



November 2016

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

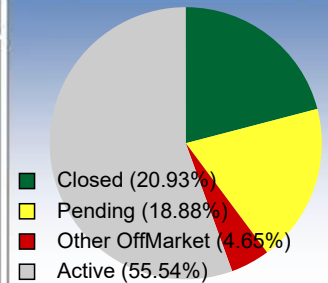


Absorption: Last 12 months, an Average of **167** Sales/Month

Active Inventory as of November 30, 2016 = **406**

	NOVEMBER		
	2015	2016	+/- %
Closed Sales	133	153	15.04%
Pending Sales	128	138	7.81%
New Listings	156	147	-5.77%
Median List Price	223,285	235,550	5.49%
Median Sale Price	221,890	233,985	5.45%
Median Percent of Selling Price to List Price	99.37%	99.30%	-0.07%
Median Days on Market to Sale	31.00	24.00	-22.58%
End of Month Inventory	507	406	-19.92%
Months Supply of Inventory	3.32	2.43	-26.71%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 12, 2016

Data from the **Central Virginia Regional MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2016 decreased **19.92%** to 406 existing homes available for sale. Over the last 12 months this area has had an average of 167 closed sales per month. This represents an unsold inventory index of **2.43** 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 **5.45%** in November 2016 to \$233,985 versus the previous year at \$221,890.

Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 7.00 days or **22.58%** in November 2016 compared to last year's same month at **31.00** DOM.

Sales Success for November 2016 is Positive

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

There were 147 New Listings in November 2016, down **5.77%** from last year at 156. Furthermore, there were 153 sales this month versus last year at 133, a **15.04%** increase.

Closed versus Listed trends yielded a **104.1%** ratio, up from last year's November 2016 at **85.3%**, a **22.08%** upswing. 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

November 2016

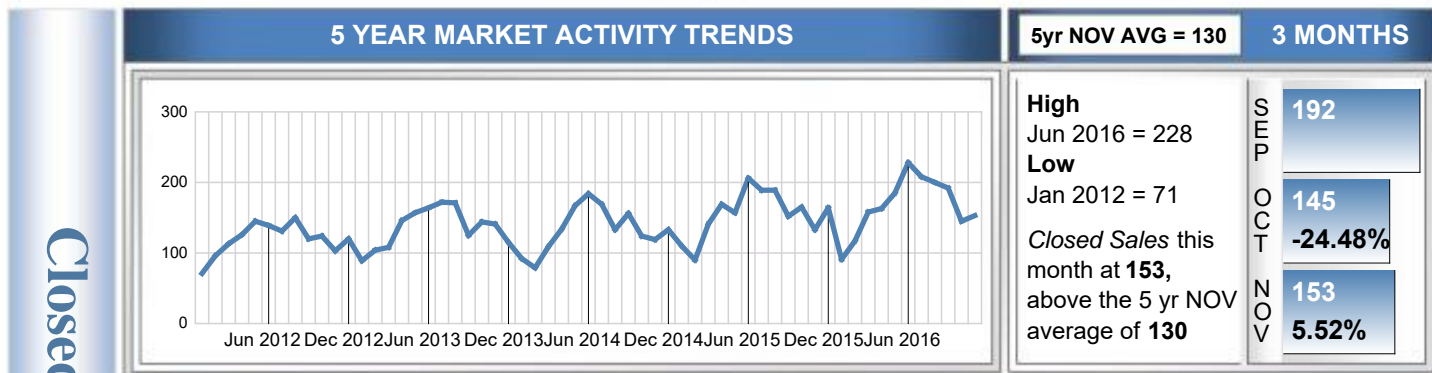
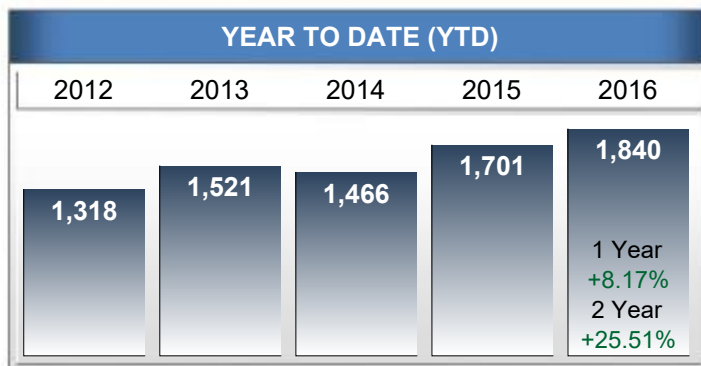
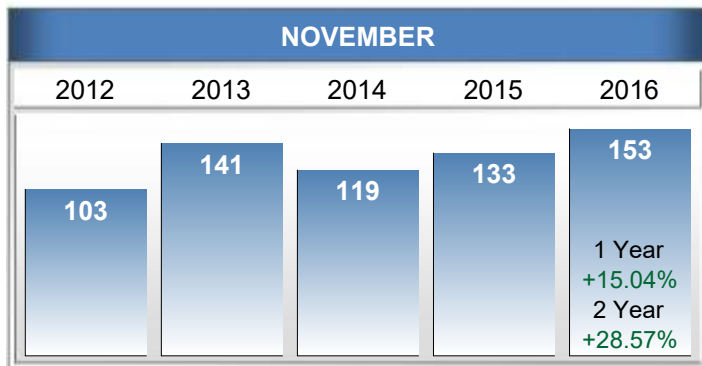
Closed Sales as of Dec 10, 2016



