



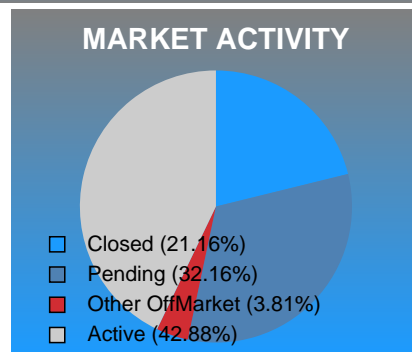
## February 2018

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



### MONTHLY INVENTORY ANALYSIS

Compared Metrics	February		
	2017	2018	+/-%
Closed Listings	123	150	21.95%
Pending Listings	203	228	12.32%
New Listings	236	250	5.93%
Average List Price	239,079	240,533	0.61%
Average Sale Price	237,434	239,592	0.91%
Average Percent of List Price to Selling Price	99.03%	100.87%	1.86%
Average Days on Market to Sale	57.07	46.31	-18.85%
End of Month Inventory	360	304	-15.56%
Months Supply of Inventory	2.08	1.56	-25.25%



**Absorption:** Last 12 months, an Average of **195** Sales/Month  
**Active Inventory** as of February 29, 2018 = **304**

#### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2018 decreased **15.56%** to 304 existing homes available for sale. Over the last 12 months this area has had an average of 195 closed sales per month. This represents an unsold inventory index of **1.56** 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 **0.91%** in February 2018 to \$239,592 versus the previous year at \$237,434.

#### Average Days on Market Shortens

The average number of **46.31** days that homes spent on the market before selling decreased by 10.76 days or **18.85%** in February 2018 compared to last year's same month at **57.07** DOM.

#### Sales Success for February 2018 is Positive

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

There were 250 New Listings in February 2018, up **5.93%** from last year at 236. Furthermore, there were 150 Closed Listings this month versus last year at 123, a **21.95%** increase.

Closed versus Listed trends yielded a **60.0%** ratio, up from previous year's, February 2017, at **52.1%**, a **15.12%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

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

#### 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?

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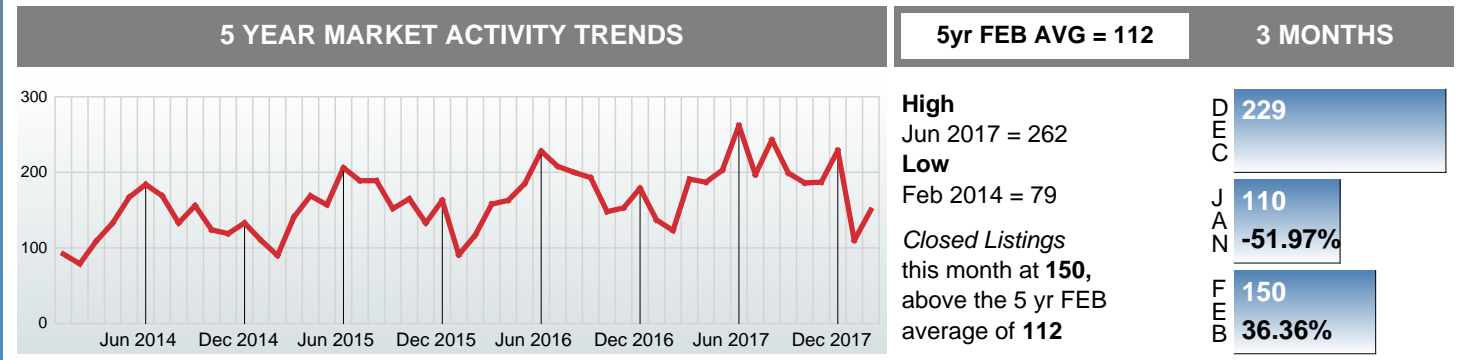
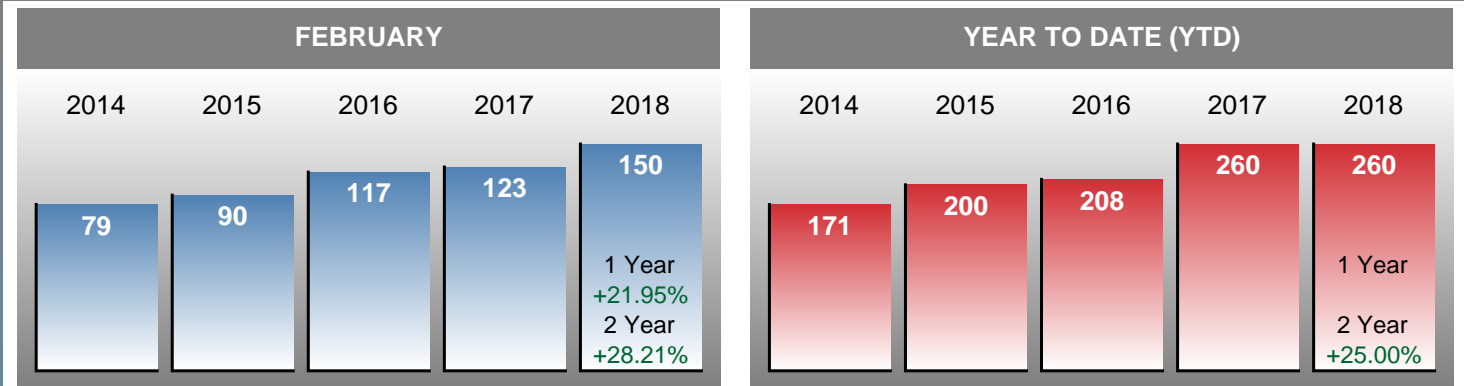


