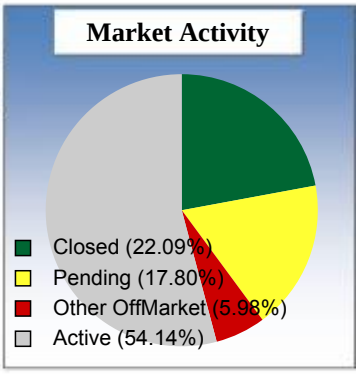
June 2015

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

Absorption: Last 12 months, an Average of **967** Sales/Month

Active Inventory as of June 30, 2015 = **3,787**

	JUNE		
	2014	2015	+/-%
Closed Sales	1,235	1,545	25.10%
Pending Sales	1,084	1,245	14.85%
New Listings	1,634	1,638	0.24%
Median List Price	235,000	242,000	2.98%
Median Sale Price	231,950	240,000	3.47%
Median Percent of Selling Price to List Price	98.77%	99.66%	0.89%
Median Days on Market to Sale	20.00	17.00	-15.00%
End of Month Inventory	4,306	3,787	-12.05%
Months Supply of Inventory	4.78	3.92	-18.03%



Report Produced on: Jul 10, 2015

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2015 decreased **12.05%** to 3,787 existing homes available for sale. Over the last 12 months this area has had an average of 967 closed sales per month. This represents an unsold inventory index of **3.92** 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 **3.47%** in June 2015 to $240,000 versus the previous year at $231,950.

Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 3.00 days or **15.00%** in June 2015 compared to last year's same month at **20.00** DOM.

Sales Success for June 2015 is Positive

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

There were 1,638 New Listings in June 2015, up **0.24%** from last year at 1,634. Furthermore, there were 1,545 sales this month versus last year at 1,235, a **25.10%** increase.

Closed versus Listed trends yielded a **94.3%** ratio, up from last year's June 2015 at **75.6%**, a **24.80%** 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®

Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

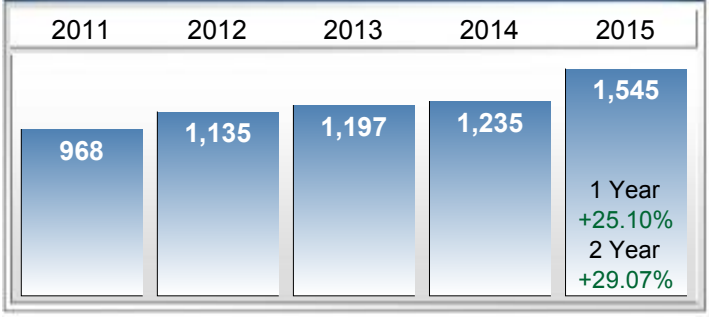
Closed Sales as of Jul 09, 2015

Closed Sales

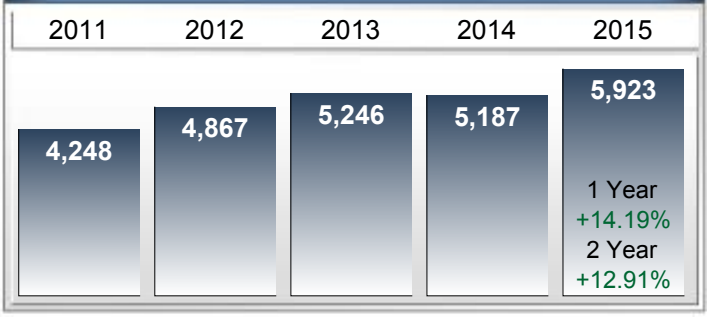
Report Produced on: Jul 10, 2015

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

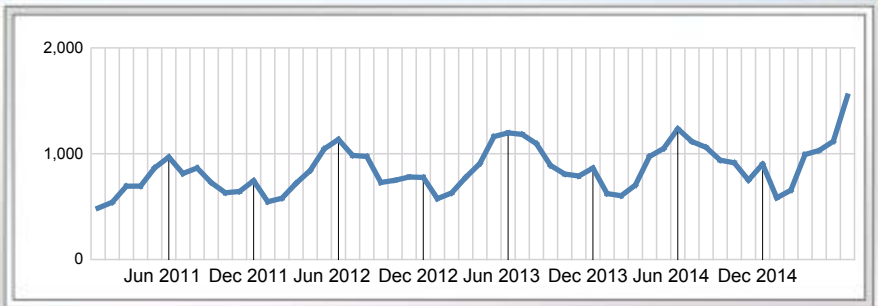
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 1,216

High
Jun 2015 = 1,545
Low
Jan 2011 = 486

Closed Sales this month at **1,545**, above the 5 yr JUN average of **1,216**

3 MONTHS

APR	1,031	
MAY	1,117	8.34%
JUN	1,545	38.32%

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	102	6.60%	31.5	21	66	15	0
$100,001 $150,000	182	11.78%	20.0	22	128	31	1
$150,001 $200,000	279	18.06%	16.0	5	200	71	3
$200,001 $275,000	381	24.66%	15.0	10	162	191	18
$275,001 $325,000	185	11.97%	12.0	0	52	101	32
$325,001 $450,000	257	16.63%	19.0	0	45	139	73
$450,001 and up	159	10.29%	16.0	1	19	67	72

