



January 2017

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

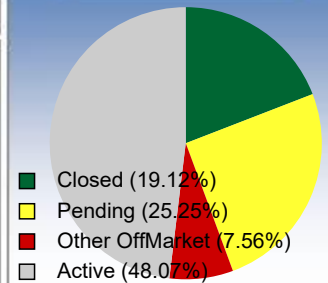


Absorption: Last 12 months, an Average of **172** Sales/Month

Active Inventory as of January 31, 2017 = **337**

	JANUARY		
	2016	2017	+/- %
Closed Sales	91	134	47.25%
Pending Sales	122	177	45.08%
New Listings	184	204	10.87%
Median List Price	193,775	225,429	16.34%
Median Sale Price	199,760	226,623	13.45%
Median Percent of Selling Price to List Price	99.32%	99.89%	0.57%
Median Days on Market to Sale	51.00	26.00	-49.02%
End of Month Inventory	434	337	-22.35%
Months Supply of Inventory	2.82	1.96	-30.62%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 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 January 2017 decreased **22.35%** to 337 existing homes available for sale. Over the last 12 months this area has had an average of 172 closed sales per month. This represents an unsold inventory index of **1.96** 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 **13.45%** in January 2017 to \$226,623 versus the previous year at \$199,760.

Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 25.00 days or **49.02%** in January 2017 compared to last year's same month at **51.00** DOM.

Sales Success for January 2017 is Positive

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

There were 204 New Listings in January 2017, up **10.87%** from last year at 184. Furthermore, there were 134 sales this month versus last year at 91, a **47.25%** increase.

Closed versus Listed trends yielded a **65.7%** ratio, up from last year's January 2017 at **49.5%**, a **32.82%** 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®



Monthly Inventory Analysis

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January 2017

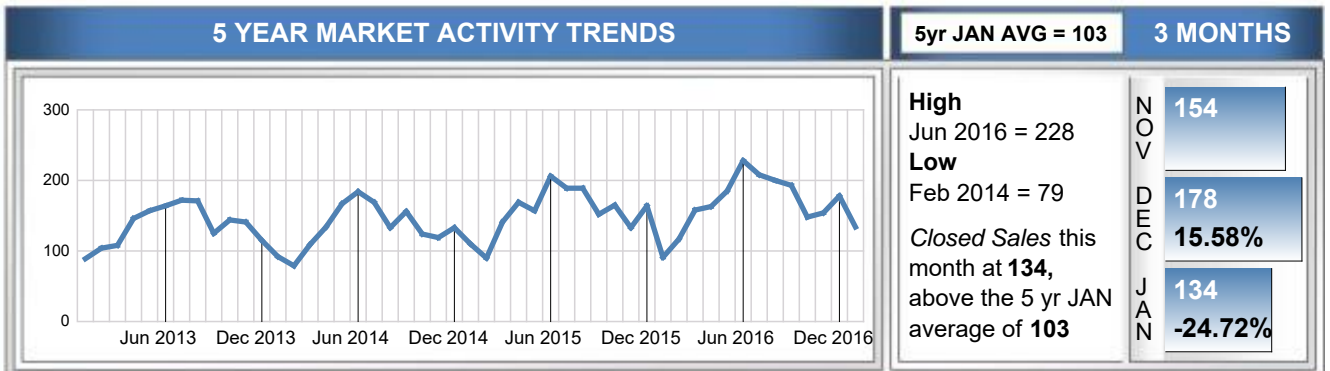
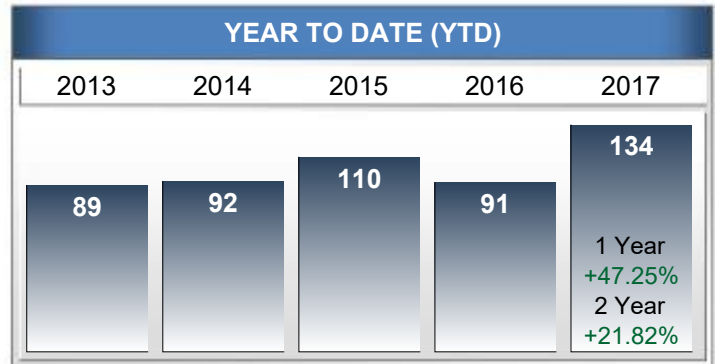
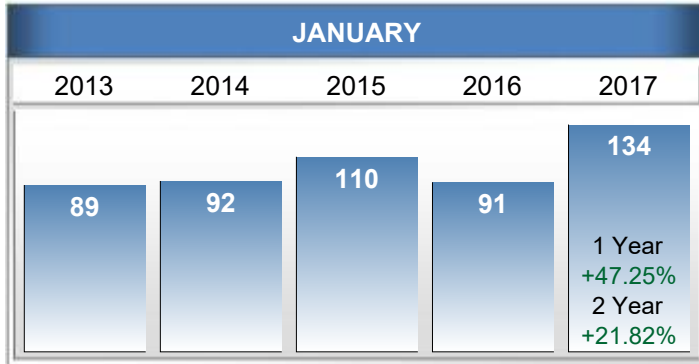
Closed Sales as of Feb 08, 2017



