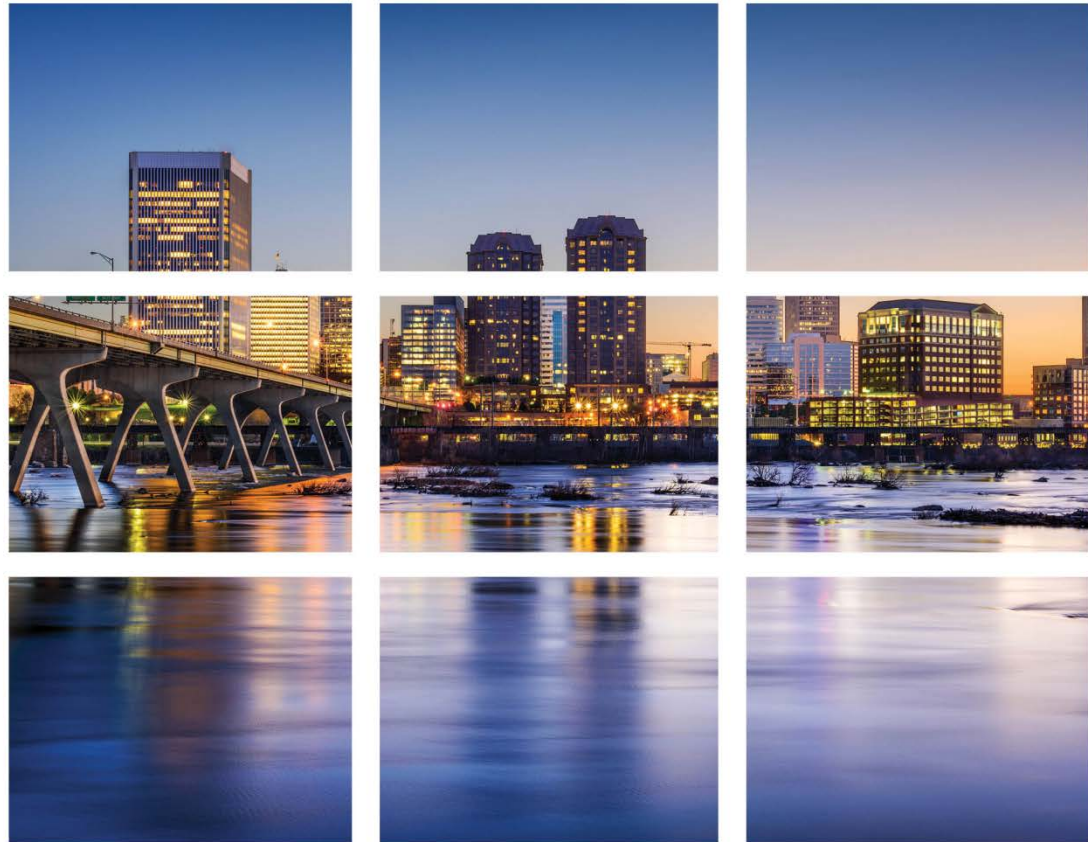
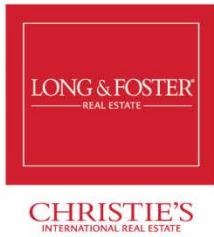


Market Conditions Report

Richmond, VA Area

November 2018



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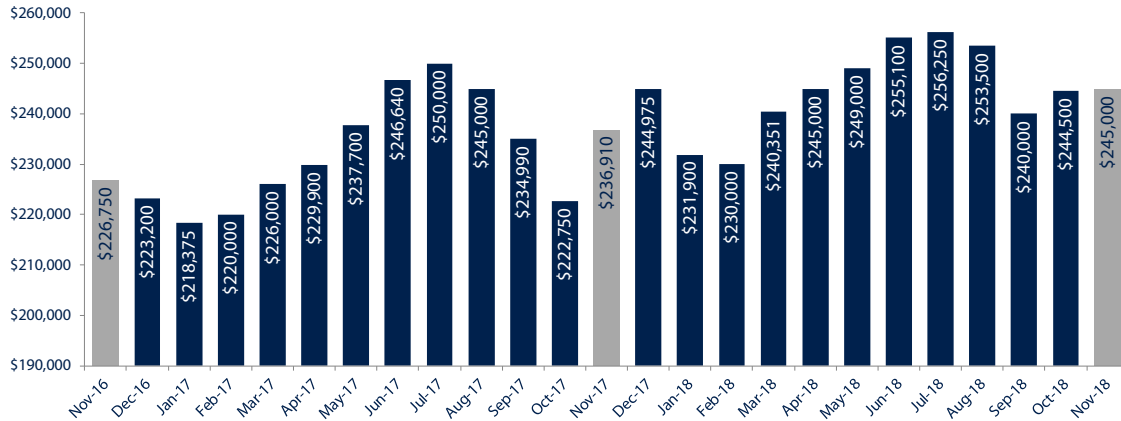
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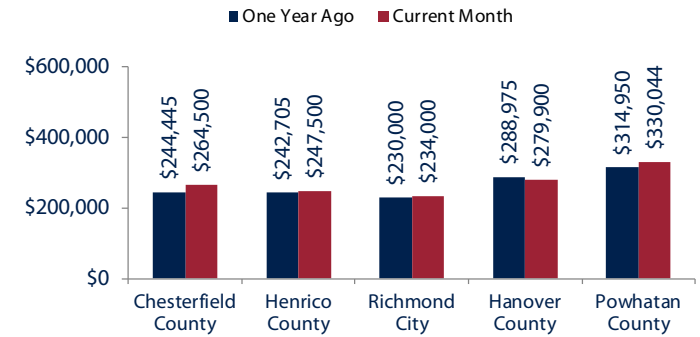
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Richmond Metropolitan Area - November 2018

