



November 2016

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

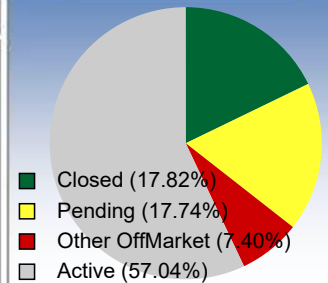


Absorption: Last 12 months, an Average of **1,081** Sales/Month

Active Inventory as of November 30, 2016 = **3,022**

	NOVEMBER		
	2015	2016	+/- %
Closed Sales	766	944	23.24%
Pending Sales	792	940	18.69%
New Listings	972	988	1.65%
Median List Price	229,500	236,250	2.94%
Median Sale Price	225,750	233,000	3.21%
Median Percent of Selling Price to List Price	98.83%	99.52%	0.70%
Median Days on Market to Sale	27.00	25.00	-7.41%
End of Month Inventory	3,783	3,022	-20.12%
Months Supply of Inventory	3.72	2.80	-24.81%

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 **20.12%** to 3,022 existing homes available for sale. Over the last 12 months this area has had an average of 1,081 closed sales per month. This represents an unsold inventory index of **2.80** 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 **3.21%** in November 2016 to \$233,000 versus the previous year at \$225,750.

Median Days on Market Shortens

The median number of **25.00** days that homes spent on the market before selling decreased by 2.00 days or **7.41%** in November 2016 compared to last year's same month at **27.00** 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 988 New Listings in November 2016, up **1.65%** from last year at 972. Furthermore, there were 944 sales this month versus last year at 766, a **23.24%** increase.

Closed versus Listed trends yielded a **95.5%** ratio, up from last year's November 2016 at **78.8%**, a **21.24%** 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

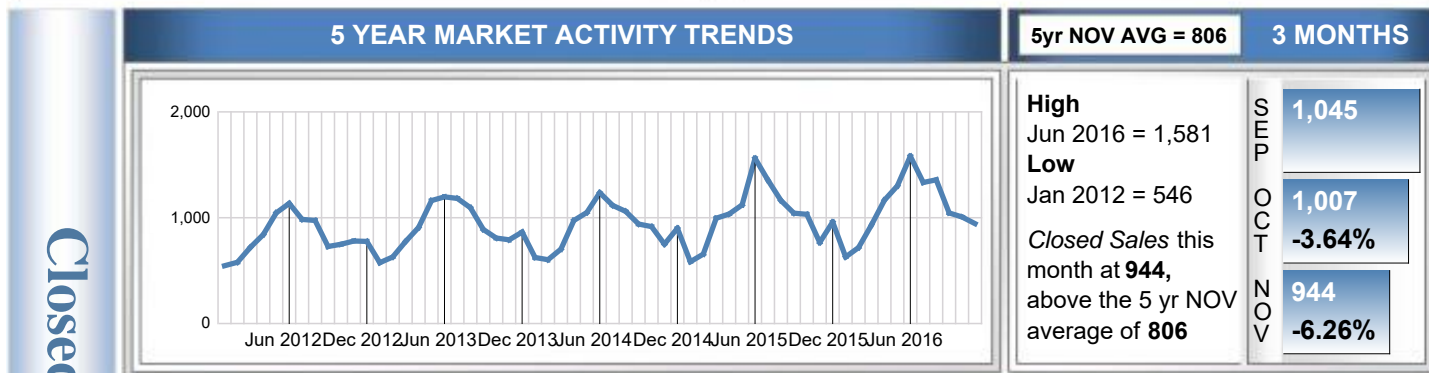
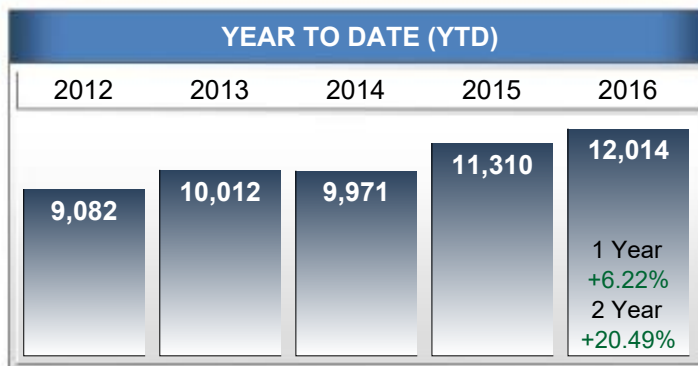
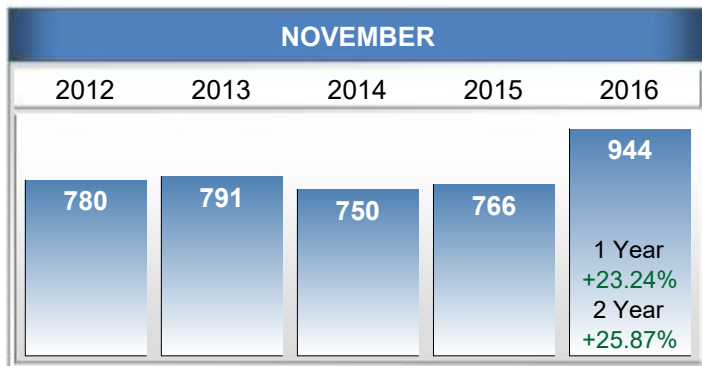
Closed Sales as of Dec 10, 2016