Closed Sales

Report Produced on: Feb 10, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - 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+
\$100,000 and less	6	4.48%	17.0	5	1	0	0
\$100,001 - \$125,000	10	7.46%	26.0	9	1	0	0
\$125,001 - \$175,000	23	17.16%	17.0	12	11	0	0
\$175,001 - \$250,000	43	32.09%	26.0	13	30	0	0
\$250,001 - \$250,000	0	0.00%	26.0	0	0	0	0
\$250,001 - \$350,000	37	27.61%	32.0	8	28	1	0
\$350,001 and up	15	11.19%	51.0	2	9	4	0
Total Closed Units: 134				26.0			
Total Closed Volume: 31,996,662				49	80	5	0.00B
Median Closed Price: \$226,623				\$162,500	\$242,500	\$459,950	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

January 2017

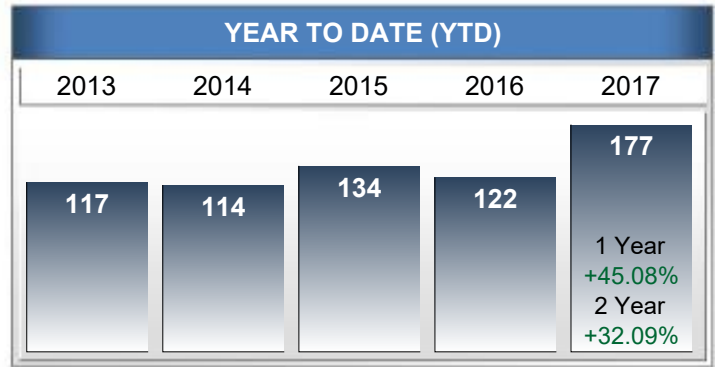
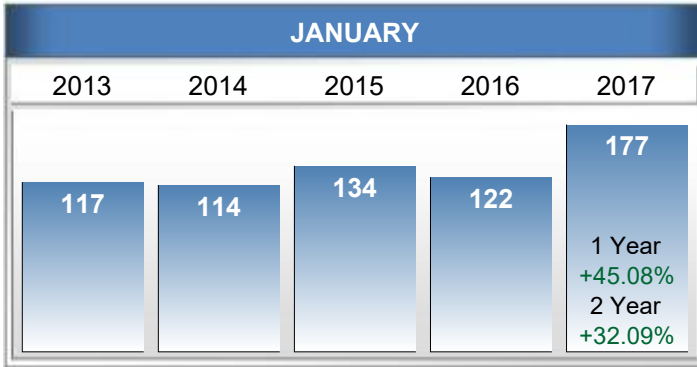
Pending Sales as of Feb 08, 2017



Pending Sales

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Pending Sales

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5yr JAN AVG = 133 **3 MONTHS**

High
Apr 2016 = 235

Low
Dec 2013 = 82

Pending Sales this month at **177**, above the 5 yr JAN average of **133**

N	129
O	
V	
D	139
E	7.75%
C	
J	177
A	27.34%
N	

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	18	10.17%	38.0	11	6	0	1
\$125,001 - \$150,000	12	6.78%	22.0	6	5	1	0
\$150,001 - \$200,000	26	14.69%	17.5	14	10	2	0
\$200,001 - \$275,000	53	29.94%	25.0	17	33	3	0
\$275,001 - \$300,000	22	12.43%	25.5	11	10	1	0
\$300,001 - \$375,000	25	14.12%	31.0	3	20	2	0
\$375,001 and up	21	11.86%	8.0	5	11	5	0
Total Pending Units:	177		25.0	67	95	14	1
Total Pending Volume:	45,148,897			14.90M	25.62M	4.60M	40.00K
Median Listing Price:	\$244,185			\$211,945	\$252,995	\$301,460	\$40,000



