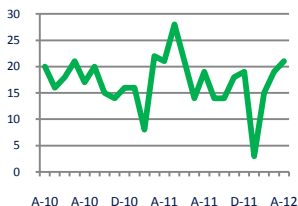




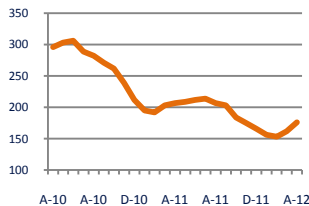
Focus On: Goochland County Housing Market

April 2012

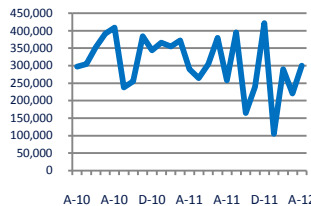
Units Sold
21



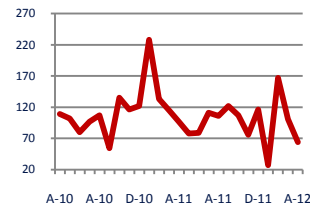
Active Inventory
176



Median Sale Price
\$300,000



Days On Market
64



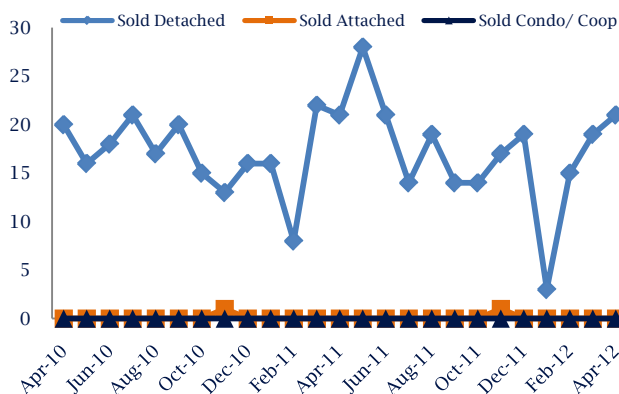
No Change
Vs. Year Ago

Down - 15%
Vs. Year Ago

Up
Vs. Year Ago

Down - 34%
Vs. Year Ago

Units Sold*



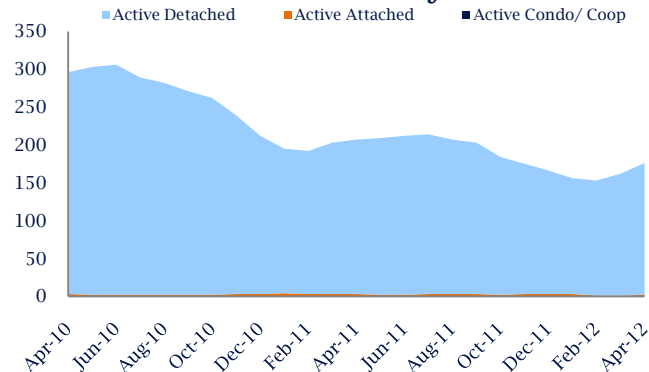
Units Sold

There was an increase in total units sold in April, with 21 sold this month in Goochland County, an increase of 11%. This month's total units sold is similar compared to a year ago.

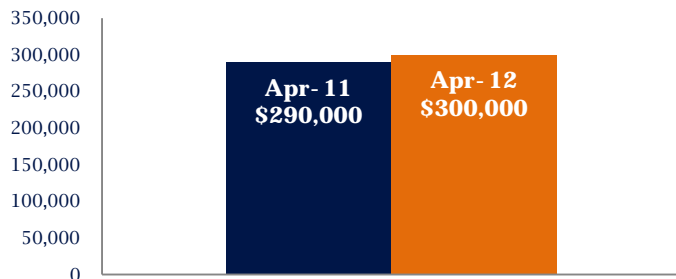
Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 15%. The total number of active inventory this April was 176 compared to 207 in April 2011. This month's total of 176 is higher than the previous month's total supply of available inventory of 162, an increase of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last April, the median sale price for Goochland County Homes was \$290,000. This April, the median sale price was \$300,000, an increase of \$10,000 compared to last year. The current median sold price is higher 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.

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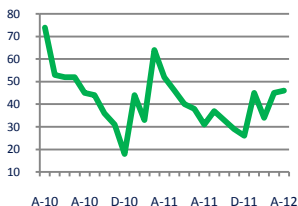


Focus On: Goochland County Housing Market

April 2012

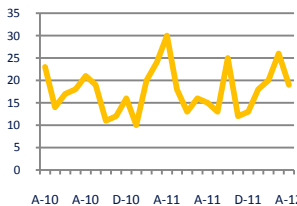
New Listings

46



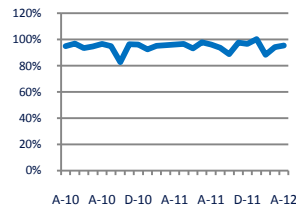
Current Contracts

19



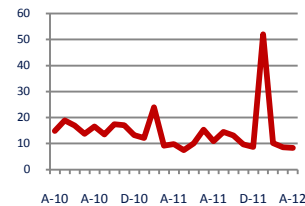
Sold Vs. List Price

95.4%



Months of Supply

8.4



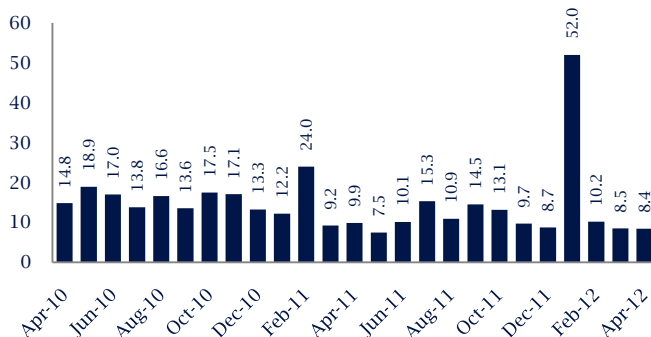
Down - 12%
Vs. Year Ago

Down - 37%
Vs. Year Ago

Down - 0.7%
Vs. Year Ago

Down - 15%
Vs. Year Ago

Months Of Supply



Months of Supply

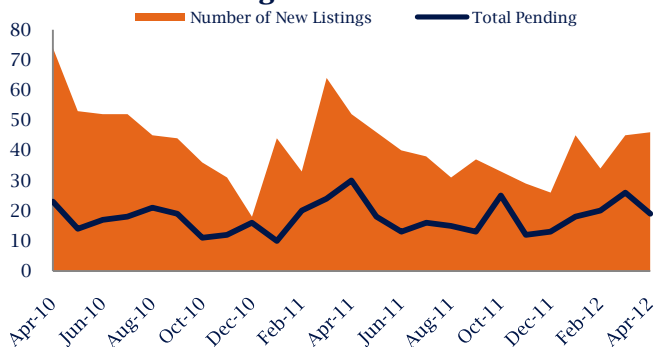
In April, there was 8.4 months of supply available in Goochland County, compared to 9.9 in April 2011. That is a decrease of 15% versus a year ago.

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 46 homes newly listed for sale in Goochland County compared to 52 in April 2011, a decrease of 12%. There were 19 current contracts pending sale this April compared to 30 a year ago. The number of current contracts is 37% lower 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 Goochland County was 95.4% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 64, lower than the average last year, which was 97, a decrease of 34%.

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