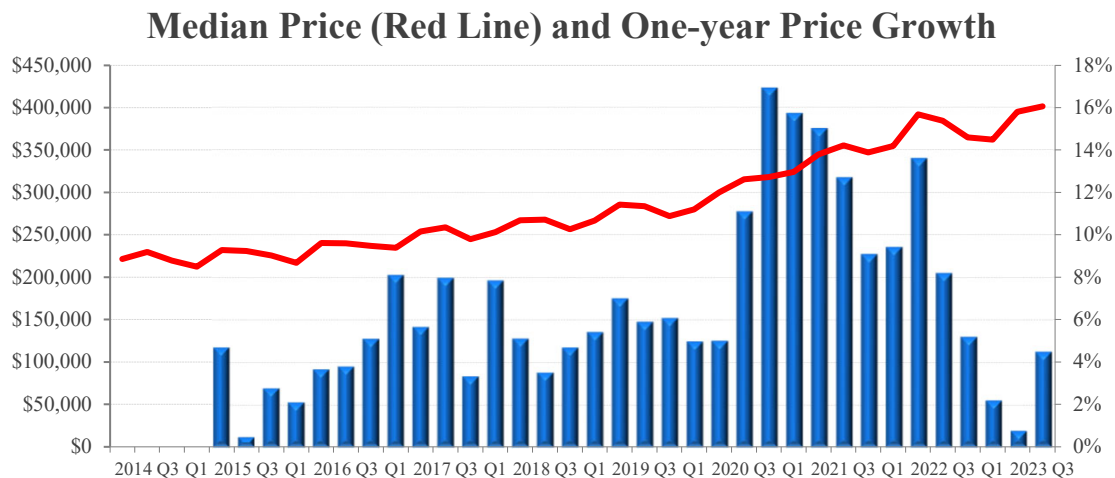


Richmond Area

Local Market Report, Third Quarter 2023

Today's Market...



Local Price Trends			
Price Activity	Richmond	U.S.	Local Trend
Current Median Home Price (2023 Q3)	\$384,400	\$400,867	Prices continue to grow relative to last year
1-year (4-quarter) Appreciation (2023 Q3)	4.5%	2.4%	
3-year (12-quarter) Appreciation (2023 Q3)	27.4%	29.7%	
3-year (12-quarter) Housing Equity Gain*	\$86,400	\$91,700	Gains in the last 3 years have extended the trend of positive price growth after the recession
7-year (28 quarters) Housing Equity Gain*	\$161,900	\$161,400	
9-year (36 quarters) Housing Equity Gain*	\$165,100	\$184,500	

*Note: Equity gain reflects price appreciation only

	Richmond	U.S.	
Conforming Loan Limit**	\$726,200	\$1,089,300	Most buyers in this market have access to government-backed financing
FHA Loan Limit	\$546,250	\$1,089,300	
Local Median to Conforming Limit Ratio	53%	not comparable	