Monthly Inventory Analysis

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January 2017

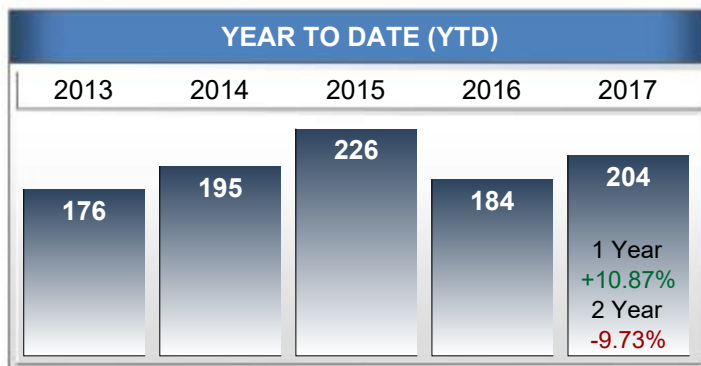
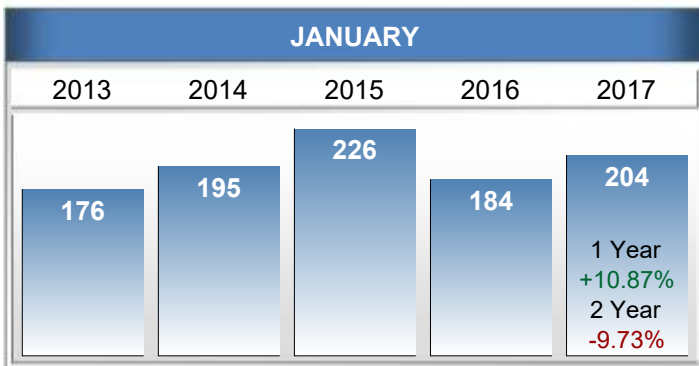
New Listings as of Feb 08, 2017



New Listings

Report Produced on: Feb 10, 2017

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New Listings
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5yr JAN AVG = 197 **3 MONTHS**

High
Mar 2016 = 319

Low
Dec 2015 = 104

New Listings this month at **204**, above the 5 yr JAN average of **197**

N O V	148
D E C	124 -16.22%
J A N	204 64.52%

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	13	6.37%	9	4	0	0
\$125,001 - \$175,000	26	12.75%	15	10	1	0
\$175,001 - \$200,000	18	8.82%	11	7	0	0
\$200,001 - \$275,000	69	33.82%	22	45	2	0
\$275,001 - \$325,000	30	14.71%	13	17	0	0
\$325,001 - \$425,000	28	13.73%	7	17	4	0
\$425,001 and up	20	9.80%	1	8	11	0
Total New Listed Units:			78	108	18	0.00B
Total New Listed Volume:			17.50M	29.20M	9.47M	0.00B
Median New Listed Listing Price:			\$219,995	\$246,018	\$482,250	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

January 2017

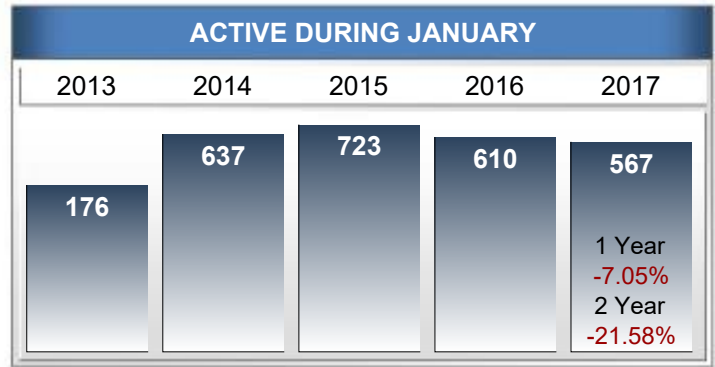
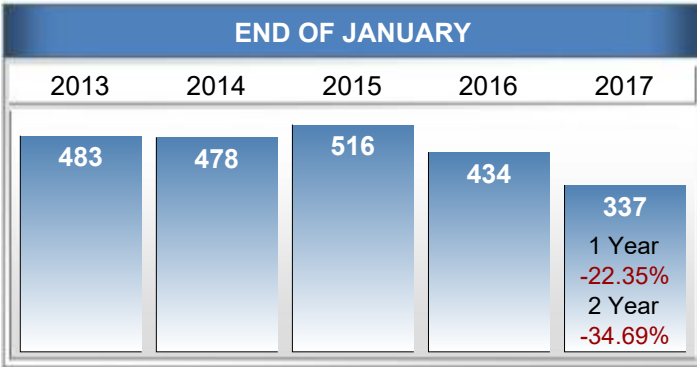
Active Inventory as of Feb 08, 2017



