

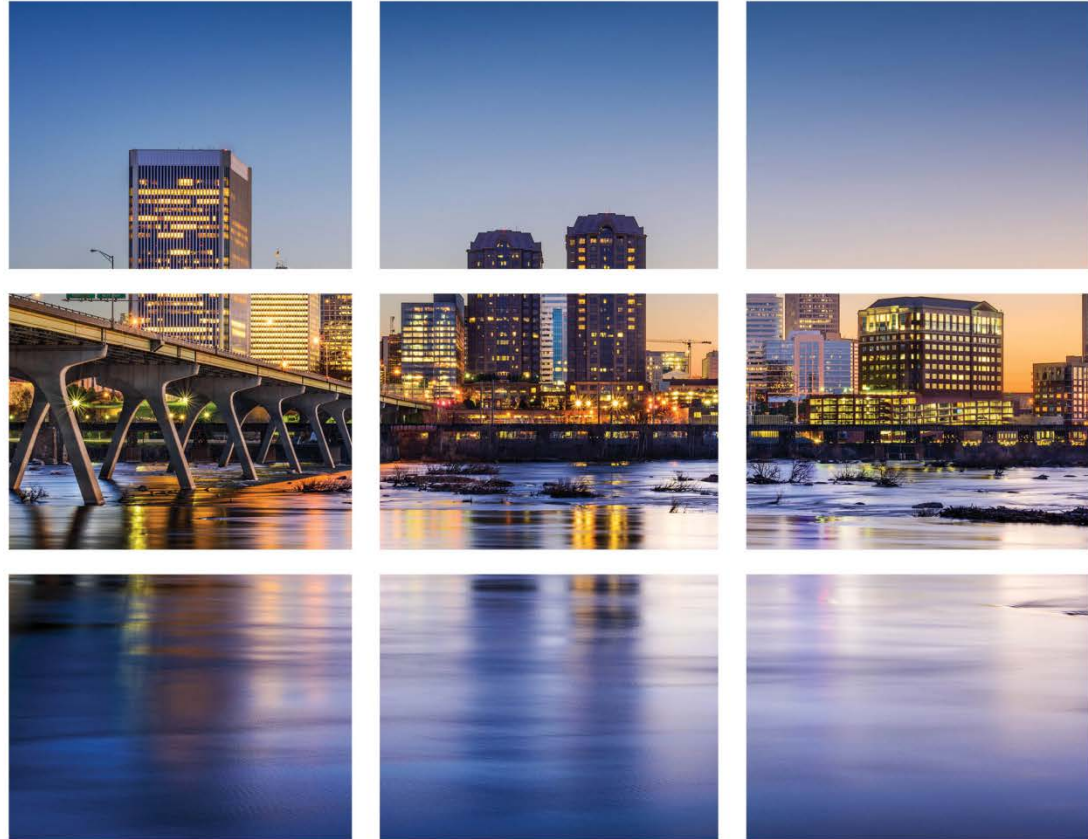
# Market Conditions Report

Richmond, VA Area

May 2018 | longandfoster.com



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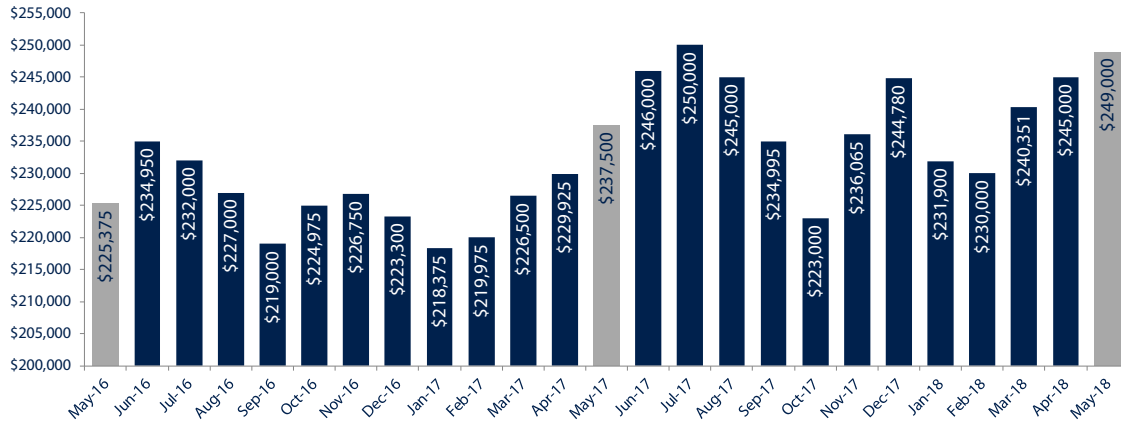
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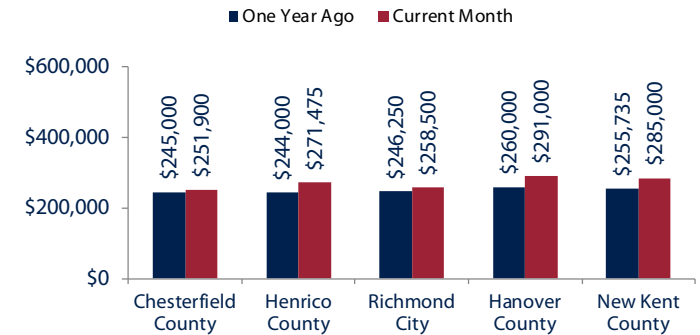
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - May 2018