Report Produced on: Dec 12, 2016

Closed Sales

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+		
\$100,000 and less	73	7.73%	31.0	24	40	8	1		
\$100,001 - \$150,000	89	9.43%	26.0	6	69	13	1		
\$150,001 - \$200,000	186	19.70%	21.5	3	137	44	2		
\$200,001 - \$275,000	245	25.95%	23.0	7	127	98	13		
\$275,001 - \$350,000	134	14.19%	24.0	3	39	72	20		
\$350,001 - \$450,000	111	11.76%	27.0	0	21	60	30		
\$450,001 and up	106	11.23%	36.0	0	11	38	57		
Total Closed Units:				944	25.0	43	444	333	124
Total Closed Volume:				261,141,270		5.48M	91.13M	102.52M	62.01M
Median Closed Price:				\$233,000		\$100,000	\$193,250	\$280,000	\$432,450

Closed Sales

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Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

November 2016

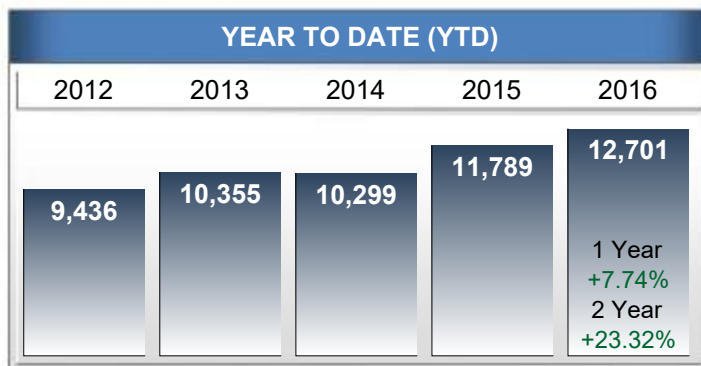
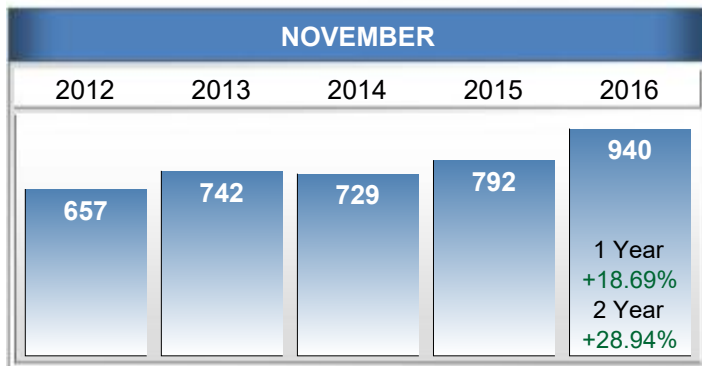
Pending Sales as of Dec 10, 2016



Pending Sales

Report Produced on: Dec 12, 2016

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Pending Sales

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5yr NOV AVG = 772	3 MONTHS										
High Apr 2016 = 1,508 Low Dec 2012 = 553 <i>Pending Sales</i> this month at 940 , above the 5 yr NOV average of 772	<table border="1"> <tr> <td>SEP</td> <td>982</td> </tr> <tr> <td>OCT</td> <td>1,017</td> </tr> <tr> <td>NOV</td> <td>940</td> </tr> <tr> <td colspan="2">3.56%</td> </tr> <tr> <td colspan="2">-7.57%</td> </tr> </table>	SEP	982	OCT	1,017	NOV	940	3.56%		-7.57%	
SEP	982										
OCT	1,017										
NOV	940										
3.56%											
-7.57%											

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	74	7.87%	30.0	20	46	7	1	
\$100,001 - \$150,000	111	11.81%	38.0	10	80	20	1	
\$150,001 - \$175,000	93	9.89%	25.0	2	68	22	1	
\$175,001 - \$250,000	268	28.51%	26.0	9	149	100	10	
\$250,001 - \$325,000	160	17.02%	25.0	2	48	99	11	
\$325,001 - \$425,000	125	13.30%	33.0	2	25	73	25	
\$425,001 and up	109	11.60%	36.0	0	18	41	50	
Total Pending Units: 940 Total Pending Volume: 248,103,842 Median Listing Price: \$229,970				28.0	45	434	362	99
					6.22M	90.10M	107.56M	44.22M
					\$109,950	\$184,950	\$279,950	\$439,900



