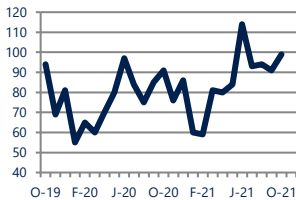




Zip Code(s): 23075, 23150 and 23231

Units Sold

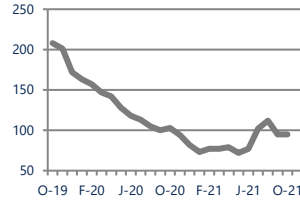
99



Up 9%
Vs. Year Ago

Active Inventory

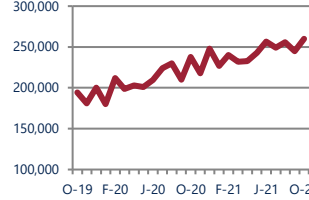
95



Down -8%
Vs. Year Ago

Median Sale Price

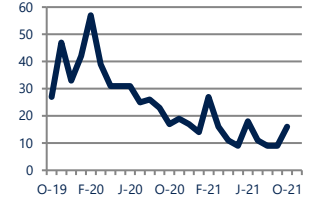
\$260,000



Up 9%
Vs. Year Ago

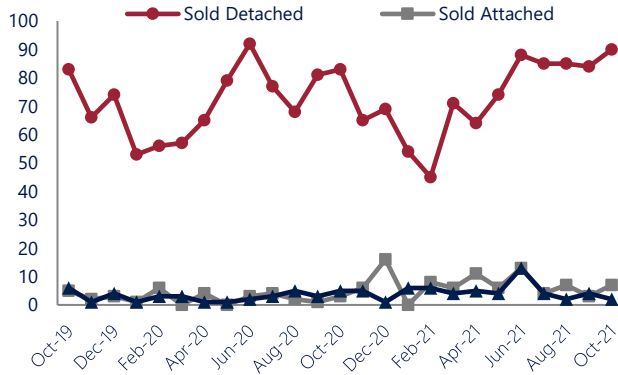
Days On Market

16



Down -6%
Vs. Year Ago

Units Sold*



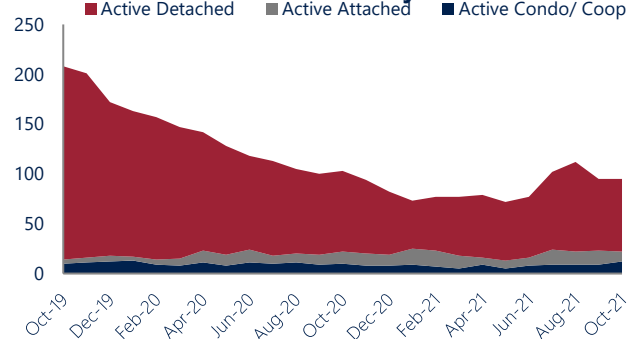
Units Sold

There was an increase in total units sold in October, with 99 sold this month in Varina, Highland Springs, and Southern Henrico County versus 91 last month, an increase of 9%. This month's total units sold was higher than at this time last year, an increase of 9% versus October 2020.

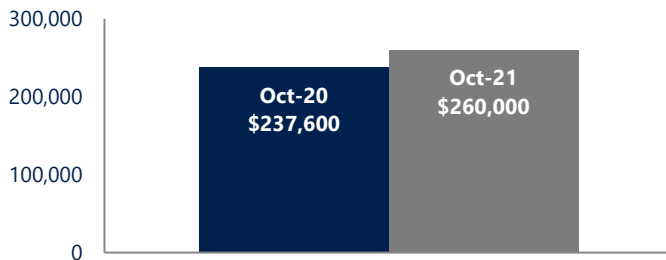
Active Inventory

Versus last year, the total number of homes available this month is lower by 8 units or 8%. The total number of active inventory this October was 95 compared to 103 in October 2020. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Varina, Highland Springs, and Southern Henrico County Homes was \$237,600. This October, the median sale price was \$260,000, an increase of 9% or \$22,400 compared to last year. The current median sold price is 6% 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.

