



# April 2017

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

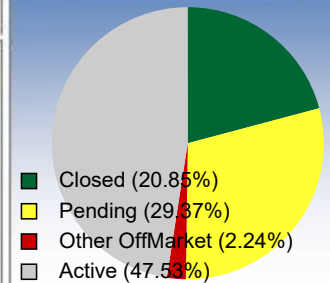


**Absorption:** Last 12 months, an Average of **178** Sales/Month

**Active Inventory** as of April 30, 2017 = **424**

	APRIL		
	2016	2017	+/- %
Closed Sales	163	186	14.11%
Pending Sales	235	262	11.49%
New Listings	274	303	10.58%
Median List Price	209,900	217,475	3.61%
Median Sale Price	206,000	212,526	3.17%
Median Percent of Selling Price to List Price	99.16%	100.00%	0.85%
Median Days on Market to Sale	20.00	13.50	-32.50%
End of Month Inventory	481	424	-11.85%
Months Supply of Inventory	3.06	2.39	-22.03%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: May 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 April 2017 decreased **11.85%** to 424 existing homes available for sale. Over the last 12 months this area has had an average of 178 closed sales per month. This represents an unsold inventory index of **2.39** 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 **3.17%** in April 2017 to \$212,526 versus the previous year at \$206,000.

### Median Days on Market Shortens

The median number of **13.50** days that homes spent on the market before selling decreased by 6.50 days or **32.50%** in April 2017 compared to last year's same month at **20.00** DOM.

### Sales Success for April 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 303 New Listings in April 2017, up **10.58%** from last year at 274. Furthermore, there were 186 sales this month versus last year at 163, a **14.11%** increase.

Closed versus Listed trends yielded a **61.4%** ratio, up from last year's April 2017 at **59.5%**, a **3.19%** upswing. 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

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

## 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

## April 2017

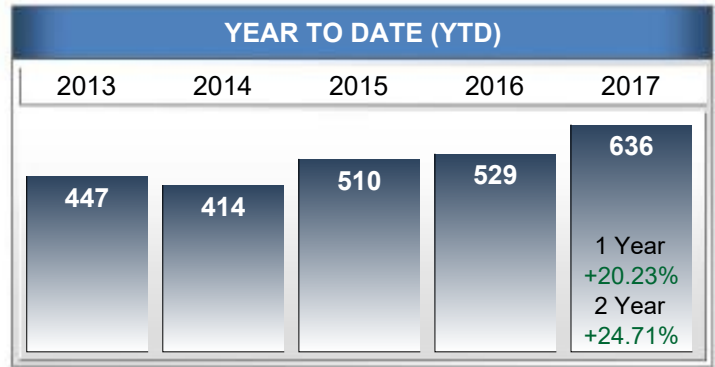
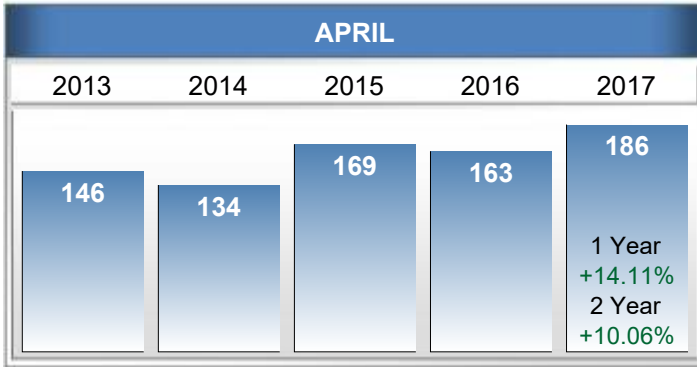
Closed Sales as of May 09, 2017



### Closed Sales

Report Produced on: May 10, 2017

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



**5yr APR AVG = 160**      **3 MONTHS**

**High**  
Jun 2016 = 228

**Low**  
Feb 2014 = 79

Closed Sales this month at **186**, above the 5 yr APR average of **160**

FEB	123
MAR	191
APR	186
<b>55.28%</b>	
<b>-2.62%</b>	

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+
\$100,000 and less	16	8.60%	10.0	8	7	1	0
\$100,001 - \$125,000	13	6.99%	7.0	10	3	0	0
\$125,001 - \$175,000	34	18.28%	13.0	19	13	2	0
\$175,001 - \$225,000	37	19.89%	23.0	11	25	1	0
\$225,001 - \$275,000	38	20.43%	8.0	10	27	1	0
\$275,001 - \$350,000	28	15.05%	9.5	5	21	2	0
\$350,001 and up	20	10.75%	20.5	2	12	5	1
Total Closed Units: 186				65	108	12	1
Total Closed Volume: 42,474,737				11.54M	26.68M	3.75M	499.95K
Median Closed Price: \$212,526				\$165,000	\$237,785	\$321,708	\$499,950



