



April 2017

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

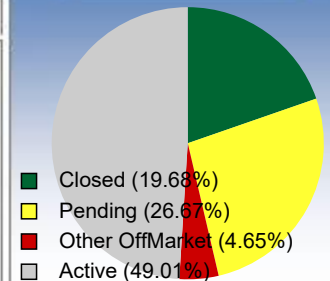


Absorption: Last 12 months, an Average of **1,291** Sales/Month

Active Inventory as of April 30, 2017 = **3,302**

| | APRIL | | |
|---|---------|---------|---------|
| | 2016 | 2017 | +/- % |
| Closed Sales | 1,329 | 1,326 | -0.23% |
| Pending Sales | 1,743 | 1,797 | 3.10% |
| New Listings | 2,249 | 2,121 | -5.69% |
| Median List Price | 227,950 | 239,900 | 5.24% |
| Median Sale Price | 226,500 | 239,900 | 5.92% |
| Median Percent of Selling Price to List Price | 99.55% | 100.00% | 0.45% |
| Median Days on Market to Sale | 18.00 | 12.00 | -33.33% |
| End of Month Inventory | 3,961 | 3,302 | -16.64% |
| Months Supply of Inventory | 3.32 | 2.56 | -22.91% |

Market Activity



Monthly Inventory Analysis

Report Produced on: May 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 April 2017 decreased **16.64%** to 3,302 existing homes available for sale. Over the last 12 months this area has had an average of 1,291 closed sales per month. This represents an unsold inventory index of **2.56** 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 **5.92%** in April 2017 to \$239,900 versus the previous year at \$226,500.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 6.00 days or **33.33%** in April 2017 compared to last year's same month at **18.00** DOM.

Sales Success for April 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 2,121 New Listings in April 2017, down **5.69%** from last year at 2,249. Furthermore, there were 1,326 sales this month versus last year at 1,329, a **-0.23%** decrease.

Closed versus Listed trends yielded a **62.5%** ratio, up from last year's April 2017 at **59.1%**, a **5.80%** 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

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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

April 2017

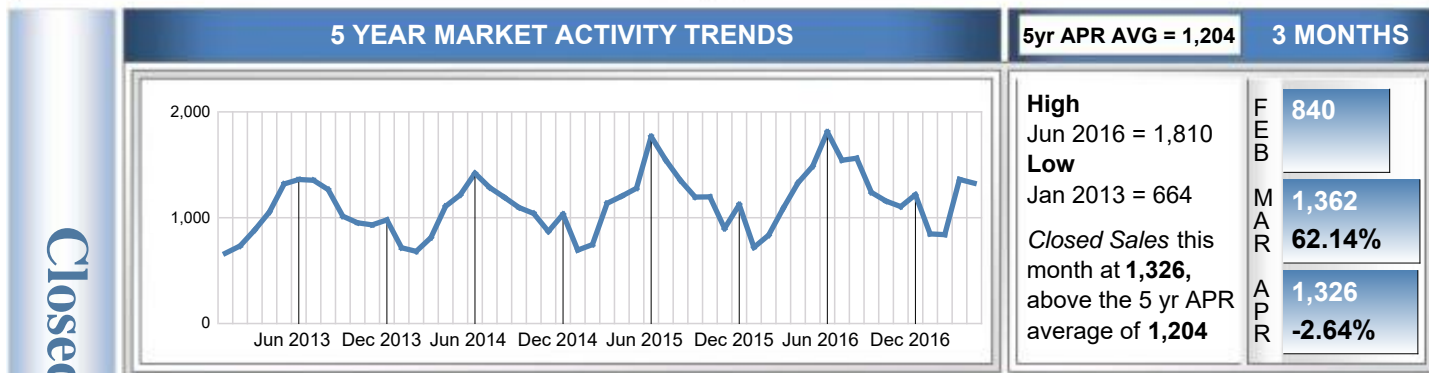
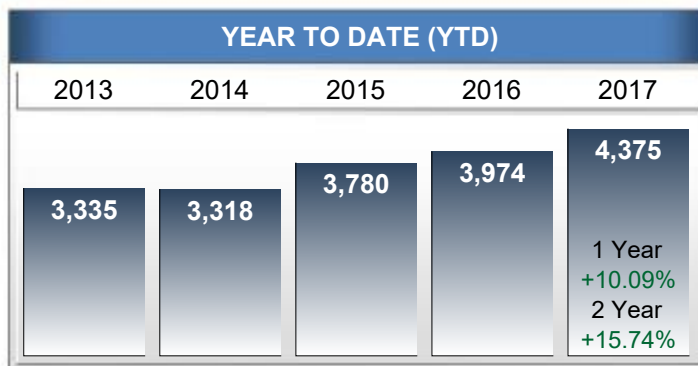
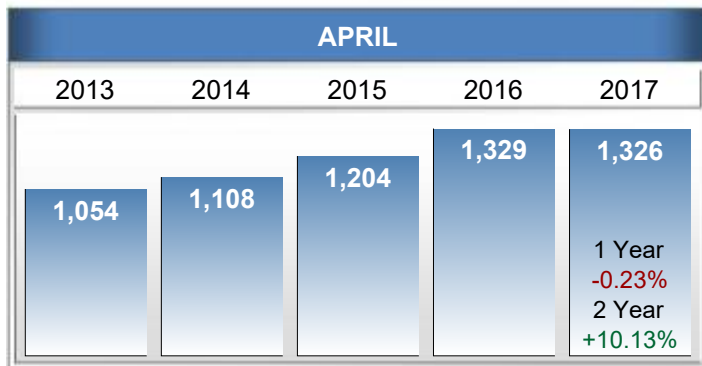
Closed Sales as of May 09, 2017



