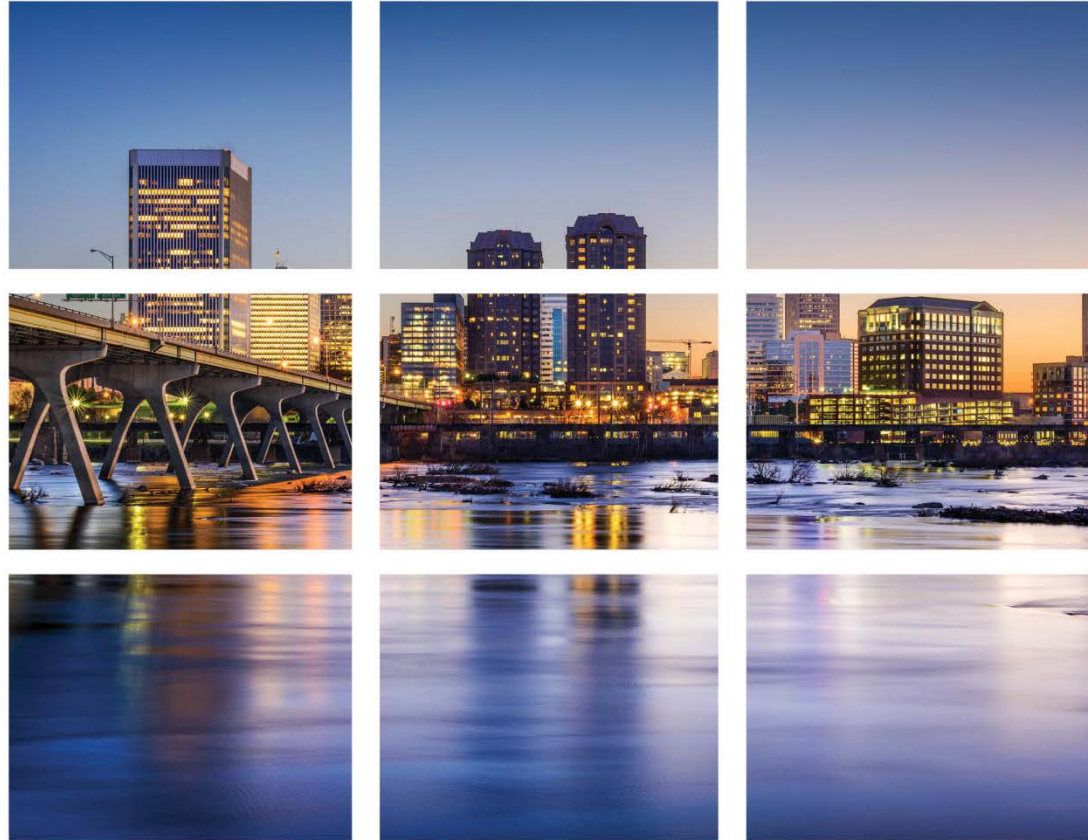
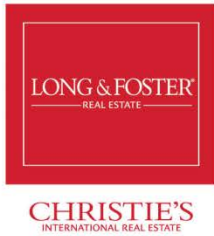


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Richmond, VA Area

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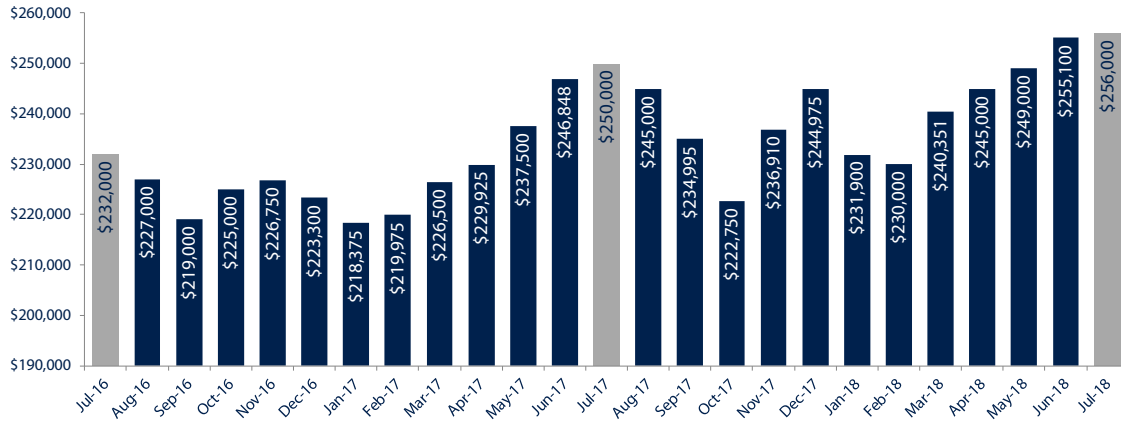
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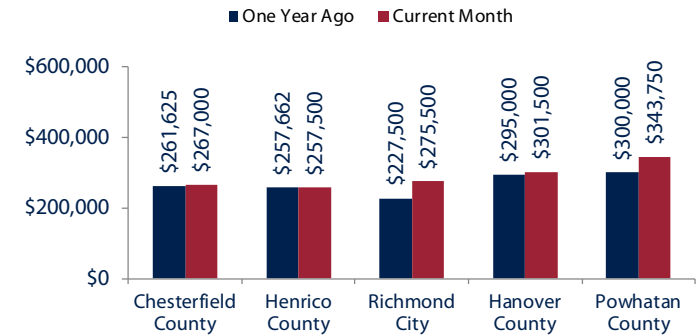
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Richmond Metropolitan Area - July 2018

