



July 2017

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

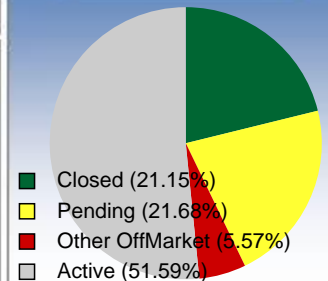


Absorption: Last 12 months, an Average of **1,312** Sales/Month

Active Inventory as of July 31, 2017 = **3,693**

	JULY		
	2016	2017	+/- %
Closed Sales	1,543	1,514	-1.88%
Pending Sales	1,386	1,552	11.98%
New Listings	1,776	1,828	2.93%
Median List Price	244,950	259,950	6.12%
Median Sale Price	244,900	260,000	6.17%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	13.00	12.00	-7.69%
End of Month Inventory	4,117	3,693	-10.30%
Months Supply of Inventory	3.39	2.81	-16.95%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 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 July 2017 decreased **10.30%** to 3,693 existing homes available for sale. Over the last 12 months this area has had an average of 1,312 closed sales per month. This represents an unsold inventory index of **2.81** 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 **6.17%** in July 2017 to \$260,000 versus the previous year at \$244,900.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 1.00 days or **7.69%** in July 2017 compared to last year's same month at **13.00** DOM.

Sales Success for July 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 1,828 New Listings in July 2017, up **2.93%** from last year at 1,776. Furthermore, there were 1,514 sales this month versus last year at 1,543, a **-1.88%** decrease.

Closed versus Listed trends yielded a **82.8%** ratio, down from last year's July 2017 at **86.9%**, a **4.67%** 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

July 2017

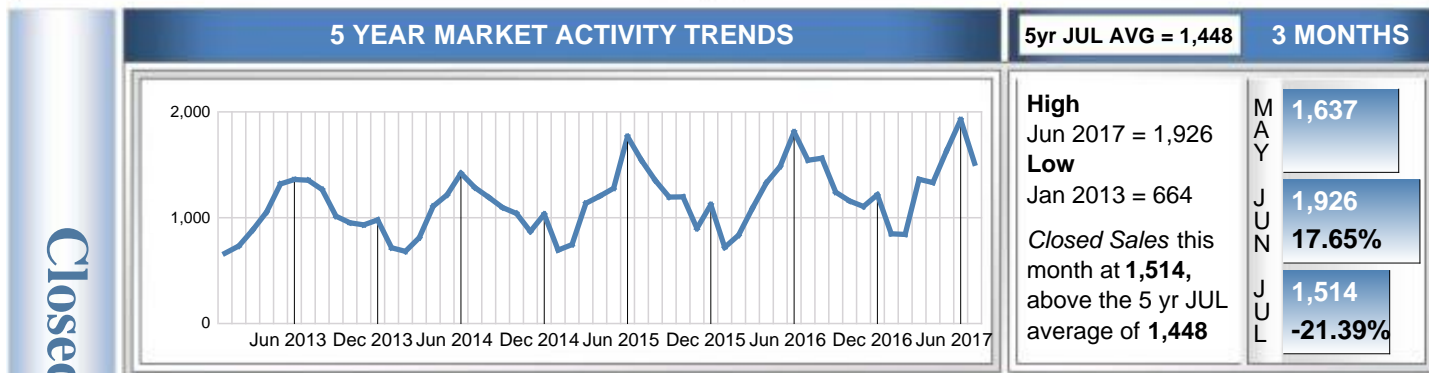
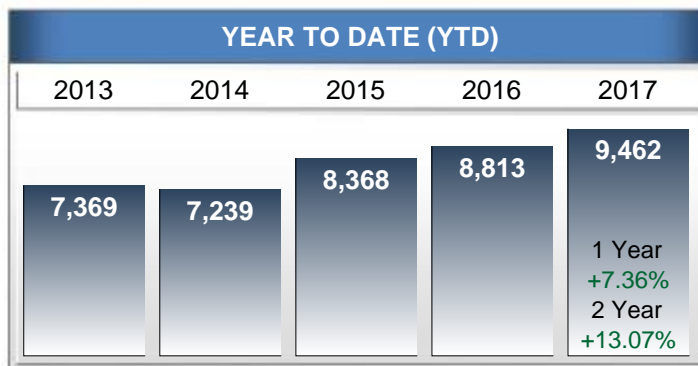
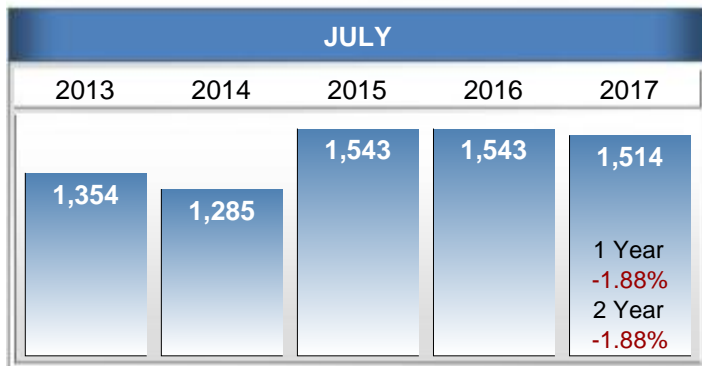
Closed Sales as of Aug 07, 2017



