



October 2017

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

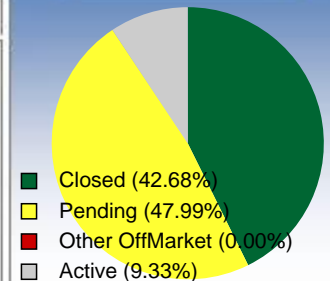


Absorption: Last 12 months, an Average of **1,335** Sales/Month

Active Inventory as of October 31, 2017 = **276**

	OCTOBER		
	2016	2017	+/- %
Closed Sales	1,158	1,262	8.98%
Pending Sales	1,123	1,419	26.36%
New Listings	1,532	1,664	8.62%
Median List Price	239,900	235,000	-2.04%
Median Sale Price	239,000	234,950	-1.69%
Median Percent of Selling Price to List Price	99.30%	100.00%	0.71%
Median Days on Market to Sale	22.00	17.00	-22.73%
End of Month Inventory	1,713	276	-83.89%
Months Supply of Inventory	1.39	0.21	-85.12%

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 **83.89%** to 276 existing homes available for sale. Over the last 12 months this area has had an average of 1,335 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 **1.69%** in October 2017 to \$234,950 versus the previous year at \$239,000.

Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 5.00 days or **22.73%** 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 1,664 New Listings in October 2017, up **8.62%** from last year at 1,532. Furthermore, there were 1,262 sales this month versus last year at 1,158, a **8.98%** increase.

Closed versus Listed trends yielded a **75.8%** ratio, up from last year's October 2017 at **75.6%**, a **0.34%** 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

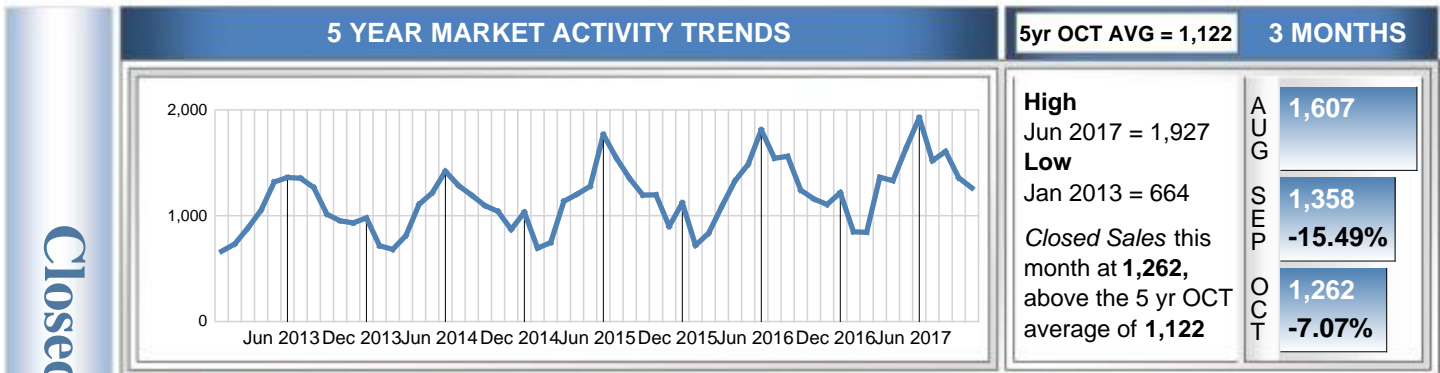
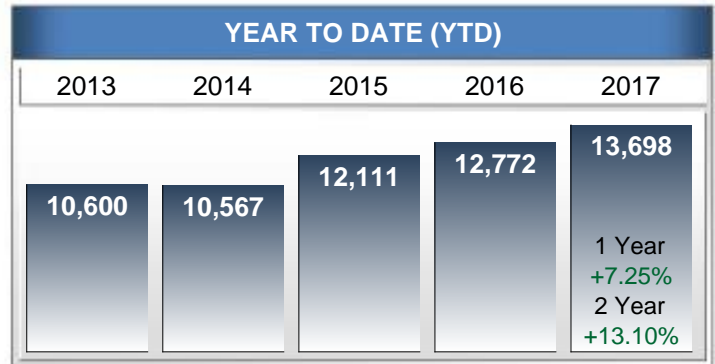
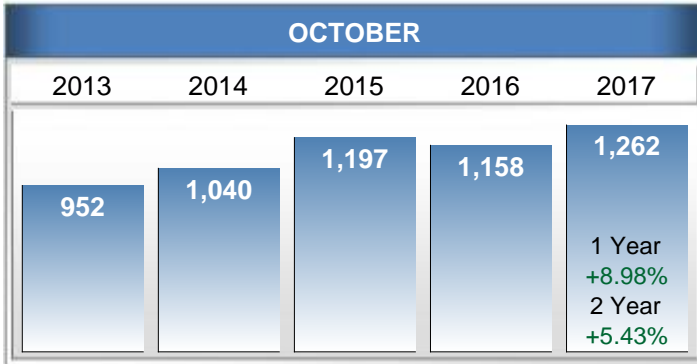
Closed Sales as of Nov 09, 2017



