



December 2016

**Richmond Metro - Consisting of Chesterfield,
Hanover, Henrico, Richmond City -
Single-Family Property Type**

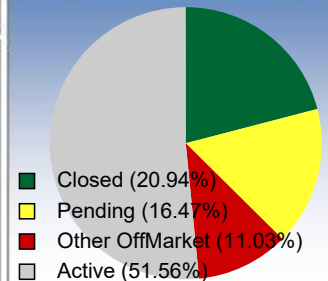


Absorption: Last 12 months, an Average of **1,088** Sales/Month

Active Inventory as of December 31, 2016 = **2,558**

	DECEMBER		
	2015	2016	+/- %
Closed Sales	959	1,039	8.34%
Pending Sales	686	817	19.10%
New Listings	763	795	4.19%
Median List Price	225,000	239,950	6.64%
Median Sale Price	225,000	238,000	5.78%
Median Percent of Selling Price to List Price	99.07%	100.00%	0.94%
Median Days on Market to Sale	32.00	28.00	-12.50%
End of Month Inventory	3,223	2,558	-20.63%
Months Supply of Inventory	3.15	2.35	-25.45%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 12, 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 December 2016 decreased **20.63%** to 2,558 existing homes available for sale. Over the last 12 months this area has had an average of 1,088 closed sales per month. This represents an unsold inventory index of **2.35** 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 **5.78%** in December 2016 to \$238,000 versus the previous year at \$225,000.

Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 4.00 days or **12.50%** in December 2016 compared to last year's same month at **32.00** DOM.

Sales Success for December 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 795 New Listings in December 2016, up **4.19%** from last year at 763. Furthermore, there were 1,039 sales this month versus last year at 959, a **8.34%** increase.

Closed versus Listed trends yielded a **130.7%** ratio, up from last year's December 2016 at **125.7%**, a **3.98%** 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®



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

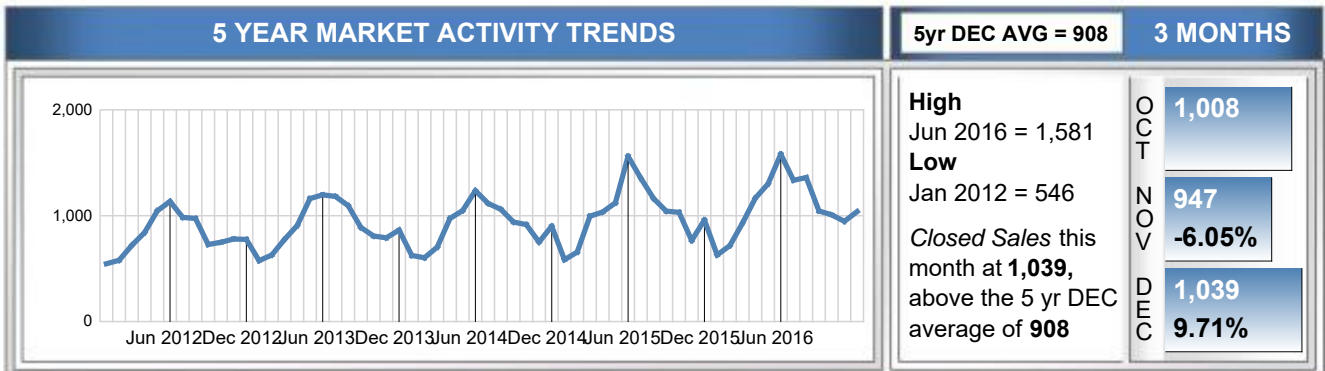
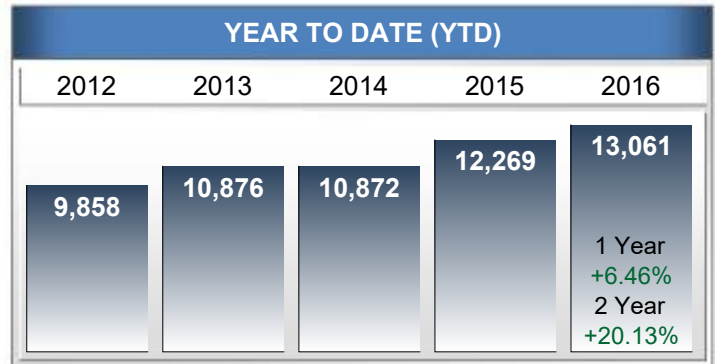
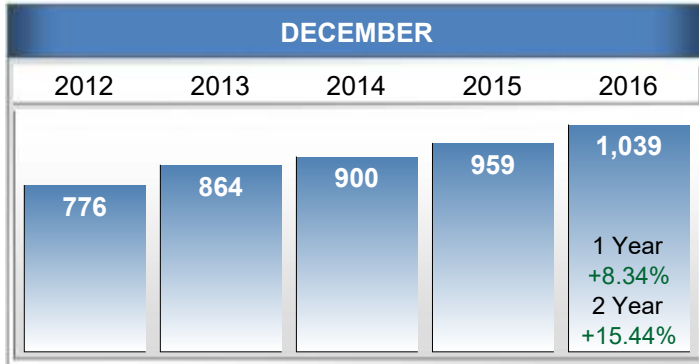
Closed Sales as of Jan 11, 2017



