



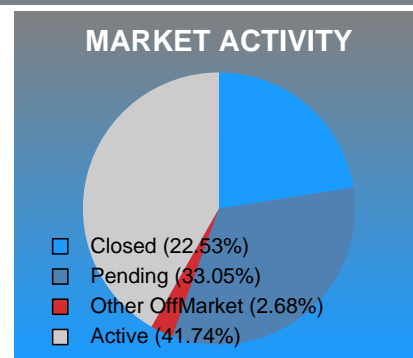
April 2019

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



MONTHLY INVENTORY ANALYSIS

Compared Metrics	April		
	2018	2019	+/-%
Closed Listings	216	210	-2.78%
Pending Listings	231	308	33.33%
New Listings	257	309	20.23%
Average List Price	262,956	266,592	1.38%
Average Sale Price	263,952	264,995	0.40%
Average Percent of List Price to Selling Price	100.00%	99.43%	-0.58%
Average Days on Market to Sale	35.29	31.70	-10.15%
End of Month Inventory	375	389	3.73%
Months Supply of Inventory	1.89	1.91	1.31%



Absorption: Last 12 months, an Average of **204** Sales/Month
Active Inventory as of April 30, 2019 = **389**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2019 rose **3.73%** to 389 existing homes available for sale. Over the last 12 months this area has had an average of 204 closed sales per month. This represents an unsold inventory index of **1.91** 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 **0.40%** in April 2019 to \$264,995 versus the previous year at \$263,952.

Average Days on Market Shortens

The average number of **31.70** days that homes spent on the market before selling decreased by 3.58 days or **10.15%** in April 2019 compared to last year's same month at **35.29** DOM.

Sales Success for April 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 309 New Listings in April 2019, up **20.23%** from last year at 257. Furthermore, there were 210 Closed Listings this month versus last year at 216, a **-2.78%** decrease.

Closed versus Listed trends yielded a **68.0%** ratio, down from previous year's, April 2018, at **84.0%**, a **19.14%** downswing. This will certainly create pressure on an increasing 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?

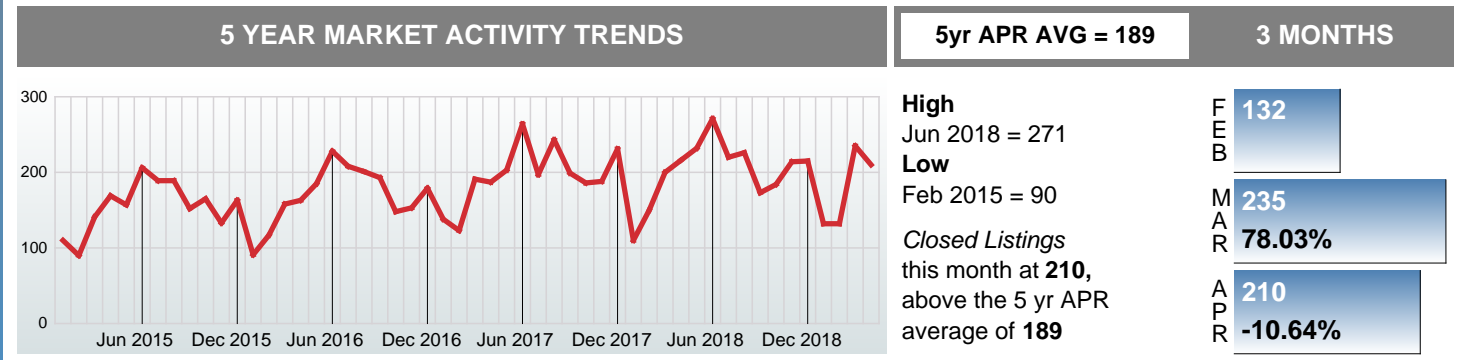
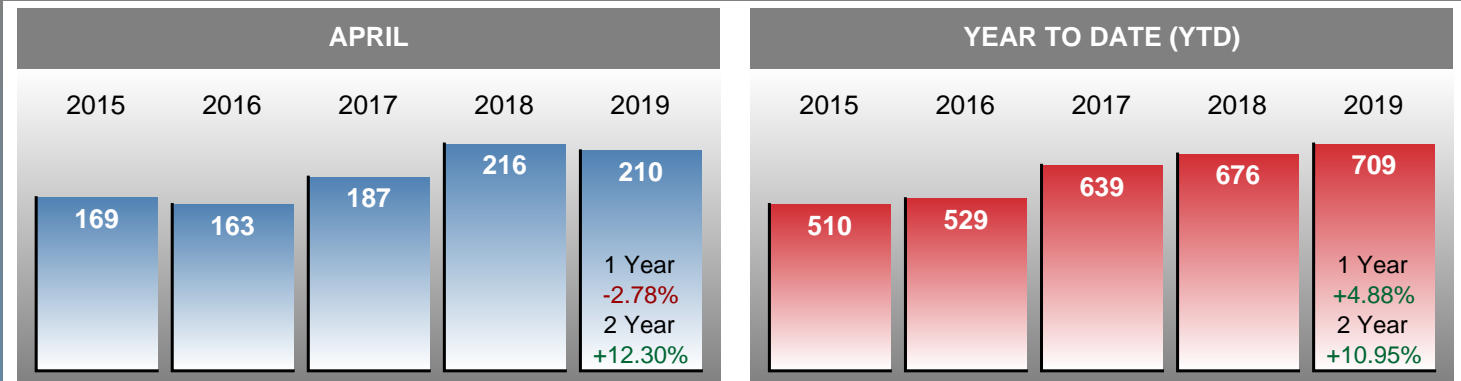
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April 2019

