



January 2017

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

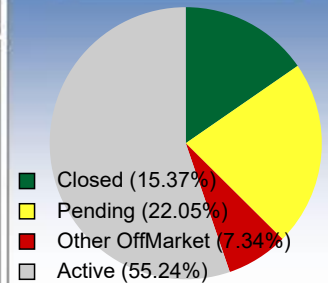


Absorption: Last 12 months, an Average of **1,095** Sales/Month

Active Inventory as of January 31, 2017 = **2,523**

	JANUARY		
	2016	2017	+/- %
Closed Sales	629	702	11.61%
Pending Sales	810	1,007	24.32%
New Listings	1,299	1,220	-6.08%
Median List Price	219,500	235,000	7.06%
Median Sale Price	215,500	229,838	6.65%
Median Percent of Selling Price to List Price	98.53%	99.14%	0.62%
Median Days on Market to Sale	38.00	32.00	-15.79%
End of Month Inventory	3,217	2,523	-21.57%
Months Supply of Inventory	3.13	2.30	-26.50%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 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 January 2017 decreased **21.57%** to 2,523 existing homes available for sale. Over the last 12 months this area has had an average of 1,095 closed sales per month. This represents an unsold inventory index of **2.30** 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 **6.65%** in January 2017 to \$229,838 versus the previous year at \$215,500.

Median Days on Market Shortens

The median number of **32.00** days that homes spent on the market before selling decreased by 6.00 days or **15.79%** in January 2017 compared to last year's same month at **38.00** DOM.

Sales Success for January 2017 is Positive

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

There were 1,220 New Listings in January 2017, down **6.08%** from last year at 1,299. Furthermore, there were 702 sales this month versus last year at 629, a **11.61%** increase.

Closed versus Listed trends yielded a **57.5%** ratio, up from last year's January 2017 at **48.4%**, a **18.83%** 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®



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

January 2017

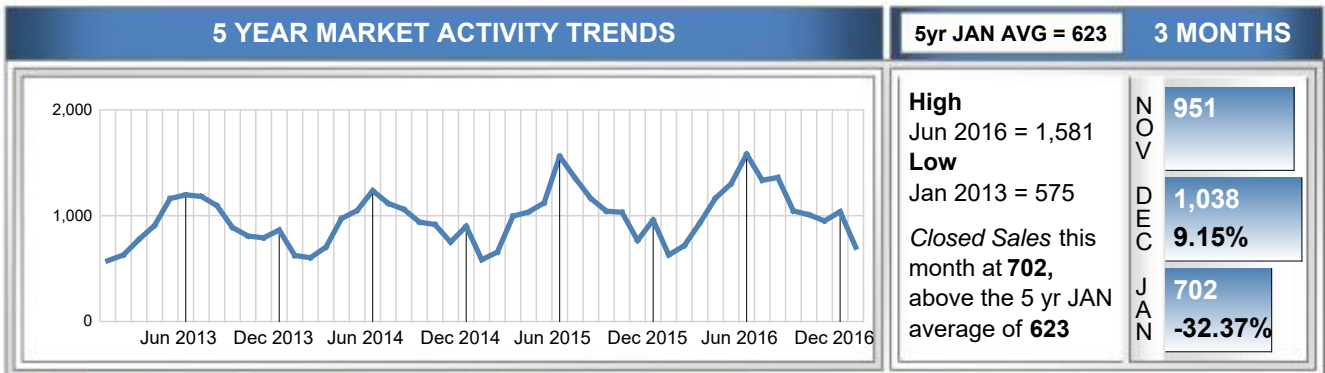
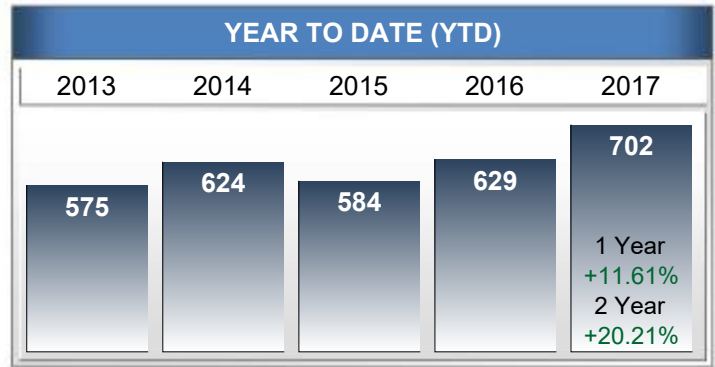
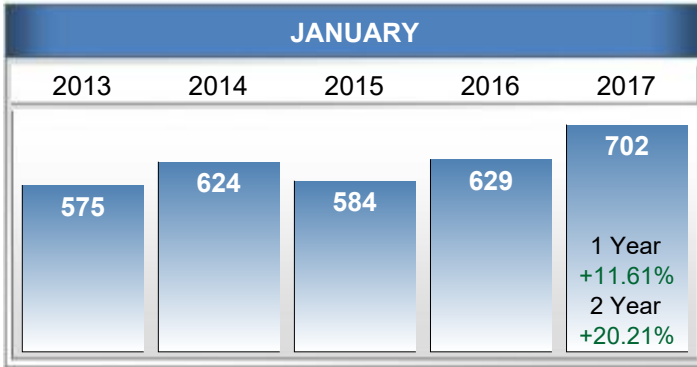
Closed Sales as of Feb 08, 2017



