

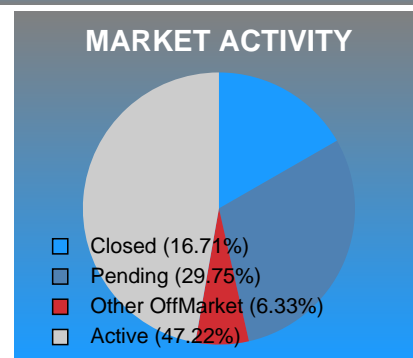
February 2019

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town Property Type



MONTHLY INVENTORY ANALYSIS

Compared Metrics	February		
	2018	2019	+/-%
Closed Listings	150	132	-12.00%
Pending Listings	216	235	8.80%
New Listings	258	258	0.00%
Average List Price	240,533	254,135	5.65%
Average Sale Price	239,592	254,066	6.04%
Average Percent of List Price to Selling Price	100.87%	99.45%	-1.41%
Average Days on Market to Sale	46.31	37.69	-18.62%
End of Month Inventory	367	373	1.63%
Months Supply of Inventory	1.87	1.85	-1.06%



Absorption: Last 12 months, an Average of **201** Sales/Month
Active Inventory as of February 28, 2019 = **373**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2019 rose **1.63%** to 373 existing homes available for sale. Over the last 12 months this area has had an average of 201 closed sales per month. This represents an unsold inventory index of **1.85** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **6.04%** in February 2019 to \$254,066 versus the previous year at \$239,592.

Average Days on Market Shortens

The average number of **37.69** days that homes spent on the market before selling decreased by 8.62 days or **18.62%** in February 2019 compared to last year's same month at **46.31** DOM.

Sales Success for February 2019 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 258 New Listings in February 2019, down **0.00%** from last year at 258. Furthermore, there were 132 Closed Listings this month versus last year at 150, a **-12.00%** decrease.

Closed versus Listed trends yielded a **51.2%** ratio, down from previous year's, February 2018, at **58.1%**, a **12.00%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

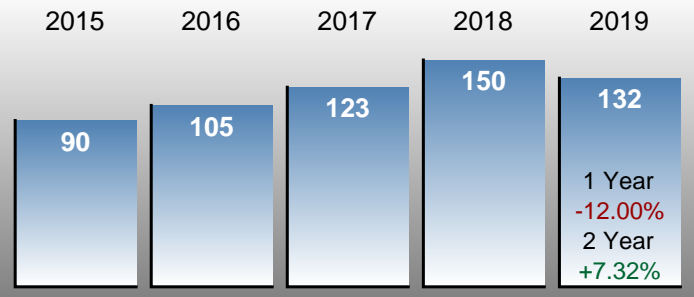
February 2019

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town Property Type

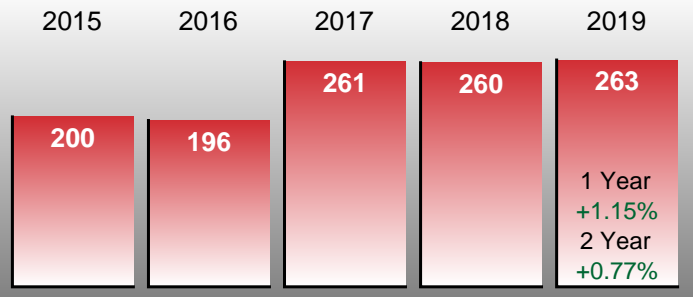


CLOSED LISTINGS

FEBRUARY



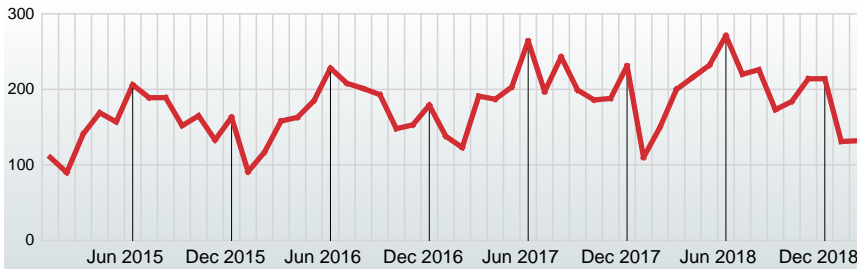
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 120

3 MONTHS



High
Jun 2018 = 271
Low
Feb 2015 = 90
Closed Listings
this month at **132**,
above the 5 yr FEB
average of **120**

DEC	214
JAN	131
FEB	132
-38.79%	
0.76%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	12	9.09%	23.5	8	4	0	0
\$100,001 - \$150,000	14	10.61%	30.8	11	3	0	0
\$150,001 - \$175,000	11	8.33%	34.3	7	4	0	0
\$175,001 - \$250,000	41	31.06%	35.3	16	23	2	0
\$250,001 - \$325,000	21	15.91%	31.0	4	16	1	0
\$325,001 - \$400,000	18	13.64%	49.2	4	9	5	0
\$400,001 and up	15	11.36%	59.9	1	10	4	0
Total Closed Units	132			51	69	12	0
Total Closed Volume	33,536,679	100%	37.7	9.43M	19.19M	4.91M	0.00B
Average Closed Price	\$254,066			\$184,967	\$278,187	\$409,036	\$0