Closed Sales

Report Produced on: Nov 10, 2017

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



Closed Sales

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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	130	10.30%	20.0	49	68	11	2
\$125,001 - \$150,000	88	6.97%	10.0	24	58	5	1
\$150,001 - \$200,000	251	19.89%	13.0	37	160	52	2
\$200,001 - \$275,000	323	25.59%	20.0	28	162	124	9
\$275,001 - \$325,000	150	11.89%	19.0	9	53	74	14
\$325,001 - \$425,000	165	13.07%	20.0	4	50	79	32
\$425,001 and up	155	12.28%	16.0	3	30	65	57
Total Closed Units:	1,262		17.0	154	581	410	117
Total Closed Volume:	338,654,041			26.00M	130.91M	129.25M	52.50M
Median Closed Price:	\$234,950			\$155,000	\$205,000	\$287,250	\$420,000



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

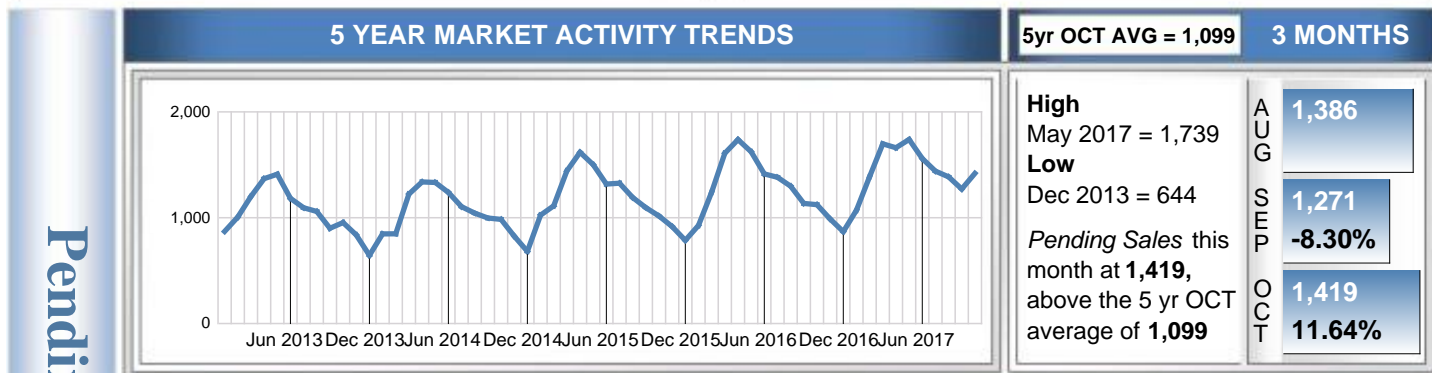
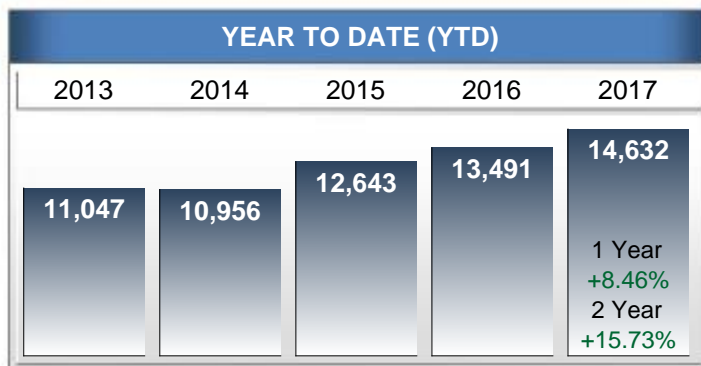
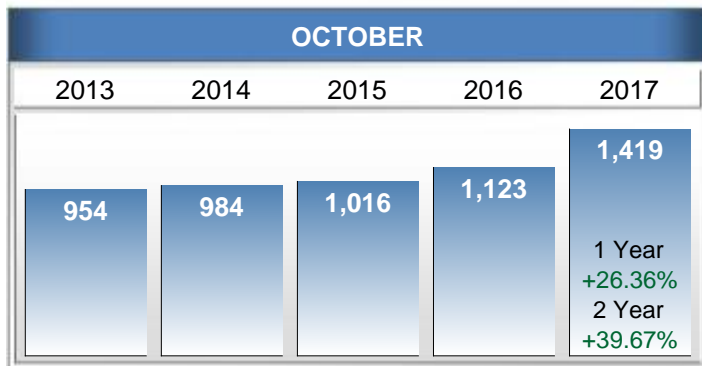
Pending Sales as of Nov 09, 2017



Pending Sales

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



Pending Sales

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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	129	9.09%	12.0	40	78	11	0
\$125,001 - \$150,000	92	6.48%	73.0	22	59	11	0
\$150,001 - \$200,000	272	19.17%	13.0	21	186	54	11
\$200,001 - \$275,000	369	26.00%	19.0	21	197	133	18
\$275,001 - \$325,000	175	12.33%	19.0	11	56	94	14
\$325,001 - \$425,000	215	15.15%	17.0	5	66	96	48
\$425,001 and up	167	11.77%	27.0	2	36	68	61
Total Pending Units:				122	678	467	152
Total Pending Volume:				21.39M	155.75M	144.89M	70.91M
Median Listing Price:				\$149,450	\$209,900	\$285,000	\$384,950



