

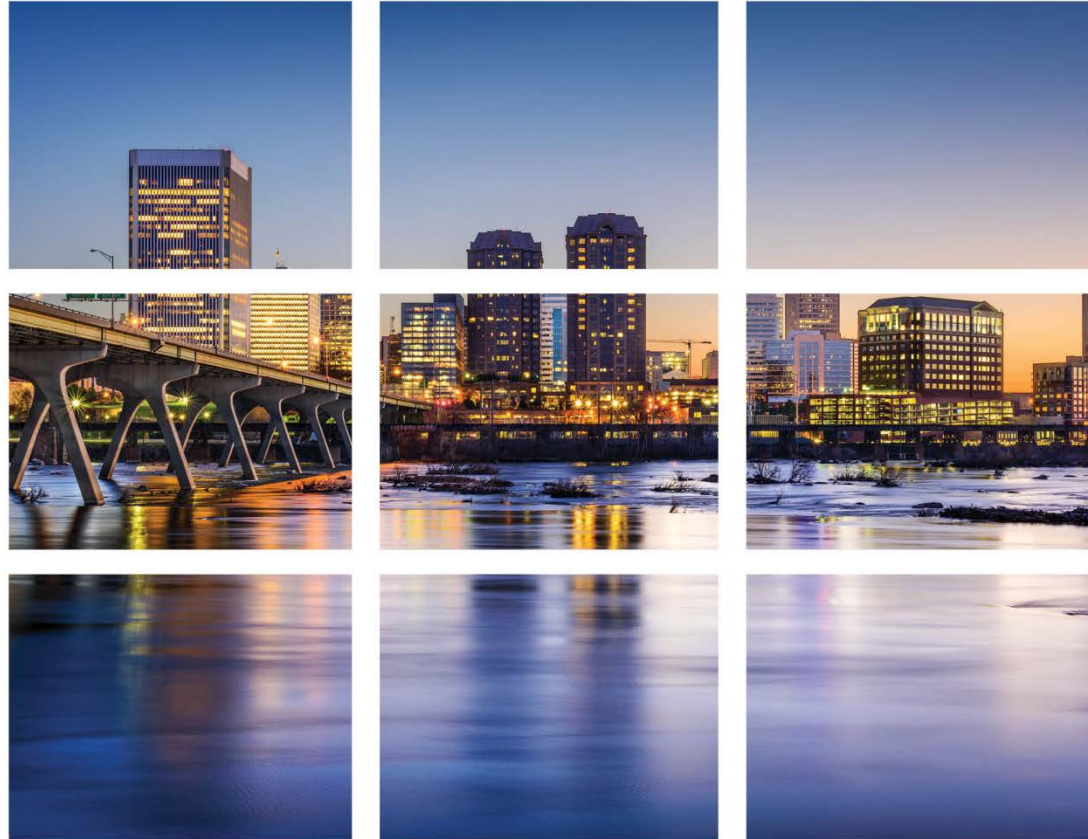
Market Conditions Report

Richmond, VA Area

June 2018 | longandfoster.com



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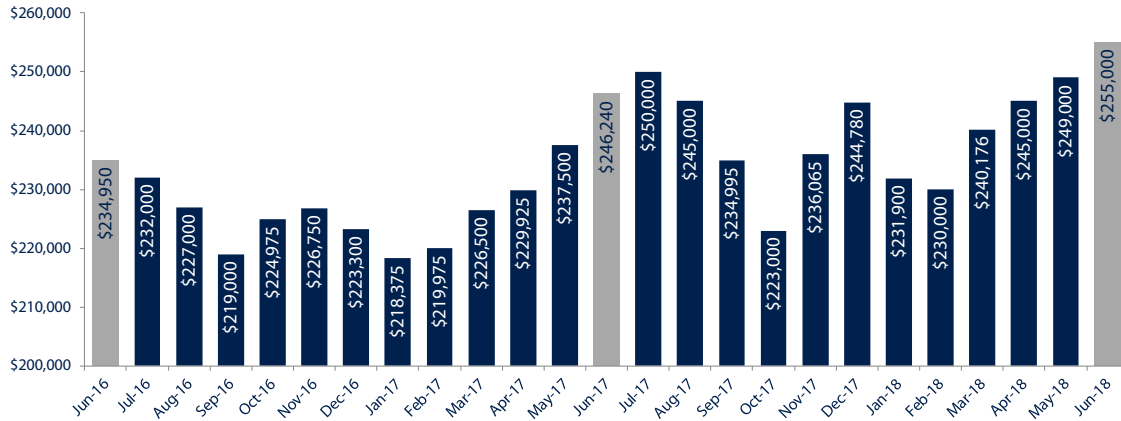
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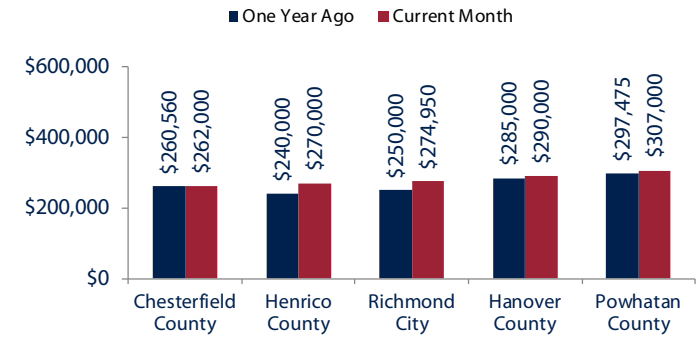
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Richmond Metropolitan Area - June 2018

