



The Long & Foster[®] Market Minute[™]

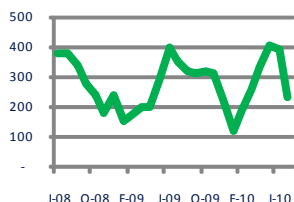


Focus On: Henrico County, Virginia

July, 2010

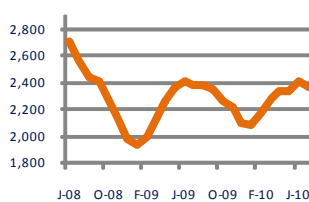
Units Sold

233



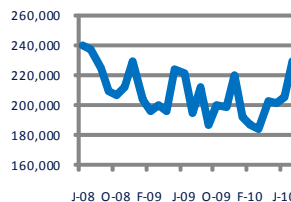
Active Inventory

2,375



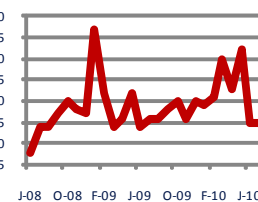
Median Sale Price

\$230,000



Days On Market

65



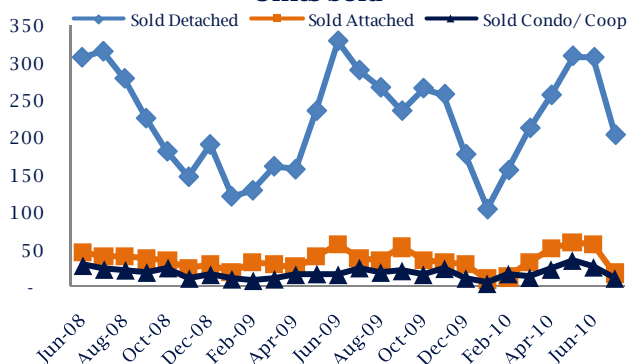
Down - 34%
Vs. Year Ago

Down - 0.2%
Vs. Year Ago

Up 18%
Vs. Year Ago

Down - 2%
Vs. Year Ago

Units Sold*



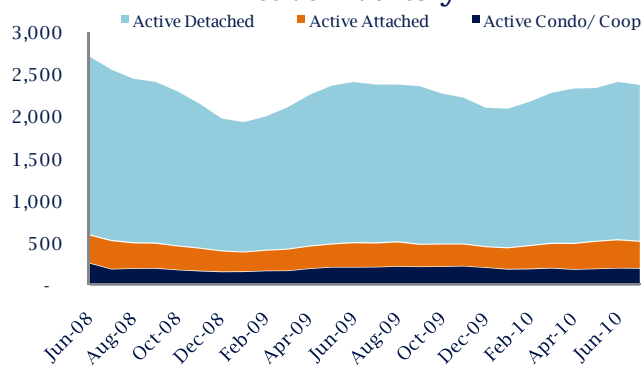
Units Sold

There was a decrease in total units sold in July, with 233 sold this month in Henrico County versus 389 last month, a decrease of 40%. This month's total units sold was lower than at this time last year, a decrease of 34% versus July, 2009. The current month's total is lower than the twelve month average of 284.

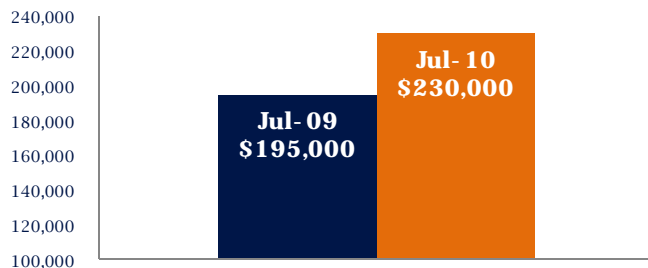
Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 0.2%. The total number of active inventory this July was 2,375 compared to 2,380 in July, 2009. This month's total of 2,375 is lower than the previous month's total supply of available inventory of 2,410, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price in Henrico County was \$195,000. This July, the median sale price was \$230,000, an increase of 18% or \$35,000 compared to last year. The current median sold price is 12% 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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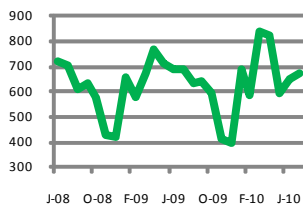