Closed Sales

Report Produced on: Feb 10, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family 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	56	7.98%	31.5	13	36	6	1
\$100,001 - \$150,000	90	12.82%	28.0	8	62	19	1
\$150,001 - \$175,000	67	9.54%	35.0	4	48	14	1
\$175,001 - \$250,000	192	27.35%	28.5	8	92	80	12
\$250,001 - \$325,000	124	17.66%	36.0	0	31	80	13
\$325,001 - \$425,000	92	13.11%	35.0	0	16	55	21
\$425,001 and up	81	11.54%	43.0	1	7	35	38
Total Closed Units: 702				34	292	289	87
Total Closed Volume: 186,166,736				4.55M	56.54M	85.99M	39.09M
Median Closed Price: \$229,838				\$114,500	\$175,845	\$269,000	\$399,950



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

January 2017

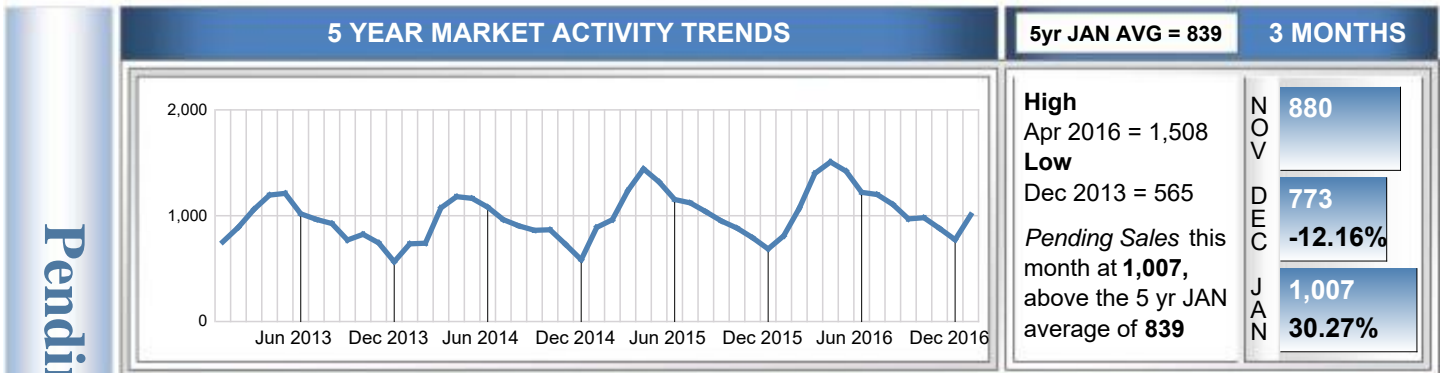
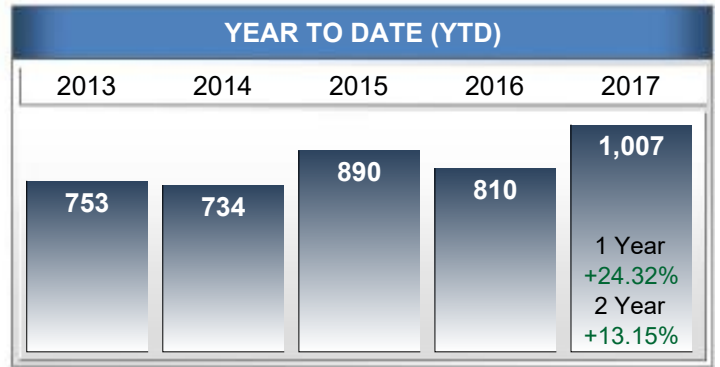
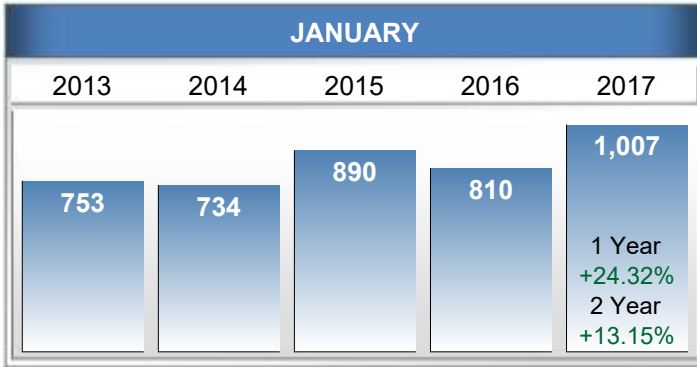
Pending Sales as of Feb 08, 2017



