



October 2016

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

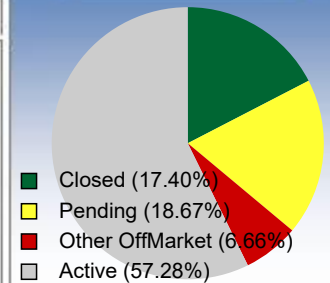


Absorption: Last 12 months, an Average of **1,066** Sales/Month

Active Inventory as of October 31, 2016 = **3,305**

	OCTOBER		
	2015	2016	+/- %
Closed Sales	1,032	1,004	-2.71%
Pending Sales	883	1,077	21.97%
New Listings	1,334	1,346	0.90%
Median List Price	225,000	240,000	6.67%
Median Sale Price	224,000	240,000	7.14%
Median Percent of Selling Price to List Price	99.40%	99.37%	-0.03%
Median Days on Market to Sale	26.00	21.00	-19.23%
End of Month Inventory	4,047	3,305	-18.33%
Months Supply of Inventory	3.98	3.10	-22.13%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 10, 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 October 2016 decreased **18.33%** to 3,305 existing homes available for sale. Over the last 12 months this area has had an average of 1,066 closed sales per month. This represents an unsold inventory index of **3.10** 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 **7.14%** in October 2016 to \$240,000 versus the previous year at \$224,000.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 5.00 days or **19.23%** in October 2016 compared to last year's same month at **26.00** DOM.

Sales Success for October 2016 is Positive

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

There were 1,346 New Listings in October 2016, up **0.90%** from last year at 1,334. Furthermore, there were 1,004 sales this month versus last year at 1,032, a **-2.71%** decrease.

Closed versus Listed trends yielded a **74.6%** ratio, down from last year's October 2016 at **77.4%**, a **3.58%** downswing. 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

October 2016

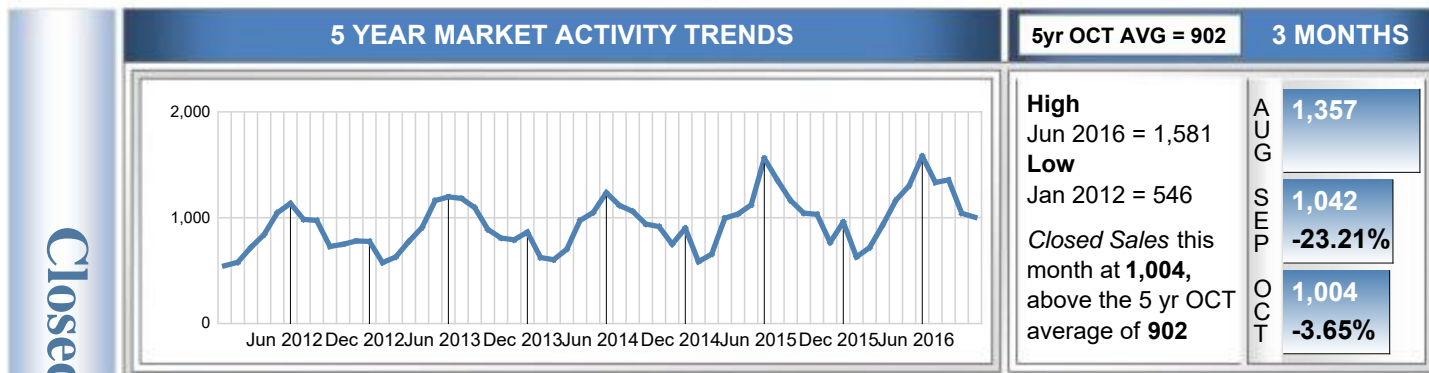
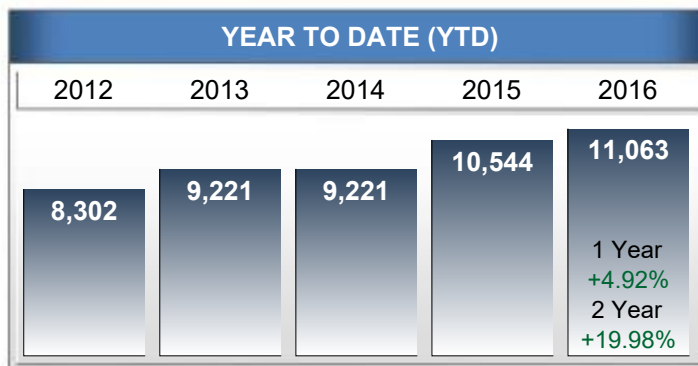
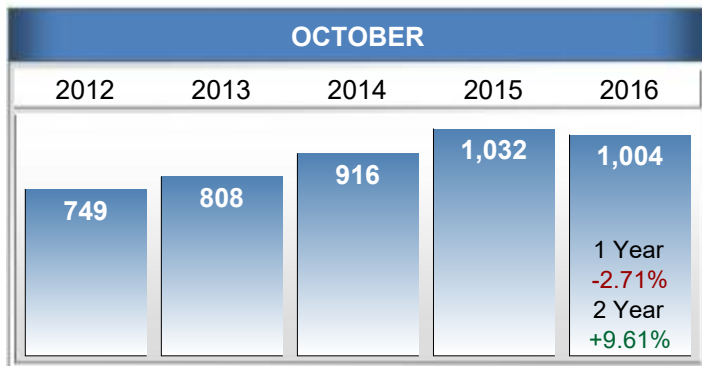
Closed Sales as of Nov 07, 2016



