



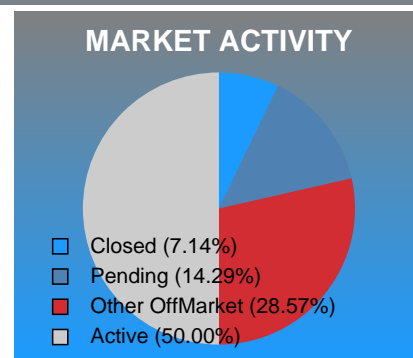
December 2017

Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Condo/Town Property Type



MONTHLY INVENTORY ANALYSIS

Compared Metrics	December		
	2016	2017	+/-%
Closed Listings	0	1	0.00%
Pending Listings	3	2	-33.33%
New Listings	2	2	0.00%
Average List Price	0	195,950	0.00%
Average Sale Price	0	191,000	0.00%
Average Percent of List Price to Selling Price	0.00%	97.47%	0.00%
Average Days on Market to Sale	0.00	107.00	0.00%
End of Month Inventory	19	7	-63.16%
Months Supply of Inventory	9.91	2.47	-75.08%



Absorption: Last 12 months, an Average of **3** Sales/Month
Active Inventory as of December 31, 2017 = **7**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2017 decreased **63.16%** to 7 existing homes available for sale. Over the last 12 months this area has had an average of 3 closed sales per month. This represents an unsold inventory index of **2.47** MSI for this period.

Average Sale Price Stays the Same

According to the preliminary trends, this market area has experienced some constant momentum with no variation of Average Price this month. Prices varied by **0.00%** in December 2017 to \$191,000 versus the previous year at \$0.

Average Days on Market Shortens

The average number of **107.00** days that homes spent on the market before selling decreased by 107.00 days or **0.00%** in December 2017 compared to last year's same month at **0.00** DOM.

Sales Success for December 2017 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 2 New Listings in December 2017, down **0.00%** from last year at 2. Furthermore, there were 1 Closed Listings this month versus last year at 0, a **0.00%** decrease.

Closed versus Listed trends yielded a **50.0%** ratio, down from previous year's, December 2016, at **0.0%**, a **0.00%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

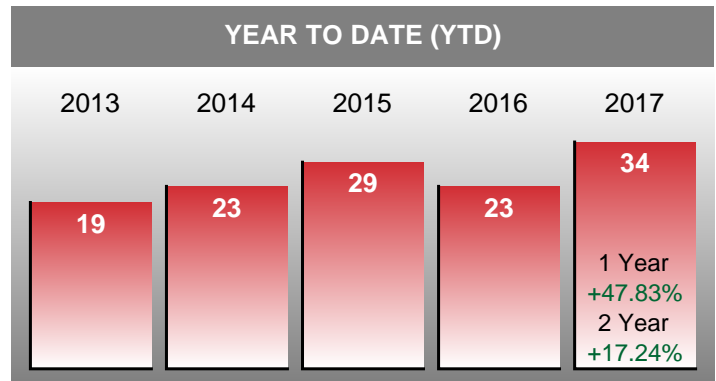
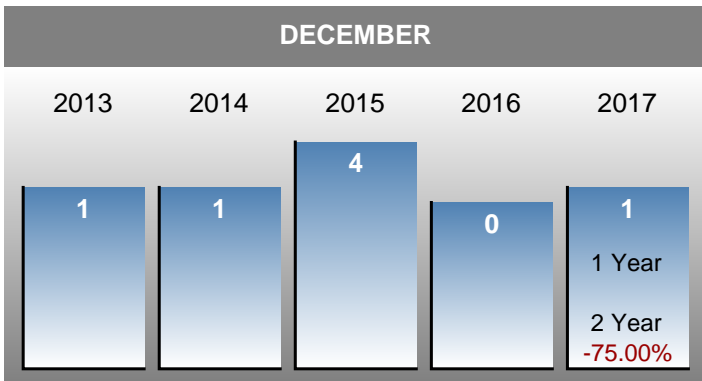


December 2017

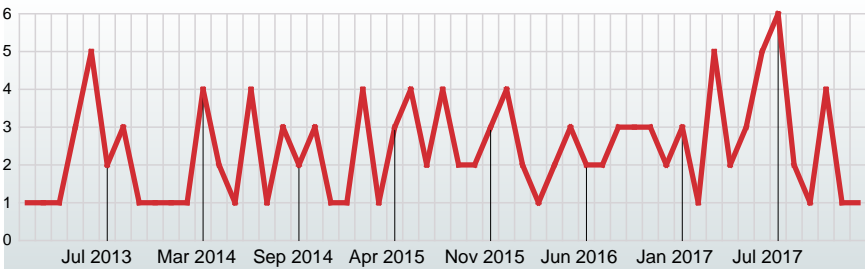
Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Condo/Town Property Type



