

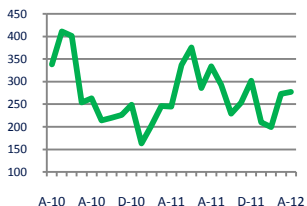


Focus On: Henrico County Housing Market

April 2012

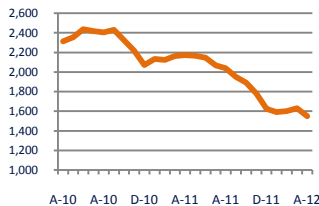
Units Sold

277



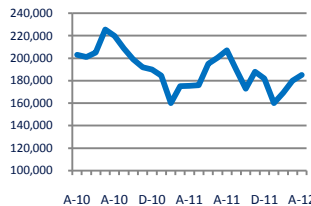
Active Inventory

1,550



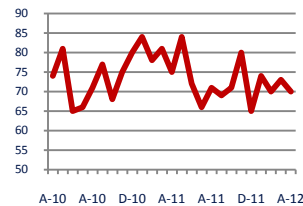
Median Sale Price

\$185,000



Days On Market

70



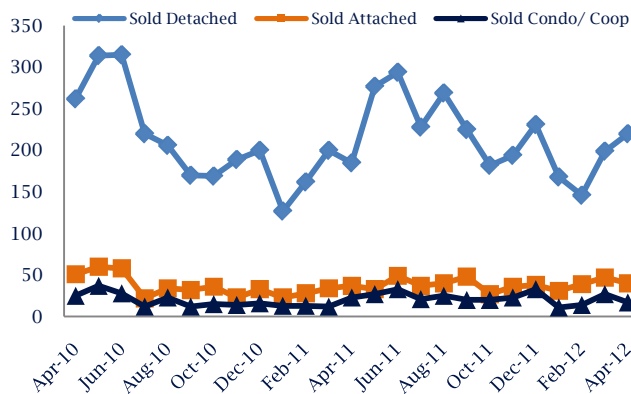
Up 13%
Vs. Year Ago

Down -29%
Vs. Year Ago

Up 5%
Vs. Year Ago

Down -7%
Vs. Year Ago

Units Sold*



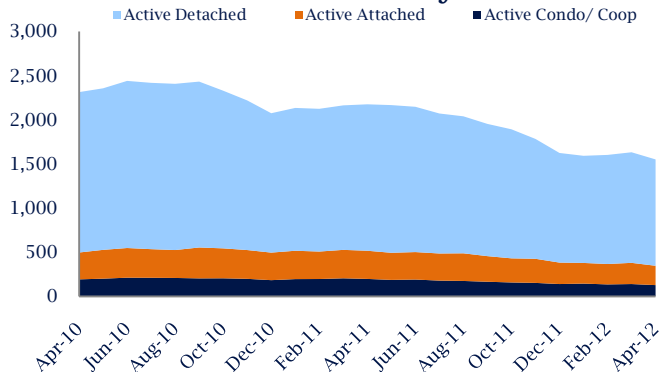
Units Sold

There was an increase in total units sold in April, with 277 sold this month in Henrico County versus 273 last month, an increase of 1%. This month's total units sold was higher than at this time last year, an increase of 13% versus April 2011.

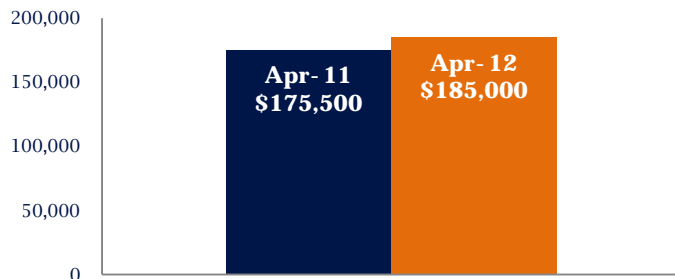
Active Inventory

Versus last year, the total number of homes available this month is lower by 624 units or 29%. The total number of active inventory this April was 1,550 compared to 2,174 in April 2011. This month's total of 1,550 is lower than the previous month's total supply of available inventory of 1,631, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Henrico County Homes was \$175,500. This April, the median sale price was \$185,000, an increase of 5% or \$9,500 compared to last year. The current median sold price is 3% 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.

