



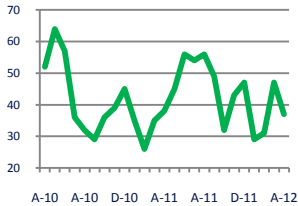
## Focus On: South Glen Allen Housing Market

April 2012

Zip Code(s): 23060

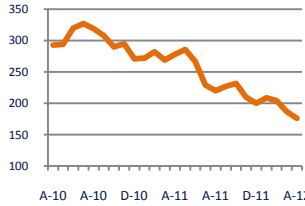
### Units Sold

37



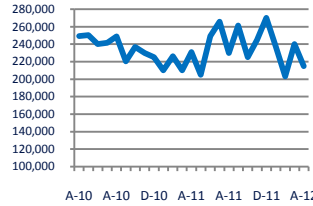
### Active Inventory

176



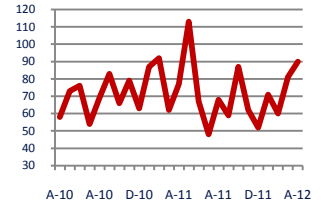
### Median Sale Price

\$215,000



### Days On Market

90



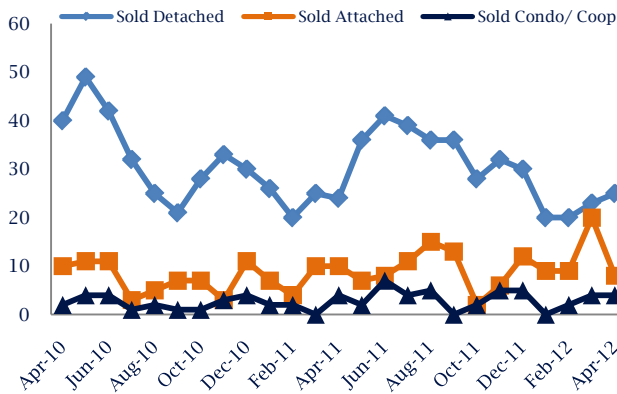
**Down - 3%**  
Vs. Year Ago

**Down - 37%**  
Vs. Year Ago

**Down - 7%**  
Vs. Year Ago

**Up 17%**  
Vs. Year Ago

### Units Sold\*



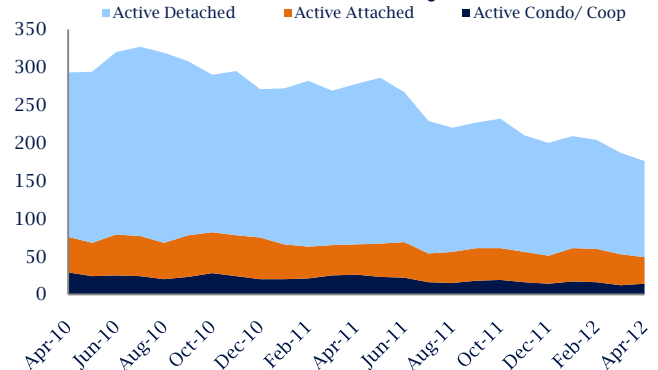
### Units Sold

There was a decrease in total units sold in April, with 37 sold this month in South Glen Allen versus 47 last month, a decrease of 21%. This month's total units sold was lower than at this time last year, a decrease of 3% versus April 2011.

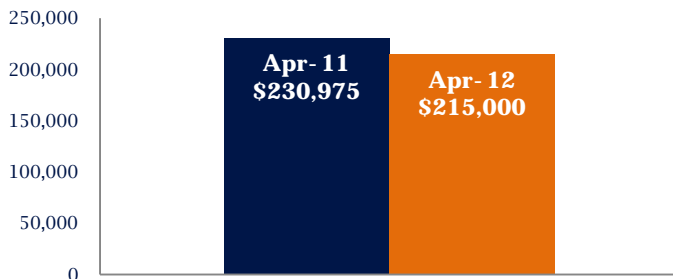
### Active Inventory

Versus last year, the total number of homes available this month is lower by 102 units or 37%. The total number of active inventory this April was 176 compared to 278 in April 2011. This month's total of 176 is lower than the previous month's total supply of available inventory of 187, a decrease of 6%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for South Glen Allen Homes was \$230,975. This April, the median sale price was \$215,000, a decrease of 7% or \$15,975 compared to last year. The current median sold price is 10% 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.