CLOSED LISTINGS



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 1 **3 MONTHS**

High
Jul 2017 = 6
Low
Dec 2017 = 1
Closed Listings
this month at 1,
equal to 5 yr DEC
average of 1

OCT	4
NOV	1 -75.00%
DEC	1 0.00%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	0	0.00%	0.0	0	0	0	0
\$175,001 \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 and up	1	100.00%	107.0	0	1	0	0
Total Closed Units		1		0	1	0	0
Total Closed Volume		191,000	100%	107.0	0.00B	191.00K	0.00B
Average Closed Price		\$191,000			\$0	\$191,000	\$0

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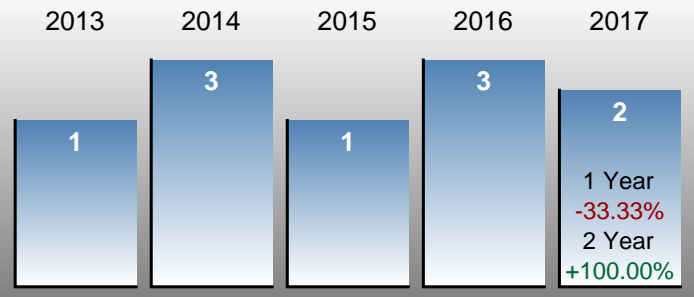
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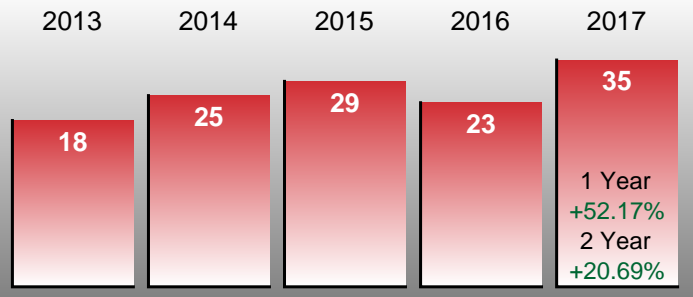


PENDING LISTINGS

DECEMBER



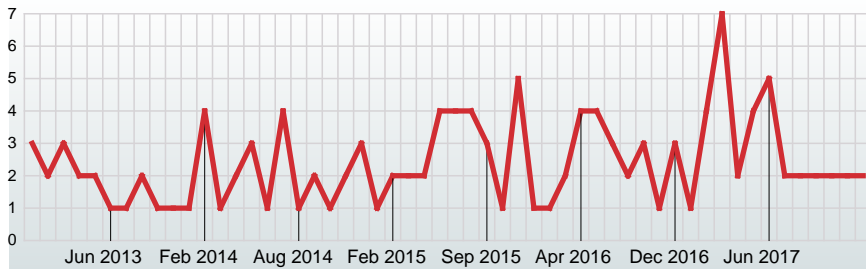
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 2

3 MONTHS



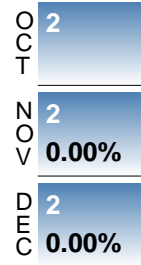
High

Mar 2017 = 7

Low

Jan 2017 = 1

Pending Listings this month at 2, equal to 5 yr DEC average of 2



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	0	0.00%	0.0	0	0	0	0
\$30,001 - \$30,000	0	0.00%	0.0	0	0	0	0
\$30,001 - \$30,000	0	0.00%	0.0	0	0	0	0
\$30,001 - \$40,000	1	50.00%	341.0	1	0	0	0
\$40,001 - \$40,000	0	0.00%	0.0	0	0	0	0
\$40,001 - \$40,000	0	0.00%	0.0	0	0	0	0
\$40,001 and up	1	50.00%	42.0	0	1	0	0
Total Pending Units	2			1	1	0	0
Total Pending Volume	85,900	100%	0.0	37.00K	48.90K	0.00B	0.00B
Average Listing Price	\$0			\$37,000	\$48,900	\$0	\$0

