



July 2017

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

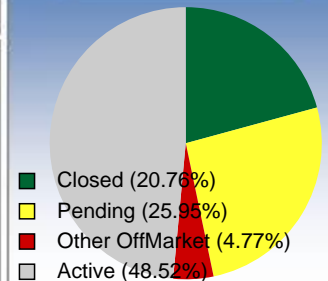


Absorption: Last 12 months, an Average of **181** Sales/Month

Active Inventory as of July 31, 2017 = **458**

	JULY		
	2016	2017	+/- %
Closed Sales	208	196	-5.77%
Pending Sales	189	245	29.63%
New Listings	224	246	9.82%
Median List Price	223,300	219,000	-1.93%
Median Sale Price	225,000	215,000	-4.44%
Median Percent of Selling Price to List Price	99.24%	100.00%	0.77%
Median Days on Market to Sale	20.50	14.50	-29.27%
End of Month Inventory	473	458	-3.17%
Months Supply of Inventory	2.91	2.53	-12.89%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 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 July 2017 decreased **3.17%** to 458 existing homes available for sale. Over the last 12 months this area has had an average of 181 closed sales per month. This represents an unsold inventory index of **2.53** 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 **4.44%** in July 2017 to \$215,000 versus the previous year at \$225,000.

Median Days on Market Shortens

The median number of **14.50** days that homes spent on the market before selling decreased by 6.00 days or **29.27%** in July 2017 compared to last year's same month at **20.50** DOM.

Sales Success for July 2017 is Positive

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

There were 246 New Listings in July 2017, up **9.82%** from last year at 224. Furthermore, there were 196 sales this month versus last year at 208, a **-5.77%** decrease.

Closed versus Listed trends yielded a **79.7%** ratio, down from last year's July 2017 at **92.9%**, a **14.20%** downswing. 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

Data from the Central Virginia Regional MLS

July 2017

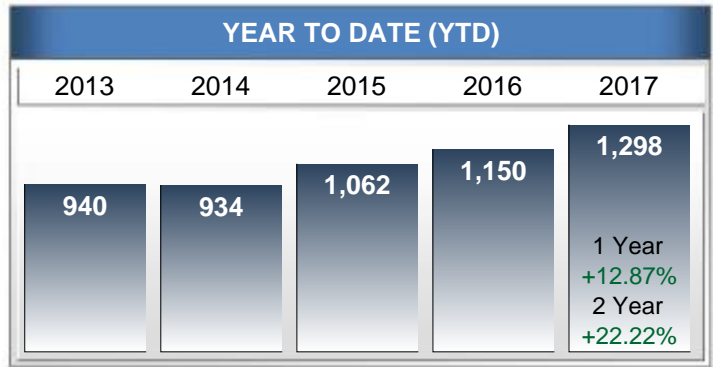
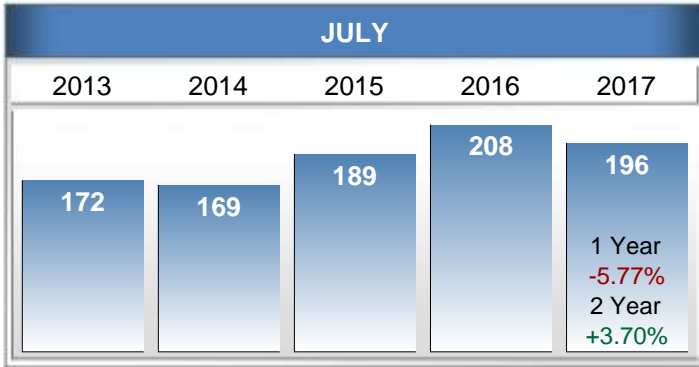
Closed Sales as of Aug 07, 2017



Closed Sales

Report Produced on: Aug 10, 2017

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



5yr JUL AVG = 187 **3 MONTHS**

High
Jun 2017 = 262

Low
Feb 2014 = 79

Closed Sales this month at **196**, above the 5 yr JUL average of **187**

MAY	204
JUN	262
JUL	196
28.43%	
JUL	196
-25.19%	

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+		
\$125,000 and less	23	11.73%	14.0	19	4	0	0		
\$125,001 - \$150,000	16	8.16%	12.0	14	2	0	0		
\$150,001 - \$175,000	20	10.20%	9.0	12	8	0	0		
\$175,001 - \$225,000	52	26.53%	19.0	31	19	2	0		
\$225,001 - \$275,000	32	16.33%	13.5	10	21	1	0		
\$275,001 - \$375,000	32	16.33%	19.0	5	23	4	0		
\$375,001 and up	21	10.71%	20.0	5	7	8	1		
Total Closed Units:				196	14.5	96	84	15	1
Total Closed Volume:				47,597,213		18.55M	21.97M	6.62M	462.00K
Median Closed Price:				\$215,000		\$180,450	\$247,195	\$420,000	\$462,000



Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

July 2017

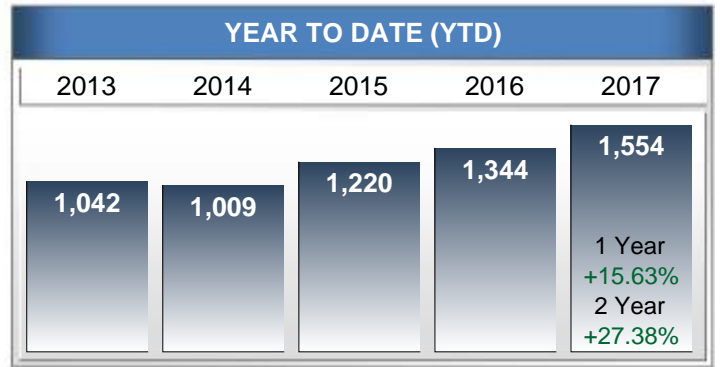
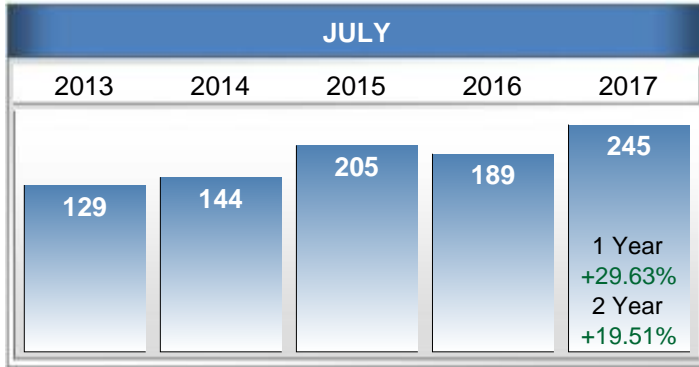
Pending Sales as of Aug 07, 2017



Pending Sales

Report Produced on: Aug 10, 2017

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



Pending Sales

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5yr JUL AVG = 182	3 MONTHS										
High May 2017 = 250 Low Dec 2013 = 82 <i>Pending Sales</i> this month at 245 , above the 5 yr JUL average of 182	<table border="1"> <tr> <td>MAY</td> <td>250</td> </tr> <tr> <td>JUN</td> <td>213</td> </tr> <tr> <td>JUL</td> <td>245</td> </tr> <tr> <td colspan="2">-14.80%</td> </tr> <tr> <td colspan="2">15.02%</td> </tr> </table>	MAY	250	JUN	213	JUL	245	-14.80%		15.02%	
MAY	250										
JUN	213										
JUL	245										
-14.80%											
15.02%											

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	20	8.16%	13.5	13	6	0	1
\$125,001 - \$150,000	27	11.02%	8.0	22	4	1	0
\$150,001 - \$175,000	29	11.84%	11.0	13	15	1	0
\$175,001 - \$250,000	71	28.98%	101.0	28	42	1	0
\$250,001 - \$325,000	40	16.33%	33.0	9	29	2	0
\$325,001 - \$500,000	31	12.65%	29.0	4	19	8	0
\$500,001 and up	27	11.02%	24.0	1	16	10	0
Total Pending Units:				90	131	23	1
Total Pending Volume:				16.70M	37.42M	10.24M	123.46K
Median Listing Price:				\$172,400	\$249,900	\$432,500	\$123,456



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

July 2017

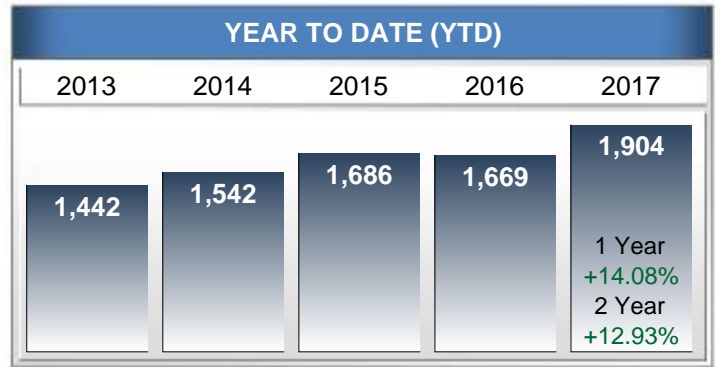
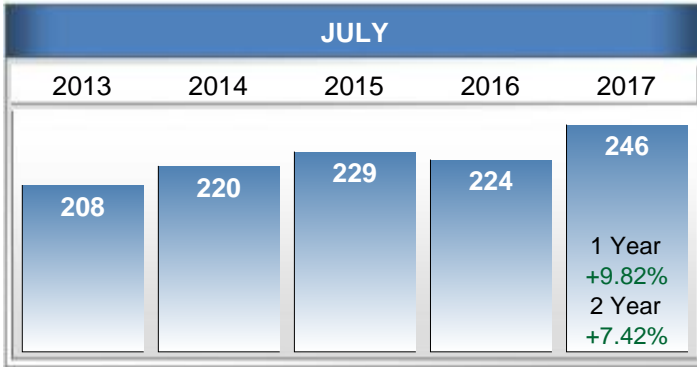
New Listings as of Aug 07, 2017