Closed Sales

Report Produced on: May 10, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family, Condo/Town 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 | 133 | 10.03% | 19.0 | 44 | 72 | 16 | 1 |
| \$125,001 - \$150,000 | 97 | 7.32% | 14.0 | 25 | 58 | 13 | 1 |
| \$150,001 - \$200,000 | 249 | 18.78% | 10.0 | 21 | 173 | 52 | 3 |
| \$200,001 - \$275,000 | 350 | 26.40% | 8.0 | 20 | 169 | 144 | 17 |
| \$275,001 - \$325,000 | 146 | 11.01% | 11.0 | 7 | 51 | 77 | 11 |
| \$325,001 - \$450,000 | 214 | 16.14% | 12.0 | 3 | 58 | 112 | 41 |
| \$450,001 and up | 137 | 10.33% | 18.0 | 2 | 16 | 58 | 61 |
| Total Closed Units: 1,326 | | | | 122 | 597 | 472 | 135 |
| Total Closed Volume: 365,097,654 | | | | 19.97M | 131.63M | 148.70M | 64.80M |
| Median Closed Price: \$239,900 | | | | \$142,000 | \$200,000 | \$284,450 | \$427,500 |

Closed Sales

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



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

April 2017

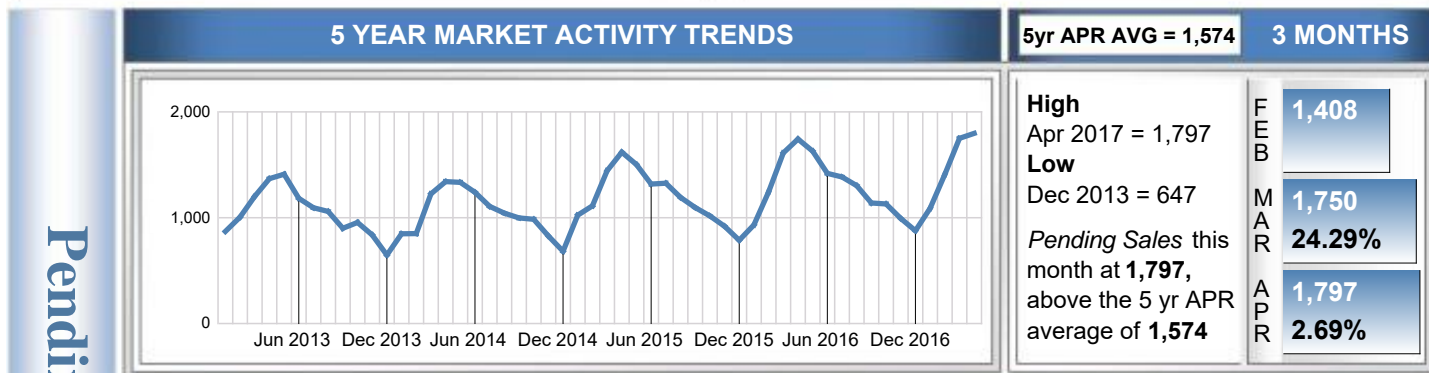
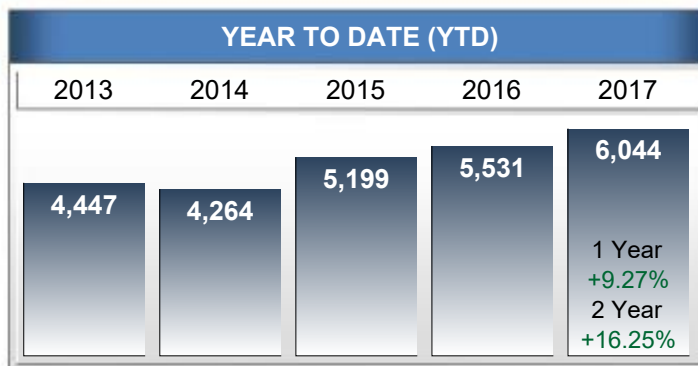
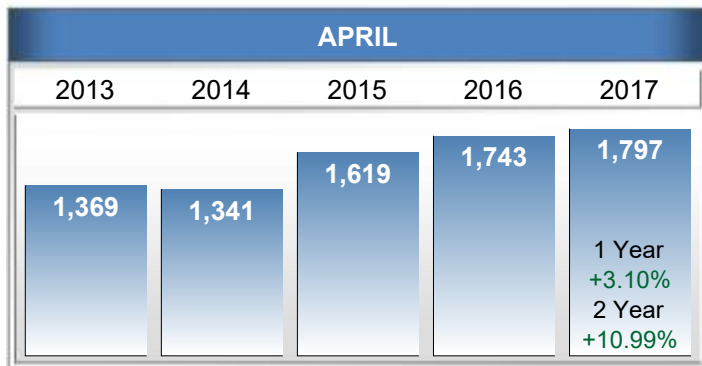
Pending Sales as of May 09, 2017



Pending Sales

Report Produced on: May 10, 2017

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



Pending Sales

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

PENDING SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Sales by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|--|-----|--------|------|-----------|-----------|-----------|-----------|
| \$125,000 and less | 135 | 7.51% | 16.0 | 46 | 71 | 18 | 0 |
| \$125,001 - \$175,000 | 272 | 15.14% | 7.0 | 34 | 195 | 42 | 1 |
| \$175,001 - \$200,000 | 169 | 9.40% | 6.0 | 16 | 116 | 35 | 2 |
| \$200,001 - \$275,000 | 482 | 26.82% | 8.0 | 34 | 254 | 179 | 15 |
| \$275,001 - \$350,000 | 328 | 18.25% | 7.0 | 19 | 115 | 158 | 36 |
| \$350,001 - \$450,000 | 206 | 11.46% | 12.0 | 2 | 57 | 94 | 53 |
| \$450,001 and up | 205 | 11.41% | 20.0 | 0 | 26 | 80 | 99 |
| Total Pending Units: 1,797 | | | | 151 | 834 | 606 | 206 |
| Total Pending Volume: 508,852,541 | | | | 26.89M | 192.25M | 190.62M | 99.09M |
| Median Listing Price: \$249,900 | | | | \$169,950 | \$214,950 | \$289,975 | \$446,500 |



Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

April 2017

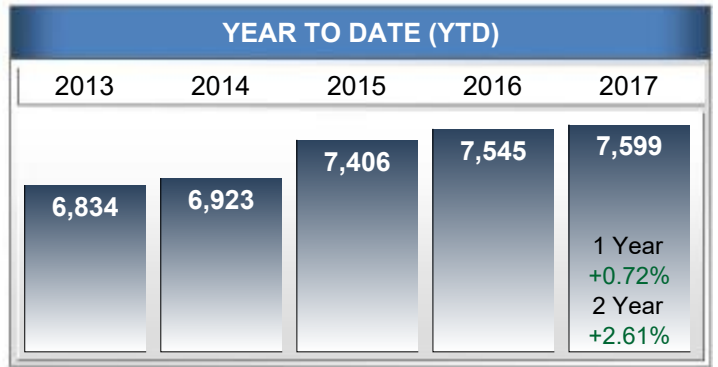
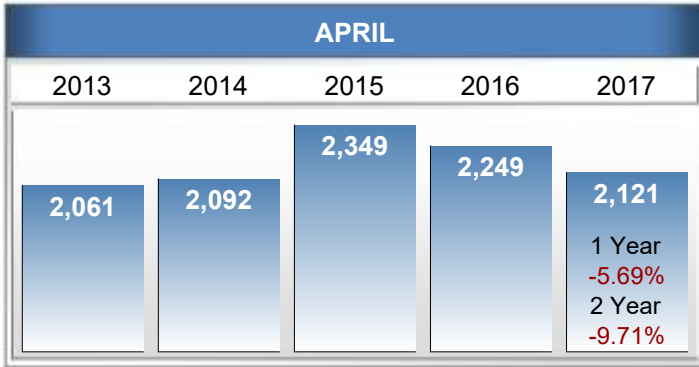
New Listings as of May 09, 2017



New Listings

Report Produced on: May 10, 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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5yr APR AVG = 2,174 **3 MONTHS**

High
Apr 2015 = 2,349

Low
Dec 2015 = 867

New Listings this month at **2,121**, below the 5 yr APR average of **2,174**

| | |
|-----|---------------|
| FEB | 1,747 |
| MAR | 2,288 |
| APR | 30.97% |
| MAY | 2,121 |
| JUN | -7.30% |

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 | 124 | 5.85% | 45 | 62 | 16 | 1 |
| \$125,001 - \$175,000 | 257 | 12.12% | 52 | 162 | 41 | 2 |
| \$175,001 - \$225,000 | 343 | 16.17% | 30 | 226 | 81 | 6 |
| \$225,001 - \$325,000 | 612 | 28.85% | 36 | 275 | 258 | 43 |
| \$325,001 - \$375,000 | 240 | 11.32% | 4 | 73 | 129 | 34 |
| \$375,001 - \$500,000 | 309 | 14.57% | 4 | 62 | 140 | 103 |
| \$500,001 and up | 236 | 11.13% | 0 | 31 | 86 | 119 |
| Total New Listed Units: | 2,121 | | 171 | 891 | 751 | 308 |
| Total New Listed Volume: | 673,554,467 | | 30.75M | 222.02M | 258.02M | 162.77M |
| Median New Listed Listing Price: | \$279,000 | | \$165,000 | \$225,000 | \$319,000 | \$449,700 |



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

April 2017

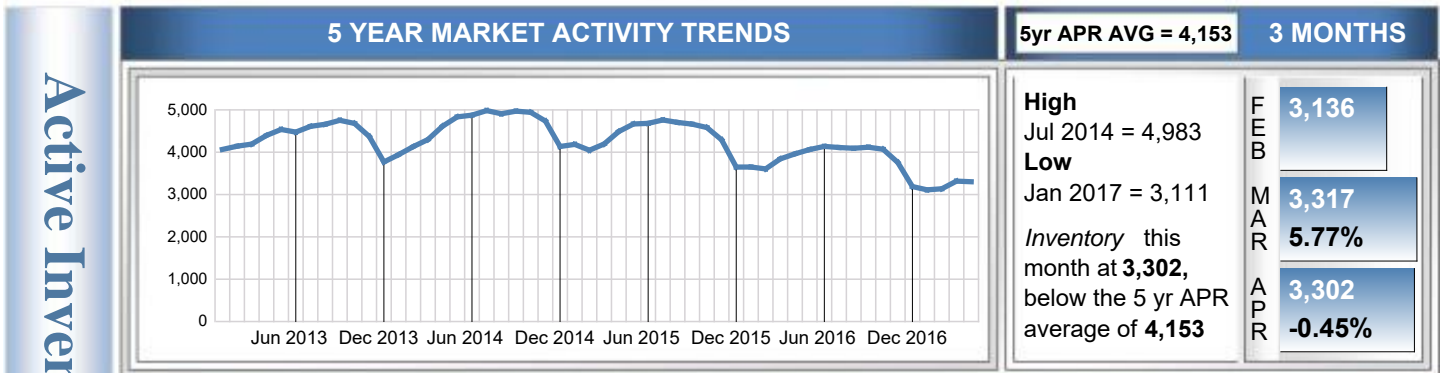
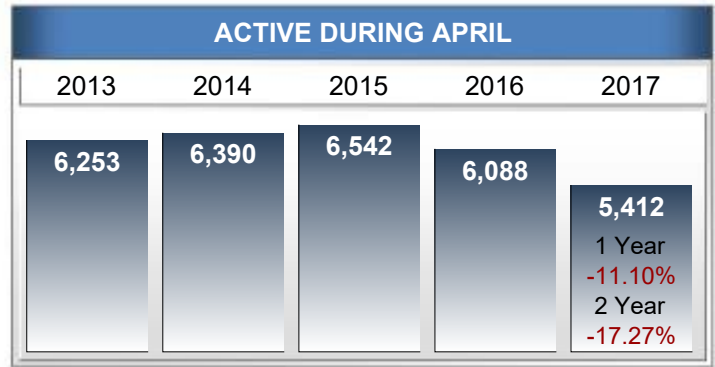
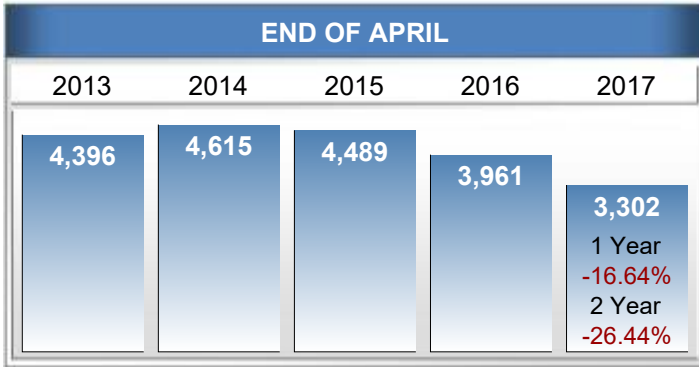
Active Inventory as of May 09, 2017