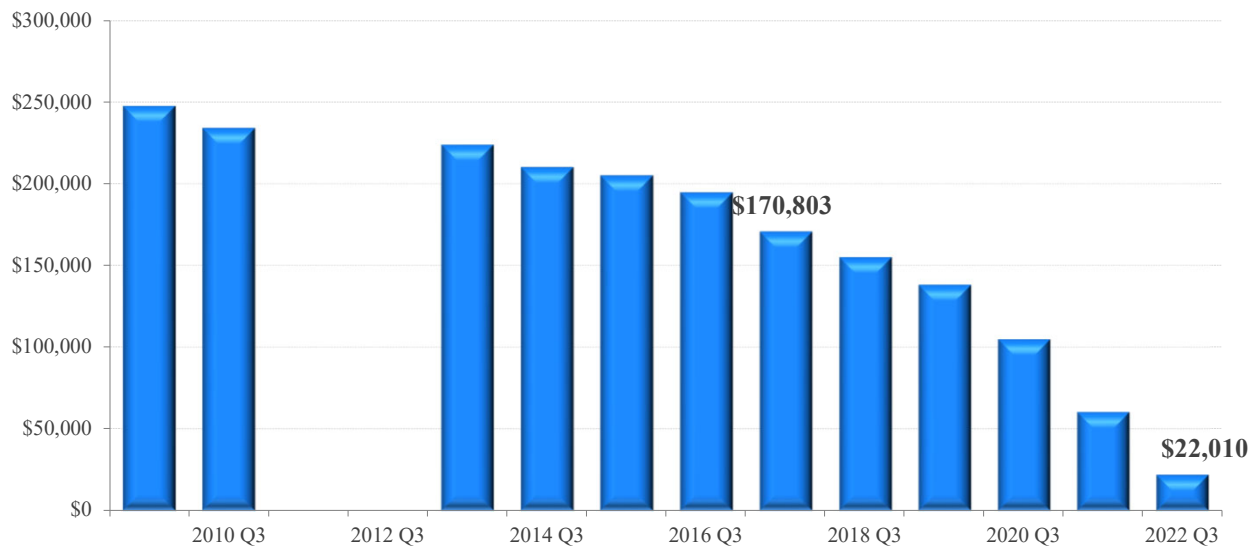
Note: limits are current and include the changes made on January 1st 2023.

Local NAR Leadership

The Richmond market is part of region 3 in the NAR governance system, which includes all of Delaware, Maryland, District of Columbia, Virginia, and West Virginia. The 2023 NAR Regional Vice President representing region 3 is Jay Mitchell.

Benefits of Ownership: Total Equity Appreciation

Total Equity Accrued to Owner by Year and Quarter of Purchase



Total Equity Gained through 2023 Q3 from quarter in which home was of purchased**

Price Activity	Richmond	U.S.	Local Trend
1-year (4-quarter)	\$22,010	\$14,262	Price appreciation and principle payments in the last 3 years have boosted total equity growth since the recession
3-year (12-quarter)*	\$104,977	\$109,915	
5-year (20-quarter)*	\$155,104	\$158,012	
7-year (28 quarters)*	\$194,657	\$194,111	
9-year (36 quarters)*	\$210,174	\$220,615	

*Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity

Drivers of Local Supply and Demand...