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

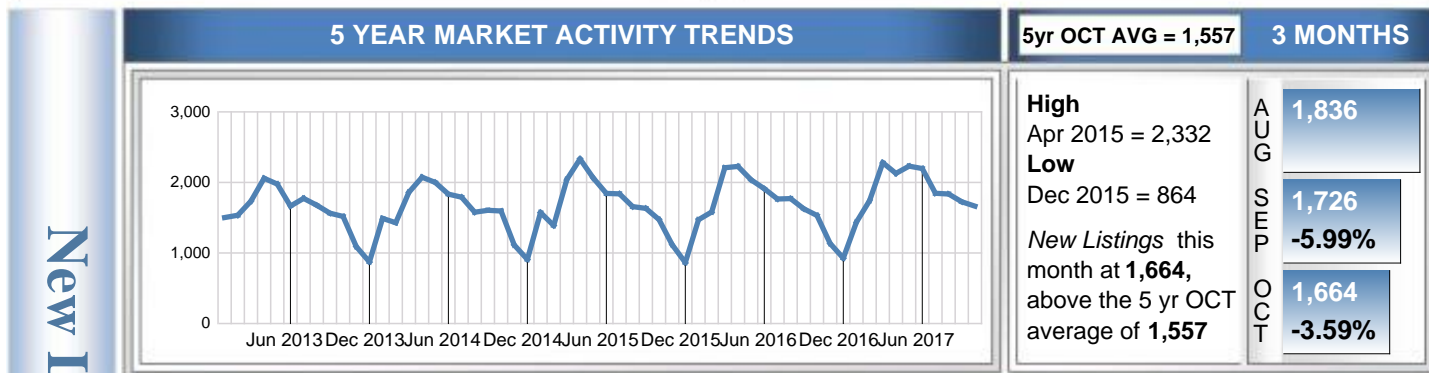
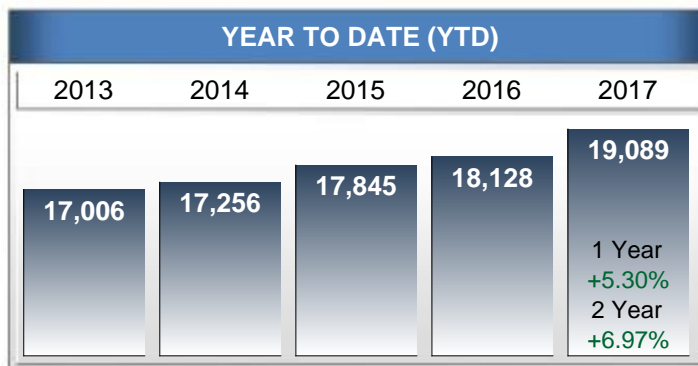
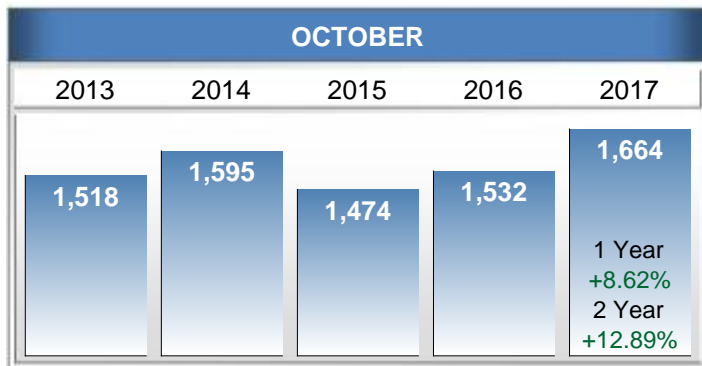
New Listings as of Nov 09, 2017



New Listings

Report Produced on: Nov 10, 2017

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



New Listings

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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	136	8.17%	54	70	12	0	
\$125,001 - \$175,000	221	13.28%	30	155	31	5	
\$175,001 - \$200,000	159	9.56%	20	104	31	4	
\$200,001 - \$300,000	491	29.51%	40	231	203	17	
\$300,001 - \$375,000	269	16.17%	13	76	136	44	
\$375,001 - \$500,000	210	12.62%	3	59	87	61	
\$500,001 and up	178	10.70%	0	20	76	82	
Total New Listed Units:			1,664	160	715	576	213
Total New Listed Volume:			507,746,320	28.52M	169.90M	199.22M	110.11M
Median New Listed Listing Price:			\$264,950	\$173,500	\$214,950	\$309,974	\$439,950



