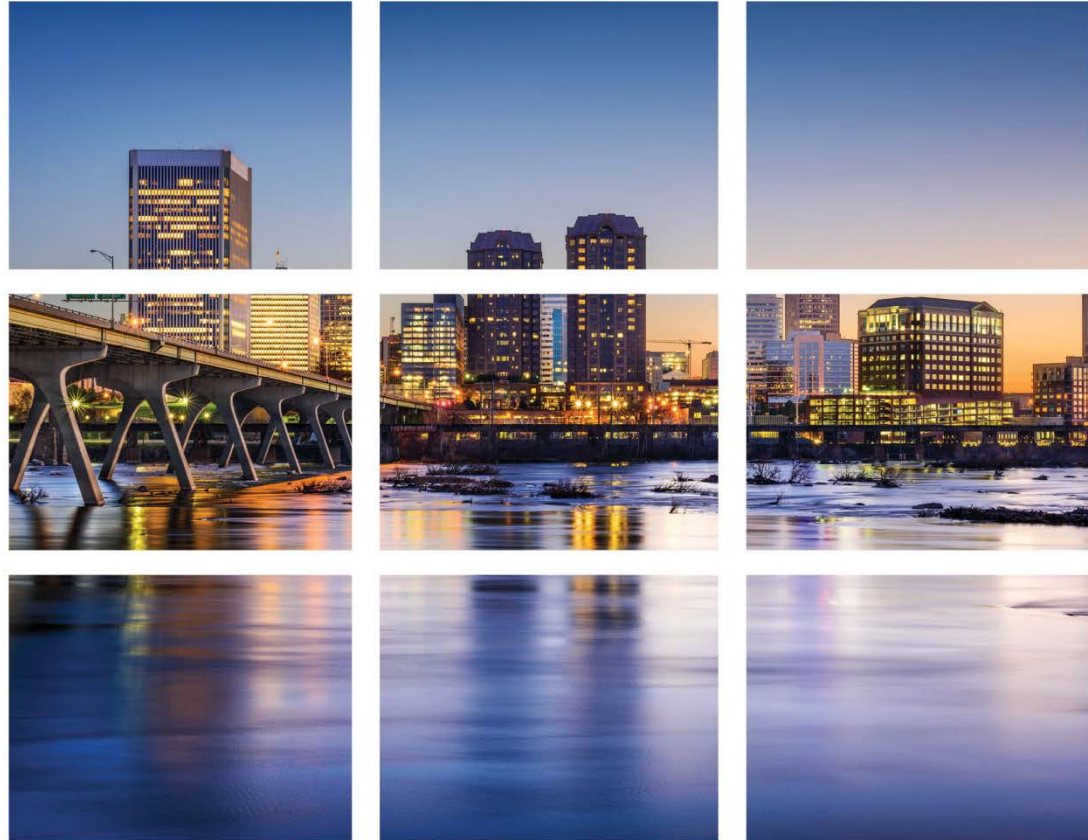
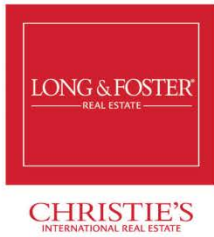


# Market Conditions Report

Richmond, VA Area

September 2018



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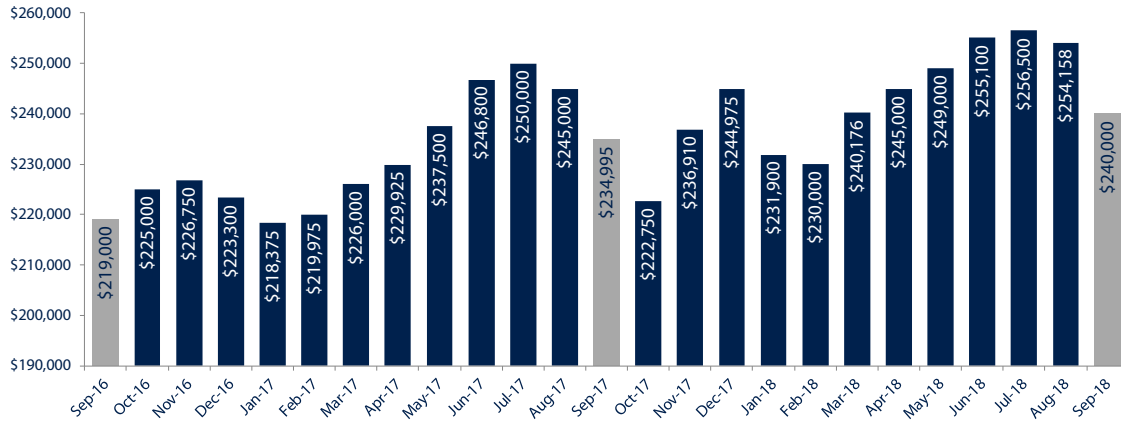
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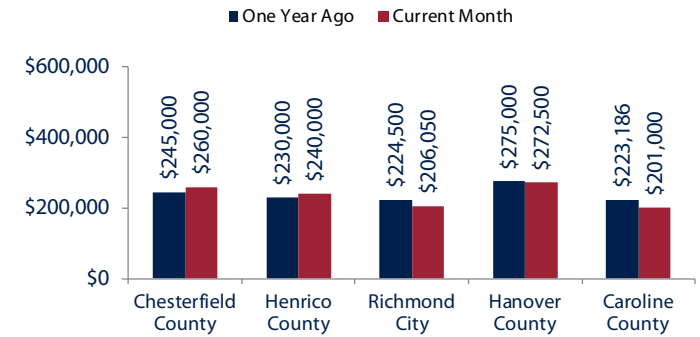
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - September 2018