Total Closed Units:	1,545	17.0	59	672	615	199
Total Closed Volume:	419,377,894		7.87M	137.82M	187.65M	86.03M
Median Closed Price:	$240,000		$125,000	$180,500	$275,000	$399,922

Closed Sales

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

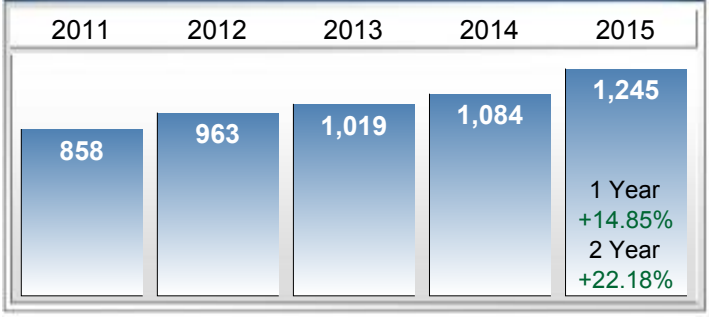
Pending Sales as of Jul 09, 2015

Pending Sales

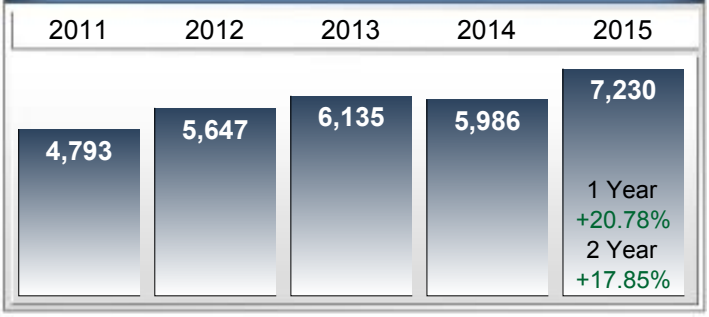
Report Produced on: Jul 10, 2015

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

JUNE

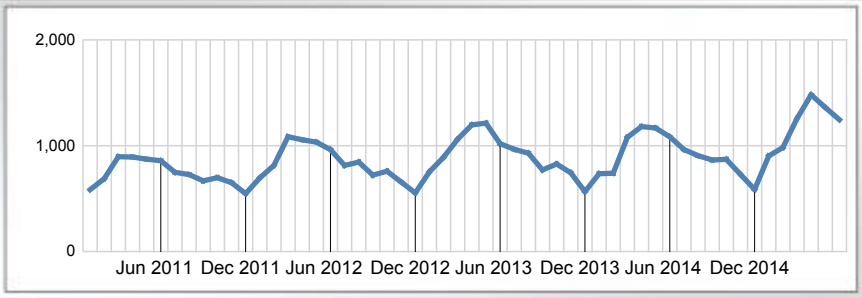


YEAR TO DATE (YTD)



Pending Sales

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 1,034

High
Apr 2015 = 1,481
Low
Dec 2011 = 547

Pending Sales this month at **1,245,** above the 5 yr JUN average of **1,034**

3 MONTHS

APR	1,481	
MAY	1,361	-8.10%
JUN	1,245	-8.52%

PENDING SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
$75,000 and less	79	6.35%	25.0	23	46	9	1
$75,001 $150,000	181	14.54%	24.0	9	133	35	4
$150,001 $175,000	91	7.31%	23.0	4	65	21	1
$175,001 $250,000	352	28.27%	22.0	5	199	125	23
$250,001 $325,000	207	16.63%	17.0	7	52	112	36
$325,001 $450,000	213	17.11%	25.0	0	36	109	68
$450,001 and up	122	9.80%	31.0	0	13	46	63

Total Pending Units:	1,245	24.0	48	544	457	196
Total Pending Volume:	330,453,620		5.71M	107.34M	135.10M	82.30M
Median Listing Price:	$234,950		$79,000	$187,925	$274,500	$379,925