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

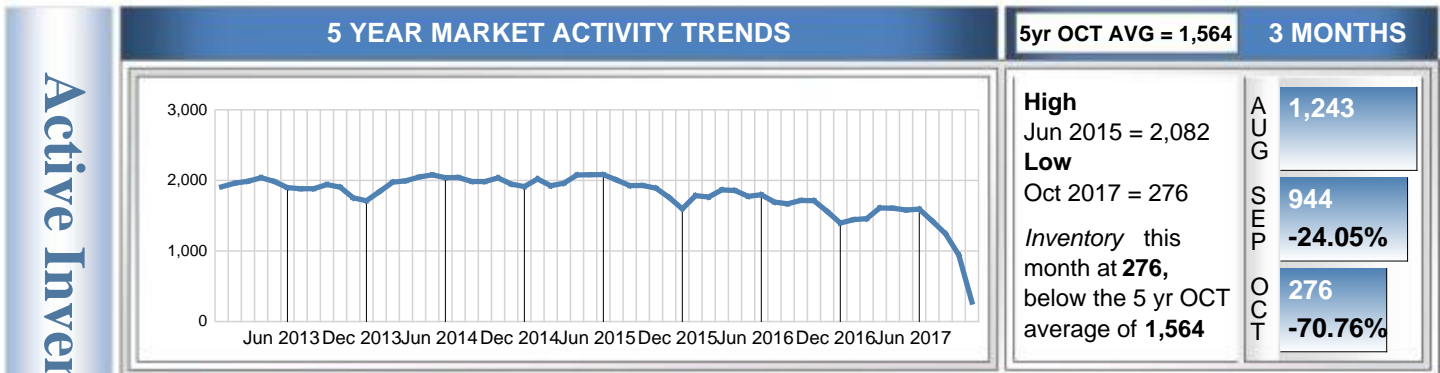
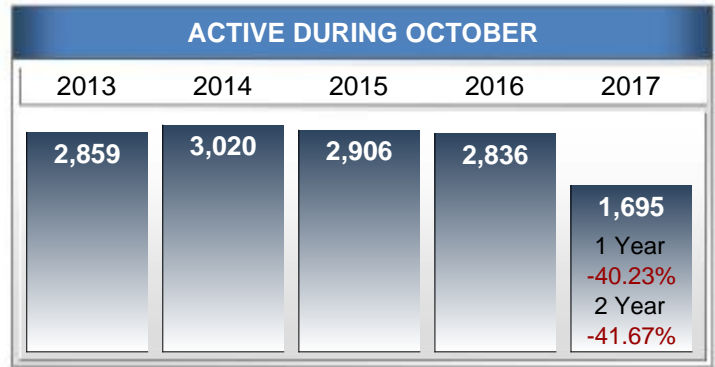
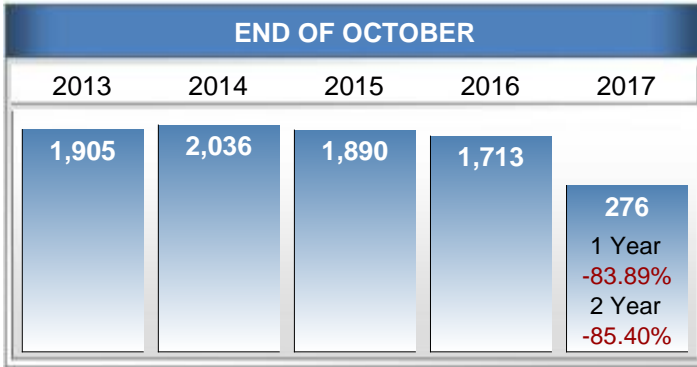
Active Inventory as of Nov 09, 2017



Active Inventory

Report Produced on: Nov 10, 2017

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Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$100,000 and less	16	5.80%	12.0	5	9	2	0		
\$100,001 - \$150,000	31	11.23%	29.0	12	14	4	1		
\$150,001 - \$200,000	48	17.39%	19.0	3	34	10	1		
\$200,001 - \$275,000	75	27.17%	23.0	6	36	32	1		
\$275,001 - \$350,000	43	15.58%	24.0	2	15	21	5		
\$350,001 - \$475,000	35	12.68%	48.0	0	8	13	14		
\$475,001 and up	28	10.14%	47.0	0	4	9	15		
Total Active Inventory by Units:				276	27.0	28	120	91	37
Total Active Inventory by Volume:				79,179,508		4.40M	27.22M	27.24M	20.32M
Median Active Inventory Listing Price:				\$239,975		\$131,700	\$215,008	\$260,000	\$440,000



Monthly Inventory Analysis

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October 2017

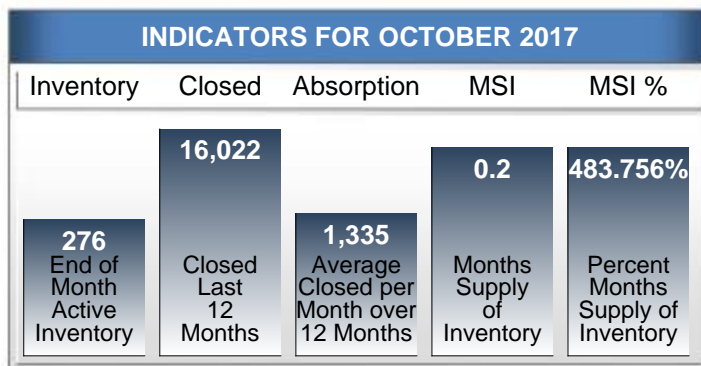
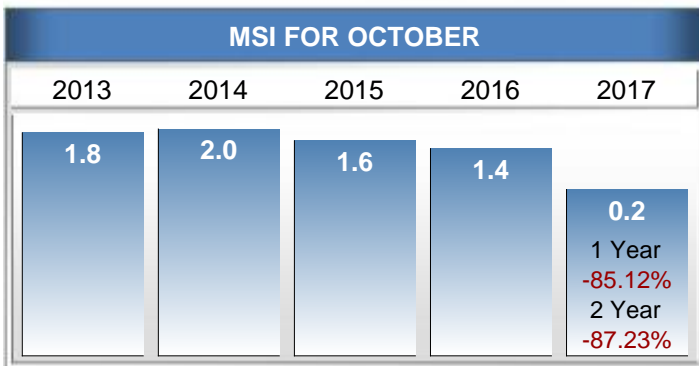
Active Inventory as of Nov 09, 2017