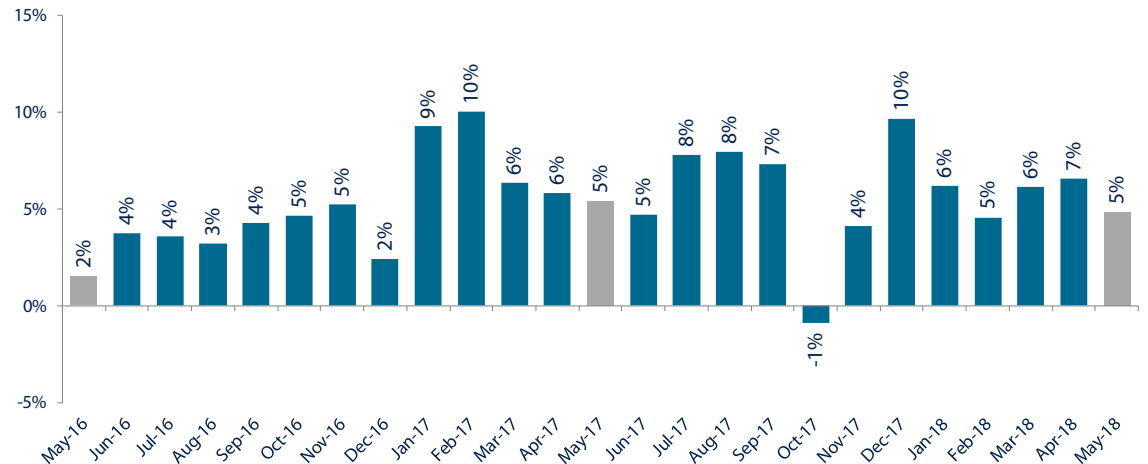
Median Sales Price



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



Median Sale Price  
Percent Change Year/Year



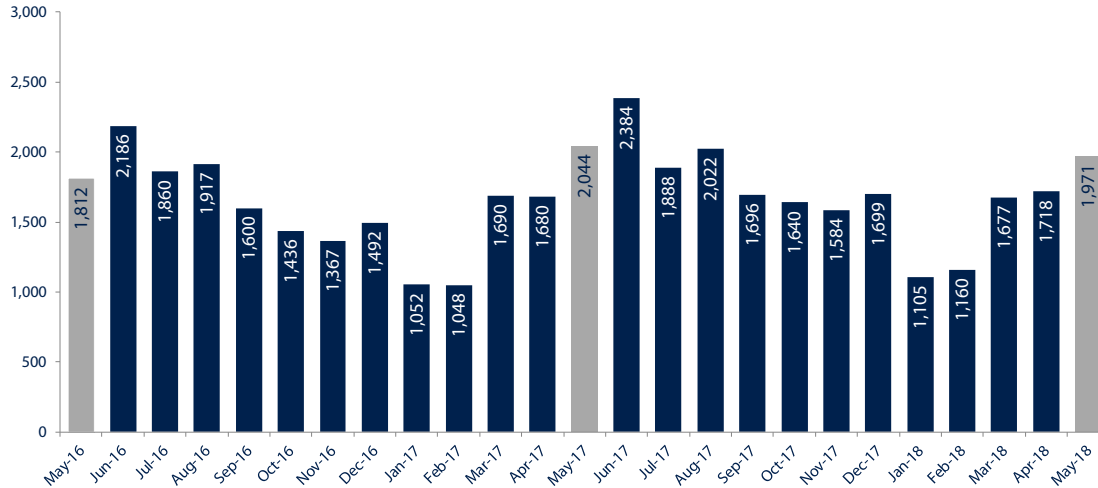
### Highlights

- This May, the median sale price was \$249,000, an increase of 5% compared to last year.
- The current median sale price was 2% higher than in April.