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## April 2017

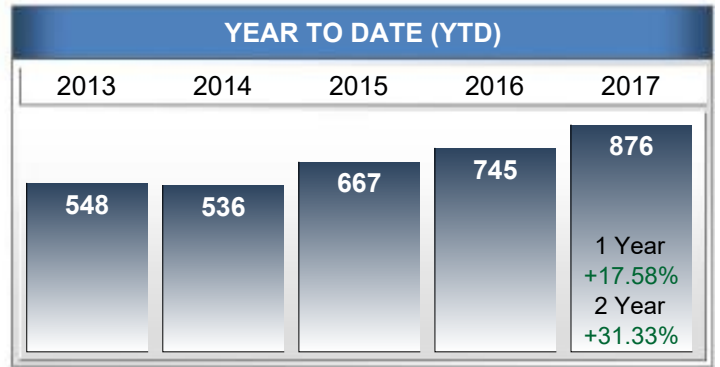
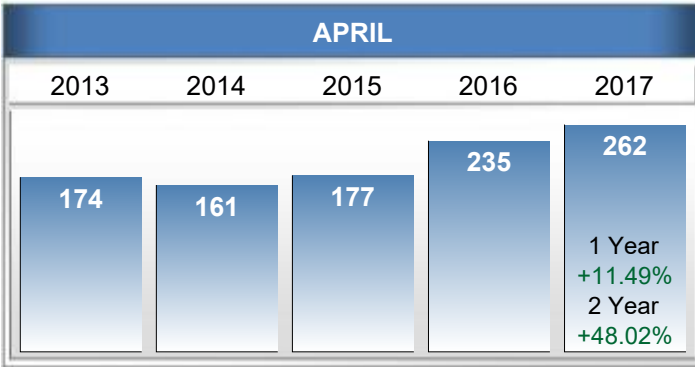
Pending Sales as of May 09, 2017



### Pending Sales

Report Produced on: May 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



<b>5yr APR AVG = 202</b>	<b>3 MONTHS</b>										
<b>High</b> Apr 2017 = 262 <b>Low</b> Dec 2013 = 82 <i>Pending Sales</i> this month at <b>262</b> , above the 5 yr APR average of <b>202</b>	<table border="1"> <tr> <td>FEB</td> <td>204</td> </tr> <tr> <td>MAR</td> <td>243</td> </tr> <tr> <td>APR</td> <td><b>262</b></td> </tr> <tr> <td colspan="2">19.12%</td> </tr> <tr> <td colspan="2">7.82%</td> </tr> </table>	FEB	204	MAR	243	APR	<b>262</b>	19.12%		7.82%	
FEB	204										
MAR	243										
APR	<b>262</b>										
19.12%											
7.82%											

#### 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	23	8.78%	12.0	16	7	0	0
\$125,001 - \$150,000	20	7.63%	4.0	11	9	0	0
\$150,001 - \$175,000	34	12.98%	9.0	11	22	1	0
\$175,001 - \$225,000	64	24.43%	10.0	21	41	2	0
\$225,001 - \$275,000	51	19.47%	13.0	13	36	1	1
\$275,001 - \$325,000	34	12.98%	5.5	11	19	4	0
\$325,001 and up	36	13.74%	16.5	2	31	3	0
Total Pending Units: 262				85	165	11	1
Total Pending Volume: 61,304,904				16.31M	41.34M	3.40M	249.95K
Median Listing Price: \$219,157				\$185,000	\$230,000	\$290,600	\$249,950



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## April 2017

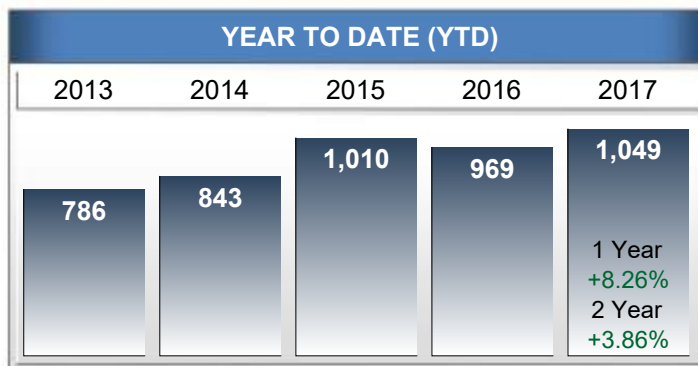
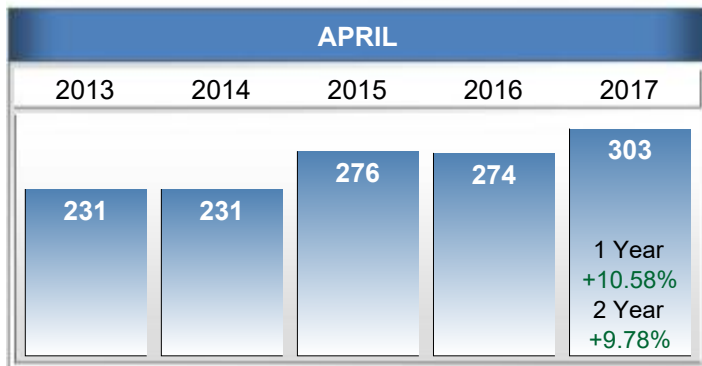
New Listings as of May 09, 2017