Closed Sales

Report Produced on: Aug 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	99	6.54%	17.0	30	57	10	2	
\$125,001 - \$175,000	196	12.95%	8.0	43	130	22	1	
\$175,001 - \$225,000	280	18.49%	9.0	41	169	63	7	
\$225,001 - \$300,000	355	23.45%	12.0	17	148	173	17	
\$300,001 - \$375,000	247	16.31%	16.0	10	62	142	33	
\$375,001 - \$475,000	166	10.96%	14.0	3	22	77	64	
\$475,001 and up	171	11.29%	21.0	3	23	63	82	
Total Closed Units: 1,514				12.0	147	611	550	206
Total Closed Volume: 452,251,229					27.81M	140.80M	184.24M	99.41M
Median Closed Price: \$260,000					\$178,000	\$213,000	\$305,000	\$447,000

Closed Sales

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Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

July 2017

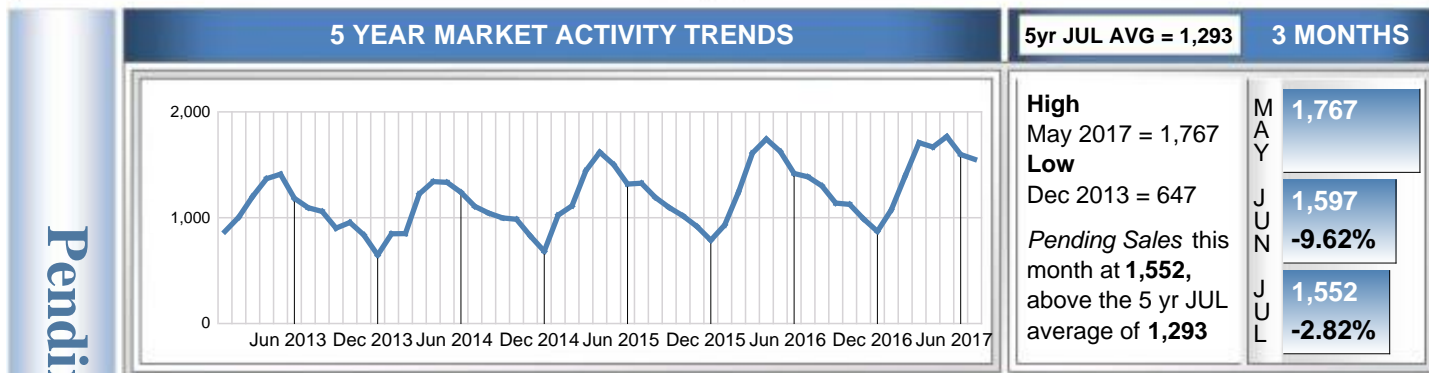
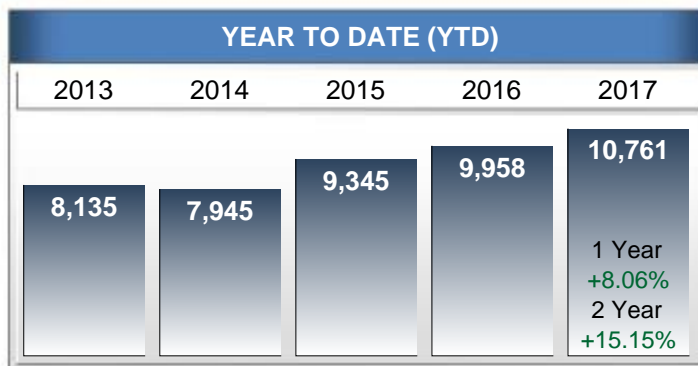
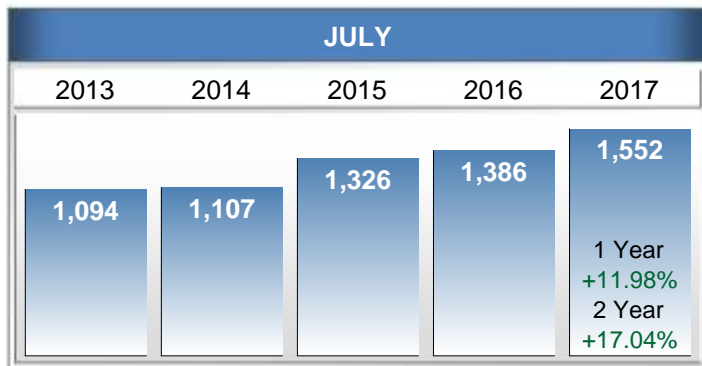
Pending Sales as of Aug 07, 2017



Pending Sales

Report Produced on: Aug 10, 2017

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Pending Sales

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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	113	7.28%	11.0	41	64	5	3
\$125,001 - \$175,000	226	14.56%	8.0	43	156	24	3
\$175,001 - \$200,000	147	9.47%	11.0	19	98	30	0
\$200,001 - \$275,000	388	25.00%	13.0	29	185	158	16
\$275,001 - \$350,000	301	19.39%	18.0	11	105	150	35
\$350,001 - \$475,000	213	13.72%	27.0	5	47	93	68
\$475,001 and up	164	10.57%	30.5	2	31	54	77
Total Pending Units:				150	686	514	202
Total Pending Volume:				26.43M	161.94M	167.17M	96.56M
Median Listing Price:				\$165,000	\$214,925	\$299,000	\$427,563