# Long & Foster Market Conditions Report

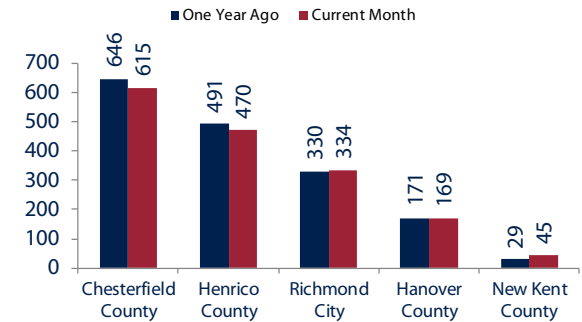
## Richmond Metropolitan Area - May 2018

**Total Units Sold**



**Total Units Sold**

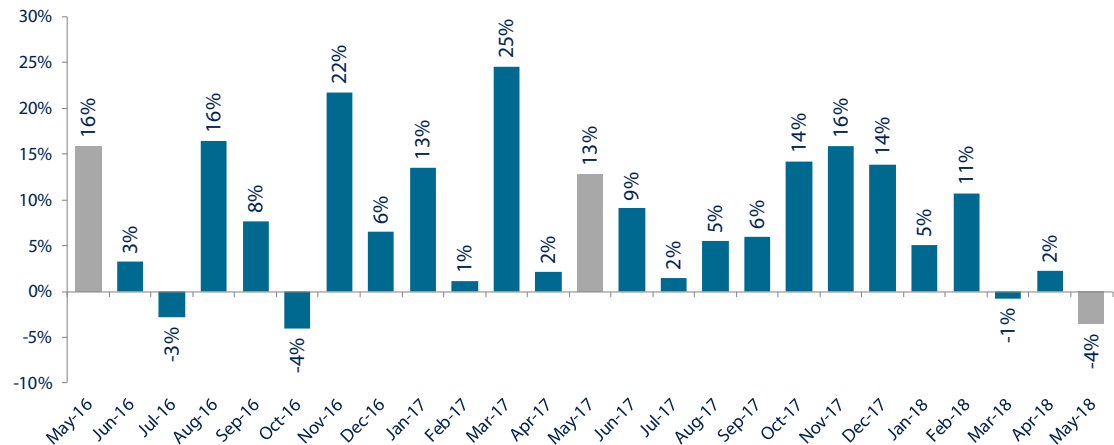
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- There was an increase of 15% in total units sold in May compared to April.
- This month's total units sold was lower than at this time last year, a decrease of 4% versus May 2017.

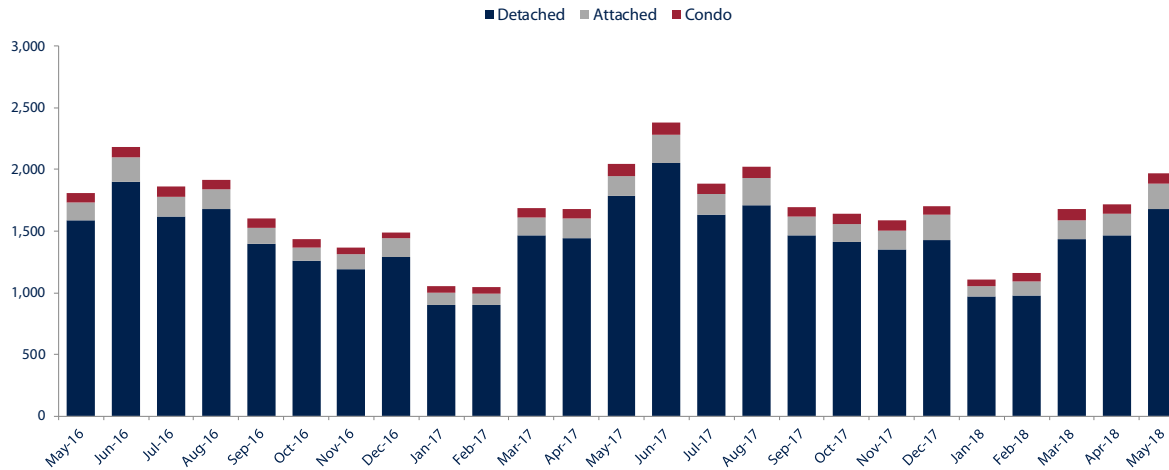
**Total Units Sold**  
Percent Change Year/Year



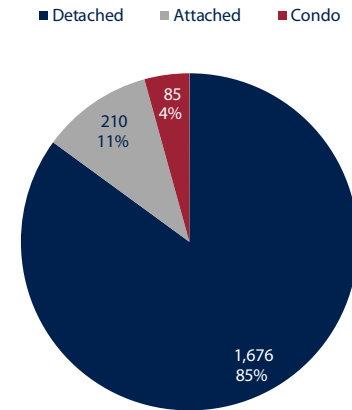
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - May 2018