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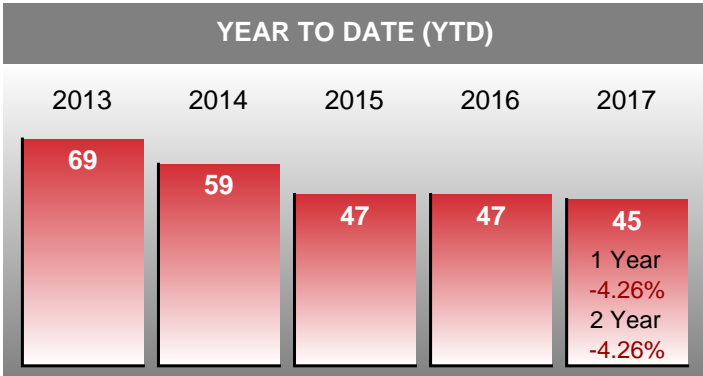
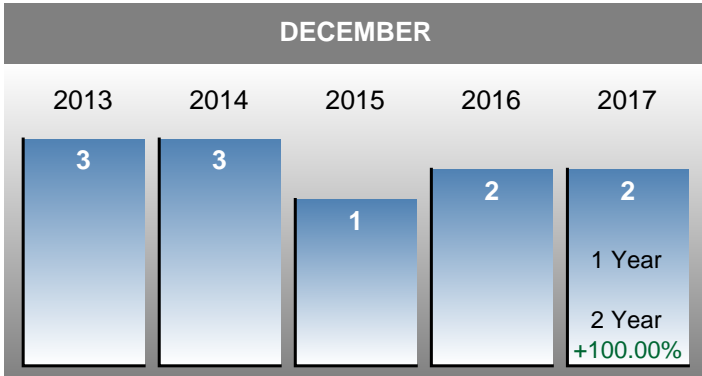


December 2017

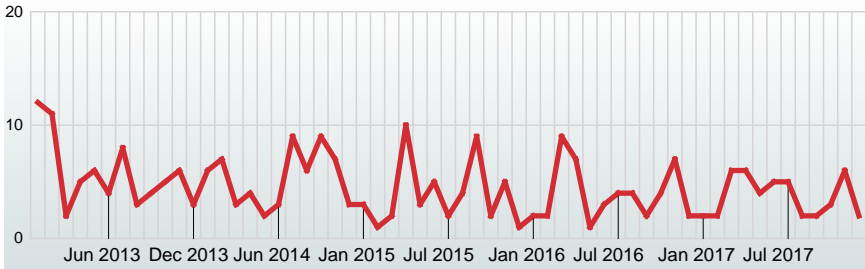
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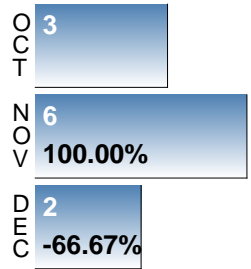
NEW LISTINGS



5 YEAR MARKET ACTIVITY TRENDS **5yr DEC AVG = 2** **3 MONTHS**



High
Jan 2013 = 12
Low
May 2016 = 1
New Listings
this month at **2**,
equal to 5 yr DEC
average of **2**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$170,000 and less	0	0.00%	0	0	0	0
\$170,001 - \$170,000	0	0.00%	0	0	0	0
\$170,001 - \$170,000	0	0.00%	0	0	0	0
\$170,001 - \$180,000	1	50.00%	1	0	0	0
\$180,001 - \$180,000	0	0.00%	0	0	0	0
\$180,001 - \$180,000	0	0.00%	0	0	0	0
\$180,001 and up	1	50.00%	0	1	0	0
Total New Listed Units		2	1	1	0	0
Total New Listed Volume		367,900	178.00K	189.90K	0.00B	0.00B
Average New Listed Listing Price		\$0	\$178,000	\$189,900	\$0	\$0

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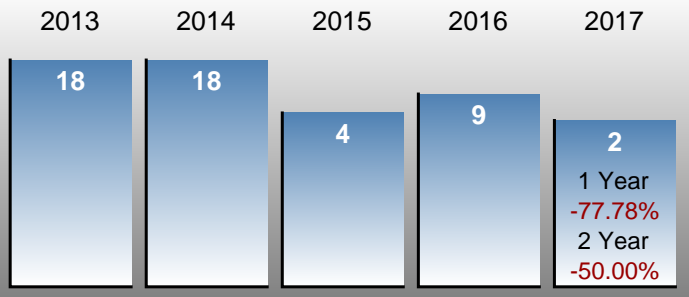
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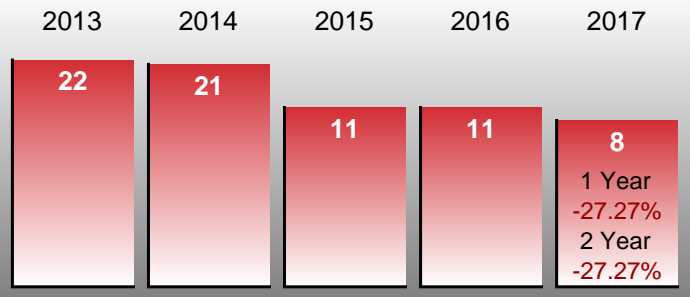