Varina, Highland Springs, and Southern Henrico County are defined as properties listed in zip code/s 23075, 23150 and 23231.

*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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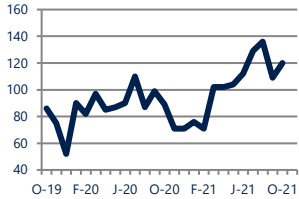




Zip Code(s): 23075, 23150 and 23231

New Listings

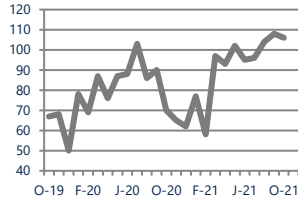
120



Up 35%
Vs. Year Ago

Current Contracts

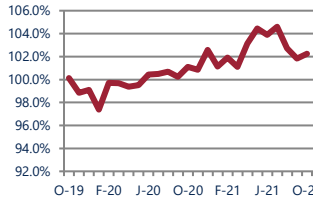
106



Up 51%
Vs. Year Ago

Sold Vs. List Price

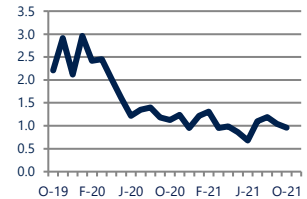
102.3%



Up 1.1%
Vs. Year Ago

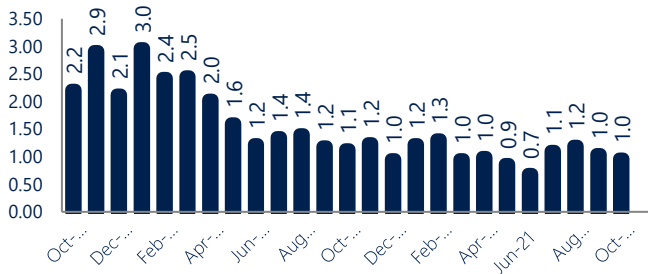
Months of Supply

1.0



Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

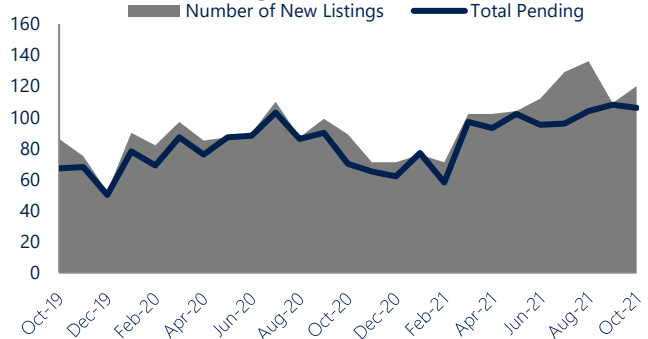
In October, there was 1.0 months of supply available in Varina, Highland Springs, and Southern Henrico County, compared to 1.1 in October 2020. That is a decrease of 15% versus a year ago.

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.

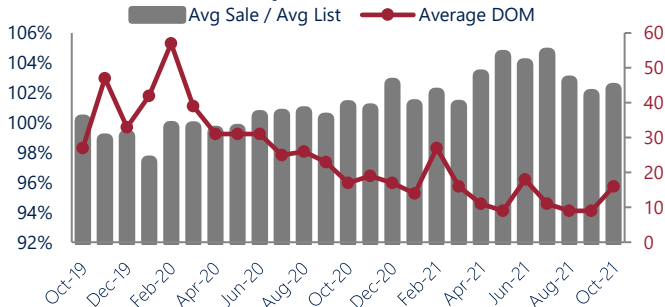
New Listings & Current Contracts

This month there were 120 homes newly listed for sale in Varina, Highland Springs, and Southern Henrico County compared to 89 in October 2020, an increase of 35%. There were 106 current contracts pending sale this October compared to 70 a year ago. The number of current contracts is 51% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Varina, Highland Springs, and Southern Henrico County was 102.3% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 16, lower than the average last year, which was 17, a decrease of 6%.



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