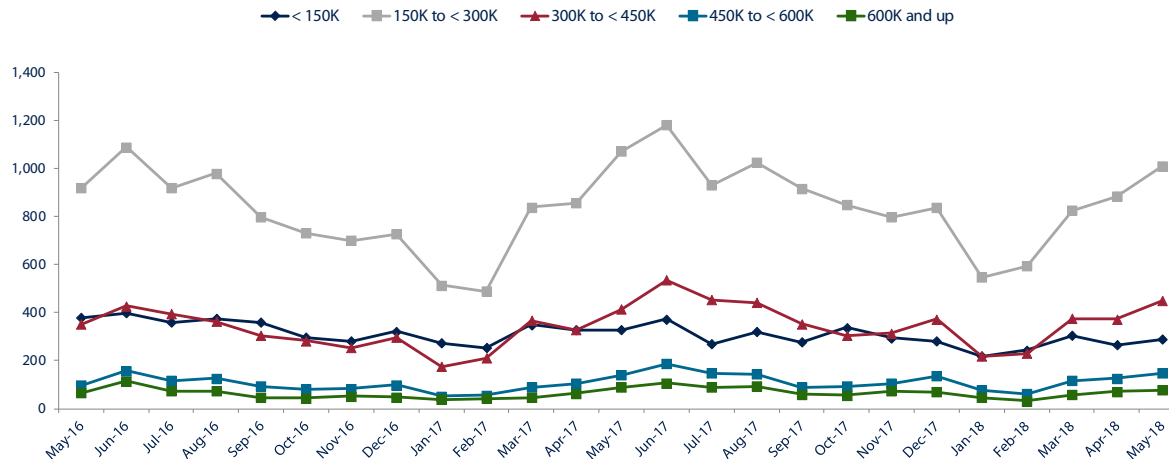
Total Units Sold by Type



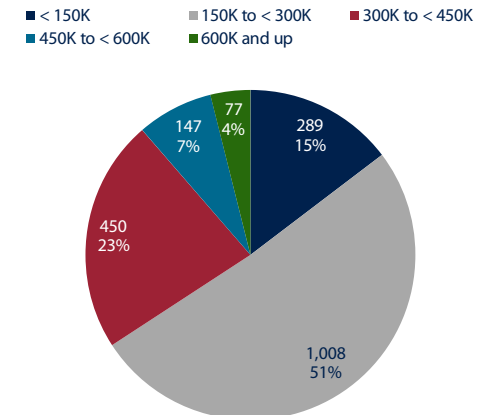
Total Units Sold by Type  
Current Month



Total Units Sold by Price Range



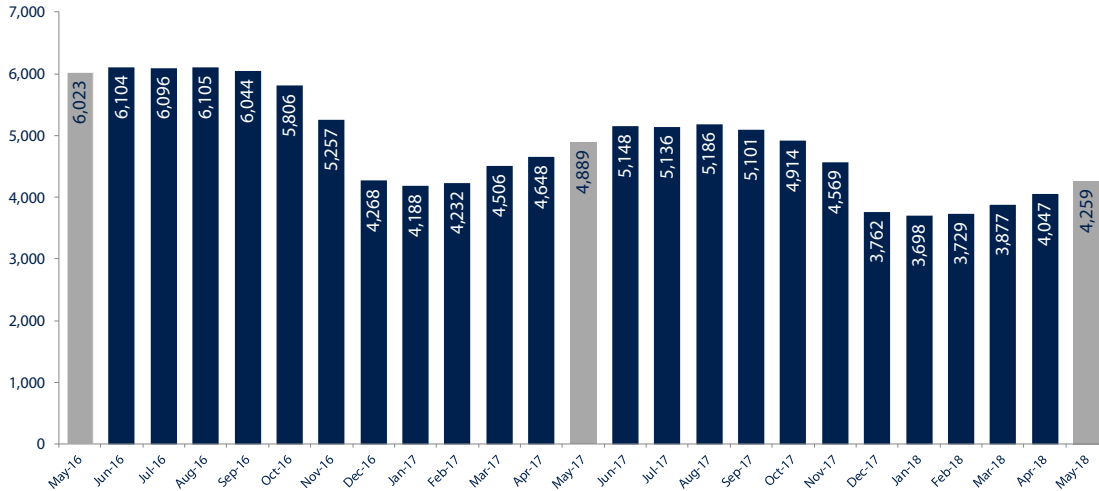
Total Units Sold by Price Range  
Current Month



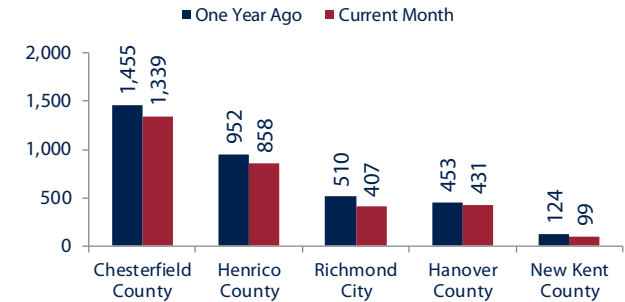
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - May 2018

