



June 2017

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

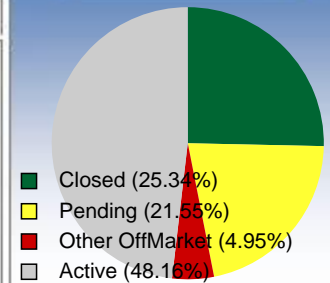


Absorption: Last 12 months, an Average of **182** Sales/Month

Active Inventory as of June 30, 2017 = **496**

	JUNE		
	2016	2017	+/- %
Closed Sales	228	261	14.47%
Pending Sales	201	222	10.45%
New Listings	218	296	35.78%
Median List Price	212,975	224,000	5.18%
Median Sale Price	210,000	223,000	6.19%
Median Percent of Selling Price to List Price	99.84%	100.00%	0.16%
Median Days on Market to Sale	21.00	13.00	-38.10%
End of Month Inventory	480	496	3.33%
Months Supply of Inventory	2.98	2.73	-8.37%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 10, 2017

Data from the **Central Virginia Regional MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2017 rose **3.33%** to 496 existing homes available for sale. Over the last 12 months this area has had an average of 182 closed sales per month. This represents an unsold inventory index of **2.73** 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 **6.19%** in June 2017 to \$223,000 versus the previous year at \$210,000.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 8.00 days or **38.10%** in June 2017 compared to last year's same month at **21.00** DOM.

Sales Success for June 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 296 New Listings in June 2017, up **35.78%** from last year at 218. Furthermore, there were 261 sales this month versus last year at 228, a **14.47%** increase.

Closed versus Listed trends yielded a **88.2%** ratio, down from last year's June 2017 at **104.6%**, a **15.69%** downswing. This will certainly create pressure on an increasing 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

Data from the Central Virginia Regional MLS

June 2017

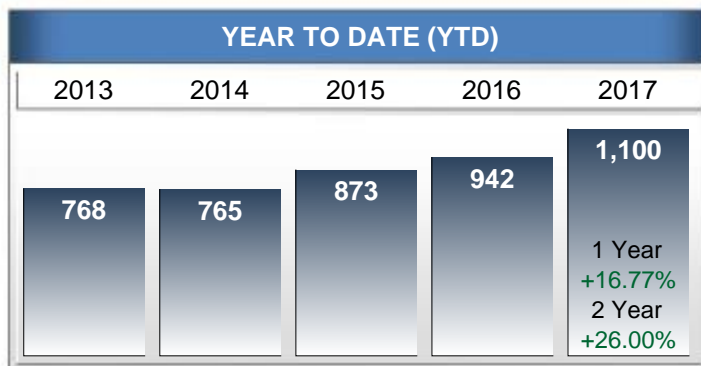
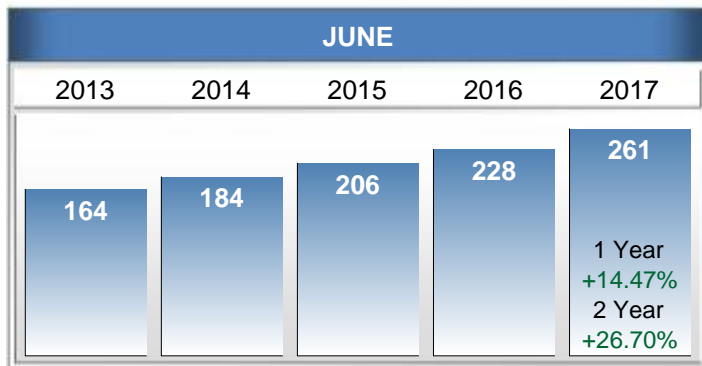
Closed Sales as of Jul 08, 2017



Closed Sales

Report Produced on: Jul 10, 2017

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



Closed Sales

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5yr JUN AVG = 209	3 MONTHS																		
High Jun 2017 = 261 Low Feb 2014 = 79 <i>Closed Sales</i> this month at 261 , above the 5 yr JUN average of 209	<table border="1"> <tr> <td>A</td> <td>186</td> </tr> <tr> <td>P</td> <td></td> </tr> <tr> <td>R</td> <td></td> </tr> <tr> <td>M</td> <td>203</td> </tr> <tr> <td>A</td> <td>9.14%</td> </tr> <tr> <td>Y</td> <td></td> </tr> <tr> <td>J</td> <td>261</td> </tr> <tr> <td>U</td> <td>28.57%</td> </tr> <tr> <td>N</td> <td></td> </tr> </table>	A	186	P		R		M	203	A	9.14%	Y		J	261	U	28.57%	N	
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R																			
M	203																		
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Y																			
J	261																		
U	28.57%																		
N																			

CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$125,000 and less	21	8.05%	22.0	16	5	0	0
\$125,001 - \$150,000	22	8.43%	11.0	12	9	1	0
\$150,001 - \$175,000	32	12.26%	5.0	8	22	2	0
\$175,001 - \$225,000	62	23.75%	10.5	27	34	1	0
\$225,001 - \$275,000	55	21.07%	16.0	12	43	0	0
\$275,001 - \$350,000	34	13.03%	22.5	13	17	4	0
\$350,001 and up	35	13.41%	15.0	3	24	8	0
Total Closed Units:	261		13.0	91	154	16	0.00B
Total Closed Volume:	62,528,348			17.94M	38.81M	5.78M	
Median Closed Price:	\$223,000			\$190,000	\$230,500	\$346,000	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

