

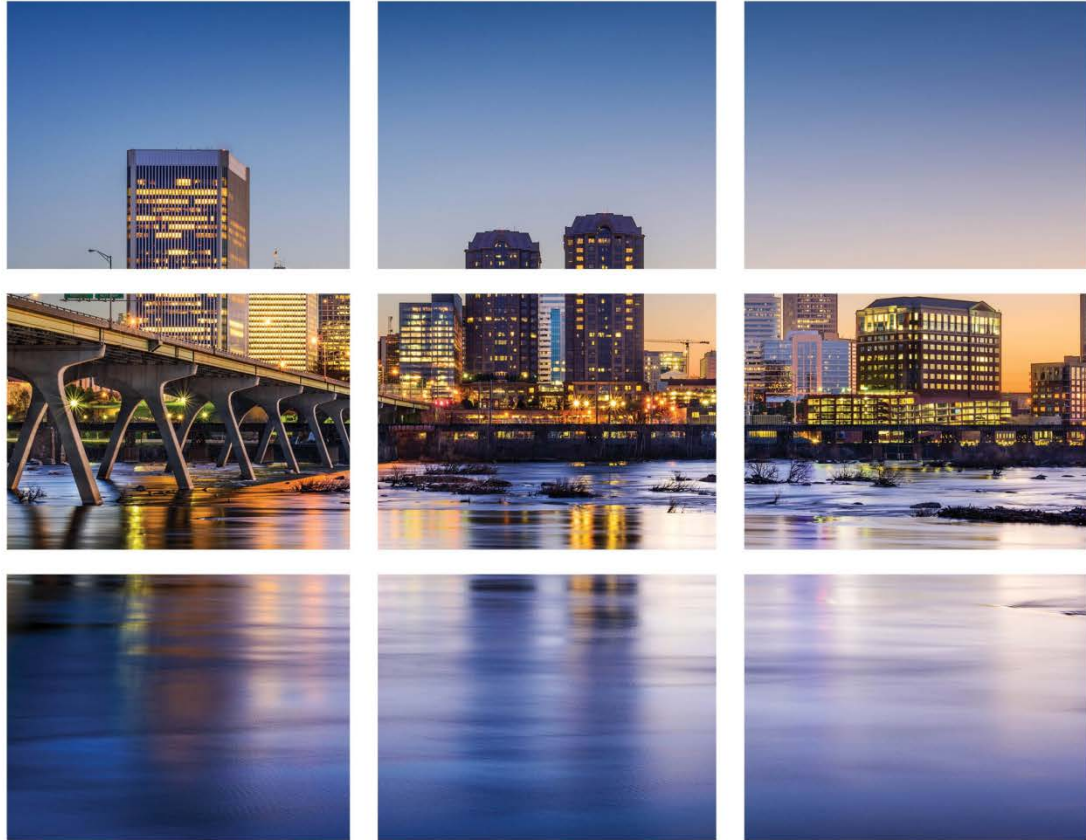
# Market Conditions Report

## Richmond Metropolitan Area

March 2018 | longandfoster.com



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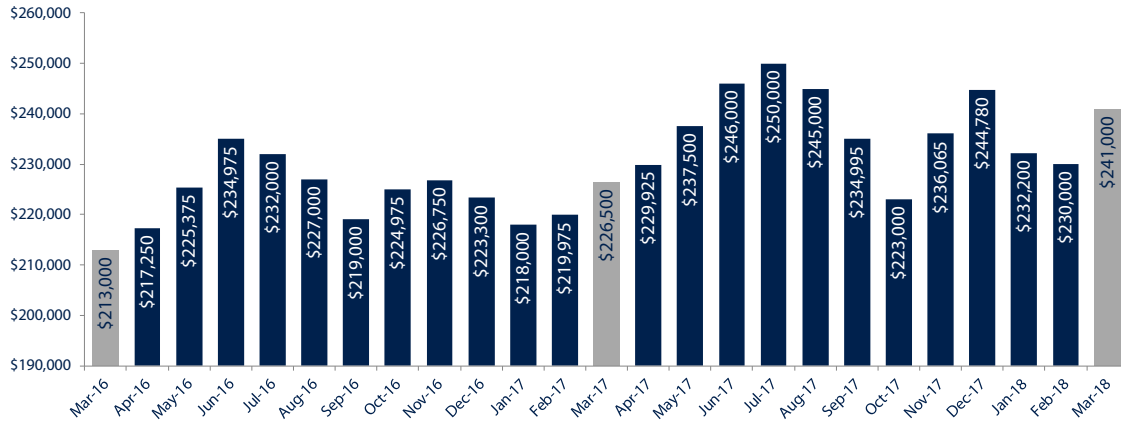
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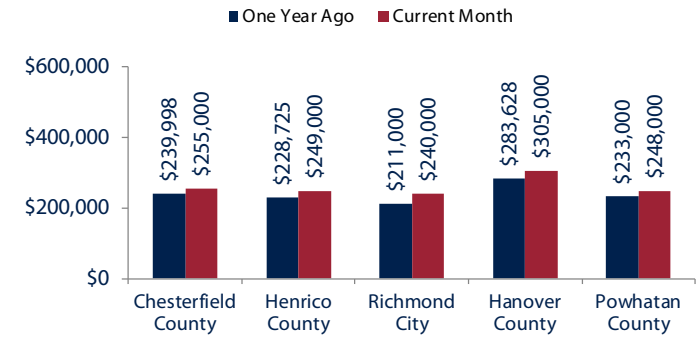
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - March 2018