ACTIVE INVENTORY

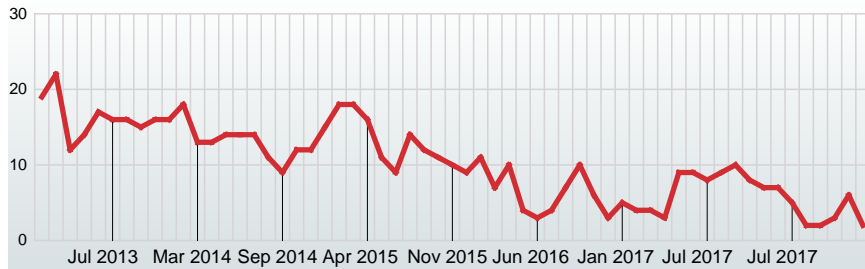
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 10

3 MONTHS

High

Feb 2013 = 22

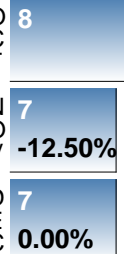
Low

Dec 2017 = 2

Inventory

this month at **2**,
below the 5 yr DEC
average of **10**

OCT
NOV
DEC



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0.0	0	0	0	0
\$50,001 - \$175,000	1	14.29%	41.0	1	0	0	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$275,000	5	71.43%	32.0	2	3	0	0
\$275,001 and up	1	14.29%	53.0	0	1	0	0
Total Active Inventory by Units	7			3	4	0	0
Total Active Inventory by Volume	1,260,300	100%	36.3	416.50K	843.80K	0.00B	0.00B
Average Active Inventory Listing Price	\$180,043			\$138,833	\$210,950	\$0	\$0

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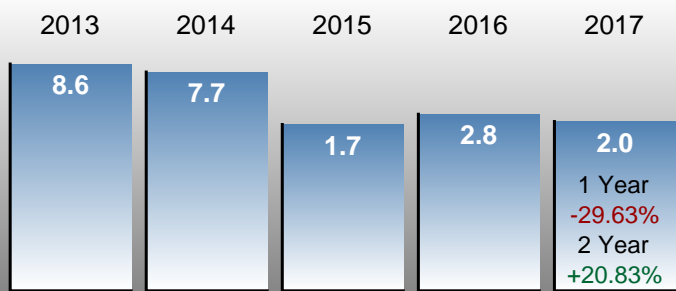
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MONTHS SUPPLY of INVENTORY (MSI)

MSI FOR DECEMBER



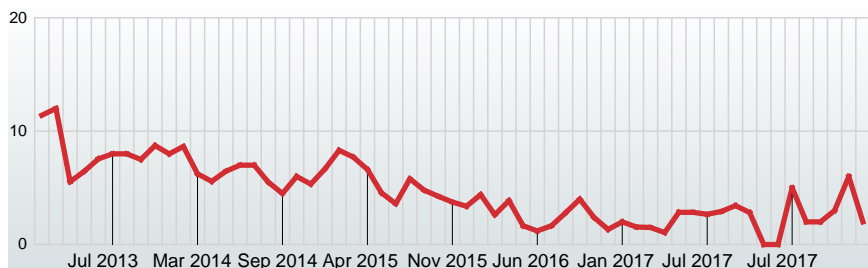
INDICATORS FOR DECEMBER 2017

Inventory	Closed	Absorption	MSI	MSI %
0	0	0	0.0	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 4.6

3 MONTHS



High
Feb 2013 = 12.0
Low
Dec 2017 = 0.0
Months Supply
this month at **2.0**,
below the 5 yr DEC
average of **4.6**

OCT	2.8
NOV	0.0
DEC	0.00%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$50,001 - \$175,000	1	14.29%	0.5	1.0	0.0	0.0	0.0
\$175,001 - \$175,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 - \$175,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 - \$175,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 - \$275,000	5	71.43%	8.6	24.0	6.0	0.0	0.0
\$275,001 and up	1	14.29%	0.0	0.0	0.0	0.0	0.0
Market Supply of Inventory (MSI)	2.5	100%	2.5	2.4	2.7	0.0	0.0
Total Active Inventory by Units	7			3	4	0	0

