



December 2016

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

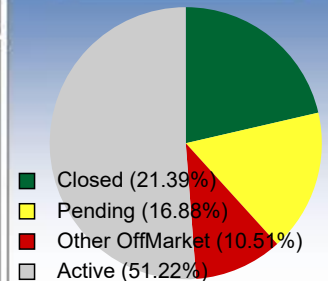


Absorption: Last 12 months, an Average of **1,257** Sales/Month

Active Inventory as of December 31, 2016 = **2,910**

	DECEMBER		
	2015	2016	+/- %
Closed Sales	1,123	1,215	8.19%
Pending Sales	788	959	21.70%
New Listings	867	919	6.00%
Median List Price	225,980	236,000	4.43%
Median Sale Price	225,000	233,000	3.56%
Median Percent of Selling Price to List Price	99.14%	100.00%	0.87%
Median Days on Market to Sale	35.00	27.00	-22.86%
End of Month Inventory	3,649	2,910	-20.25%
Months Supply of Inventory	3.10	2.32	-25.26%

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 **20.25%** to 2,910 existing homes available for sale. Over the last 12 months this area has had an average of 1,257 closed sales per month. This represents an unsold inventory index of **2.32** 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 **3.56%** in December 2016 to \$233,000 versus the previous year at \$225,000.

Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 8.00 days or **22.86%** in December 2016 compared to last year's same month at **35.00** 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 919 New Listings in December 2016, up **6.00%** from last year at 867. Furthermore, there were 1,215 sales this month versus last year at 1,123, a **8.19%** increase.

Closed versus Listed trends yielded a **132.2%** ratio, up from last year's December 2016 at **129.5%**, a **2.07%** 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

December 2016

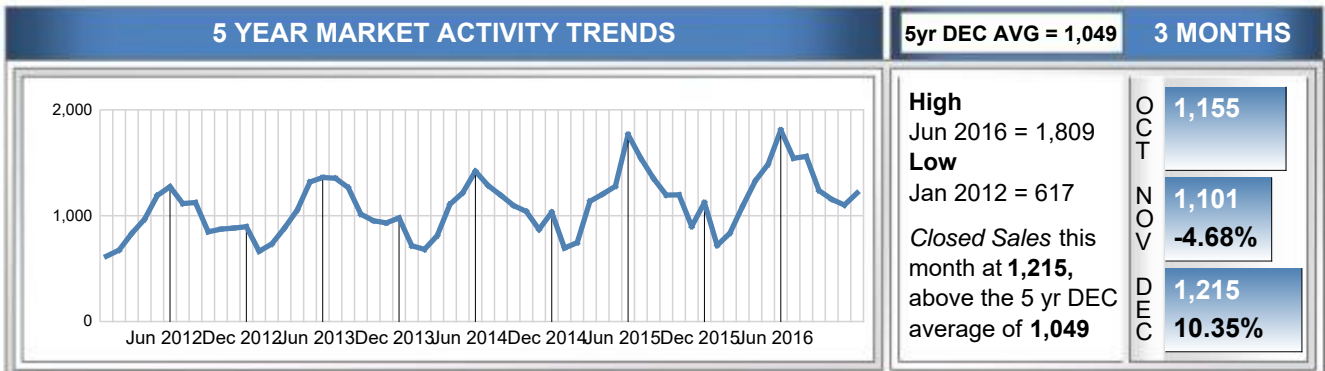
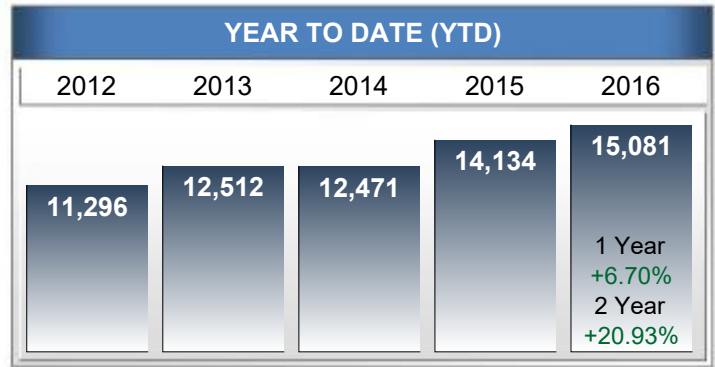
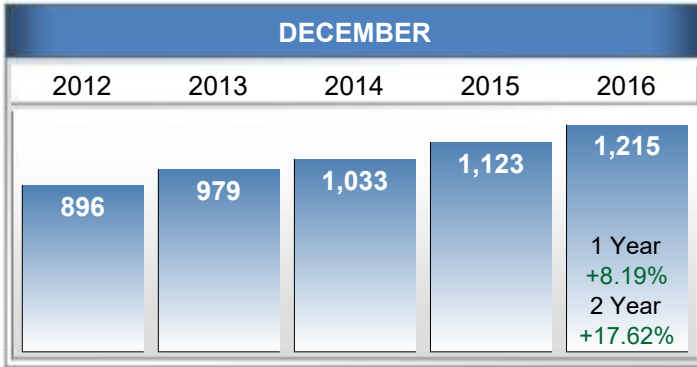
Closed Sales as of Jan 11, 2017