Pending Sales

Report Produced on: Feb 10, 2017

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



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	8.14%	27.0	24	42	13	3	
\$100,001 - \$150,000	115	11.42%	44.0	12	81	22	0	
\$150,001 - \$175,000	80	7.94%	20.0	2	65	12	1	
\$175,001 - \$250,000	306	30.39%	15.0	11	177	109	9	
\$250,001 - \$325,000	161	15.99%	22.0	4	55	90	12	
\$325,001 - \$425,000	145	14.40%	35.0	2	32	74	37	
\$425,001 and up	118	11.72%	50.5	1	19	47	51	
Total Pending Units: 1,007				25.0	56	471	367	113
Total Pending Volume: 266,822,310					7.90M	99.06M	109.17M	50.69M
Median Listing Price: \$234,500					\$112,475	\$194,900	\$274,000	\$400,000

Pending Sales

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



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

January 2017

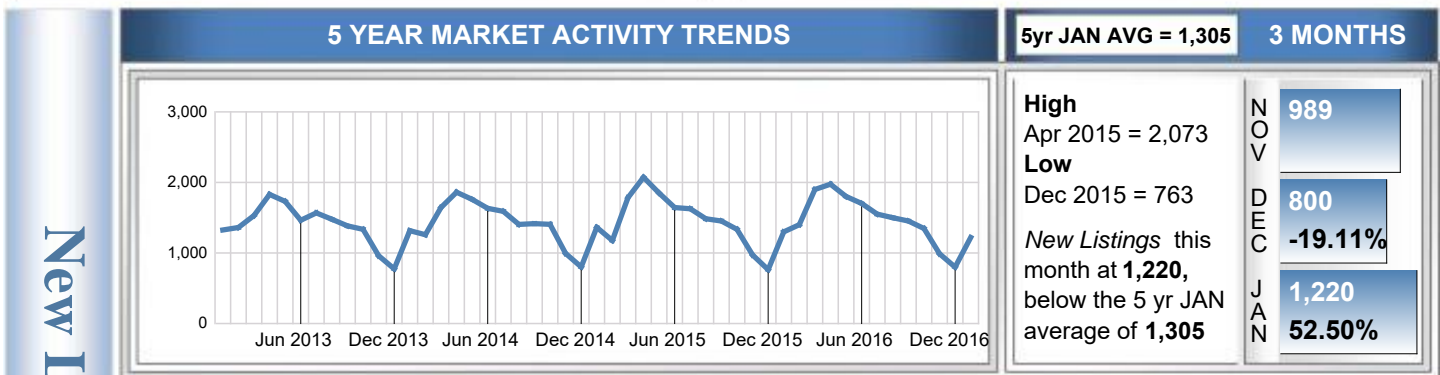
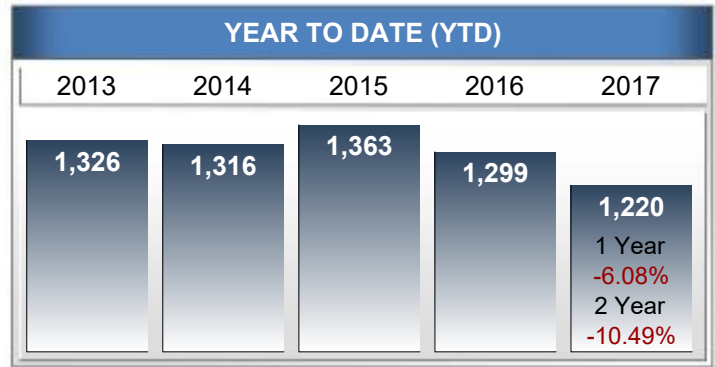
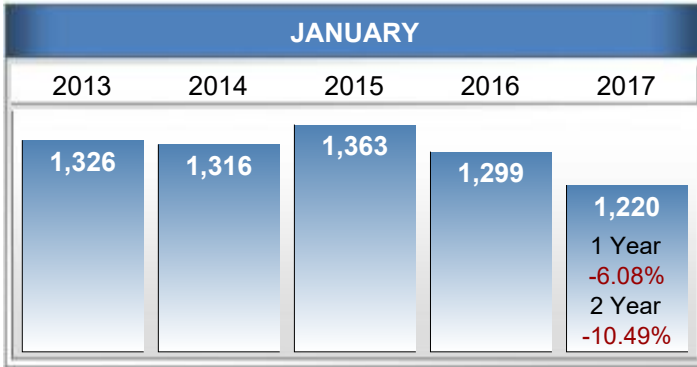
New Listings as of Feb 08, 2017



New Listings

Report Produced on: Feb 10, 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+
\$125,000 and less	106	8.69%	17	65	20	4
\$125,001 - \$175,000	179	14.67%	16	130	33	0
\$175,001 - \$200,000	118	9.67%	4	72	39	3
\$200,001 - \$300,000	330	27.05%	9	159	143	19
\$300,001 - \$375,000	192	15.74%	0	51	104	37
\$375,001 - \$525,000	179	14.67%	2	37	79	61
\$525,001 and up	116	9.51%	0	11	38	67
Total New Listed Units:			48	525	456	191
Total New Listed Volume:			7.61M	118.89M	145.76M	94.78M
Median New Listed Listing Price:			\$148,900	\$200,000	\$294,975	\$449,500



