June 2013

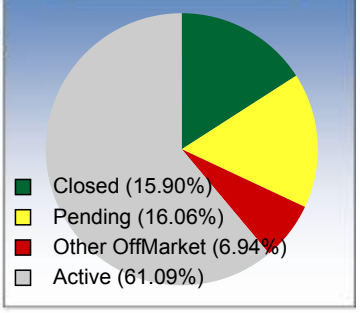
Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family, Condo/Town Property Type

Absorption: Last 12 months, an Average of **969** Sales/Month

Active Inventory as of June 30, 2013 = **4,967**

	JUNE		
	2012	**2013**	**+/-%**
Closed Sales	1,275	1,293	1.41%
Pending Sales	1,105	1,306	18.19%
New Listings	1,584	1,675	5.74%
Median List Price	215,000	220,000	2.33%
Median Sale Price	210,000	219,000	4.29%
Median Percent of Selling Price to List Price	98.13%	98.97%	0.86%
Median Days on Market to Sale	34.00	21.00	-38.24%
End of Month Inventory	5,683	4,967	-12.60%
Months Supply of Inventory	6.43	5.12	-20.31%

Market Activity



Report Produced on: Jul 10, 2013

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2013 decreased **12.60%** to 4,967 existing homes available for sale. Over the last 12 months this area has had an average of 969 closed sales per month. This represents an unsold inventory index of **5.12** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.29%** in June 2013 to $219,000 versus the previous year at $210,000.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 13.00 days or **38.24%** in June 2013 compared to last year's same month at **34.00** DOM.

Sales Success for June 2013 is Positive

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

There were 1,675 New Listings in June 2013, up **5.74%** from last year at 1,584. Furthermore, there were 1,293 sales this month versus last year at 1,275, a **1.41%** increase.

Closed versus Listed trends yielded a **77.2%** ratio, down from last year's June 2013 at **80.5%**, a **4.10%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

What's in this Issue

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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®

Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2013

Closed Sales as of Jul 09, 2013

Closed Sales

Report Produced on: Jul 10, 2013

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

JUNE

2009	2010	2011	2012	2013
1,195	1,293	1,098	1,275	1,293

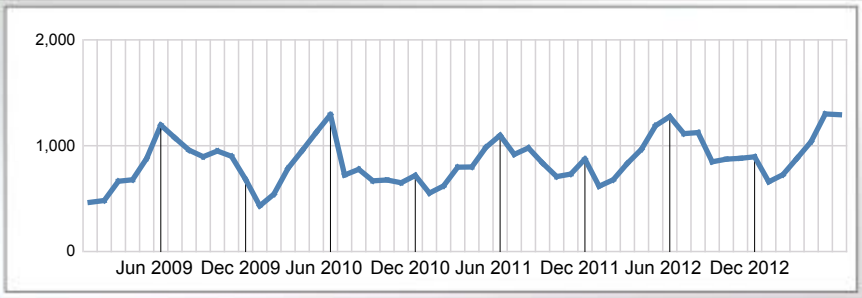
1 Year +1.41%
2 Year +17.76%

YEAR TO DATE (YTD)

2009	2010	2011	2012	2013
4,364	5,135	4,851	5,560	5,898

1 Year +6.08%
2 Year +21.58%

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 1,231

High
May 2013 = 1,300
Low
Jan 2010 = 432

Closed Sales this month at **1,293,** above the 5 yr JUN average of **1,231**

3 MONTHS

APR	1,039
MAY	1,300
	25.12%
JUN	1,293
	-0.54%

CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
$75,000 and less	84	6.50%	39.5	21	50	12	1
$75,001 $125,000	139	10.75%	35.0	29	90	20	0
$125,001 $175,000	227	17.56%	22.0	21	144	58	4
$175,001 $250,000	337	26.06%	23.0	26	156	137	18
$250,001 $325,000	212	16.40%	14.0	7	71	106	28
$325,001 $450,000	163	12.61%	12.0	0	34	77	52
$450,001 and up	131	10.13%	21.0	0	17	49	65
Total Closed Units:	1,293		21.0	104	562	459	168
Total Closed Volume:	326,074,399			14.44M	107.73M	128.74M	75.16M
Median Closed Price:	$219,000			$129,200	$175,000	$255,000	$399,975