Active Inventory

Report Produced on: May 10, 2017

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



Active Inventory

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

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | | |
|--|------------|--------|-------|---------------|--------|-----------|-----------|-----------|-----------|
| \$125,000 and less | 252 | 7.63% | 102.0 | 91 | 134 | 22 | 5 | | |
| \$125,001 - \$175,000 | 312 | 9.45% | 60.5 | 72 | 194 | 43 | 3 | | |
| \$175,001 - \$250,000 | 611 | 18.50% | 47.0 | 72 | 373 | 150 | 16 | | |
| \$250,001 - \$375,000 | 895 | 27.10% | 44.0 | 46 | 319 | 421 | 109 | | |
| \$375,001 - \$450,000 | 439 | 13.29% | 46.0 | 13 | 95 | 179 | 152 | | |
| \$450,001 - \$625,000 | 457 | 13.84% | 55.0 | 3 | 62 | 205 | 187 | | |
| \$625,001 and up | 336 | 10.18% | 66.5 | 2 | 37 | 107 | 190 | | |
| Total Active Inventory by Units: | | | | 3,302 | 52.0 | 299 | 1,214 | 1,127 | 662 |
| Total Active Inventory by Volume: | | | | 1,199,077,513 | | 55.22M | 323.51M | 446.29M | 374.05M |
| Median Active Inventory Listing Price: | | | | \$319,900 | | \$167,000 | \$233,250 | \$350,000 | \$488,445 |



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

April 2017

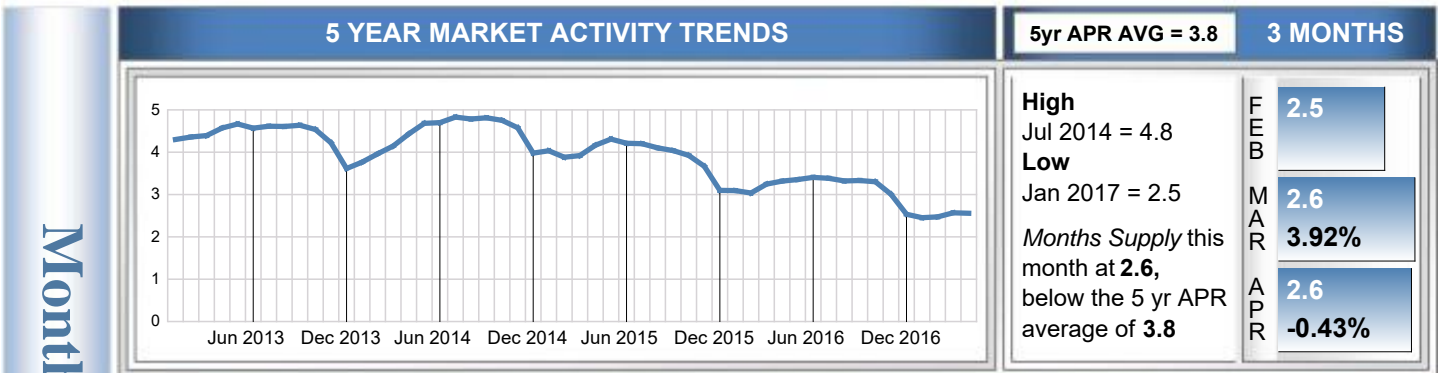
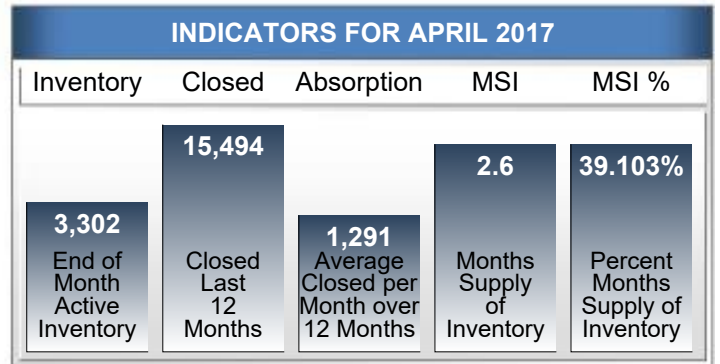
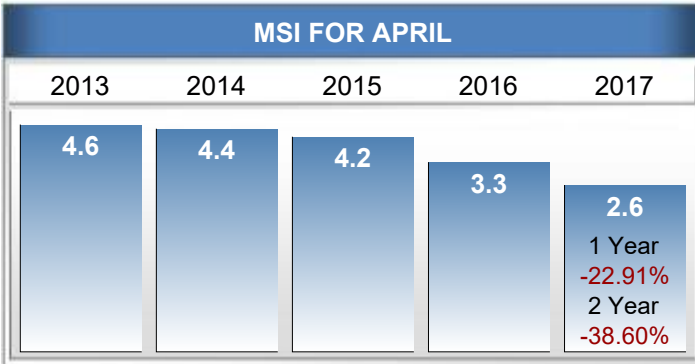
Active Inventory as of May 09, 2017



