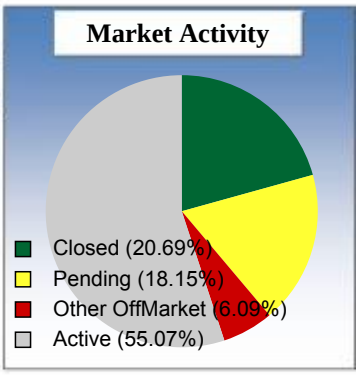
June 2015

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

Absorption: Last 12 months, an Average of **141** Sales/Month

Active Inventory as of June 30, 2015 = **543**

	JUNE		
	2014	**2015**	**+/-%**
Closed Sales	184	204	10.87%
Pending Sales	159	179	12.58%
New Listings	211	213	0.95%
Median List Price	204,975	209,313	2.12%
Median Sale Price	207,000	207,000	0.00%
Median Percent of Selling Price to List Price	98.71%	99.10%	0.40%
Median Days on Market to Sale	25.00	27.00	8.00%
End of Month Inventory	553	543	-1.81%
Months Supply of Inventory	4.06	3.84	-5.51%



Report Produced on: Jul 10, 2015

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 2015 decreased **1.81%** to 543 existing homes available for sale. Over the last 12 months this area has had an average of 141 closed sales per month. This represents an unsold inventory index of **3.84** 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 **0.00%** in June 2015 to $207,000 versus the previous year at $207,000.

Median Days on Market Lengthens

The median number of **27.00** days that homes spent on the market before selling increased by 2.00 days or **8.00%** in June 2015 compared to last year's same month at **25.00** DOM.

Sales Success for June 2015 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 213 New Listings in June 2015, up **0.95%** from last year at 211. Furthermore, there were 204 sales this month versus last year at 184, a **10.87%** increase.

Closed versus Listed trends yielded a **95.8%** ratio, up from last year's June 2015 at **87.2%**, a **9.83%** 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

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®

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 2015

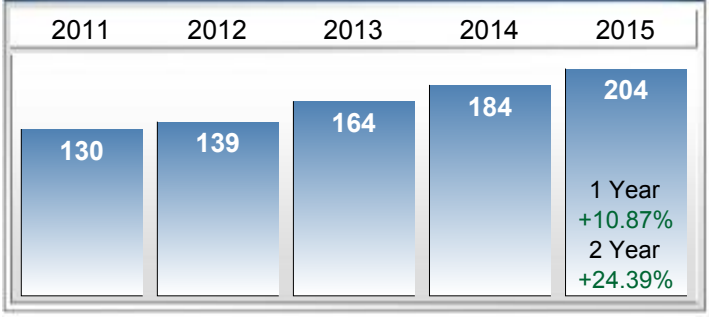
Closed Sales as of Jul 09, 2015

Closed Sales

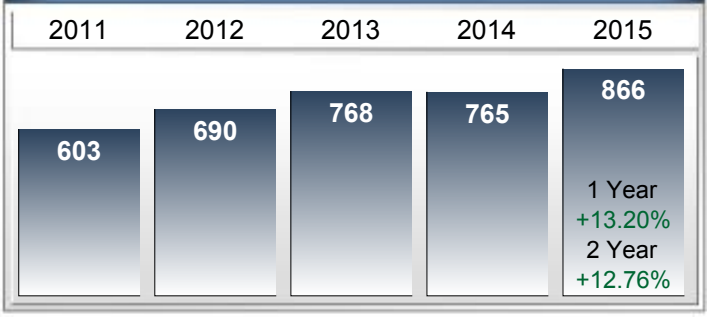
Report Produced on: Jul 10, 2015

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

JUNE



YEAR TO DATE (YTD)



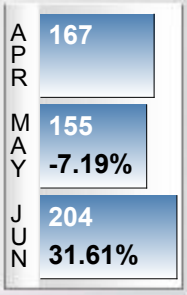
5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 164

High
Jun 2015 = 204
Low
Jan 2011 = 66

Closed Sales this month at **204,** above the 5 yr JUN average of **164**

3 MONTHS



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	9	4.41%	45.0	3	6	0	0
$75,001 $125,000	24	11.76%	35.0	14	10	0	0
$125,001 $175,000	42	20.59%	27.5	22	20	0	0
$175,001 $225,000	45	22.06%	23.0	26	19	0	0
$225,001 $275,000	31	15.20%	26.0	5	25	1	0
$275,001 $375,000	32	15.69%	21.5	6	23	3	0
$375,001 and up	21	10.29%	27.0	2	10	9	0

Total Closed Units:	204	27.0	78	113	13	
Total Closed Volume:	47,043,203		13.94M	26.91M	6.19M	0.00B
Median Closed Price:	$207,000		$176,500	$227,765	$529,963	$0