Closed Sales

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2013

Pending Sales as of Jul 09, 2013

Pending Sales

Report Produced on: Jul 10, 2013

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

JUNE

2009	2010	2011	2012	2013
993	736	971	1,105	1,306

1 Year +18.19%
2 Year +34.50%

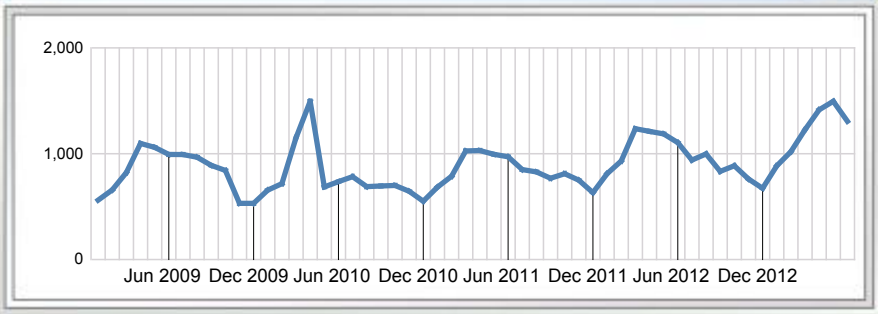
YEAR TO DATE (YTD)

2009	2010	2011	2012	2013
5,191	5,441	5,492	6,481	7,347

1 Year +13.36%
2 Year +33.78%

Pending Sales

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 1,022

High
May 2013 = 1,495
Low
Dec 2009 = 531

Pending Sales this month at **1,306,** above the 5 yr JUN average of **1,022**

3 MONTHS

APR	1,415	
MAY	1,495	5.65%
JUN	1,306	-12.64%

PENDING SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
$75,000 and less	93	7.12%	25.0	24	59	9	1
$75,001 $125,000	158	12.10%	34.0	25	104	26	3
$125,001 $175,000	236	18.07%	29.0	41	135	55	5
$175,001 $250,000	316	24.20%	26.0	25	147	130	14
$250,001 $325,000	190	14.55%	14.5	7	60	101	22
$325,001 $450,000	177	13.55%	22.0	6	46	82	43
$450,001 and up	136	10.41%	37.0	1	21	49	65
Total Pending Units:	1,306		26.0	129	572	452	153
Total Pending Volume:	332,339,341			20.17M	110.92M	130.26M	70.99M
Median Listing Price:	$215,250			$150,000	$172,998	$258,450	$425,000

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2013

New Listings as of Jul 09, 2013

New Listings

Report Produced on: Jul 10, 2013

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

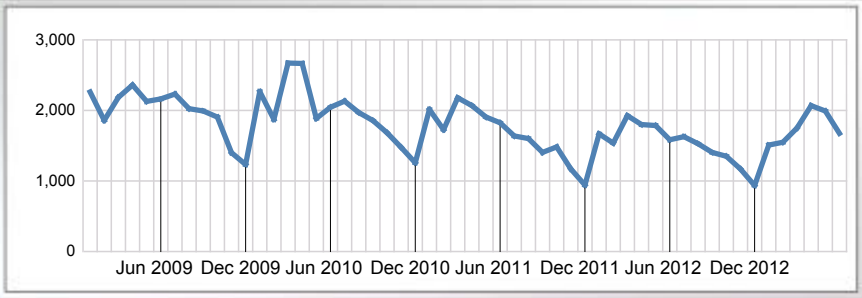
JUNE

2009	2010	2011	2012	2013
2,163	2,045	1,825	1,584	1,675
				1 Year +5.74%
				2 Year -8.22%

YEAR TO DATE (YTD)

2009	2010	2011	2012	2013
12,957	13,408	11,720	10,301	10,544
				1 Year +2.36%
				2 Year -10.03%

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 1,858

High
Mar 2010 = 2,671
Low
Dec 2012 = 936

New Listings this month at **1,675,** below the 5 yr JUN average of **1,858**

3 MONTHS

APR	2,068	
MAY	1,992	-3.68%
JUN	1,675	-15.91%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
$75,000 and less	132	7.88%	36	76	19	1
$75,001 $125,000	158	9.43%	38	97	21	2
$125,001 $175,000	297	17.73%	28	211	52	6
$175,001 $250,000	431	25.73%	44	196	169	22
$250,001 $325,000	239	14.27%	11	79	121	28
$325,001 $450,000	236	14.09%	5	49	111	71
$450,001 and up	182	10.87%	1	23	70	88

