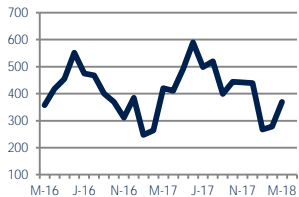




Units Sold

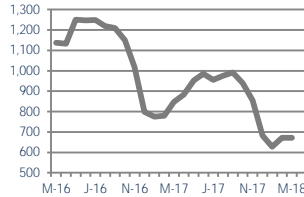
369



Down -12%
Vs. Year Ago

Active Inventory

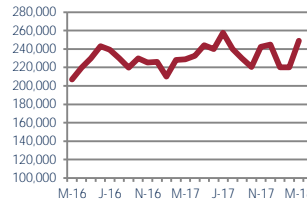
671



Down -21%
Vs. Year Ago

Median Sale Price

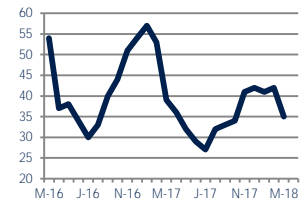
\$249,000



Up 9%
Vs. Year Ago

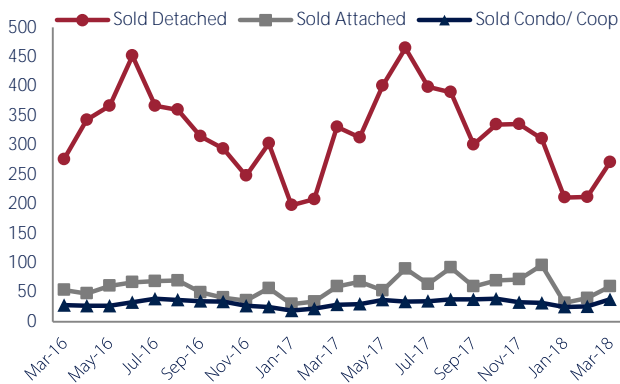
Days On Market

35



Down -10%
Vs. Year Ago

Units Sold*



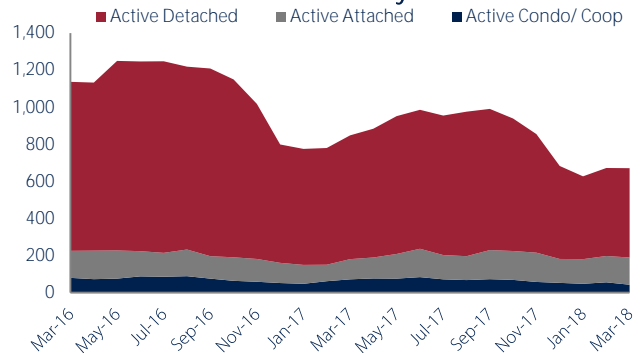
Units Sold

There was an increase in total units sold in March, with 369 sold this month in Henrico County versus 278 last month, an increase of 33%. This month's total units sold was lower than at this time last year, a decrease of 12% versus March 2017.

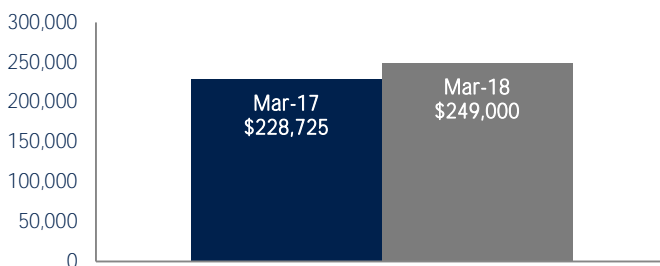
Active Inventory

Versus last year, the total number of homes available this month is lower by 177 units or 21%. The total number of active inventory this March was 671 compared to 848 in March 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Henrico County Homes was \$228,725. This March, the median sale price was \$249,000, an increase of 9% or \$20,275 compared to last year. The current median sold price is 13% higher 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.



