

THE LONG & FOSTER MARKET MINUTE™

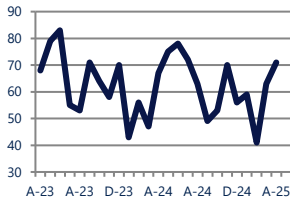
FOCUS ON: VARINA, HIGHLAND SPRINGS, AND SOUTHERN HENRICO COUNTY HOUSING MARKET

APRIL 2025

Zip Code(s): 23075, 23150 and 23231

Units Sold

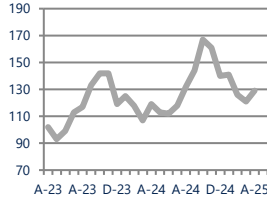
71



Up 6%
Vs. Year Ago

Active Inventory

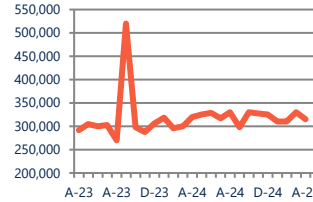
129



Up 8%
Vs. Year Ago

Median Sale Price

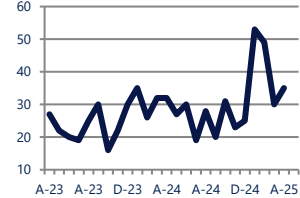
\$315,000



Down -2%
Vs. Year Ago

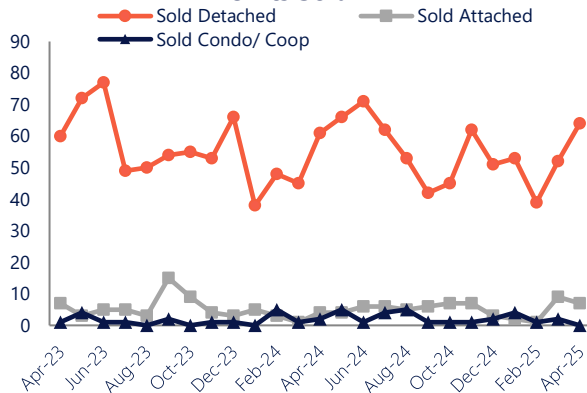
Days On Market

35



Up 9%
Vs. Year Ago

Units Sold*



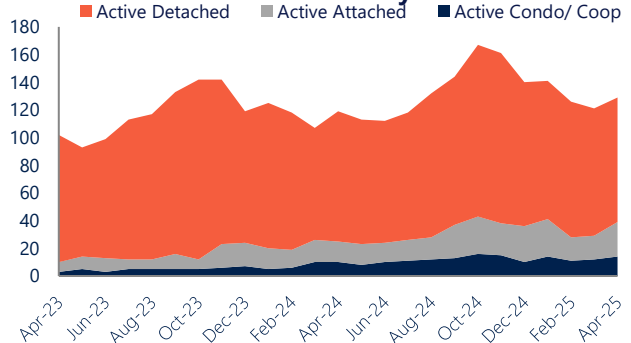
Units Sold

There was an increase in total units sold in April, with 71 sold this month in Varina, Highland Springs, and Southern Henrico County versus 63 last month, an increase of 13%. This month's total units sold was higher than at this time last year, an increase of 6% versus April 2024.

Active Inventory

Versus last year, the total number of homes available this month is higher by 10 units or 8%. The total number of active inventory this April was 129 compared to 119 in April 2024. This month's total of 129 is higher than the previous month's total supply of available inventory of 121, an increase of 7%.

Active Inventory*

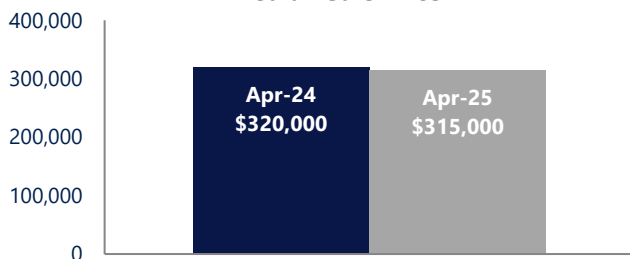


Median Sale Price

Last April, the median sale price for Varina, Highland Springs, and Southern Henrico County Homes was \$320,000. This April, the median sale price was \$315,000, a decrease of 2% or \$5,000 compared to last year. The current median sold price is 5% lower 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.