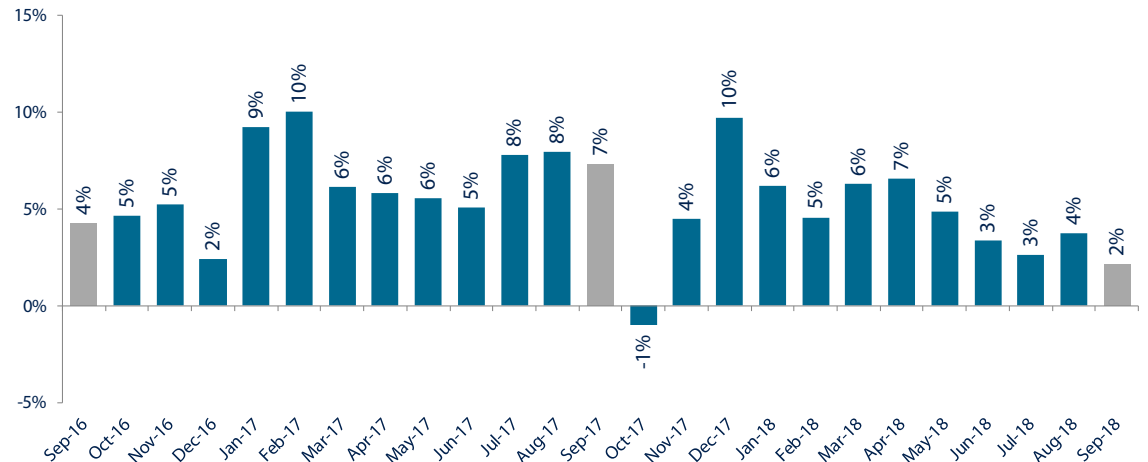
Median Sales Price



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



Median Sale Price  
Percent Change Year/Year



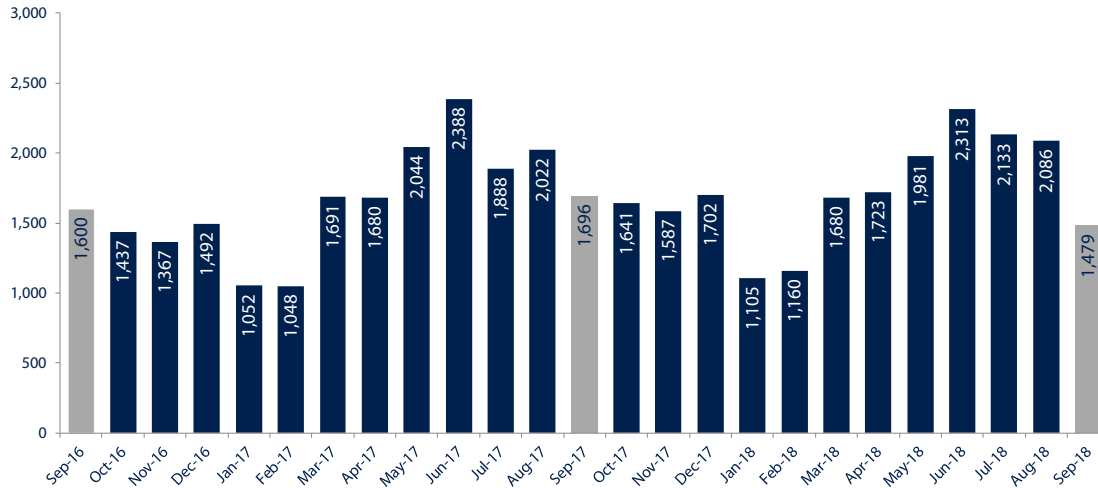
### Highlights

- This September, the median sale price was \$240,000, an increase of 2% compared to last year.
- The current median sale price was 6% lower than in August.