Closed Sales

Report Produced on: Nov 10, 2016

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



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	92	9.16%	35.0	22	61	7	2
\$125,001 - \$150,000	69	6.87%	19.0	8	47	13	1
\$150,001 - \$200,000	202	20.12%	19.5	6	141	50	5
\$200,001 - \$275,000	252	25.10%	16.5	11	97	130	14
\$275,001 - \$325,000	110	10.96%	17.0	1	31	70	8
\$325,001 - \$450,000	179	17.83%	23.0	2	41	89	47
\$450,001 and up	100	9.96%	35.0	1	14	38	47
Total Closed Units: 1,004				51	432	397	124
Total Closed Volume: 277,073,837				7.93M	92.52M	121.91M	54.72M
Median Closed Price: \$240,000				\$132,000	\$189,900	\$275,000	\$397,500

Closed Sales

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



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2016

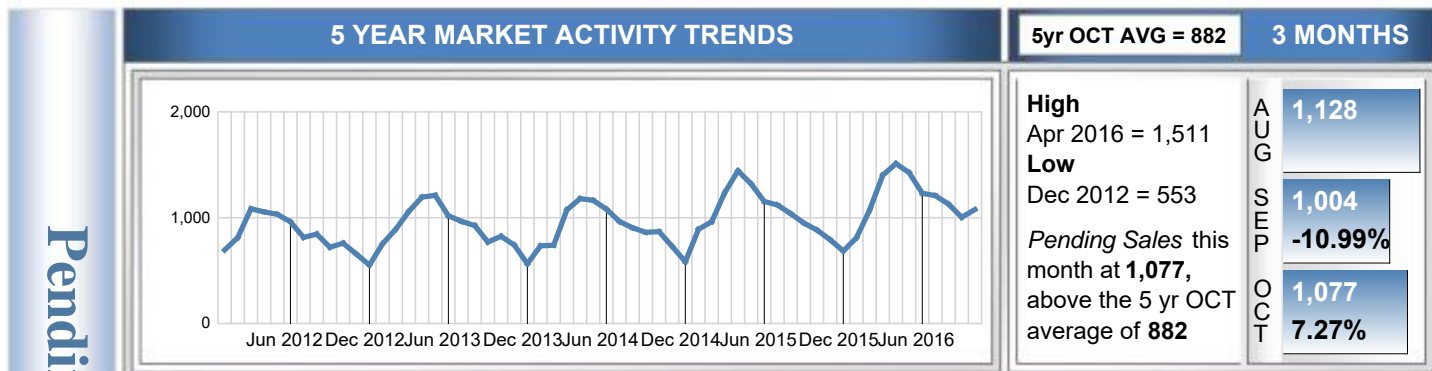
Pending Sales as of Nov 07, 2016



Pending Sales

Report Produced on: Nov 10, 2016

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	7.61%	23.0	27	44	10	1	
\$100,001 - \$150,000	143	13.28%	21.0	14	101	26	2	
\$150,001 - \$175,000	87	8.08%	19.0	3	67	15	2	
\$175,001 - \$250,000	330	30.64%	22.5	6	186	125	13	
\$250,001 - \$325,000	178	16.53%	27.5	1	58	96	23	
\$325,001 - \$425,000	148	13.74%	25.0	1	34	80	33	
\$425,001 and up	109	10.12%	26.0	2	7	43	57	
Total Pending Units: 1,077				24.0	54	497	395	131
Total Pending Volume: 286,331,367					6.71M	99.58M	114.66M	65.37M
Median Listing Price: \$229,950					\$104,500	\$189,900	\$269,500	\$399,950