Closed Sales

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

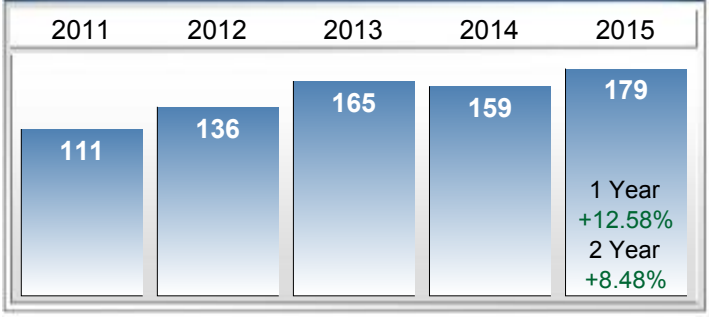
Pending Sales as of Jul 09, 2015

Pending Sales

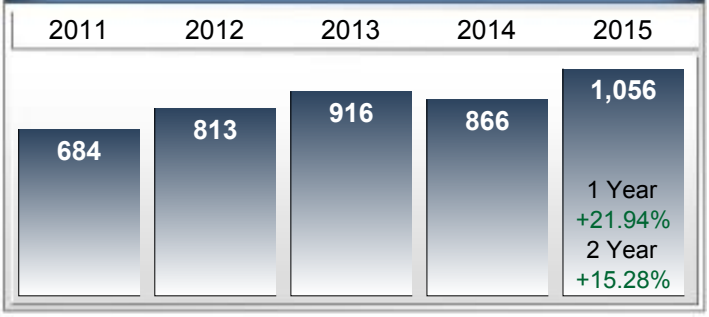
Report Produced on: Jul 10, 2015

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

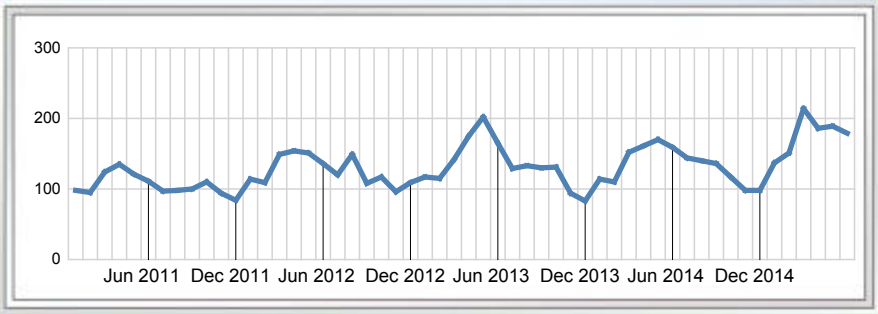
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

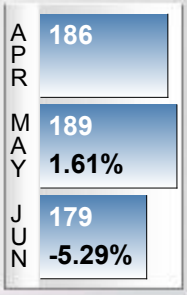


5yr JUN AVG = 150

High
Mar 2015 = 214
Low
Dec 2013 = 83

Pending Sales this month at **179,** above the 5 yr JUN average of **150**

3 MONTHS



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	9	5.03%	36.0	3	6	0	0
$75,001 $125,000	23	12.85%	40.0	15	8	0	0
$125,001 $175,000	34	18.99%	29.0	16	17	1	0
$175,001 $200,000	22	12.29%	62.5	10	11	1	0
$200,001 $250,000	42	23.46%	25.5	13	29	0	0
$250,001 $325,000	27	15.08%	43.0	11	13	3	0
$325,001 and up	22	12.29%	21.0	3	14	5	0

Total Pending Units:	179	36.0	71	98	10	
Total Pending Volume:	37,882,031		13.10M	21.45M	3.34M	0.00B
Median Listing Price:	$204,790		$184,000	$212,498	$323,820	$0

Pending Sales

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

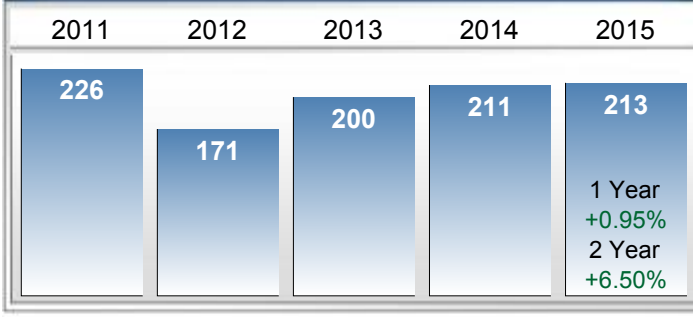
New Listings as of Jul 09, 2015

New Listings

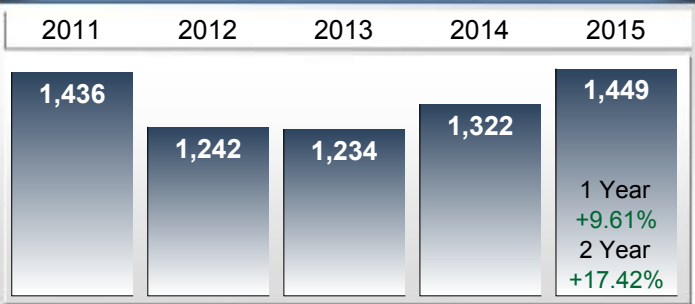
Report Produced on: Jul 10, 2015

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

JUNE



YEAR TO DATE (YTD)