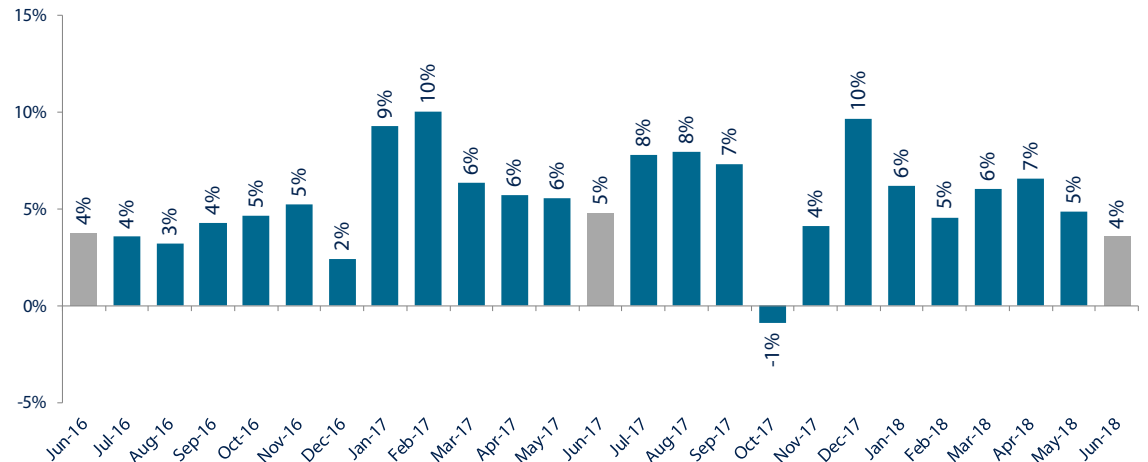
Median Sales Price



Median Sale Price
Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price
Percent Change Year/Year



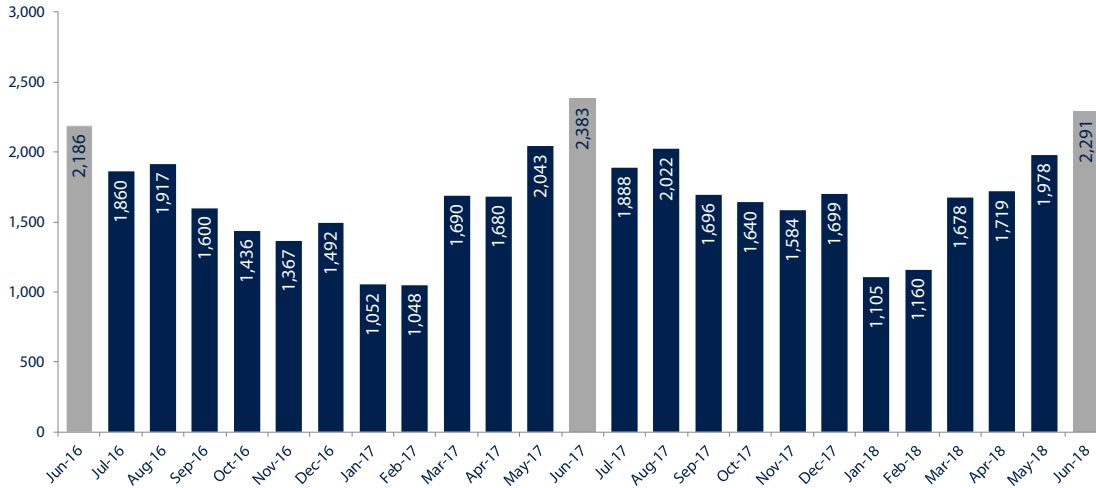
Highlights

- This June, the median sale price was \$255,000, an increase of 4% compared to last year.
- The current median sale price was 2% higher than in May.

