



April 2018

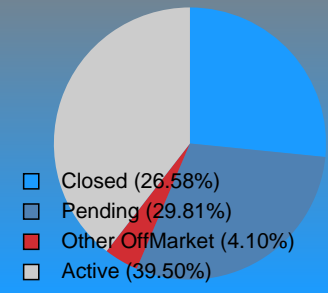
Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town Property Type



MONTHLY INVENTORY ANALYSIS

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	187	214	14.44%
Pending Listings	242	240	-0.83%
New Listings	304	254	-16.45%
Average List Price	228,485	260,339	13.94%
Average Sale Price	227,790	261,260	14.69%
Average Percent of List Price to Selling Price	99.27%	99.99%	0.72%
Average Days on Market to Sale	41.80	33.53	-19.77%
End of Month Inventory	420	318	-24.29%
Months Supply of Inventory	2.36	1.60	-32.08%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **198** Sales/Month
Active Inventory as of April 30, 2018 = **318**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2018 decreased **24.29%** to 318 existing homes available for sale. Over the last 12 months this area has had an average of 198 closed sales per month. This represents an unsold inventory index of **1.60** 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 **14.69%** in April 2018 to \$261,260 versus the previous year at \$227,790.

Average Days on Market Shortens

The average number of **33.53** days that homes spent on the market before selling decreased by 8.26 days or **19.77%** in April 2018 compared to last year's same month at **41.80** DOM.

Sales Success for April 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 254 New Listings in April 2018, down **16.45%** from last year at 304. Furthermore, there were 214 Closed Listings this month versus last year at 187, a **14.44%** increase.

Closed versus Listed trends yielded a **84.3%** ratio, up from previous year's, April 2017, at **61.5%**, a **36.97%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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®

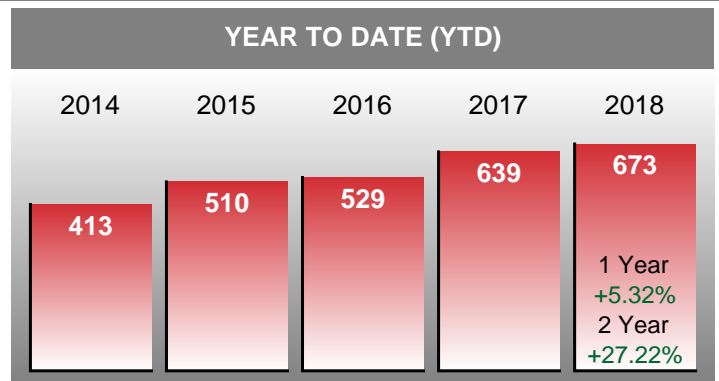
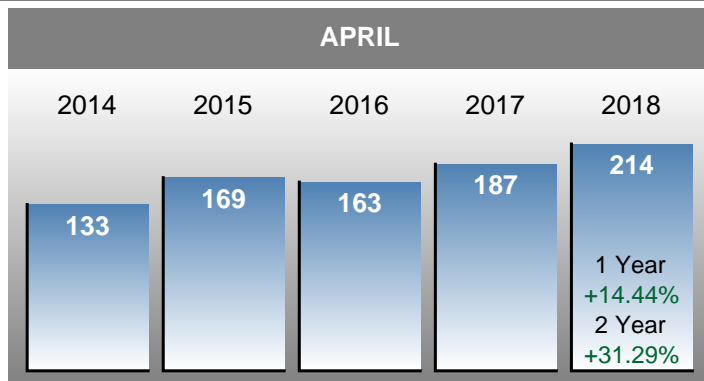


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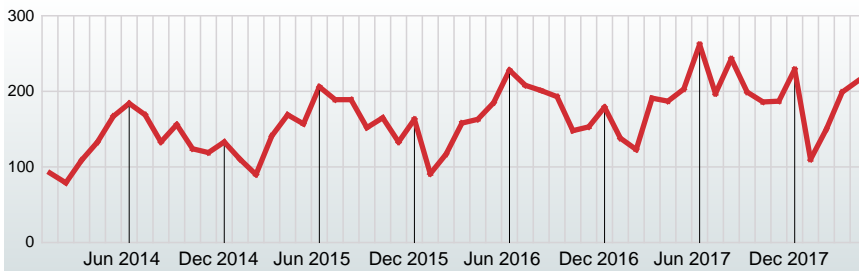
CLOSED LISTINGS



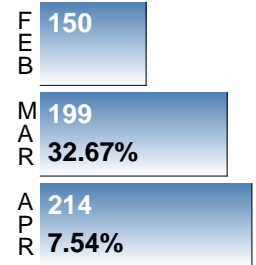
5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 173

3 MONTHS



High
Jun 2017 = 262
Low
Feb 2014 = 79
Closed Listings
this month at **214**,
above the 5 yr APR
average of **173**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	19	8.88%	15.7	11	8	0	0
\$125,001 - \$150,000	15	7.01%	23.3	11	4	0	0
\$150,001 - \$200,000	39	18.22%	31.7	25	13	1	0
\$200,001 - \$250,000	53	24.77%	40.7	23	28	2	0
\$250,001 - \$325,000	36	16.82%	36.2	8	28	0	0
\$325,001 - \$400,000	28	13.08%	16.6	2	22	4	0
\$400,001 and up	24	11.21%	57.1	3	11	9	1
Total Closed Units	214			83	114	16	1
Total Closed Volume	55,909,648	100%	33.5	16.25M	31.60M	7.61M	449.95K
Average Closed Price	\$261,260			\$195,755	\$277,219	\$475,570	\$449,950

