

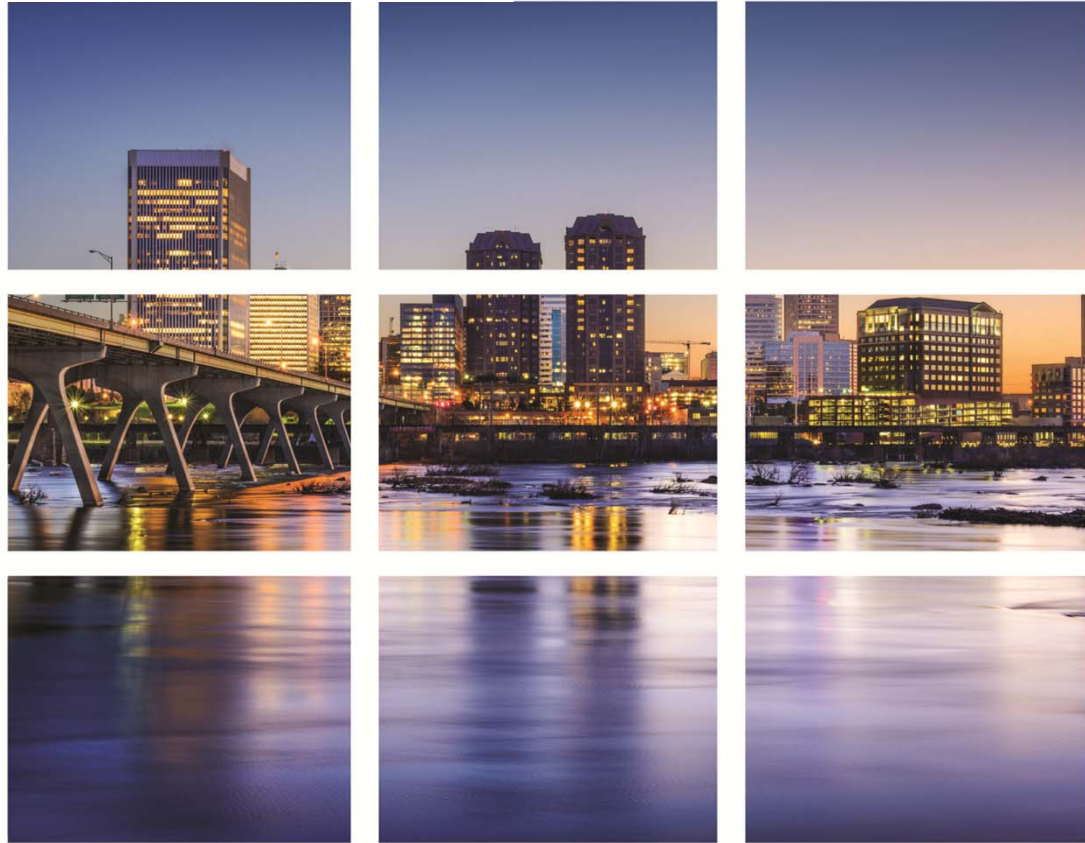
# Market Conditions Report

## Richmond Metropolitan Area

September 2017 | longandfoster.com

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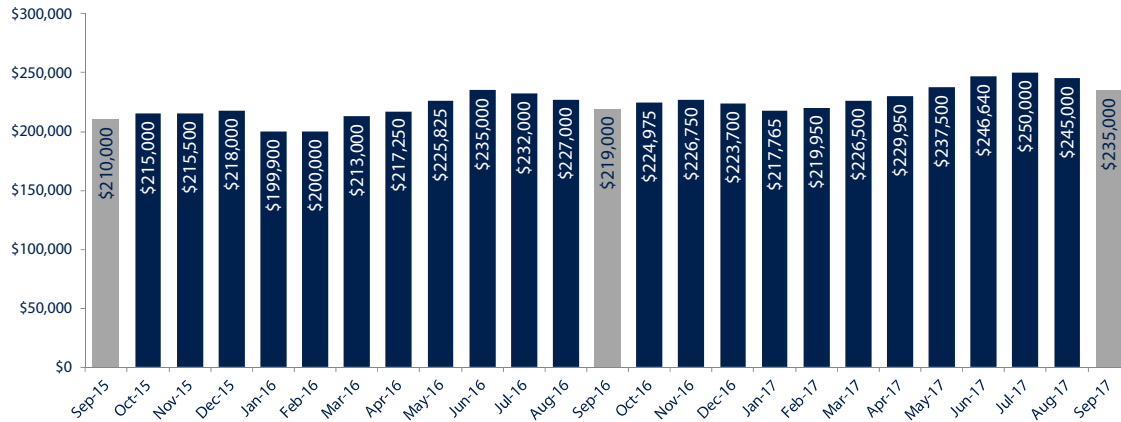
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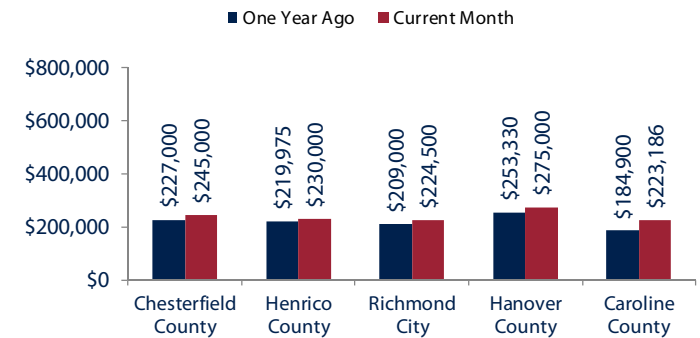
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - September 2017