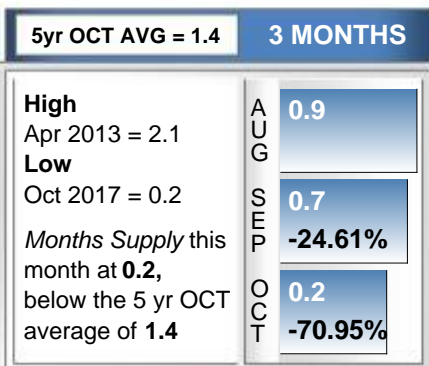
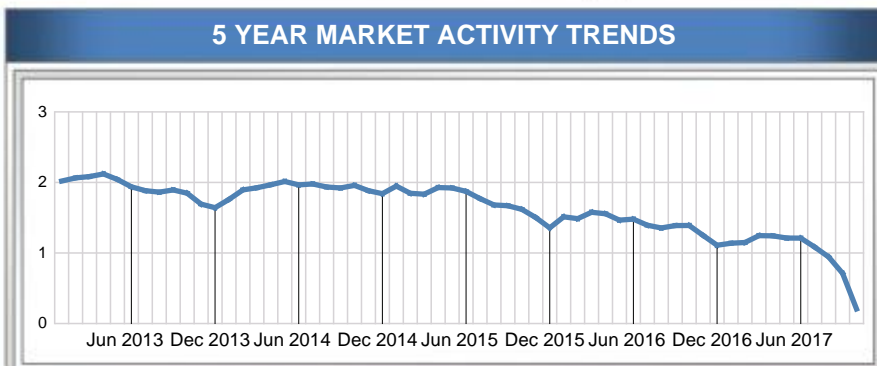
Months Supply of Inventory

Report Produced on: Nov 10, 2017

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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+
\$100,000 and less	16	5.80%	0.2	0.2	0.2	0.2	0.0
\$100,001 - \$150,000	31	11.23%	0.2	0.4	0.2	0.2	0.9
\$150,001 - \$200,000	48	17.39%	0.2	0.1	0.2	0.2	0.3
\$200,001 - \$275,000	75	27.17%	0.2	0.2	0.2	0.2	0.1
\$275,001 - \$350,000	43	15.58%	0.2	0.2	0.2	0.2	0.2
\$350,001 - \$475,000	35	12.68%	0.2	0.0	0.2	0.1	0.3
\$475,001 and up	28	10.14%	0.2	0.0	0.2	0.2	0.2
MSI:			0.2	0.2	0.2	0.2	0.2
Total Active Inventory:			276	28	120	91	37



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

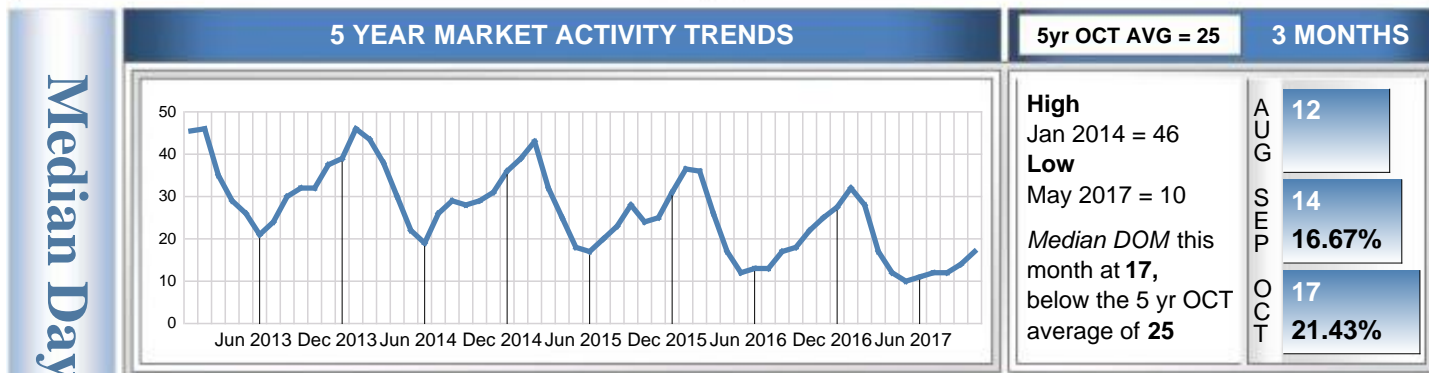
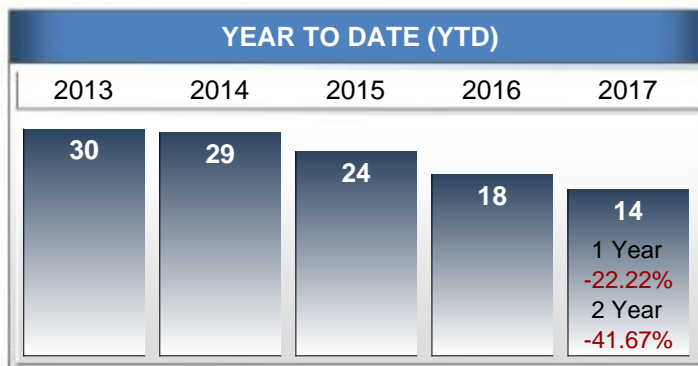
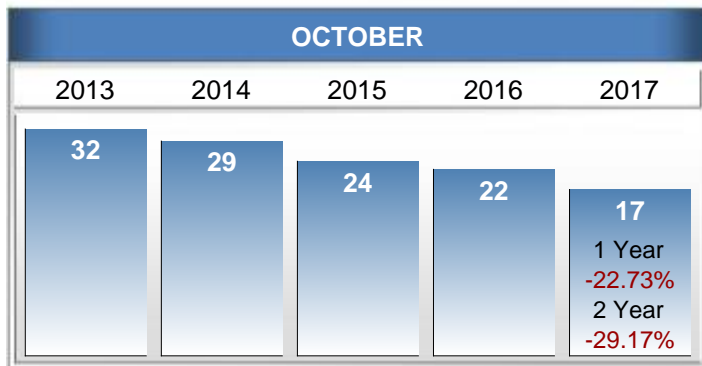
Closed Sales as of Nov 09, 2017