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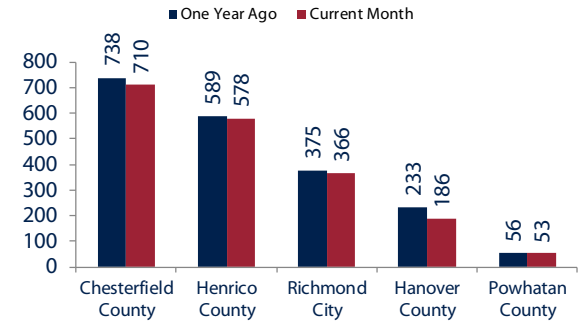
Richmond Metropolitan Area - June 2018

Total Units Sold



Total Units Sold

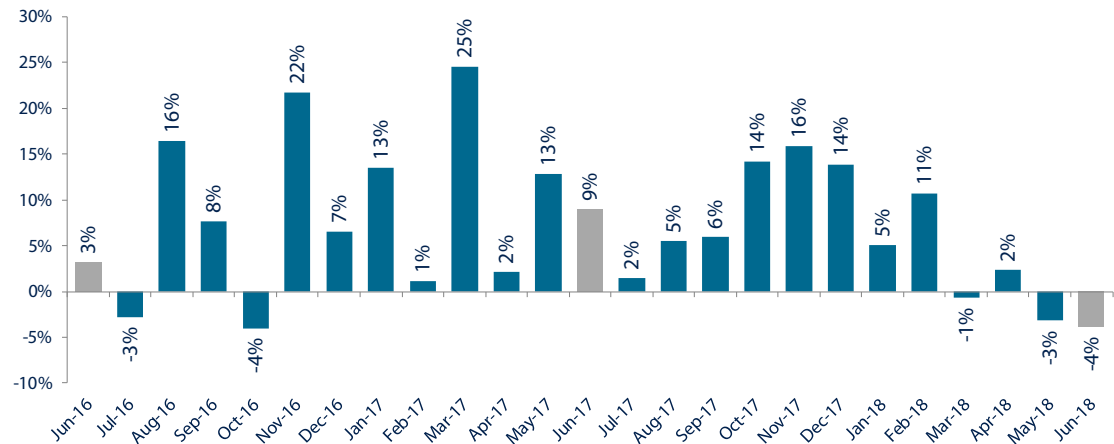
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 16% in total units sold in June compared to May.
- This month's total units sold was lower than at this time last year, a decrease of 4% versus June 2017.

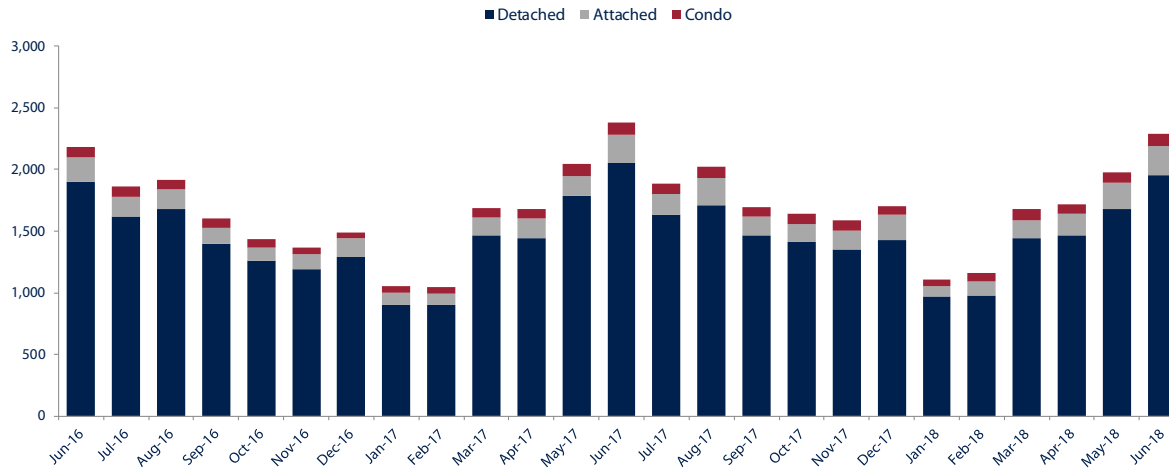
Total Units Sold
Percent Change Year/Year



