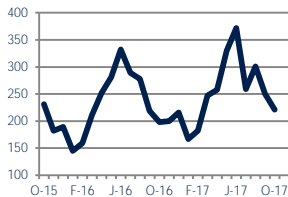




### Units Sold

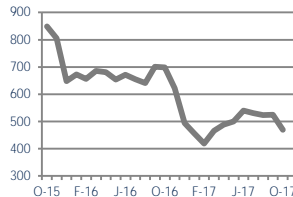
221



Up 12%  
Vs. Year Ago

### Active Inventory

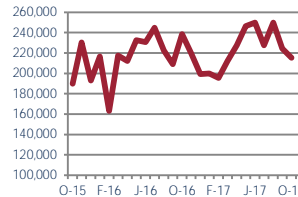
470



Down -33%  
Vs. Year Ago

### Median Sale Price

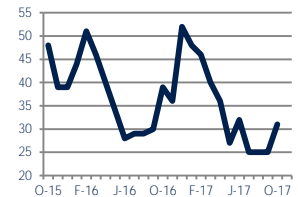
\$215,284



Down -10%  
Vs. Year Ago

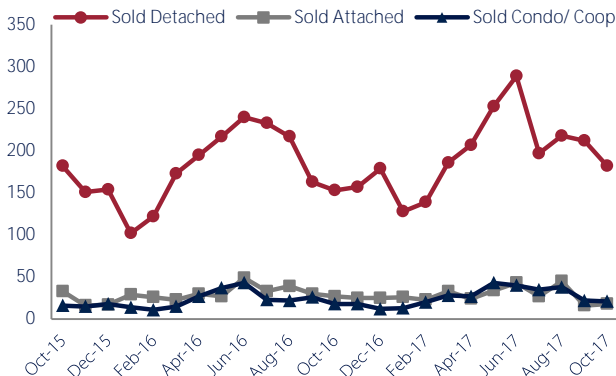
### Days On Market

31



Down -21%  
Vs. Year Ago

### Units Sold\*



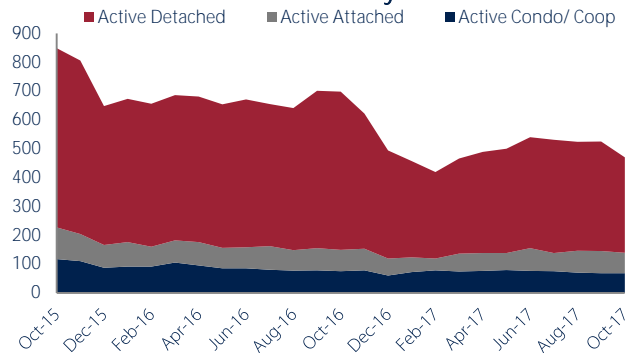
### Units Sold

There was a decrease in total units sold in October, with 221 sold this month in Richmond City versus 250 last month, a decrease of 12%. This month's total units sold was higher than at this time last year, an increase of 12% versus October 2016.

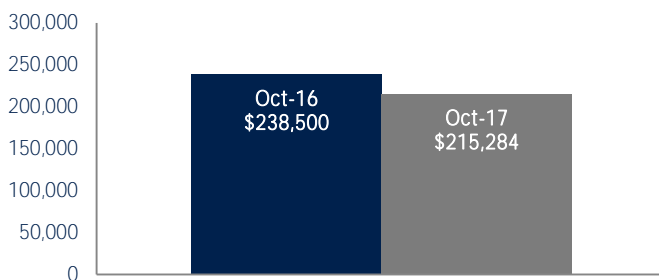
### Active Inventory

Versus last year, the total number of homes available this month is lower by 228 units or 33%. The total number of active inventory this October was 470 compared to 698 in October 2016. This month's total of 470 is lower than the previous month's total supply of available inventory of 525, a decrease of 10%.