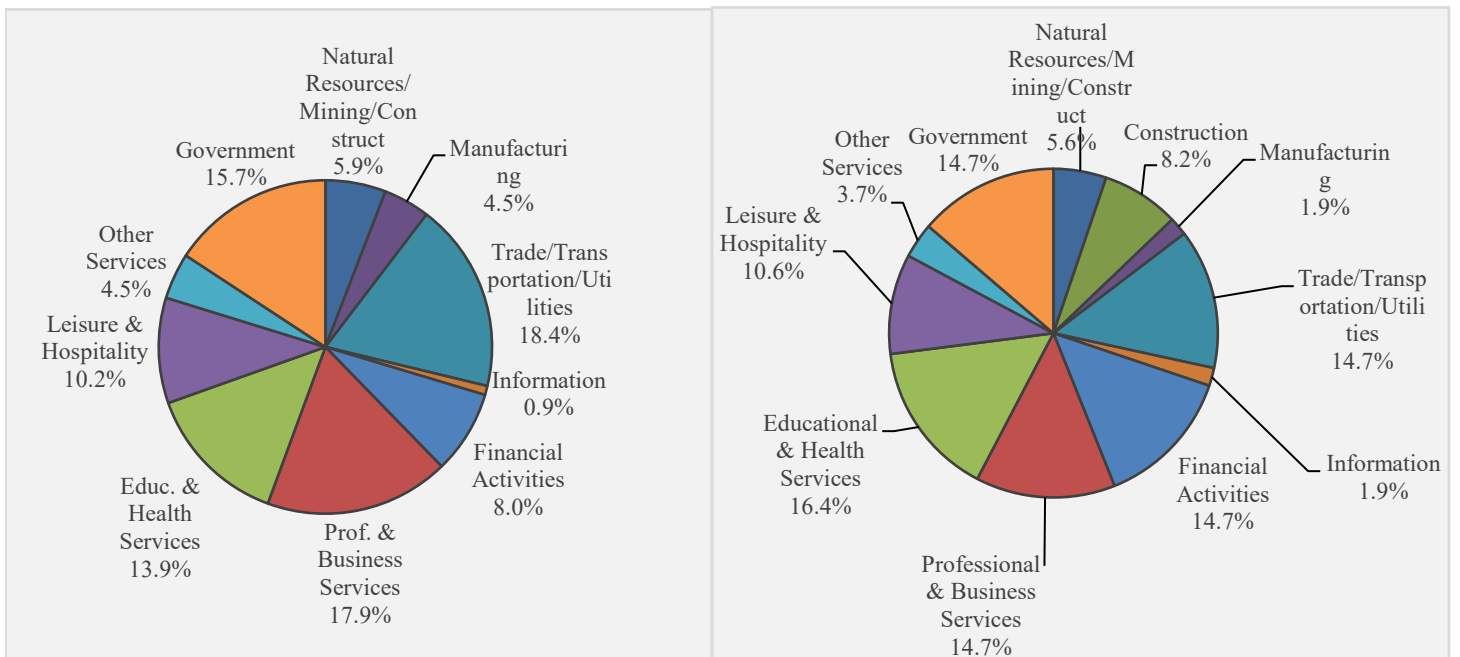


Local Economic Outlook	Richmond	U.S.	
12-month Job Change (Oct)	13,600	NOT Comparable	Employment has held up and is on an upward trend
12-month Job Change (Sep)	13,200	NOT Comparable	
36-month Job Change (Oct)	62,500	NOT Comparable	Unemployment in Richmond is better than the national average and improving
Current Unemployment Rate (Oct)	3.1%	3.9%	
Year-ago Unemployment Rate	3.1%	3.7%	Local employment growth is poor and needs to improve
1-year (12 month) Job Growth Rate	1.9%	2.6%	

Share of Total Employment by Industry

Richmond Area

U.S.



12-month Employment Change by Industry (Oct - 2023)

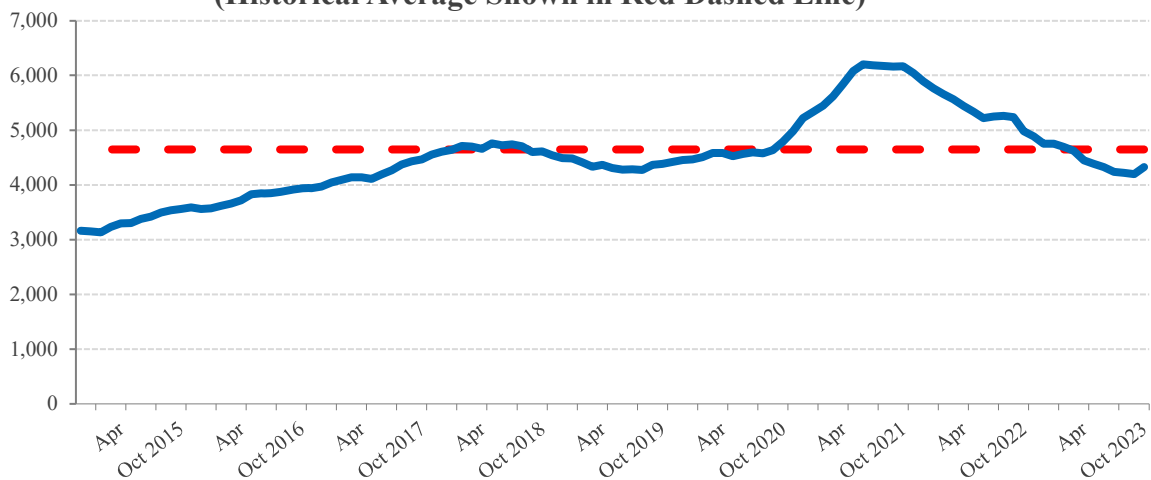
Goods Producing	NA	Information	-500
Natural Resources/Mining/Construction	-1,200	Financial Activities	500
Natural Resources and Mining	NA	Prof. & Business Services	1,800
Construction	NA	Educ. & Health Services	-200
Manufacturing	-500	Leisure & Hospitality	6,100
Service Providing Excluding Government	NA	Other Services	100
Trade/Transportation/Utilities	4,400	Government	2,700