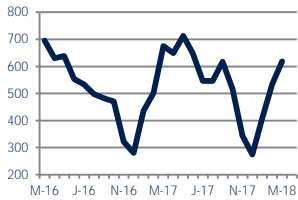
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

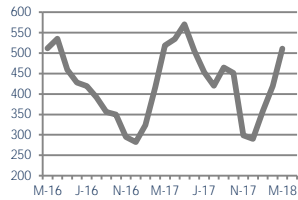
618



Down -8%
Vs. Year Ago

Current Contracts

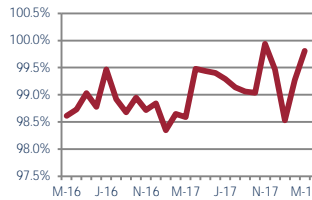
511



Down -2%
Vs. Year Ago

Sold Vs. List Price

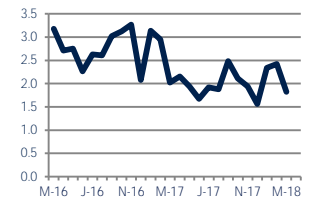
99.8%



Up 1.2%
Vs. Year Ago

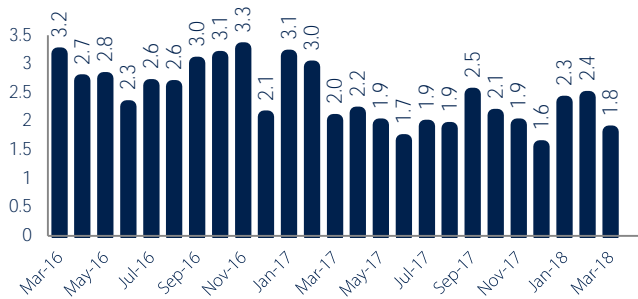
Months of Supply

1.8



Down -10%
Vs. Year Ago

Months Of Supply



Months of Supply

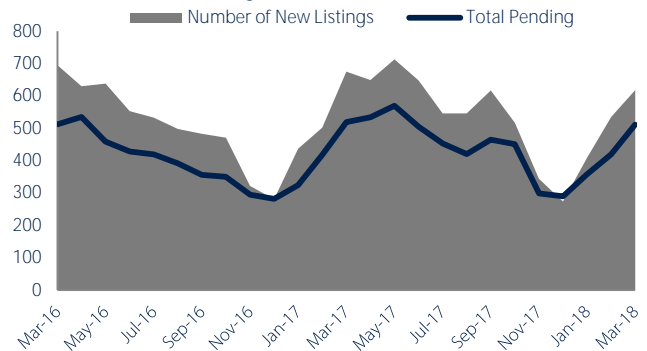
In March, there was 1.8 months of supply available in Henrico County, compared to 2.0 in March 2017. That is a decrease of 10% versus a year ago.

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.

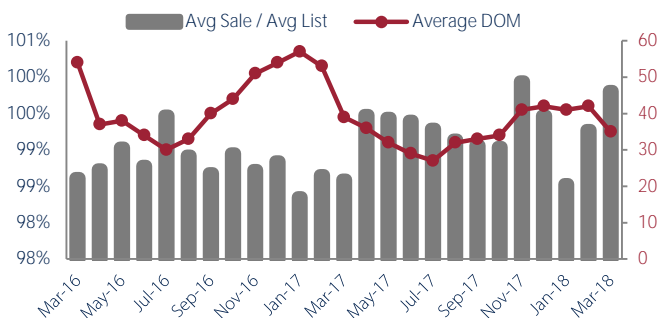
New Listings & Current Contracts

This month there were 618 homes newly listed for sale in Henrico County compared to 675 in March 2017, a decrease of 8%. There were 511 current contracts pending sale this March compared to 519 a year ago. The number of current contracts is 2% 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 Henrico County was 99.8% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 35, lower than the average last year, which was 39, a decrease of 10%.



*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.

