



February 2017

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

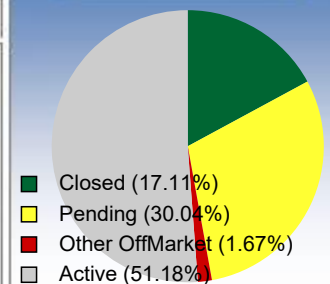


Absorption: Last 12 months, an Average of **174** Sales/Month

Active Inventory as of February 28, 2017 = **368**

	FEBRUARY		
	2016	2017	+/-%
Closed Sales	105	123	17.14%
Pending Sales	165	216	30.91%
New Listings	183	236	28.96%
Median List Price	211,825	242,105	14.29%
Median Sale Price	211,000	234,990	11.37%
Median Percent of Selling Price to List Price	99.87%	99.89%	0.02%
Median Days on Market to Sale	36.00	30.00	-16.67%
End of Month Inventory	413	368	-10.90%
Months Supply of Inventory	2.66	2.12	-20.43%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 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 February 2017 decreased **10.90%** to 368 existing homes available for sale. Over the last 12 months this area has had an average of 174 closed sales per month. This represents an unsold inventory index of **2.12** 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 **11.37%** in February 2017 to \$234,990 versus the previous year at \$211,000.

Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 6.00 days or **16.67%** in February 2017 compared to last year's same month at **36.00** DOM.

Sales Success for February 2017 is Positive

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

There were 236 New Listings in February 2017, up **28.96%** from last year at 183. Furthermore, there were 123 sales this month versus last year at 105, a **17.14%** increase.

Closed versus Listed trends yielded a **52.1%** ratio, down from last year's February 2017 at **57.4%**, a **9.16%** 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

Closed Sales	1
Pending Sales	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of Selling Price to List Price	9
Market Summary	10

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

Data from the Central Virginia Regional MLS

February 2017

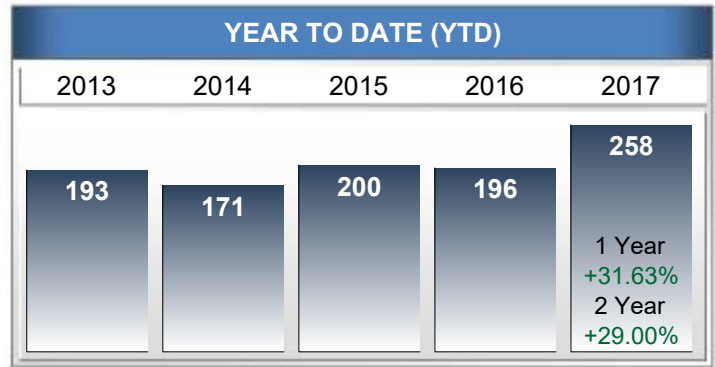
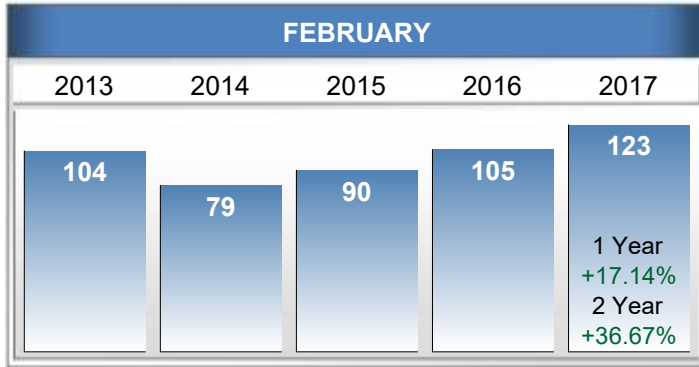
Closed Sales as of Mar 09, 2017



Closed Sales

Report Produced on: Mar 10, 2017

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



5yr FEB AVG = 100 **3 MONTHS**

High
Jun 2016 = 228

Low
Feb 2014 = 79

Closed Sales this month at **123**, above the 5 yr FEB average of **100**

DEC	178
JAN	135
FEB	123

-24.16% (JAN vs FEB)
-8.89% (FEB vs 5yr Avg)

Closed Sales

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

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	8	6.50%	44.5	2	5	0	1
\$75,001 - \$125,000	11	8.94%	25.0	9	2	0	0
\$125,001 - \$200,000	25	20.33%	18.0	14	9	2	0
\$200,001 - \$250,000	26	21.14%	30.0	6	17	3	0
\$250,001 - \$300,000	23	18.70%	44.0	6	16	1	0
\$300,001 - \$350,000	13	10.57%	48.0	3	8	2	0
\$350,001 and up	17	13.82%	20.0	5	10	2	0
Total Closed Units:	123		30.0	45	67	10	1
Total Closed Volume:	29,205,377			9.30M	16.97M	2.89M	47.13K
Median Closed Price:	\$234,990			\$179,000	\$250,640	\$267,000	\$47,125