New Listings

Report Produced on: Aug 10, 2017

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



New Listings
Ready to Buy or Sell Real Estate?
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5yr JUL AVG = 225	3 MONTHS								
High Mar 2016 = 319 Low Dec 2015 = 104 <i>New Listings</i> this month at 246 , above the 5 yr JUL average of 225	<table border="1"> <tr> <td>MAY</td> <td>308</td> </tr> <tr> <td>JUN</td> <td>298</td> </tr> <tr> <td>JUL</td> <td>246</td> </tr> <tr> <td>JUL</td> <td>-17.45%</td> </tr> </table>	MAY	308	JUN	298	JUL	246	JUL	-17.45%
MAY	308								
JUN	298								
JUL	246								
JUL	-17.45%								

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	16	6.50%	10	6	0	0	
\$100,001 - \$150,000	37	15.04%	29	8	0	0	
\$150,001 - \$175,000	21	8.54%	7	13	1	0	
\$175,001 - \$250,000	67	27.24%	21	42	4	0	
\$250,001 - \$325,000	46	18.70%	14	28	4	0	
\$325,001 - \$400,000	33	13.41%	6	24	3	0	
\$400,001 and up	26	10.57%	6	13	7	0	
Total New Listed Units:			246	93	134	19	0.00B
Total New Listed Volume:			62,701,325	18.95M	36.48M	7.28M	0.00B
Median New Listed Listing Price:			\$239,085	\$178,000	\$248,700	\$332,844	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

July 2017

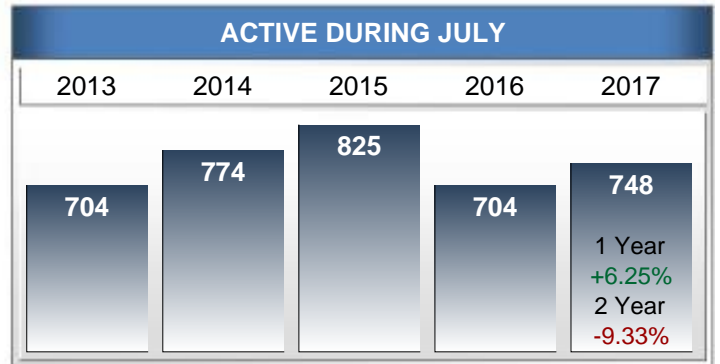
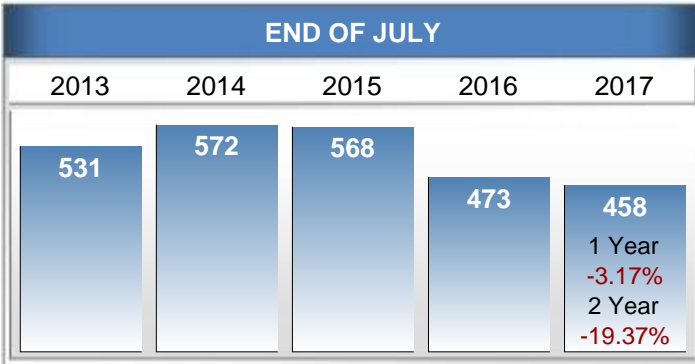
Active Inventory as of Aug 07, 2017



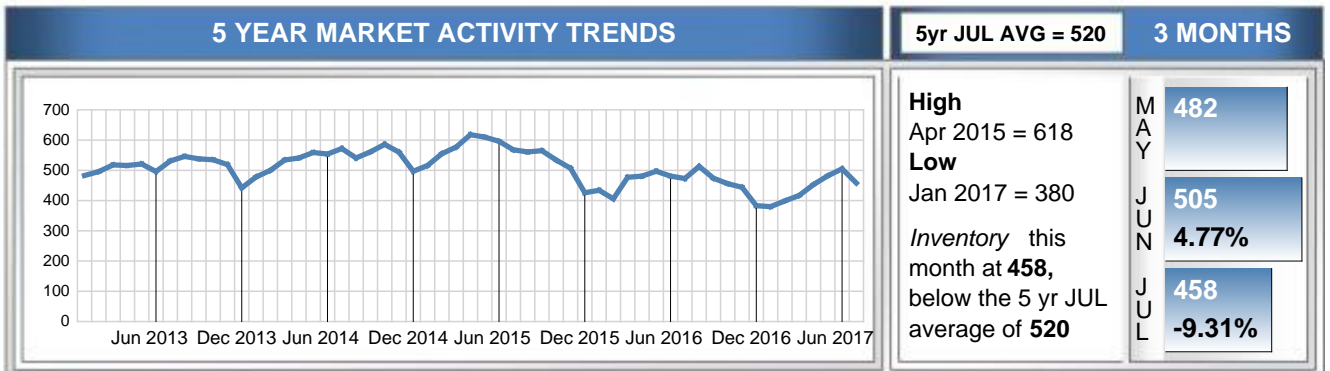
Active Inventory

Report Produced on: Aug 10, 2017

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



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	39	8.52%	25.0	26	13	0	0		
\$125,001 - \$175,000	42	9.17%	48.0	25	17	0	0		
\$175,001 - \$225,000	65	14.19%	53.0	35	29	1	0		
\$225,001 - \$275,000	97	21.18%	41.0	28	65	4	0		
\$275,001 - \$375,000	108	23.58%	47.0	36	63	9	0		
\$375,001 - \$500,000	60	13.10%	60.5	17	35	7	1		
\$500,001 and up	47	10.26%	182.0	4	19	24	0		
Total Active Inventory by Units:				458	54.5	171	241	45	1
Total Active Inventory by Volume:				141,003,204		41.41M	72.88M	26.24M	470.00K
Median Active Inventory Listing Price:				\$268,213		\$225,000	\$272,485	\$549,950	\$470,000

