

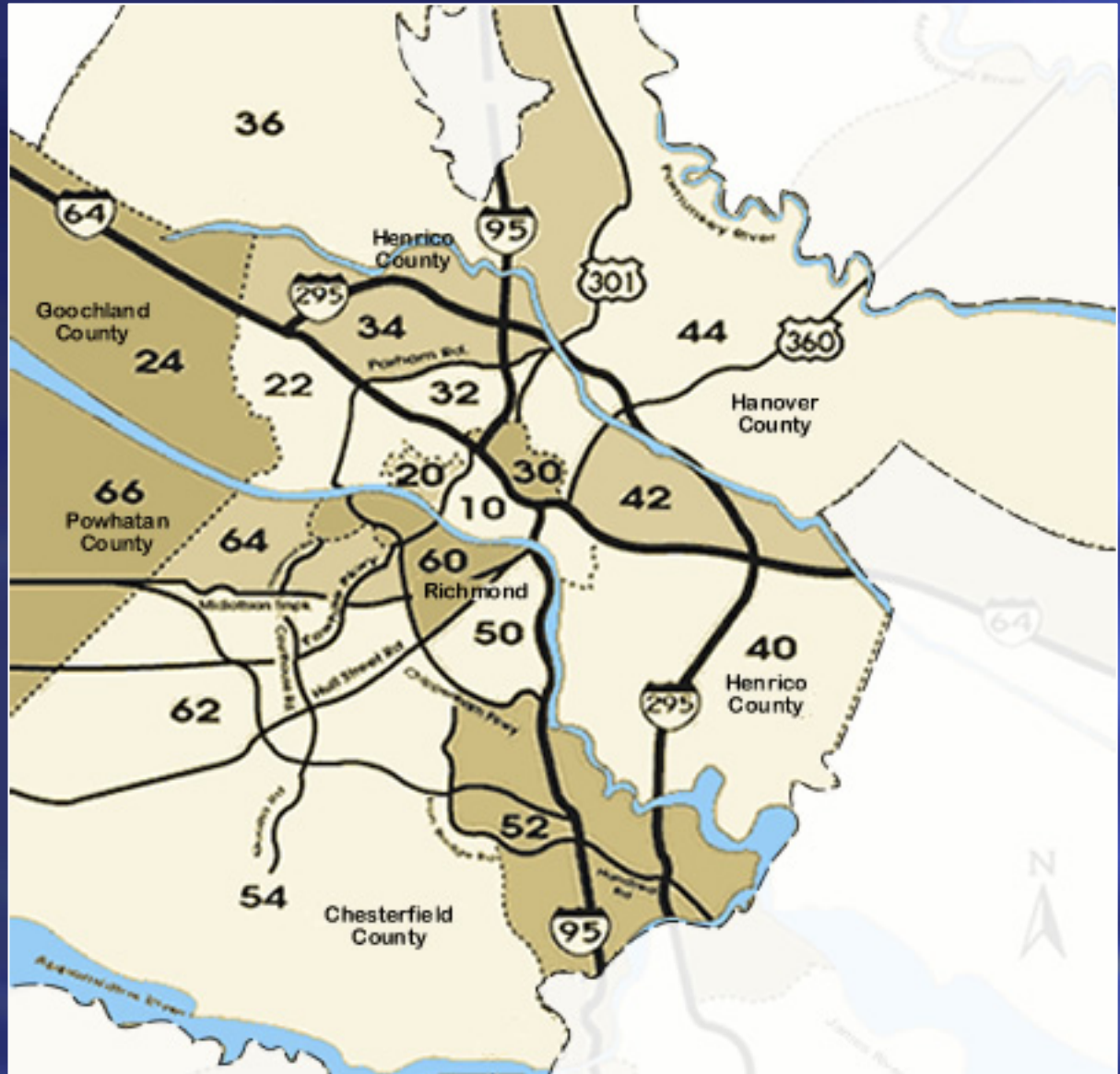
# **Richmond Real Estate Market**

# Richmond Area Map

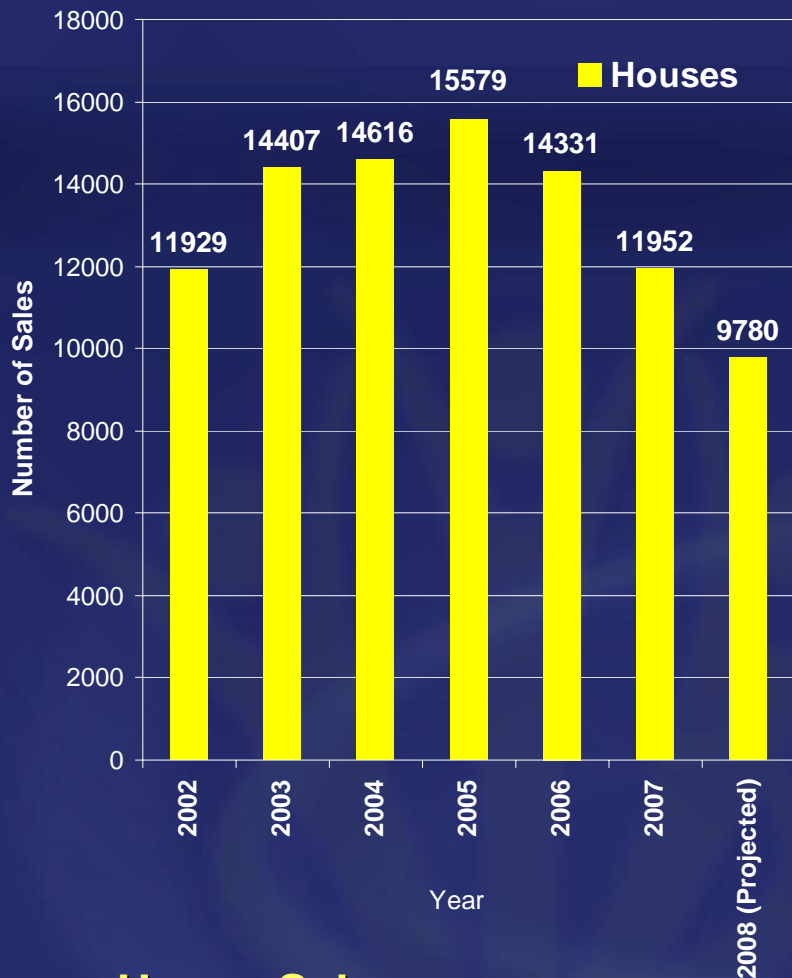
MLS Data Used in Analysis:

- City of Richmond
- Chesterfield
- Goochland
- Hanover
- Henrico
- Powhatan

Data in the following graphs was extracted from CVRMLS between 11/4/08 and 11/19/08, and statistics are limited to available data in the above regions as of that date.