### New Listings

Report Produced on: May 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



**5yr APR AVG = 263**      **3 MONTHS**

**High**  
Mar 2016 = 319

**Low**  
Dec 2015 = 104

*New Listings* this month at **303**, above the 5 yr APR average of **263**

FEB	236
MAR	291
APR	303
APR	4.12%

#### 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	22	7.26%	17	4	1	0	
\$125,001 - \$150,000	24	7.92%	15	9	0	0	
\$150,001 - \$200,000	55	18.15%	24	30	1	0	
\$200,001 - \$275,000	85	28.05%	21	62	1	1	
\$275,001 - \$300,000	33	10.89%	11	20	2	0	
\$300,001 - \$375,000	47	15.51%	7	38	2	0	
\$375,001 and up	37	12.21%	2	23	11	1	
Total New Listed Units:			303	97	186	18	2
Total New Listed Volume:			80,333,146	19.33M	51.46M	8.83M	719.95K
Median New Listed Listing Price:			\$240,000	\$188,000	\$251,779	\$444,475	\$359,975



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## April 2017

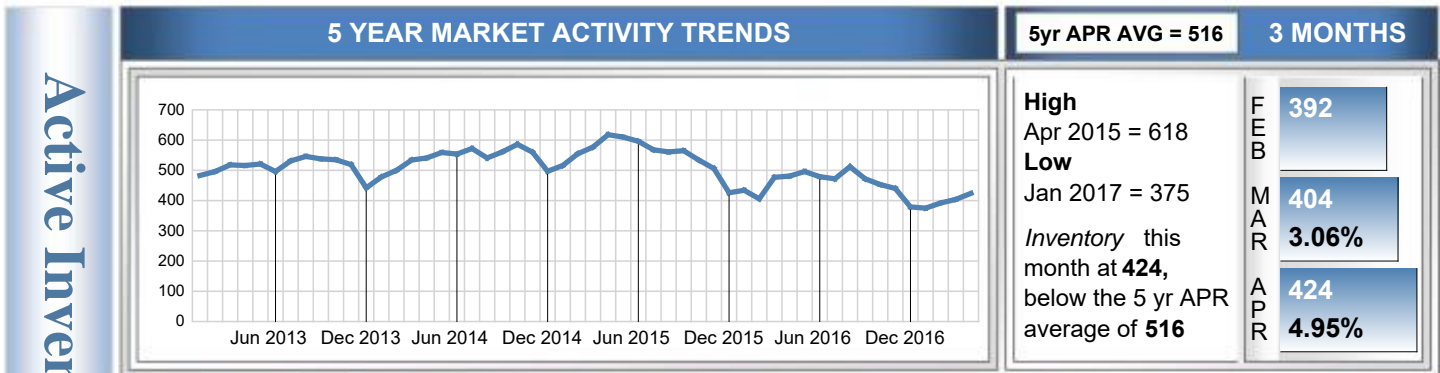
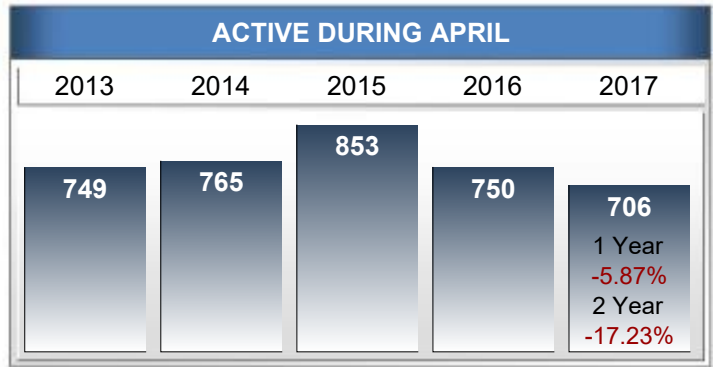
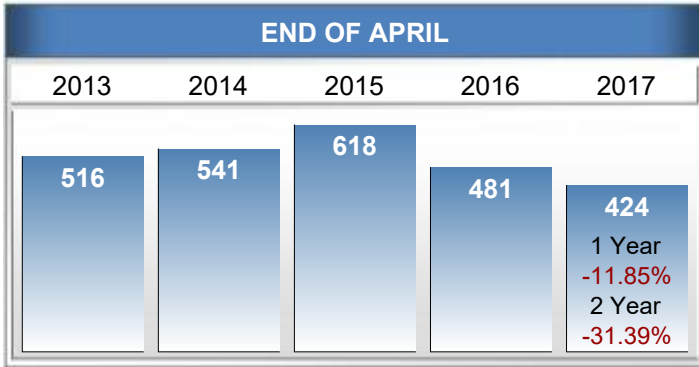
Active Inventory as of May 09, 2017



