



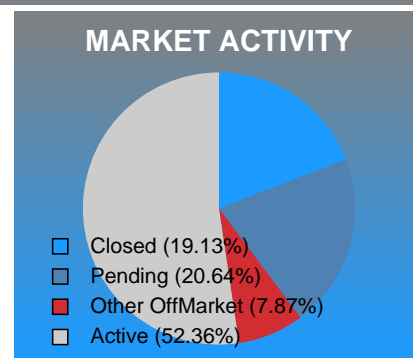
September 2018

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



MONTHLY INVENTORY ANALYSIS

Compared Metrics	September		
	2017	2018	+/-%
Closed Listings	1,163	987	-15.13%
Pending Listings	1,045	1,065	1.91%
New Listings	1,473	1,380	-6.31%
Average List Price	277,966	287,267	3.35%
Average Sale Price	276,498	285,626	3.30%
Average Percent of List Price to Selling Price	99.41%	99.94%	0.53%
Average Days on Market to Sale	30.78	27.60	-10.33%
End of Month Inventory	3,131	2,701	-13.73%
Months Supply of Inventory	2.74	2.33	-14.89%



Absorption: Last 12 months, an Average of **1,160** Sales/Month
Active Inventory as of September 30, 2018 = **2,701**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2018 decreased **13.73%** to 2,701 existing homes available for sale. Over the last 12 months this area has had an average of 1,160 closed sales per month. This represents an unsold inventory index of **2.33** 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 **3.30%** in September 2018 to \$285,626 versus the previous year at \$276,498.

Average Days on Market Shortens

The average number of **27.60** days that homes spent on the market before selling decreased by 3.18 days or **10.33%** in September 2018 compared to last year's same month at **30.78** DOM.

Sales Success for September 2018 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 1,380 New Listings in September 2018, down **6.31%** from last year at 1,473. Furthermore, there were 987 Closed Listings this month versus last year at 1,163, a **-15.13%** decrease.

Closed versus Listed trends yielded a **71.5%** ratio, down from previous year's, September 2017, at **79.0%**, a **9.41%** downswing. 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®

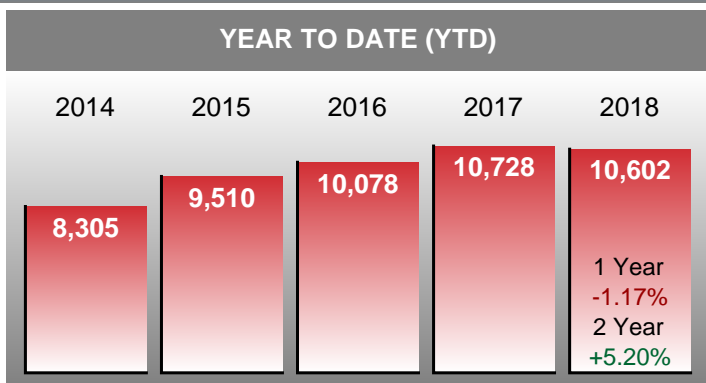
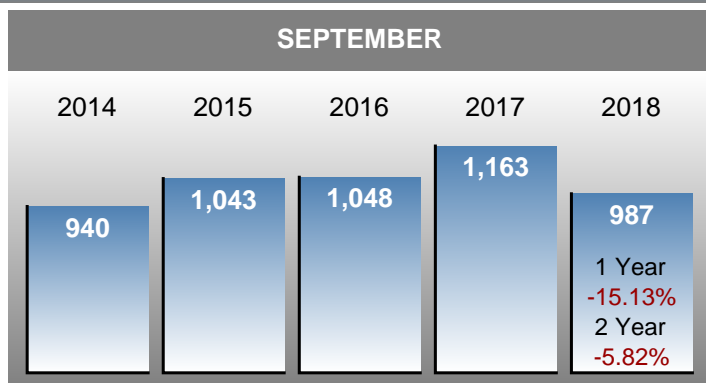


September 2018

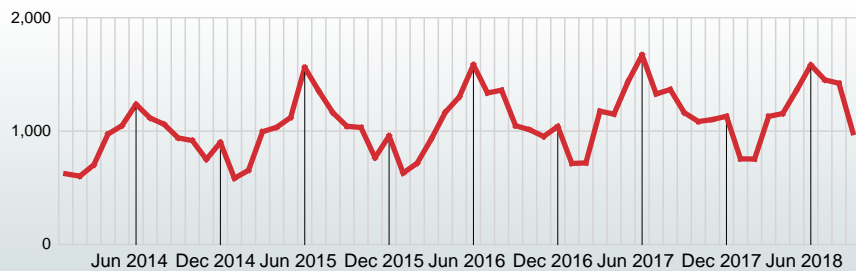
Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



CLOSED LISTINGS



5 YEAR MARKET ACTIVITY TRENDS **5yr SEP AVG = 1,036** **3 MONTHS**



High
Jun 2017 = 1,672
Low
Jan 2015 = 584
Closed Listings
this month at **987**,
below the 5 yr SEP
average of **1,036**