**Total Active Inventory**



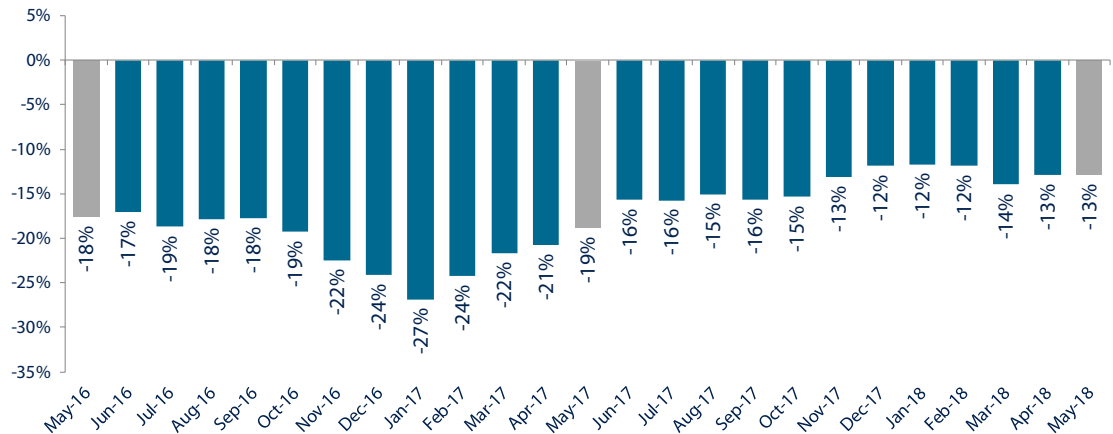
**Total Active Inventory  
Of Top Five Counties/Cities Based on Total Units Sold**



**Highlights**

- May's total active inventory of 4,259 units was 5% higher than the previous month's supply of inventory.
- Versus last May, the total number of homes available was lower by 630 units or 13%.

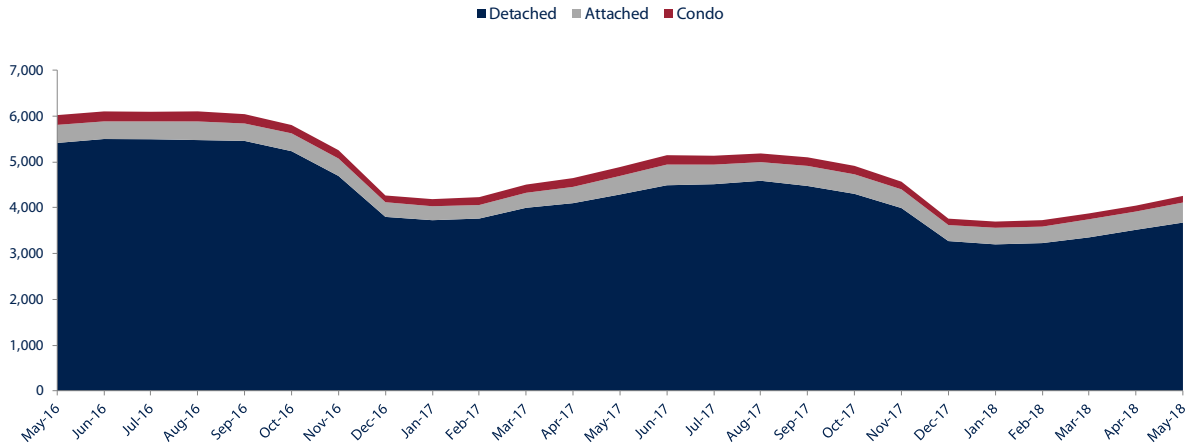
**Total Active Inventory  
Percent Change Year/Year**



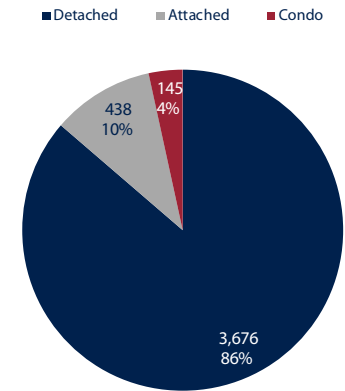
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - May 2018