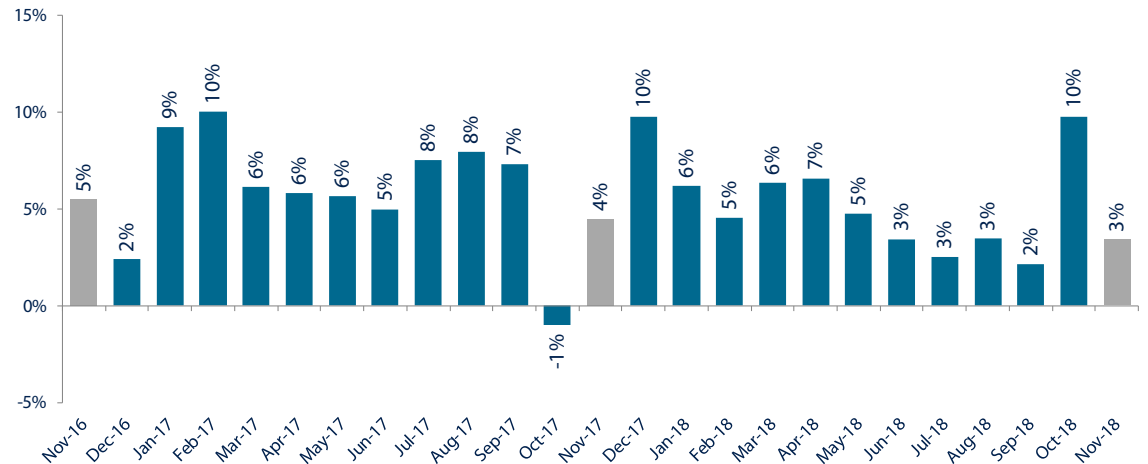
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



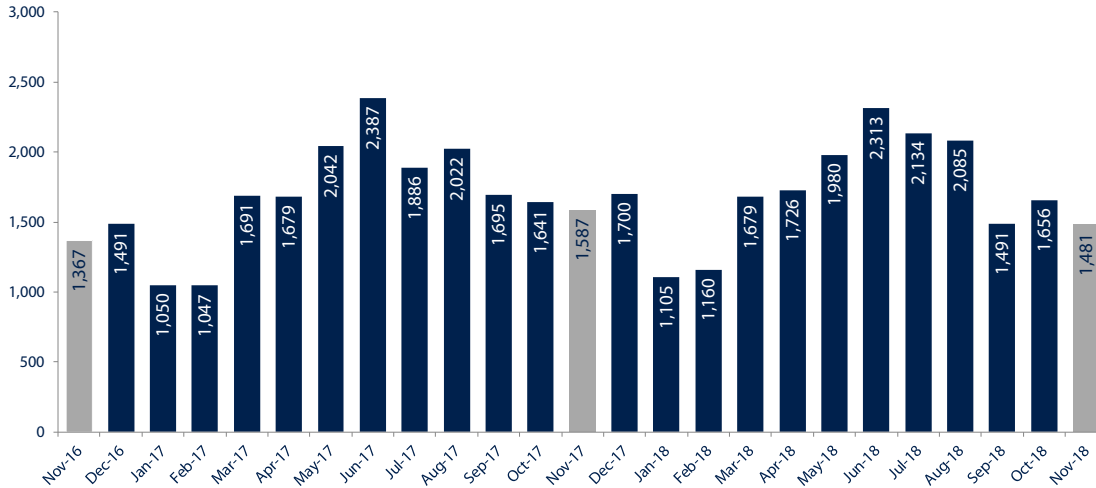
Highlights

- This November, the current median sale price of \$245,000 was similar to the median sale price of last month.
- The current median sale price was 3% higher than the same month last year.