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.



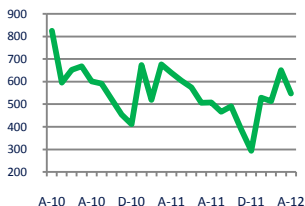


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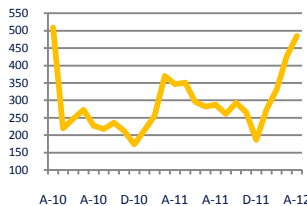
New Listings

547



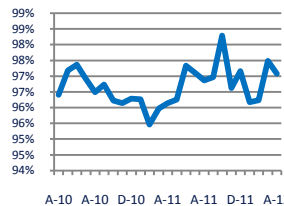
Current Contracts

485



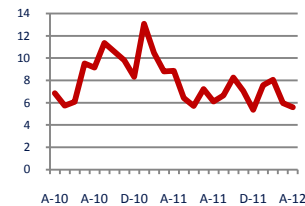
Sold Vs. List Price

97.1%



Months of Supply

5.6



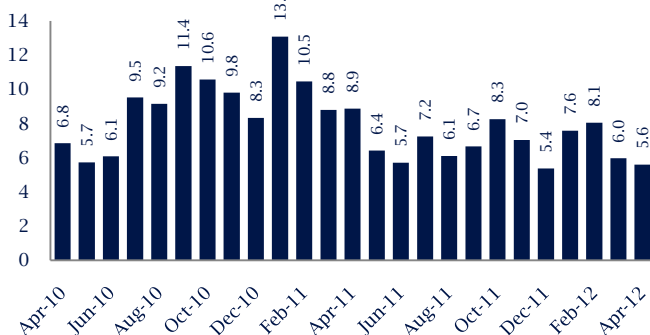
Down -15%
Vs. Year Ago

Up 40%
Vs. Year Ago

Up 1%
Vs. Year Ago

Down -37%
Vs. Year Ago

Months Of Supply



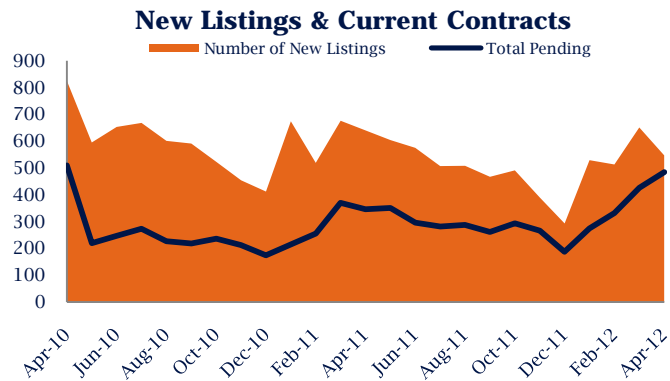
Months of Supply

In April, there was 5.6 months of supply available in Henrico County, compared to 8.9 in April 2011. That is a decrease of 37% versus a year ago.

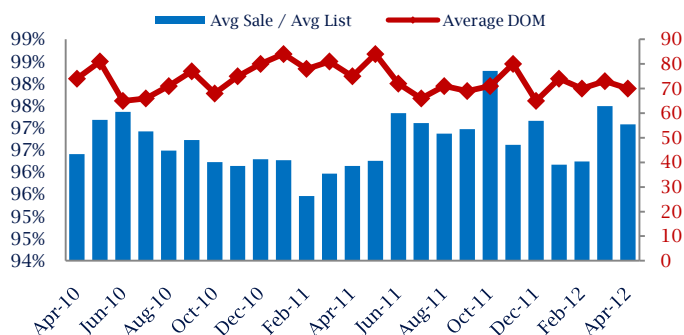
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 547 homes newly listed for sale in Henrico County compared to 640 in April 2011, a decrease of 15%. There were 485 current contracts pending sale this April compared to 346 a year ago. The number of current contracts is 40% higher than last April.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Henrico County was 97.1% 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 70, lower than the average last year, which was 75, a decrease of 7%.

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