



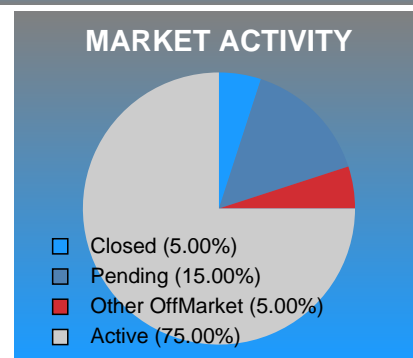
December 2018

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



MONTHLY INVENTORY ANALYSIS

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	1	1	0.00%
Pending Listings	2	3	50.00%
New Listings	2	1	-50.00%
Average List Price	195,950	399,000	103.62%
Average Sale Price	191,000	370,000	93.72%
Average Percent of List Price to Selling Price	97.47%	92.73%	-4.86%
Average Days on Market to Sale	107.00	9.00	-91.59%
End of Month Inventory	10	15	50.00%
Months Supply of Inventory	3.53	6.43	82.14%



Absorption: Last 12 months, an Average of **2** Sales/Month
Active Inventory as of December 31, 2018 = **15**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2018 rose **50.00%** to 15 existing homes available for sale. Over the last 12 months this area has had an average of 2 closed sales per month. This represents an unsold inventory index of **6.43** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **93.72%** in December 2018 to \$370,000 versus the previous year at \$191,000.

Average Days on Market Shortens

The average number of **9.00** days that homes spent on the market before selling decreased by 98.00 days or **91.59%** in December 2018 compared to last year's same month at **107.00** DOM.

Sales Success for December 2018 is Positive

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

There were 1 New Listings in December 2018, down **50.00%** from last year at 2. Furthermore, there were 1 Closed Listings this month versus last year at 1, a **0.00%** decrease.

Closed versus Listed trends yielded a **100.0%** ratio, up from previous year's, December 2017, at **50.0%**, a **100.00%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	1
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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®

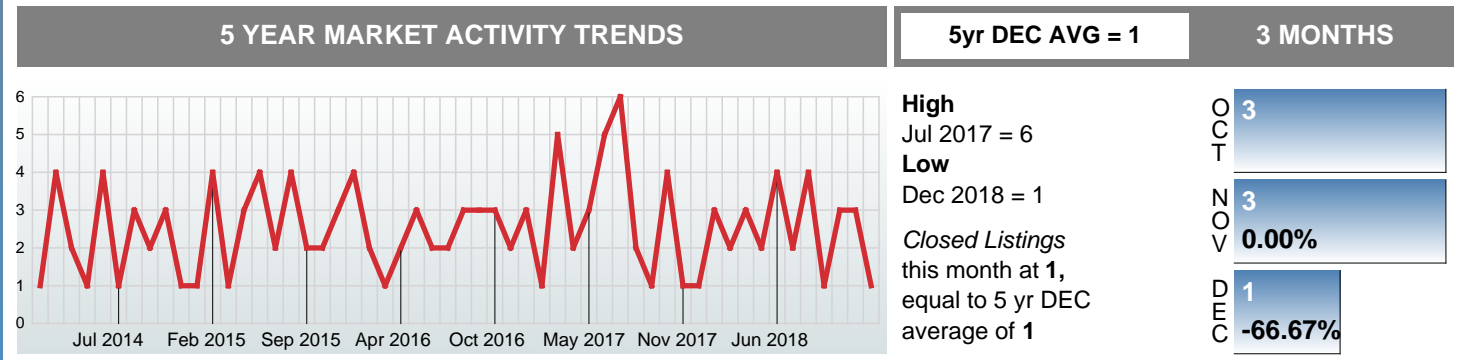
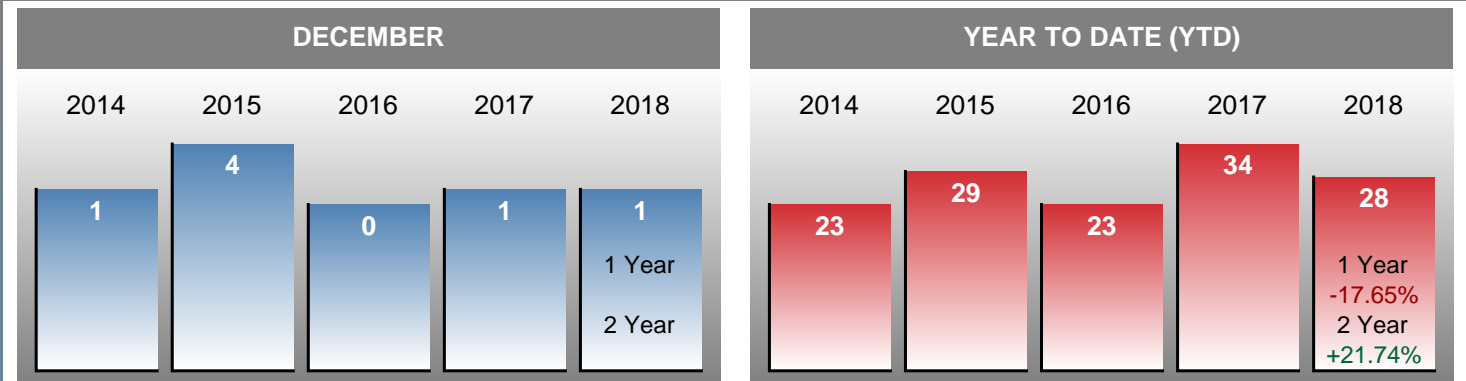