Median Days on Market to Sale

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Median Days on Market

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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	130	10.30%	20.0	19.0	21.0	18.0	149.5		
\$125,001 - \$150,000	88	6.97%	10.0	7.0	14.5	9.0	60.0		
\$150,001 - \$200,000	251	19.89%	13.0	9.0	12.0	18.0	61.5		
\$200,001 - \$275,000	323	25.59%	20.0	20.0	15.0	26.0	29.0		
\$275,001 - \$325,000	150	11.89%	19.0	27.0	11.0	23.5	18.5		
\$325,001 - \$425,000	165	13.07%	20.0	79.0	14.5	21.0	32.0		
\$425,001 and up	155	12.28%	16.0	16.0	7.5	8.0	37.0		
Median Closed DOM:	17.0			15.5	14.0	20.0	35.0		
Total Closed Units:	1,262			154	581	410	117		
Total Closed Volume:	338,654,041			26.00M	130.91M	129.25M	52.50M		



Monthly Inventory Analysis

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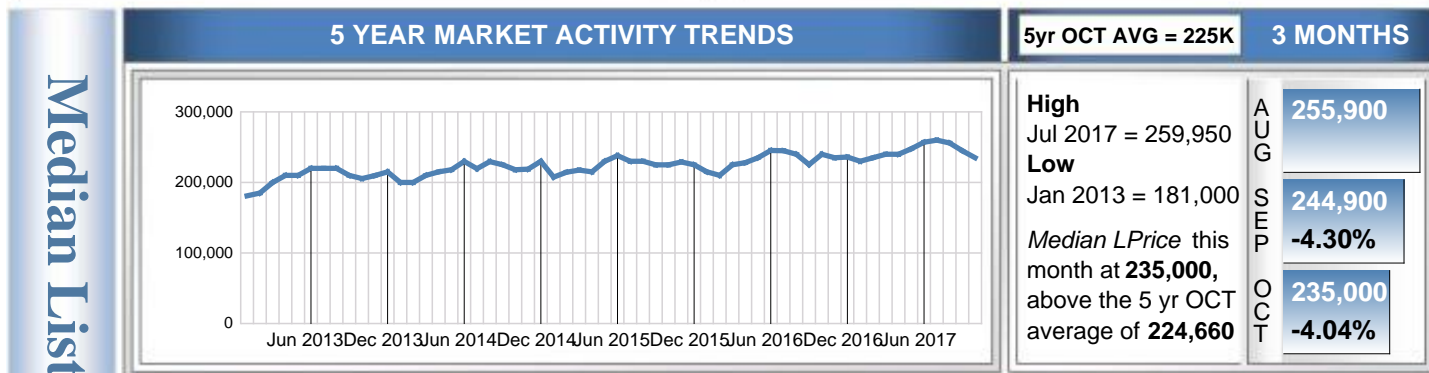
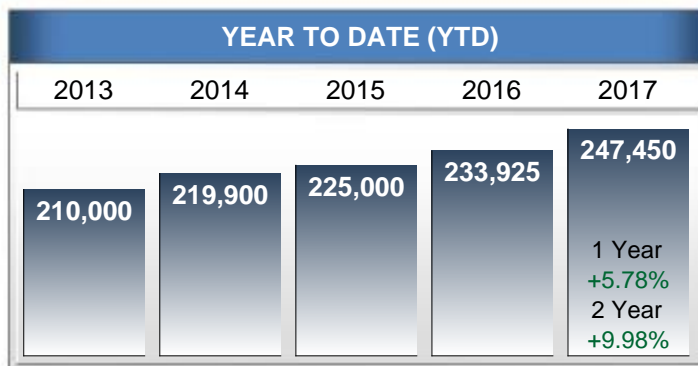
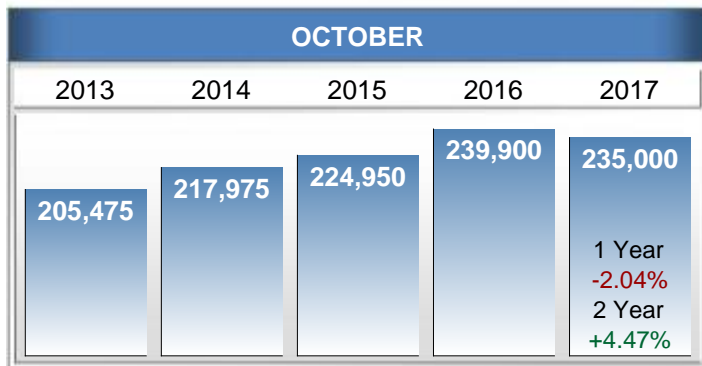
Closed Sales as of Nov 09, 2017



