



LONG & FOSTER
REAL ESTATE
LUXURY HOMES
CHRISTIE'S
INTERNATIONAL REAL ESTATE

THE WORLD'S MOST DESIRED HOMES —
BROUGHT TO YOU BY LONG & FOSTER AND CHRISTIE'S.



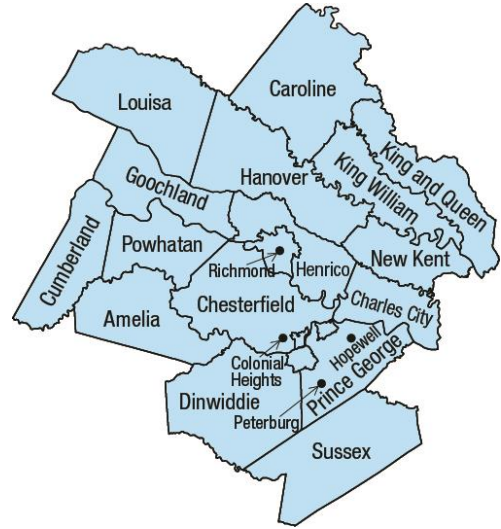
Richmond Metropolitan Area - May 2017

At Long & Foster, our dedication through the years to luxury properties is evidenced by the power of our Extraordinary Properties® brand. With highly-trained, professional sales associates and a powerful reach, Long & Foster sells more luxury homes throughout the Mid-Atlantic region than our nearest competitors, by far.

Long & Foster is proud to offer our exclusive **Long & Foster® LuxInsight** report, designed solely to keep our clients informed on the latest luxury market statistics in their local area. Published monthly, LuxInsight provides a broad overview of real estate market trends for luxury properties, including statistics on sale prices, inventory, housing demand, new listings and more.

Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™, and Who's Who in Luxury Real Estate, our unique luxury marketing programs deliver exceptional value whether you're looking to buy or sell a luxury home. No other sales associates are better trained or better equipped to help you take advantage of opportunities in today's market.

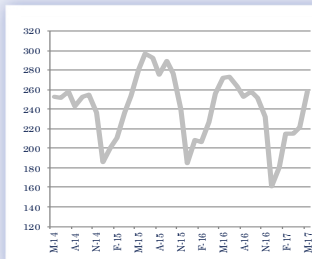
If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!