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

November 2016

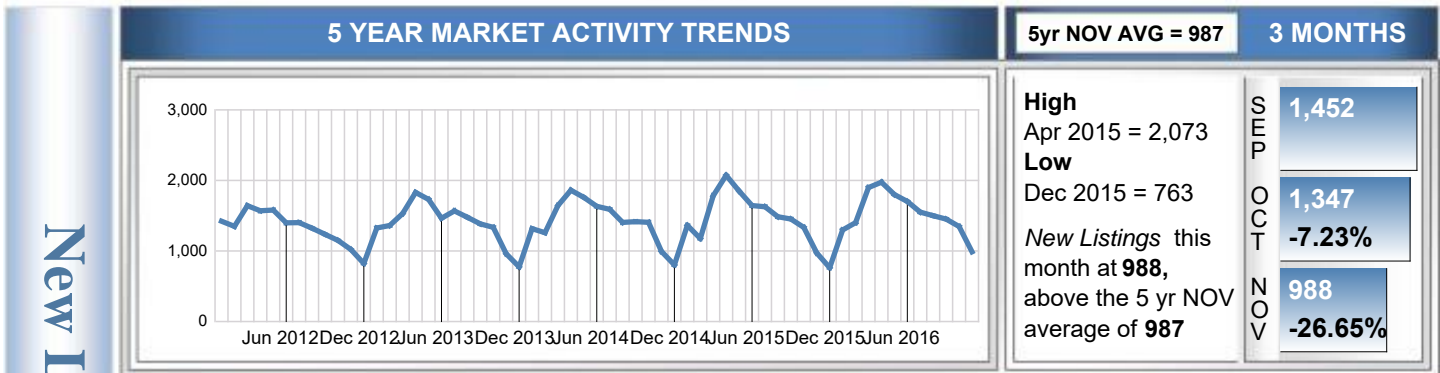
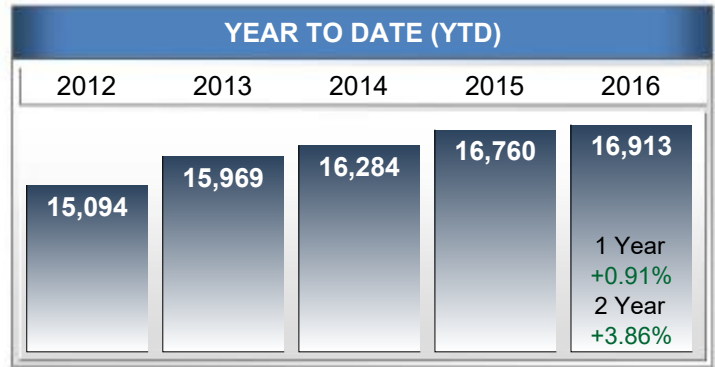
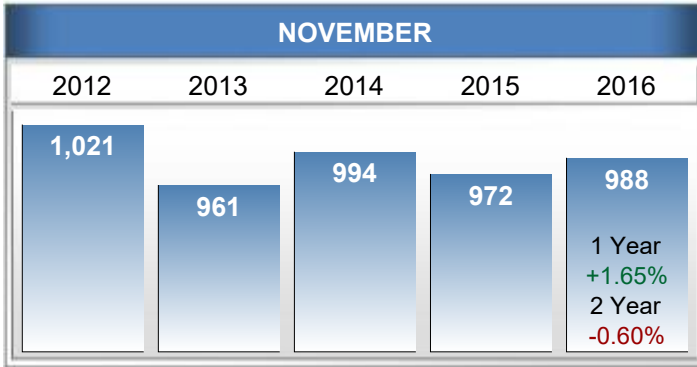
New Listings as of Dec 10, 2016



New Listings

Report Produced on: Dec 12, 2016

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



New Listings

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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	99	10.02%	33	48	18	0
\$125,001 - \$150,000	63	6.38%	10	42	11	0
\$150,001 - \$200,000	175	17.71%	11	116	43	5
\$200,001 - \$300,000	254	25.71%	7	116	112	19
\$300,001 - \$375,000	141	14.27%	2	36	84	19
\$375,001 - \$500,000	152	15.38%	1	41	72	38
\$500,001 and up	104	10.53%	0	6	36	62
Total New Listed Units:			64	405	376	143
Total New Listed Volume:			8.64M	93.89M	121.12M	70.43M
Median New Listed Listing Price:			\$109,950	\$199,950	\$309,925	\$450,000



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

November 2016

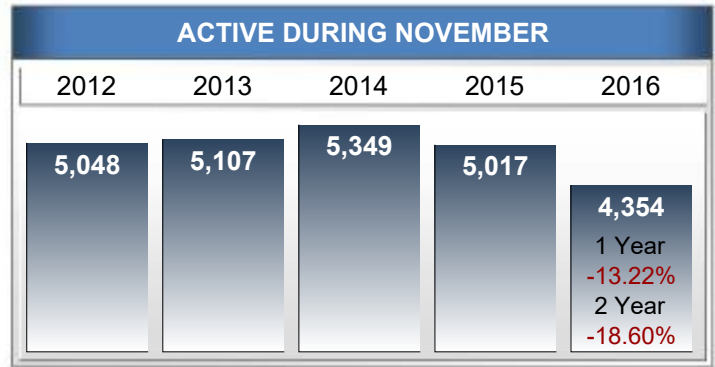
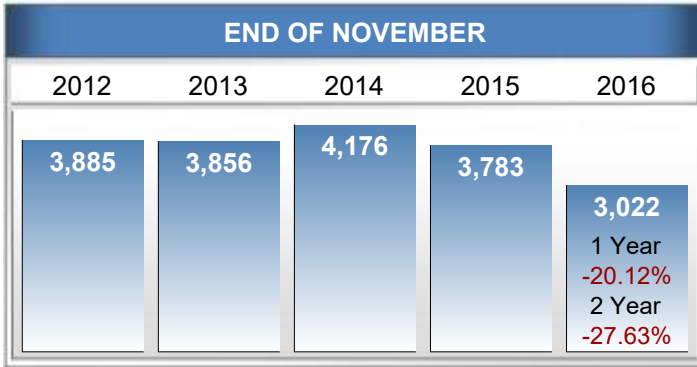
Active Inventory as of Dec 10, 2016



Active Inventory

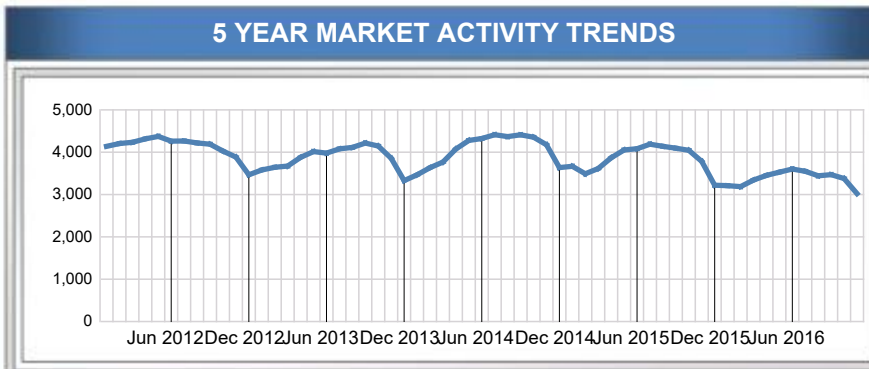
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Active Inventory