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

February 2017

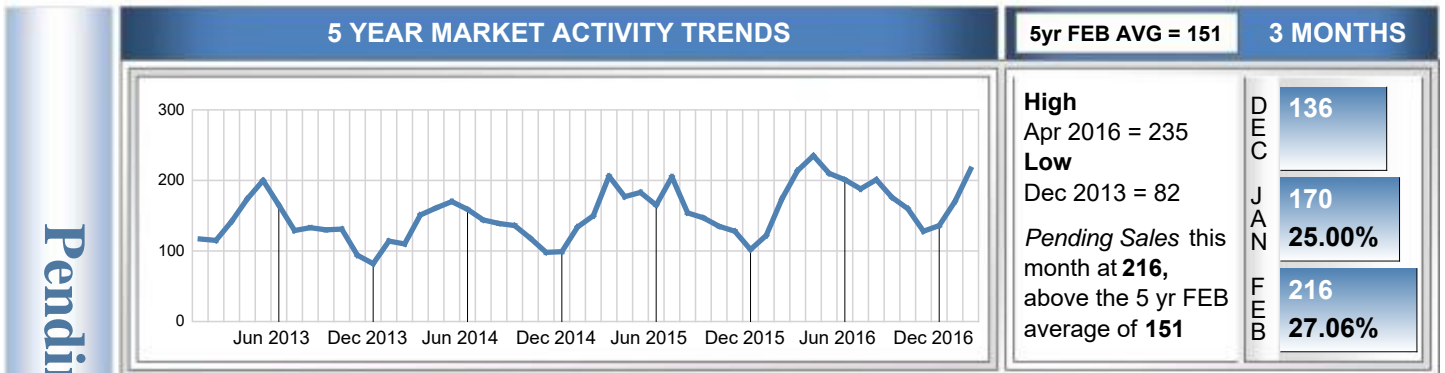
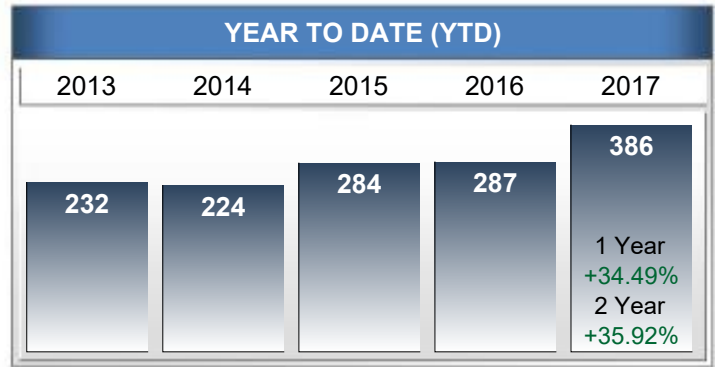
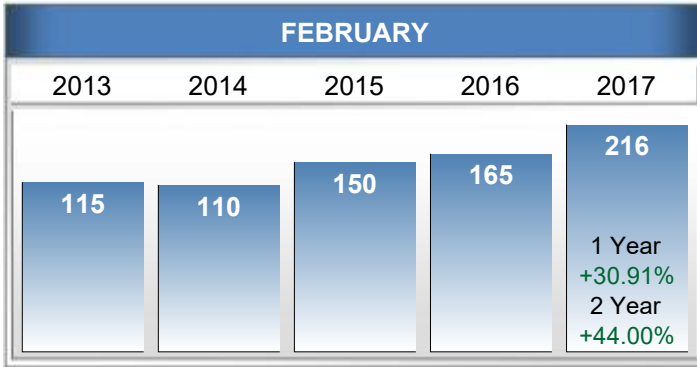
Pending Sales as of Mar 09, 2017



Pending Sales

Report Produced on: Mar 10, 2017

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



Pending Sales

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

PENDING SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$100,000 and less	18	8.33%	30.0	13	5	0	0
\$100,001 - \$150,000	30	13.89%	6.5	14	16	0	0
\$150,001 - \$175,000	28	12.96%	9.5	16	10	2	0
\$175,001 - \$225,000	40	18.52%	11.0	18	18	4	0
\$225,001 - \$275,000	42	19.44%	25.5	10	31	1	0
\$275,001 - \$350,000	33	15.28%	22.0	7	21	5	0
\$350,001 and up	25	11.57%	10.0	2	13	9	1
Total Pending Units:	216		15.0	80	114	21	1
Total Pending Volume:	49,477,837			14.23M	27.58M	7.09M	579.95K
Median Listing Price:	\$215,500			\$173,000	\$240,118	\$317,500	\$579,950