Closed Sales

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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	88	7.24%	34.5	29	44	13	2
\$100,001 - \$150,000	140	11.52%	32.5	24	96	18	2
\$150,001 - \$200,000	229	18.85%	22.0	23	153	50	3
\$200,001 - \$275,000	300	24.69%	26.0	17	154	116	13
\$275,001 - \$325,000	144	11.85%	18.5	6	48	80	10
\$325,001 - \$450,000	189	15.56%	34.0	5	45	88	51
\$450,001 and up	125	10.29%	22.0	1	17	42	65
Total Closed Units: 1,215				105	557	407	146
Total Closed Volume: 325,242,688				17.32M	118.17M	122.00M	67.74M
Median Closed Price: \$233,000				\$146,950	\$195,000	\$279,950	\$431,475



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

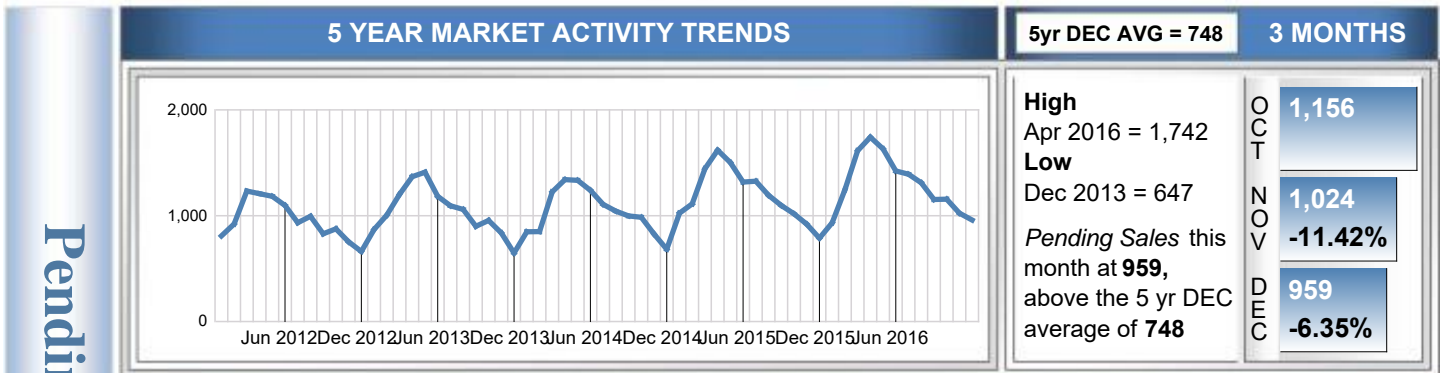
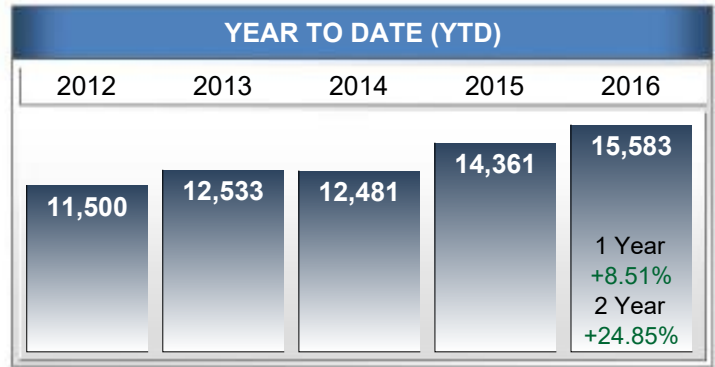
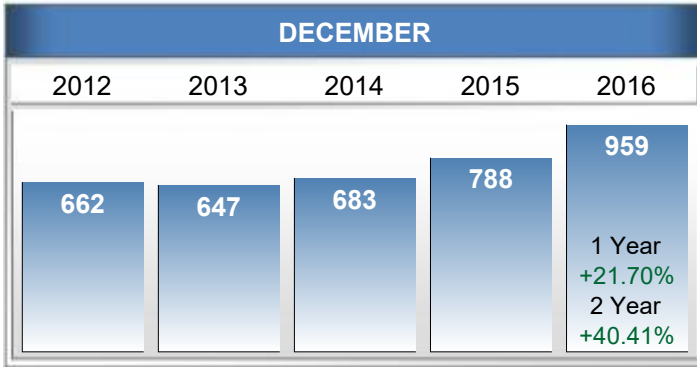
Pending Sales as of Jan 11, 2017



Pending Sales

Report Produced on: Jan 12, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family, Condo/Town 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	90	9.38%	25.0	24	56	10	0
\$100,001 - \$125,000	50	5.21%	37.0	12	31	7	0
\$125,001 - \$175,000	151	15.75%	32.0	26	94	29	2
\$175,001 - \$250,000	252	26.28%	33.0	18	138	87	9
\$250,001 - \$325,000	177	18.46%	38.0	7	61	91	18
\$325,001 - \$425,000	137	14.29%	36.0	1	42	57	37
\$425,001 and up	102	10.64%	44.0	1	11	37	53
Total Pending Units: 959				89	433	318	119
Total Pending Volume: 251,124,221				13.32M	90.34M	92.29M	55.17M
Median Listing Price: \$229,725				\$135,000	\$190,950	\$272,018	\$401,750

