



June 2017

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

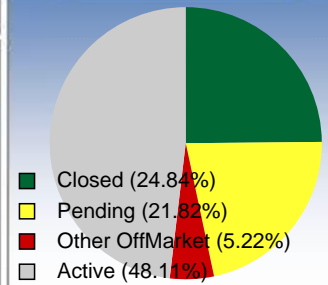


Absorption: Last 12 months, an Average of **1,313** Sales/Month

Active Inventory as of June 30, 2017 = **3,711**

	JUNE		
	2016	2017	+/- %
Closed Sales	1,810	1,916	5.86%
Pending Sales	1,419	1,683	18.60%
New Listings	1,920	2,188	13.96%
Median List Price	245,943	257,000	4.50%
Median Sale Price	245,000	255,000	4.08%
Median Percent of Selling Price to List Price	99.92%	100.00%	0.08%
Median Days on Market to Sale	14.00	11.00	-21.43%
End of Month Inventory	4,141	3,711	-10.38%
Months Supply of Inventory	3.41	2.83	-17.10%

Market Activity



Report Produced on: Jul 10, 2017

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 2017 decreased **10.38%** to 3,711 existing homes available for sale. Over the last 12 months this area has had an average of 1,313 closed sales per month. This represents an unsold inventory index of **2.83** 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 **4.08%** in June 2017 to \$255,000 versus the previous year at \$245,000.

Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 3.00 days or **21.43%** in June 2017 compared to last year's same month at **14.00** DOM.

Sales Success for June 2017 is Positive

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

There were 2,188 New Listings in June 2017, up **13.96%** from last year at 1,920. Furthermore, there were 1,916 sales this month versus last year at 1,810, a **5.86%** increase.

Closed versus Listed trends yielded a **87.6%** ratio, down from last year's June 2017 at **94.3%**, a **7.11%** downswing. 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**

June 2017

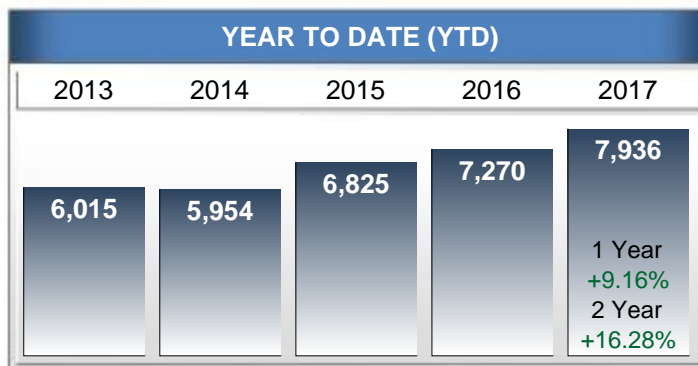
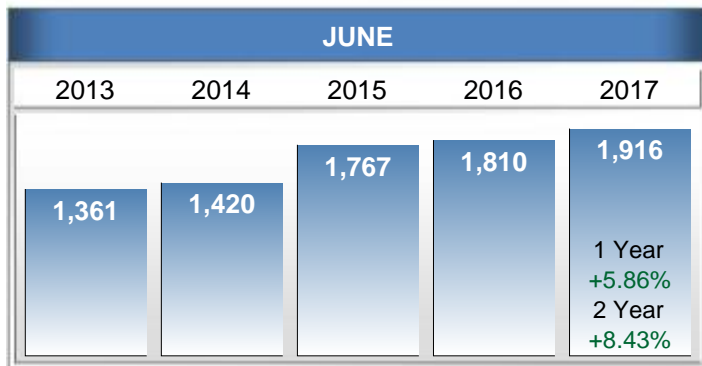
Closed Sales as of Jul 08, 2017



Closed Sales

Report Produced on: Jul 10, 2017

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Closed Sales

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5yr JUN AVG = 1,655 **3 MONTHS**

High
Jun 2017 = 1,916

Low
Jan 2013 = 664

Closed Sales this month at **1,916**, above the 5 yr JUN average of **1,655**

A P R	1,331
M A Y	1,636
J U N	1,916
22.92%	
17.11%	

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	140	7.31%	15.0	45	71	23	1
\$125,001 - \$175,000	249	13.00%	10.0	36	161	48	4
\$175,001 - \$200,000	176	9.19%	7.0	17	129	26	4
\$200,001 - \$300,000	631	32.93%	11.0	39	305	259	28
\$300,001 - \$350,000	210	10.96%	11.0	9	52	123	26
\$350,001 - \$475,000	298	15.55%	15.5	5	83	127	83
\$475,001 and up	212	11.06%	17.5	0	30	81	101
Total Closed Units: 1,916				151	831	687	247
Total Closed Volume: 562,852,087				26.75M	198.03M	218.96M	119.11M
Median Closed Price: \$255,000				\$164,000	\$212,660	\$297,000	\$439,500



