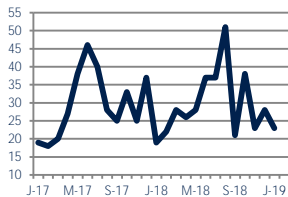


### Units Sold

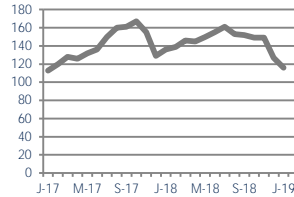
23



Up 21%  
Vs. Year Ago

### Active Inventory

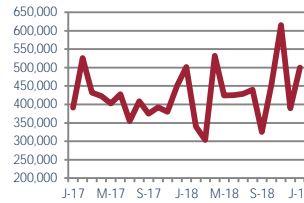
116



Down -15%  
Vs. Year Ago

### Median Sale Price

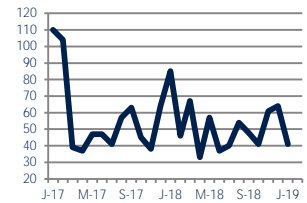
\$500,000



No Change  
Vs. Year Ago

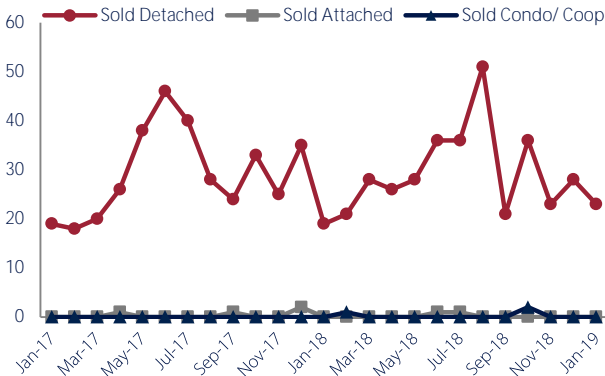
### Days On Market

41



Down  
Vs. Year Ago

### Units Sold\*



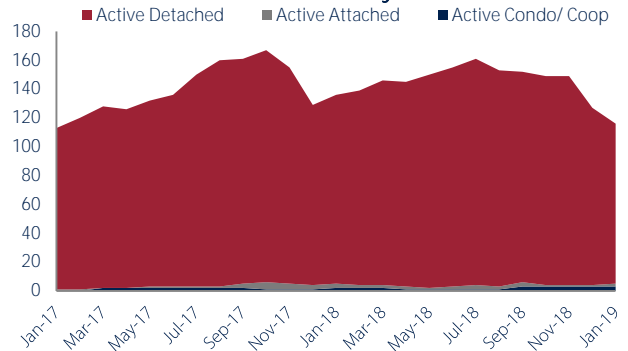
### Units Sold

There was a decrease in total units sold in January, with 23 sold this month in Goochland County versus 28 last month, a decrease of 18%. This month's total units sold was higher than at this time last year, an increase of 21% versus January 2018.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 15%. The total number of active inventory this January was 116 compared to 136 in January 2018. This month's total of 116 is lower than the previous month's total supply of available inventory of 127, a decrease of 9%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Goochland County Homes was \$501,193. This January, the median sale price was \$500,000, which is similar compared to a year ago. The current median sold price is 28% lower than in December.

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



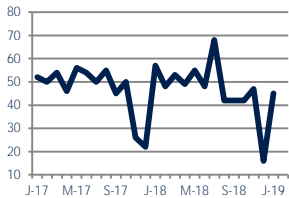
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

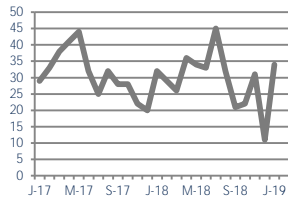
45



**Down -21%**  
Vs. Year Ago

**Current Contracts**

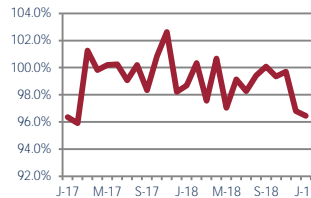
34



**Up 6%**  
Vs. Year Ago

**Sold Vs. List Price**

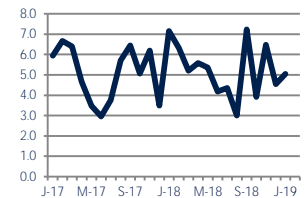
96.5%



**Down -2.3%**  
Vs. Year Ago

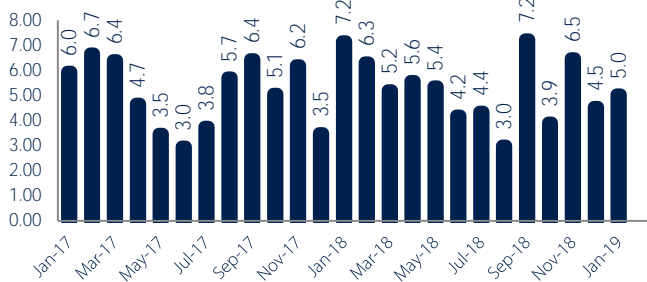
**Months of Supply**

5.0



**Down -30%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

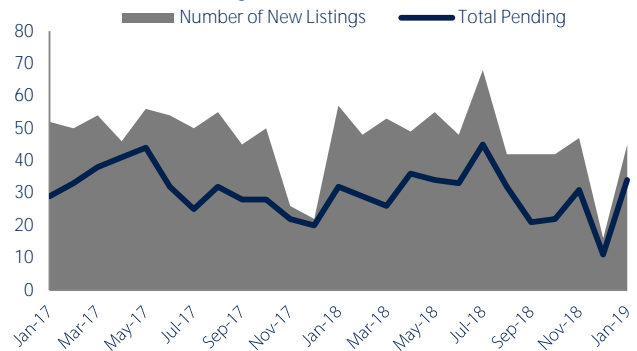
In January, there was 5.0 months of supply available in Goochland County, compared to 7.2 in January 2018. That is a decrease of 30% versus a year ago.

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.

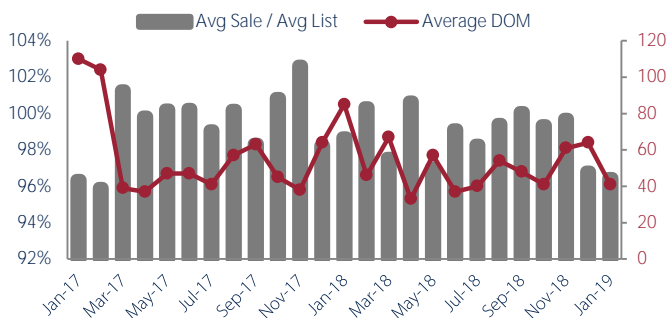
**New Listings & Current Contracts**

This month there were 45 homes newly listed for sale in Goochland County compared to 57 in January 2018, a decrease of 21%. There were 34 current contracts pending sale this January compared to 32 a year ago. The number of current contracts is 6% higher than last January.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In January, the average sale price in Goochland County was 96.5% of the average list price, which is 2.2% 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 85. This decrease was impacted by the limited number of sales.



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