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

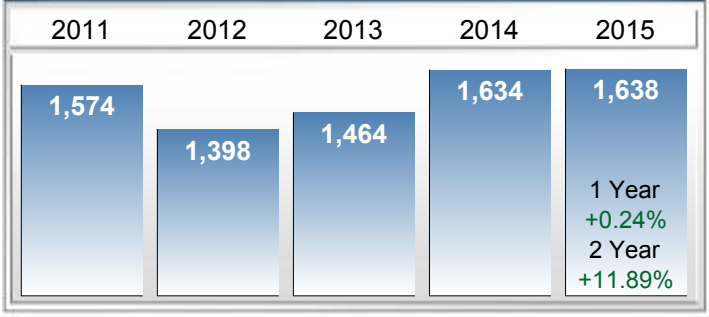
New Listings as of Jul 09, 2015

New Listings

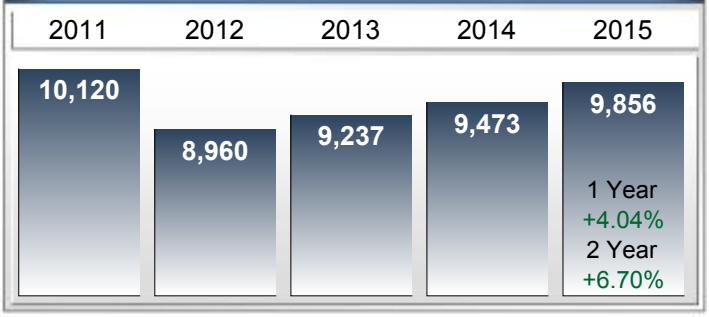
Report Produced on: Jul 10, 2015

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

JUNE

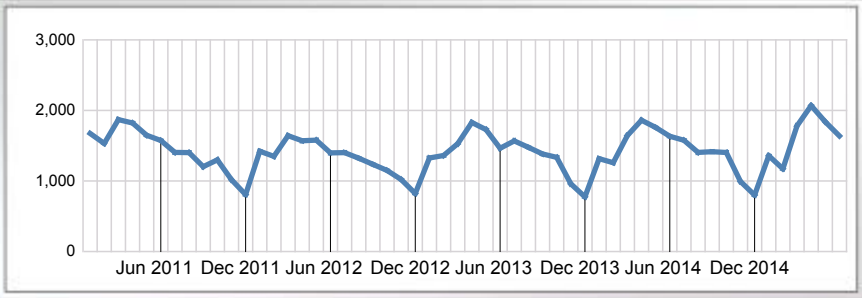


YEAR TO DATE (YTD)



New Listings

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 1,542

3 MONTHS

High
Apr 2015 = 2,068
Low
Dec 2013 = 775

New Listings this month at **1,638**, above the 5 yr JUN average of **1,542**

APR	2,068	
MAY	1,838	-11.12%
JUN	1,638	-10.88%

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	142	8.67%	40	81	19	2
$100,001 $150,000	174	10.62%	16	126	28	4
$150,001 $200,000	300	18.32%	15	200	81	4
$200,001 $275,000	375	22.89%	7	149	184	35
$275,001 $350,000	264	16.12%	2	70	145	47
$350,001 $475,000	202	12.33%	2	22	94	84
$475,001 and up	181	11.05%	1	18	58	104

Total New Listed Units:	1,638	83	666	609	280
Total New Listed Volume:	460,784,652	11.42M	133.46M	182.81M	133.09M
Median New Listed Listing Price:	$239,950	$114,950	$179,900	$269,950	$424,970

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

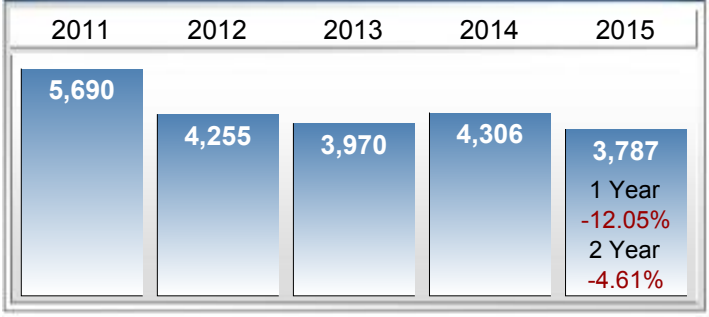
Active Inventory as of Jul 09, 2015

Active Inventory

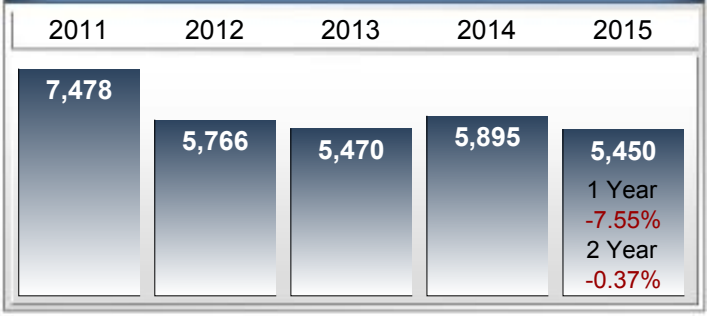
Report Produced on: Jul 10, 2015

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

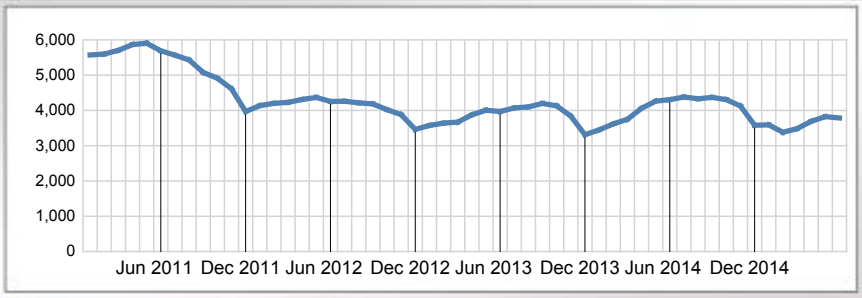
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 4,402