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

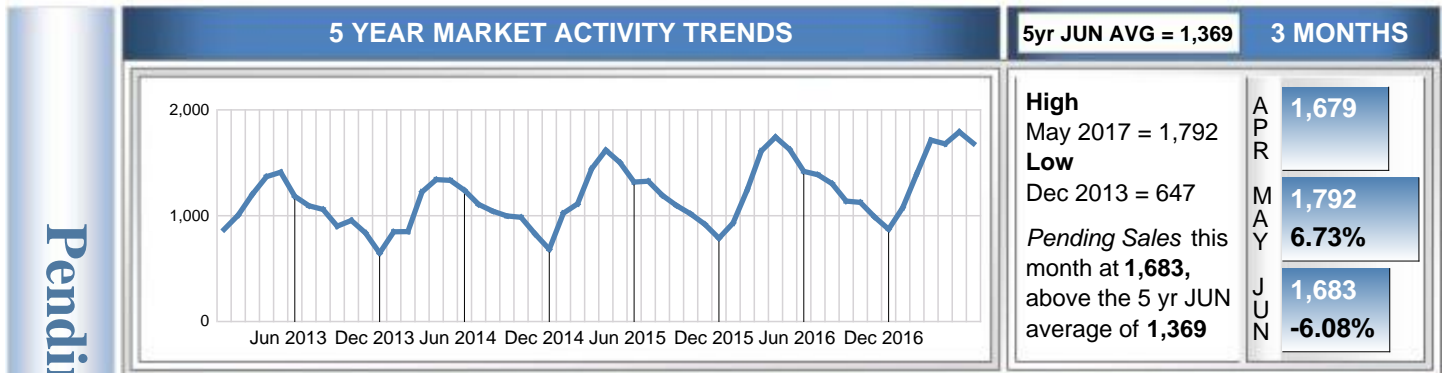
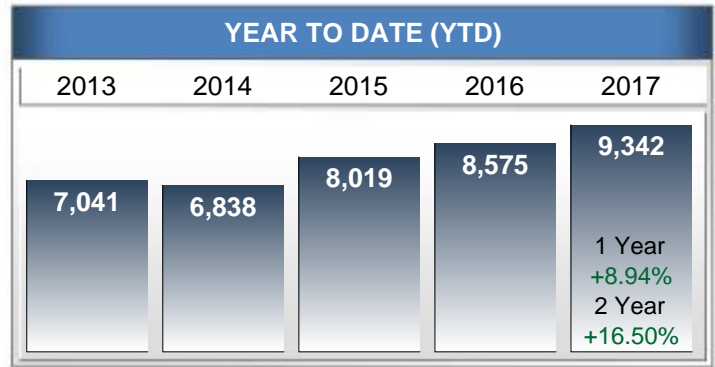
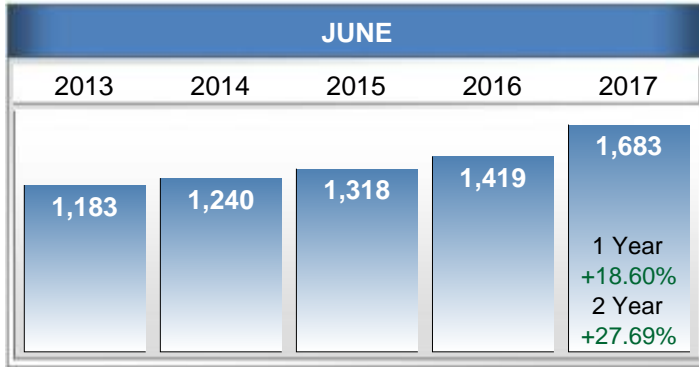
Pending Sales as of Jul 08, 2017



Report Produced on: Jul 10, 2017

Pending Sales

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+		
\$125,000 and less	134	7.96%	13.0	40	79	12	3		
\$125,001 - \$175,000	231	13.73%	8.0	40	157	33	1		
\$175,001 - \$200,000	181	10.75%	9.0	20	121	33	7		
\$200,001 - \$275,000	436	25.91%	13.0	30	234	150	22		
\$275,001 - \$350,000	285	16.93%	15.0	7	91	163	24		
\$350,001 - \$475,000	243	14.44%	15.0	5	43	136	59		
\$475,001 and up	173	10.28%	31.0	3	22	62	86		
Total Pending Units:				1,683	14.0	145	747	589	202
Total Pending Volume:				493,510,988		26.41M	168.63M	195.64M	102.83M
Median Listing Price:				\$249,950		\$169,950	\$209,900	\$307,500	\$449,000

Pending Sales

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Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