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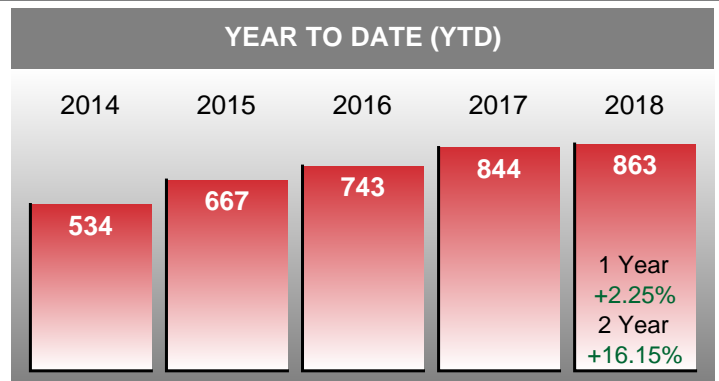
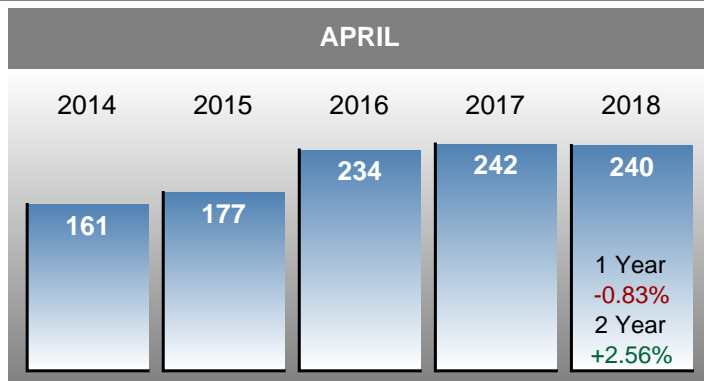


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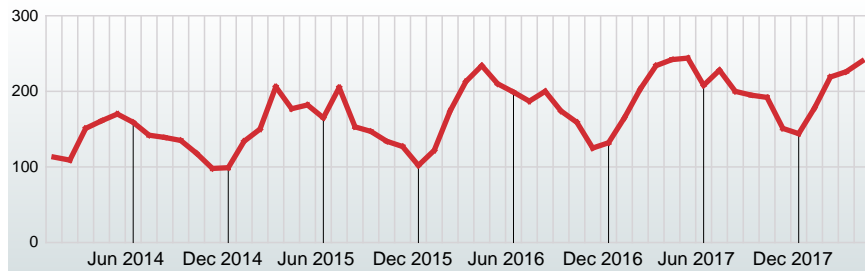
PENDING LISTINGS



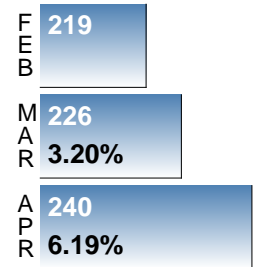
5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 211

3 MONTHS



High
May 2017 = 244
Low
Nov 2014 = 98
Pending Listings
this month at **240**,
above the 5 yr APR
average of **211**



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	24	10.00%	26.1	16	8	0	0
\$125,001 - \$150,000	20	8.33%	16.4	9	11	0	0
\$150,001 - \$175,000	26	10.83%	16.8	16	10	0	0
\$175,001 - \$250,000	79	32.92%	28.8	33	44	2	0
\$250,001 - \$300,000	25	10.42%	25.7	6	19	0	0
\$300,001 - \$375,000	42	17.50%	33.7	3	33	6	0
\$375,001 and up	24	10.00%	58.3	4	10	10	0
Total Pending Units	240			87	135	18	0
Total Pending Volume	60,566,083	100%	54.9	17.12M	35.36M	8.08M	0.00B
Average Listing Price	\$202,144			\$196,827	\$261,937	\$448,927	\$0

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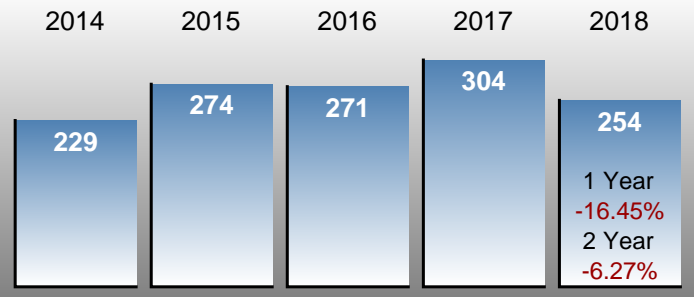
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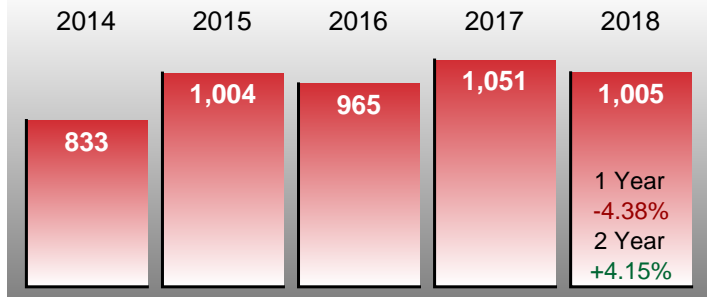