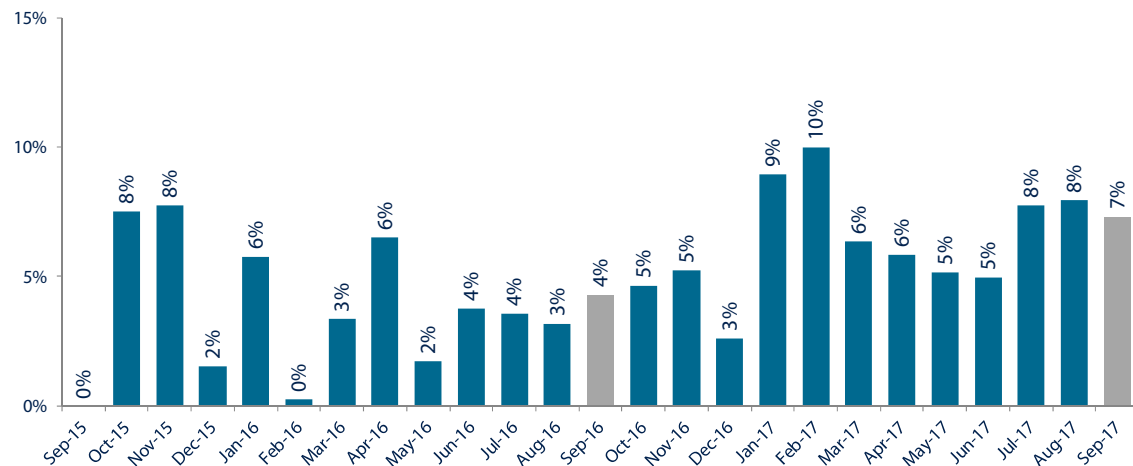
Median Sales Price



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



Median Sale Price  
Percent Change Year/Year



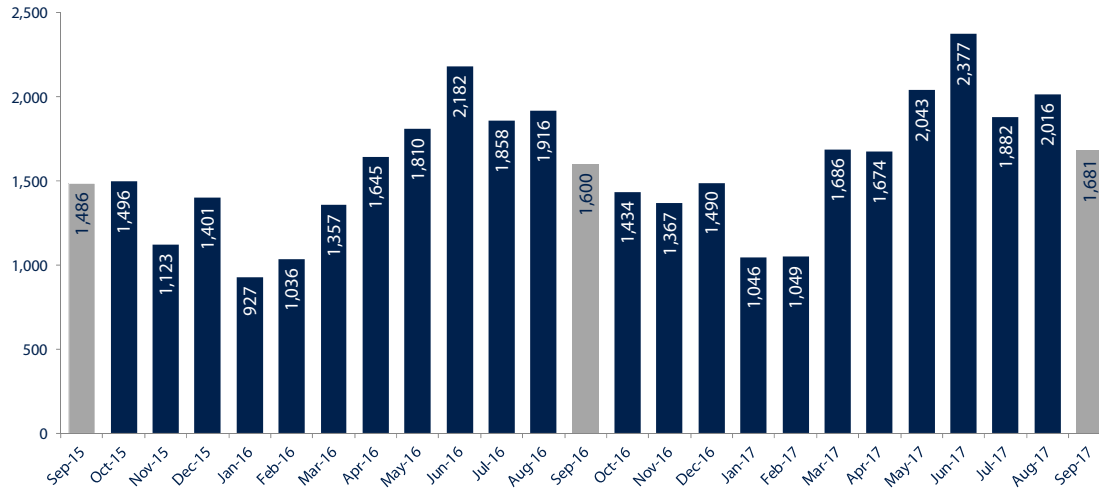
### Highlights

- This September, the median sale price was \$235,000, an increase of 7% compared to last year.
- The current median sale price was 4% lower than in August.

