



October 2017

**Richmond Metro - Consisting of Chesterfield,
Hanover, Henrico, Richmond City -
Condo/Town Property Type**

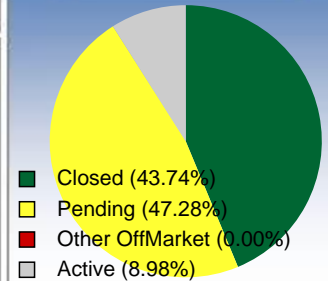


Absorption: Last 12 months, an Average of **188** Sales/Month

Active Inventory as of October 31, 2017 = **38**

	OCTOBER		
	2016	2017	+/- %
Closed Sales	148	185	25.00%
Pending Sales	159	200	25.79%
New Listings	199	221	11.06%
Median List Price	229,950	217,500	-5.41%
Median Sale Price	224,450	220,000	-1.98%
Median Percent of Selling Price to List Price	98.89%	100.00%	1.13%
Median Days on Market to Sale	22.00	12.00	-45.45%
End of Month Inventory	241	38	-84.23%
Months Supply of Inventory	1.46	0.20	-86.10%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 10, 2017

Data from the **Central Virginia Regional MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2017 decreased **84.23%** to 38 existing homes available for sale. Over the last 12 months this area has had an average of 188 closed sales per month. This represents an unsold inventory index of **0.20** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **1.98%** in October 2017 to \$220,000 versus the previous year at \$224,450.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 10.00 days or **45.45%** in October 2017 compared to last year's same month at **22.00** DOM.

Sales Success for October 2017 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 221 New Listings in October 2017, up **11.06%** from last year at 199. Furthermore, there were 185 sales this month versus last year at 148, a **25.00%** increase.

Closed versus Listed trends yielded a **83.7%** ratio, up from last year's October 2017 at **74.4%**, a **12.56%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

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Real Estate is Local

Consumers Should Consult with a REALTORS®

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®

John Le - Salesperson
Office: Non Member
Phone: (804) 422-5000
Email: jle@rarealtors.com



Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

October 2017

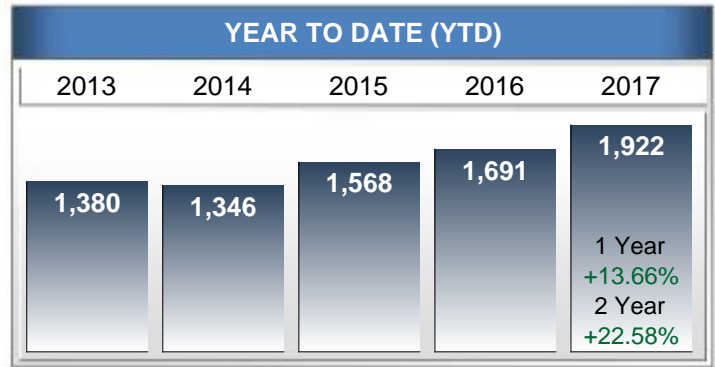
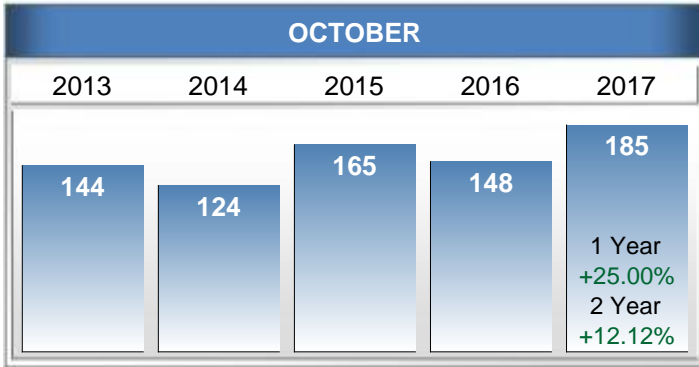
Closed Sales as of Nov 09, 2017



Closed Sales

Report Produced on: Nov 10, 2017

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5yr OCT AVG = 153 **3 MONTHS**

High
Jun 2017 = 262

Low
Feb 2014 = 79

Closed Sales this month at **185**, above the 5 yr OCT average of **153**

AUG	243
SEP	196
OCT	185
-19.34%	
-5.61%	

Closed Sales

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$100,000 and less	12	6.49%	29.0	6	6	0	0
\$100,001 - \$150,000	27	14.59%	14.0	20	7	0	0
\$150,001 - \$175,000	24	12.97%	7.5	11	13	0	0
\$175,001 - \$225,000	42	22.70%	8.0	20	22	0	0
\$225,001 - \$275,000	27	14.59%	20.0	10	16	1	0
\$275,001 - \$375,000	31	16.76%	19.0	9	16	6	0
\$375,001 and up	22	11.89%	14.5	4	12	5	1
Total Closed Units: 185				80	92	12	1
Total Closed Volume: 44,625,118				15.77M	23.16M	5.03M	670.00K
Median Closed Price: \$220,000				\$179,450	\$224,000	\$338,127	\$670,000