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### CLOSED LISTINGS



### 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	8.00%	18.9	9	3	0	0
\$100,001 - \$150,000	15	10.00%	25.9	10	5	0	0
\$150,001 - \$175,000	13	8.67%	21.6	6	7	0	0
\$175,001 - \$250,000	48	32.00%	37.0	17	30	1	0
\$250,001 - \$300,000	23	15.33%	60.8	6	15	2	0
\$300,001 - \$375,000	22	14.67%	37.0	3	16	3	0
\$375,001 and up	17	11.33%	121.4	1	14	2	0
<b>Total Closed Units</b>	<b>150</b>			<b>52</b>	<b>90</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>35,938,768</b>	<b>100%</b>	<b>46.3</b>	<b>9.25M</b>	<b>23.82M</b>	<b>2.87M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$239,592</b>			<b>\$177,914</b>	<b>\$264,638</b>	<b>\$358,728</b>	<b>\$0</b>

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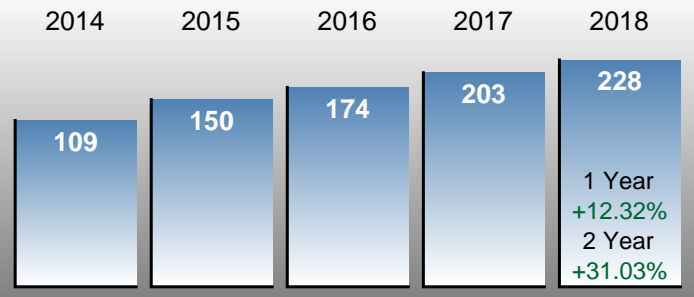
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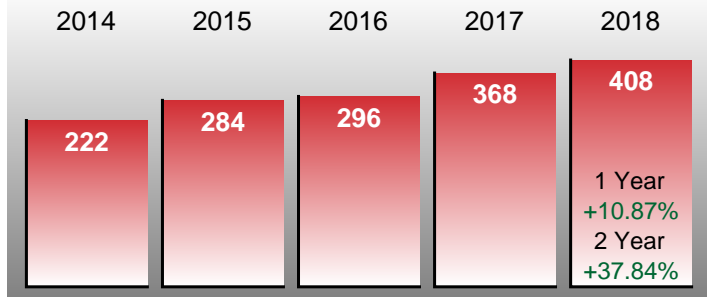


### PENDING LISTINGS

#### FEBRUARY



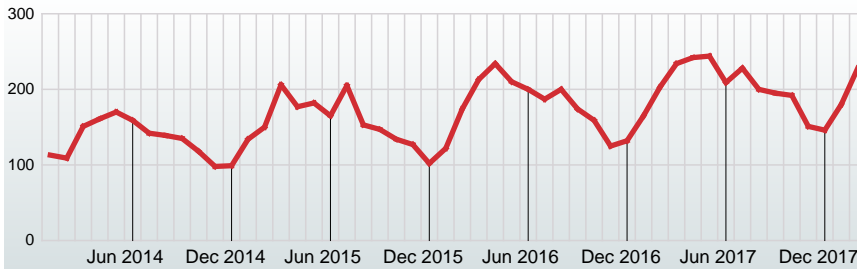
#### YEAR TO DATE (YTD)



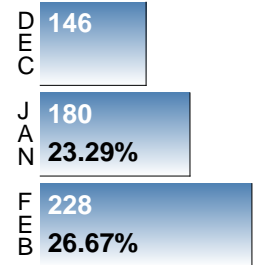
#### 5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 173

3 MONTHS



**High**  
May 2017 = 244  
**Low**  
Nov 2014 = 98  
*Pending Listings*  
this month at **228**,  
above the 5 yr FEB  
average of **173**



### 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	8.33%	29.8	12	6	1	0
\$125,001 - \$150,000	16	7.02%	19.4	11	5	0	0
\$150,001 - \$200,000	44	19.30%	17.6	24	20	0	0
\$200,001 - \$275,000	59	25.88%	46.1	28	29	2	0
\$275,001 - \$325,000	29	12.72%	51.5	6	23	0	0
\$325,001 - \$425,000	38	16.67%	21.2	6	32	0	0
\$425,001 and up	23	10.09%	71.6	3	9	11	0
<b>Total Pending Units</b>	<b>228</b>			<b>90</b>	<b>124</b>	<b>14</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>61,142,824</b>	<b>100%</b>	<b>35.4</b>	<b>19.21M</b>	<b>35.26M</b>	<b>6.67M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$232,379</b>			<b>\$213,474</b>	<b>\$284,386</b>	<b>\$476,167</b>	<b>\$0</b>