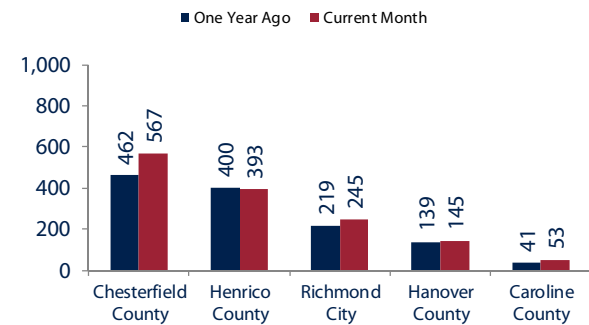
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - September 2017

**Total Units Sold**



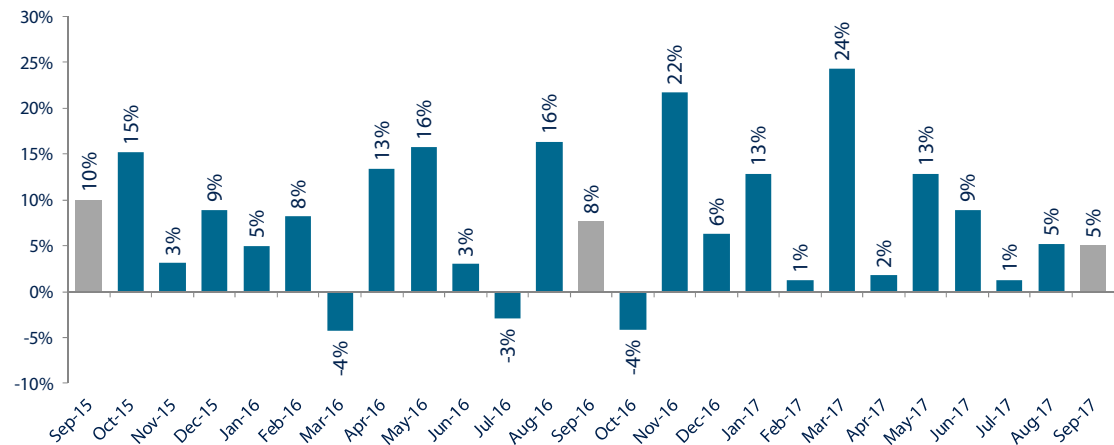
**Total Units Sold**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This month's total units sold was higher than at this time last year, an increase of 5% versus September 2016.
- There was a decrease of 17% in total units sold in September compared to August.

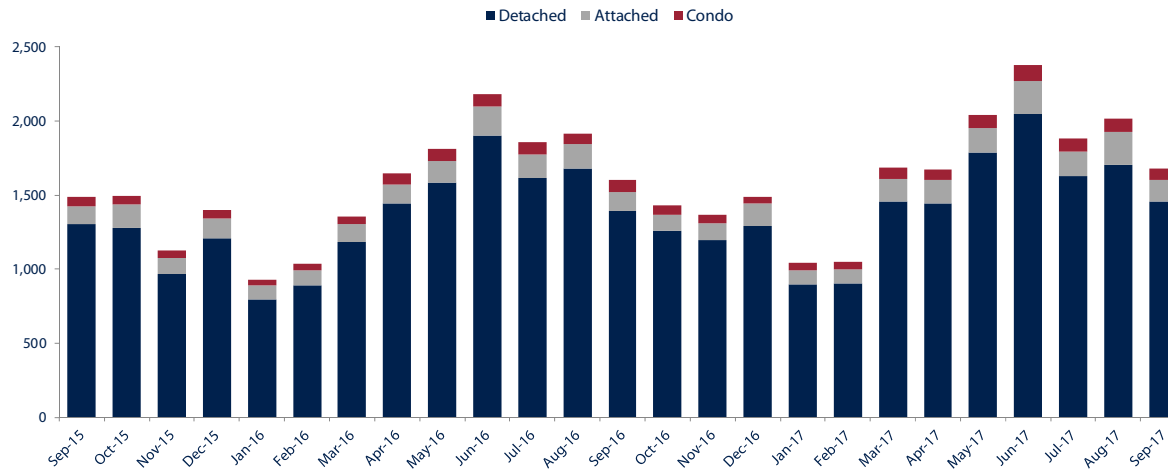
**Total Units Sold**  
Percent Change Year/Year



