



October 2017

**Richmond Metro - Consisting of Chesterfield,
Hanover, Henrico, Richmond City -
Single-Family Property Type**

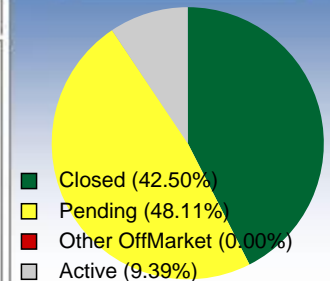


Absorption: Last 12 months, an Average of **1,147** Sales/Month

Active Inventory as of October 31, 2017 = **238**

	OCTOBER		
	2016	2017	+/- %
Closed Sales	1,010	1,077	6.63%
Pending Sales	964	1,219	26.45%
New Listings	1,333	1,443	8.25%
Median List Price	240,000	240,000	0.00%
Median Sale Price	240,000	240,000	0.00%
Median Percent of Selling Price to List Price	99.37%	100.00%	0.63%
Median Days on Market to Sale	21.50	18.00	-16.28%
End of Month Inventory	1,472	238	-83.83%
Months Supply of Inventory	1.38	0.21	-84.96%

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 **83.83%** to 238 existing homes available for sale. Over the last 12 months this area has had an average of 1,147 closed sales per month. This represents an unsold inventory index of **0.21** 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 **0.00%** in October 2017 to \$240,000 versus the previous year at \$240,000.

Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 3.50 days or **16.28%** in October 2017 compared to last year's same month at **21.50** DOM.

Sales Success for October 2017 is Positive

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

There were 1,443 New Listings in October 2017, up **8.25%** from last year at 1,333. Furthermore, there were 1,077 sales this month versus last year at 1,010, a **6.63%** increase.

Closed versus Listed trends yielded a **74.6%** ratio, down from last year's October 2017 at **75.8%**, a **1.50%** downswing. 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

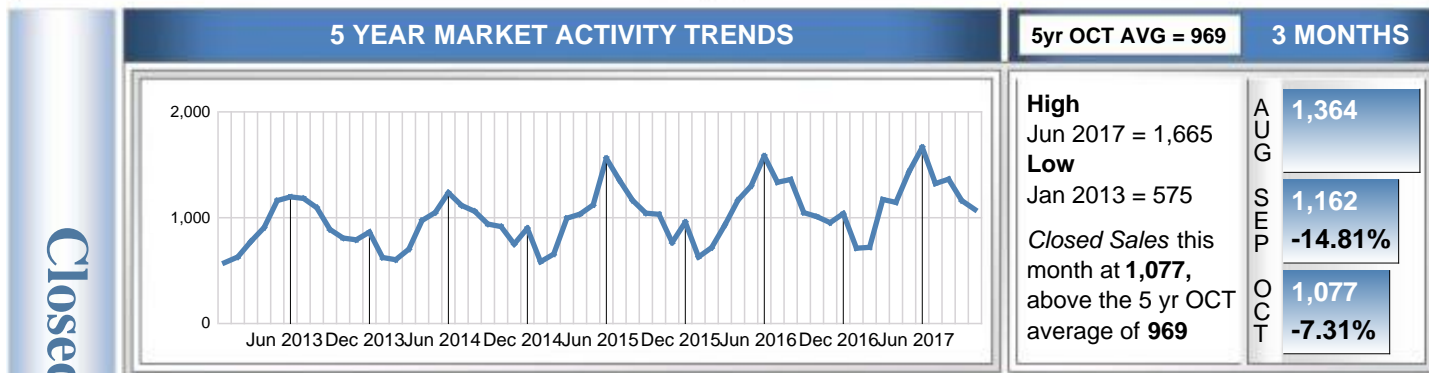
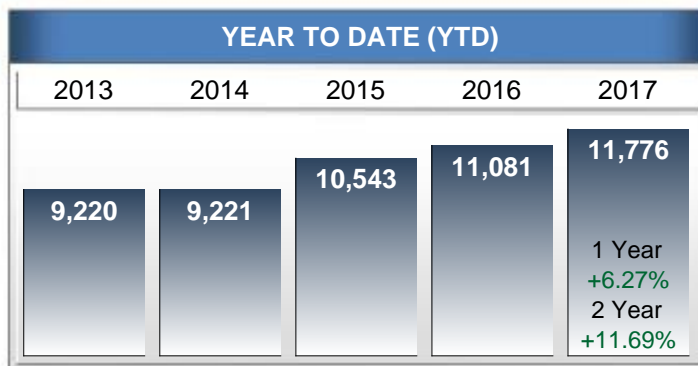
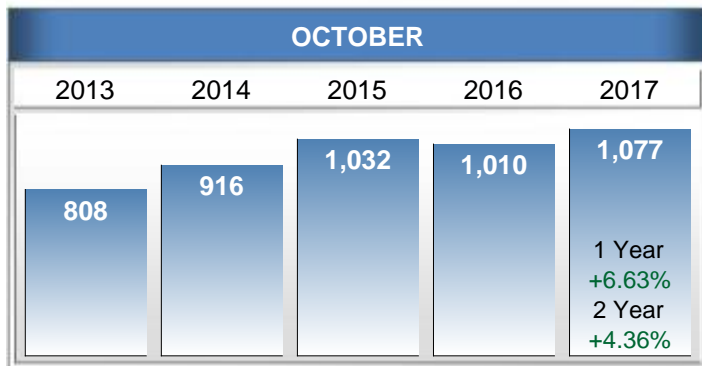
Closed Sales as of Nov 09, 2017