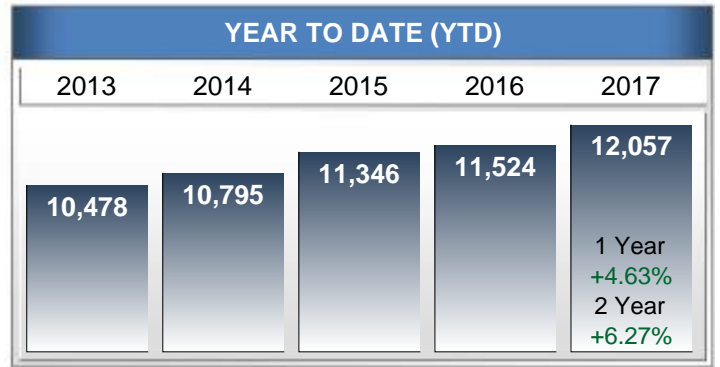
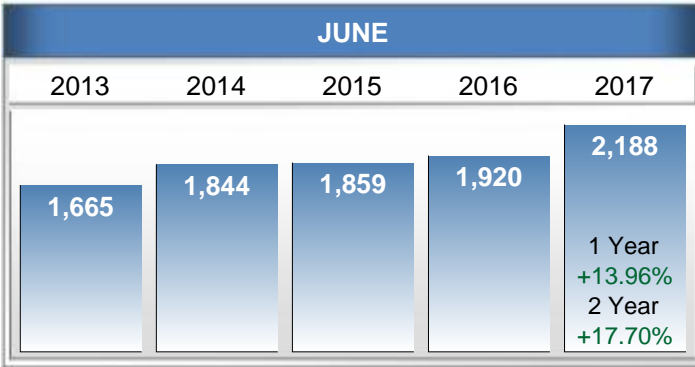
New Listings as of Jul 08, 2017



Report Produced on: Jul 10, 2017

New Listings

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



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



5yr JUN AVG = 1,895 **3 MONTHS**

High
Apr 2015 = 2,349

Low
Dec 2015 = 867

New Listings this month at **2,188**, above the 5 yr JUN average of **1,895**

A P R	2,141
M A Y	2,242
J U N	2,188
	4.72%
	-2.41%

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	145	6.63%	53	73	14	5
\$125,001 - \$175,000	265	12.11%	46	183	32	4
\$175,001 - \$225,000	365	16.68%	43	226	86	10
\$225,001 - \$300,000	547	25.00%	40	233	245	29
\$300,001 - \$375,000	344	15.72%	7	99	188	50
\$375,001 - \$475,000	300	13.71%	6	54	157	83
\$475,001 and up	222	10.15%	4	33	72	113
Total New Listed Units:			199	901	794	294
Total New Listed Volume:			38.14M	216.75M	263.53M	144.89M
Median New Listed Listing Price:			\$178,000	\$219,900	\$312,060	\$429,733



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

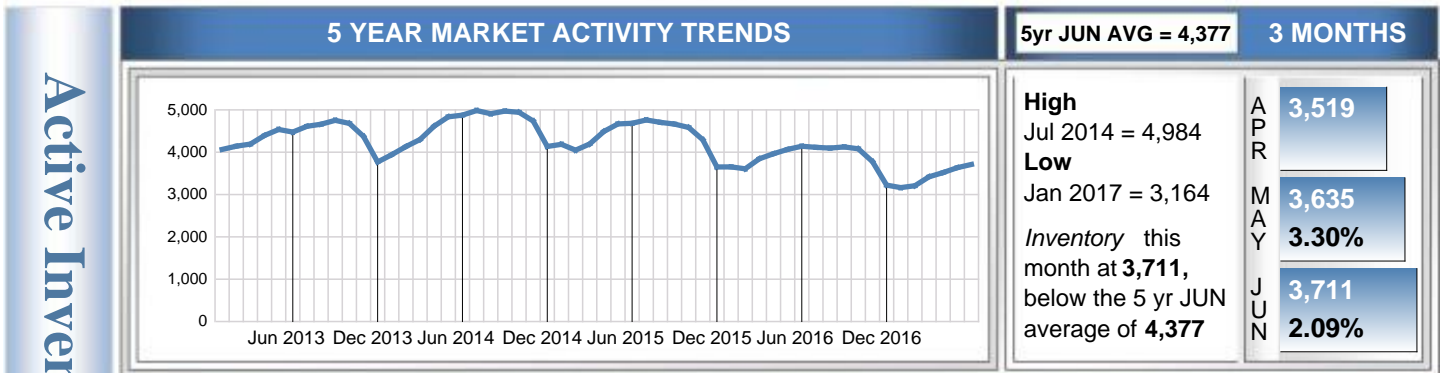
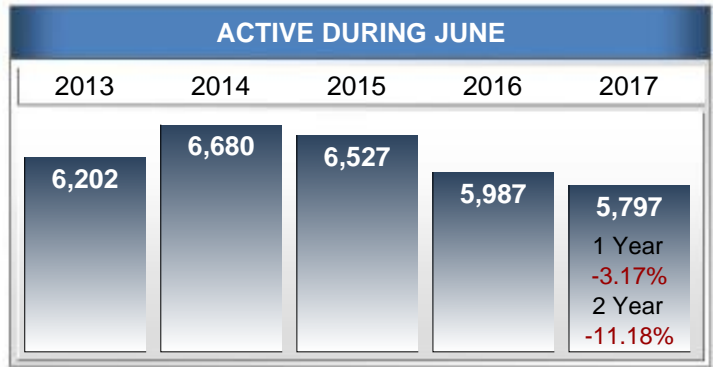
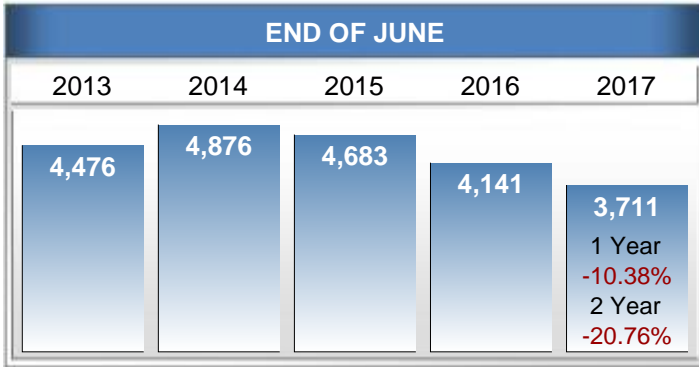
Active Inventory as of Jul 08, 2017