# Number of Sales By Year



## House Sales

2008 vs 2006 – **down 37.22%**

2008 vs 2007 – **down 18.17%**

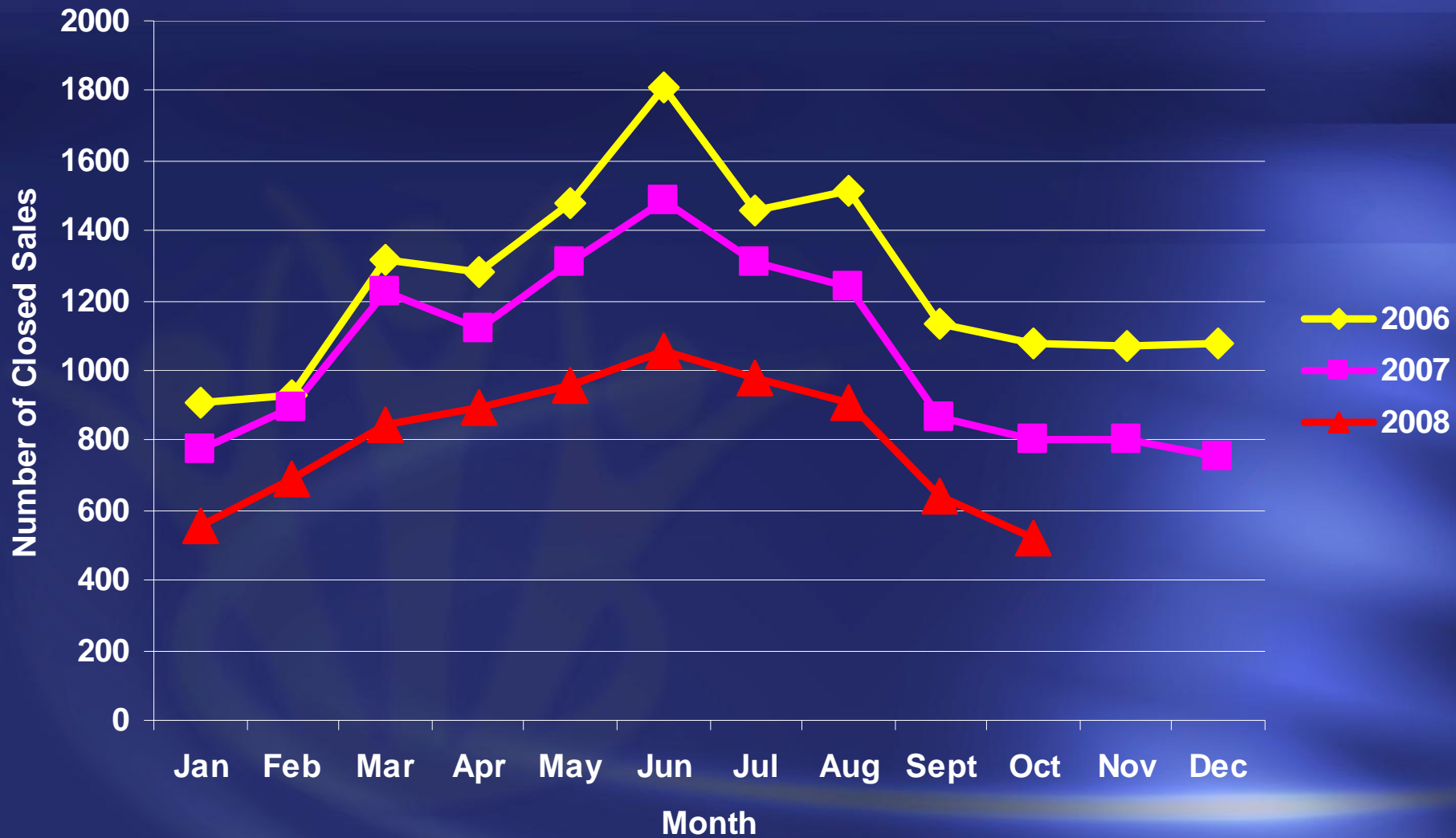


## Condominium Sales

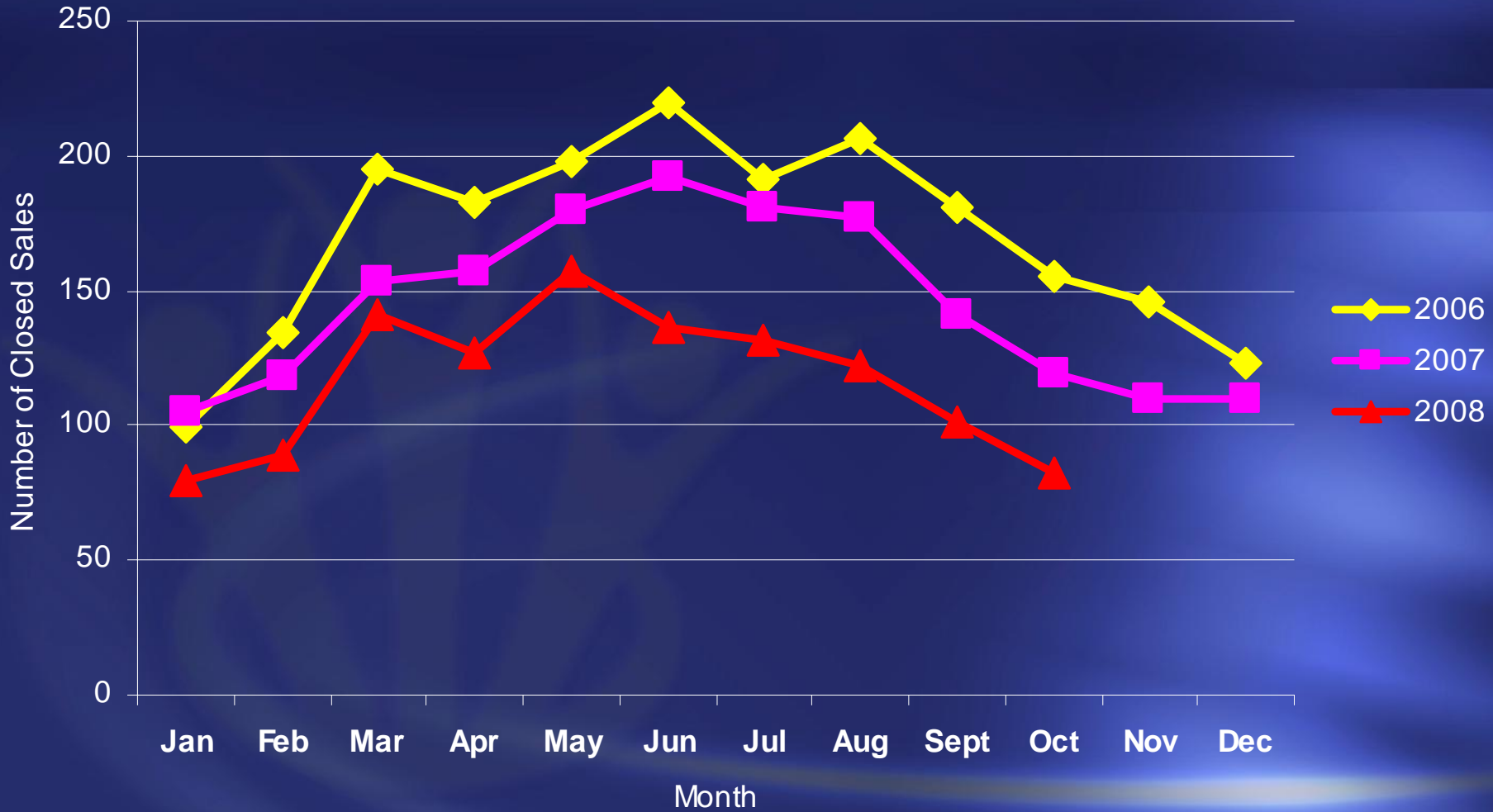
2008 vs 2006 – **down 32.47%**

2008 vs 2002 – **up 50.07%**

# House Sales By Month and Year



# Condominium Sales By Month and Year