Closed Sales

Report Produced on: Jan 12, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



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	80	7.70%	39.0	24	41	13	2
\$100,001 - \$150,000	117	11.26%	35.0	10	87	18	2
\$150,001 - \$175,000	88	8.47%	22.5	4	69	14	1
\$175,001 - \$275,000	351	33.78%	26.0	9	179	149	14
\$275,001 - \$350,000	157	15.11%	22.0	1	40	98	18
\$350,001 - \$450,000	131	12.61%	34.0	2	24	62	43
\$450,001 and up	115	11.07%	22.0	0	11	39	65
Total Closed Units: 1,039				50	451	393	145
Total Closed Volume: 282,291,958				6.76M	90.86M	117.12M	67.55M
Median Closed Price: \$238,000				\$112,201	\$183,000	\$278,000	\$435,000



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

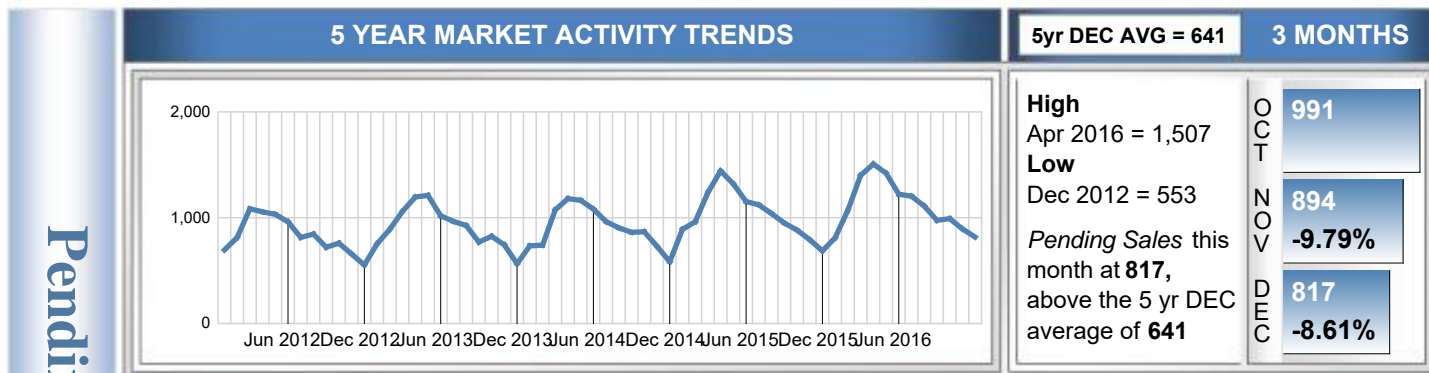
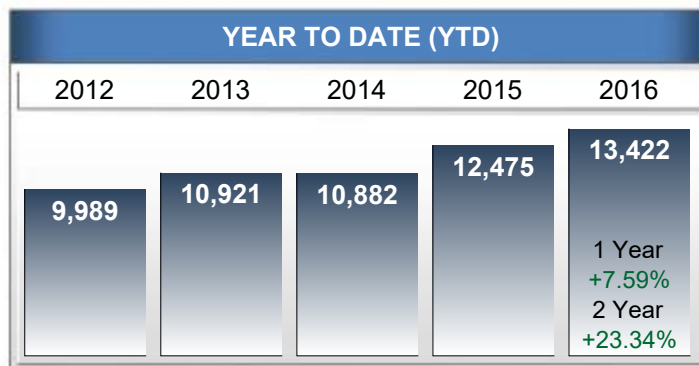
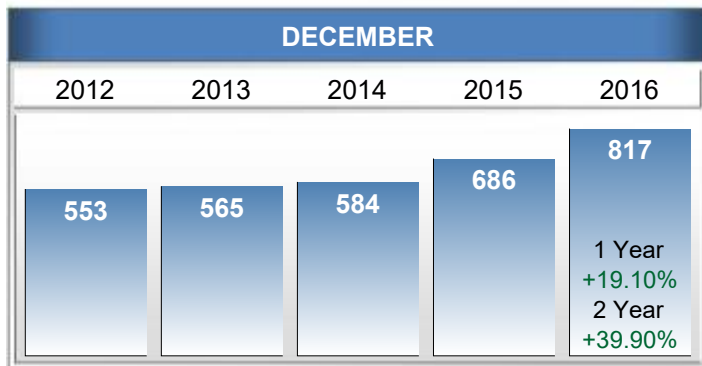
Pending Sales as of Jan 11, 2017



Pending Sales

Report Produced on: Jan 12, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family 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	82	10.04%	25.0	20	52	10	0
\$100,001 - \$150,000	107	13.10%	37.0	12	73	21	1
\$150,001 - \$175,000	55	6.73%	34.0	4	36	14	1
\$175,001 - \$275,000	269	32.93%	40.0	7	129	117	16
\$275,001 - \$325,000	95	11.63%	30.0	3	25	56	11
\$325,001 - \$425,000	117	14.32%	29.0	0	23	57	37
\$425,001 and up	92	11.26%	37.5	0	6	33	53

