

June 2018

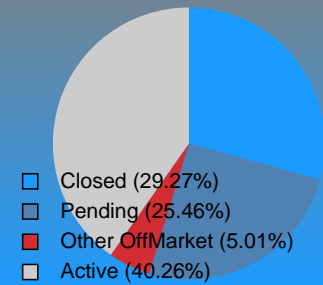
Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town Property Type



MONTHLY INVENTORY ANALYSIS

Compared Metrics	June		
	2017	2018	+/-%
Closed Listings	263	269	2.28%
Pending Listings	207	234	13.04%
New Listings	299	264	-11.71%
Average List Price	239,889	265,889	10.84%
Average Sale Price	240,778	268,804	11.64%
Average Percent of List Price to Selling Price	100.13%	100.88%	0.75%
Average Days on Market to Sale	37.00	28.49	-23.00%
End of Month Inventory	494	370	-25.10%
Months Supply of Inventory	2.71	1.84	-32.26%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **202** Sales/Month
Active Inventory as of June 30, 2018 = **370**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2018 decreased **25.10%** to 370 existing homes available for sale. Over the last 12 months this area has had an average of 202 closed sales per month. This represents an unsold inventory index of **1.84** 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 **11.64%** in June 2018 to \$268,804 versus the previous year at \$240,778.

Average Days on Market Shortens

The average number of **28.49** days that homes spent on the market before selling decreased by 8.51 days or **23.00%** in June 2018 compared to last year's same month at **37.00** DOM.

Sales Success for June 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 264 New Listings in June 2018, down **11.71%** from last year at 299. Furthermore, there were 269 Closed Listings this month versus last year at 263, a **2.28%** increase.

Closed versus Listed trends yielded a **101.9%** ratio, up from previous year's, June 2017, at **88.0%**, a **15.84%** 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?

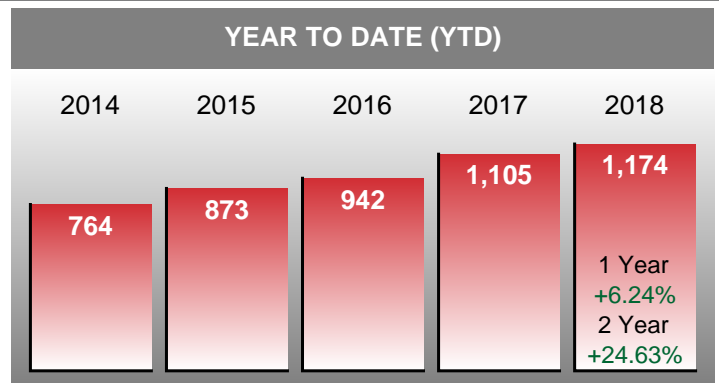
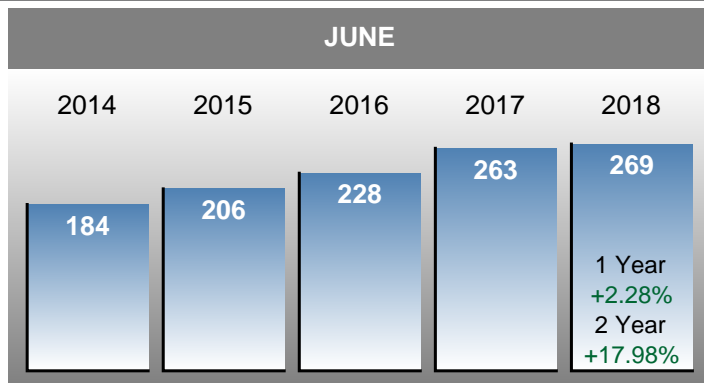
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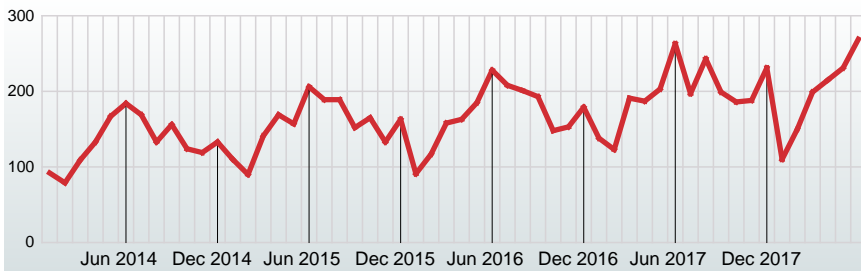
CLOSED LISTINGS



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 230

3 MONTHS



High
Jun 2018 = 269
Low
Feb 2014 = 79
Closed Listings
this month at **269**,
above the 5 yr JUN
average of **230**

A P R	215
M A Y	231 7.44%
J U N	269 16.45%

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	22	8.18%	19.0	14	8	0	0
\$125,001 - \$150,000	23	8.55%	9.0	17	6	0	0
\$150,001 - \$175,000	34	12.64%	11.7	14	20	0	0
\$175,001 - \$250,000	79	29.37%	20.7	31	47	1	0
\$250,001 - \$350,000	50	18.59%	35.9	13	33	4	0
\$350,001 - \$450,000	34	12.64%	17.4	4	23	7	0
\$450,001 and up	27	10.04%	97.1	3	12	12	0
Total Closed Units	269			96	149	24	0
Total Closed Volume	72,308,164	100%	28.5	19.47M	40.54M	12.30M	0.00B
Average Closed Price	\$268,804			\$202,799	\$272,090	\$512,417	\$0

Ready to Buy or Sell Real Estate?

