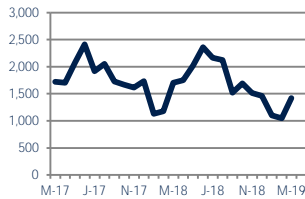
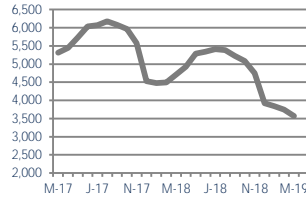


Units Sold
1,419



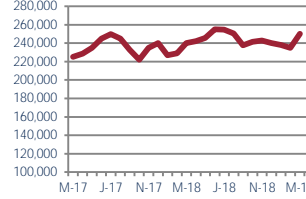
Down -17%
Vs. Year Ago

Active Inventory
3,568



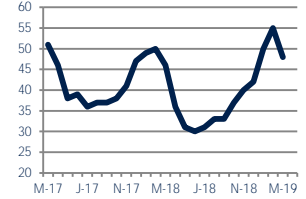
Down -24%
Vs. Year Ago

Median Sale Price
\$250,000



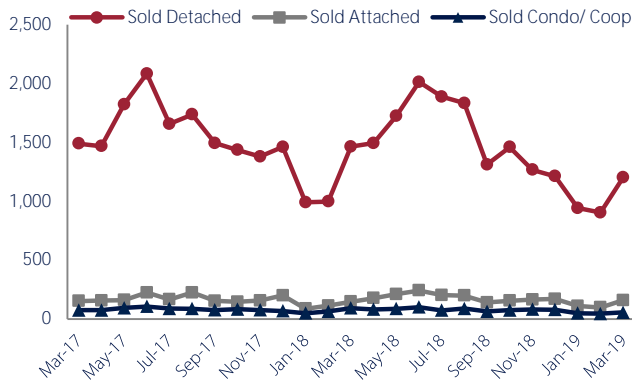
Up 4%
Vs. Year Ago

Days On Market
48



Up 4%
Vs. Year Ago

Units Sold*



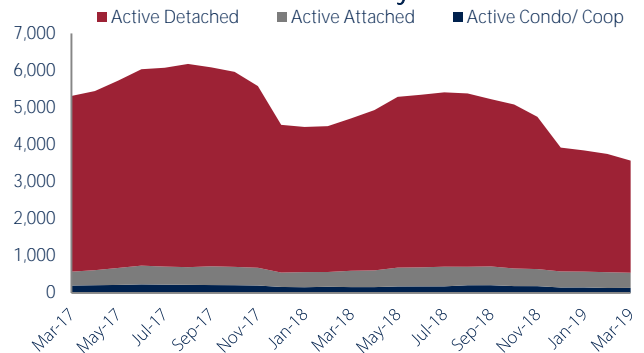
Units Sold

There was an increase in total units sold in March, with 1,419 sold this month in Central Virginia/Richmond. This month's total units sold was lower than at this time last year.

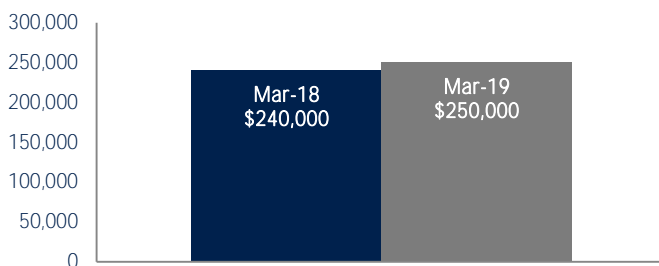
Active Inventory

Versus last year, the total number of homes available this month is lower by 1,139 units or 24%. The total number of active inventory this March was 3,568 compared to 4,707 in March 2018. This month's total of 3,568 is lower than the previous month's total supply of available inventory of 3,748, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Central Virginia/Richmond Homes was \$240,000. This March, the median sale price was \$250,000, an increase of 4% or \$10,000 compared to last year. The current median sold price is 6% 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.



*Defined as the counties of Amelia, Buckingham, Caroline, Charlotte, Charles City, Chesterfield, Cumberland, Dinwiddie, Goochland, Hanover, Henrico, King & Queen, King William, Louisa, Lunenburg, New Kent, Nottoway, Powhatan, Prince Edward, Prince George, Sussex and the cities of Colonial Heights, Hopewell, Petersburg, and Richmond in VA

*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 BRIGHTMLS/CVRMLS/SCAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not

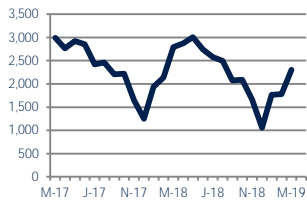
reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of

BRIGHTMLS/CVRMLS/SCAR or Long & Foster Real Estate, Inc.