Pending Sales

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

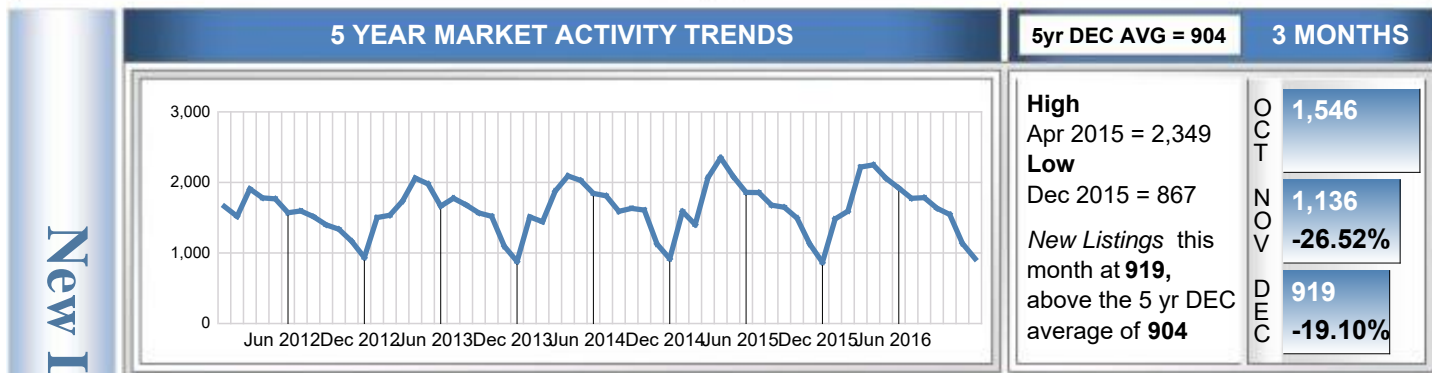
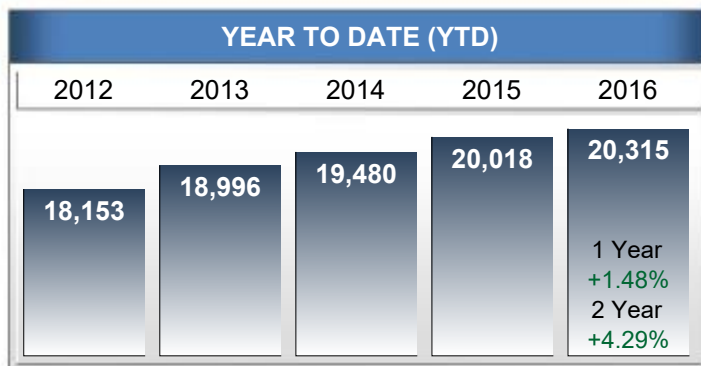
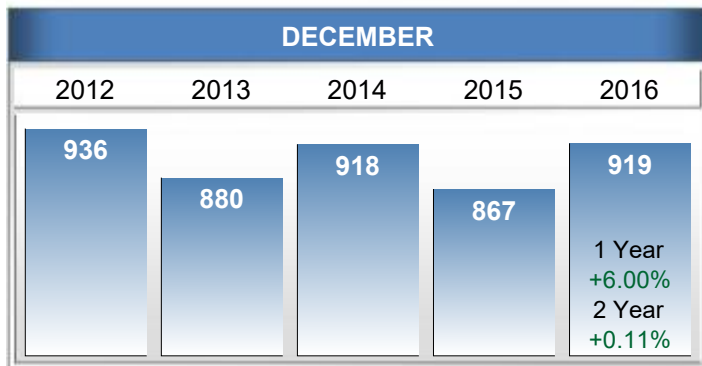
New Listings as of Jan 11, 2017



New Listings

Report Produced on: Jan 12, 2017

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



New Listings

Ready to Buy or Sell Real Estate?
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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+
\$100,000 and less	88	9.58%	26	49	11	2
\$100,001 - \$150,000	97	10.55%	18	67	12	0
\$150,001 - \$200,000	148	16.10%	12	110	22	4
\$200,001 - \$275,000	185	20.13%	10	88	79	8
\$275,001 - \$350,000	171	18.61%	8	60	85	18
\$350,001 - \$450,000	127	13.82%	1	37	56	33
\$450,001 and up	103	11.21%	3	14	35	51
Total New Listed Units:			78	425	300	116
Total New Listed Volume:			13.13M	95.39M	93.22M	52.97M
Median New Listed Listing Price:			\$132,875	\$199,795	\$296,245	\$432,475