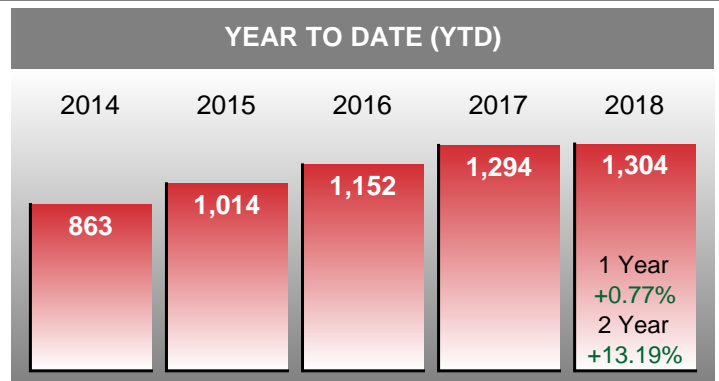
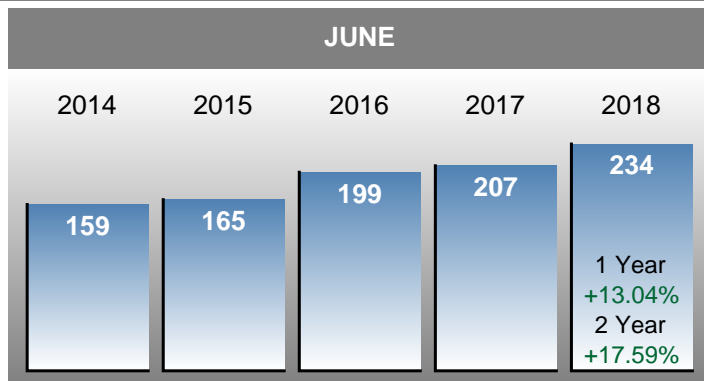
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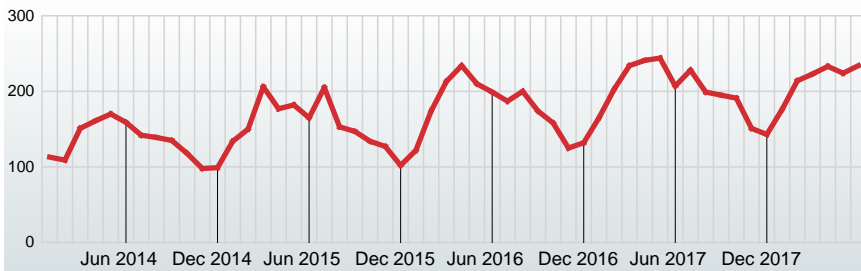
PENDING LISTINGS



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 193

3 MONTHS



High
May 2017 = 244
Low
Nov 2014 = 98
Pending Listings
this month at **234**,
above the 5 yr JUN
average of **193**

A	233
P	
R	
M	224
A	-3.86%
Y	
J	234
U	4.46%
N	

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	8.12%	27.9	13	6	0	0
\$125,001 - \$150,000	18	7.69%	19.9	11	7	0	0
\$150,001 - \$200,000	48	20.51%	19.8	19	27	1	1
\$200,001 - \$275,000	57	24.36%	19.6	18	37	2	0
\$275,001 - \$325,000	30	12.82%	38.0	11	18	1	0
\$325,001 - \$425,000	35	14.96%	31.7	8	21	6	0
\$425,001 and up	27	11.54%	53.0	9	9	8	1
Total Pending Units	234			89	125	18	2
Total Pending Volume	63,559,211	100%	14.8	21.06M	33.61M	8.21M	687.85K
Average Listing Price	\$266,399			\$236,586	\$268,845	\$456,088	\$343,925

Ready to Buy or Sell Real Estate?