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

July 2017

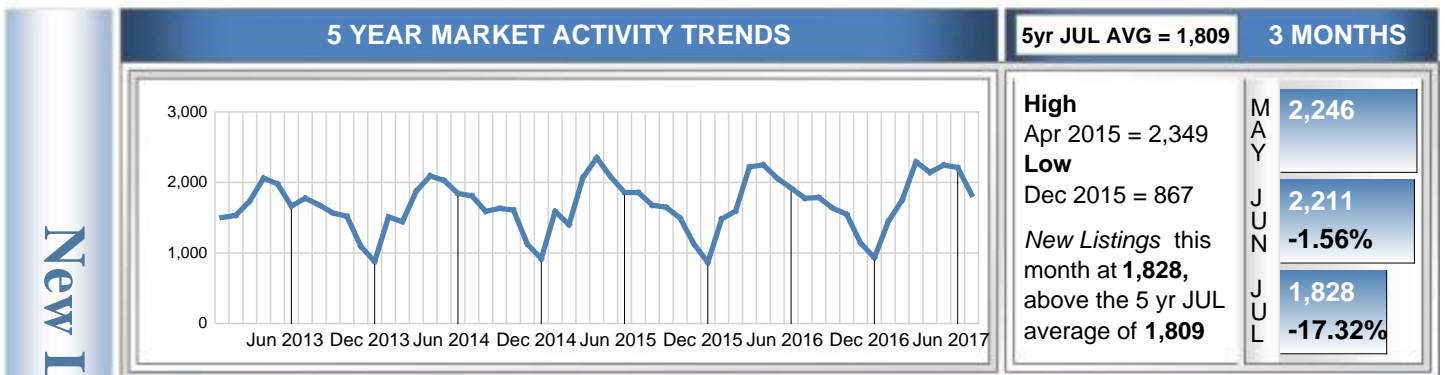
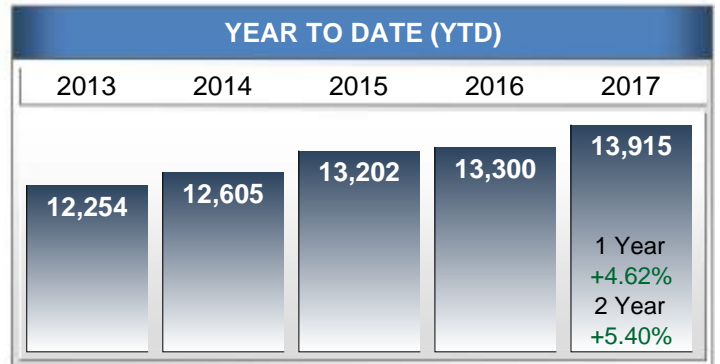
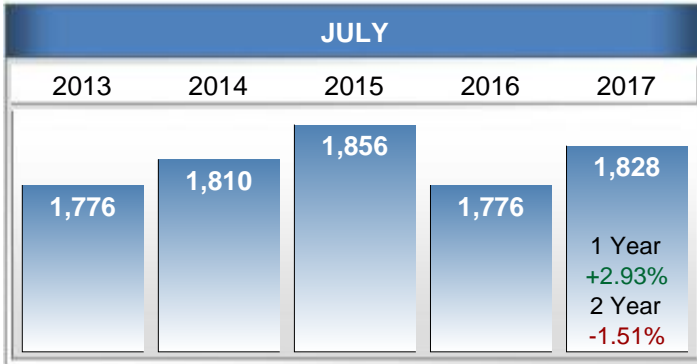
New Listings as of Aug 07, 2017



New Listings

Report Produced on: Aug 10, 2017

Richmond Metro - Consisting of Chesterfield, Hanover, Henrico, Richmond City - Single-Family, Condo/Town 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	170	9.30%	59	100	9	2
\$125,001 - \$175,000	250	13.68%	39	176	32	3
\$175,001 - \$200,000	165	9.03%	16	106	42	1
\$200,001 - \$275,000	447	24.45%	33	216	184	14
\$275,001 - \$350,000	340	18.60%	12	124	168	36
\$350,001 - \$475,000	268	14.66%	9	62	118	79
\$475,001 and up	188	10.28%	1	24	78	85
Total New Listed Units:			169	808	631	220
Total New Listed Volume:			29.61M	184.94M	205.11M	108.58M
Median New Listed Listing Price:			\$150,000	\$213,925	\$299,900	\$441,325



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

July 2017

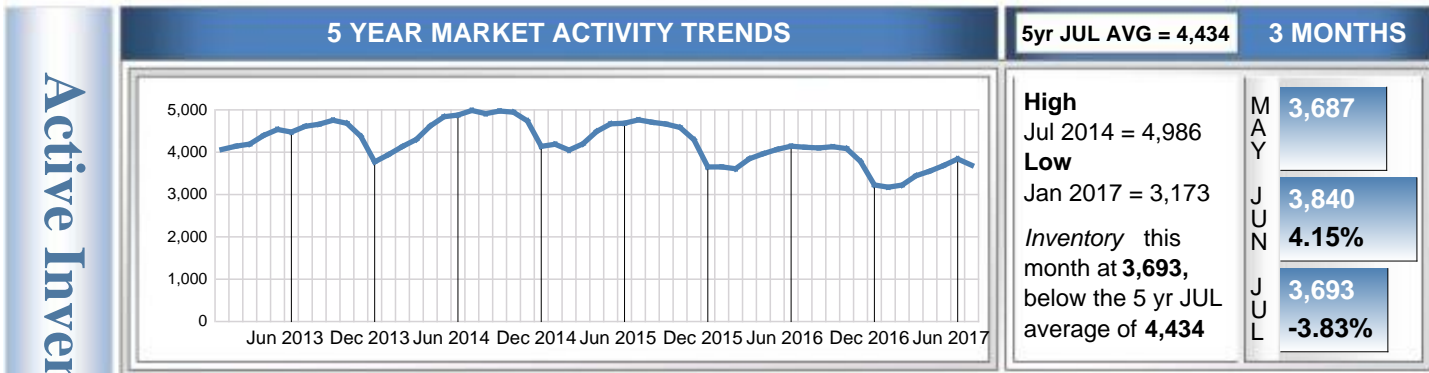
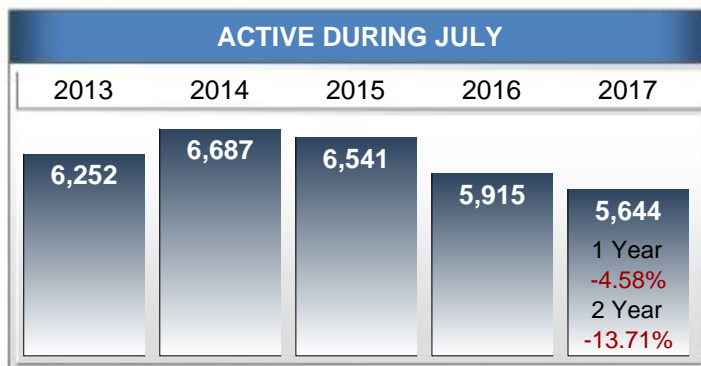
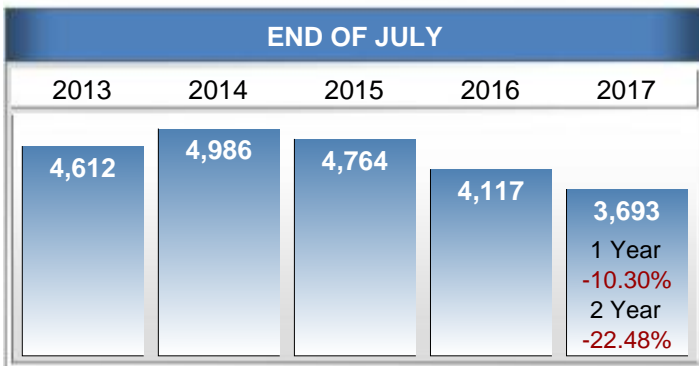
Active Inventory as of Aug 07, 2017