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

February 2017

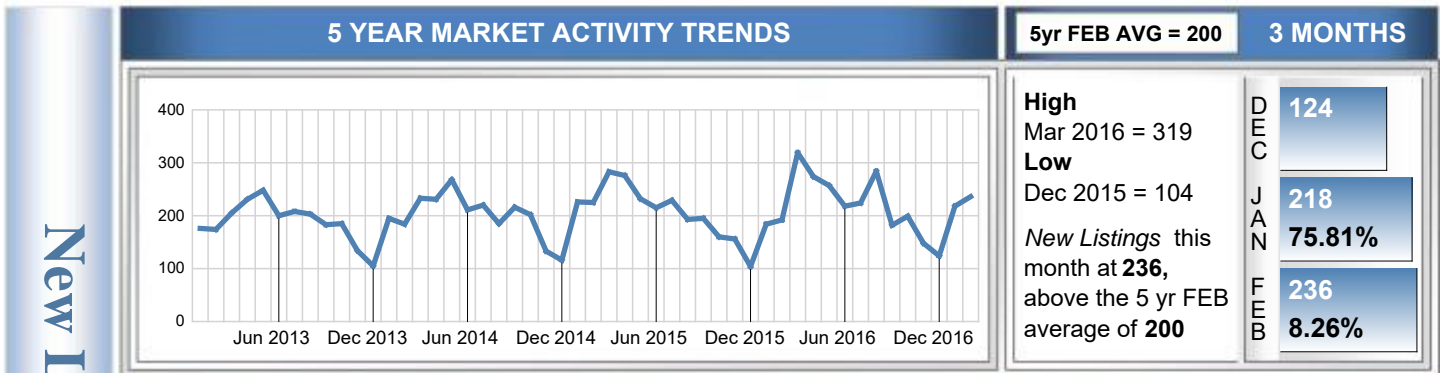
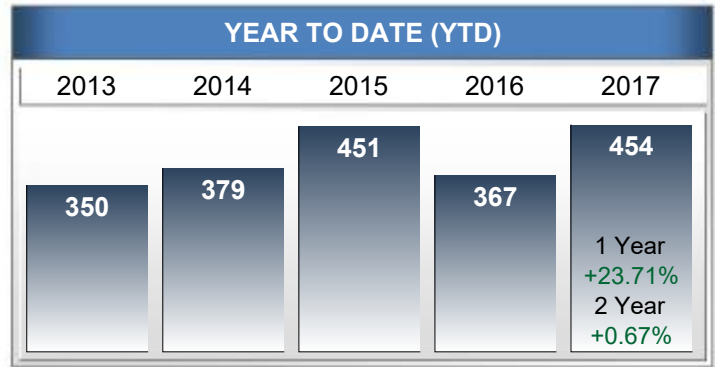
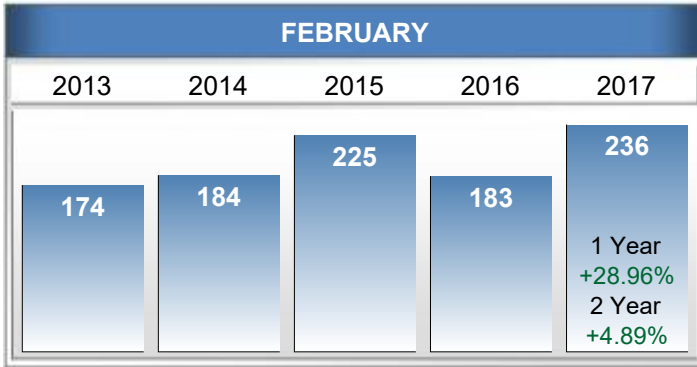
New Listings as of Mar 09, 2017



New Listings

Report Produced on: Mar 10, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Condo/Town 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+	
\$100,000 and less	19	8.05%	14	5	0	0	
\$100,001 - \$150,000	29	12.29%	15	13	1	0	
\$150,001 - \$175,000	29	12.29%	13	14	2	0	
\$175,001 - \$225,000	45	19.07%	24	18	3	0	
\$225,001 - \$275,000	50	21.19%	11	39	0	0	
\$275,001 - \$375,000	38	16.10%	8	25	5	0	
\$375,001 and up	26	11.02%	4	14	7	1	
Total New Listed Units:			236	89	128	18	1
Total New Listed Volume:			56,138,946	16.81M	32.37M	6.38M	579.95K
Median New Listed Listing Price:			\$220,788	\$184,900	\$244,220	\$312,480	\$579,950



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

February 2017

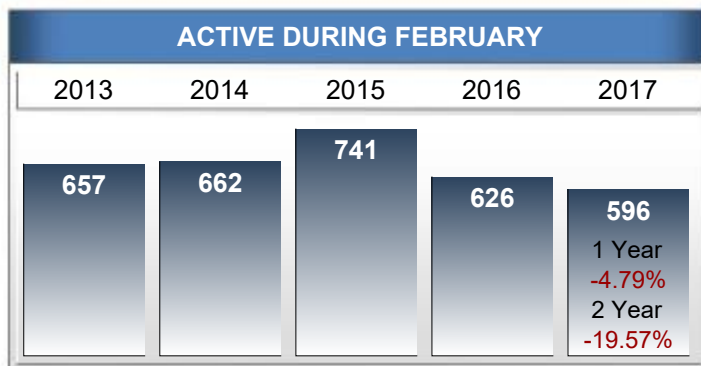
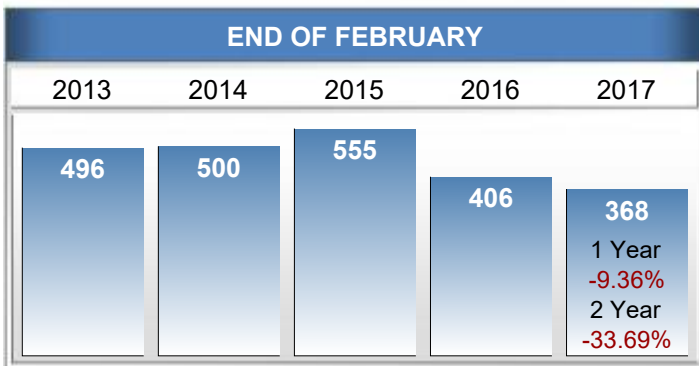
Active Inventory as of Mar 09, 2017