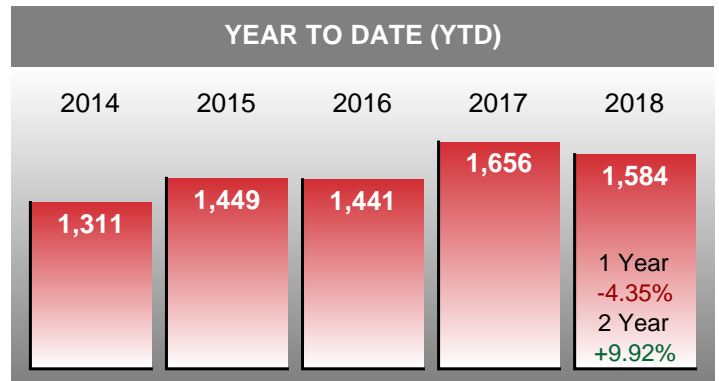
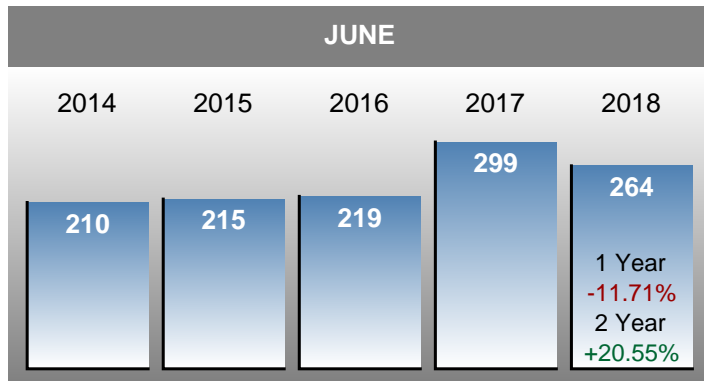
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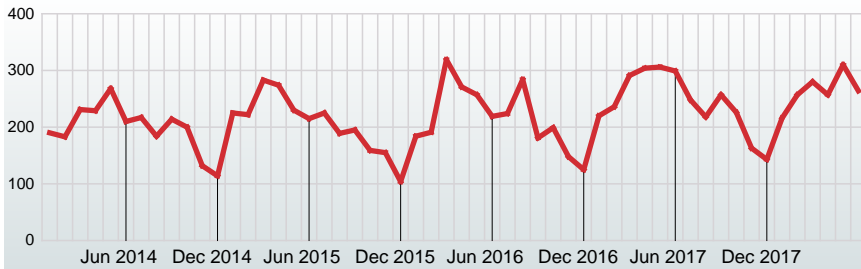
NEW LISTINGS



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 241

3 MONTHS



High
Mar 2016 = 319
Low
Dec 2015 = 104
New Listings
this month at **264**,
above the 5 yr JUN
average of **241**

A P R	257
M A Y	310
	20.62%
J U N	264
	-14.84%

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	16	6.06%	8	8	0	0
\$125,001 - \$175,000	45	17.05%	25	19	1	0
\$175,001 - \$200,000	30	11.36%	12	17	0	1
\$200,001 - \$275,000	61	23.11%	21	37	2	1
\$275,001 - \$350,000	51	19.32%	20	27	4	0
\$350,001 - \$425,000	31	11.74%	6	20	5	0
\$425,001 and up	30	11.36%	8	8	14	0
Total New Listed Units	264		100	136	26	2
Total New Listed Volume	74,229,932	100%	24.27M	35.88M	13.62M	464.95K
Average New Listed Listing Price	\$279,260		\$242,674	\$263,810	\$523,823	\$232,475

Ready to Buy or Sell Real Estate?

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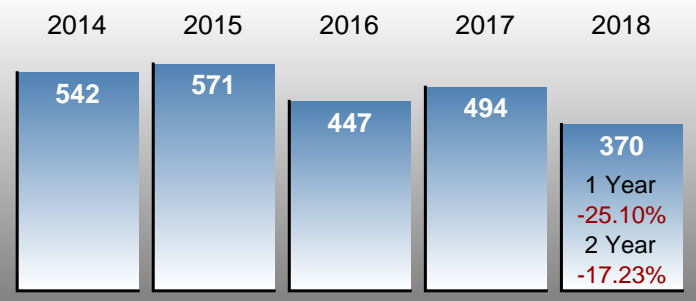
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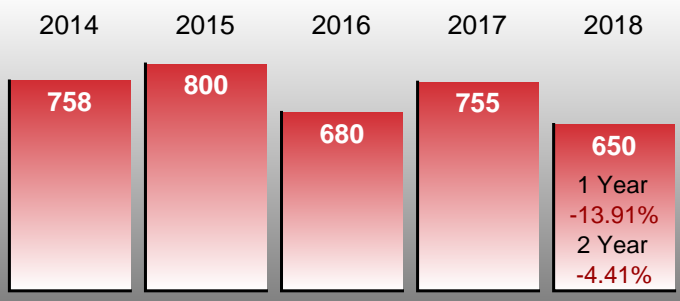


ACTIVE INVENTORY

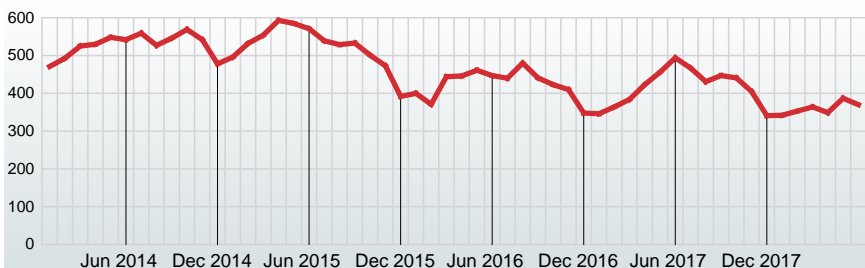
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 485