Total New Listed Units:	1,675	163	731	563	218
Total New Listed Volume:	432,596,631	24.38M	140.82M	168.71M	98.69M
Median New Listed Listing Price:	$219,900	$139,950	$174,900	$264,990	$399,950

New Listings

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2013

Active Inventory as of Jul 09, 2013

Active Inventory

Report Produced on: Jul 10, 2013

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

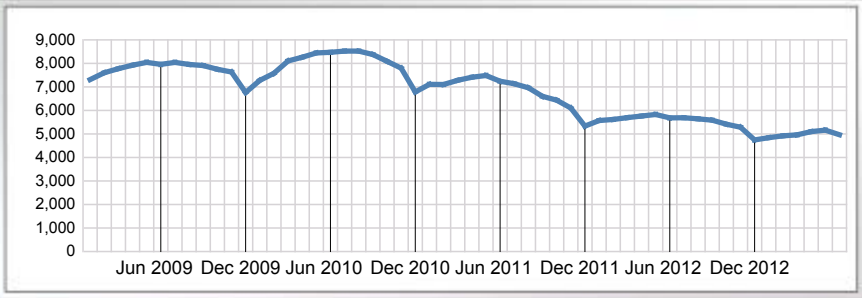
END OF JUNE

2009	2010	2011	2012	2013
7,959	8,472	7,241	5,683	4,967
				1 Year -12.60%
				2 Year -31.40%

ACTIVE DURING JUNE

2009	2010	2011	2012	2013
10,206	10,489	9,310	7,411	6,837
				1 Year -7.75%
				2 Year -26.56%

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 6,864

High
Jul 2010 = 8,524
Low
Dec 2012 = 4,746

Inventory this month at **4,967,** below the 5 yr JUN average of **6,864**

3 MONTHS

APR	5,099
MAY	5,162 **1.24%**
JUN	4,967 **-3.78%**

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
$75,000 and less	316	6.36%	70.0	119	158	34	5
$75,001 $125,000	606	12.20%	80.5	164	359	75	8
$125,001 $175,000	950	19.13%	79.0	116	637	176	21
$175,001 $250,000	1,236	24.88%	75.0	127	548	508	53
$250,001 $325,000	657	13.23%	81.0	49	199	331	78
$325,001 $475,000	653	13.15%	63.0	26	104	313	210
$475,001 and up	549	11.05%	76.0	7	47	202	293
Total Active Inventory by Units:	4,967		75.0	608	2,052	1,639	668
Total Active Inventory by Volume:	1,343,863,259			111.31M	384.14M	498.54M	349.88M
Median Active Inventory Listing Price:	$214,000			$137,500	$167,700	$259,900	$449,700

Active Inventory

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2013

Active Inventory as of Jul 09, 2013

Months Supply of Inventory

Report Produced on: Jul 10, 2013

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

MSI FOR JUNE

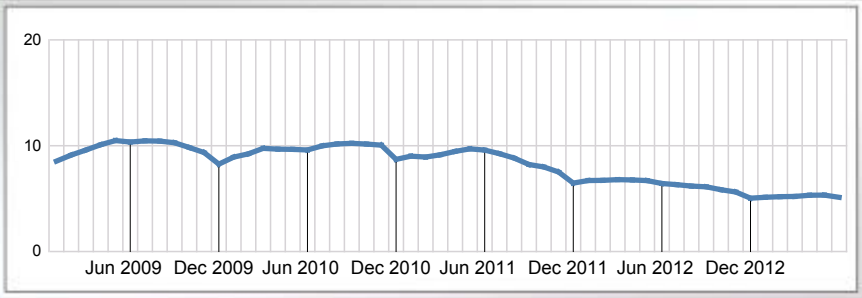
2009	2010	2011	2012	2013
10.3	9.6	9.6	6.4	5.1

1 Year -20.31%
2 Year -46.55%

INDICATORS FOR JUNE 2013

Inventory	Closed	Absorption	MSI	MSI %
4,967	11,633	969	5.1	19.517%
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 JUN AVG = 8.2