Pending Sales

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



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2016

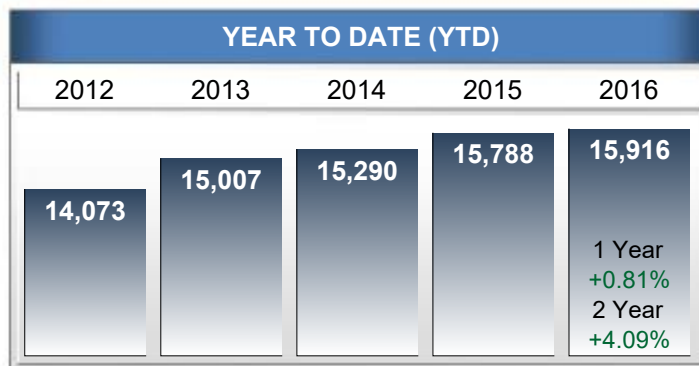
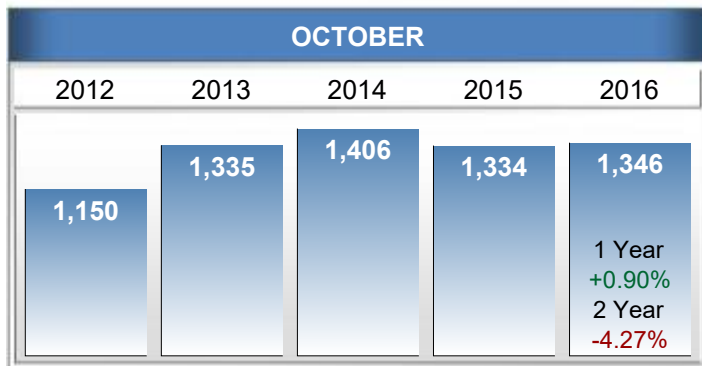
New Listings as of Nov 07, 2016



New Listings

Report Produced on: Nov 10, 2016

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



5yr OCT AVG = 1,314 **3 MONTHS**

High
Apr 2015 = 2,073
Low
Dec 2015 = 763

New Listings this month at **1,346**, above the 5 yr OCT average of **1,314**

AUG	1,500
SEP	1,450
OCT	1,346
-3.33%	
-7.17%	

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	139	10.33%	36	83	20	0
\$125,001 - \$150,000	87	6.46%	6	60	20	1
\$150,001 - \$200,000	235	17.46%	9	170	52	4
\$200,001 - \$275,000	320	23.77%	9	150	142	19
\$275,001 - \$350,000	221	16.42%	2	58	137	24
\$350,001 - \$475,000	183	13.60%	1	36	94	52
\$475,001 and up	161	11.96%	0	10	65	86
Total New Listed Units:			63	567	530	186
Total New Listed Volume:			8.32M	120.92M	175.06M	90.99M
Median New Listed Listing Price:			\$119,950	\$195,000	\$296,000	\$447,953



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2016

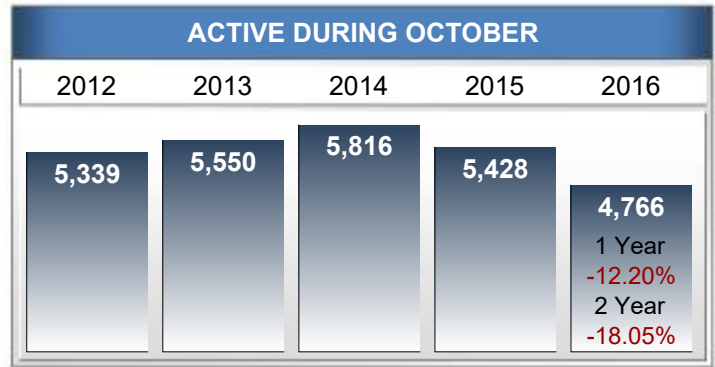
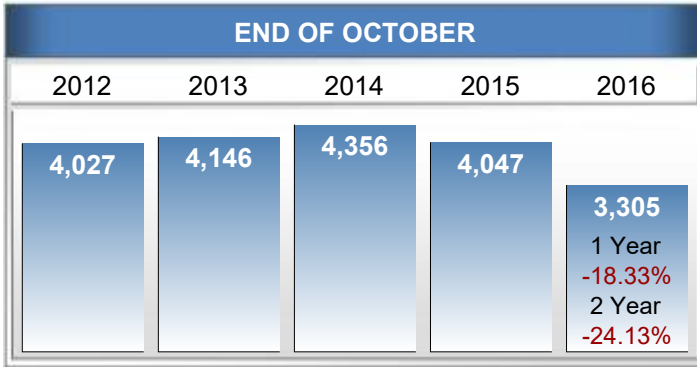
Active Inventory as of Nov 07, 2016



Active Inventory

Report Produced on: Nov 10, 2016

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



5yr OCT AVG = 3,976		3 MONTHS	
High	Jul 2014 = 4,413	AUG	3,424
Low	Feb 2016 = 3,189	SEP	3,437
Inventory this month at 3,305 , below the 5 yr OCT average of 3,976		OCT	3,305
			0.38%
			-3.84%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$125,000 and less	340	10.29%	74.0	100	201	37	2		
\$125,001 - \$150,000	191	5.78%	71.0	28	137	25	1		
\$150,001 - \$225,000	684	20.70%	59.0	40	446	185	13		
\$225,001 - \$325,000	742	22.45%	62.0	19	288	365	70		
\$325,001 - \$425,000	556	16.82%	66.5	8	110	290	148		
\$425,001 - \$575,000	417	12.62%	74.0	1	45	208	163		
\$575,001 and up	375	11.35%	82.0	0	20	129	226		
Total Active Inventory by Units:				3,305	67.0	196	1,247	1,239	623
Total Active Inventory by Volume:				1,123,528,345		27.61M	277.12M	457.43M	361.37M
Median Active Inventory Listing Price:				\$285,000		\$124,250	\$196,500	\$329,950	\$494,900