3 MONTHS

High
Apr 2015 = 593
Low
Dec 2017 = 341
Inventory
this month at **370**,
below the 5 yr JUN
average of **485**

A P R	349
M A Y	387
J U N	370
	10.89%
	-4.39%

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	26	7.03%	37.8	18	8	0	0
\$150,001 - \$200,000	48	12.97%	39.0	28	20	0	0
\$200,001 - \$225,000	33	8.92%	78.8	9	24	0	0
\$225,001 - \$325,000	114	30.81%	62.6	47	61	5	1
\$325,001 - \$375,000	49	13.24%	71.2	10	31	8	0
\$375,001 - \$575,000	64	17.30%	83.7	6	42	16	0
\$575,001 and up	36	9.73%	225.8	1	10	24	1
Total Active Inventory by Units	370			119	196	53	2
Total Active Inventory by Volume	124,645,291	100%	79.9	28.64M	63.59M	31.48M	945.00K
Average Active Inventory Listing Price	\$336,879			\$240,648	\$324,429	\$593,868	\$472,500

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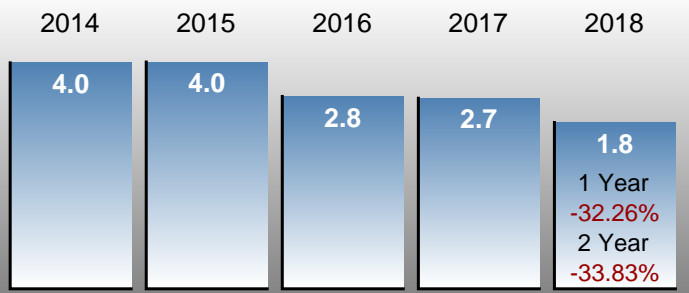
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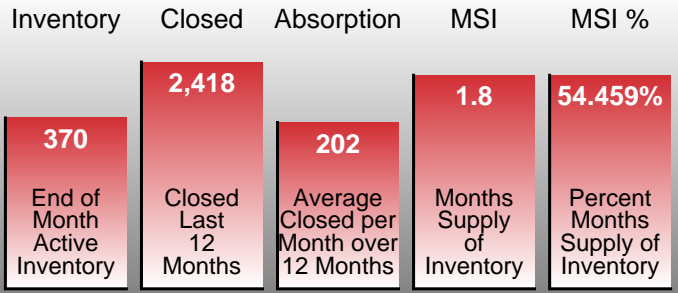


MONTHS SUPPLY of INVENTORY (MSI)

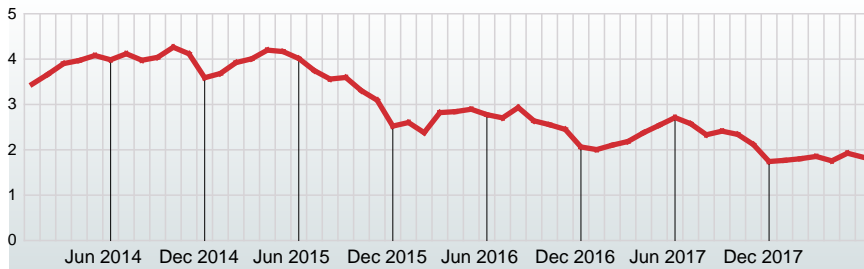
MSI FOR JUNE



INDICATORS FOR JUNE 2018



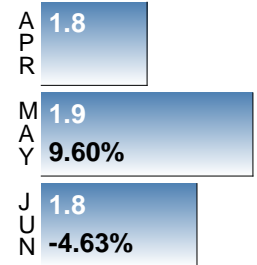
5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 3.1

3 MONTHS

High
Oct 2014 = 4.3
Low
Dec 2017 = 1.7
Months Supply
this month at **1.8**,
below the 5 yr JUN
average of **3.1**



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	26	7.03%	0.7	0.7	0.7	0.0	0.0
\$150,001 - \$200,000	48	12.97%	1.2	1.5	0.9	0.0	0.0
\$200,001 - \$225,000	33	8.92%	1.7	1.0	2.2	0.0	0.0
\$225,001 - \$325,000	114	30.81%	1.9	3.0	1.5	1.4	0.0
\$325,001 - \$375,000	49	13.24%	2.9	6.0	2.4	3.4	0.0
\$375,001 - \$575,000	64	17.30%	3.6	1.9	3.9	4.3	0.0
\$575,001 and up	36	9.73%	4.2	1.3	2.8	5.8	12.0
Market Supply of Inventory (MSI)	1.8	100%	1.8	1.6	1.7	3.5	8.0
Total Active Inventory by Units	370			119	196	53	2

Ready to Buy or Sell Real Estate?