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

January 2017

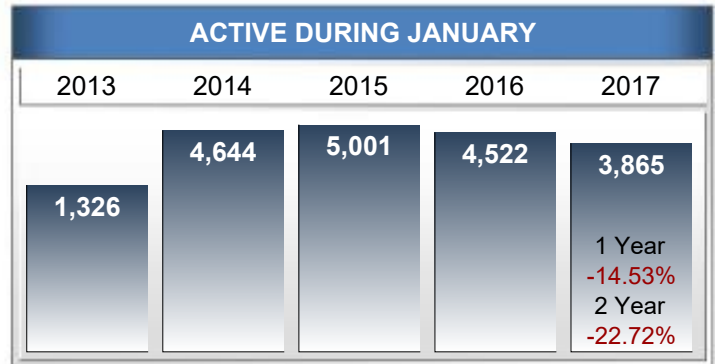
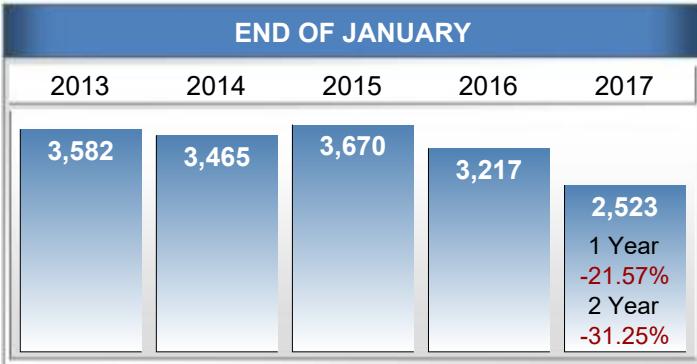
Active Inventory as of Feb 08, 2017



Active Inventory

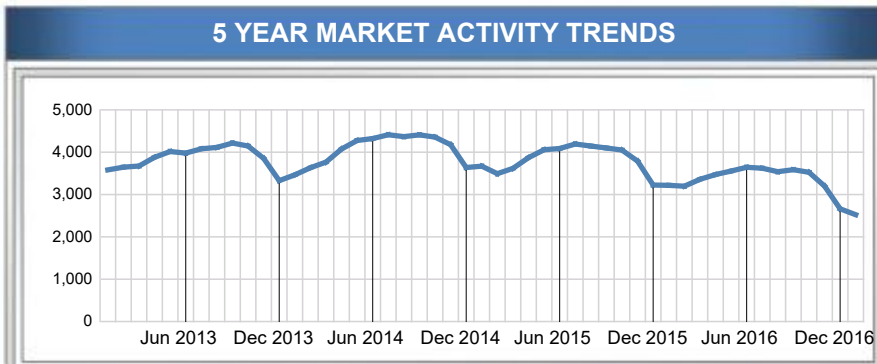
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Active Inventory

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5yr JAN AVG = 3,291 **3 MONTHS**

High
Jul 2014 = 4,412

Low
Jan 2017 = 2,523

Inventory this month at 2,523, below the 5 yr JAN average of 3,291

NOV	3,200
DEC	2,663
JAN	2,523
	-16.78%
	-5.26%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$100,000 and less	166	6.58%	109.5	61	83	20	2		
\$100,001 - \$150,000	249	9.87%	90.0	46	171	30	2		
\$150,001 - \$225,000	465	18.43%	83.0	32	300	116	17		
\$225,001 - \$325,000	545	21.60%	77.0	17	241	241	46		
\$325,001 - \$425,000	482	19.10%	75.5	4	118	248	112		
\$425,001 - \$575,000	333	13.20%	85.0	2	39	169	123		
\$575,001 and up	283	11.22%	103.0	0	22	97	164		
Total Active Inventory by Units:				2,523	86.0	162	974	921	466
Total Active Inventory by Volume:				853,912,236		22.82M	230.12M	344.89M	256.08M
Median Active Inventory Listing Price:				\$299,000		\$124,250	\$206,500	\$345,000	\$485,974



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

January 2017

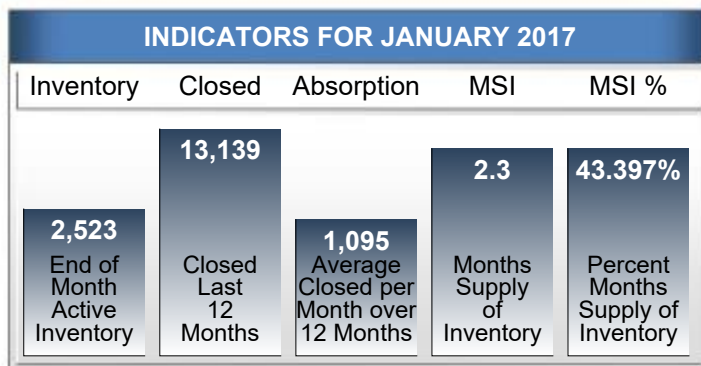
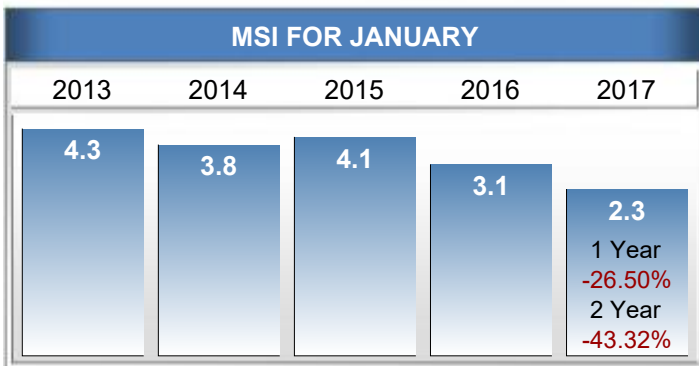
Active Inventory as of Feb 08, 2017