### Active Inventory

Report Produced on: May 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

#### 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	8.49%	61.5	27	7	1	1		
\$125,001 - \$175,000	49	11.56%	37.0	29	19	1	0		
\$175,001 - \$200,000	32	7.55%	47.5	18	14	0	0		
\$200,001 - \$275,000	120	28.30%	47.0	39	80	1	0		
\$275,001 - \$375,000	84	19.81%	23.0	23	54	7	0		
\$375,001 - \$600,000	61	14.39%	47.0	11	34	15	1		
\$600,001 and up	42	9.91%	90.0	2	23	17	0		
Total Active Inventory by Units:				424	44.0	149	231	42	2
Total Active Inventory by Volume:				135,035,279		32.42M	75.68M	26.34M	593.46K
Median Active Inventory Listing Price:				\$259,450		\$200,475	\$273,015	\$589,000	\$296,728



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## April 2017

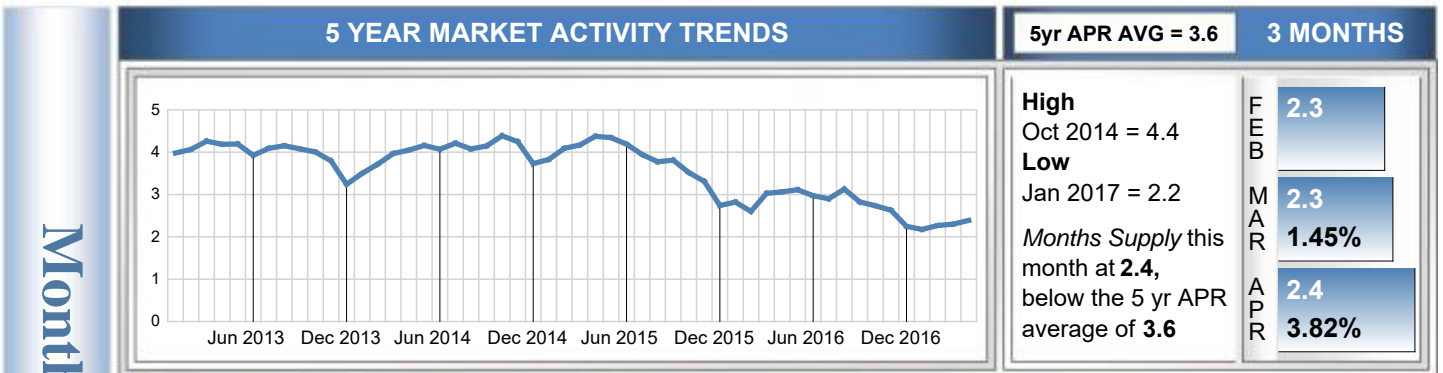
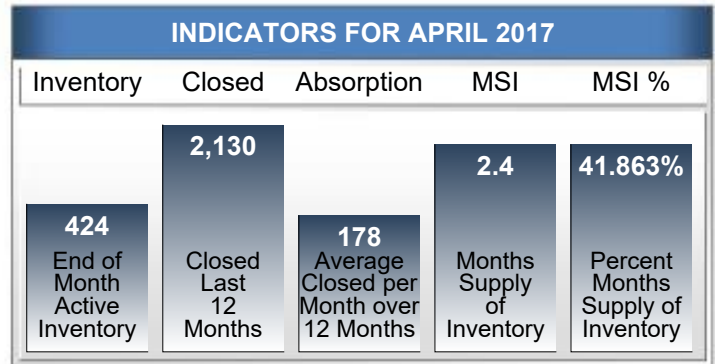
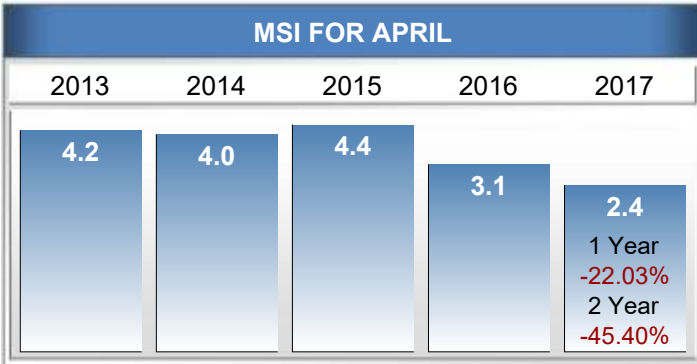
Active Inventory as of May 09, 2017