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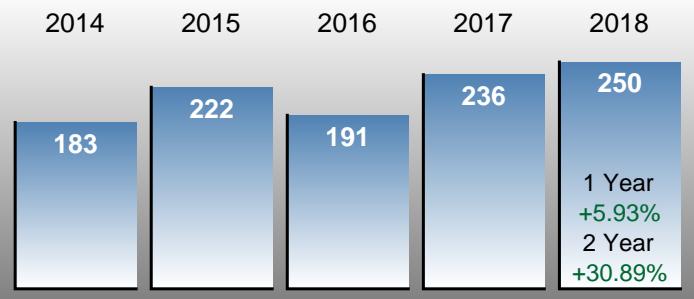
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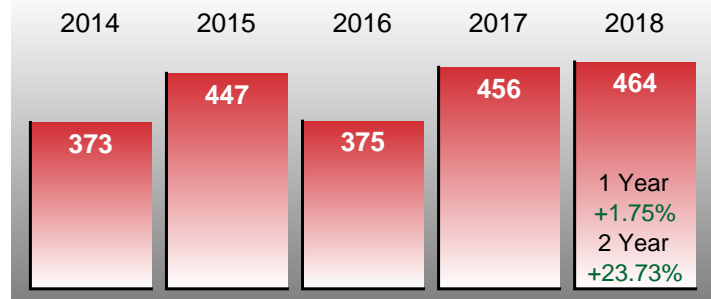


## NEW LISTINGS

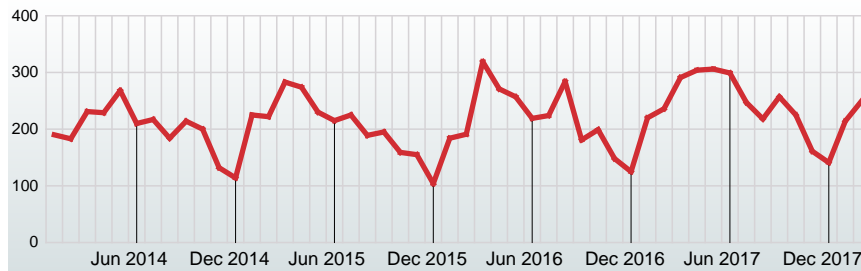
### FEBRUARY



### YEAR TO DATE (YTD)



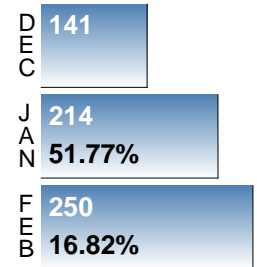
### 5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 216

3 MONTHS

**High**  
Mar 2016 = 319  
**Low**  
Dec 2015 = 104  
*New Listings*  
this month at **250**,  
above the 5 yr FEB  
average of **216**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	23	9.20%	13	9	1	0
\$125,001 - \$150,000	21	8.40%	14	6	1	0
\$150,001 - \$200,000	37	14.80%	21	16	0	0
\$200,001 - \$300,000	75	30.00%	27	46	2	0
\$300,001 - \$350,000	34	13.60%	5	28	1	0
\$350,001 - \$475,000	31	12.40%	9	20	2	0
\$475,001 and up	29	11.60%	1	14	13	1
<b>Total New Listed Units</b>	<b>250</b>		<b>90</b>	<b>139</b>	<b>20</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>70,689,156</b>	<b>100%</b>	<b>19.13M</b>	<b>41.91M</b>	<b>9.16M</b>	<b>489.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$211,467</b>		<b>\$212,573</b>	<b>\$301,536</b>	<b>\$457,754</b>	<b>\$489,000</b>

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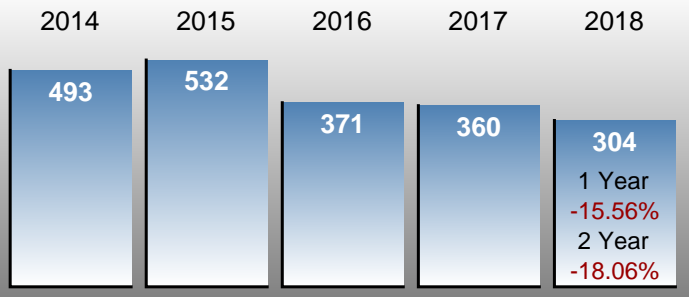
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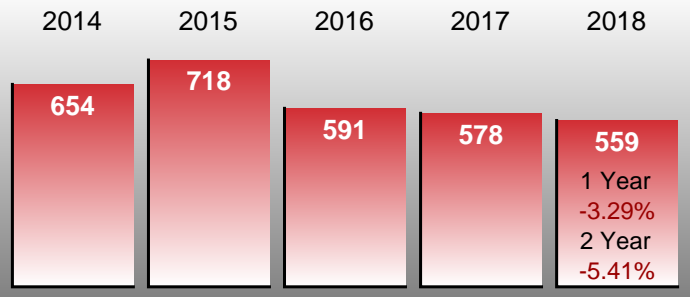


### ACTIVE INVENTORY

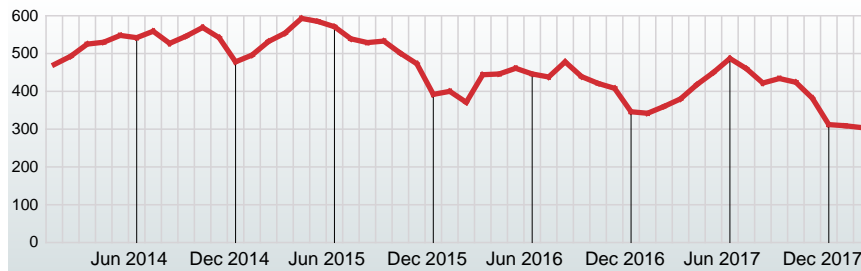
#### END OF FEBRUARY



#### ACTIVE DURING FEBRUARY



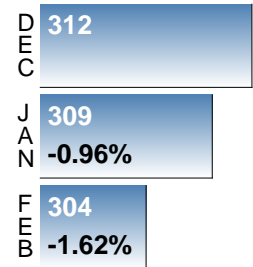
#### 5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 412