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

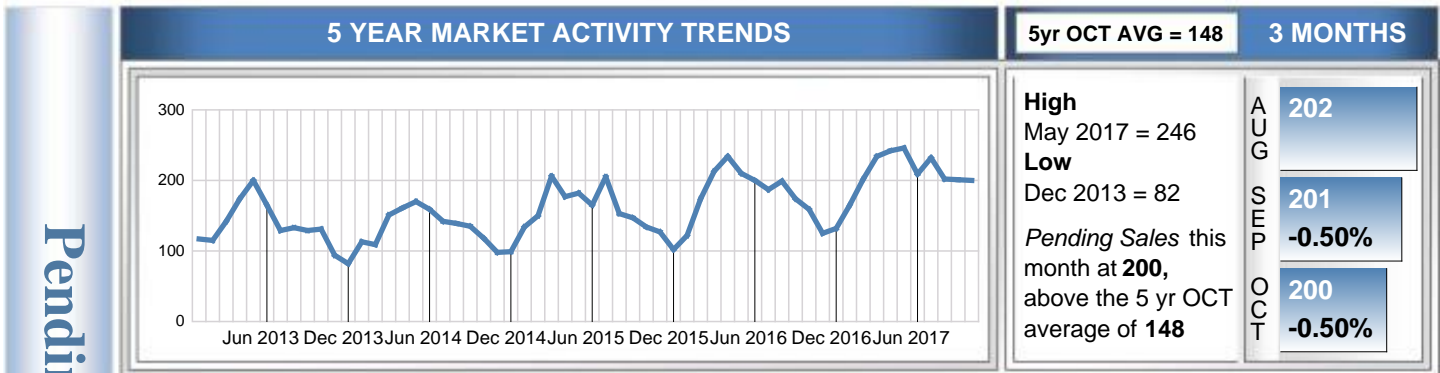
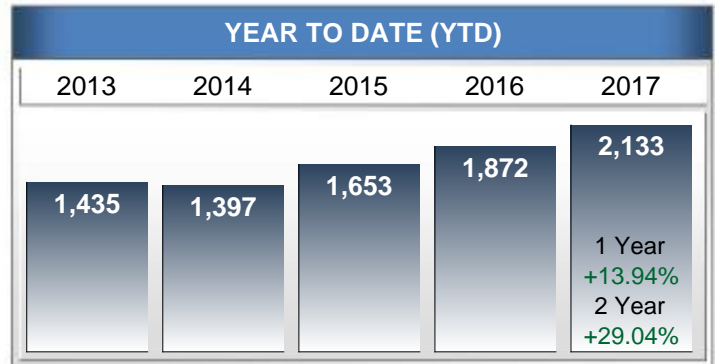
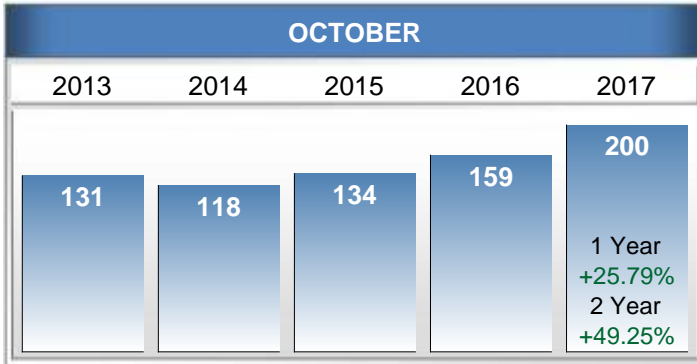
Pending Sales as of Nov 09, 2017



Pending Sales

Report Produced on: Nov 10, 2017

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



Pending Sales

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

PENDING SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$100,000 and less	16	8.00%	17.0	10	6	0	0
\$100,001 - \$150,000	29	14.50%	31.0	18	11	0	0
\$150,001 - \$175,000	17	8.50%	22.0	3	14	0	0
\$175,001 - \$275,000	61	30.50%	10.0	22	37	2	0
\$275,001 - \$325,000	30	15.00%	21.0	8	19	3	0
\$325,001 - \$425,000	26	13.00%	10.5	3	21	2	0
\$425,001 and up	21	10.50%	42.0	2	13	6	0
Total Pending Units: 200				18.0			
Total Pending Volume: 52,294,726				66 121 13 0.00B			
Median Listing Price: \$235,000				\$184,975 \$262,555 \$352,225 \$0			