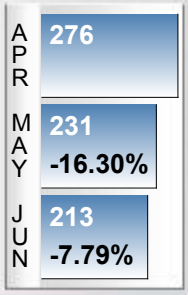
5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 204

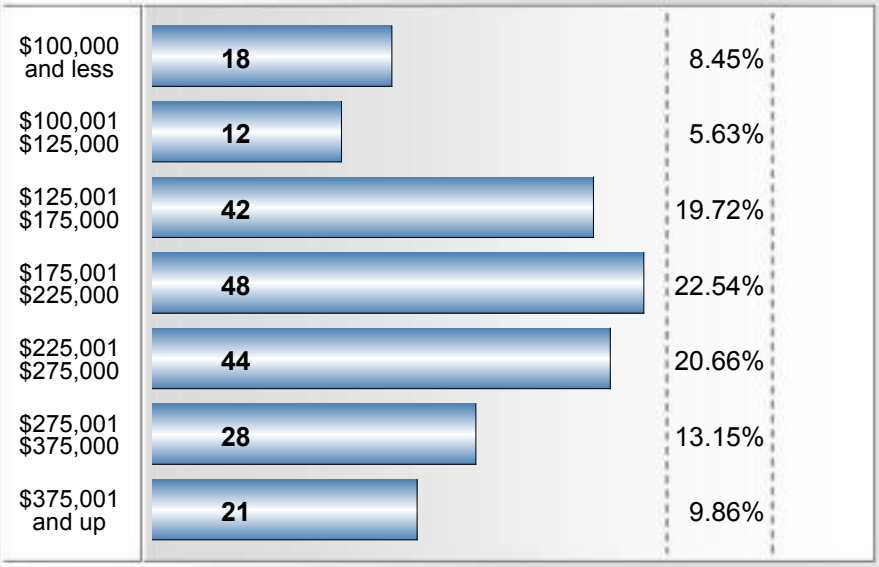
High
Jan 2011 = 307
Low
Dec 2013 = 105

New Listings this month at **213,** above the 5 yr JUN average of **204**

3 MONTHS



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	18	8.45%	9	9	0	0
$100,001 $125,000	12	5.63%	4	8	0	0
$125,001 $175,000	42	19.72%	19	22	1	0
$175,001 $225,000	48	22.54%	23	25	0	0
$225,001 $275,000	44	20.66%	8	35	1	0
$275,001 $375,000	28	13.15%	3	24	1	0
$375,001 and up	21	9.86%	3	11	7	0
Total New Listed Units:	213		69	134	10	
Total New Listed Volume:	50,644,622		12.85M	31.67M	6.13M	0.00B
Median New Listed Listing Price:	$214,995		$179,000	$227,543	$494,000	$0