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

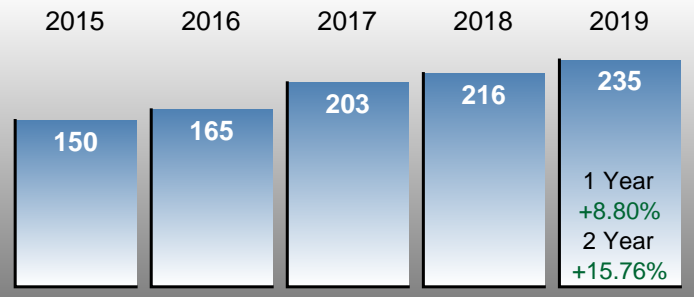
February 2019

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town Property Type

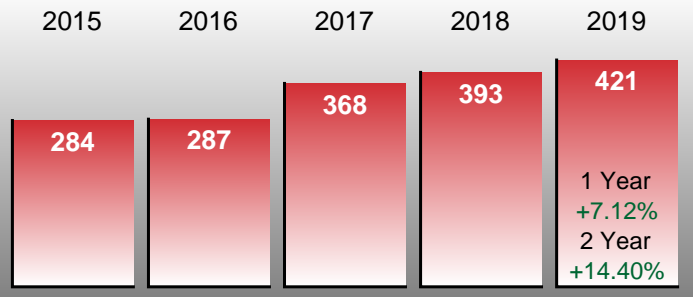


PENDING LISTINGS

FEBRUARY



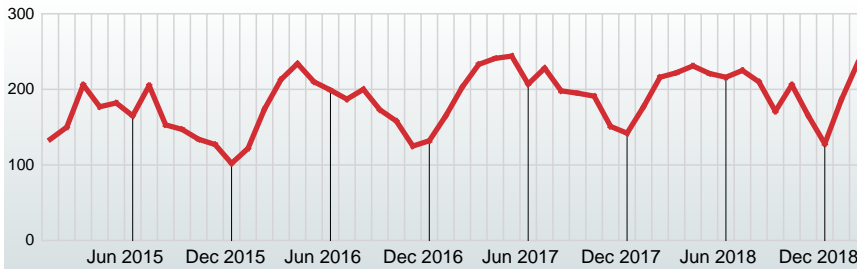
YEAR TO DATE (YTD)



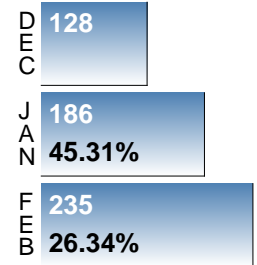
5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 194

3 MONTHS



High
May 2017 = 244
Low
Dec 2015 = 102
Pending Listings
this month at **235**,
above the 5 yr FEB
average of **194**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	19	8.09%	17.3	16	3	0	0
\$125,001 - \$175,000	33	14.04%	25.5	22	11	0	0
\$175,001 - \$200,000	22	9.36%	41.1	9	13	0	0
\$200,001 - \$300,000	71	30.21%	38.2	20	50	1	0
\$300,001 - \$350,000	26	11.06%	37.0	5	18	3	0
\$350,001 - \$450,000	40	17.02%	25.4	7	27	6	0
\$450,001 and up	24	10.21%	84.1	4	15	5	0
Total Pending Units	235			83	137	15	0
Total Pending Volume	66,995,724	100%	25.8	17.91M	42.59M	6.49M	0.00B
Average Listing Price	\$203,441			\$215,837	\$310,853	\$432,960	\$0