Active Inventory

Report Produced on: Jul 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?
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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$125,000 and less	264	7.11%	99.0	107	132	17	8		
\$125,001 - \$200,000	545	14.69%	56.0	118	334	83	10		
\$200,001 - \$250,000	491	13.23%	38.0	52	274	151	14		
\$250,001 - \$350,000	921	24.82%	42.0	60	338	427	96		
\$350,001 - \$450,000	642	17.30%	50.5	21	159	289	173		
\$450,001 - \$600,000	457	12.31%	60.0	6	58	208	185		
\$600,001 and up	391	10.54%	77.0	3	39	121	228		
Total Active Inventory by Units:				3,711	55.0	367	1,334	1,296	714
Total Active Inventory by Volume:				1,339,567,882		70.78M	355.48M	507.17M	406.14M
Median Active Inventory Listing Price:				\$314,950		\$174,950	\$238,635	\$346,000	\$489,925



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

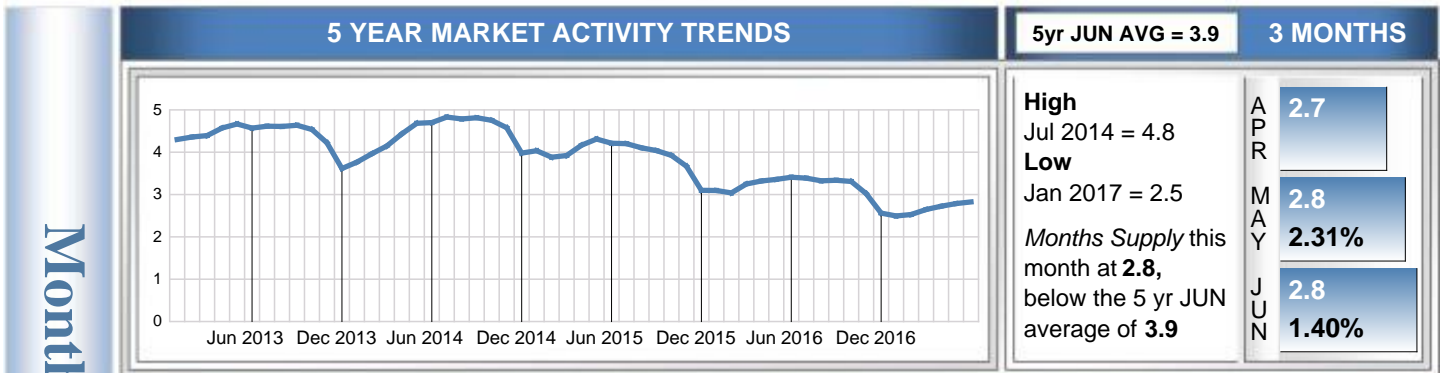
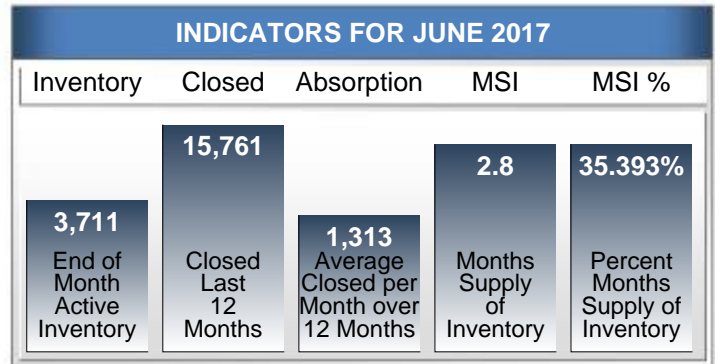
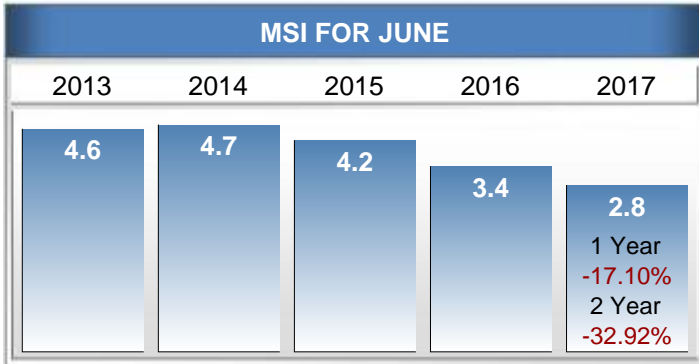
Active Inventory as of Jul 08, 2017