### Months Supply of Inventory

Report Produced on: May 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	8.49%	1.4	1.6	0.8	2.0	12.0
\$125,001 - \$175,000	49	11.56%	1.5	1.6	1.3	1.3	0.0
\$175,001 - \$200,000	32	7.55%	2.2	2.3	2.3	0.0	0.0
\$200,001 - \$275,000	120	28.30%	2.1	2.7	2.0	0.6	0.0
\$275,001 - \$375,000	84	19.81%	2.7	4.2	2.4	2.3	0.0
\$375,001 - \$600,000	61	14.39%	4.1	4.1	3.9	4.5	6.0
\$600,001 and up	42	9.91%	20.2	24.0	17.3	29.1	0.0
MSI:			2.4	2.3	2.3	4.2	3.4
Total Active Inventory:			424	149	231	42	2



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## April 2017

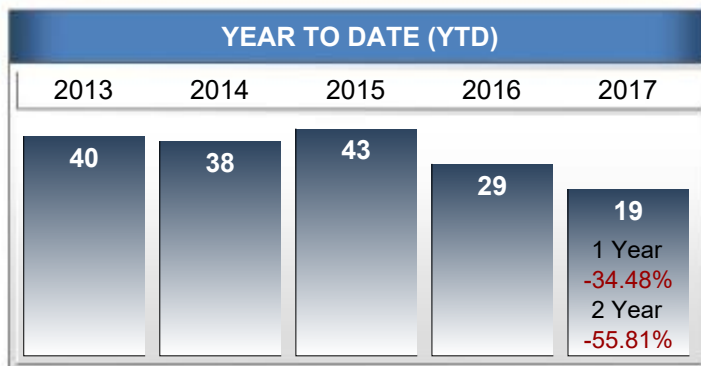
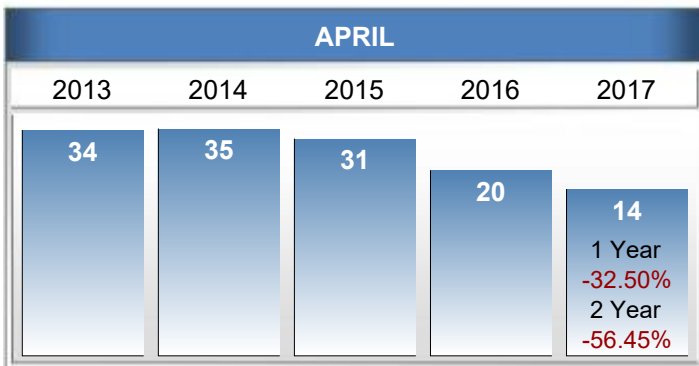
Closed Sales as of May 09, 2017



### Median Days on Market to Sale

Report Produced on: May 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



**5yr APR AVG = 27**      **3 MONTHS**

**High**  
Feb 2015 = 56

**Low**  
Mar 2017 = 13

Median DOM this month at **14**, below the 5 yr APR average of **27**

FEB	30
MAR	13
APR	14
<b>-56.67%</b>	
<b>3.85%</b>	

#### 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	16	8.60%	10.0	20.0	10.0	10.0	0.0		
\$100,001 - \$125,000	13	6.99%	7.0	6.5	14.0	0.0	0.0		
\$125,001 - \$175,000	34	18.28%	13.0	15.0	10.0	12.0	0.0		
\$175,001 - \$225,000	37	19.89%	23.0	10.0	27.0	71.0	0.0		
\$225,001 - \$275,000	38	20.43%	8.0	21.0	6.0	17.0	0.0		
\$275,001 - \$350,000	28	15.05%	9.5	25.0	10.0	1.0	0.0		
\$350,001 and up	20	10.75%	20.5	30.5	20.5	16.0	154.0		
Median Closed DOM:	13.5			14.0	12.5	13.0	154.0		
Total Closed Units:	186			65	108	12	1		
Total Closed Volume:	42,474,737			11.54M	26.68M	3.75M	499.95K		



