The current median sale price was 5% higher than in March 2019.
Highlights

- There was an increase of 31% in total units sold in March compared to February.

- This month’s total units sold was higher than at this time last year, an increase of 3% versus March 2019.
Richmond Metropolitan Area - March 2020

Total Units Sold by Type
- Detached
- Attached
- Condo

Total Units Sold by Type
Current Month
- Detached
- Attached
- Condo

Total Units Sold by Price Range
Current Month
- < 150K
- 150K to < 300K
- 300K to < 450K
- 450K to < 600K
- 600K and up

Richmond Metropolitan Area - March 2020
March’s total active inventory of 3,278 units was 2% lower than the previous month’s supply of inventory.

Versus last March, the total number of homes available was lower by 871 units or 21%.
Richmond Metropolitan Area - March 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 - March 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 - March 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

Average Sale Price as % of List Price by Price Range

Days on Market

Days on Market

Avg Sale Price as % of List Price
Down -10% Vs. Year Ago
Up 0.1% Vs. Year Ago

Richmond Metropolitan Area - March 2020

Long & Foster Market Conditions Report
Total Dollar Volume Sold

Highlights

- Total volume sold this March was 8% greater than the same month one year ago.

- In March, there was 2.0 months of supply available, compared to 2.6 in March 2019. That was a decrease of 23% versus a year ago.

<table>
<thead>
<tr>
<th>Total Dollar Volume Sold</th>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$493,439,449</td>
<td>$458,764,040</td>
</tr>
</tbody>
</table>

Up 8% Vs. Year Ago

<table>
<thead>
<tr>
<th>Months of Supply</th>
<th>Current Month</th>
<th>One Year Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2.0</td>
<td>2.6</td>
</tr>
</tbody>
</table>

Down -23% 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 7% from March 2019.