Median List Price at Closing

Report Produced on: Nov 10, 2017

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Median List Price

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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	122		9.67%	88,975	88,950	89,250	84,900	70,000
\$125,001 - \$150,000	93		7.37%	139,950	139,950	139,950	135,000	146,950
\$150,001 - \$200,000	255		20.21%	179,900	179,000	179,900	175,000	169,000
\$200,001 - \$275,000	311		24.64%	234,950	239,900	228,890	239,950	247,900
\$275,001 - \$325,000	163		12.92%	299,900	289,950	299,500	299,950	299,950
\$325,001 - \$425,000	167		13.23%	369,000	382,000	369,950	359,950	384,770
\$425,001 and up	151		11.97%	524,900	442,450	499,000	543,200	549,975
Median List Price:	\$235,000				\$154,975	\$204,500	\$290,083	\$419,950
Total Closed Units:	1,262				154	581	410	117
Total List Volume:	340,848,114				26.47M	131.45M	129.96M	52.97M



Monthly Inventory Analysis

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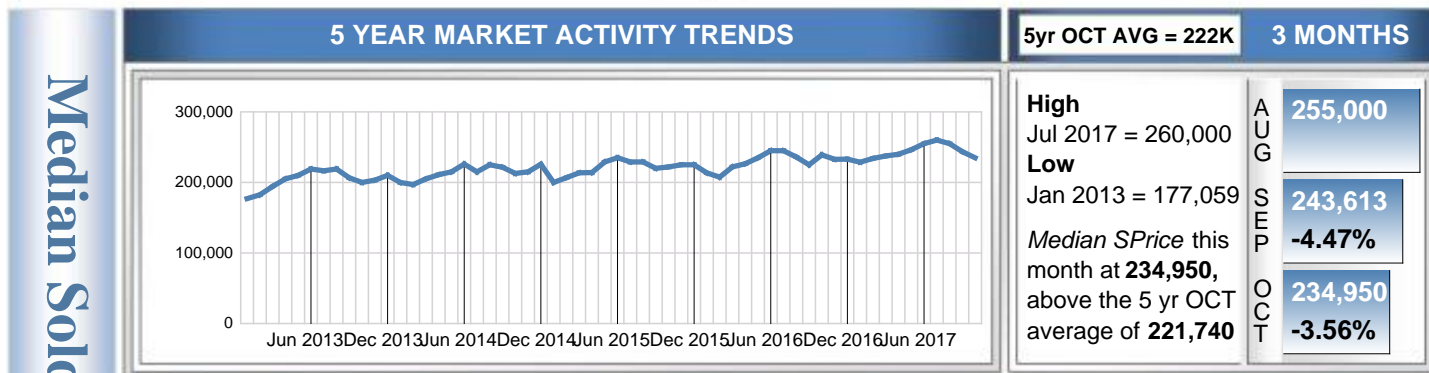
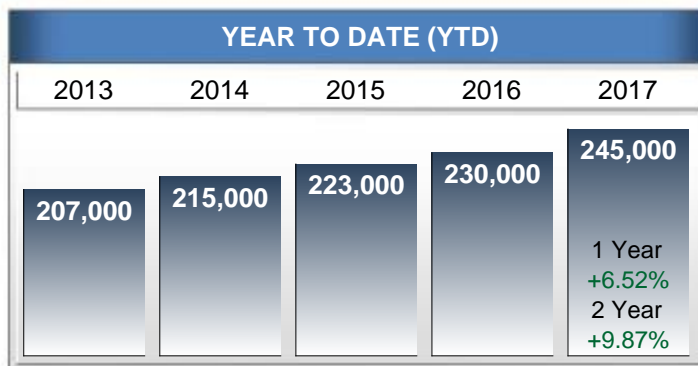
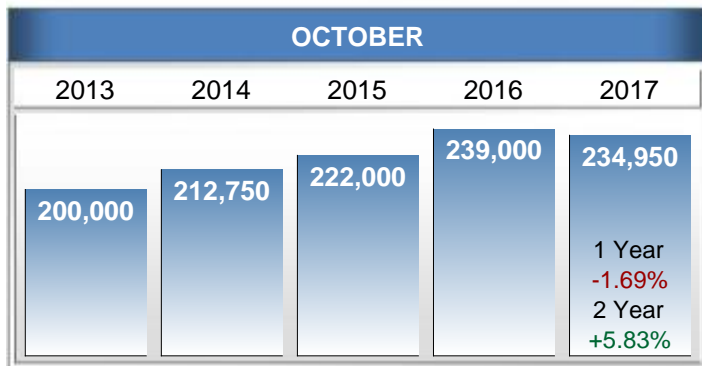
Closed Sales as of Nov 09, 2017



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\$S	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$125,000 and less	130		10.30%	86,200	85,000	86,000	95,000	82,500
\$125,001 - \$150,000	88		6.97%	139,950	140,000	139,700	137,000	130,000
\$150,001 - \$200,000	251		19.89%	175,500	175,000	177,000	175,000	174,750
\$200,001 - \$275,000	323		25.59%	234,950	235,485	228,000	241,975	244,000
\$275,001 - \$325,000	150		11.89%	299,925	285,565	296,000	300,050	297,725
\$325,001 - \$425,000	165		13.07%	363,000	374,500	357,475	359,000	384,694
\$425,001 and up	155		12.28%	520,000	434,900	499,500	532,870	545,000
Median Closed Price:	\$234,950				\$155,000	\$205,000	\$287,250	\$420,000
Total Closed Units:	1,262				154	581	410	117
Total Closed Volume:	338,654,041				26.00M	130.91M	129.25M	52.50M