At A Glance

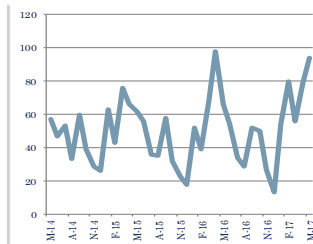
Homes \$750,000+

Active Inventory
258



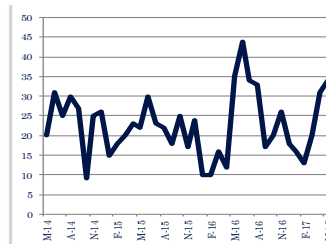
Down -5.1%
Vs. Year Ago

New Listings
94



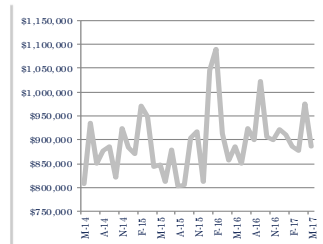
Up 42.4%
Vs. Year Ago

Units Sold
34



Down -2.9%
Vs. Year Ago

Median Sale Price
\$885,500



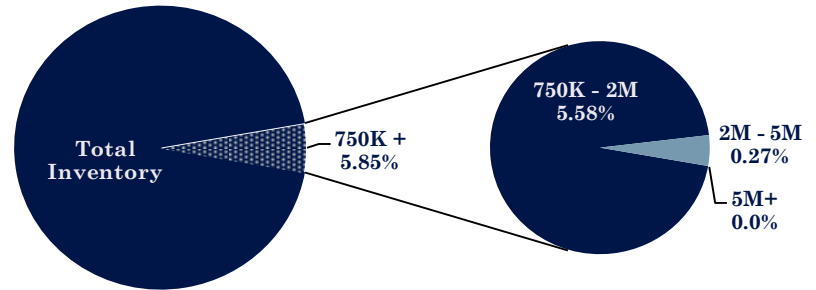
No Change
Vs. Year Ago

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Inventory Price Ranges

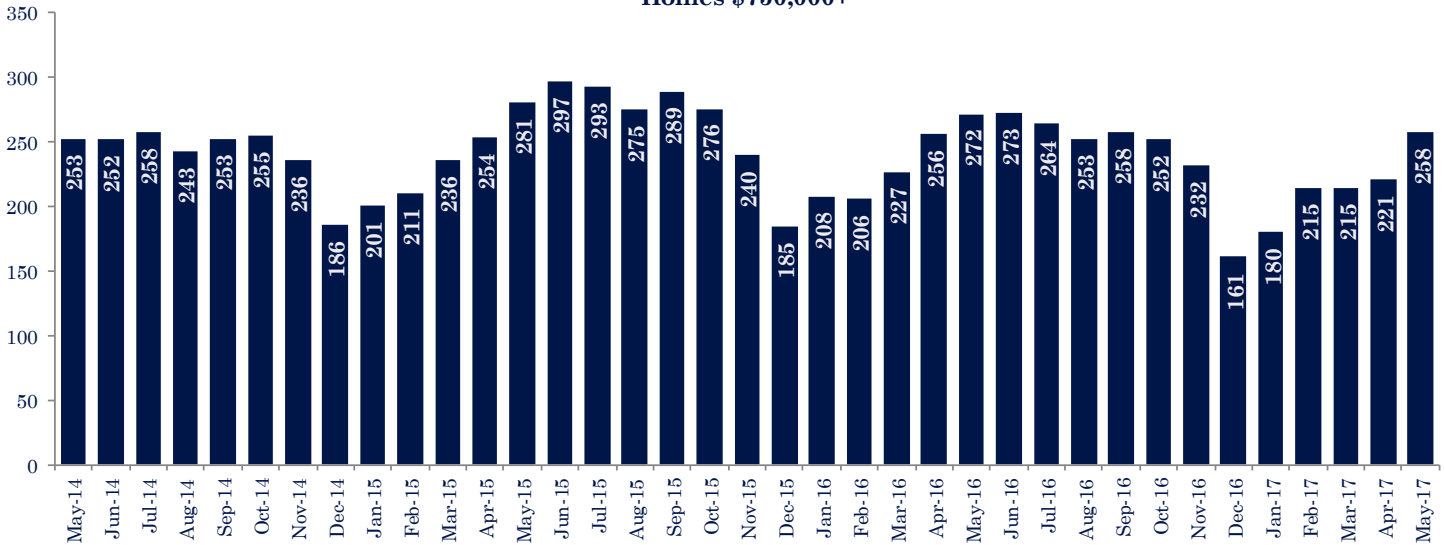
Compared to last May, the total number of homes more than \$750,000 available this month was lower by 5.1% and lower by 8.2% compared to May 2015.

Active inventory this May was 16.7% higher than the previous month's supply of available inventory.