# Average Yearly Sales Price



## Houses

2008 vs 2002 – up **59.81%**

2008 vs 2007 – **down 2.08%**

## Condominiums

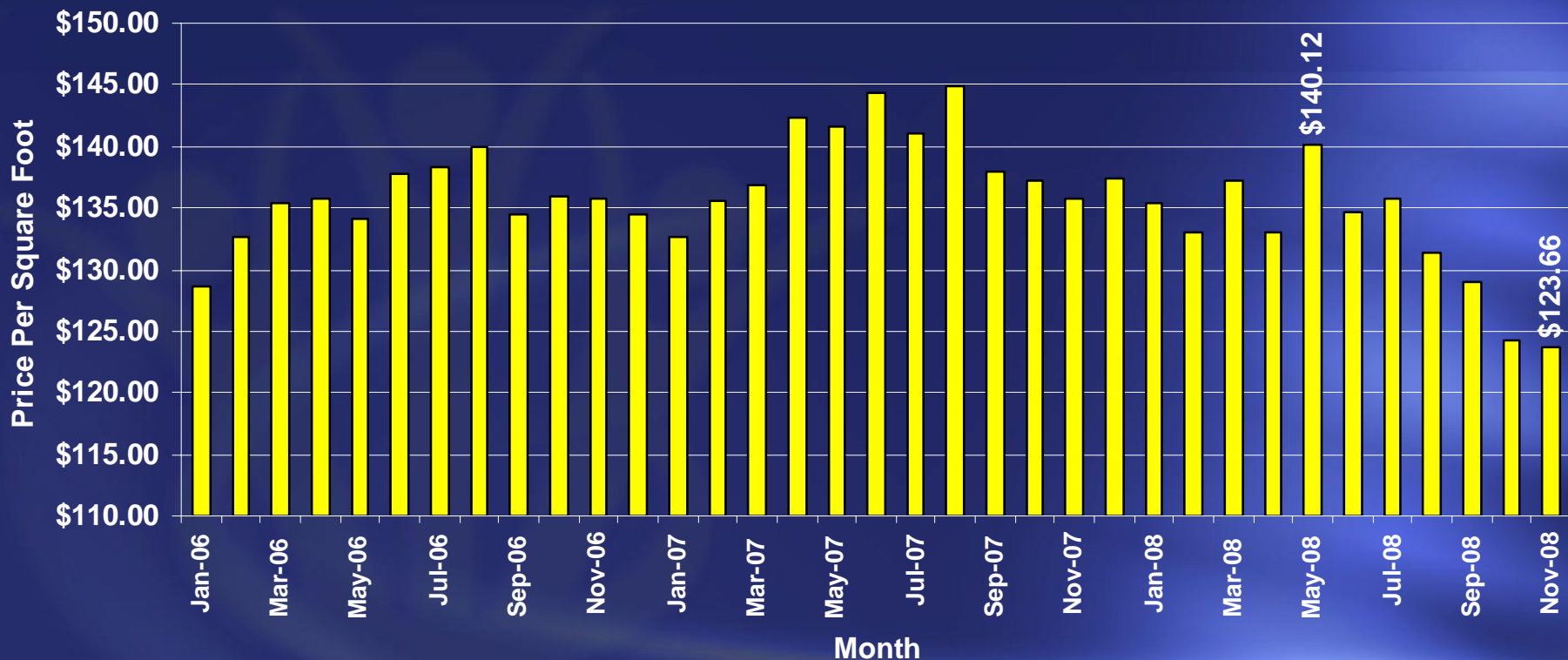
2008 vs 2002 – up **76.32%**

2008 vs 2007 – **down 0.69%**

# House Sales

## Monthly Price Per Square Foot

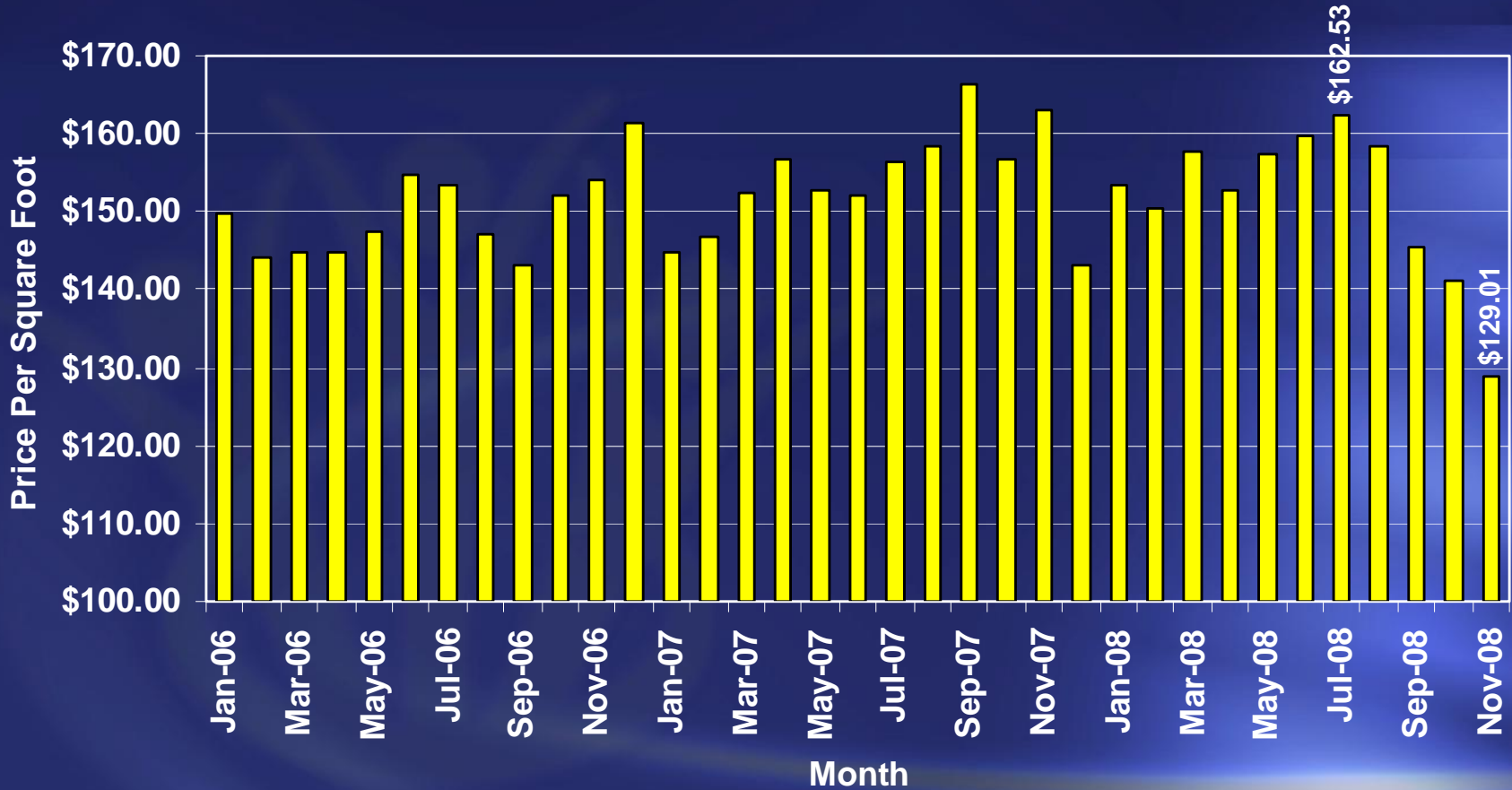
Price Per Square Foot For Houses Sold



2008 vs 2002 – up 45.16%

# Condominium Sales Monthly Price Per Square Foot

Price Per Square Foot for Condominium Sales



2008 vs 2002 – up 71.16%

# Inventory

**(Months of Supply Based on 2008 Projected Sales Rate)**

	Houses	Condominiums
Active Listings	6907	981
2008 Monthly Sales Rate	815	114
Supply of Houses (Months)	<b>8.47</b>	<b>8.58</b>