Closed Sales

Report Produced on: Nov 10, 2017

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



CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$125,000 and less	106	9.84%	20.0	34	59	11	2
\$125,001 - \$150,000	73	6.78%	11.0	13	54	5	1
\$150,001 - \$200,000	204	18.94%	16.0	15	135	52	2
\$200,001 - \$275,000	277	25.72%	20.0	9	136	123	9
\$275,001 - \$325,000	127	11.79%	19.0	2	41	70	14
\$325,001 - \$450,000	178	16.53%	18.0	0	47	88	43
\$450,001 and up	112	10.40%	18.0	1	17	49	45
Total Closed Units:	1,077		18.0	74	489	398	116
Total Closed Volume:	294,028,923			10.23M	107.75M	124.22M	51.83M
Median Closed Price:	\$240,000			\$133,500	\$200,000	\$283,450	\$420,000

Closed Sales

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



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

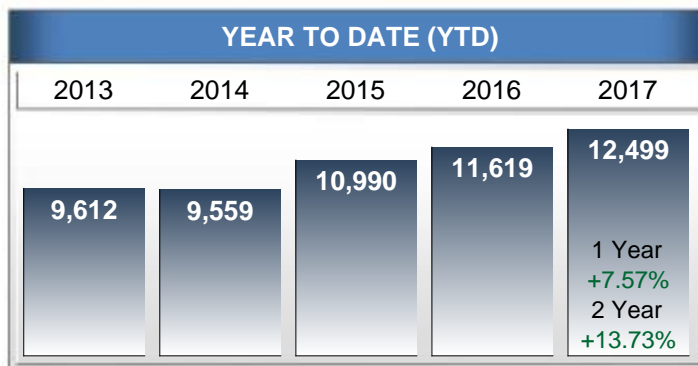
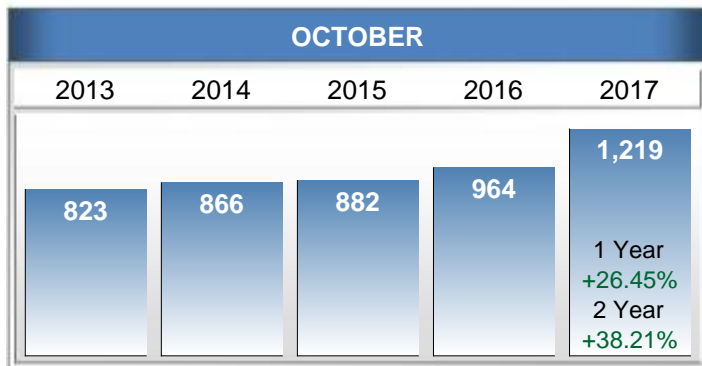
Pending Sales as of Nov 09, 2017



Pending Sales

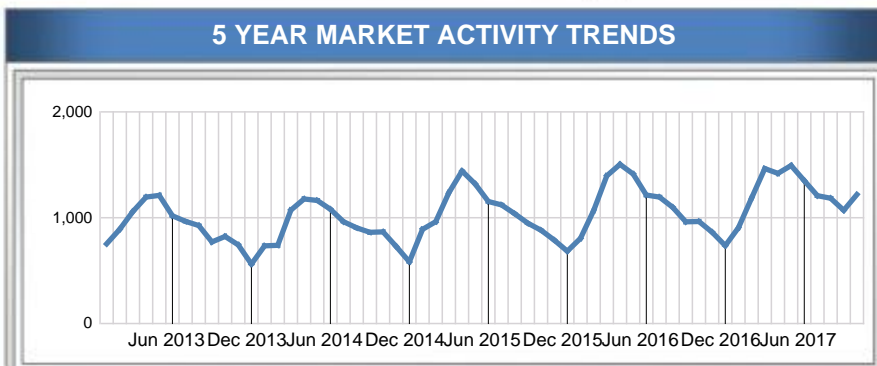
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Pending Sales

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5yr OCT AVG = 951	3 MONTHS						
High Apr 2016 = 1,504 Low Dec 2013 = 562 Pending Sales this month at 1,219 , above the 5 yr OCT average of 951	<table border="1"> <tr> <td>AUG</td> <td>1,184</td> </tr> <tr> <td>SEP</td> <td>1,070</td> </tr> <tr> <td>OCT</td> <td>1,219</td> </tr> </table> <p>-9.63%</p> <p>13.93%</p>	AUG	1,184	SEP	1,070	OCT	1,219
AUG	1,184						
SEP	1,070						
OCT	1,219						

PENDING SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$125,000 and less	101	8.29%	24.0	25	65	11	0	
\$125,001 - \$150,000	75	6.15%	93.0	9	55	11	0	
\$150,001 - \$200,000	240	19.69%	31.5	10	165	54	11	
\$200,001 - \$275,000	323	26.50%	20.0	7	167	131	18	
\$275,001 - \$350,000	204	16.74%	24.0	3	52	119	30	
\$350,001 - \$450,000	157	12.88%	19.0	2	34	84	37	
\$450,001 and up	119	9.76%	22.0	0	19	44	56	
Total Pending Units: 1,219				20.0	56	557	454	152
Total Pending Volume: 340,640,060					8.62M	122.82M	138.29M	70.91M
Median Listing Price: \$245,000					\$136,950	\$200,000	\$284,975	\$384,950