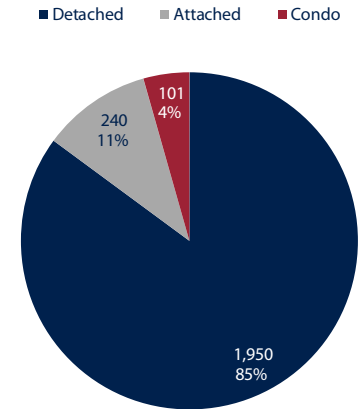
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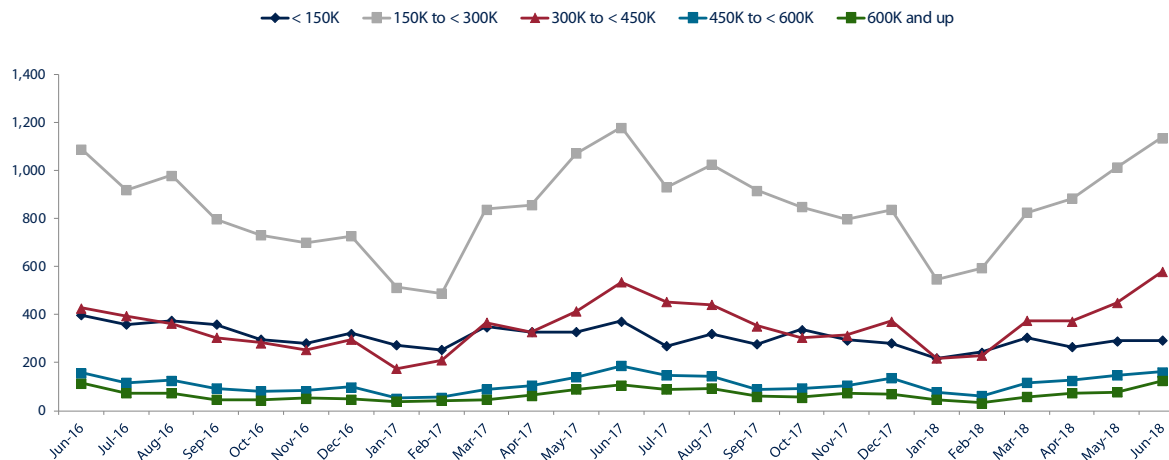
Total Units Sold by Type



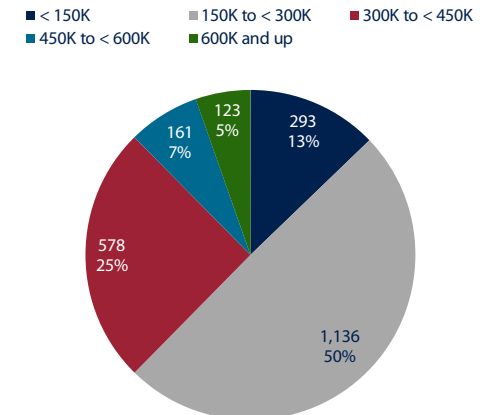
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



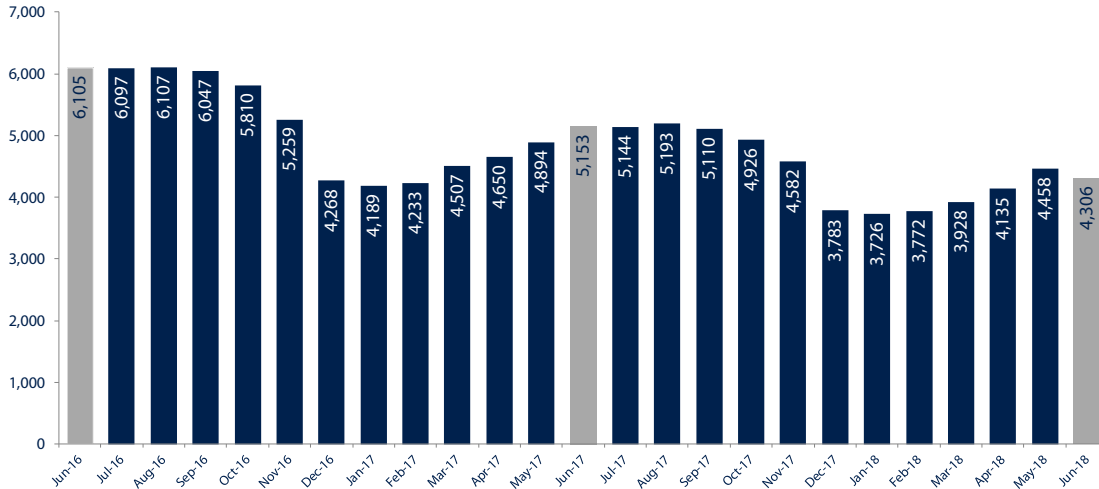
Total Units Sold by Price Range
Current Month



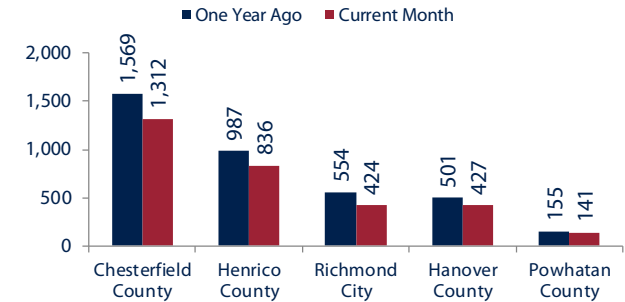
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Richmond Metropolitan Area - June 2018