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5yr NOV AVG = 3,744	3 MONTHS
High Jul 2014 = 4,413	S E P 3,470
Low Nov 2016 = 3,022	O C T 3,378
<i>Inventory</i> this month at 3,022 , below the 5 yr NOV average of 3,744	N O V 3,022
	-2.65%
	-10.54%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$125,000 and less	303	10.03%	86.0	99	169	33	2		
\$125,001 - \$175,000	389	12.87%	83.0	48	274	64	3		
\$175,001 - \$225,000	392	12.97%	62.0	27	235	116	14		
\$225,001 - \$325,000	660	21.84%	77.0	18	276	305	61		
\$325,001 - \$425,000	544	18.00%	71.5	6	124	276	138		
\$425,001 - \$600,000	427	14.13%	83.0	2	41	225	159		
\$600,001 and up	307	10.16%	86.0	0	17	97	193		
Total Active Inventory by Units:				3,022	77.0	200	1,136	1,116	570
Total Active Inventory by Volume:				1,036,492,200		28.24M	259.90M	418.35M	330.01M
Median Active Inventory Listing Price:				\$289,950		\$127,233	\$199,950	\$339,000	\$499,000



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

November 2016

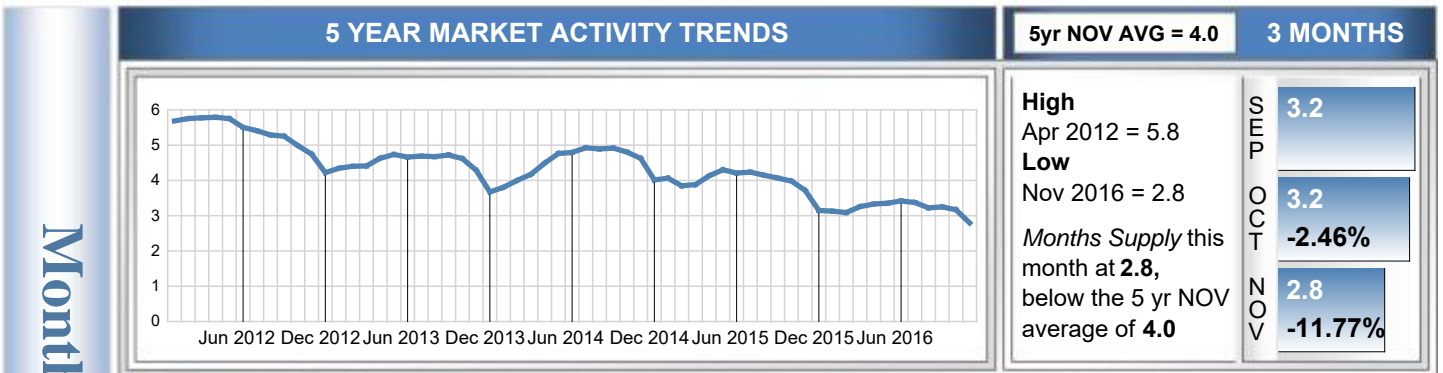
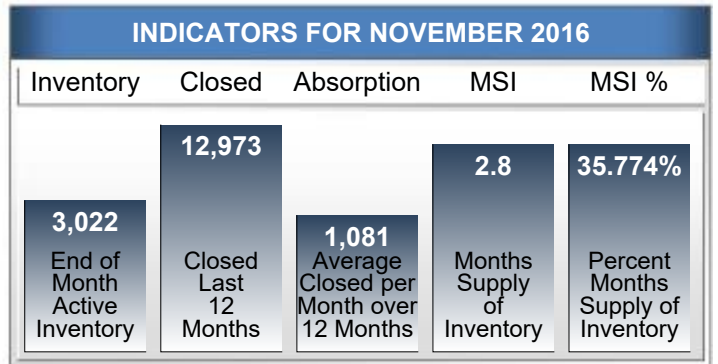
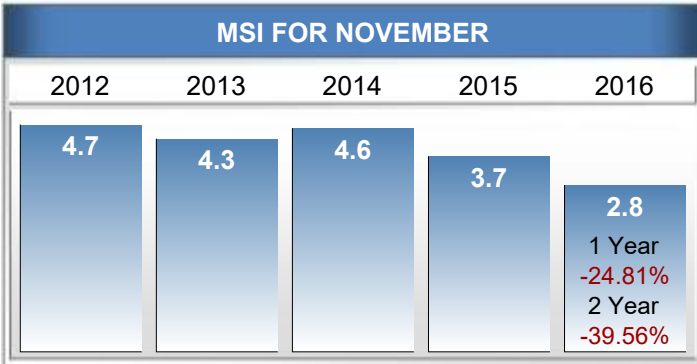
Active Inventory as of Dec 10, 2016



