



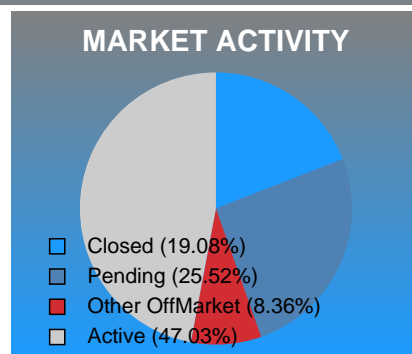
January 2018

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



MONTHLY INVENTORY ANALYSIS

Compared Metrics	January		
	2017	2018	+/-%
Closed Listings	713	753	5.61%
Pending Listings	908	1,007	10.90%
New Listings	1,222	1,193	-2.37%
Average List Price	268,376	287,356	7.07%
Average Sale Price	264,541	283,540	7.18%
Average Percent of List Price to Selling Price	98.78%	98.93%	0.15%
Average Days on Market to Sale	53.17	41.66	-21.64%
End of Month Inventory	2,384	1,856	-22.15%
Months Supply of Inventory	2.17	1.58	-27.23%



Absorption: Last 12 months, an Average of **1,173** Sales/Month
Active Inventory as of January 31, 2018 = **1,856**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2018 decreased **22.15%** to 1,856 existing homes available for sale. Over the last 12 months this area has had an average of 1,173 closed sales per month. This represents an unsold inventory index of **1.58** 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 **7.18%** in January 2018 to \$283,540 versus the previous year at \$264,541.

Average Days on Market Shortens

The average number of **41.66** days that homes spent on the market before selling decreased by 11.50 days or **21.64%** in January 2018 compared to last year's same month at **53.17** DOM.

Sales Success for January 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 1,193 New Listings in January 2018, down **2.37%** from last year at 1,222. Furthermore, there were 753 Closed Listings this month versus last year at 713, a **5.61%** increase.

Closed versus Listed trends yielded a **63.1%** ratio, up from previous year's, January 2017, at **58.3%**, a **8.18%** 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

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

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®

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

January 2018

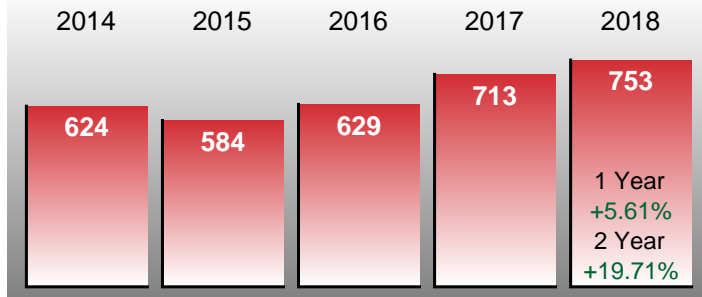
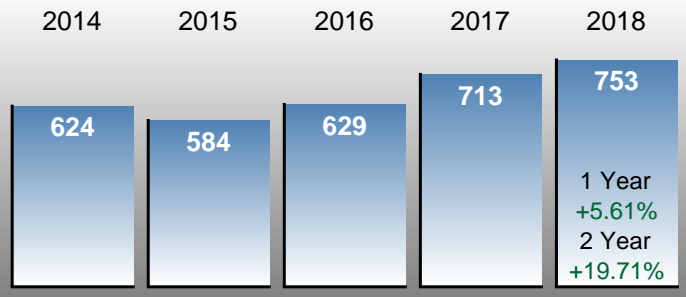
Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



CLOSED LISTINGS

JANUARY

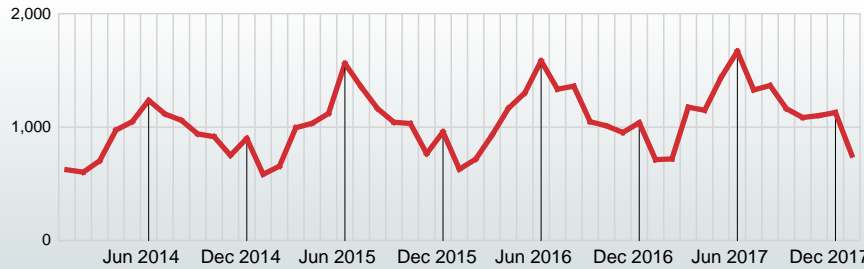
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 661

3 MONTHS



High
Jun 2017 = 1,669
Low
Jan 2015 = 584
Closed Listings
this month at **753**,
above the 5 yr JAN
average of **661**

NOV	1,102
DEC	1,129
JAN	753
	2.45%
	-33.30%

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	47	6.24%	36.9	10	32	5	0
\$100,001 - \$150,000	81	10.76%	34.7	12	61	8	0
\$150,001 - \$200,000	143	18.99%	32.3	5	97	39	2
\$200,001 - \$275,000	176	23.37%	39.0	4	86	81	5
\$275,001 - \$350,000	124	16.47%	44.1	4	37	72	11
\$350,001 - \$475,000	102	13.55%	47.3	2	29	45	26
\$475,001 and up	80	10.62%	63.3	0	10	29	41
Total Closed Units	753			37	352	279	85
Total Closed Volume	213,505,352	100%	41.7	5.96M	75.56M	86.28M	45.70M
Average Closed Price	\$283,540			\$161,166	\$214,670	\$309,249	\$537,621