Active Inventory

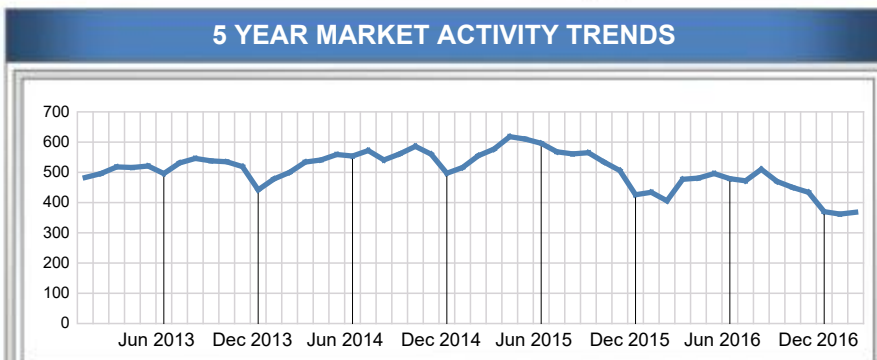
Report Produced on: Mar 10, 2017

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



Active Inventory

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



5yr FEB AVG = 465 **3 MONTHS**

High
Apr 2015 = 618

Low
Jan 2017 = 362

Inventory this month at **368**, below the 5 yr FEB average of **465**

D E C	370
J A N	362
F E B	368
	-2.16%
	1.66%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$125,000 and less	36	9.78%	76.0	26	8	1	1		
\$125,001 - \$175,000	36	9.78%	31.0	19	16	1	0		
\$175,001 - \$225,000	67	18.21%	50.0	34	33	0	0		
\$225,001 - \$275,000	75	20.38%	35.0	19	56	0	0		
\$275,001 - \$375,000	70	19.02%	53.0	23	42	5	0		
\$375,001 - \$625,000	45	12.23%	46.0	10	24	10	1		
\$625,001 and up	39	10.60%	54.0	1	21	17	0		
Total Active Inventory by Units:				368	46.0	132	200	34	2
Total Active Inventory by Volume:				118,705,164		29.21M	65.71M	23.16M	623.41K
Median Active Inventory Listing Price:				\$251,900		\$210,750	\$262,115	\$612,400	\$311,703



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

February 2017

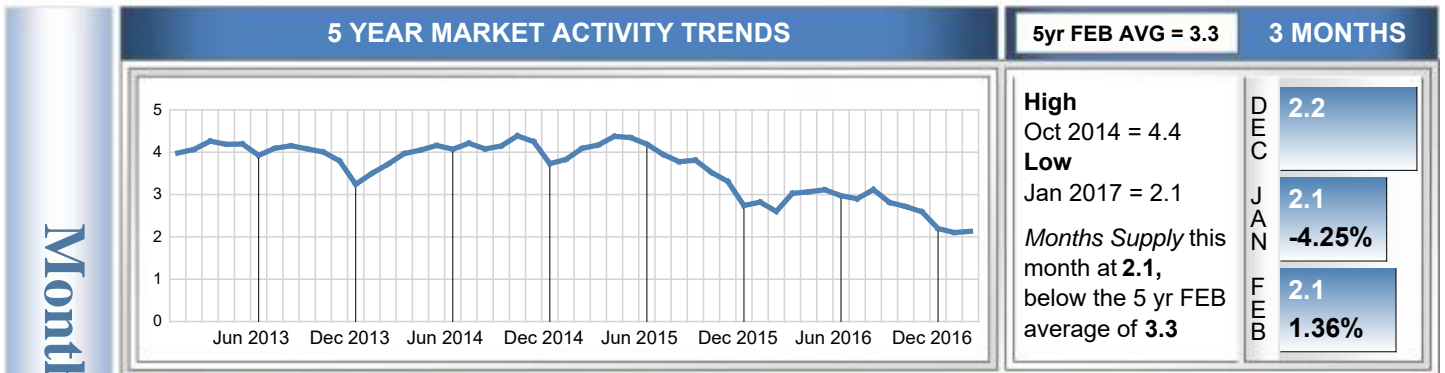
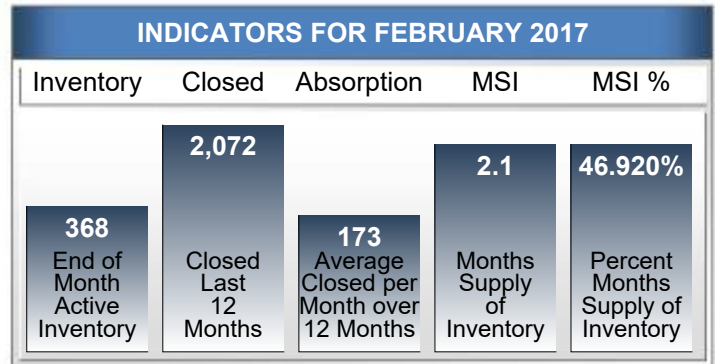
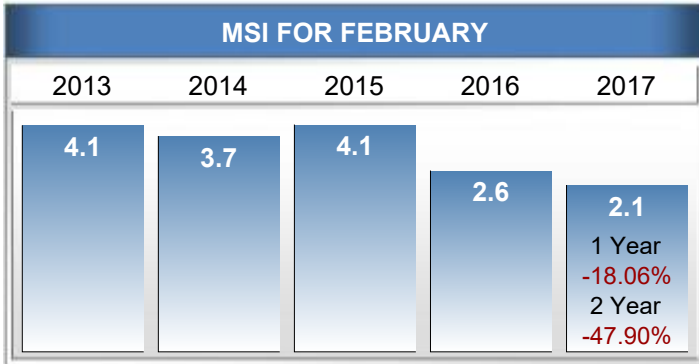
Active Inventory as of Mar 09, 2017