Months Supply of Inventory

Report Produced on: Jul 10, 2017

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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+
\$125,000 and less	264		7.11%	2.0	2.6	1.7	1.1	4.2
\$125,001 - \$200,000	545		14.69%	1.6	2.9	1.5	1.3	2.1
\$200,001 - \$250,000	491		13.23%	2.0	3.3	2.1	1.7	1.7
\$250,001 - \$350,000	921		24.82%	3.0	4.3	3.1	2.8	3.1
\$350,001 - \$450,000	642		17.30%	4.2	5.6	4.5	4.0	4.3
\$450,001 - \$600,000	457		12.31%	5.2	4.8	4.1	6.3	4.6
\$600,001 and up	391		10.54%	8.0	36.0	6.3	7.3	8.7
MSI:		2.8			3.1	2.2	2.9	4.7
Total Active Inventory:		3,711			367	1,334	1,296	714



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

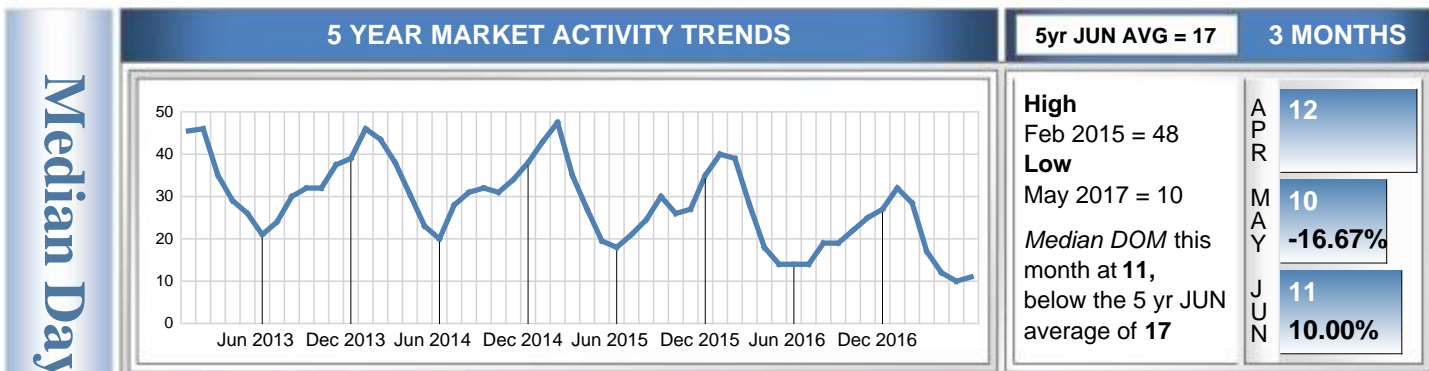
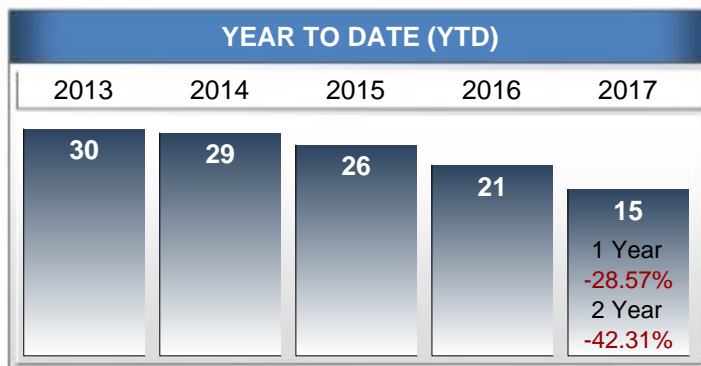
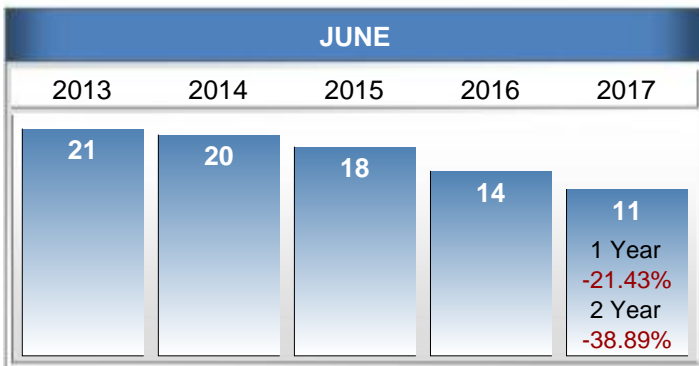
Closed Sales as of Jul 08, 2017



Median Days on Market to Sale

Report Produced on: Jul 10, 2017

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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+
\$125,000 and less	140	7.31%	15.0	19.0	12.0	22.0	3.0
\$125,001 - \$175,000	249	13.00%	10.0	6.5	10.0	10.0	8.5
\$175,001 - \$200,000	176	9.19%	7.0	5.0	7.0	9.5	41.0
\$200,001 - \$300,000	631	32.93%	11.0	16.0	7.0	13.0	13.0
\$300,001 - \$350,000	210	10.96%	11.0	59.0	9.0	11.0	16.0
\$350,001 - \$475,000	298	15.55%	15.5	79.0	8.0	19.0	21.0
\$475,001 and up	212	11.06%	17.5	0.0	11.5	14.0	20.0
Median Closed DOM:	11.0			11.0	8.0	13.0	18.0
Total Closed Units:	1,916			151	831	687	247
Total Closed Volume:	562,852,087			26.75M	198.03M	218.96M	119.11M