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

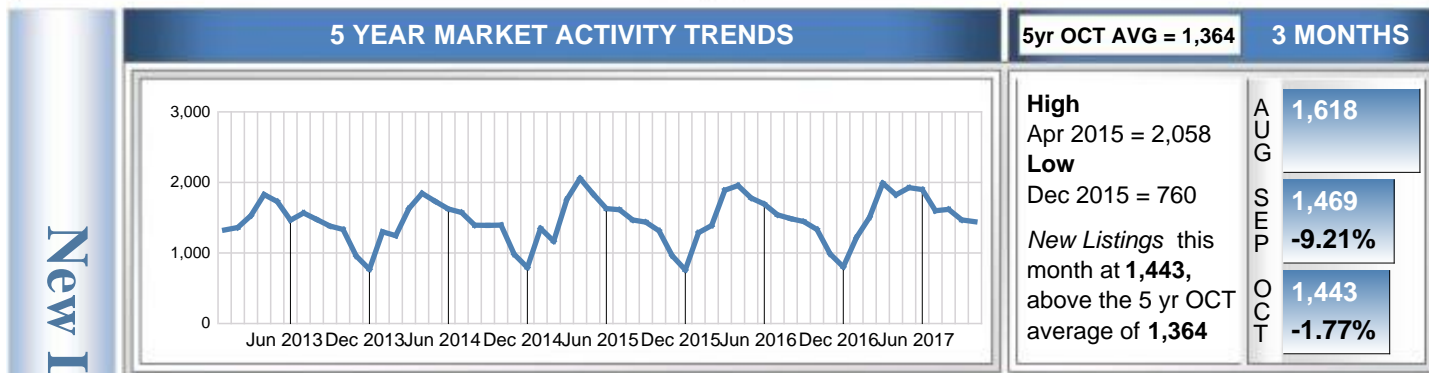
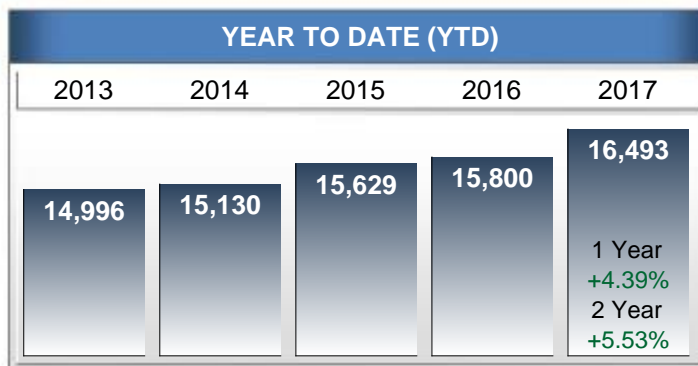
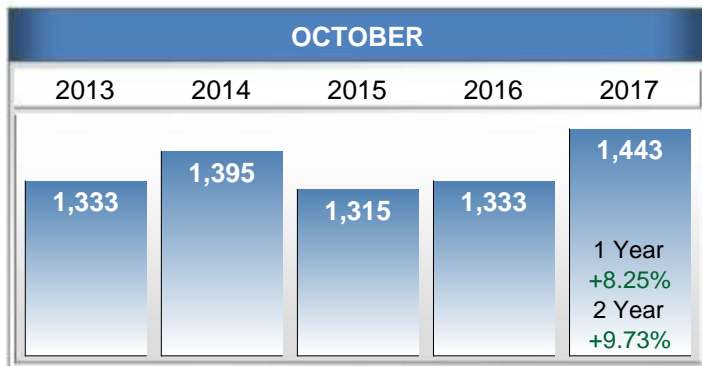
New Listings as of Nov 09, 2017



New Listings

Report Produced on: Nov 10, 2017

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



New Listings

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

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$125,000 and less	113	7.83%	38	63	12	0
\$125,001 - \$175,000	184	12.75%	11	137	31	5
\$175,001 - \$225,000	237	16.42%	10	152	69	6
\$225,001 - \$300,000	317	21.97%	9	128	165	15
\$300,001 - \$375,000	228	15.80%	4	47	133	44
\$375,001 - \$525,000	210	14.55%	2	49	91	68
\$525,001 and up	154	10.67%	0	14	65	75
Total New Listed Units:			74	590	566	213
Total New Listed Volume:			11.82M	136.64M	194.62M	110.11M
Median New Listed Listing Price:			\$122,495	\$204,950	\$309,000	\$439,950



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

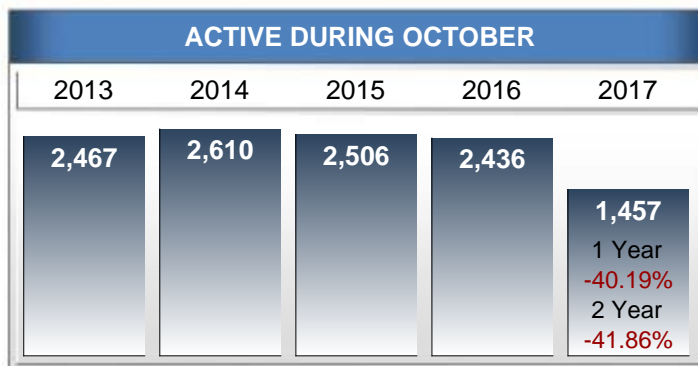
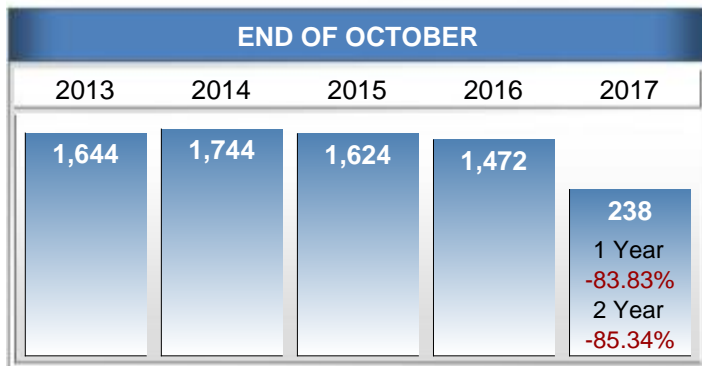
Active Inventory as of Nov 09, 2017