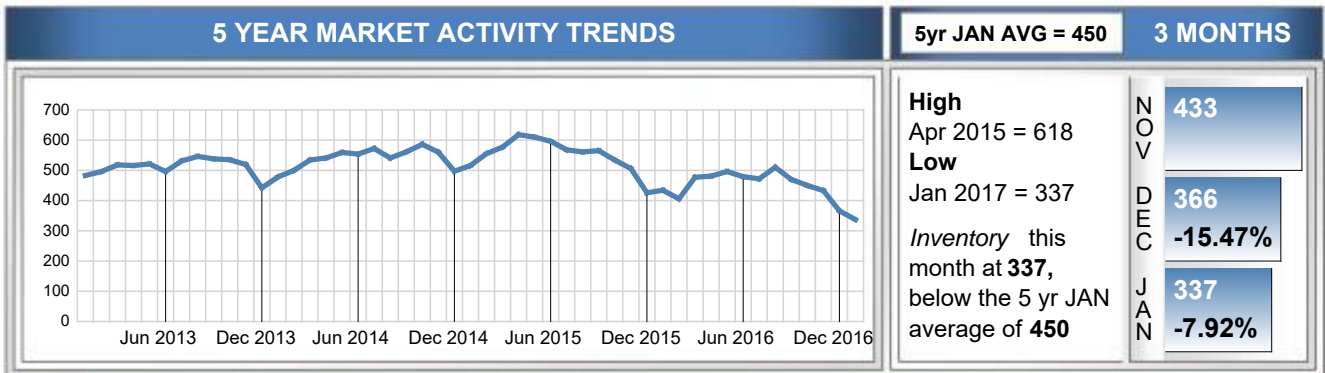
Active Inventory

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Active Inventory



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$125,000 and less	35	10.39%	99.0	26	8	0	1		
\$125,001 - \$175,000	38	11.28%	53.5	21	16	1	0		
\$175,001 - \$200,000	27	8.01%	41.0	16	11	0	0		
\$200,001 - \$275,000	101	29.97%	54.0	30	69	2	0		
\$275,001 - \$350,000	60	17.80%	49.5	22	35	3	0		
\$350,001 - \$525,000	42	12.46%	78.0	8	24	9	1		
\$525,001 and up	34	10.09%	91.5	1	14	19	0		
Total Active Inventory by Units:				337	69.0	124	177	34	2
Total Active Inventory by Volume:				101,048,504		26.65M	52.99M	20.78M	623.41K
Median Active Inventory Listing Price:				\$249,900		\$199,975	\$250,000	\$564,094	\$311,703

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Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

January 2017

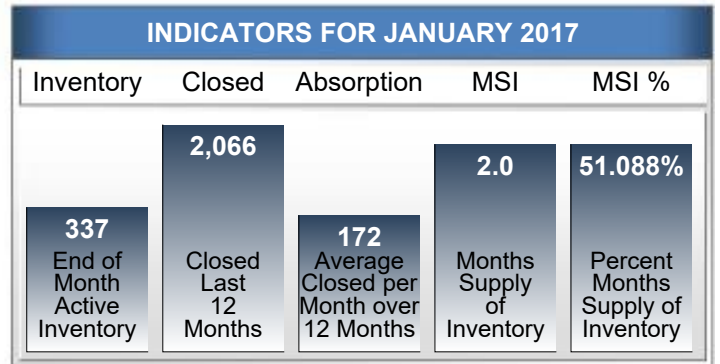
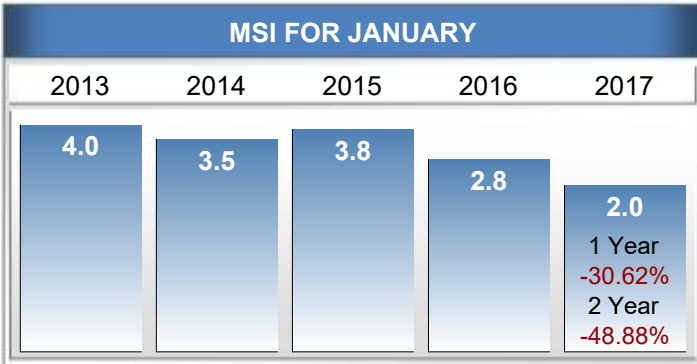
Active Inventory as of Feb 08, 2017



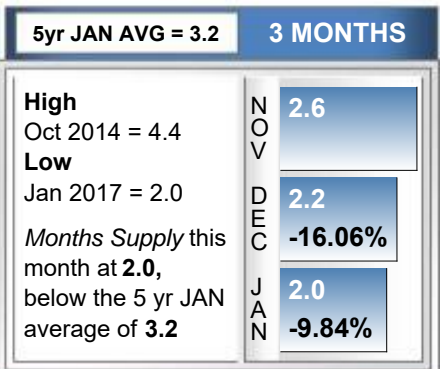
Months Supply of Inventory

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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	35		10.39%	1.3	1.7	0.8	0.0	0.0
\$125,001 - \$175,000	38		11.28%	1.2	1.2	1.1	2.0	0.0
\$175,001 - \$200,000	27		8.01%	2.0	2.1	1.9	0.0	0.0
\$200,001 - \$275,000	101		29.97%	1.8	2.1	1.7	1.3	0.0
\$275,001 - \$350,000	60		17.80%	2.7	5.9	2.2	1.1	0.0
\$350,001 - \$525,000	42		12.46%	2.7	2.5	2.6	3.3	12.0
\$525,001 and up	34		10.09%	6.7	12.0	4.2	12.7	0.0
MSI:				2.0	2.0	1.8	3.6	4.8
Total Active Inventory:				337	124	177	34	2