Active Inventory

Report Produced on: Aug 10, 2017

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



Active Inventory

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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	324	8.77%	69.0	123	175	20	6		
\$125,001 - \$175,000	355	9.61%	60.0	75	221	55	4		
\$175,001 - \$225,000	439	11.89%	48.0	59	262	109	9		
\$225,001 - \$350,000	1,179	31.93%	49.0	83	490	507	99		
\$350,001 - \$425,000	466	12.62%	55.0	16	123	200	127		
\$425,001 - \$575,000	522	14.13%	74.0	14	75	246	187		
\$575,001 and up	408	11.05%	88.0	3	35	137	233		
Total Active Inventory by Units:				3,693	59.0	373	1,381	1,274	665
Total Active Inventory by Volume:				1,283,789,617		71.48M	349.02M	485.20M	378.09M
Median Active Inventory Listing Price:				\$299,500		\$169,950	\$229,950	\$339,970	\$479,900



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

July 2017

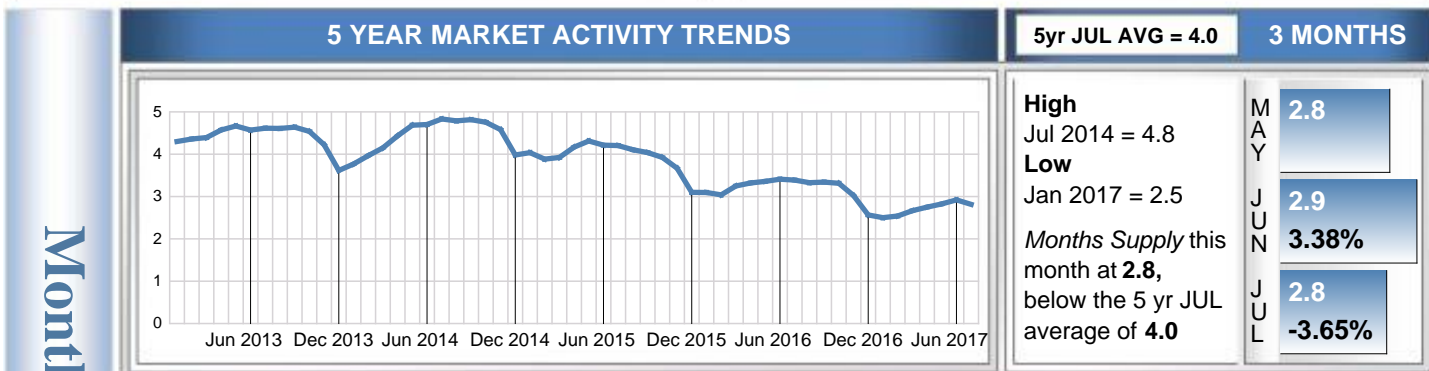
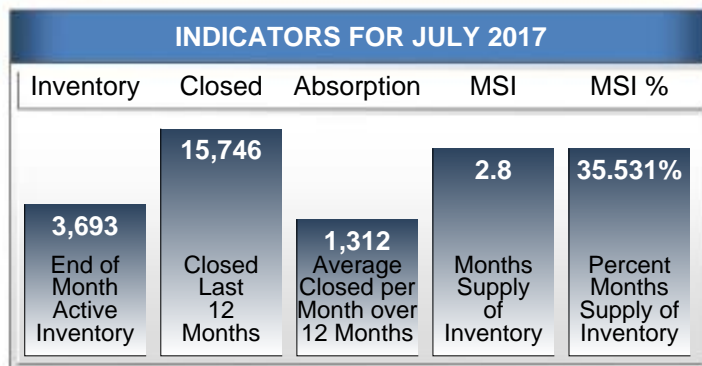
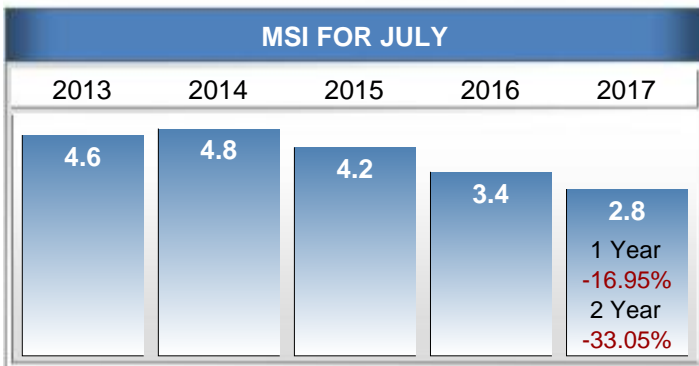
Active Inventory as of Aug 07, 2017