# Analysis by Price Range

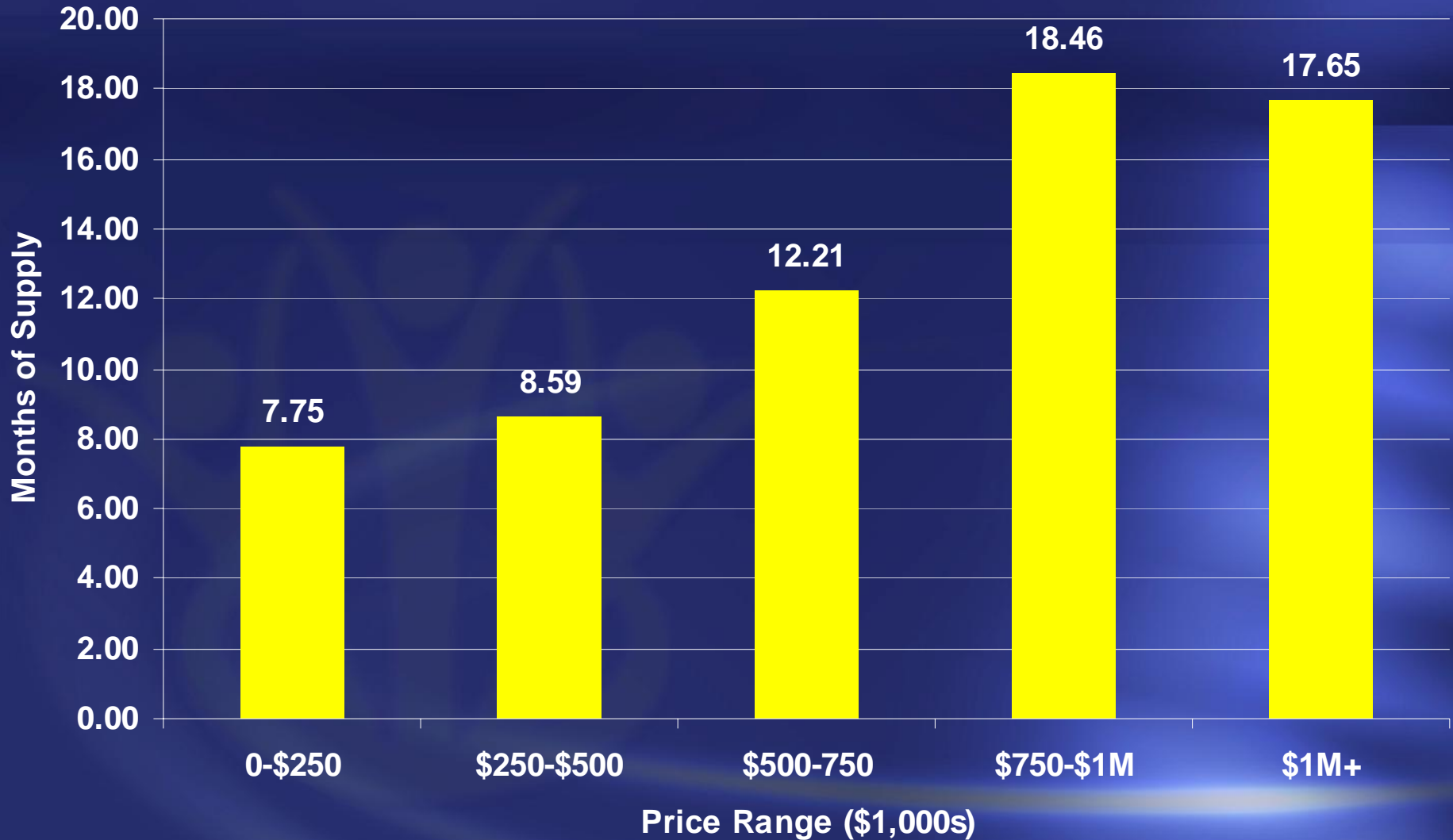
# Active Listings By Price Range



# 2008 Monthly Sales By Price Range



# Supply of Houses by Price Range