JUL	1,452
AUG	1,422
	-2.07%
SEP	987
	-30.59%

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	74	7.50%	21.0	30	33	11	0
\$125,001 - \$175,000	106	10.74%	15.2	7	88	10	1
\$175,001 - \$200,000	112	11.35%	17.2	4	82	24	2
\$200,001 - \$275,000	289	29.28%	22.0	9	147	121	12
\$275,001 - \$350,000	177	17.93%	31.2	8	47	103	19
\$350,001 - \$450,000	121	12.26%	39.6	2	30	62	27
\$450,001 and up	108	10.94%	50.8	0	12	40	56
Total Closed Units	987			60	439	371	117
Total Closed Volume	281,912,502	100%	27.6	9.90M	99.64M	115.46M	56.91M
Average Closed Price	\$285,626			\$165,057	\$226,973	\$311,218	\$486,376

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

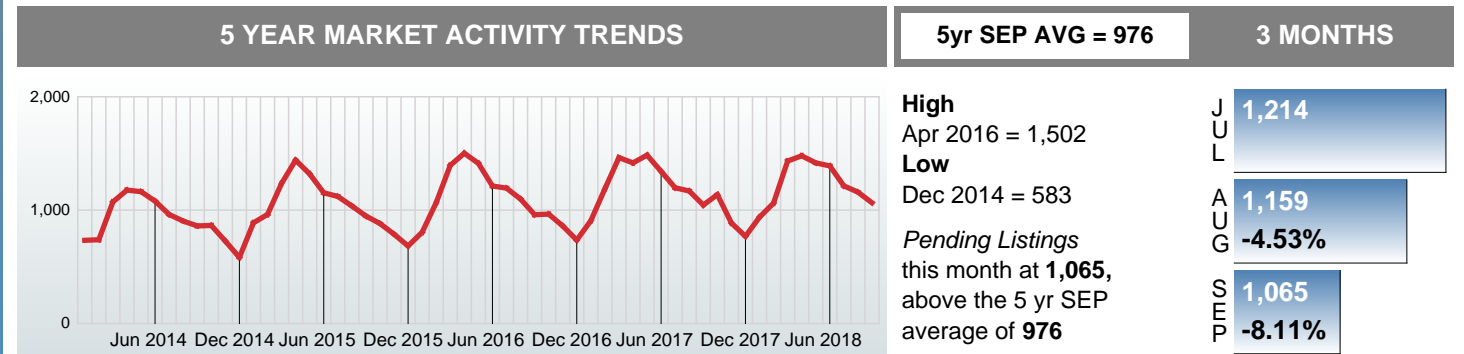
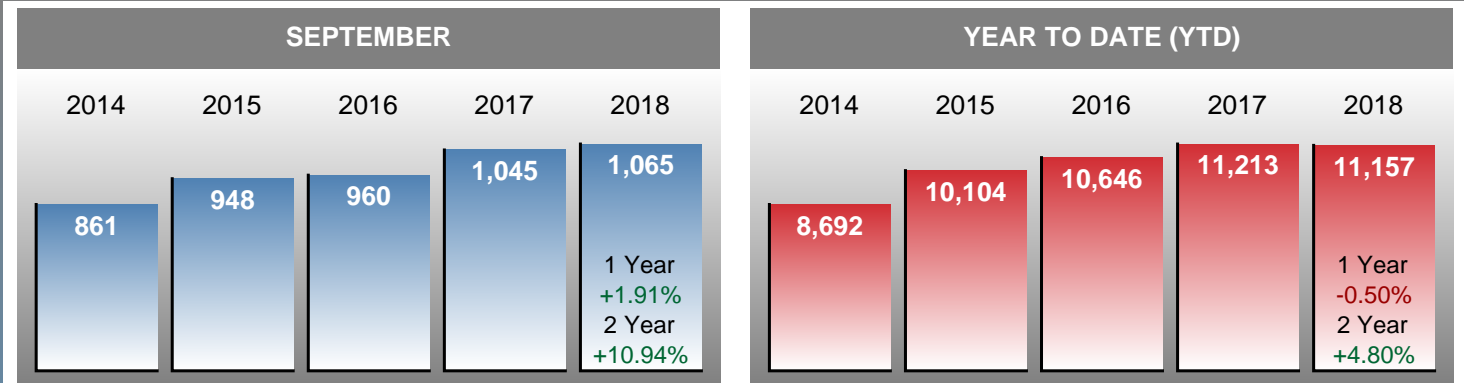


September 2018

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



PENDING LISTINGS



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	81	7.61%	26.7	30	37	12	2
\$125,001 - \$175,000	131	12.30%	26.3	19	91	20	1
\$175,001 - \$225,000	194	18.22%	33.4	13	130	45	6
\$225,001 - \$300,000	258	24.23%	33.7	9	89	134	26
\$300,001 - \$350,000	147	13.80%	34.8	1	46	85	15
\$350,001 - \$500,000	144	13.52%	51.7	2	34	74	34
\$500,001 and up	110	10.33%	61.6	0	13	45	52
Total Pending Units	1,065			74	440	415	136
Total Pending Volume	319,939,950	100%	29.8	11.52M	103.47M	138.06M	66.89M
Average Listing Price	\$215,425			\$155,691	\$235,157	\$332,683	\$491,810