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

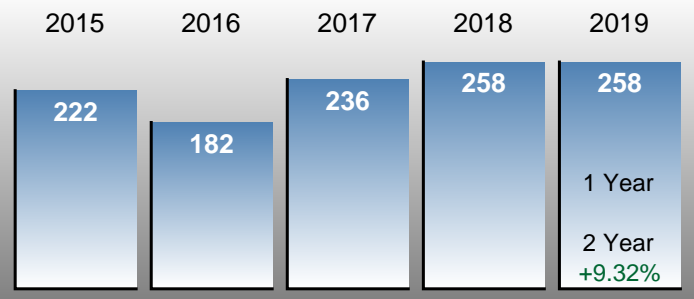
February 2019

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town Property Type

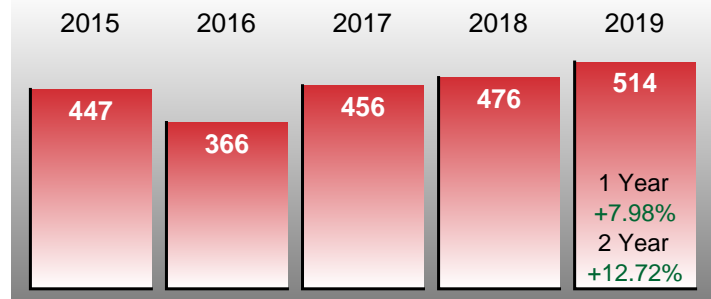


NEW LISTINGS

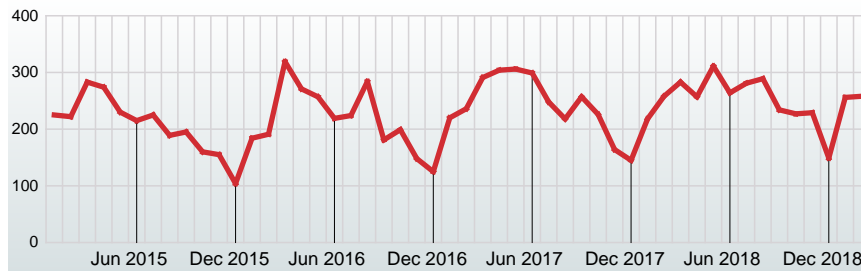
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 231

3 MONTHS

High
Mar 2016 = 319
Low
Dec 2015 = 104
New Listings
this month at **258**,
above the 5 yr FEB
average of **231**

DEC	149
JAN	256
FEB	258
71.81%	
0.78%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$120,000 and less	20	7.75%	16	3	1	0
\$120,001 - \$170,000	33	12.79%	17	15	1	0
\$170,001 - \$220,000	38	14.73%	21	17	0	0
\$220,001 - \$310,000	67	25.97%	23	44	0	0
\$310,001 - \$360,000	36	13.95%	11	21	4	0
\$360,001 - \$420,000	35	13.57%	7	24	4	0
\$420,001 and up	29	11.24%	6	12	10	1
Total New Listed Units	258		101	136	20	1
Total New Listed Volume	75,708,138	100%	23.28M	40.39M	11.36M	680.00K
Average New Listed Listing Price	\$144,350		\$230,452	\$296,972	\$568,215	\$680,000

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

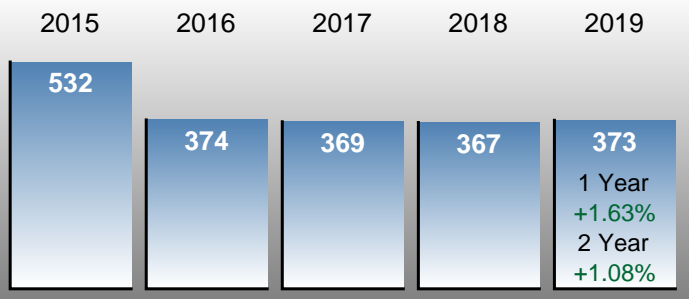
February 2019

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town Property Type

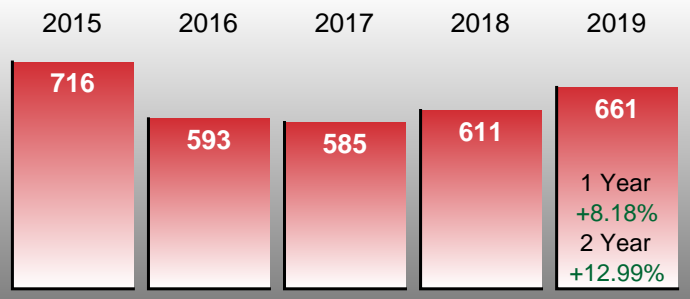


ACTIVE INVENTORY

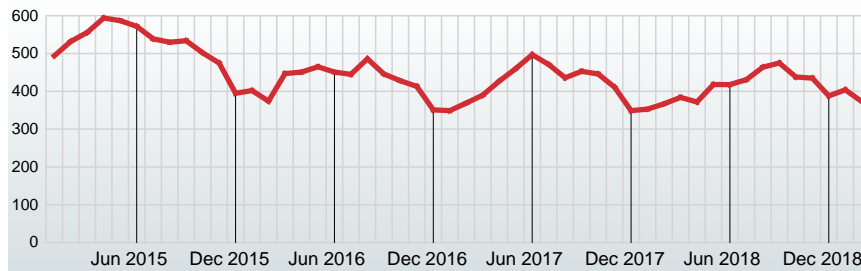
END OF FEBRUARY



ACTIVE DURING FEBRUARY



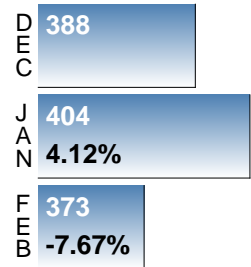
5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 403

3 MONTHS

High
Apr 2015 = 594
Low
Dec 2017 = 349
Inventory
this month at **373**,
below the 5 yr FEB
average of **403**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	22	5.90%	31.5	15	5	2	0
\$125,001 - \$200,000	56	15.01%	44.7	34	22	0	0
\$200,001 - \$250,000	43	11.53%	37.0	18	24	1	0
\$250,001 - \$325,000	93	24.93%	63.4	36	53	4	0
\$325,001 - \$375,000	68	18.23%	83.4	25	38	5	0
\$375,001 - \$525,000	51	13.67%	80.2	5	31	15	0
\$525,001 and up	40	10.72%	124.1	1	13	25	1
Total Active Inventory by Units	373			134	186	52	1
Total Active Inventory by Volume	121,473,959	100%	68.1	33.05M	59.12M	28.62M	680.00K
Average Active Inventory Listing Price	\$325,667			\$246,652	\$317,863	\$550,384	\$680,000