Median Sale Price



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.

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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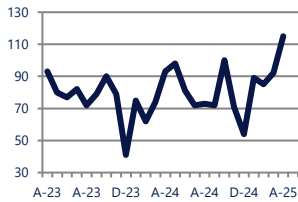
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APRIL 2025

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New Listings

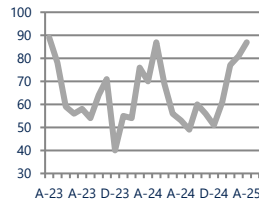
115



Up 24%
Vs. Year Ago

Current Contracts

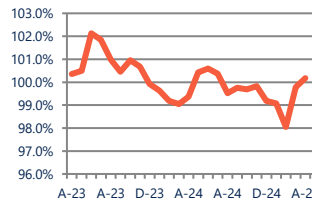
87



Up 24%
Vs. Year Ago

Sold Vs. List Price

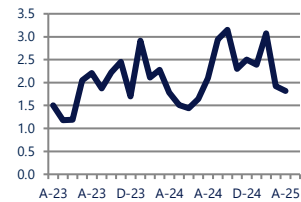
100.2%



Up 0.8%
Vs. Year Ago

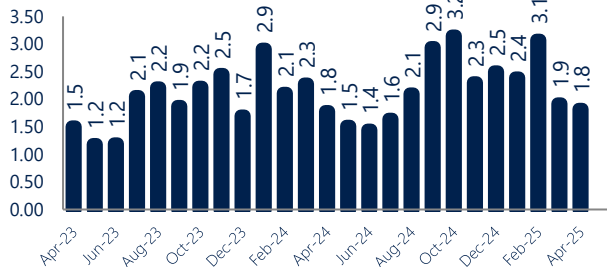
Months of Supply

1.8



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

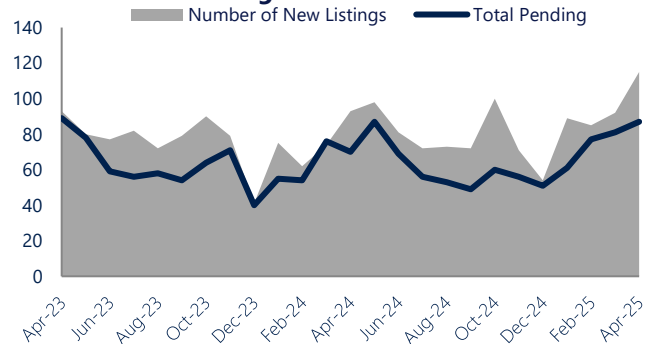
In April, there was 1.8 months of supply available in Varina, Highland Springs, and Southern Henrico County. The amount of supply is similar compared to a year ago.

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.

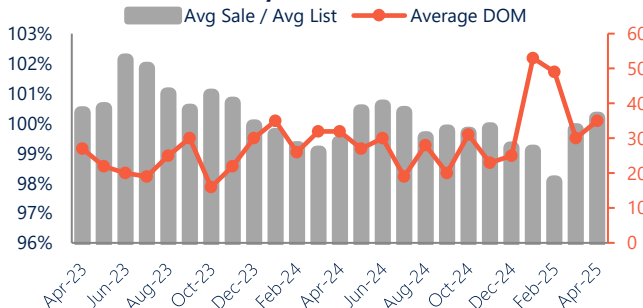
New Listings & Current Contracts

This month there were 115 homes newly listed for sale in Varina, Highland Springs, and Southern Henrico County compared to 93 in April 2024, an increase of 24%. There were 87 current contracts pending sale this April compared to 70 a year ago. The number of current contracts is 24% 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 Varina, Highland Springs, and Southern Henrico County was 100.2% 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 35, higher than the average last year, which was 32, an increase of 9%.

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