High
May 2009 = 10.5
Low
Dec 2012 = 5.0

Months Supply this month at **5.1,** below the 5 yr JUN average of **8.2**

3 MONTHS

APR	5.3
MAY	5.3 0.28%
JUN	5.1 -3.93%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
$75,000 and less	316	6.36%	3.3	4.4	3.0	2.6	4.0
$75,001 $125,000	606	12.20%	5.1	7.3	4.8	3.5	6.9
$125,001 $175,000	950	19.13%	4.9	6.0	5.4	3.5	3.8
$175,001 $250,000	1,236	24.88%	5.3	7.7	5.5	4.9	4.3
$250,001 $325,000	657	13.23%	4.8	11.1	4.4	4.7	4.3
$325,001 $475,000	653	13.15%	5.3	13.6	4.2	5.1	5.8
$475,001 and up	549	11.05%	8.4	28.0	6.4	7.8	9.2
MSI:	5.1			6.6	4.8	4.7	6.3
Total Active Inventory:	4,967			608	2,052	1,639	668

Months Supply

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2013

Closed Sales as of Jul 09, 2013

Median Days on Market to Sale

Report Produced on: Jul 10, 2013

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

JUNE

2009	2010	2011	2012	2013
44	46	48	34	21

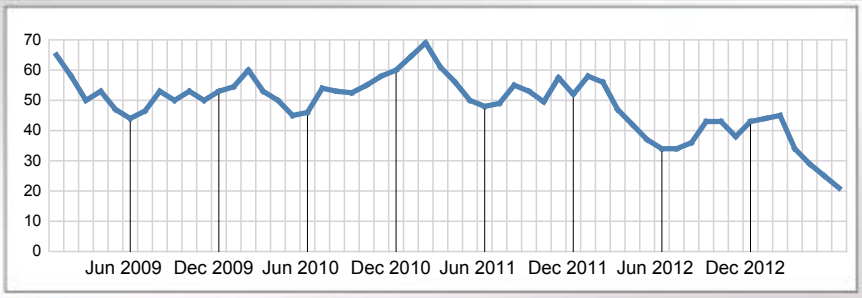
1 Year -38.24%
2 Year -56.25%

YEAR TO DATE (YTD)

2009	2010	2011	2012	2013
51	50	56	42	30

1 Year -28.57%
2 Year -46.43%

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 39

High
Feb 2011 = 69
Low
Jun 2013 = 21

Median DOM this month at **21,** below the 5 yr JUN average of **39**

3 MONTHS

APR	29
MAY	25 -13.79%
JUN	21 -16.00%

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+
$75,000 and less	84	6.50%	39.5	35.0	41.5	33.0	63.0
$75,001 $125,000	139	10.75%	35.0	29.0	30.5	69.5	0.0
$125,001 $175,000	227	17.56%	22.0	18.0	26.5	17.5	25.0
$175,001 $250,000	337	26.06%	23.0	36.0	20.0	26.0	19.0
$250,001 $325,000	212	16.40%	14.0	22.0	11.0	13.0	46.5
$325,001 $450,000	163	12.61%	12.0	0.0	10.5	12.0	14.5
$450,001 and up	131	10.13%	21.0	0.0	28.0	21.0	19.0
Median Closed DOM:	21.0			29.0	25.0	17.0	20.0
Total Closed Units:	1,293			104	562	459	168
Total Closed Volume:	326,074,399			14.44M	107.73M	128.74M	75.16M

Median Days on Market

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2013

Closed Sales as of Jul 09, 2013

Median List Price at Closing

Report Produced on: Jul 10, 2013

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

JUNE

2009	2010	2011	2012	2013
219,950	204,450	200,000	215,000	220,000

1 Year +2.33%
2 Year +10.00%

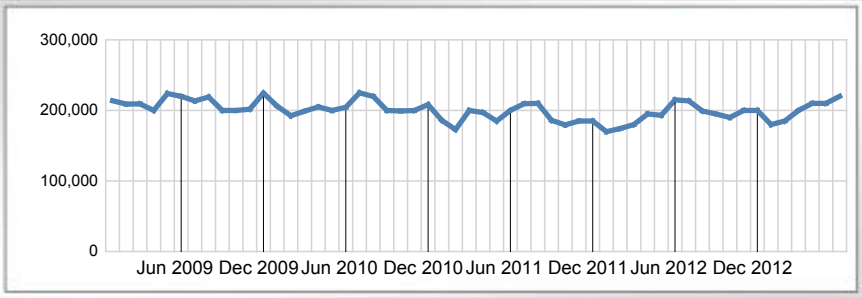
YEAR TO DATE (YTD)