New Listings

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

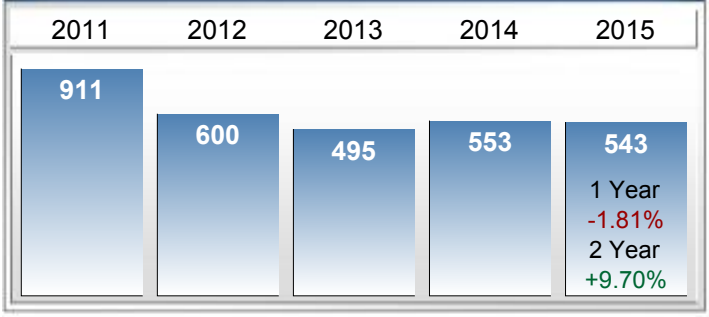
Active Inventory as of Jul 09, 2015

Active Inventory

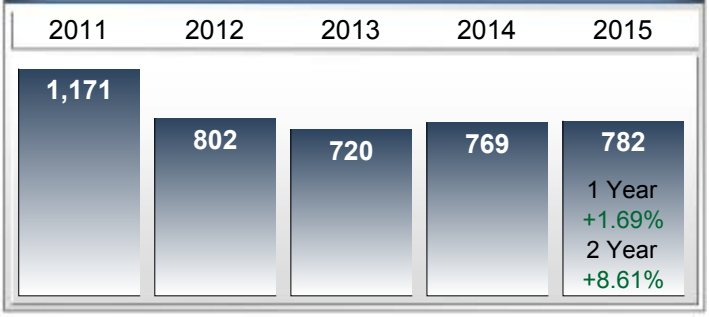
Report Produced on: Jul 10, 2015

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

END OF JUNE

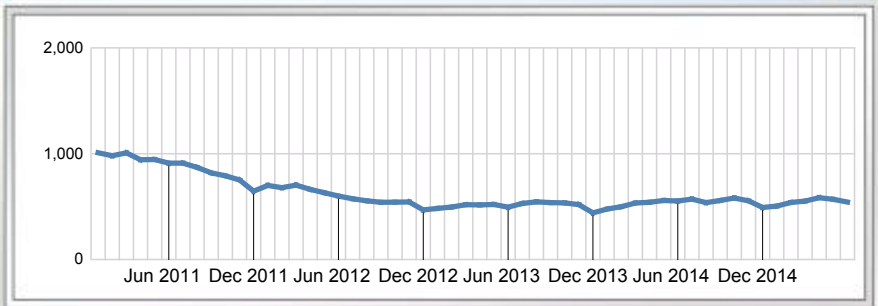


ACTIVE DURING JUNE



Active Inventory

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 620

High
Jan 2011 = 1,009
Low
Dec 2013 = 441

Inventory this month at **543,** below the 5 yr JUN average of **620**

3 MONTHS

APR	584	
MAY	569	-2.57%
JUN	543	-4.57%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
$100,000 and less	51	9.39%	62.0	27	24	0	0
$100,001 $150,000	70	12.89%	37.0	41	29	0	0
$150,001 $175,000	57	10.50%	57.0	32	25	0	0
$175,001 $225,000	104	19.15%	58.5	53	51	0	0
$225,001 $325,000	137	25.23%	50.0	36	95	6	0
$325,001 $550,000	67	12.34%	69.0	13	44	10	0
$550,001 and up	57	10.50%	113.0	0	17	37	3

Total Active Inventory by Units:	543	64.0	202	285	53	3
Total Active Inventory by Volume:	148,769,749		38.07M	73.93M	34.02M	2.75M
Median Active Inventory Listing Price:	$219,500		$177,750	$235,000	$645,750	$727,525

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

Active Inventory as of Jul 09, 2015

Months Supply of Inventory

Report Produced on: Jul 10, 2015

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

MSI FOR JUNE

2011	2012	2013	2014	2015
10.3	5.5	3.9	4.1	3.8

1 Year -5.51%
2 Year -2.00%

INDICATORS FOR JUNE 2015

Inventory	Closed	Absorption	MSI	MSI %
543 End of Month Active Inventory	1,697 Closed Last 12 Months	141 Average Closed per Month over 12 Months	3.8 Months Supply of Inventory	26.044% Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 5.5

High
Jan 2011 = 10.6
Low
Dec 2013 = 3.2

Months Supply this month at **3.8,** below the 5 yr JUN average of **5.5**

3 MONTHS

APR	4.1
MAY	4.1 -1.87%
JUN	3.8 -5.69%

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	51	9.39%	3.2	3.1	3.6	0.0	0.0
$100,001 $150,000	70	12.89%	2.6	2.8	2.4	0.0	0.0
$150,001 $175,000	57	10.50%	3.9	4.1	3.8	0.0	0.0
$175,001 $225,000	104	19.15%	3.7	4.3	3.4	0.0	0.0
$225,001 $325,000	137	25.23%	4.1	4.6	3.9	4.2	0.0
$325,001 $550,000	67	12.34%	3.7	5.0	3.6	3.3	0.0
$550,001 and up	57	10.50%	13.7	0.0	9.7	15.3	0.0
MSI:	3.8			3.7	3.6	6.3	36.0
Total Active Inventory:	543			202	285	53	3

Months Supply

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

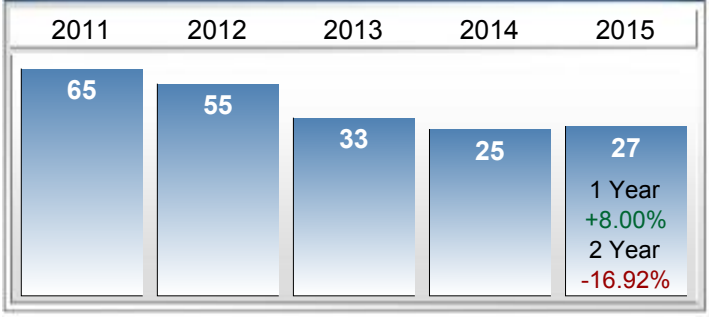
Closed Sales as of Jul 09, 2015

Median Days on Market to Sale

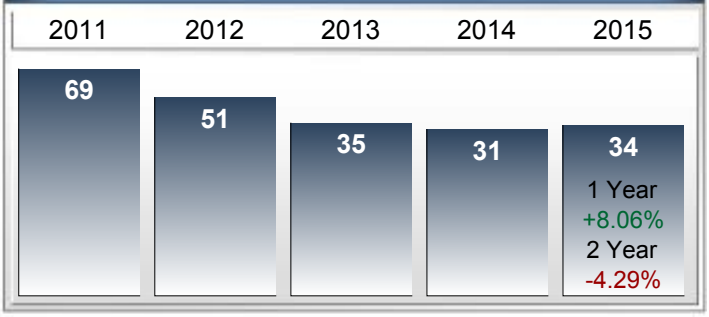
Report Produced on: Jul 10, 2015

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

JUNE



YEAR TO DATE (YTD)