Months Supply of Inventory

Report Produced on: Mar 10, 2017

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



Months Supply

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

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	36	9.78%	1.4	1.6	0.8	2.4	12.0
\$125,001 - \$175,000	36	9.78%	1.1	1.1	1.1	1.5	0.0
\$175,001 - \$225,000	67	18.21%	2.0	2.5	1.7	0.0	0.0
\$225,001 - \$275,000	75	20.38%	2.1	2.3	2.1	0.0	0.0
\$275,001 - \$375,000	70	19.02%	2.5	4.8	2.1	1.5	0.0
\$375,001 - \$625,000	45	12.23%	3.1	4.0	2.9	3.1	6.0
\$625,001 and up	39	10.60%	22.3	12.0	19.4	34.0	0.0
MSI:			2.1	2.1	2.0	3.5	4.0
Total Active Inventory:			368	132	200	34	2



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

February 2017

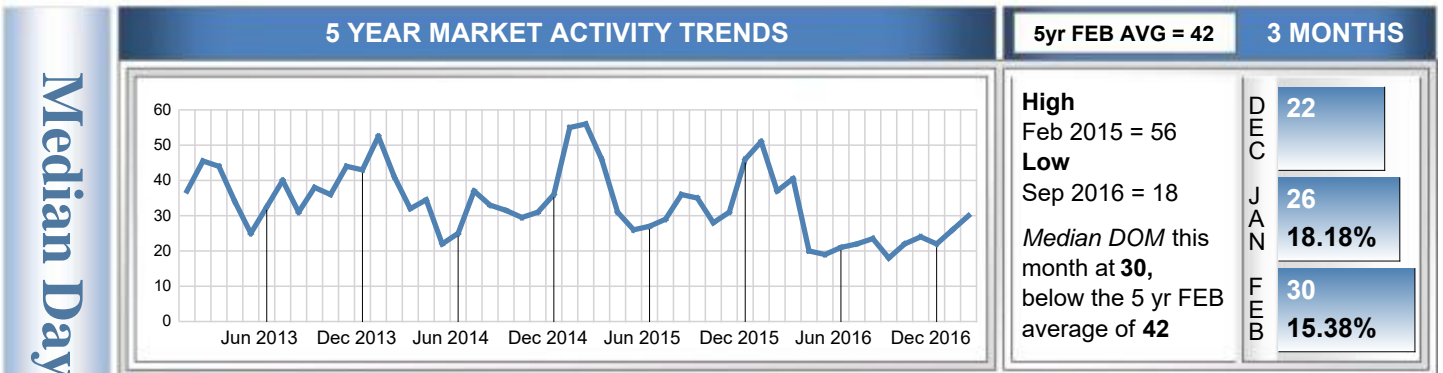
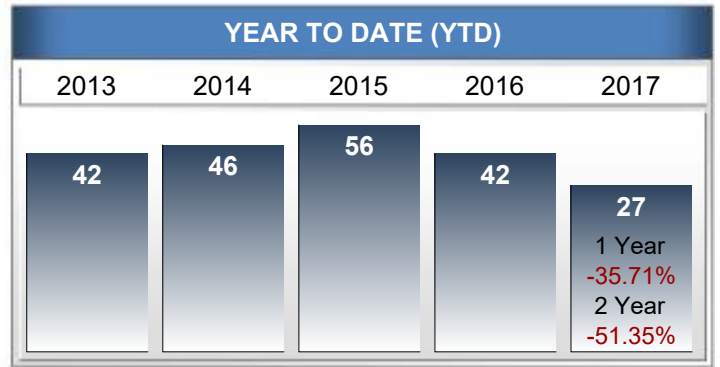
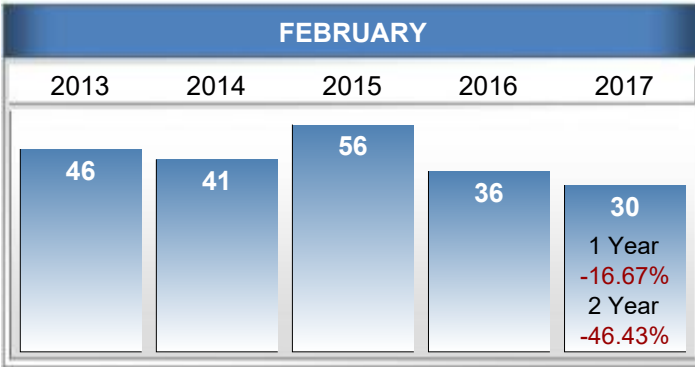
Closed Sales as of Mar 09, 2017



Median Days on Market to Sale

Report Produced on: Mar 10, 2017

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



Median Days on Market

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

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	8	6.50%	44.5	43.0	46.0	0.0	43.0
\$75,001 - \$125,000	11	8.94%	25.0	25.0	20.0	0.0	0.0
\$125,001 - \$200,000	25	20.33%	18.0	47.5	10.0	121.0	0.0
\$200,001 - \$250,000	26	21.14%	30.0	26.0	30.0	67.0	0.0
\$250,001 - \$300,000	23	18.70%	44.0	20.5	57.0	60.0	0.0
\$300,001 - \$350,000	13	10.57%	48.0	133.0	11.5	77.5	0.0
\$350,001 and up	17	13.82%	20.0	20.0	28.5	8.5	0.0
Median Closed DOM:	30.0			30.0	26.0	36.0	43.0
Total Closed Units:	123			45	67	10	1
Total Closed Volume:	29,205,377			9.30M	16.97M	2.89M	47.13K