Total Pending Units:	817	34.0	46	344	308	119
Total Pending Volume:	215,721,631		5.84M	66.19M	88.52M	55.17M
Median Listing Price:	\$229,950		\$118,450	\$179,950	\$269,950	\$401,750



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

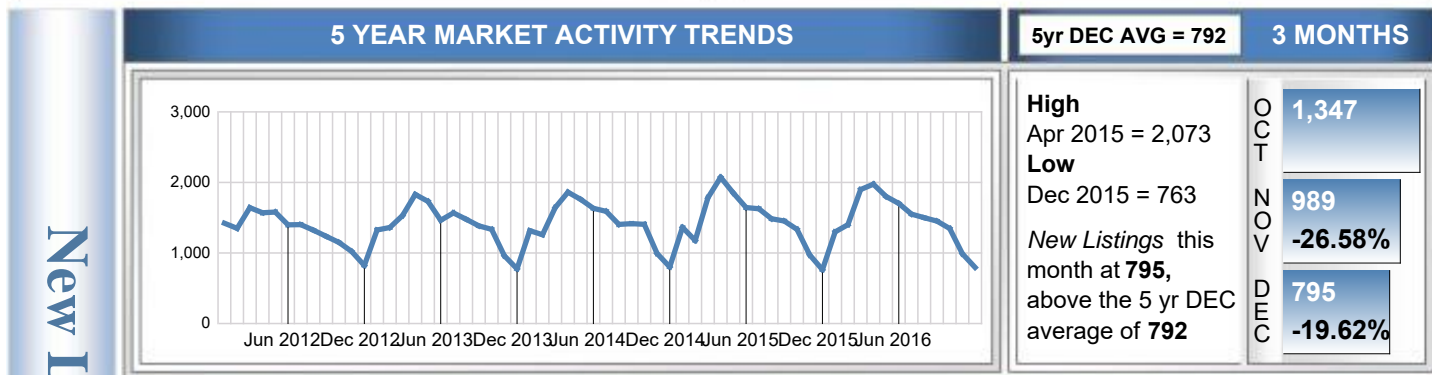
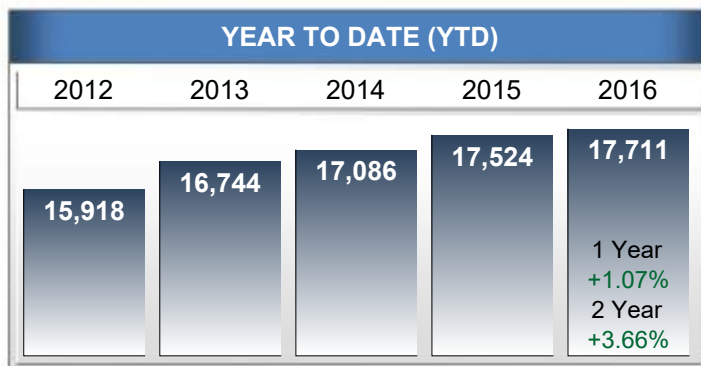
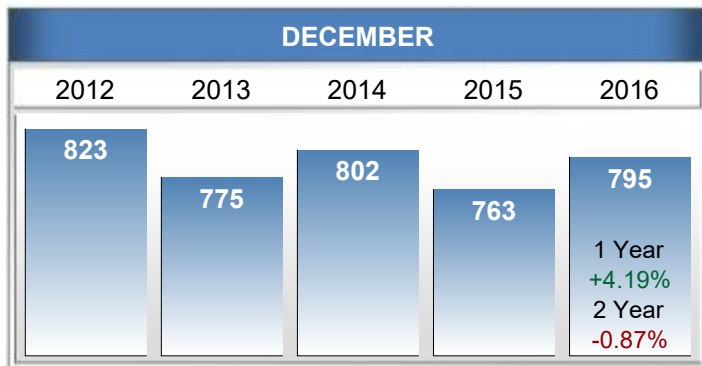
New Listings as of Jan 11, 2017



New Listings

Report Produced on: Jan 12, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



New Listings

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

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	83	10.44%	21	49	11	2
\$100,001 - \$150,000	74	9.31%	8	54	12	0
\$150,001 - \$200,000	125	15.72%	3	96	22	4
\$200,001 - \$300,000	208	26.16%	7	77	112	12
\$300,001 - \$350,000	92	11.57%	1	30	47	14
\$350,001 - \$450,000	118	14.84%	1	29	55	33
\$450,001 and up	95	11.95%	1	8	35	51
Total New Listed Units:			42	343	294	116
Total New Listed Volume:			6.05M	73.72M	91.32M	52.97M
Median New Listed Listing Price:			\$105,000	\$189,950	\$291,250	\$432,475