State Economic Activity Index	Virginia	U.S.	
12-month change (2023 - Oct)	3.1%	3.0%	The economy of Virginia has outpaced the rest of the nation and improved modestly from last month's 3.07% change
36-month change (2023 - Oct)	13.9%	14.2%	

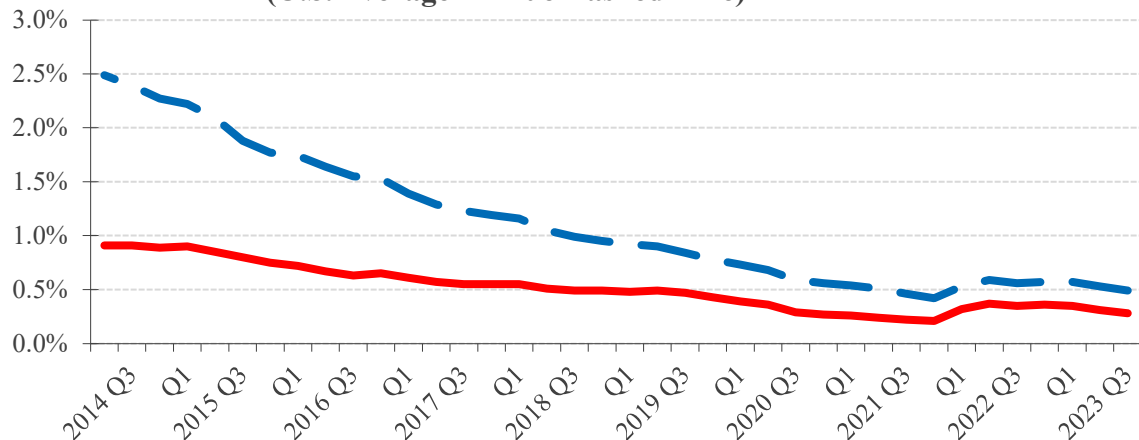
New Housing Construction

Local Fundamentals	Richmond	U.S.	
12-month Sum of 1-unit Building Permits through Oct 2023	4,322	not comparable	The current level of construction is 7.1% below the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	4,651	not comparable	Reduced construction will limit new supply to the market, allowing demand to catch up with inventory more quickly
Single-Family Housing Permits (Oct 2023) 12-month sum vs. a year ago	-13.2%	-14.1%	Construction is down from last year, but appears to have bottomed.