Active Inventory

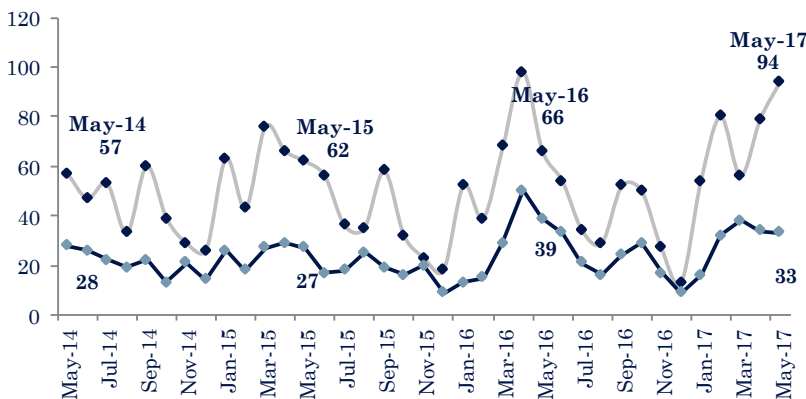
Homes \$750,000+



New Listings & New Contracts

Homes \$750,000+

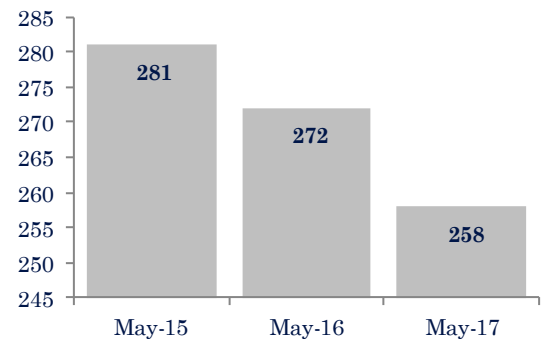
◆ New Listings ◆ New Contracts



Active Inventory

Versus Previous Years

Homes \$750,000+

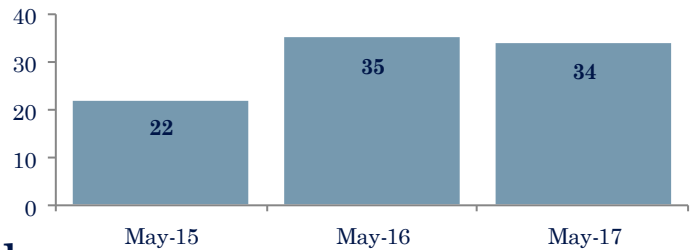


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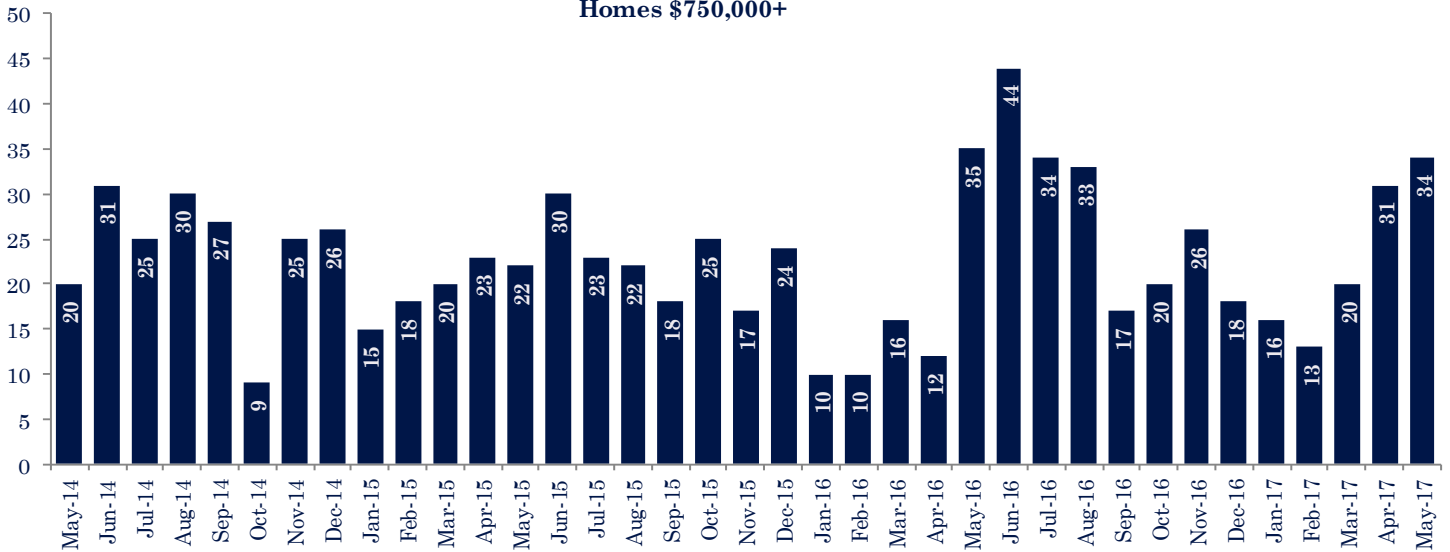
This month's units sold for homes more than \$750,000 was lower than at this time last year, a decrease of 2.9% versus last May and an increase of 54.5% versus May of 2015.

There was an increase of 9.7% in luxury units sold in May compared to April of this year.