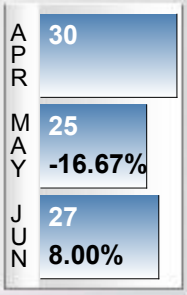
5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 41

High
Feb 2011 = 91
Low
May 2014 = 22

Median DOM this month at **27,** below the 5 yr JUN average of **41**

3 MONTHS



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	4.41%	45.0	74.0	36.5	0.0	0.0
$75,001 $125,000	11.76%	35.0	41.0	31.5	0.0	0.0
$125,001 $175,000	20.59%	27.5	51.5	19.0	0.0	0.0
$175,001 $225,000	22.06%	23.0	17.0	30.0	0.0	0.0
$225,001 $275,000	15.20%	26.0	21.0	27.0	24.0	0.0
$275,001 $375,000	15.69%	21.5	3.0	22.0	51.0	0.0
$375,001 and up	10.29%	27.0	48.0	10.5	139.0	0.0
Median Closed DOM:	27.0		25.5	25.0	88.0	0.0
Total Closed Units:	204		78	113	13	
Total Closed Volume:	47,043,203		13.94M	26.91M	6.19M	0.00B

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 2015

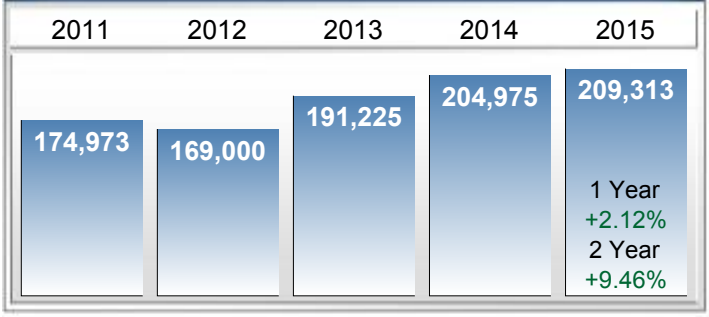
Closed Sales as of Jul 09, 2015

Median List Price at Closing

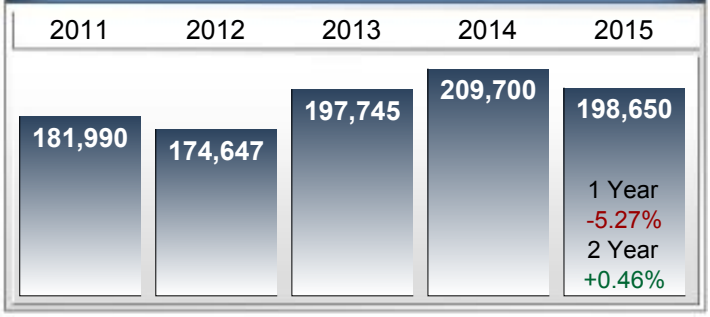
Report Produced on: Jul 10, 2015

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

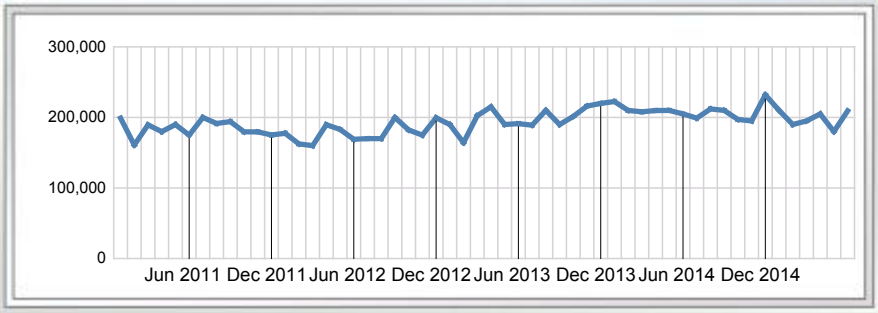
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 190K

High
Dec 2014 = 232,050
Low
Mar 2012 = 159,990

Median LPrice this month at **209,313,** above the 5 yr JUN average of **189,897**