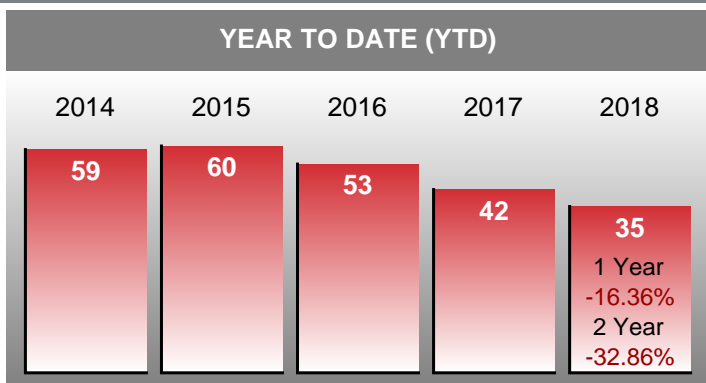
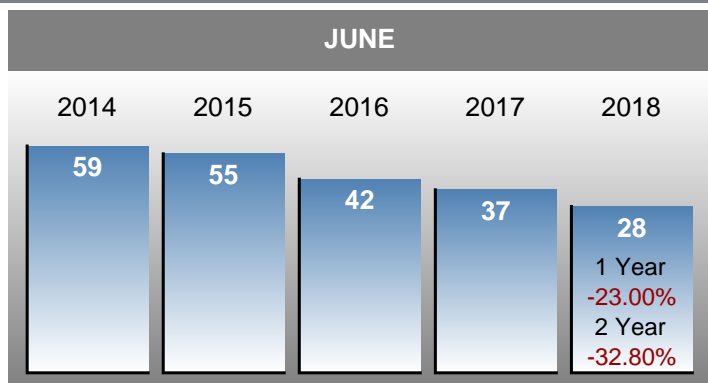
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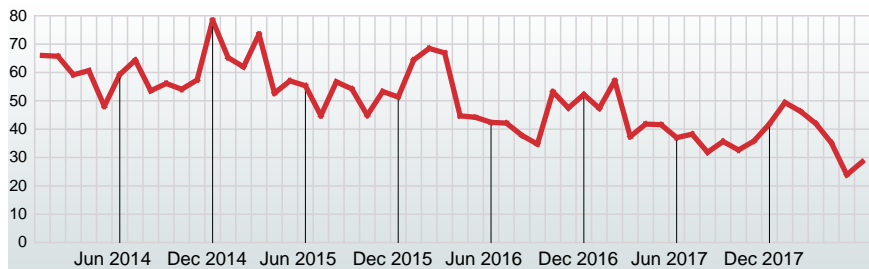
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AVERAGE DAYS ON MARKET TO SALE



5 YEAR MARKET ACTIVITY TRENDS

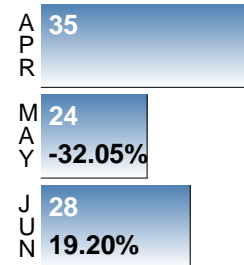


5yr JUN AVG = 44

3 MONTHS

High
Dec 2014 = 78
Low
May 2018 = 24

Average Days on Market this month at **28**, below the 5 yr JUN average of **44**



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	22	8.18%	19.0	25.3	8.0	0.0	0.0
\$125,001 - \$150,000	23	8.55%	9.0	10.8	4.0	0.0	0.0
\$150,001 - \$175,000	34	12.64%	11.7	11.6	11.8	0.0	0.0
\$175,001 - \$250,000	79	29.37%	20.7	10.9	27.4	9.0	0.0
\$250,001 - \$350,000	50	18.59%	35.9	35.2	35.8	38.5	0.0
\$350,001 - \$450,000	34	12.64%	17.4	34.8	16.8	9.6	0.0
\$450,001 and up	27	10.04%	97.1	162.7	83.8	94.0	0.0
Average Closed DOM			28.5	22.1	28.1	56.6	0.0
Total Closed Units		100%	28.5	96	149	24	
Total Closed Volume			72,308,164	19.47M	40.54M	12.30M	0.00B

Ready to Buy or Sell Real Estate?