Active Inventory

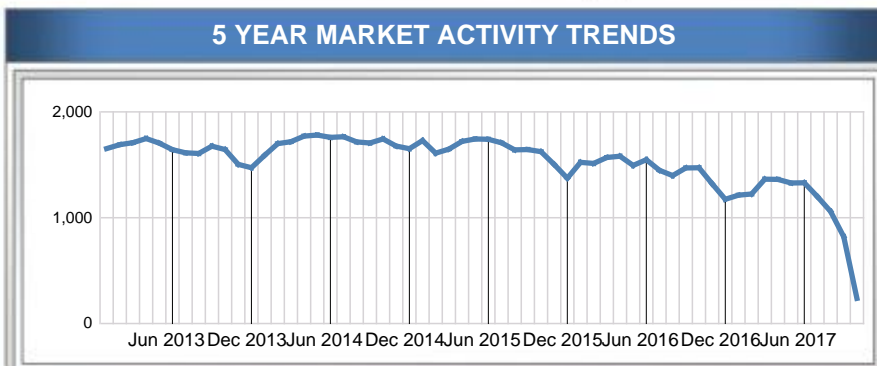
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Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



Active Inventory

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5yr OCT AVG = 1,344 **3 MONTHS**

High
May 2014 = 1,781
Low
Oct 2017 = 238
Inventory this month at **238**, below the 5 yr OCT average of **1,344**

AUG	1,059
SEP	820
OCT	238
-22.57%	
-70.98%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$125,000 and less	20	8.40%	12.0	6	11	2	1		
\$125,001 - \$150,000	15	6.30%	39.0	1	10	4	0		
\$150,001 - \$200,000	42	17.65%	19.0	2	29	10	1		
\$200,001 - \$275,000	65	27.31%	25.0	4	28	32	1		
\$275,001 - \$350,000	36	15.13%	19.5	0	10	21	5		
\$350,001 - \$475,000	33	13.87%	48.0	0	6	13	14		
\$475,001 and up	27	11.34%	46.0	0	4	8	15		
Total Active Inventory by Units:				238	29.0	13	98	90	37
Total Active Inventory by Volume:				70,902,153		1.92M	21.98M	26.68M	20.32M
Median Active Inventory Listing Price:				\$247,000		\$145,000	\$199,500	\$260,000	\$440,000



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

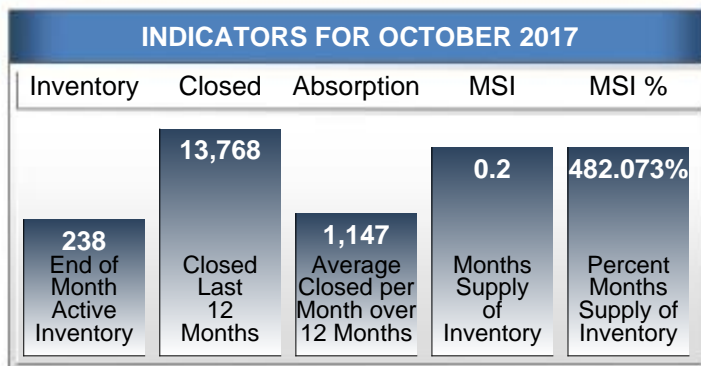
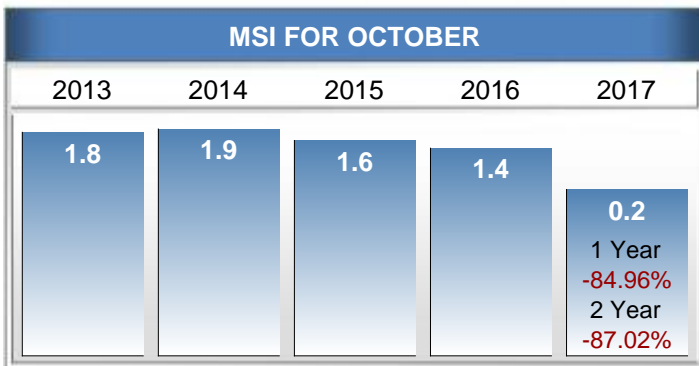
Active Inventory as of Nov 09, 2017