3 MONTHS

APR	204,950
MAY	179,950 -12.20%
JUN	209,313 16.32%

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	7	3.43%	55,000	47,000	58,000	0	0
$75,001 $125,000	25	12.25%	98,500	99,900	98,250	0	0
$125,001 $175,000	40	19.61%	149,925	139,900	155,000	0	0
$175,001 $225,000	46	22.55%	199,900	199,000	199,950	0	0
$225,001 $275,000	34	16.67%	249,765	244,000	249,900	229,950	0
$275,001 $375,000	31	15.20%	316,345	303,148	316,950	339,500	0
$375,001 and up	21	10.29%	469,000	424,950	399,925	548,950	0
Median List Price:	$209,313			$180,750	$226,915	$529,000	$0
Total Closed Units:	204			78	113	13	
Total List Volume:	47,204,719			14.14M	27.07M	6.00M	0.00B

Median List Price

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

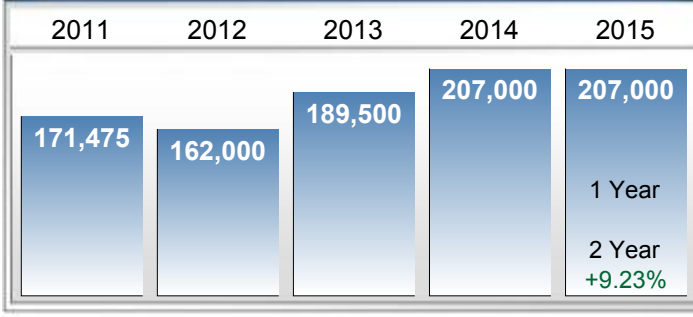
Closed Sales as of Jul 09, 2015

Median Sold Price at Closing

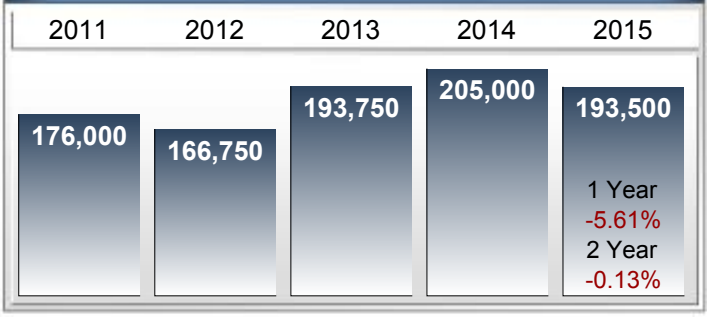
Report Produced on: Jul 10, 2015

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

JUNE

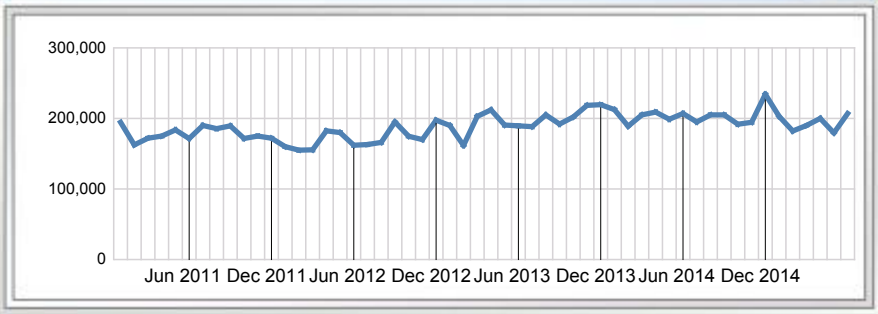


YEAR TO DATE (YTD)



Median Sold Price

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 187K

3 MONTHS

High
Dec 2014 = 234,270
Low
Feb 2012 = 155,000

Median SPrice this month at **207,000**, above the 5 yr JUN average of **187,395**

APR	200,000
MAY	179,500 -10.25%
JUN	207,000 15.32%

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	9	4.41%	58,000	48,000	59,000	0	0
$75,001 $125,000	24	11.76%	96,250	95,000	98,750	0	0
$125,001 $175,000	42	20.59%	150,000	143,000	152,250	0	0
$175,001 $225,000	45	22.06%	199,000	197,250	204,400	0	0
$225,001 $275,000	31	15.20%	245,000	239,000	245,220	229,000	0
$275,001 $375,000	32	15.69%	307,522	298,772	305,000	337,000	0
$375,001 and up	21	10.29%	459,000	417,450	394,450	545,000	0
Median Closed Price:	$207,000			$176,500	$227,765	$529,963	$0
Total Closed Units:	204			78	113	13	
Total Closed Volume:	47,043,203			13.94M	26.91M	6.19M	0.00B