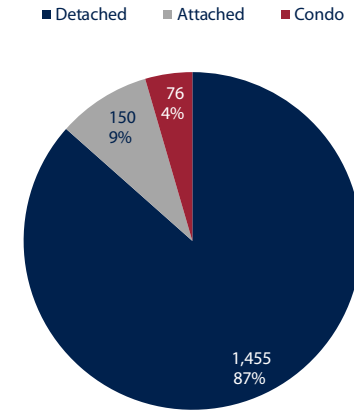
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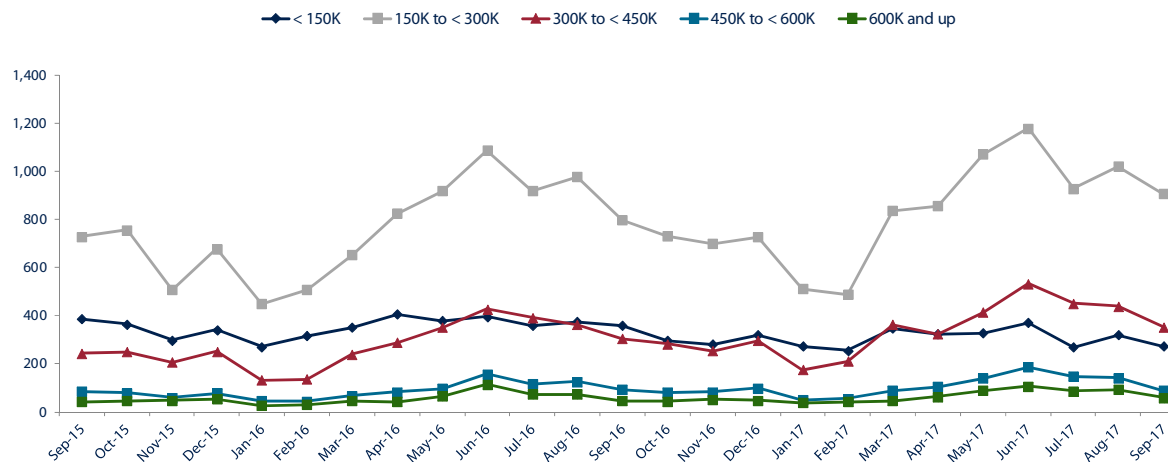
**Total Units Sold by Type**



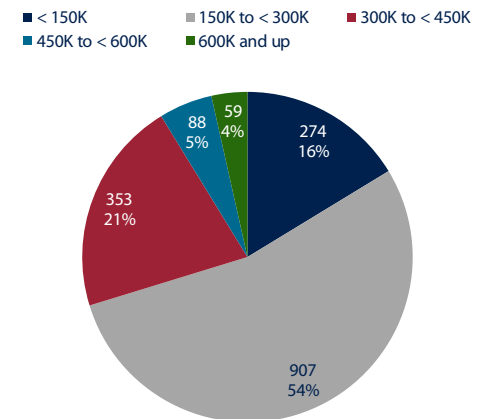
**Total Units Sold by Type  
Current Month**



**Total Units Sold by Price Range**



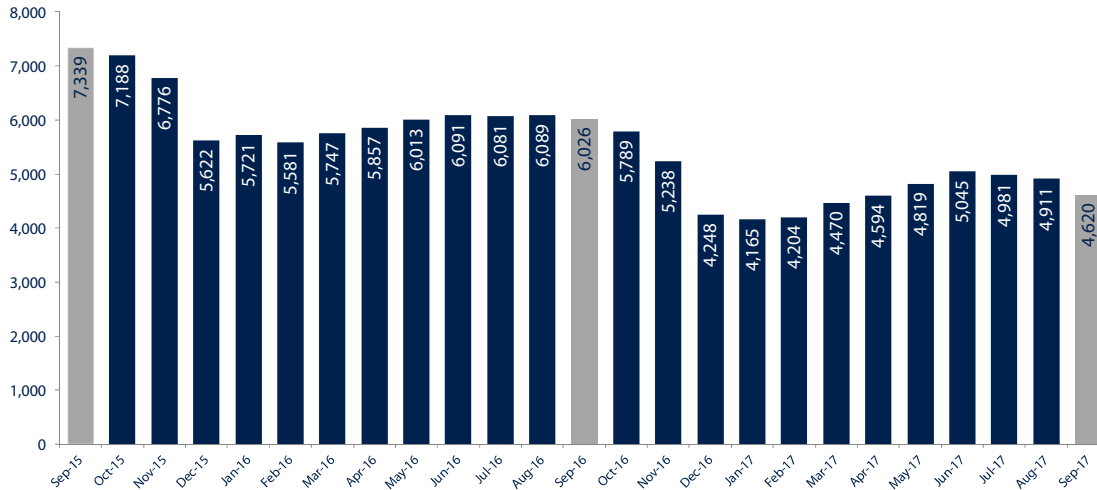
**Total Units Sold by Price Range  
Current Month**