**Construction: 12-month Sum of Local Housing Permits
(Historical Average Shown in Red Dashed Line)**

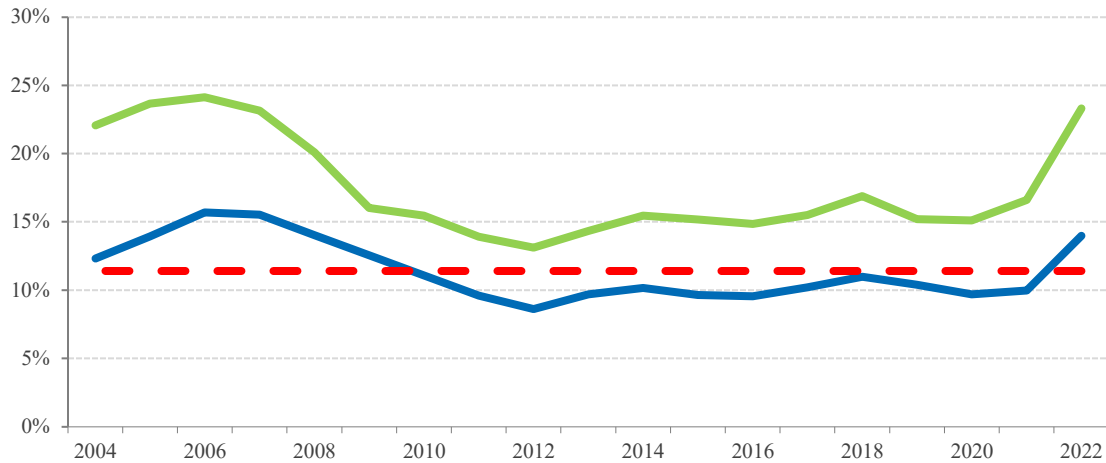


**State Total Foreclosure Rate vs. U.S. Average
(U.S. Average in Blue Dashed Line)**



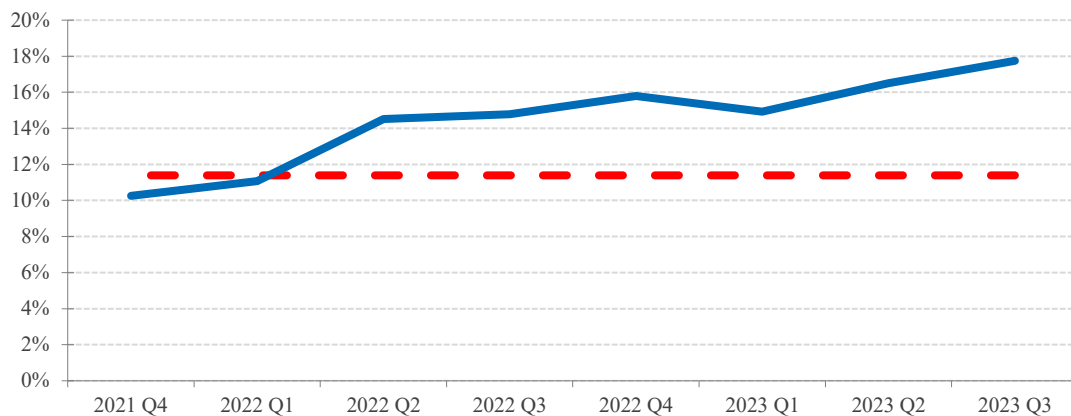
Affordability

Long-Term Trend: Ratio of Local Mortgage Servicing Cost to Income
(Local Historical Average Shown in Red, U.S. Average in Green)