Total Active Inventory



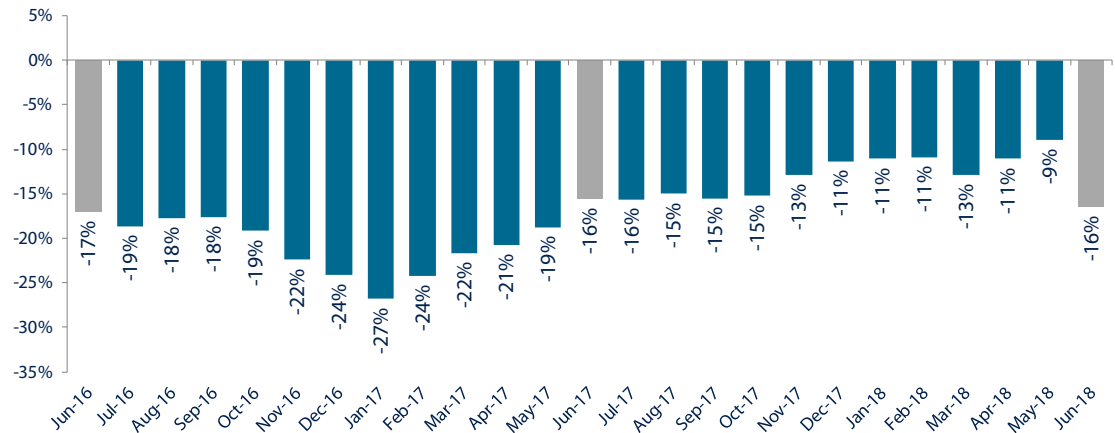
**Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold**



Highlights

- June's total active inventory of 4,306 units was 3% lower than the previous month's supply of inventory.
- Versus last June, the total number of homes available was lower by 847 units or 16%.

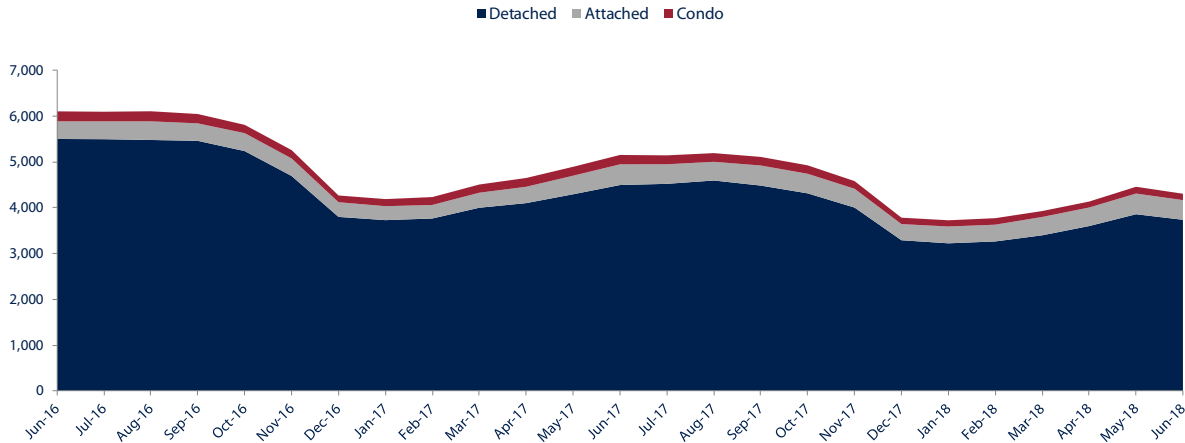
**Total Active Inventory
Percent Change Year/Year**



