



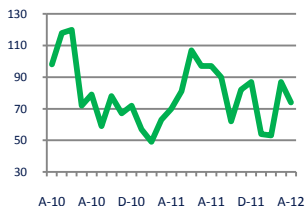
Focus On: Glen Allen Housing Market

April 2012

Zip Code(s): 23059 and 23060

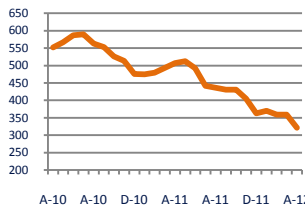
Units Sold

74



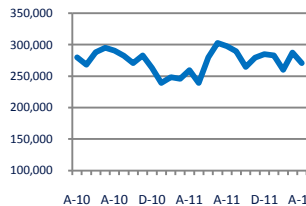
Active Inventory

321



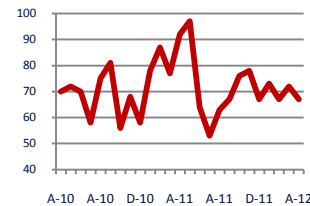
Median Sale Price

\$271,000



Days On Market

67



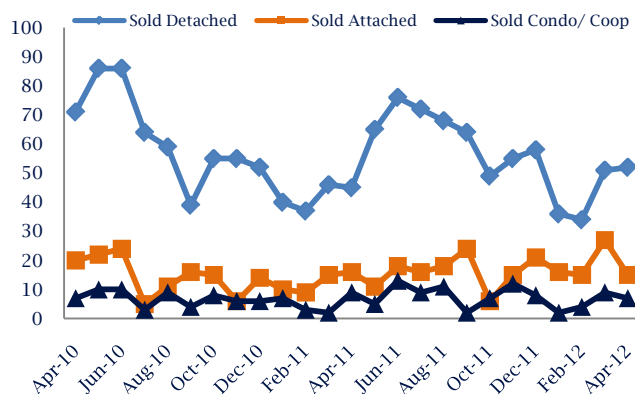
Up 6%
Vs. Year Ago

Down -37%
Vs. Year Ago

Up 4%
Vs. Year Ago

Down -27%
Vs. Year Ago

Units Sold*



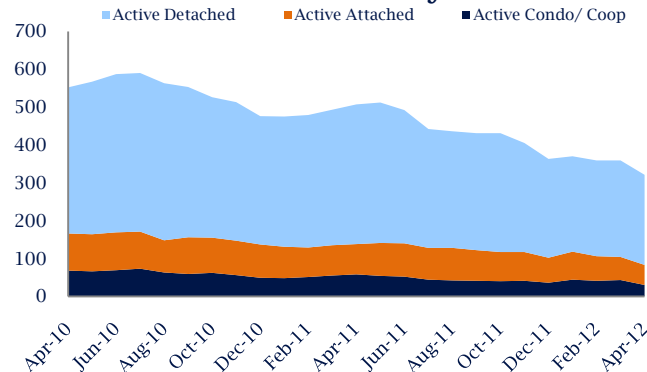
Units Sold

There was a decrease in total units sold in April, with 74 sold this month in Glen Allen versus 87 last month, a decrease of 15%. This month's total units sold was higher than at this time last year, an increase of 6% versus April 2011.

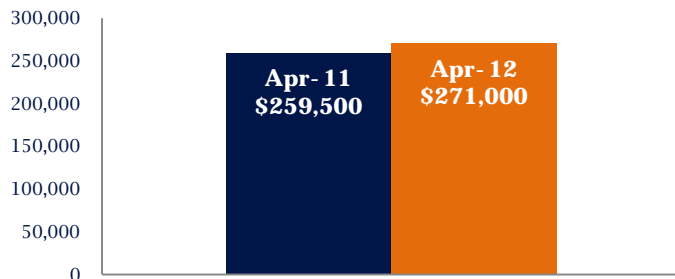
Active Inventory

Versus last year, the total number of homes available this month is lower by 186 units or 37%. The total number of active inventory this April was 321 compared to 507 in April 2011. This month's total of 321 is lower than the previous month's total supply of available inventory of 359, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Glen Allen Homes was \$259,500. This April, the median sale price was \$271,000, an increase of 4% or \$11,500 compared to last year. The current median sold price is 6% 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.