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CLOSED LISTINGS



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$350,000 and less	0	0.00%	0.0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0.0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0.0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0.0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0.0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0.0	0	0	0	0
\$350,001 and up	1	100.00%	9.0	0	0	1	0
Total Closed Units	1			0	0	1	0
Total Closed Volume	370,000	100%	9.0	0.00B	0.00B	370.00K	0.00B
Average Closed Price	\$370,000			\$0	\$0	\$370,000	\$0

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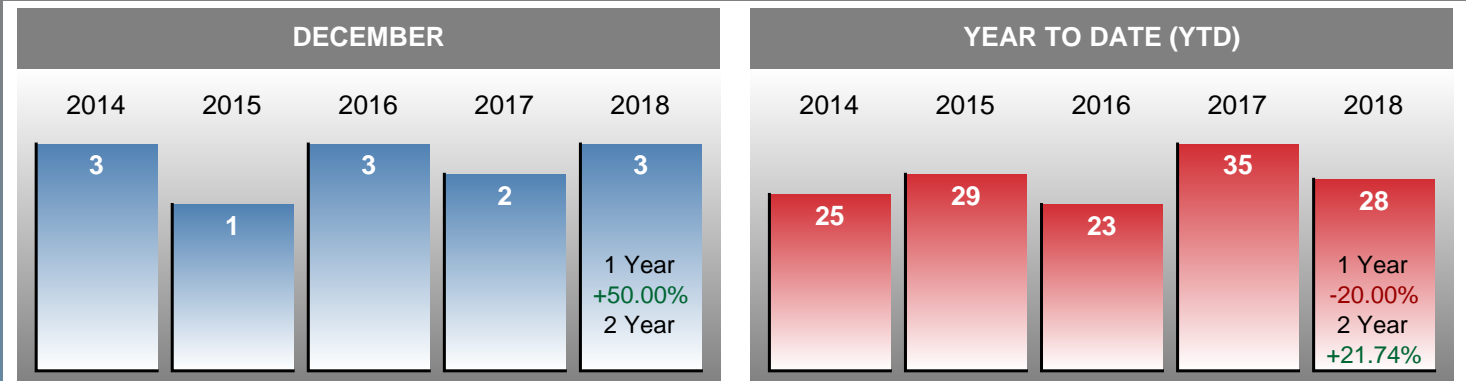


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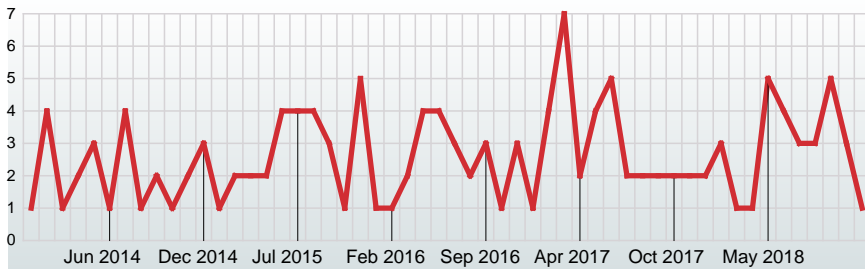
PENDING LISTINGS