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



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

July 2017

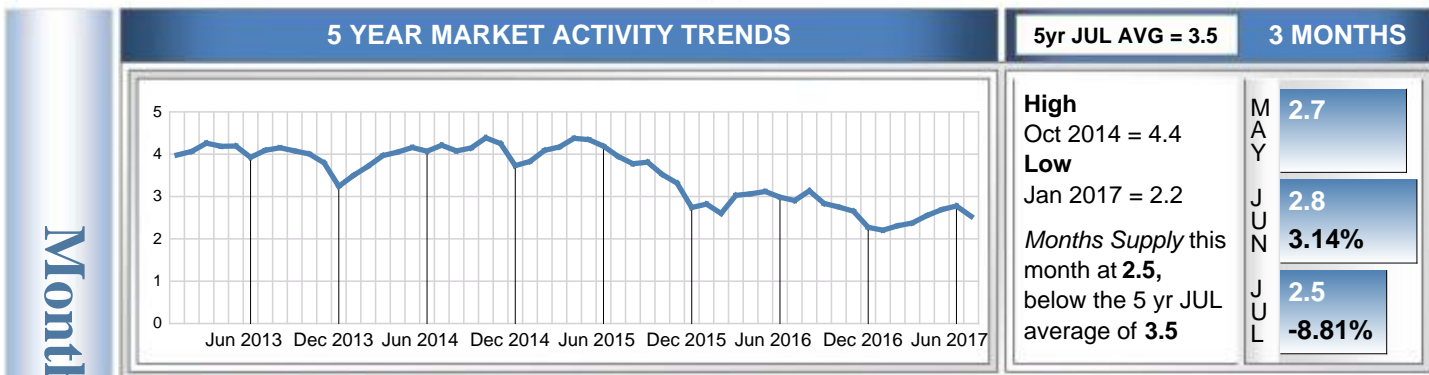
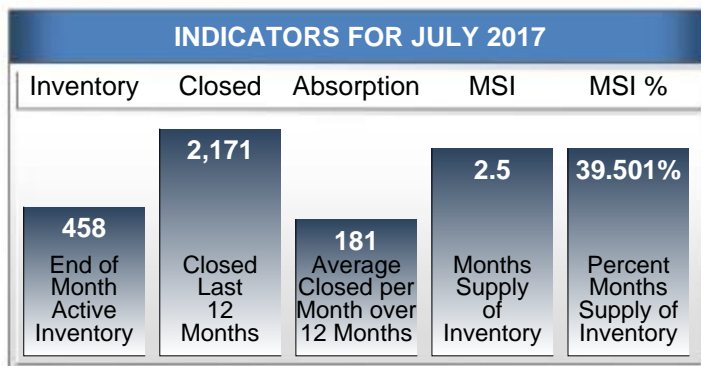
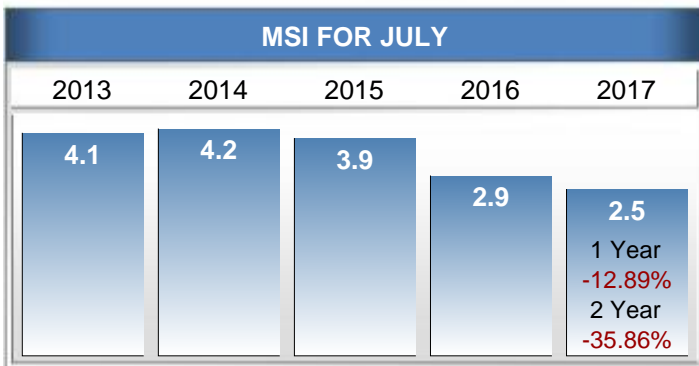
Active Inventory as of Aug 07, 2017



Months Supply of Inventory

Report Produced on: Aug 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	39	8.52%	1.7	1.6	1.8	0.0	0.0
\$125,001 - \$175,000	42	9.17%	1.2	1.4	1.1	0.0	0.0
\$175,001 - \$225,000	65	14.19%	1.7	2.2	1.4	1.0	0.0
\$225,001 - \$275,000	97	21.18%	2.7	3.4	2.4	8.0	0.0
\$275,001 - \$375,000	108	23.58%	3.2	5.4	2.7	2.8	0.0
\$375,001 - \$500,000	60	13.10%	5.5	7.3	5.9	2.7	6.0
\$500,001 and up	47	10.26%	7.8	12.0	5.2	12.5	0.0
MSI:			2.5	2.6	2.3	4.3	1.7
Total Active Inventory:			458	171	241	45	1