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

February 2017

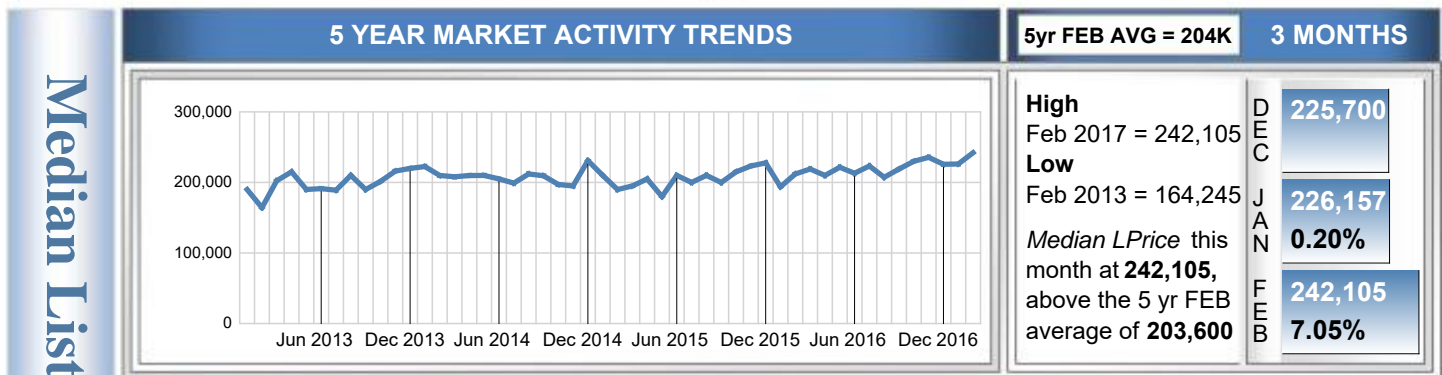
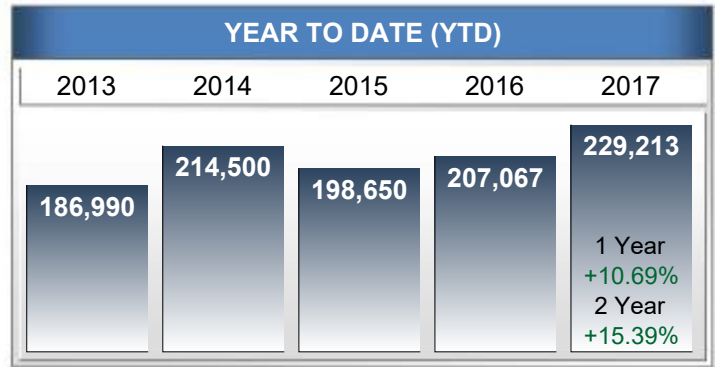
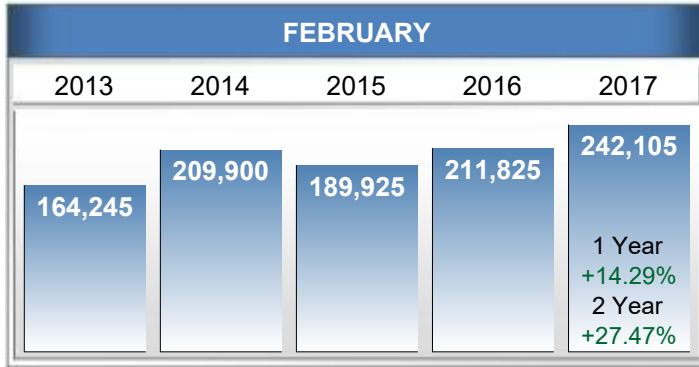
Closed Sales as of Mar 09, 2017



Median List Price at Closing

Report Produced on: Mar 10, 2017

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



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+
\$75,000 and less	7		5.69%	71,000	74,500	58,000	0	40,000
\$75,001 - \$125,000	12		9.76%	102,975	99,950	106,000	0	0
\$125,001 - \$200,000	26		21.14%	167,750	170,750	166,750	154,950	0
\$200,001 - \$250,000	24		19.51%	229,911	228,000	237,475	219,950	0
\$250,001 - \$300,000	23		18.70%	268,775	263,000	268,775	299,675	0
\$300,001 - \$350,000	14		11.38%	324,500	343,250	311,475	321,510	0
\$350,001 and up	17		13.82%	389,950	402,475	389,000	500,000	0
Median List Price:		\$242,105			\$185,000	\$250,640	\$264,838	\$40,000
Total Closed Units:		123			45	67	10	1
Total List Volume:		29,406,739			9.40M	17.05M	2.92M	40.00K