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



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
\$125,000 and less	15	7.14%	8.6	12	3	0	0
\$125,001 - \$150,000	17	8.10%	32.3	14	3	0	0
\$150,001 - \$200,000	43	20.48%	24.1	16	27	0	0
\$200,001 - \$275,000	52	24.76%	26.8	23	27	2	0
\$275,001 - \$350,000	32	15.24%	34.5	14	15	3	0
\$350,001 - \$400,000	31	14.76%	49.0	8	14	9	0
\$400,001 and up	20	9.52%	46.4	4	12	4	0
Total Closed Units	210			91	101	18	0
Total Closed Volume	55,649,050	100%	31.7	20.55M	27.84M	7.26M	0.00B
Average Closed Price	\$264,995			\$225,773	\$275,634	\$403,590	\$0

Ready to Buy or Sell Real Estate?

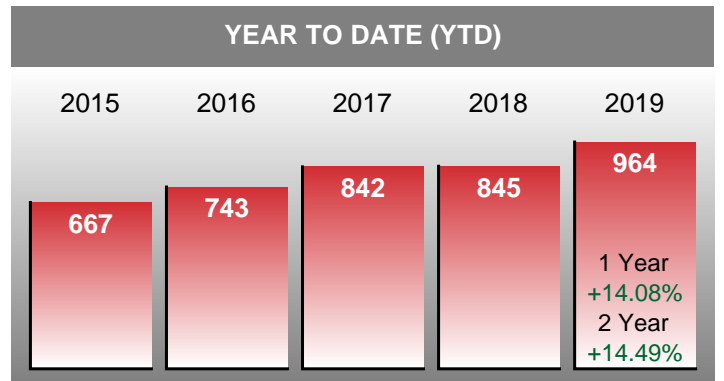
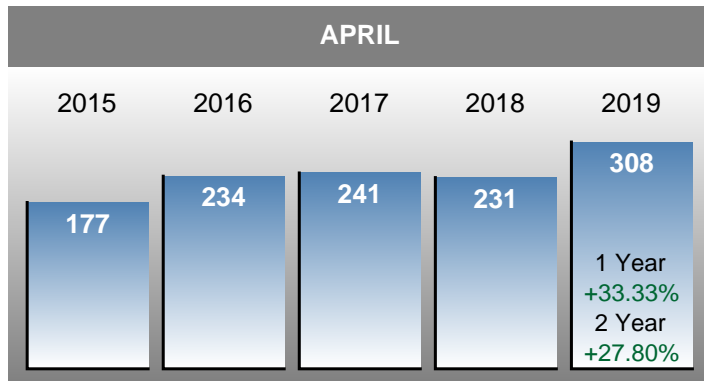
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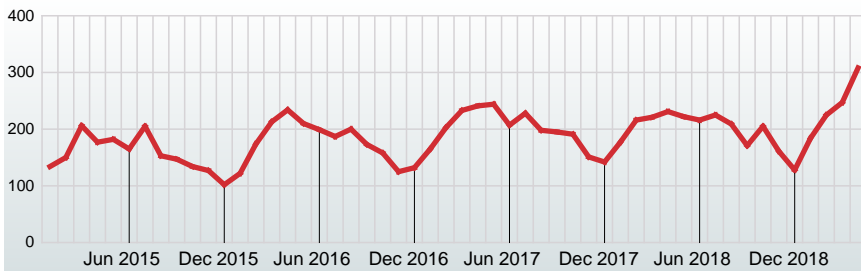
PENDING LISTINGS



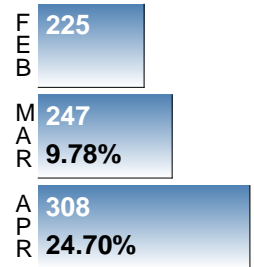
5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 238

3 MONTHS



High
Apr 2019 = 308
Low
Dec 2015 = 102
Pending Listings
this month at **308**,
above the 5 yr APR
average of **238**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	28	9.09%	15.8	27	1	0	0
\$75,001 - \$150,000	39	12.66%	22.7	28	10	1	0
\$150,001 - \$200,000	46	14.94%	17.7	23	22	1	0
\$200,001 - \$275,000	72	23.38%	20.9	24	45	3	0
\$275,001 - \$325,000	46	14.94%	36.2	16	28	2	0
\$325,001 - \$375,000	32	10.39%	32.8	5	22	5	0
\$375,001 and up	45	14.61%	37.8	15	20	10	0
Total Pending Units	308			138	148	22	0
Total Pending Volume	77,320,562	100%	27.3	28.03M	40.68M	8.61M	0.00B
Average Listing Price	\$201,980			\$203,100	\$274,893	\$391,300	\$0