High
May 2011 = 5,904
Low
Dec 2013 = 3,311

Inventory this month at **3,787,** below the 5 yr JUN average of **4,402**

3 MONTHS

APR	3,690
MAY	3,824 **3.63%**
JUN	3,787 **-0.97%**

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
$100,000 and less	305	8.05%	55.0	96	177	29	3
$100,001 $150,000	375	9.90%	63.0	49	278	43	5
$150,001 $200,000	570	15.05%	50.5	42	371	144	13
$200,001 $325,000	1,125	29.71%	52.0	19	398	600	108
$325,001 $425,000	519	13.70%	67.0	0	82	282	155
$425,001 $575,000	470	12.41%	67.0	4	41	225	200
$575,001 and up	423	11.17%	76.0	1	23	117	282
Total Active Inventory by Units:	3,787		60.0	211	1,370	1,440	766
Total Active Inventory by Volume:	1,232,776,578			27.70M	281.83M	493.39M	429.86M
Median Active Inventory Listing Price:	$264,588			$115,000	$179,970	$300,000	$487,000

Active Inventory

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

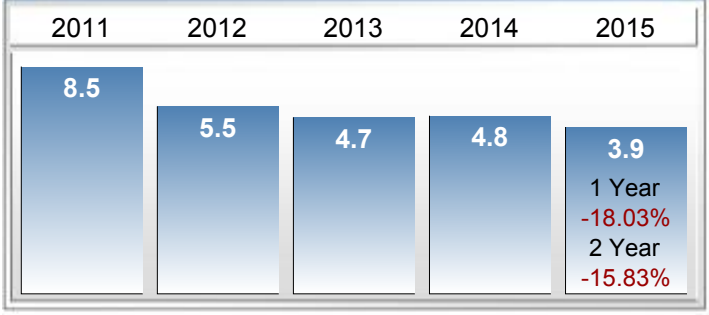
Active Inventory as of Jul 09, 2015

Months Supply of Inventory

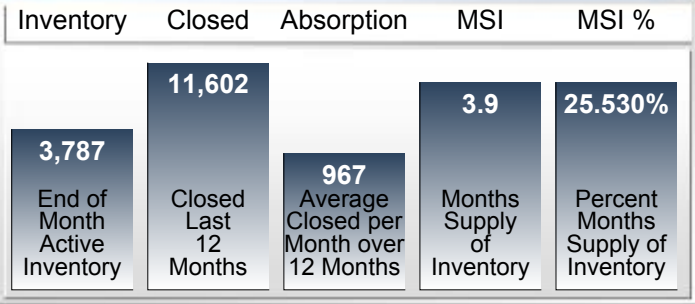
Report Produced on: Jul 10, 2015

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

MSI FOR JUNE

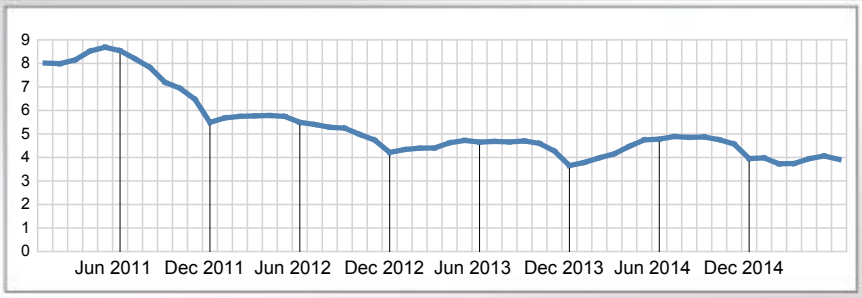


INDICATORS FOR JUNE 2015



Months Supply

5 YEAR MARKET ACTIVITY TRENDS

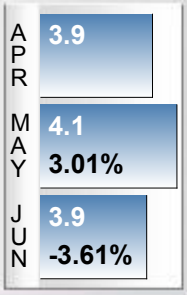


5yr JUN AVG = 5.5

High
May 2011 = 8.7
Low
Dec 2013 = 3.7

Months Supply this month at **3.9,** below the 5 yr JUN average of **5.5**

3 MONTHS



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	305	8.05%	2.9	3.8	2.9	1.8	1.9
$100,001 $150,000	375	9.90%	2.8	4.4	3.0	1.6	2.1
$150,001 $200,000	570	15.05%	3.2	8.1	3.3	2.8	2.8
$200,001 $325,000	1,125	29.71%	3.5	3.0	3.5	3.5	3.7
$325,001 $425,000	519	13.70%	4.4	0.0	3.7	4.4	4.9
$425,001 $575,000	470	12.41%	6.8	16.0	4.6	7.2	7.0
$575,001 and up	423	11.17%	9.1	0.0	6.9	6.7	11.0
MSI:	3.9			4.3	3.3	3.8	6.2
Total Active Inventory:	3,787			211	1,370	1,440	766