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



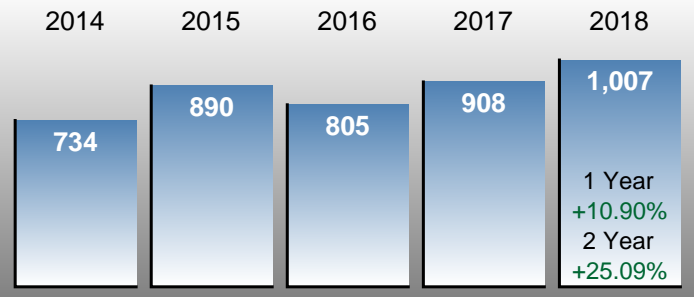
January 2018

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type

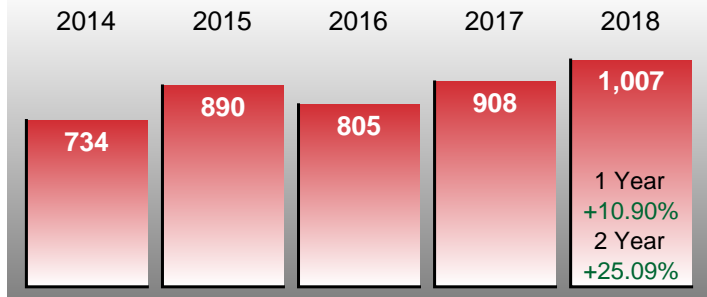


PENDING LISTINGS

JANUARY



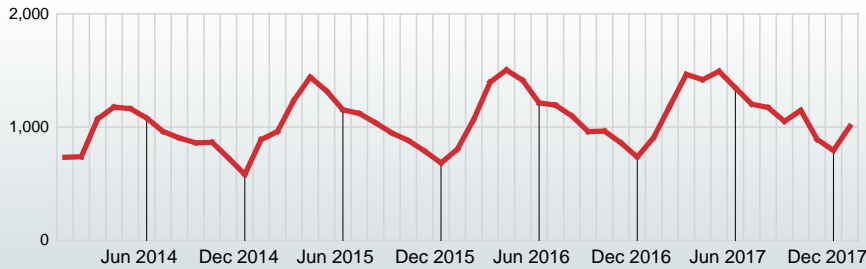
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

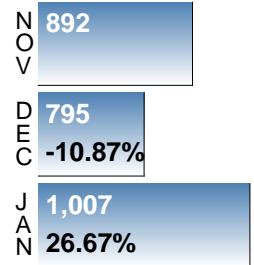
5yr JAN AVG = 869

3 MONTHS



High
Apr 2016 = 1,504
Low
Dec 2014 = 583

Pending Listings
this month at **1,007**,
above the 5 yr JAN
average of **869**



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	92	9.14%	47.5	27	55	9	1
\$125,001 - \$175,000	129	12.81%	40.4	16	94	18	1
\$175,001 - \$200,000	103	10.23%	48.0	4	71	27	1
\$200,001 - \$275,000	247	24.53%	42.7	4	118	110	15
\$275,001 - \$350,000	201	19.96%	38.2	4	66	98	33
\$350,001 - \$475,000	136	13.51%	66.1	0	27	70	39
\$475,001 and up	99	9.83%	58.5	0	13	38	48
Total Pending Units	1,007			55	444	370	138
Total Pending Volume	287,261,872	100%	53.0	7.58M	98.98M	116.90M	63.79M
Average Listing Price	\$229,407			\$137,907	\$222,937	\$315,946	\$462,270

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

January 2018

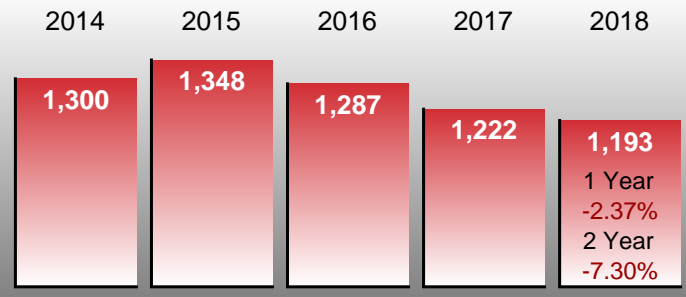
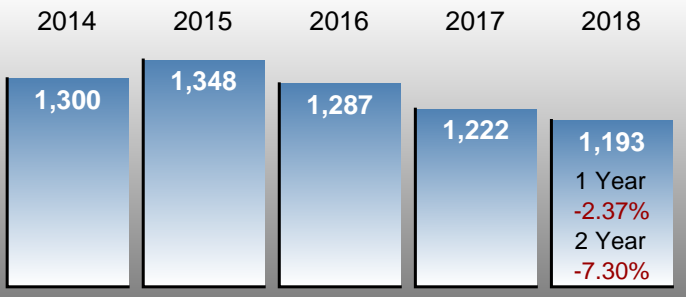
Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



