

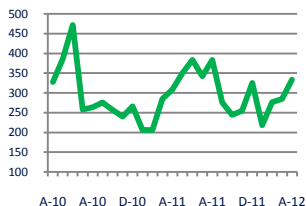


Focus On: Chesterfield County Housing Market

April 2012

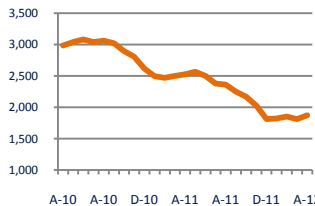
Units Sold

333



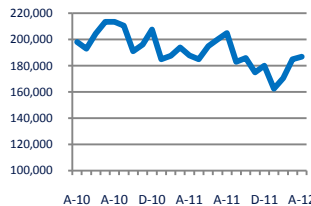
Active Inventory

1,872



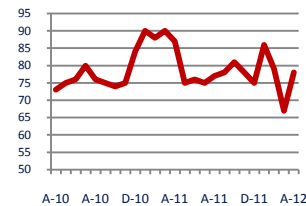
Median Sale Price

\$186,827



Days On Market

78



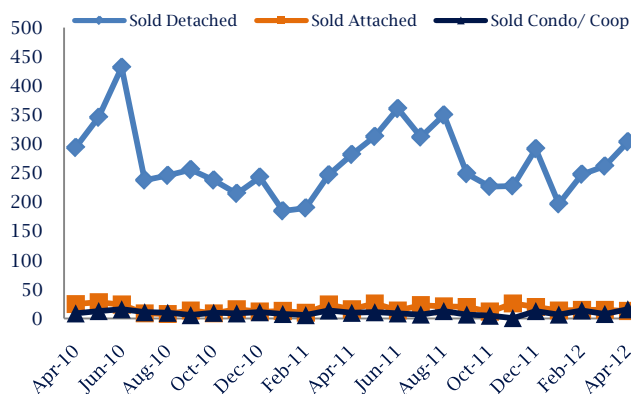
Up 8%
Vs. Year Ago

Down -26%
Vs. Year Ago

No Change
Vs. Year Ago

Down -10%
Vs. Year Ago

Units Sold*



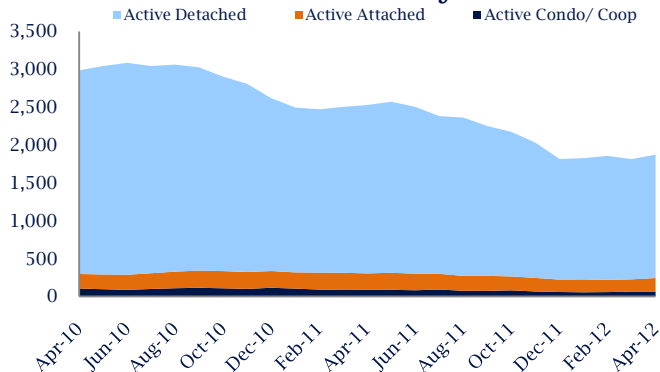
Units Sold

There was an increase in total units sold in April, with 333 sold this month in Chesterfield County versus 285 last month, an increase of 17%. This month's total units sold was higher than at this time last year, an increase of 8% versus April 2011.

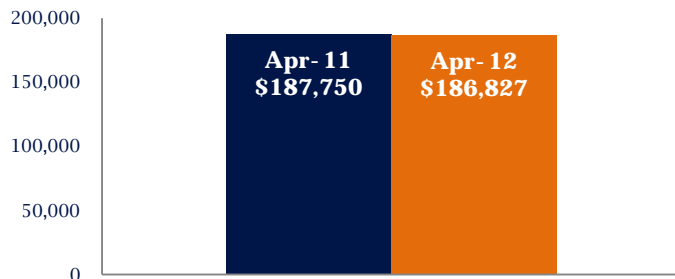
Active Inventory

Versus last year, the total number of homes available this month is lower by 655 units or 26%. The total number of active inventory this April was 1,872 compared to 2,527 in April 2011. This month's total of 1,872 is higher than the previous month's total supply of available inventory of 1,812, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Chesterfield County Homes was \$187,750. This April, the median sale price was \$186,827, which is similar compared to a year ago. The current median sold price is 1% lower than in March.