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

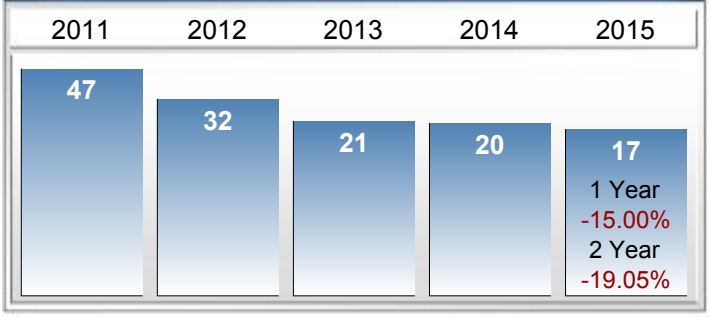
Closed Sales as of Jul 09, 2015

Median Days on Market to Sale

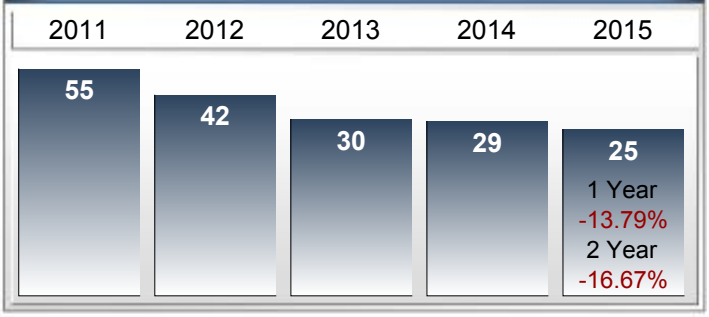
Report Produced on: Jul 10, 2015

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

JUNE

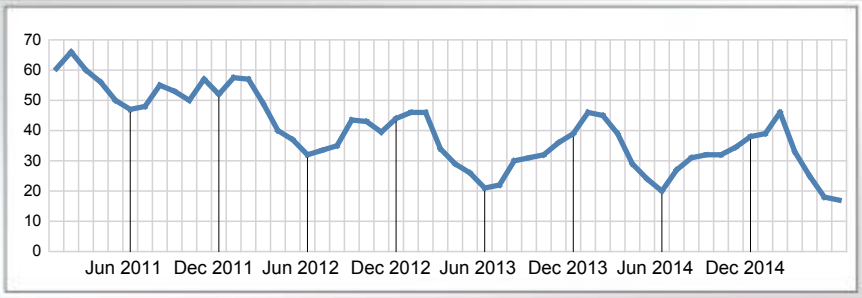


YEAR TO DATE (YTD)



Median Days on Market

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 27

High
Feb 2011 = 66
Low
Jun 2015 = 17

Median DOM this month at **17,** below the 5 yr JUN average of **27**

3 MONTHS

APR	25	
MAY	18	-28.00%
JUN	17	-5.56%

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	6.60%	31.5	22.0	32.5	34.0	0.0
$100,001 $150,000	11.78%	20.0	8.5	21.0	23.0	4.0
$150,001 $200,000	18.06%	16.0	5.0	15.0	20.0	11.0
$200,001 $275,000	24.66%	15.0	15.5	11.5	17.0	22.5
$275,001 $325,000	11.97%	12.0	0.0	7.0	17.0	15.0
$325,001 $450,000	16.63%	19.0	0.0	9.0	15.0	26.0
$450,001 and up	10.29%	16.0	17.0	9.0	17.0	17.5

Median Closed DOM:	17.0	14.0	16.0	18.0	21.0
Total Closed Units:	1,545	59	672	615	199
Total Closed Volume:	419,377,894	7.87M	137.82M	187.65M	86.03M