Months Supply of Inventory

Report Produced on: Aug 10, 2017

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



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	324	8.77%	2.5	3.1	2.4	1.3	3.0
\$125,001 - \$175,000	355	9.61%	1.8	2.5	1.6	1.7	2.1
\$175,001 - \$225,000	439	11.89%	1.7	2.8	1.7	1.6	1.5
\$225,001 - \$350,000	1,179	31.93%	2.7	3.9	2.9	2.5	2.9
\$350,001 - \$425,000	466	12.62%	3.6	4.6	4.0	3.2	4.0
\$425,001 - \$575,000	522	14.13%	4.8	8.4	4.4	5.6	4.1
\$575,001 and up	408	11.05%	6.7	12.0	4.7	6.7	7.1
MSI:			2.8	3.2	2.3	2.8	4.3
Total Active Inventory:			3,693	373	1,381	1,274	665



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

July 2017

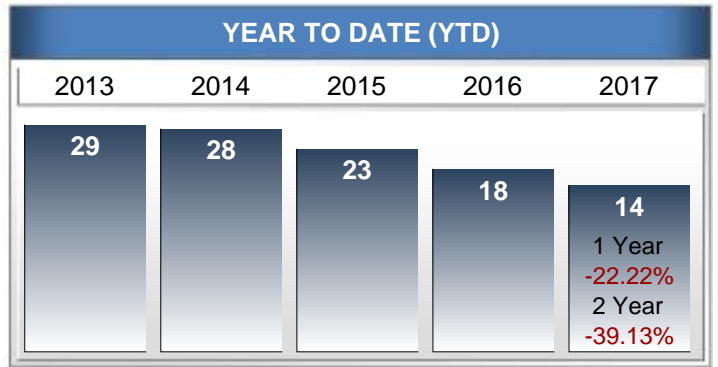
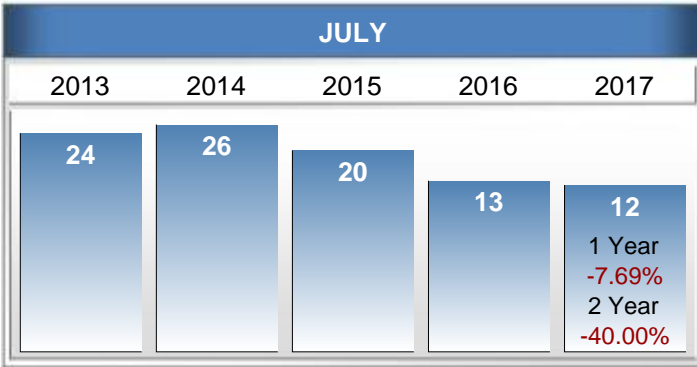
Closed Sales as of Aug 07, 2017



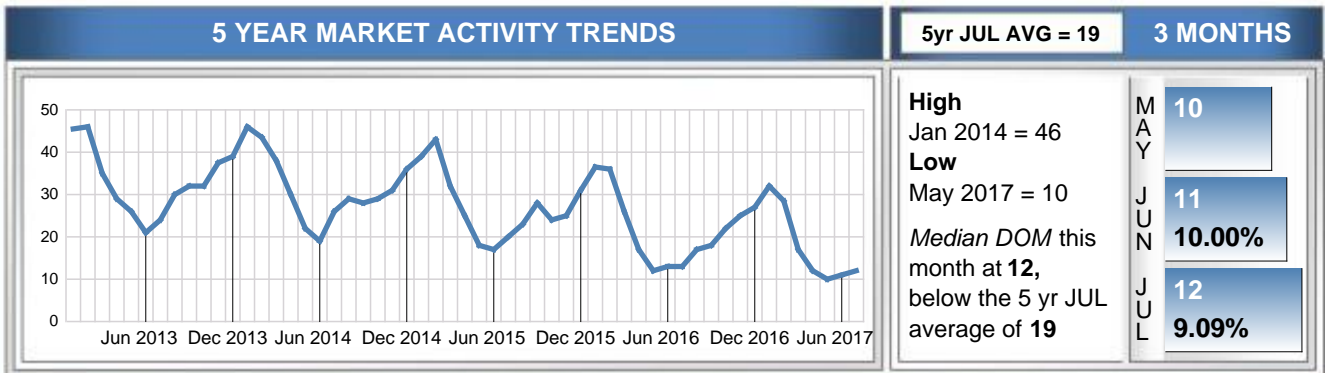
Median Days on Market to Sale

Report Produced on: Aug 10, 2017

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Median Days on Market



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	99	6.54%	17.0	14.5	20.0	8.5	25.0		
\$125,001 - \$175,000	196	12.95%	8.0	12.0	7.0	8.0	3.0		
\$175,001 - \$225,000	280	18.49%	9.0	7.0	9.0	7.0	23.0		
\$225,001 - \$300,000	355	23.45%	12.0	6.0	7.5	14.0	21.0		
\$300,001 - \$375,000	247	16.31%	16.0	23.5	6.5	19.0	13.0		
\$375,001 - \$475,000	166	10.96%	14.0	123.0	10.5	11.0	17.5		
\$475,001 and up	171	11.29%	21.0	4.0	16.0	13.0	29.5		
Median Closed DOM:	12.0			12.0	9.0	14.0	22.5		
Total Closed Units:	1,514			147	611	550	206		
Total Closed Volume:	452,251,229			27.81M	140.80M	184.24M	99.41M		