NEW LISTINGS

JANUARY

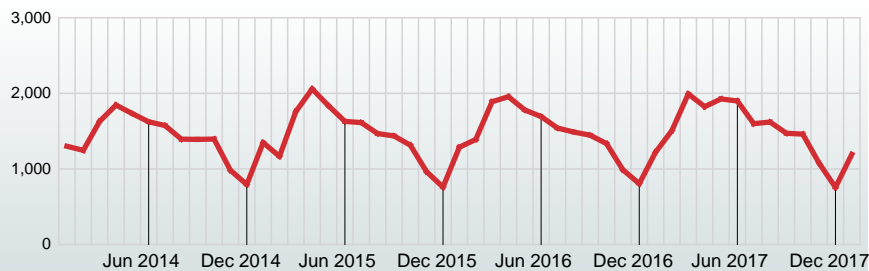
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 1,270

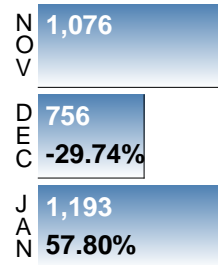
3 MONTHS



High
Apr 2015 = 2,058

Low
Dec 2017 = 756

New Listings
this month at **1,193**,
below the 5 yr JAN
average of **1,270**



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	86	7.21%	23	50	12	1
\$125,001 - \$175,000	133	11.15%	17	92	23	1
\$175,001 - \$225,000	161	13.50%	9	101	49	2
\$225,001 - \$325,000	334	28.00%	6	143	161	24
\$325,001 - \$400,000	190	15.93%	1	48	101	40
\$400,001 - \$550,000	155	12.99%	0	31	66	58
\$550,001 and up	134	11.23%	0	14	40	80
Total New Listed Units	1,193		56	479	452	206
Total New Listed Volume	397,503,685	100%	8.33M	118.07M	155.75M	115.36M
Average New Listed Listing Price	\$334,152		\$148,766	\$246,489	\$344,577	\$559,980

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



January 2018

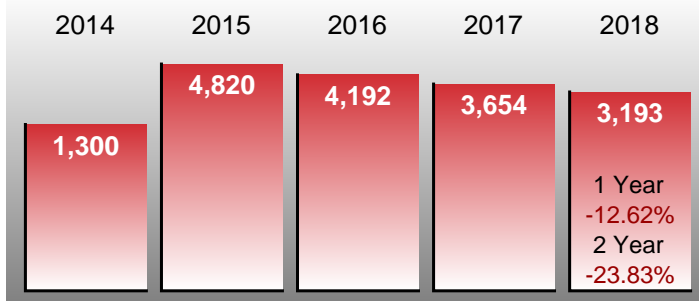
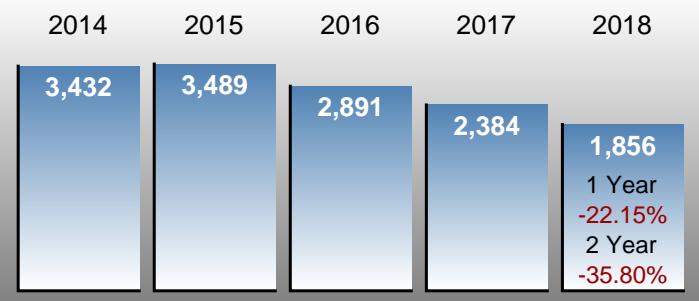
Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



ACTIVE INVENTORY

END OF JANUARY

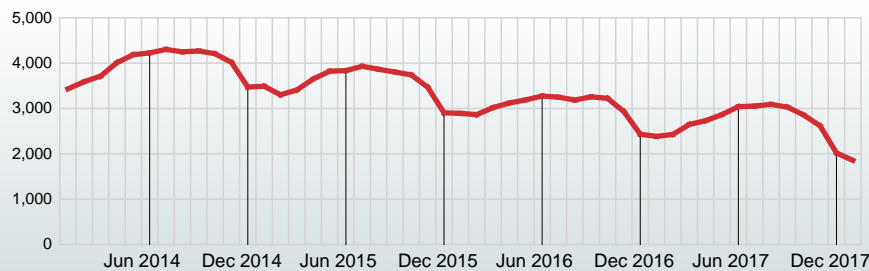
ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 2,810

3 MONTHS



High
Jul 2014 = 4,302
Low
Jan 2018 = 1,856
Inventory
this month at **1,856**,
below the 5 yr JAN
average of **2,810**