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2016

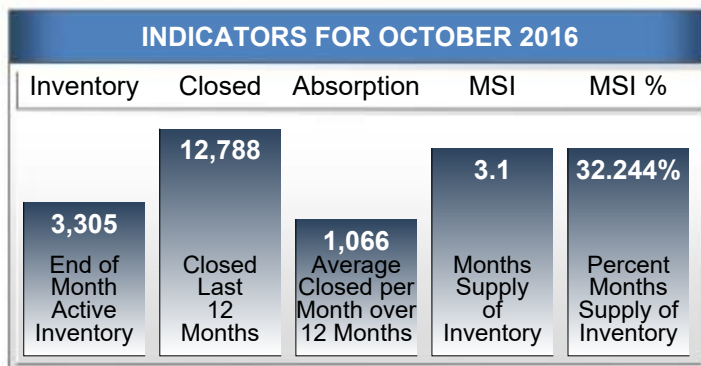
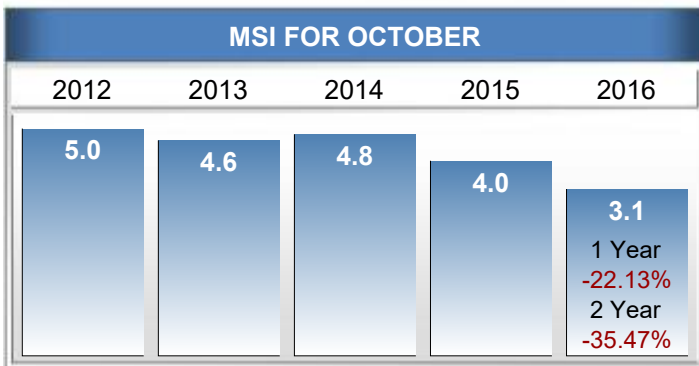
Active Inventory as of Nov 07, 2016



Months Supply of Inventory

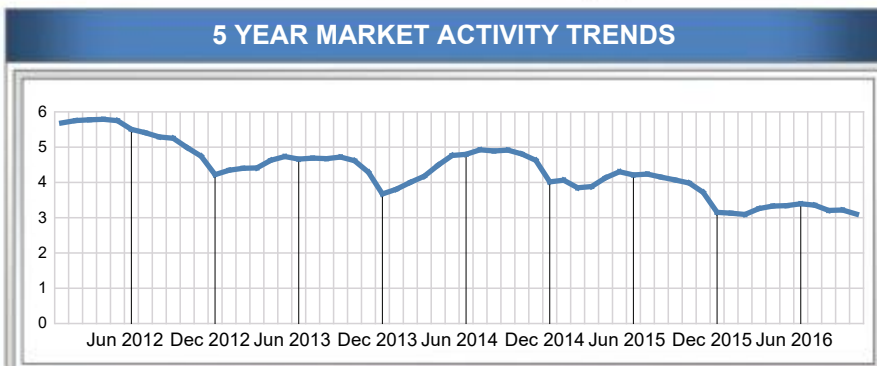
Report Produced on: Nov 10, 2016

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



5yr OCT AVG = 4.3 **3 MONTHS**

High
Apr 2012 = 5.8

Low
Feb 2016 = 3.1

Months Supply this month at **3.1**, below the 5 yr OCT average of **4.3**

AUG	3.2
SEP	3.2
OCT	3.1
0.39%	
-3.63%	

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	340	10.29%	2.6	3.6	2.4	2.1	1.3
\$125,001 - \$150,000	191	5.78%	2.6	4.7	2.5	1.9	0.9
\$150,001 - \$225,000	684	20.70%	2.3	3.7	2.3	2.0	1.6
\$225,001 - \$325,000	742	22.45%	2.7	3.0	3.1	2.4	2.8
\$325,001 - \$425,000	556	16.82%	3.8	9.6	4.0	3.7	3.7
\$425,001 - \$575,000	417	12.62%	4.9	1.7	4.1	6.0	4.3
\$575,001 and up	375	11.35%	7.6	0.0	4.7	7.3	8.2
MSI:	3.1			3.7	2.7	3.0	4.4
Total Active Inventory:	3,305			196	1,247	1,239	623