Closed Sales

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



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+
\$100,000 and less	14	9.15%	22.5	7	5	2	0
\$100,001 - \$150,000	22	14.38%	17.5	12	10	0	0
\$150,001 - \$200,000	17	11.11%	49.0	10	7	0	0
\$200,001 - \$250,000	38	24.84%	20.0	12	26	0	0
\$250,001 - \$275,000	21	13.73%	42.0	7	14	0	0
\$275,001 - \$375,000	27	17.65%	14.0	6	18	3	0
\$375,001 and up	14	9.15%	35.5	5	4	5	0
Total Closed Units:	153		24.0	59	84	10	0.00B
Total Closed Volume:	35,942,202			12.44M	19.99M	3.52M	\$0
Median Closed Price:	\$233,985			\$205,000	\$247,134	\$346,404	



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

November 2016

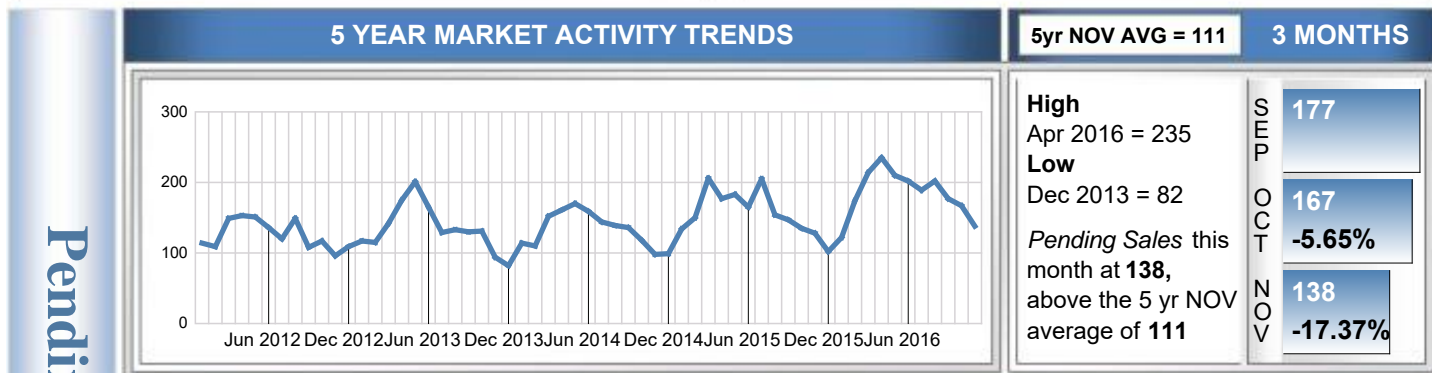
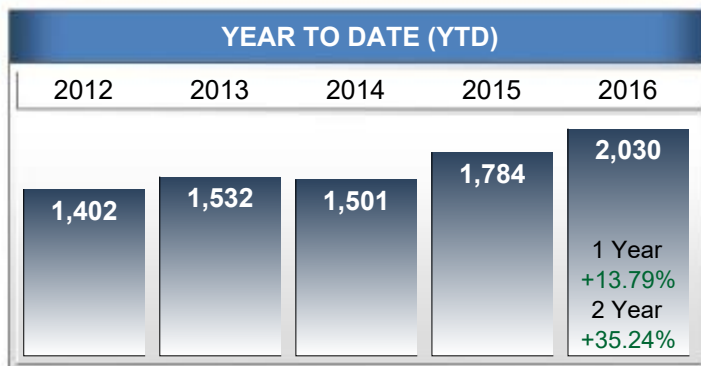
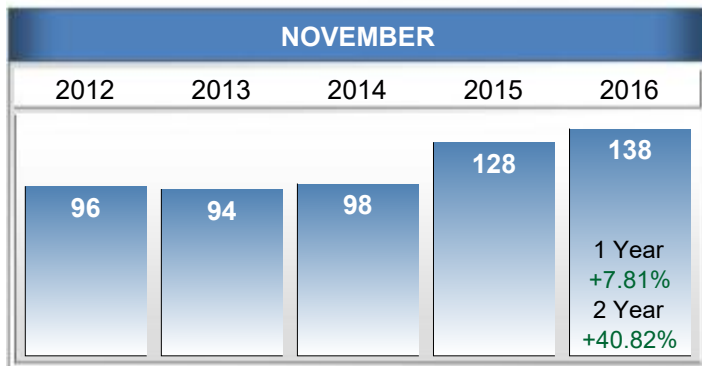
Pending Sales as of Dec 10, 2016