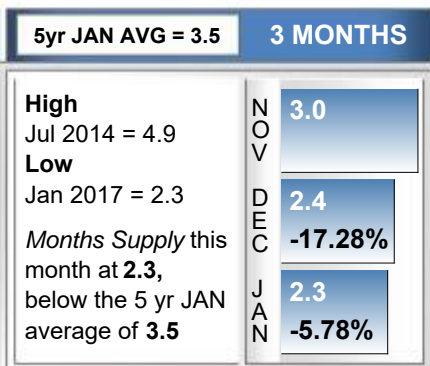
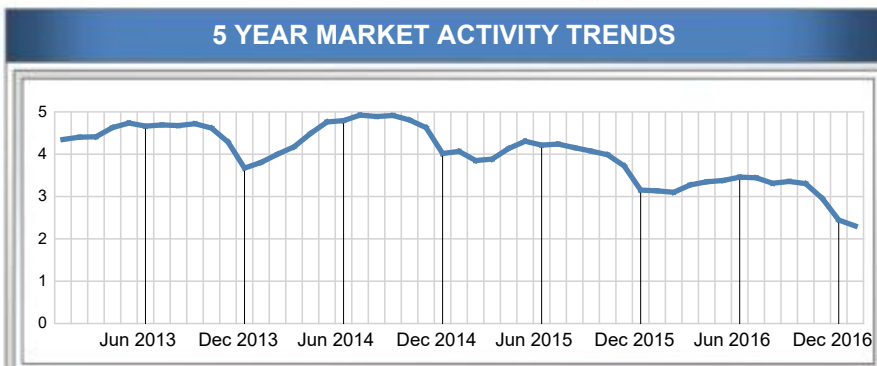
Months Supply of Inventory

Report Produced on: Feb 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+
\$100,000 and less	166		6.58%	2.1	3.0	1.8	1.9	1.8
\$100,001 - \$150,000	249		9.87%	2.1	4.1	1.9	1.5	1.0
\$150,001 - \$225,000	465		18.43%	1.5	2.8	1.5	1.2	2.2
\$225,001 - \$325,000	545		21.60%	1.9	2.6	2.4	1.5	1.8
\$325,001 - \$425,000	482		19.10%	3.1	3.7	4.0	3.0	2.8
\$425,001 - \$575,000	333		13.20%	3.7	3.0	3.3	4.7	3.0
\$575,001 and up	283		11.22%	5.6	0.0	5.2	5.5	5.7
MSI:	2.3				3.2	2.0	2.2	3.2
Total Active Inventory:	2,523				162	974	921	466



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

January 2017

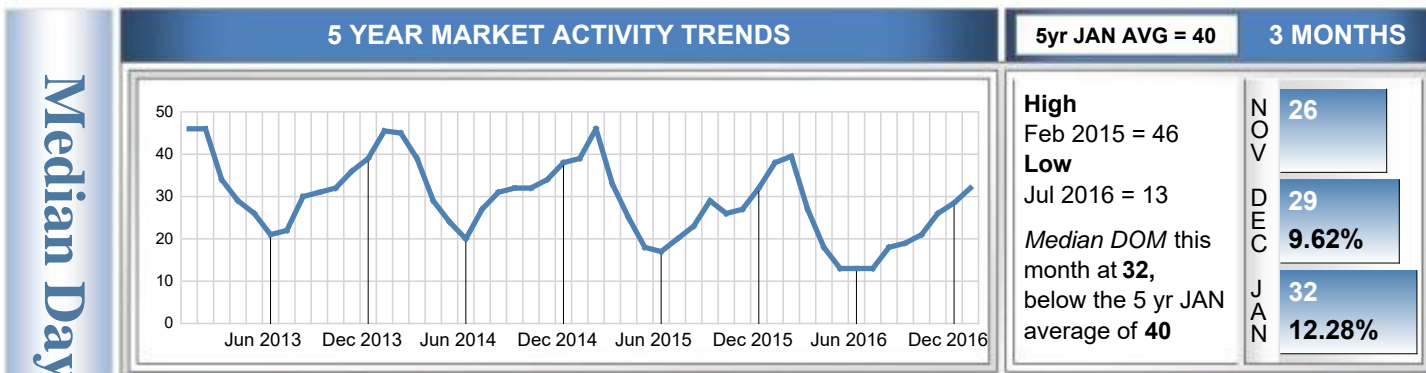
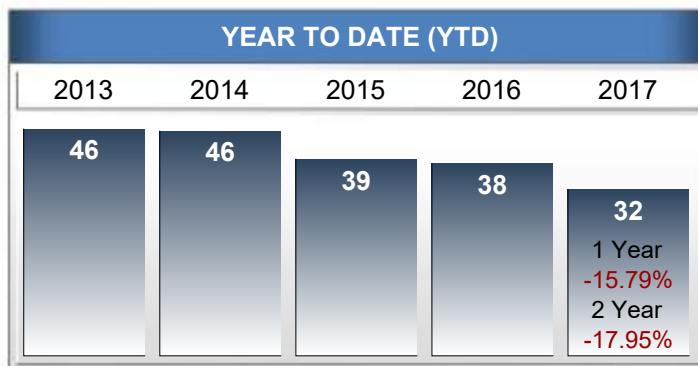
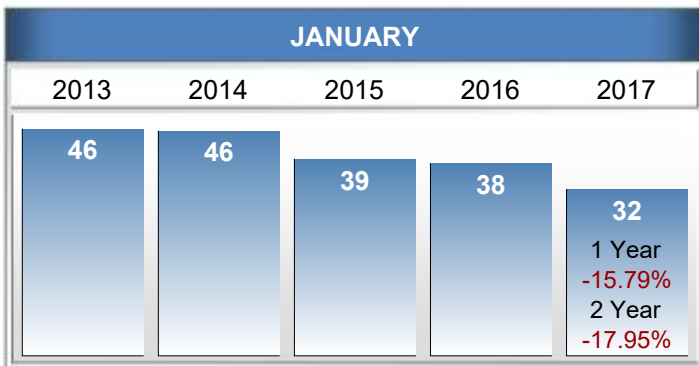
Closed Sales as of Feb 08, 2017