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

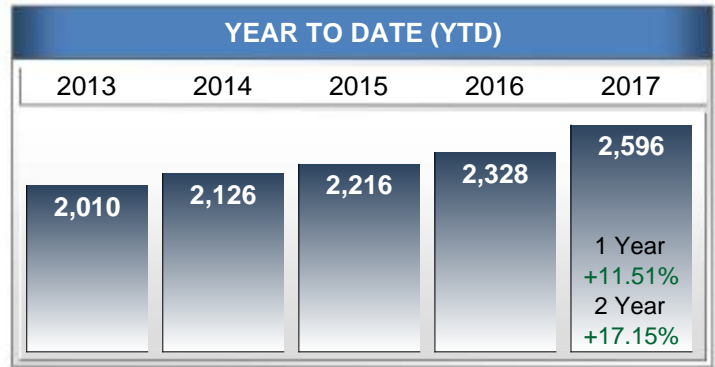
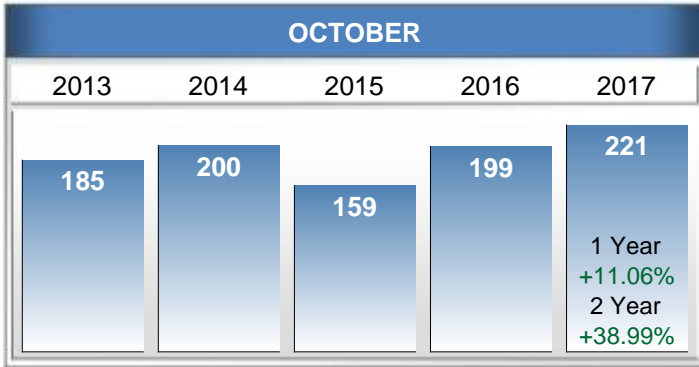
New Listings as of Nov 09, 2017



New Listings

Report Produced on: Nov 10, 2017

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



New Listings
Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



5yr OCT AVG = 193	3 MONTHS										
High Mar 2016 = 319 Low Dec 2015 = 104 <i>New Listings</i> this month at 221 , above the 5 yr OCT average of 193	<table border="1"> <tr> <td>AUG</td> <td>218</td> </tr> <tr> <td>SEP</td> <td>257</td> </tr> <tr> <td>OCT</td> <td>221</td> </tr> <tr> <td colspan="2">17.89%</td> </tr> <tr> <td colspan="2">-14.01%</td> </tr> </table>	AUG	218	SEP	257	OCT	221	17.89%		-14.01%	
AUG	218										
SEP	257										
OCT	221										
17.89%											
-14.01%											

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$100,000 and less	11	4.98%	7	4	0	0	
\$100,001 - \$150,000	26	11.76%	21	5	0	0	
\$150,001 - \$175,000	23	10.41%	7	16	0	0	
\$175,001 - \$250,000	74	33.48%	31	43	0	0	
\$250,001 - \$300,000	22	9.95%	10	12	0	0	
\$300,001 - \$375,000	41	18.55%	9	29	3	0	
\$375,001 and up	24	10.86%	1	16	7	0	
Total New Listed Units:			221	86	125	10	0.00B
Total New Listed Volume:			54,560,584	16.70M	33.26M	4.60M	0.00B
Median New Listed Listing Price:			\$224,950	\$185,000	\$243,485	\$446,171	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

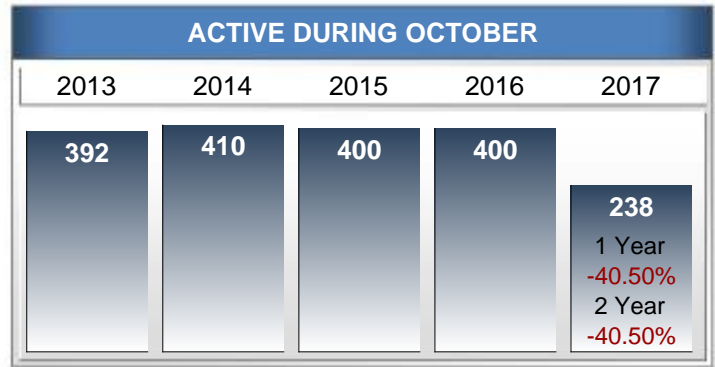
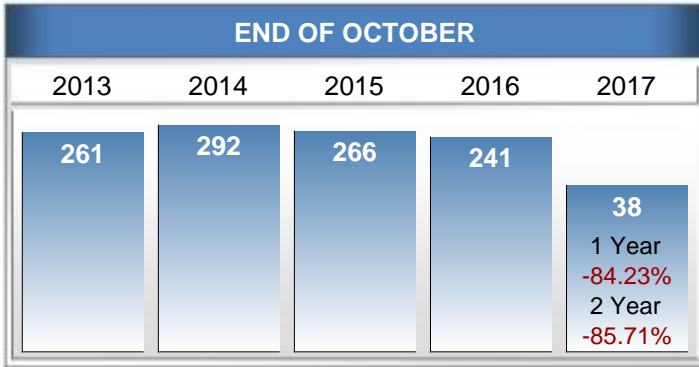
Active Inventory as of Nov 09, 2017