Months Supply of Inventory

Report Produced on: Dec 12, 2016

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Months Supply

Ready to Buy or Sell Real Estate?
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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+
\$125,000 and less	303	10.03%	2.4	3.7	2.1	1.9	1.3
\$125,001 - \$175,000	389	12.87%	2.2	4.4	2.2	1.8	1.2
\$175,001 - \$225,000	392	12.97%	1.9	4.6	1.9	1.6	2.0
\$225,001 - \$325,000	660	21.84%	2.3	2.8	2.8	2.0	2.4
\$325,001 - \$425,000	544	18.00%	3.6	6.0	4.4	3.4	3.5
\$425,001 - \$600,000	427	14.13%	4.5	3.4	3.4	5.9	3.6
\$600,001 and up	307	10.16%	7.4	0.0	5.2	6.7	8.2
MSI:	2.8			3.8	2.4	2.7	3.9
Total Active Inventory:	3,022			200	1,136	1,116	570



Monthly Inventory Analysis

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November 2016

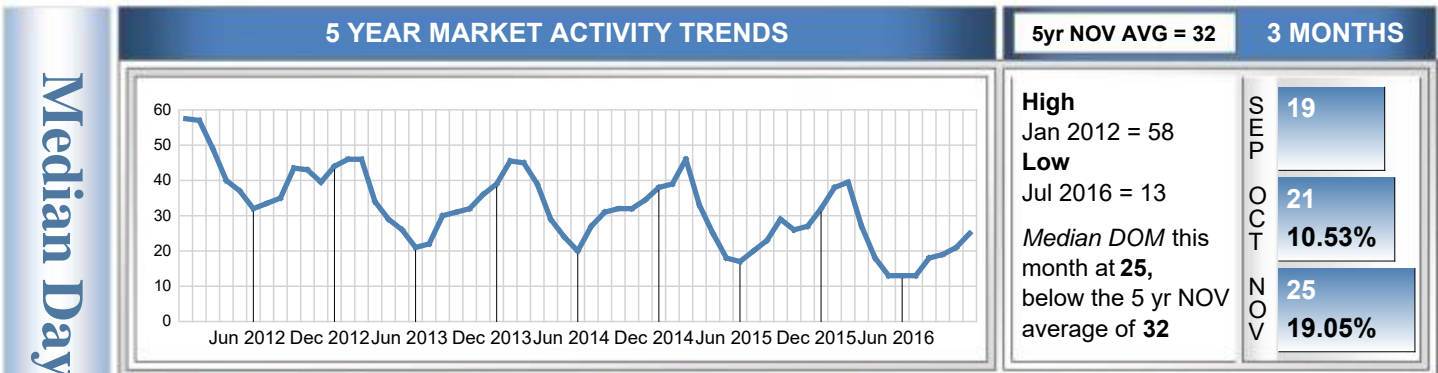
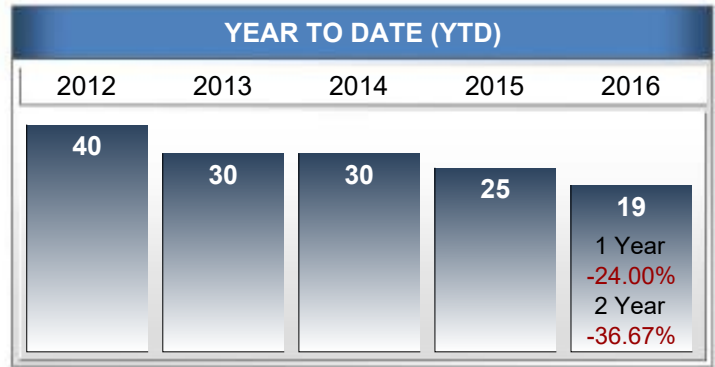
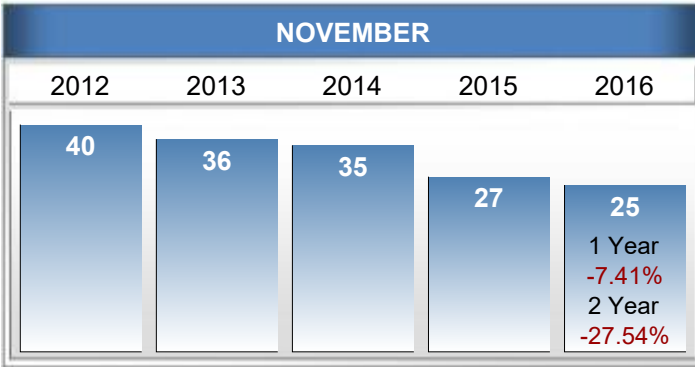
Closed Sales as of Dec 10, 2016



Median Days on Market to Sale

Report Produced on: Dec 12, 2016

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



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	73			7.73%	31.0	21.0	34.5	38.0	19.0
\$100,001 - \$150,000	89			9.43%	26.0	8.5	23.0	38.0	16.0
\$150,001 - \$200,000	186			19.70%	21.5	24.0	18.0	33.0	116.0
\$200,001 - \$275,000	245			25.95%	23.0	6.0	15.0	34.5	33.0
\$275,001 - \$350,000	134			14.19%	24.0	6.0	15.0	24.0	34.0
\$350,001 - \$450,000	111			11.76%	27.0	0.0	27.0	23.5	25.5
\$450,001 and up	106			11.23%	36.0	0.0	7.0	23.5	53.0
Median Closed DOM:					25.0	11.0	19.5	29.0	42.5
Total Closed Units:					944	43	444	333	124
Total Closed Volume:					261,141,270	5.48M	91.13M	102.52M	62.01M