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

February 2017

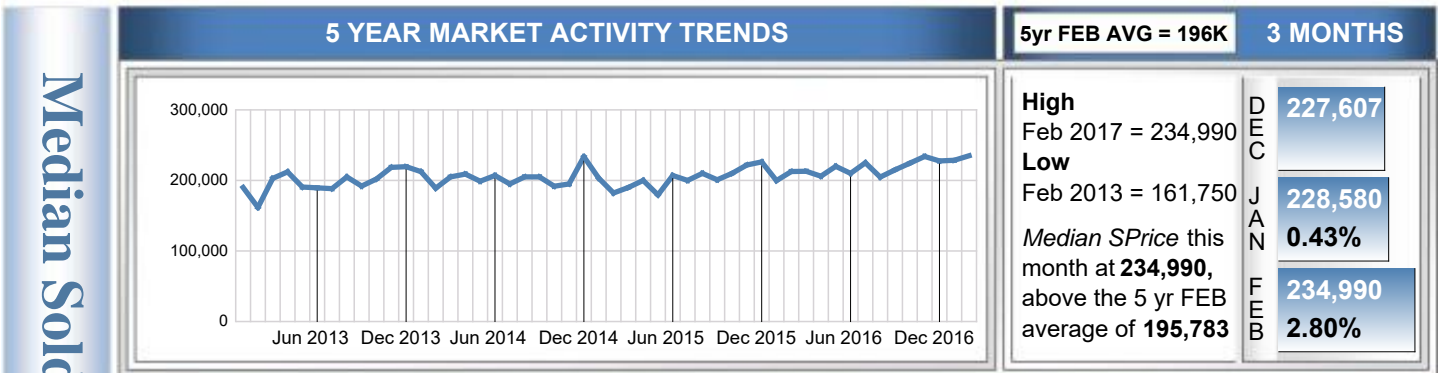
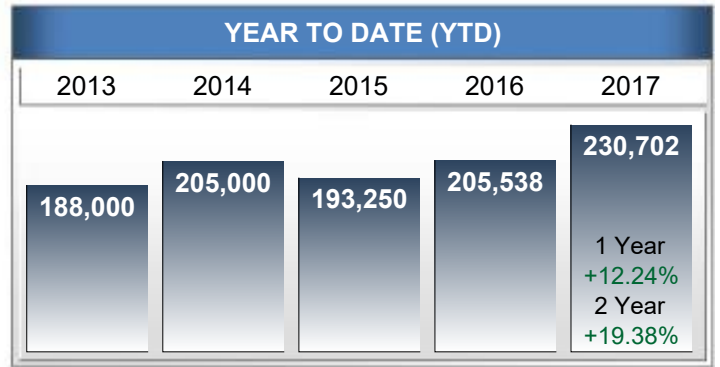
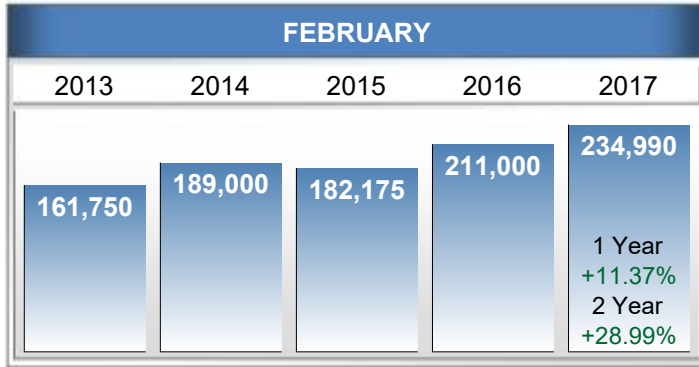
Closed Sales as of Mar 09, 2017



Median Sold Price at Closing

Report Produced on: Mar 10, 2017

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



Median Sold Price

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

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+
\$75,000 and less	8		6.50%	70,140	72,140	71,000	0	47,125
\$75,001 - \$125,000	11		8.94%	96,165	95,000	108,583	0	0
\$125,001 - \$200,000	25		20.33%	160,500	165,685	154,000	152,500	0
\$200,001 - \$250,000	26		21.14%	226,975	223,458	229,872	219,950	0
\$250,001 - \$300,000	23		18.70%	277,500	271,000	277,430	300,000	0
\$300,001 - \$350,000	13		10.57%	329,715	335,000	327,861	311,473	0
\$350,001 and up	17		13.82%	410,000	363,317	401,250	497,500	0
Median Closed Price:	\$234,990				\$179,000	\$250,640	\$267,000	\$47,125
Total Closed Units:	123				45	67	10	1
Total Closed Volume:	29,205,377				9.30M	16.97M	2.89M	47.13K



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

February 2017

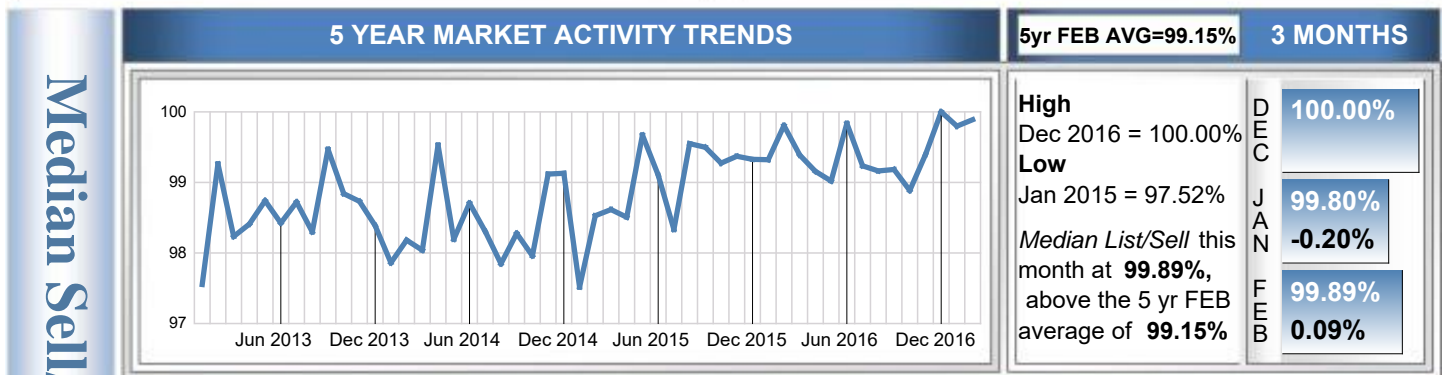
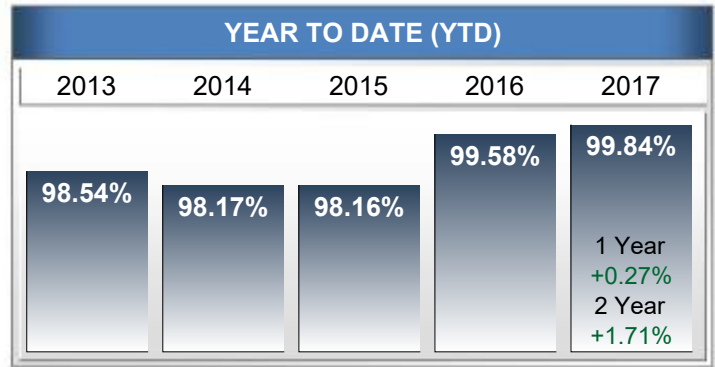
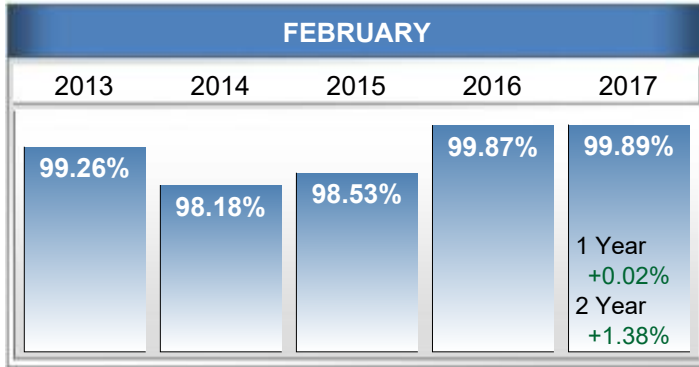
Closed Sales as of Mar 09, 2017