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

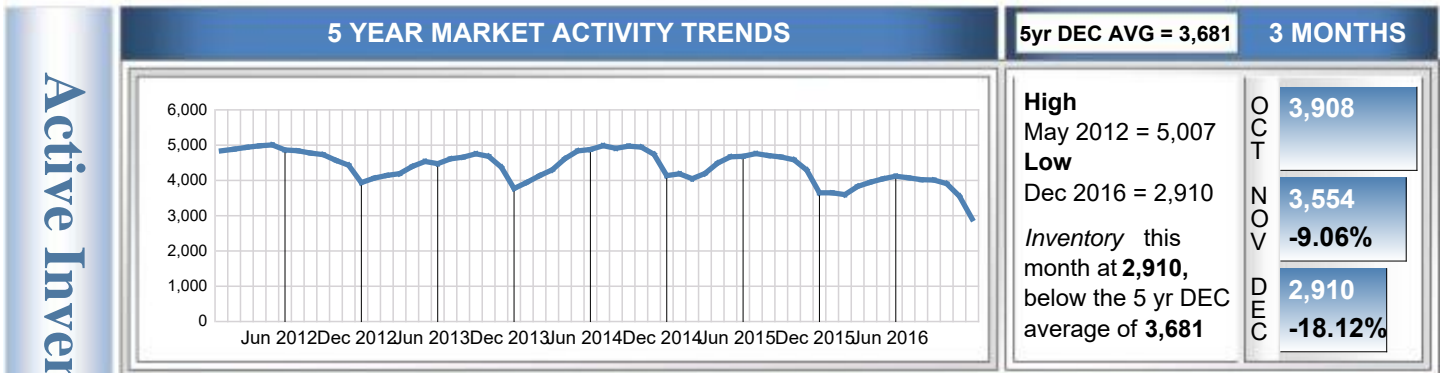
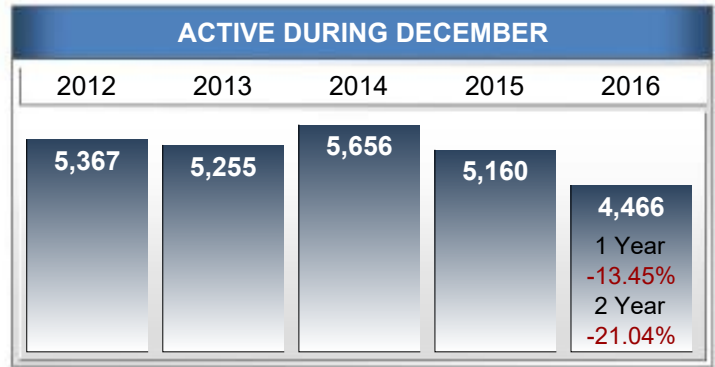
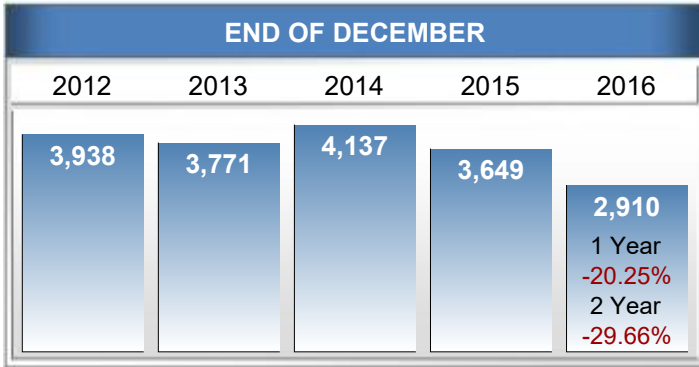
Active Inventory as of Jan 11, 2017



Active Inventory

Report Produced on: Jan 12, 2017

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Active Inventory

Ready to Buy or Sell Real Estate?
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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$100,000 and less	199	6.84%	89.0	90	86	19	4		
\$100,001 - \$150,000	277	9.52%	95.0	60	184	31	2		
\$150,001 - \$225,000	585	20.10%	81.0	78	370	119	18		
\$225,001 - \$325,000	671	23.06%	87.0	51	310	264	46		
\$325,001 - \$400,000	436	14.98%	80.0	13	129	211	83		
\$400,001 - \$575,000	439	15.09%	87.0	9	76	217	137		
\$575,001 and up	303	10.41%	106.0	2	31	109	161		
Total Active Inventory by Units:				2,910	87.0	303	1,186	970	451
Total Active Inventory by Volume:				955,585,018		51.96M	290.49M	366.90M	246.23M
Median Active Inventory Listing Price:				\$279,990		\$152,950	\$215,000	\$341,225	\$489,000



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

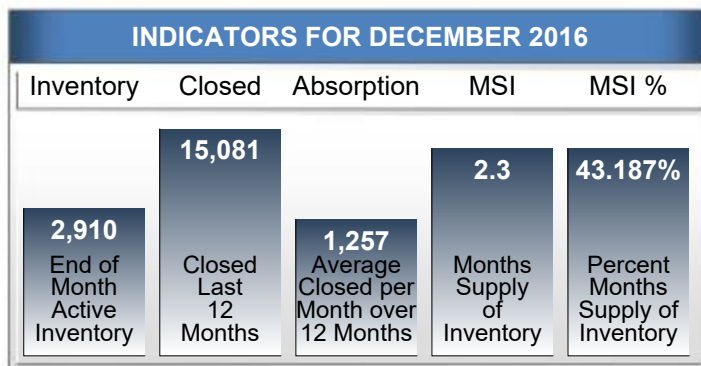
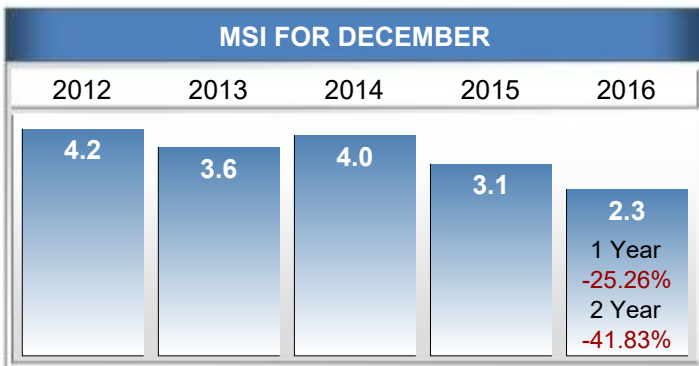
Active Inventory as of Jan 11, 2017