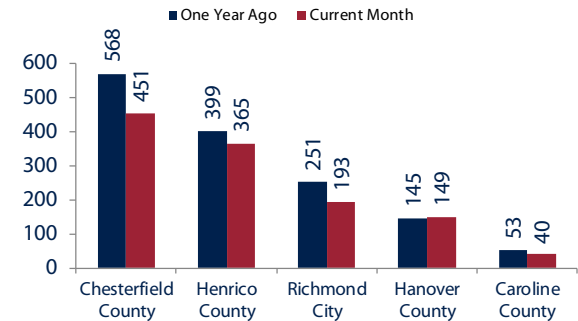
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - September 2018

**Total Units Sold**



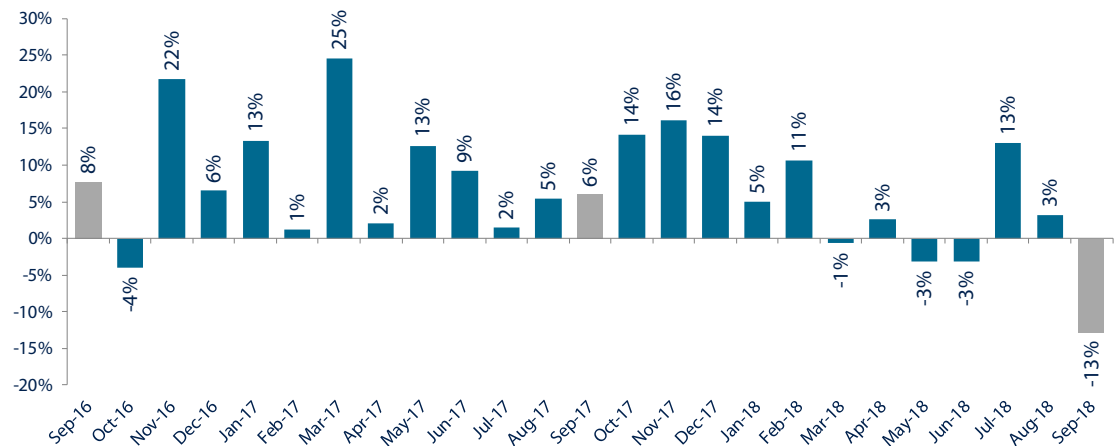
**Total Units Sold**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This month's total units sold was lower than at this time last year, a decrease of 13% versus September 2017.
- There was a decrease of 29% in total units sold in September compared to August.

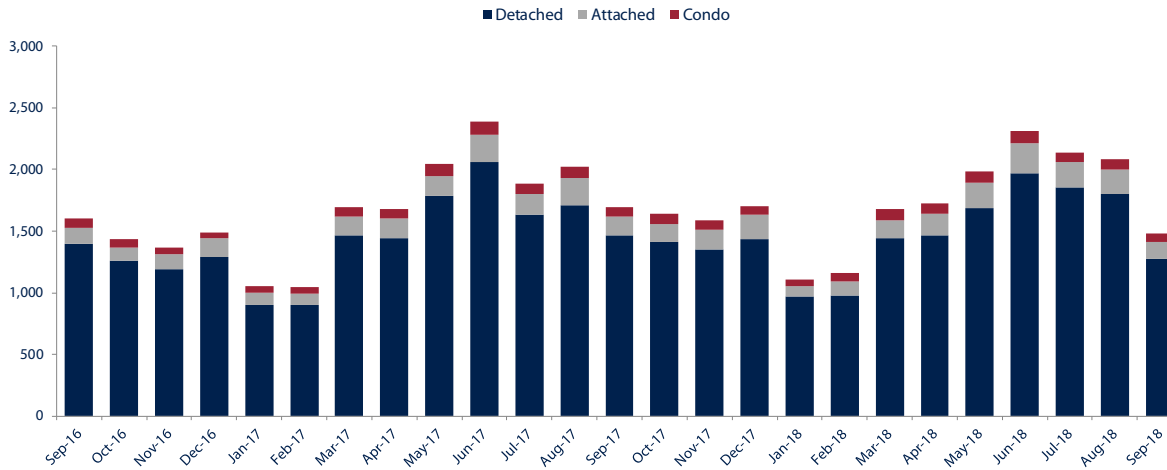
**Total Units Sold**  
Percent Change Year/Year



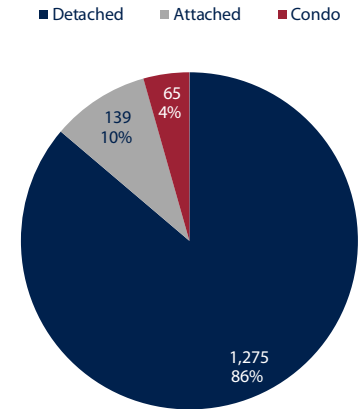
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - September 2018