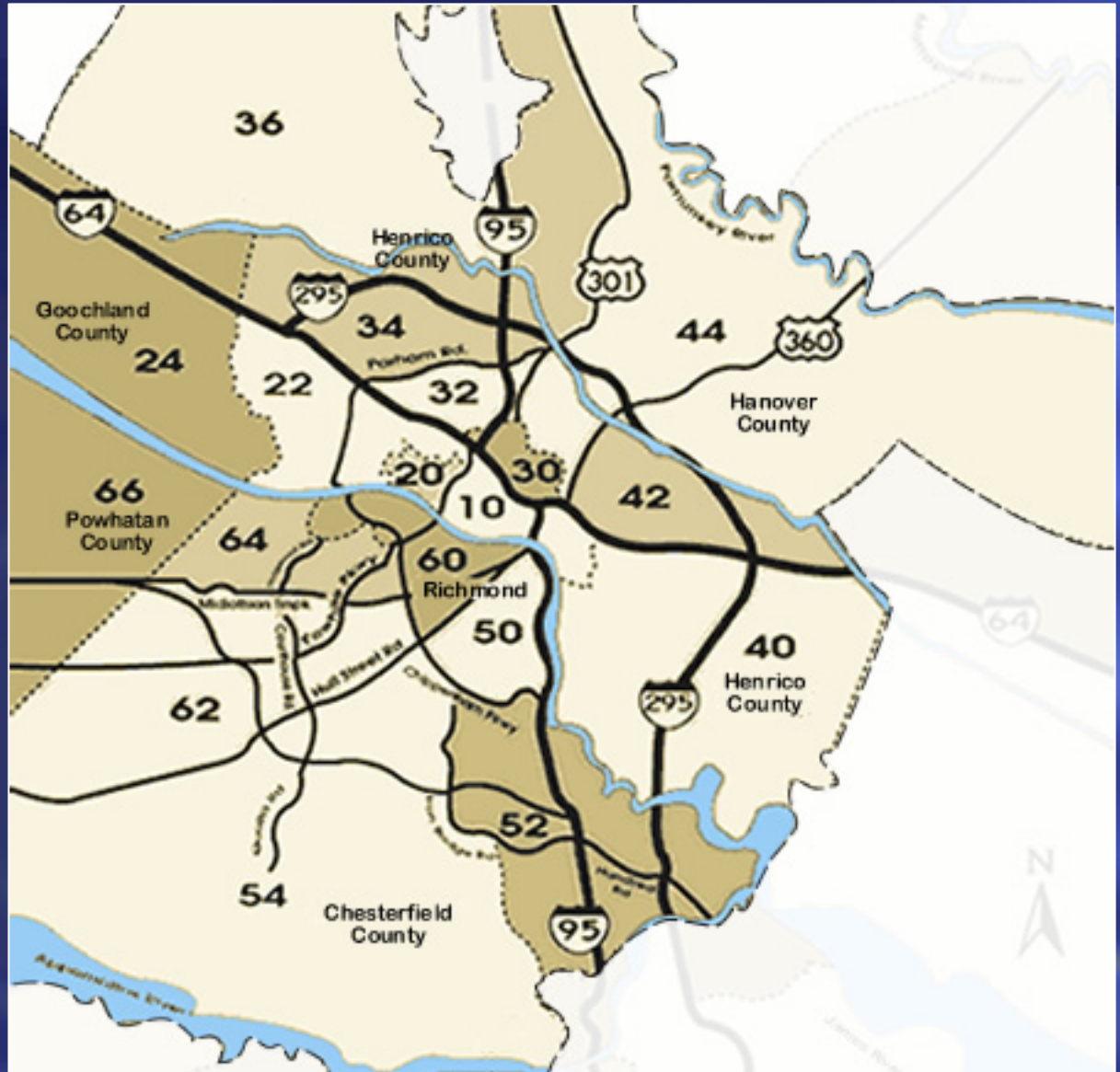
# **Richmond by Neighborhoods**

# Richmond Area Map

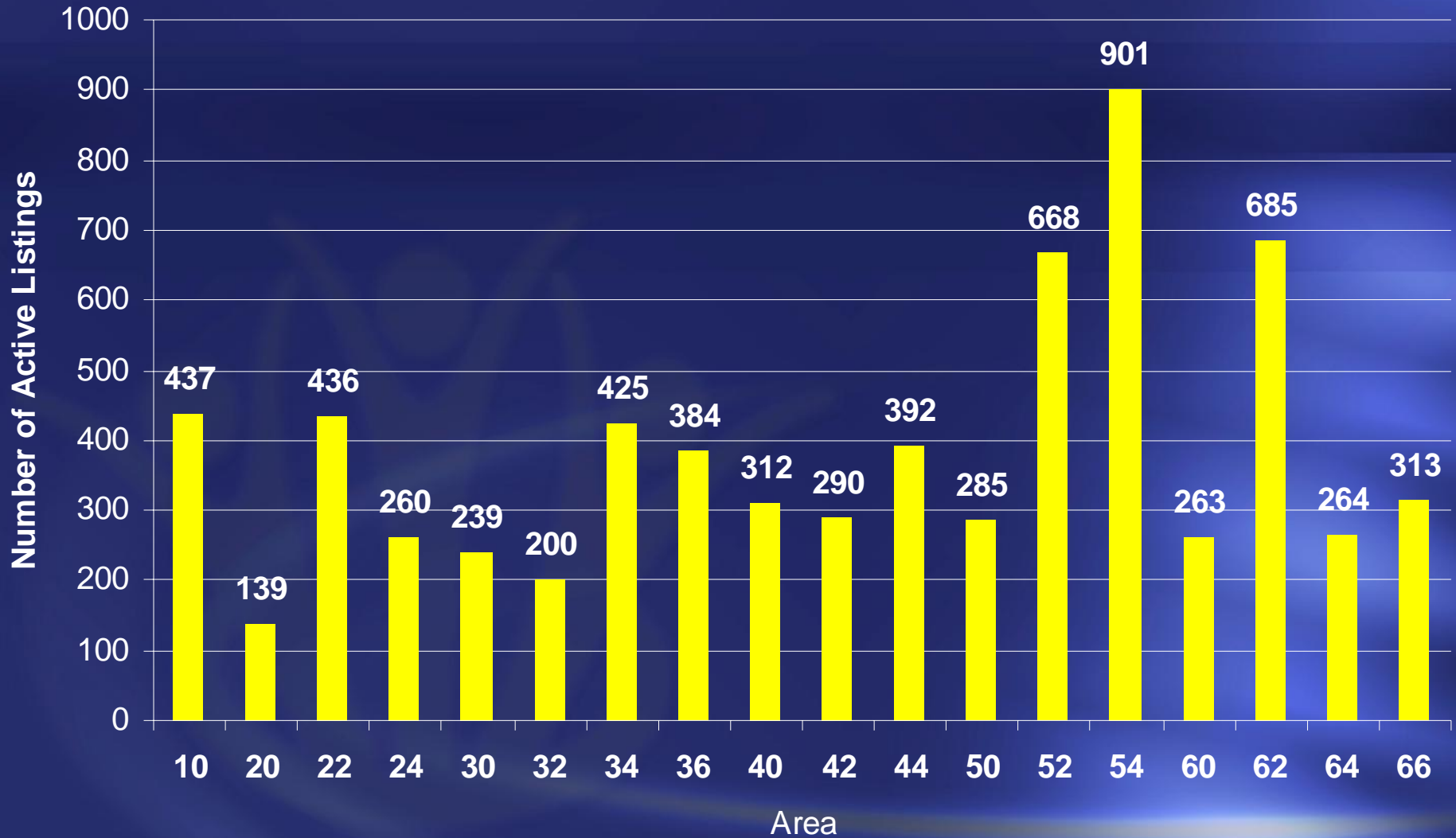
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