### Active Inventory\*



### Median Sale Price



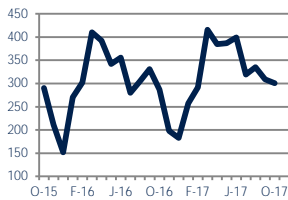
### Median Sale Price

Last October, the median sale price for Richmond City Homes was \$238,500. This October, the median sale price was \$215,284, a decrease of 10% or \$23,216 compared to last year. The current median sold price is 4% lower than in September.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

### New Listings

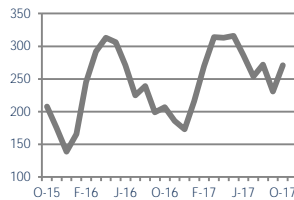
301



Up 5%  
Vs. Year Ago

### Current Contracts

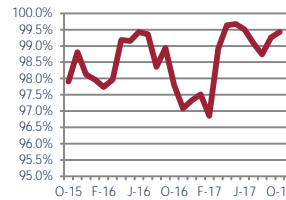
271



Up 31%  
Vs. Year Ago

### Sold Vs. List Price

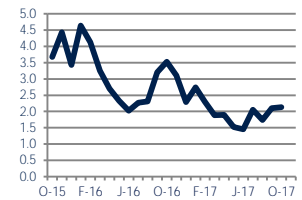
99.4%



Up 1.7%  
Vs. Year Ago

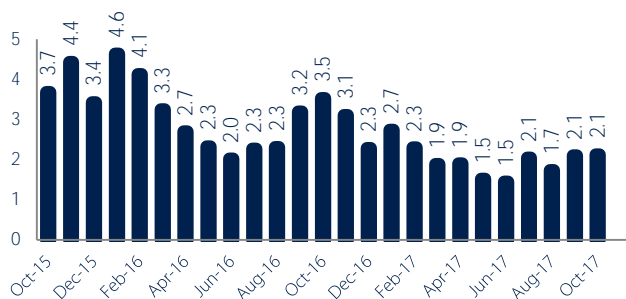
### Months of Supply

2.1



Down -40%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

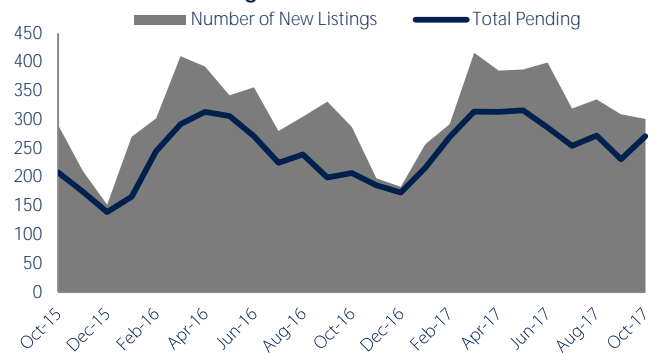
In October, there was 2.1 months of supply available in Richmond City, compared to 3.5 in October 2016. That is a decrease of 40% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

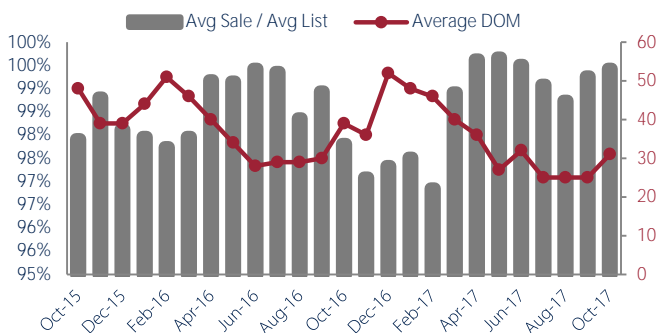
### New Listings & Current Contracts

This month there were 301 homes newly listed for sale in Richmond City compared to 287 in October 2016, an increase of 5%. There were 271 current contracts pending sale this October compared to 207 a year ago. The number of current contracts is 31% higher than last October.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In October, the average sale price in Richmond City was 99.4% of the average list price, which is 1.6% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 31, lower than the average last year, which was 39, a decrease of 21%.