Monthly Inventory Analysis

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November 2016

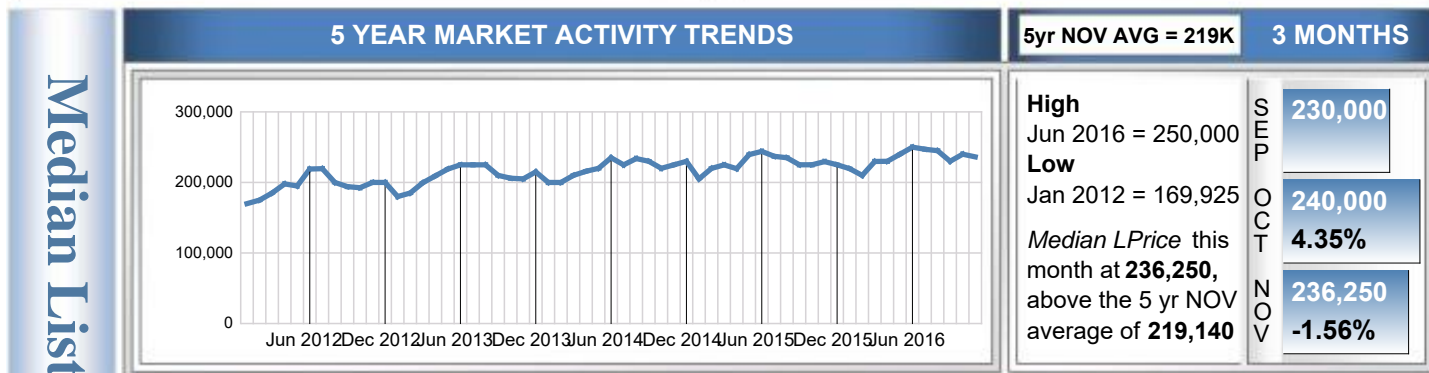
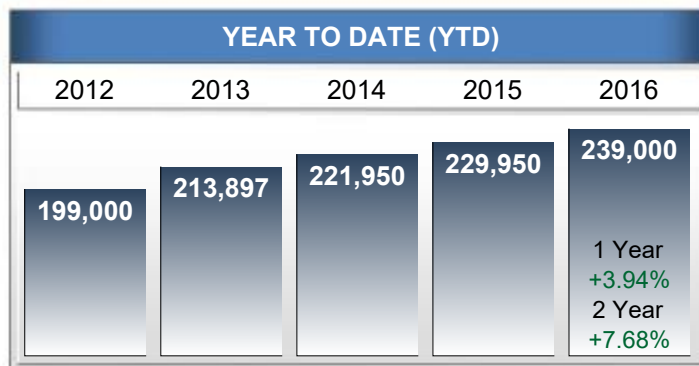
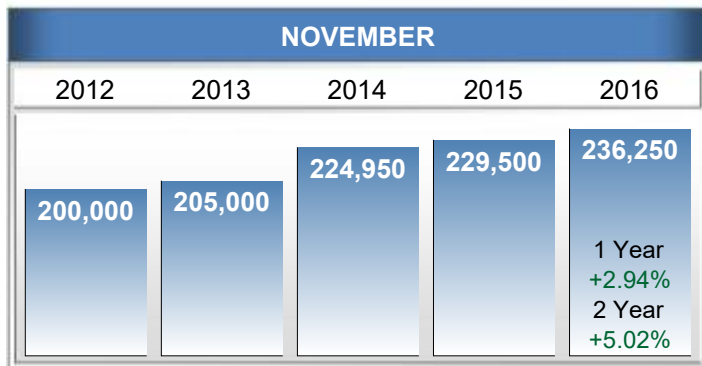
Closed Sales as of Dec 10, 2016



Median List Price at Closing

Report Produced on: Dec 12, 2016

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Median List Price

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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	68	7.20%	69,250	63,500	69,950	69,900	0
\$100,001 - \$150,000	97	10.28%	135,000	143,500	135,000	142,900	127,975
\$150,001 - \$200,000	178	18.86%	179,900	162,500	179,000	180,900	199,900
\$200,001 - \$275,000	247	26.17%	234,950	239,000	229,950	239,950	230,000
\$275,001 - \$350,000	138	14.62%	314,945	344,500	308,000	317,485	319,950
\$350,001 - \$450,000	117	12.39%	390,450	0	400,478	383,225	399,900
\$450,001 and up	99	10.49%	569,000	0	501,150	549,925	599,900
Median List Price:	\$236,250			\$100,000	\$198,250	\$282,950	\$427,450
Total Closed Units:	944			43	444	333	124
Total List Volume:	263,935,567			5.59M	92.04M	102.87M	63.44M