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

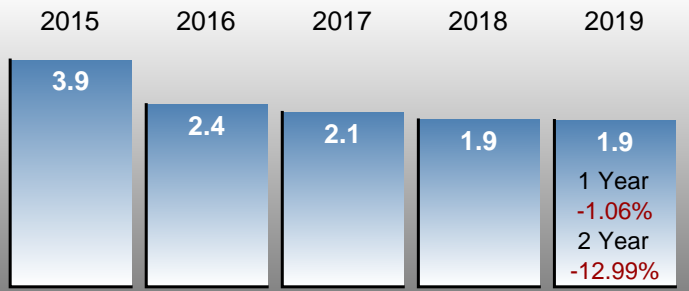
February 2019

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town Property Type

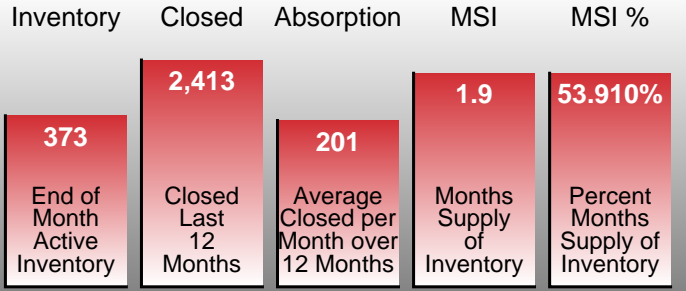


MONTHS SUPPLY of INVENTORY (MSI)

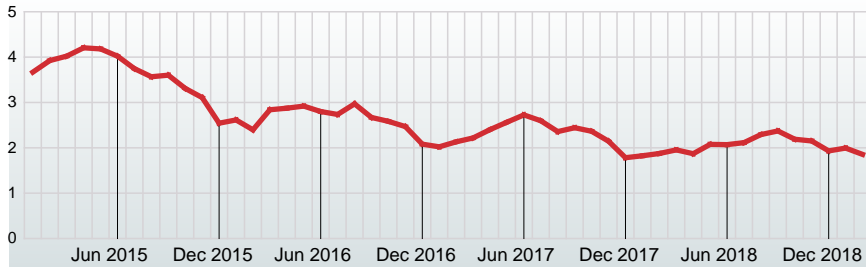
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2019

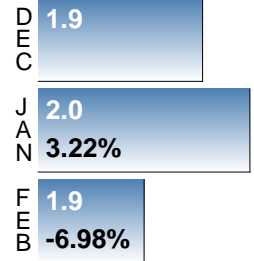


5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 2.4

3 MONTHS



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	22	5.90%	1.1	1.0	1.0	0.0	0.0
\$125,001 - \$200,000	56	15.01%	1.0	1.2	0.8	0.0	0.0
\$200,001 - \$250,000	43	11.53%	1.1	1.2	1.0	1.1	0.0
\$250,001 - \$325,000	93	24.93%	2.6	3.9	2.2	1.9	0.0
\$325,001 - \$375,000	68	18.23%	3.3	7.0	2.5	2.3	0.0
\$375,001 - \$525,000	51	13.67%	2.9	1.9	3.0	3.3	0.0
\$525,001 and up	40	10.72%	3.5	1.2	2.3	4.8	0.0
Market Supply of Inventory (MSI)	1.9	100%	1.9	1.8	1.7	3.3	3.0
Total Active Inventory by Units	373			134	186	52	1