5 YEAR MARKET ACTIVITY TRENDS

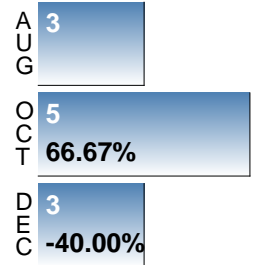
5yr DEC AVG = 2

3 MONTHS



High
Mar 2017 = 7
Low
Dec 2018 = 1

Pending Listings this month at **3**, above the 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
\$60,000 and less	0	0.00%	0.0	0	0	0	0
\$60,001 - \$60,000	0	0.00%	0.0	0	0	0	0
\$60,001 - \$140,000	2	66.67%	63.0	1	0	1	0
\$140,001 - \$140,000	0	0.00%	0.0	0	0	0	0
\$140,001 - \$160,000	0	0.00%	0.0	0	0	0	0
\$160,001 - \$160,000	0	0.00%	0.0	0	0	0	0
\$160,001 and up	1	33.33%	17.0	0	1	0	0
Total Pending Units	3			1	1	1	0
Total Pending Volume	368,000	100%	0.0	140.00K	165.00K	63.00K	0.00B
Average Listing Price	\$0			\$140,000	\$165,000	\$63,000	\$0

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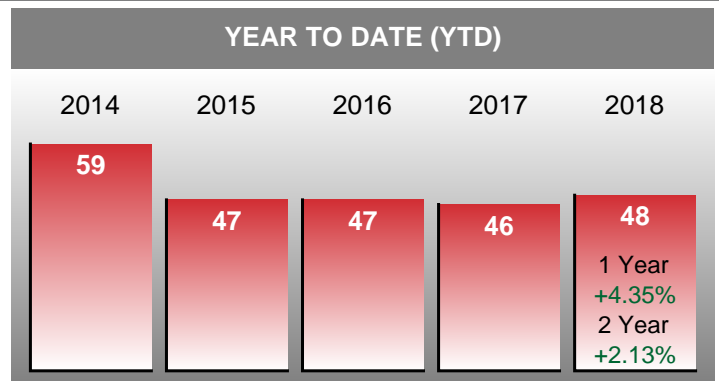
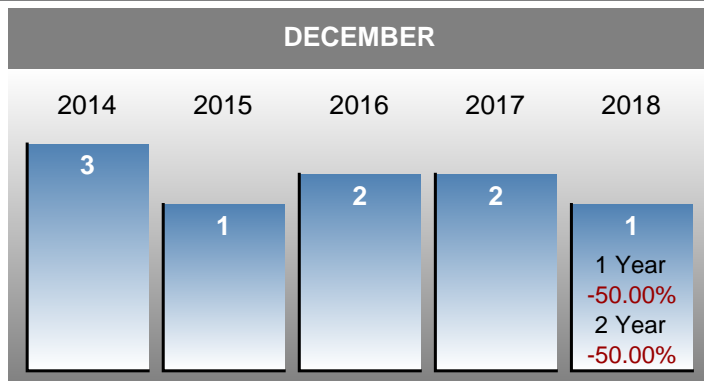


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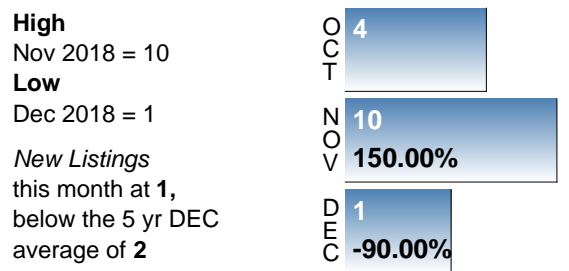
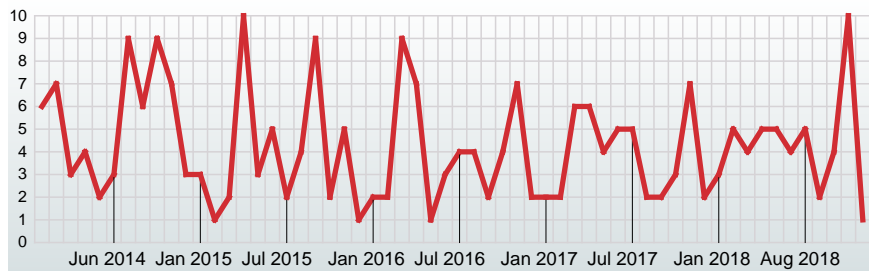