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

July 2017

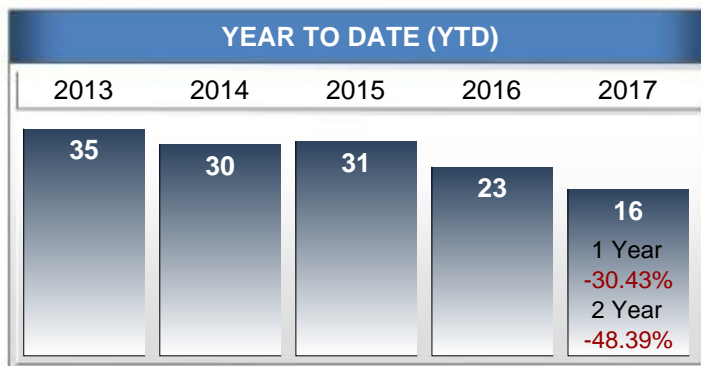
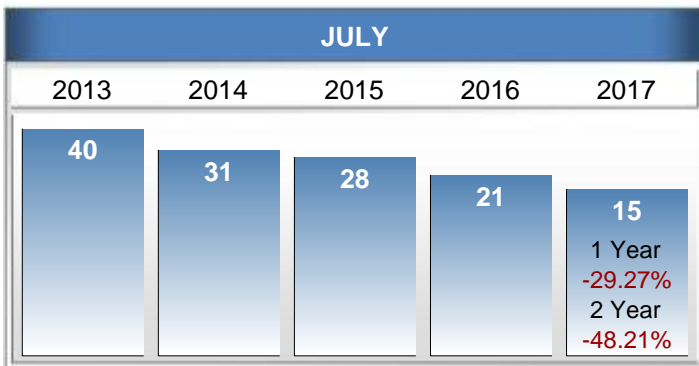
Closed Sales as of Aug 07, 2017



Median Days on Market to Sale

Report Produced on: Aug 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?
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5yr JUL AVG = 27	3 MONTHS										
High Feb 2015 = 55 Low Jun 2017 = 12 Median DOM this month at 15 , below the 5 yr JUL average of 27	<table border="1"> <tr> <td>MAY</td> <td>13</td> </tr> <tr> <td>JUN</td> <td>12</td> </tr> <tr> <td>JUL</td> <td>15</td> </tr> <tr> <td colspan="2">-7.69%</td> </tr> <tr> <td colspan="2">20.83%</td> </tr> </table>	MAY	13	JUN	12	JUL	15	-7.69%		20.83%	
MAY	13										
JUN	12										
JUL	15										
-7.69%											
20.83%											

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	23			11.73%	14.0	14.0	26.5	0.0	0.0
\$125,001 - \$150,000	16			8.16%	12.0	12.0	11.0	0.0	0.0
\$150,001 - \$175,000	20			10.20%	9.0	8.5	15.0	0.0	0.0
\$175,001 - \$225,000	52			26.53%	19.0	10.0	27.0	18.0	0.0
\$225,001 - \$275,000	32			16.33%	13.5	22.5	13.0	10.0	0.0
\$275,001 - \$375,000	32			16.33%	19.0	116.0	10.0	15.5	0.0
\$375,001 and up	21			10.71%	20.0	4.0	33.0	13.0	27.0
Median Closed DOM:					14.5	13.5	17.0	10.0	27.0
Total Closed Units:					196	96	84	15	1
Total Closed Volume:					47,597,213	18.55M	21.97M	6.62M	462.00K