Monthly Inventory Analysis

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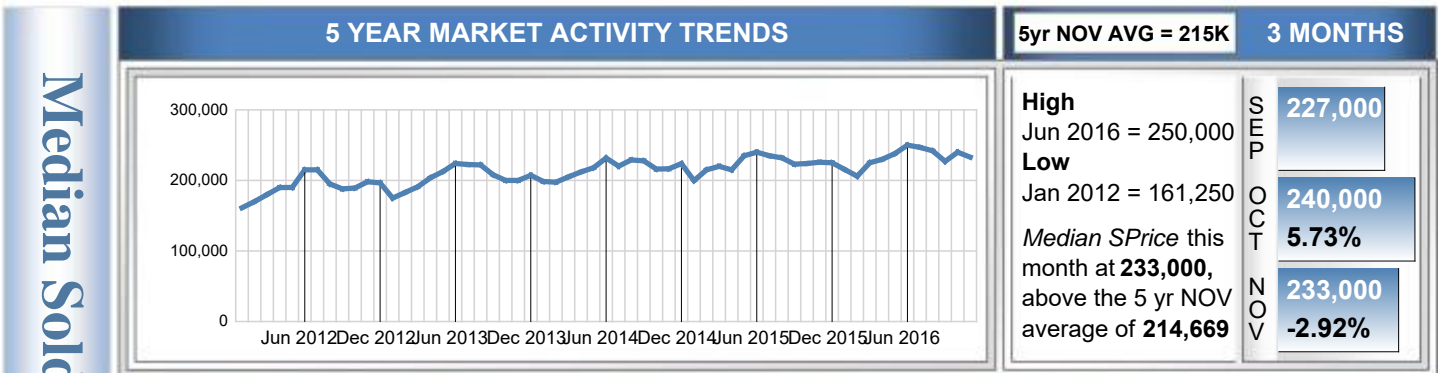
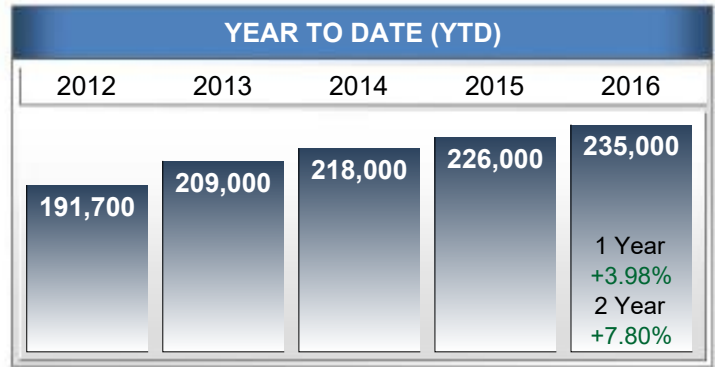
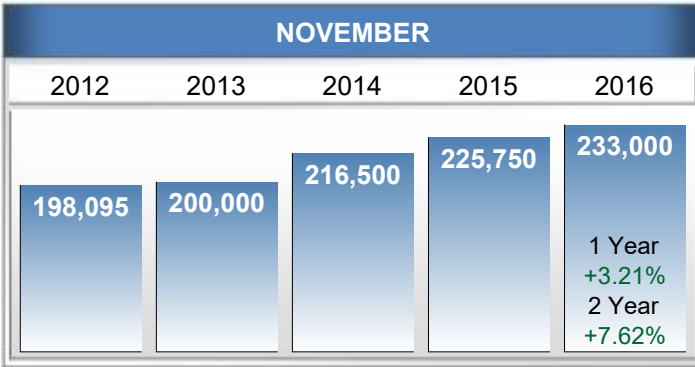
Closed Sales as of Dec 10, 2016



Median Sold Price at Closing

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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	73	7.73%	66,930	62,750	66,715	73,200	74,000
\$100,001 - \$150,000	89	9.43%	133,000	142,500	130,000	136,950	136,000
\$150,001 - \$200,000	186	19.70%	177,640	165,000	175,500	180,000	187,500
\$200,001 - \$275,000	245	25.95%	232,500	234,500	230,000	239,950	230,000
\$275,001 - \$350,000	134	14.19%	314,700	344,500	303,000	315,500	318,500
\$350,001 - \$450,000	111	11.76%	394,900	0	398,079	388,413	404,396
\$450,001 and up	106	11.23%	550,000	0	482,947	545,000	578,785

Median Closed Price:	\$233,000	\$100,000	\$193,250	\$280,000	\$432,450
Total Closed Units:	944	43	444	333	124
Total Closed Volume:	261,141,270	5.48M	91.13M	102.52M	62.01M

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



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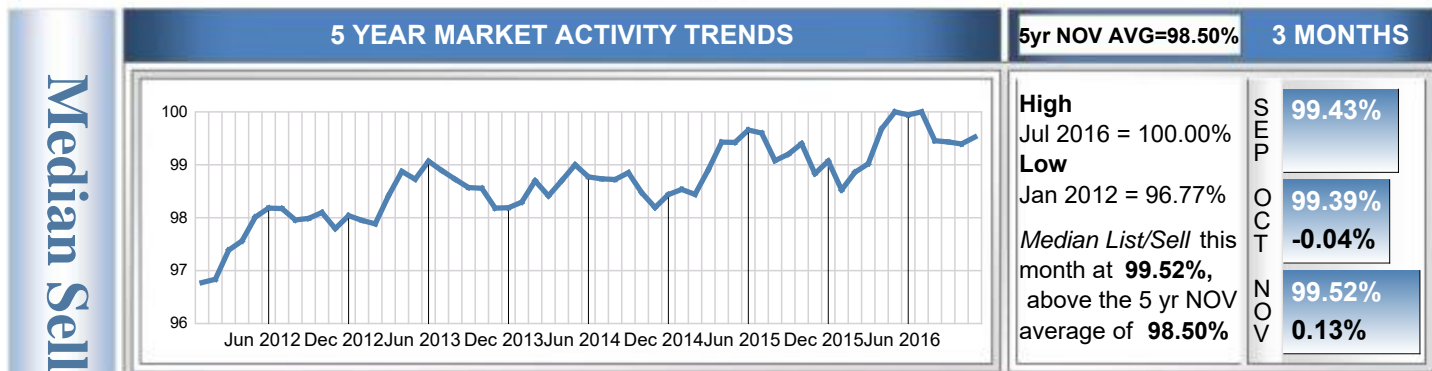
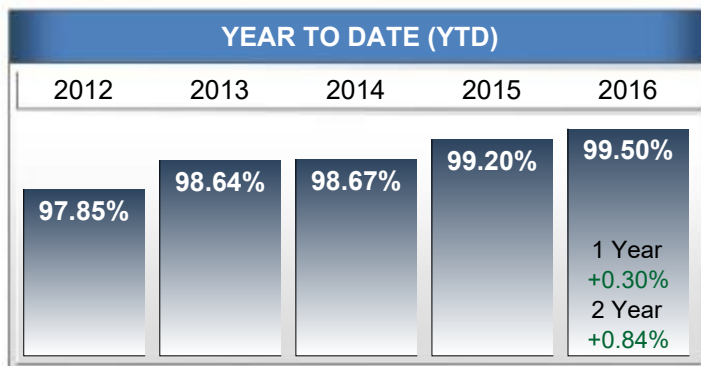
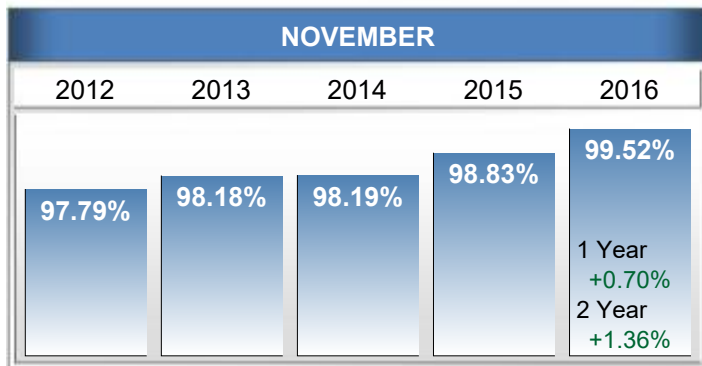
Closed Sales as of Dec 10, 2016