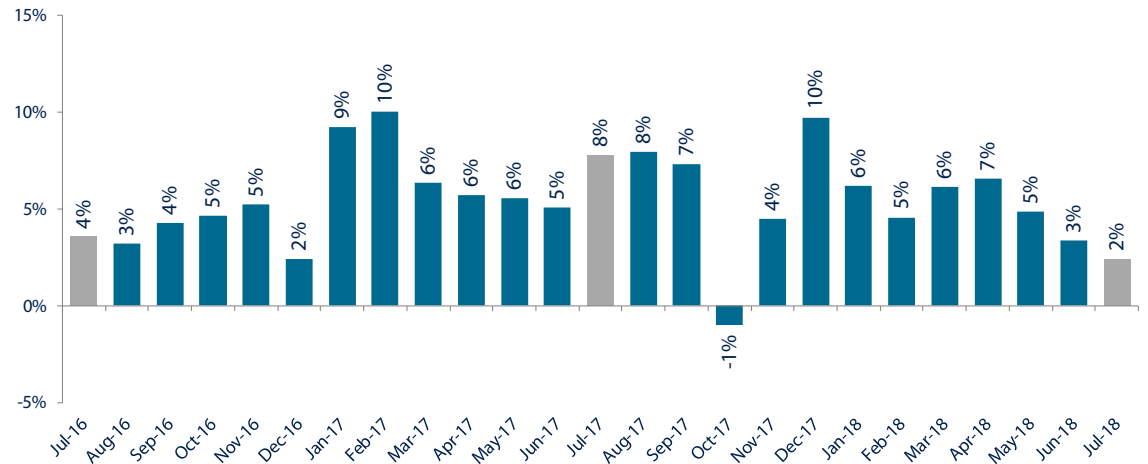
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



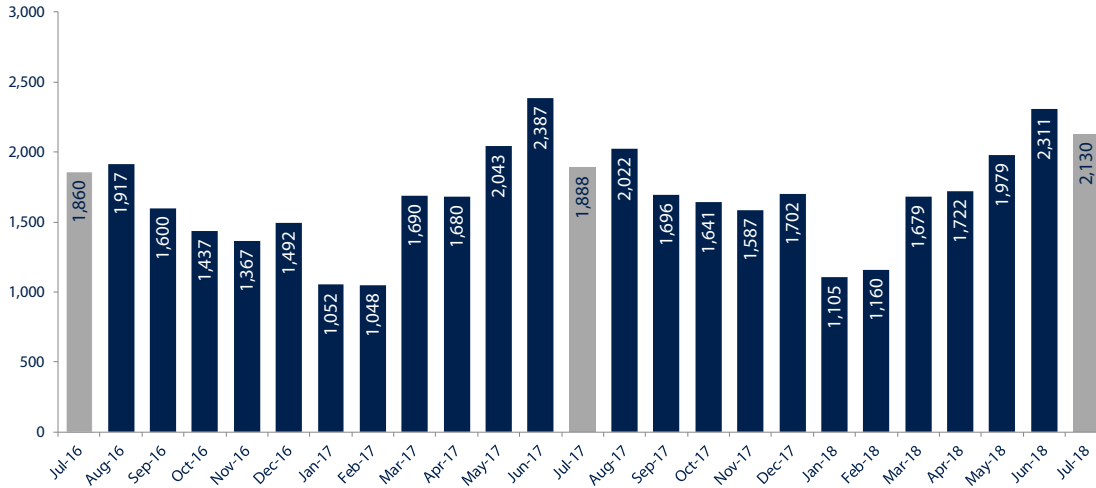
Highlights

- This July, the current median sale price of \$256,000 was similar to the median sale price of last month.
- The current median sale price was 2% higher than the same month last year.