NEW LISTINGS

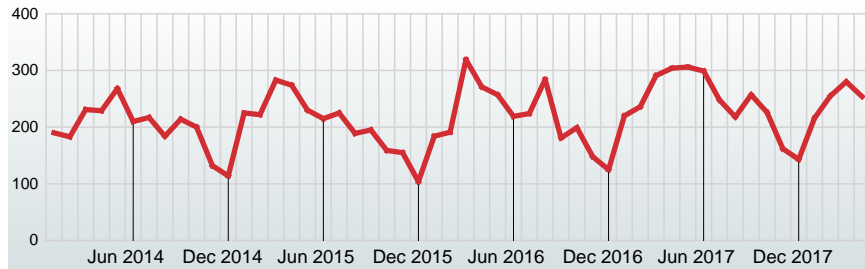
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 266

3 MONTHS

High
Mar 2016 = 319
Low
Dec 2015 = 104
New Listings
this month at **254**,
below the 5 yr APR
average of **266**

FEB	255
MAR	280
APR	254
APR %	9.80%
APR %	-9.29%

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	18	7.09%	13	5	0	0
\$125,001 - \$150,000	20	7.87%	11	9	0	0
\$150,001 - \$200,000	48	18.90%	26	22	0	0
\$200,001 - \$275,000	75	29.53%	25	49	1	0
\$275,001 - \$350,000	36	14.17%	8	27	1	0
\$350,001 - \$450,000	32	12.60%	2	22	8	0
\$450,001 and up	25	9.84%	1	9	13	2
Total New Listed Units	254		86	143	23	2
Total New Listed Volume	70,530,099	100%	17.08M	39.42M	12.85M	1.18M
Average New Listed Listing Price	\$279,950		\$198,614	\$275,640	\$558,910	\$588,925

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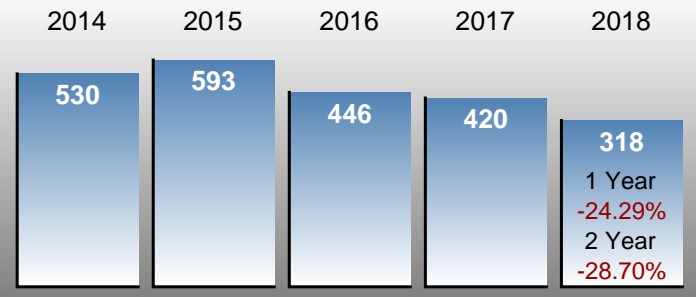
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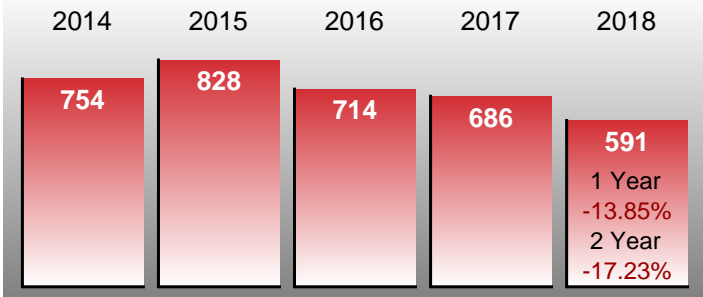


ACTIVE INVENTORY

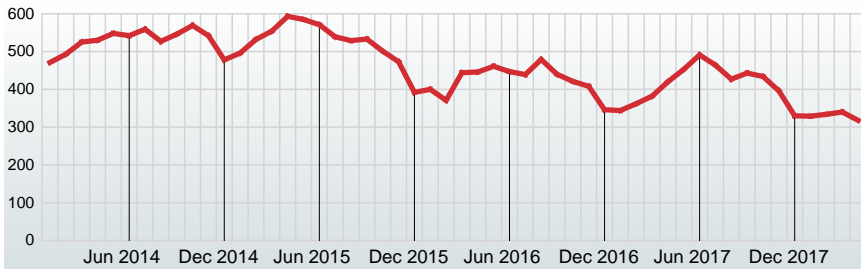
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

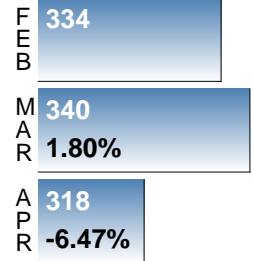


5yr APR AVG = 461

3 MONTHS

High
Apr 2015 = 593
Low
Apr 2018 = 318

Inventory
this month at **318**,
below the 5 yr APR
average of **461**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	22	6.92%	34.7	18	4	0	0
\$150,001 - \$225,000	48	15.09%	33.8	19	29	0	0
\$225,001 - \$275,000	48	15.09%	42.6	16	32	0	0
\$275,001 - \$350,000	71	22.33%	68.5	23	45	3	0
\$350,001 - \$475,000	57	17.92%	93.1	9	40	8	0
\$475,001 - \$625,000	39	12.26%	98.3	5	20	13	1
\$625,001 and up	33	10.38%	233.3	2	9	21	1
Total Active Inventory by Units	318			92	179	45	2
Total Active Inventory by Volume	117,369,519	100%	82.2	24.05M	62.52M	29.62M	1.18M
Average Active Inventory Listing Price	\$369,087			\$261,375	\$349,285	\$658,291	\$588,925