Active Inventory

Report Produced on: Nov 10, 2017

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



Active Inventory



5yr OCT AVG = 220	3 MONTHS										
High Apr 2015 = 356 Low Oct 2017 = 38 Inventory this month at 38 , below the 5 yr OCT average of 220	<table border="1"> <tr> <td>AUG</td> <td>184</td> </tr> <tr> <td>SEP</td> <td>124</td> </tr> <tr> <td>OCT</td> <td>38</td> </tr> <tr> <td colspan="2">-32.61%</td> </tr> <tr> <td colspan="2">-69.35%</td> </tr> </table>	AUG	184	SEP	124	OCT	38	-32.61%		-69.35%	
AUG	184										
SEP	124										
OCT	38										
-32.61%											
-69.35%											

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$100,000 and less	3	7.89%	2.0	1	2	0	0		
\$100,001 - \$100,000	0	0.00%	2.0	0	0	0	0		
\$100,001 - \$175,000	12	31.58%	34.5	9	3	0	0		
\$175,001 - \$225,000	6	15.79%	20.0	1	5	0	0		
\$225,001 - \$275,000	7	18.42%	18.0	2	5	0	0		
\$275,001 - \$325,000	6	15.79%	61.5	2	4	0	0		
\$325,001 and up	4	10.53%	42.0	0	3	1	0		
Total Active Inventory by Units:				38	24.5	15	22	1	0
Total Active Inventory by Volume:				8,277,355		2.48M	5.24M	557.50K	0.00B
Median Active Inventory Listing Price:				\$214,645		\$126,900	\$228,105	\$557,500	\$0



Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

October 2017

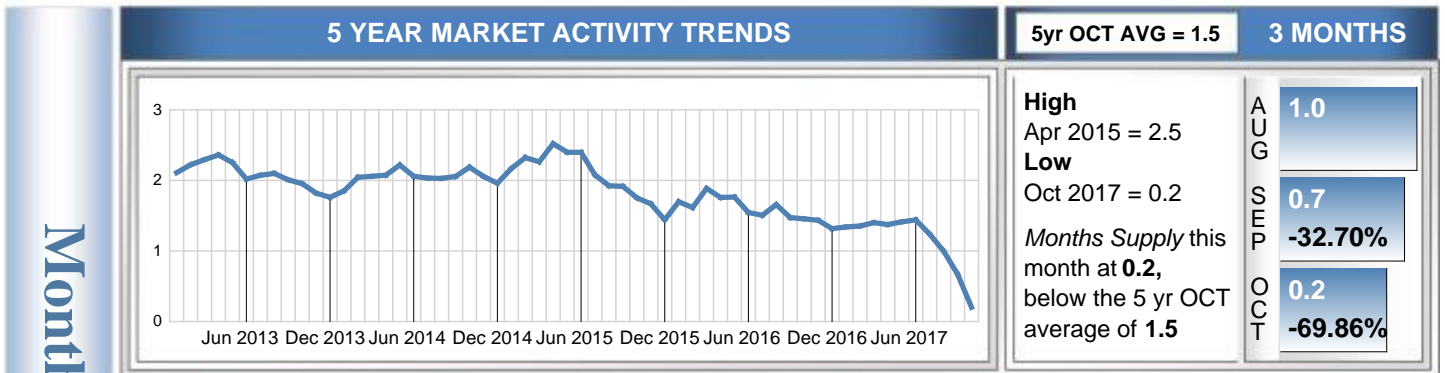
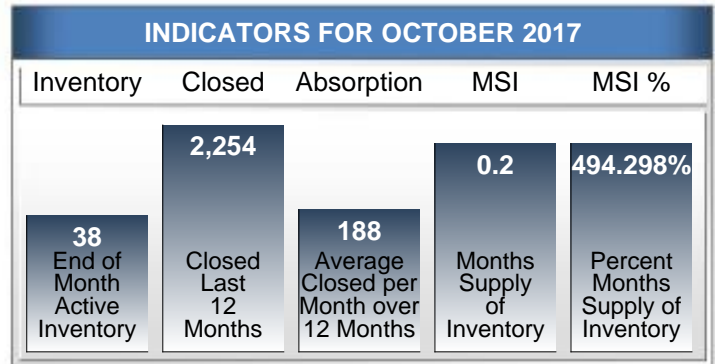
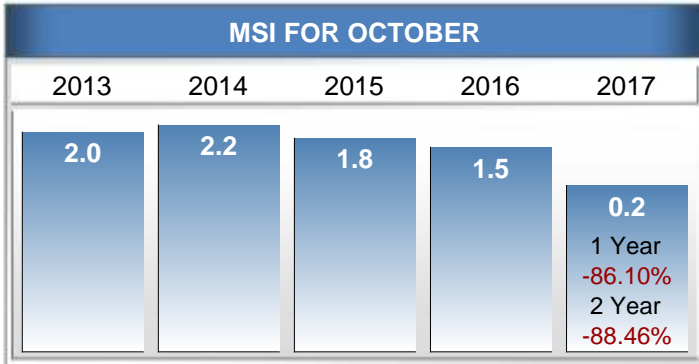
Active Inventory as of Nov 09, 2017