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

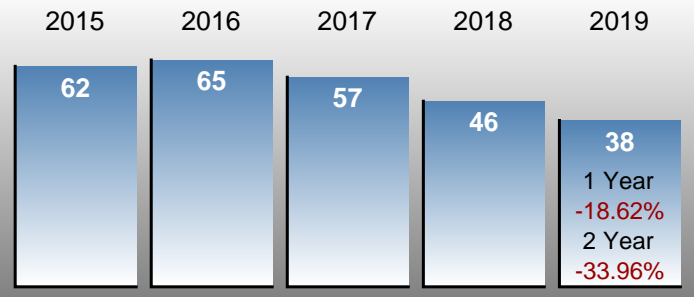
February 2019

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town Property Type

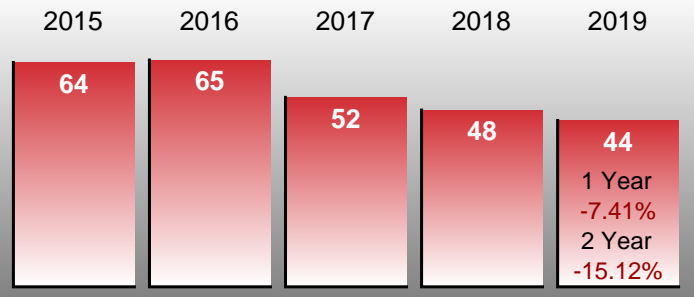


AVERAGE DAYS ON MARKET TO SALE

FEBRUARY



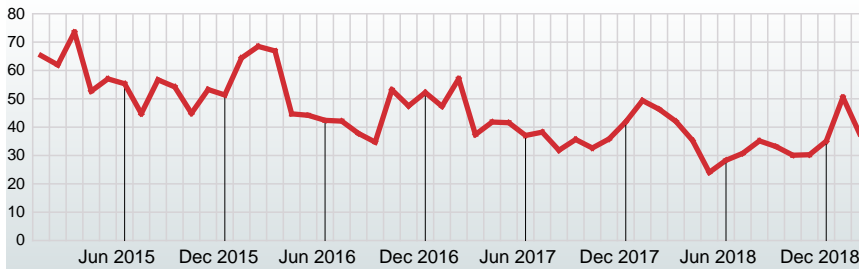
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 54

3 MONTHS



High

Mar 2015 = 73

Low

May 2018 = 24

Average Days on Market this month at **38**, below the 5 yr FEB average of **54**

DEC 35

JAN 51
44.13%

FEB 38
-25.41%

AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	12	9.09%	23.5	27.1	16.3	0.0	0.0
\$100,001 - \$150,000	14	10.61%	30.8	34.0	19.0	0.0	0.0
\$150,001 - \$175,000	11	8.33%	34.3	41.1	22.3	0.0	0.0
\$175,001 - \$250,000	41	31.06%	35.3	32.4	35.2	60.0	0.0
\$250,001 - \$325,000	21	15.91%	31.0	40.5	30.6	1.0	0.0
\$325,001 - \$400,000	18	13.64%	49.2	78.8	50.1	24.0	0.0
\$400,001 and up	15	11.36%	59.9	176.0	55.6	41.8	0.0
Average Closed DOM			37.7	40.2	36.5	34.0	0.0
Total Closed Units		100%	37.7	51	69	12	
Total Closed Volume			33,536,679	9.43M	19.19M	4.91M	0.00B

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

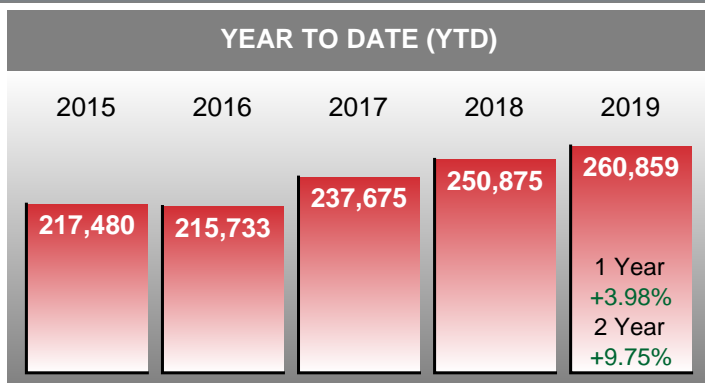
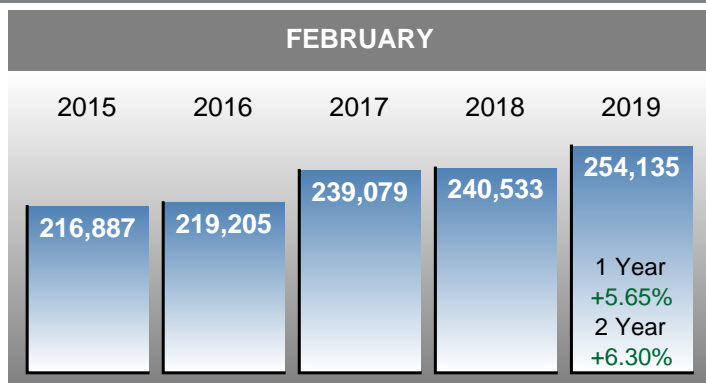


February 2019

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town Property Type

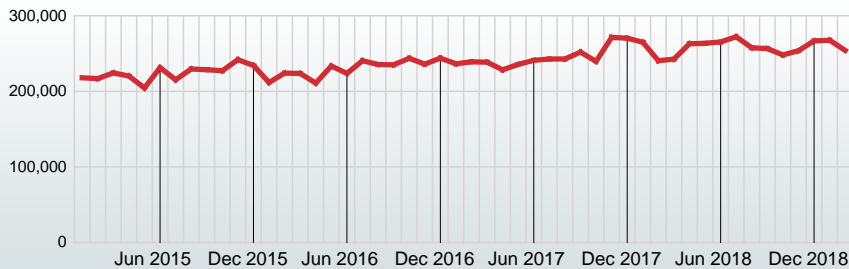


AVERAGE LIST PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 233,968 **3 MONTHS**



High
Jul 2018 = 272,206
Low
May 2015 = 204,490
Average List Price
this month at **254,135**,
above the 5 yr FEB
average of **233,968**