Pending Sales

Report Produced on: Dec 12, 2016

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	8	5.80%	11.0	5	2	1	0
\$100,001 - \$150,000	20	14.49%	29.5	13	7	0	0
\$150,001 - \$200,000	24	17.39%	21.5	12	12	0	0
\$200,001 - \$225,000	23	16.67%	27.0	3	20	0	0
\$225,001 - \$275,000	31	22.46%	19.0	5	26	0	0
\$275,001 - \$325,000	18	13.04%	28.5	2	15	1	0
\$325,001 and up	14	10.14%	26.5	2	5	7	0
Total Pending Units:				42	87	9	0.00B
Total Pending Volume:				7.30M	20.77M	4.22M	0.00B
Median Listing Price:				\$167,950	\$230,000	\$475,000	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

November 2016

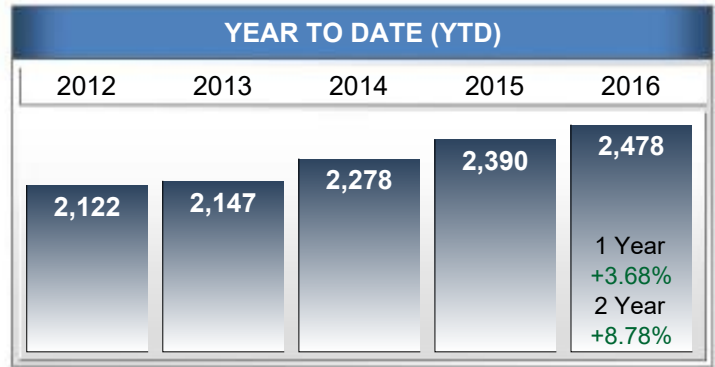
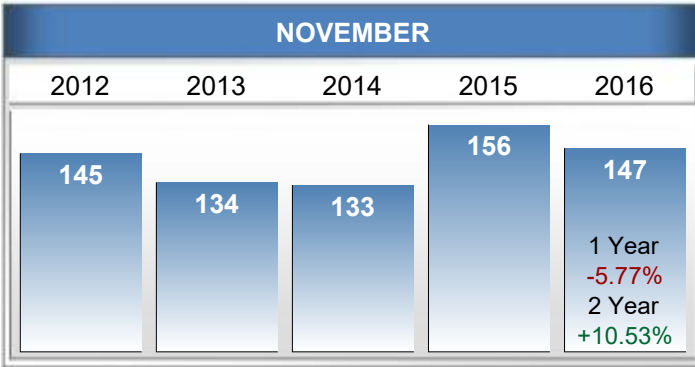
New Listings as of Dec 10, 2016



New Listings

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New Listings

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5yr NOV AVG = 143 **3 MONTHS**

High
Mar 2016 = 319

Low
Dec 2015 = 104

New Listings this month at **147**, above the 5 yr NOV average of **143**

SEP	182
OCT	199
NOV	147
9.34%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$75,000 and less	7	4.76%	5	1	0	1
\$75,001 - \$150,000	26	17.69%	17	8	1	0
\$150,001 - \$175,000	14	9.52%	7	7	0	0
\$175,001 - \$225,000	26	17.69%	11	13	2	0
\$225,001 - \$300,000	39	26.53%	5	32	2	0
\$300,001 - \$450,000	20	13.61%	2	14	4	0
\$450,001 and up	15	10.20%	3	6	6	0
Total New Listed Units:	147		50	81	15	1
Total New Listed Volume:	36,886,076		9.05M	21.22M	6.57M	40.00K
Median New Listed Listing Price:	\$225,375		\$169,425	\$246,000	\$429,950	\$40,000



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

November 2016

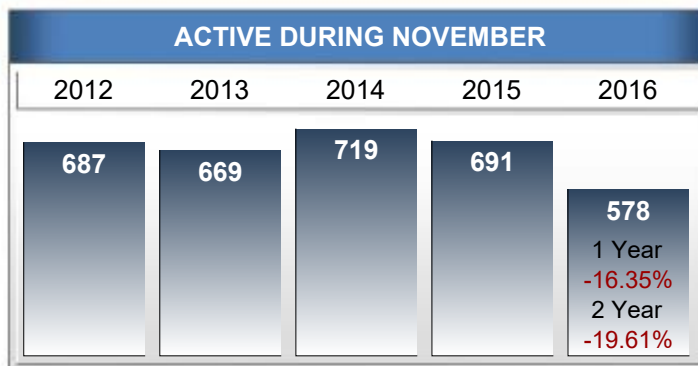
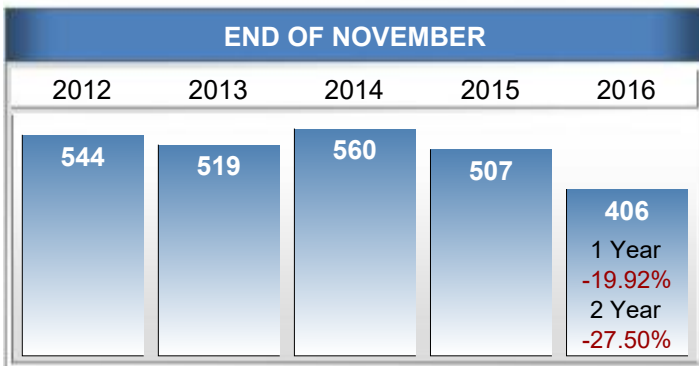
Active Inventory as of Dec 10, 2016