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## April 2017

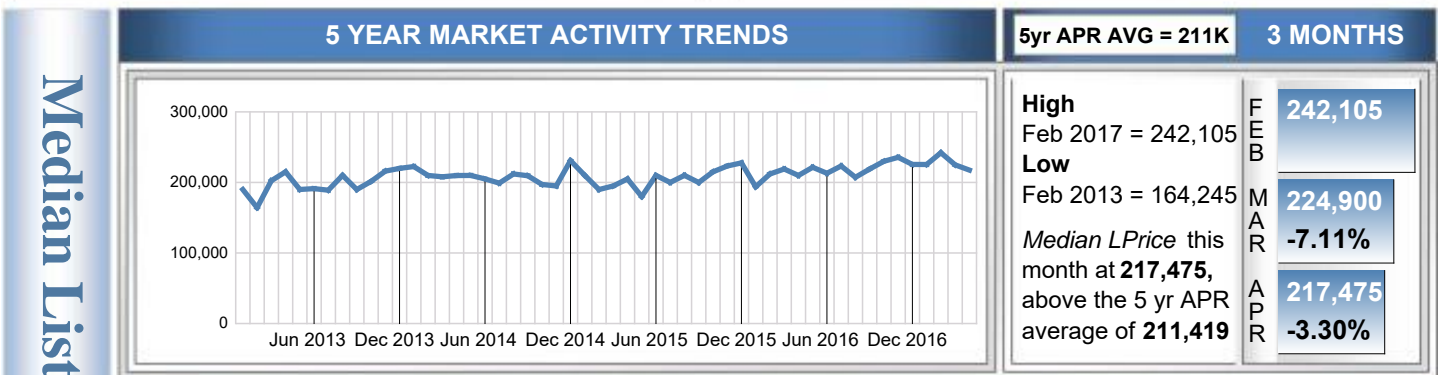
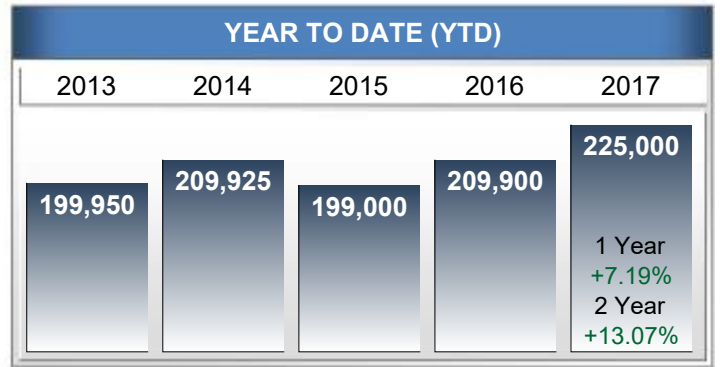
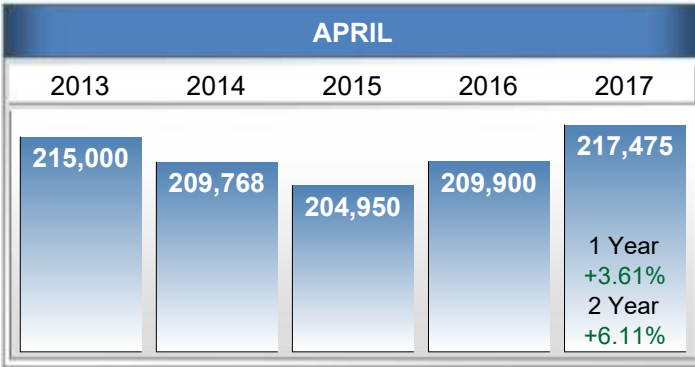
Closed Sales as of May 09, 2017



### Median List Price at Closing

Report Produced on: May 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+
\$100,000 and less	16		8.60%	81,475	86,475	59,900	99,950	0
\$100,001 - \$125,000	9		4.84%	115,000	114,475	123,000	0	0
\$125,001 - \$175,000	39		20.97%	149,900	146,950	150,000	158,950	0
\$175,001 - \$225,000	35		18.82%	194,950	196,975	190,950	0	0
\$225,001 - \$275,000	41		22.04%	242,900	242,750	242,900	233,500	0
\$275,001 - \$350,000	27		14.52%	304,900	301,245	306,300	289,925	0
\$350,001 and up	19		10.22%	415,000	397,475	410,000	439,500	499,950
Median List Price:	\$217,475				\$171,000	\$236,535	\$289,925	\$499,950
Total Closed Units:	186				65	108	12	1
Total List Volume:	42,604,737				11.72M	26.66M	3.73M	499.95K





# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## April 2017

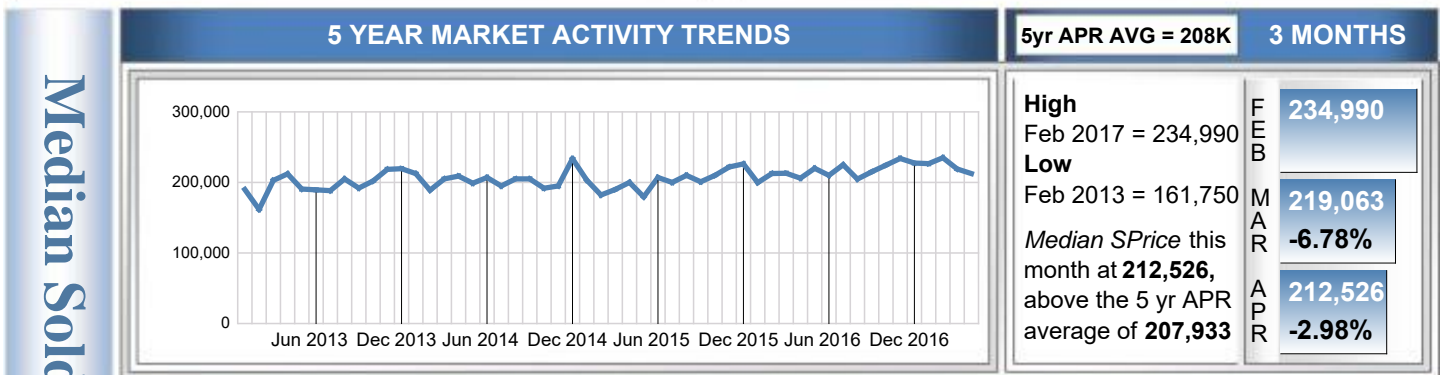
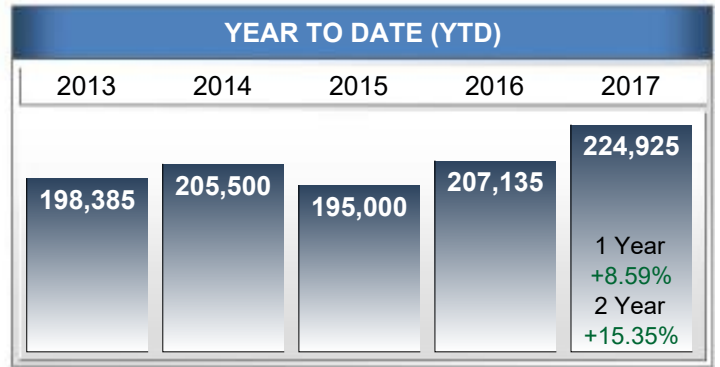
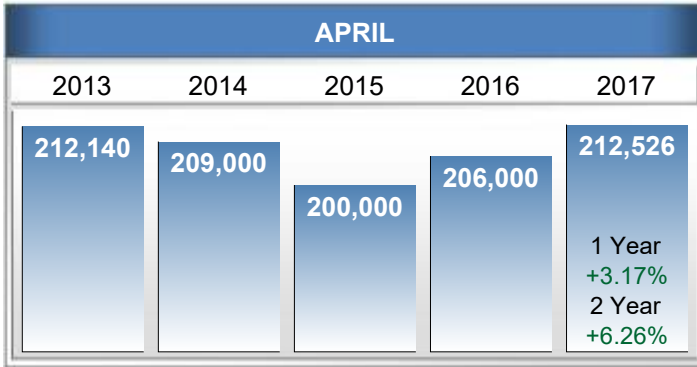
Closed Sales as of May 09, 2017



### Median Sold Price at Closing

Report Produced on: May 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+
\$100,000 and less	16		8.60%	71,000	77,500	56,000	95,000	0
\$100,001 - \$125,000	13		6.99%	120,000	121,000	120,000	0	0
\$125,001 - \$175,000	34		18.28%	147,950	146,000	144,000	158,950	0
\$175,001 - \$225,000	37		19.89%	190,000	195,000	188,975	222,000	0
\$225,001 - \$275,000	38		20.43%	247,548	247,250	247,695	227,500	0
\$275,001 - \$350,000	28		15.05%	306,447	303,894	298,000	321,708	0
\$350,001 and up	20		10.75%	420,000	395,500	415,000	438,500	499,950
Median Closed Price:	\$212,526				\$165,000	\$237,785	\$321,708	\$499,950
Total Closed Units:	186				65	108	12	1
Total Closed Volume:	42,474,737				11.54M	26.68M	3.75M	499.95K