Months Supply of Inventory

Report Produced on: Nov 10, 2017

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



Months Supply

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$100,000 and less	3	7.89%	0.3	0.1	0.5	0.0	0.0
\$100,001 - \$100,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$100,001 - \$175,000	12	31.58%	0.3	0.3	0.2	0.0	0.0
\$175,001 - \$225,000	6	15.79%	0.2	0.1	0.2	0.0	0.0
\$225,001 - \$275,000	7	18.42%	0.2	0.2	0.2	0.0	0.0
\$275,001 - \$325,000	6	15.79%	0.3	0.3	0.3	0.0	0.0
\$325,001 and up	4	10.53%	0.1	0.0	0.2	0.2	0.0
MSI:	0.2			0.2	0.2	0.1	0.0
Total Active Inventory:	38			15	22	1	0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

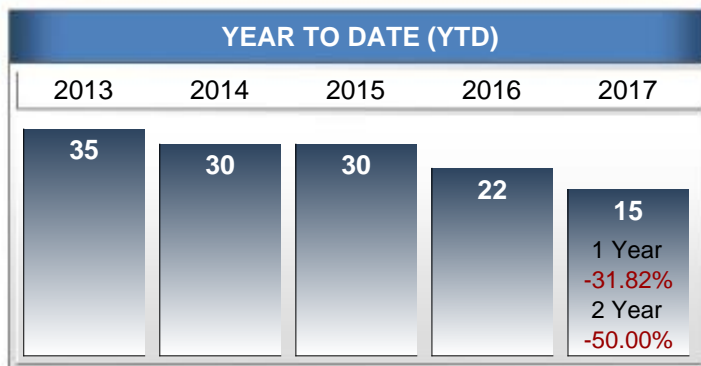
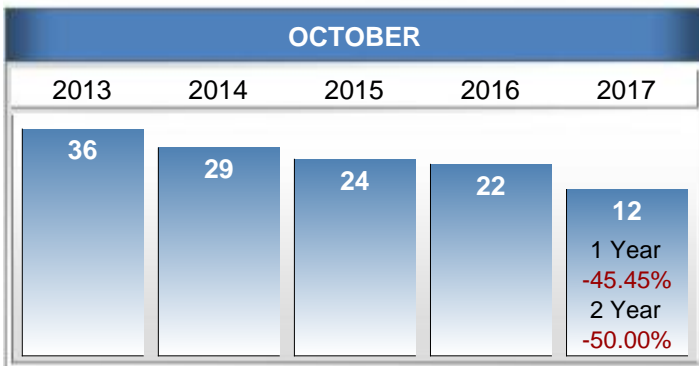
Closed Sales as of Nov 09, 2017



Median Days on Market to Sale

Report Produced on: Nov 10, 2017

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



Median Days on Market
 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR



5yr OCT AVG = 25	3 MONTHS										
High Feb 2015 = 55 Low Aug 2017 = 11 Median DOM this month at 12, below the 5 yr OCT average of 25	<table border="1"> <tr> <td>AUG</td> <td>11</td> </tr> <tr> <td>SEP</td> <td>15</td> </tr> <tr> <td>OCT</td> <td>12</td> </tr> <tr> <td colspan="2">31.82%</td> </tr> <tr> <td colspan="2">-17.24%</td> </tr> </table>	AUG	11	SEP	15	OCT	12	31.82%		-17.24%	
AUG	11										
SEP	15										
OCT	12										
31.82%											
-17.24%											

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range				%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$100,000 and less	12			6.49%	29.0	23.0	43.0	0.0	0.0
\$100,001 - \$150,000	27			14.59%	14.0	17.0	6.0	0.0	0.0
\$150,001 - \$175,000	24			12.97%	7.5	6.0	8.0	0.0	0.0
\$175,001 - \$225,000	42			22.70%	8.0	13.0	7.0	0.0	0.0
\$225,001 - \$275,000	27			14.59%	20.0	14.0	22.0	14.0	0.0
\$275,001 - \$375,000	31			16.76%	19.0	47.0	9.0	20.0	0.0
\$375,001 and up	22			11.89%	14.5	14.5	23.5	1.0	37.0
Median Closed DOM:	12.0					16.5	10.0	5.5	37.0
Total Closed Units:	185					80	92	12	1
Total Closed Volume:	44,625,118					15.77M	23.16M	5.03M	670.00K