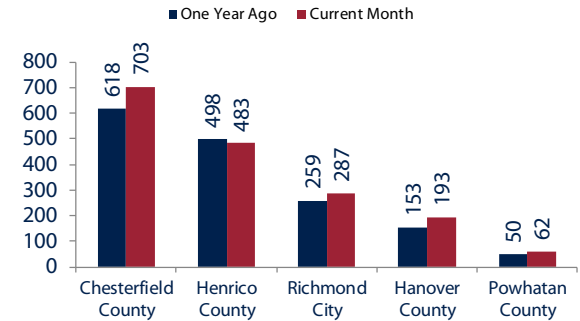
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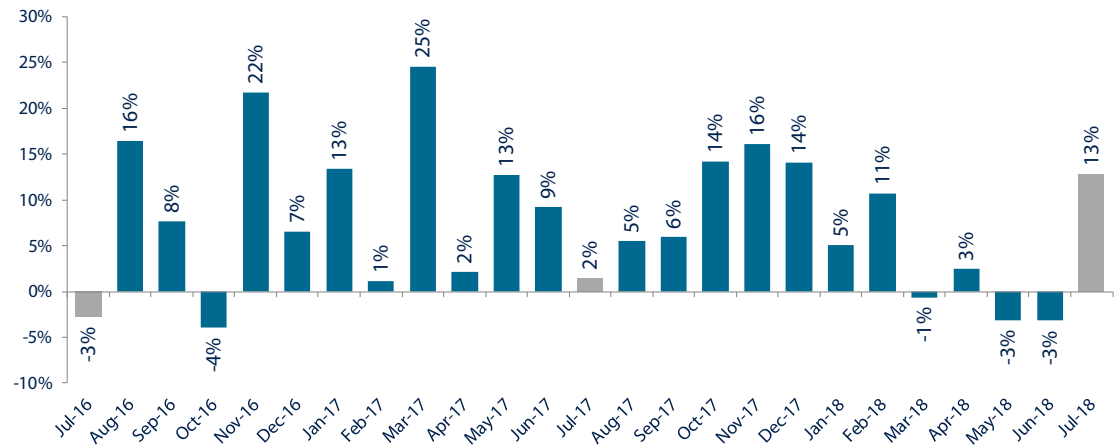
Total Units Sold



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



Total Units Sold
Percent Change Year/Year



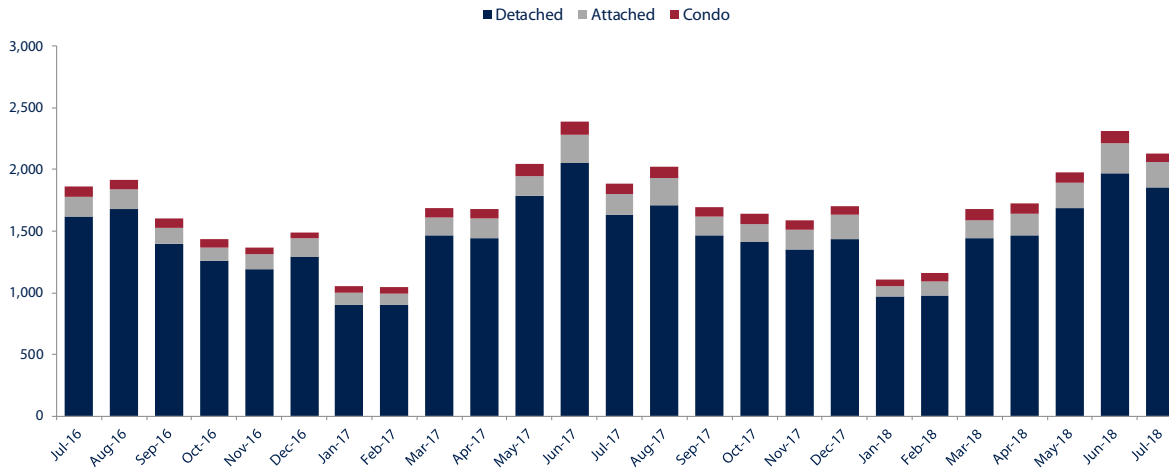
Highlights

- This month's total units sold was higher than at this time last year, an increase of 13% versus July 2017.
- There was a decrease of 8% in total units sold in July compared to June.