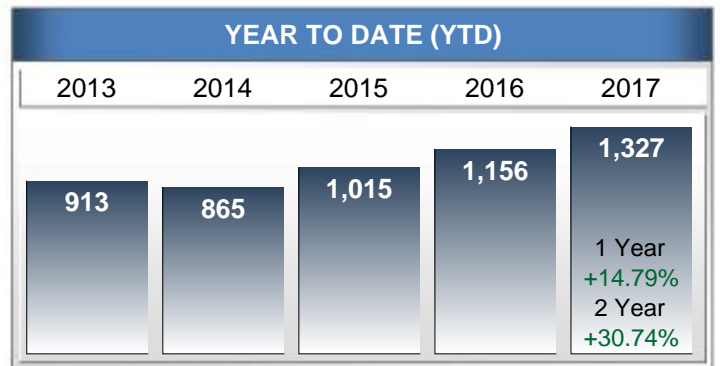
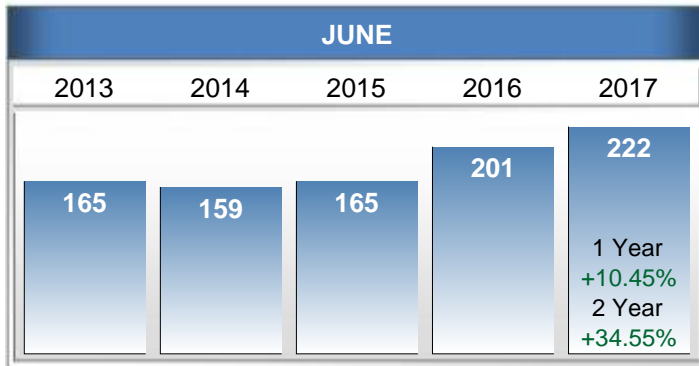
Pending Sales as of Jul 08, 2017



Report Produced on: Jul 10, 2017

Pending Sales

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



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	22	9.91%	9.5	16	6	0	0
\$125,001 - \$150,000	16	7.21%	12.5	15	1	0	0
\$150,001 - \$200,000	41	18.47%	9.0	20	20	1	0
\$200,001 - \$250,000	60	27.03%	16.0	16	44	0	0
\$250,001 - \$300,000	32	14.41%	14.0	6	25	1	0
\$300,001 - \$375,000	24	10.81%	11.0	4	17	3	0
\$375,001 and up	27	12.16%	21.0	6	13	8	0
Total Pending Units:	222		13.5	83	126	13	0.00B
Total Pending Volume:	55,806,271			16.72M	33.42M	5.67M	
Median Listing Price:	\$227,880			\$189,900	\$242,083	\$415,000	\$0

Pending Sales

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2017

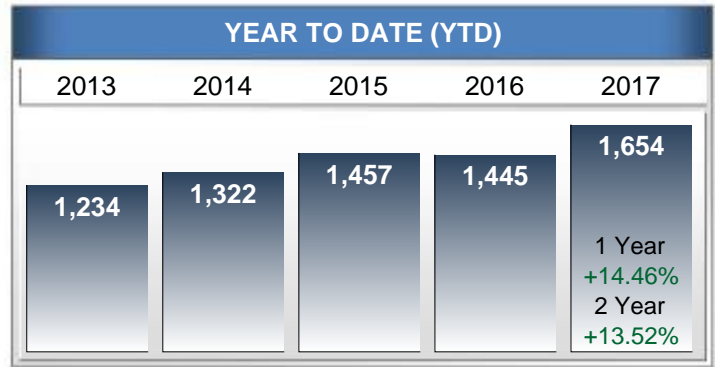
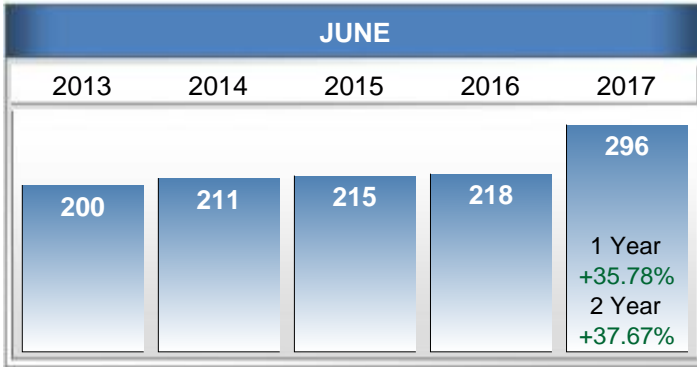
New Listings as of Jul 08, 2017



New Listings

Report Produced on: Jul 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 JUN AVG = 228 **3 MONTHS**