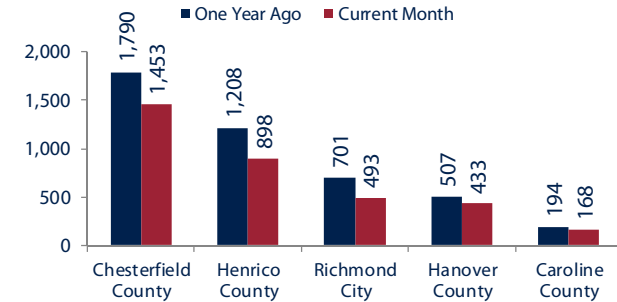
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## Richmond Metropolitan Area - September 2017

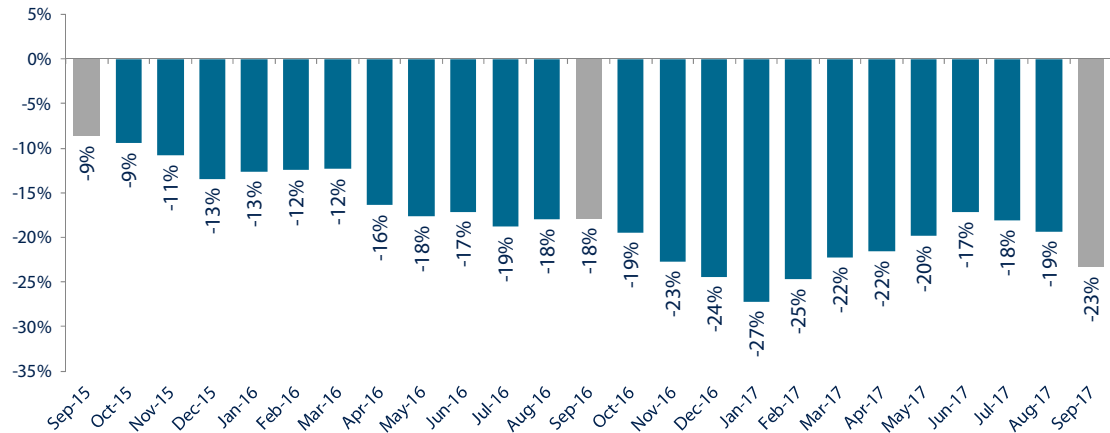
**Total Active Inventory**



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



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



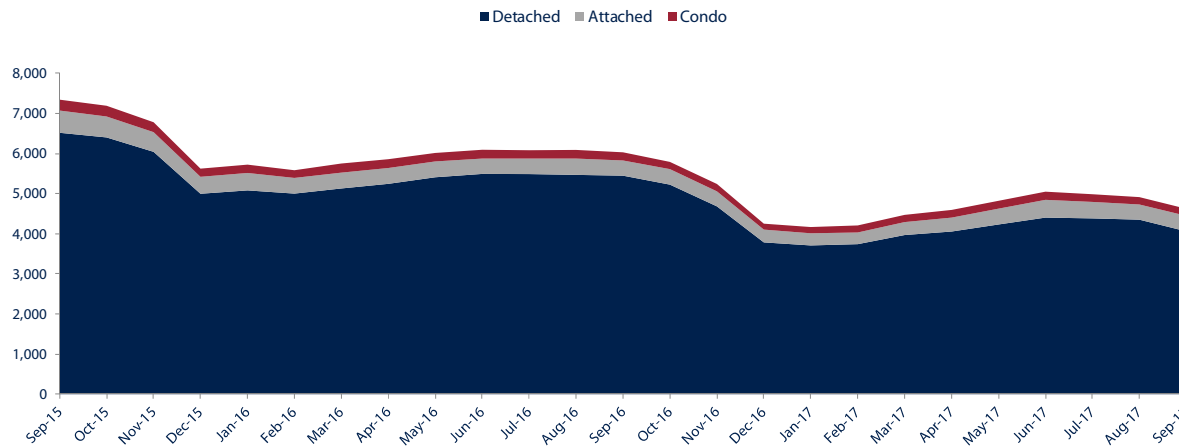
**Highlights**

- September's total active inventory of 4,620 units was 6% lower than the previous month's supply of inventory.
- Versus last September, the total number of homes available was lower by 1,406 units or 23%.

