Richmond Metropolitan Area - October 2020

**Highlights**

- This October, the current median sale price of $298,427 was similar to the median sale price of last month.

- The current median sale price was 15% higher than the same month last year.
Richmond Metropolitan Area - October 2020

Highlights

- This month's total units sold was higher than at this time last year, an increase of 25% versus October 2019.

- There was an increase of 6% in total units sold in October compared to September.
Richmond Metropolitan Area - October 2020

**Total Active Inventory**

**Highlights**

- October’s total active inventory of 2,416 units was 9% lower than the previous month's supply of inventory.

- Versus last October, the total number of homes available was lower by 3,005 units or 55%.
Richmond Metropolitan Area - October 2020

**Total Active Inventory by Type**
- **Detached**
- **Attached**
- **Condo**

**Total Active Inventory by Price Range**
- **< 150K**
- **150K to < 300K**
- **300K to < 450K**
- **450K to < 600K**
- **600K and up**

**Richmond Metropolitan Area - October 2020**
Richmond Metropolitan Area - October 2020

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

One Year Ago vs. Current Month

Days on Market

Current Month One Year Ago
24 34
Down -29%

Avg Sale Price as % of List Price

Current Month One Year Ago
100.7% 99.4%
Up 1.3% Vs. Year Ago

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

< 150K 150K to < 300K 300K to < 450K 450K to < 600K 600K and up
Highlights

- Total volume sold this October was 43% greater than the same month one year ago.

- In October, there was 1.2 months of supply available, compared to 3.3 in October 2019. That was a decrease of 64% versus a year ago.

Richmond Metropolitan Area - October 2020

Total Dollar Volume Sold
In Thousands

<table>
<thead>
<tr>
<th>Month</th>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '20</td>
<td>$702,457,600</td>
<td>$490,911,363</td>
</tr>
</tbody>
</table>

Up 43% Vs. Year Ago

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

<table>
<thead>
<tr>
<th>Month</th>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct '20</td>
<td>1.2</td>
<td>3.3</td>
</tr>
</tbody>
</table>

Down -64% 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 1.1, a decrease of 27% from October 2019.