Active Inventory

Report Produced on: Dec 12, 2016

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Active Inventory

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5yr NOV AVG = 507 **3 MONTHS**

High
Mar 2012 = 703

Low
Feb 2016 = 404

Inventory this month at **406**, below the 5 yr NOV average of **507**

SEP	457
OCT	432
NOV	406
	-5.47%
	-6.02%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$100,000 and less	30	7.39%	54.0	17	12	0	1		
\$100,001 - \$175,000	60	14.78%	75.0	39	18	2	1		
\$175,001 - \$200,000	36	8.87%	42.0	25	9	2	0		
\$200,001 - \$275,000	102	25.12%	62.0	30	66	6	0		
\$275,001 - \$375,000	80	19.70%	73.5	24	51	5	0		
\$375,001 - \$575,000	58	14.29%	76.0	10	36	11	1		
\$575,001 and up	40	9.85%	194.5	4	15	20	1		
Total Active Inventory by Units:				406	76.0	149	207	46	4
Total Active Inventory by Volume:				128,230,338		33.86M	67.37M	25.58M	1.42M
Median Active Inventory Listing Price:				\$262,618		\$194,160	\$275,000	\$527,450	\$311,703



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

November 2016

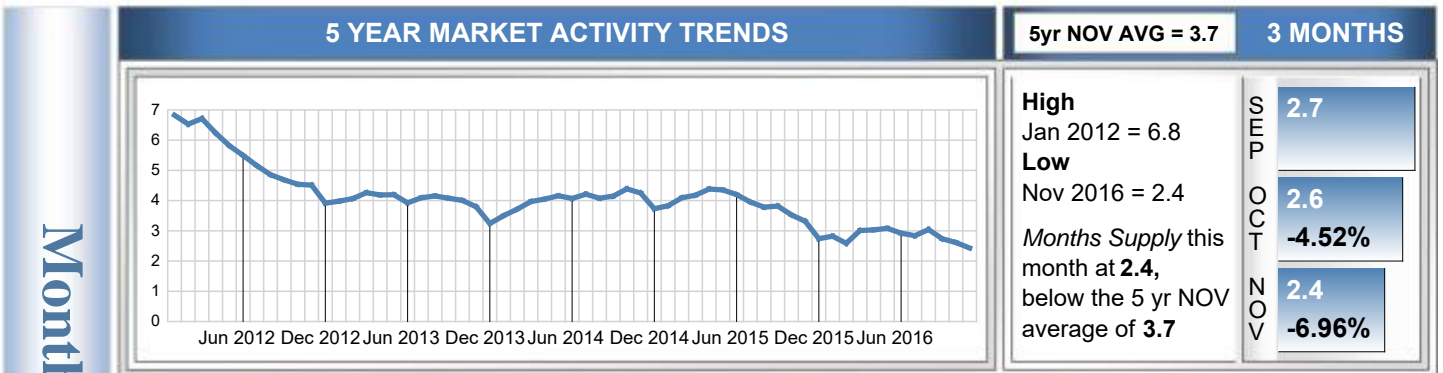
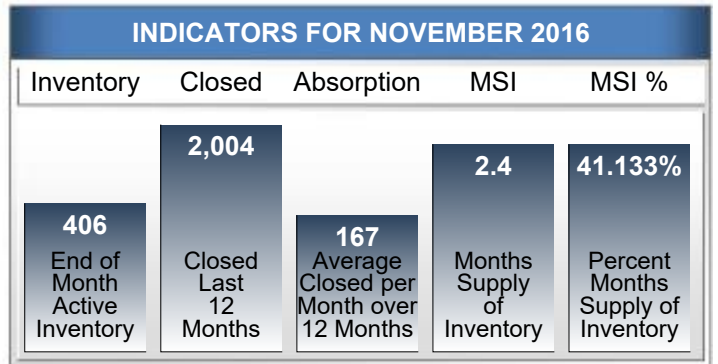
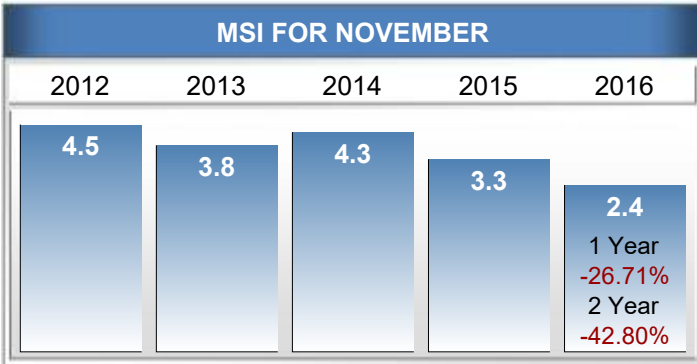
Active Inventory as of Dec 10, 2016



