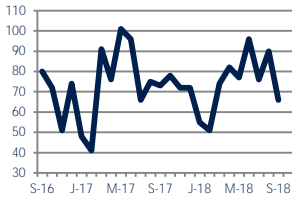


Zip Code(s): 23075, 23150 and 23231

### Units Sold

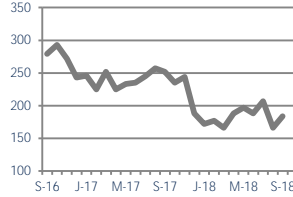
66



Down -10%  
Vs. Year Ago

### Active Inventory

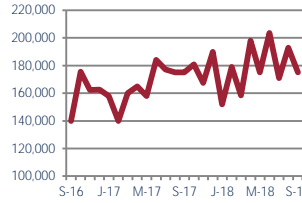
184



Down -27%  
Vs. Year Ago

### Median Sale Price

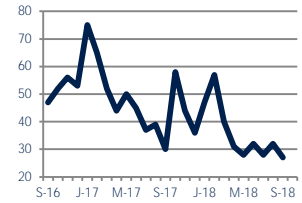
\$175,000



No Change  
Vs. Year Ago

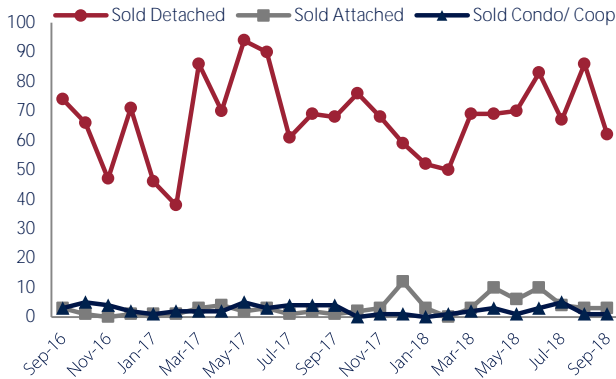
### Days On Market

27



Down -10%  
Vs. Year Ago

### Units Sold\*



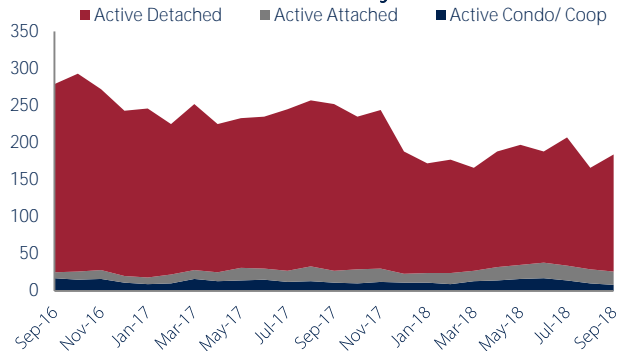
### Units Sold

There was a decrease in total units sold in September, with 66 sold this month in Varina, Highland Springs, and Southern Henrico County versus 90 last month, a decrease of 27%. This month's total units sold was lower than at this time last year, a decrease of 10% versus September 2017.

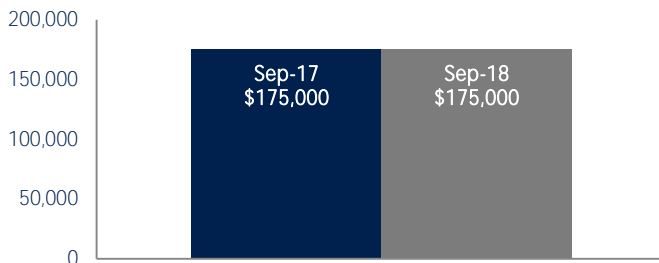
### Active Inventory

Versus last year, the total number of homes available this month is lower by 68 units or 27%. The total number of active inventory this September was 184 compared to 252 in September 2017. This month's total of 184 is higher than the previous month's total supply of available inventory of 166, an increase of 11%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Varina, Highland Springs, and Southern Henrico County Homes was \$175,000. This September, the median sale price was \$175,000, which is similar compared to a year ago. The current median sold price is 9% higher than in August.

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



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\*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.