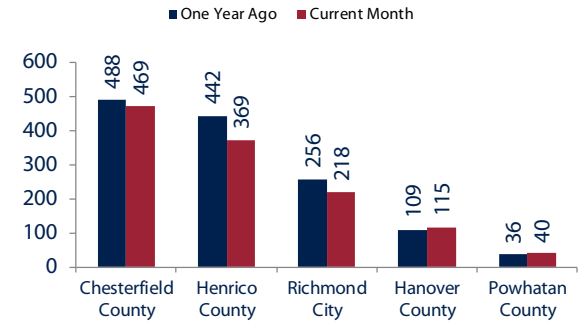
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Total Units Sold



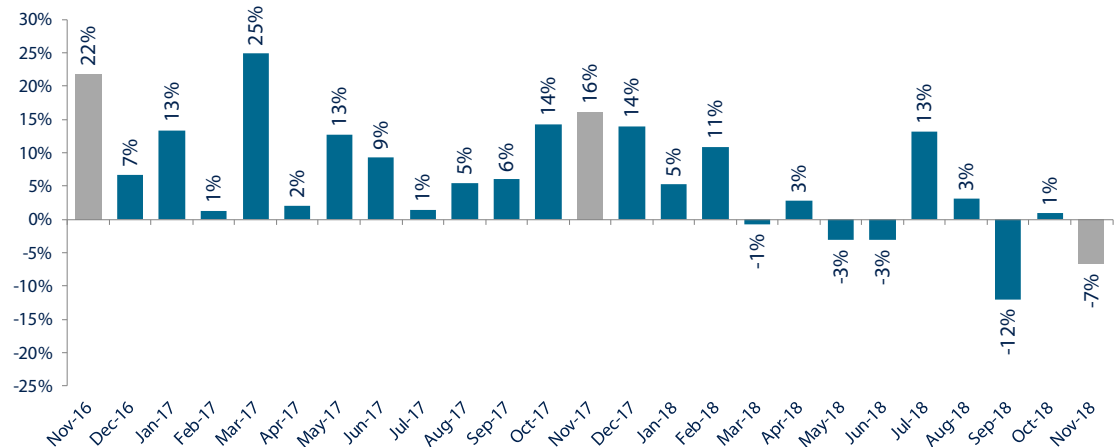
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was lower than at this time last year, a decrease of 7% versus November 2017.
- There was a decrease of 11% in total units sold in November compared to October.

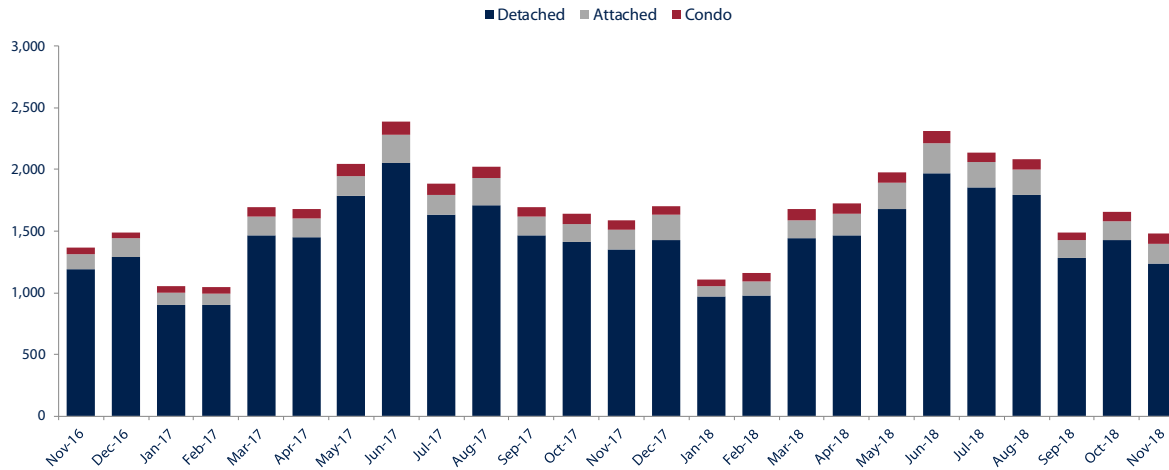
Total Units Sold
Percent Change Year/Year