2009	2010	2011	2012	2013
214,950	199,950	189,950	189,950	205,000

1 Year +7.92%
2 Year +7.92%

Median List Price

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 212K

High
Jul 2010 = 224,900
Low
Jan 2012 = 169,950

Median LPrice this month at **220,000,** above the 5 yr JUN average of **211,880**

3 MONTHS

APR	209,950	
MAY	210,000	0.02%
JUN	220,000	4.76%

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	ML$	≤2 Beds	3 Beds	4 Beds	5 Beds+
$75,000 and less	78	6.03%	49,925	46,500	49,475	62,700	27,900
$75,001 $125,000	140	10.83%	109,000	104,900	109,999	109,950	118,000
$125,001 $175,000	220	17.01%	150,000	155,000	149,900	157,500	156,000
$175,001 $250,000	341	26.37%	215,000	219,900	207,500	219,925	215,000
$250,001 $325,000	218	16.86%	285,000	289,975	284,950	283,225	299,250
$325,001 $450,000	158	12.22%	370,725	0	374,500	363,888	389,575
$450,001 and up	138	10.67%	541,975	0	499,925	535,000	565,000

		≤2 Beds	3 Beds	4 Beds	5 Beds+
Median List Price:	$220,000	$133,725	$179,900	$257,500	$399,975
Total Closed Units:	1,293	104	562	459	168
Total List Volume:	331,473,177	14.75M	109.73M	130.30M	76.69M

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2013

Closed Sales as of Jul 09, 2013

Median Sold Price at Closing

Report Produced on: Jul 10, 2013

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

JUNE

2009	2010	2011	2012	2013
215,000	200,000	199,000	210,000	219,000

1 Year +4.29%
2 Year +10.05%

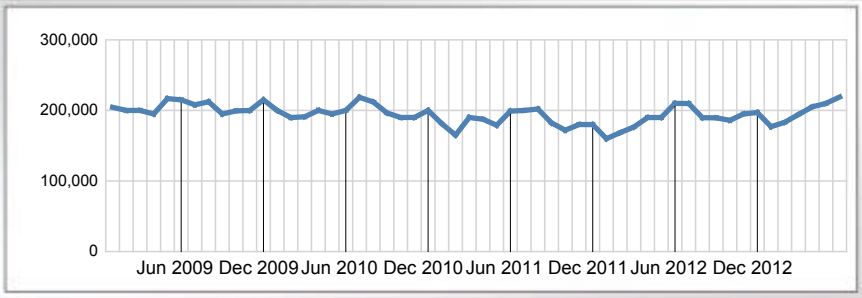
YEAR TO DATE (YTD)

2009	2010	2011	2012	2013
208,250	197,000	185,000	185,000	200,428

1 Year +8.34%
2 Year +8.34%

Median Sold Price

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 209K

High
Jun 2013 = 219,000
Low
Jan 2012 = 160,000

Median SPrice this month at **219,000,** above the 5 yr JUN average of **208,600**

3 MONTHS

APR	205,000	
MAY	210,000	2.44%
JUN	219,000	4.29%

MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	MS$	≤2 Beds	3 Beds	4 Beds	5 Beds+
$75,000 and less	84	6.50%	49,429	39,000	49,650	59,950	27,000
$75,001 $125,000	139	10.75%	108,000	102,450	110,000	105,500	0
$125,001 $175,000	227	17.56%	150,750	155,000	149,250	156,725	149,000
$175,001 $250,000	337	26.06%	214,000	211,000	205,000	219,500	220,000
$250,001 $325,000	212	16.40%	284,950	276,000	284,950	282,550	296,500
$325,001 $450,000	163	12.61%	370,000	0	363,207	364,000	386,107
$450,001 and up	131	10.13%	535,000	0	517,527	528,320	550,000

		≤2 Beds	3 Beds	4 Beds	5 Beds+
Median Closed Price:	$219,000	$129,200	$175,000	$255,000	$399,975
Total Closed Units:	1,293	104	562	459	168
Total Closed Volume:	326,074,399	14.44M	107.73M	128.74M	75.16M

