

# THE LONG & FOSTER MARKET MINUTE™

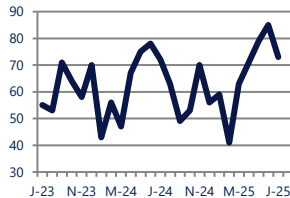
FOCUS ON: VARINA, HIGHLAND SPRINGS, AND SOUTHERN HENRICO COUNTY HOUSING MARKET

JULY 2025

Zip Code(s): 23075, 23150 and 23231

## Units Sold

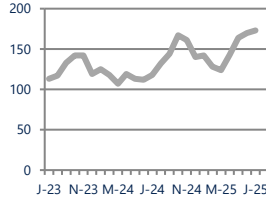
73



Up 1%  
Vs. Year Ago

## Active Inventory

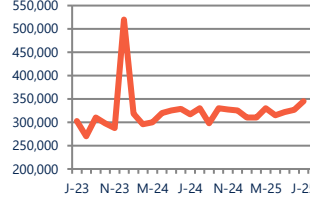
173



Up 47%  
Vs. Year Ago

## Median Sale Price

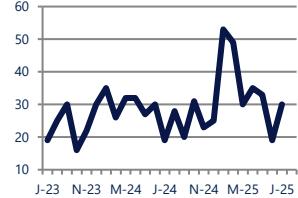
\$345,000



Up 9%  
Vs. Year Ago

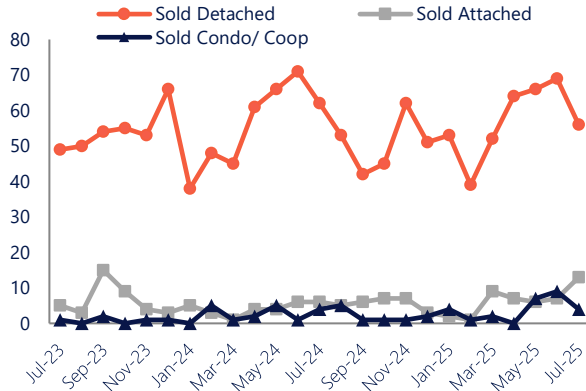
## Days On Market

30



Up 58%  
Vs. Year Ago

## Units Sold\*



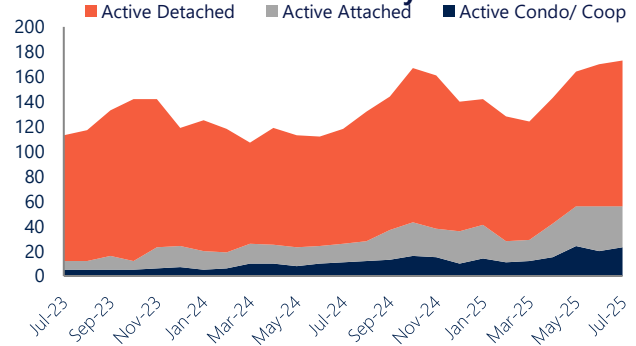
## Units Sold

There was a decrease in total units sold in July, with 73 sold this month in Varina, Highland Springs, and Southern Henrico County versus 85 last month, a decrease of 14%. This month's total units sold was higher than at this time last year, an increase of 1% versus July 2024.

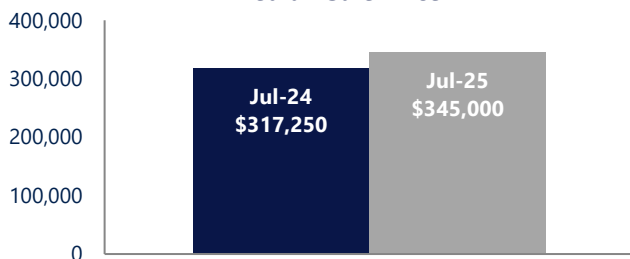
## Active Inventory

Versus last year, the total number of homes available this month is higher by 55 units or 47%. The total number of active inventory this July was 173 compared to 118 in July 2024. This month's total of 173 is higher than the previous month's total supply of available inventory of 170, an increase of 2%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last July, the median sale price for Varina, Highland Springs, and Southern Henrico County Homes was \$317,250. This July, the median sale price was \$345,000, an increase of 9% or \$27,750 compared to last year. The current median sold price is 6% 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.