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

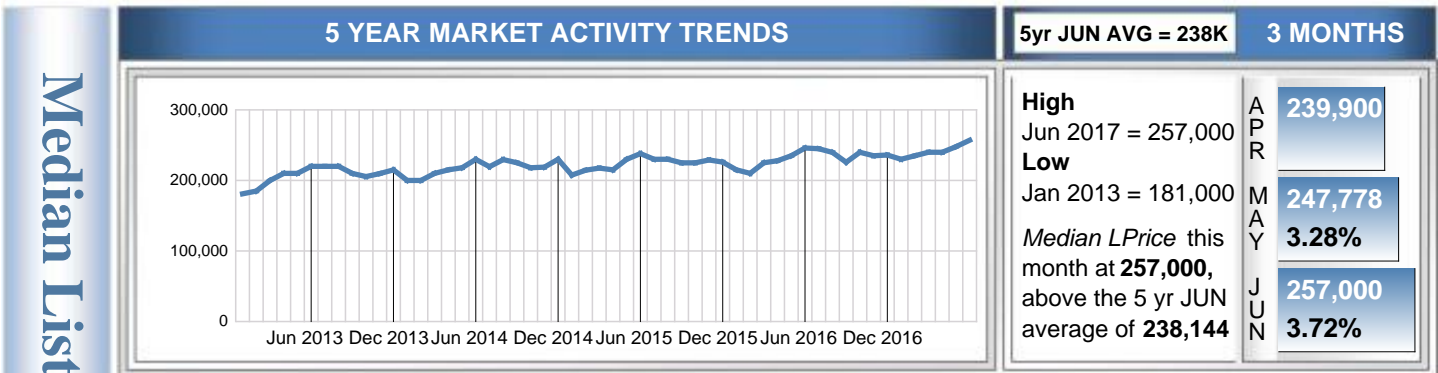
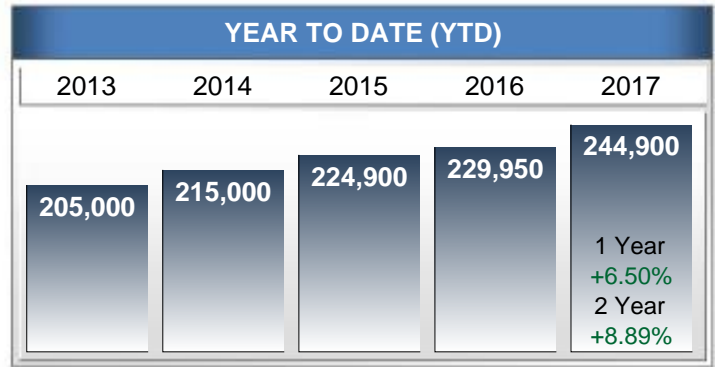
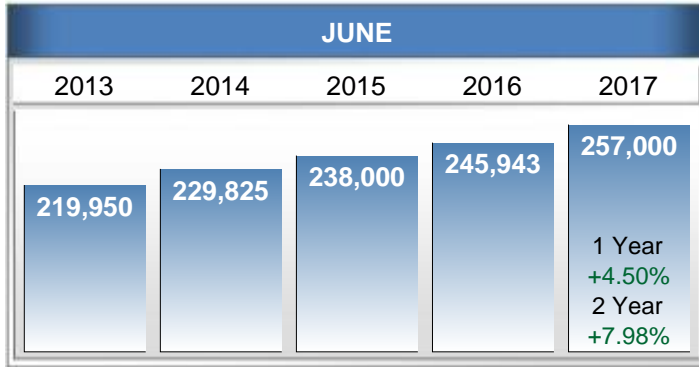
Closed Sales as of Jul 08, 2017



Median List Price at Closing

Report Produced on: Jul 10, 2017

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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+
\$125,000 and less	136	7.10%	98,500	85,000	104,000	89,900	115,000
\$125,001 - \$175,000	248	12.94%	155,000	154,500	156,950	154,950	169,000
\$175,001 - \$200,000	193	10.07%	190,000	194,000	189,950	192,250	197,950
\$200,001 - \$300,000	633	33.04%	249,000	239,900	235,000	255,000	274,925
\$300,001 - \$350,000	207	10.80%	329,500	342,475	328,495	329,000	333,885
\$350,001 - \$475,000	281	14.67%	399,900	434,750	397,983	390,000	409,500
\$475,001 and up	218	11.38%	576,748	0	592,475	557,475	599,450
Median List Price:	\$257,000			\$167,500	\$215,000	\$299,000	\$435,000
Total Closed Units:	1,916			151	831	687	247
Total List Volume:	565,001,997			26.95M	197.61M	219.76M	120.68M