Months Supply of Inventory

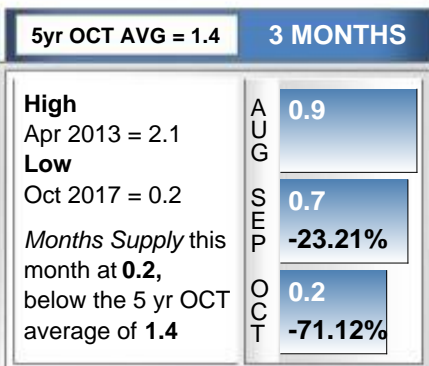
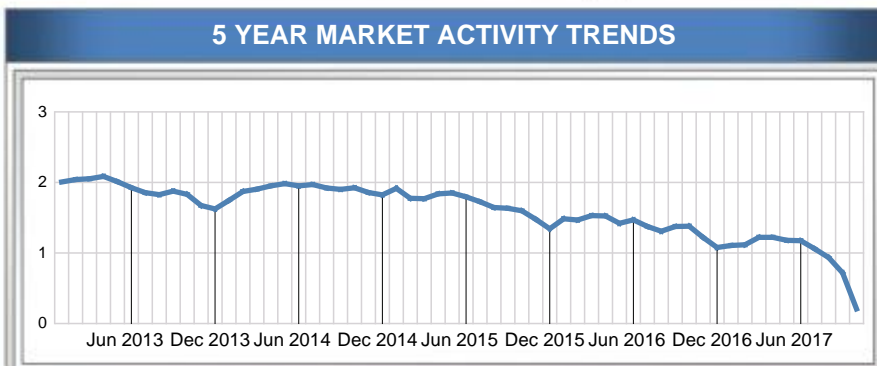
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Months Supply

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MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$125,000 and less	20		8.40%	0.2	0.2	0.2	0.1	0.6
\$125,001 - \$150,000	15		6.30%	0.2	0.1	0.2	0.4	0.0
\$150,001 - \$200,000	42		17.65%	0.2	0.2	0.2	0.2	0.3
\$200,001 - \$275,000	65		27.31%	0.2	0.5	0.2	0.2	0.1
\$275,001 - \$350,000	36		15.13%	0.2	0.0	0.2	0.2	0.2
\$350,001 - \$475,000	33		13.87%	0.2	0.0	0.2	0.2	0.3
\$475,001 and up	27		11.34%	0.2	0.0	0.3	0.2	0.2
MSI:				0.2	0.2	0.2	0.2	0.2
Total Active Inventory:				238	13	98	90	37



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

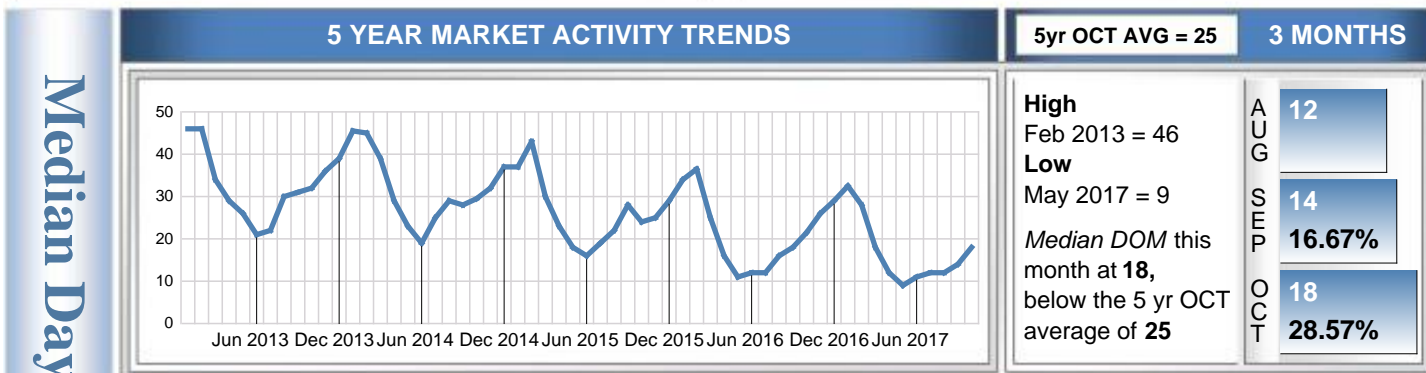
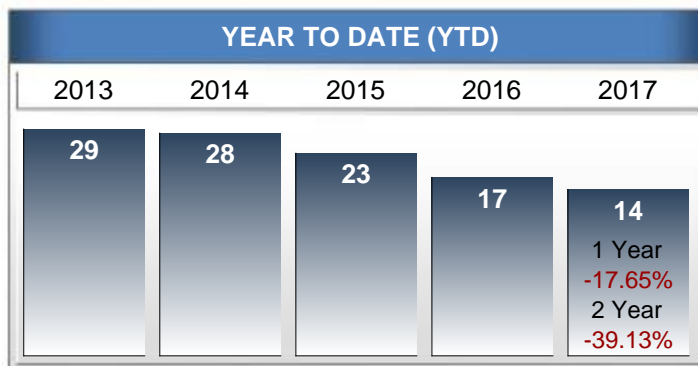
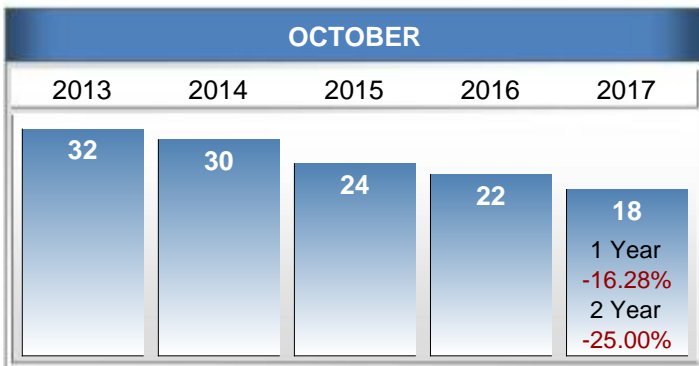
Closed Sales as of Nov 09, 2017