Months Supply of Inventory

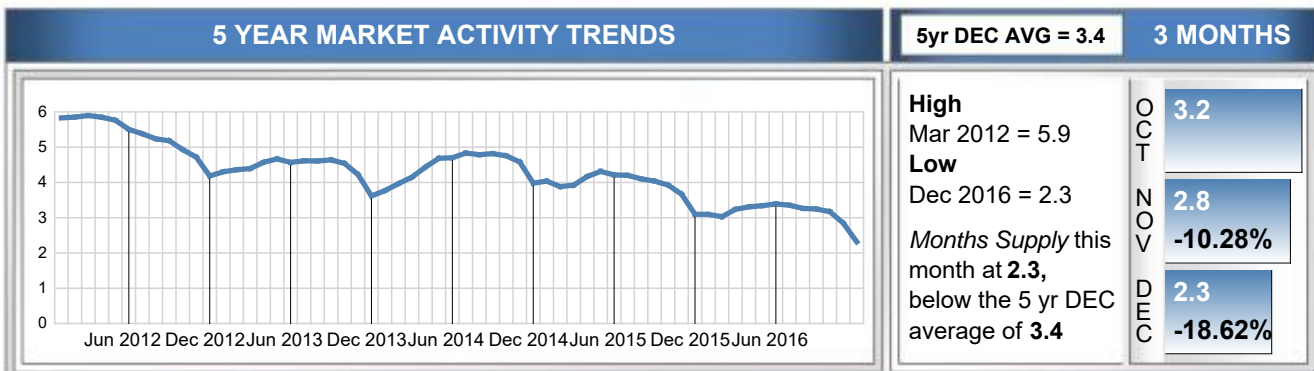
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Months Supply

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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+
\$100,000 and less	199	6.84%	2.2	3.3	1.6	1.7	4.0
\$100,001 - \$150,000	277	9.52%	1.9	2.2	1.8	1.6	1.0
\$150,001 - \$225,000	585	20.10%	1.6	2.3	1.6	1.3	2.1
\$225,001 - \$325,000	671	23.06%	2.0	3.0	2.3	1.7	1.8
\$325,001 - \$400,000	436	14.98%	3.2	3.8	3.8	3.0	2.7
\$400,001 - \$575,000	439	15.09%	3.5	4.3	3.8	4.2	2.7
\$575,001 and up	303	10.41%	5.7	12.0	4.9	6.1	5.6
MSI:	2.3			2.7	2.1	2.3	3.1
Total Active Inventory:	2,910			303	1,186	970	451



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

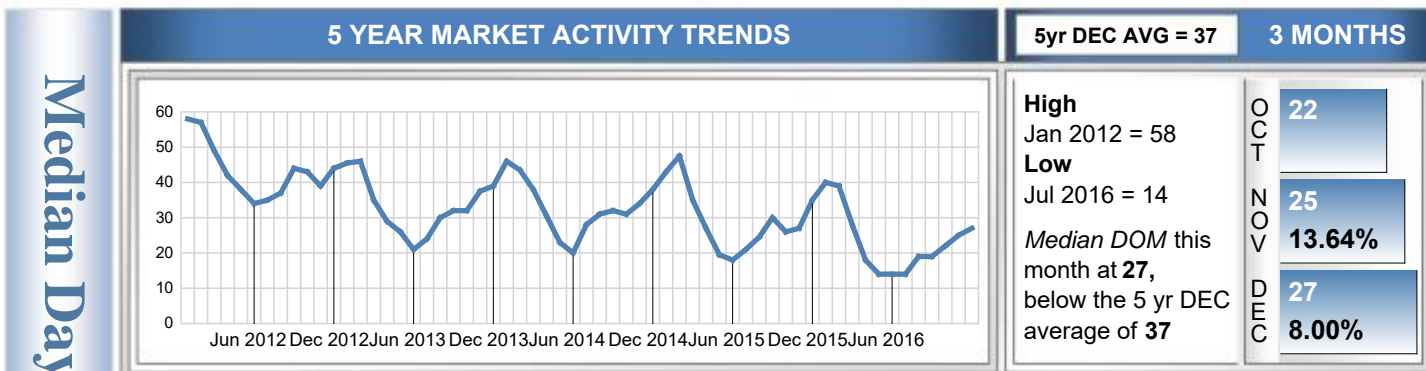
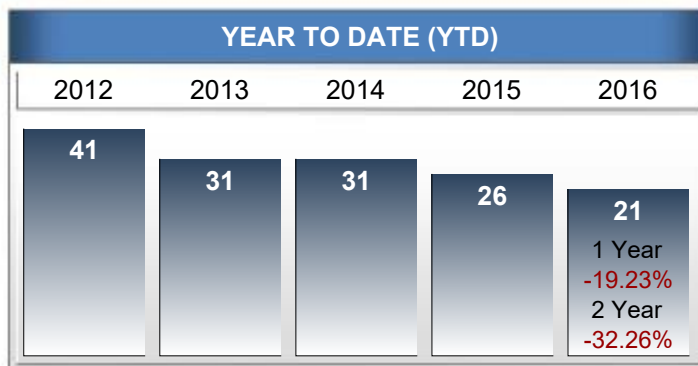
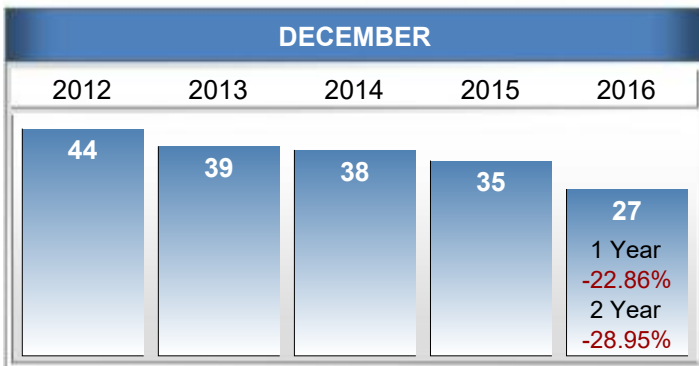
Closed Sales as of Jan 11, 2017