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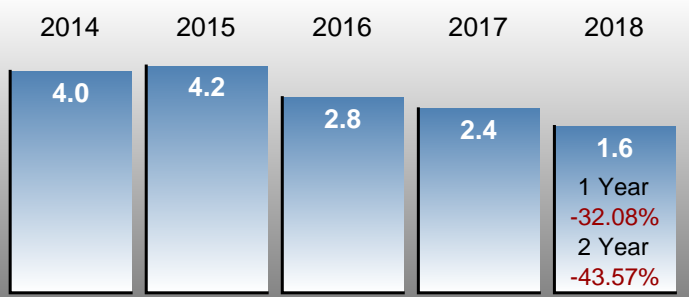
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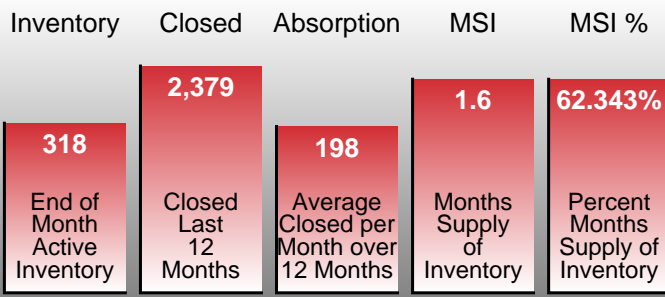


MONTHS SUPPLY of INVENTORY (MSI)

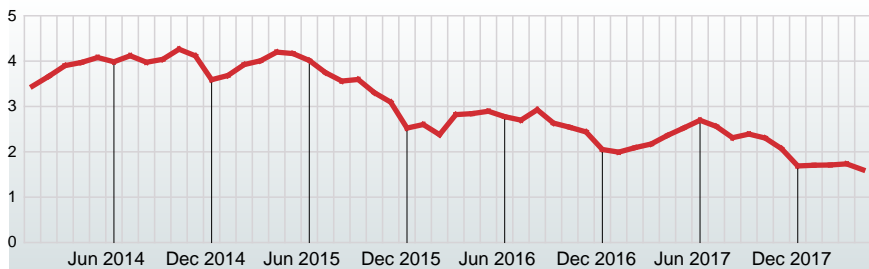
MSI FOR APRIL



INDICATORS FOR APRIL 2018



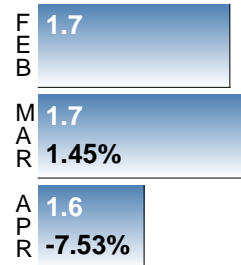
5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 3.0

3 MONTHS

High
Oct 2014 = 4.3
Low
Apr 2018 = 1.6
Months Supply
this month at **1.6**,
below the 5 yr APR
average of **3.0**



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
\$150,000 and less	22	6.92%	0.6	0.7	0.4	0.0	0.0
\$150,001 - \$225,000	48	15.09%	0.8	0.7	0.9	0.0	0.0
\$225,001 - \$275,000	48	15.09%	1.3	1.6	1.2	0.0	0.0
\$275,001 - \$350,000	71	22.33%	2.3	3.3	2.2	0.8	0.0
\$350,001 - \$475,000	57	17.92%	3.0	3.2	3.0	3.0	0.0
\$475,001 - \$625,000	39	12.26%	5.5	8.6	5.2	5.0	12.0
\$625,001 and up	33	10.38%	8.4	24.0	6.0	9.3	12.0
Market Supply of Inventory (MSI)	1.6	100%	1.6	1.3	1.6	3.3	4.8
Total Active Inventory by Units	318			92	179	45	2

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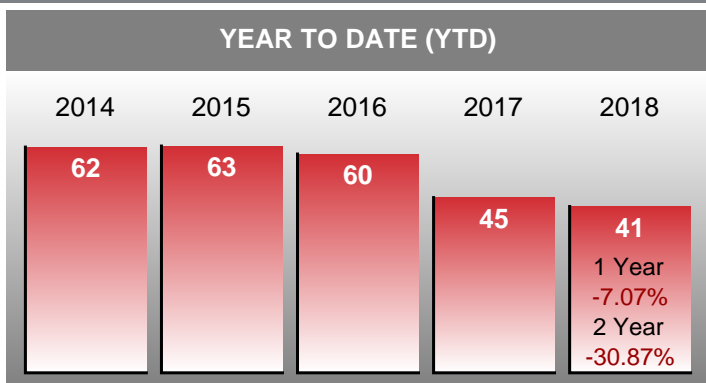
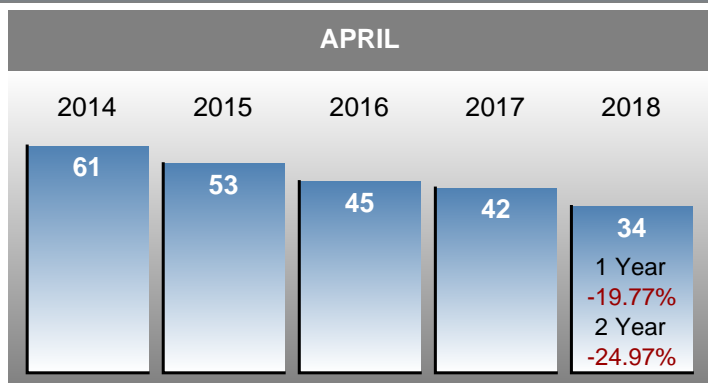