Median Days on Market to Sale

Report Produced on: Feb 10, 2017

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Median Days on Market

Ready to Buy or Sell Real Estate?
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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	56		7.98%	31.5	27.0	45.5	13.0	55.0
\$100,001 - \$150,000	90		12.82%	28.0	30.5	29.5	21.0	226.0
\$150,001 - \$175,000	67		9.54%	35.0	56.5	35.5	26.5	203.0
\$175,001 - \$250,000	192		27.35%	28.5	6.0	31.0	25.5	50.5
\$250,001 - \$325,000	124		17.66%	36.0	0.0	28.0	37.5	42.0
\$325,001 - \$425,000	92		13.11%	35.0	0.0	24.0	38.0	67.0
\$425,001 and up	81		11.54%	43.0	47.0	4.0	23.0	50.5
Median Closed DOM:	32.0				25.0	31.0	29.0	54.0
Total Closed Units:	702				34	292	289	87
Total Closed Volume:	186,166,736				4.55M	56.54M	85.99M	39.09M



Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

January 2017

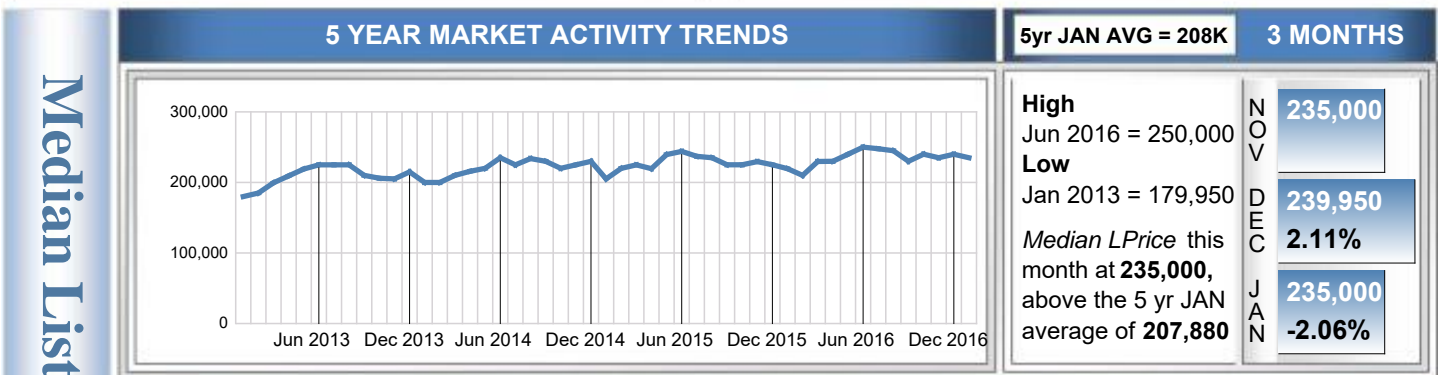
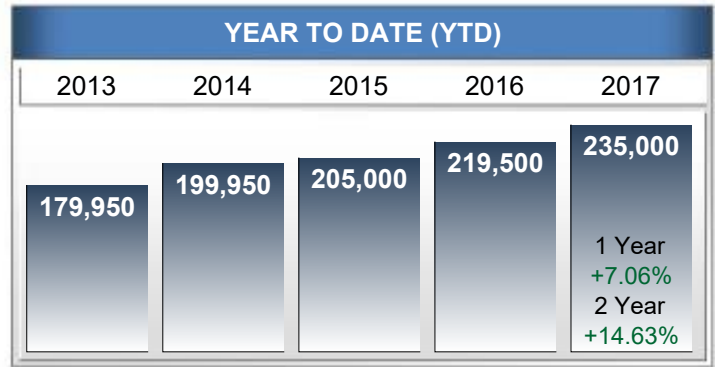
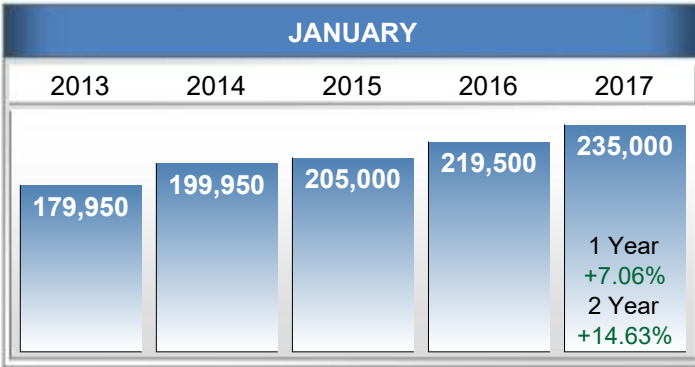
Closed Sales as of Feb 08, 2017