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2016

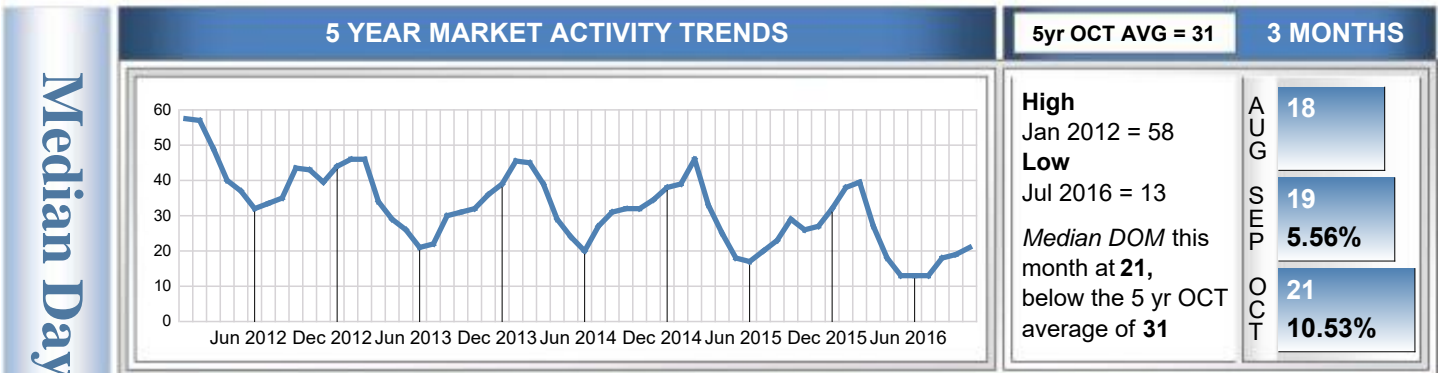
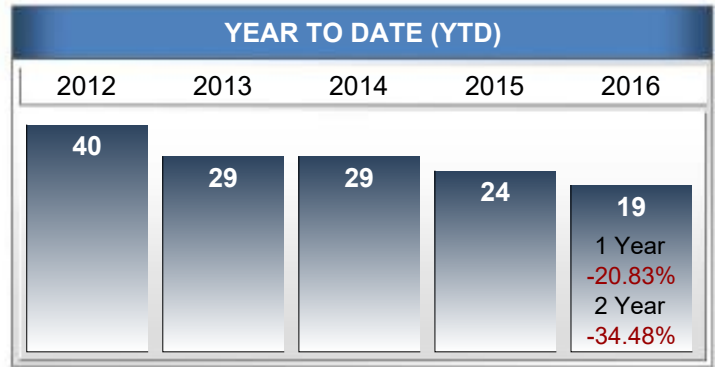
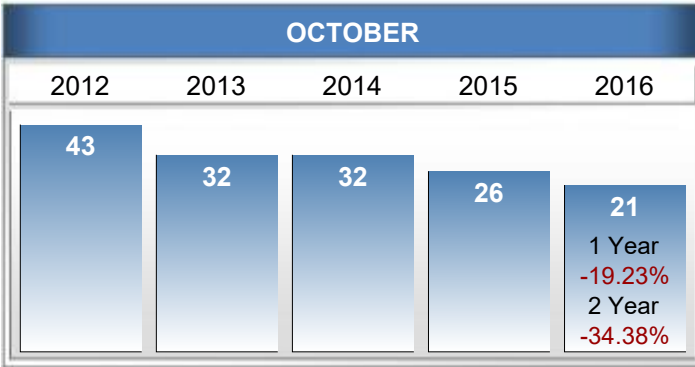
Closed Sales as of Nov 07, 2016



Median Days on Market to Sale

Report Produced on: Nov 10, 2016

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



Median Days on Market

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

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	92			9.16%	35.0	25.5	40.0	17.0	24.5
\$125,001 - \$150,000	69			6.87%	19.0	14.5	17.0	35.0	67.0
\$150,001 - \$200,000	202			20.12%	19.5	12.5	18.0	23.5	9.0
\$200,001 - \$275,000	252			25.10%	16.5	4.0	16.0	19.5	45.5
\$275,001 - \$325,000	110			10.96%	17.0	7.0	15.0	19.5	19.0
\$325,001 - \$450,000	179			17.83%	23.0	8.0	12.0	22.0	42.0
\$450,001 and up	100			9.96%	35.0	122.0	43.0	14.5	43.0
Median Closed DOM:	21.0					15.0	20.0	20.0	42.0
Total Closed Units:	1,004					51	432	397	124
Total Closed Volume:	277,073,837					7.93M	92.52M	121.91M	54.72M



Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

October 2016

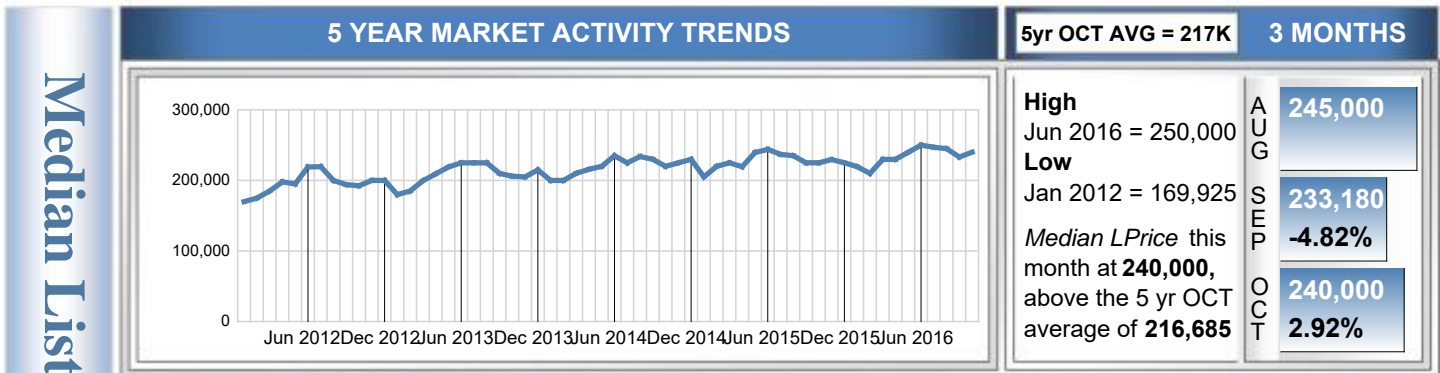
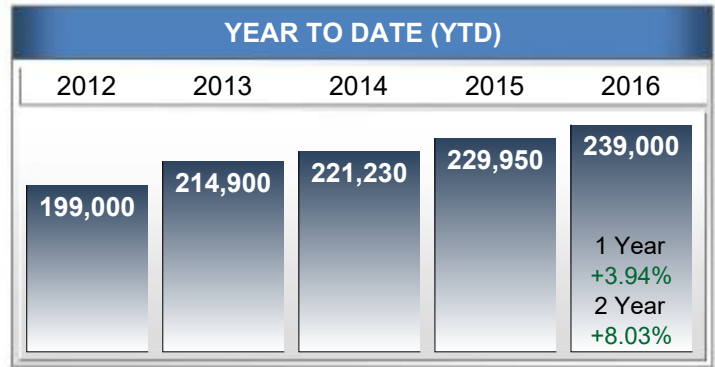
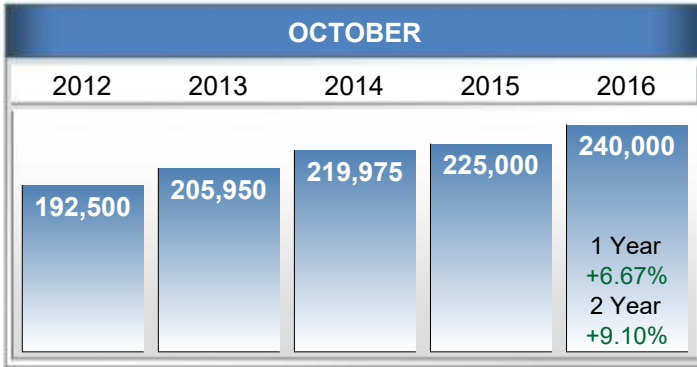
Closed Sales as of Nov 07, 2016



Median List Price at Closing

Report Produced on: Nov 10, 2016

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+	
\$125,000 and less	87		8.67%	88,110	69,000	99,700	65,000	24,000	
\$125,001 - \$150,000	69		6.87%	139,950	139,925	140,000	139,950	140,000	
\$150,001 - \$200,000	209		20.82%	179,900	179,925	178,950	182,500	194,450	
\$200,001 - \$275,000	242		24.10%	235,450	235,450	229,950	239,900	249,500	
\$275,001 - \$325,000	119		11.85%	299,900	306,000	297,051	299,975	299,250	
\$325,001 - \$450,000	174		17.33%	366,975	346,000	374,250	365,000	375,000	
\$450,001 and up	104		10.36%	550,217	469,545	529,995	574,900	550,000	
Median List Price:		\$240,000			\$139,950	\$189,975	\$275,000	\$400,000	
Total Closed Units:		1,004				51	432	397	124
Total List Volume:		279,832,994			8.09M	93.69M	123.20M	54.85M	