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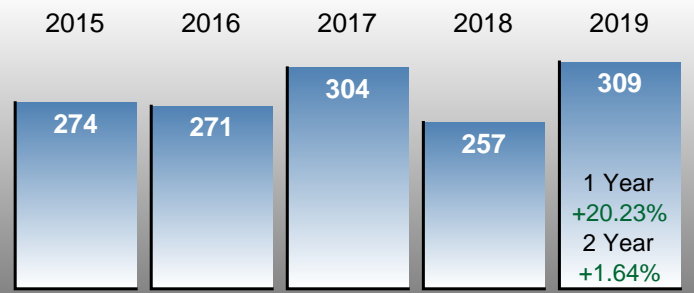
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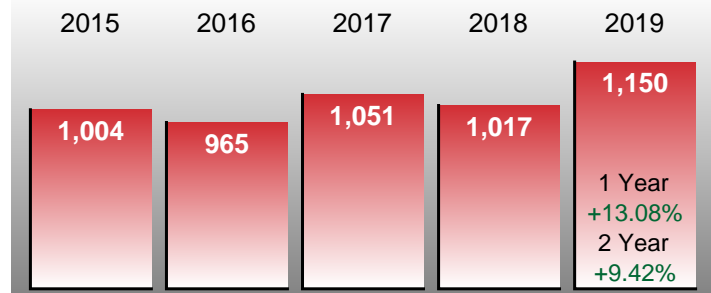


NEW LISTINGS

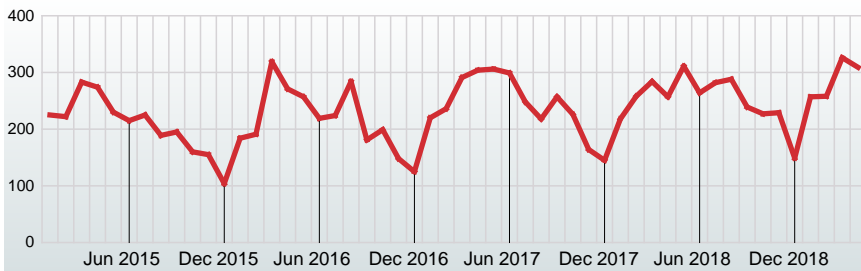
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 283

3 MONTHS

High
Mar 2019 = 326
Low
Dec 2015 = 104
New Listings
this month at **309**,
above the 5 yr APR
average of **283**

FEB	258
MAR	326
APR	26.36%
MAY	309
JUN	-5.21%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	28	9.06%	23	5	0	0
\$100,001 - \$150,000	29	9.39%	20	8	1	0
\$150,001 - \$200,000	43	13.92%	19	22	2	0
\$200,001 - \$275,000	75	24.27%	33	40	2	0
\$275,001 - \$325,000	50	16.18%	15	31	4	0
\$325,001 - \$375,000	33	10.68%	9	21	3	0
\$375,001 and up	51	16.50%	24	22	5	0
Total New Listed Units	309		143	149	17	0
Total New Listed Volume	80,768,644	100%	33.74M	41.26M	5.77M	0.00B
Average New Listed Listing Price	\$189,020		\$235,924	\$276,912	\$339,502	\$0

Ready to Buy or Sell Real Estate?

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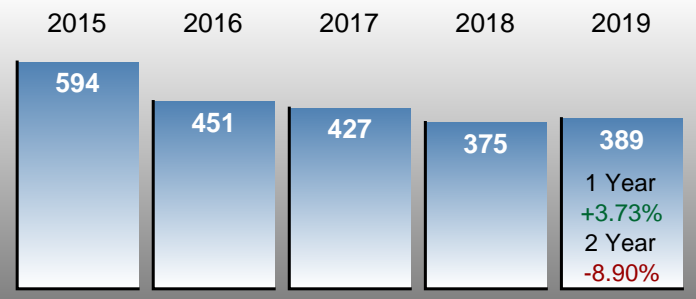
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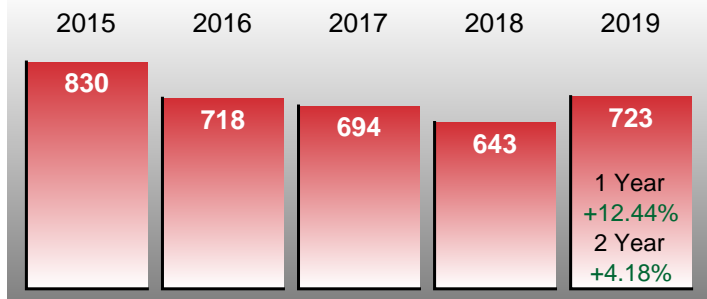


ACTIVE INVENTORY

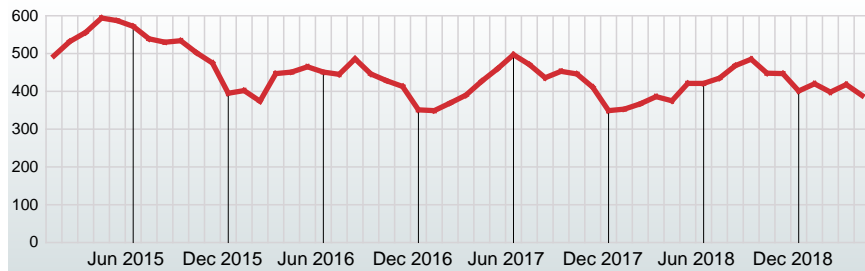
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 447