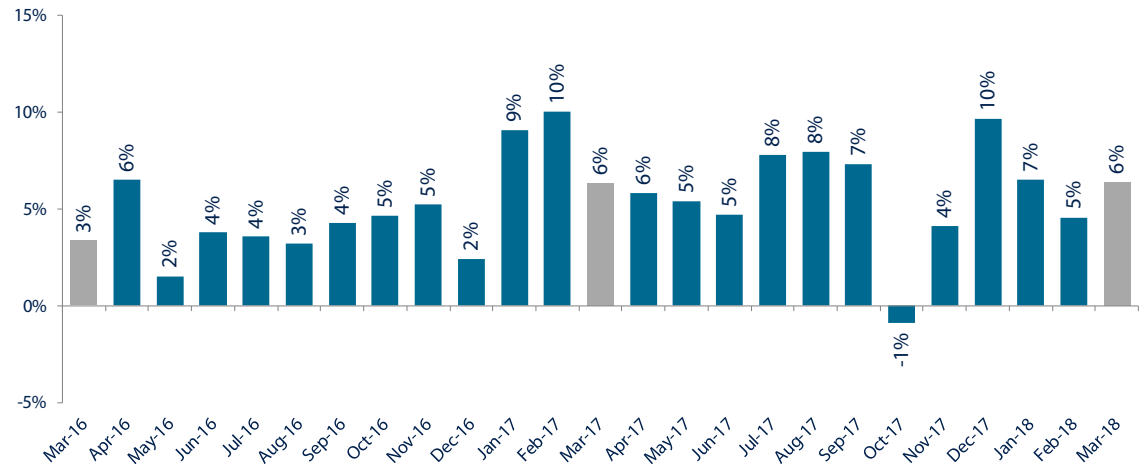
Median Sales Price



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



Median Sale Price  
Percent Change Year/Year



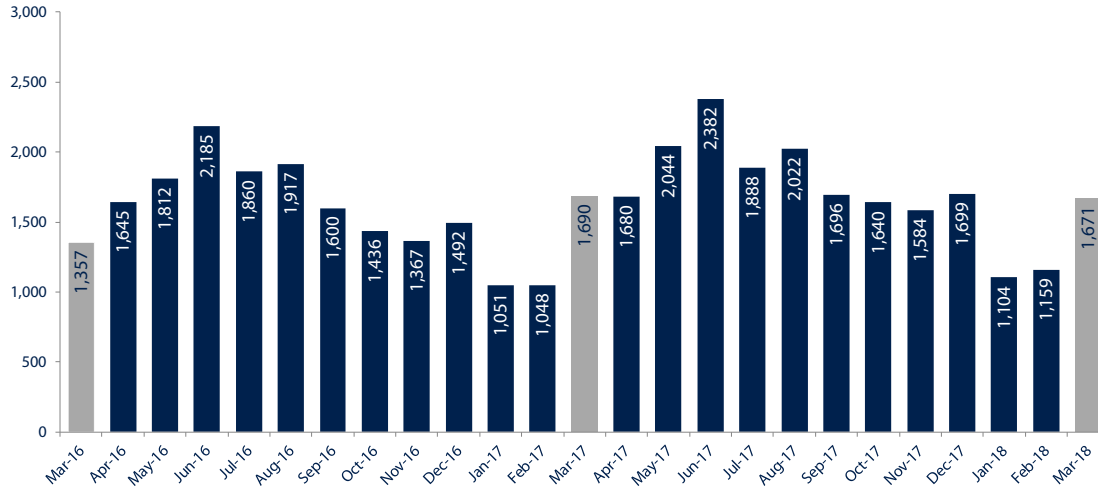
**Highlights**

- This March, the median sale price was \$241,000, an increase of 6% compared to last year.
- The current median sale price was 5% higher than in February.