NOV	2,616
DEC	2,019 -22.82%
JAN	1,856 -8.07%

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	115	6.20%	78.4	37	64	14	0
\$125,001 - \$200,000	260	14.01%	63.1	21	188	47	4
\$200,001 - \$275,000	289	15.57%	69.0	7	140	124	18
\$275,001 - \$375,000	441	23.76%	71.4	10	125	242	64
\$375,001 - \$475,000	305	16.43%	93.6	3	56	148	98
\$475,001 - \$625,000	244	13.15%	108.6	0	25	108	111
\$625,001 and up	202	10.88%	127.9	0	12	63	127
Total Active Inventory by Units	1,856			78	610	746	422
Total Active Inventory by Volume	702,861,571	100%	85.0	12.98M	156.24M	290.26M	243.38M
Average Active Inventory Listing Price	\$378,697			\$166,375	\$256,124	\$389,094	\$576,740

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



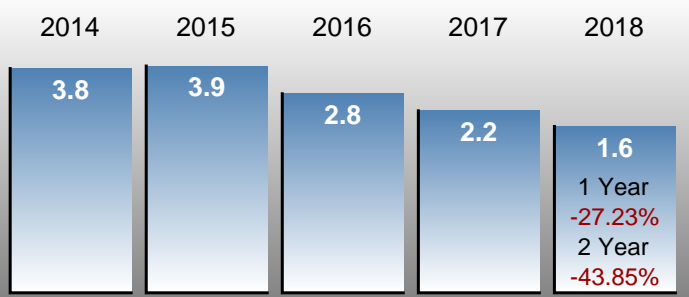
January 2018

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



MONTHS SUPPLY of INVENTORY (MSI)

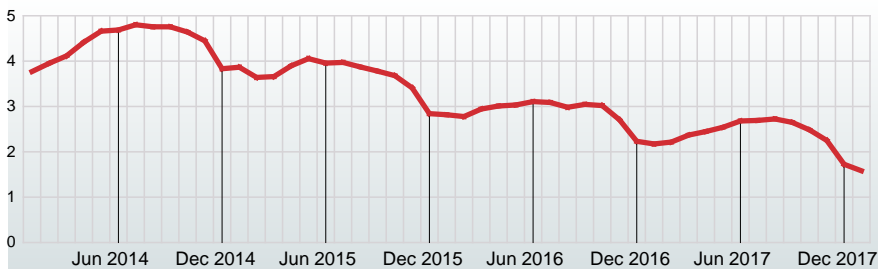
MSI FOR JANUARY



INDICATORS FOR JANUARY 2018

Inventory	Closed	Absorption	MSI	MSI %
1,856	14,078	1,173	1.6	63.209%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 2.8

3 MONTHS

High

Jul 2014 = 4.8

Low

Jan 2018 = 1.6

Months Supply this month at 1.6, below the 5 yr JAN average of 2.8

NOV

2.3

DEC

1.7

-23.32%

JAN

1.6

-8.33%

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	115	6.20%	1.2	1.5	1.1	1.1	0.0
\$125,001 - \$200,000	260	14.01%	0.9	1.1	0.9	0.8	1.1
\$200,001 - \$275,000	289	15.57%	1.0	0.8	1.0	0.9	1.5
\$275,001 - \$375,000	441	23.76%	1.8	3.4	1.8	1.7	1.8
\$375,001 - \$475,000	305	16.43%	2.4	2.6	2.5	2.5	2.3
\$475,001 - \$625,000	244	13.15%	3.2	0.0	2.5	3.7	3.2
\$625,001 and up	202	10.88%	4.3	0.0	2.6	4.4	4.6
Market Supply of Inventory (MSI)	1.6	100%	1.6	1.4	1.2	1.7	2.7
Total Active Inventory by Units	1,856			78	610	746	422

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

January 2018

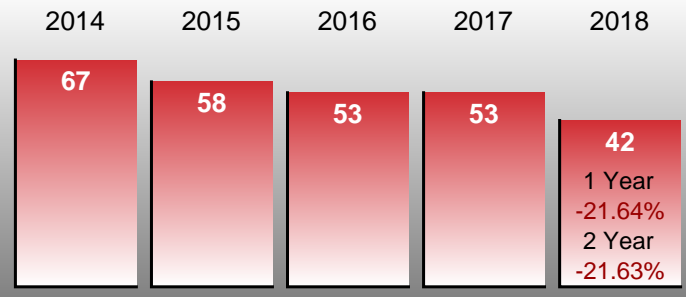
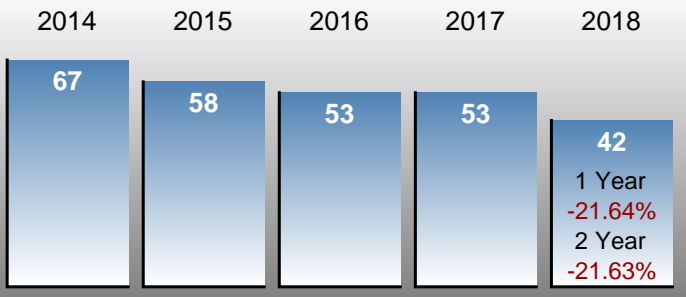
Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