Months Supply of Inventory

Report Produced on: May 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+ |
|---|-----|--------|-------|---------|--------|--------|---------|
| \$125,000 and less | 252 | 7.63% | 1.8 | 2.2 | 1.6 | 1.4 | 2.4 |
| \$125,001 - \$175,000 | 312 | 9.45% | 1.5 | 2.4 | 1.4 | 1.3 | 1.4 |
| \$175,001 - \$250,000 | 611 | 18.50% | 1.6 | 2.6 | 1.8 | 1.2 | 1.4 |
| \$250,001 - \$375,000 | 895 | 27.10% | 2.6 | 3.3 | 2.7 | 2.4 | 2.7 |
| \$375,001 - \$450,000 | 439 | 13.29% | 4.4 | 5.2 | 4.6 | 3.9 | 4.9 |
| \$450,001 - \$625,000 | 457 | 13.84% | 5.2 | 2.4 | 4.5 | 6.2 | 4.7 |
| \$625,001 and up | 336 | 10.18% | 7.9 | 12.0 | 8.1 | 7.2 | 8.3 |
| MSI: | | | 2.6 | 2.6 | 2.1 | 2.6 | 4.4 |
| Total Active Inventory: | | | 3,302 | 299 | 1,214 | 1,127 | 662 |



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

April 2017

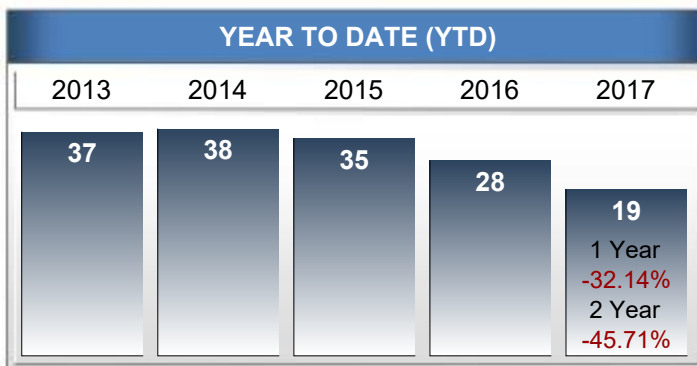
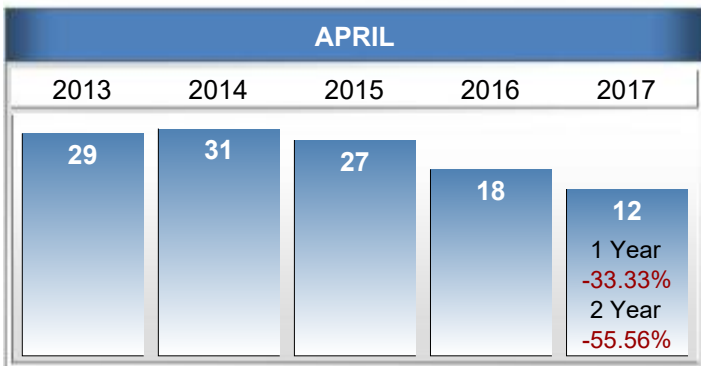
Closed Sales as of May 09, 2017



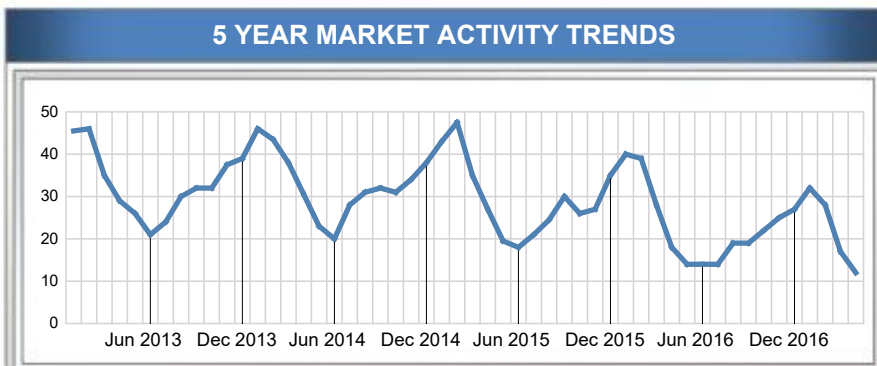
Median Days on Market to Sale

Report Produced on: May 10, 2017

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Median Days on Market
 Ready to Buy or Sell Real Estate?
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5yr APR AVG = 23 **3 MONTHS**

High
Feb 2015 = 48

Low
Apr 2017 = 12

Median DOM this month at **12**, below the 5 yr APR average of **23**

| | |
|-----|----|
| FEB | 28 |
| MAR | 17 |
| APR | 12 |

FEB -39.29%
 APR -29.41%

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 | 133 | | | 10.03% | 19.0 | 17.0 | 20.5 | 22.5 | 7.0 |
| \$125,001 - \$150,000 | 97 | | | 7.32% | 14.0 | 6.0 | 15.5 | 11.0 | 41.0 |
| \$150,001 - \$200,000 | 249 | | | 18.78% | 10.0 | 11.0 | 10.0 | 9.5 | 5.0 |
| \$200,001 - \$275,000 | 350 | | | 26.40% | 8.0 | 7.0 | 6.0 | 9.0 | 18.0 |
| \$275,001 - \$325,000 | 146 | | | 11.01% | 11.0 | 10.0 | 11.0 | 11.0 | 16.0 |
| \$325,001 - \$450,000 | 214 | | | 16.14% | 12.0 | 14.0 | 6.0 | 11.5 | 27.0 |
| \$450,001 and up | 137 | | | 10.33% | 18.0 | 4.0 | 11.0 | 21.5 | 20.0 |
| Median Closed DOM: | | 12.0 | | | | 11.5 | 10.0 | 11.0 | 20.0 |
| Total Closed Units: | | 1,326 | | | | 122 | 597 | 472 | 135 |
| Total Closed Volume: | | 365,097,654 | | | | 19.97M | 131.63M | 148.70M | 64.80M |