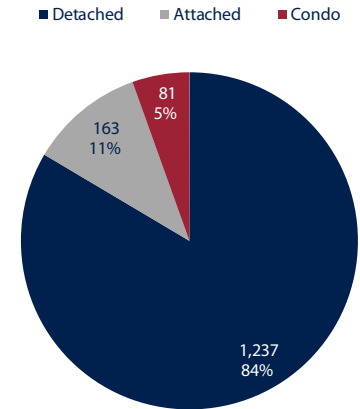
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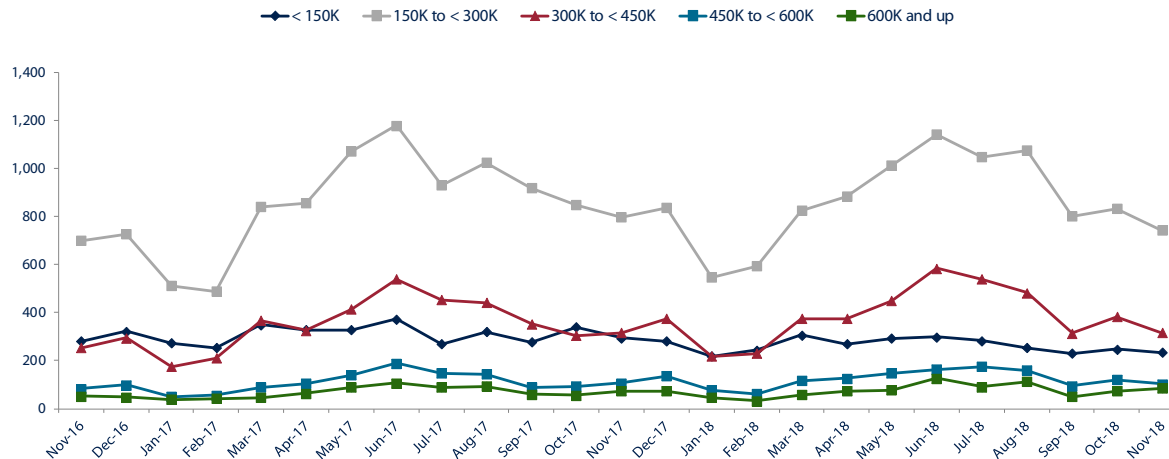
Total Units Sold by Type



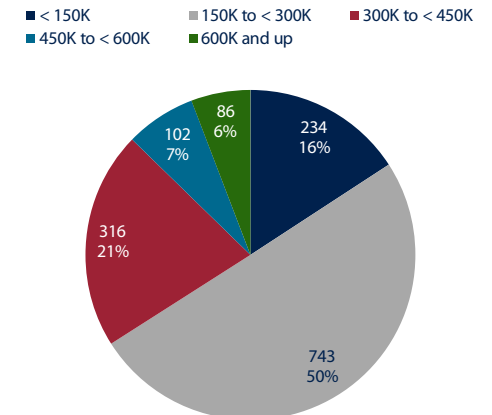
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



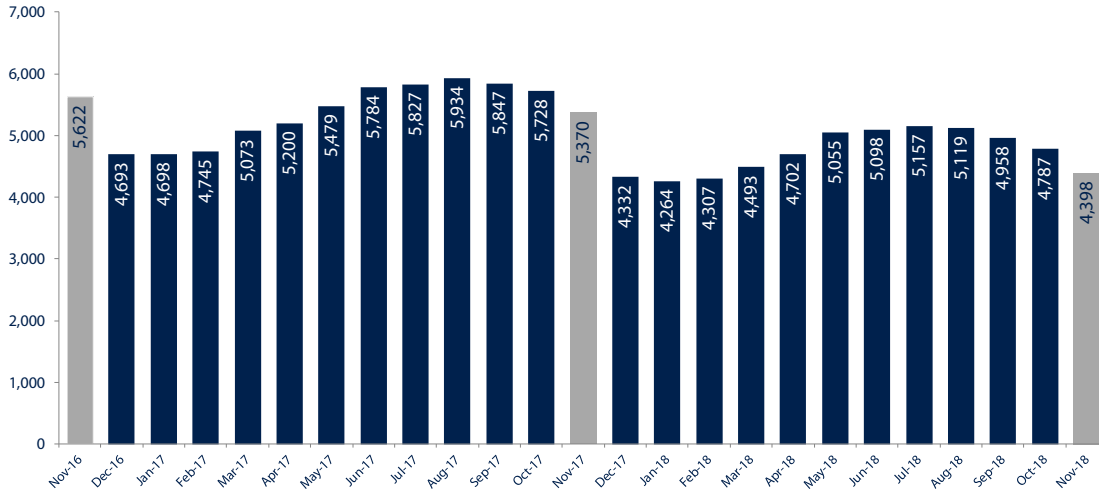
**Total Units Sold by Price Range
Current Month**