Median Days on Market to Sale

Report Produced on: Nov 10, 2017

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



Median Days on Market

Ready to Buy or Sell Real Estate?
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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+
\$125,000 and less	106		9.84%	20.0	15.5	21.0	18.0	149.5
\$125,001 - \$150,000	73		6.78%	11.0	5.0	16.0	9.0	60.0
\$150,001 - \$200,000	204		18.94%	16.0	17.0	15.0	18.0	61.5
\$200,001 - \$275,000	277		25.72%	20.0	22.0	15.0	26.0	29.0
\$275,001 - \$325,000	127		11.79%	19.0	2.0	12.0	23.5	18.5
\$325,001 - \$450,000	178		16.53%	18.0	0.0	12.0	16.0	35.0
\$450,001 and up	112		10.40%	18.0	48.0	7.0	12.0	32.0
Median Closed DOM:	18.0				13.5	15.0	21.0	34.5
Total Closed Units:	1,077				74	489	398	116
Total Closed Volume:	294,028,923				10.23M	107.75M	124.22M	51.83M



Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

October 2017

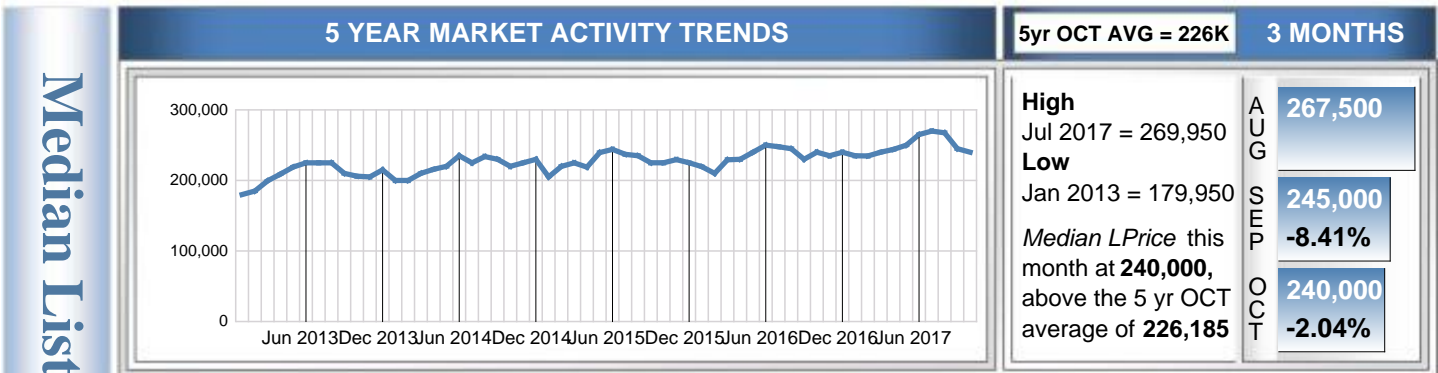
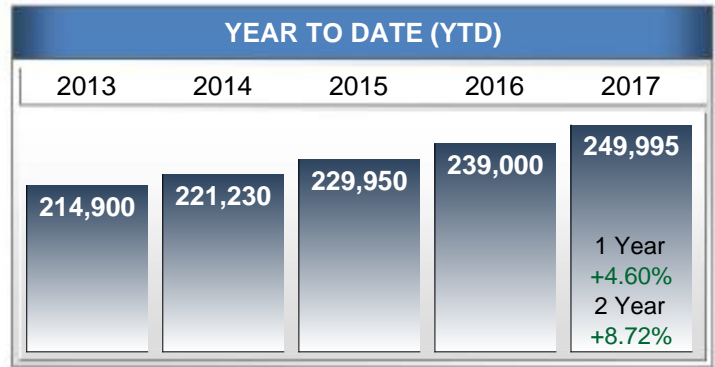
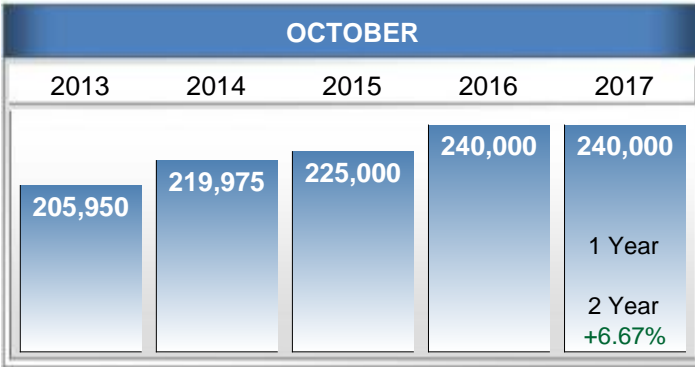
Closed Sales as of Nov 09, 2017



Median List Price at Closing

Report Produced on: Nov 10, 2017

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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+
\$125,000 and less	99	9.19%	85,000	66,500	89,500	84,900	70,000
\$125,001 - \$150,000	78	7.24%	139,925	139,950	139,925	135,000	146,950
\$150,001 - \$200,000	206	19.13%	179,900	179,000	179,900	175,000	169,000
\$200,001 - \$275,000	264	24.51%	235,000	239,925	226,450	239,950	247,900
\$275,001 - \$325,000	138	12.81%	299,950	284,975	299,900	299,950	299,950
\$325,001 - \$450,000	184	17.08%	373,388	0	383,950	368,665	399,000
\$450,001 and up	108	10.03%	575,000	480,325	529,900	575,000	589,999
Median List Price:	\$240,000			\$139,700	\$199,950	\$287,750	\$417,475
Total Closed Units:	1,077			74	489	398	116
Total List Volume:	296,617,176			10.62M	108.42M	125.30M	52.28M