Median Percent of Selling Price to List Price

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Median Sell/List Price

Ready to Buy or Sell Real Estate?
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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	73	7.73%	94.97%	94.60%	94.85%	100.00%	61.69%
\$100,001 - \$150,000	89	9.43%	99.26%	98.49%	99.65%	97.32%	100.00%
\$150,001 - \$200,000	186	19.70%	100.00%	100.00%	100.00%	100.00%	93.80%
\$200,001 - \$275,000	245	25.95%	99.40%	100.00%	99.77%	98.66%	98.18%
\$275,001 - \$350,000	134	14.19%	99.70%	100.00%	99.06%	99.59%	99.94%
\$350,001 - \$450,000	111	11.76%	100.00%	0.00%	100.00%	99.75%	100.00%
\$450,001 and up	106	11.23%	98.92%	0.00%	101.05%	100.00%	98.31%
Median List/Sell Ratio:	99.52%			98.86%	99.68%	99.60%	98.87%
Total Closed Units:	944			43	444	333	124
Total Closed Volume:	261,141,270			5.48M	91.13M	102.52M	62.01M



Monthly Inventory Analysis

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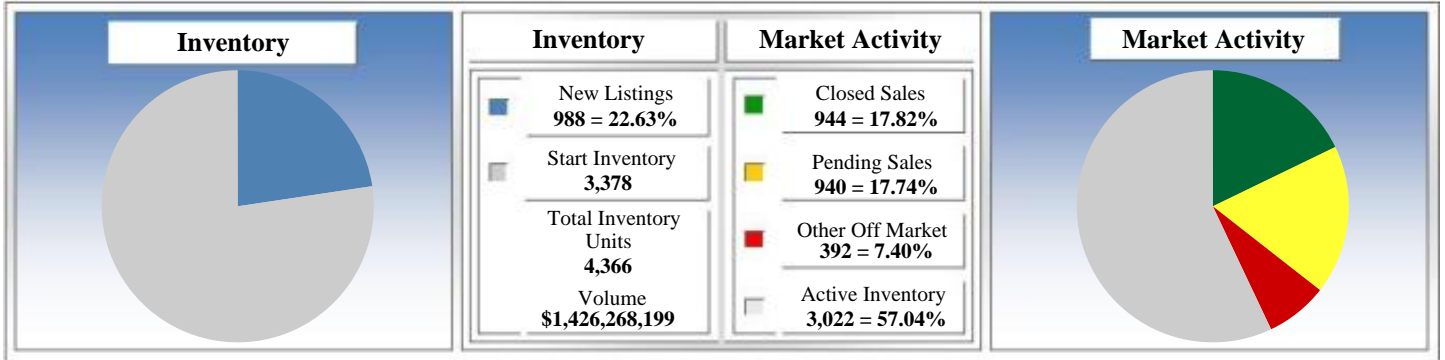
Inventory as of Dec 10, 2016



Market Summary

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Absorption: Last 12 months, an Average of **1,081** Sales/Month

Active Inventory as of November 30, 2016 = **3,022**

	NOVEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	766	944	23.24%	11,310	12,014	6.22%
Pending Sales	792	940	18.69%	11,789	12,701	7.74%
New Listings	972	988	1.65%	16,760	16,913	0.91%
Median List Price	229,500	236,250	2.94%	229,950	239,000	3.94%
Median Sale Price	225,750	233,000	3.21%	226,000	235,000	3.98%
Median Percent of Selling Price to List Price	98.83%	99.52%	0.70%	99.20%	99.50%	0.30%
Median Days on Market to Sale	27.00	25.00	-7.41%	25.00	19.00	-24.00%
Monthly Inventory	3,783	3,022	-20.12%	3,783	3,022	-20.12%
Months Supply of Inventory	3.72	2.80	-24.81%	3.72	2.80	-24.81%