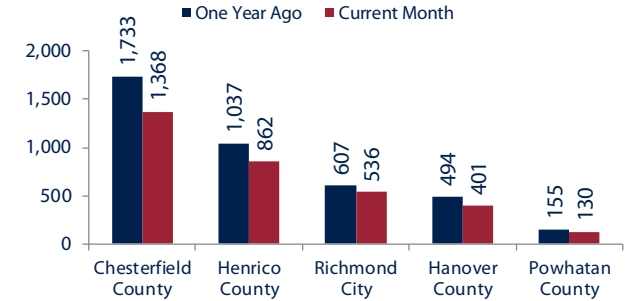
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Richmond Metropolitan Area - November 2018

Total Active Inventory



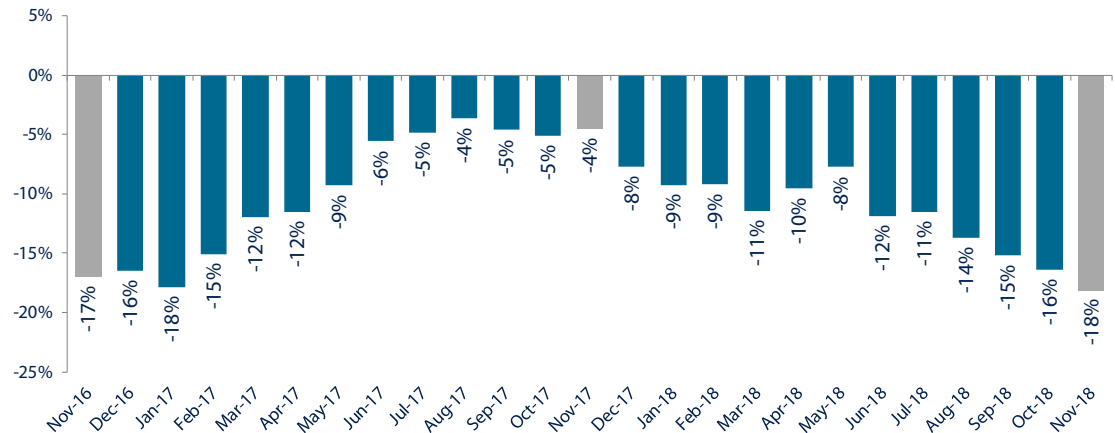
Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- November's total active inventory of 4,398 units was 8% lower than the previous month's supply of inventory.
- Versus last November, the total number of homes available was lower by 972 units or 18%.

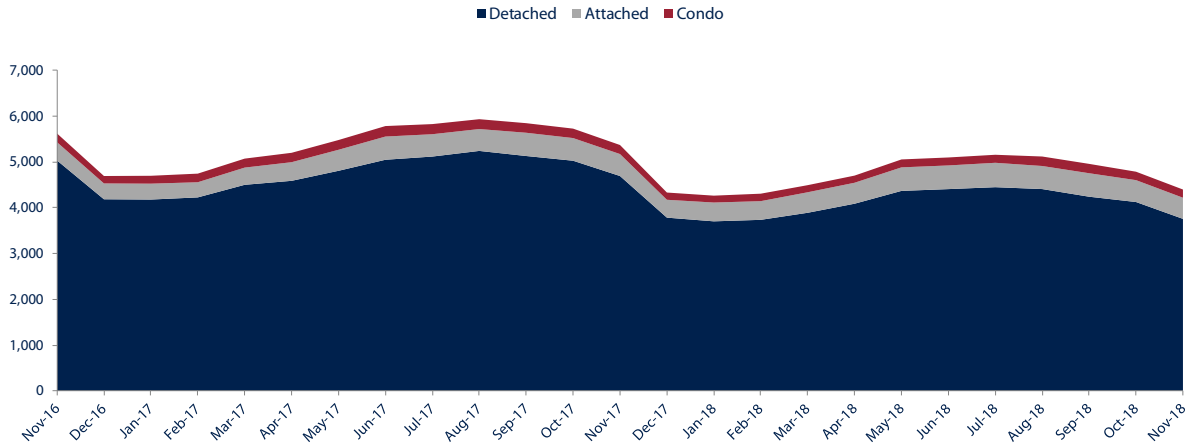
Total Active Inventory
Percent Change Year/Year