Monthly Inventory Analysis

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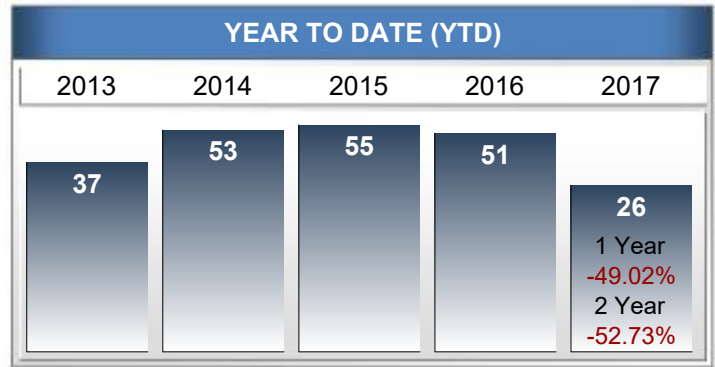
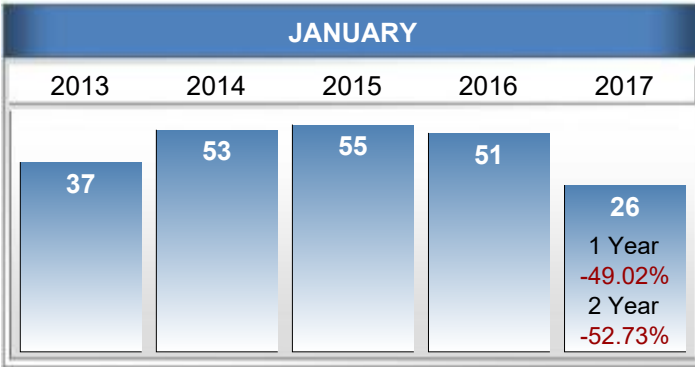
Closed Sales as of Feb 08, 2017



Median Days on Market to Sale

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Median Days on Market



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+
\$100,000 and less	6			4.48%	17.0	22.0	6.0	0.0	0.0
\$100,001 - \$125,000	10			7.46%	26.0	33.0	2.0	0.0	0.0
\$125,001 - \$175,000	23			17.16%	17.0	13.5	21.0	0.0	0.0
\$175,001 - \$250,000	43			32.09%	26.0	47.0	12.5	0.0	0.0
\$250,001 - \$250,000	0			0.00%	26.0	0.0	0.0	0.0	0.0
\$250,001 - \$350,000	37			27.61%	32.0	33.5	28.5	58.0	0.0
\$350,001 and up	15			11.19%	51.0	19.0	51.0	74.0	0.0
Median Closed DOM:					26.0	33.0	21.0	60.0	0.0
Total Closed Units:					134	49	80	5	
Total Closed Volume:					31,996,662	8.77M	21.05M	2.18M	0.00B