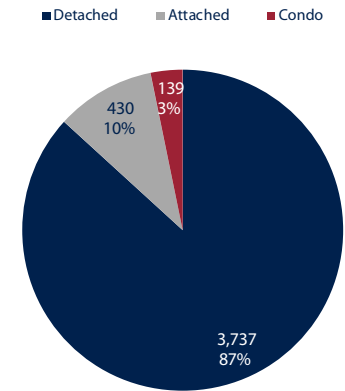
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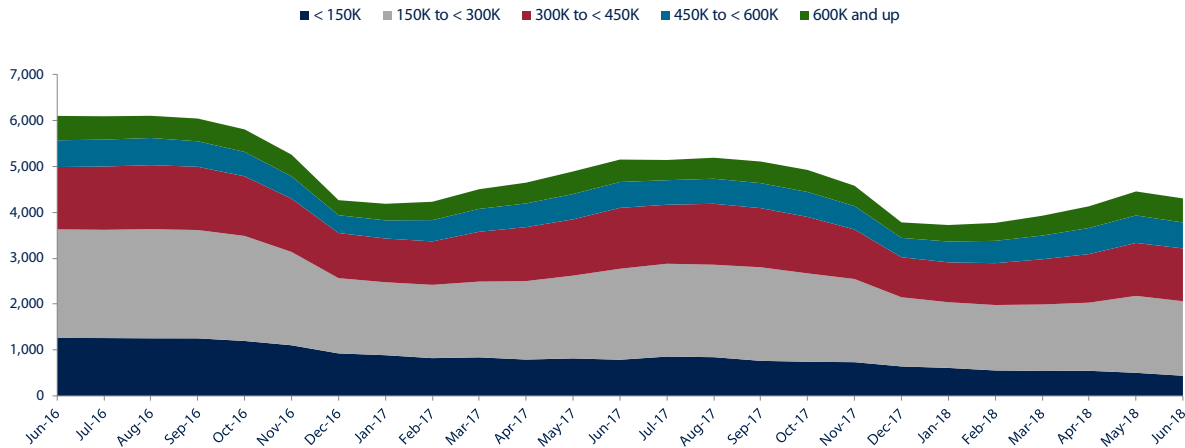
Total Active Inventory by Type



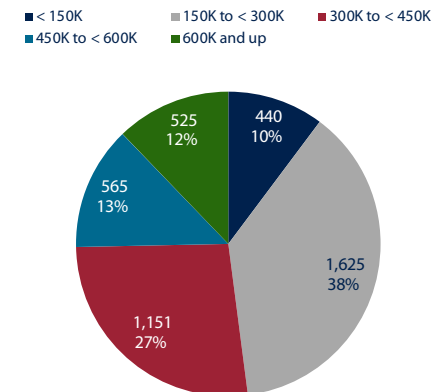
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



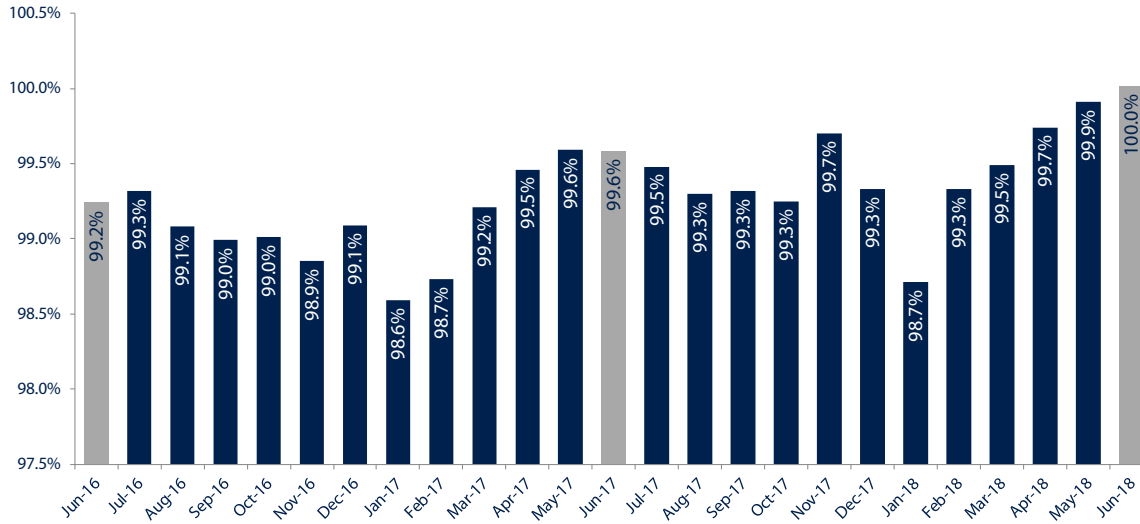
Total Active Inventory by Price Range Current Month



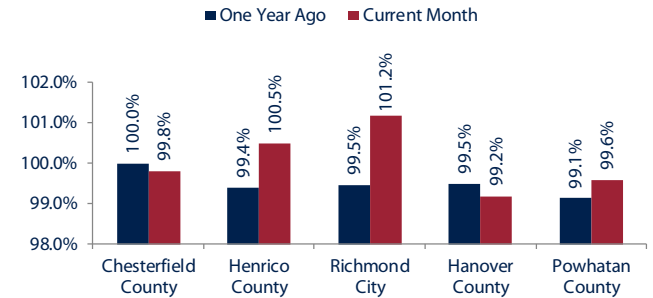
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Richmond Metropolitan Area - June 2018