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

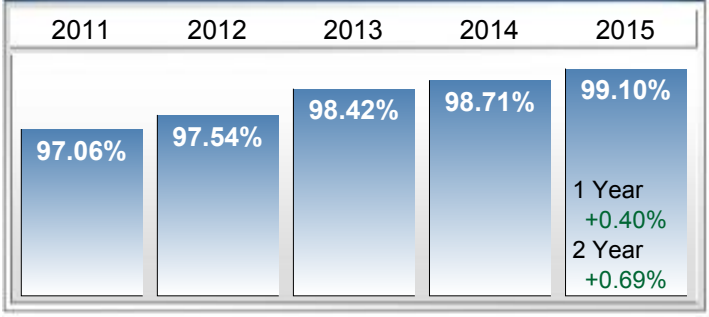
Closed Sales as of Jul 09, 2015

Median Percent of Selling Price to List Price

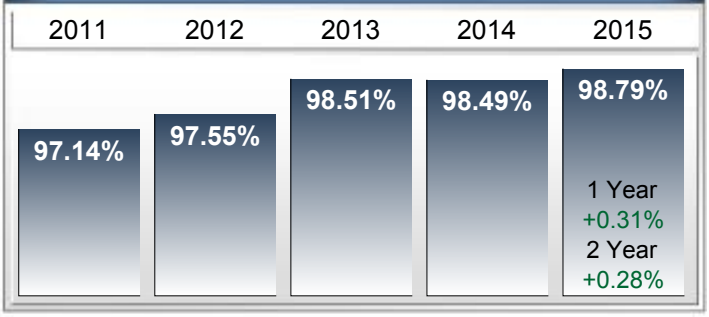
Report Produced on: Jul 10, 2015

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

JUNE

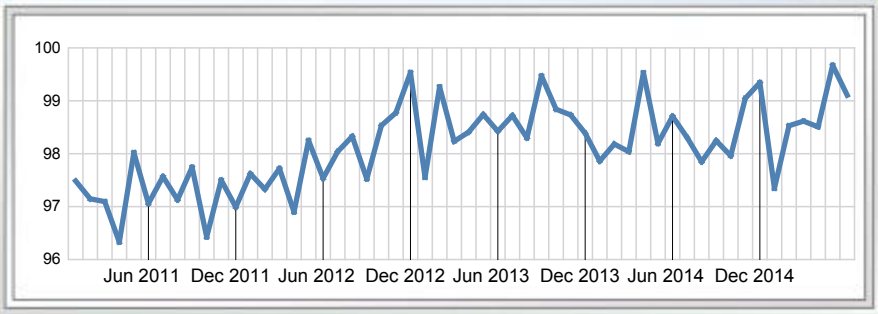


YEAR TO DATE (YTD)



Median Sell/List Price

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG=98.17%

High
May 2015 = 99.67%
Low
Apr 2011 = 96.33%

Median List/Sell this month at **99.10%**, above the 5 yr JUN average of **98.17%**

3 MONTHS

APR	98.51%	
MAY	99.67%	1.18%
JUN	99.10%	-0.57%

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	9	4.41%	87.27%	87.27%	87.61%	0.00%	0.00%
$75,001 $125,000	24	11.76%	99.17%	100.00%	97.92%	0.00%	0.00%
$125,001 $175,000	42	20.59%	99.08%	99.37%	98.62%	0.00%	0.00%
$175,001 $225,000	45	22.06%	98.84%	98.79%	99.12%	0.00%	0.00%
$225,001 $275,000	31	15.20%	98.98%	97.55%	99.19%	99.59%	0.00%
$275,001 $375,000	32	15.69%	99.53%	99.58%	99.74%	99.26%	0.00%
$375,001 and up	21	10.29%	99.09%	98.33%	99.18%	99.09%	0.00%

Median List/Sell Ratio:	99.10%	98.91%	99.12%	99.26%	0.00%
Total Closed Units:	204	78	113	13	
Total Closed Volume:	47,043,203	13.94M	26.91M	6.19M	0.00B