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

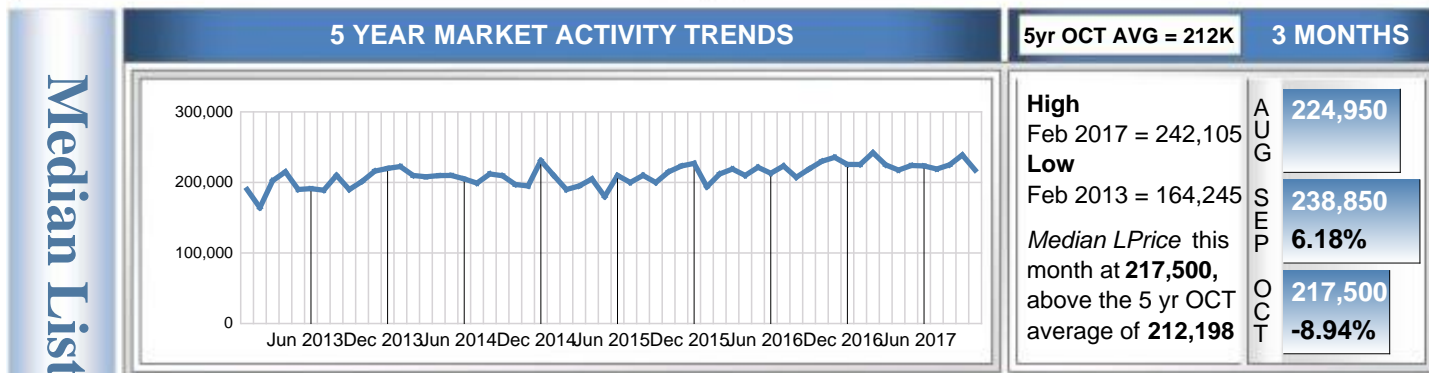
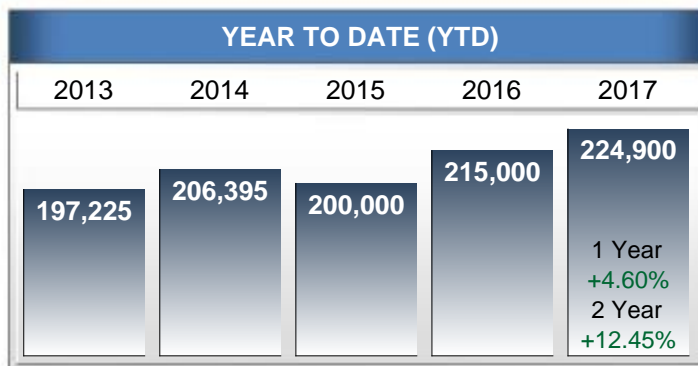
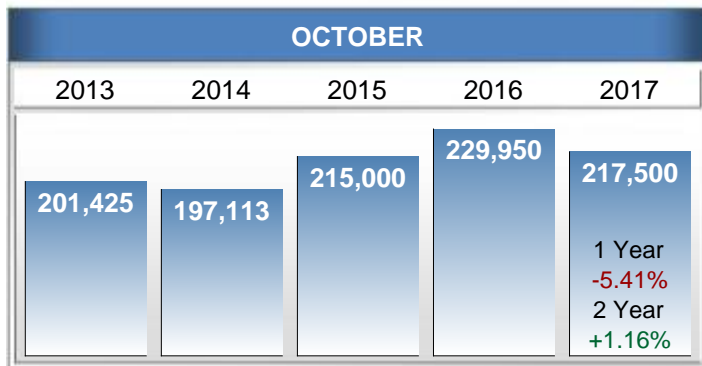
Closed Sales as of Nov 09, 2017



Median List Price at Closing

Report Produced on: Nov 10, 2017

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



Median List Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$100,000 and less	10		5.41%	78,975	76,475	78,975	0	0
\$100,001 - \$150,000	28		15.14%	129,250	129,000	137,500	0	0
\$150,001 - \$175,000	25		13.51%	165,000	160,500	167,500	0	0
\$175,001 - \$225,000	41		22.16%	195,570	193,975	195,570	0	0
\$225,001 - \$275,000	30		16.22%	239,975	254,900	235,700	234,950	0
\$275,001 - \$375,000	30		16.22%	299,450	294,475	299,280	310,115	0
\$375,001 and up	21		11.35%	439,900	432,142	424,900	489,900	685,000
Median List Price:		\$217,500			\$179,950	\$224,925	\$316,563	\$685,000
Total Closed Units:		185			80	92	12	1
Total List Volume:		44,230,938			15.86M	23.03M	4.66M	685.00K