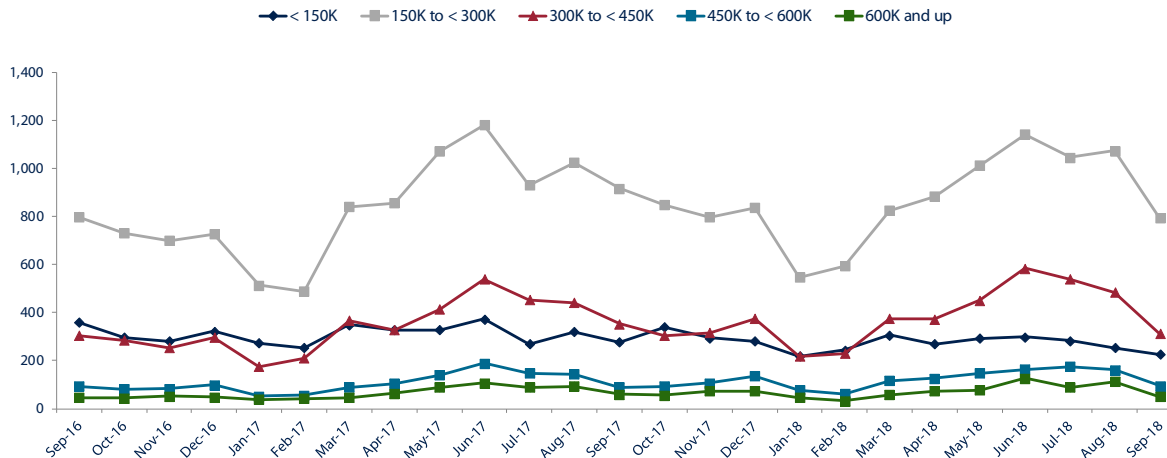
Total Units Sold by Type



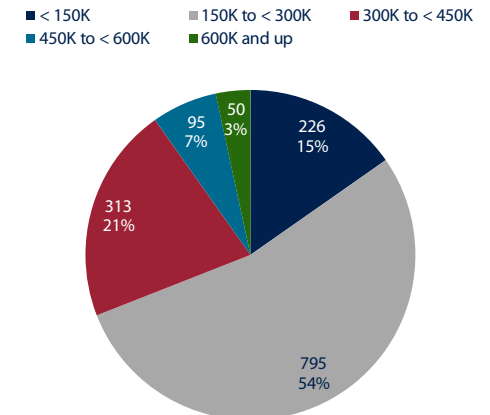
Total Units Sold by Type  
Current Month



Total Units Sold by Price Range



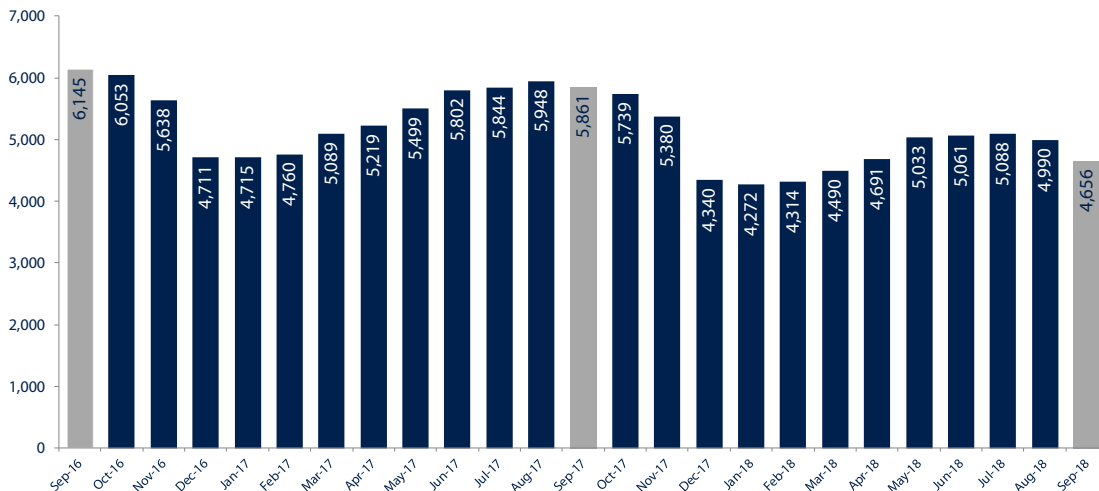
Total Units Sold by Price Range  
Current Month