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

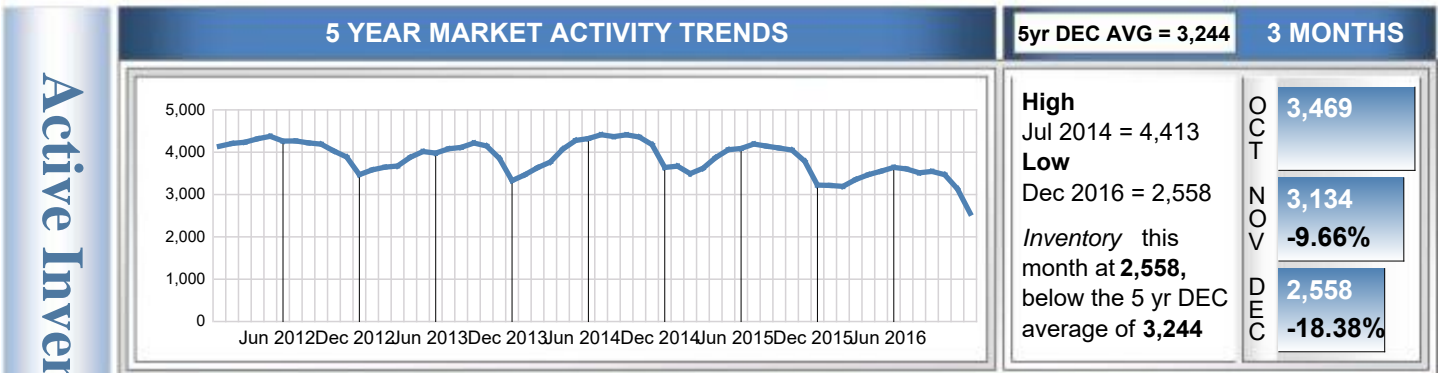
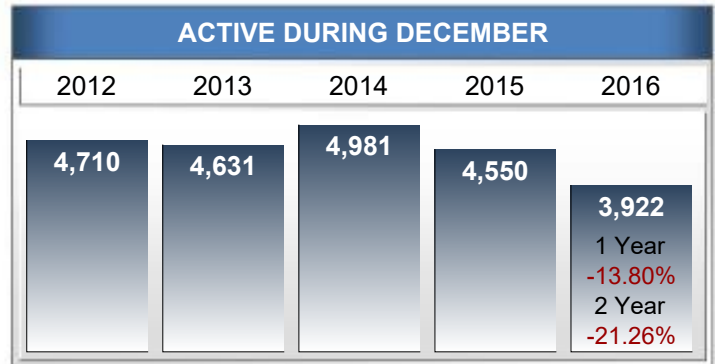
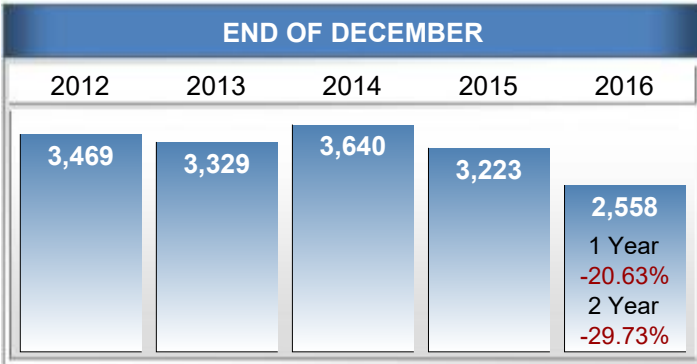
Active Inventory as of Jan 11, 2017



Active Inventory

Report Produced on: Jan 12, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family 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+		
\$100,000 and less	174	6.80%	93.0	73	79	19	3		
\$100,001 - \$150,000	247	9.66%	98.0	45	170	31	1		
\$150,001 - \$225,000	499	19.51%	84.0	37	329	115	18		
\$225,001 - \$325,000	563	22.01%	87.0	17	242	258	46		
\$325,001 - \$425,000	486	19.00%	80.0	5	118	253	110		
\$425,001 - \$575,000	317	12.39%	88.0	3	39	166	109		
\$575,001 and up	272	10.63%	102.0	1	20	91	160		
Total Active Inventory by Units:				2,558	87.0	181	997	933	447
Total Active Inventory by Volume:				850,192,453		26.00M	233.27M	346.12M	244.81M
Median Active Inventory Listing Price:				\$289,950		\$123,500	\$202,000	\$339,990	\$489,000



