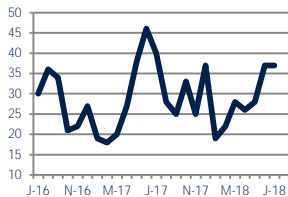


### Units Sold

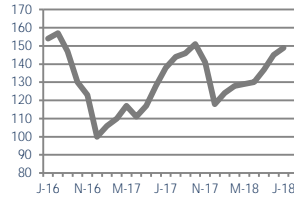
37



Down -7%  
Vs. Year Ago

### Active Inventory

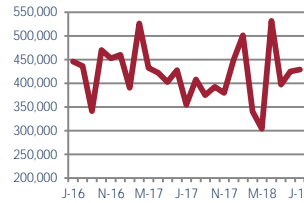
149



Up 8%  
Vs. Year Ago

### Median Sale Price

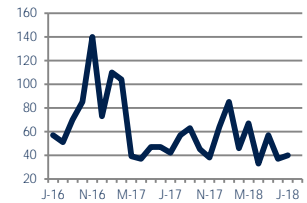
\$429,000



Up 21%  
Vs. Year Ago

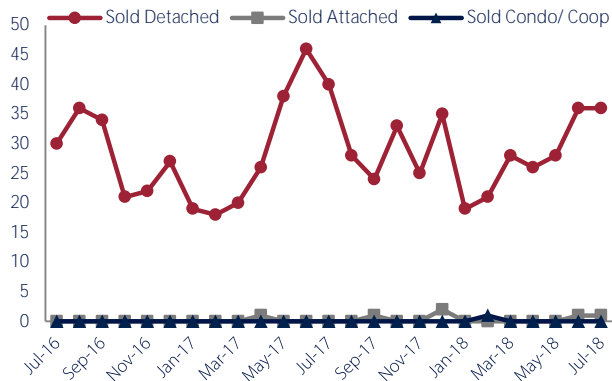
### Days On Market

40



Down -5%  
Vs. Year Ago

### Units Sold\*



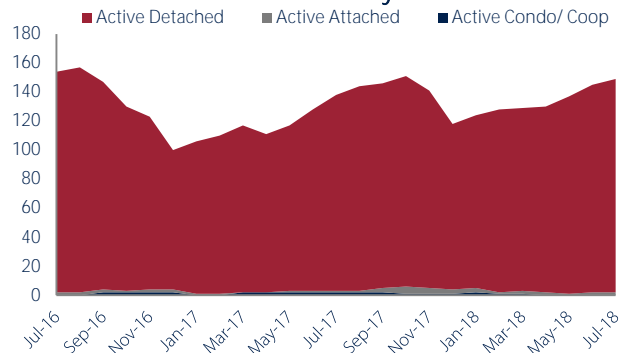
### Units Sold

The number of units sold remained stable in July, with 37 sold this month in Goochland County. This month's total units sold was lower than at this time last year, a decrease of 8% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is higher by 11 units or 8%. The total number of active inventory this July was 149 compared to 138 in July 2017. This month's total of 149 is higher than the previous month's total supply of available inventory of 145, an increase of 3%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Goochland County Homes was \$355,000. This July, the median sale price was \$429,000, an increase of 21% or \$74,000 compared to last year. The current median sold price is 1% higher than in June.

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

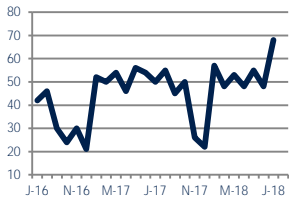


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

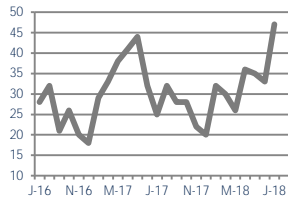
68



Up 36%  
Vs. Year Ago

### Current Contracts

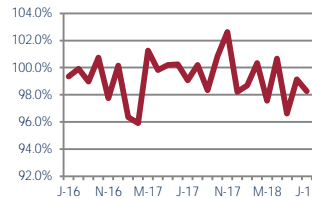
47



Up 88%  
Vs. Year Ago

### Sold Vs. List Price

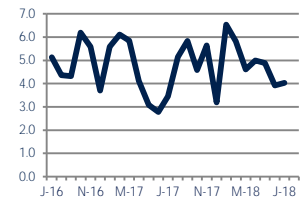
98.3%



Down -0.8%  
Vs. Year Ago

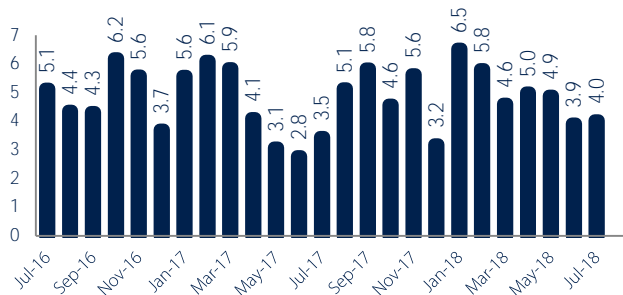
### Months of Supply

4.0



Up 17%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

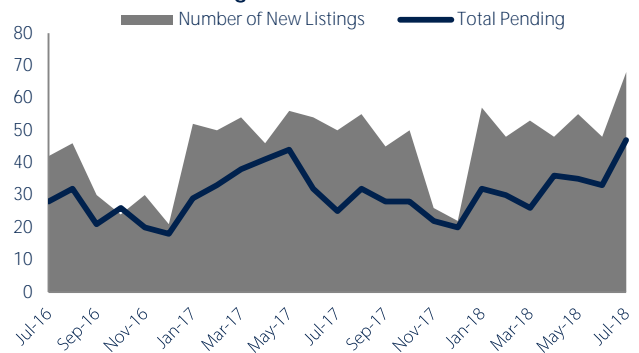
In July, there was 4.0 months of supply available in Goochland County, compared to 3.5 in July 2017. That is an increase of 17% versus a year ago.

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.

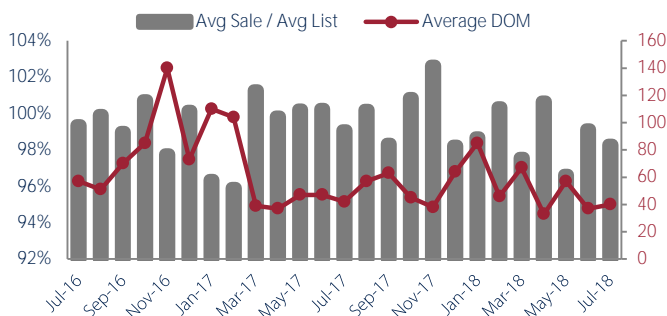
### New Listings & Current Contracts

This month there were 68 homes newly listed for sale in Goochland County compared to 50 in July 2017, an increase of 36%. There were 47 current contracts pending sale this July compared to 25 a year ago. The number of current contracts is 88% higher than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Goochland County was 98.3% 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 40, lower than the average last year, which was 42, a decrease of 5%.



\*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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