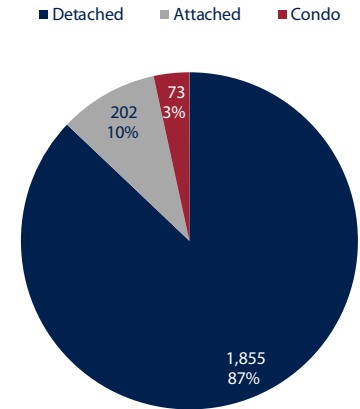
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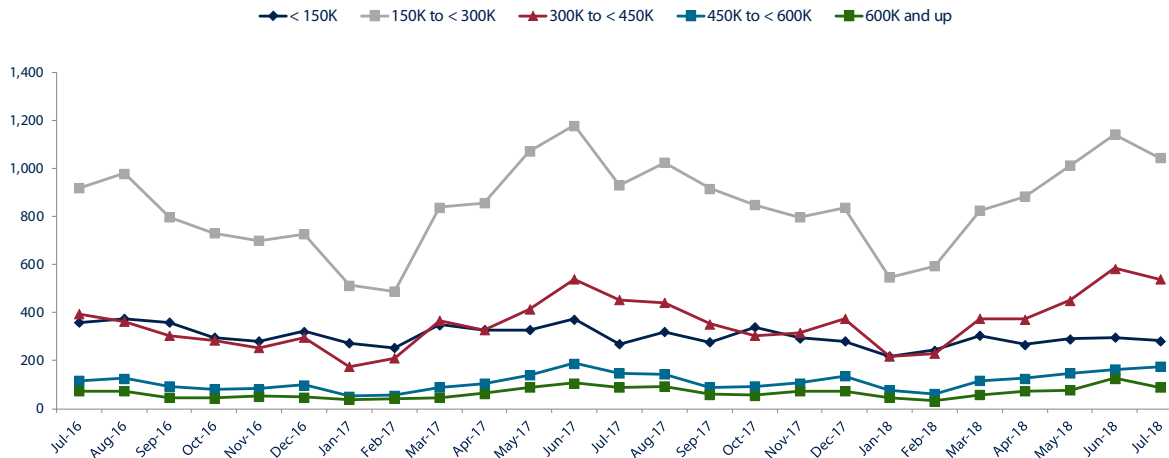
Total Units Sold by Type



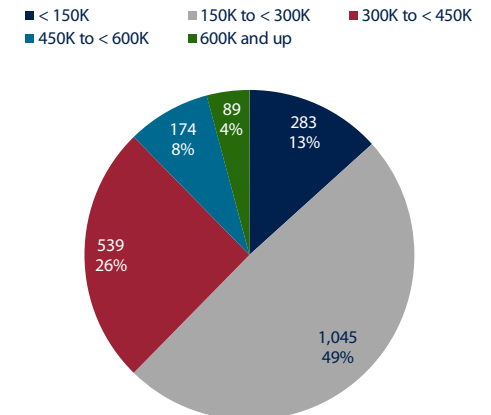
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



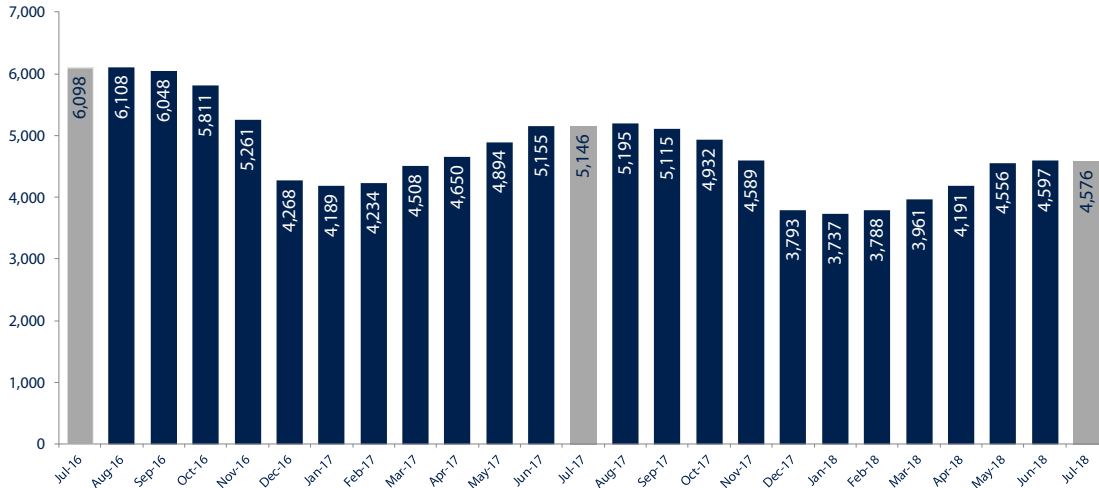
Total Units Sold by Price Range
Current Month