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

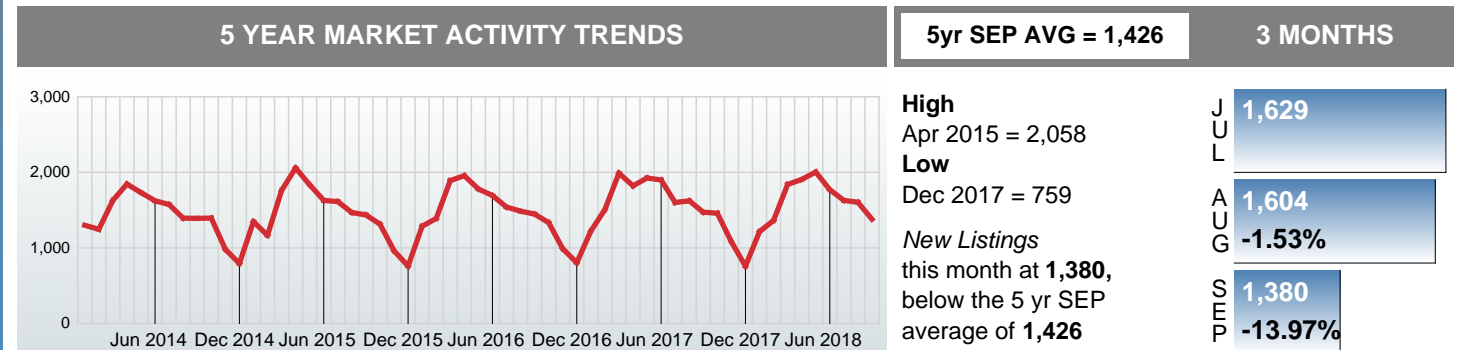
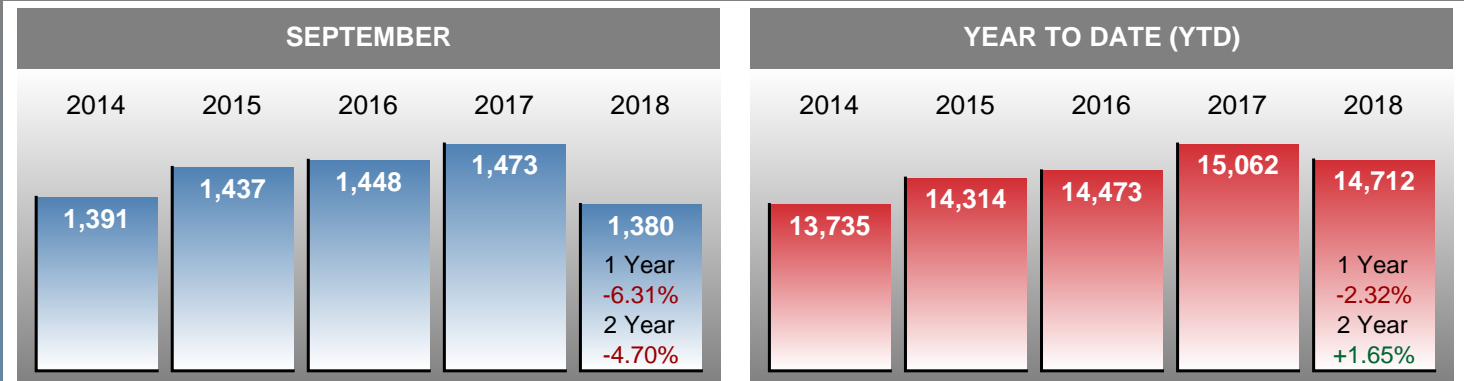


September 2018

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



NEW LISTINGS



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	97	7.03%	27	52	17	1
\$125,001 - \$175,000	142	10.29%	18	96	28	0
\$175,001 - \$225,000	194	14.06%	10	118	61	5
\$225,001 - \$325,000	436	31.59%	15	181	207	33
\$325,001 - \$375,000	144	10.43%	0	43	86	15
\$375,001 - \$525,000	221	16.01%	1	46	108	66
\$525,001 and up	146	10.58%	1	16	62	67
Total New Listed Units	1,380		72	552	569	187
Total New Listed Volume	442,366,057	100%	12.21M	137.03M	195.56M	97.56M
Average New Listed Listing Price	\$204,718		\$169,550	\$248,245	\$343,698	\$521,726

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



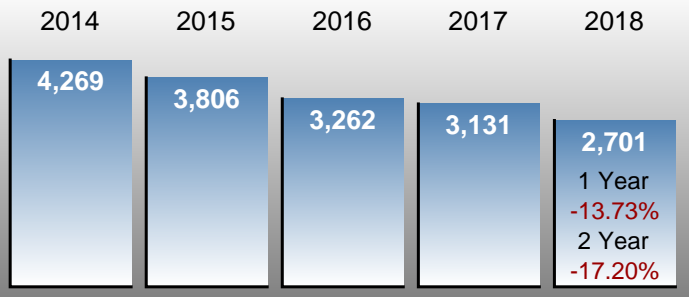
September 2018

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

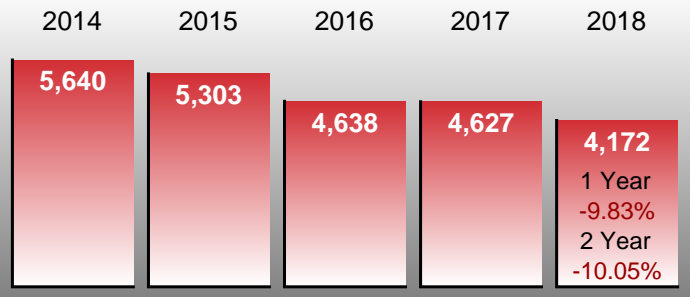


ACTIVE INVENTORY

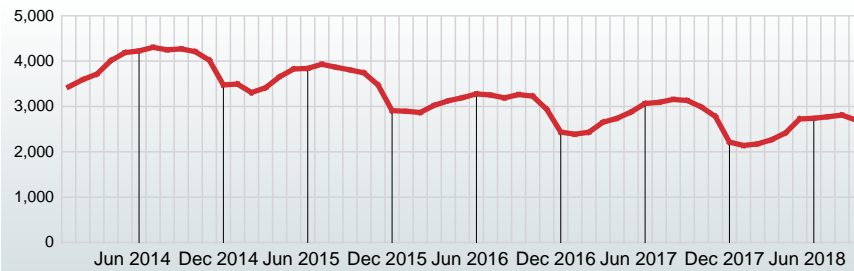
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