3 MONTHS

High
Apr 2015 = 594
Low
Dec 2017 = 349
Inventory
this month at **389**,
below the 5 yr APR
average of **447**

FE B	398
M A R	418
A P R	389
	5.03%
	-6.94%

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	35	9.00%	48.0	24	10	1	0
\$150,001 - \$225,000	45	11.57%	66.0	28	16	1	0
\$225,001 - \$275,000	55	14.14%	48.0	23	30	2	0
\$275,001 - \$325,000	76	19.54%	59.6	24	46	6	0
\$325,001 - \$375,000	79	20.31%	75.5	26	49	4	0
\$375,001 - \$475,000	60	15.42%	84.0	14	35	11	0
\$475,001 and up	39	10.03%	108.2	4	15	19	1
Total Active Inventory by Units	389			143	201	44	1
Total Active Inventory by Volume	127,457,459	100%	69.5	38.10M	66.04M	22.64M	680.00K
Average Active Inventory Listing Price	\$327,654			\$266,444	\$328,547	\$514,500	\$680,000

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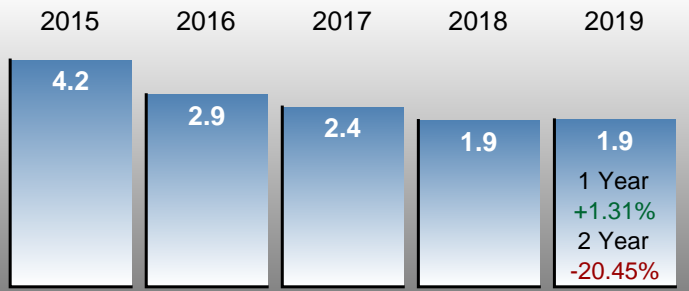
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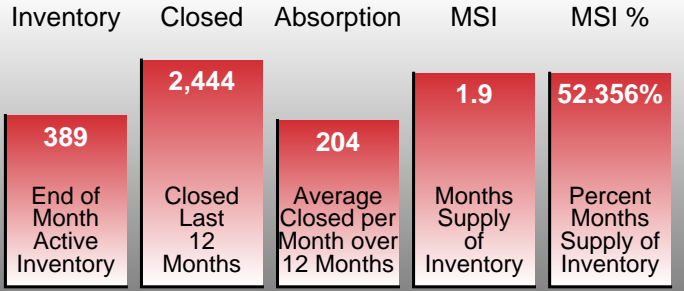


MONTHS SUPPLY of INVENTORY (MSI)

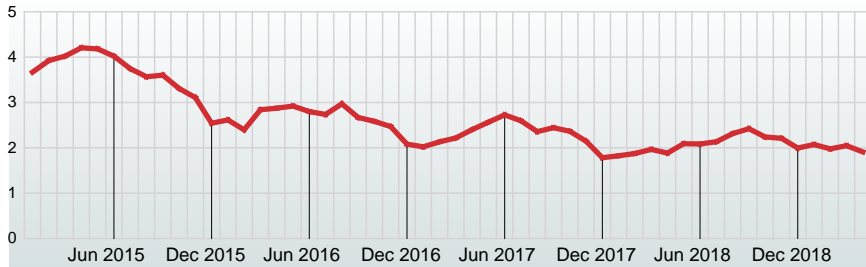
MSI FOR APRIL



INDICATORS FOR APRIL 2019



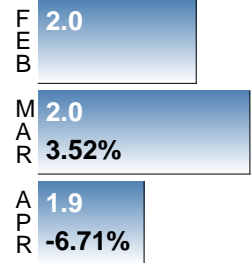
5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 2.7

3 MONTHS

High
Apr 2015 = 4.2
Low
Dec 2017 = 1.8
Months Supply
this month at **1.9**,
below the 5 yr APR
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
\$150,000 and less	35	9.00%	1.0	0.9	1.1	2.4	0.0
\$150,001 - \$225,000	45	11.57%	0.8	1.2	0.5	1.2	0.0
\$225,001 - \$275,000	55	14.14%	1.6	2.0	1.4	1.8	0.0
\$275,001 - \$325,000	76	19.54%	3.3	4.0	3.1	2.9	0.0
\$325,001 - \$375,000	79	20.31%	3.8	6.1	3.4	2.0	0.0
\$375,001 - \$475,000	60	15.42%	3.4	5.6	3.3	2.4	0.0
\$475,001 and up	39	10.03%	2.9	2.2	2.4	3.6	12.0
Market Supply of Inventory (MSI)	1.9	100%	1.9	1.9	1.8	2.7	4.0
Total Active Inventory by Units	389			143	201	44	1

Ready to Buy or Sell Real Estate?