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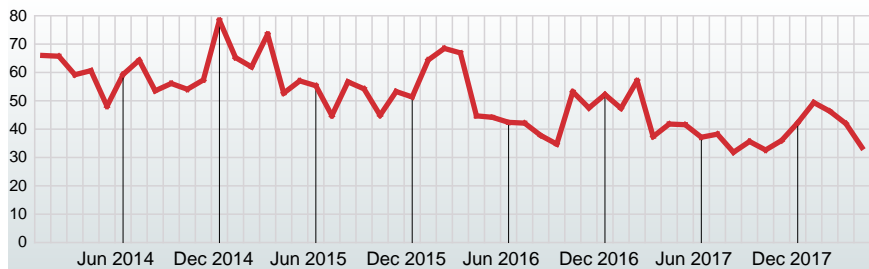
AVERAGE DAYS ON MARKET TO SALE



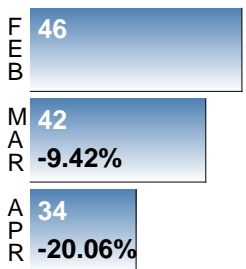
5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 47

3 MONTHS



High
Dec 2014 = 78
Low
Aug 2017 = 32
Average Days on Market
this month at **34**,
below the 5 yr APR
average of **47**



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
\$125,000 and less	19	8.88%	15.7	19.8	10.0	0.0	0.0
\$125,001 - \$150,000	15	7.01%	23.3	24.8	19.0	0.0	0.0
\$150,001 - \$200,000	39	18.22%	31.7	36.9	23.8	3.0	0.0
\$200,001 - \$250,000	53	24.77%	40.7	31.6	50.9	2.5	0.0
\$250,001 - \$325,000	36	16.82%	36.2	84.0	22.5	0.0	0.0
\$325,001 - \$400,000	28	13.08%	16.6	3.5	19.9	4.8	0.0
\$400,001 and up	24	11.21%	57.1	75.3	46.9	55.7	127.0
Average Closed DOM			33.5	36.7	30.5	33.0	127.0
Total Closed Units			214	83	114	16	1
Total Closed Volume			55,909,648	16.25M	31.60M	7.61M	449.95K

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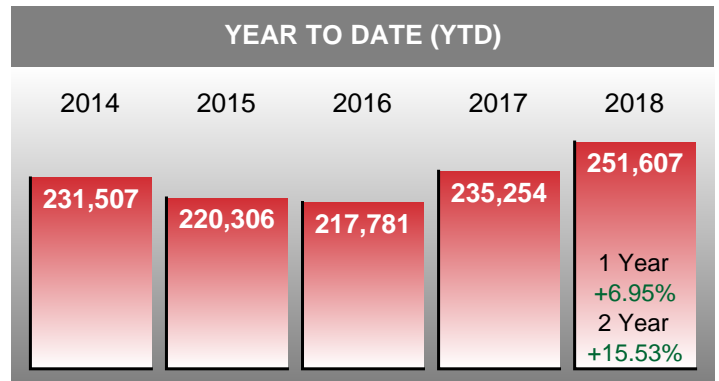
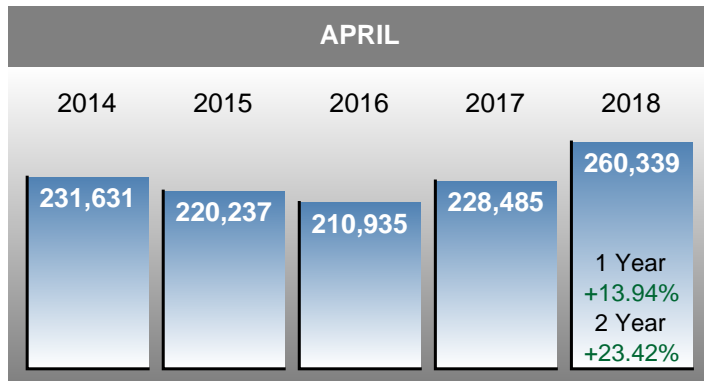