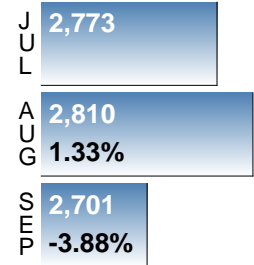


5yr SEP AVG = 3,434

3 MONTHS

High
Jul 2014 = 4,303
Low
Jan 2018 = 2,140

Inventory
this month at **2,701**,
below the 5 yr SEP
average of **3,434**



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	198	7.33%	49.1	53	114	29	2
\$150,001 - \$225,000	379	14.03%	59.2	27	236	112	4
\$225,001 - \$275,000	371	13.74%	58.3	9	168	169	25
\$275,001 - \$375,000	642	23.77%	60.3	7	181	356	98
\$375,001 - \$475,000	457	16.92%	80.9	1	84	231	141
\$475,001 - \$625,000	346	12.81%	97.8	4	28	155	159
\$625,001 and up	308	11.40%	114.5	3	15	104	186
Total Active Inventory by Units	2,701			104	826	1,156	615
Total Active Inventory by Volume	1,052,898,969	100%	73.5	20.08M	221.19M	457.45M	354.18M
Average Active Inventory Listing Price	\$389,818			\$193,075	\$267,786	\$395,720	\$575,895

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

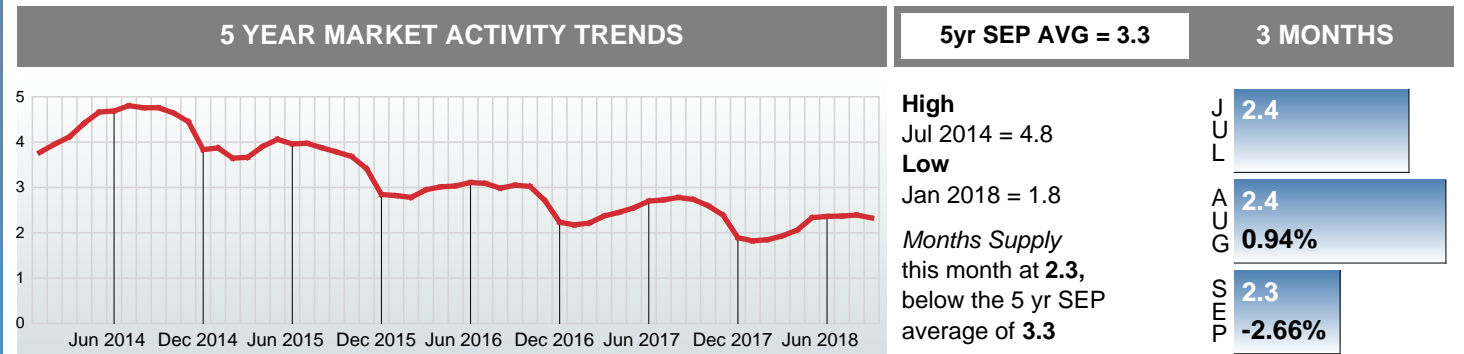
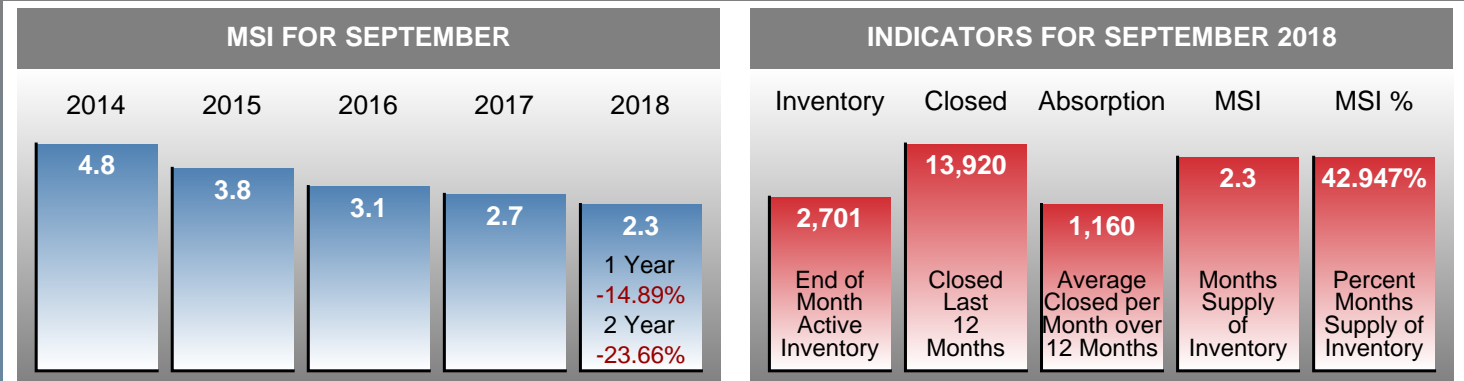


