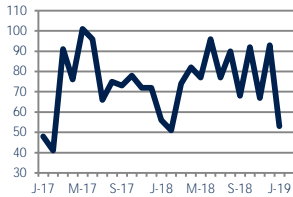


Zip Code(s): 23075, 23150 and 23231

Units Sold

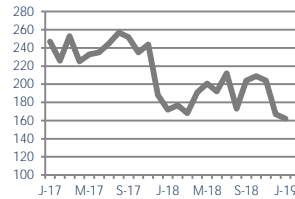
53



Down -5%
Vs. Year Ago

Active Inventory

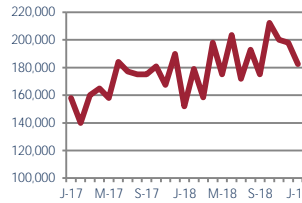
162



Down -6%
Vs. Year Ago

Median Sale Price

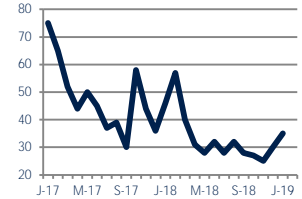
\$182,475



Up 20%
Vs. Year Ago

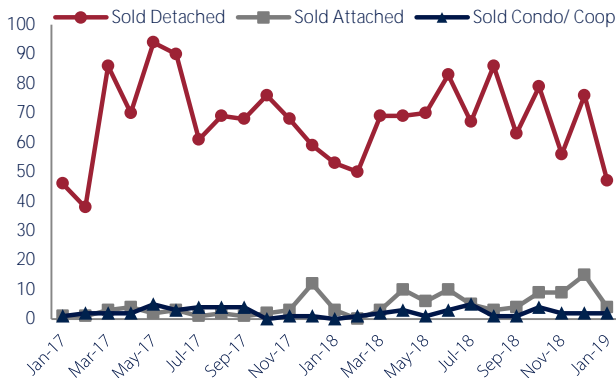
Days On Market

35



Down -24%
Vs. Year Ago

Units Sold*



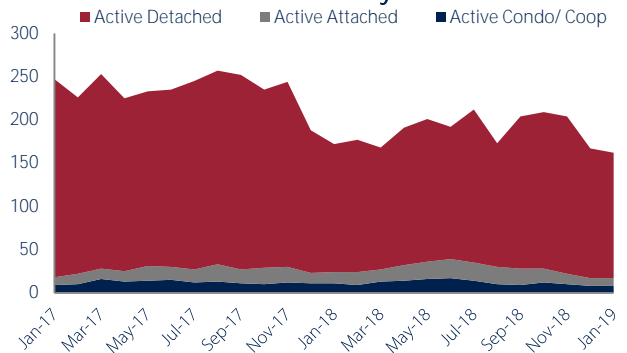
Units Sold

There was a decrease in total units sold in January, with 53 sold this month in Varina, Highland Springs, and Southern Henrico County. This month's total units sold was lower than at this time last year.

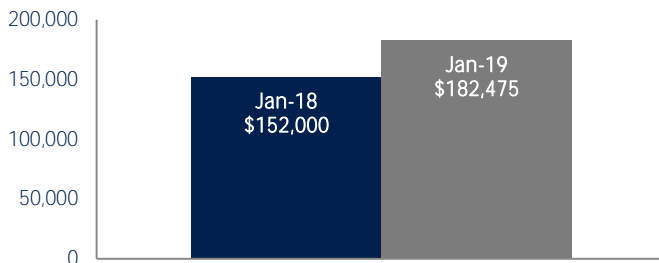
Active Inventory

Versus last year, the total number of homes available this month is lower by 10 units or 6%. The total number of active inventory this January was 162 compared to 172 in January 2018. This month's total of 162 is lower than the previous month's total supply of available inventory of 167, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Varina, Highland Springs, and Southern Henrico County Homes was \$152,000. This January, the median sale price was \$182,475, an increase of 20% or \$30,475 compared to last year. The current median sold price is 8% lower than in December.

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

Varina, Highland Springs, and Southern Henrico County are defined as properties listed in zip code/s 23075, 23150 and 23231.