DEC	266,746
JAN	267,634
FEB	254,135
	0.33%
	-5.04%

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	12	9.09%	74,575	67,431	88,863	0	0
\$100,001 - \$150,000	13	9.85%	137,242	136,745	144,983	0	0
\$150,001 - \$175,000	11	8.33%	165,214	167,193	169,000	0	0
\$175,001 - \$250,000	41	31.06%	213,164	204,726	222,357	212,450	0
\$250,001 - \$325,000	23	17.42%	280,310	301,233	274,268	270,660	0
\$325,001 - \$400,000	20	15.15%	367,781	345,187	362,999	381,709	0
\$400,001 and up	12	9.09%	542,247	463,950	500,244	541,039	0
Average List Price			254,135	187,044	278,816	397,355	0
Total Closed Units		100%	254,135	51	69	12	
Total Closed Volume			33,545,823	9.54M	19.24M	4.77M	0.00B

Ready to Buy or Sell Real Estate?

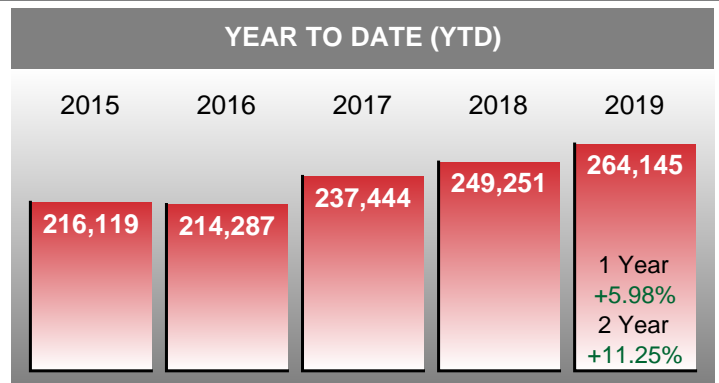
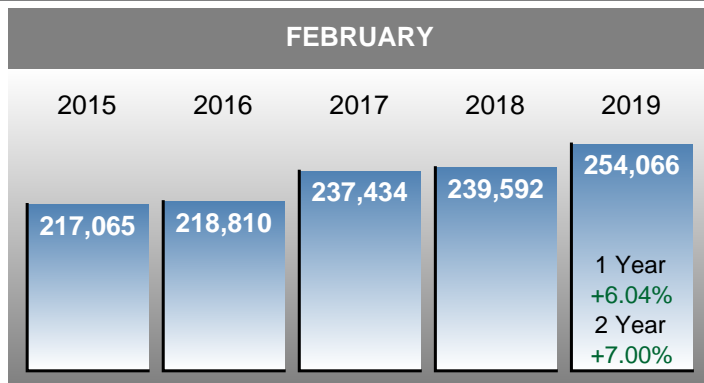
Contact an experienced REALTOR®

February 2019

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town Property Type



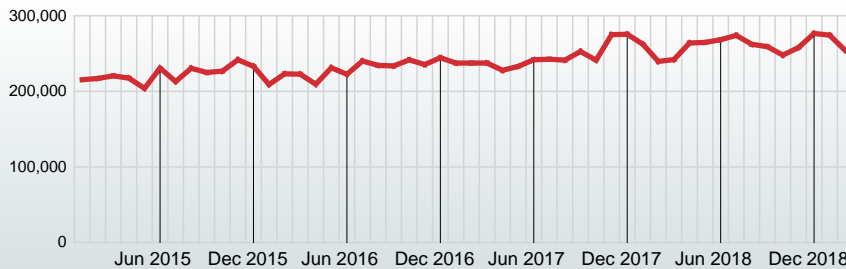
AVERAGE SOLD PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 233,393

3 MONTHS



High
Dec 2018 = 276,557
Low
May 2015 = 203,958
Average Sold Price
this month at **254,066**,
above the 5 yr FEB
average of **233,393**

DEC	276,557
JAN	274,302
FEB	-0.82%
FEB	254,066
FEB	-7.38%

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	12	9.09%	73,607	67,154	86,513	0	0
\$100,001 - \$150,000	14	10.61%	135,258	134,136	139,369	0	0
\$150,001 - \$175,000	11	8.33%	164,045	163,571	164,875	0	0
\$175,001 - \$250,000	41	31.06%	212,925	203,152	219,874	211,200	0
\$250,001 - \$325,000	21	15.91%	276,482	297,233	271,658	270,660	0
\$325,001 - \$400,000	18	13.64%	363,829	345,972	359,330	386,212	0
\$400,001 and up	15	11.36%	524,688	452,351	513,366	571,078	0
Average Sold Price			254,066	184,967	278,187	409,036	0
Total Closed Units		100%	254,066	51	69	12	
Total Closed Volume			33,536,679	9.43M	19.19M	4.91M	0.00B

Ready to Buy or Sell Real Estate?