September 2018

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



MONTHS SUPPLY of INVENTORY (MSI)



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	198	7.33%	1.4	1.6	1.2	1.7	2.4
\$150,001 - \$225,000	379	14.03%	1.3	1.9	1.2	1.5	0.9
\$225,001 - \$275,000	371	13.74%	1.8	1.5	1.8	1.8	2.3
\$275,001 - \$375,000	642	23.77%	2.4	1.3	2.3	2.5	2.5
\$375,001 - \$475,000	457	16.92%	3.5	0.9	3.1	3.9	3.3
\$475,001 - \$625,000	346	12.81%	4.5	16.0	2.2	5.0	4.9
\$625,001 and up	308	11.40%	6.8	36.0	3.8	7.3	6.9
Market Supply of Inventory (MSI)	2.3	100%	2.3	1.7	1.6	2.7	3.9
Total Active Inventory by Units	2,701			104	826	1,156	615

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

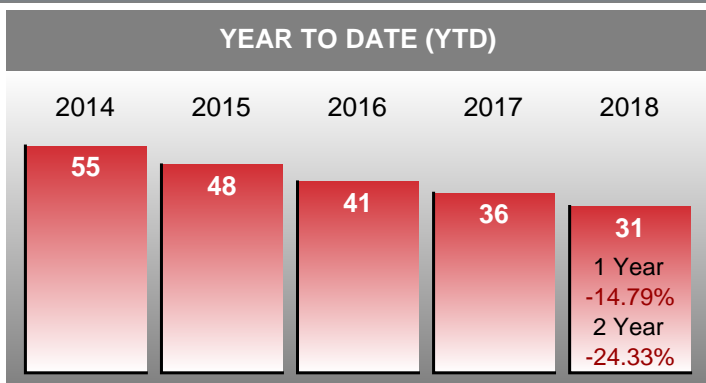
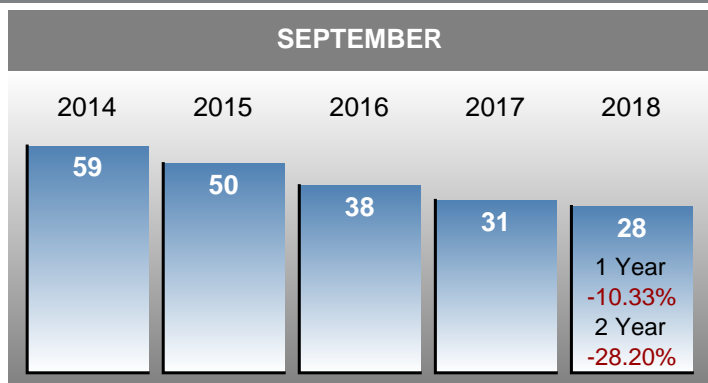


September 2018

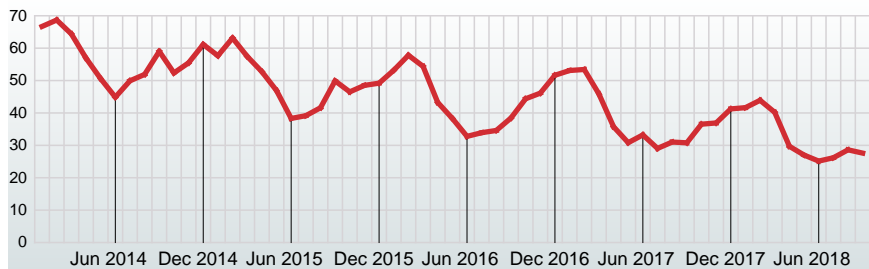
Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



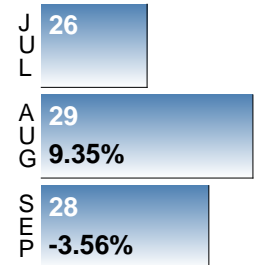
AVERAGE DAYS ON MARKET TO SALE



5 YEAR MARKET ACTIVITY TRENDS 5yr SEP AVG = 41 3 MONTHS



High
Feb 2014 = 69
Low
Jun 2018 = 25
Average Days on Market
this month at **28**,
below the 5 yr SEP
average of **41**



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	74	7.50%	21.0	16.3	22.4	29.6	0.0
\$125,001 - \$175,000	106	10.74%	15.2	13.0	15.3	13.3	46.0
\$175,001 - \$200,000	112	11.35%	17.2	10.0	16.5	19.3	32.0
\$200,001 - \$275,000	289	29.28%	22.0	14.8	19.6	23.9	37.7
\$275,001 - \$350,000	177	17.93%	31.2	15.5	19.1	37.2	35.4
\$350,001 - \$450,000	121	12.26%	39.6	102.0	25.0	40.4	49.1
\$450,001 and up	108	10.94%	50.8	0.0	25.8	51.9	55.4
Average Closed DOM			27.6	18.0	18.9	32.9	48.4
Total Closed Units		100%	27.6	60	439	371	117
Total Closed Volume			281,912,502	9.90M	99.64M	115.46M	56.91M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