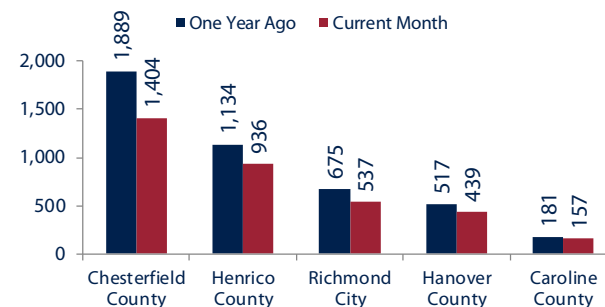
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - September 2018

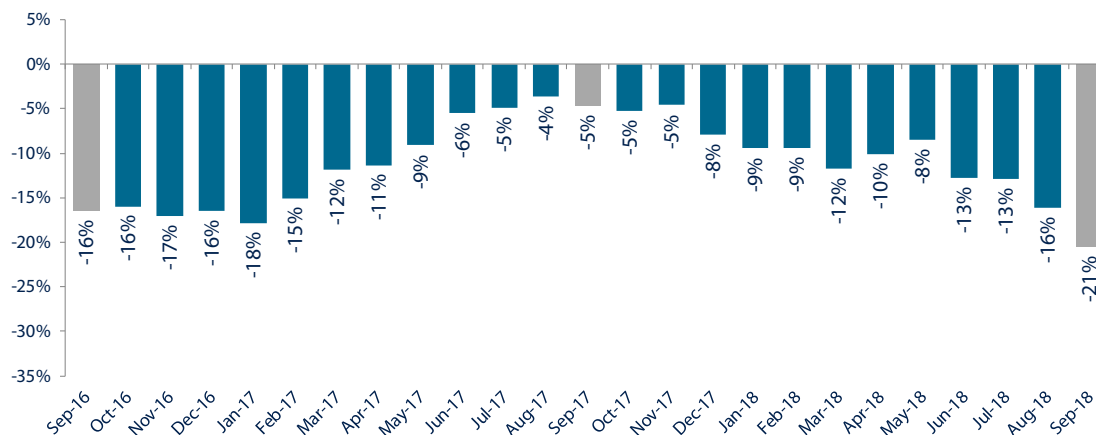
**Total Active Inventory**



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



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



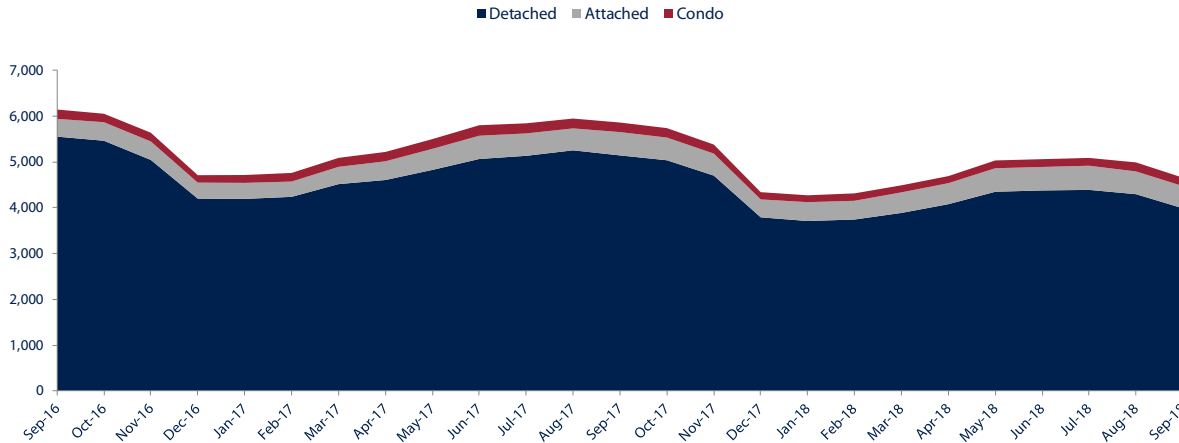
### Highlights

- September's total active inventory of 4,656 units was 7% lower than the previous month's supply of inventory.
- Versus last September, the total number of homes available was lower by 1,205 units or 21%.

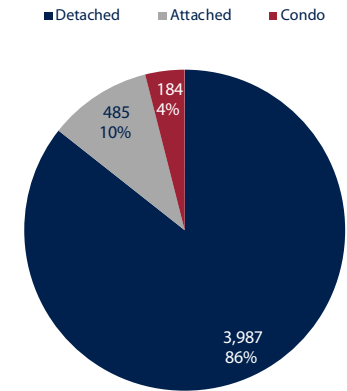
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - September 2018