# Long & Foster Market Conditions Report

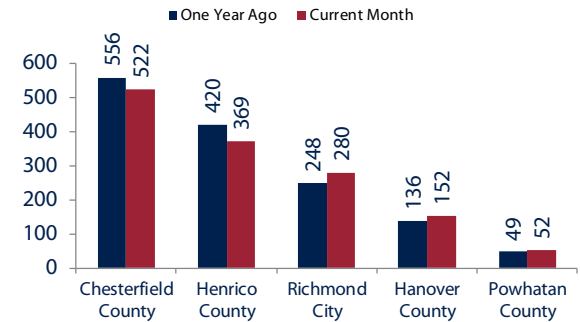
## Richmond Metropolitan Area - March 2018

**Total Units Sold**



**Total Units Sold**

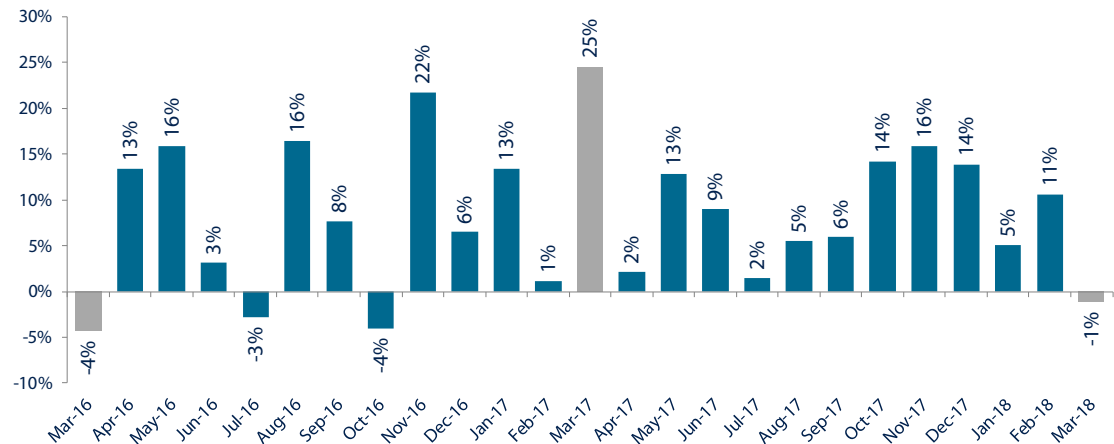
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- The number of units sold in March 2018 was similar to the units sold in March 2017.
- This month's total units sold was higher than the previous month, an increase of 44% versus February.

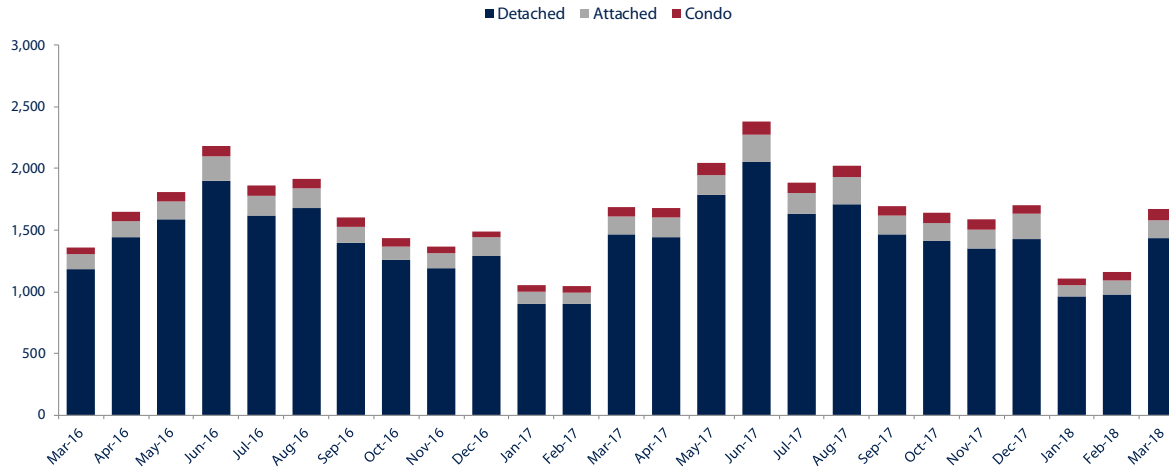
**Total Units Sold**  
Percent Change Year/Year



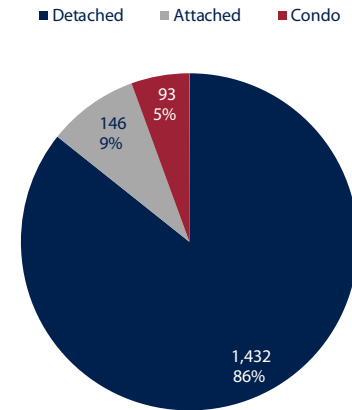
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - March 2018