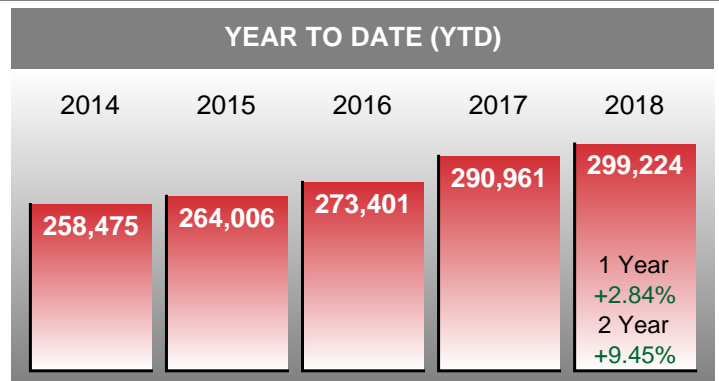
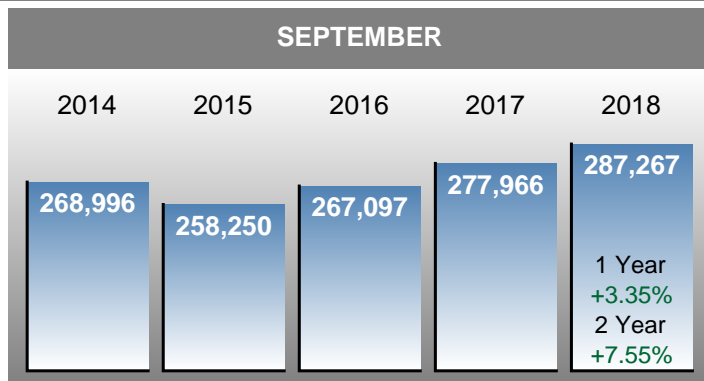


September 2018

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



AVERAGE LIST PRICE AT CLOSING



5yr SEP AVG = 271,915 **3 MONTHS**

JUL	308,482
AUG	310,443
SEP	287,267
0.64%	
-7.47%	

High
Jun 2018 = 316,055
Low
Feb 2014 = 232,253
Average List Price
this month at **287,267**,
above the 5 yr SEP
average of **271,915**

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	73	7.40%	90,142	93,940	92,555	94,663	0
\$125,001 - \$175,000	111	11.25%	155,961	148,671	155,678	160,745	179,950
\$175,001 - \$200,000	115	11.65%	190,826	188,350	188,626	190,934	184,925
\$200,001 - \$275,000	268	27.15%	240,849	235,810	236,942	245,470	258,125
\$275,001 - \$350,000	190	19.25%	310,069	302,281	312,605	312,460	319,488
\$350,001 - \$450,000	124	12.56%	399,138	381,318	389,836	397,199	413,328
\$450,001 and up	106	10.74%	610,772	0	546,558	555,643	656,668
Average List Price			287,267	165,258	227,786	312,583	492,742
Total Closed Units		100%	287,267	60	439	371	117
Total Closed Volume			283,532,690	9.92M	100.00M	115.97M	57.65M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

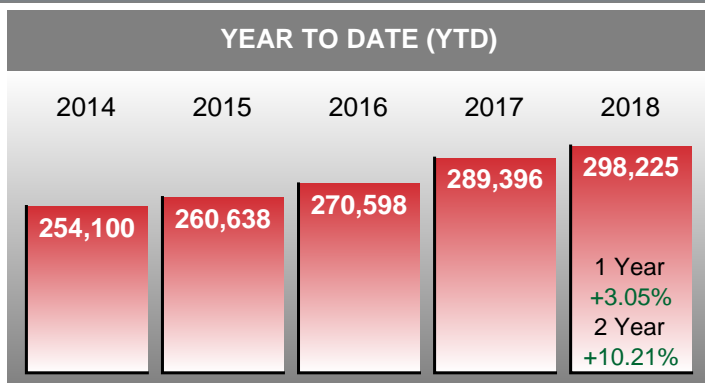
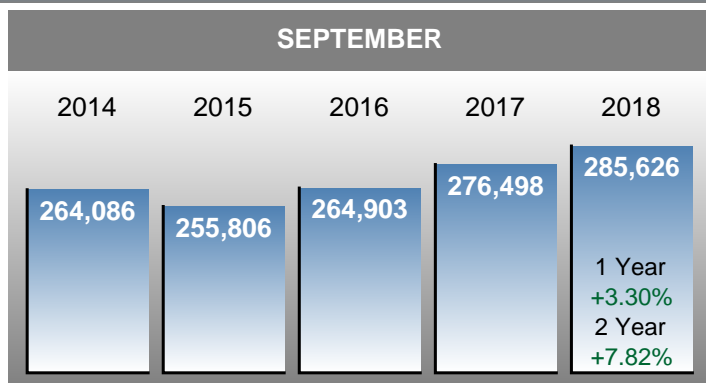


September 2018

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

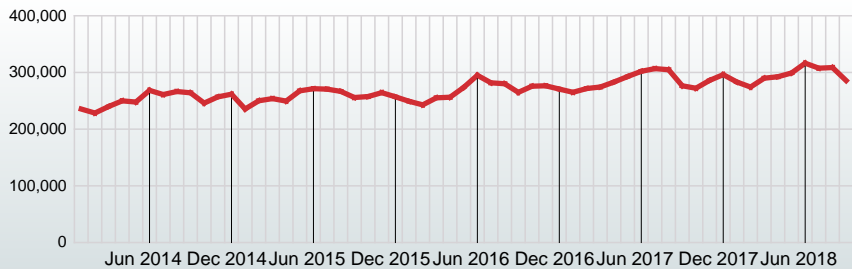


AVERAGE SOLD PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 269,384 **3 MONTHS**