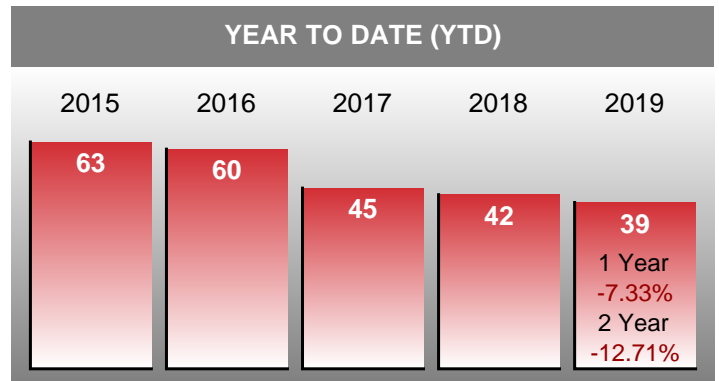
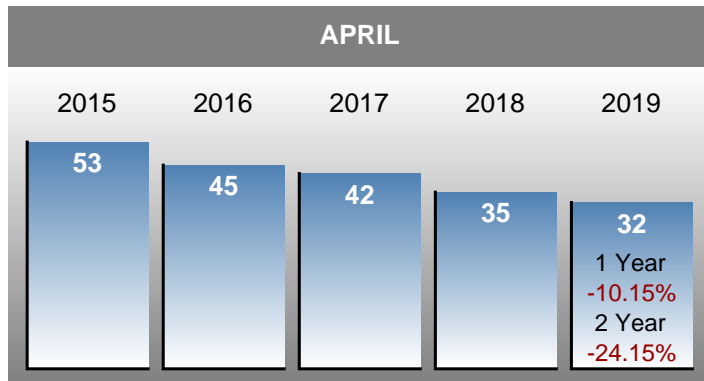
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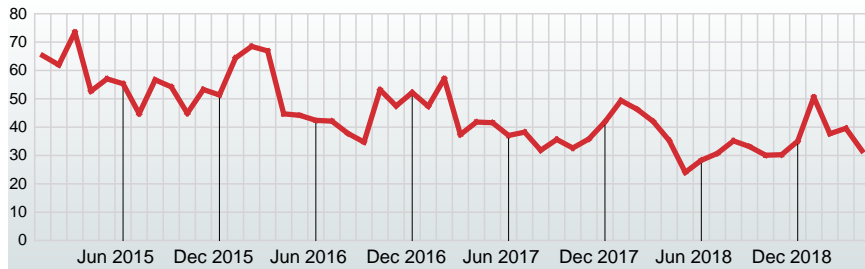
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AVERAGE DAYS ON MARKET TO SALE



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 41

3 MONTHS

High
Mar 2015 = 73
Low
May 2018 = 24
Average Days on Market this month at **32**, below the 5 yr APR average of **41**

FEB	38
MAR	40
APR	32

5.01%
-19.89%

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	15	7.14%	8.6	9.3	6.0	0.0	0.0
\$125,001 - \$150,000	17	8.10%	32.3	37.1	9.7	0.0	0.0
\$150,001 - \$200,000	43	20.48%	24.1	27.3	22.1	0.0	0.0
\$200,001 - \$275,000	52	24.76%	26.8	24.6	26.1	61.5	0.0
\$275,001 - \$350,000	32	15.24%	34.5	30.2	43.2	11.3	0.0
\$350,001 - \$400,000	31	14.76%	49.0	40.9	44.1	63.9	0.0
\$400,001 and up	20	9.52%	46.4	21.8	47.8	66.5	0.0
Average Closed DOM			31.7	27.2	31.6	55.4	0.0
Total Closed Units		100%	31.7	91	101	18	
Total Closed Volume			55,649,050	20.55M	27.84M	7.26M	0.00B

Ready to Buy or Sell Real Estate?

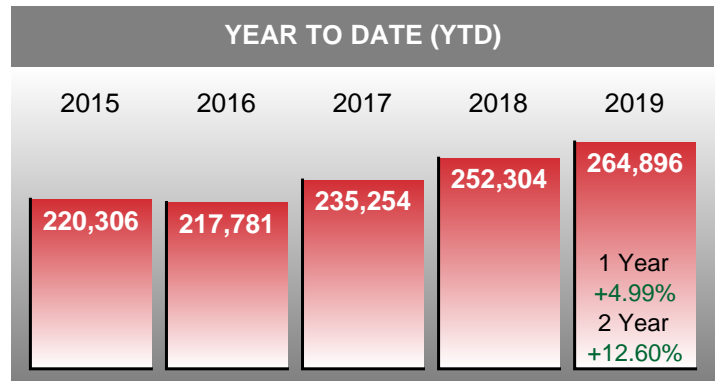
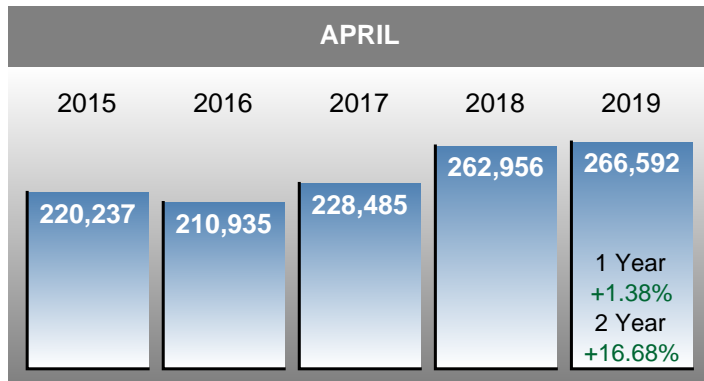
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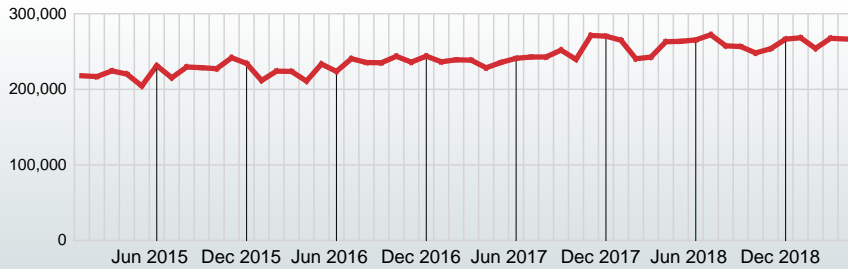
AVERAGE LIST PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 237,841