3 MONTHS

**High**  
Apr 2015 = 593  
**Low**  
Feb 2018 = 304  
*Inventory*  
this month at **304**,  
below the 5 yr FEB  
average of **412**



#### 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	21	6.91%	0.0	14	7	0	0
\$125,001 - \$200,000	46	15.13%	0.0	29	16	1	0
\$200,001 - \$225,000	18	5.92%	0.0	2	16	0	0
\$225,001 - \$325,000	96	31.58%	0.0	40	54	2	0
\$325,001 - \$450,000	54	17.76%	0.0	9	39	5	1
\$450,001 - \$575,000	36	11.84%	0.0	5	21	9	1
\$575,001 and up	33	10.86%	0.0	2	11	20	0
<b>Total Active Inventory by Units</b>	<b>304</b>			<b>101</b>	<b>164</b>	<b>37</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>104,093,224</b>	<b>100%</b>	<b>0.0</b>	<b>24.36M</b>	<b>55.36M</b>	<b>23.44M</b>	<b>938.95K</b>
<b>Average Active Inventory Listing Price</b>	<b>\$342,412</b>			<b>\$241,178</b>	<b>\$337,546</b>	<b>\$633,452</b>	<b>\$469,475</b>

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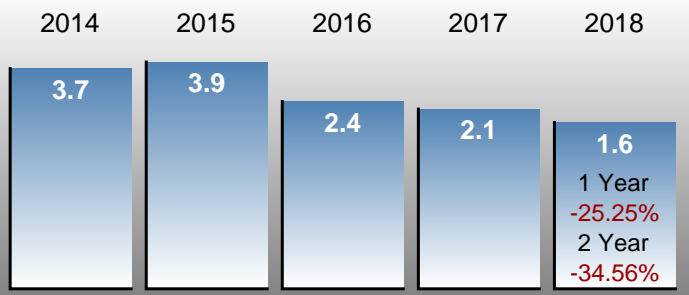
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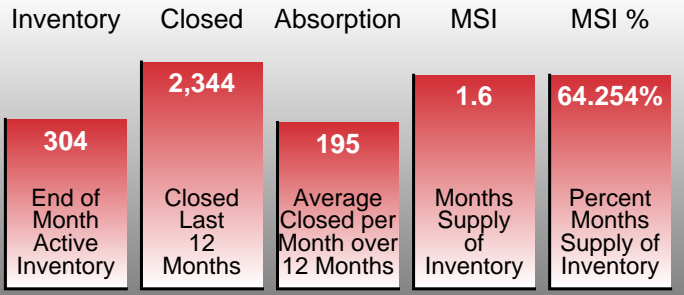


### MONTHS SUPPLY of INVENTORY (MSI)

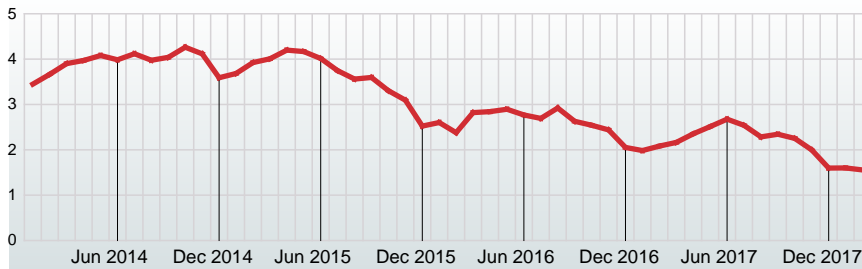
#### MSI FOR FEBRUARY



#### INDICATORS FOR FEBRUARY 2018



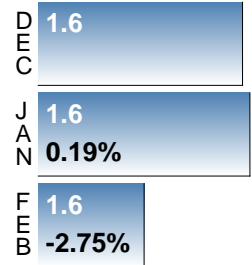
#### 5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 2.7

3 MONTHS

**High**  
Oct 2014 = 4.3  
**Low**  
Feb 2018 = 1.6  
*Months Supply*  
this month at **1.6**,  
below the 5 yr FEB  
average of **2.7**



#### 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	21	6.91%	1.0	0.9	1.2	0.0	0.0
\$125,001 - \$200,000	46	15.13%	0.8	1.0	0.6	0.7	0.0
\$200,001 - \$225,000	18	5.92%	0.9	0.3	1.4	0.0	0.0
\$225,001 - \$325,000	96	31.58%	1.6	2.7	1.3	0.6	0.0
\$325,001 - \$450,000	54	17.76%	2.2	2.2	2.3	1.4	12.0
\$450,001 - \$575,000	36	11.84%	6.3	7.5	6.5	5.7	4.0
\$575,001 and up	33	10.86%	6.2	12.0	4.6	7.5	0.0
Market Supply of Inventory (MSI)	1.6			1.4	1.5	2.8	4.0
Total Active Inventory by Units	304	100%	1.6	101	164	37	2