AVERAGE DAYS ON MARKET TO SALE

JANUARY

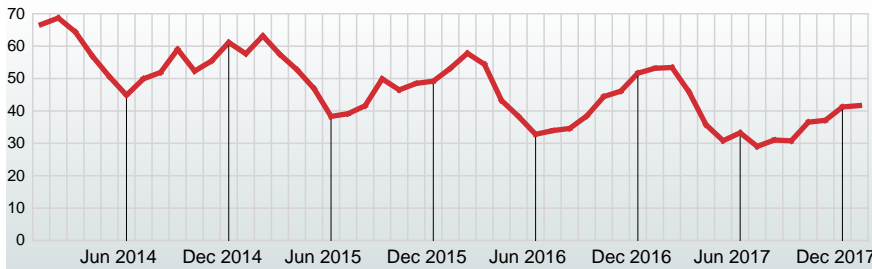
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

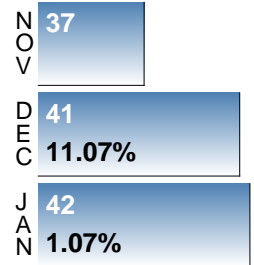
5yr JAN AVG = 54

3 MONTHS



High
Feb 2014 = 69
Low
Jul 2017 = 29

Average Days on Market this month at **42**, below the 5 yr JAN average of **54**



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	47	6.24%	36.9	34.3	39.0	28.8	0.0
\$100,001 - \$150,000	81	10.76%	34.7	22.6	33.3	63.5	0.0
\$150,001 - \$200,000	143	18.99%	32.3	44.0	32.9	28.5	43.5
\$200,001 - \$275,000	176	23.37%	39.0	16.0	37.2	39.9	75.0
\$275,001 - \$350,000	124	16.47%	44.1	23.5	30.1	42.7	107.5
\$350,001 - \$475,000	102	13.55%	47.3	1.0	41.0	43.9	63.7
\$475,001 and up	80	10.62%	63.3	0.0	18.9	64.4	73.3
Average Closed DOM			41.7	26.9	34.5	42.7	74.2
Total Closed Units		100%	41.7	37	352	279	85
Total Closed Volume			213,505,352	5.96M	75.56M	86.28M	45.70M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

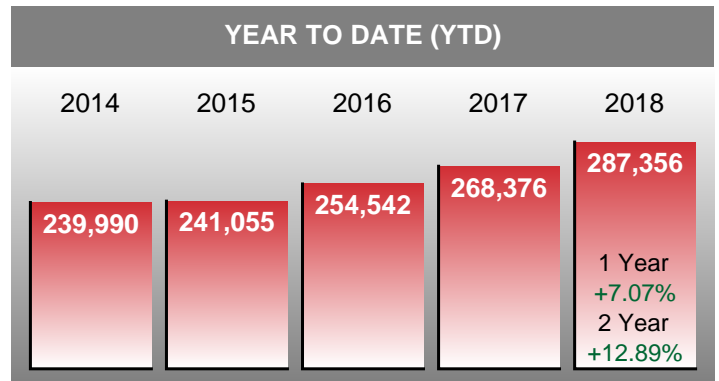
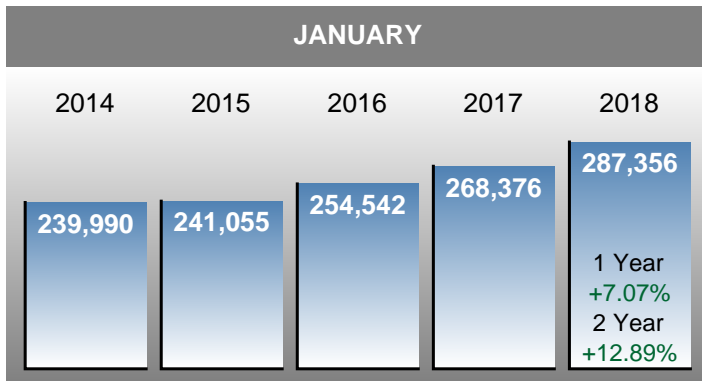


January 2018

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



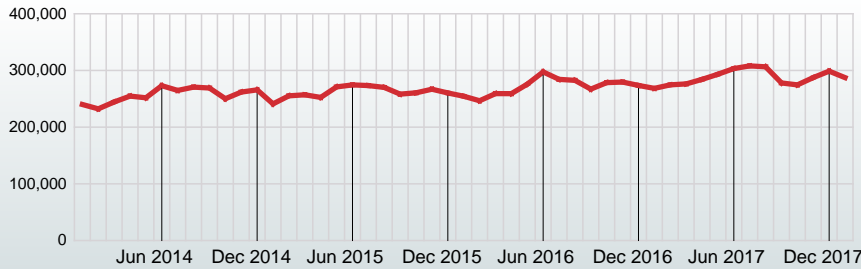
AVERAGE LIST PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 258,264

3 MONTHS



High
Jul 2017 = 308,028
Low
Feb 2014 = 232,253
Average List Price
this month at **287,356**,
above the 5 yr JAN
average of **258,264**