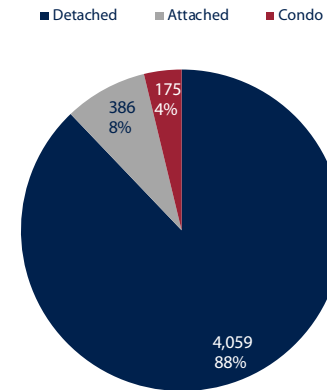
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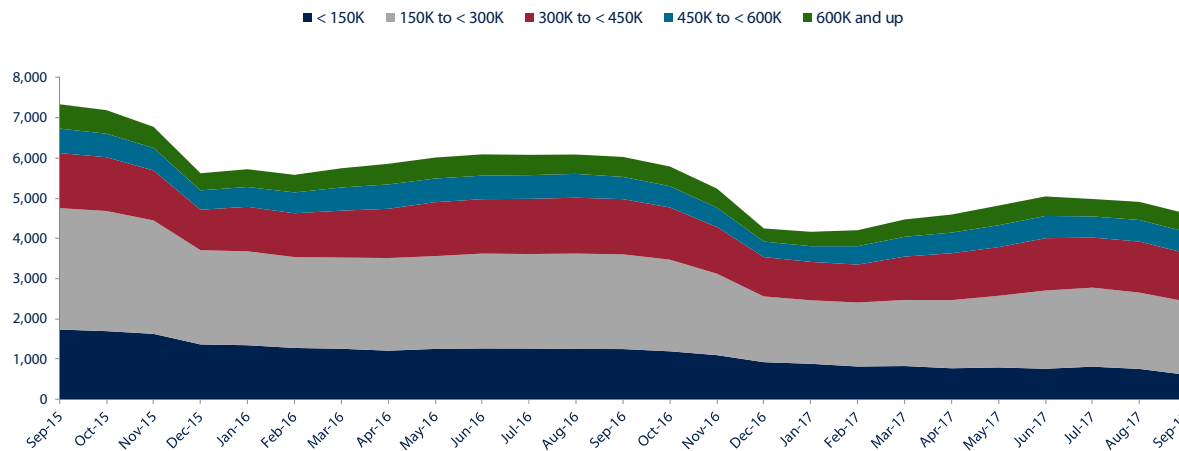
Total Active Inventory by Type



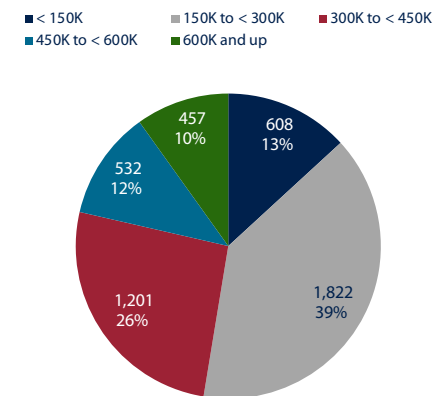
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



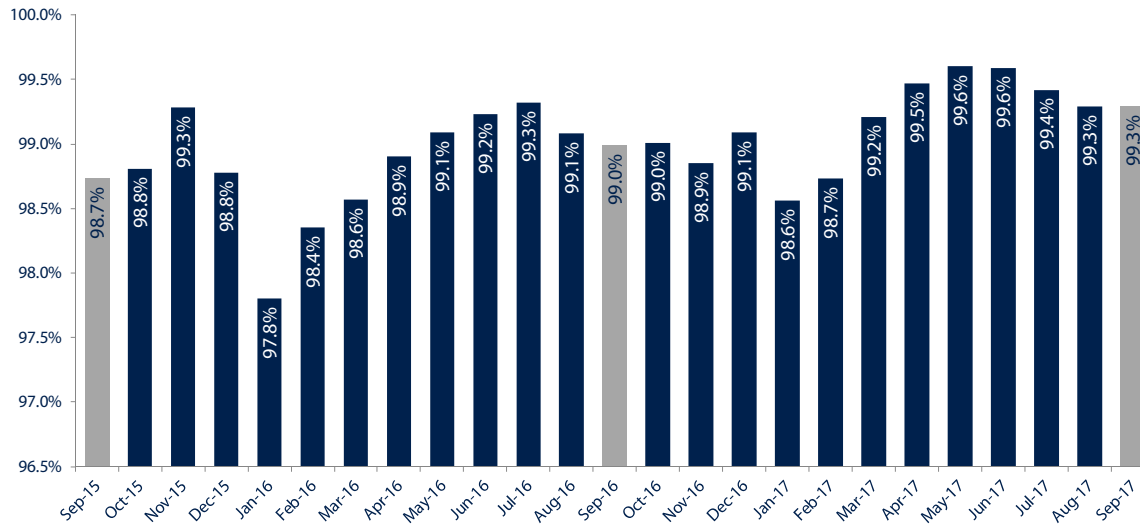
Total Active Inventory by Price Range Current Month



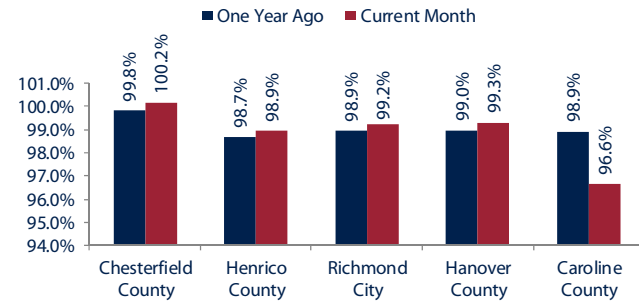
# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - September 2017