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Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

July 2017

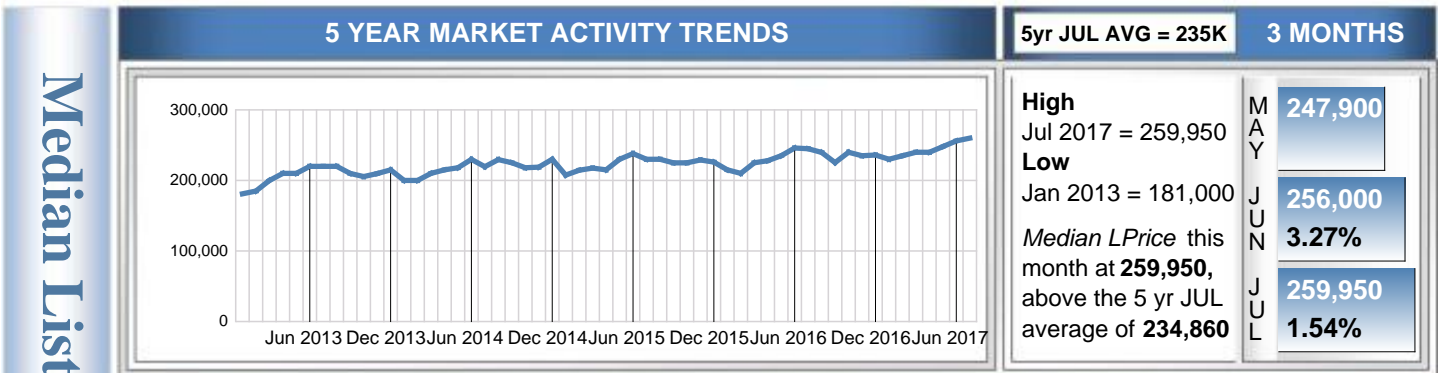
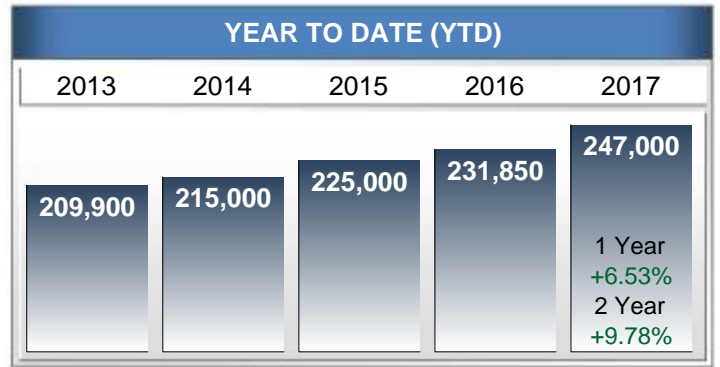
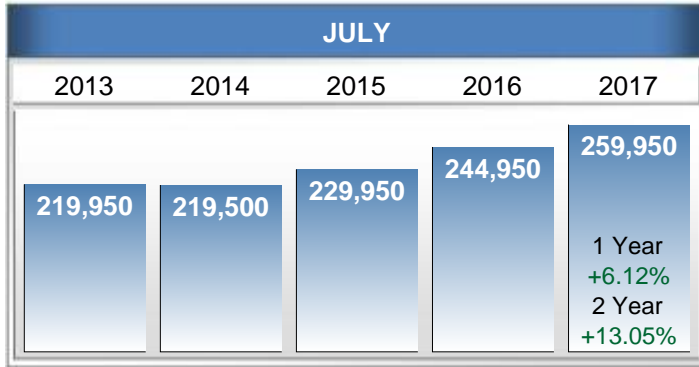
Closed Sales as of Aug 07, 2017



Median List Price at Closing

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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+
\$125,000 and less	100		6.61%	103,650	112,450	99,800	110,000	107,500
\$125,001 - \$175,000	194		12.81%	155,000	156,475	154,925	164,950	154,950
\$175,001 - \$225,000	272		17.97%	199,950	198,500	199,950	199,950	194,990
\$225,001 - \$300,000	363		23.98%	259,950	247,500	254,950	263,023	266,450
\$300,001 - \$375,000	258		17.04%	339,900	328,495	329,975	339,900	354,995
\$375,001 - \$475,000	151		9.97%	419,900	425,000	399,500	400,000	438,950
\$475,001 and up	176		11.62%	582,313	535,000	549,975	591,099	592,288
Median List Price:		\$259,950			\$175,000	\$214,950	\$309,450	\$449,975
Total Closed Units:		1,514			147	611	550	206
Total List Volume:		454,211,663			27.89M	141.31M	184.72M	100.28M