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

April 2017

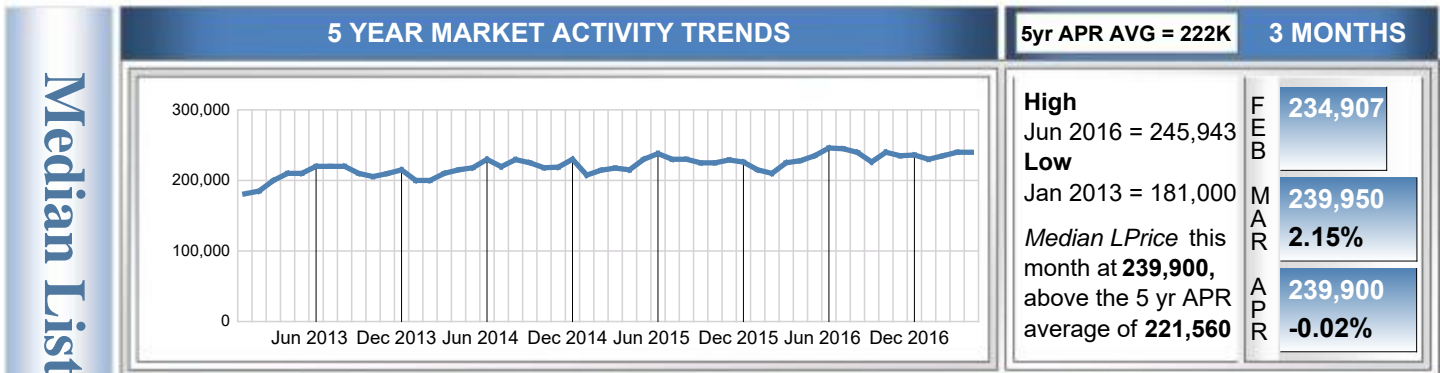
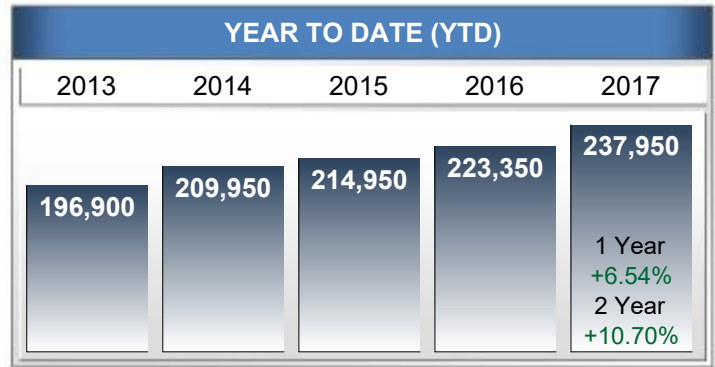
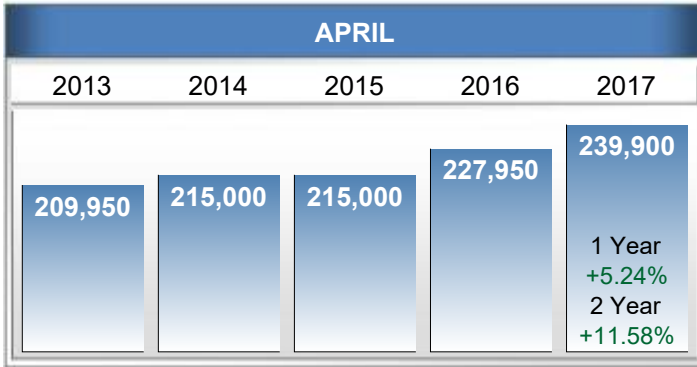
Closed Sales as of May 09, 2017



Median List Price at Closing

Report Produced on: May 10, 2017

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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 | 127 | 9.58% | 91,500 | 89,000 | 99,000 | 89,900 | 59,000 |
| \$125,001 - \$150,000 | 103 | 7.77% | 139,950 | 137,500 | 139,950 | 141,800 | 138,000 |
| \$150,001 - \$200,000 | 250 | 18.85% | 179,925 | 176,500 | 179,900 | 184,950 | 175,000 |
| \$200,001 - \$275,000 | 353 | 26.62% | 239,000 | 229,925 | 234,925 | 239,900 | 249,950 |
| \$275,001 - \$325,000 | 139 | 10.48% | 299,500 | 297,495 | 296,030 | 299,925 | 309,000 |
| \$325,001 - \$450,000 | 223 | 16.82% | 369,000 | 377,975 | 362,590 | 365,000 | 379,900 |
| \$450,001 and up | 131 | 9.88% | 575,000 | 500,000 | 615,000 | 549,900 | 589,250 |
| Median List Price: | \$239,900 | | | \$149,900 | \$199,950 | \$288,500 | \$419,000 |
| Total Closed Units: | 1,326 | | | 122 | 597 | 472 | 135 |
| Total List Volume: | 366,501,922 | | | 20.00M | 131.38M | 149.56M | 65.56M |