NEW LISTINGS



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 2 3 MONTHS



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$160,000 and less	0	0.00%	0	0	0	0
\$160,001 - \$160,000	0	0.00%	0	0	0	0
\$160,001 - \$160,000	0	0.00%	0	0	0	0
\$160,001 - \$160,000	0	0.00%	0	0	0	0
\$160,001 - \$160,000	0	0.00%	0	0	0	0
\$160,001 - \$160,000	0	0.00%	0	0	0	0
\$160,001 and up	1	100.00%	0	1	0	0
Total New Listed Units	1		0	1	0	0
Total New Listed Volume	167,000	100%	0.00B	167.00K	0.00B	0.00B
Average New Listed Listing Price	\$0		\$0	\$167,000	\$0	\$0

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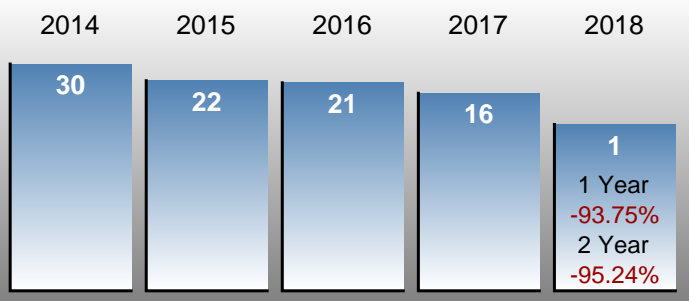
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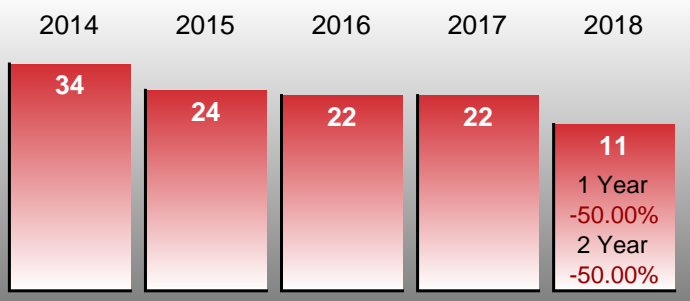


ACTIVE INVENTORY

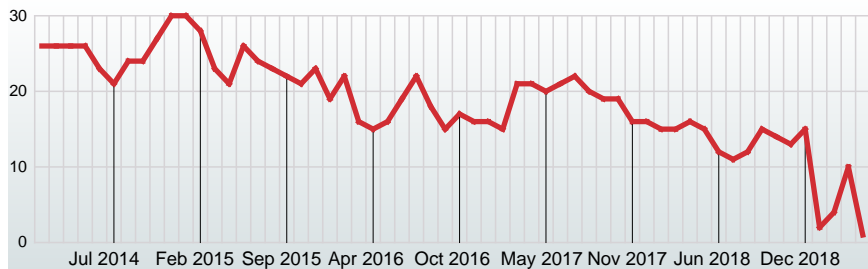
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 18

3 MONTHS

High

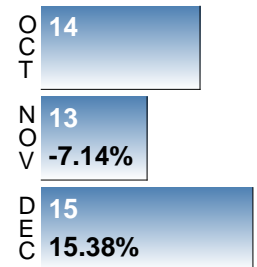
Dec 2014 = 30

Low

Dec 2018 = 1

Inventory

this month at 1,
below the 5 yr DEC
average of 18



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	1	6.67%	62.0	1	0	0	0
\$40,001 - \$60,000	2	13.33%	53.5	2	0	0	0
\$60,001 - \$130,000	2	13.33%	57.5	2	0	0	0
\$130,001 - \$170,000	4	26.67%	100.0	1	3	0	0
\$170,001 - \$170,000	0	0.00%	0.0	0	0	0	0
\$170,001 - \$180,000	4	26.67%	53.0	1	3	0	0
\$180,001 and up	2	13.33%	81.5	1	1	0	0
Total Active Inventory by Units	15			8	7	0	0
Total Active Inventory by Volume	2,114,749	100%	70.6	843.80K	1.27M	0.00B	0.00B
Average Active Inventory Listing Price	\$140,983			\$105,475	\$181,564	\$0	\$0

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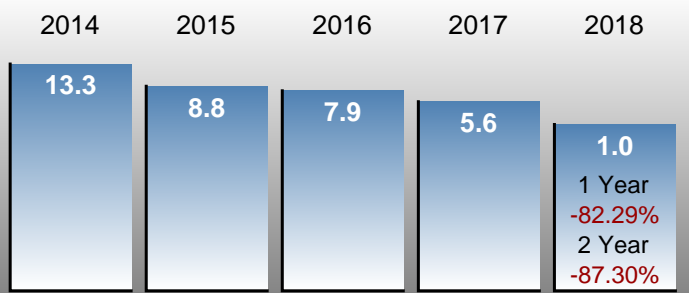
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MONTHS SUPPLY of INVENTORY (MSI)