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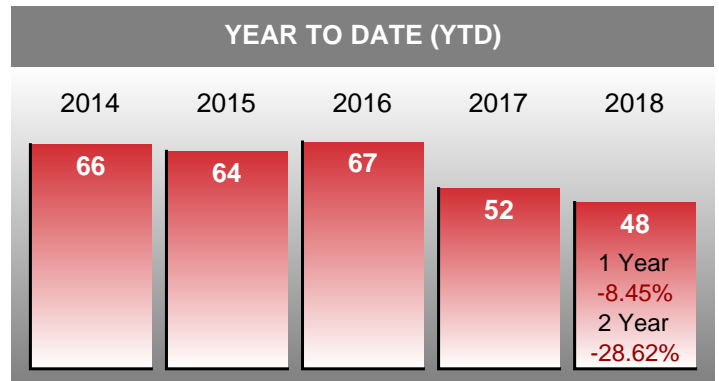
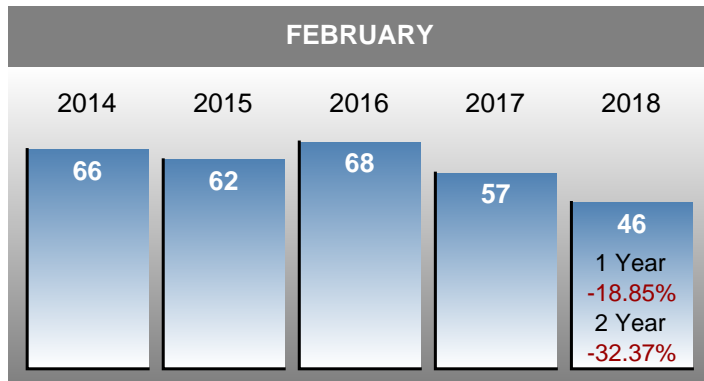


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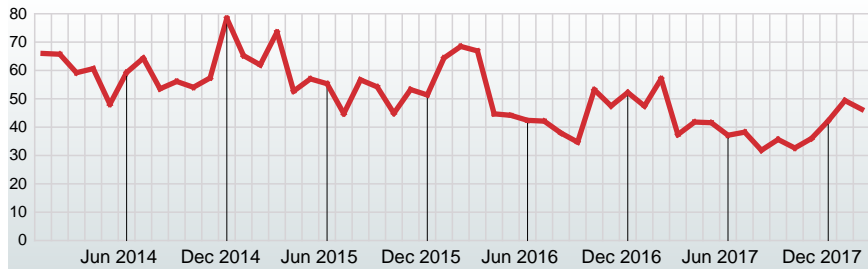
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### AVERAGE DAYS ON MARKET TO SALE



#### 5 YEAR MARKET ACTIVITY TRENDS



**5yr FEB AVG = 60**      **3 MONTHS**

**High**  
Dec 2014 = 78  
**Low**  
Aug 2017 = 32  
*Average Days on Market*  
this month at **46**,  
below the 5 yr FEB  
average of **60**

DEC	42
JAN	49
FEB	46
<b>16.96%</b>	
<b>-6.21%</b>	

#### 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	8.00%	18.9	9.2	48.0	0.0	0.0
\$100,001 - \$150,000	15	10.00%	25.9	29.3	19.0	0.0	0.0
\$150,001 - \$175,000	13	8.67%	21.6	35.0	10.1	0.0	0.0
\$175,001 - \$250,000	48	32.00%	37.0	34.6	36.5	92.0	0.0
\$250,001 - \$300,000	23	15.33%	60.8	73.5	51.4	93.5	0.0
\$300,001 - \$375,000	22	14.67%	37.0	108.0	29.1	8.0	0.0
\$375,001 and up	17	11.33%	121.4	63.0	49.9	650.5	0.0
<b>Average Closed DOM</b>			46.3	38.5	37.1	200.5	0.0
<b>Total Closed Units</b>		100%	46.3	52	90	8	
<b>Total Closed Volume</b>			35,938,768	9.25M	23.82M	2.87M	0.00B

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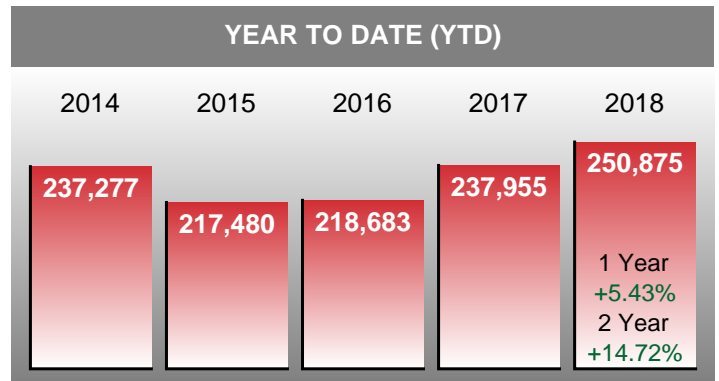
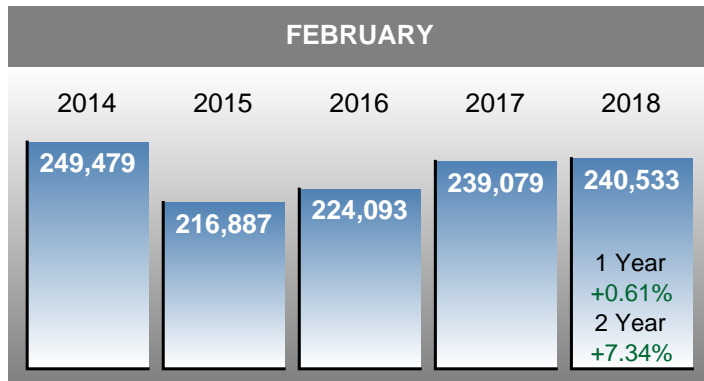