Monthly Inventory Analysis

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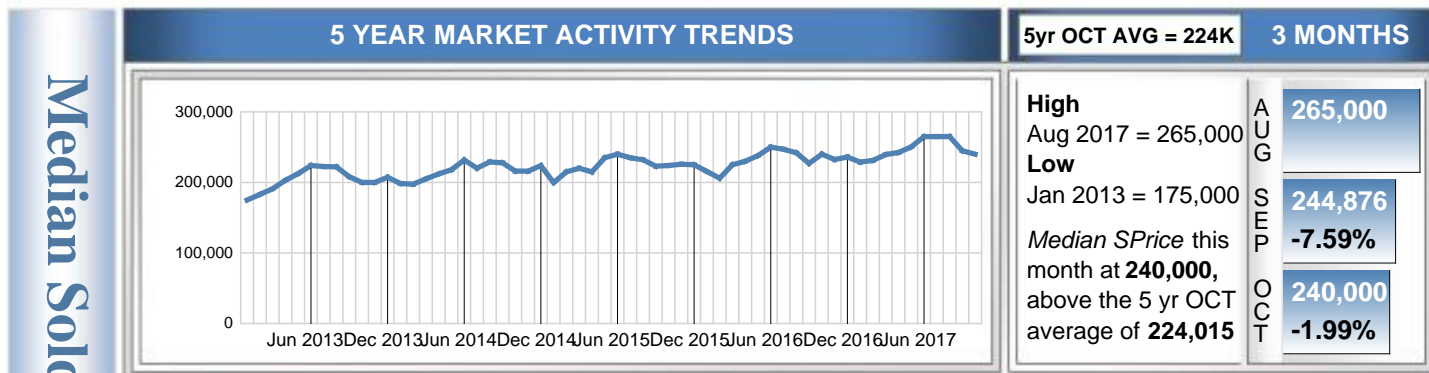
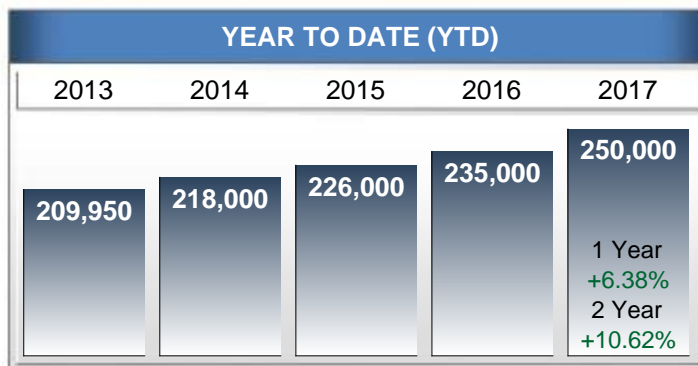
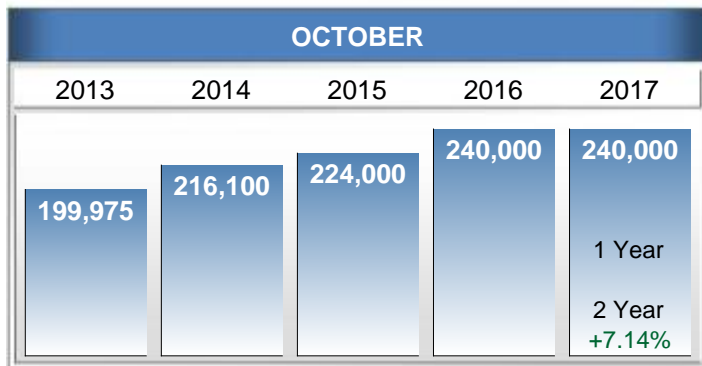
Closed Sales as of Nov 09, 2017



Median Sold Price at Closing

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Median Sold Price

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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+
\$125,000 and less	106		9.84%	81,675	72,000	90,000	95,000	82,500
\$125,001 - \$150,000	73		6.78%	139,500	140,000	139,000	137,000	130,000
\$150,001 - \$200,000	204		18.94%	176,000	175,000	177,500	175,000	174,750
\$200,001 - \$275,000	277		25.72%	235,000	247,500	227,500	242,000	244,000
\$275,001 - \$325,000	127		11.79%	299,950	290,625	296,783	300,000	297,725
\$325,001 - \$450,000	178		16.53%	377,500	0	375,000	368,475	394,000
\$450,001 and up	112		10.40%	560,048	477,965	525,000	568,000	560,095
Median Closed Price:	\$240,000				\$133,500	\$200,000	\$283,450	\$420,000
Total Closed Units:	1,077				74	489	398	116
Total Closed Volume:	294,028,923				10.23M	107.75M	124.22M	51.83M