Median Days on Market to Sale

Report Produced on: Jan 12, 2017

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Median Days on Market

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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	88			7.24%	34.5	29.0	44.0	29.0	543.5
\$100,001 \$150,000	140			11.52%	32.5	24.5	33.5	40.0	115.0
\$150,001 \$200,000	229			18.85%	22.0	13.0	23.0	25.5	18.0
\$200,001 \$275,000	300			24.69%	26.0	30.0	21.5	30.0	55.0
\$275,001 \$325,000	144			11.85%	18.5	75.0	12.5	19.0	26.5
\$325,001 \$450,000	189			15.56%	34.0	8.0	31.0	28.5	51.0
\$450,001 and up	125			10.29%	22.0	6.0	21.0	15.0	37.0
Median Closed DOM:					27.0	24.0	27.0	24.0	45.5
Total Closed Units:					1,215	105	557	407	146
Total Closed Volume:					325,242,688	17.32M	118.17M	122.00M	67.74M



Monthly Inventory Analysis

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December 2016

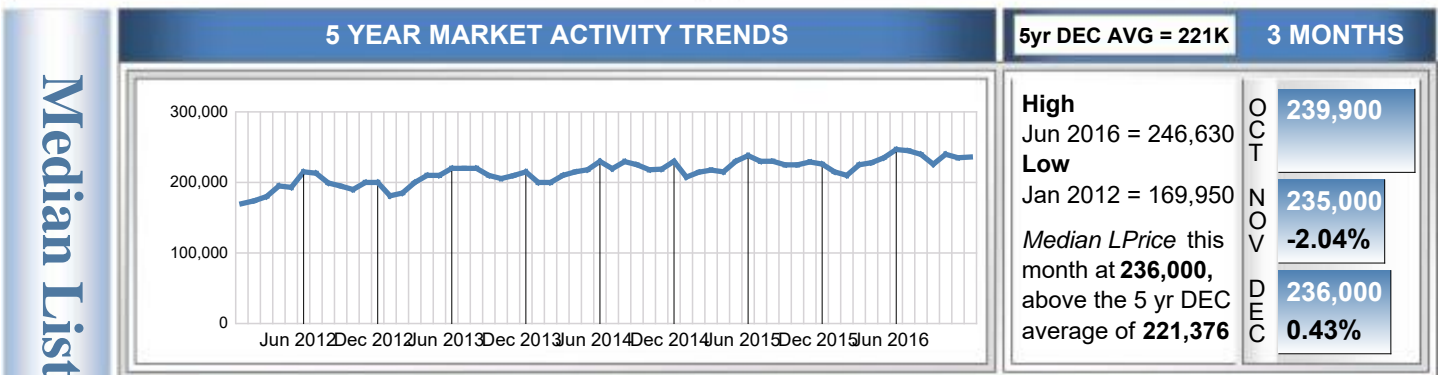
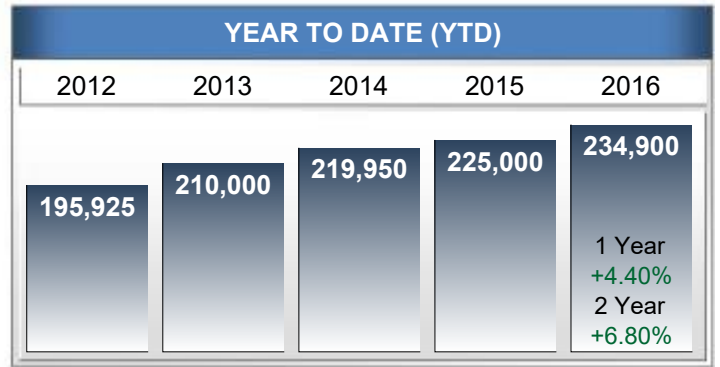
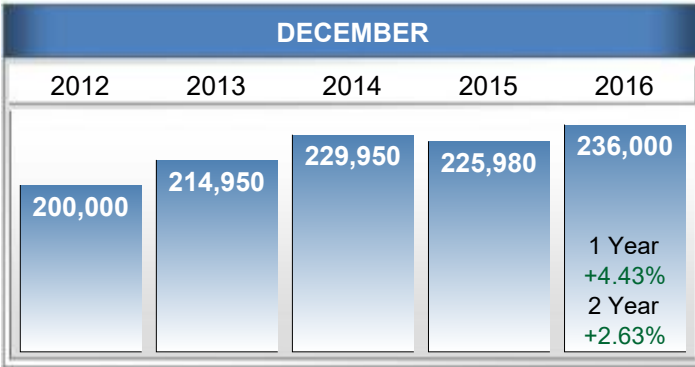
Closed Sales as of Jan 11, 2017