Glen Allen are defined as properties listed in zip code/s 23059 and 23060.

*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.





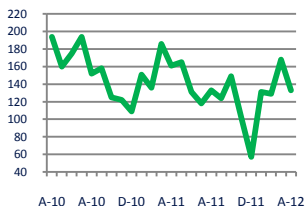
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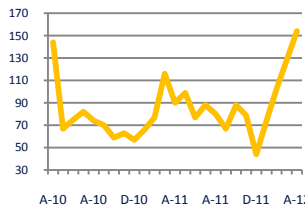
New Listings

133



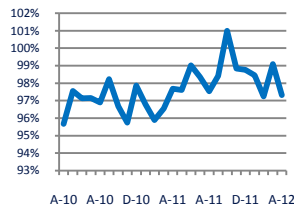
Current Contracts

154



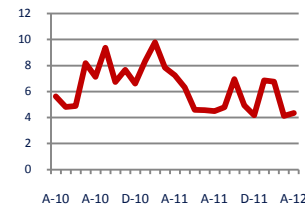
Sold Vs. List Price

97.3%



Months of Supply

4.3



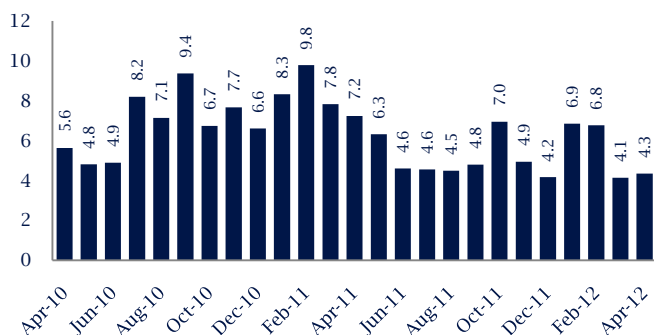
Down - 17%
Vs. Year Ago

Up 71%
Vs. Year Ago

No Change
Vs. Year Ago

Down - 40%
Vs. Year Ago

Months Of Supply



Months of Supply

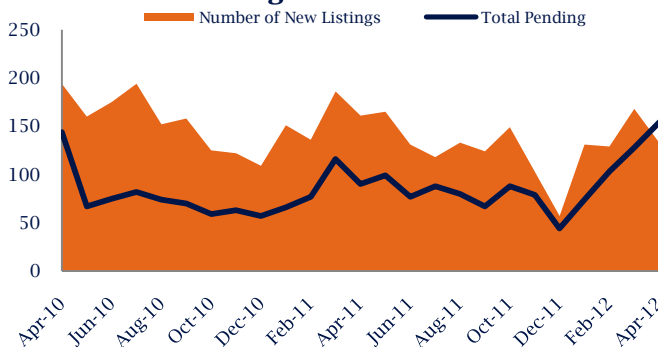
In April, there was 4.3 months of supply available in Glen Allen, compared to 7.2 in April 2011. That is a decrease of 40% versus a year ago.

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.

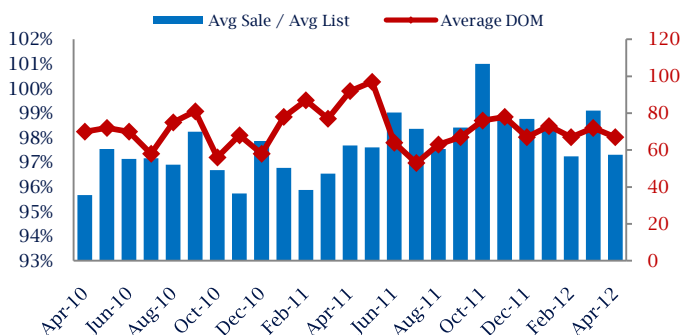
New Listings & Current Contracts

This month there were 133 homes newly listed for sale in Glen Allen compared to 161 in April 2011, a decrease of 17%. There were 154 current contracts pending sale this April compared to 90 a year ago. The number of current contracts is 71% 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 Glen Allen was 97.3% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 67, lower than the average last year, which was 92, a decrease of 27%.

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