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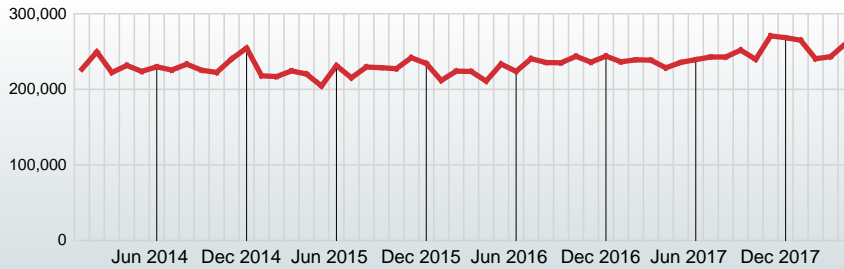
AVERAGE LIST PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 230,326

3 MONTHS



High
Nov 2017 = 270,698
Low
May 2015 = 204,490
Average List Price
this month at **260,339**,
above the 5 yr APR
average of **230,326**

FEB	240,533
MAR	243,172
APR	260,339
1.10%	
7.06%	

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
\$125,000 and less	21	9.81%	90,790	85,572	91,975	0	0
\$125,001 - \$150,000	15	7.01%	139,507	136,836	131,738	0	0
\$150,001 - \$200,000	37	17.29%	174,476	172,250	176,873	139,950	0
\$200,001 - \$250,000	53	24.77%	225,973	227,345	226,652	229,950	0
\$250,001 - \$325,000	39	18.22%	288,733	274,376	287,596	0	0
\$325,001 - \$400,000	24	11.21%	351,184	332,637	351,694	348,819	0
\$400,001 and up	25	11.68%	543,685	511,667	537,425	586,721	449,950
Average List Price			260,339	197,313	277,281	454,726	449,950
Total Closed Units		100%	260,339	83	114	16	1
Total Closed Volume			55,712,505	16.38M	31.61M	7.28M	449.95K

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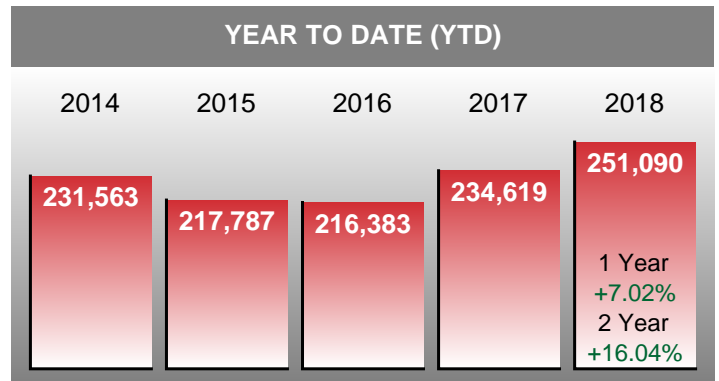
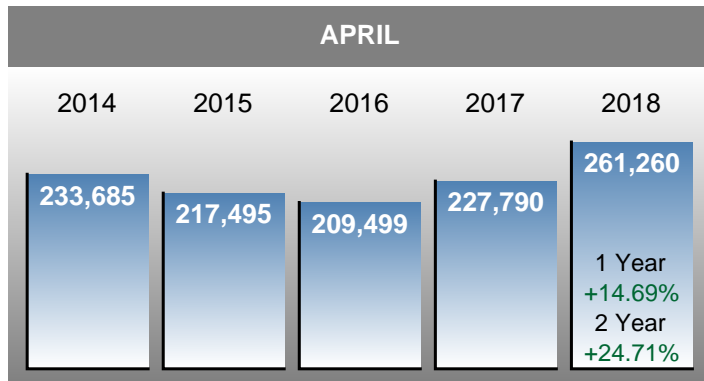


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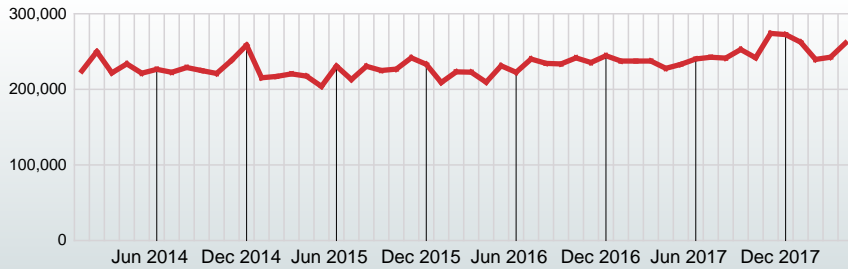
AVERAGE SOLD PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 229,946

3 MONTHS



High
Nov 2017 = 274,001
Low
May 2015 = 203,958
Average Sold Price
this month at **261,260**,
above the 5 yr APR
average of **229,946**

FEB	239,592
MAR	242,555
APR	261,260
APR	1.24%
APR	7.71%

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
\$125,000 and less	19	8.88%	86,777	84,705	89,628	0	0
\$125,001 - \$150,000	15	7.01%	134,917	135,591	133,063	0	0
\$150,001 - \$200,000	39	18.22%	172,617	171,936	175,436	153,000	0
\$200,001 - \$250,000	53	24.77%	226,371	225,524	226,595	232,975	0
\$250,001 - \$325,000	36	16.82%	283,015	272,176	286,112	0	0
\$325,001 - \$400,000	28	13.08%	351,630	332,762	353,178	352,549	0
\$400,001 and up	24	11.21%	561,384	498,667	540,663	619,997	449,950
Average Sold Price			261,260	195,755	277,219	475,570	449,950
Total Closed Units		100%	261,260	83	114	16	1
Total Closed Volume			55,909,648	16.25M	31.60M	7.61M	449.95K