High
Jun 2018 = 316,314
Low
Feb 2014 = 228,429
Average Sold Price
this month at **285,626**,
above the 5 yr SEP
average of **269,384**

JUN	307,538
AUG	308,618
SEP	285,626
0.35%	
-7.45%	

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	74	7.50%	90,971	93,397	88,430	91,982	0
\$125,001 - \$175,000	106	10.74%	154,897	150,443	155,158	153,945	172,600
\$175,001 - \$200,000	112	11.35%	188,421	185,475	188,823	187,615	187,475
\$200,001 - \$275,000	289	29.28%	239,712	233,043	235,695	243,550	255,229
\$275,001 - \$350,000	177	17.93%	311,155	303,488	310,824	310,405	319,265
\$350,001 - \$450,000	121	12.26%	397,489	390,616	389,323	396,465	409,423
\$450,001 and up	108	10.94%	603,805	0	554,151	559,648	645,986
Average Sold Price			285,626	165,057	226,973	311,218	486,376
Total Closed Units		100%	285,626	60	439	371	117
Total Closed Volume			281,912,502	9.90M	99.64M	115.46M	56.91M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

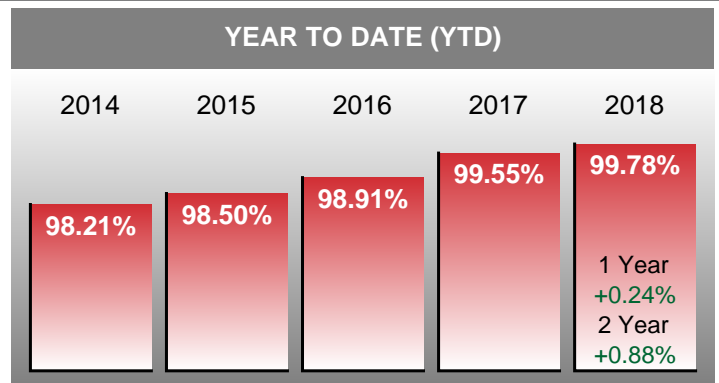
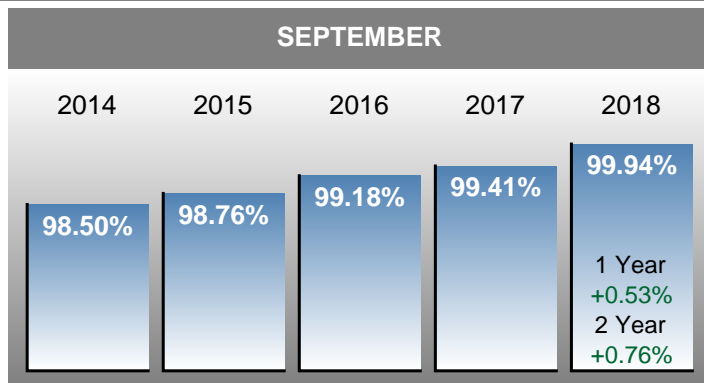


September 2018

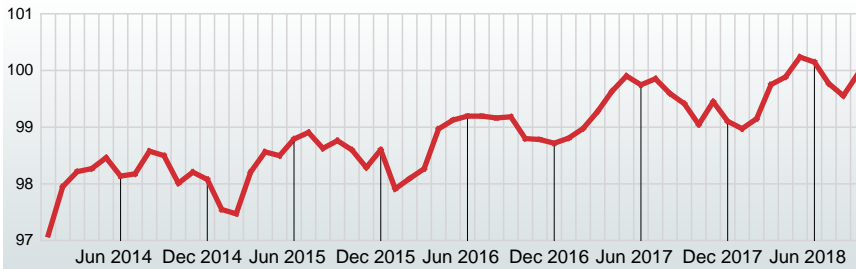
Area Delimited by Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



5 YEAR MARKET ACTIVITY TRENDS



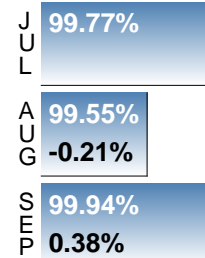
5yr SEP AVG = 99.16%

3 MONTHS

High
May 2018 = 100.24%

Low
Jan 2014 = 97.10%

Average Sold/List Ratio this month at **99.94%**, above the 5 yr SEP average of **99.16%**



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	74	7.50%	103.33%	103.99%	103.09%	102.27%	0.00%
\$125,001 - \$175,000	106	10.74%	99.68%	101.22%	100.03%	95.98%	95.92%
\$175,001 - \$200,000	112	11.35%	99.78%	98.51%	100.19%	98.44%	101.40%
\$200,001 - \$275,000	289	29.28%	99.46%	99.05%	99.62%	99.34%	99.03%
\$275,001 - \$350,000	177	17.93%	99.54%	100.46%	99.54%	99.38%	100.03%
\$350,001 - \$450,000	121	12.26%	99.78%	103.01%	99.95%	99.87%	99.16%
\$450,001 and up	108	10.94%	100.11%	0.00%	101.38%	101.23%	99.04%
Average Sold/List Ratio			99.90%	102.06%	100.13%	99.58%	99.24%
Total Closed Units	987	100%	99.90%	60	439	371	117
Total Closed Volume	281,912,502			9.90M	99.64M	115.46M	56.91M