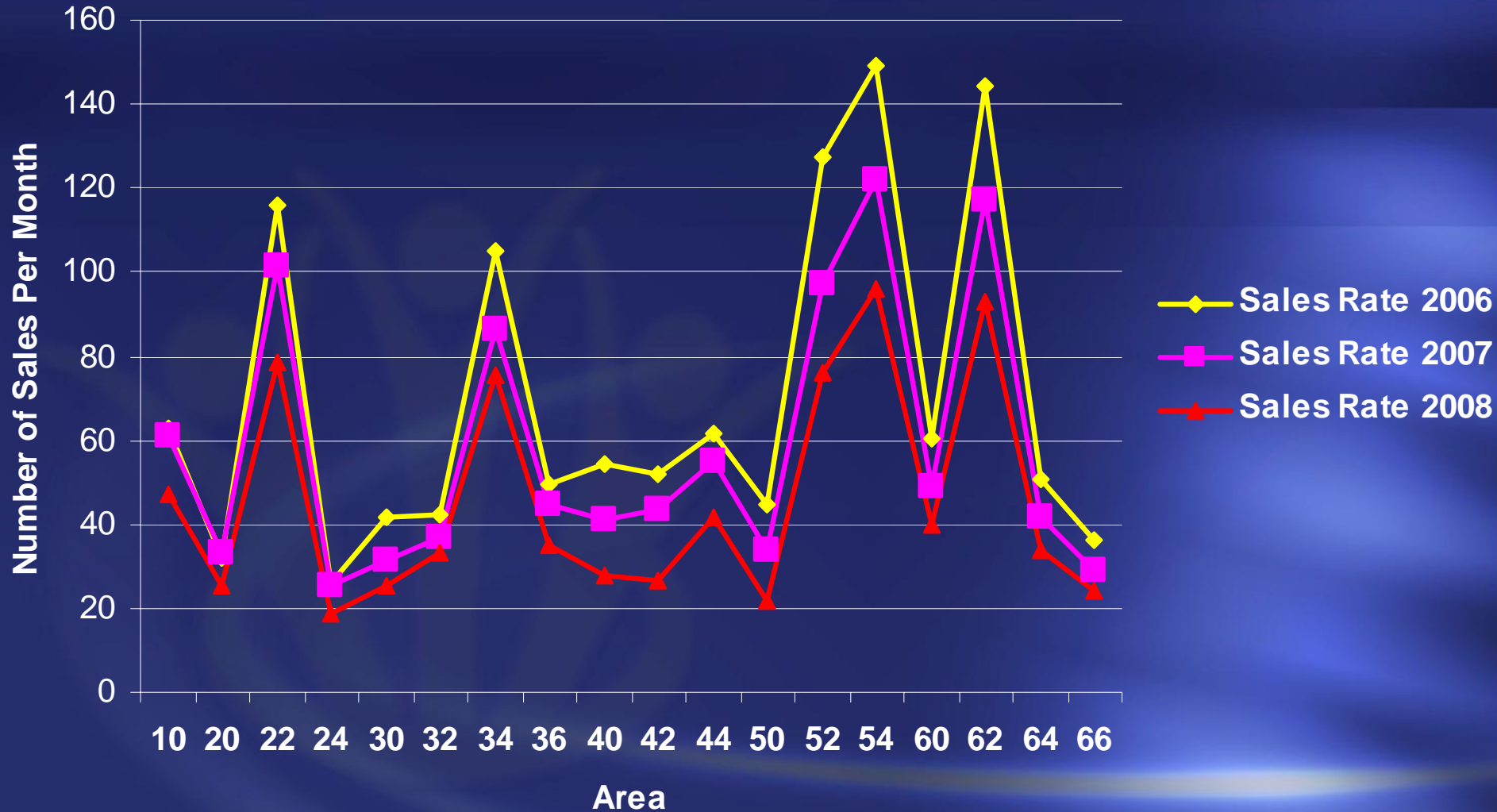
Data in the following graphs was extracted from CVRMLS 11/4/08, and statistics are limited to available data in the above regions as of that date.