High
Mar 2016 = 319

Low
Dec 2015 = 104

New Listings this month at **296**, above the 5 yr JUN average of **228**

A	305
P	
R	
M	306
A	0.33%
Y	
J	296
U	-3.27%
N	

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	24	8.11%	18	6	0	0
\$125,001 - \$175,000	42	14.19%	26	16	0	0
\$175,001 - \$200,000	29	9.80%	15	13	0	1
\$200,001 - \$250,000	75	25.34%	26	49	0	0
\$250,001 - \$300,000	52	17.57%	18	32	2	0
\$300,001 - \$400,000	42	14.19%	10	28	4	0
\$400,001 and up	32	10.81%	5	17	9	1
Total New Listed Units:	296		118	161	15	2
Total New Listed Volume:	76,495,662		25.82M	43.32M	6.69M	669.00K
Median New Listed Listing Price:	\$235,750		\$202,450	\$249,500	\$454,206	\$334,500



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

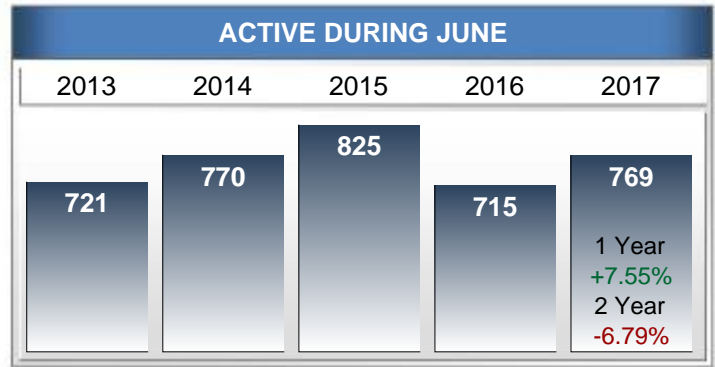
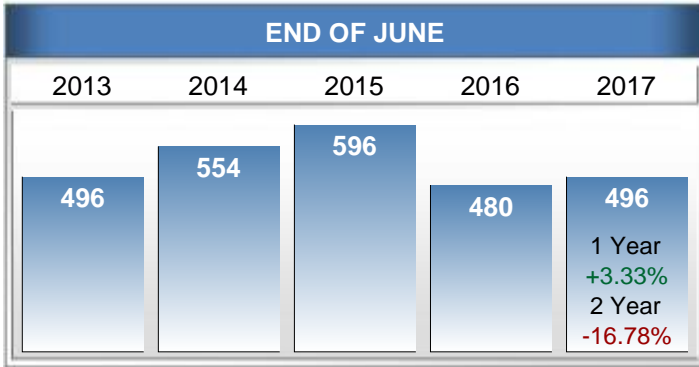
Active Inventory as of Jul 08, 2017



Active Inventory

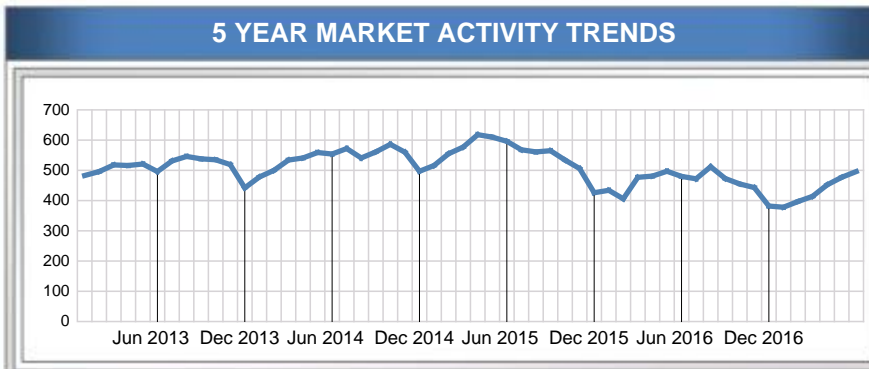
Report Produced on: Jul 10, 2017

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Active Inventory

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5yr JUN AVG = 524 **3 MONTHS**

High
Apr 2015 = 618

Low
Jan 2017 = 378

Inventory this month at **496**, below the 5 yr JUN average of **524**

A	452
P	
R	
M	477
A	
Y	5.53%
J	496
U	
N	3.98%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$125,000 and less	33	6.65%	92.0	20	12	0	1		
\$125,001 - \$175,000	57	11.49%	43.0	38	18	1	0		
\$175,001 - \$225,000	87	17.54%	34.0	42	44	0	1		
\$225,001 - \$275,000	92	18.55%	48.5	26	64	2	0		
\$275,001 - \$375,000	105	21.17%	40.0	34	60	11	0		
\$375,001 - \$575,000	71	14.31%	43.0	16	37	17	1		
\$575,001 and up	51	10.28%	151.0	3	24	24	0		
Total Active Inventory by Units:				496	49.5	179	259	55	3
Total Active Inventory by Volume:				155,468,162		41.83M	80.81M	32.04M	792.46K
Median Active Inventory Listing Price:				\$264,500		\$219,000	\$269,990	\$550,000	\$199,000