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

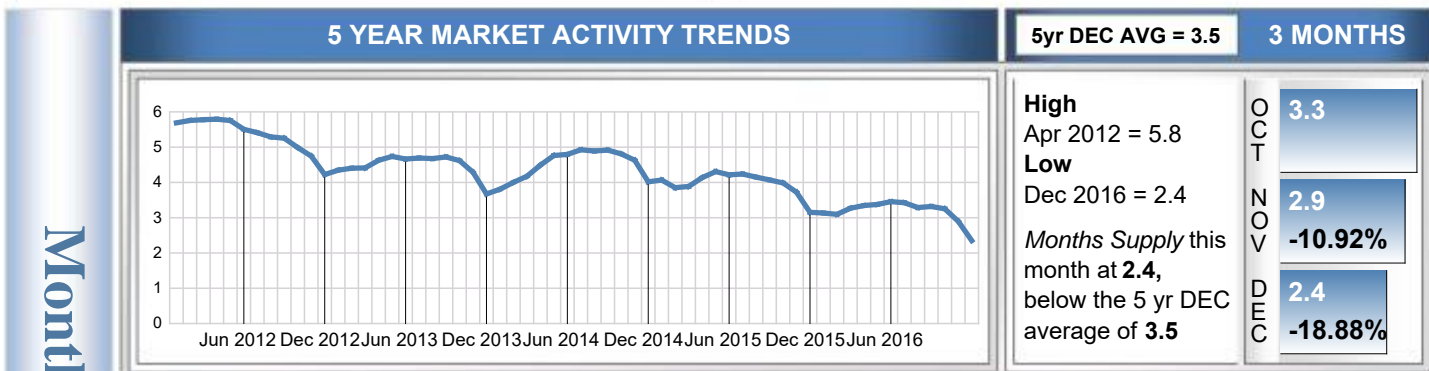
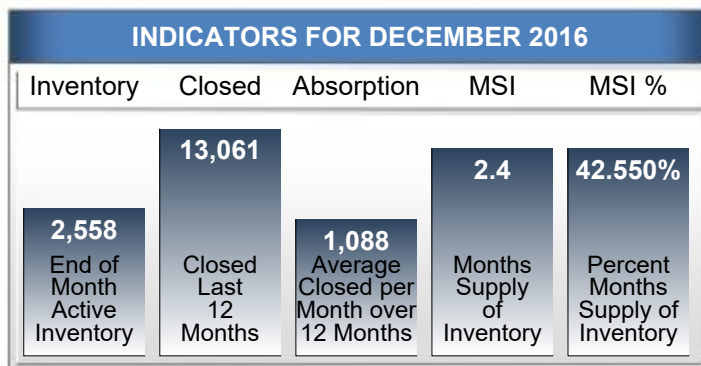
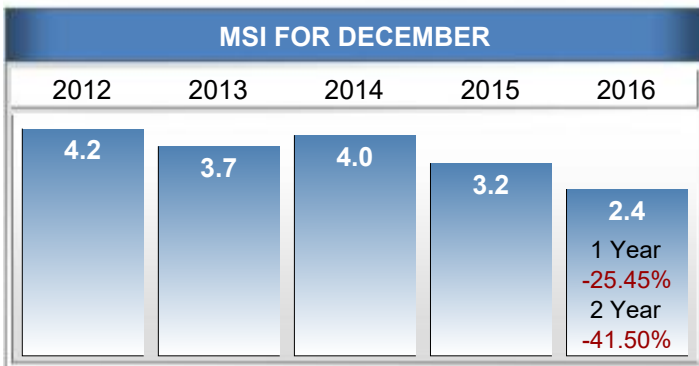
Active Inventory as of Jan 11, 2017



Months Supply of Inventory

Report Produced on: Jan 12, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family 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+
\$100,000 and less	174		6.80%	2.2	3.5	1.7	1.8	3.0
\$100,001 - \$150,000	247		9.66%	2.0	4.0	1.9	1.6	0.5
\$150,001 - \$225,000	499		19.51%	1.6	3.5	1.7	1.2	2.2
\$225,001 - \$325,000	563		22.01%	2.0	2.6	2.5	1.7	1.8
\$325,001 - \$425,000	486		19.00%	3.2	4.6	4.0	3.1	2.8
\$425,001 - \$575,000	317		12.39%	3.5	5.1	3.4	4.6	2.6
\$575,001 and up	272		10.63%	5.4	12.0	4.8	5.3	5.6
MSI:		2.4			3.6	2.1	2.3	3.1
Total Active Inventory:		2,558			181	997	933	447



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

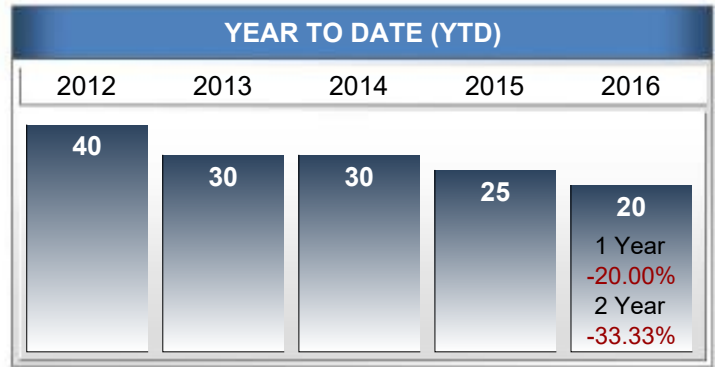
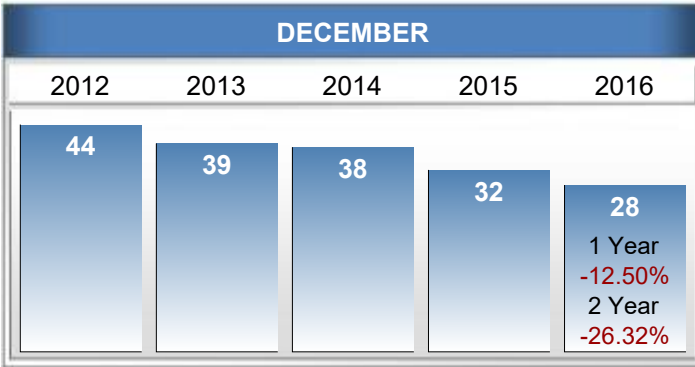
Closed Sales as of Jan 11, 2017