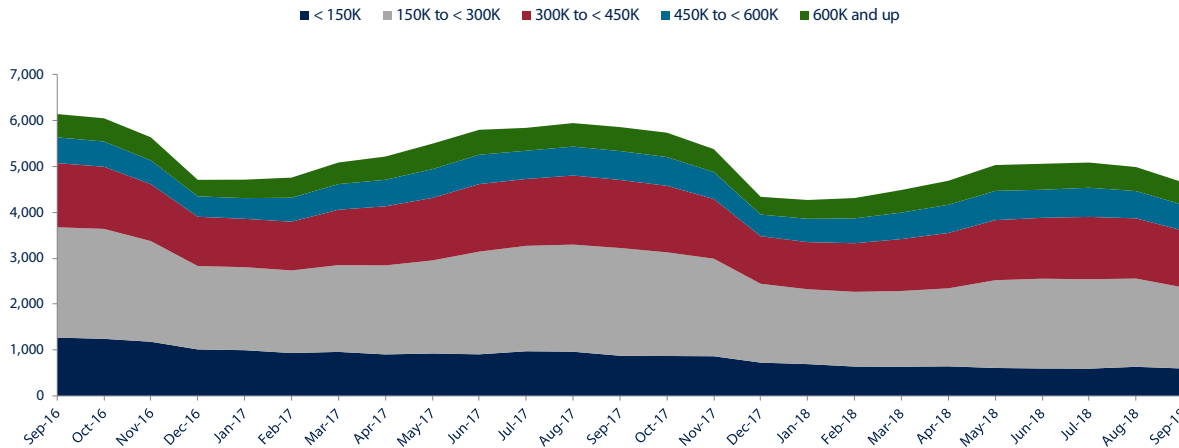
**Total Active Inventory by Type**



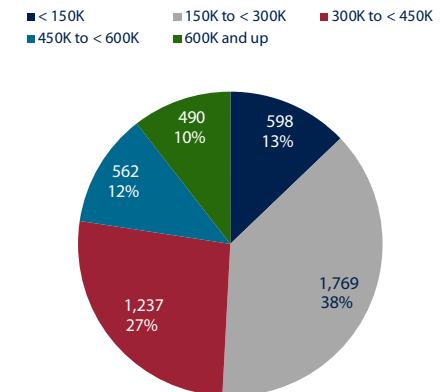
**Total Active Inventory by Type Current Month**



**Total Active Inventory by Price Range**



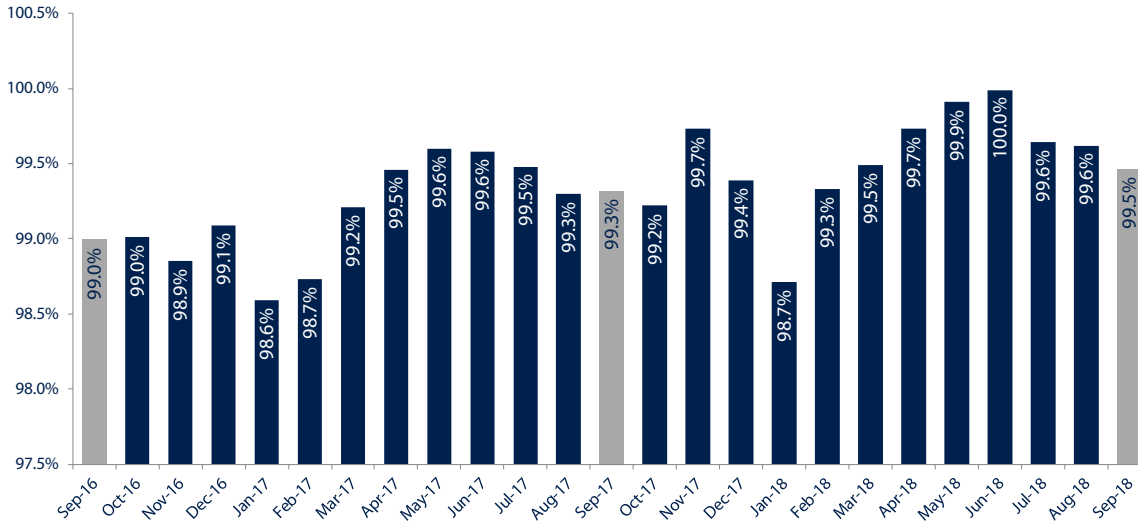
**Total Active Inventory by Price Range Current Month**



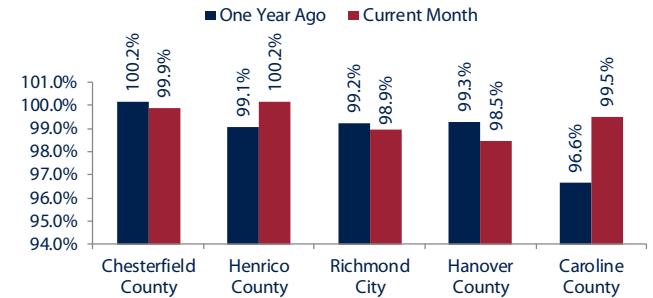
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - September 2018