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

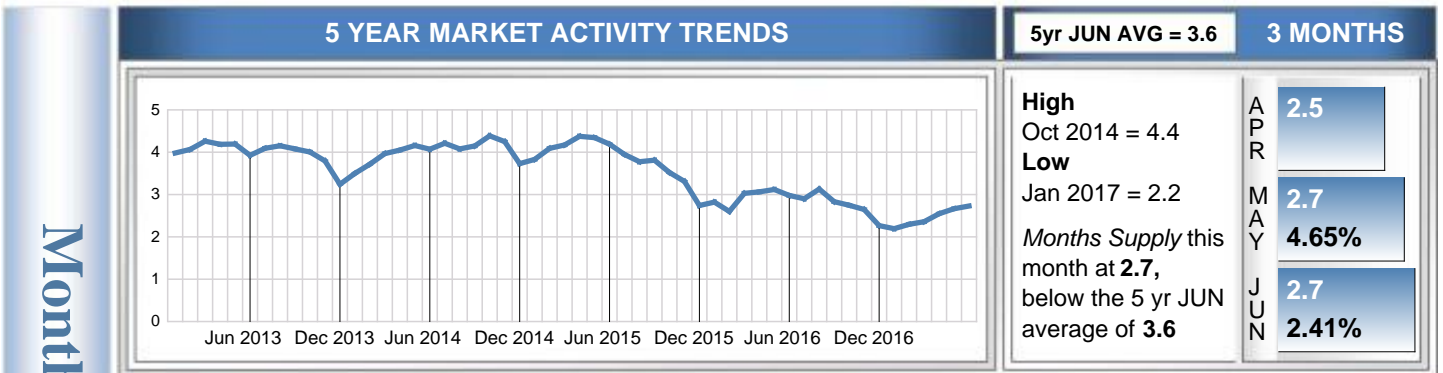
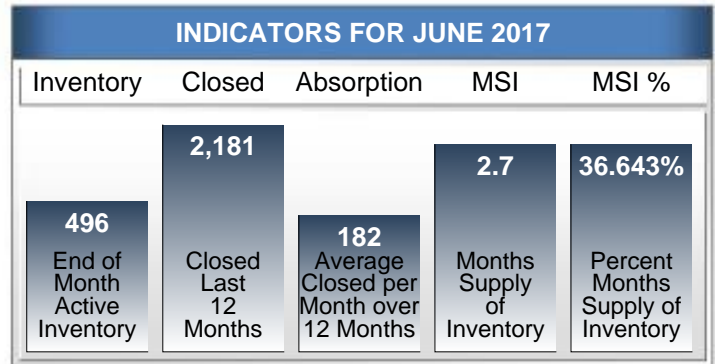
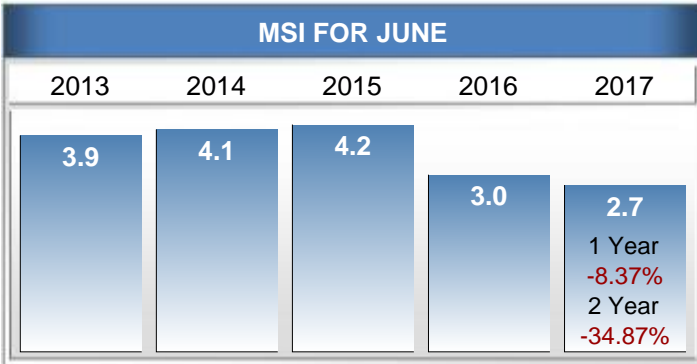
Active Inventory as of Jul 08, 2017



Months Supply of Inventory

Report Produced on: Jul 10, 2017

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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	33	6.65%	1.4	1.2	1.7	0.0	12.0
\$125,001 - \$175,000	57	11.49%	1.7	2.2	1.1	0.9	0.0
\$175,001 - \$225,000	87	17.54%	2.4	2.9	2.1	0.0	6.0
\$225,001 - \$275,000	92	18.55%	2.5	3.1	2.3	4.0	0.0
\$275,001 - \$375,000	105	21.17%	3.1	5.2	2.5	3.3	0.0
\$375,001 - \$575,000	71	14.31%	5.0	6.9	4.5	5.0	4.0
\$575,001 and up	51	10.28%	18.0	36.0	12.0	32.0	0.0
MSI:			2.7	2.8	2.5	5.2	4.5
Total Active Inventory:			496	179	259	55	3