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.



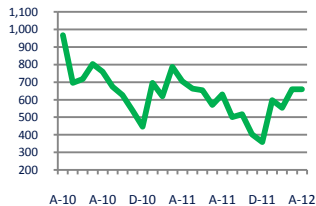


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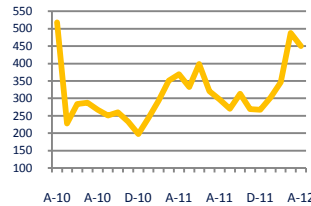
New Listings

660



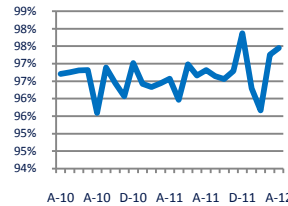
Current Contracts

450



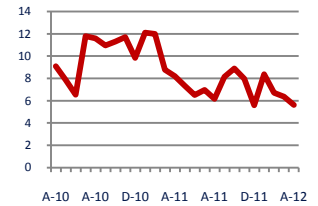
Sold Vs. List Price

97.5%



Months of Supply

5.6



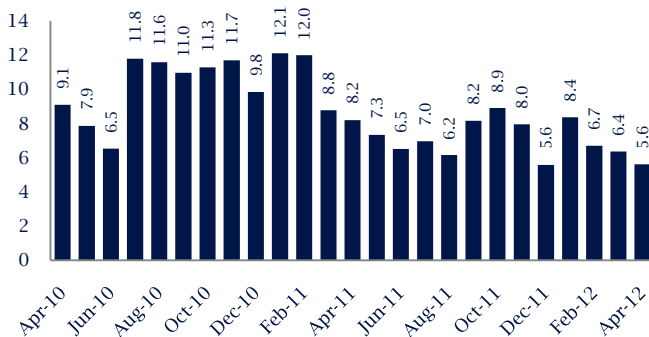
Down - 6%
Vs. Year Ago

Up 22%
Vs. Year Ago

Up 0.9%
Vs. Year Ago

Down - 31%
Vs. Year Ago

Months Of Supply



Months of Supply

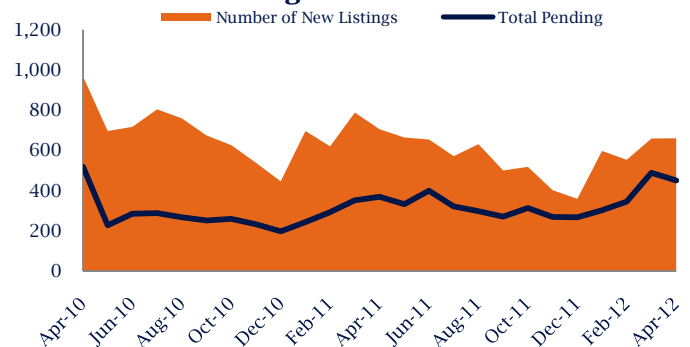
In April, there was 5.6 months of supply available in Chesterfield County, compared to 8.2 in April 2011. That is a decrease of 31% versus a year ago.

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.

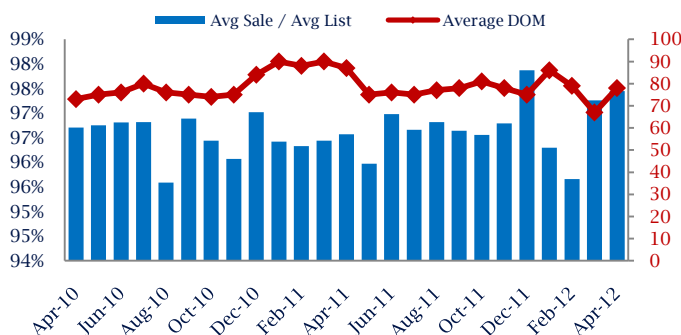
New Listings & Current Contracts

This month there were 660 homes newly listed for sale in Chesterfield County compared to 705 in April 2011, a decrease of 6%. There were 450 current contracts pending sale this April compared to 369 a year ago. The number of current contracts is 22% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Chesterfield County was 97.5% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 78, lower than the average last year, which was 87, a decrease of 10%.

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