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

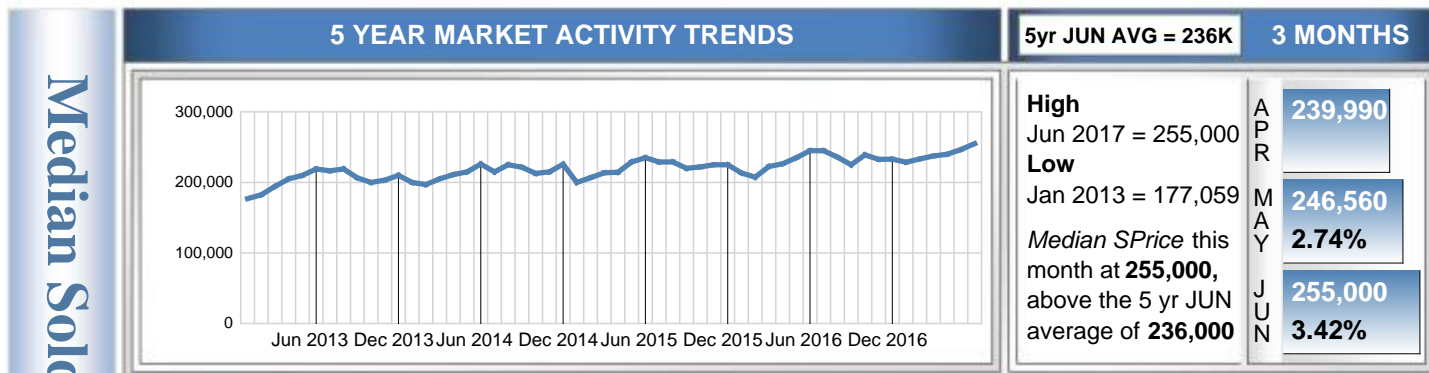
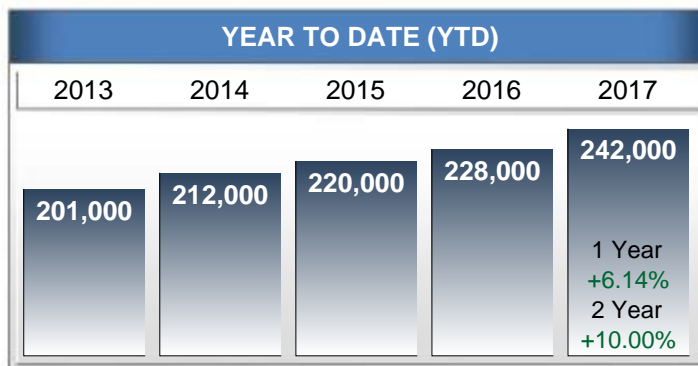
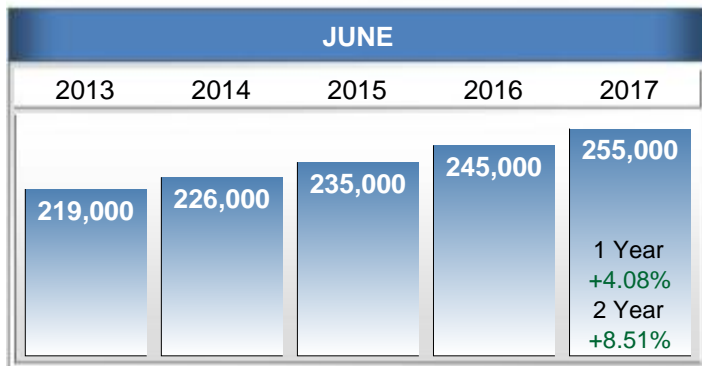
Closed Sales as of Jul 08, 2017



Median Sold Price at Closing

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Median Sold Price

Ready to Buy or Sell Real Estate?
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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+
\$125,000 and less	140		7.31%	96,500	85,000	109,500	96,500	100,000
\$125,001 - \$175,000	249		13.00%	157,000	150,000	157,500	157,000	164,454
\$175,001 - \$200,000	176		9.19%	188,500	188,000	187,500	193,000	195,750
\$200,001 - \$300,000	631		32.93%	244,000	235,000	234,950	254,000	273,433
\$300,001 - \$350,000	210		10.96%	325,000	331,900	325,000	325,000	334,500
\$350,001 - \$475,000	298		15.55%	396,065	380,727	389,000	394,000	408,500
\$475,001 and up	212		11.06%	583,141	0	597,475	569,000	595,000
Median Closed Price:	\$255,000				\$164,000	\$212,660	\$297,000	\$439,500
Total Closed Units:	1,916				151	831	687	247
Total Closed Volume:	562,852,087				26.75M	198.03M	218.96M	119.11M