3 MONTHS



High
Jul 2018 = 272,206
Low
May 2015 = 204,490
Average List Price
this month at **266,592**,
above the 5 yr APR
average of **237,841**

FEB	254,135
MAR	267,549
APR	266,592
APR	-0.36%

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	14	6.67%	79,029	78,742	96,467	0	0
\$125,001 - \$150,000	15	7.14%	137,433	145,121	139,433	0	0
\$150,001 - \$200,000	45	21.43%	177,452	180,138	177,398	0	0
\$200,001 - \$275,000	53	25.24%	239,499	242,842	239,377	220,950	0
\$275,001 - \$350,000	35	16.67%	314,204	317,941	308,748	307,715	0
\$350,001 - \$400,000	29	13.81%	380,982	369,415	375,645	388,543	0
\$400,001 and up	19	9.05%	531,158	460,626	499,629	645,691	0
Average List Price			266,592	227,397	275,707	413,594	0
Total Closed Units		100%	266,592	91	101	18	
Total Closed Volume			55,984,314	20.69M	27.85M	7.44M	0.00B

Ready to Buy or Sell Real Estate?

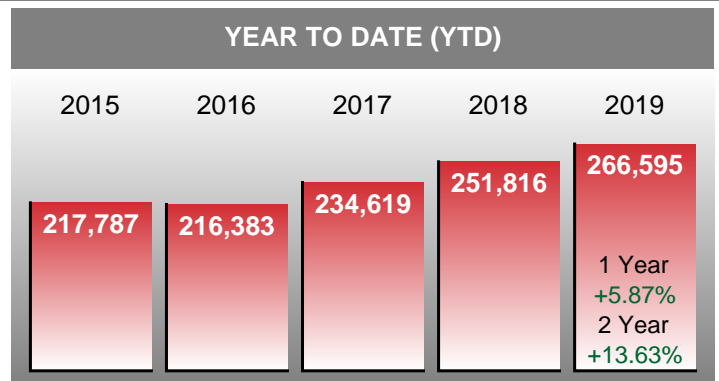
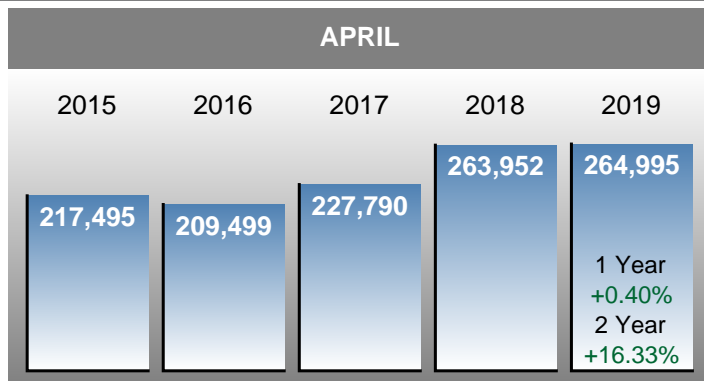
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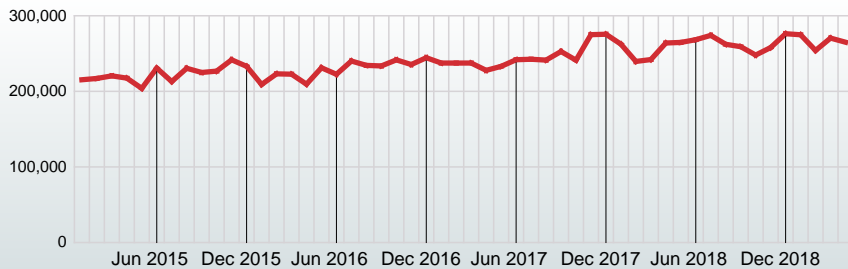
AVERAGE SOLD PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 236,746

3 MONTHS



High
Dec 2018 = 276,237
Low
May 2015 = 203,958
Average Sold Price
this month at **264,995**,
above the 5 yr APR
average of **236,746**

FEB	254,066
MAR	270,426
APR	264,995
APR	6.44%
APR	-2.01%

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	15	7.14%	81,117	78,063	93,333	0	0
\$125,001 - \$150,000	17	8.10%	138,571	137,868	141,850	0	0
\$150,001 - \$200,000	43	20.48%	178,202	179,165	177,631	0	0
\$200,001 - \$275,000	52	24.76%	238,799	240,792	238,608	218,450	0
\$275,001 - \$350,000	32	15.24%	310,731	316,798	306,442	303,862	0
\$350,001 - \$400,000	31	14.76%	378,559	374,056	379,518	381,069	0
\$400,001 and up	20	9.52%	515,883	461,500	498,762	621,629	0
Average Sold Price			264,995	225,773	275,634	403,590	0
Total Closed Units		100%	210	91	101	18	
Total Closed Volume			55,649,050	20.55M	27.84M	7.26M	0.00B

Ready to Buy or Sell Real Estate?

