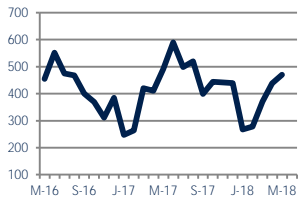




Units Sold

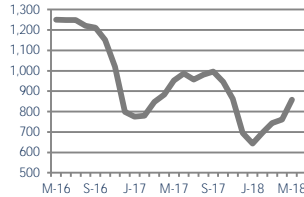
470



Down -4%
Vs. Year Ago

Active Inventory

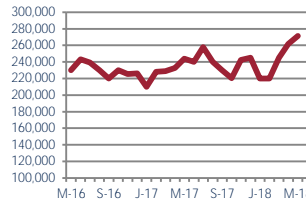
858



Down -10%
Vs. Year Ago

Median Sale Price

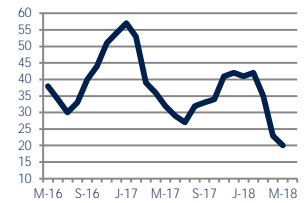
\$271,475



Up 11%
Vs. Year Ago

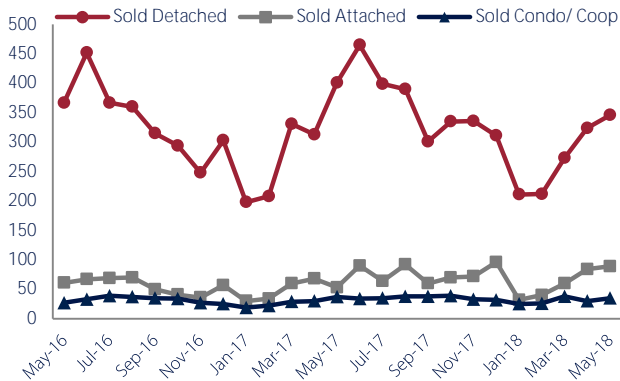
Days On Market

20



Down -38%
Vs. Year Ago

Units Sold*



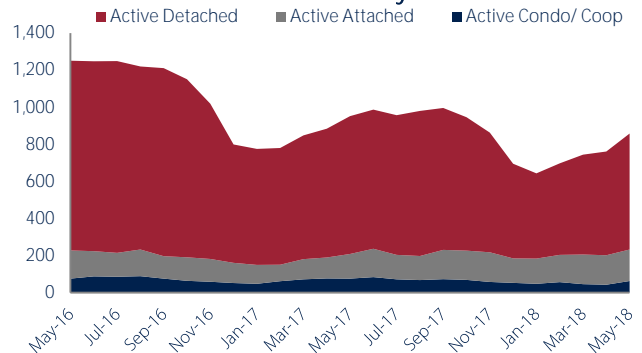
Units Sold

There was an increase in total units sold in May, with 470 sold this month in Henrico County versus 438 last month, an increase of 7%. This month's total units sold was lower than at this time last year, a decrease of 4% versus May 2017.

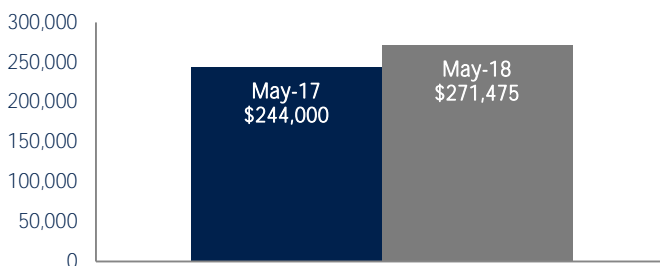
Active Inventory

Versus last year, the total number of homes available this month is lower by 94 units or 10%. The total number of active inventory this May was 858 compared to 952 in May 2017. This month's total of 858 is higher than the previous month's total supply of available inventory of 761, an increase of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Henrico County Homes was \$244,000. This May, the median sale price was \$271,475, an increase of 11% or \$27,475 compared to last year. The current median sold price is 4% higher than in April.