Months Supply of Inventory

Report Produced on: Dec 12, 2016

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Months Supply

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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	30		7.39%	2.2	2.3	1.9	0.0	0.0
\$100,001 - \$175,000	60		14.78%	1.3	1.6	0.9	2.7	0.0
\$175,001 - \$200,000	36		8.87%	2.7	3.5	1.4	24.0	0.0
\$200,001 - \$275,000	102		25.12%	1.9	2.1	1.7	4.5	0.0
\$275,001 - \$375,000	80		19.70%	3.2	6.5	2.8	1.6	0.0
\$375,001 - \$575,000	58		14.29%	4.5	4.0	4.8	4.0	6.0
\$575,001 and up	40		9.85%	13.7	48.0	7.5	26.7	12.0
MSI:				2.4	2.5	2.1	5.1	12.0
Total Active Inventory:				406	149	207	46	4



Monthly Inventory Analysis

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November 2016

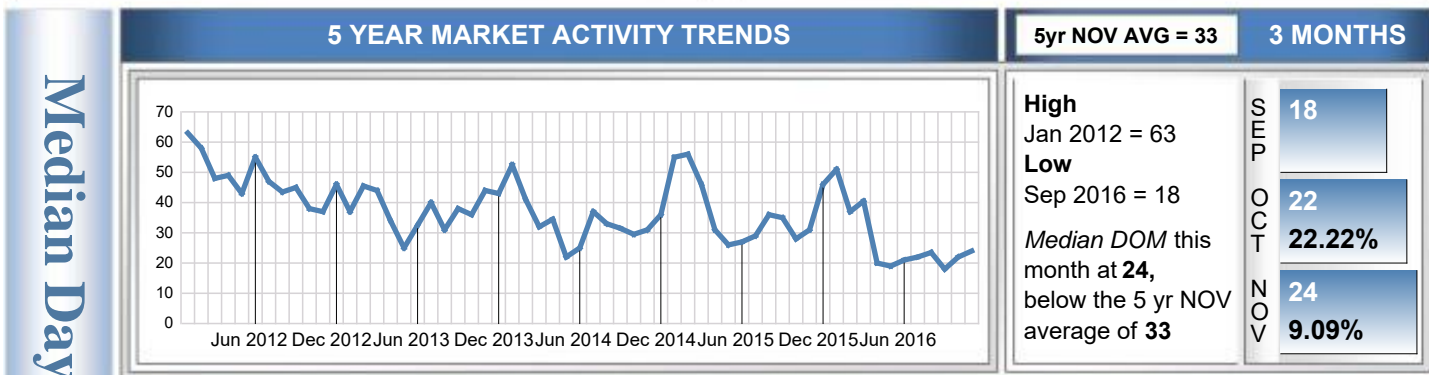
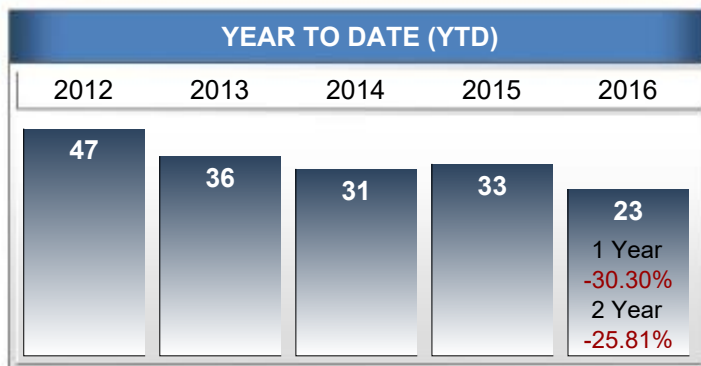
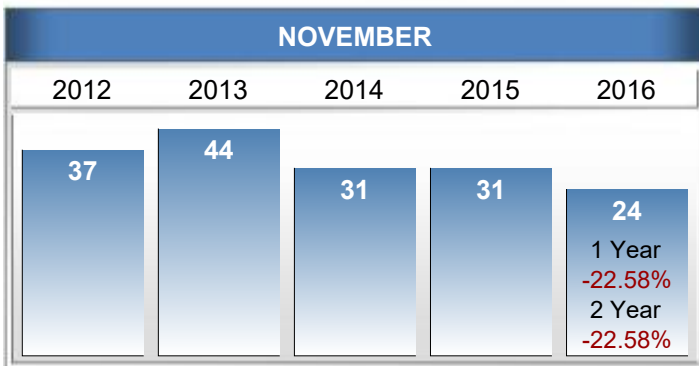
Closed Sales as of Dec 10, 2016



Median Days on Market to Sale

Report Produced on: Dec 12, 2016

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Median Days on Market

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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	14			9.15%	22.5	51.0	16.0	12.5	0.0
\$100,001 - \$150,000	22			14.38%	17.5	19.5	13.5	0.0	0.0
\$150,001 - \$200,000	17			11.11%	49.0	38.0	50.0	0.0	0.0
\$200,001 - \$250,000	38			24.84%	20.0	12.0	28.5	0.0	0.0
\$250,001 - \$275,000	21			13.73%	42.0	50.0	41.0	0.0	0.0
\$275,001 - \$375,000	27			17.65%	14.0	33.0	14.5	1.0	0.0
\$375,001 and up	14			9.15%	35.5	68.0	6.5	39.0	0.0
Median Closed DOM:					24.0	27.0	23.5	16.0	0.0
Total Closed Units:					153	59	84	10	0.0
Total Closed Volume:					35,942,202	12.44M	19.99M	3.52M	0.00B