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

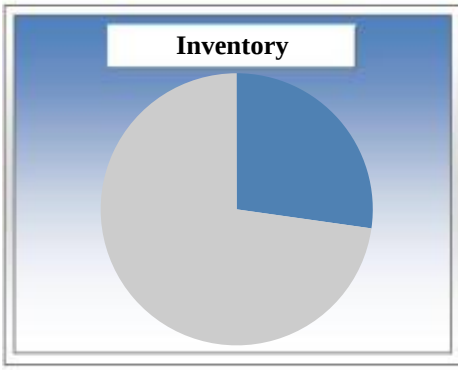
June 2015

Inventory as of Jul 09, 2015

Market Summary

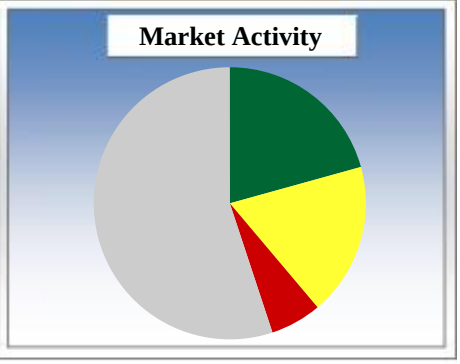
Report Produced on: Jul 10, 2015

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

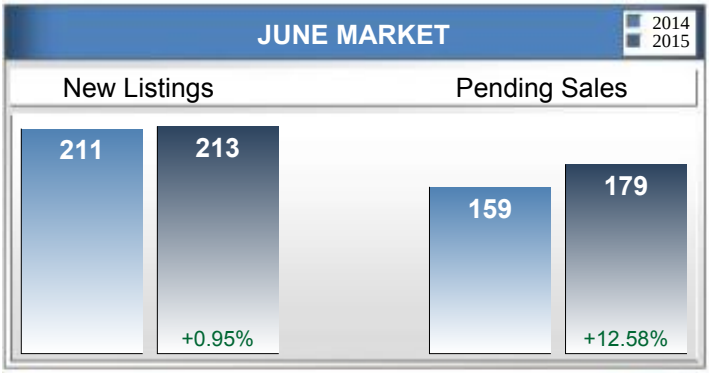
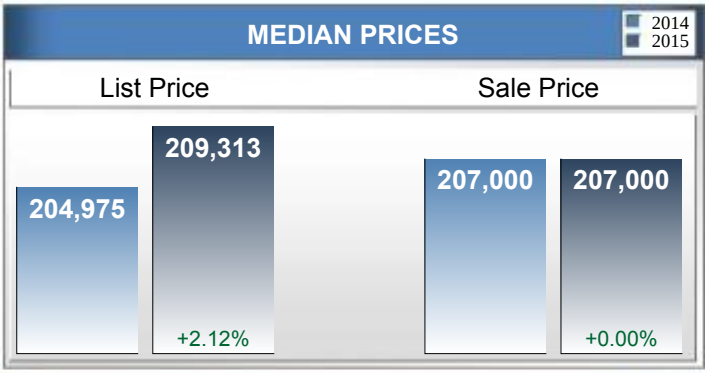
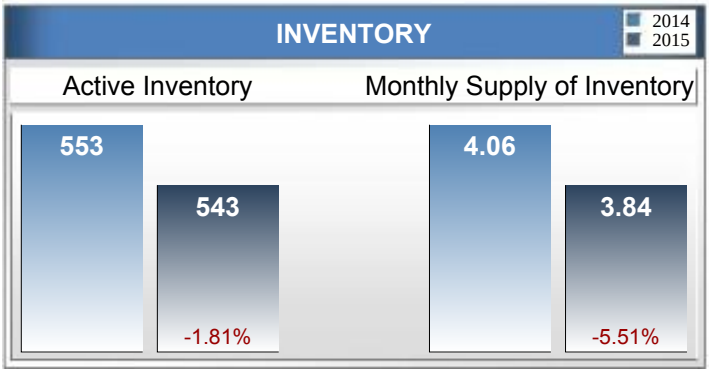
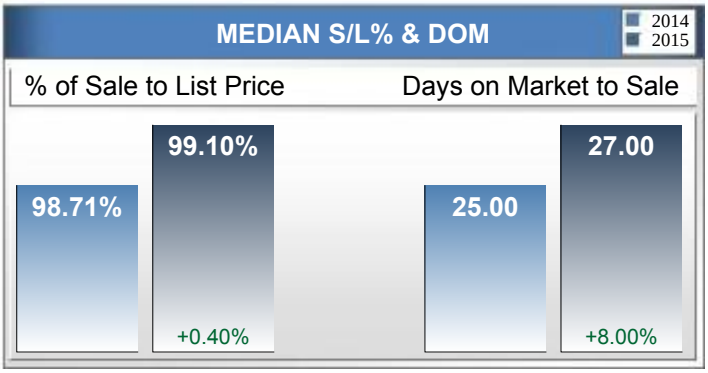


Inventory	
New Listings	213 = 27.24%
Start Inventory	569
Total Inventory Units	782
Volume	$200,117,469

Market Activity	
Closed Sales	204 = 20.69%
Pending Sales	179 = 18.15%
Other Off Market	60 = 6.09%
Active Inventory	543 = 55.07%



Absorption: Last 12 months, an Average of **141** Sales/Month

Active Inventory as of June 30, 2015 = **543**

	JUNE			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	184	204	10.87%	765	866	13.20%
Pending Sales	159	179	12.58%	866	1,056	21.94%
New Listings	211	213	0.95%	1,322	1,449	9.61%
Median List Price	204,975	209,313	2.12%	209,700	198,650	-5.27%
Median Sale Price	207,000	207,000	0.00%	205,000	193,500	-5.61%
Median Percent of Selling Price to List Price	98.71%	99.10%	0.40%	98.49%	98.79%	0.31%
Median Days on Market to Sale	25.00	27.00	8.00%	31.00	33.50	8.06%
Monthly Inventory	553	543	-1.81%	553	543	-1.81%
Months Supply of Inventory	4.06	3.84	-5.51%	4.06	3.84	-5.51%