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

July 2017

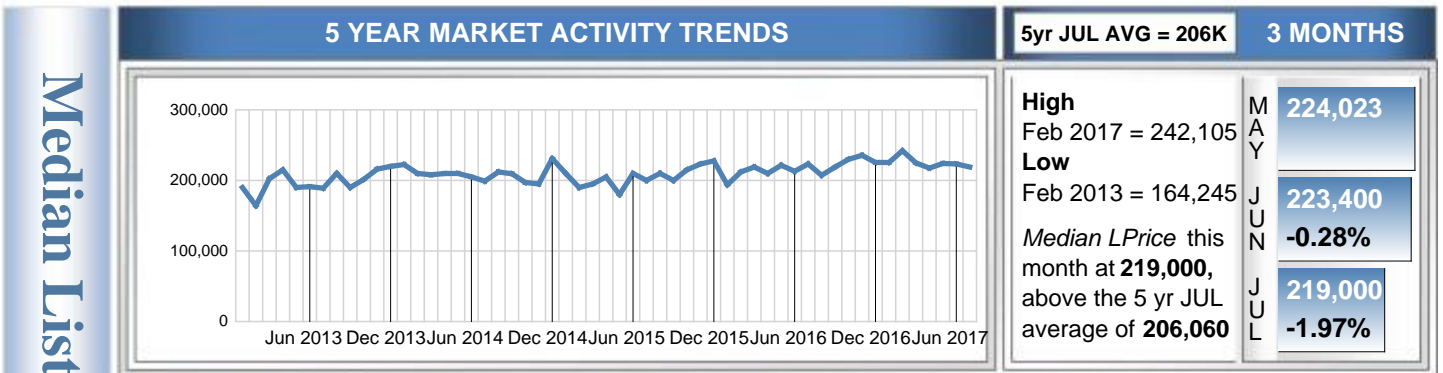
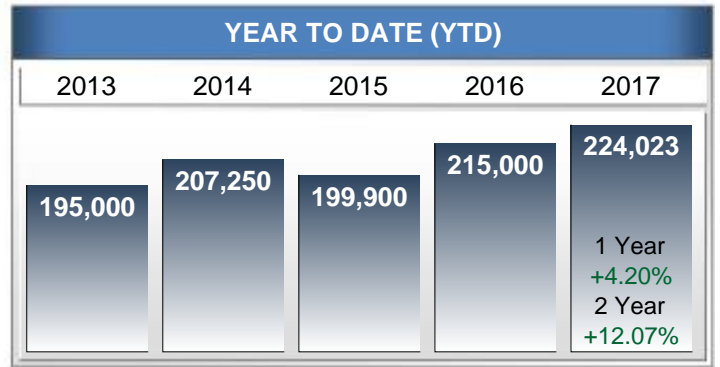
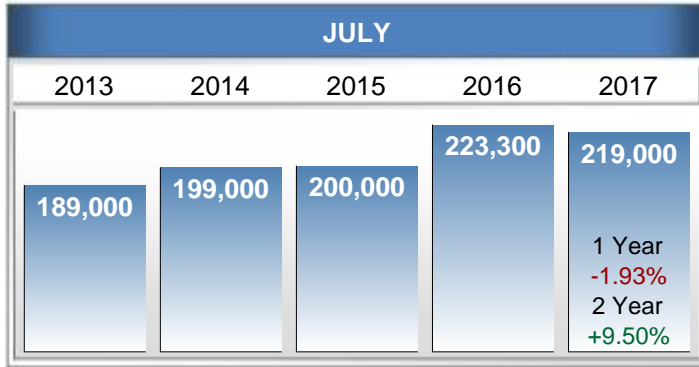
Closed Sales as of Aug 07, 2017



Median List Price at Closing

Report Produced on: Aug 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+
\$125,000 and less	24		12.24%	115,000	115,000	94,900	0	0
\$125,001 - \$150,000	15		7.65%	139,900	139,900	135,000	0	0
\$150,001 - \$175,000	21		10.71%	168,950	170,000	168,225	0	0
\$175,001 - \$225,000	49		25.00%	199,750	199,000	214,950	182,450	0
\$225,001 - \$275,000	36		18.37%	249,750	250,000	249,270	275,000	0
\$275,001 - \$375,000	31		15.82%	310,000	328,495	312,000	298,893	0
\$375,001 and up	20		10.20%	537,381	487,000	544,381	594,569	470,000
Median List Price:		\$219,000			\$179,900	\$247,020	\$419,950	\$470,000
Total Closed Units:		196			96	84	15	1
Total List Volume:		47,656,146			18.64M	22.03M	6.52M	470.00K