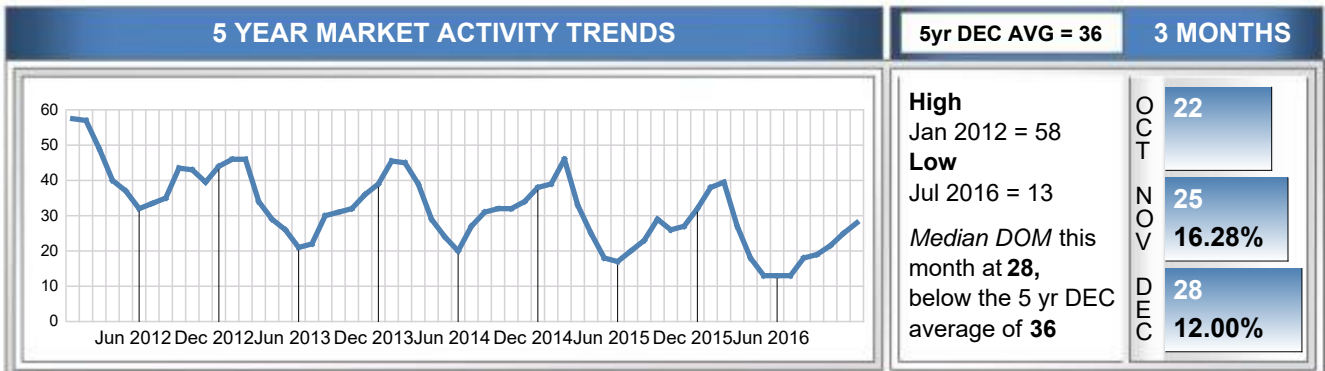
Median Days on Market to Sale

Report Produced on: Jan 12, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



Median Days on Market



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	80			7.70%	39.0	37.0	54.0	29.0	543.5
\$100,001 \$150,000	117			11.26%	35.0	36.5	30.0	40.0	115.0
\$150,001 \$175,000	88			8.47%	22.5	1.5	23.0	19.5	61.0
\$175,001 \$275,000	351			33.78%	26.0	11.0	20.0	32.0	48.0
\$275,001 \$350,000	157			15.11%	22.0	89.0	21.0	21.0	36.0
\$350,001 \$450,000	131			12.61%	34.0	28.0	21.0	29.5	51.0
\$450,001 and up	115			11.07%	22.0	0.0	21.0	11.0	37.0
Median Closed DOM:					28.0	29.5	28.0	25.0	48.0
Total Closed Units:					1,039	50	451	393	145
Total Closed Volume:					282,291,958	6.76M	90.86M	117.12M	67.55M

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



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

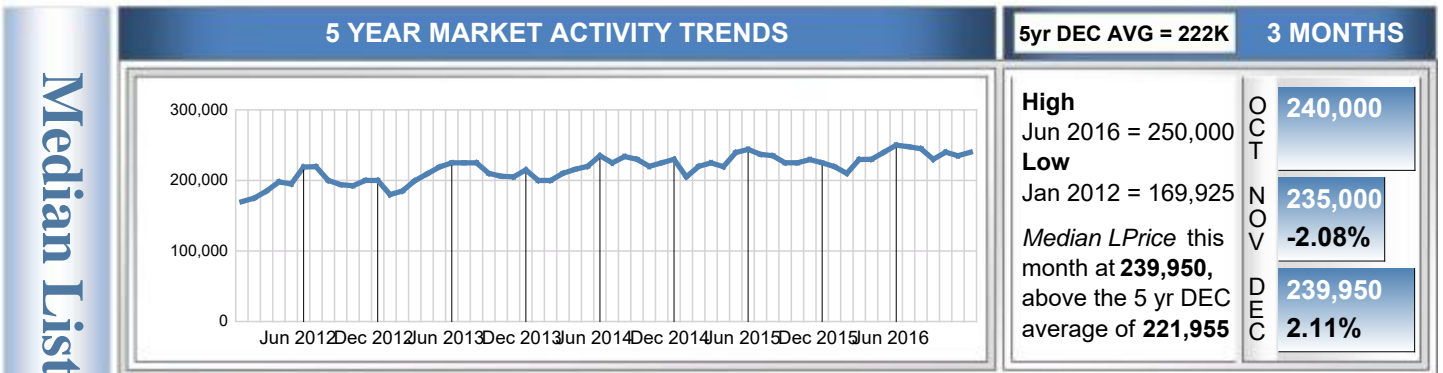
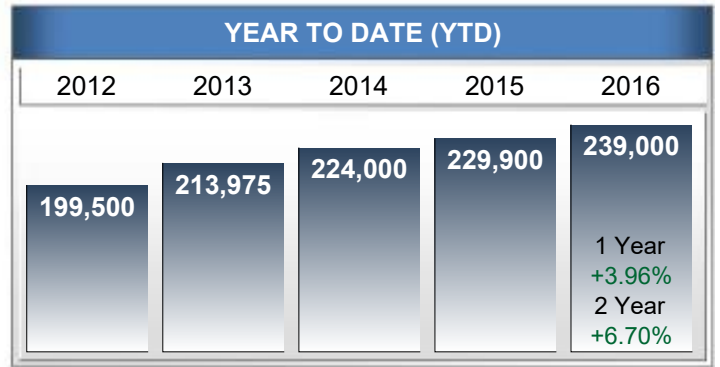
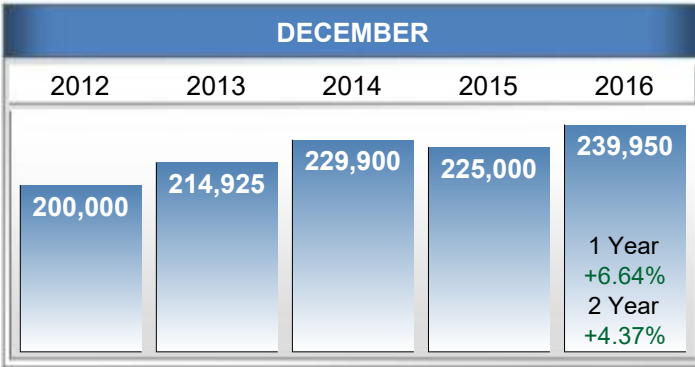
Closed Sales as of Jan 11, 2017