Monthly Inventory Analysis

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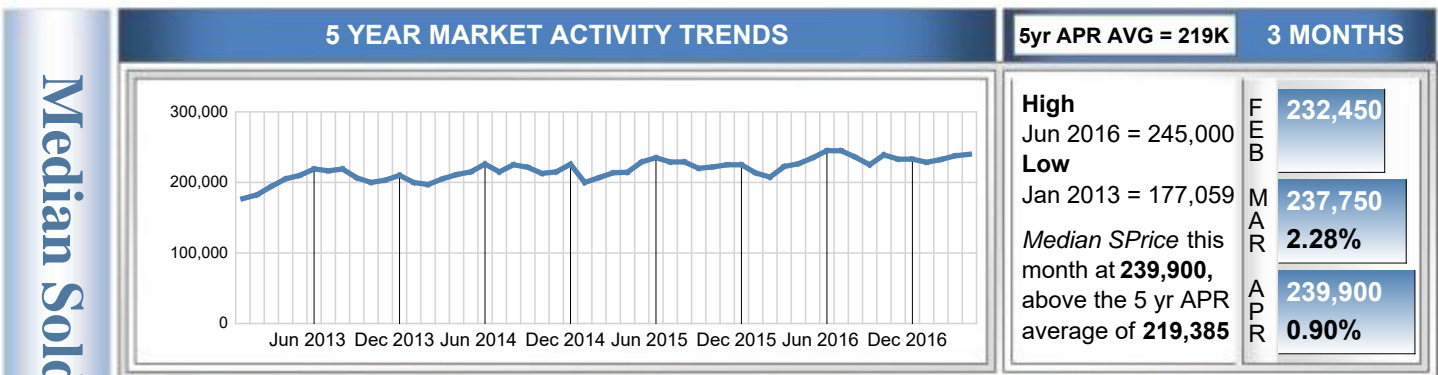
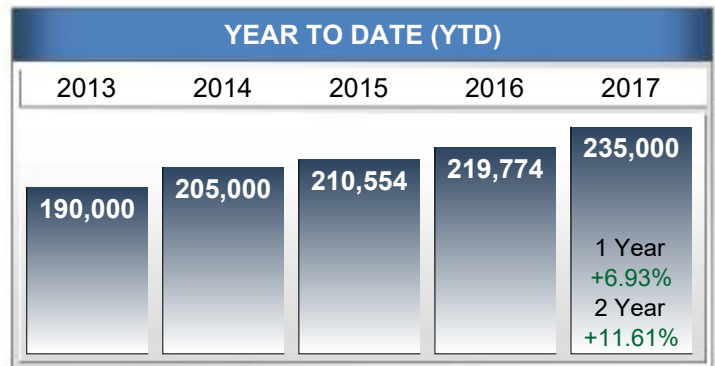
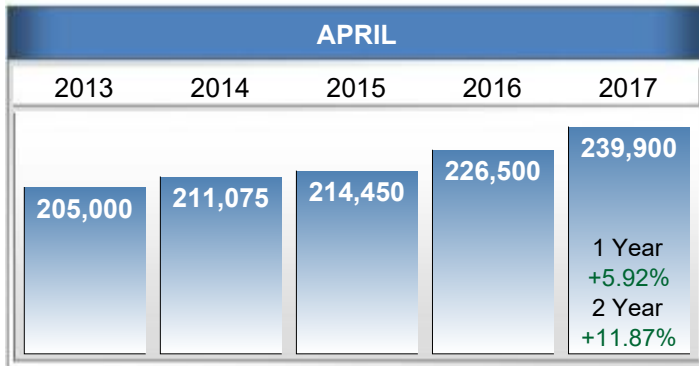
Closed Sales as of May 09, 2017



Median Sold Price at Closing

Report Produced on: May 10, 2017

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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 | 133 | | 10.03% | 92,000 | 90,500 | 99,000 | 87,499 | 53,000 |
| \$125,001 - \$150,000 | 97 | | 7.32% | 139,500 | 139,000 | 139,500 | 143,500 | 148,050 |
| \$150,001 - \$200,000 | 249 | | 18.78% | 179,000 | 174,900 | 179,950 | 178,275 | 175,000 |
| \$200,001 - \$275,000 | 350 | | 26.40% | 236,256 | 231,200 | 233,000 | 240,000 | 248,000 |
| \$275,001 - \$325,000 | 146 | | 11.01% | 299,950 | 303,000 | 291,314 | 300,000 | 309,000 |
| \$325,001 - \$450,000 | 214 | | 16.14% | 368,000 | 366,000 | 370,243 | 360,000 | 374,950 |
| \$450,001 and up | 137 | | 10.33% | 562,918 | 556,812 | 524,500 | 548,220 | 578,000 |
| Median Closed Price: | \$239,900 | | | | \$142,000 | \$200,000 | \$284,450 | \$427,500 |
| Total Closed Units: | 1,326 | | | | 122 | 597 | 472 | 135 |
| Total Closed Volume: | 365,097,654 | | | | 19.97M | 131.63M | 148.70M | 64.80M |



Monthly Inventory Analysis

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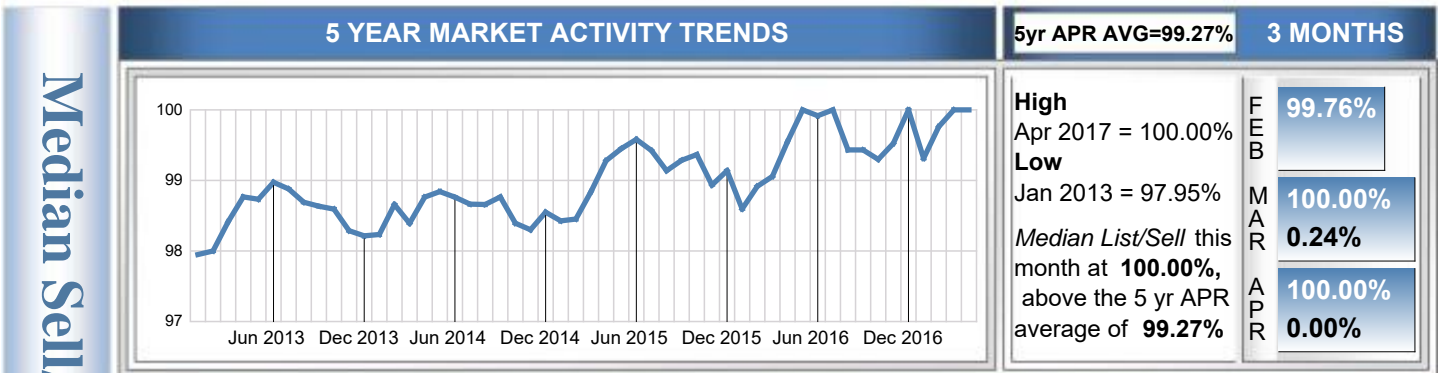
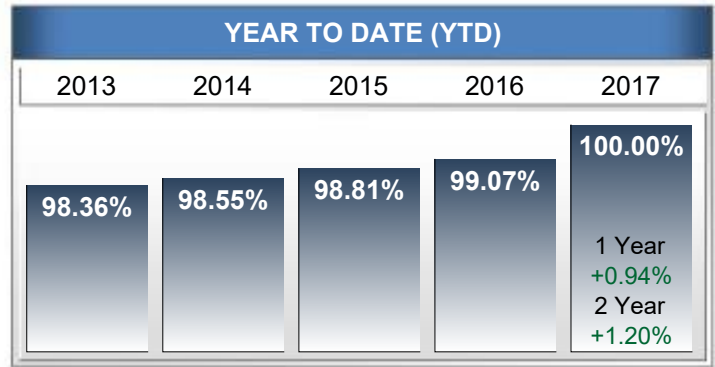
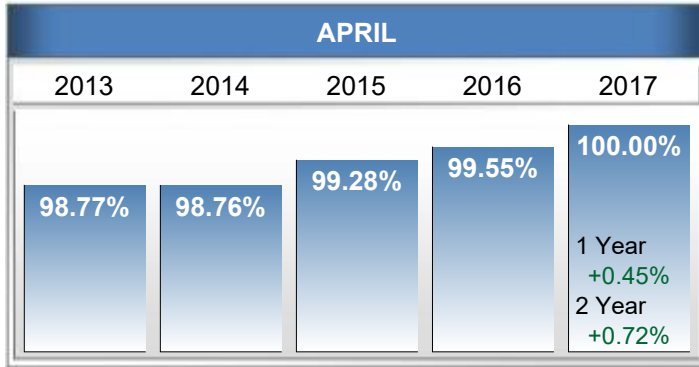
Closed Sales as of May 09, 2017