N	287,457
O	
V	
D	298,750
E	3.93%
C	
J	287,356
A	-3.81%
N	

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	47	6.24%	74,355	78,740	73,325	85,737	0
\$100,001 - \$150,000	78	10.36%	131,123	124,297	135,042	135,231	0
\$150,001 - \$200,000	148	19.65%	178,462	168,980	177,372	181,808	188,725
\$200,001 - \$275,000	170	22.58%	239,126	232,963	233,145	244,616	274,850
\$275,001 - \$350,000	122	16.20%	313,100	322,988	312,608	316,114	325,983
\$350,001 - \$475,000	107	14.21%	399,396	391,842	396,199	406,183	403,714
\$475,001 and up	81	10.76%	674,805	0	567,574	609,211	749,304
Average List Price			287,356	165,712	217,533	312,260	547,712
Total Closed Units		100%	287,356	37	352	279	85
Total Closed Volume			216,378,906	6.13M	76.57M	87.12M	46.56M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

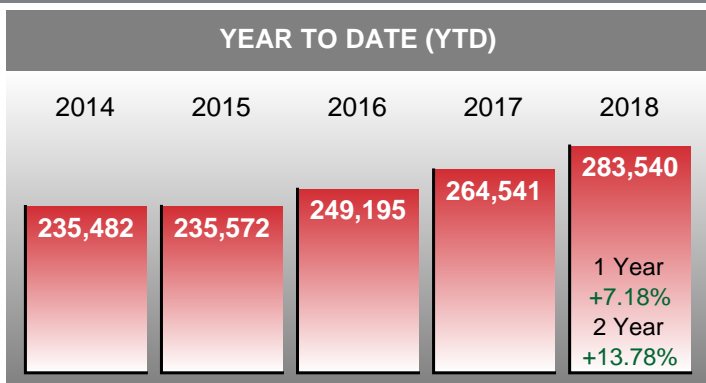
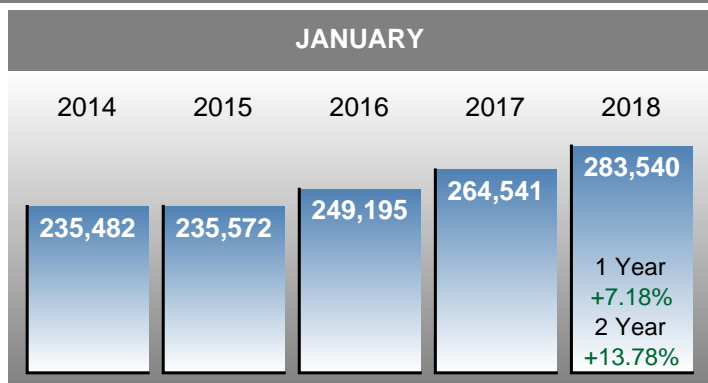


January 2018

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type

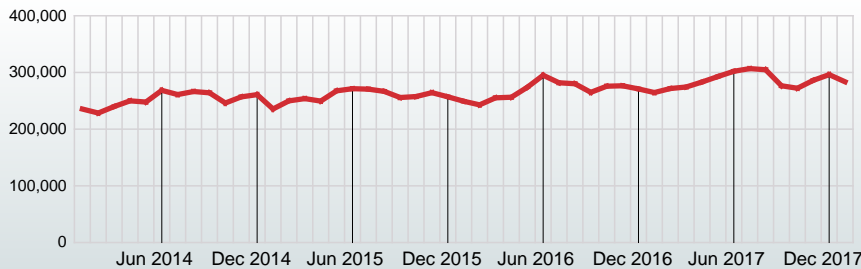


AVERAGE SOLD PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 253,666 **3 MONTHS**



High
Jul 2017 = 306,780
Low
Feb 2014 = 228,429
Average Sold Price
this month at **283,540**,
above the 5 yr JAN
average of **253,666**

NOV	286,072
DEC	296,146
DEC	3.52%
JAN	283,540
N	-4.26%

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	47	6.24%	72,108	73,008	70,068	83,366	0
\$100,001 - \$150,000	81	10.76%	128,716	120,990	130,869	123,888	0
\$150,001 - \$200,000	143	18.99%	176,229	163,400	175,215	180,651	171,250
\$200,001 - \$275,000	176	23.37%	236,416	229,225	230,551	241,574	259,490
\$275,001 - \$350,000	124	16.47%	312,313	308,000	308,172	313,319	321,227
\$350,001 - \$475,000	102	13.55%	404,226	407,647	393,074	406,982	411,632
\$475,001 and up	80	10.62%	661,531	0	571,413	599,535	727,362
Average Sold Price			283,540	161,166	214,670	309,249	537,621
Total Closed Units		100%	283,540	37	352	279	85
Total Closed Volume			213,505,352	5.96M	75.56M	86.28M	45.70M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