Median List Price at Closing

Report Produced on: Jan 12, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family 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	77	7.41%	77,000	64,950	81,975	75,000	54,000
\$100,001 - \$150,000	119	11.45%	130,000	128,700	129,995	130,000	133,450
\$150,001 - \$175,000	81	7.80%	165,000	163,425	165,000	169,950	169,000
\$175,001 - \$275,000	351	33.78%	220,000	229,950	209,500	229,950	247,450
\$275,001 - \$350,000	167	16.07%	310,000	339,950	309,250	310,000	312,000
\$350,001 - \$450,000	134	12.90%	399,900	435,488	381,111	390,367	399,950
\$450,001 and up	110	10.59%	549,990	0	503,216	562,000	556,245
Median List Price:	\$239,950			\$109,950	\$189,000	\$280,000	\$429,000
Total Closed Units:	1,039			50	451	393	145
Total List Volume:	284,919,236			6.89M	92.20M	117.83M	68.00M



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

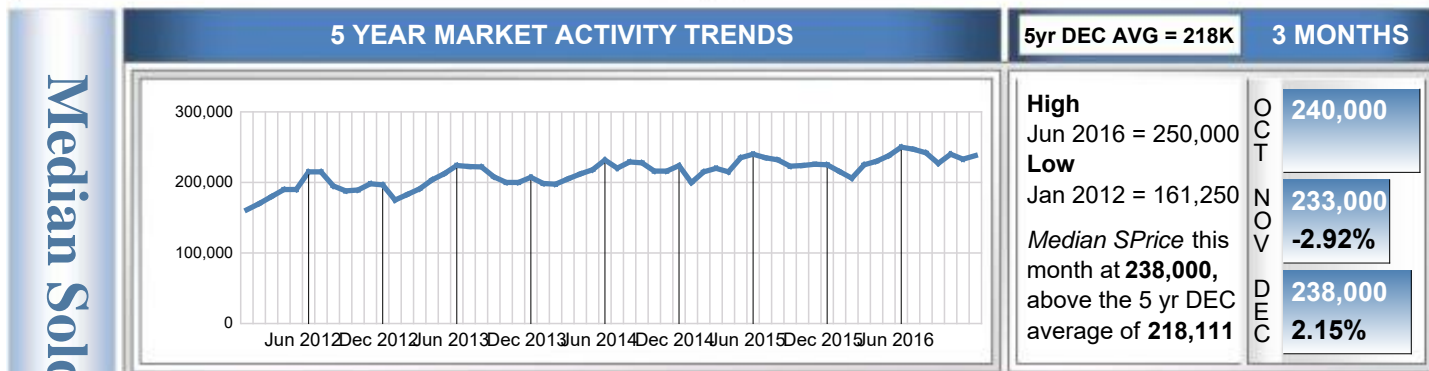
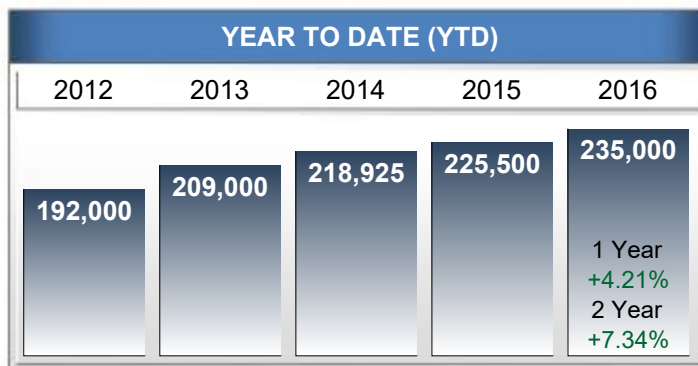
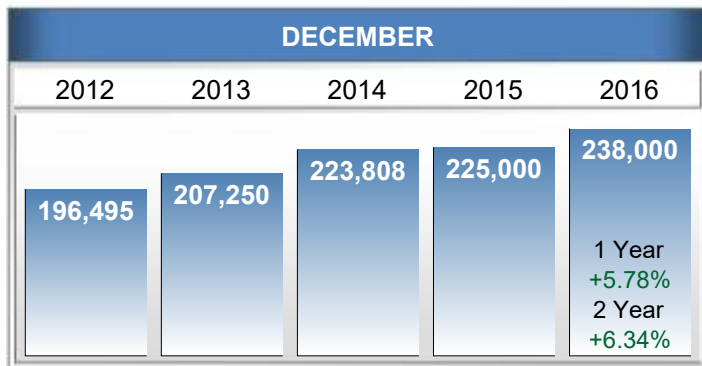
Closed Sales as of Jan 11, 2017