Median Percent of Selling Price to List Price

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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 | 133 | 10.03% | 97.65% | 97.62% | 98.61% | 93.55% | 89.83% |
| \$125,001 - \$150,000 | 97 | 7.32% | 100.00% | 99.37% | 100.00% | 100.00% | 107.28% |
| \$150,001 - \$200,000 | 249 | 18.78% | 100.00% | 99.71% | 100.00% | 100.00% | 94.29% |
| \$200,001 - \$275,000 | 350 | 26.40% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| \$275,001 - \$325,000 | 146 | 11.01% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| \$325,001 - \$450,000 | 214 | 16.14% | 100.00% | 100.00% | 100.00% | 100.00% | 99.01% |
| \$450,001 and up | 137 | 10.33% | 100.00% | 128.89% | 100.01% | 100.00% | 99.20% |
| Median List/Sell Ratio: | 100.00% | | | 100.00% | 100.00% | 100.00% | 99.30% |
| Total Closed Units: | 1,326 | | | 122 | 597 | 472 | 135 |
| Total Closed Volume: | 365,097,654 | | | 19.97M | 131.63M | 148.70M | 64.80M |



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

April 2017

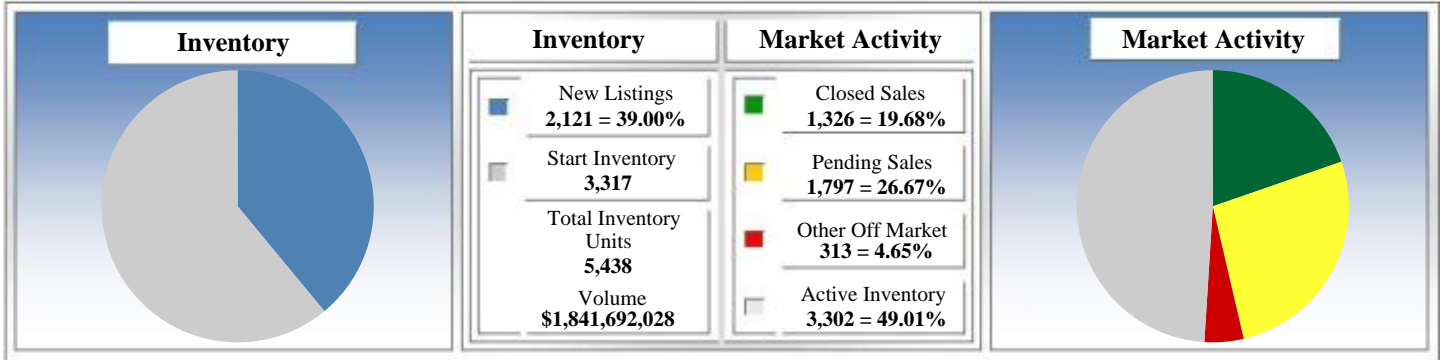
Inventory as of May 09, 2017



Market Summary

Report Produced on: May 10, 2017

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



Absorption: Last 12 months, an Average of **1,291** Sales/Month

Active Inventory as of April 30, 2017 = **3,302**

| | APRIL | | | Year To Date | | |
|---|---------|---------|---------|--------------|---------|---------|
| | 2016 | 2017 | +/-% | 2016 | 2017 | +/-% |
| Closed Sales | 1,329 | 1,326 | -0.23% | 3,974 | 4,375 | 10.09% |
| Pending Sales | 1,743 | 1,797 | 3.10% | 5,531 | 6,044 | 9.27% |
| New Listings | 2,249 | 2,121 | -5.69% | 7,545 | 7,599 | 0.72% |
| Median List Price | 227,950 | 239,900 | 5.24% | 223,350 | 237,950 | 6.54% |
| Median Sale Price | 226,500 | 239,900 | 5.92% | 219,774 | 235,000 | 6.93% |
| Median Percent of Selling Price to List Price | 99.55% | 100.00% | 0.45% | 99.07% | 100.00% | 0.94% |
| Median Days on Market to Sale | 18.00 | 12.00 | -33.33% | 28.00 | 19.00 | -32.14% |
| Monthly Inventory | 3,961 | 3,302 | -16.64% | 3,961 | 3,302 | -16.64% |
| Months Supply of Inventory | 3.32 | 2.56 | -22.91% | 3.32 | 2.56 | -22.91% |