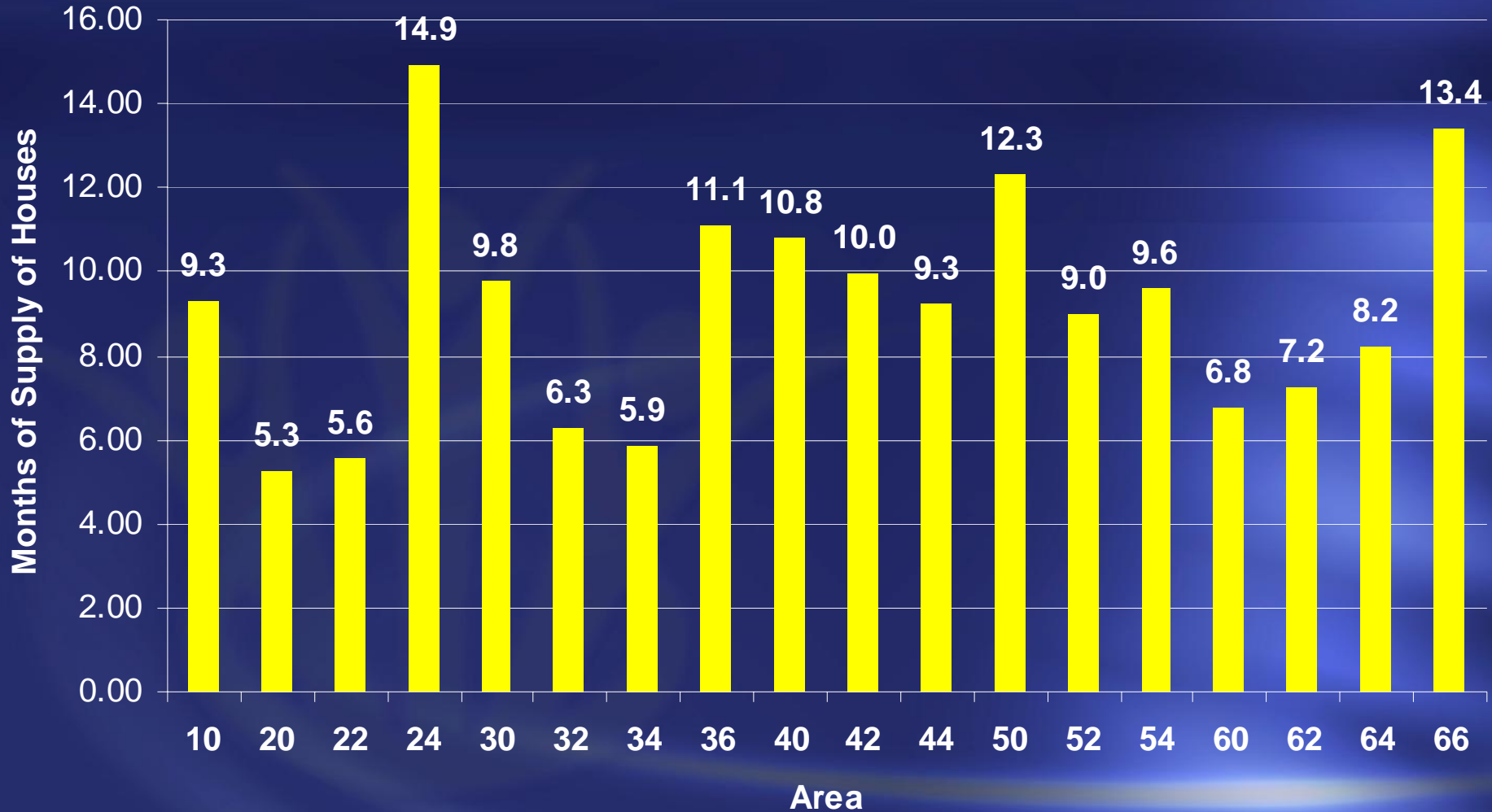
# Active Listings by Area



# Monthly Sales Rate By Area and Year



# Supply of Houses (Months)



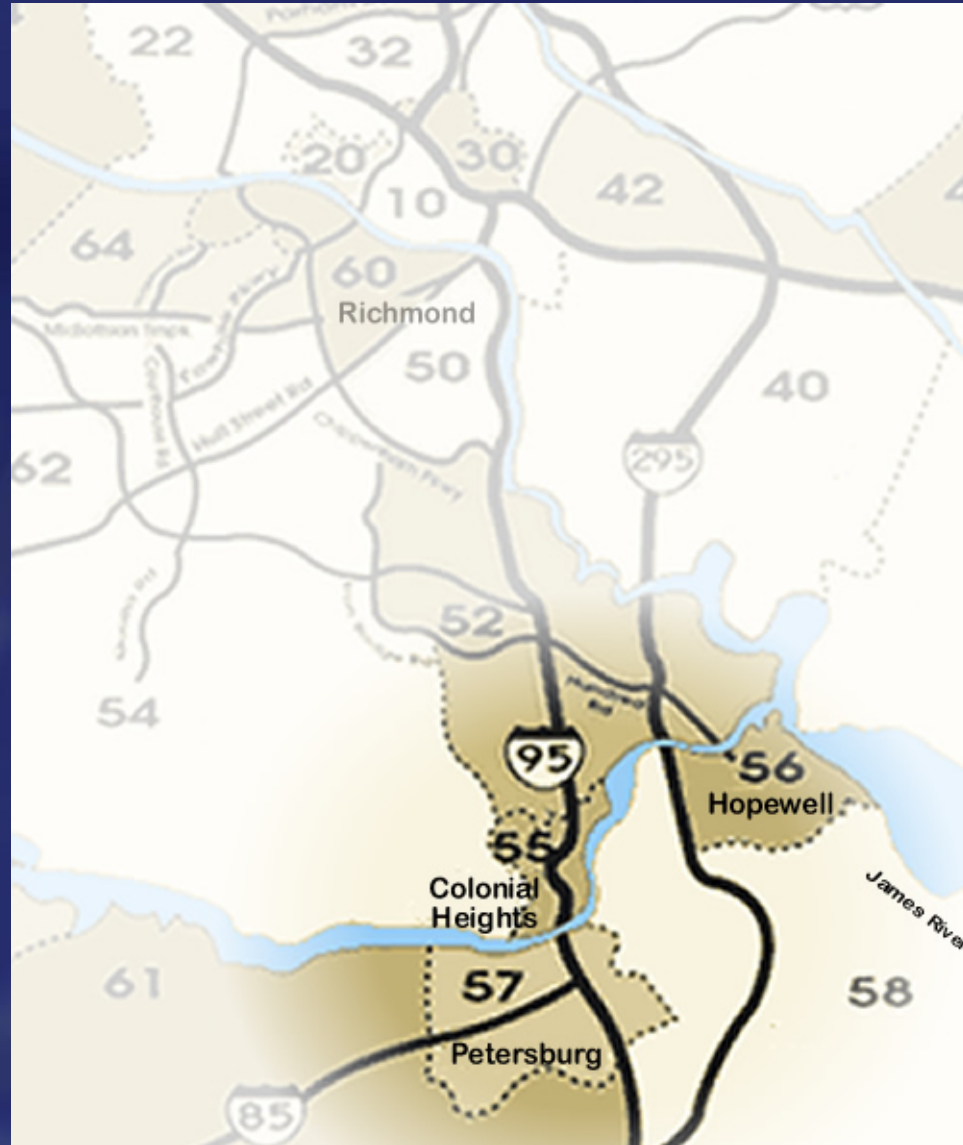
# Price Per Square Foot By Area



# Gateway Region Map

MLS Data Used in Analysis:

- Colonial Heights
- Hopewell
- Petersburg



Data in the following graphs was extracted from CVRMLS 11/11/08, and statistics are limited to available data in the above regions as of that date.

# Number of House Sales in Areas 55, 56 and 57



# Average Sales Price in Areas 55, 56 & 57



# Price Per Square Foot in Areas 55, 56 & 57



# Summary

# **Location, Location, Location: Makes a Big Difference!**

- All Real Estate is Local.
- Price declines in the greater Richmond area have been modest and we have a low rate of foreclosures.
- National indicators are showing a trend of increasing number of sales.
- Continued price pressure is forecasted.
- If you wait for the bottom to buy, it will be too late!!



# *The Real* **Capital Market**

**Tuck Reed**

**Executive Vice President of Capital  
Markets for SunTrust Mortgage Inc.  
November 20, 2008**

# Capital Markets

- **Current state of capital markets**
- **How we got here: what lead to the crisis and recent positive trends**
- **Recent government actions: what they are doing and the results**
- **Outlook for capital markets and agency/non-agency mortgage markets into 2009**

# Questions

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