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+
\$100,000 and less	56	7.98%	69,750	50,000	72,950	79,500	0
\$100,001 - \$150,000	82	11.68%	131,500	116,500	133,450	139,950	110,470
\$150,001 - \$175,000	74	10.54%	163,500	164,900	162,500	159,975	174,500
\$175,001 - \$250,000	189	26.92%	215,000	199,950	209,475	219,975	229,948
\$250,001 - \$325,000	126	17.95%	284,975	0	284,000	285,000	284,300
\$325,001 - \$425,000	96	13.68%	379,450	0	367,225	379,000	389,950
\$425,001 and up	79	11.25%	550,000	487,655	599,550	499,900	561,525
Median List Price:	\$235,000			\$116,500	\$179,450	\$272,500	\$399,950
Total Closed Units:	702			34	292	289	87
Total List Volume:	188,928,543			4.60M	57.38M	86.76M	40.19M



Monthly Inventory Analysis

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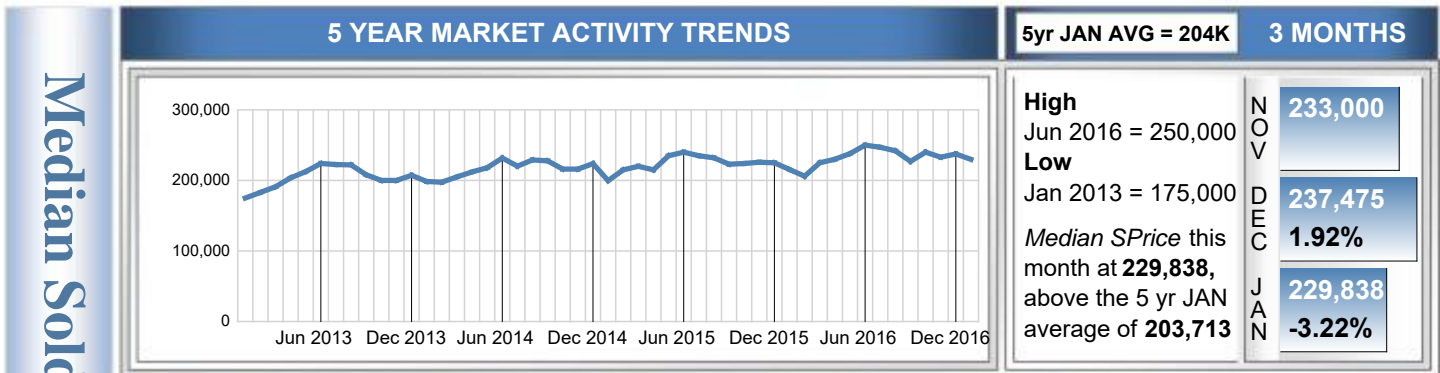
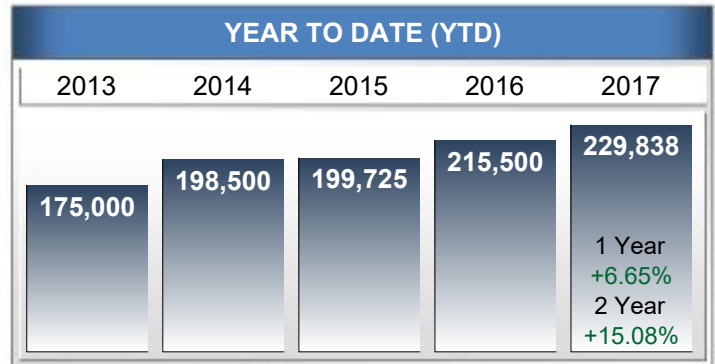
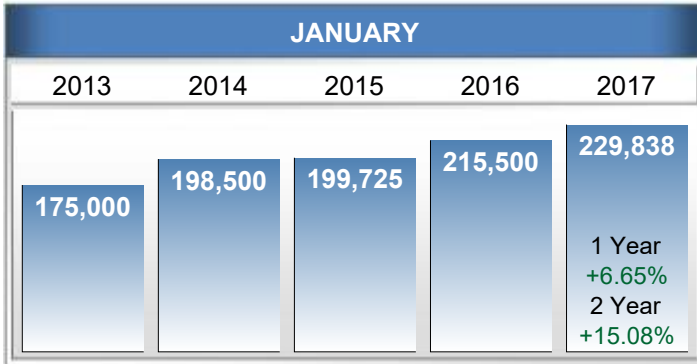
Closed Sales as of Feb 08, 2017