Average Sale Price as a Percent of List Price



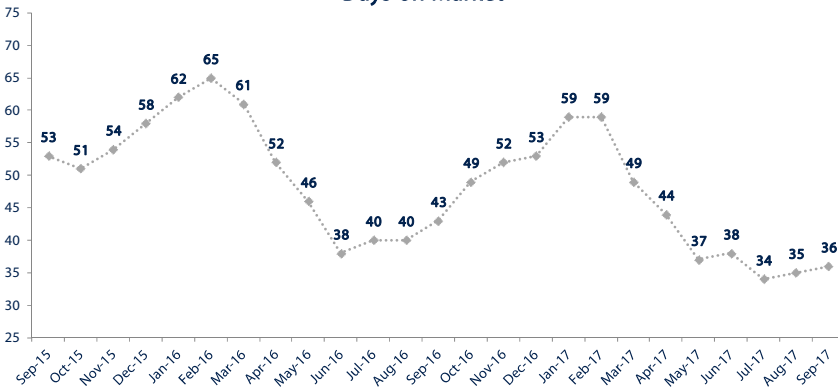
Sale Price as % of List Price  
Of Top Five Counties/Cities Based on Total Units Sold



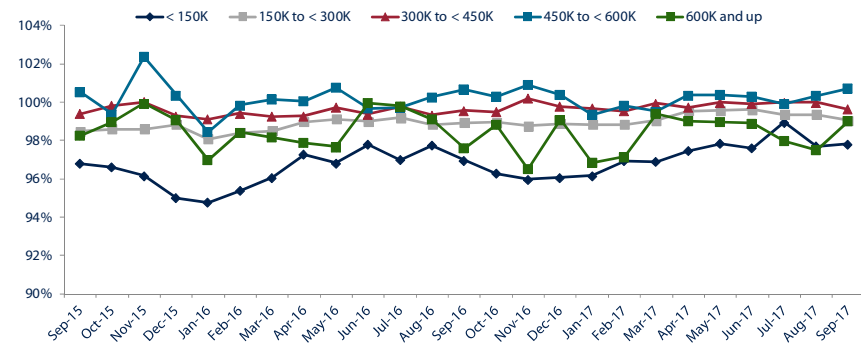
Days on Market	
Current Month	One Year Ago
36	43
<b>Down -16% Vs. Year Ago</b>	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
99.3%	99.0%
<b>Up 0.3% Vs. Year Ago</b>	

Days on Market



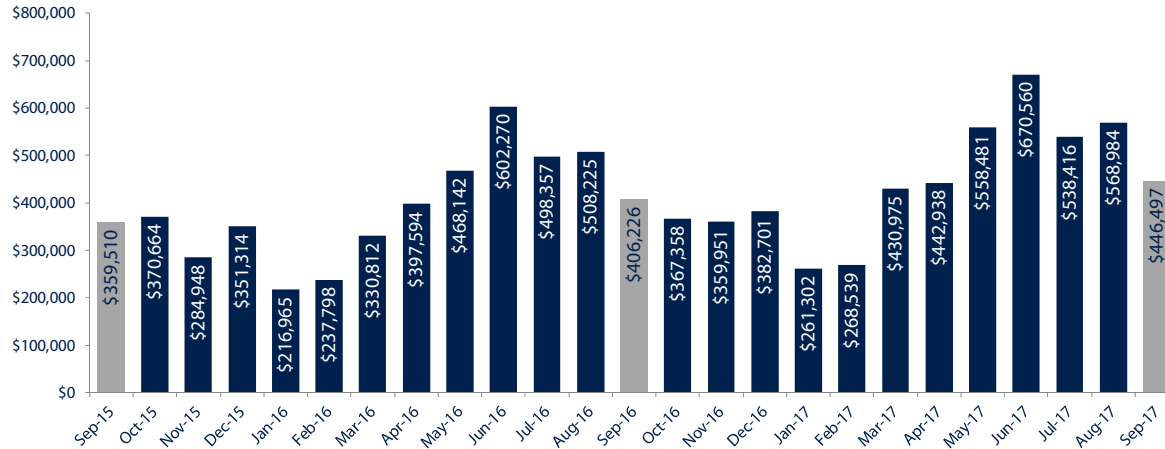
Average Sale Price as a Percent of List Price  
by Price Range