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

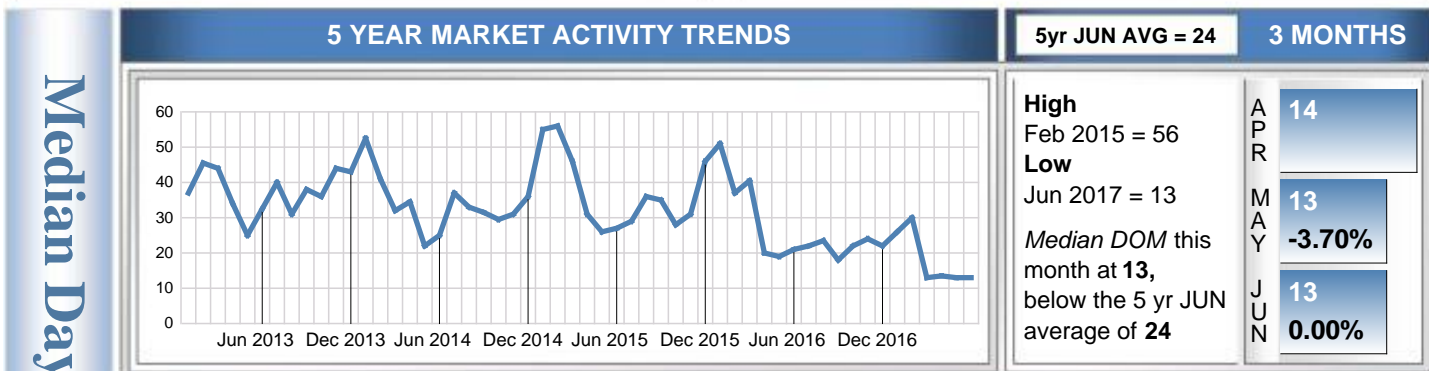
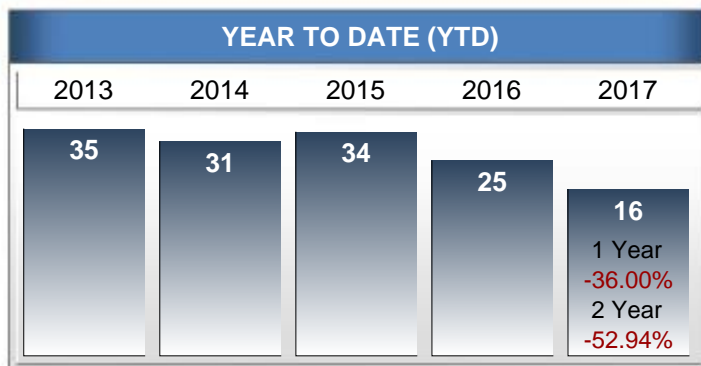
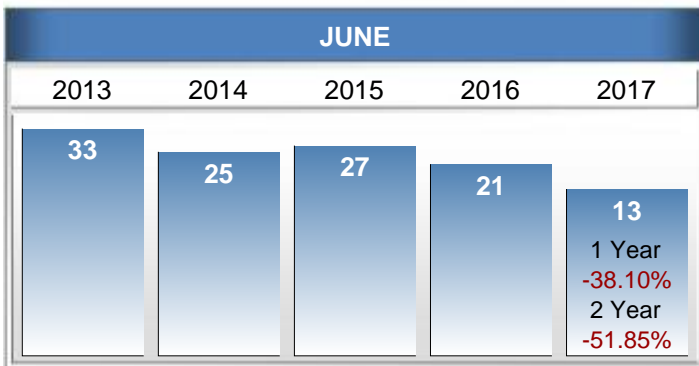
Closed Sales as of Jul 08, 2017



Median Days on Market to Sale

Report Produced on: Jul 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+
\$125,000 and less	21			8.05%	22.0	23.0	5.0	0.0	0.0
\$125,001 - \$150,000	22			8.43%	11.0	16.5	13.0	6.0	0.0
\$150,001 - \$175,000	32			12.26%	5.0	6.5	4.0	78.0	0.0
\$175,001 - \$225,000	62			23.75%	10.5	5.0	11.5	68.0	0.0
\$225,001 - \$275,000	55			21.07%	16.0	18.0	16.0	0.0	0.0
\$275,001 - \$350,000	34			13.03%	22.5	84.0	9.0	48.0	0.0
\$350,001 and up	35			13.41%	15.0	112.0	14.5	11.0	0.0
Median Closed DOM:	13.0					16.0	11.0	32.5	0.0
Total Closed Units:	261					91	154	16	
Total Closed Volume:	62,528,348					17.94M	38.81M	5.78M	0.00B