Average Sale Price as a Percent of List Price



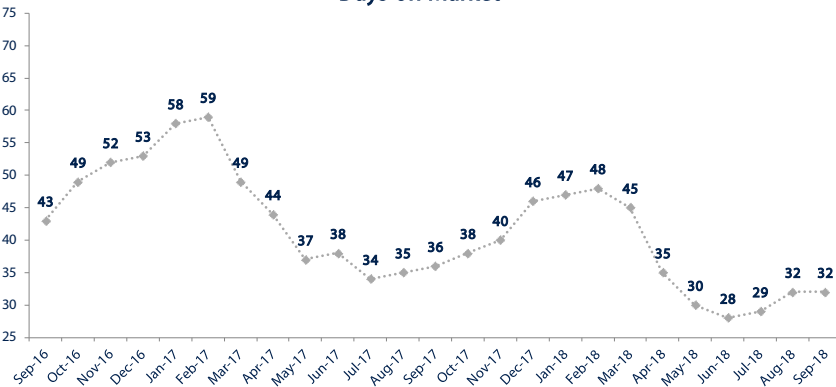
Sale Price as % of List Price  
Of Top Five Counties/Cities Based on Total Units Sold



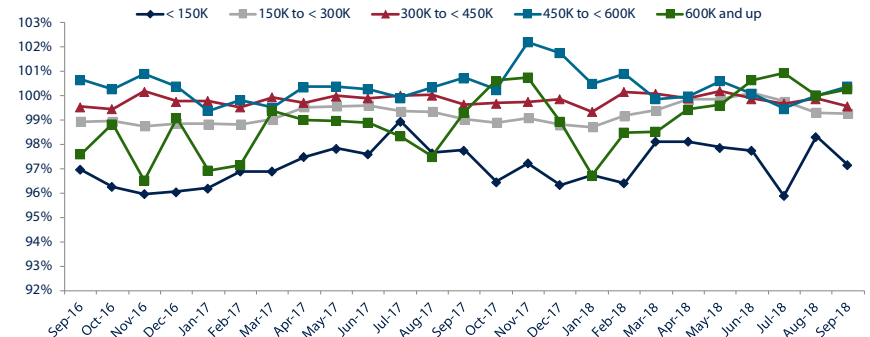
Days on Market	
Current Month	One Year Ago
32	36
Down -11% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
99.5%	99.3%
Up 0.1% Vs. Year Ago	

Days on Market



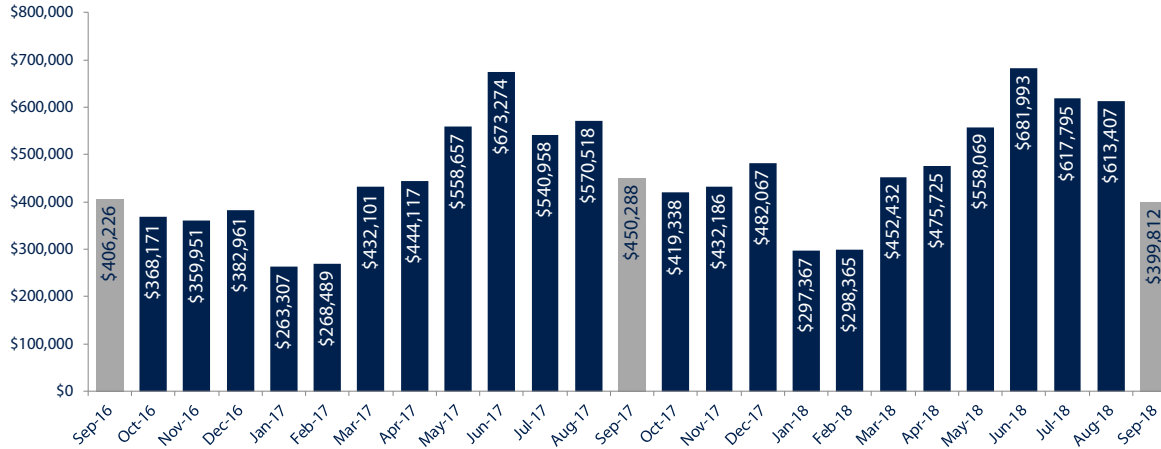
Average Sale Price as a Percent of List Price  
by Price Range



# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - September 2018

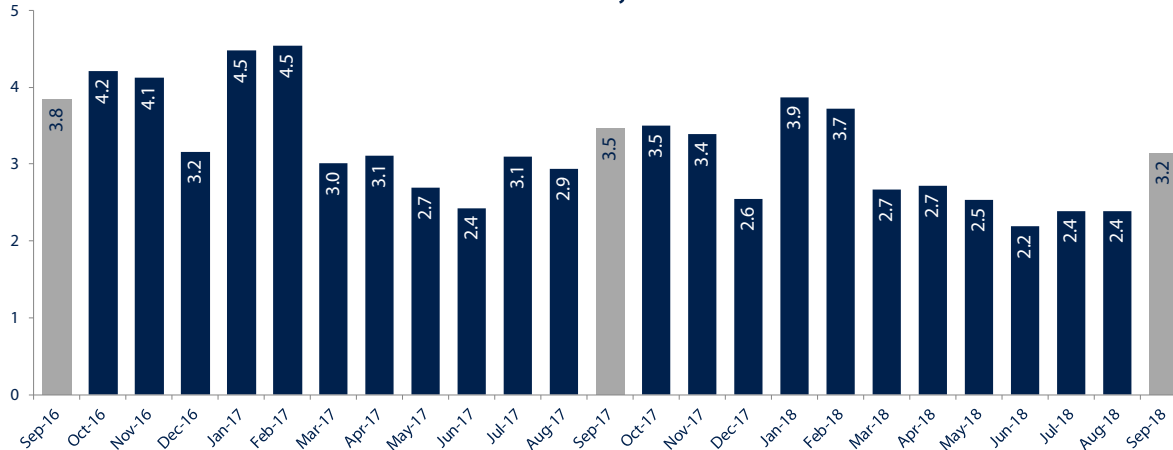
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this September was 11% less than the same month one year ago.
- In September, there was 3.2 months of supply available, compared to 3.5 in September 2017. That was a decrease of 9% 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
\$399,811,659	\$450,287,678
<b>Down -11% Vs. Year Ago</b>	

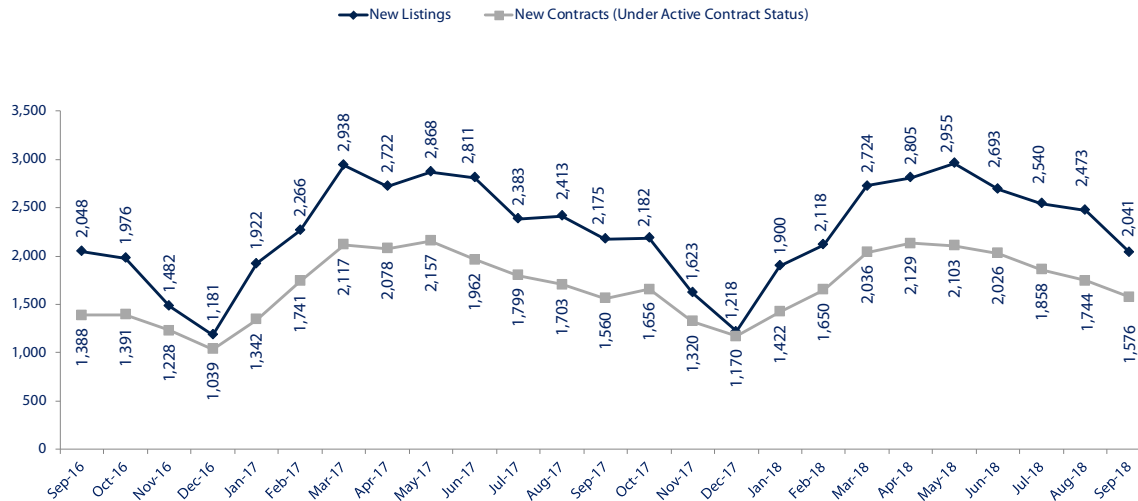
Months of Supply	
Current Month	One Year Ago
3.2	3.5
<b>Down -9% Vs. Year Ago</b>	



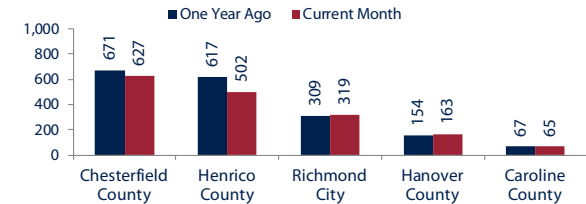
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - September 2018

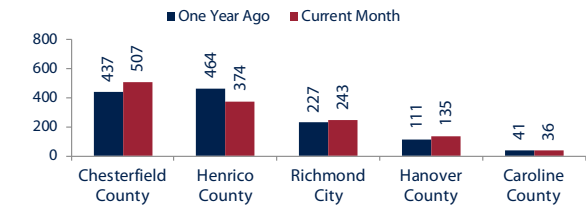
### New Listings & New Contracts



### 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
2,041	2,175
Down -6% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
1,576	1,560
Up 1% 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, a decrease of 7% from September 2017.

### Supply/Demand Ratio Number of New Listings to New Contracts