Monthly Inventory Analysis

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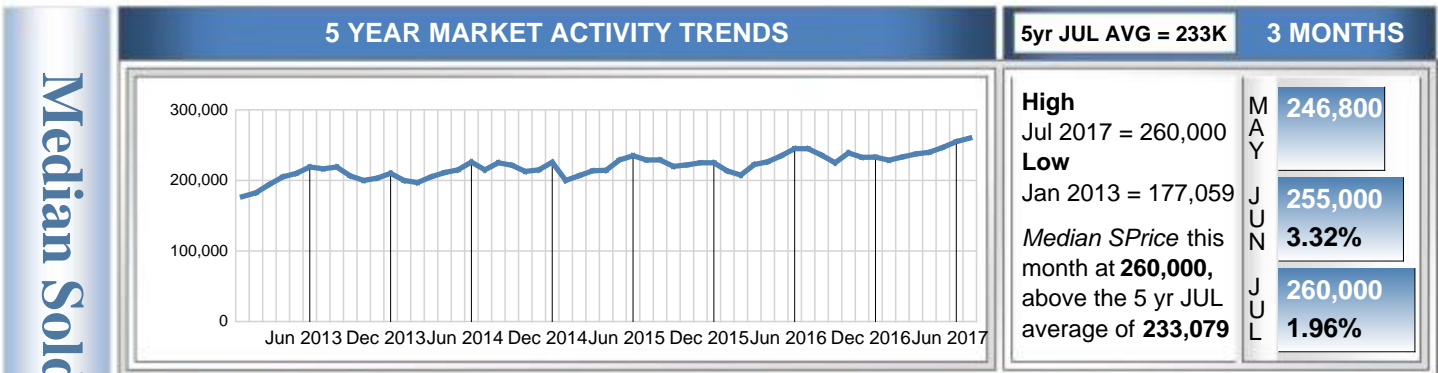
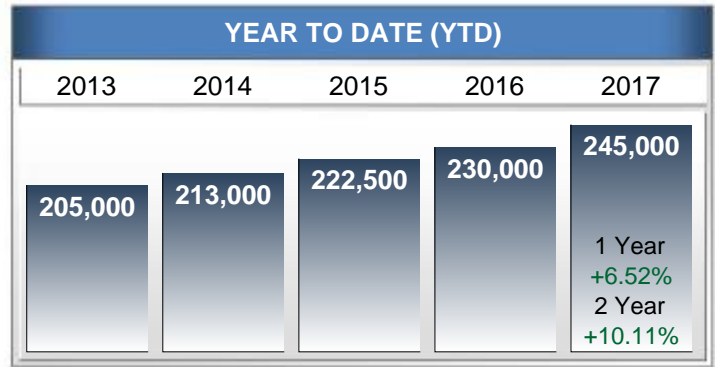
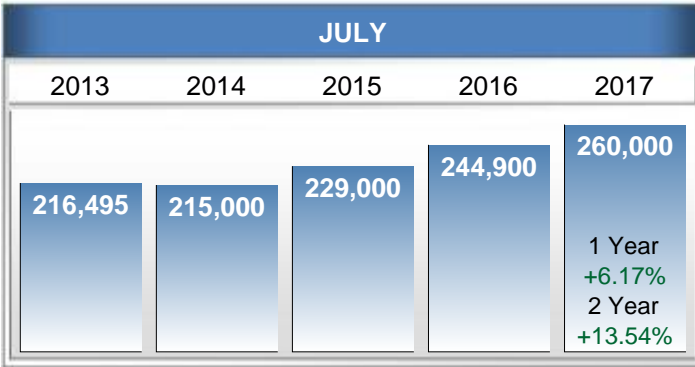
Closed Sales as of Aug 07, 2017



Median Sold Price at Closing

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Median Sold Price

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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	99		6.54%	103,150	107,475	95,299	115,250	101,500
\$125,001 - \$175,000	196		12.95%	155,000	148,000	155,195	164,450	139,950
\$175,001 - \$225,000	280		18.49%	200,000	196,000	202,000	205,690	187,500
\$225,001 - \$300,000	355		23.45%	259,950	245,595	255,000	262,500	262,500
\$300,001 - \$375,000	247		16.31%	340,000	325,998	335,000	339,880	359,000
\$375,001 - \$475,000	166		10.96%	416,238	425,000	393,475	412,000	431,500
\$475,001 and up	171		11.29%	590,000	515,000	565,000	600,000	605,000
Median Closed Price:	\$260,000				\$178,000	\$213,000	\$305,000	\$447,000
Total Closed Units:	1,514				147	611	550	206
Total Closed Volume:	452,251,229				27.81M	140.80M	184.24M	99.41M