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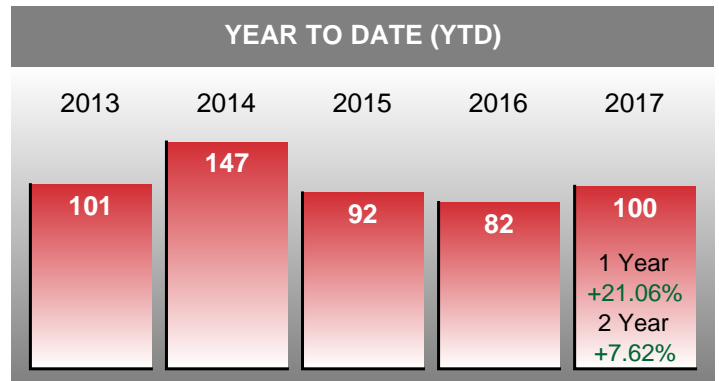
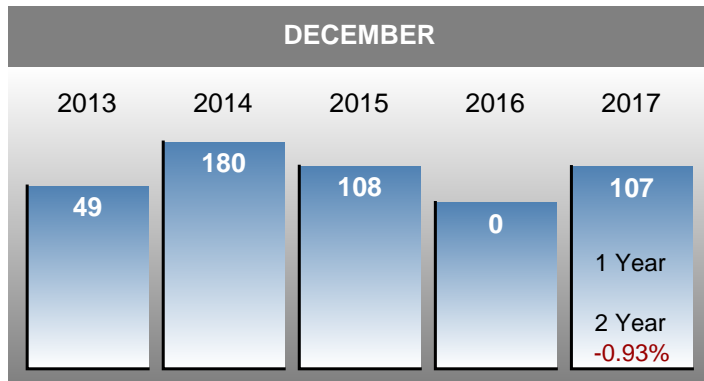


December 2017

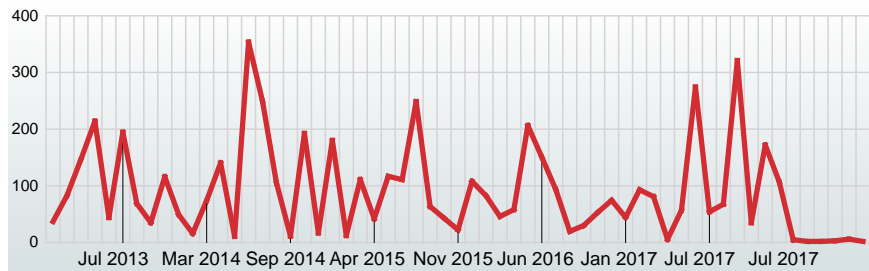
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AVERAGE DAYS ON MARKET TO SALE



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 89 **3 MONTHS**

High
Jun 2014 = 354
Low
Dec 2017 = 2
Average Days on Market
this month at **107**,
above the 5 yr DEC
average of **89**

OCT	35
NOV	172
DEC	107
	-37.79%

AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 - \$175,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 - \$175,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 - \$175,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 - \$175,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 - \$175,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 - \$175,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 and up	1	100.00%	107.0	0.0	107.0	0.0	0.0
Average Closed DOM			107.0	0.0	107.0	0.0	0.0
Total Closed Units		100%	107.0		1		
Total Closed Volume			191,000	0.00B	191.00K	0.00B	0.00B

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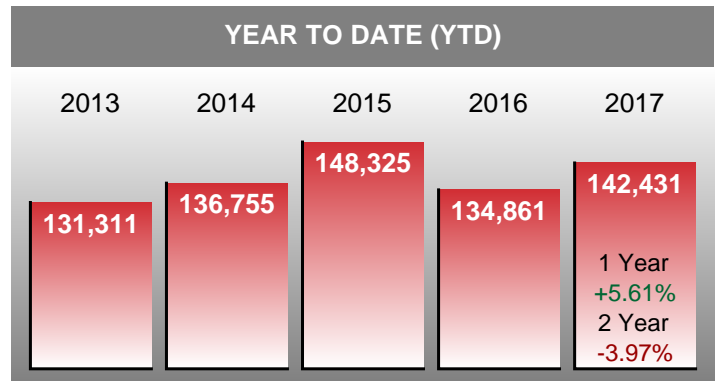
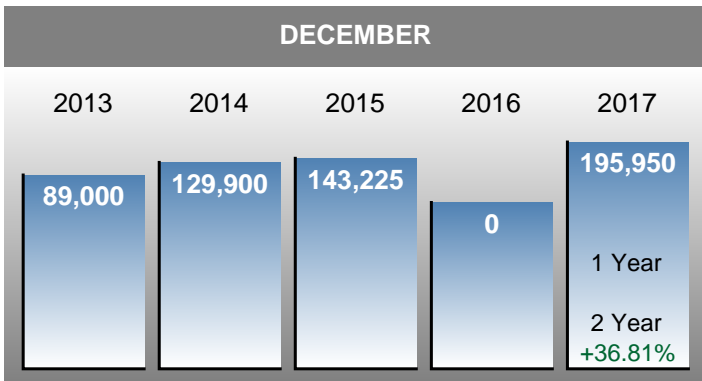