Monthly Inventory Analysis

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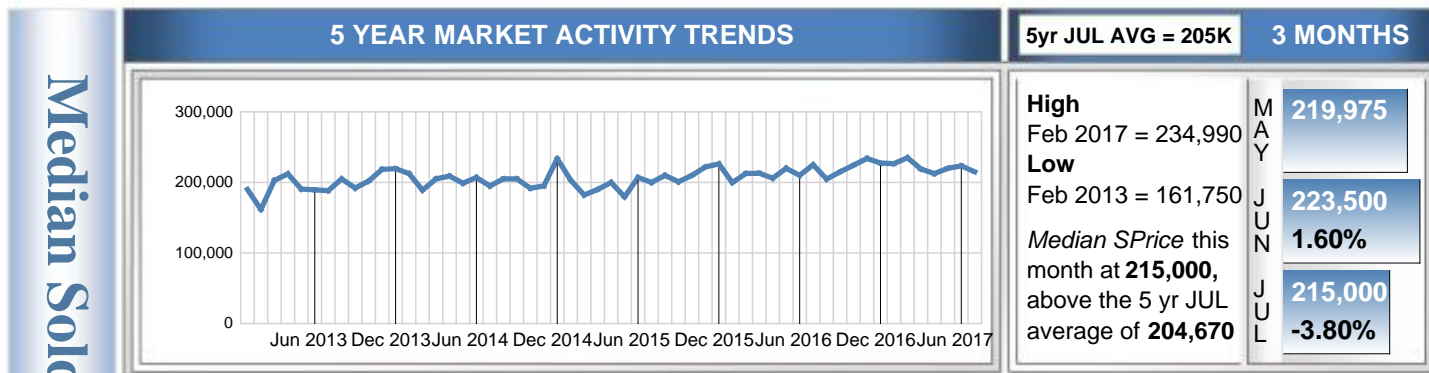
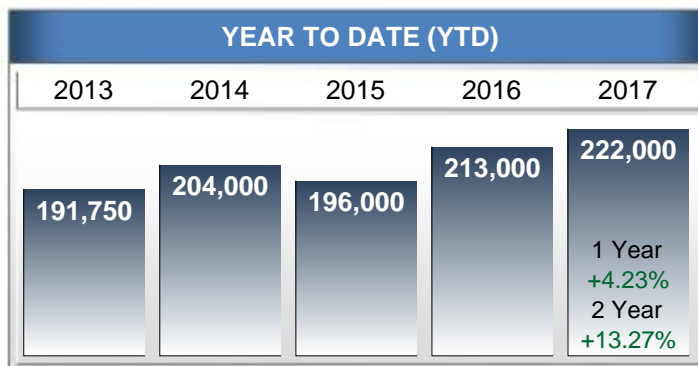
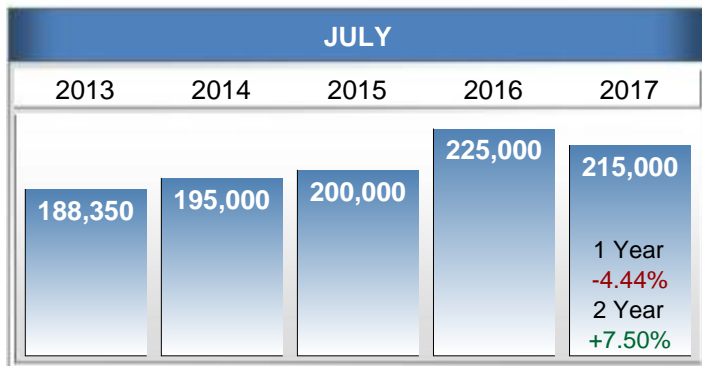
Closed Sales as of Aug 07, 2017



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+
\$125,000 and less	23		11.73%	115,000	115,950	87,253	0	0
\$125,001 - \$150,000	16		8.16%	135,000	137,450	131,150	0	0
\$150,001 - \$175,000	20		10.20%	166,750	167,250	166,250	0	0
\$175,001 - \$225,000	52		26.53%	199,850	198,100	210,000	180,000	0
\$225,001 - \$275,000	32		16.33%	249,750	247,798	249,500	272,000	0
\$275,001 - \$375,000	32		16.33%	311,795	321,996	310,000	306,720	0
\$375,001 and up	21		10.71%	515,000	487,000	525,000	612,634	462,000
Median Closed Price:		\$215,000			\$180,450	\$247,195	\$420,000	\$462,000
Total Closed Units:		196			96	84	15	1
Total Closed Volume:		47,597,213			18.55M	21.97M	6.62M	462.00K



Monthly Inventory Analysis

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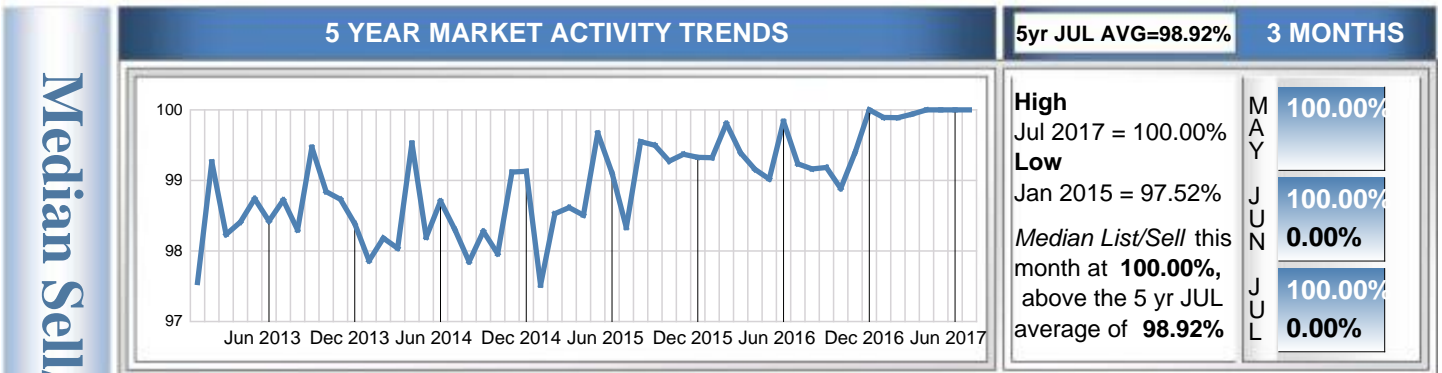
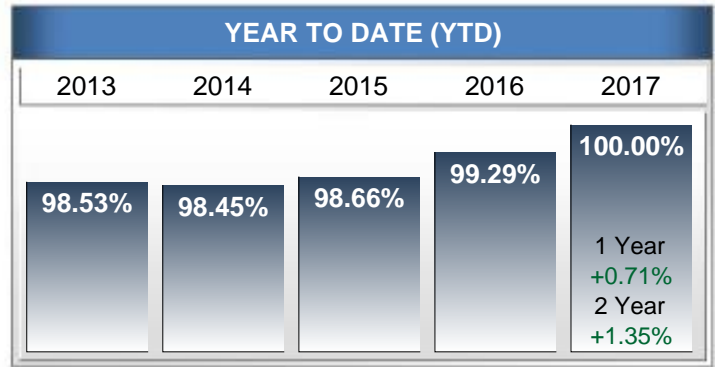
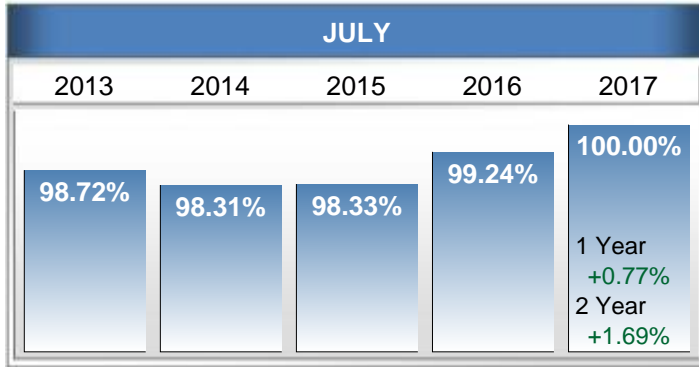
Closed Sales as of Aug 07, 2017