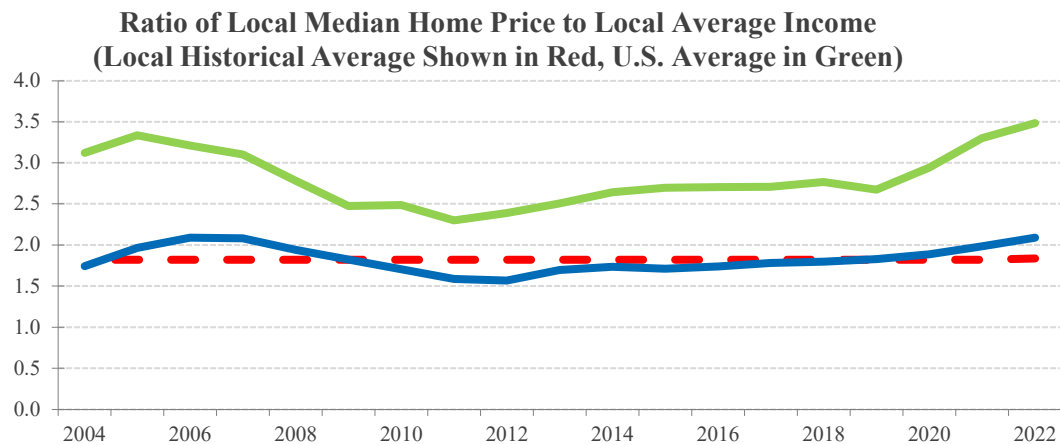


Monthly Mortgage Payment to Income	Richmond	U.S.	
Ratio for 2022	14.0%	23.3%	Weak by local standards and could weigh on demand
Ratio for 2023 Q3	17.8%	27.3%	
Historical Average	11.4%	17.8%	More affordable than most markets

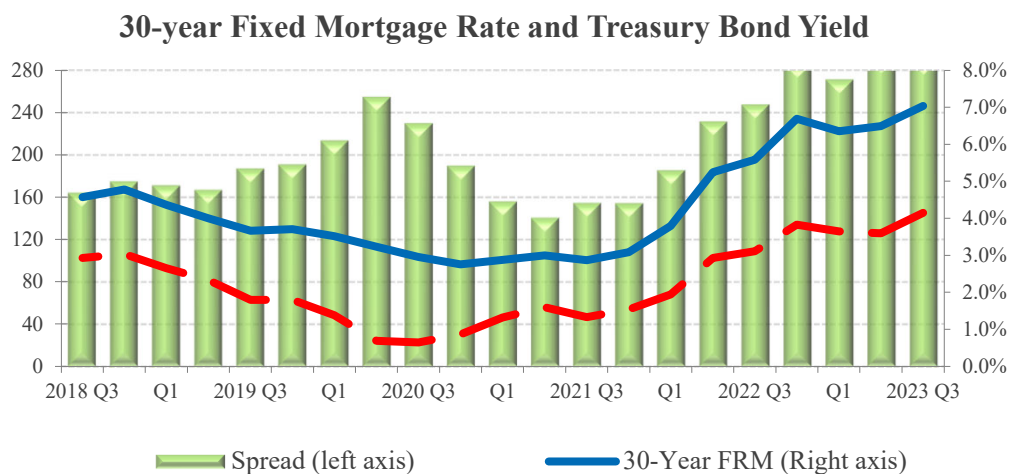
Recent Trend - Local Mortgage Servicing Cost to Income
(Historical Average Shown in Red Dashed Line)



Median Home Price to Income	Richmond	U.S.	
Ratio for 2022	2.1	3.5	The price-to-income ratio is high by historic standards and getting worse
Ratio for 2023 Q3	2.2	3.4	
Historical Average	1.8	2.8	Affordable compared to most markets



The Mortgage Market



For the most part of the third quarter, mortgage rates hovered above 7 percent, pushing down affordability to record lows. According to the mortgage finance provider Freddie Mac, the 30-year fixed mortgage rate rose to 7.04 percent in the third quarter of 2023 from 5.58 percent the previous year. With this increase, Americans are cost burdened, spending \$1,800 above their budget every year. Nevertheless, the outlook appears more optimistic. If inflation continues to cool, the Federal Reserve will start reducing its interest rates as early as the beginning of next year. NAR forecasts the 30-year fixed mortgage rate to conclude the year at 7.8 percent but then drop to 7.5 percent in the first quarter of next year.

Geographic Coverage for this Report

The Richmond area referred to in this report covers the geographic area of the Richmond metro area as officially defined by the Office of Management and Budget of the U.S. Government. The official coverage area includes the following counties:

Amelia County, Caroline County, Charles City County, Chesterfield County, Colonial Heights city, Dinwiddie County, Goochland County, Hanover County, Henrico County, Hopewell city, King William County, New Kent County, Petersburg city, Powhatan County, Prince George County, Richmond city, and Sussex County

More information on the OMB's geographic definitions can be found at https://obamawhitehouse.archives.gov/omb/bulletins_default/