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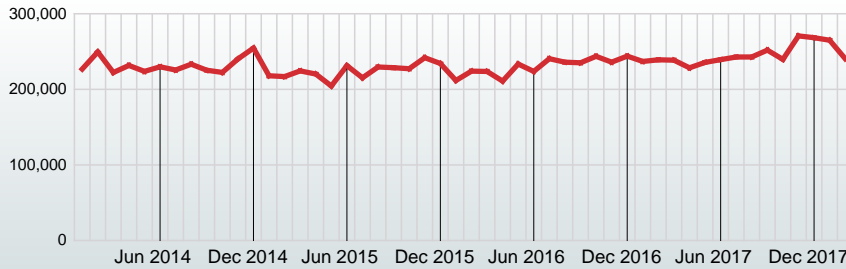


### AVERAGE LIST PRICE AT CLOSING



#### 5 YEAR MARKET ACTIVITY TRENDS

**5yr FEB AVG = 234,014**      **3 MONTHS**



**High**  
Nov 2017 = 270,698  
**Low**  
May 2015 = 204,490  
*Average List Price*  
this month at **240,533**,  
above the 5 yr FEB  
average of **234,014**

DEC	268,317
JAN	264,978
FEB	240,533
	<b>-1.24%</b>
	<b>-9.23%</b>

### 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	13	8.67%	63,538	54,944	77,167	0	0
\$100,001 - \$150,000	15	10.00%	130,343	125,475	140,080	0	0
\$150,001 - \$175,000	12	8.00%	167,771	166,725	169,843	0	0
\$175,001 - \$250,000	50	33.33%	210,769	206,121	207,615	234,950	0
\$250,001 - \$300,000	20	13.33%	273,337	278,742	266,981	294,925	0
\$300,001 - \$375,000	23	15.33%	326,082	319,465	328,017	329,311	0
\$375,001 and up	17	11.33%	457,676	412,000	449,676	536,518	0
<b>Average List Price</b>			240,533	178,779	265,530	360,721	0
<b>Total Closed Units</b>		100%	240,533	52	90	8	
<b>Total Closed Volume</b>			36,079,963	9.30M	23.90M	2.89M	0.00B

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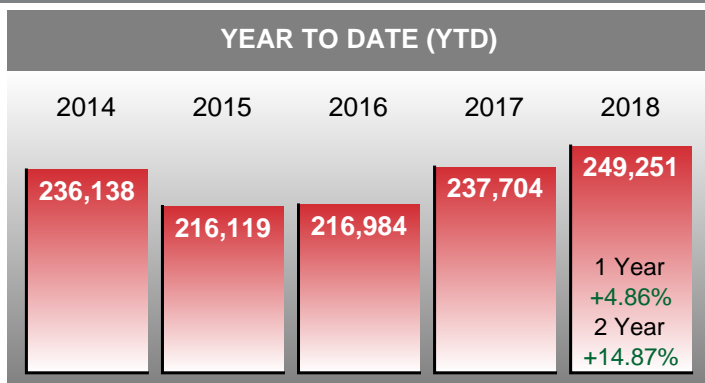
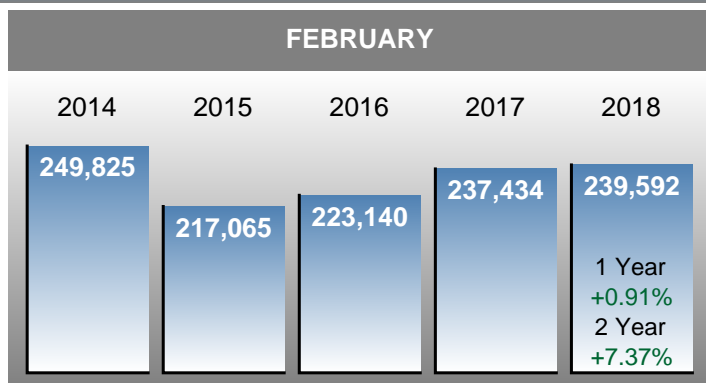


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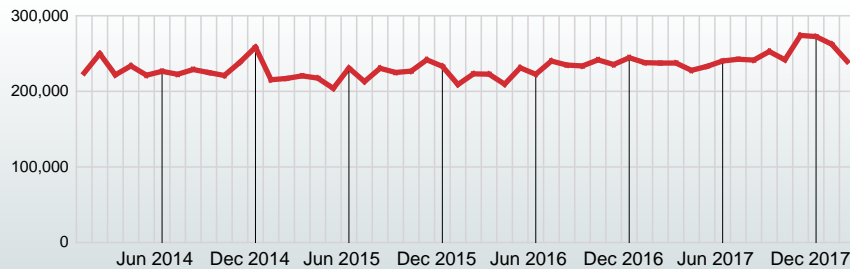
### AVERAGE SOLD PRICE AT CLOSING



#### 5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 233,411

#### 3 MONTHS



**High**  
Nov 2017 = 274,001  
**Low**  
May 2015 = 203,958  
*Average Sold Price*  
this month at **239,592**,  
above the 5 yr FEB  
average of **233,411**