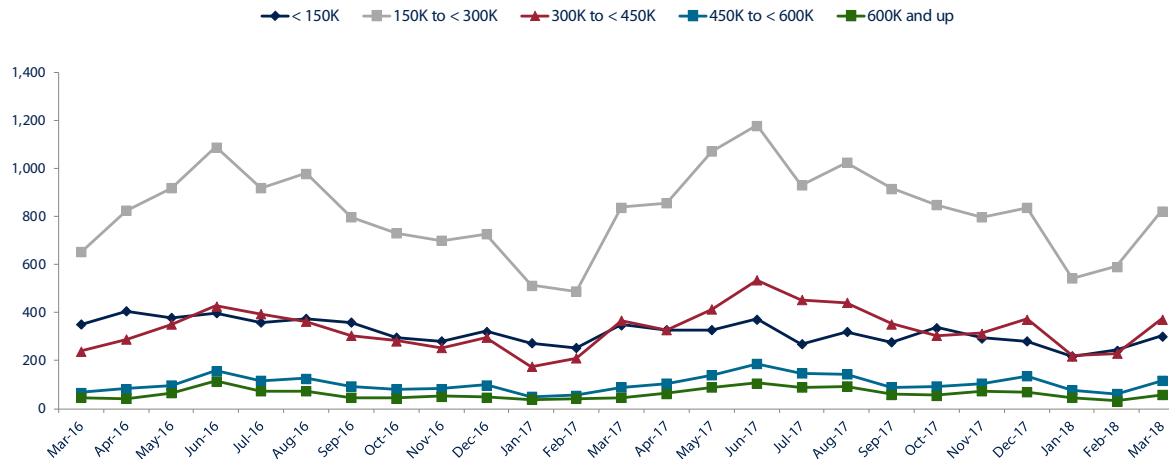
Total Units Sold by Type



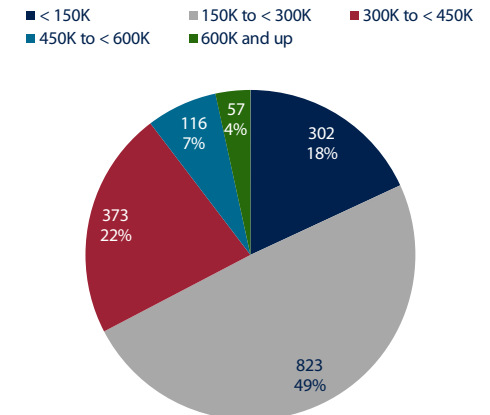
Total Units Sold by Type  
Current Month



Total Units Sold by Price Range



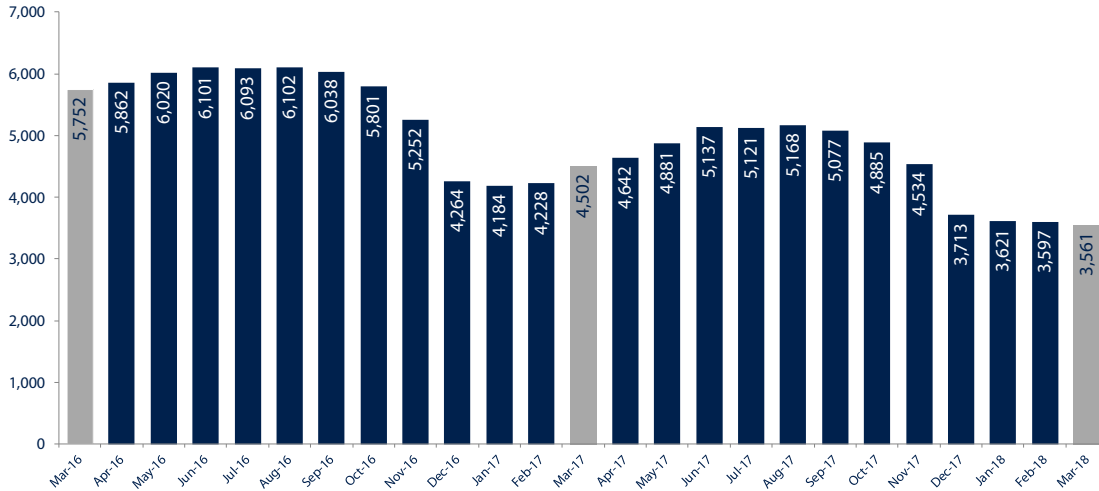
Total Units Sold by Price Range  
Current Month



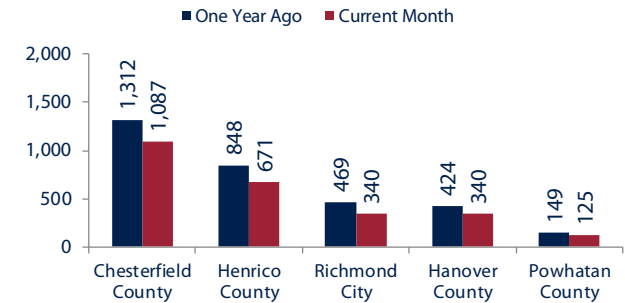
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - March 2018