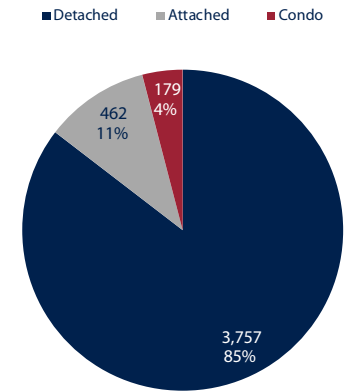
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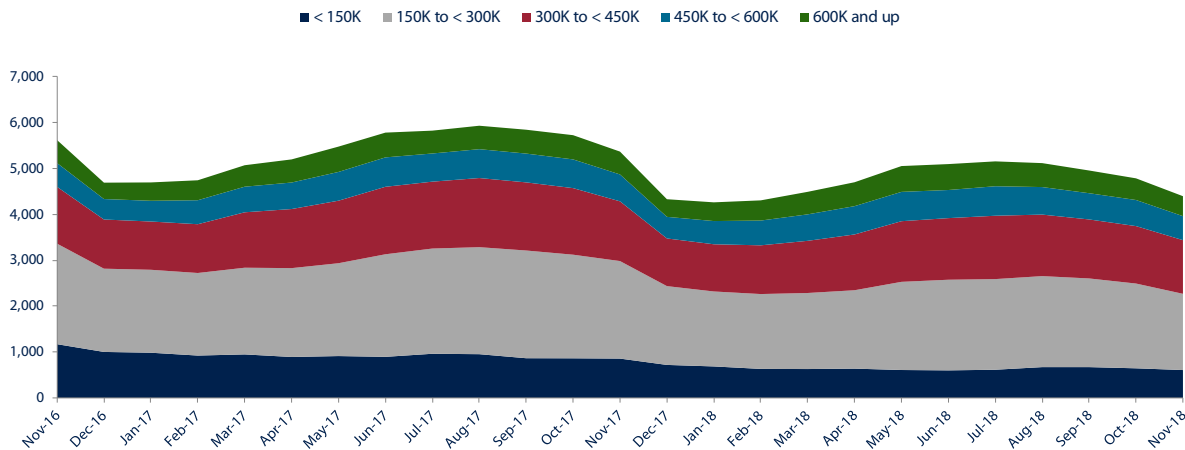
Total Active Inventory by Type



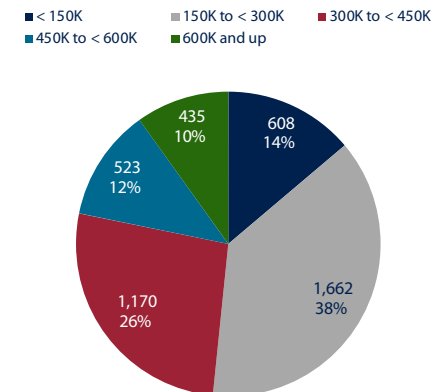
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



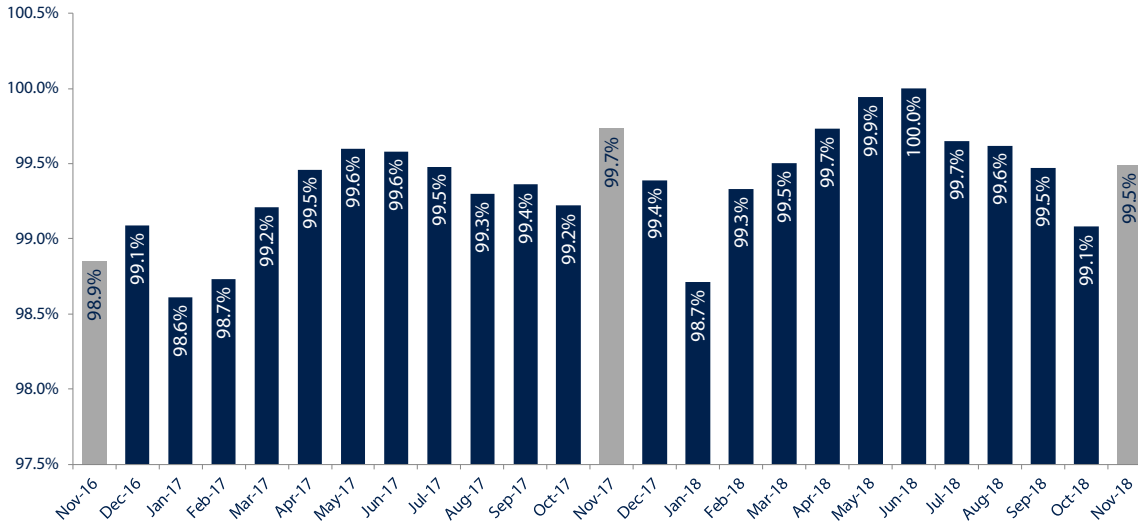
Total Active Inventory by Price Range Current Month