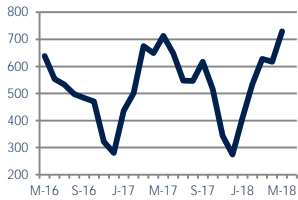
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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

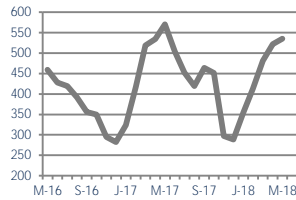
729



Up 2%
Vs. Year Ago

Current Contracts

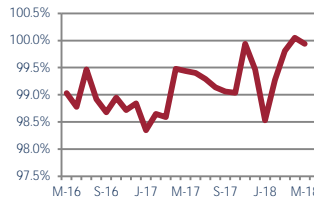
535



Down -6%
Vs. Year Ago

Sold Vs. List Price

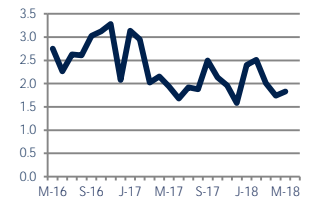
99.9%



Up 0.5%
Vs. Year Ago

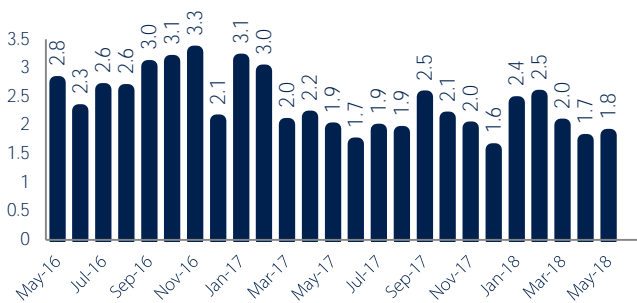
Months of Supply

1.8



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

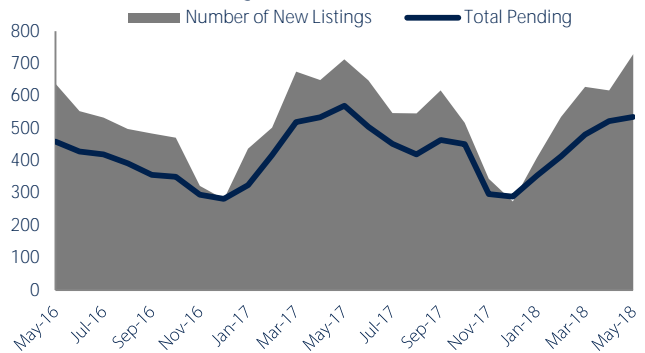
In May, there was 1.8 months of supply available in Henrico County, compared to 1.9 in May 2017. That is a decrease of 6% versus a year ago.

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.

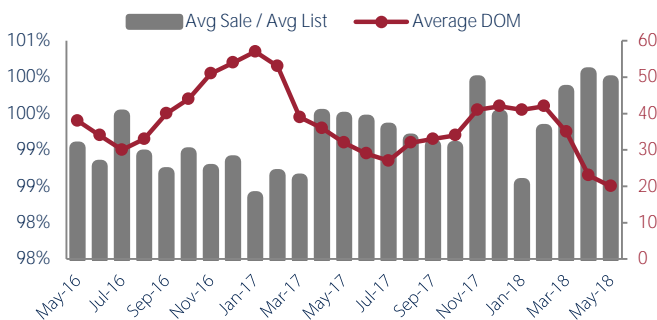
New Listings & Current Contracts

This month there were 729 homes newly listed for sale in Henrico County compared to 713 in May 2017, an increase of 2%. There were 535 current contracts pending sale this May compared to 570 a year ago. The number of current contracts is 6% 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 Henrico County was 99.9% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 20, lower than the average last year, which was 32, a decrease of 38%.



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