MSI FOR DECEMBER



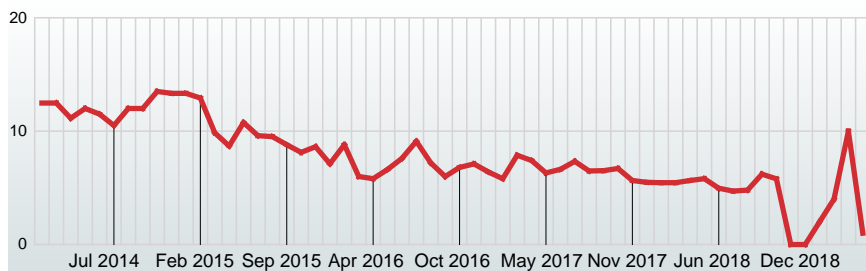
INDICATORS FOR DECEMBER 2018

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 = 7.3

3 MONTHS



High
Oct 2014 = 13.5
Low
Dec 2018 = 0.0
Months Supply
this month at **1.0**,
below the 5 yr DEC
average of **7.3**

OCT	5.8
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
\$25,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$25,001 - \$50,000	2	13.33%	4.8	8.0	0.0	0.0	0.0
\$50,001 - \$125,000	3	20.00%	9.0	18.0	0.0	0.0	0.0
\$125,001 - \$175,000	4	26.67%	6.0	3.0	9.0	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	6	40.00%	6.5	24.0	5.3	0.0	0.0
Market Supply of Inventory (MSI)	6.4	100%	6.4	9.6	5.3	0.0	0.0
Total Active Inventory by Units	15			8	7	0	0

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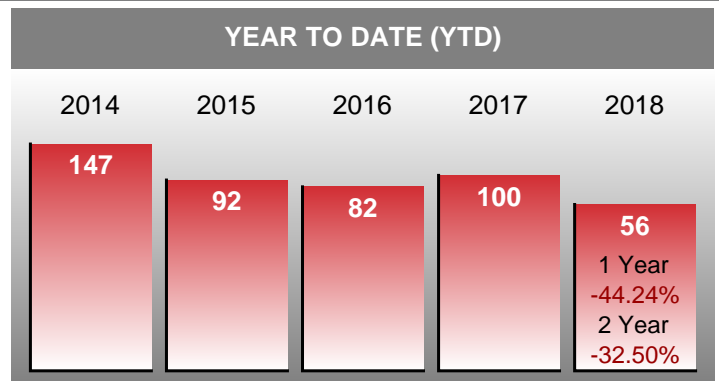
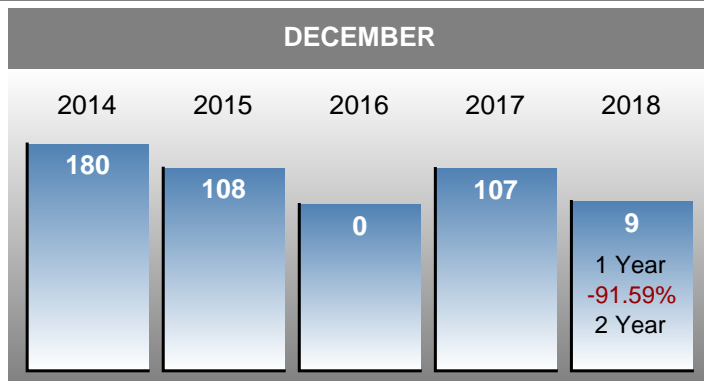


December 2018

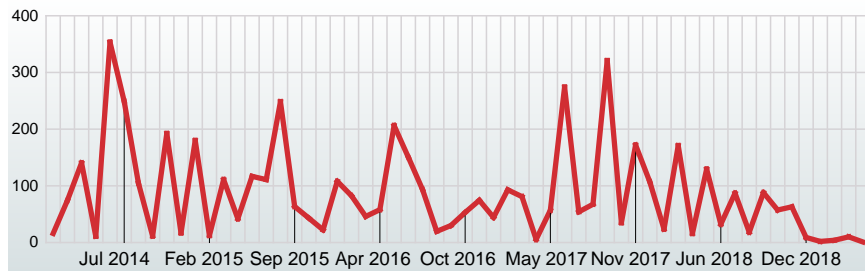
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AVERAGE DAYS ON MARKET TO SALE