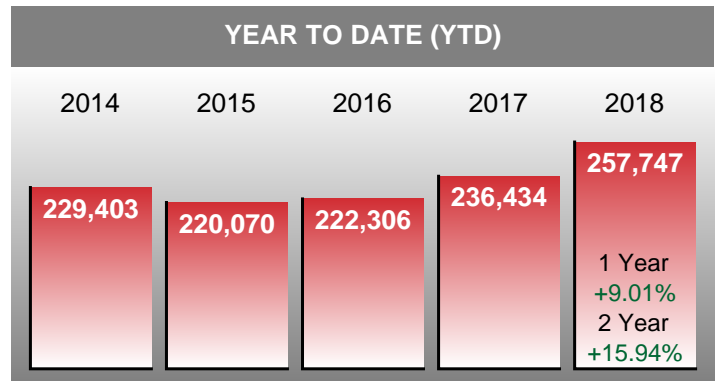
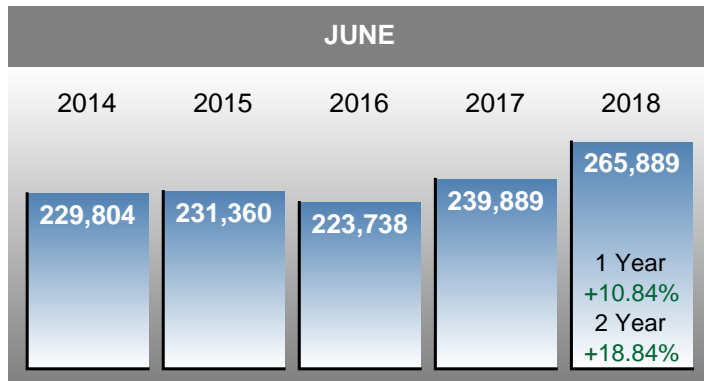
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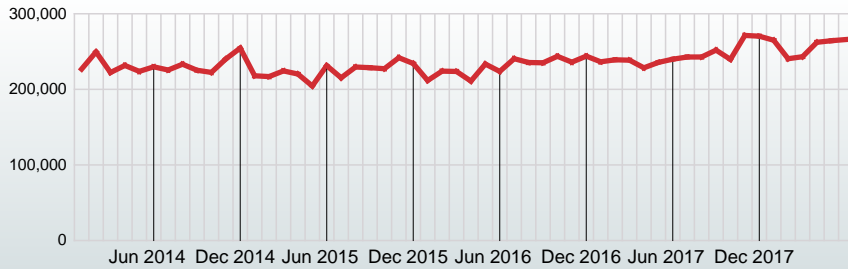
AVERAGE LIST PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 238,136

3 MONTHS



High
Nov 2017 = 271,332
Low
May 2015 = 204,490
Average List Price
this month at **265,889**,
above the 5 yr JUN
average of **238,136**

A P R	262,272
M A Y	264,345 0.79%
J U N	265,889 0.58%

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	7.81%	91,426	88,904	101,286	0	0
\$125,001 - \$150,000	25	9.29%	139,317	139,413	140,598	0	0
\$150,001 - \$175,000	32	11.90%	163,560	160,775	165,364	0	0
\$175,001 - \$250,000	81	30.11%	212,345	208,692	214,391	237,500	0
\$250,001 - \$350,000	52	19.33%	294,848	289,439	287,953	323,093	0
\$350,001 - \$450,000	32	11.90%	396,271	413,975	383,057	402,893	0
\$450,001 and up	26	9.67%	602,876	589,167	570,485	621,411	0
Average List Price			265,889	203,345	269,773	491,960	0
Total Closed Units		100%	269	96	149	24	
Total Closed Volume			71,524,271	19.52M	40.20M	11.81M	0.00B

Ready to Buy or Sell Real Estate?

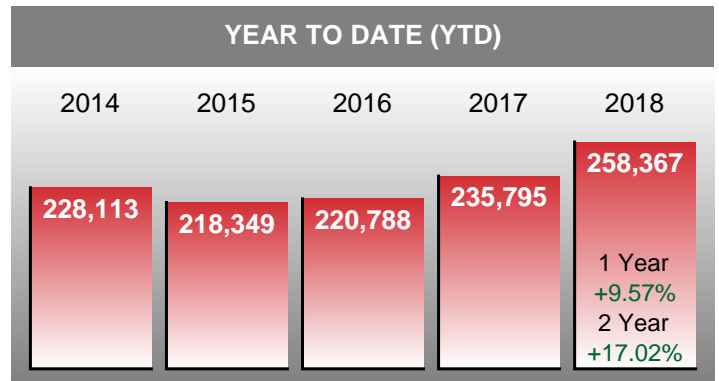
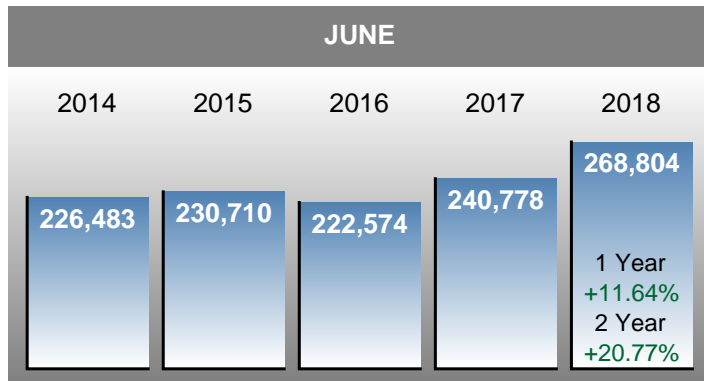
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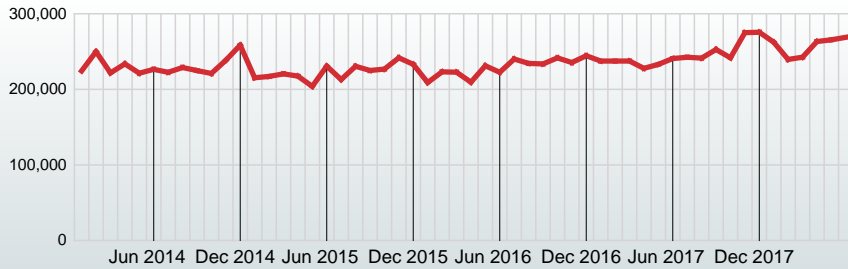
AVERAGE SOLD PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 237,870