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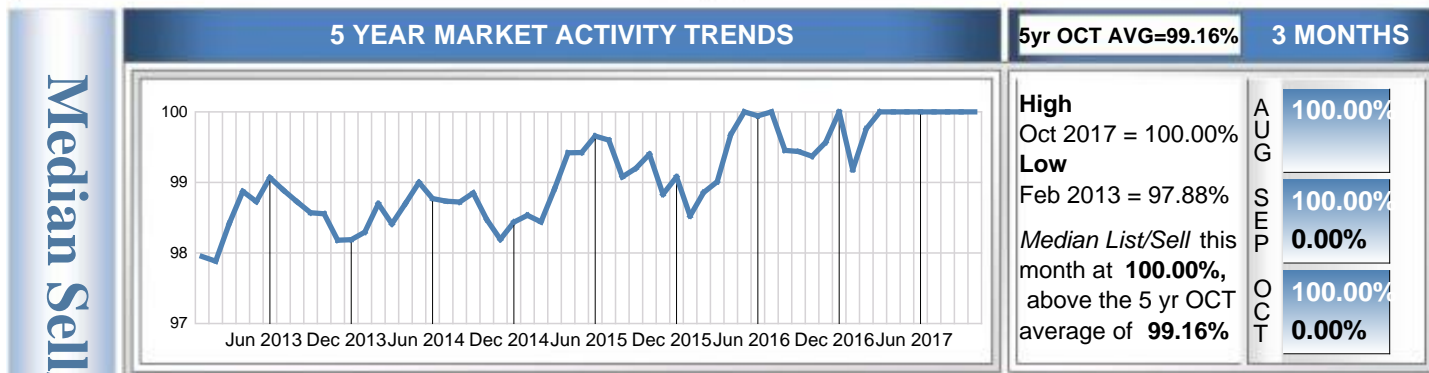
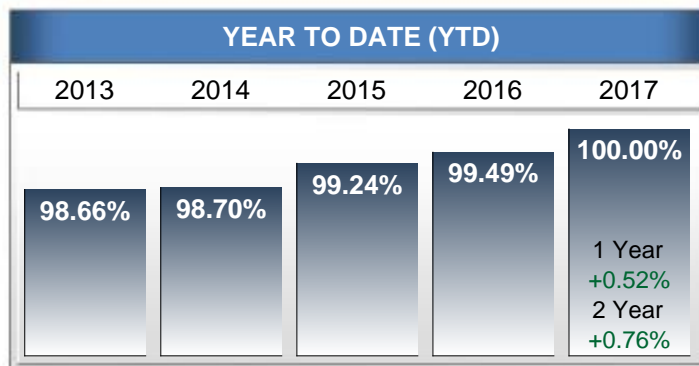
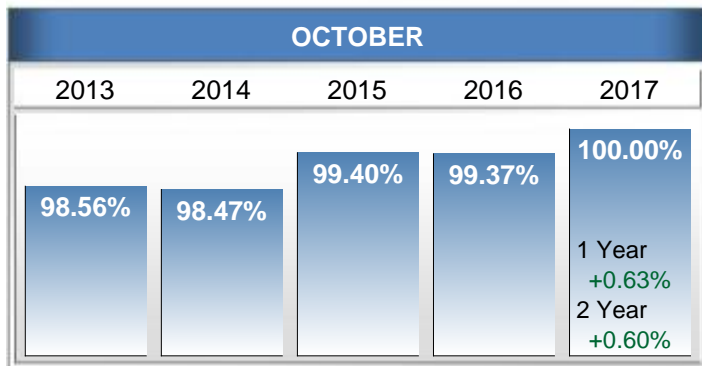
Closed Sales as of Nov 09, 2017



Median Percent of Selling Price to List Price

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Median Sell/List Price

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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+
\$125,000 and less	106	9.84%	96.71%	97.11%	97.30%	92.34%	71.10%
\$125,001 - \$150,000	73	6.78%	100.00%	100.00%	100.00%	101.56%	83.87%
\$150,001 - \$200,000	204	18.94%	100.00%	100.00%	100.00%	98.91%	97.75%
\$200,001 - \$275,000	277	25.72%	100.00%	98.60%	100.00%	99.79%	98.43%
\$275,001 - \$325,000	127	11.79%	100.00%	101.95%	99.11%	100.00%	98.80%
\$325,001 - \$450,000	178	16.53%	99.85%	0.00%	100.00%	99.87%	98.59%
\$450,001 and up	112	10.40%	100.00%	99.51%	101.12%	100.00%	98.95%
Median List/Sell Ratio:	100.00%			98.82%	100.00%	99.87%	98.61%
Total Closed Units:	1,077			74	489	398	116
Total Closed Volume:	294,028,923			10.23M	107.75M	124.22M	51.83M



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Inventory as of Nov 09, 2017



Market Summary

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Absorption: Last 12 months, an Average of 1,147 Sales/Month

Active Inventory as of October 31, 2017 = 238

	OCTOBER			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	1,010	1,077	6.63%	11,081	11,776	6.27%
Pending Sales	964	1,219	26.45%	11,619	12,499	7.57%
New Listings	1,333	1,443	8.25%	15,800	16,493	4.39%
Median List Price	240,000	240,000	0.00%	239,000	249,995	4.60%
Median Sale Price	240,000	240,000	0.00%	235,000	250,000	6.38%
Median Percent of Selling Price to List Price	99.37%	100.00%	0.63%	99.49%	100.00%	0.52%
Median Days on Market to Sale	21.50	18.00	-16.28%	17.00	14.00	-17.65%
Monthly Inventory	1,472	238	-83.83%	1,472	238	-83.83%
Months Supply of Inventory	1.38	0.21	-84.96%	1.38	0.21	-84.96%