New Listings

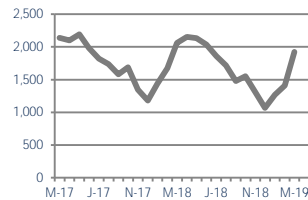
2,300



Down -18%
Vs. Year Ago

Current Contracts

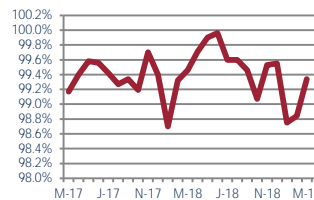
1,921



Down -7%
Vs. Year Ago

Sold Vs. List Price

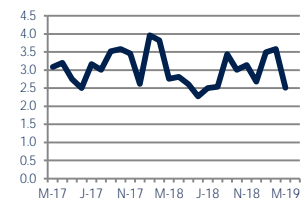
99.3%



No Change
Vs. Year Ago

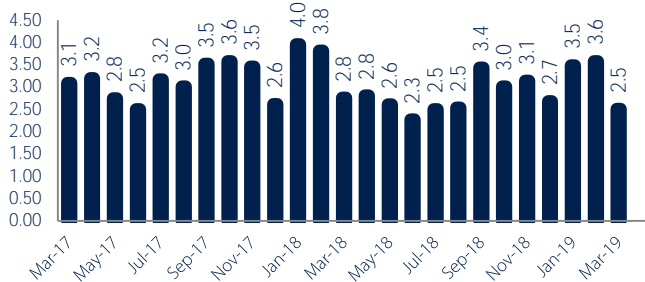
Months of Supply

2.5



Down -9%
Vs. Year Ago

Months Of Supply



Months of Supply

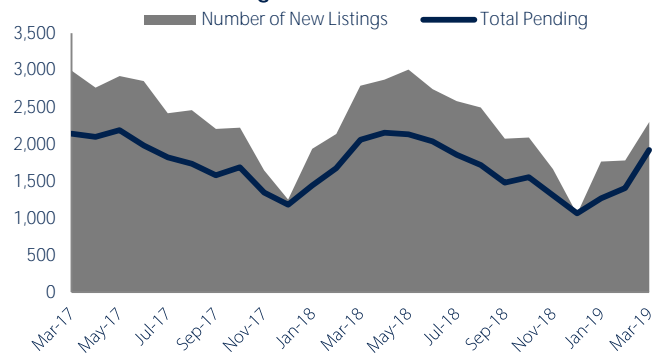
In March, there was 2.5 months of supply available in Central Virginia/Richmond, compared to 2.8 in March 2018. That is a decrease of 9% versus a year ago.

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.

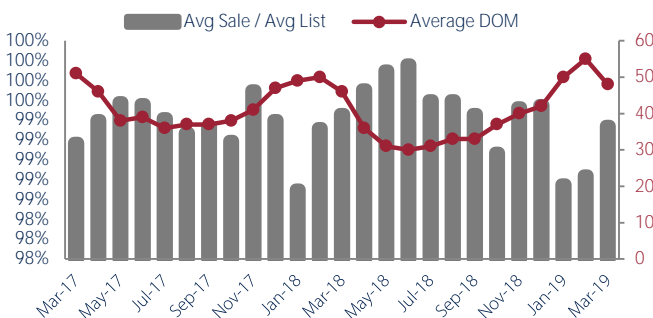
New Listings & Current Contracts

This month there were 2,300 homes newly listed for sale in Central Virginia/Richmond compared to 2,790 in March 2018, a decrease of 18%. There were 1,921 current contracts pending sale this March compared to 2,059 a year ago. The number of current contracts is 7% 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 Central Virginia/Richmond was 99.3% 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 48, higher than the average last year, which was 46, an increase of 4%.



*Defined as the counties of Amelia, Buckingham, Caroline, Charlotte, Charles City, Chesterfield, Cumberland, Dinwiddie, Goochland, Hanover, Henrico, King & Queen, King William, Louisa, Lunenburg, New Kent, Nottoway, Powhatan, Prince Edward, Prince George, Sussex and the cities of Colonial Heights, Hopewell, Petersburg, and Richmond in VA
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