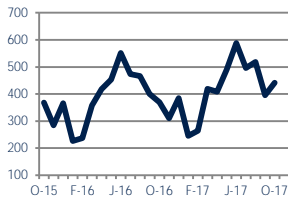




### Units Sold

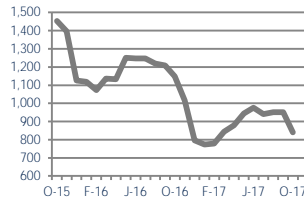
442



Up 20%  
Vs. Year Ago

### Active Inventory

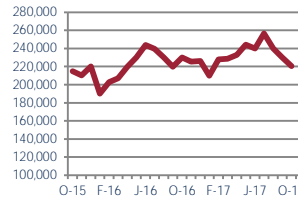
840



Down -27%  
Vs. Year Ago

### Median Sale Price

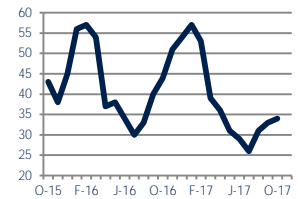
\$220,500



Down -4%  
Vs. Year Ago

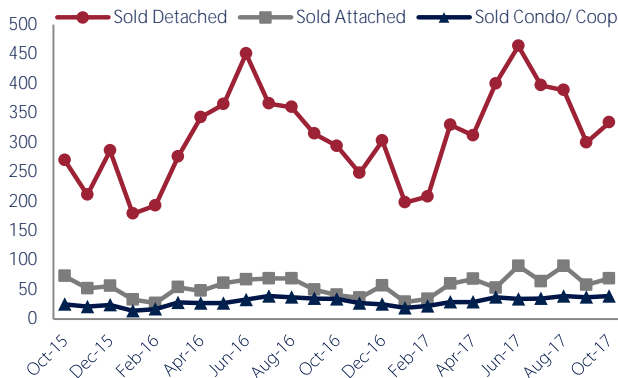
### Days On Market

34



Down -23%  
Vs. Year Ago

### Units Sold\*



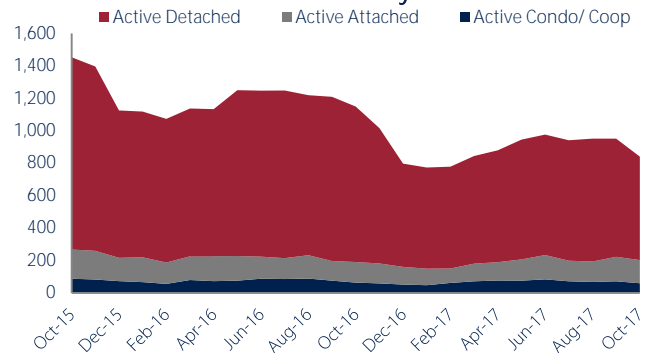
### Units Sold

There was an increase in total units sold in October, with 442 sold this month in Henrico County versus 395 last month, an increase of 12%. This month's total units sold was higher than at this time last year, an increase of 20% versus October 2016.

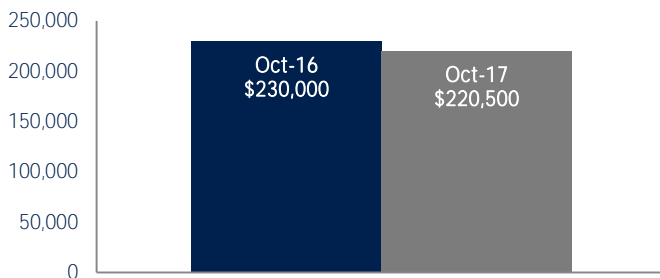
### Active Inventory

Versus last year, the total number of homes available this month is lower by 309 units or 27%. The total number of active inventory this October was 840 compared to 1,149 in October 2016. This month's total of 840 is lower than the previous month's total supply of available inventory of 951, a decrease of 12%.