Monthly Inventory Analysis

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June 2017

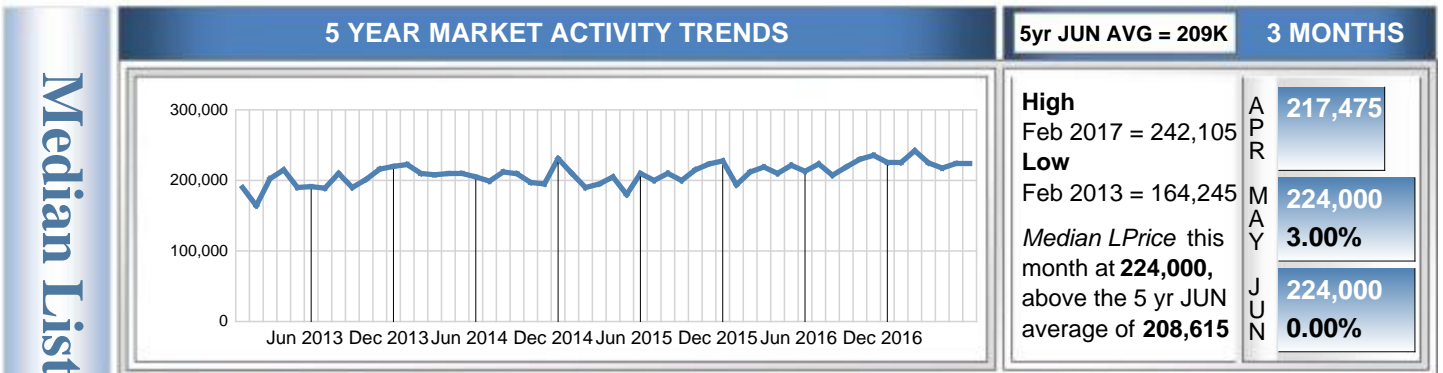
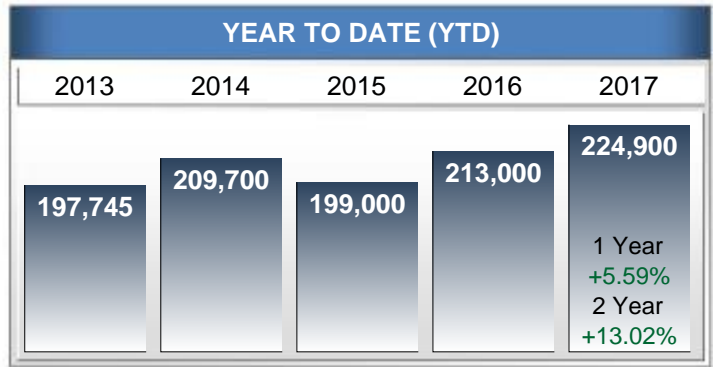
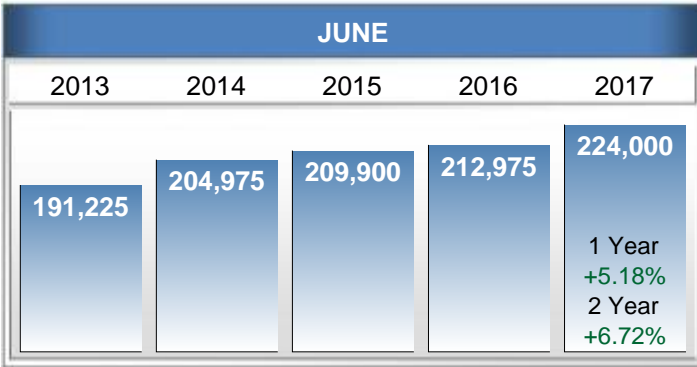
Closed Sales as of Jul 08, 2017



Median List Price at Closing

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Median List Price

Ready to Buy or Sell Real Estate?
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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+
\$125,000 and less	20		7.66%	99,974	99,974	97,000	0	0
\$125,001 - \$150,000	22		8.43%	139,950	139,950	139,975	136,000	0
\$150,001 - \$175,000	31		11.88%	162,500	159,900	164,500	159,950	0
\$175,001 - \$225,000	63		24.14%	199,950	199,950	200,933	199,950	0
\$225,001 - \$275,000	54		20.69%	240,000	239,950	240,000	0	0
\$275,001 - \$350,000	36		13.79%	296,728	290,120	300,563	324,950	0
\$350,001 and up	35		13.41%	416,000	419,500	399,950	469,000	0
Median List Price:		\$224,000			\$198,500	\$229,995	\$359,975	\$0
Total Closed Units:		261			91	154	16	
Total List Volume:		62,575,960			18.06M	38.82M	5.70M	0.00B