Monthly Inventory Analysis

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October 2017

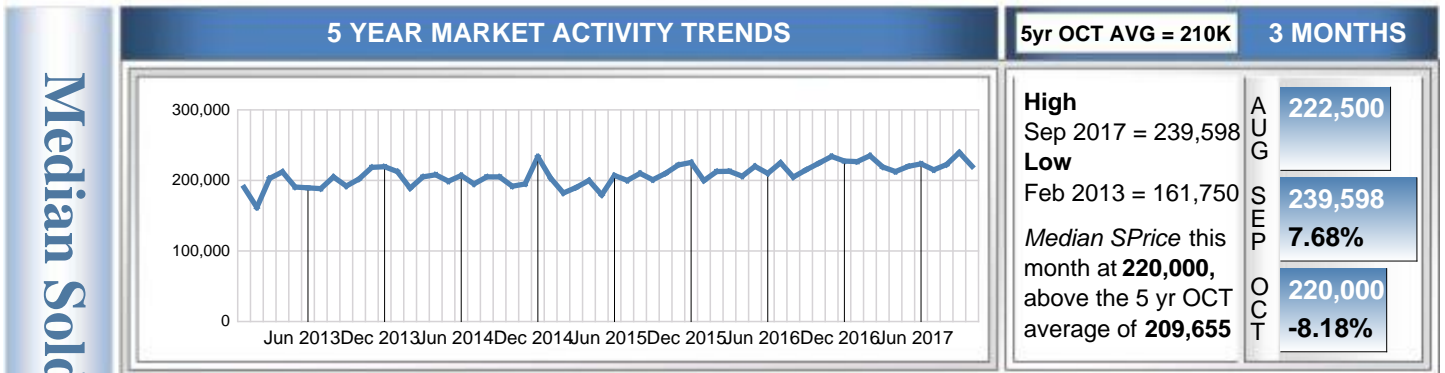
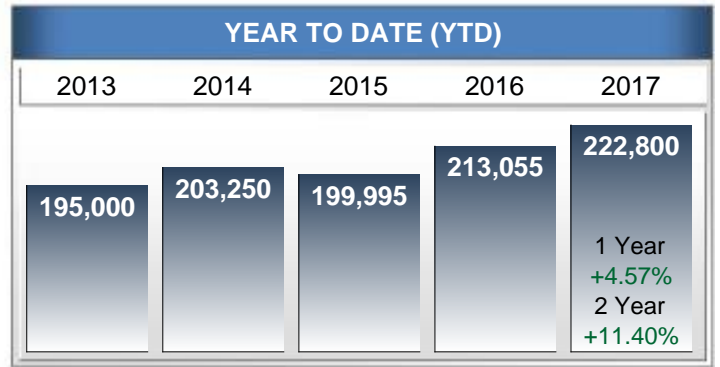
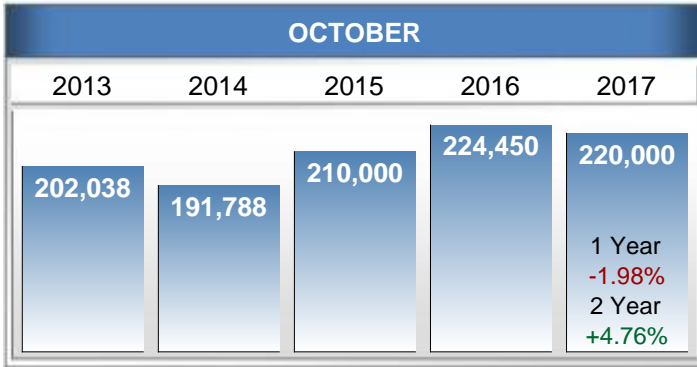
Closed Sales as of Nov 09, 2017



Median Sold Price at Closing

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Median Sold Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$100,000 and less	12		6.49%	81,475	89,750	75,975	0	0
\$100,001 - \$150,000	27		14.59%	129,500	128,750	137,500	0	0
\$150,001 - \$175,000	24		12.97%	165,000	165,000	165,000	0	0
\$175,001 - \$225,000	42		22.70%	198,975	198,975	197,760	0	0
\$225,001 - \$275,000	27		14.59%	239,950	247,500	238,883	234,950	0
\$275,001 - \$375,000	31		16.76%	307,545	286,578	301,634	315,225	0
\$375,001 and up	22		11.89%	433,450	423,500	417,176	532,870	670,000
Median Closed Price:	\$220,000				\$179,450	\$224,000	\$338,127	\$670,000
Total Closed Units:	185				80	92	12	1
Total Closed Volume:	44,625,118				15.77M	23.16M	5.03M	670.00K