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	86		7.08%	78,000	67,225	80,000	75,000	54,000
\$100,001 - \$150,000	140		11.52%	129,950	125,000	129,995	130,000	133,450
\$150,001 - \$200,000	228		18.77%	179,900	182,400	179,000	179,975	177,000
\$200,001 - \$275,000	297		24.44%	235,000	246,200	229,900	240,000	249,900
\$275,001 - \$325,000	145		11.93%	299,950	294,990	299,000	299,968	302,475
\$325,001 - \$450,000	198		16.30%	379,250	351,225	367,925	364,725	399,900
\$450,001 and up	121		9.96%	549,990	493,000	537,781	562,000	556,245
Median List Price:		\$236,000			\$149,950	\$199,900	\$285,000	\$428,250
Total Closed Units:		1,215			105	557	407	146
Total List Volume:		327,781,607			17.51M	119.33M	122.76M	68.19M



Monthly Inventory Analysis

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December 2016

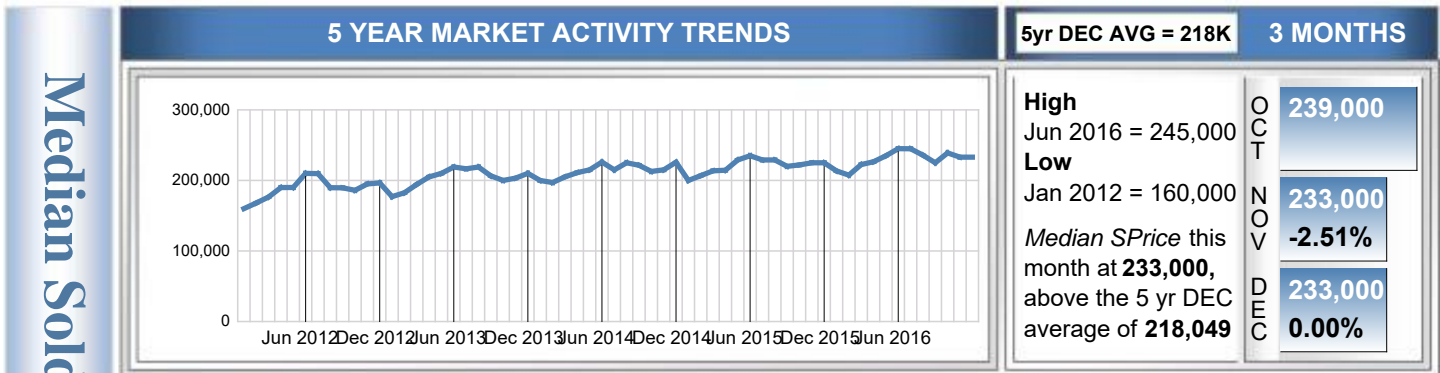
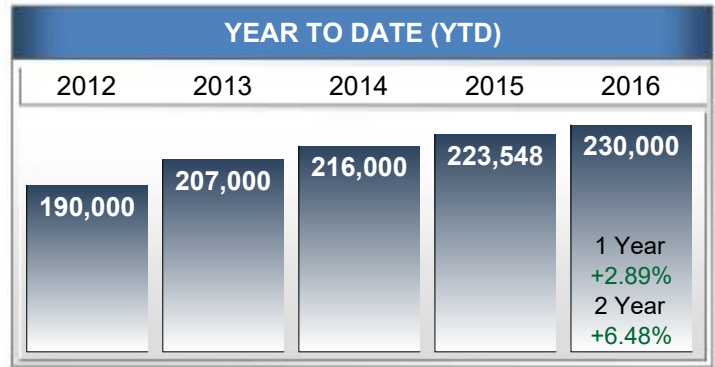
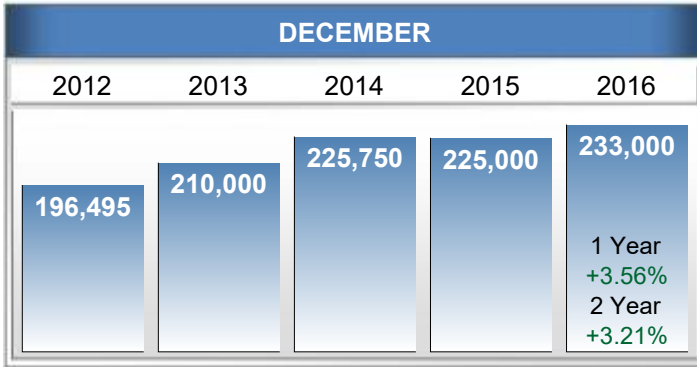
Closed Sales as of Jan 11, 2017



Median Sold Price at Closing

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Median Sold Price

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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+
\$100,000 and less	88		7.24%	70,200	70,000	70,050	75,000	34,750
\$100,001 \$150,000	140		11.52%	129,450	126,500	130,000	130,475	127,500
\$150,001 \$200,000	229		18.85%	178,000	179,500	175,000	183,000	190,000
\$200,001 \$275,000	300		24.69%	233,000	241,000	227,733	240,000	250,000
\$275,001 \$325,000	144		11.85%	300,000	299,213	300,000	300,000	305,000
\$325,001 \$450,000	189		15.56%	379,712	357,500	365,900	367,500	399,900
\$450,001 and up	125		10.29%	545,000	488,000	525,000	550,356	549,321
Median Closed Price:		\$233,000			\$146,950	\$195,000	\$279,950	\$431,475
Total Closed Units:		1,215			105	557	407	146
Total Closed Volume:		325,242,688			17.32M	118.17M	122.00M	67.74M