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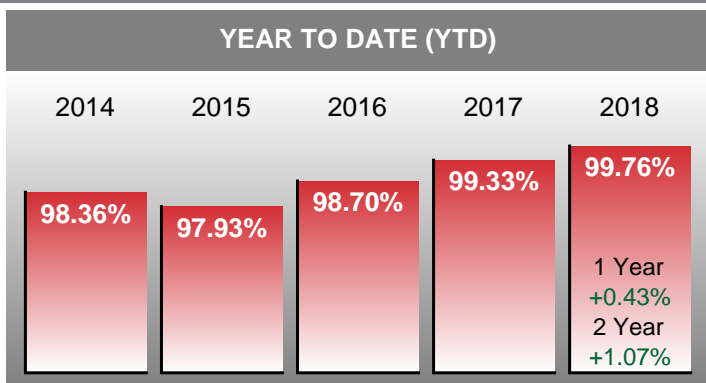
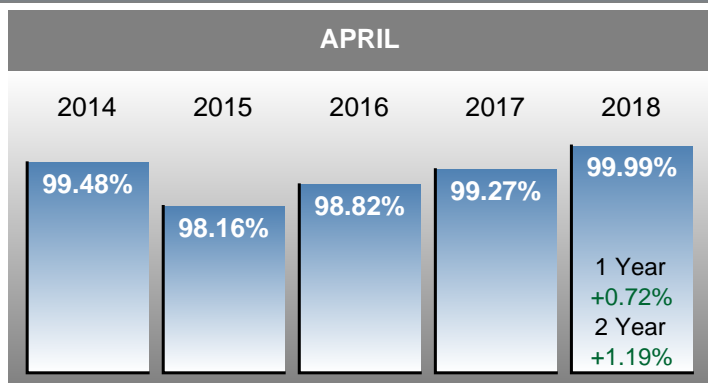


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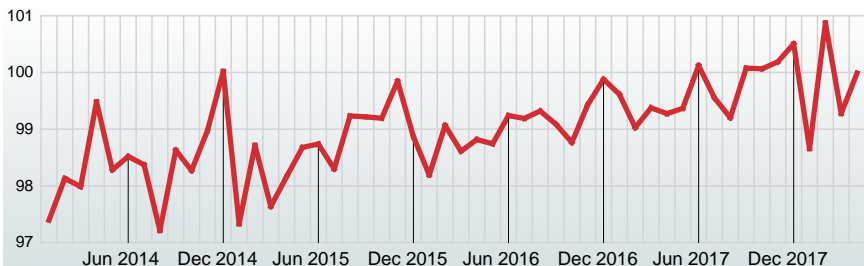
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 99.14%

3 MONTHS



High
Feb 2018 = 100.87%

Low
Aug 2014 = 97.21%

Average Sold/List Ratio this month at **99.99%**, above the 5 yr APR average of **99.14%**

FEB	100.87%
MAR	99.28%
APR	99.99%
APR	0.72%

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
\$125,000 and less	19	8.88%	98.28%	98.54%	97.92%	0.00%	0.00%
\$125,001 - \$150,000	15	7.01%	99.74%	99.20%	101.23%	0.00%	0.00%
\$150,001 - \$200,000	39	18.22%	99.93%	99.93%	99.20%	109.32%	0.00%
\$200,001 - \$250,000	53	24.77%	99.81%	99.24%	100.17%	101.32%	0.00%
\$250,001 - \$325,000	36	16.82%	99.55%	99.20%	99.65%	0.00%	0.00%
\$325,001 - \$400,000	28	13.08%	100.62%	100.04%	100.58%	101.15%	0.00%
\$400,001 and up	24	11.21%	101.92%	97.92%	100.69%	104.97%	100.00%
Average Sold/List Ratio			100.00%	99.32%	99.94%	103.83%	100.00%
Total Closed Units	214	100%	100.00%	83	114	16	1
Total Closed Volume	55,909,648			16.25M	31.60M	7.61M	449.95K

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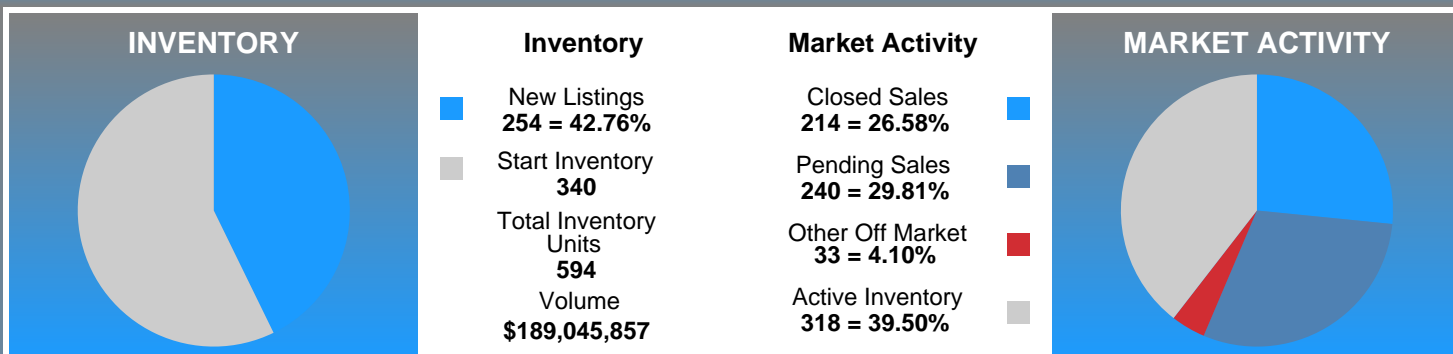