Units Sold
Versus Previous Years
Homes \$750,000+



Units Sold
Homes \$750,000+



Recent Selected Luxury Sales

Homes \$750,000+

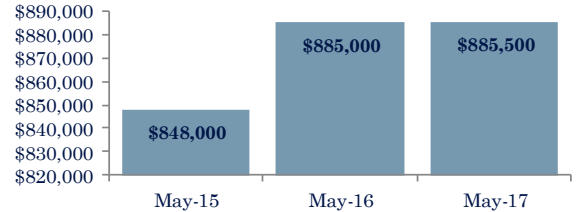
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
May 1, 2017	Richmond	23226	\$1,875,000	\$1,900,000	101.3%	6		✓
May 22, 2017	Richmond	23226	\$1,750,000	\$1,500,000	85.7%	92		✓
May 2, 2017	Henrico	23229	\$1,399,000	\$1,300,000	92.9%	52	✓	✓
May 24, 2017	Richmond	23220	\$1,100,000	\$1,150,000	104.5%	5	✓	✓
May 16, 2017	Richmond	23220	\$1,225,000	\$1,140,500	93.1%	285	✓	
May 12, 2017	Goochland	23103	\$1,195,000	\$1,095,000	91.6%	44	✓	
May 25, 2017	Richmond	22321	\$995,000	\$950,000	95.5%	3	✓	
May 4, 2017	Richmond	23226	\$985,000	\$940,000	95.4%	29	✓	✓
May 19, 2017	Richmond	23221	\$895,000	\$920,000	102.8%	3	✓	
May 25, 2017	Richmond	23226	\$825,000	\$905,000	109.7%	15		✓

Richmond Metropolitan Area - May 2017

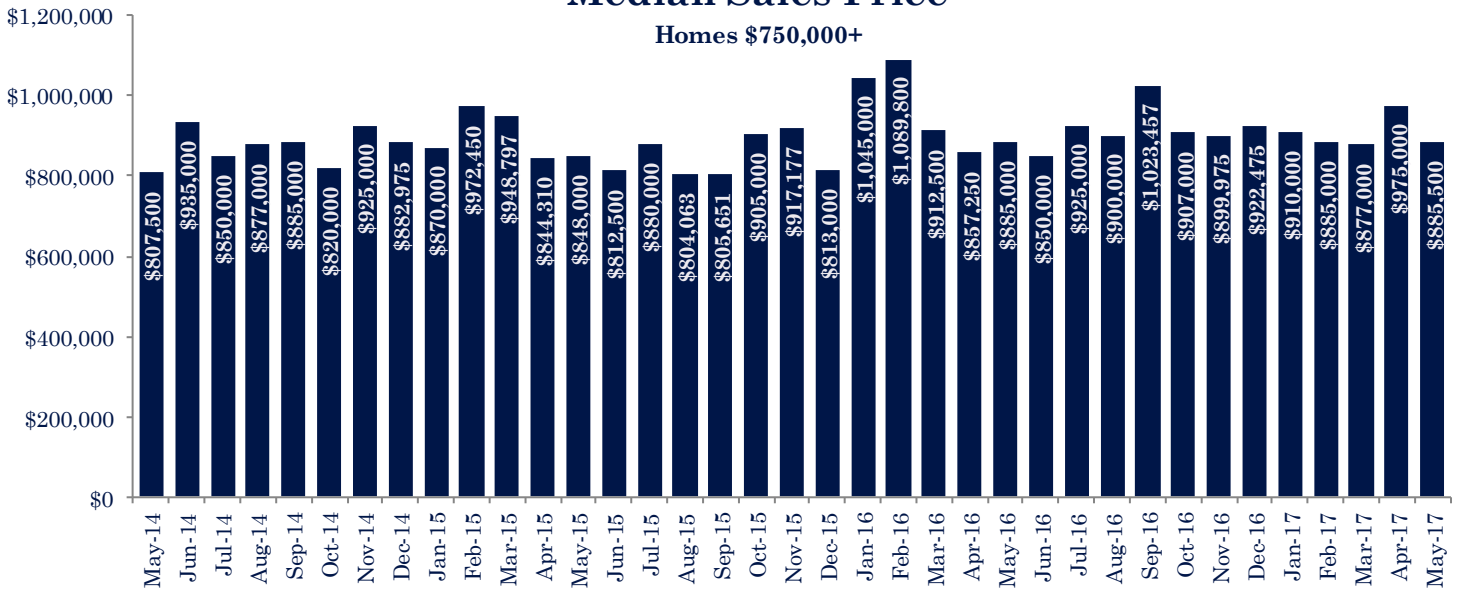
In May, the median sales price for homes more than \$750,000 was \$885,500, similar compared to the same time last year.

The current median sales price is lower by 9.2% than in April.