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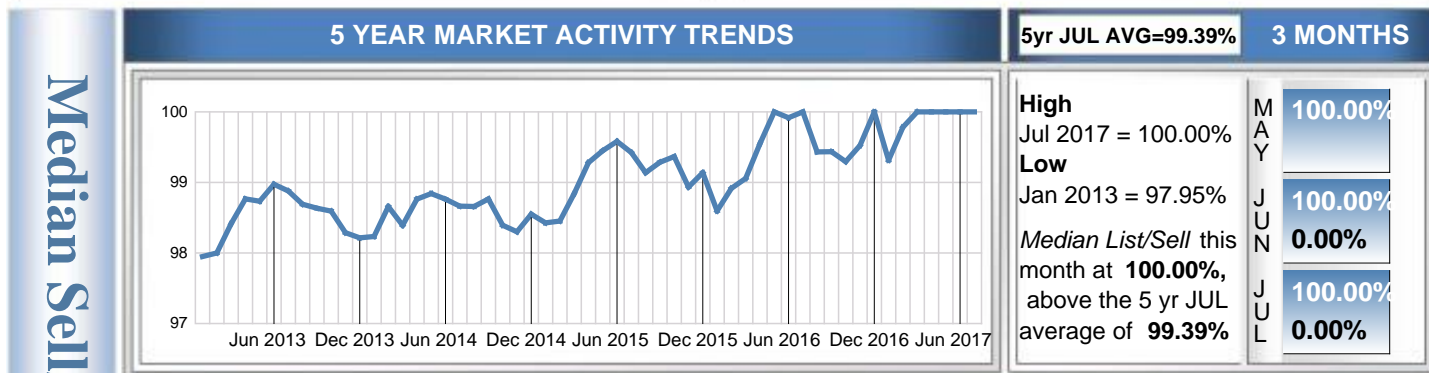
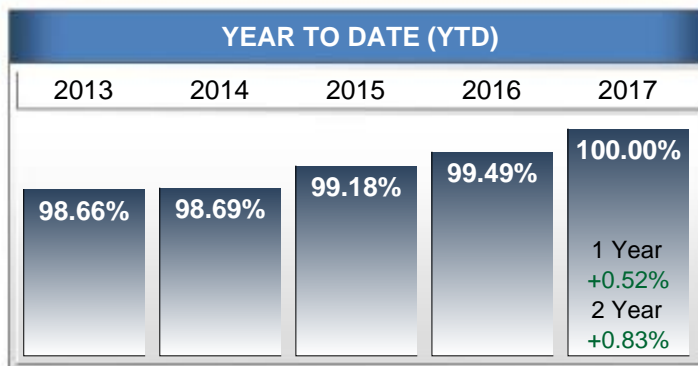
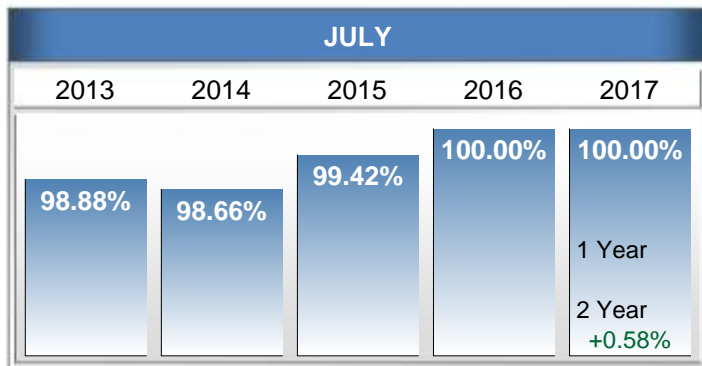
Closed Sales as of Aug 07, 2017



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+
\$125,000 and less	99	6.54%	100.00%	98.90%	100.00%	100.00%	94.44%
\$125,001 - \$175,000	196	12.95%	100.00%	100.00%	100.00%	100.00%	100.00%
\$175,001 - \$225,000	280	18.49%	100.00%	100.00%	100.00%	100.00%	100.00%
\$225,001 - \$300,000	355	23.45%	100.00%	100.00%	100.00%	100.00%	98.26%
\$300,001 - \$375,000	247	16.31%	100.00%	99.10%	100.00%	100.00%	98.68%
\$375,001 - \$475,000	166	10.96%	100.00%	100.00%	100.00%	100.00%	99.27%
\$475,001 and up	171	11.29%	99.10%	98.34%	98.40%	100.00%	98.69%
Median List/Sell Ratio:	100.00%			100.00%	100.00%	100.00%	98.82%
Total Closed Units:	1,514			147	611	550	206
Total Closed Volume:	452,251,229			27.81M	140.80M	184.24M	99.41M



Monthly Inventory Analysis

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July 2017

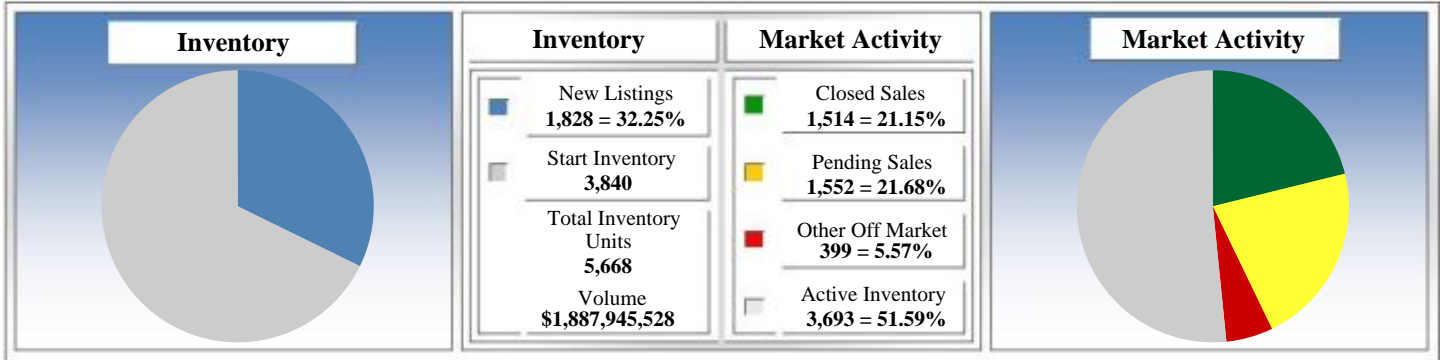
Inventory as of Aug 07, 2017



Market Summary

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Absorption: Last 12 months, an Average of 1,312 Sales/Month

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	JULY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	1,543	1,514	-1.88%	8,813	9,462	7.36%
Pending Sales	1,386	1,552	11.98%	9,958	10,761	8.06%
New Listings	1,776	1,828	2.93%	13,300	13,915	4.62%
Median List Price	244,950	259,950	6.12%	231,850	247,000	6.53%
Median Sale Price	244,900	260,000	6.17%	230,000	245,000	6.52%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.49%	100.00%	0.52%
Median Days on Market to Sale	13.00	12.00	-7.69%	18.00	14.00	-22.22%
Monthly Inventory	4,117	3,693	-10.30%	4,117	3,693	-10.30%
Months Supply of Inventory	3.39	2.81	-16.95%	3.39	2.81	-16.95%