Monthly Inventory Analysis

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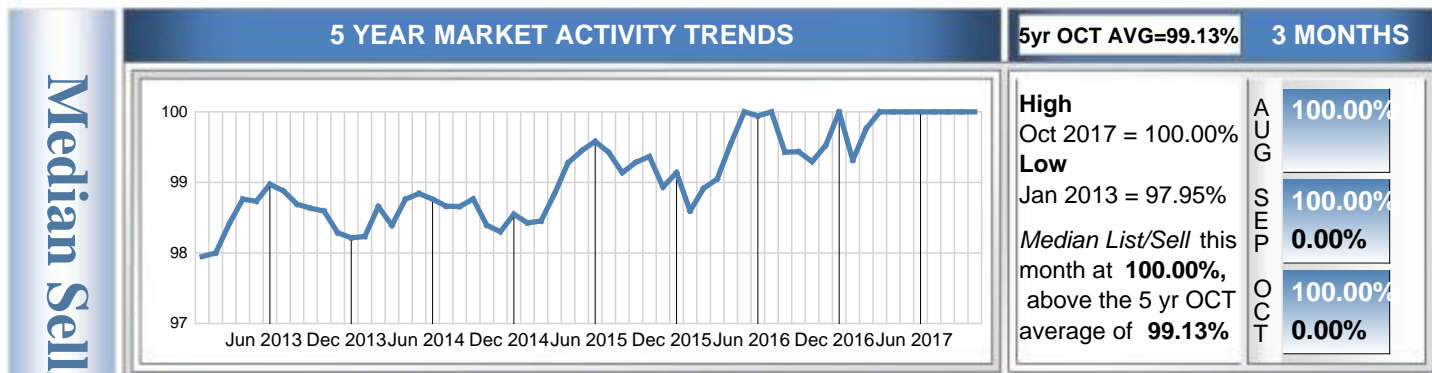
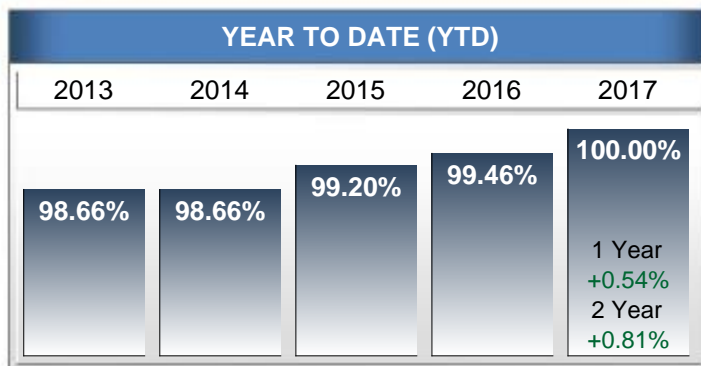
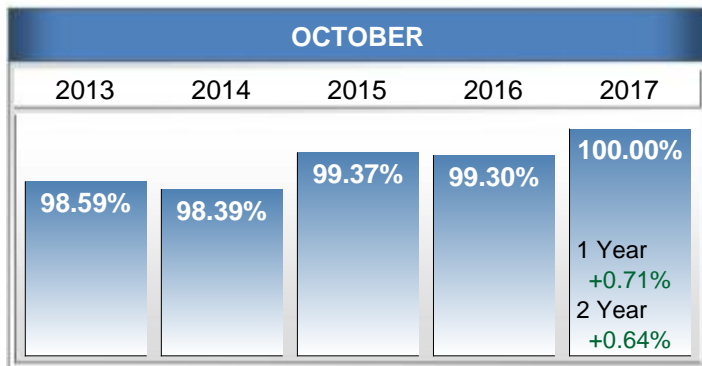
Closed Sales as of Nov 09, 2017



Median Percent of Selling Price to List Price

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Median Sell/List Price

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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	130	10.30%	97.02%	98.17%	97.31%	92.34%	71.10%
\$125,001 - \$150,000	88	6.97%	100.00%	98.22%	100.00%	101.56%	83.87%
\$150,001 - \$200,000	251	19.89%	100.00%	100.00%	100.00%	98.91%	97.75%
\$200,001 - \$275,000	323	25.59%	100.00%	99.44%	100.00%	99.89%	98.43%
\$275,001 - \$325,000	150	11.89%	100.00%	100.19%	100.00%	100.00%	98.80%
\$325,001 - \$425,000	165	13.07%	100.00%	98.07%	100.00%	100.00%	98.61%
\$425,001 and up	155	12.28%	100.00%	99.51%	100.00%	100.00%	98.71%
Median List/Sell Ratio:	100.00%			99.42%	100.00%	100.00%	98.59%
Total Closed Units:	1,262			154	581	410	117
Total Closed Volume:	338,654,041			26.00M	130.91M	129.25M	52.50M



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 1,335 Sales/Month

Active Inventory as of October 31, 2017 = 276

	OCTOBER			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	1,158	1,262	8.98%	12,772	13,698	7.25%
Pending Sales	1,123	1,419	26.36%	13,491	14,632	8.46%
New Listings	1,532	1,664	8.62%	18,128	19,089	5.30%
Median List Price	239,900	235,000	-2.04%	233,925	247,450	5.78%
Median Sale Price	239,000	234,950	-1.69%	230,000	245,000	6.52%
Median Percent of Selling Price to List Price	99.30%	100.00%	0.71%	99.46%	100.00%	0.54%
Median Days on Market to Sale	22.00	17.00	-22.73%	18.00	14.00	-22.22%
Monthly Inventory	1,713	276	-83.89%	1,713	276	-83.89%
Months Supply of Inventory	1.39	0.21	-85.12%	1.39	0.21	-85.12%