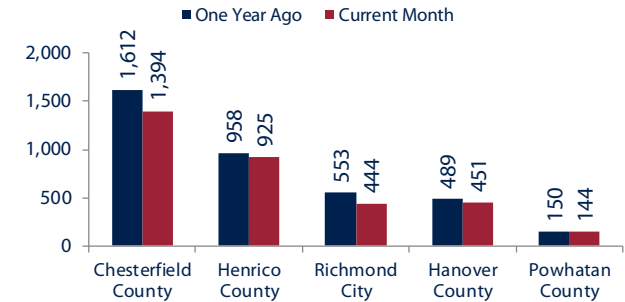
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Total Active Inventory



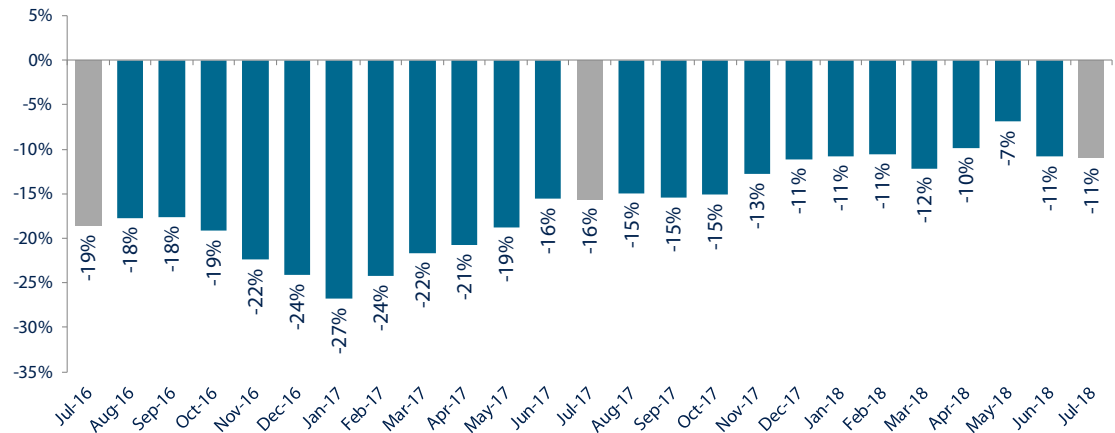
**Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold**



Highlights

- This month's supply of available inventory remained relatively stable compared to last month.
- Versus July 2017, the total number of homes available was lower by 570 units or 11%.

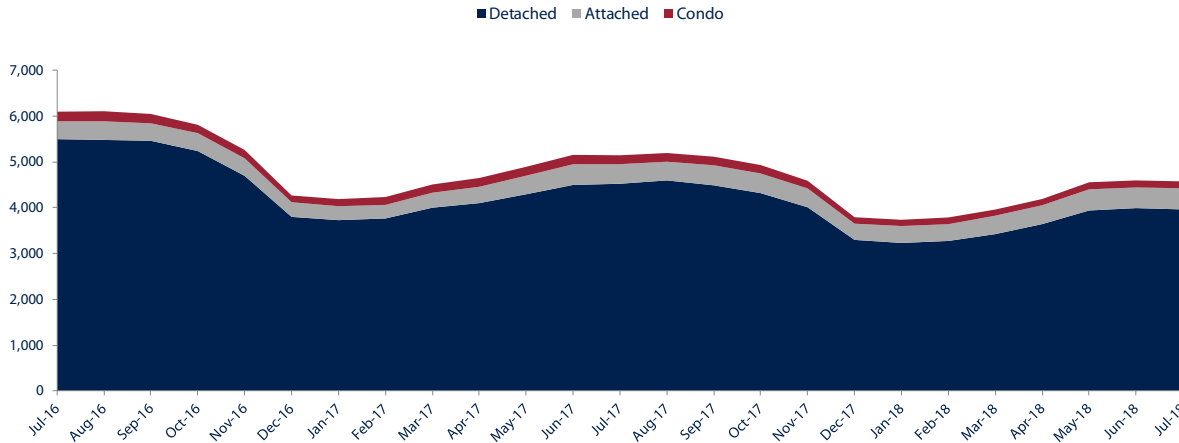
**Total Active Inventory
Percent Change Year/Year**