**Total Active Inventory**



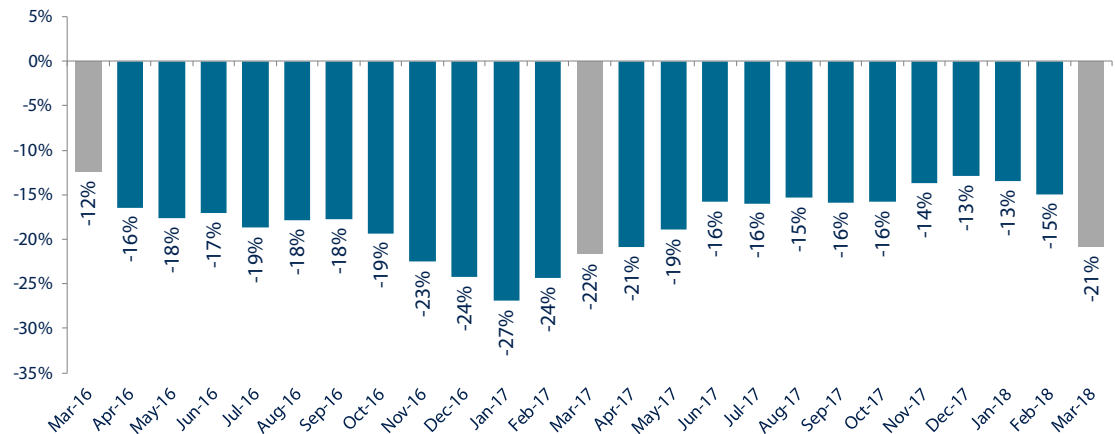
**Total Active Inventory**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This month's supply of available inventory remained relatively stable compared to last month.
- Versus March 2017, the total number of homes available was lower by 941 units or 21%.

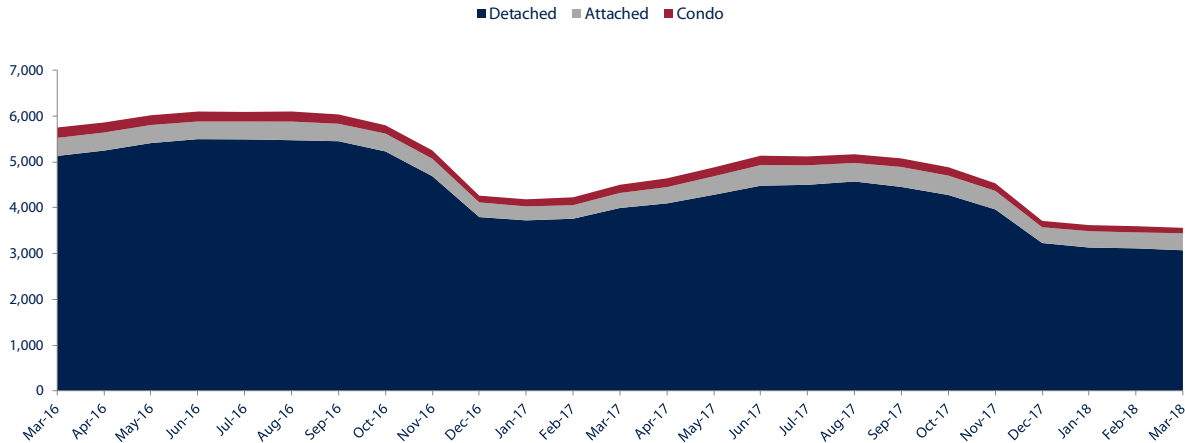
**Total Active Inventory**  
Percent Change Year/Year



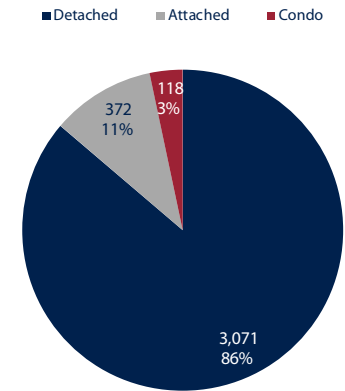
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - March 2018