Monthly Inventory Analysis

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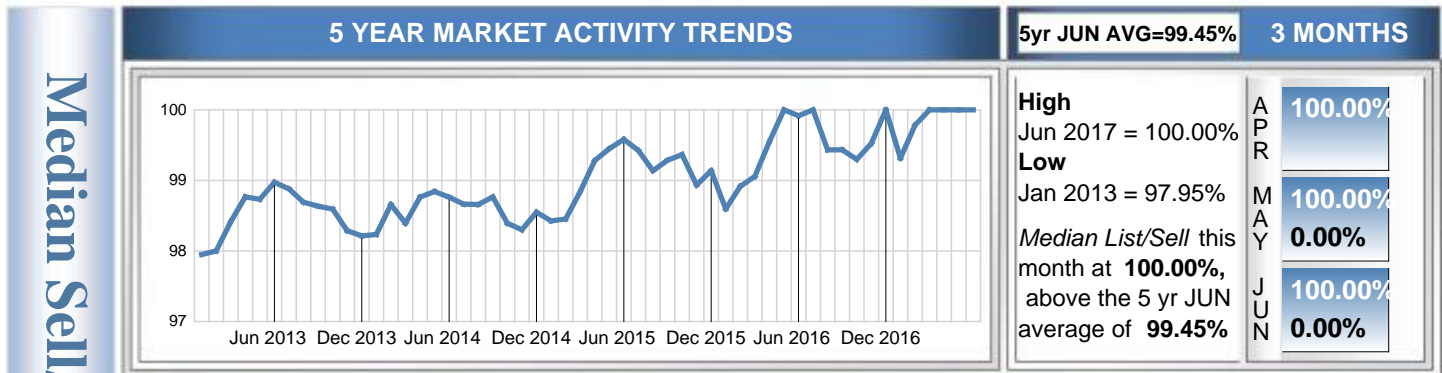
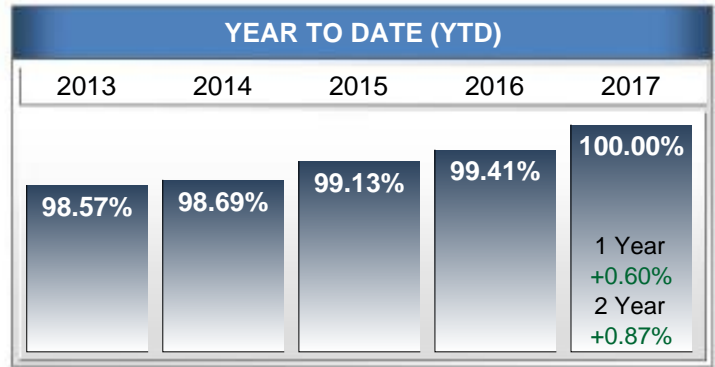
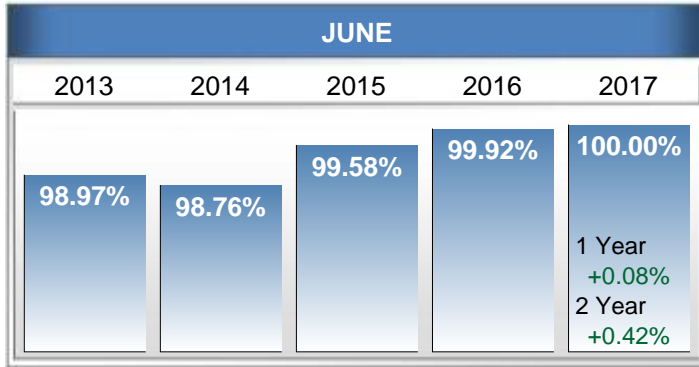
Closed Sales as of Jul 08, 2017



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	140	7.31%	100.00%	100.00%	100.00%	95.07%	86.96%
\$125,001 - \$175,000	249	13.00%	100.00%	99.63%	100.00%	100.00%	100.91%
\$175,001 - \$200,000	176	9.19%	100.00%	98.05%	100.00%	100.00%	99.51%
\$200,001 - \$300,000	631	32.93%	100.00%	100.00%	100.00%	100.00%	100.00%
\$300,001 - \$350,000	210	10.96%	100.00%	100.00%	100.00%	100.00%	99.13%
\$350,001 - \$475,000	298	15.55%	100.00%	101.46%	100.00%	99.48%	99.96%
\$475,001 and up	212	11.06%	100.00%	0.00%	100.00%	100.00%	99.17%
Median List/Sell Ratio:	100.00%			100.00%	100.00%	100.00%	99.37%
Total Closed Units:	1,916			151	831	687	247
Total Closed Volume:	562,852,087			26.75M	198.03M	218.96M	119.11M



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

Inventory as of Jul 08, 2017



Market Summary

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



Absorption: Last 12 months, an Average of 1,313 Sales/Month

Active Inventory as of June 30, 2017 = 3,711

	JUNE			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	1,810	1,916	5.86%	7,270	7,936	9.16%
Pending Sales	1,419	1,683	18.60%	8,575	9,342	8.94%
New Listings	1,920	2,188	13.96%	11,524	12,057	4.63%
Median List Price	245,943	257,000	4.50%	229,950	244,900	6.50%
Median Sale Price	245,000	255,000	4.08%	228,000	242,000	6.14%
Median Percent of Selling Price to List Price	99.92%	100.00%	0.08%	99.41%	100.00%	0.60%
Median Days on Market to Sale	14.00	11.00	-21.43%	21.00	15.00	-28.57%
Monthly Inventory	4,141	3,711	-10.38%	4,141	3,711	-10.38%
Months Supply of Inventory	3.41	2.83	-17.10%	3.41	2.83	-17.10%