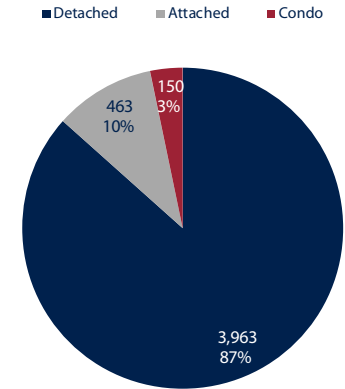
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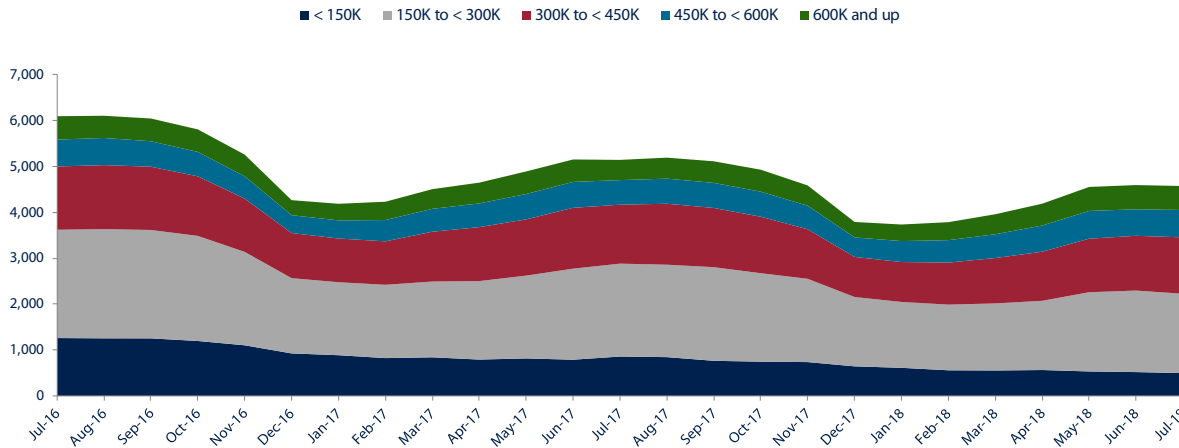
Total Active Inventory by Type



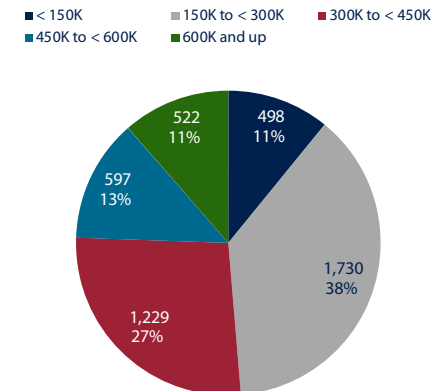
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



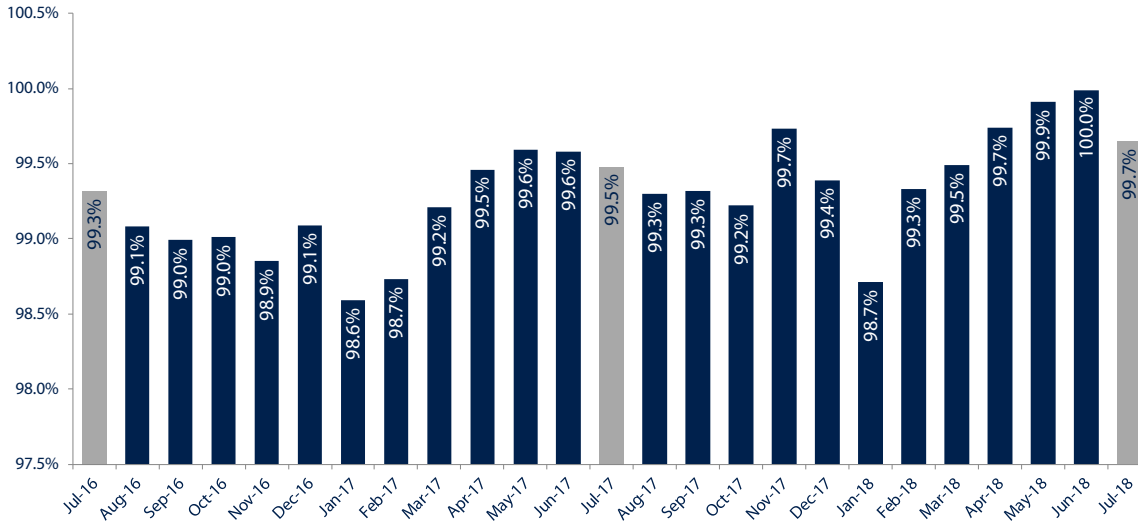
Total Active Inventory by Price Range Current Month



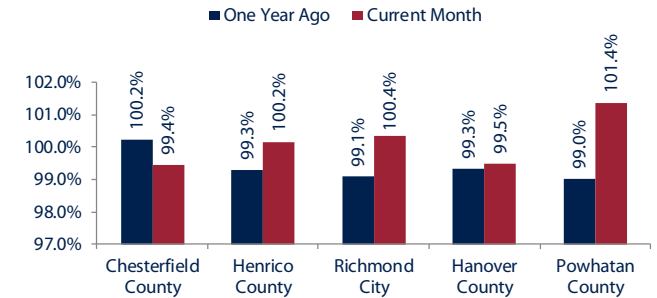
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Richmond Metropolitan Area - July 2018