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



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

January 2017

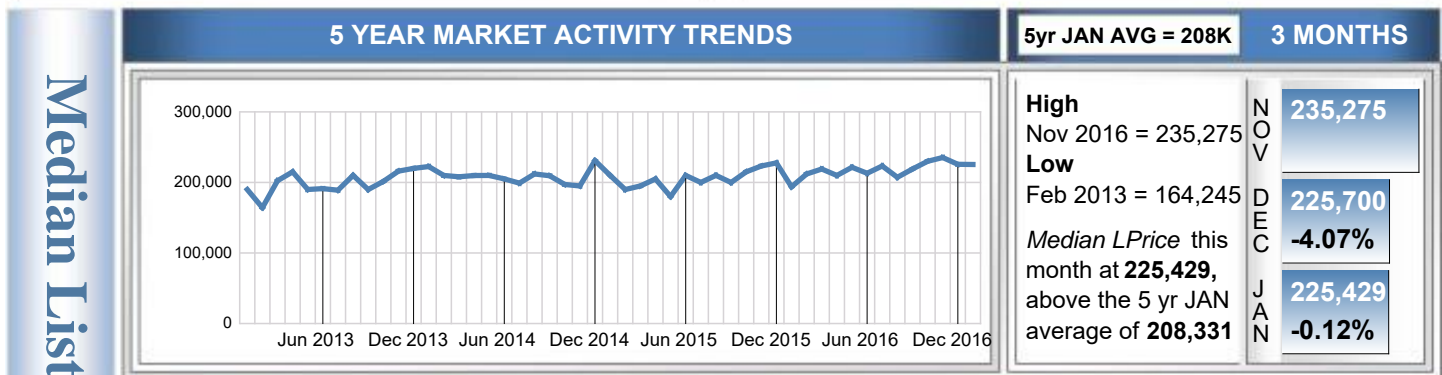
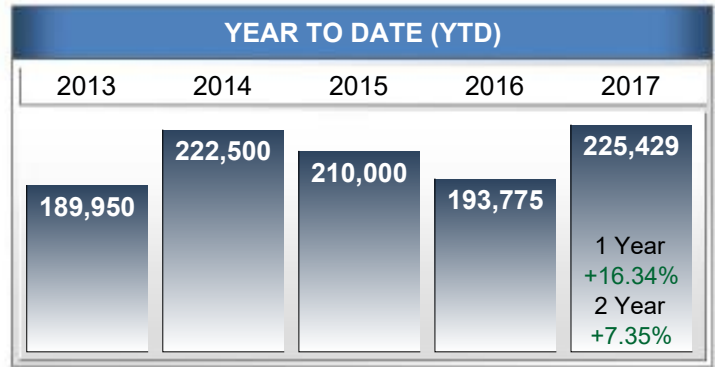
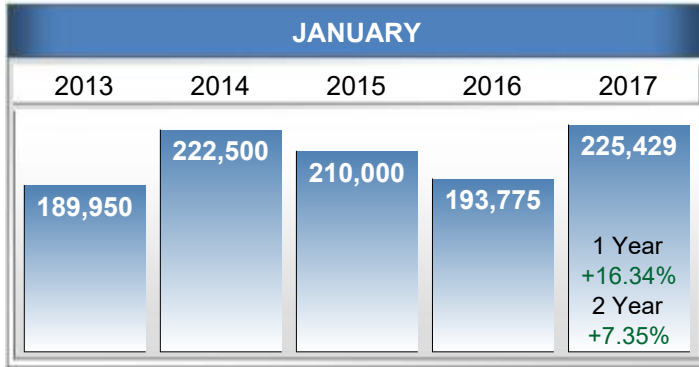
Closed Sales as of Feb 08, 2017



Median List Price at Closing

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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+
\$100,000 and less	5		3.73%	75,000	69,475	77,950	0	0
\$100,001 - \$125,000	8		5.97%	118,475	117,000	124,900	0	0
\$125,001 - \$175,000	27		20.15%	146,020	137,500	152,475	0	0
\$175,001 - \$250,000	48		35.82%	220,595	208,658	224,406	0	0
\$250,001 - \$250,000	0		0.00%	220,595	0	0	0	0
\$250,001 - \$350,000	34		25.37%	274,945	272,495	274,990	272,000	0
\$350,001 and up	12		8.96%	477,475	399,000	495,000	489,950	0
Median List Price:		\$225,429			\$168,000	\$241,055	\$459,950	\$0
Total Closed Units:		134			49	80	5	
Total List Volume:		31,848,586			8.80M	20.83M	2.22M	0.00B



Monthly Inventory Analysis

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January 2017

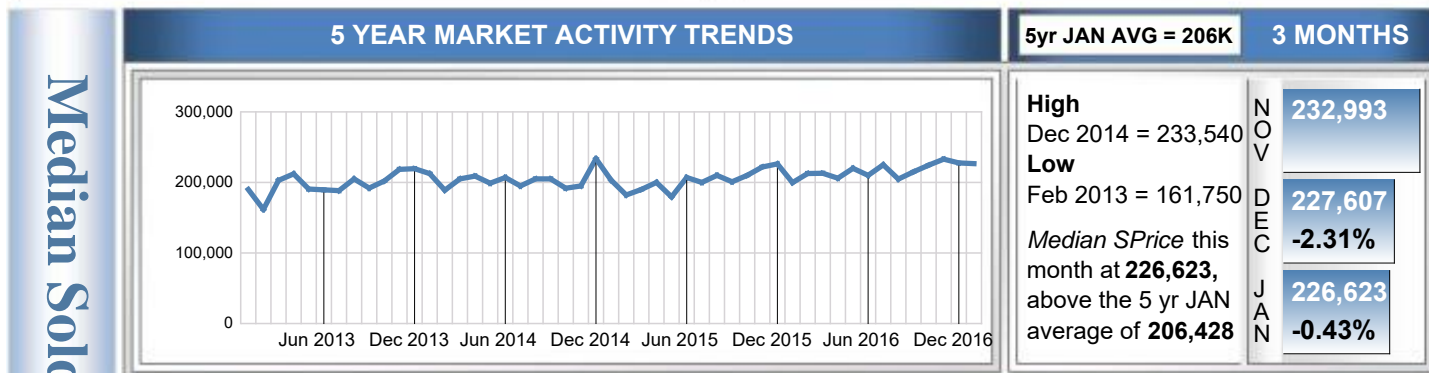
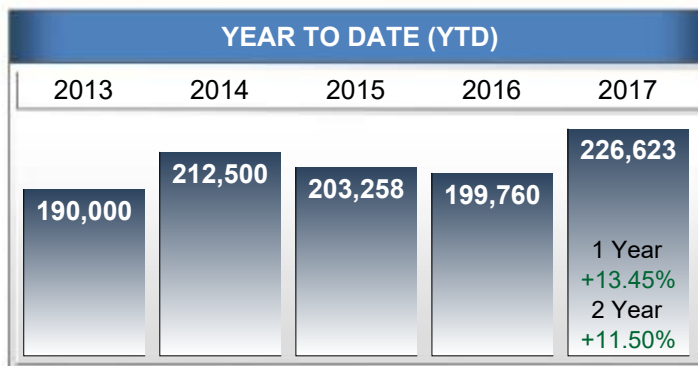
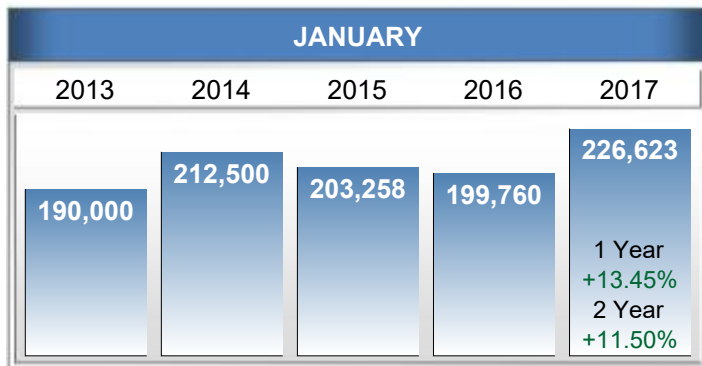
Closed Sales as of Feb 08, 2017