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 81

3 MONTHS

High
Jun 2014 = 354
Low
Dec 2018 = 1

Average Days on Market this month at **9**, below the 5 yr DEC average of **81**

OCT	57
NOV	63
DEC	9
Change	9.88%
Change	-85.71%

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
\$350,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$350,001 - \$350,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$350,001 - \$350,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$350,001 - \$350,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$350,001 - \$350,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$350,001 - \$350,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$350,001 - \$350,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$350,001 and up	1	100.00%	9.0	0.0	0.0	9.0	0.0
Average Closed DOM			9.0	0.0	0.0	9.0	0.0
Total Closed Units		100%	9.0			1	
Total Closed Volume			370,000	0.00B	0.00B	370.00K	0.00B

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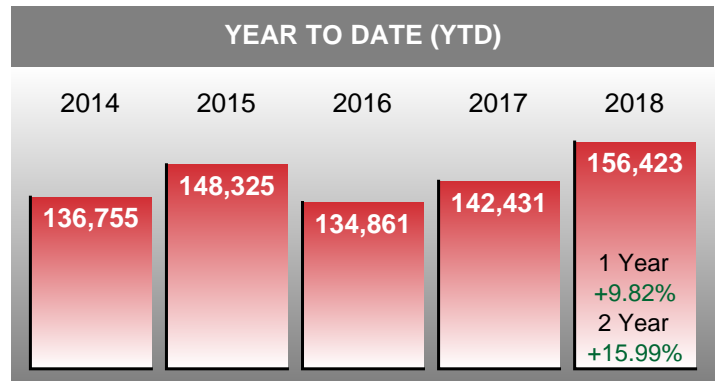
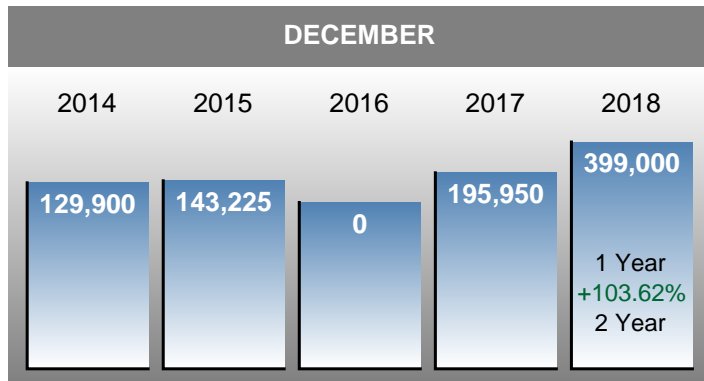


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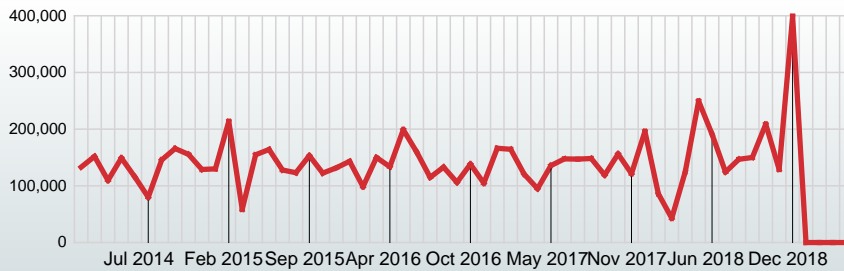
AVERAGE LIST PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 173,615

3 MONTHS



High
Dec 2018 = 399,000
Low
Dec 2018 = 1
Average List Price
this month at **399,000**,
above the 5 yr DEC
average of **173,615**

OCT	208,667
NOV	128,967
DEC	399,000
-38.19%	
209.38%	

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
\$350,000 and less	0	0.00%	0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0	0	0	0	0
\$350,001 and up	1	100.00%	399,000	0	0	399,000	0
Average List Price			399,000	0	0	399,000	0
Total Closed Units			1			1	
Total Closed Volume			399,000	0.00B	0.00B	399.00K	0.00B