### Active Inventory\*



### Median Sale Price



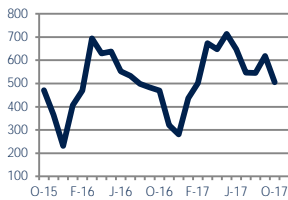
### Median Sale Price

Last October, the median sale price for Henrico County Homes was \$230,000. This October, the median sale price was \$220,500, a decrease of 4% or \$9,500 compared to last year. The current median sold price is 4% lower than in September.

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

**New Listings**

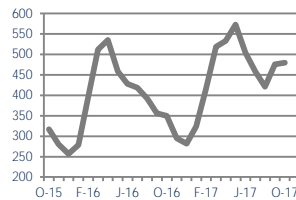
506



**Up 8%**  
Vs. Year Ago

**Current Contracts**

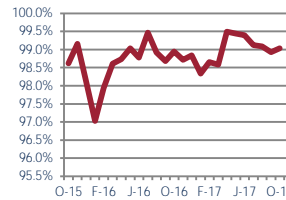
480



**Up 37%**  
Vs. Year Ago

**Sold Vs. List Price**

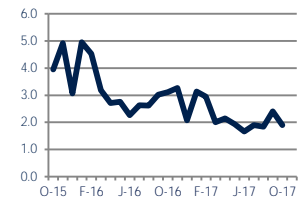
99.0%



**No Change**  
Vs. Year Ago

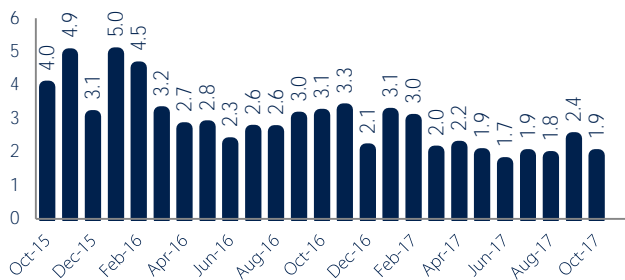
**Months of Supply**

1.9



**Down -39%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

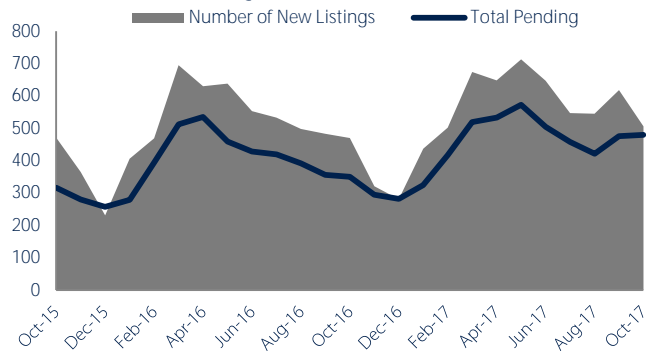
In October, there was 1.9 months of supply available in Henrico County, compared to 3.1 in October 2016. That is a decrease of 39% versus a year ago.

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.

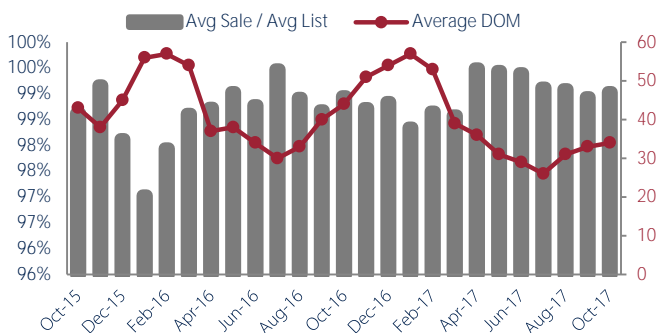
**New Listings & Current Contracts**

This month there were 506 homes newly listed for sale in Henrico County compared to 470 in October 2016, an increase of 8%. There were 480 current contracts pending sale this October compared to 350 a year ago. The number of current contracts is 37% higher than last October.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In October, the average sale price in Henrico County was 99.0% 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 34, lower than the average last year, which was 44, a decrease of 23%.