Median Percent of Selling Price to List Price

Report Produced on: Mar 10, 2017

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



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	8	6.50%	99.45%	96.81%	98.90%	0.00%	117.81%
\$75,001 - \$125,000	11	8.94%	97.21%	97.21%	95.82%	0.00%	0.00%
\$125,001 - \$200,000	25	20.33%	98.43%	97.65%	99.89%	98.56%	0.00%
\$200,001 - \$250,000	26	21.14%	98.81%	97.97%	98.94%	100.00%	0.00%
\$250,001 - \$300,000	23	18.70%	100.00%	100.00%	100.00%	90.91%	0.00%
\$300,001 - \$350,000	13	10.57%	97.81%	97.49%	97.79%	101.71%	0.00%
\$350,001 and up	17	13.82%	100.00%	100.00%	100.66%	99.41%	0.00%
Median List/Sell Ratio:	99.89%			98.78%	100.00%	100.00%	117.81%
Total Closed Units:	123			45	67	10	1
Total Closed Volume:	29,205,377			9.30M	16.97M	2.89M	47.13K

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

February 2017

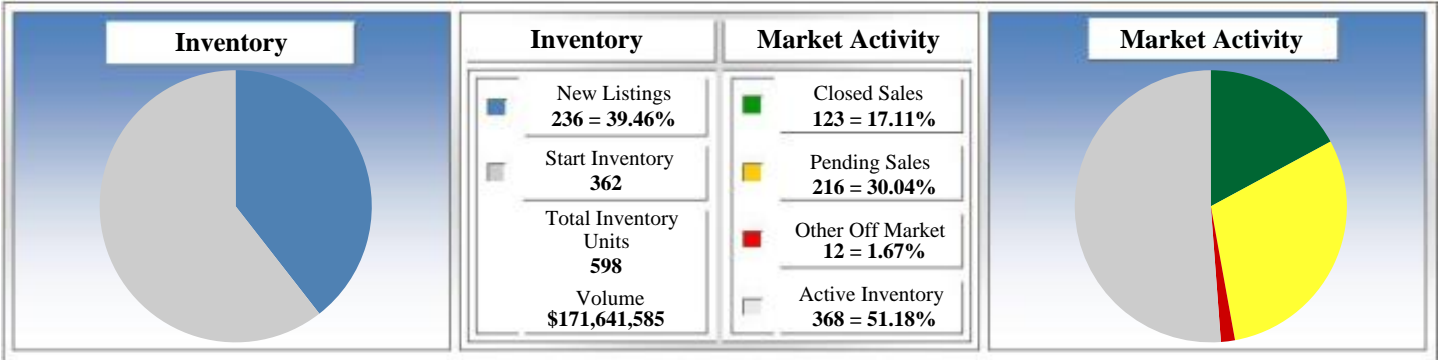
Inventory as of Mar 09, 2017



Market Summary

Report Produced on: Mar 10, 2017

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



Absorption: Last 12 months, an Average of 174 Sales/Month

Active Inventory as of February 28, 2017 = 368

	FEBRUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	105	123	17.14%	196	258	31.63%
Pending Sales	165	216	30.91%	287	386	34.49%
New Listings	183	236	28.96%	367	454	23.71%
Median List Price	211,825	242,105	14.29%	207,067	229,213	10.69%
Median Sale Price	211,000	234,990	11.37%	205,538	230,702	12.24%
Median Percent of Selling Price to List Price	99.87%	99.89%	0.02%	99.58%	99.84%	0.27%
Median Days on Market to Sale	36.00	30.00	-16.67%	42.00	27.00	-35.71%
Monthly Inventory	413	368	-10.90%	413	368	-10.90%
Months Supply of Inventory	2.66	2.12	-20.43%	2.66	2.12	-20.43%