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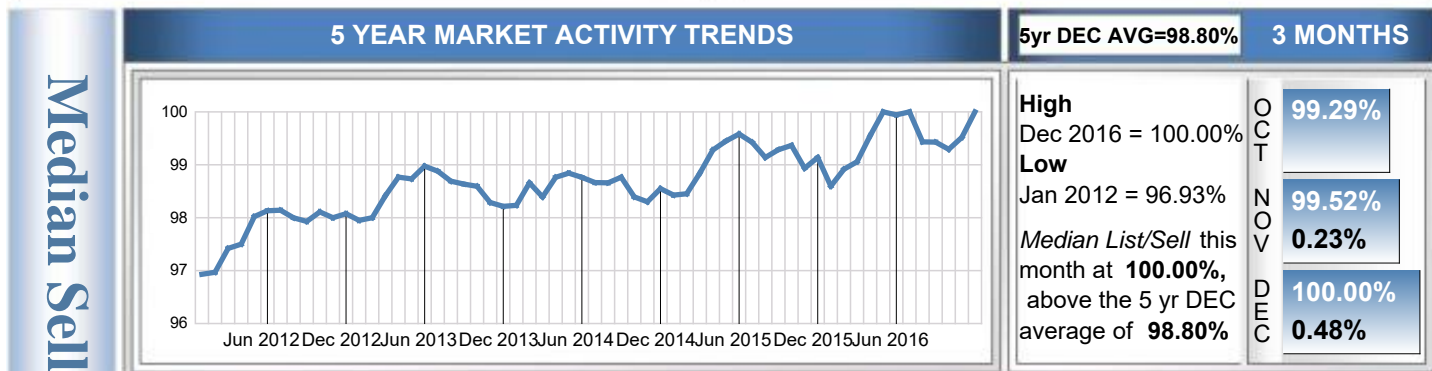
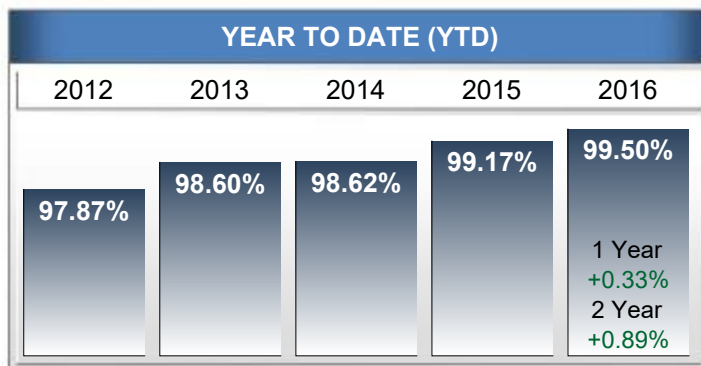
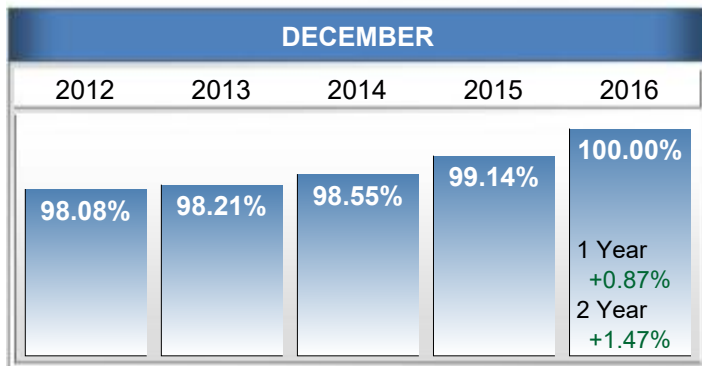
Closed Sales as of Jan 11, 2017



Median Percent of Selling Price to List Price

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Median Sell/List Price

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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	88	7.24%	94.35%	97.22%	92.14%	94.17%	64.58%
\$100,001 - \$150,000	140	11.52%	100.00%	99.56%	99.89%	100.00%	96.58%
\$150,001 - \$200,000	229	18.85%	99.74%	100.00%	99.43%	100.00%	100.03%
\$200,001 - \$275,000	300	24.69%	100.00%	100.00%	100.00%	100.00%	98.40%
\$275,001 - \$325,000	144	11.85%	100.00%	99.28%	100.00%	100.00%	98.39%
\$325,001 - \$450,000	189	15.56%	100.00%	98.62%	100.00%	100.00%	99.51%
\$450,001 and up	125	10.29%	100.00%	98.99%	100.00%	100.00%	98.48%
Median List/Sell Ratio:	100.00%			99.37%	100.00%	100.00%	98.82%
Total Closed Units:	1,215			105	557	407	146
Total Closed Volume:	325,242,688			17.32M	118.17M	122.00M	67.74M



Monthly Inventory Analysis

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December 2016

Inventory as of Jan 11, 2017



Market Summary

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Absorption: Last 12 months, an Average of 1,257 Sales/Month

Active Inventory as of December 31, 2016 = 2,910

	DECEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	1,123	1,215	8.19%	14,134	15,081	6.70%
Pending Sales	788	959	21.70%	14,361	15,583	8.51%
New Listings	867	919	6.00%	20,018	20,315	1.48%
Median List Price	225,980	236,000	4.43%	225,000	234,900	4.40%
Median Sale Price	225,000	233,000	3.56%	223,548	230,000	2.89%
Median Percent of Selling Price to List Price	99.14%	100.00%	0.87%	99.17%	99.50%	0.33%
Median Days on Market to Sale	35.00	27.00	-22.86%	26.00	21.00	-19.23%
Monthly Inventory	3,649	2,910	-20.25%	3,649	2,910	-20.25%
Months Supply of Inventory	3.10	2.32	-25.26%	3.10	2.32	-25.26%