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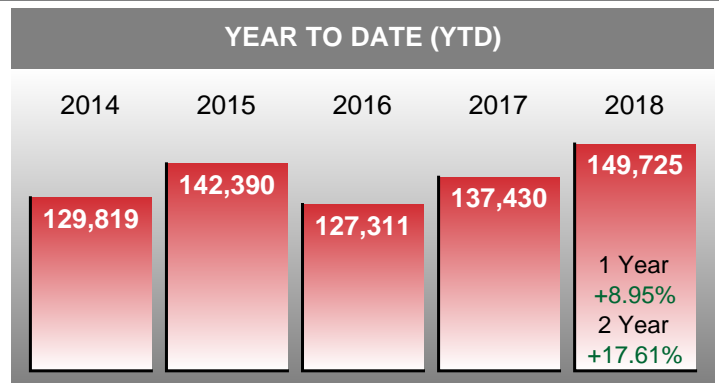
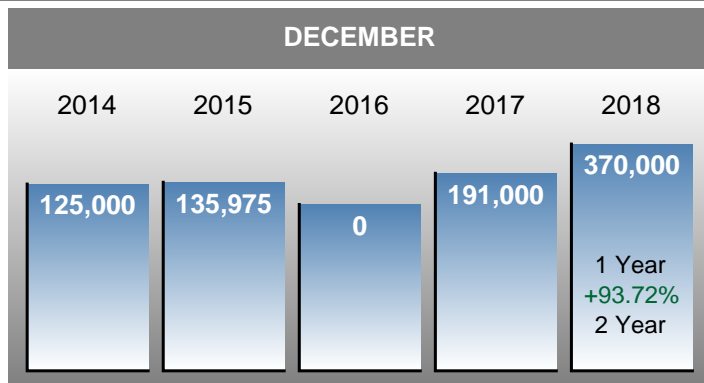


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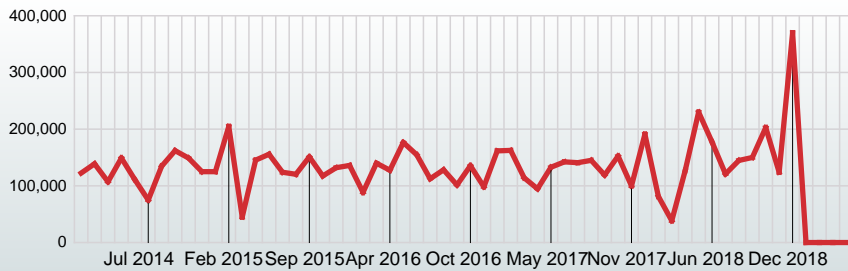
AVERAGE SOLD PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 164,395

3 MONTHS



High
Dec 2018 = 370,000
Low
Dec 2018 = 1
Average Sold Price
this month at **370,000**,
above the 5 yr DEC
average of **164,395**

OCT	202,667
NOV	124,000
DEC	370,000
	-38.82%
	198.39%

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
\$350,000 and less	0	0.00%	0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0	0	0	0	0
\$350,001 - \$350,000	0	0.00%	0	0	0	0	0
\$350,001 and up	1	100.00%	370,000	0	0	370,000	0
Average Sold Price			370,000	0	0	370,000	0
Total Closed Units		100%	370,000			1	
Total Closed Volume			370,000	0.00B	0.00B	370.00K	0.00B

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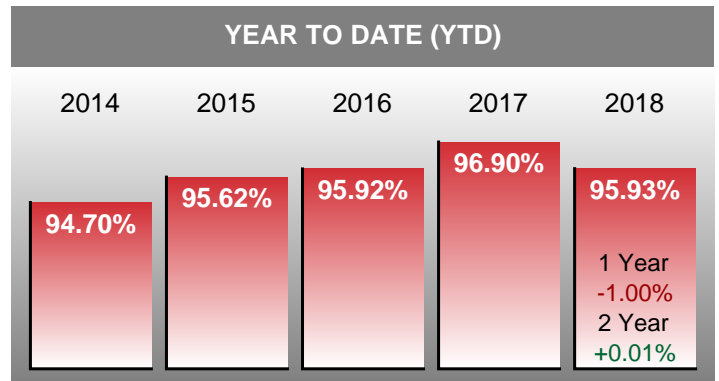
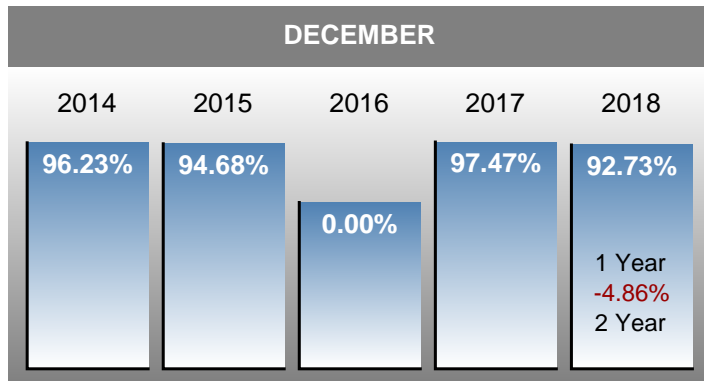