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

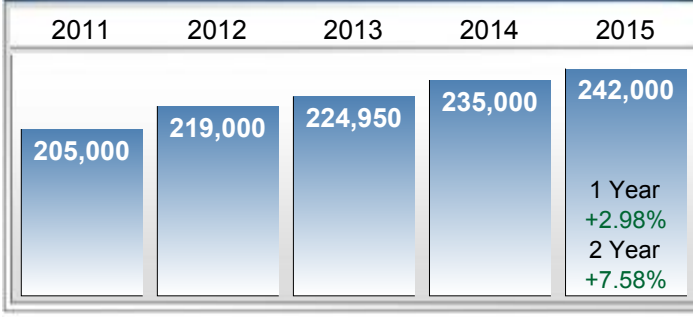
Closed Sales as of Jul 09, 2015

Median List Price at Closing

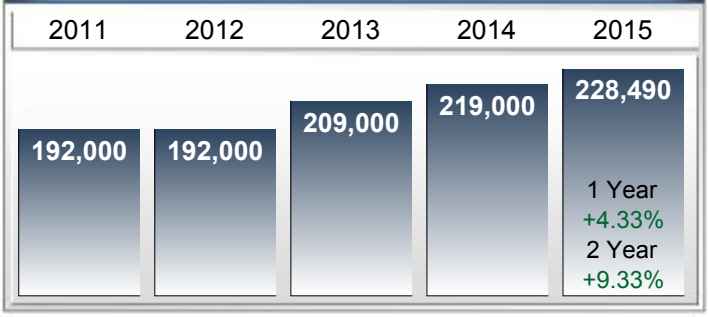
Report Produced on: Jul 10, 2015

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

JUNE

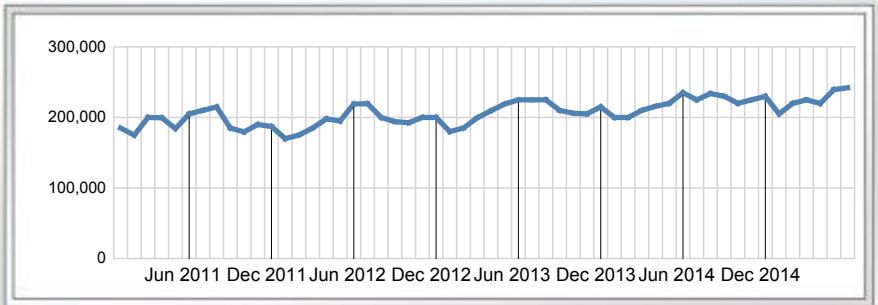


YEAR TO DATE (YTD)



Median List Price

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 225K

High
Jun 2015 = 242,000
Low
Jan 2012 = 169,925

Median LPrice this month at **242,000,** above the 5 yr JUN average of **225,190**

3 MONTHS

APR	219,800
MAY	239,500 **8.96%**
JUN	242,000 **1.04%**

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	ML$	≤2 Beds	3 Beds	4 Beds	5 Beds+
$100,000 and less	105	6.80%	79,900	74,925	80,000	79,925	0
$100,001 $150,000	170	11.00%	132,200	129,000	133,750	137,000	125,000
$150,001 $200,000	285	18.45%	175,000	182,000	174,950	176,900	166,475
$200,001 $275,000	377	24.40%	238,000	215,000	229,950	244,950	229,999
$275,001 $325,000	181	11.72%	299,900	279,000	299,000	299,000	300,000
$325,001 $450,000	264	17.09%	369,522	0	361,500	365,000	379,500
$450,001 and up	163	10.55%	565,000	585,000	549,950	565,578	565,000
Median List Price:	$242,000			$127,900	$183,500	$279,900	$400,000
Total Closed Units:	1,545			59	672	615	199
Total List Volume:	424,161,706			8.10M	139.38M	189.62M	87.06M

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

Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

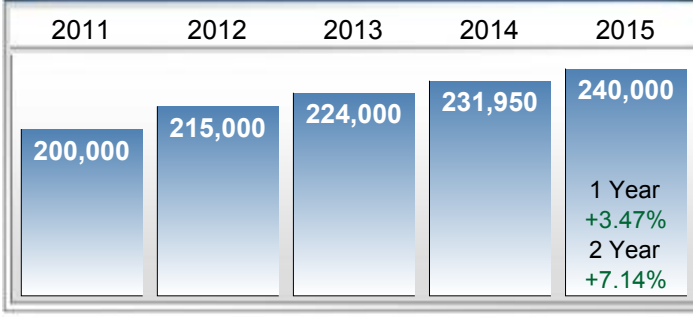
Closed Sales as of Jul 09, 2015

Median Sold Price at Closing

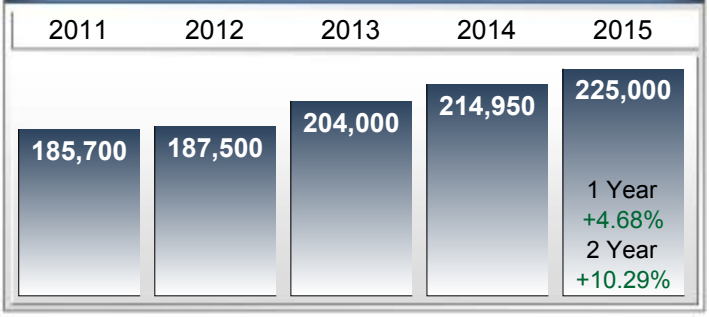
Report Produced on: Jul 10, 2015

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

JUNE

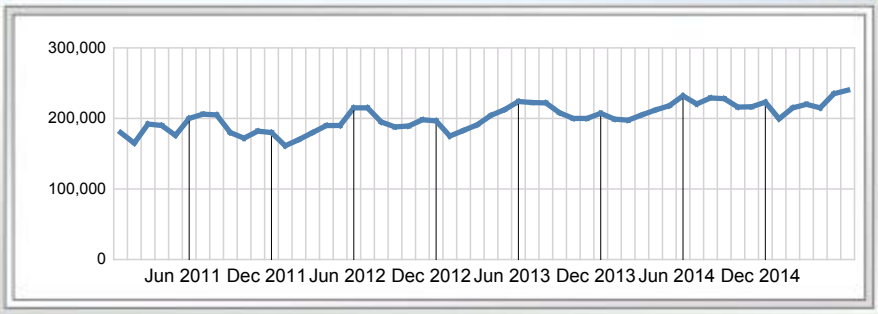


YEAR TO DATE (YTD)



Median Sold Price

5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 222K

High
Jun 2015 = 240,000
Low
Jan 2012 = 161,250

Median SPrice this month at **240,000,** above the 5 yr JUN average of **222,190**