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+
\$100,000 and less	6		4.48%	74,998	74,000	75,995	0	0
\$100,001 - \$125,000	10		7.46%	118,000	117,000	120,950	0	0
\$125,001 - \$175,000	23		17.16%	145,000	136,250	149,950	0	0
\$175,001 - \$250,000	43		32.09%	213,115	198,812	221,555	0	0
\$250,001 - \$250,000	0		0.00%	213,115	0	0	0	0
\$250,001 - \$350,000	37		27.61%	269,230	263,614	269,565	272,000	0
\$350,001 and up	15		11.19%	425,000	388,593	415,000	479,475	0
Median Closed Price:		\$226,623			\$162,500	\$242,500	\$459,950	\$0
Total Closed Units:		134			49	80	5	
Total Closed Volume:		31,996,662			8.77M	21.05M	2.18M	0.00B



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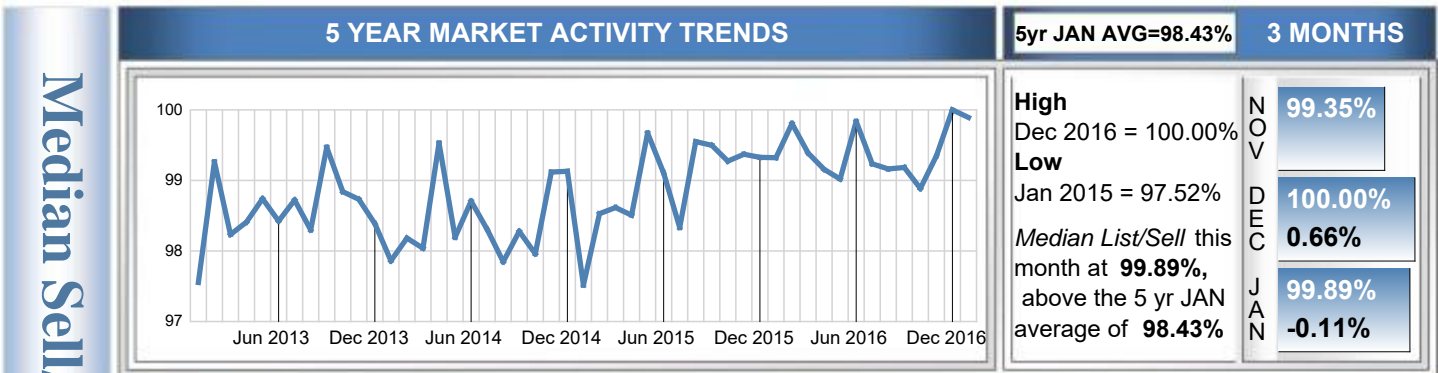
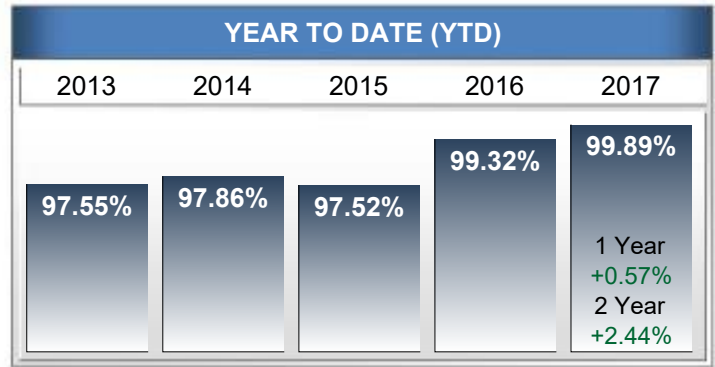
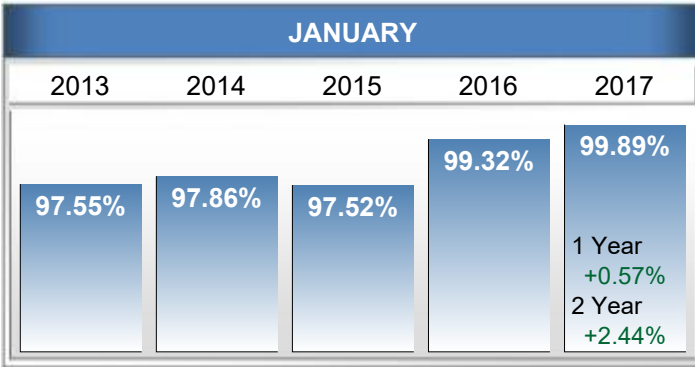
Closed Sales as of Feb 08, 2017