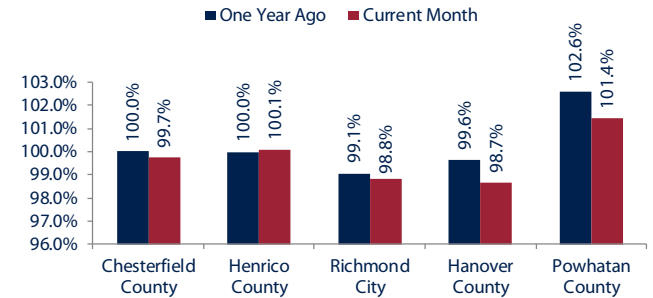
Long & Foster Market Conditions Report

Richmond Metropolitan Area - November 2018

Average Sale Price as a Percent of List Price



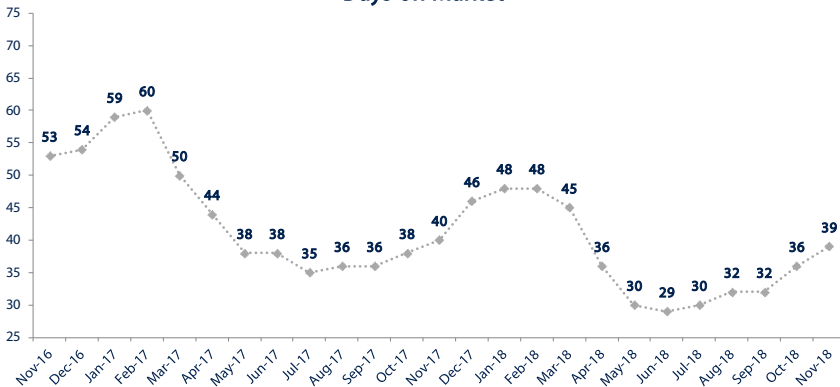
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



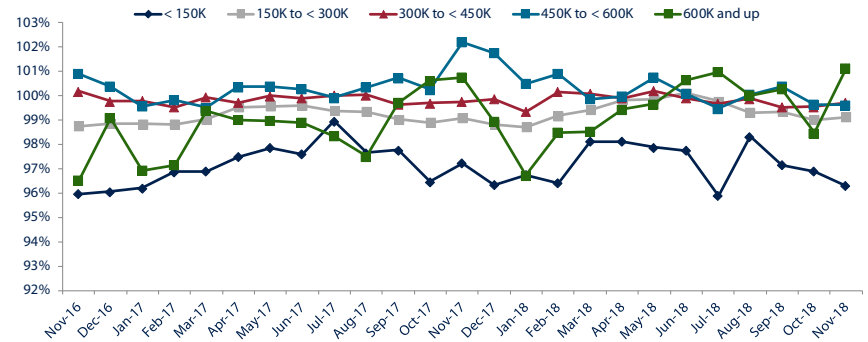
Days on Market	
Current Month	One Year Ago
39	40
Down -3% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
99.5%	99.7%
Down -0.2% Vs. Year Ago	

Days on Market



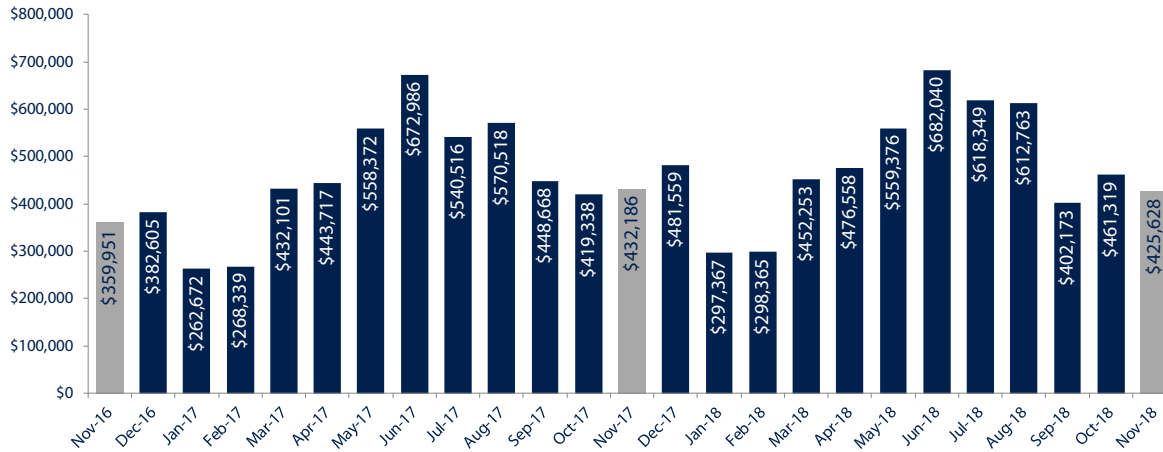
Average Sale Price as a Percent of List Price
by Price Range



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Richmond Metropolitan Area - November 2018