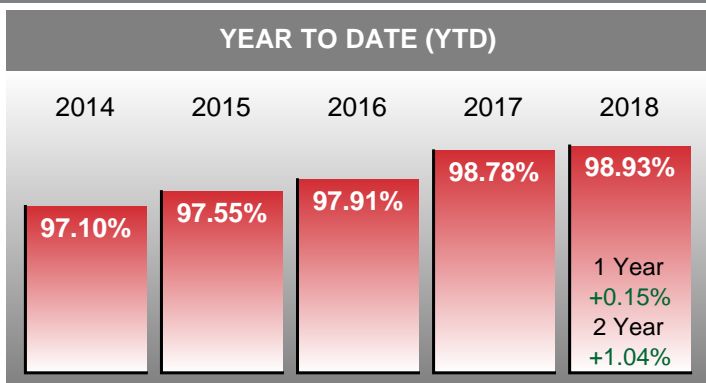
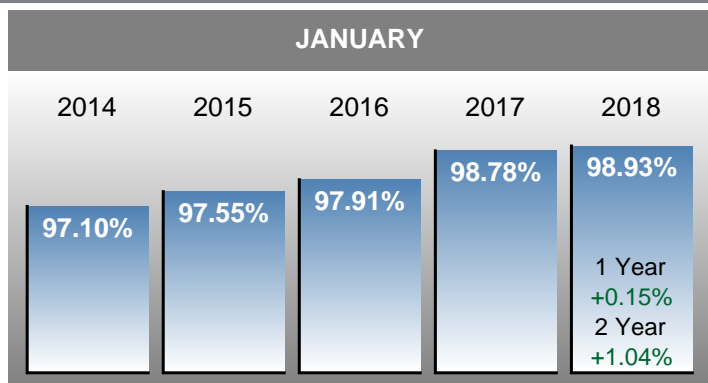


January 2018

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



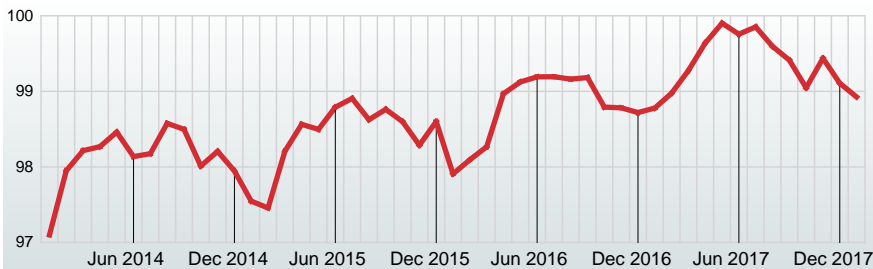
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 98.05%

3 MONTHS



High
May 2017 = 99.90%

Low
Jan 2014 = 97.10%

Average Sold/List Ratio this month at **98.93%**, above the 5 yr JAN average of **98.05%**

NOV	99.44%
DEC	99.11%
JAN	98.93%
	-0.33%
	-0.18%

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	47	6.24%	98.37%	92.80%	98.20%	110.64%	0.00%
\$100,001 - \$150,000	81	10.76%	97.60%	97.47%	97.89%	95.56%	0.00%
\$150,001 - \$200,000	143	18.99%	98.96%	96.69%	98.97%	99.58%	92.15%
\$200,001 - \$275,000	176	23.37%	98.80%	98.56%	99.00%	98.81%	95.24%
\$275,001 - \$350,000	124	16.47%	99.01%	95.71%	98.60%	99.46%	98.70%
\$350,001 - \$475,000	102	13.55%	100.67%	103.94%	99.32%	100.48%	102.27%
\$475,001 and up	80	10.62%	98.45%	0.00%	101.12%	98.80%	97.55%
Average Sold/List Ratio			98.90%	96.38%	98.77%	99.47%	98.88%
Total Closed Units	753	100%	98.90%	37	352	279	85
Total Closed Volume	213,505,352			5.96M	75.56M	86.28M	45.70M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