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+
\$100,000 and less	56		7.98%	65,061	59,000	66,500	76,991	100,000
\$100,001 - \$150,000	90		12.82%	133,250	114,500	133,250	139,900	105,000
\$150,001 - \$175,000	67		9.54%	163,000	163,500	163,200	161,425	165,000
\$175,001 - \$250,000	192		27.35%	215,000	205,250	210,225	218,875	223,850
\$250,001 - \$325,000	124		17.66%	283,500	0	285,000	280,000	280,000
\$325,001 - \$425,000	92		13.11%	376,735	0	371,750	379,000	381,000
\$425,001 and up	81		11.54%	542,000	505,670	575,000	513,000	550,000
Median Closed Price:	\$229,838				\$114,500	\$175,845	\$269,000	\$399,950
Total Closed Units:	702				34	292	289	87
Total Closed Volume:	186,166,736				4.55M	56.54M	85.99M	39.09M



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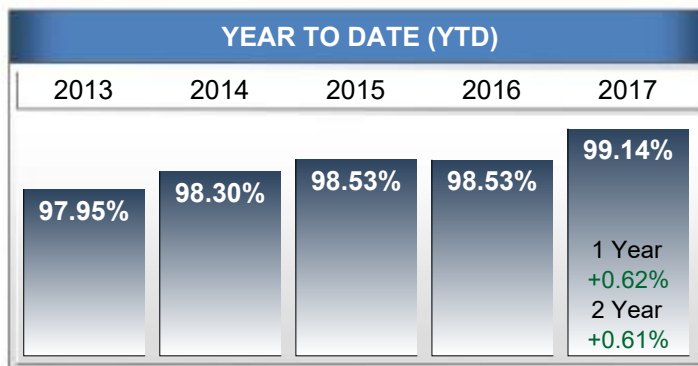
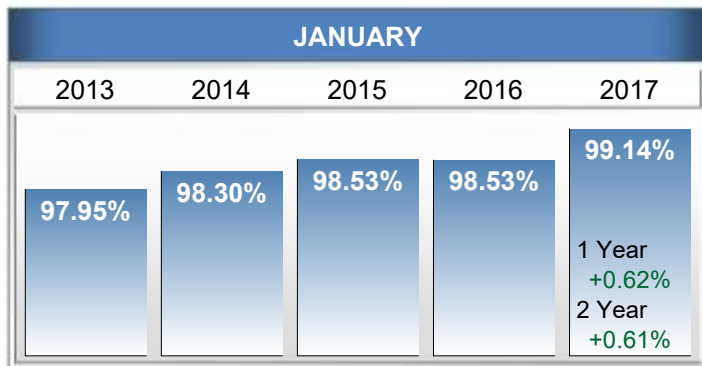
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Median Percent of Selling Price to List Price

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Median Sell/List Price

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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	56	7.98%	93.49%	98.17%	92.61%	93.78%	90.92%	
\$100,001 - \$150,000	90	12.82%	99.10%	100.00%	98.83%	98.32%	94.64%	
\$150,001 - \$175,000	67	9.54%	100.00%	97.62%	99.58%	100.00%	94.56%	
\$175,001 - \$250,000	192	27.35%	98.99%	98.67%	99.47%	99.05%	97.86%	
\$250,001 - \$325,000	124	17.66%	99.39%	0.00%	100.00%	99.51%	98.38%	
\$325,001 - \$425,000	92	13.11%	99.77%	0.00%	99.76%	100.00%	98.89%	
\$425,001 and up	81	11.54%	98.75%	103.69%	98.52%	98.98%	98.40%	
Median List/Sell Ratio:				99.14%	99.09%	99.06%	99.37%	98.38%
Total Closed Units:				702	34	292	289	87
Total Closed Volume:				186,166,736	4.55M	56.54M	85.99M	39.09M



Monthly Inventory Analysis

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January 2017

Inventory as of Feb 08, 2017



Market Summary

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Absorption: Last 12 months, an Average of **1,095** Sales/Month

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	JANUARY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	629	702	11.61%	629	702	11.61%
Pending Sales	810	1,007	24.32%	810	1,007	24.32%
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Median List Price	219,500	235,000	7.06%	219,500	235,000	7.06%
Median Sale Price	215,500	229,838	6.65%	215,500	229,838	6.65%
Median Percent of Selling Price to List Price	98.53%	99.14%	0.62%	98.53%	99.14%	0.62%
Median Days on Market to Sale	38.00	32.00	-15.79%	38.00	32.00	-15.79%
Monthly Inventory	3,217	2,523	-21.57%	3,217	2,523	-21.57%
Months Supply of Inventory	3.13	2.30	-26.50%	3.13	2.30	-26.50%