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	23	11.73%	100.00%	100.00%	98.50%	0.00%	0.00%
\$125,001 - \$150,000	16	8.16%	98.49%	98.29%	100.92%	0.00%	0.00%
\$150,001 - \$175,000	20	10.20%	100.00%	100.00%	99.72%	0.00%	0.00%
\$175,001 - \$225,000	52	26.53%	99.87%	100.00%	98.60%	98.67%	0.00%
\$225,001 - \$275,000	32	16.33%	99.79%	99.06%	100.00%	98.91%	0.00%
\$275,001 - \$375,000	32	16.33%	100.00%	105.07%	100.00%	102.76%	0.00%
\$375,001 and up	21	10.71%	98.40%	98.34%	96.98%	100.44%	98.30%
Median List/Sell Ratio:	100.00%			100.00%	99.79%	100.01%	98.30%
Total Closed Units:	196			96	84	15	1
Total Closed Volume:	47,597,213			18.55M	21.97M	6.62M	462.00K



Monthly Inventory Analysis

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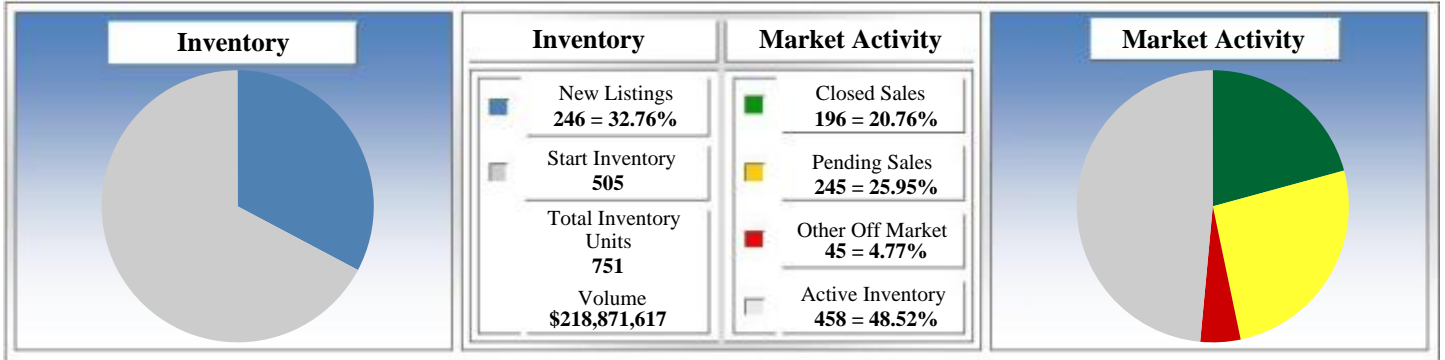
Inventory as of Aug 07, 2017



Market Summary

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Absorption: Last 12 months, an Average of **181** Sales/Month

Active Inventory as of July 31, 2017 = **458**

	JULY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	208	196	-5.77%	1,150	1,298	12.87%
Pending Sales	189	245	29.63%	1,344	1,554	15.63%
New Listings	224	246	9.82%	1,669	1,904	14.08%
Median List Price	223,300	219,000	-1.93%	215,000	224,023	4.20%
Median Sale Price	225,000	215,000	-4.44%	213,000	222,000	4.23%
Median Percent of Selling Price to List Price	99.24%	100.00%	0.77%	99.29%	100.00%	0.71%
Median Days on Market to Sale	20.50	14.50	-29.27%	23.00	16.00	-30.43%
Monthly Inventory	473	458	-3.17%	473	458	-3.17%
Months Supply of Inventory	2.91	2.53	-12.89%	2.91	2.53	-12.89%