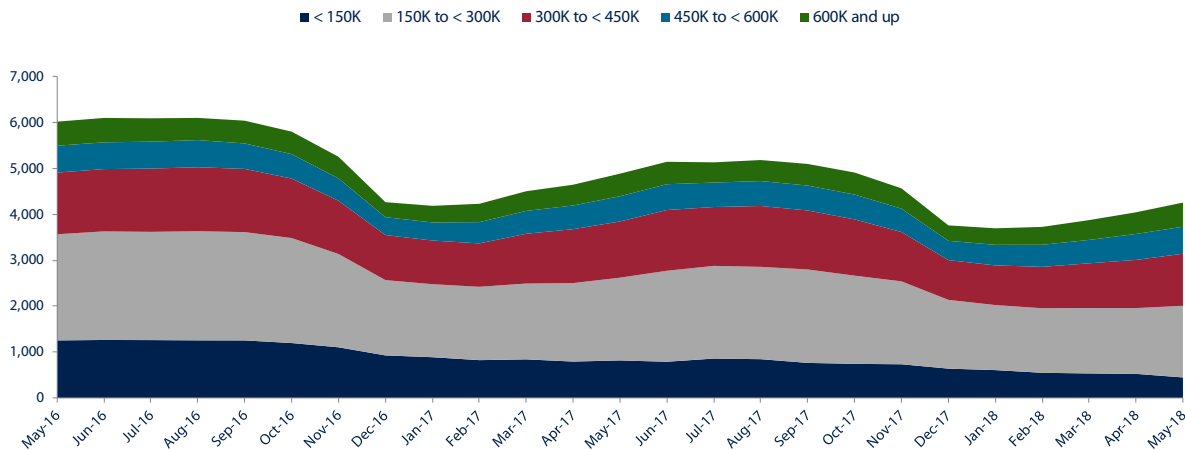
Total Active Inventory by Type



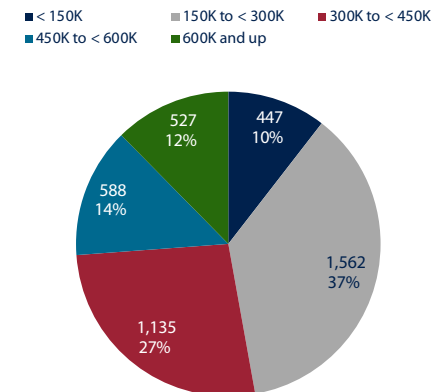
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



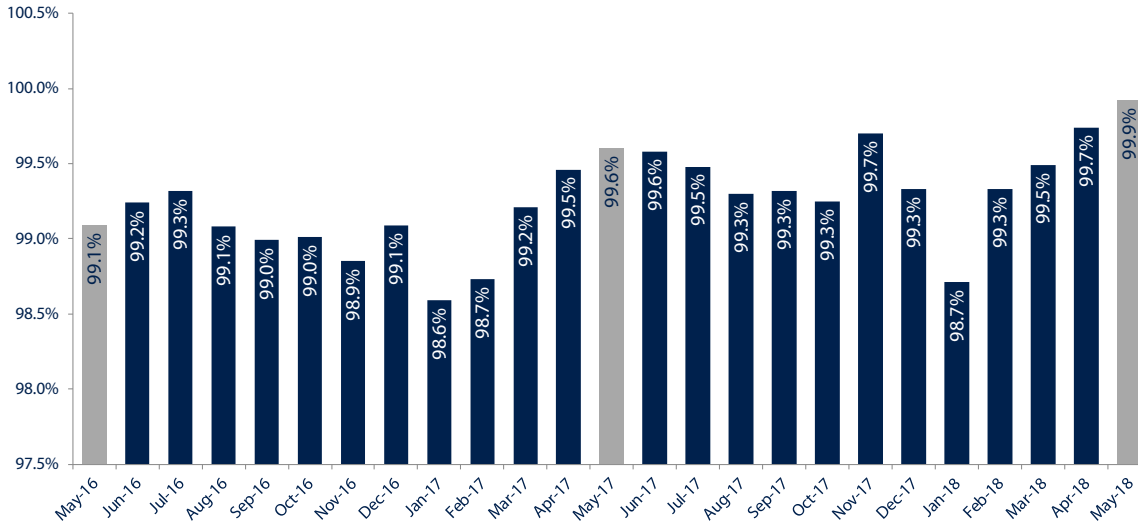
Total Active Inventory by Price Range Current Month



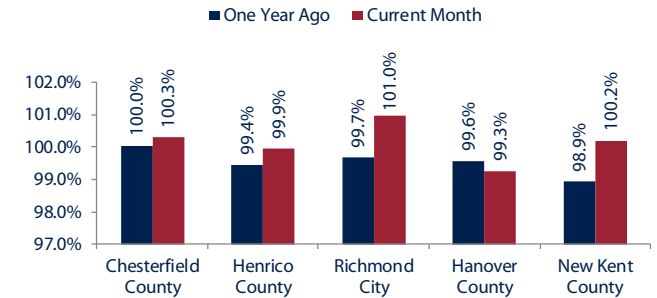
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - May 2018