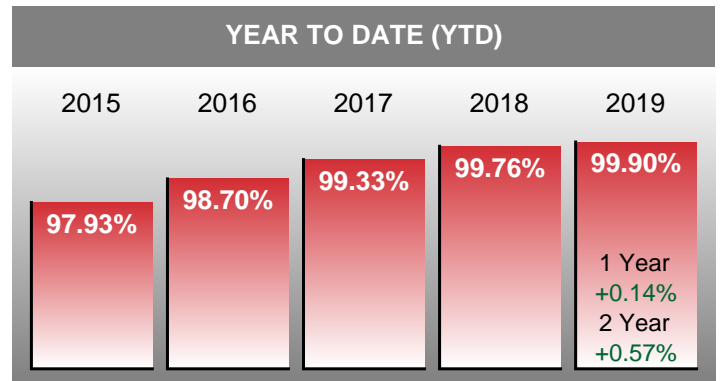
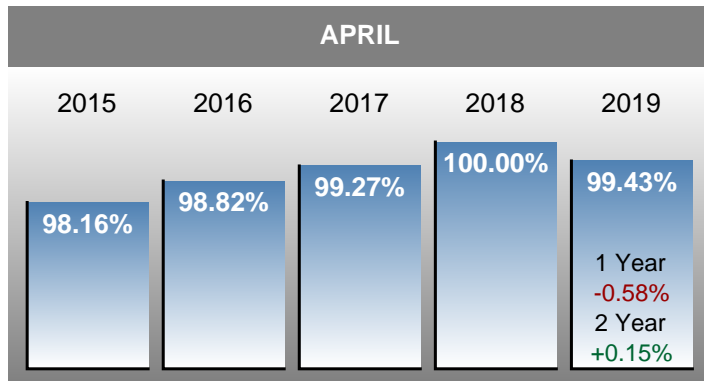
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April 2019

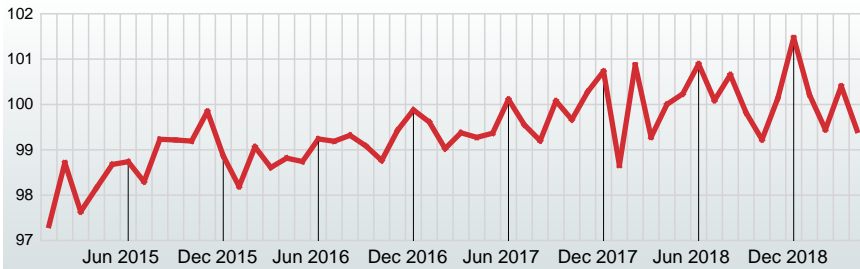
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 99.14%

3 MONTHS

High
Dec 2018 = 101.47%

Low
Jan 2015 = 97.33%

Average Sold/List Ratio this month at **99.43%**, equal to 5 yr APR average of **99.14%**

FEB 99.45%

MAR 100.40%
0.96%

APR 99.43%
-0.97%

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	15	7.14%	98.85%	99.54%	96.10%	0.00%	0.00%
\$125,001 - \$150,000	17	8.10%	96.79%	95.72%	101.77%	0.00%	0.00%
\$150,001 - \$200,000	43	20.48%	99.95%	99.51%	100.20%	0.00%	0.00%
\$200,001 - \$275,000	52	24.76%	99.39%	99.08%	99.68%	98.95%	0.00%
\$275,001 - \$350,000	32	15.24%	99.40%	99.70%	99.25%	98.77%	0.00%
\$350,001 - \$400,000	31	14.76%	100.34%	101.33%	101.17%	98.16%	0.00%
\$400,001 and up	20	9.52%	99.71%	100.37%	99.92%	98.41%	0.00%
Average Sold/List Ratio			99.40%	99.05%	99.95%	98.40%	0.00%
Total Closed Units		100%	99.40%	91	101	18	
Total Closed Volume			55,649,050	20.55M	27.84M	7.26M	0.00B

Ready to Buy or Sell Real Estate?

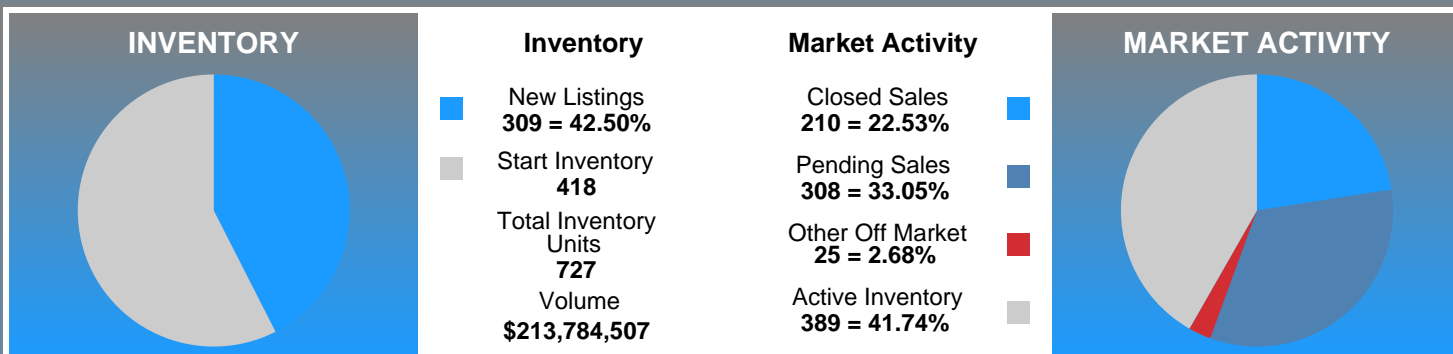
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April 2019

