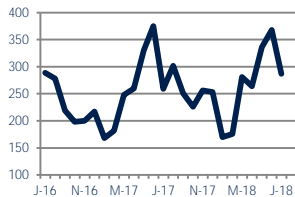


Units Sold

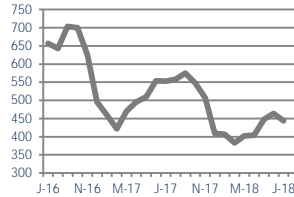
287



Up 11%
Vs. Year Ago

Active Inventory

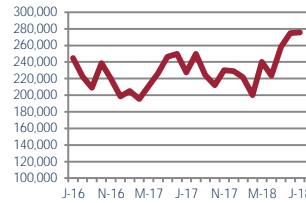
444



Down -20%
Vs. Year Ago

Median Sale Price

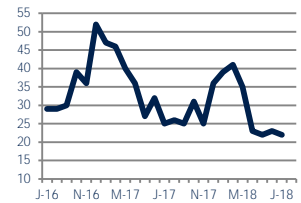
\$275,500



Up 21%
Vs. Year Ago

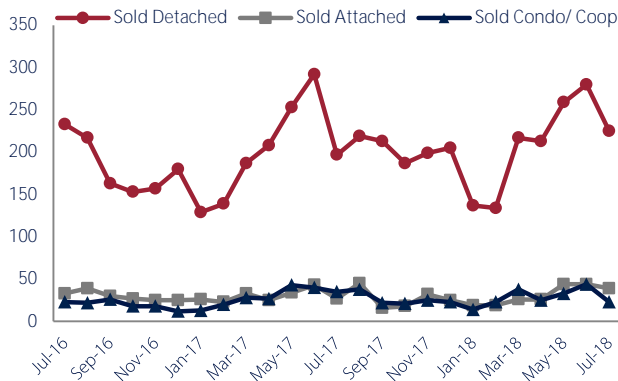
Days On Market

22



Down -12%
Vs. Year Ago

Units Sold*



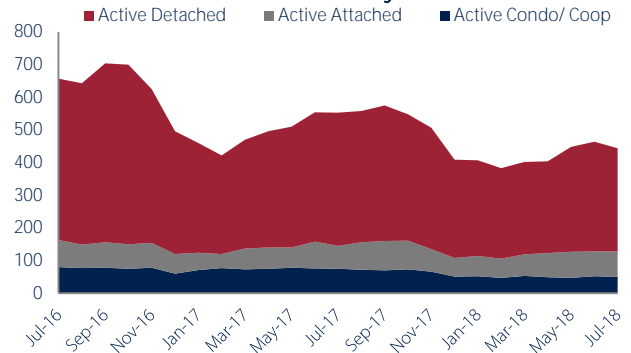
Units Sold

There was a decrease in total units sold in July, with 287 sold this month in Richmond City versus 368 last month, a decrease of 22%. This month's total units sold was higher than at this time last year, an increase of 11% versus July 2017.

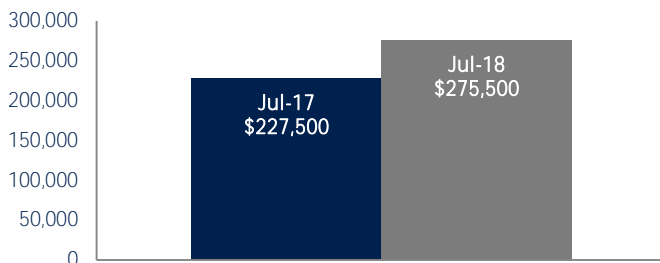
Active Inventory

Versus last year, the total number of homes available this month is lower by 109 units or 20%. The total number of active inventory this July was 444 compared to 553 in July 2017. This month's total of 444 is lower than the previous month's total supply of available inventory of 464, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Richmond City Homes was \$227,500. This July, the median sale price was \$275,500, an increase of 21% or \$48,000 compared to last year. The current median sold price is approximately the same as the median price in June.

