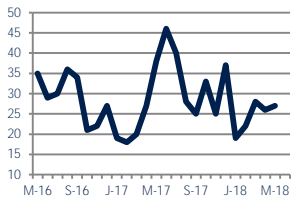




Units Sold

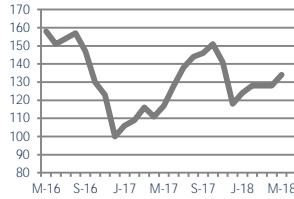
27



Down -29%  
Vs. Year Ago

Active Inventory

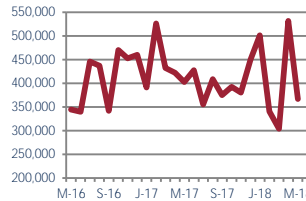
134



Up 15%  
Vs. Year Ago

Median Sale Price

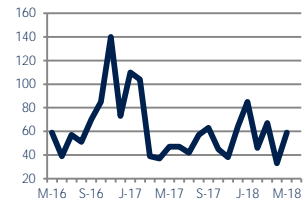
\$367,000



Down  
Vs. Year Ago

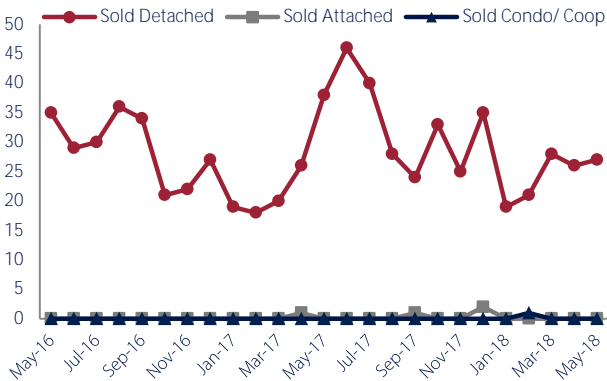
Days On Market

59



Up 26%  
Vs. Year Ago

Units Sold\*



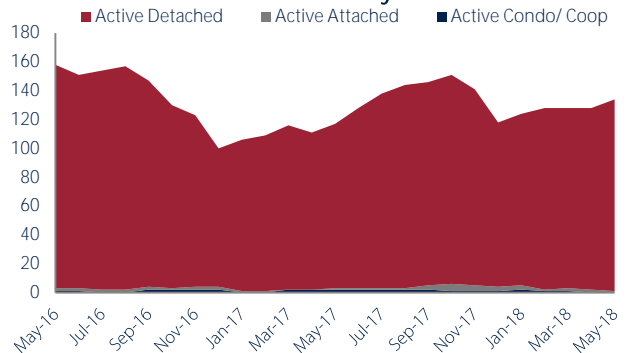
Units Sold

There was an increase in total units sold in May, with 27 sold this month in Goochland County versus 26 last month, an increase of 4%. This month's total units sold was lower than at this time last year, a decrease of 29% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 17 units or 15%. The total number of active inventory this May was 134 compared to 117 in May 2017. This month's total of 134 is higher than the previous month's total supply of available inventory of 128, an increase of 5%.

Active Inventory\*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last May, the median sale price for Goochland County Homes was \$402,500. This May, the median sale price was \$367,000, a decrease of \$35,500 compared to last year. The current median sold price is lower than in April.

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



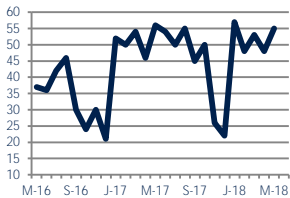
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and 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.





### New Listings

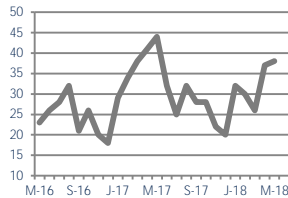
55



Down -2%  
Vs. Year Ago

### Current Contracts

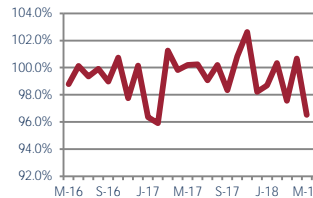
38



Down -14%  
Vs. Year Ago

### Sold Vs. List Price

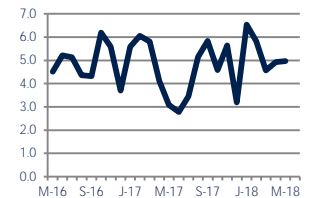
96.5%



Down -3.7%  
Vs. Year Ago

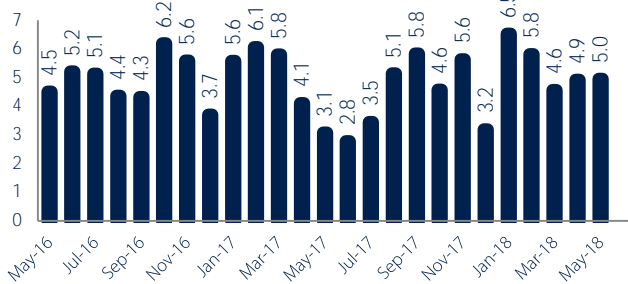
### Months of Supply

5.0



Up 61%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

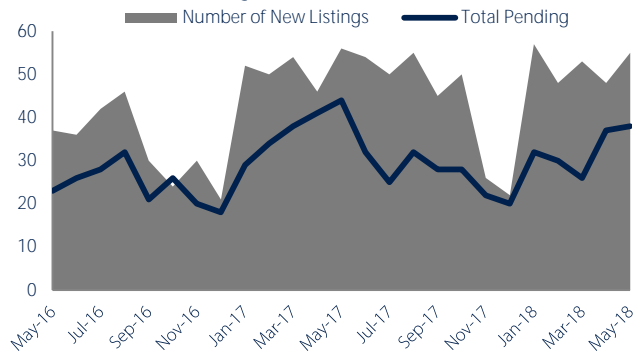
In May, there was 5.0 months of supply available in Goochland County, compared to 3.1 in May 2017. That is an increase of 61% versus a year ago.

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.

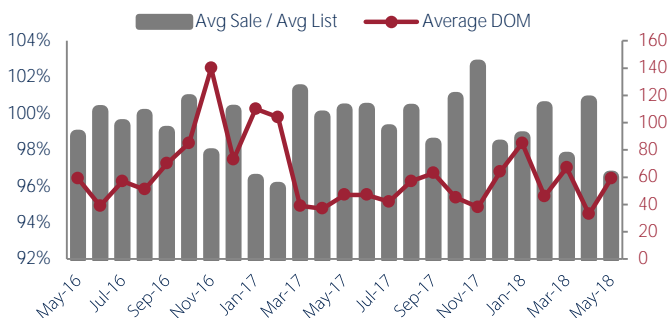
### New Listings & Current Contracts

This month there were 55 homes newly listed for sale in Goochland County compared to 56 in May 2017, a decrease of 2%. There were 38 current contracts pending sale this May compared to 44 a year ago. The number of current contracts is 14% lower than last May.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In May, the average sale price in Goochland County was 96.5% of the average list price, which is 3.7% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 59, higher than the average last year, which was 47, an increase of 26%.



\*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.