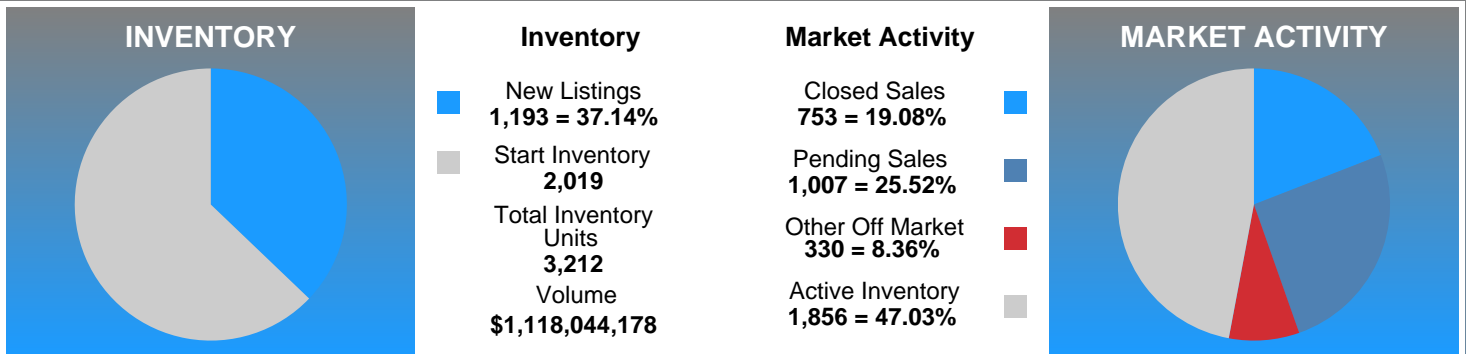


January 2018

Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type

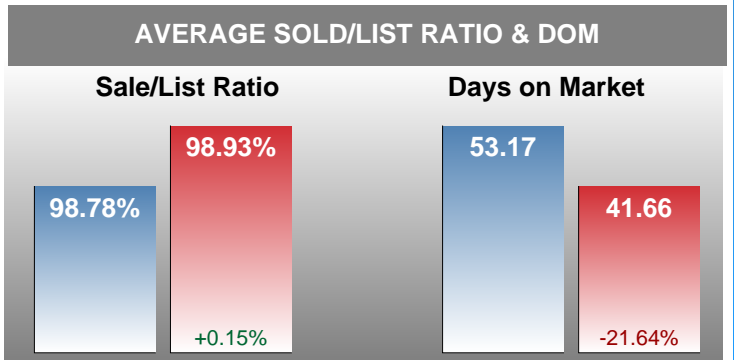
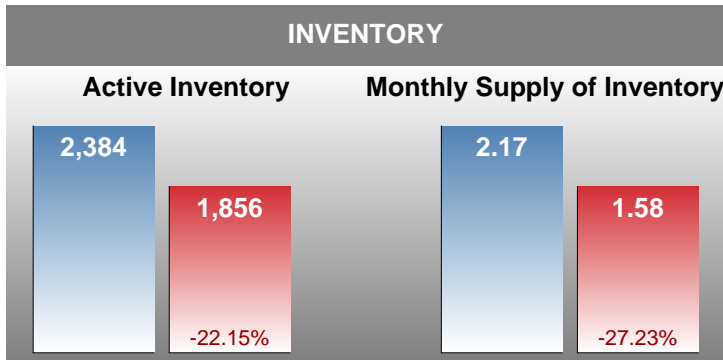
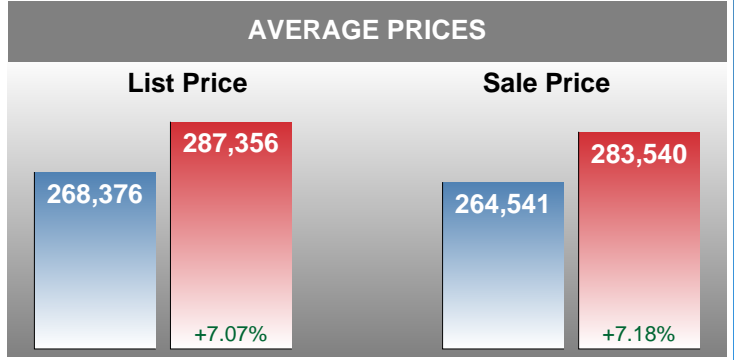
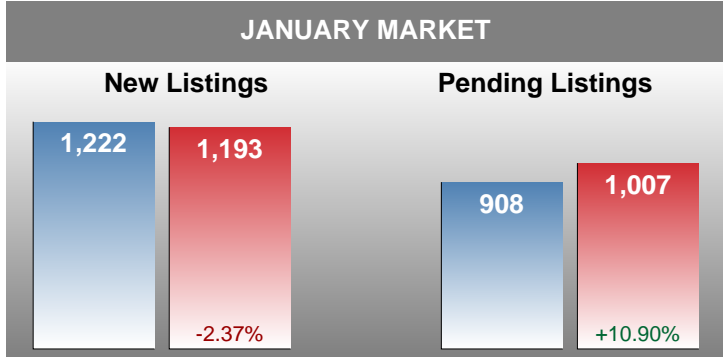


MARKET SUMMARY



Compared Metrics	January			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	713	753	5.61%	713	753	5.61%
Pending Sales	908	1,007	10.90%	908	1,007	10.90%
New Listings	1,222	1,193	-2.37%	1,222	1,193	-2.37%
Average List Price	268,376	287,356	7.07%	268,376	287,356	7.07%
Average Sale Price	264,541	283,540	7.18%	264,541	283,540	7.18%
Average Percent of Selling Price to List Price	98.78%	98.93%	0.15%	98.78%	98.93%	0.15%
Average Days on Market to Sale	53.17	41.66	-21.64%	53.17	41.66	-21.64%
Monthly Inventory	2,384	1,856	-22.15%	2,384	1,856	-22.15%
Months Supply of Inventory	2.17	1.58	-27.23%	2.17	1.58	-27.23%

Absorption: Last 12 months, an Average of **1,173** Sales/Month **Inventory** on January 31, 2018 = **1,856** 2017 **2018**



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®