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



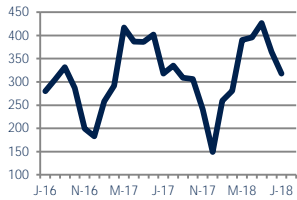
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CVRMLS or Long & Foster Real Estate, Inc.





New Listings

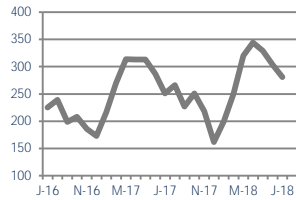
318



No Change
Vs. Year Ago

Current Contracts

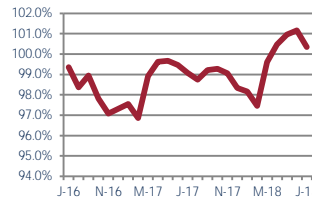
281



Up 12%
Vs. Year Ago

Sold Vs. List Price

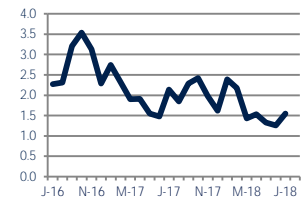
100.4%



Up 1.3%
Vs. Year Ago

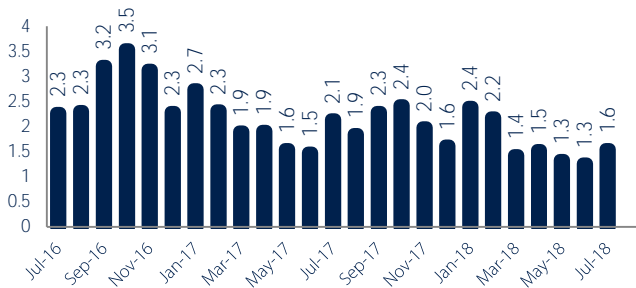
Months of Supply

1.6



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

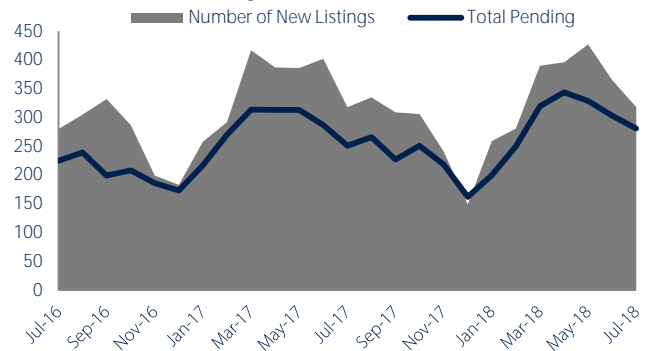
In July, there was 1.5 months of supply available in Richmond City, compared to 2.1 in July 2017. That is a decrease of 28% versus a year ago.

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.

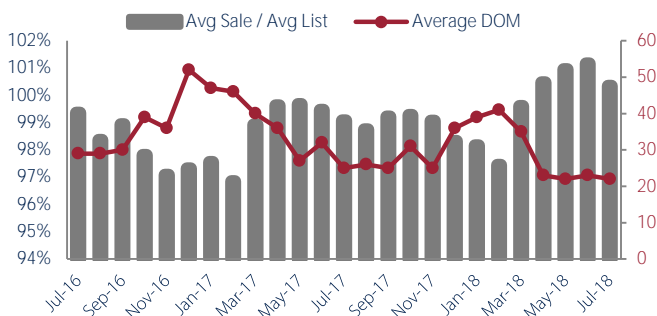
New Listings & Current Contracts

This month there were 318 homes newly listed for sale in Richmond City, which is similar to the amount in July 2017. There were 281 current contracts pending sale this July compared to 251 a year ago. The number of current contracts is 12% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Richmond City was 100.4% of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 22, lower than the average last year, which was 25, a decrease of 12%.



*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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