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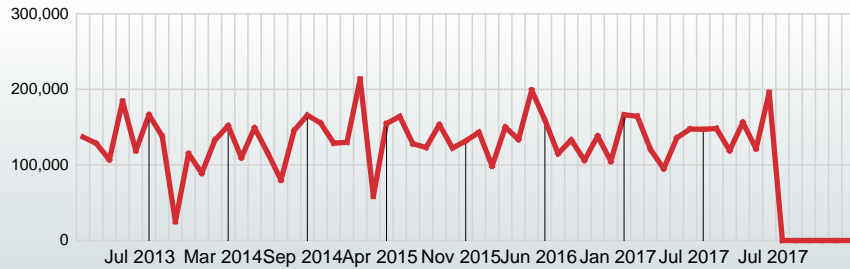


AVERAGE LIST PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 111,615 **3 MONTHS**



High
Feb 2015 = 213,588
Low
Dec 2017 = 2
Average List Price
this month at **195,950**,
above the 5 yr DEC
average of **111,615**

OCT	156,238
NOV	121,500
DEC	195,950
	-22.23%
	61.28%

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 and up	1	100.00%	195,950	0	195,950	0	0
Average List Price			195,950	0	195,950	0	0
Total Closed Units		100%	195,950		1		
Total Closed Volume			195,950	0.00B	195.95K	0.00B	0.00B

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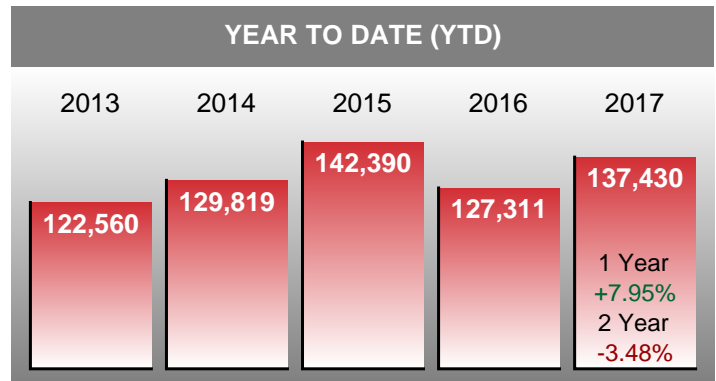
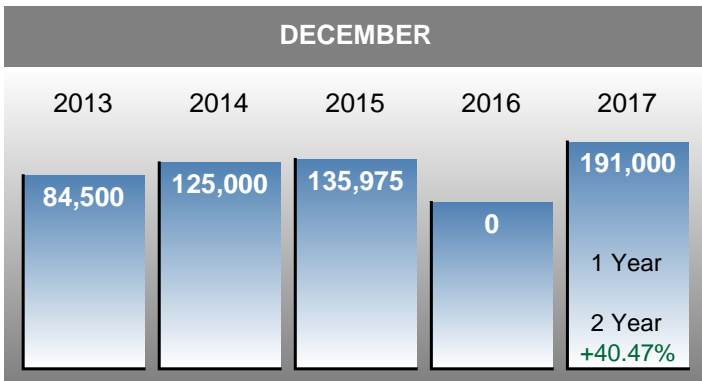


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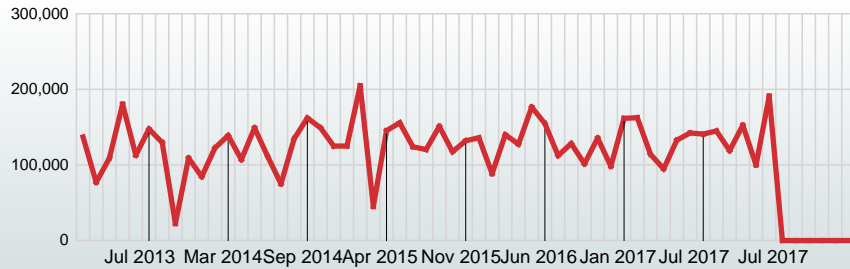


AVERAGE SOLD PRICE AT CLOSING

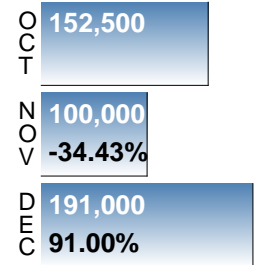


5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 107,295 **3 MONTHS**



High
Feb 2015 = 204,750
Low
Dec 2017 = 2
Average Sold Price
this month at **191,000**,
above the 5 yr DEC
average of **107,295**



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	0	0.00%	0	0	0	0	0
\$175,001 \$175,000	0	0.00%	0	0	0	0	0
\$175,001 \$175,000	0	0.00%	0	0	0	0	0
\$175,001 \$175,000	0	0.00%	0	0	0	0	0
\$175,001 \$175,000	0	0.00%	0	0	0	0	0
\$175,001 \$175,000	0	0.00%	0	0	0	0	0
\$175,001 \$175,000	0	0.00%	0	0	0	0	0
\$175,001 and up	1	100.00%	191,000	0	191,000	0	0
Average Sold Price			191,000	0	191,000	0	0
Total Closed Units		100%	191,000		1		
Total Closed Volume			191,000	0.00B	191.00K	0.00B	0.00B