3 MONTHS

APR	215,000	
MAY	235,000	9.30%
JUN	240,000	2.13%

MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	MS$	≤2 Beds	3 Beds	4 Beds	5 Beds+
$100,000 and less	102	6.60%	73,492	69,000	74,500	77,500	0
$100,001 $150,000	182	11.78%	131,700	128,475	131,700	138,900	141,000
$150,001 $200,000	279	18.06%	174,000	189,000	172,500	179,000	165,000
$200,001 $275,000	381	24.66%	236,000	219,000	230,000	241,500	237,000
$275,001 $325,000	185	11.97%	300,000	0	299,000	300,000	301,500
$325,001 $450,000	257	16.63%	370,000	0	359,000	369,950	380,000
$450,001 and up	159	10.29%	559,000	545,000	549,000	565,000	558,500

Median Closed Price:	$240,000	$125,000	$180,500	$275,000	$399,922
Total Closed Units:	1,545	59	672	615	199
Total Closed Volume:	419,377,894	7.87M	137.82M	187.65M	86.03M

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Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2015

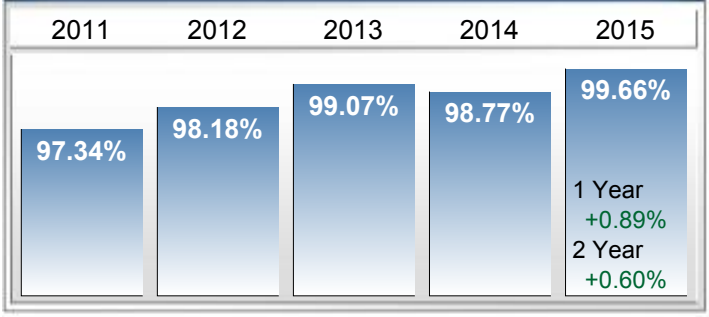
Closed Sales as of Jul 09, 2015

Median Percent of Selling Price to List Price

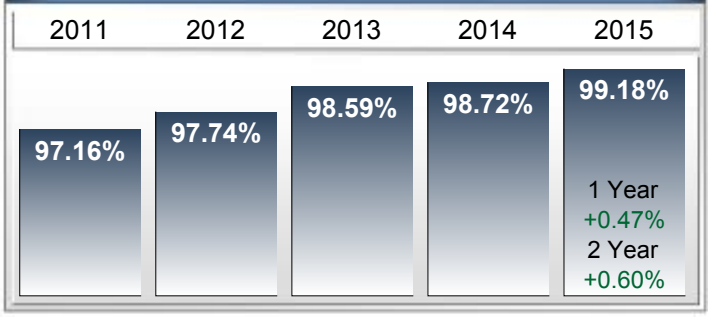
Report Produced on: Jul 10, 2015

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

JUNE



YEAR TO DATE (YTD)



Median Sell/List Price

5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG=98.60%

High
Jun 2015 = 99.66%
Low
Jan 2012 = 96.77%

Median List/Sell this month at **99.66%,** above the 5 yr JUN average of **98.60%**

3 MONTHS

APR	99.43%
MAY	99.42% / -0.00%
JUN	99.66% / 0.24%

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	102	6.60%	95.91%	95.56%	97.24%	94.72%	0.00%
$100,001 $150,000	182	11.78%	99.60%	99.81%	99.34%	99.93%	112.80%
$150,001 $200,000	279	18.06%	100.00%	100.00%	100.00%	99.21%	100.00%
$200,001 $275,000	381	24.66%	100.00%	100.00%	100.00%	100.00%	99.34%
$275,001 $325,000	185	11.97%	99.83%	0.00%	99.77%	99.71%	99.93%
$325,001 $450,000	257	16.63%	99.46%	0.00%	100.00%	99.48%	99.31%
$450,001 and up	159	10.29%	98.79%	93.16%	100.00%	99.20%	98.59%

Median List/Sell Ratio:	99.66%	99.63%	99.99%	99.69%	99.24%
Total Closed Units:	1,545	59	672	615	199
Total Closed Volume:	419,377,894	7.87M	137.82M	187.65M	86.03M