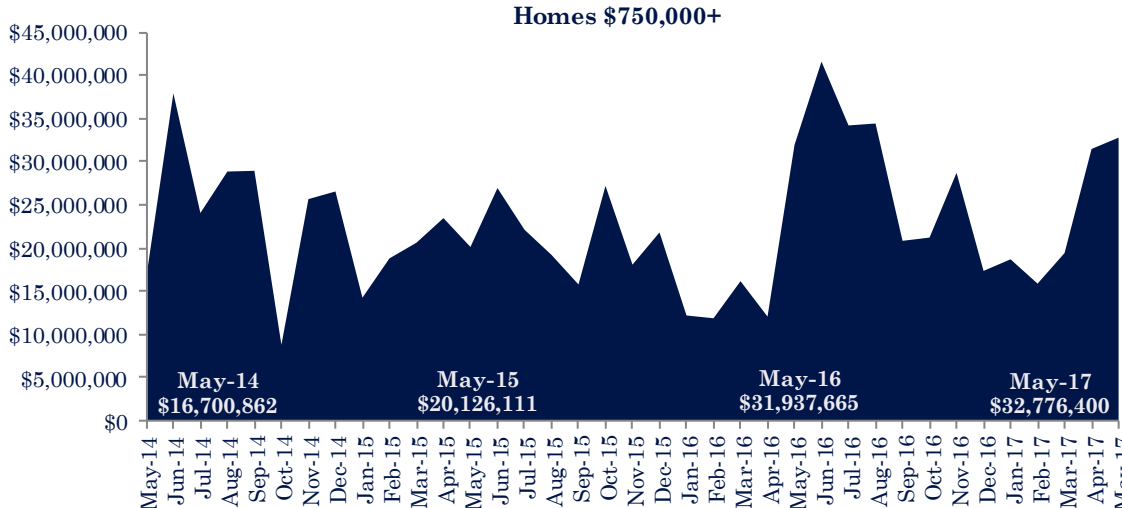
Median Sales Price Versus Previous Years Homes \$750,000+



Median Sales Price Homes \$750,000+



Total Dollar Volume Sold Homes \$750,000+



Total Volume sold this May was 2.6% higher than the same month one year ago.

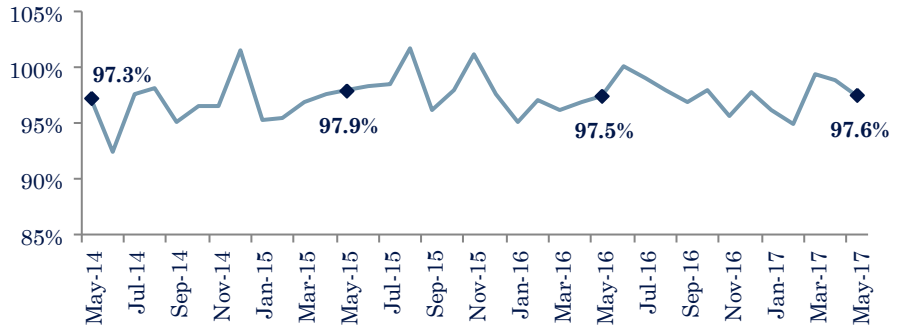
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In May, the average sale price for homes more than \$750,000 was 97.6% of the average list price, which is similar compared to a year ago.

This month, the average number of days on market was 42, lower than the average last year, which was 63, a decrease of 33.3%.