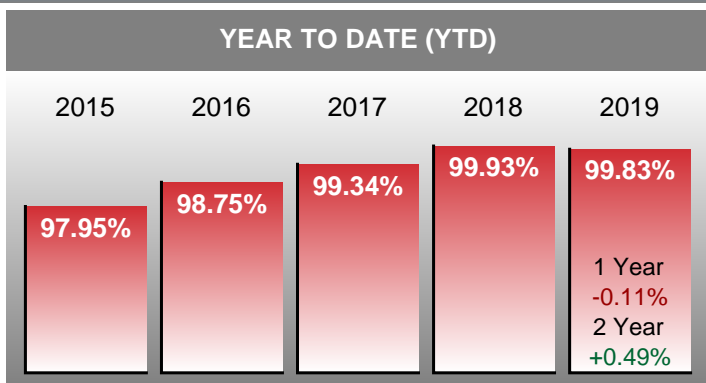
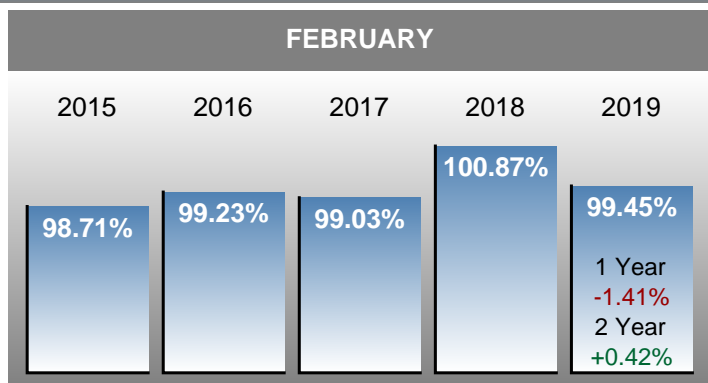
Contact an experienced REALTOR®

February 2019

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town Property Type



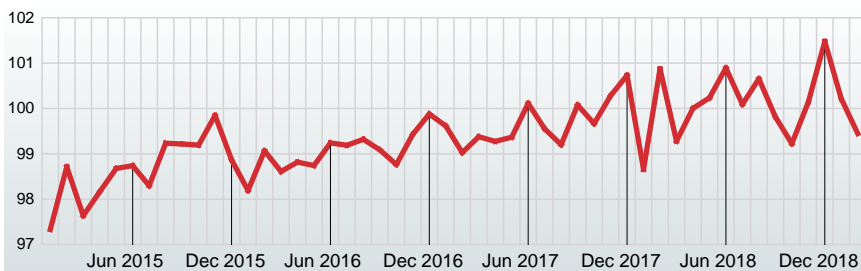
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 99.46%

3 MONTHS



High
Dec 2018 = 101.48%

Low
Jan 2015 = 97.33%

Average Sold/List Ratio this month at **99.45%**, equal to 5 yr FEB average of **99.46%**

DEC 101.48%

JAN 100.21%
-1.25%

FEB 99.45%
-0.77%

AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	12	9.09%	98.98%	99.66%	97.61%	0.00%	0.00%
\$100,001 - \$150,000	14	10.61%	97.69%	98.16%	95.97%	0.00%	0.00%
\$150,001 - \$175,000	11	8.33%	97.83%	97.94%	97.62%	0.00%	0.00%
\$175,001 - \$250,000	41	31.06%	99.07%	99.24%	98.92%	99.36%	0.00%
\$250,001 - \$325,000	21	15.91%	99.05%	98.63%	99.09%	100.00%	0.00%
\$325,001 - \$400,000	18	13.64%	99.92%	100.37%	99.01%	101.19%	0.00%
\$400,001 and up	15	11.36%	103.67%	97.50%	104.03%	104.33%	0.00%
Average Sold/List Ratio			99.40%	98.90%	99.43%	101.83%	0.00%
Total Closed Units		100%	99.40%	51	69	12	
Total Closed Volume				9.43M	19.19M	4.91M	0.00B

Ready to Buy or Sell Real Estate?