Average Sale Price as a Percent of List Price



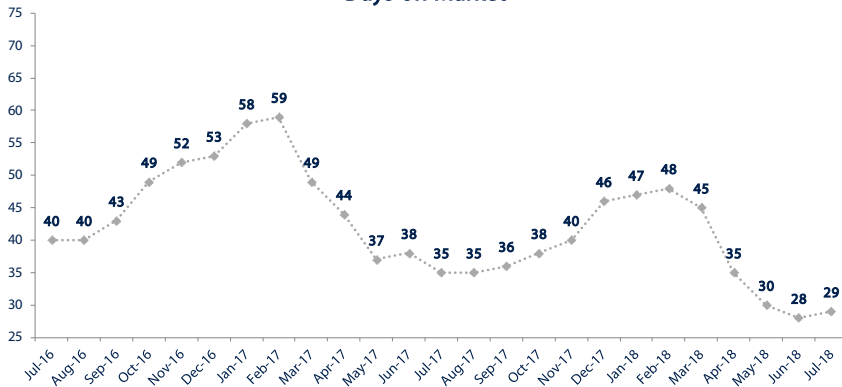
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



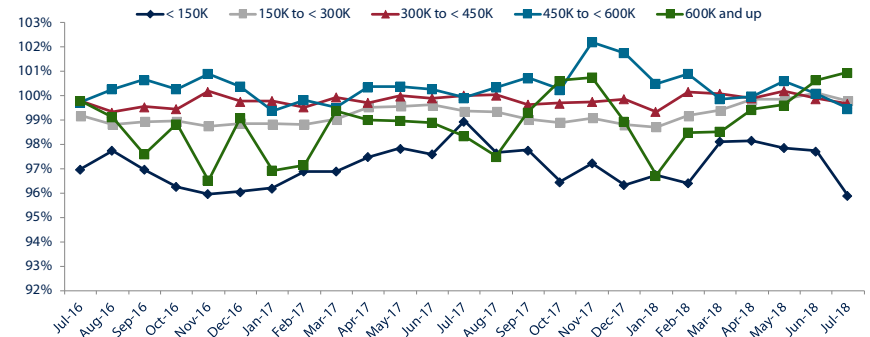
Days on Market	
Current Month	One Year Ago
29	35
Down -17% Vs. Year Ago	

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

Days on Market



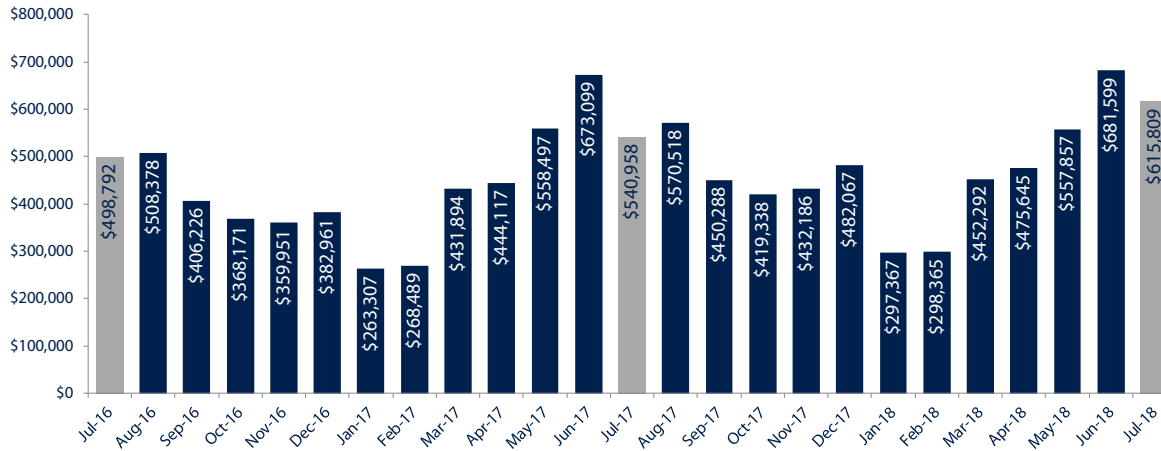
Average Sale Price as a Percent of List Price
by Price Range



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Richmond Metropolitan Area - July 2018