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



September 2018

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



MARKET SUMMARY

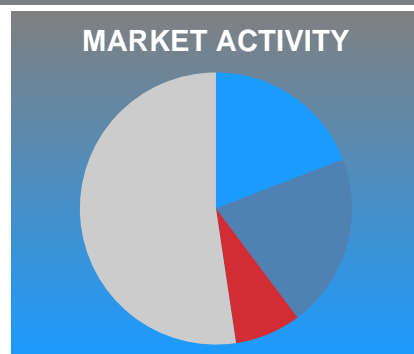


Inventory

- New Listings **1,380 = 32.94%**
- Start Inventory **2,810**
- Total Inventory Units **4,190**
- Volume **\$1,533,633,576**

Market Activity

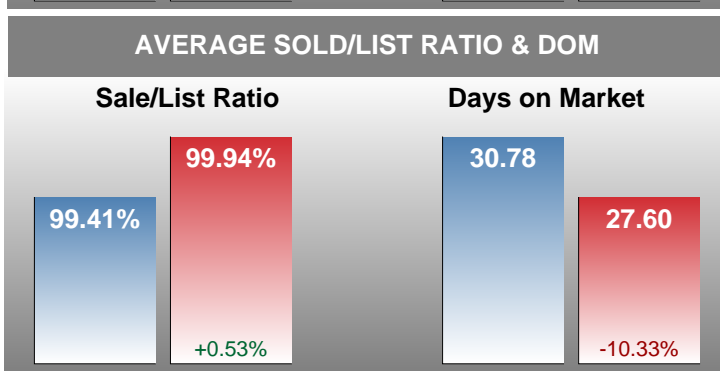
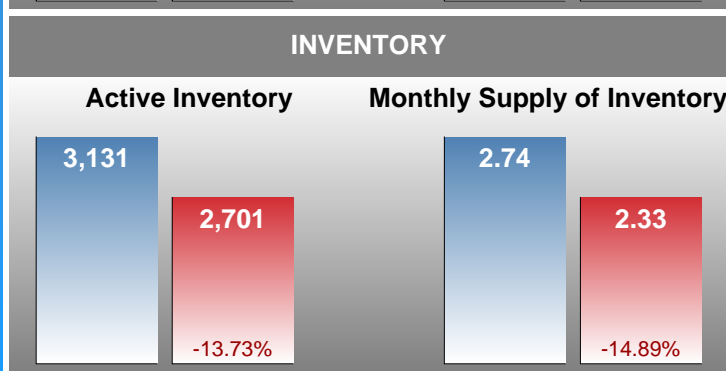
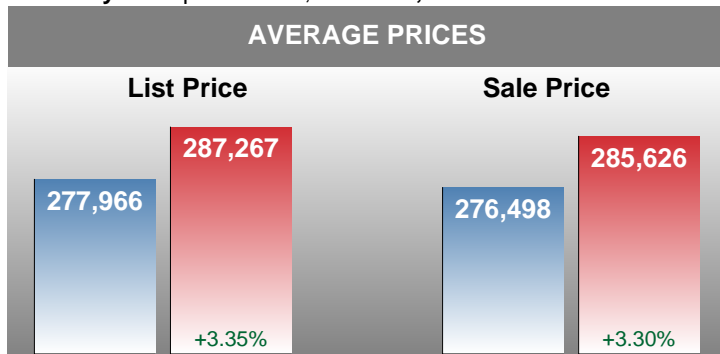
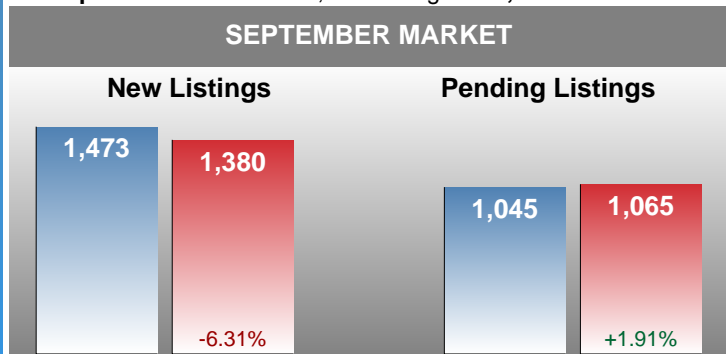
- Closed Sales **987 = 19.13%**
- Pending Sales **1,065 = 20.64%**
- Other Off Market **406 = 7.87%**
- Active Inventory **2,701 = 52.36%**



Compared Metrics	September			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,163	987	-15.13%	10,728	10,602	-1.17%
Pending Sales	1,045	1,065	1.91%	11,213	11,157	-0.50%
New Listings	1,473	1,380	-6.31%	15,062	14,712	-2.32%
Average List Price	277,966	287,267	3.35%	290,961	299,224	2.84%
Average Sale Price	276,498	285,626	3.30%	289,396	298,225	3.05%
Average Percent of Selling Price to List Price	99.41%	99.94%	0.53%	99.55%	99.78%	0.24%
Average Days on Market to Sale	30.78	27.60	-10.33%	36.18	30.83	-14.79%
Monthly Inventory	3,131	2,701	-13.73%	3,131	2,701	-13.73%
Months Supply of Inventory	2.74	2.33	-14.89%	2.74	2.33	-14.89%

Absorption: Last 12 months, an Average of **1,160** Sales/Month

Inventory on September 30, 2018 = 2,701 2017 2018



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®