Monthly Inventory Analysis

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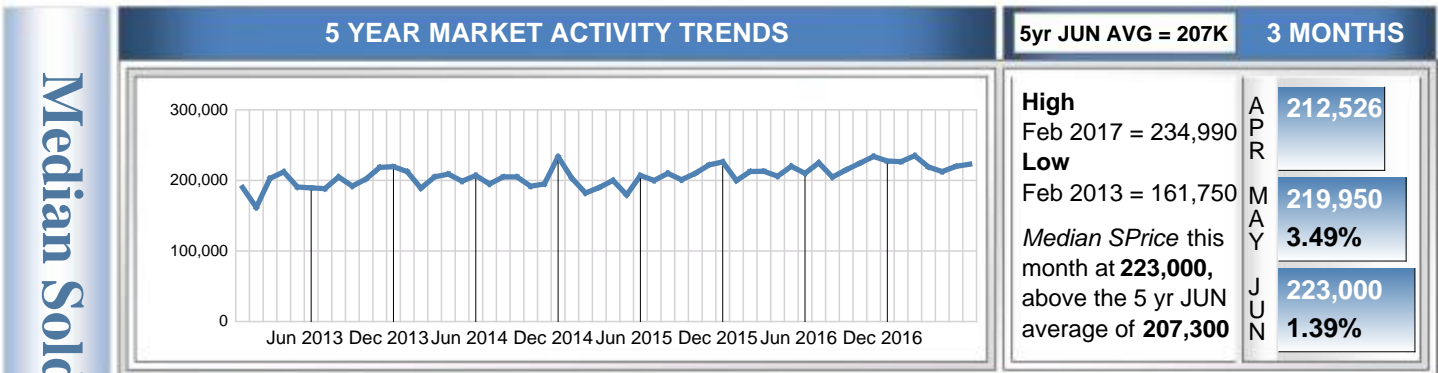
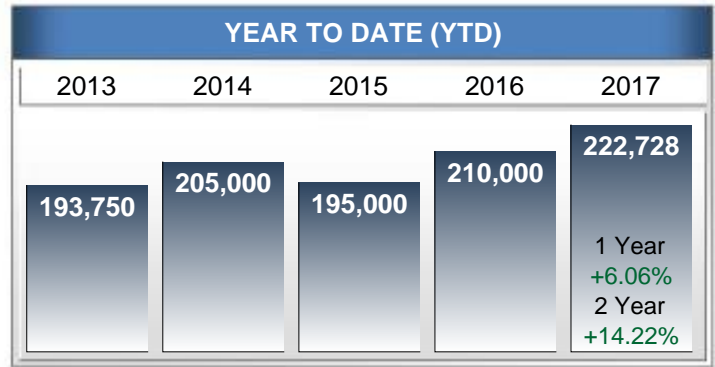
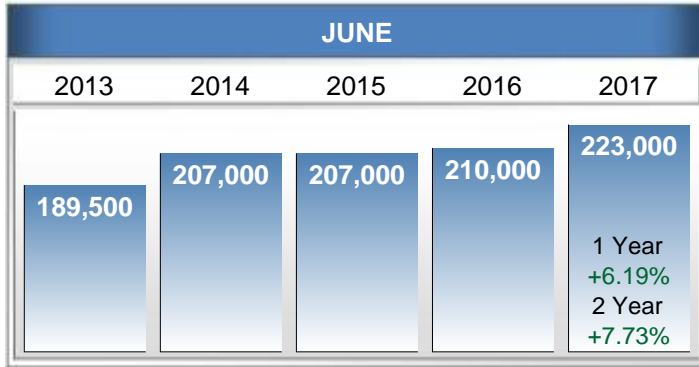
Closed Sales as of Jul 08, 2017



Median Sold Price at Closing

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Median Sold Price

Ready to Buy or Sell Real Estate?
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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+
\$125,000 and less	21		8.05%	99,500	92,250	115,000	0	0
\$125,001 - \$150,000	22		8.43%	137,000	137,000	139,950	136,000	0
\$150,001 - \$175,000	32		12.26%	162,750	161,700	163,138	162,475	0
\$175,001 - \$225,000	62		23.75%	198,500	196,000	202,967	222,000	0
\$225,001 - \$275,000	55		21.07%	246,480	244,950	246,480	0	0
\$275,001 - \$350,000	34		13.03%	311,503	324,473	301,479	326,740	0
\$350,001 and up	35		13.41%	413,000	380,727	402,250	471,750	0
Median Closed Price:	\$223,000				\$190,000	\$230,500	\$346,000	\$0
Total Closed Units:	261				91	154	16	
Total Closed Volume:	62,528,348				17.94M	38.81M	5.78M	0.00B



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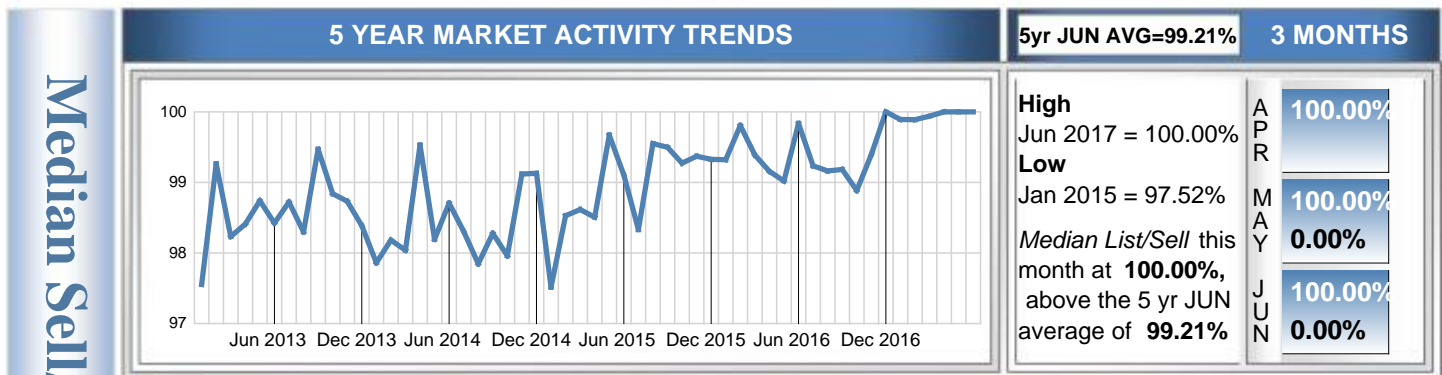
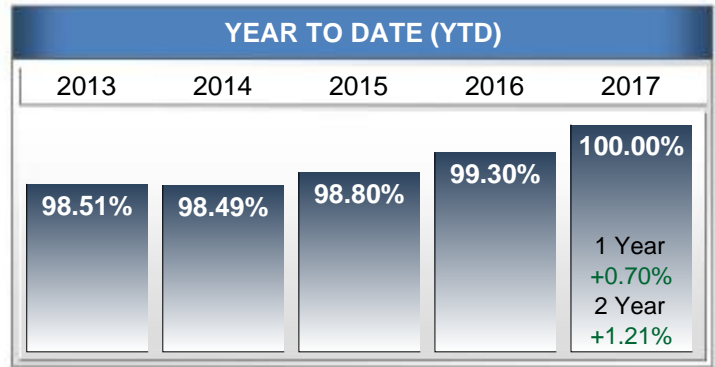
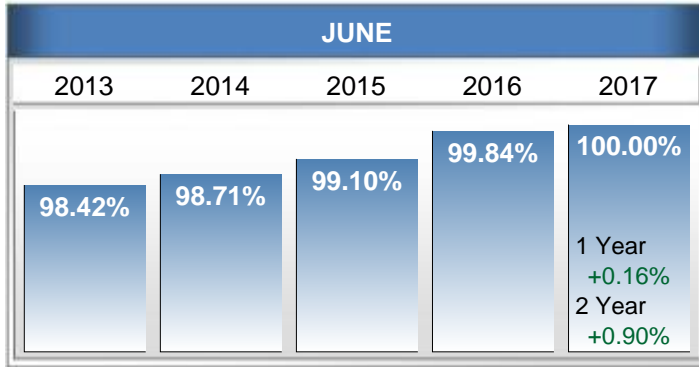
Closed Sales as of Jul 08, 2017