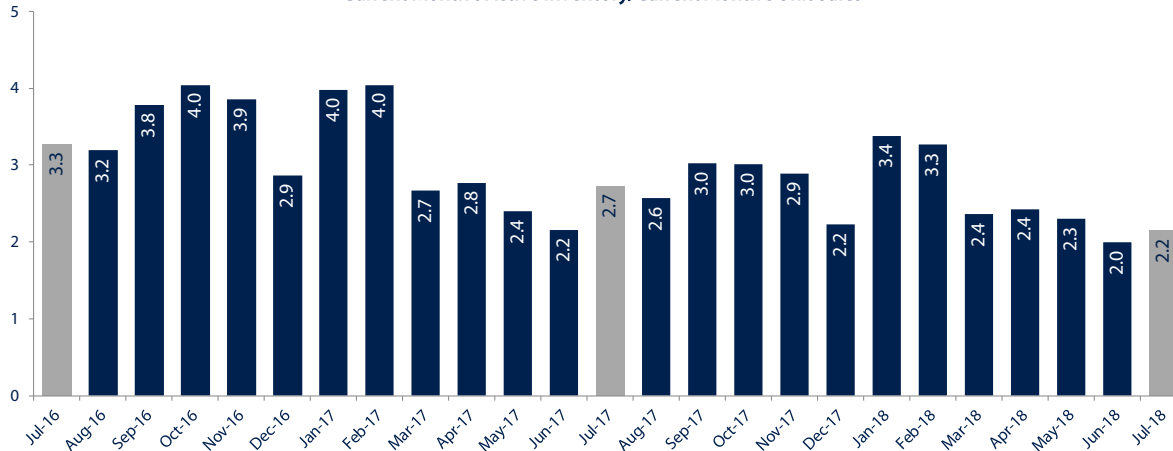
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this July was 14% greater than the same month one year ago.
- In July, there was 2.2 months of supply available, compared to 2.7 in July 2017. That was a decrease of 21% versus a year ago.

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



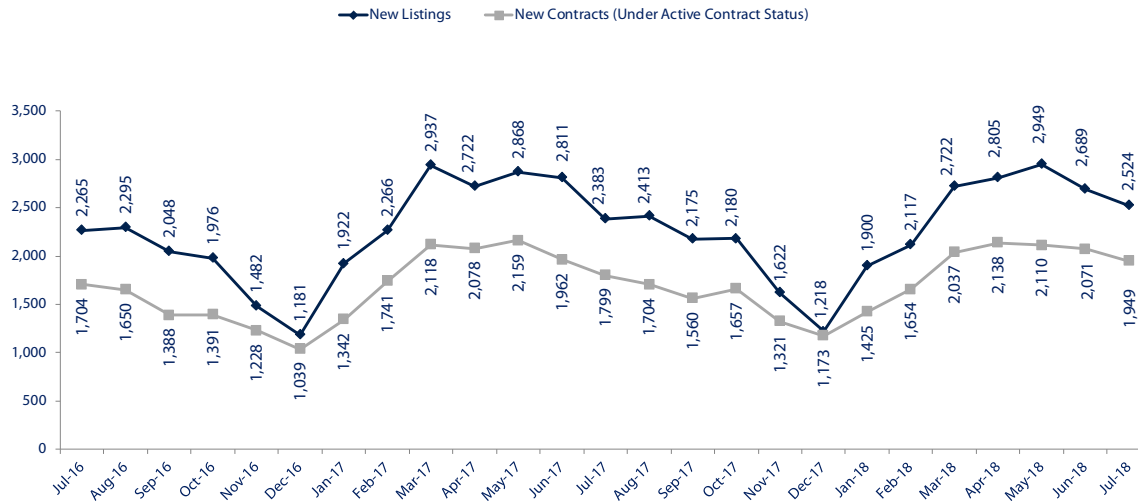
Total Dollar Volume Sold	
Current Month	One Year Ago
\$615,809,179	\$540,957,781
Up 14% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
2.2	2.7
Down -21% Vs. Year Ago	

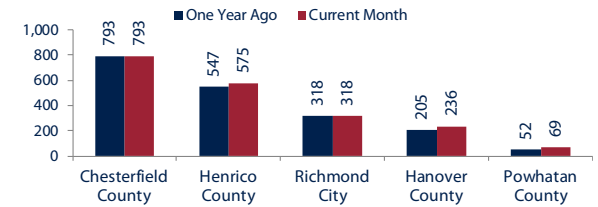
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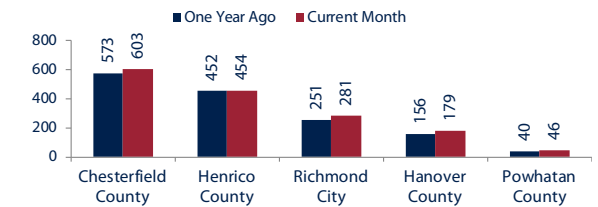
New Listings & New Contracts



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
2,524	2,383
Up 6% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
1,949	1,799
Up 8% 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