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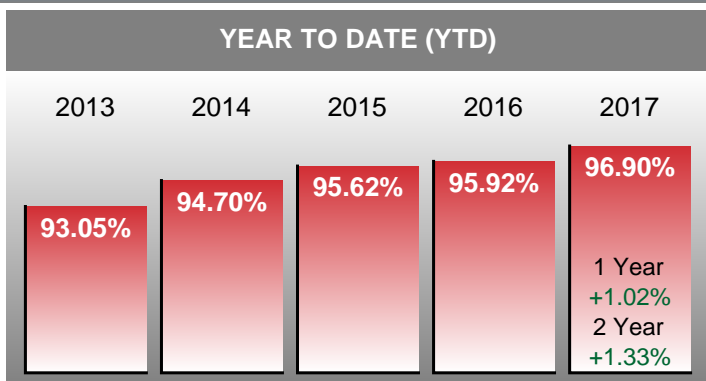
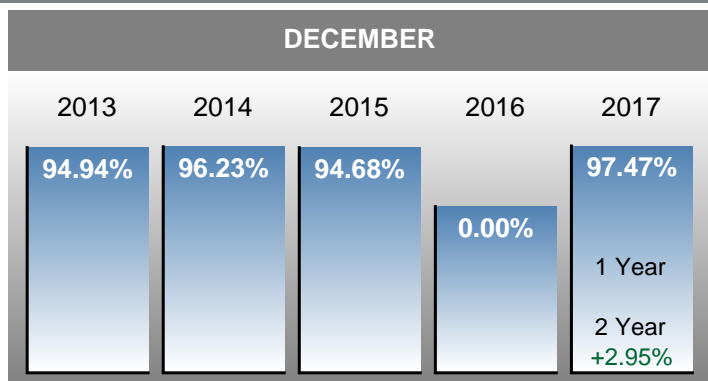


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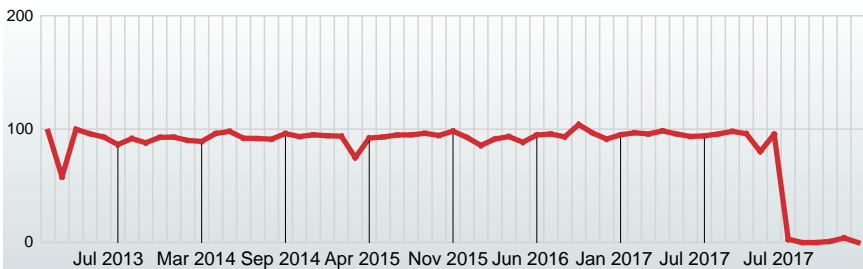
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 76.67%

3 MONTHS

High
Sep 2016 = 106.05%
Low
Dec 2017 = 2.00%
Average Sold/List Ratio
this month at **97.47%**,
above the 5 yr DEC
average of **76.67%**

OCT	97.96%
NOV	82.30%
DEC	18.43%

AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 and up	1	100.00%	97.47%	0.00%	97.47%	0.00%	0.00%
Average Sold/List Ratio			97.50%	0.00%	97.47%	0.00%	0.00%
Total Closed Units		100%	97.50%		1		
Total Closed Volume			191,000	0.00B	191.00K	0.00B	0.00B

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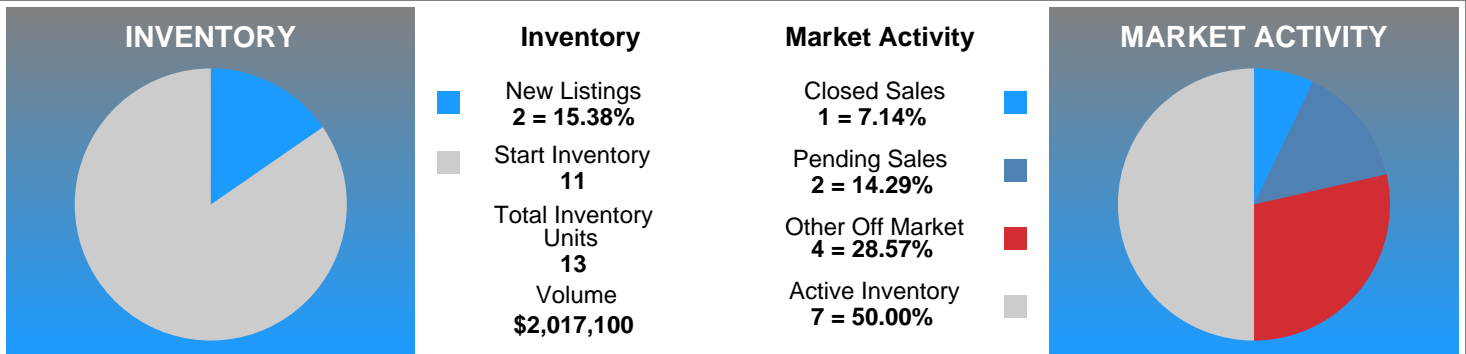