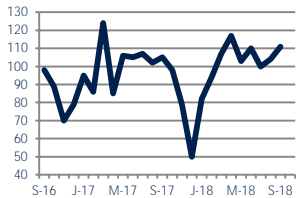
Information included in this report is based on data supplied by CVRMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CVRMLS or Long & Foster Real Estate, Inc.



Zip Code(s): 23075, 23150 and 23231

### New Listings

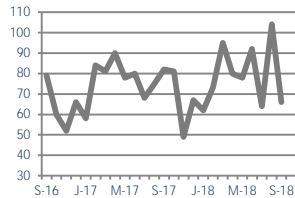
111



**Up 6%**  
Vs. Year Ago

### Current Contracts

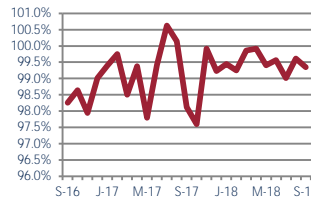
66



**Down -20%**  
Vs. Year Ago

### Sold Vs. List Price

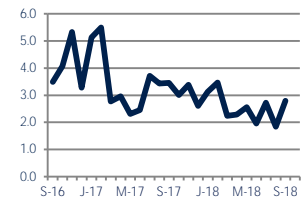
99.4%



**Up 1.3%**  
Vs. Year Ago

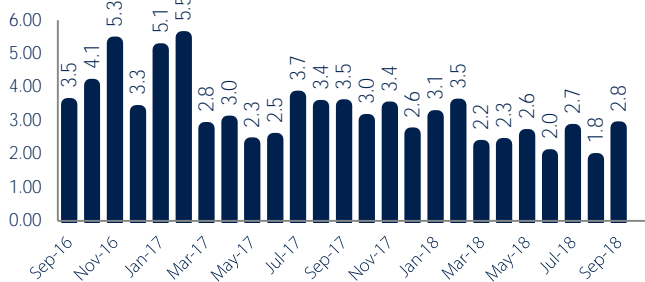
### Months of Supply

2.8



**Down -19%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

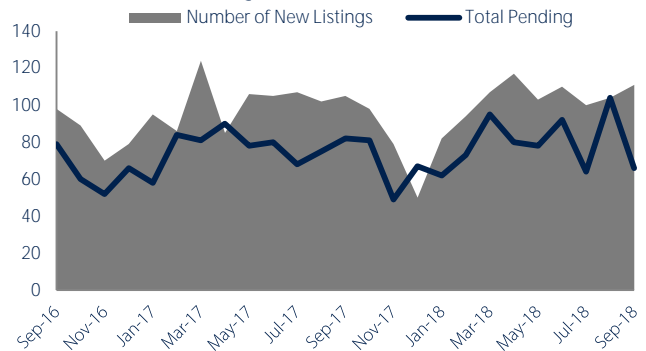
In September, there was 2.8 months of supply available in Varina, Highland Springs, and Southern Henrico County, compared to 3.5 in September 2017. That is a decrease of 19% versus a year ago.

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.

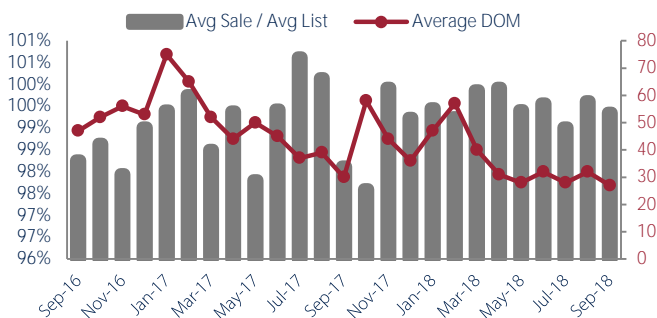
### New Listings & Current Contracts

This month there were 111 homes newly listed for sale in Varina, Highland Springs, and Southern Henrico County compared to 105 in September 2017, an increase of 6%. There were 66 current contracts pending sale this September compared to 82 a year ago. The number of current contracts is 20% lower than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Varina, Highland Springs, and Southern Henrico County was 99.4% 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 27, lower than the average last year, which was 30, a decrease of 10%.



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