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2016

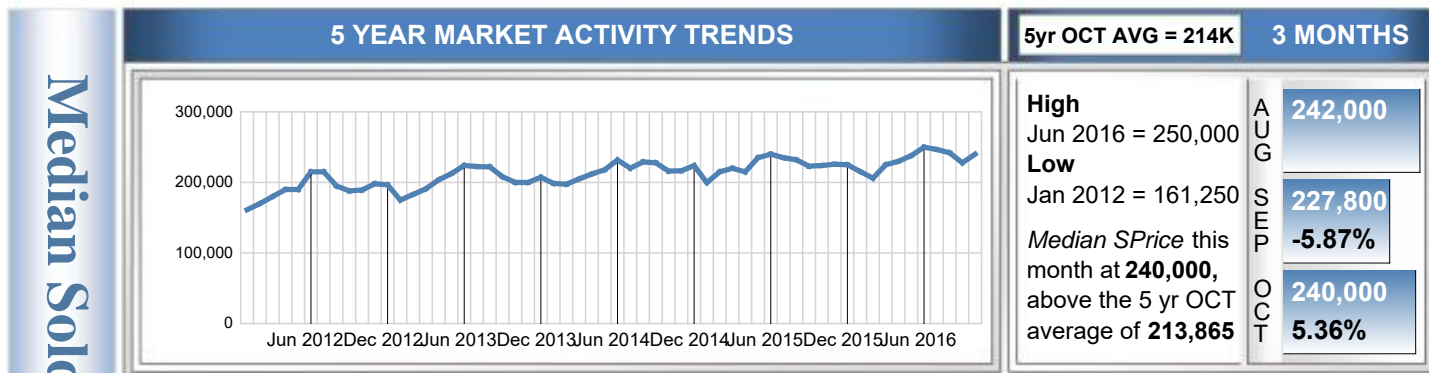
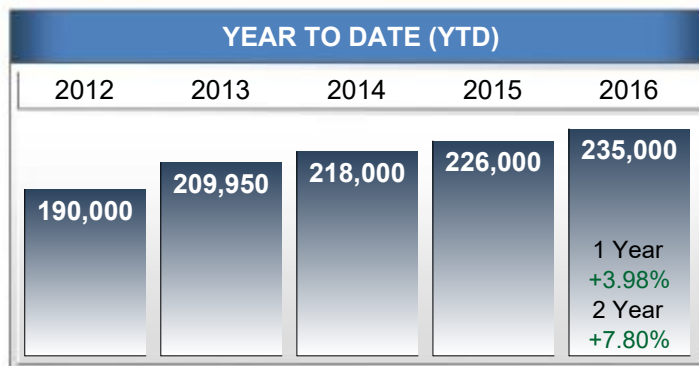
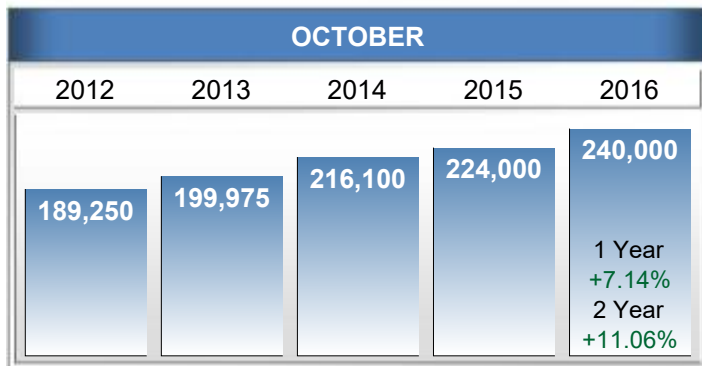
Closed Sales as of Nov 07, 2016



Median Sold Price at Closing

Report Produced on: Nov 10, 2016

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



Median Sold Price

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

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	92		9.16%	87,000	67,500	94,950	55,002	74,500
\$125,001 - \$150,000	69		6.87%	140,000	136,000	140,000	142,000	139,950
\$150,001 - \$200,000	202		20.12%	178,450	183,950	179,900	175,000	190,000
\$200,001 - \$275,000	252		25.10%	235,050	251,250	233,450	235,050	246,000
\$275,001 - \$325,000	110		10.96%	301,475	306,000	300,950	302,000	296,375
\$325,001 - \$450,000	179		17.83%	369,950	343,500	374,660	365,000	375,000
\$450,001 and up	100		9.96%	559,818	489,525	524,570	572,596	550,433
Median Closed Price:	\$240,000				\$132,000	\$189,900	\$275,000	\$397,500
Total Closed Units:	1,004				51	432	397	124
Total Closed Volume:	277,073,837				7.93M	92.52M	121.91M	54.72M



Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

October 2016

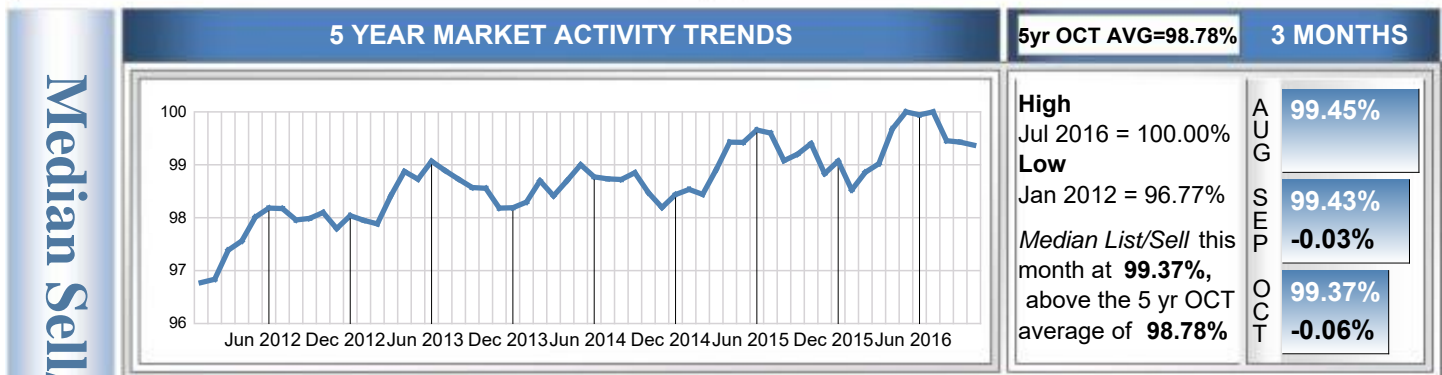
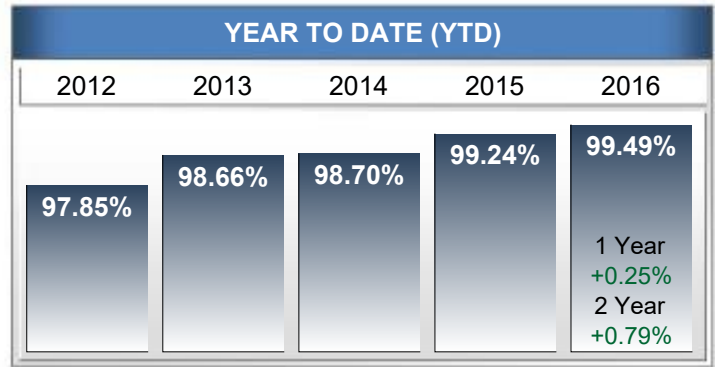
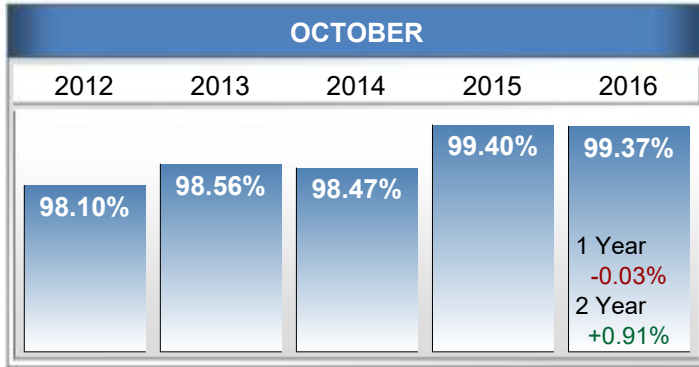
Closed Sales as of Nov 07, 2016



Median Percent of Selling Price to List Price

Report Produced on: Nov 10, 2016

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+
\$125,000 and less	92	9.16%	97.01%	90.33%	99.17%	92.59%	94.64%
\$125,001 - \$150,000	69	6.87%	99.23%	97.73%	99.21%	100.00%	100.00%
\$150,001 - \$200,000	202	20.12%	100.00%	98.62%	100.00%	99.86%	99.79%
\$200,001 - \$275,000	252	25.10%	100.00%	100.75%	99.59%	99.98%	98.79%
\$275,001 - \$325,000	110	10.96%	99.07%	100.00%	98.35%	99.09%	98.84%
\$325,001 - \$450,000	179	17.83%	99.26%	99.32%	98.80%	99.49%	99.16%
\$450,001 and up	100	9.96%	99.44%	104.26%	99.53%	99.44%	99.39%
Median List/Sell Ratio:	99.37%			100.00%	99.34%	99.56%	99.12%
Total Closed Units:	1,004			51	432	397	124
Total Closed Volume:	277,073,837			7.93M	92.52M	121.91M	54.72M



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2016

Inventory as of Nov 07, 2016



Market Summary

Report Produced on: Nov 10, 2016

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



Absorption: Last 12 months, an Average of **1,066** Sales/Month

Active Inventory as of October 31, 2016 = **3,305**

	OCTOBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	1,032	1,004	-2.71%	10,544	11,063	4.92%
Pending Sales	883	1,077	21.97%	10,997	11,870	7.94%
New Listings	1,334	1,346	0.90%	15,788	15,916	0.81%
Median List Price	225,000	240,000	6.67%	229,950	239,000	3.94%
Median Sale Price	224,000	240,000	7.14%	226,000	235,000	3.98%
Median Percent of Selling Price to List Price	99.40%	99.37%	-0.03%	99.24%	99.49%	0.25%
Median Days on Market to Sale	26.00	21.00	-19.23%	24.00	19.00	-20.83%
Monthly Inventory	4,047	3,305	-18.33%	4,047	3,305	-18.33%
Months Supply of Inventory	3.98	3.10	-22.13%	3.98	3.10	-22.13%