December 2017

Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Condo/Town Property Type



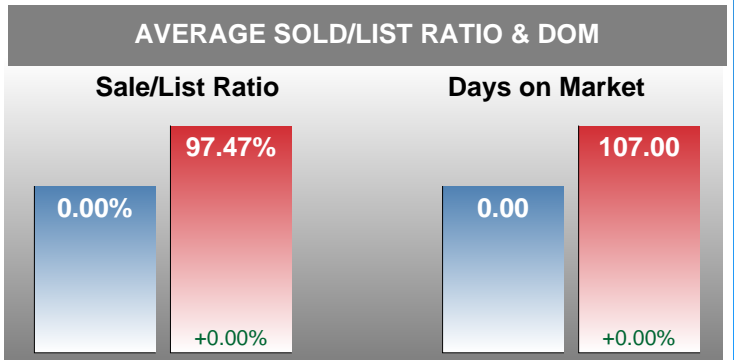
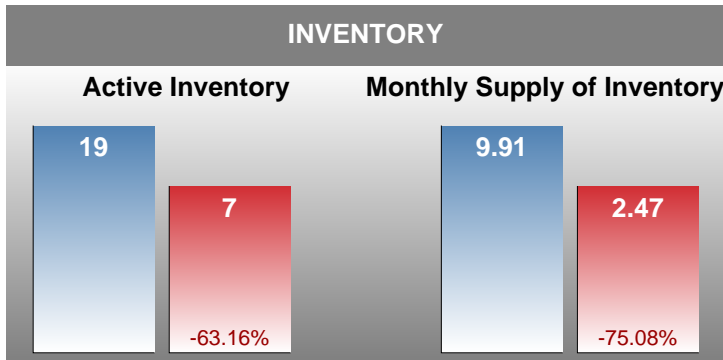
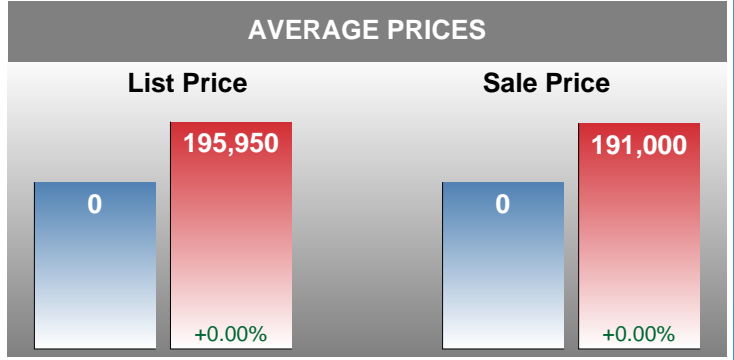
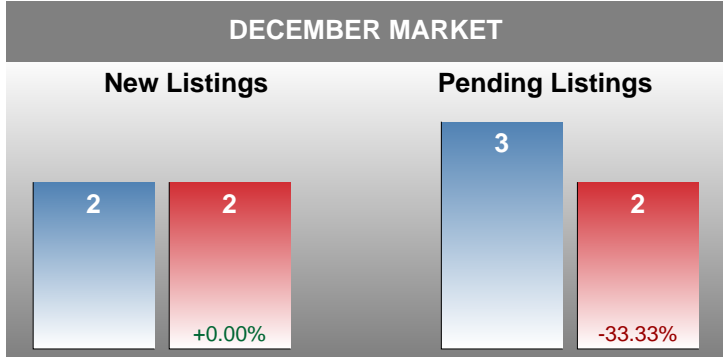
MARKET SUMMARY



Compared Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	0	1	0.00%	23	34	47.83%
Pending Sales	3	2	-33.33%	23	35	52.17%
New Listings	2	2	0.00%	47	45	-4.26%
Average List Price	0	195,950	0.00%	134,861	142,431	5.61%
Average Sale Price	0	191,000	0.00%	127,311	137,430	7.95%
Average Percent of Selling Price to List Price	0.00%	97.47%	0.00%	95.92%	96.90%	1.02%
Average Days on Market to Sale	0.00	107.00	0.00%	82.22	99.53	21.06%
Monthly Inventory	19	7	-63.16%	19	7	-63.16%
Months Supply of Inventory	9.91	2.47	-75.08%	9.91	2.47	-75.08%

Absorption: Last 12 months, an Average of **3** Sales/Month

Inventory on December 31, 2017 = **7** 2016 2017



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