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

November 2016

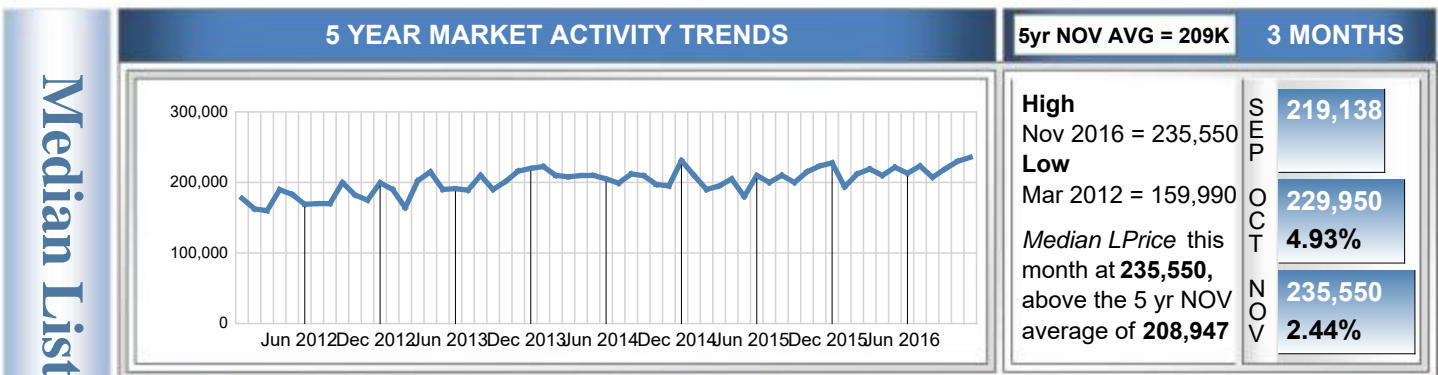
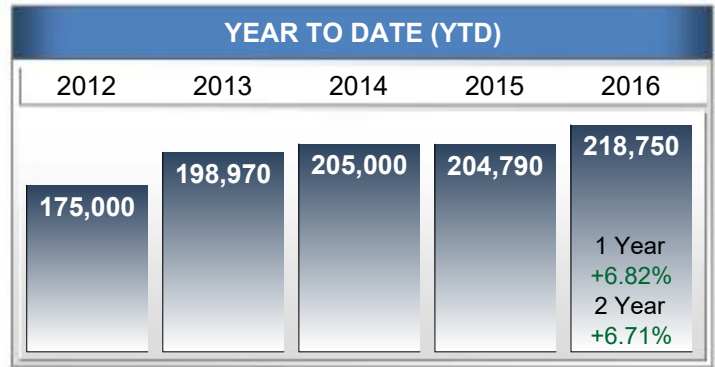
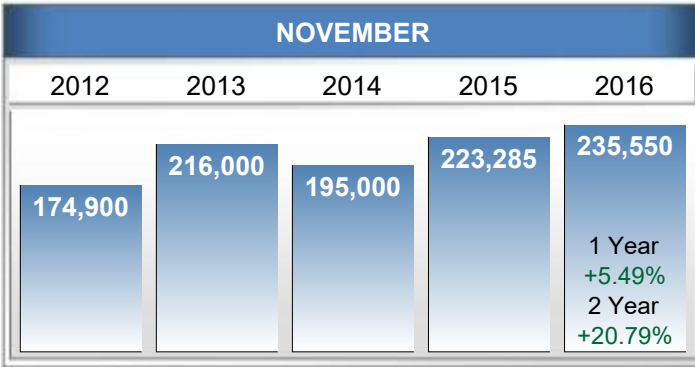
Closed Sales as of Dec 10, 2016



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+
\$100,000 and less	13		8.50%	84,694	79,300	85,500	90,347	0
\$100,001 - \$150,000	20		13.07%	125,950	124,725	128,425	0	0
\$150,001 - \$200,000	20		13.07%	165,250	169,900	165,000	0	0
\$200,001 - \$250,000	41		26.80%	231,900	225,000	236,395	0	0
\$250,001 - \$275,000	25		16.34%	259,460	259,000	260,065	273,475	0
\$275,001 - \$375,000	19		12.42%	295,545	291,990	323,305	283,638	0
\$375,001 and up	15		9.80%	423,400	423,400	405,000	474,950	0
Median List Price:		\$235,550			\$204,000	\$244,125	\$337,400	\$0
Total Closed Units:		153			59	84	10	
Total List Volume:		36,022,165			12.63M	19.88M	3.52M	0.00B



Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

November 2016

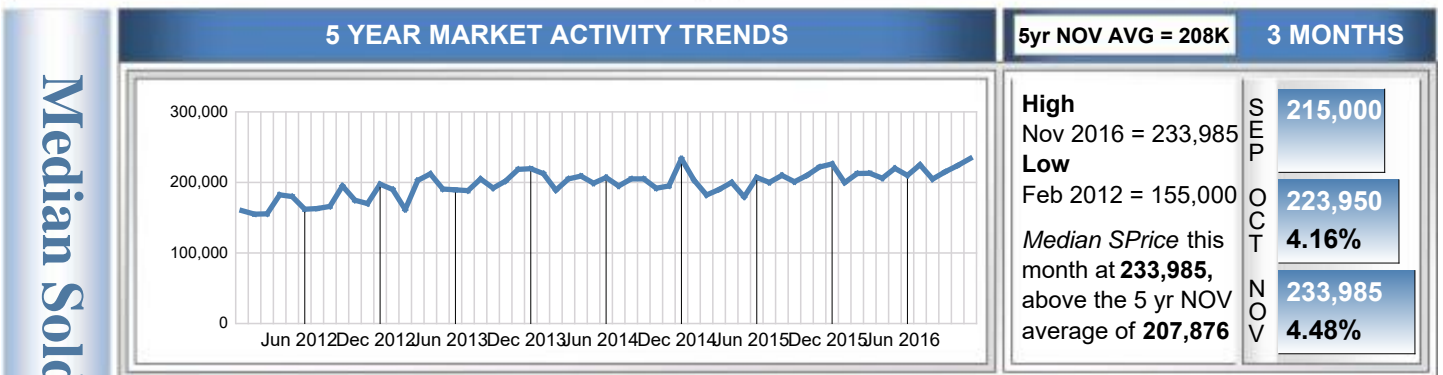
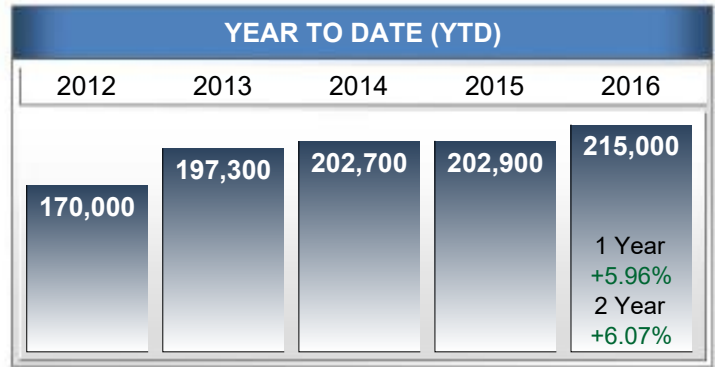
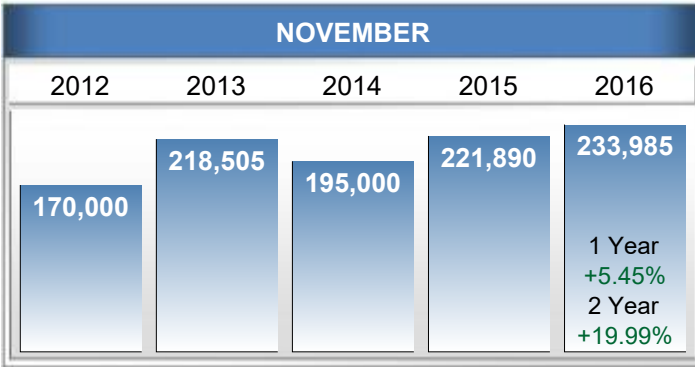
Closed Sales as of Dec 10, 2016



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+
\$100,000 and less	14		9.15%	79,905	78,000	75,000	91,250	0
\$100,001 - \$150,000	22		14.38%	129,975	129,750	132,475	0	0
\$150,001 - \$200,000	17		11.11%	164,000	164,000	164,000	0	0
\$200,001 - \$250,000	38		24.84%	229,500	223,500	231,963	0	0
\$250,001 - \$275,000	21		13.73%	261,016	259,900	263,542	0	0
\$275,001 - \$375,000	27		17.65%	300,765	300,216	300,383	303,165	0
\$375,001 and up	14		9.15%	423,200	423,400	410,000	447,000	0
Median Closed Price:		\$233,985			\$205,000	\$247,134	\$346,404	\$0
Total Closed Units:		153			59	84	10	0
Total Closed Volume:		35,942,202			12.44M	19.99M	3.52M	0.00B



