

The Steele
Group

Sotheby's
INTERNATIONAL REALTY



FOURTH QUARTER 2018

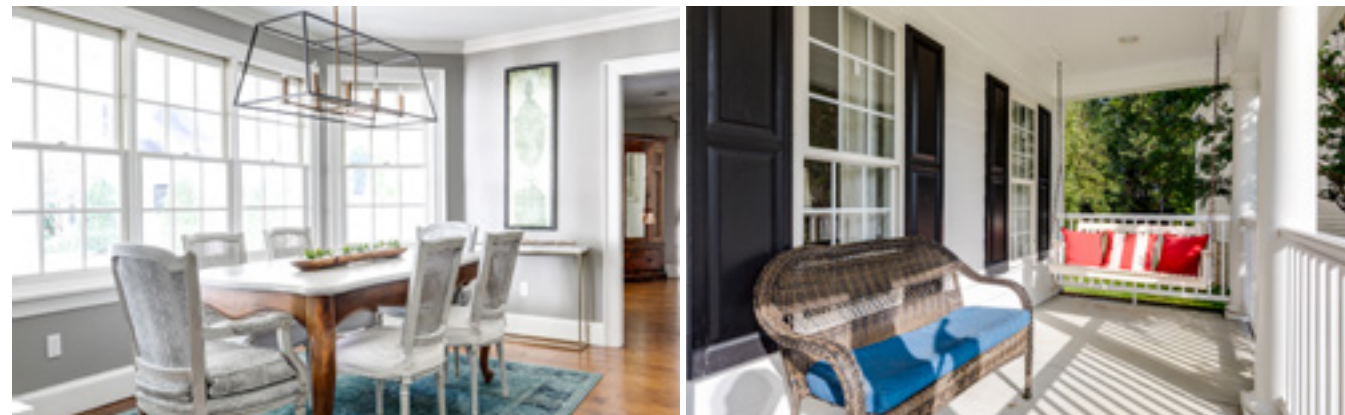
MARKET REPORT

RICHMOND, VA

A COMPREHENSIVE ANALYSIS OF THE RESIDENTIAL
REAL ESTATE MARKET IN THE GREATER RICHMOND AREA

RICHMOND, VA

4TH QUARTER 2018 | CVRMLS SINGLE FAMILY HOMES



RICHMOND, VA

4TH QUARTER 2018 | TSG SINGLE FAMILY HOME LISTINGS



ENTIRE CVRMLS	Q4 2017	Q4 2018	%
UNITS SOLD	5613	5313	-5.34%
AVG. SOLD PRICE	\$264,221	\$273,077	3.35%
AVG. DAYS ON MARKET	53	49	-7.55%

HANOVER COUNTY	Q4 2017	Q4 2018	%
UNITS SOLD	427	373	-12.65%
AVG. SOLD PRICE	\$295,191	\$303,961	2.97%
AVG. DAYS ON MARKET	45	50	11.11%

RICHMOND CITY	Q4 2017	Q4 2018	%
UNITS SOLD	785	747	-4.84%
AVG. SOLD PRICE	\$274,826	\$266,986	-2.85%
AVG. DAYS ON MARKET	32	28	-12.50%

GOOCHLAND COUNTY	Q4 2017	Q4 2018	%
UNITS SOLD	110	104	-5.45%
AVG. SOLD PRICE	\$440,806	\$478,285	8.50%
AVG. DAYS ON MARKET	82	60	-26.83%

HENRICO COUNTY	Q4 2017	Q4 2018	%
UNITS SOLD	1342	1218	-9.24%
AVG. SOLD PRICE	\$283,446	\$292,125	3.06%
AVG. DAYS ON MARKET	39	33	-15.38%

POWhatan COUNTY	Q4 2017	Q4 2018	%
UNITS SOLD	124	131	5.65%
AVG. SOLD PRICE	\$279,641	\$314,833	12.58%
AVG. DAYS ON MARKET	63	65	3.17%

CHESTERFIELD COUNTY	Q4 2017	Q4 2018	%
UNITS SOLD	1493	1425	-4.55%
AVG. SOLD PRICE	\$272,418	\$291,077	6.85%
AVG. DAYS ON MARKET	41	37	-9.76%

NEW KENT COUNTY	Q4 2017	Q4 2018	%
UNITS SOLD	88	97	10.23%
AVG. SOLD PRICE	\$268,560	\$274,314	2.14%
AVG. DAYS ON MARKET	54	44	-18.52%

ENTIRE CVRMLS	Q4 2017	Q4 2018	%
UNITS SOLD	34	43	26.47%
AVG. SOLD PRICE	\$590,006	\$546,781	-7.33%
AVG. DAYS ON MARKET	24	41	70.83%