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



MARKET SUMMARY

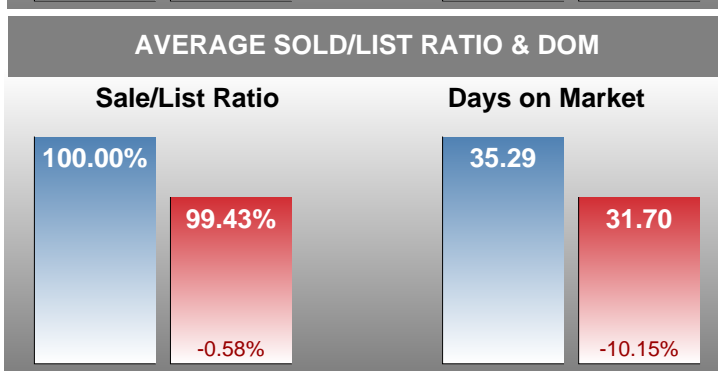
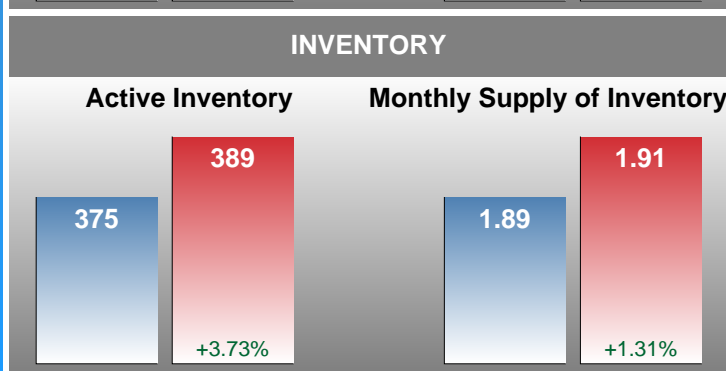
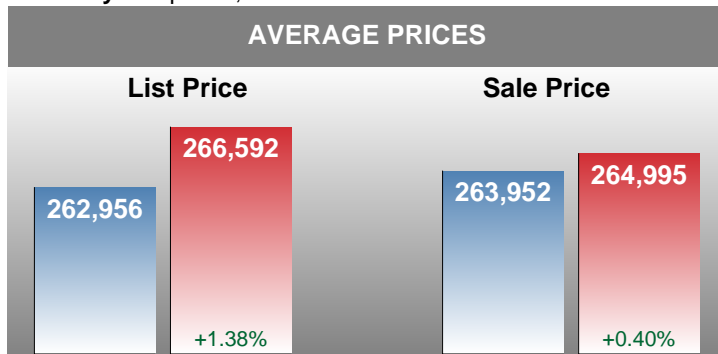
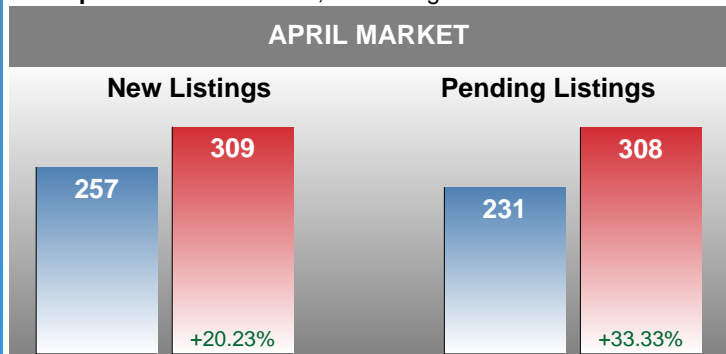


Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	216	210	-2.78%	676	709	4.88%
Pending Sales	231	308	33.33%	845	964	14.08%
New Listings	257	309	20.23%	1,017	1,150	13.08%
Average List Price	262,956	266,592	1.38%	252,304	264,896	4.99%
Average Sale Price	263,952	264,995	0.40%	251,816	266,595	5.87%
Average Percent of Selling Price to List Price	100.00%	99.43%	-0.58%	99.76%	99.90%	0.14%
Average Days on Market to Sale	35.29	31.70	-10.15%	42.02	38.94	-7.33%
Monthly Inventory	375	389	3.73%	375	389	3.73%
Months Supply of Inventory	1.89	1.91	1.31%	1.89	1.91	1.31%

Absorption: Last 12 months, an Average of **204** Sales/Month

Inventory on April 30, 2019 = **389**

2018 2019



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