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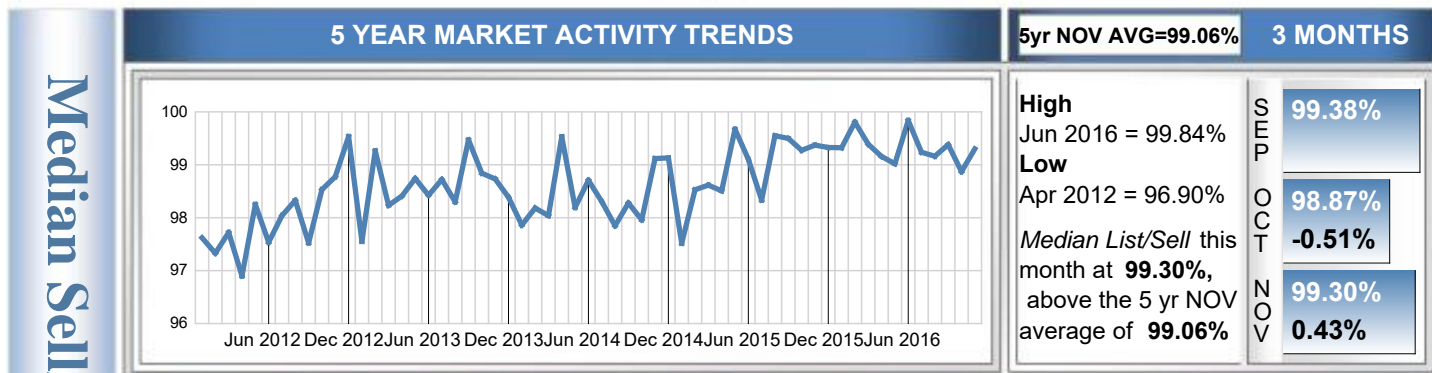
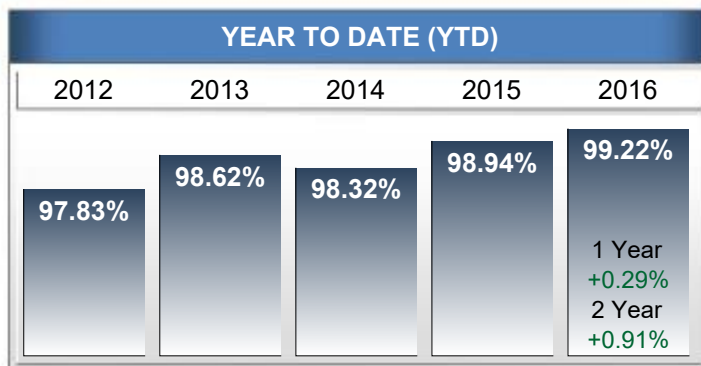
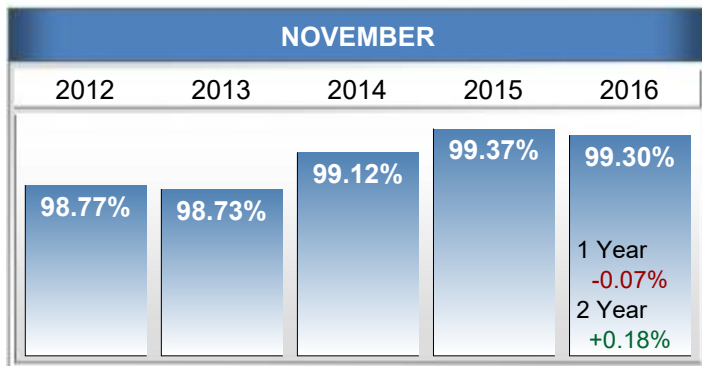
Closed Sales as of Dec 10, 2016



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+
\$100,000 and less	14	9.15%	95.59%	95.28%	91.99%	101.07%	0.00%
\$100,001 - \$150,000	22	14.38%	98.75%	99.60%	97.85%	0.00%	0.00%
\$150,001 - \$200,000	17	11.11%	98.75%	98.55%	99.39%	0.00%	0.00%
\$200,001 - \$250,000	38	24.84%	99.09%	98.24%	99.09%	0.00%	0.00%
\$250,001 - \$275,000	21	13.73%	102.69%	97.29%	104.47%	0.00%	0.00%
\$275,001 - \$375,000	27	17.65%	99.69%	108.77%	99.47%	107.36%	0.00%
\$375,001 and up	14	9.15%	98.38%	98.79%	100.00%	97.39%	0.00%
Median List/Sell Ratio:	99.30%			98.74%	99.80%	99.49%	0.00%
Total Closed Units:	153			59	84	10	
Total Closed Volume:	35,942,202			12.44M	19.99M	3.52M	0.00B



Monthly Inventory Analysis

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November 2016

Inventory as of Dec 10, 2016



Market Summary

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Absorption: Last 12 months, an Average of 167 Sales/Month

Active Inventory as of November 30, 2016 = 406

	NOVEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	133	153	15.04%	1,701	1,840	8.17%
Pending Sales	128	138	7.81%	1,784	2,030	13.79%
New Listings	156	147	-5.77%	2,390	2,478	3.68%
Median List Price	223,285	235,550	5.49%	204,790	218,750	6.82%
Median Sale Price	221,890	233,985	5.45%	202,900	215,000	5.96%
Median Percent of Selling Price to List Price	99.37%	99.30%	-0.07%	98.94%	99.22%	0.29%
Median Days on Market to Sale	31.00	24.00	-22.58%	33.00	23.00	-30.30%
Monthly Inventory	507	406	-19.92%	507	406	-19.92%
Months Supply of Inventory	3.32	2.43	-26.71%	3.32	2.43	-26.71%