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+
\$100,000 and less	6	4.48%	87.79%	86.00%	97.49%	0.00%	0.00%
\$100,001 - \$125,000	10	7.46%	97.21%	97.50%	96.84%	0.00%	0.00%
\$125,001 - \$175,000	23	17.16%	99.37%	99.68%	99.36%	0.00%	0.00%
\$175,001 - \$250,000	43	32.09%	100.00%	99.00%	100.00%	0.00%	0.00%
\$250,001 - \$250,000	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$250,001 - \$350,000	37	27.61%	100.18%	104.54%	100.00%	100.00%	0.00%
\$350,001 and up	15	11.19%	98.81%	108.15%	98.81%	98.04%	0.00%
Median List/Sell Ratio:	99.89%			98.72%	100.00%	98.85%	0.00%
Total Closed Units:	134			49	80	5	
Total Closed Volume:	31,996,662			8.77M	21.05M	2.18M	0.00B



Monthly Inventory Analysis

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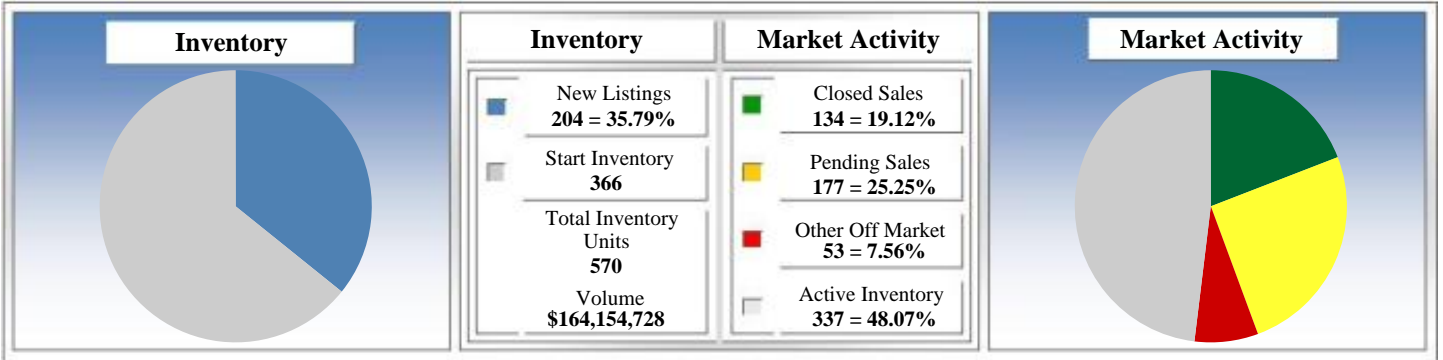
Inventory as of Feb 08, 2017



Market Summary

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Absorption: Last 12 months, an Average of 172 Sales/Month

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	JANUARY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
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Pending Sales	122	177	45.08%	122	177	45.08%
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Median Sale Price	199,760	226,623	13.45%	199,760	226,623	13.45%
Median Percent of Selling Price to List Price	99.32%	99.89%	0.57%	99.32%	99.89%	0.57%
Median Days on Market to Sale	51.00	26.00	-49.02%	51.00	26.00	-49.02%
Monthly Inventory	434	337	-22.35%	434	337	-22.35%
Months Supply of Inventory	2.82	1.96	-30.62%	2.82	1.96	-30.62%