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+
\$125,000 and less	21	8.05%	100.00%	100.00%	100.00%	0.00%	0.00%
\$125,001 - \$150,000	22	8.43%	98.84%	97.83%	100.00%	100.00%	0.00%
\$150,001 - \$175,000	32	12.26%	100.00%	100.31%	99.71%	96.16%	0.00%
\$175,001 - \$225,000	62	23.75%	100.00%	99.24%	100.00%	100.05%	0.00%
\$225,001 - \$275,000	55	21.07%	100.00%	100.00%	100.00%	0.00%	0.00%
\$275,001 - \$350,000	34	13.03%	100.00%	100.00%	100.00%	97.82%	0.00%
\$350,001 and up	35	13.41%	100.00%	114.68%	99.93%	100.00%	0.00%
Median List/Sell Ratio:	100.00%			100.00%	100.00%	100.00%	0.00%
Total Closed Units:	261			91	154	16	
Total Closed Volume:	62,528,348			17.94M	38.81M	5.78M	0.00B



Monthly Inventory Analysis

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June 2017

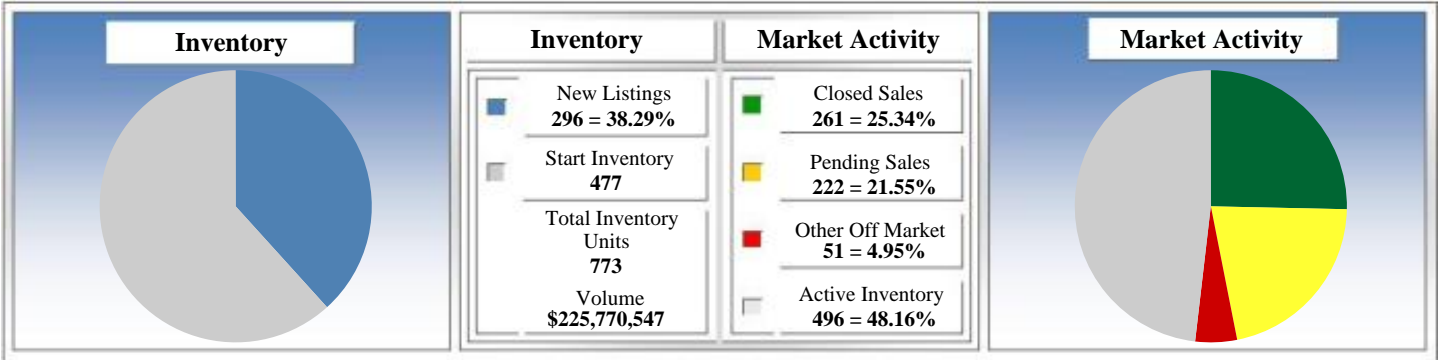
Inventory as of Jul 08, 2017



Market Summary

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Absorption: Last 12 months, an Average of **182** Sales/Month

Active Inventory as of June 30, 2017 = **496**

	JUNE			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	228	261	14.47%	942	1,100	16.77%
Pending Sales	201	222	10.45%	1,156	1,327	14.79%
New Listings	218	296	35.78%	1,445	1,654	14.46%
Median List Price	212,975	224,000	5.18%	213,000	224,900	5.59%
Median Sale Price	210,000	223,000	6.19%	210,000	222,728	6.06%
Median Percent of Selling Price to List Price	99.84%	100.00%	0.16%	99.30%	100.00%	0.70%
Median Days on Market to Sale	21.00	13.00	-38.10%	25.00	16.00	-36.00%
Monthly Inventory	480	496	3.33%	480	496	3.33%
Months Supply of Inventory	2.98	2.73	-8.37%	2.98	2.73	-8.37%