3 MONTHS



High
Dec 2017 = 275,557
Low
May 2015 = 203,958
Average Sold Price
this month at **268,804**,
above the 5 yr JUN
average of **237,870**

A P R	263,273
M A Y	265,531
J U N	268,804
	0.86%
	1.23%

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	22	8.18%	93,670	88,332	103,011	0	0
\$125,001 - \$150,000	23	8.55%	140,007	138,979	142,917	0	0
\$150,001 - \$175,000	34	12.64%	162,581	159,029	165,067	0	0
\$175,001 - \$250,000	79	29.37%	211,920	208,184	213,851	237,000	0
\$250,001 - \$350,000	50	18.59%	291,943	288,881	289,236	324,229	0
\$350,001 - \$450,000	34	12.64%	393,419	415,344	383,570	413,250	0
\$450,001 and up	27	10.04%	621,645	590,833	595,050	655,944	0
Average Sold Price			268,804	202,799	272,090	512,417	0
Total Closed Units		100%	268,804	96	149	24	
Total Closed Volume			72,308,164	19.47M	40.54M	12.30M	0.00B

Ready to Buy or Sell Real Estate?

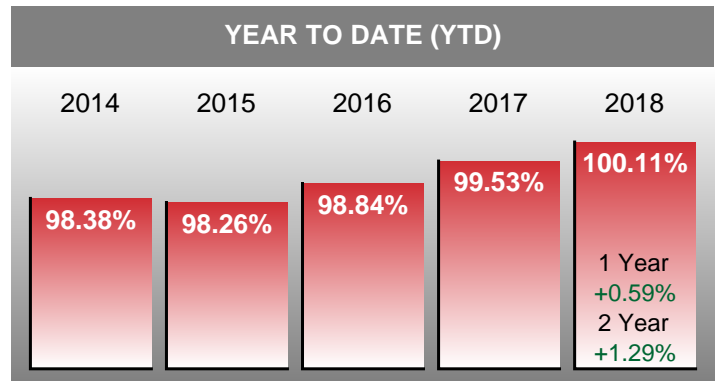
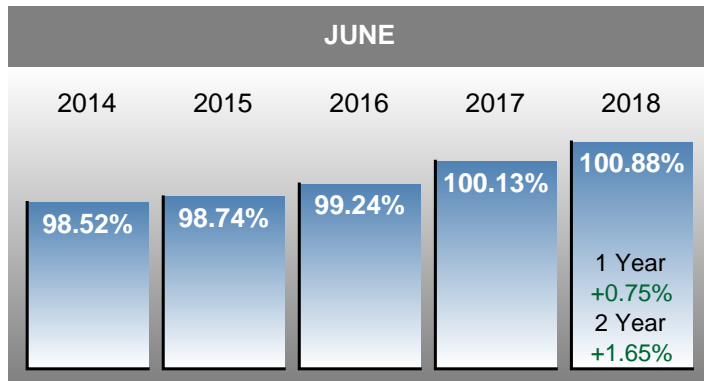
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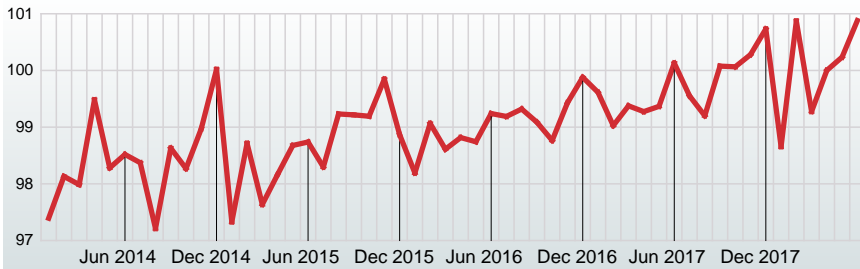
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 99.50%

3 MONTHS



High
Jun 2018 = 100.88%

Low
Aug 2014 = 97.21%

Average Sold/List Ratio this month at **100.88%**, above the 5 yr JUN average of **99.50%**