DEC	272,444
JAN	262,423
FEB	239,592
	<b>-3.68%</b>
	<b>-8.70%</b>

### 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	8.00%	62,583	57,944	76,500	0	0
\$100,001 - \$150,000	15	10.00%	127,557	124,230	134,210	0	0
\$150,001 - \$175,000	13	8.67%	166,492	164,483	168,214	0	0
\$175,001 - \$250,000	48	32.00%	207,779	204,741	208,661	232,950	0
\$250,001 - \$300,000	23	15.33%	271,094	277,042	265,663	293,975	0
\$300,001 - \$375,000	22	14.67%	327,727	319,656	329,335	327,226	0
\$375,001 and up	17	11.33%	452,440	399,000	444,660	533,621	0
<b>Average Sold Price</b>			239,592	177,914	264,638	358,728	0
<b>Total Closed Units</b>		100%	239,592	52	90	8	
<b>Total Closed Volume</b>			35,938,768	9.25M	23.82M	2.87M	0.00B

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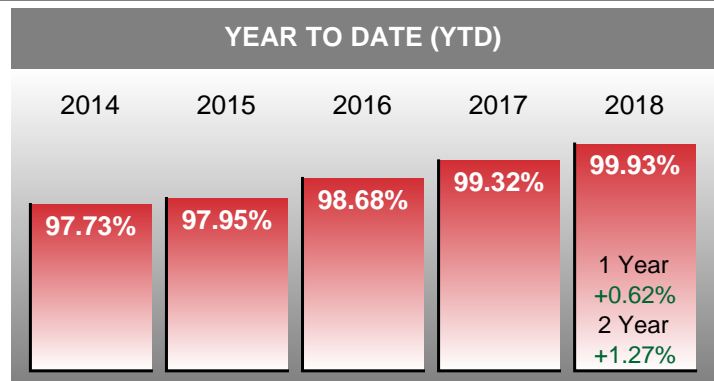
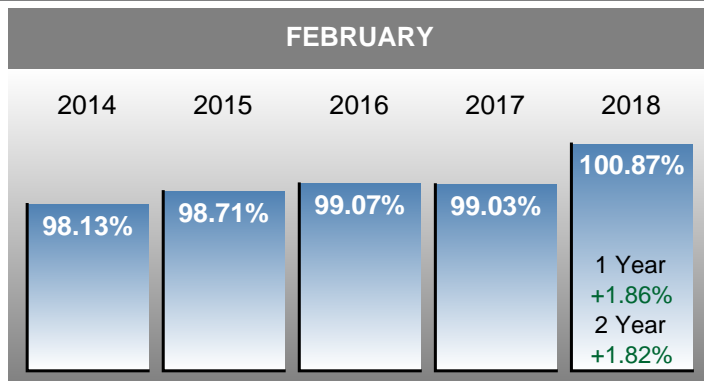


## February 2018

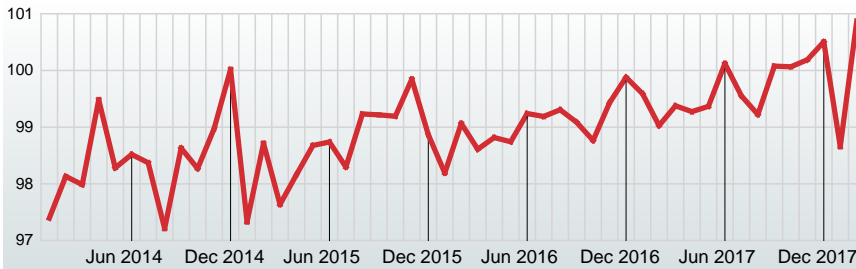
Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town Property Type



### AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



#### 5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 99.16%

#### 3 MONTHS

**High**  
Feb 2018 = 100.87%

**Low**  
Aug 2014 = 97.21%

Average Sold/List Ratio this month at **100.87%**, above the 5 yr FEB average of **99.16%**

DEC	100.51%
JAN	98.66%
FEB	100.87%
FEB	2.25%

### 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	8.00%	112.04%	116.39%	99.00%	0.00%	0.00%
\$100,001 - \$150,000	15	10.00%	98.04%	99.04%	96.02%	0.00%	0.00%
\$150,001 - \$175,000	13	8.67%	98.88%	98.67%	99.05%	0.00%	0.00%
\$175,001 - \$250,000	48	32.00%	101.20%	99.44%	102.26%	99.15%	0.00%
\$250,001 - \$300,000	23	15.33%	99.53%	99.43%	99.55%	99.67%	0.00%
\$300,001 - \$375,000	22	14.67%	100.27%	100.17%	100.47%	99.33%	0.00%
\$375,001 and up	17	11.33%	98.69%	96.84%	98.76%	99.12%	0.00%
<b>Average Sold/List Ratio</b>			100.90%	102.20%	100.24%	99.34%	0.00%
<b>Total Closed Units</b>	150	100%	100.90%	52	90	8	
<b>Total Closed Volume</b>	35,938,768			9.25M	23.82M	2.87M	0.00B