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## April 2017

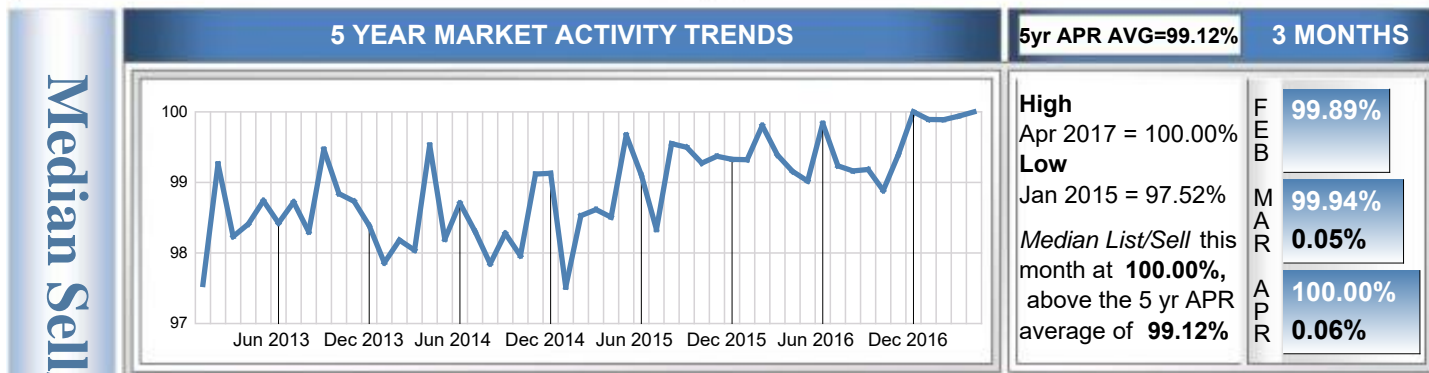
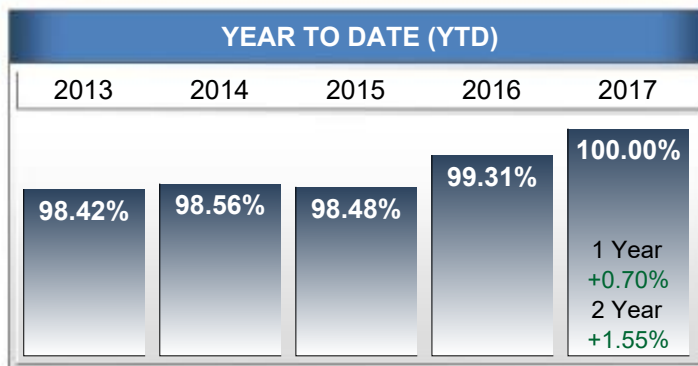
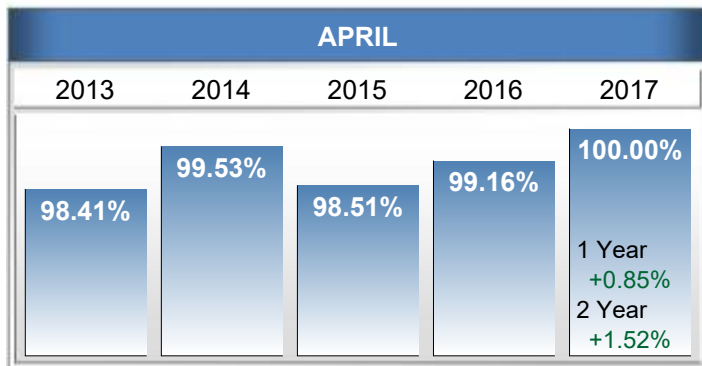
Closed Sales as of May 09, 2017



### Median Percent of Selling Price to List Price

Report Produced on: May 10, 2017

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



Median Sell/List Price

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

#### 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	16	8.60%	95.22%	92.72%	95.66%	95.05%	0.00%
\$100,001 - \$125,000	13	6.99%	99.20%	98.83%	99.20%	0.00%	0.00%
\$125,001 - \$175,000	34	18.28%	99.33%	99.31%	99.06%	100.00%	0.00%
\$175,001 - \$225,000	37	19.89%	100.00%	100.00%	100.00%	95.69%	0.00%
\$225,001 - \$275,000	38	20.43%	100.00%	100.00%	100.00%	96.81%	0.00%
\$275,001 - \$350,000	28	15.05%	99.74%	98.54%	99.64%	110.94%	0.00%
\$350,001 and up	20	10.75%	100.00%	99.47%	100.00%	100.00%	100.00%
Median List/Sell Ratio:	100.00%			99.35%	100.00%	100.00%	100.00%
Total Closed Units:	186			65	108	12	1
Total Closed Volume:	42,474,737			11.54M	26.68M	3.75M	499.95K



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## April 2017

Inventory as of May 09, 2017



### Market Summary

Report Produced on: May 10, 2017

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



**Absorption:** Last 12 months, an Average of 178 Sales/Month

**Active Inventory** as of April 30, 2017 = 424

	APRIL			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	163	186	14.11%	529	636	20.23%
Pending Sales	235	262	11.49%	745	876	17.58%
New Listings	274	303	10.58%	969	1,049	8.26%
Median List Price	209,900	217,475	3.61%	209,900	225,000	7.19%
Median Sale Price	206,000	212,526	3.17%	207,135	224,925	8.59%
Median Percent of Selling Price to List Price	99.16%	100.00%	0.85%	99.31%	100.00%	0.70%
Median Days on Market to Sale	20.00	13.50	-32.50%	29.00	19.00	-34.48%
Monthly Inventory	481	424	-11.85%	481	424	-11.85%
Months Supply of Inventory	3.06	2.39	-22.03%	3.06	2.39	-22.03%

