

# THE LONG & FOSTER MARKET MINUTE™

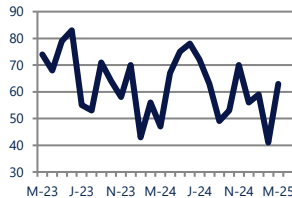
FOCUS ON: VARINA, HIGHLAND SPRINGS, AND SOUTHERN HENRICO COUNTY HOUSING MARKET

MARCH 2025

Zip Code(s): 23075, 23150 and 23231

## Units Sold

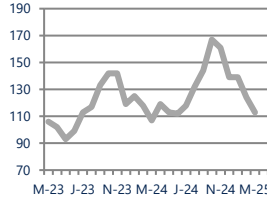
63



Up 34%  
Vs. Year Ago

## Active Inventory

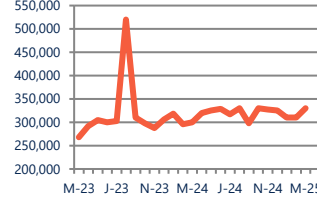
113



Up 6%  
Vs. Year Ago

## Median Sale Price

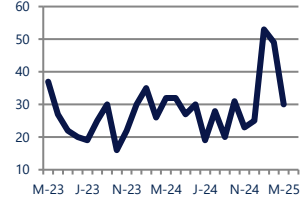
\$330,000



Up 10%  
Vs. Year Ago

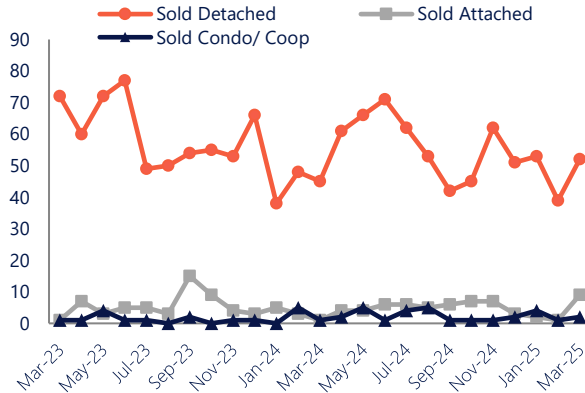
## Days On Market

30



Down -6%  
Vs. Year Ago

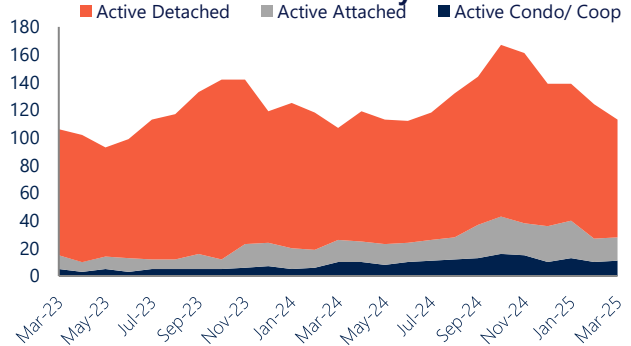
### Units Sold\*



## Units Sold

There was an increase in total units sold in March, with 63 sold this month in Varina, Highland Springs, and Southern Henrico County. This month's total units sold was higher than at this time last year.

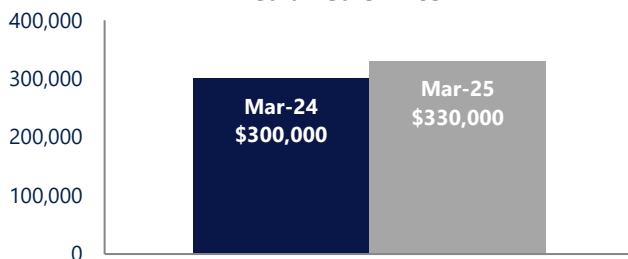
### Active Inventory\*



## Active Inventory

Versus last year, the total number of homes available this month is higher by 6 units or 6%. The total number of active inventory this March was 113 compared to 107 in March 2024. This month's total of 113 is lower than the previous month's total supply of available inventory of 124, a decrease of 9%.