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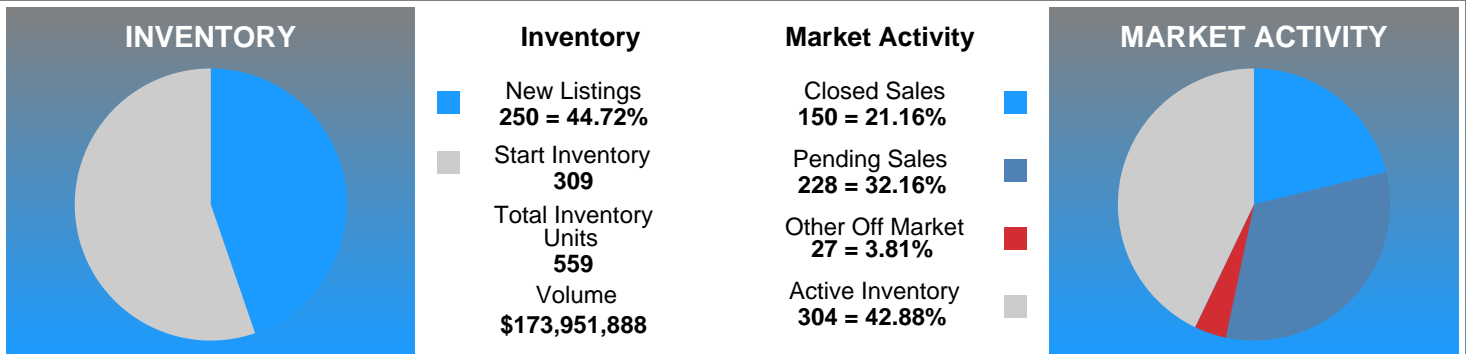


## February 2018

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### MARKET SUMMARY

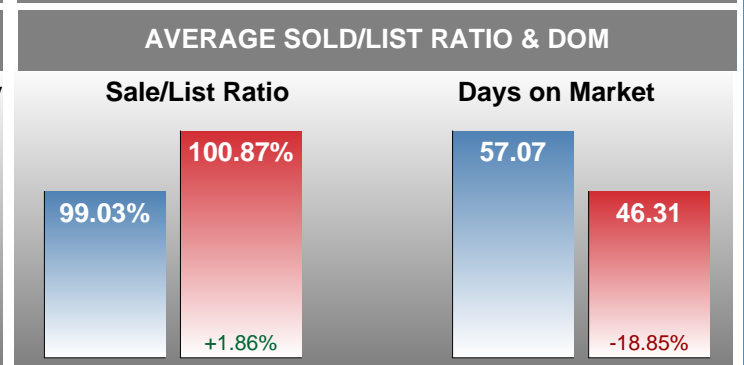
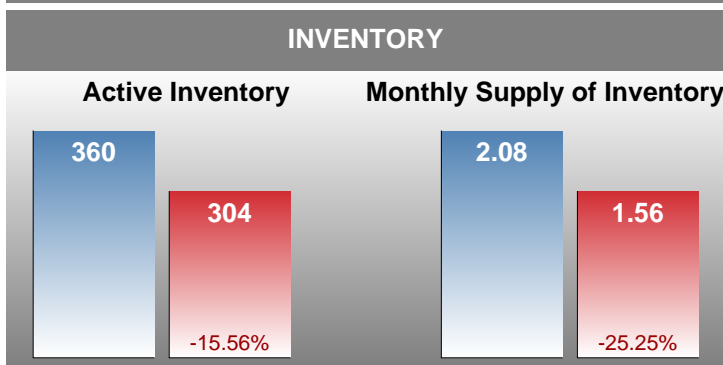
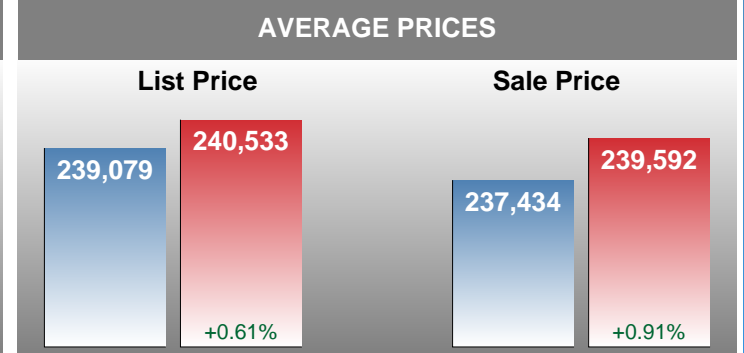
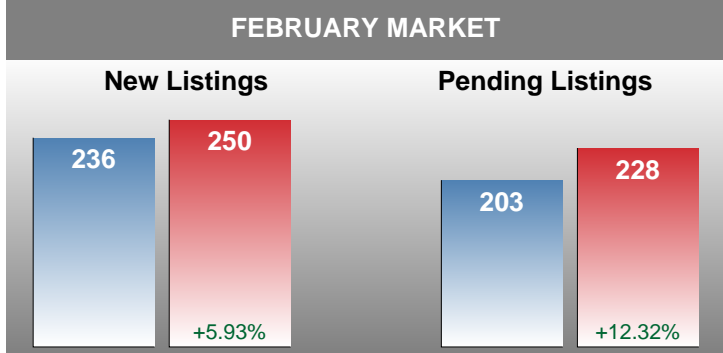


Compared Metrics	February			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	123	150	21.95%	260	260	0.00%
Pending Sales	203	228	12.32%	368	408	10.87%
New Listings	236	250	5.93%	456	464	1.75%
Average List Price	239,079	240,533	0.61%	237,955	250,875	5.43%
Average Sale Price	237,434	239,592	0.91%	237,704	249,251	4.86%
Average Percent of Selling Price to List Price	99.03%	100.87%	1.86%	99.32%	99.93%	0.62%
Average Days on Market to Sale	57.07	46.31	-18.85%	52.01	47.61	-8.45%
Monthly Inventory	360	304	-15.56%	360	304	-15.56%
Months Supply of Inventory	2.08	1.56	-25.25%	2.08	1.56	-25.25%

**Absorption:** Last 12 months, an Average of **195** Sales/Month

**Inventory** on February 29, 2018 = **304**

2017 2018



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