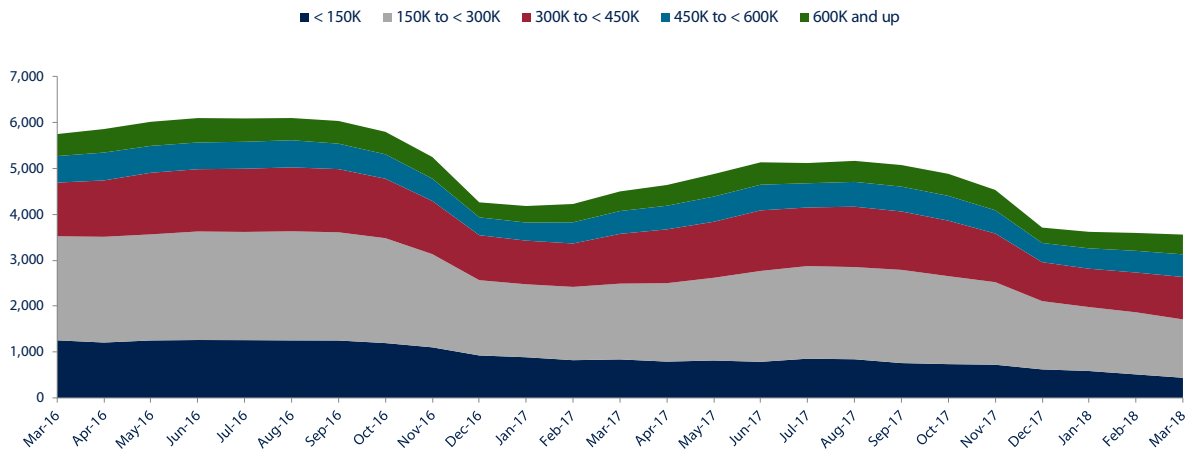
Total Active Inventory by Type



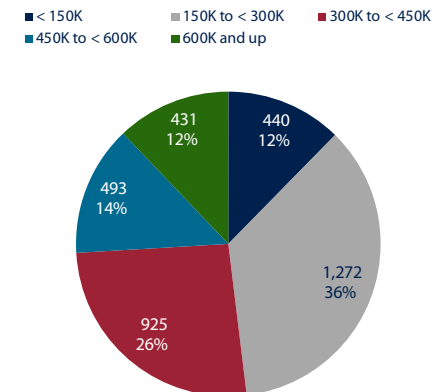
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



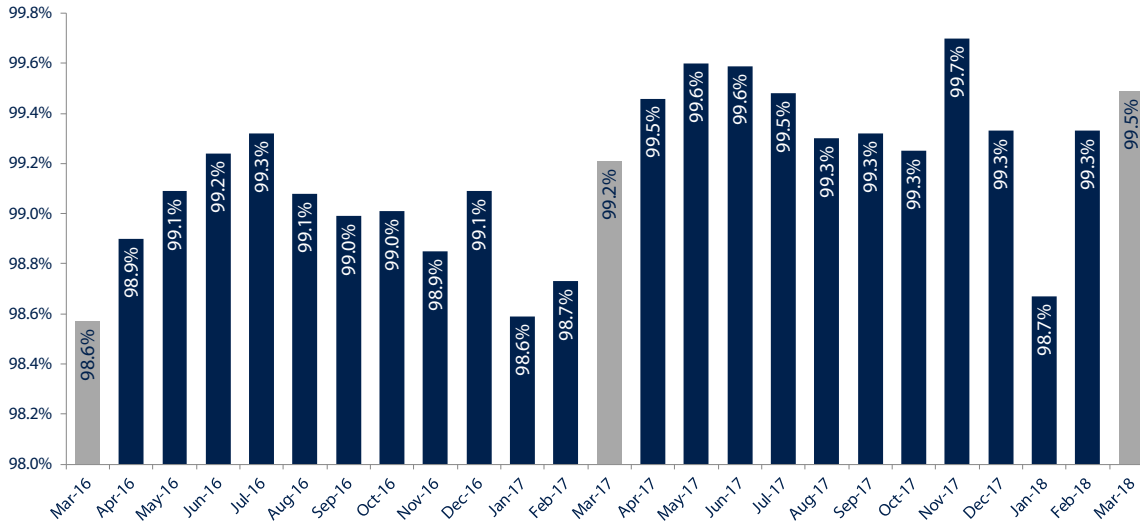
Total Active Inventory by Price Range Current Month



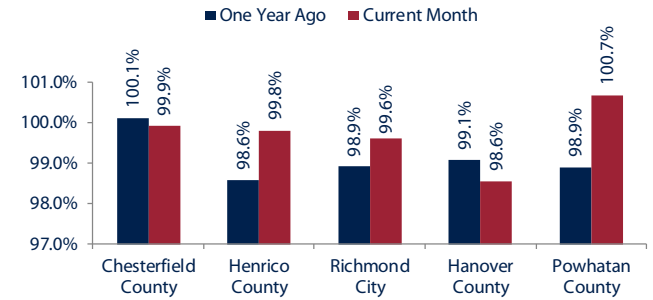
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - March 2018