Average Sale Price as a Percent of List Price



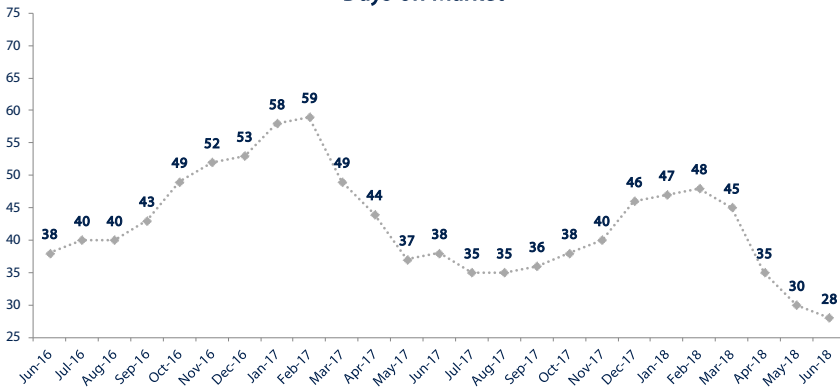
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



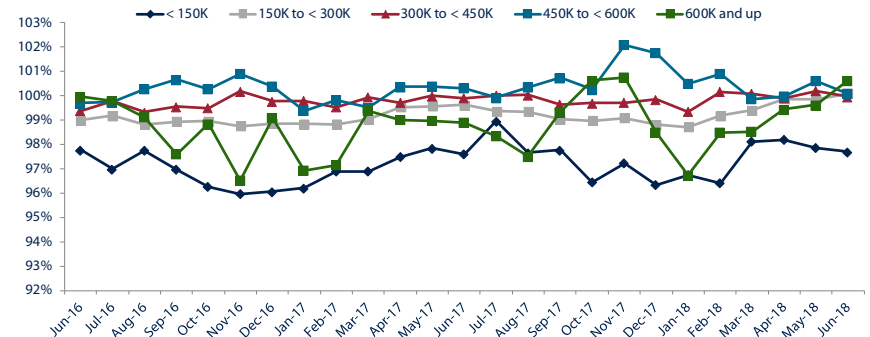
Days on Market	
Current Month	One Year Ago
28	38
Down -26% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
100.0%	99.6%
Up 0.4% Vs. Year Ago	

Days on Market



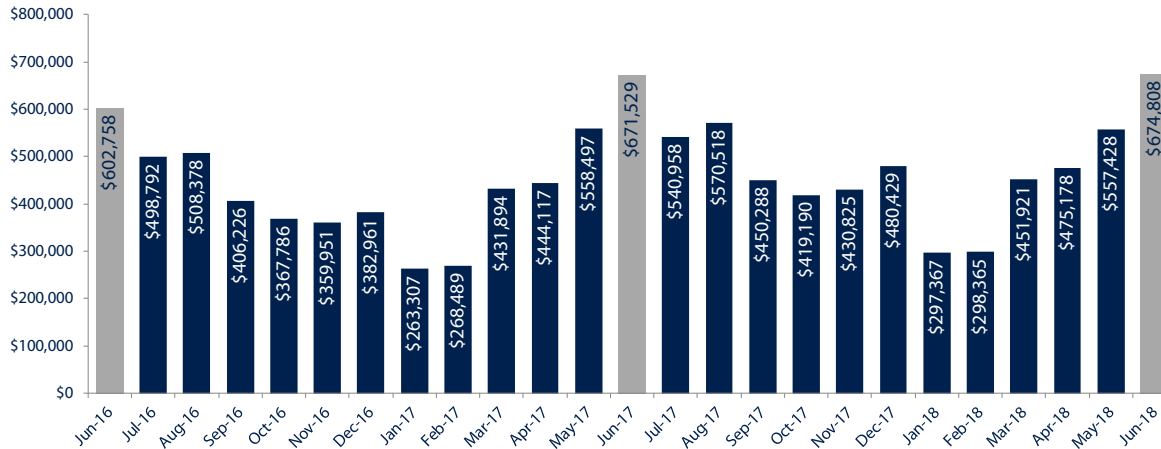
Average Sale Price as a Percent of List Price
by Price Range



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Richmond Metropolitan Area - June 2018