CHESTERFIELD COUNTY	Q4 2017	Q4 2018	%
UNITS SOLD	2	9	350.00%
AVG. SOLD PRICE	\$537,950	\$455,544	-15.32%
AVG. DAYS ON MARKET	57	55	-3.51%

RICHMOND CITY	Q4 2017	Q4 2018	%
UNITS SOLD	13	13	0.00%
AVG. SOLD PRICE	\$794,337	\$707,650	-10.91%
AVG. DAYS ON MARKET	9	39	333.33%

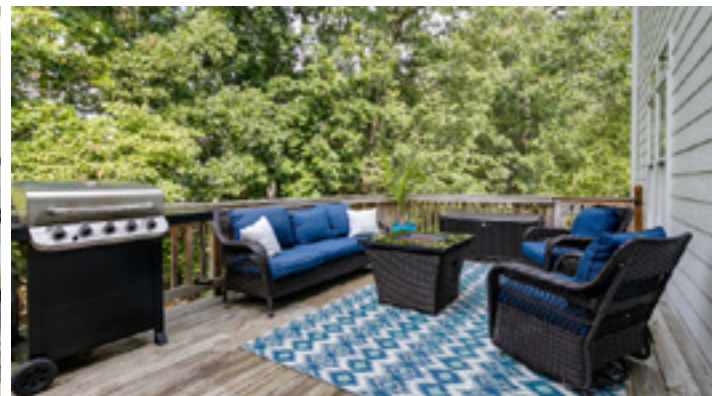
HANOVER COUNTY	Q4 2017	Q4 2018	%
UNITS SOLD	0	2	0.00%
AVG. SOLD PRICE	\$0	\$235,000	0.00%
AVG. DAYS ON MARKET	0	9	0.00%

HENRICO COUNTY	Q4 2017	Q4 2018	%
UNITS SOLD	16	14	-12.50%
AVG. SOLD PRICE	\$494,859	\$504,196	1.89%
AVG. DAYS ON MARKET	24	38	58.33%

GOOCHLAND COUNTY	Q4 2017	Q4 2018	%
UNITS SOLD	0	1	0.00%
AVG. SOLD PRICE	\$0	\$1,550,000	0.00%
AVG. DAYS ON MARKET	0	3	0.00%

RICHMOND, VA

4TH QUARTER 2018 | TSG SINGLE FAMILY HOME SALES



ENTIRE CVRMLS	Q4 2017	Q4 2018	%
UNITS SOLD	38	48	26.32%
AVG. SOLD PRICE	\$514,811	\$434,023	-15.69%

CHESTERFIELD COUNTY	Q4 2017	Q4 2018	%
UNITS SOLD	8	9	12.50%
AVG. SOLD PRICE	\$386,597	\$425,830	10.15%

RICHMOND CITY	Q4 2017	Q4 2018	%
UNITS SOLD	14	14	0.00%
AVG. SOLD PRICE	\$589,111	\$335,429	-43.06%

GOOCHLAND COUNTY	Q4 2017	Q4 2018	%
UNITS SOLD	1	2	100.00%
AVG. SOLD PRICE	\$533,449	\$1,200,000	124.95%

HENRICO COUNTY	Q4 2017	Q4 2018	%
UNITS SOLD	13	20	53.85%
AVG. SOLD PRICE	\$547,426	\$431,111	-21.25%

HANOVER COUNTY	Q4 2017	Q4 2018	%
UNITS SOLD	1	1	0.00%
AVG. SOLD PRICE	\$398,000	\$375,000	-5.78%

4TH QUARTER SIGNIFICANT CONTRACTS & SALES

THE STEELE GROUP SOTHEBY'S INTERNATIONAL REALTY



1. 6300 Three Chopt Road



2. 311 Randolph Square Parkway



3. 4801 Pocahontas Avenue



4. 8915 Norwick Road



5. 414 Kilmarnock Drive



6. 4917 Lockgreen Circle

1. 6300 Three Chopt Road, Richmond, VA | Sales Price \$2,075,000 (TSGSIR represented Buyer & Seller)
2. 311 Randolph Square Parkway, Goochland, VA | Sales Price \$1,550,000 (TSGSIR represented Seller)
3. 4801 Pocahontas Avenue, Richmond, VA | Sales Price \$1,395,000 (TSGSIR represented Seller)
4. 8915 Norwick Road, Henrico, VA | Sales Price \$1,295,000 (TSGSIR represented Seller)
5. 414 Kilmarnock Drive, Henrico, VA | Sales Price \$1,100,000 (TSGSIR represented Buyer & Seller)
6. 4917 Lockgreen Circle, Richmond, VA | Sales Price \$1,000,000 (TSGSIR represented Seller)

The Steele Group | Sotheby's
INTERNATIONAL REALTY

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RICHMOND, VA 23226
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 Each Office Independently Owned and Operated. 