## Median Sale Price



## Median Sale Price

Last March, the median sale price for Varina, Highland Springs, and Southern Henrico County Homes was \$300,000. This March, the median sale price was \$330,000, an increase of 10% or \$30,000 compared to last year. The current median sold price is 6% higher than in February.

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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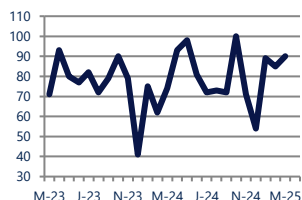
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MARCH 2025

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## New Listings

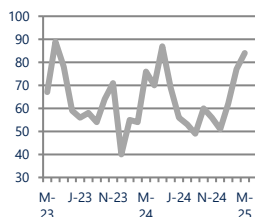
90



Up 22%  
Vs. Year Ago

## Current Contracts

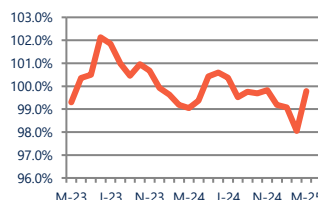
84



Up 11%  
Vs. Year Ago

## Sold Vs. List Price

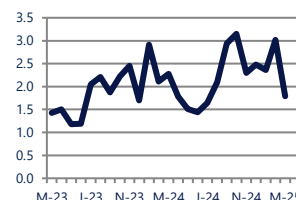
99.8%



Up 0.8%  
Vs. Year Ago

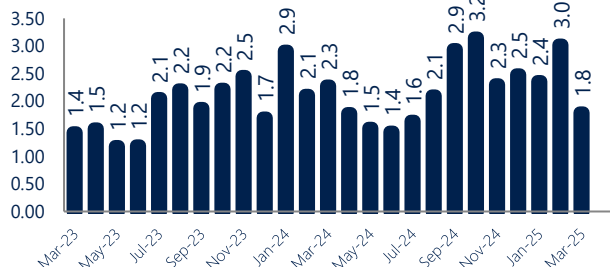
## Months of Supply

1.8



Down -21%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

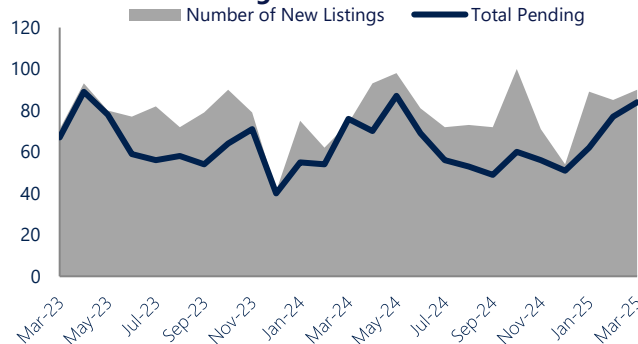
In March, there was 1.8 months of supply available in Varina, Highland Springs, and Southern Henrico County, compared to 2.3 in March 2024. That is a decrease of 21% versus a year ago.

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.

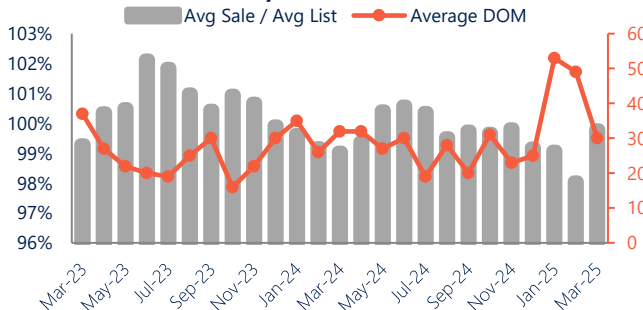
## New Listings & Current Contracts

This month there were 90 homes newly listed for sale in Varina, Highland Springs, and Southern Henrico County compared to 74 in March 2024, an increase of 22%. There were 84 current contracts pending sale this March compared to 76 a year ago. The number of current contracts is 11% higher than last March.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In March, the average sale price in Varina, Highland Springs, and Southern Henrico County was 99.8% of the average list price, which is 0.8% higher than at this time last year.

## Days On Market

This month, the average number of days on market was 30, lower than the average last year, which was 32, a decrease of 6%.

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