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2013

Closed Sales as of Jul 09, 2013

Median Percent of Selling Price to List Price

Report Produced on: Jul 10, 2013

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

JUNE

2009	2010	2011	2012	2013
97.70%	97.81%	97.33%	98.13%	98.97%

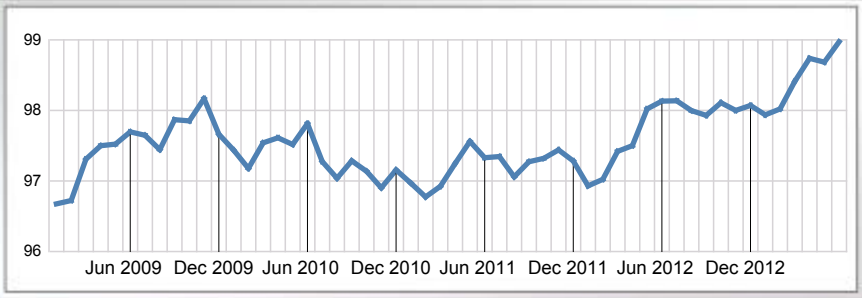
1 Year +0.86%
2 Year +1.69%

YEAR TO DATE (YTD)

2009	2010	2011	2012	2013
97.40%	97.55%	97.15%	97.70%	98.55%

1 Year +0.87%
2 Year +1.44%

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG=97.99%

High
Jun 2013 = 98.97%
Low
Jan 2009 = 96.68%

Median List/Sell this month at **98.97%,** above the 5 yr JUN average of **97.99%**

3 MONTHS

APR	98.74%
MAY	98.68%
	-0.06%
JUN	98.97%
	0.29%

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+
$75,000 and less	84	6.50%	95.33%	97.14%	94.62%	96.90%	96.77%
$75,001 $125,000	139	10.75%	96.53%	96.33%	97.59%	94.25%	0.00%
$125,001 $175,000	227	17.56%	99.37%	99.39%	99.53%	98.35%	100.76%
$175,001 $250,000	337	26.06%	99.05%	98.02%	98.98%	99.20%	99.84%
$250,001 $325,000	212	16.40%	99.85%	96.77%	100.00%	100.00%	98.30%
$325,001 $450,000	163	12.61%	99.27%	0.00%	99.85%	99.77%	98.92%
$450,001 and up	131	10.13%	98.46%	0.00%	100.00%	98.51%	98.29%
Median List/Sell Ratio:	98.97%			97.82%	99.27%	99.25%	98.55%
Total Closed Units:	1,293			104	562	459	168
Total Closed Volume:	326,074,399			14.44M	107.73M	128.74M	75.16M

