



The Long & Foster® Market Minute™

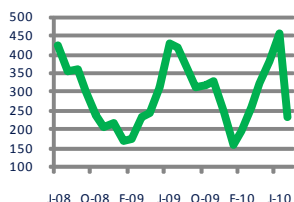


Focus On: Chesterfield County, Virginia

July, 2010

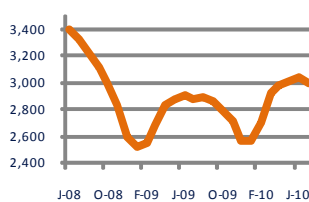
Units Sold

235



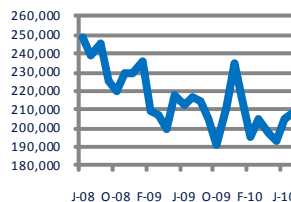
Active Inventory

2,993



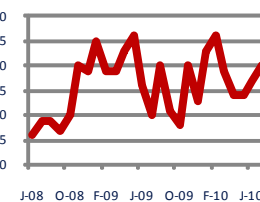
Median Sale Price

\$208,500



Days On Market

80



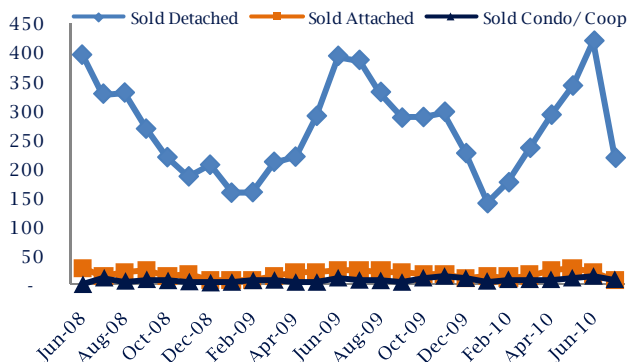
Down -44%
Vs. Year Ago

Up 4%
Vs. Year Ago

Down -4%
Vs. Year Ago

Up 14%
Vs. Year Ago

Units Sold*



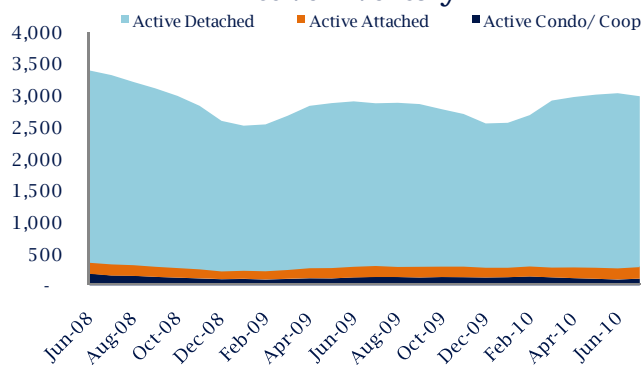
Units Sold

There was a decrease in total units sold in July, with 235 sold this month in Chesterfield County versus 454 last month, a decrease of 48%. This month's total units sold was lower than at this time last year, a decrease of 44% versus July, 2009. The current month's total is lower than the twelve month average of 299.

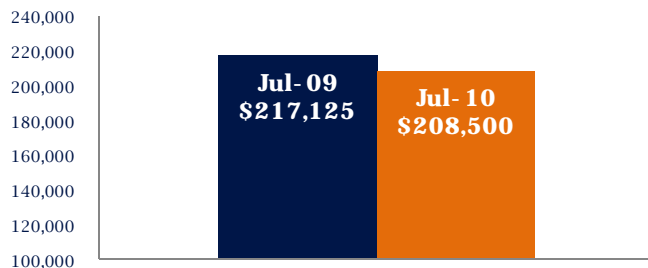
Active Inventory

Versus last year, the total number of homes available this month is higher by 111 units or 4%. The total number of active inventory this July was 2,993 compared to 2,882 in July, 2009. This month's total of 2,993 is lower than the previous month's total supply of available inventory of 3,040, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price in Chesterfield County was \$217,125. This July, the median sale price was \$208,500, a decrease of 4% or \$8,625 compared to last year. The current median sold price is 2% higher than in June.

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 CVR 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 CVR or Long & Foster Real Estate, Inc."





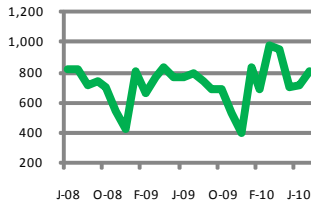
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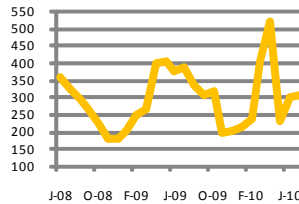
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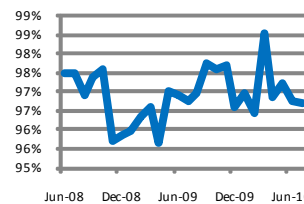
New Listings
805



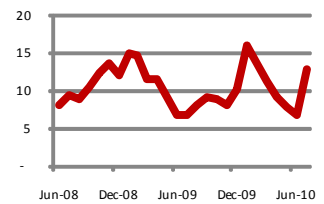
Current Contracts
307



Sold Vs. List Price
96.7%



Months of Supply
12.7



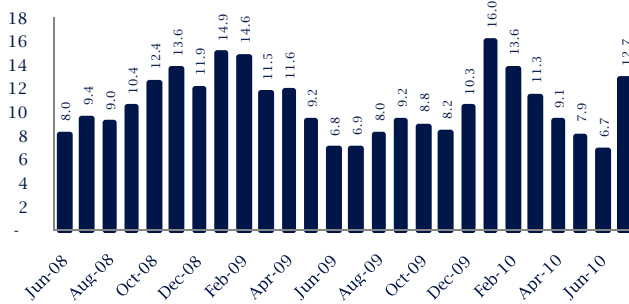
Up 1%
Vs. Year Ago

Down -21%
Vs. Year Ago

No Change
Vs. Year Ago

Up 86%
Vs. Year Ago

Months Of Supply



Months Of Supply

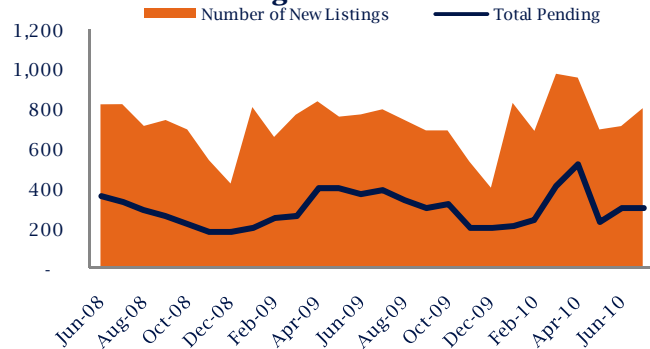
In July, there was 12.7 months of supply available in Chesterfield County, compared to 6.9 in July, 2009. That is an increase of 86% versus a year ago.

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 805 homes newly listed for sale in Chesterfield County compared to 799 in July, 2009, an increase of 1%. There were 307 current contracts pending sale this July compared to 391 a year ago. The number of current contracts is 2% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Chesterfield County was 96.7% percent of the average list price, which is the same as at this time last year.

Days On Market

This month, the average number of days on market was 80, higher than the average last year, which was 70, an increase of 14%.

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