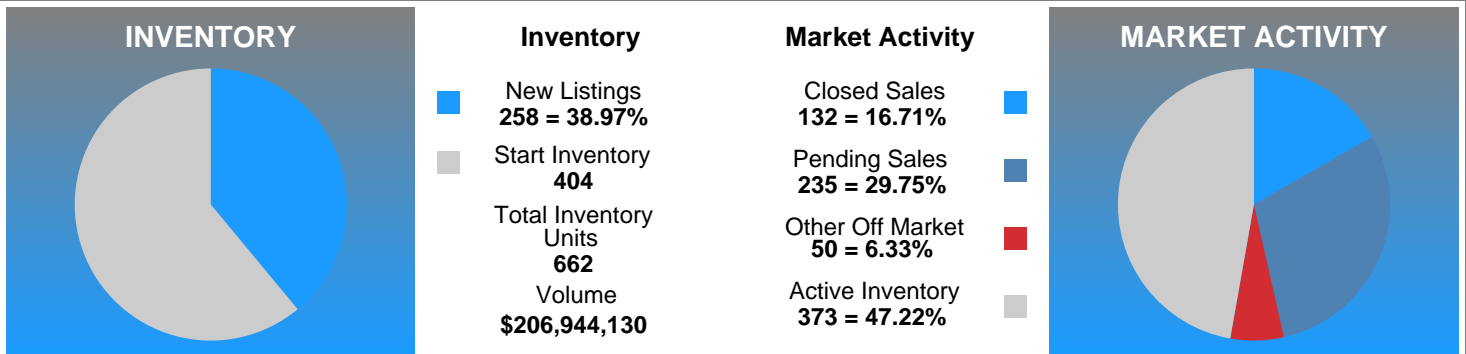
Contact an experienced REALTOR®

February 2019

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town Property Type



MARKET SUMMARY

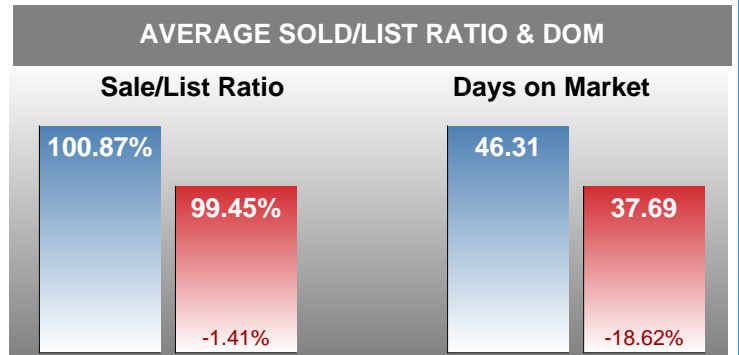
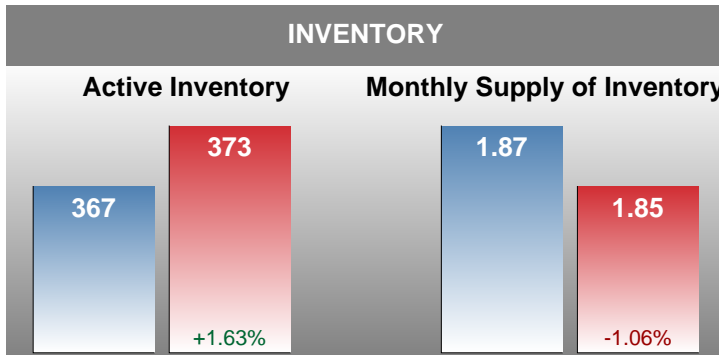
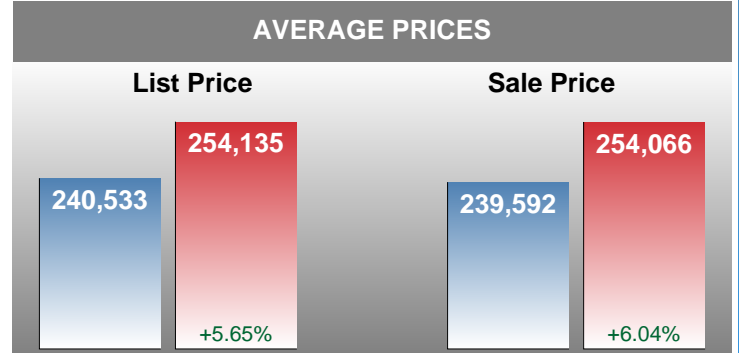
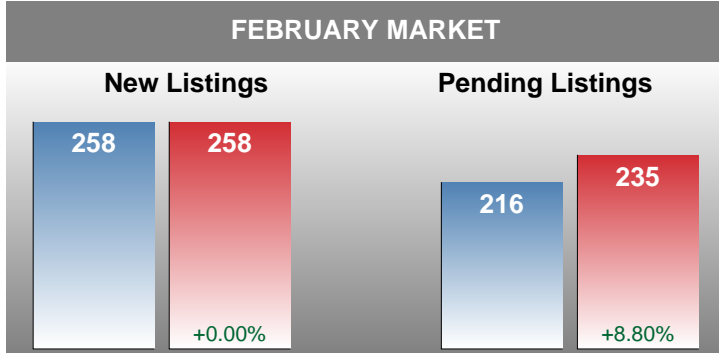


Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	150	132	-12.00%	260	263	1.15%
Pending Sales	216	235	8.80%	393	421	7.12%
New Listings	258	258	0.00%	476	514	7.98%
Average List Price	240,533	254,135	5.65%	250,875	260,859	3.98%
Average Sale Price	239,592	254,066	6.04%	249,251	264,145	5.98%
Average Percent of Selling Price to List Price	100.87%	99.45%	-1.41%	99.93%	99.83%	-0.11%
Average Days on Market to Sale	46.31	37.69	-18.62%	47.61	44.08	-7.41%
Monthly Inventory	367	373	1.63%	367	373	1.63%
Months Supply of Inventory	1.87	1.85	-1.06%	1.87	1.85	-1.06%

Absorption: Last 12 months, an Average of **201** Sales/Month

Inventory on February 28, 2019 = **373**

2018 **2019**



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®