Average Sale Price as a Percent of List Price



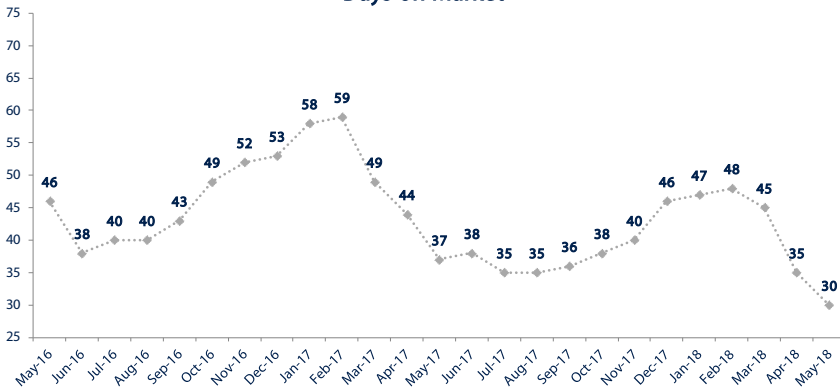
Sale Price as % of List Price  
Of Top Five Counties/Cities Based on Total Units Sold



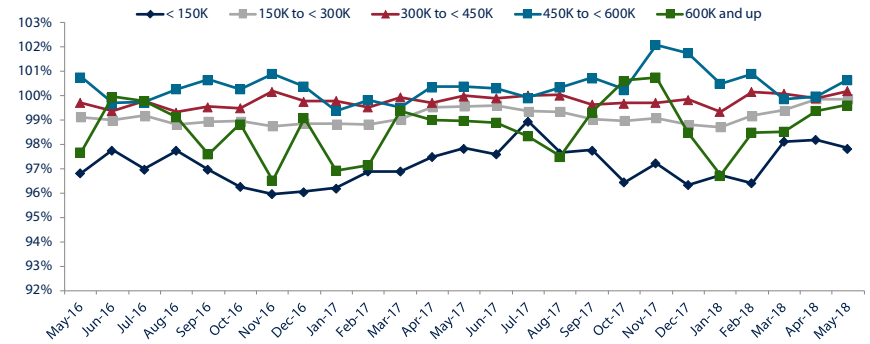
Days on Market	
Current Month	One Year Ago
30	37
Down -19% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
99.9%	99.6%
Up 0.3% Vs. Year Ago	

Days on Market



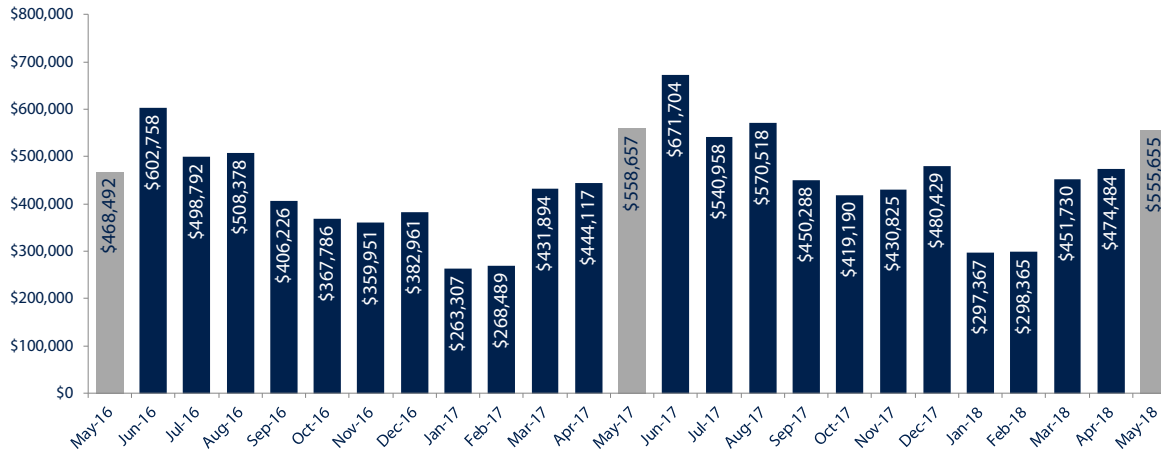
Average Sale Price as a Percent of List Price  
by Price Range



# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - May 2018

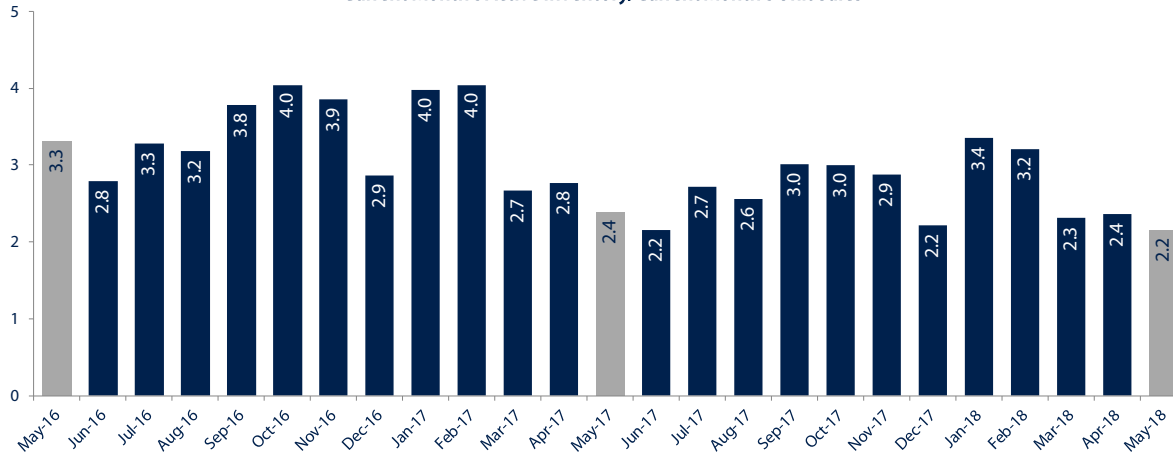
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this May was similar to the dollar volume sold one year ago.
- In May, there was 2.2 months of supply available, compared to 2.4 in May 2017. That was a decrease of 10% 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
\$555,654,912	\$558,656,840
Down -1% Vs. Year Ago	

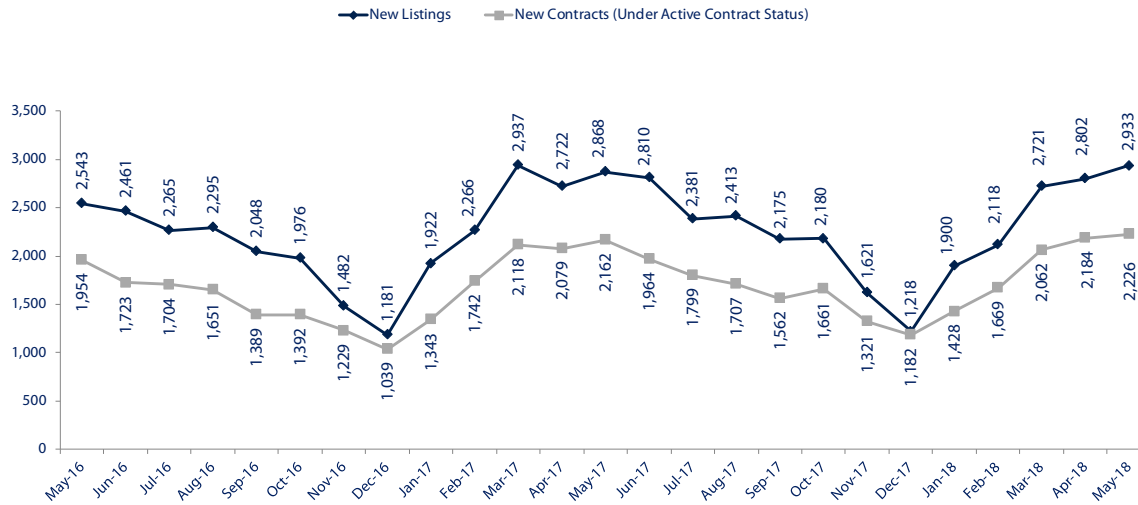
Months of Supply	
Current Month	One Year Ago
2.2	2.4
Down -10% Vs. Year Ago	



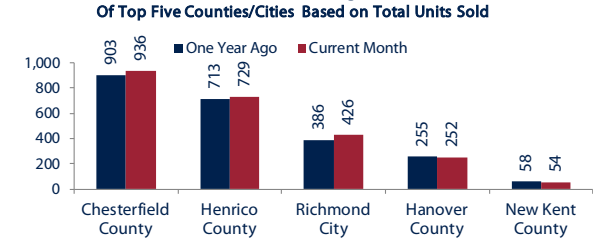
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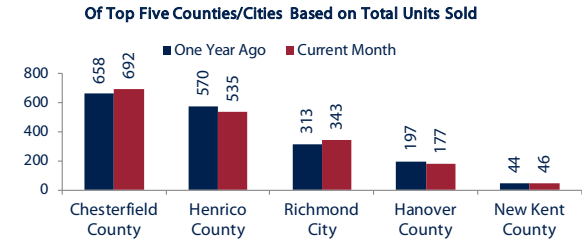
### New Listings & New Contracts



### New Listings



### New Contracts



New Listings	
Current Month	One Year Ago
2,933	2,868
Up 2% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
2,226	2,162
Up 3% 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 1.3, similar to the ratio from one year ago.

### Supply/Demand Ratio

Number of New Listings to New Contracts