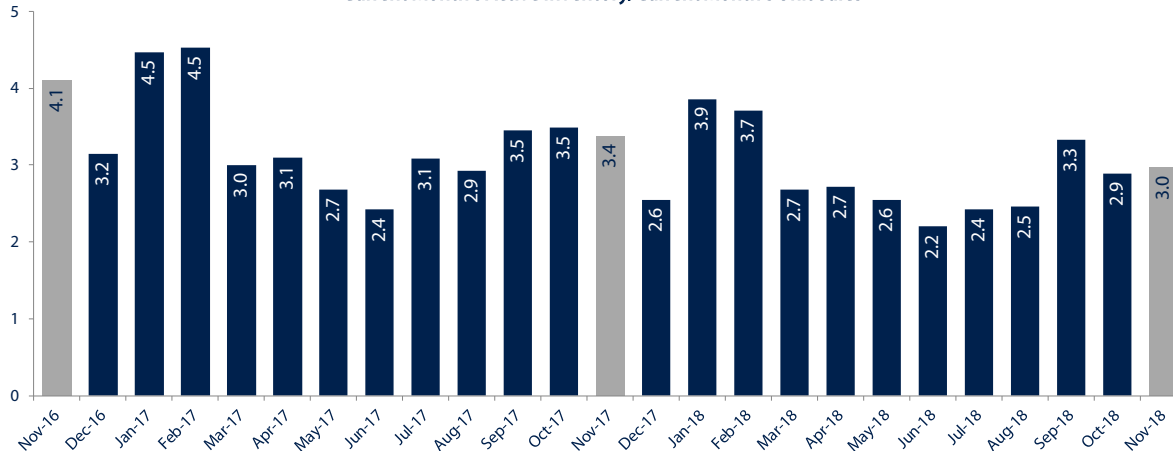
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this November was 2% less than the same month one year ago.
- In November, there was 3.0 months of supply available, compared to 3.4 in November 2017. That was a decrease of 12% versus a year ago.

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



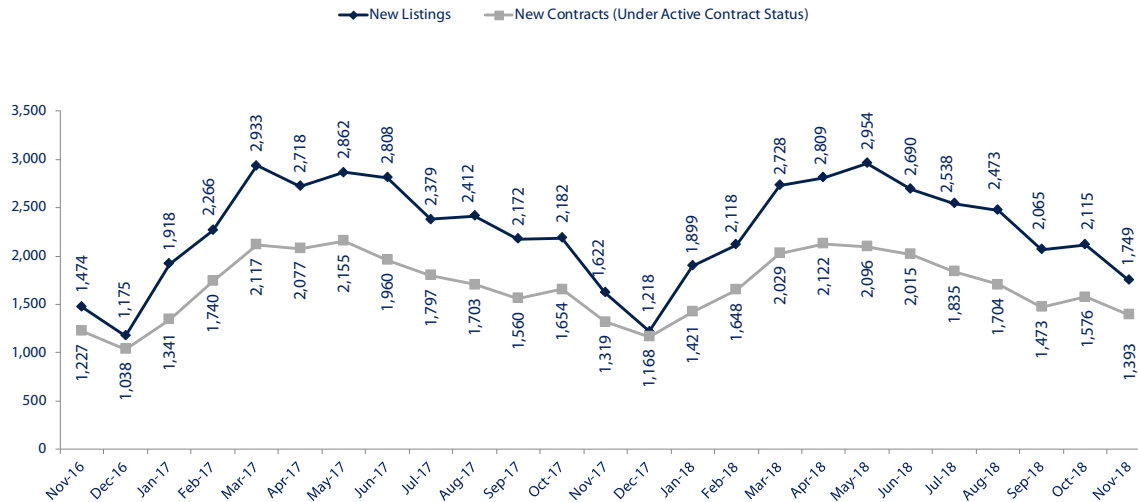
Total Dollar Volume Sold	
Current Month	One Year Ago
\$425,627,653	\$432,186,004
Down -2% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
3.0	3.4
Down -12% Vs. Year Ago	

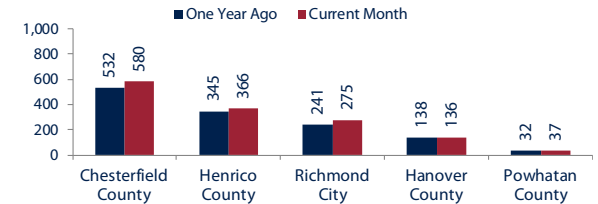
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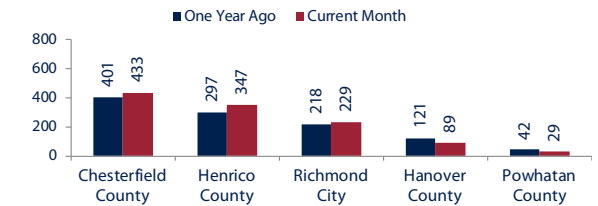
New Listings & New Contracts



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
1,749	1,622
Up 8% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
1,393	1,319
Up 6% 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