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.

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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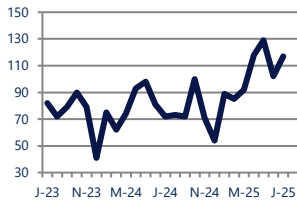
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JULY 2025

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## New Listings

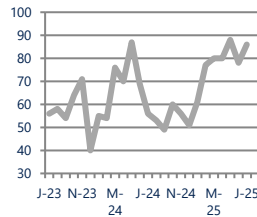
117



Up 63%  
Vs. Year Ago

## Current Contracts

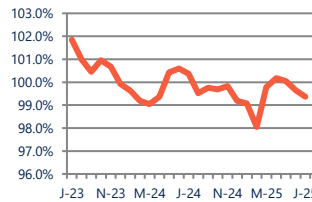
86



Up 54%  
Vs. Year Ago

## Sold Vs. List Price

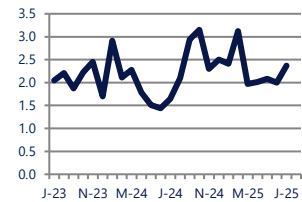
99.4%



Down -1%  
Vs. Year Ago

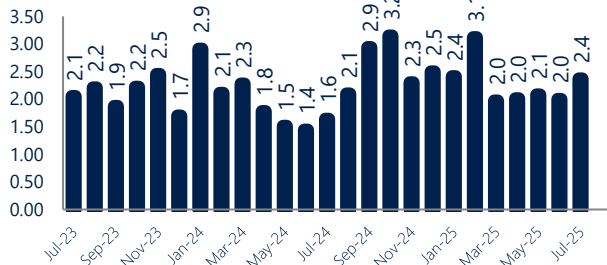
## Months of Supply

2.4



Up 45%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

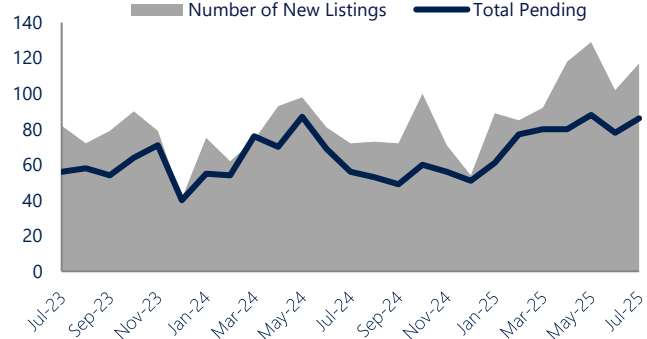
In July, there was 2.4 months of supply available in Varina, Highland Springs, and Southern Henrico County, compared to 1.6 in July 2024. That is an increase of 45% versus a year ago.

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.

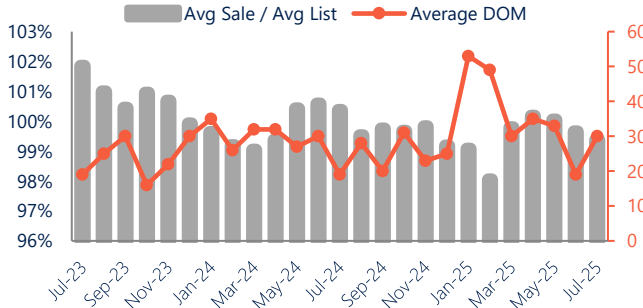
## New Listings & Current Contracts

This month there were 117 homes newly listed for sale in Varina, Highland Springs, and Southern Henrico County compared to 72 in July 2024, an increase of 63%. There were 86 current contracts pending sale this July compared to 56 a year ago. The number of current contracts is 54% 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 Varina, Highland Springs, and Southern Henrico County was 99.4% of the average list price, which is 1.0% lower than at this time last year.

## Days On Market

This month, the average number of days on market was 30, higher than the average last year, which was 19, an increase of 58%.

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