Median Sold Price at Closing

Report Produced on: Jan 12, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



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	80	7.70%	70,650	67,375	70,100	75,000	34,750
\$100,001 - \$150,000	117	11.26%	130,200	132,500	130,000	130,475	127,500
\$150,001 - \$175,000	88	8.47%	163,550	165,250	163,000	163,250	165,000
\$175,001 - \$275,000	351	33.78%	219,900	229,950	206,000	229,000	247,950
\$275,001 - \$350,000	157	15.11%	308,000	329,950	305,470	309,450	317,450
\$350,001 - \$450,000	131	12.61%	395,000	432,128	383,976	389,500	400,000
\$450,001 and up	115	11.07%	545,000	0	499,900	549,211	549,321
Median Closed Price:	\$238,000			\$112,201	\$183,000	\$278,000	\$435,000
Total Closed Units:	1,039			50	451	393	145
Total Closed Volume:	282,291,958			6.76M	90.86M	117.12M	67.55M

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



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

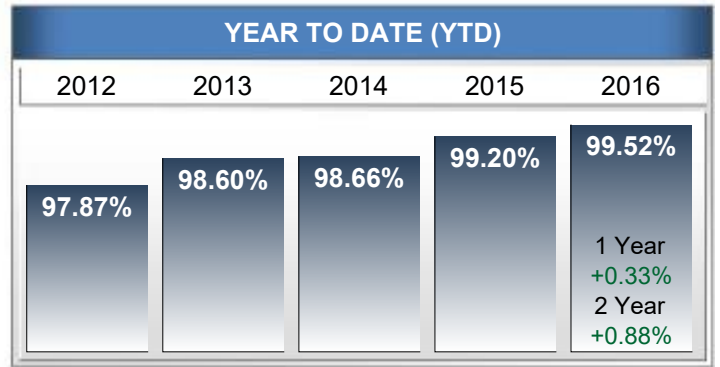
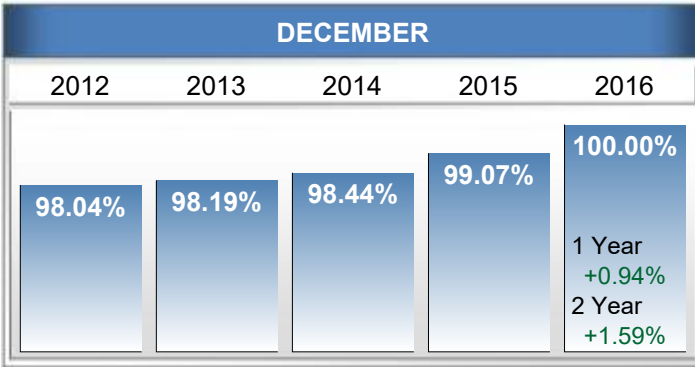
Closed Sales as of Jan 11, 2017



Median Percent of Selling Price to List Price

Report Produced on: Jan 12, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family 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	80	7.70%	94.60%	97.52%	92.78%	94.17%	64.58%
\$100,001 - \$150,000	117	11.26%	100.00%	100.98%	100.00%	100.00%	96.58%
\$150,001 - \$175,000	88	8.47%	100.00%	100.00%	100.00%	100.00%	93.22%
\$175,001 - \$275,000	351	33.78%	99.74%	100.00%	99.26%	100.00%	99.02%
\$275,001 - \$350,000	157	15.11%	100.00%	97.06%	100.00%	100.00%	98.39%
\$350,001 - \$450,000	131	12.61%	100.00%	99.24%	100.01%	100.00%	99.53%
\$450,001 and up	115	11.07%	100.00%	0.00%	100.00%	100.00%	98.48%
Median List/Sell Ratio:	100.00%			100.00%	99.82%	100.00%	98.80%
Total Closed Units:	1,039			50	451	393	145
Total Closed Volume:	282,291,958			6.76M	90.86M	117.12M	67.55M



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

Inventory as of Jan 11, 2017



Market Summary

Report Produced on: Jan 12, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family Property Type



Absorption: Last 12 months, an Average of **1,088** Sales/Month

Active Inventory as of December 31, 2016 = **2,558**

	DECEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	959	1,039	8.34%	12,269	13,061	6.46%
Pending Sales	686	817	19.10%	12,475	13,422	7.59%
New Listings	763	795	4.19%	17,524	17,711	1.07%
Median List Price	225,000	239,950	6.64%	229,900	239,000	3.96%
Median Sale Price	225,000	238,000	5.78%	225,500	235,000	4.21%
Median Percent of Selling Price to List Price	99.07%	100.00%	0.94%	99.20%	99.52%	0.33%
Median Days on Market to Sale	32.00	28.00	-12.50%	25.00	20.00	-20.00%
Monthly Inventory	3,223	2,558	-20.63%	3,223	2,558	-20.63%
Months Supply of Inventory	3.15	2.35	-25.45%	3.15	2.35	-25.45%