A P R	100.00%
M A Y	100.24%
J U N	100.88%
	0.23%
	0.64%

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	22	8.18%	104.10%	105.23%	102.14%	0.00%	0.00%
\$125,001 - \$150,000	23	8.55%	100.28%	99.77%	101.72%	0.00%	0.00%
\$150,001 - \$175,000	34	12.64%	99.53%	98.94%	99.94%	0.00%	0.00%
\$175,001 - \$250,000	79	29.37%	99.88%	99.96%	99.83%	99.79%	0.00%
\$250,001 - \$350,000	50	18.59%	100.28%	99.82%	100.46%	100.37%	0.00%
\$350,001 - \$450,000	34	12.64%	100.78%	100.87%	100.28%	102.38%	0.00%
\$450,001 and up	27	10.04%	104.63%	100.24%	104.60%	105.75%	0.00%
Average Sold/List Ratio			100.90%	100.57%	100.64%	103.62%	0.00%
Total Closed Units	269	100%	100.90%	96	149	24	
Total Closed Volume	72,308,164			19.47M	40.54M	12.30M	0.00B

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June 2018

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



MARKET SUMMARY

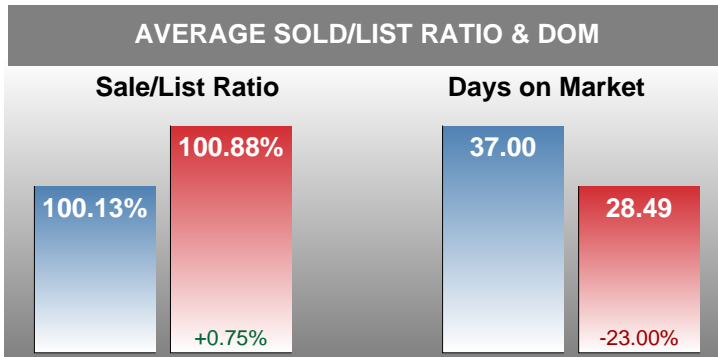
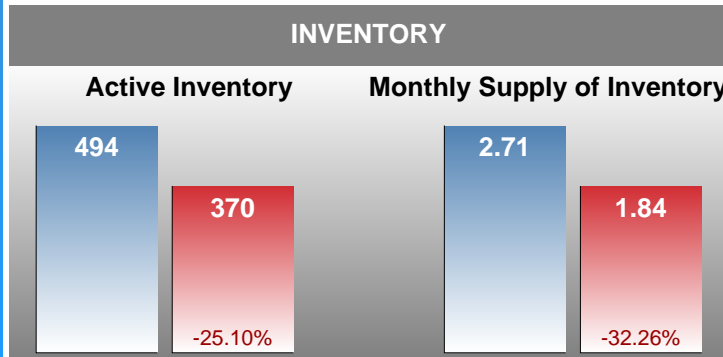
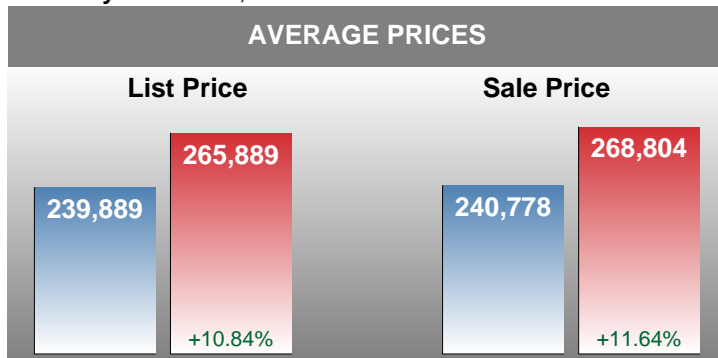
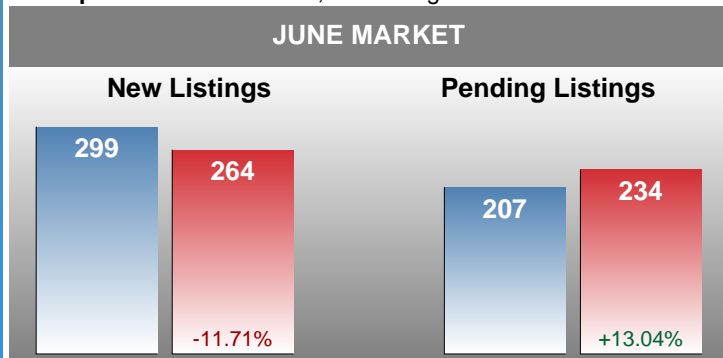


Compared Metrics	June			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	263	269	2.28%	1,105	1,174	6.24%
Pending Sales	207	234	13.04%	1,294	1,304	0.77%
New Listings	299	264	-11.71%	1,656	1,584	-4.35%
Average List Price	239,889	265,889	10.84%	236,434	257,747	9.01%
Average Sale Price	240,778	268,804	11.64%	235,795	258,367	9.57%
Average Percent of Selling Price to List Price	100.13%	100.88%	0.75%	99.53%	100.11%	0.59%
Average Days on Market to Sale	37.00	28.49	-23.00%	42.24	35.33	-16.36%
Monthly Inventory	494	370	-25.10%	494	370	-25.10%
Months Supply of Inventory	2.71	1.84	-32.26%	2.71	1.84	-32.26%

Absorption: Last 12 months, an Average of **202** Sales/Month

Inventory on June 30, 2018 = 370

2017 2018



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