South Glen Allen are defined as properties listed in zip code/s 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.





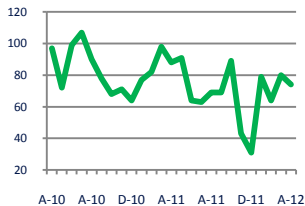
## Focus On: South Glen Allen Housing Market

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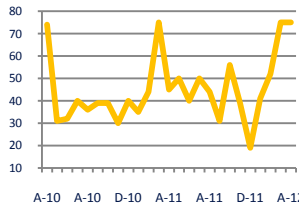
### New Listings

74



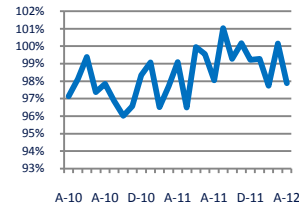
### Current Contracts

75



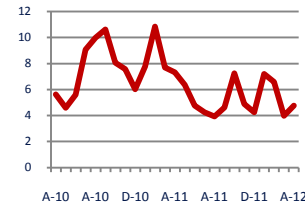
### Sold Vs. List Price

97.9%



### Months of Supply

4.8



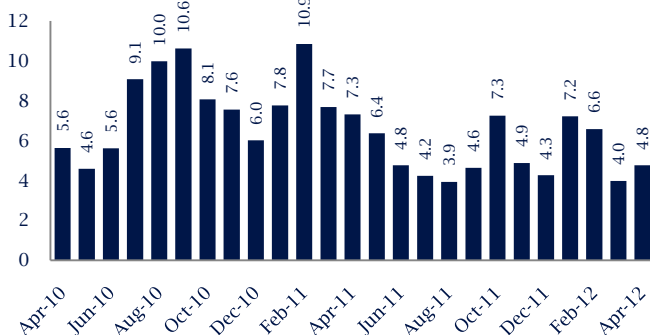
**Down - 16%**  
Vs. Year Ago

**Up 67%**  
Vs. Year Ago

**Down - 1.2%**  
Vs. Year Ago

**Down - 35%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

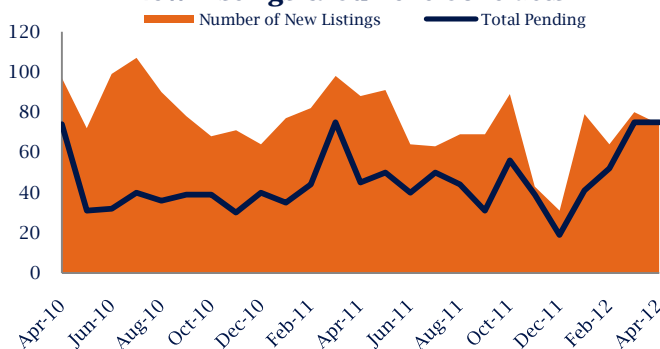
In April, there was 4.8 months of supply available in South Glen Allen, compared to 7.3 in April 2011. That is a decrease of 35% versus a year ago.

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.

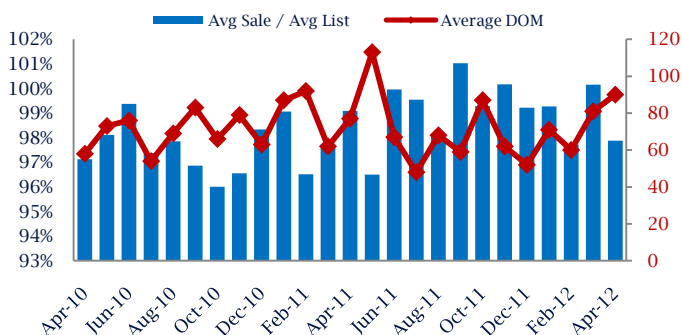
### New Listings & Current Contracts

This month there were 74 homes newly listed for sale in South Glen Allen compared to 88 in April 2011, a decrease of 16%. There were 75 current contracts pending sale this April compared to 45 a year ago. The number of current contracts remained stable as compared to last April.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in South Glen Allen was 97.9% of the average list price, which is 1.2% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 90, higher than the average last year, which was 77, an increase of 17%.

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