# Long & Foster Market Conditions Report

## Richmond Metropolitan Area - September 2017

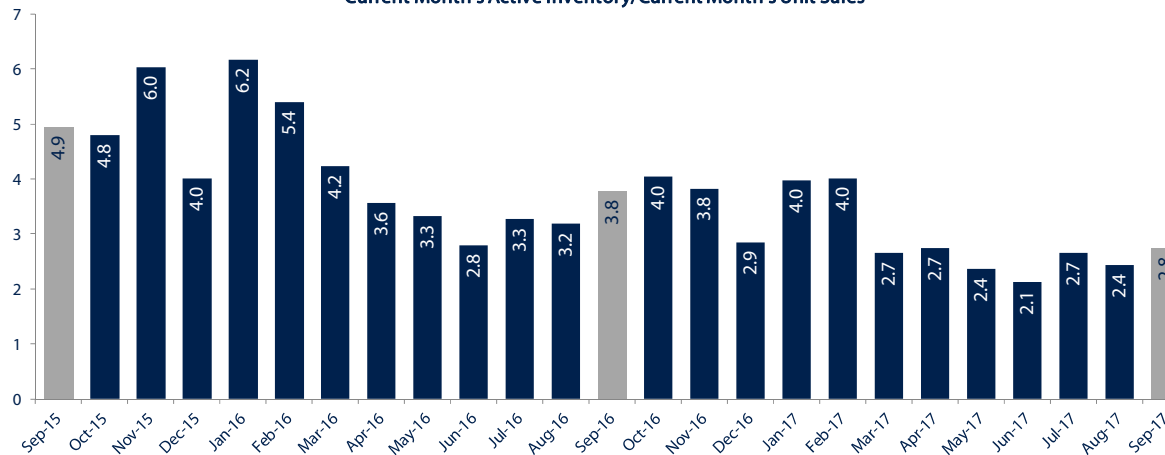
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this September was 10% greater than the same month one year ago.
- In September, there was 2.8 months of supply available, compared to 3.8 in September 2016. That was a decrease of 27% 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
\$446,496,516	\$406,226,144
<b>Up 10% Vs. Year Ago</b>	

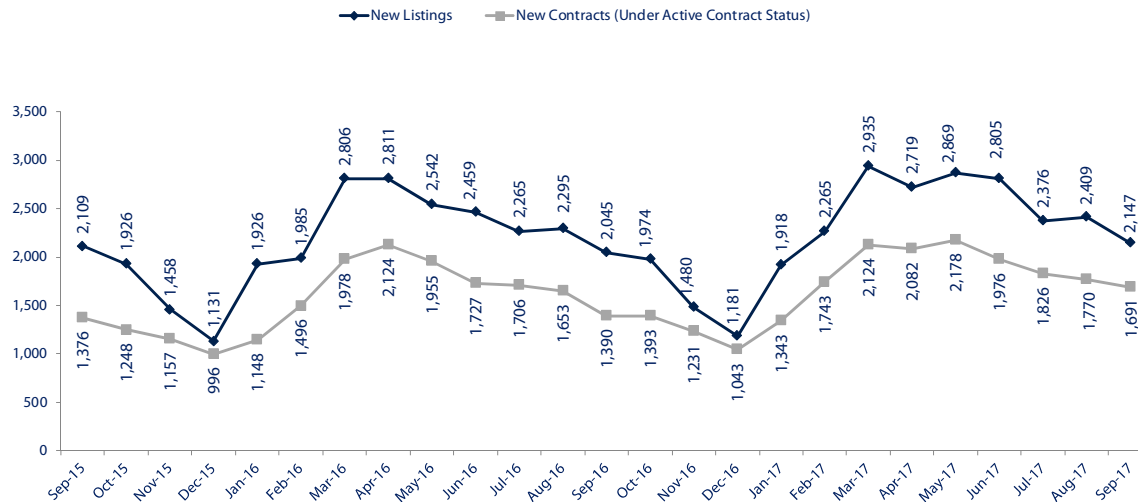
Months of Supply	
Current Month	One Year Ago
2.8	3.8
<b>Down -27% Vs. Year Ago</b>	



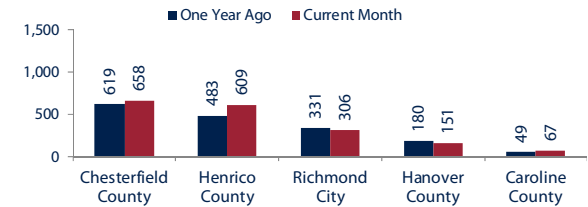
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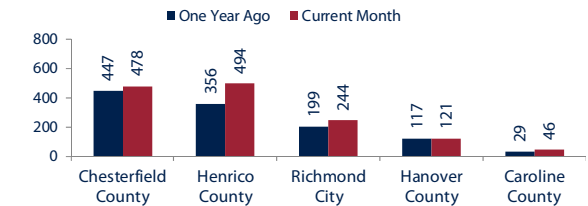
### New Listings & New Contracts



### 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
2,147	2,045
Up 5% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
1,691	1,390
Up 22% 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 14% from September 2016.

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