April 2018

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



MARKET SUMMARY

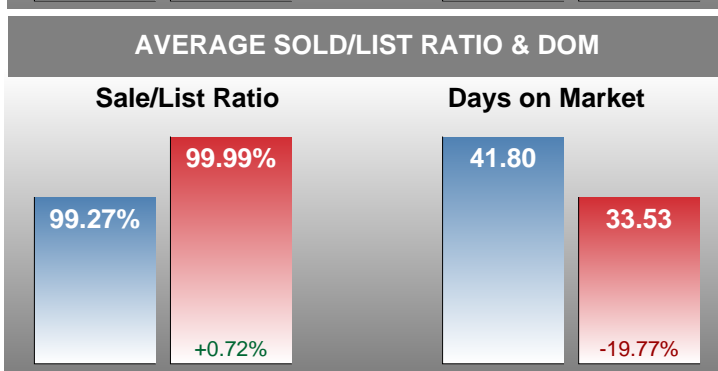
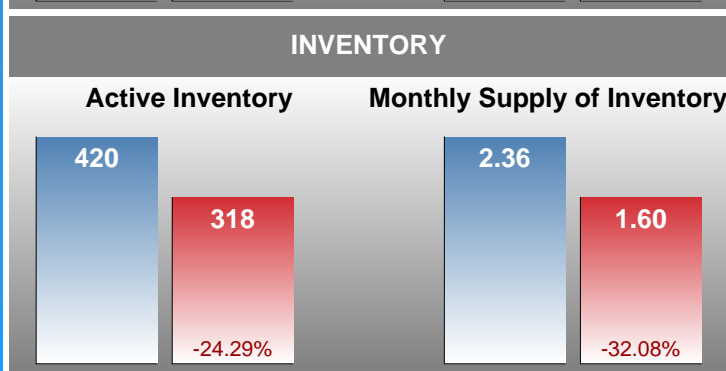
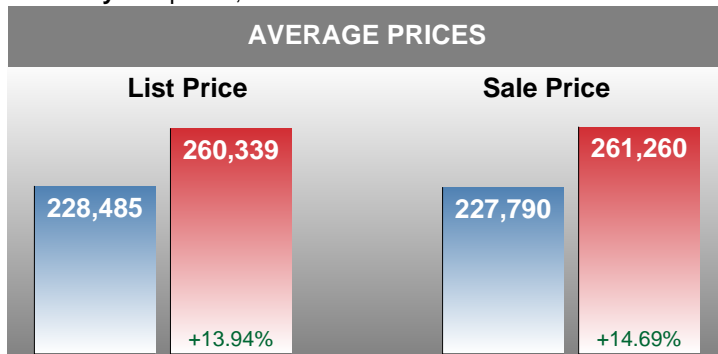
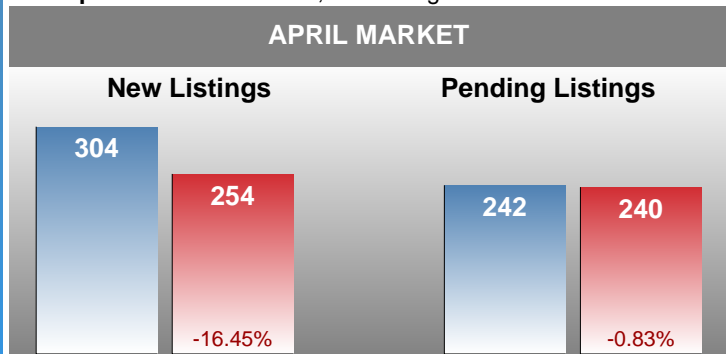


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	187	214	14.44%	639	673	5.32%
Pending Sales	242	240	-0.83%	844	863	2.25%
New Listings	304	254	-16.45%	1,051	1,005	-4.38%
Average List Price	228,485	260,339	13.94%	235,254	251,607	6.95%
Average Sale Price	227,790	261,260	14.69%	234,619	251,090	7.02%
Average Percent of Selling Price to List Price	99.27%	99.99%	0.72%	99.33%	99.76%	0.43%
Average Days on Market to Sale	41.80	33.53	-19.77%	44.62	41.46	-7.07%
Monthly Inventory	420	318	-24.29%	420	318	-24.29%
Months Supply of Inventory	2.36	1.60	-32.08%	2.36	1.60	-32.08%

Absorption: Last 12 months, an Average of **198** Sales/Month

Inventory on April 30, 2018 = **318**

2017	2018
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