Focus On: Henrico County, Virginia

July, 2010

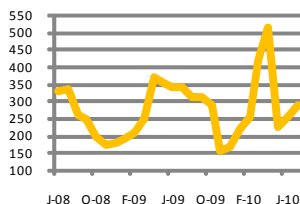
New Listings

670



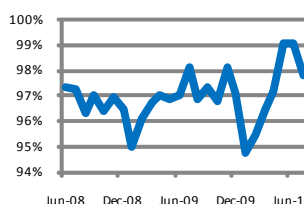
Current Contracts

288



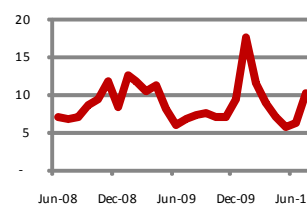
Sold Vs. List Price

97.8%



Months of Supply

10.2



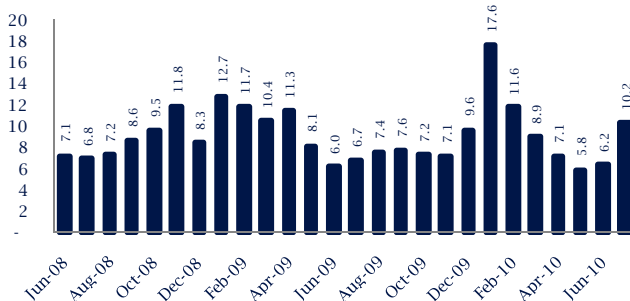
Down -2%
Vs. Year Ago

Down -16%
Vs. Year Ago

Down -0.3%
Vs. Year Ago

Up 52%
Vs. Year Ago

Months Of Supply



Months Of Supply

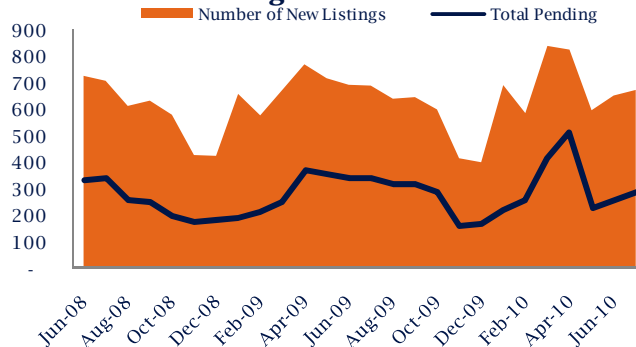
In July, there was 10.2 months of supply available in Henrico County, compared to 6.7 in July, 2009. That is an increase of 52% versus a year ago.

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.

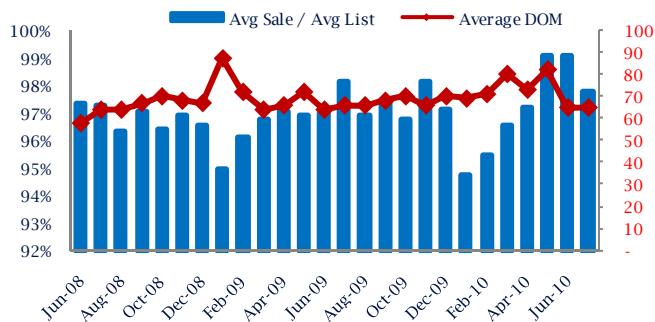
New Listings & Current Contracts

This month there were 670 homes newly listed for sale in Henrico County compared to 686 in July, 2009, a decrease of 2%. There were 288 current contracts pending sale this July compared to 342 a year ago. The number of current contracts is 12% 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 Henrico County was 97.8% percent of the average list price, which is 0.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 65, lower than the average last year, which was 66, a decrease of 2%.

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