Average Sale Price as a Percent of List Price



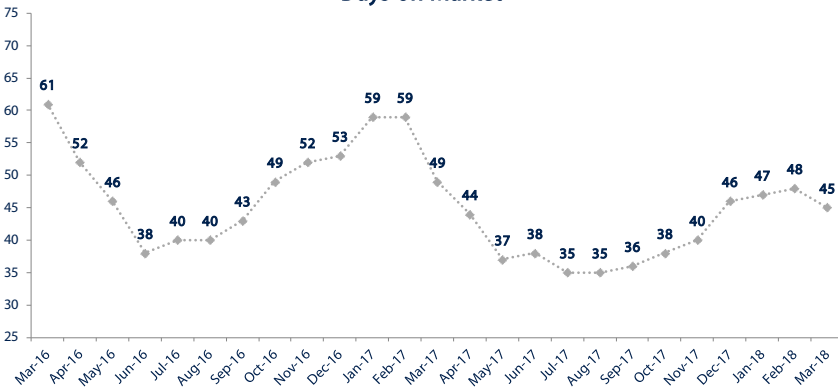
Sale Price as % of List Price  
Of Top Five Counties/Cities Based on Total Units Sold



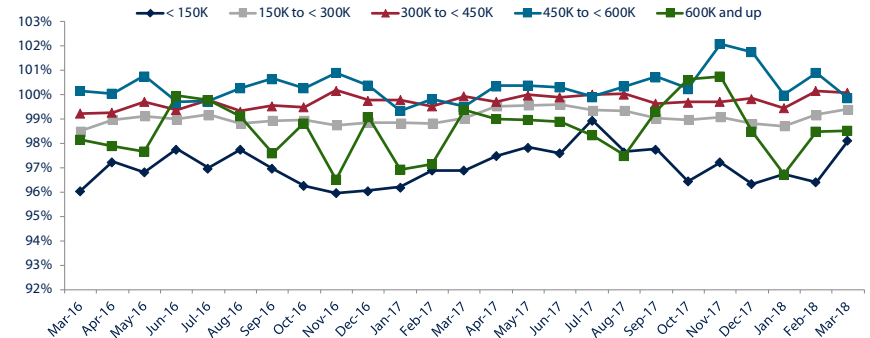
Days on Market	
Current Month	One Year Ago
45	49
<b>Down -8% Vs. Year Ago</b>	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
99.5%	99.2%
<b>Up 0.3% Vs. Year Ago</b>	

Days on Market



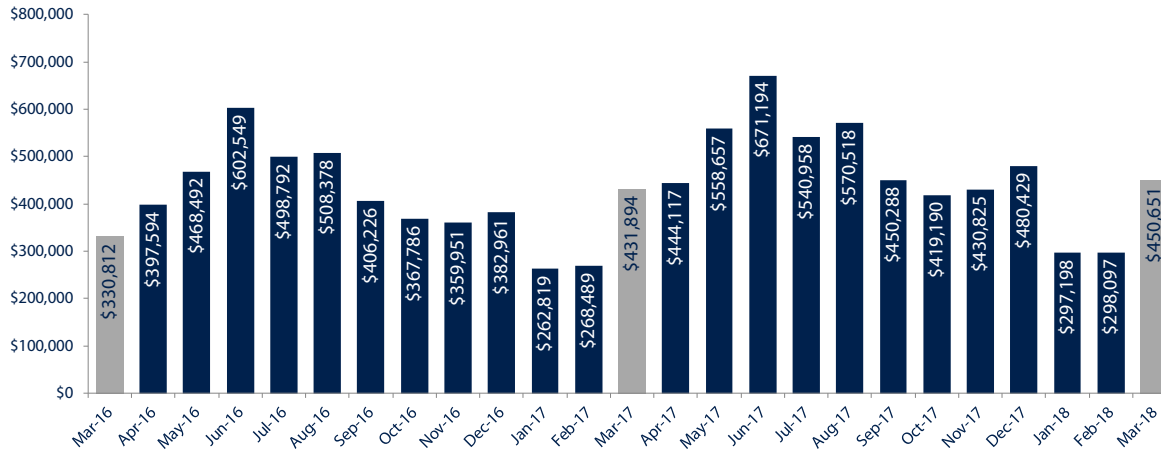
Average Sale Price as a Percent of List Price  
by Price Range



# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - March 2018

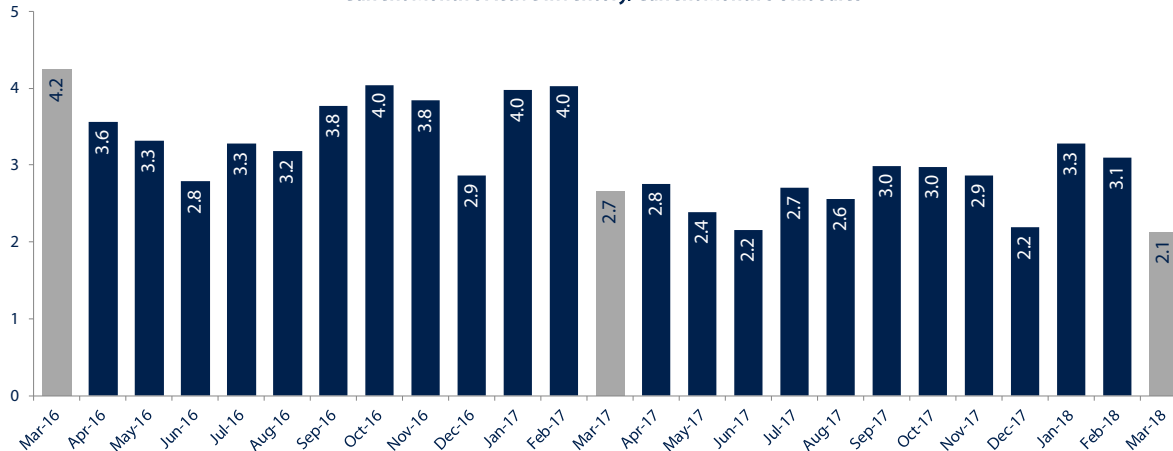
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this March was 4% greater than the same month one year ago.
- In March, there was 2.1 months of supply available, compared to 2.7 in March 2017. That was a decrease of 20% 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
\$450,650,552	\$431,893,675

Up 4% Vs. Year Ago

### Months of Supply

Current Month	One Year Ago
2.1	2.7

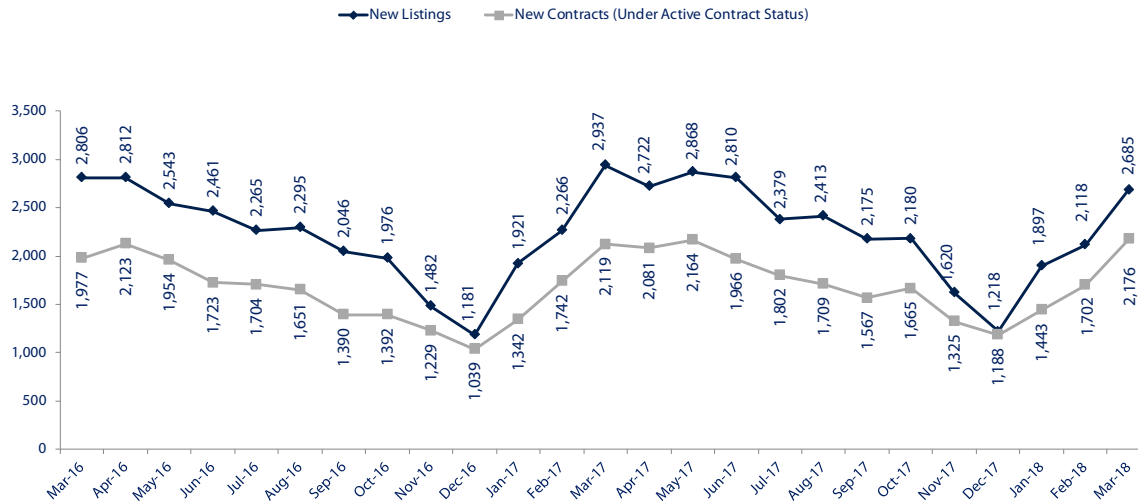
Down -20% Vs. Year Ago



# Long & Foster Market Conditions Report

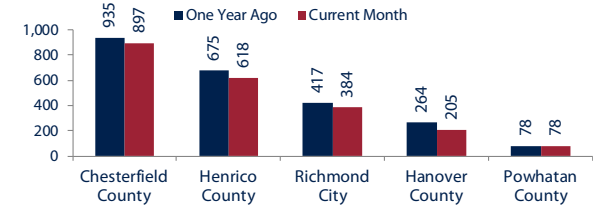
## Richmond Metropolitan Area - March 2018

### New Listings & New Contracts



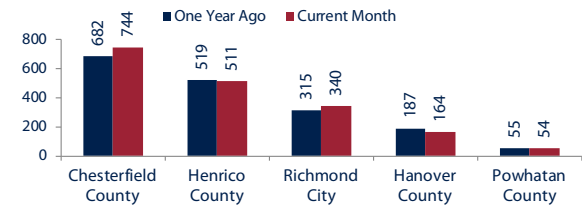
### New Listings

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
2,685	2,937
Down -9% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
2,176	2,119
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 1.2, a decrease of 11% from March 2017.

### Supply/Demand Ratio

Number of New Listings to New Contracts