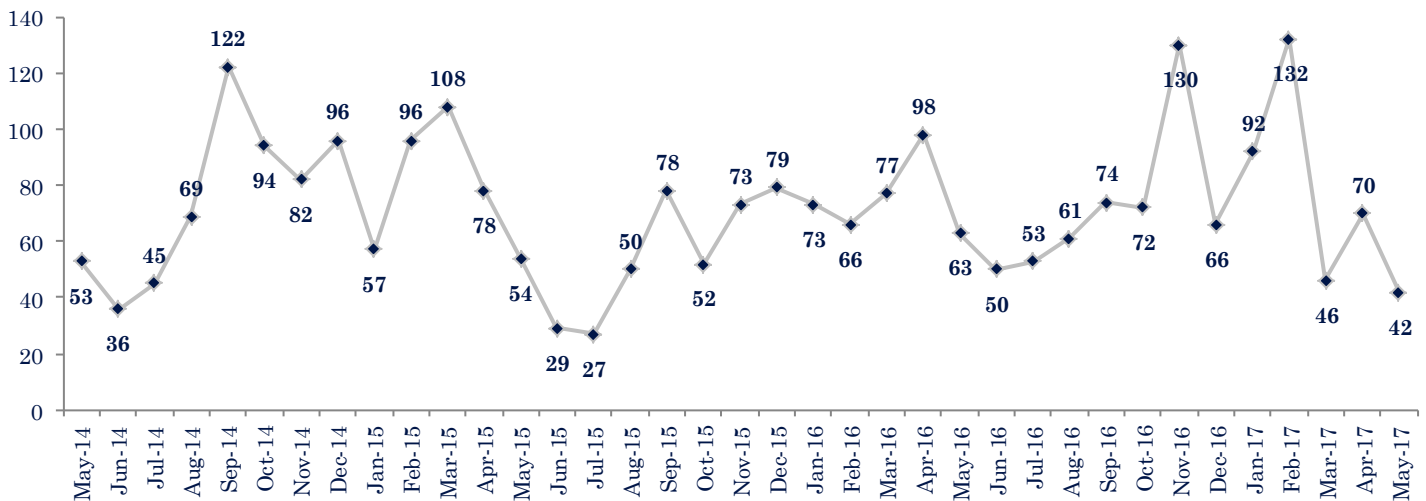
Sale Price as % of List Price

Homes \$750,000+



Days on Market

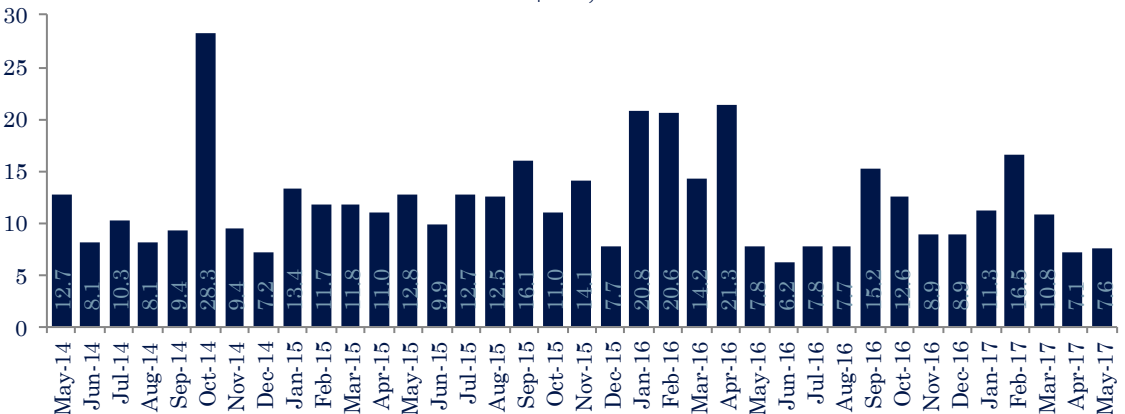
Homes \$750,000+



Months of Supply

Homes \$750,000+

In May, there were 7.6 months of supply available, compared to 7.8 in May of 2016. That is a decrease of 2.6% versus a year ago.



Richmond Metropolitan Area - May 2017

References & Definitions

RICHMOND METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Data for all counties except for Caroline County (Virginia) is supplied by Central Virginia Regional MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Data for Caroline County data based on Metropolitan Regional Information Systems (MRIS) and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Amelia, Caroline, Charles City, Chesterfield, Cumberland, Dinwiddie, Goochland, Hanover, Henrico, King and Queen, King William, Louisa, New Kent, Powhatan, Prince George, and Sussex Counties and Colonial Heights, Hopewell, Petersburg, and Richmond Cities in Virginia.

Analysis dates all regions are May 1, 2014 through May 31, 2017.

Contacts & Disclaimers

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"Information contained in this report is based on data provided by the local area Multiple Listing Service and its member Association(s) of REALTORS®. No representation, expressed or implied should be taken from information herein. Neither these organizations nor Long & Foster Real Estate, Inc. guarantee or are in any way responsible for the accuracy of these results, which do not reflect all activity in the marketplace. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are May 1, 2014 through May 31, 2017. Information contained in this report is not limited to transactions done by Long & Foster Real Estate, Inc. The data reported is solely for residential real estate transactions."

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"# 1 Seller of Luxury Home in Mid-Atlantic" based on data provided by local area Multiple Listing Services and their member Associations of REALTORS®. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are May 1, 2014 through May 31, 2017".

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