*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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CHRISTIE'S
INTERNATIONAL REAL ESTATE

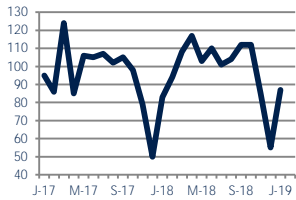




Zip Code(s): 23075, 23150 and 23231

New Listings

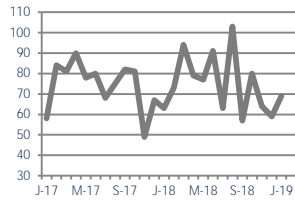
87



Up 5%
Vs. Year Ago

Current Contracts

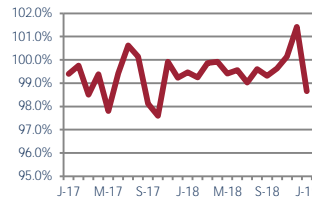
69



Up 10%
Vs. Year Ago

Sold Vs. List Price

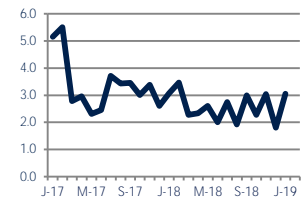
98.7%



Down -0.8%
Vs. Year Ago

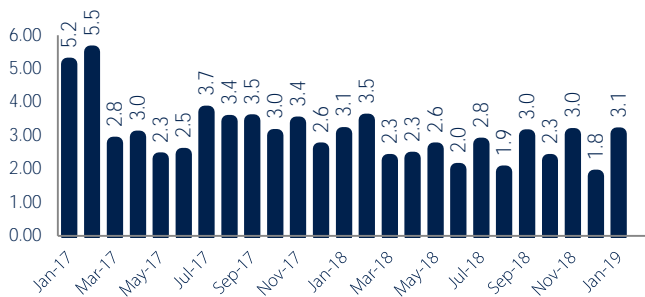
Months of Supply

3.1



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

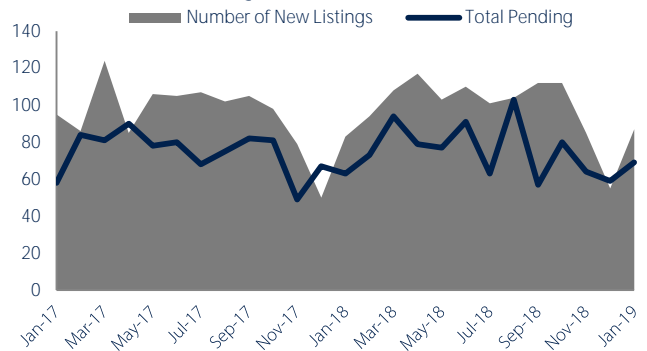
In January, there was 3.1 months of supply available in Varina, Highland Springs, and Southern Henrico County. The amount of supply is similar compared to a year ago.

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.

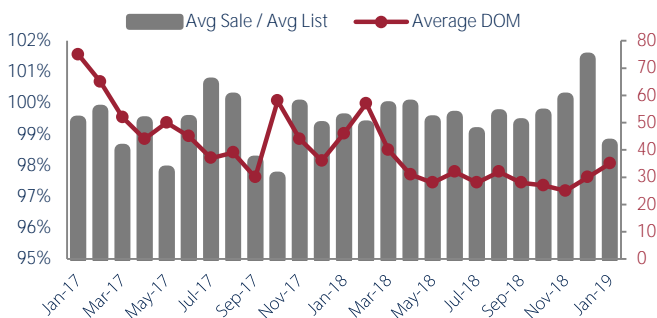
New Listings & Current Contracts

This month there were 87 homes newly listed for sale in Varina, Highland Springs, and Southern Henrico County compared to 83 in January 2018, an increase of 5%. There were 69 current contracts pending sale this January compared to 63 a year ago. The number of current contracts is 10% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Varina, Highland Springs, and Southern Henrico County was 98.7% of the average list price, which is 0.8% lower 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 46, a decrease of 24%.



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