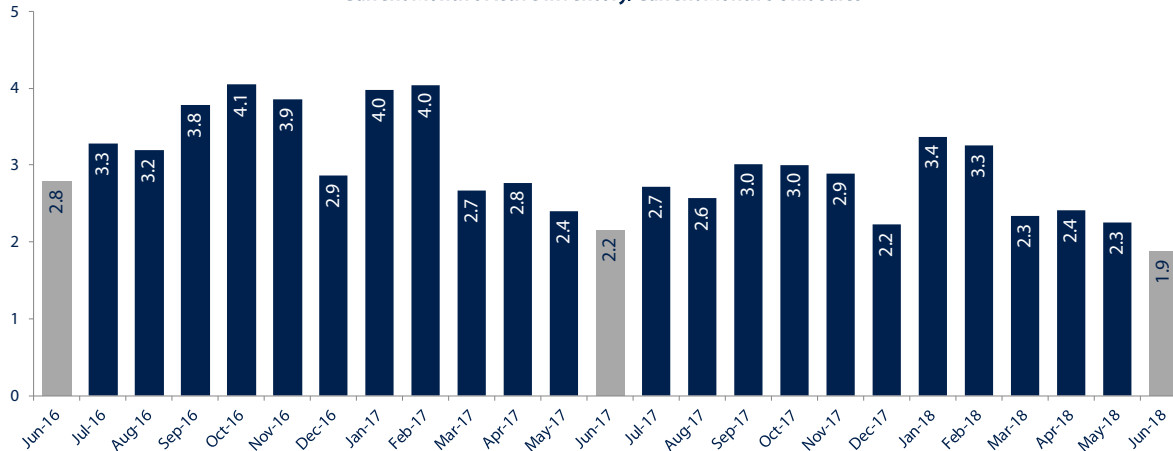
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this June was similar to the dollar volume sold one year ago.
- In June, there was 1.9 months of supply available, compared to 2.2 in June 2017. That was a decrease of 13% versus a year ago.

Months of Supply
Current Month's Active Inventory/Current Month's Unit Sales



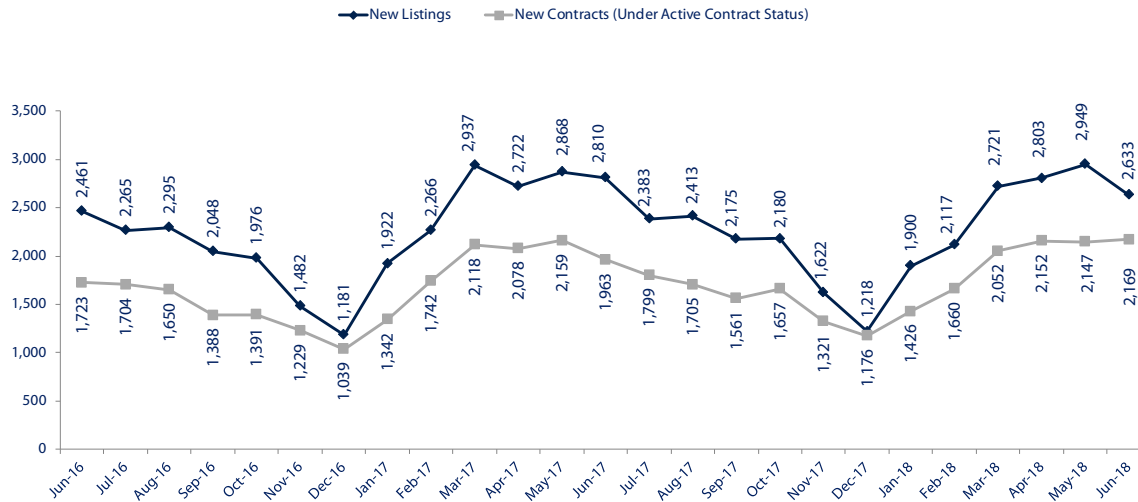
Total Dollar Volume Sold	
Current Month	One Year Ago
\$674,808,219	\$671,528,805
No Change Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
1.9	2.2
Down -13% Vs. Year Ago	

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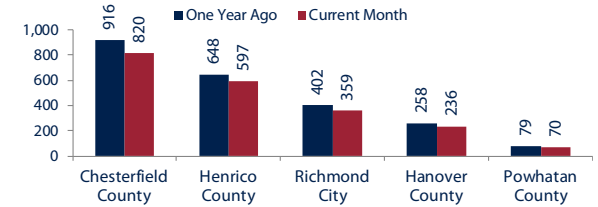
Richmond Metropolitan Area - June 2018

New Listings & New Contracts



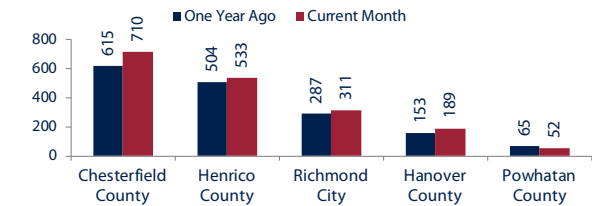
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



New Listings	
Current Month	One Year Ago
2,633	2,810
Down -6% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
2,169	1,963
Up 10% Vs. Year Ago	

Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.2, a decrease of 15% from June 2017.

Supply/Demand Ratio

Number of New Listings to New Contracts

