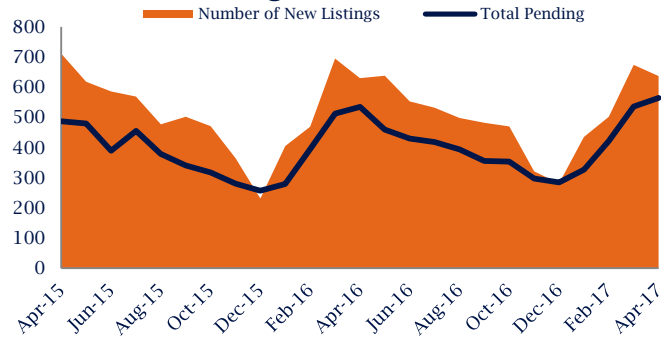
In April, there was 1.9 months of supply available in Henrico County, compared to 2.7 in April 2016. That is a decrease of 29% versus a year ago.

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.

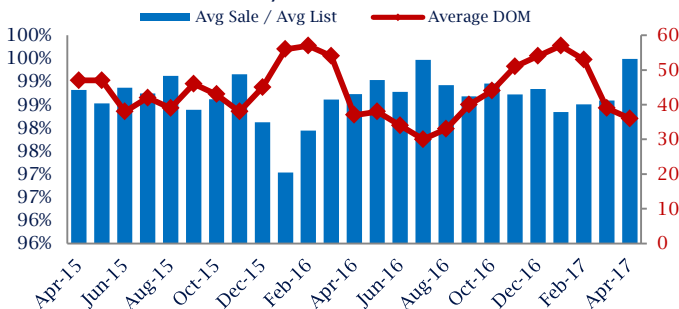
### New Listings & Current Contracts

This month there were 637 homes newly listed for sale in Henrico County compared to 630 in April 2016, an increase of 1%. There were 565 current contracts pending sale this April compared to 535 a year ago. The number of current contracts is 6% higher than last April.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Henrico County was 99.5% of the average list price, which is 0.8% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 36, lower than the average last year, which was 37, a decrease of 3%.

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