Median Sell/List Price

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

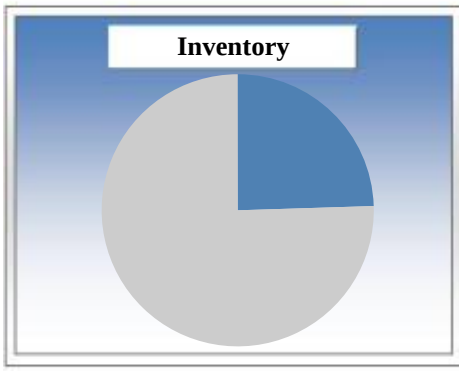
June 2013

Inventory as of Jul 09, 2013

Market Summary

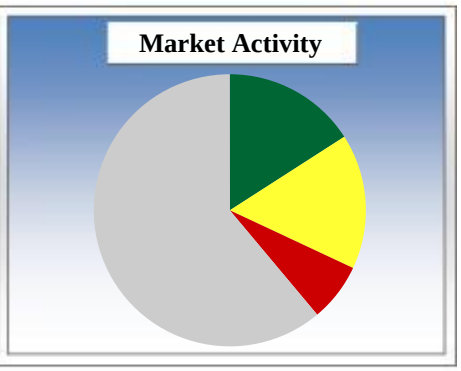
Report Produced on: Jul 10, 2013

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

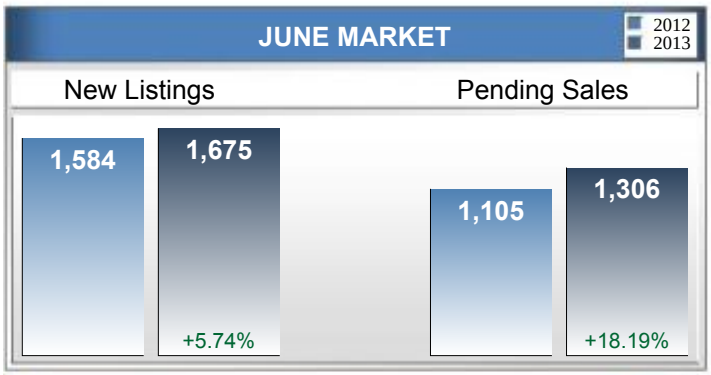
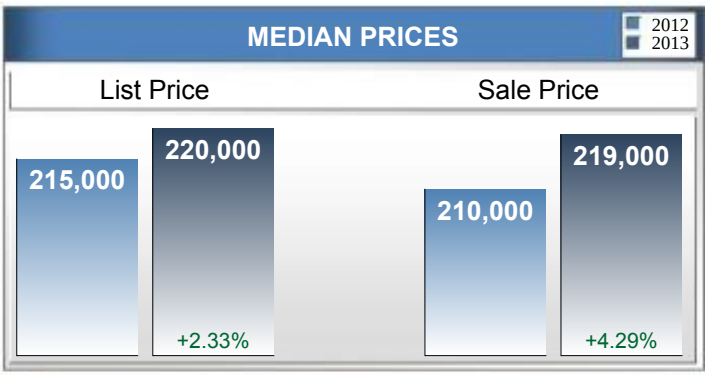
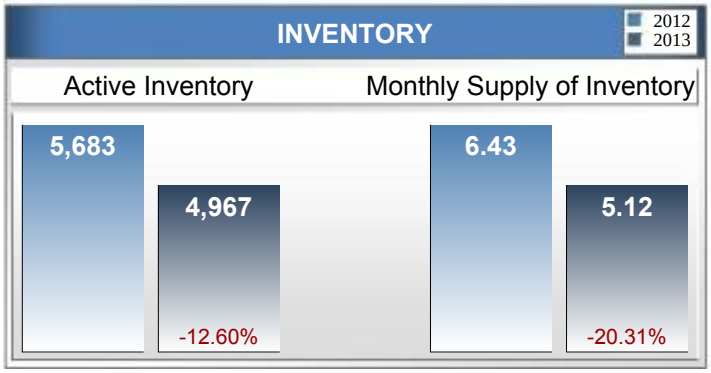
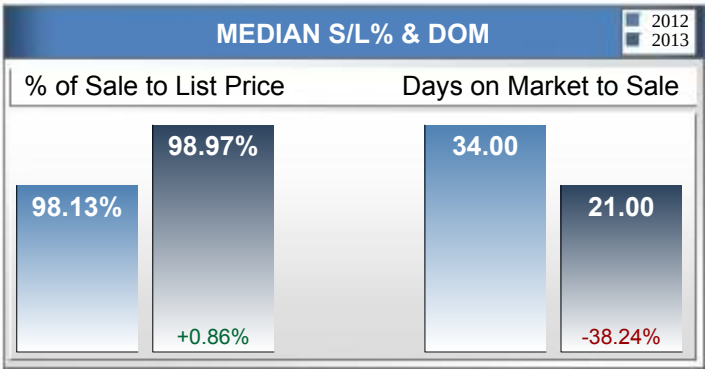


Inventory	
New Listings	**1,675 = 24.50%**
Start Inventory	**5,162**
Total Inventory Units	**6,837**
Volume	**$1,820,341,284**

Market Activity	
Closed Sales	**1,293 = 15.90%**
Pending Sales	**1,306 = 16.06%**
Other Off Market	**564 = 6.94%**
Active Inventory	**4,967 = 61.09%**



Absorption: Last 12 months, an Average of **969** Sales/Month

Active Inventory as of June 30, 2013 = **4,967**

	JUNE			Year To Date		
	2012	**2013**	**+/-%**	**2012**	**2013**	**+/-%**
Closed Sales	1,275	1,293	1.41%	5,560	5,898	6.08%
Pending Sales	1,105	1,306	18.19%	6,481	7,347	13.36%
New Listings	1,584	1,675	5.74%	10,301	10,544	2.36%
Median List Price	215,000	220,000	2.33%	189,950	205,000	7.92%
Median Sale Price	210,000	219,000	4.29%	185,000	200,428	8.34%
Median Percent of Selling Price to List Price	98.13%	98.97%	0.86%	97.70%	98.55%	0.87%
Median Days on Market to Sale	34.00	21.00	-38.24%	42.00	30.00	-28.57%
Monthly Inventory	5,683	4,967	-12.60%	5,683	4,967	-12.60%
Months Supply of Inventory	6.43	5.12	-20.31%	6.43	5.12	-20.31%