Monthly Inventory Analysis

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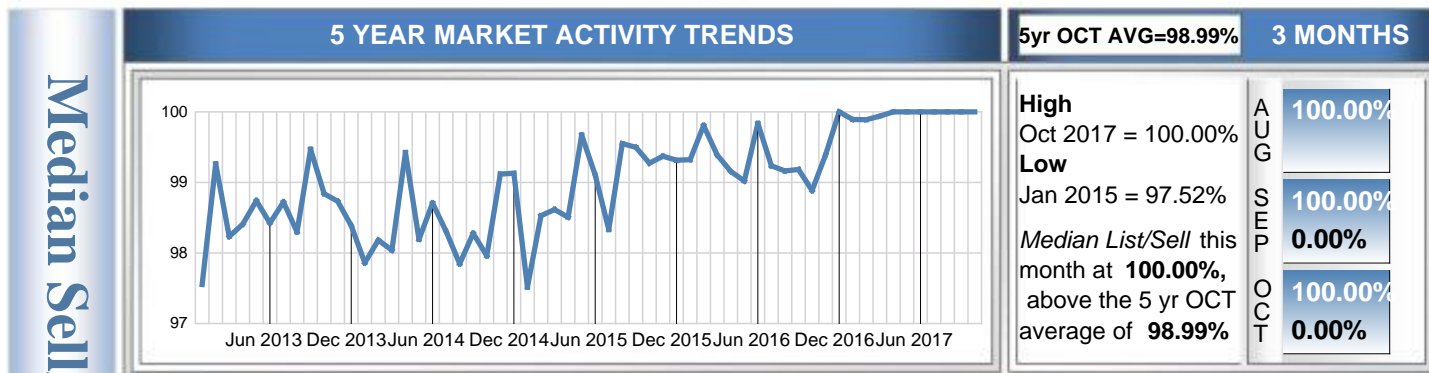
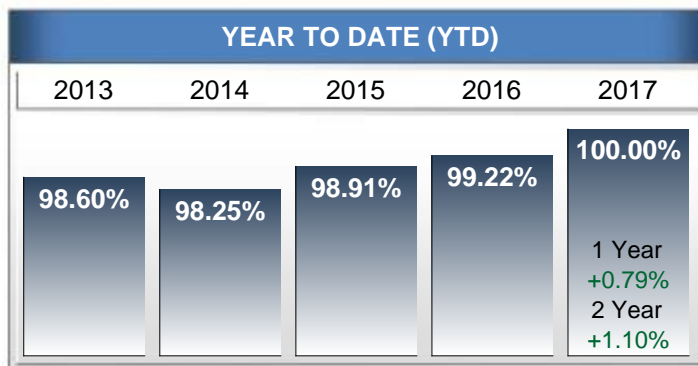
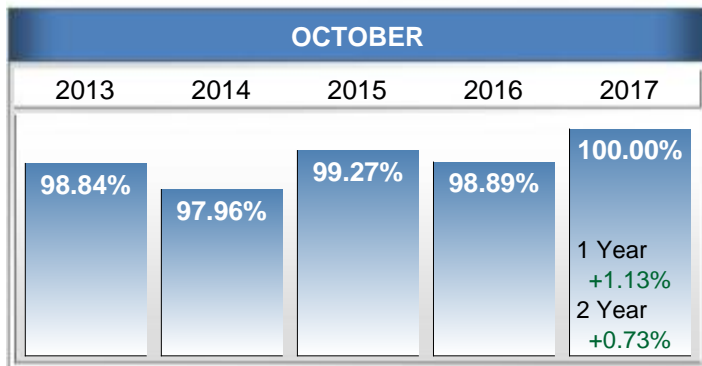
Closed Sales as of Nov 09, 2017



Median Percent of Selling Price to List Price

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Median Sell/List Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

MEDIAN S/L% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median S/L% by Price Range		%	MS/L%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$100,000 and less	12	6.49%	94.53%	93.95%	95.73%	0.00%	0.00%
\$100,001 - \$150,000	27	14.59%	99.22%	98.88%	100.00%	0.00%	0.00%
\$150,001 - \$175,000	24	12.97%	100.00%	100.00%	100.00%	0.00%	0.00%
\$175,001 - \$225,000	42	22.70%	100.00%	99.97%	100.00%	0.00%	0.00%
\$225,001 - \$275,000	27	14.59%	100.00%	100.00%	99.91%	100.00%	0.00%
\$275,001 - \$375,000	31	16.76%	100.39%	100.19%	100.26%	101.43%	0.00%
\$375,001 and up	22	11.89%	99.74%	97.09%	99.74%	108.77%	97.81%
Median List/Sell Ratio:	100.00%			99.52%	100.00%	101.43%	97.81%
Total Closed Units:	185			80	92	12	1
Total Closed Volume:	44,625,118			15.77M	23.16M	5.03M	670.00K



Monthly Inventory Analysis

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October 2017

Inventory as of Nov 09, 2017



Market Summary

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Absorption: Last 12 months, an Average of **188** Sales/Month

Active Inventory as of October 31, 2017 = **38**

	OCTOBER			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	148	185	25.00%	1,691	1,922	13.66%
Pending Sales	159	200	25.79%	1,872	2,133	13.94%
New Listings	199	221	11.06%	2,328	2,596	11.51%
Median List Price	229,950	217,500	-5.41%	215,000	224,900	4.60%
Median Sale Price	224,450	220,000	-1.98%	213,055	222,800	4.57%
Median Percent of Selling Price to List Price	98.89%	100.00%	1.13%	99.22%	100.00%	0.79%
Median Days on Market to Sale	22.00	12.00	-45.45%	22.00	15.00	-31.82%
Monthly Inventory	241	38	-84.23%	241	38	-84.23%
Months Supply of Inventory	1.46	0.20	-86.10%	1.46	0.20	-86.10%

