Focus On: Goochland County Housing Market

October 2018

Units Sold

<table>
<thead>
<tr>
<th>Month</th>
<th>Units Sold</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct. 18</td>
<td>38</td>
</tr>
</tbody>
</table>

Active Inventory

<table>
<thead>
<tr>
<th>Month</th>
<th>Active Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct. 18</td>
<td>144</td>
</tr>
</tbody>
</table>

Median Sale Price

<table>
<thead>
<tr>
<th>Month</th>
<th>Median Sale Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct. 17</td>
<td>$392,456</td>
</tr>
<tr>
<td>Oct. 18</td>
<td>$453,750</td>
</tr>
</tbody>
</table>

Days On Market

<table>
<thead>
<tr>
<th>Month</th>
<th>Days On Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct. 18</td>
<td>41</td>
</tr>
</tbody>
</table>

**Units Sold**

With relatively few transactions, there was an increase in total units sold in October, with 38 sold this month in Goochland County. This month's total units sold was higher than at this time last year, an increase from October 2017.

**Active Inventory**

Versus last year, the total number of homes available this month is lower by 23 units or 14%. The total number of active inventory this October was 144 compared to 167 in October 2017. This month's total of 144 is lower than the previous month's total supply of available inventory of 151, a decrease of 5%.

**Median Sale Price**

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last October, the median sale price for Goochland County Homes was $392,456. This October, the median sale price was $453,750, an increase of $61,294 compared to last year. The current median sold price is higher than in September.

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.*
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October 2018

New Listings
42

Down -16%
Vs. Year Ago

Current Contracts
23

Down -18%
Vs. Year Ago

Sold Vs. List Price
99.4%

Down -1.5%
Vs. Year Ago

Months of Supply
3.8

Down -25%
Vs. Year Ago

New Listings & Current Contracts

This month there were 42 homes newly listed for sale in Goochland County compared to 50 in October 2017, a decrease of 16%. There were 23 current contracts pending sale this October compared to 28 a year ago. The number of current contracts is 18% lower than last October.

Sale Price to List Price Ratio

In October, the average sale price in Goochland County was 99.4% of the average list price, which is 1.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 41, lower than the average last year, which was 45, a decrease of 9%.

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