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

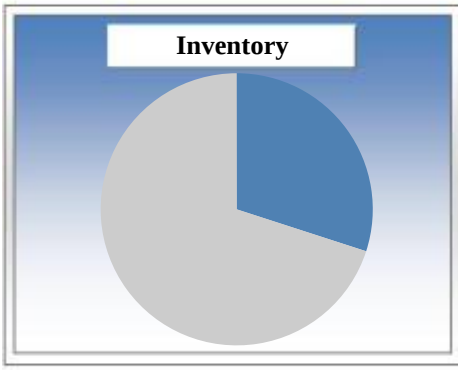
June 2015

Inventory as of Jul 09, 2015

Market Summary

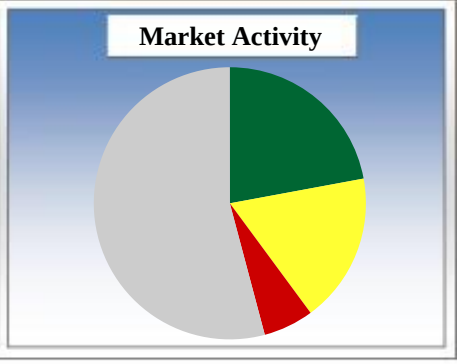
Report Produced on: Jul 10, 2015

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

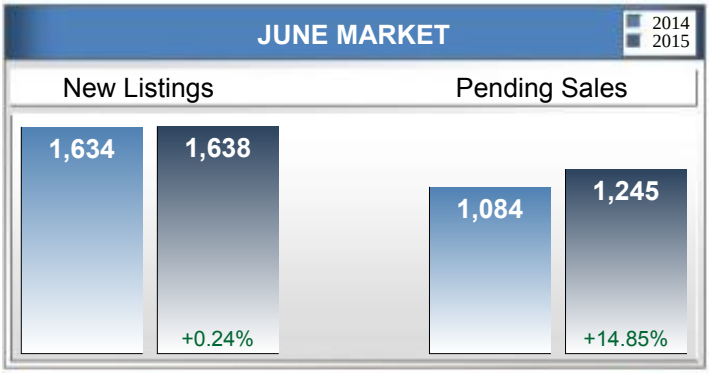
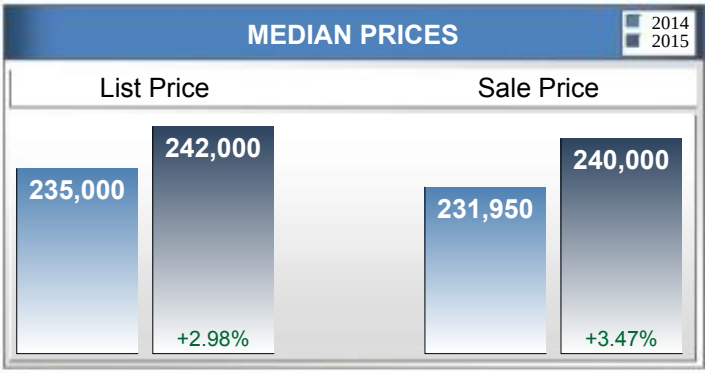
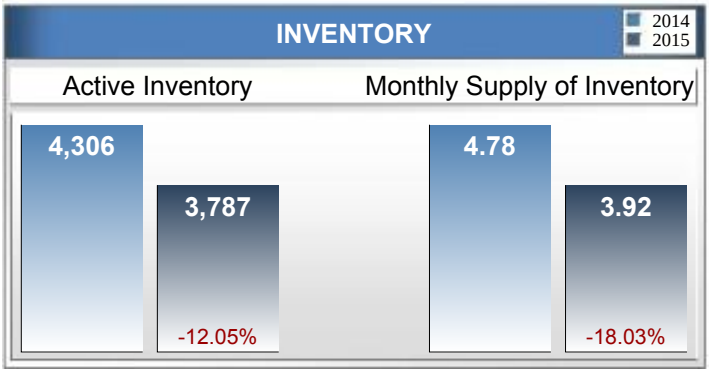
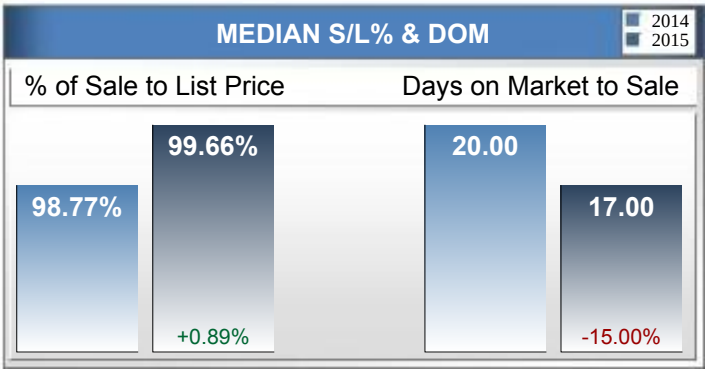


Inventory	
New Listings	1,638 = 29.99%
Start Inventory	3,824
Total Inventory Units	5,462
Volume	$1,697,653,249

Market Activity	
Closed Sales	1,545 = 22.09%
Pending Sales	1,245 = 17.80%
Other Off Market	418 = 5.98%
Active Inventory	3,787 = 54.14%



Absorption: Last 12 months, an Average of **967** Sales/Month

Active Inventory as of June 30, 2015 = **3,787**

	JUNE			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	1,235	1,545	25.10%	5,187	5,923	14.19%
Pending Sales	1,084	1,245	14.85%	5,986	7,230	20.78%
New Listings	1,634	1,638	0.24%	9,473	9,856	4.04%
Median List Price	235,000	242,000	2.98%	219,000	228,490	4.33%
Median Sale Price	231,950	240,000	3.47%	214,950	225,000	4.68%
Median Percent of Selling Price to List Price	98.77%	99.66%	0.89%	98.72%	99.18%	0.47%
Median Days on Market to Sale	20.00	17.00	-15.00%	29.00	25.00	-13.79%
Monthly Inventory	4,306	3,787	-12.05%	4,306	3,787	-12.05%
Months Supply of Inventory	4.78	3.92	-18.03%	4.78	3.92	-18.03%