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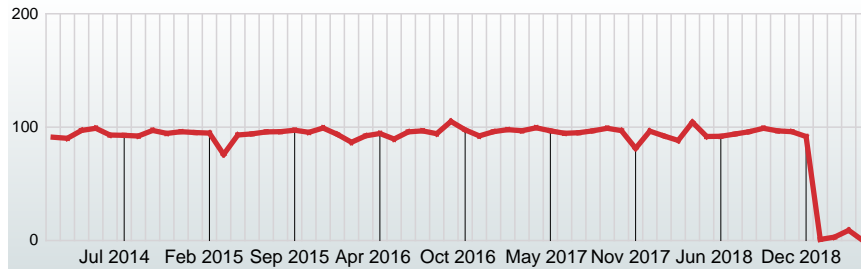
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 76.22%

3 MONTHS

High
Sep 2016 = 106.05%

Low
Dec 2018 = 1.00%

Average Sold/List Ratio this month at **92.73%**, above the 5 yr DEC average of **76.22%**

OCT	97.71%
NOV	97.01%
DEC	92.73%
	-4.41%

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
\$350,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$350,001 \$350,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$350,001 \$350,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$350,001 \$350,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$350,001 \$350,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$350,001 \$350,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$350,001 \$350,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$350,001 and up	1	100.00%	92.73%	0.00%	0.00%	92.73%	0.00%
Average Sold/List Ratio			92.70%	0.00%	0.00%	92.73%	0.00%
Total Closed Units		100%	92.70%			1	
Total Closed Volume			370,000	0.00B	0.00B	370.00K	0.00B

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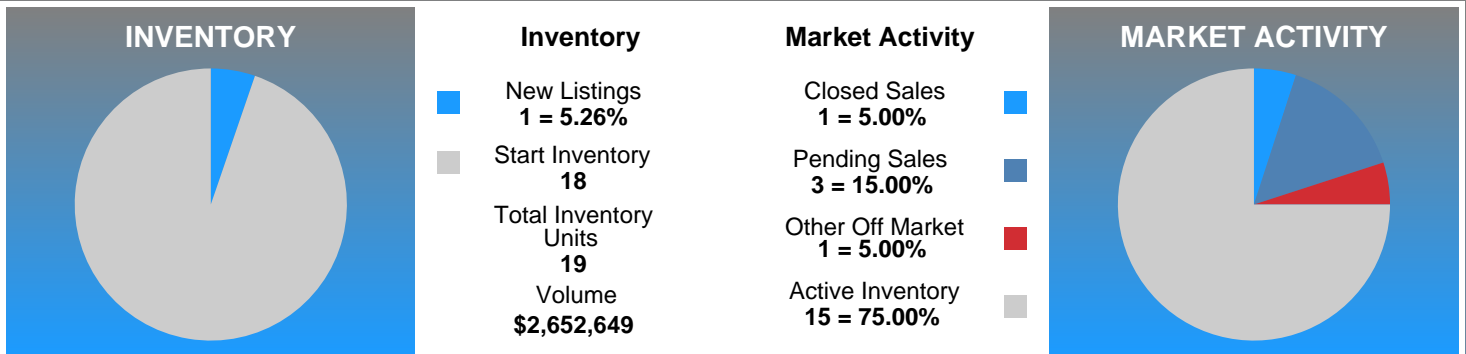


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Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Condo/Town Property Type



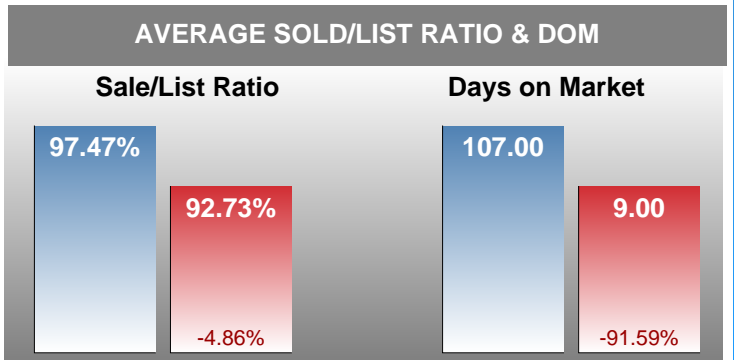
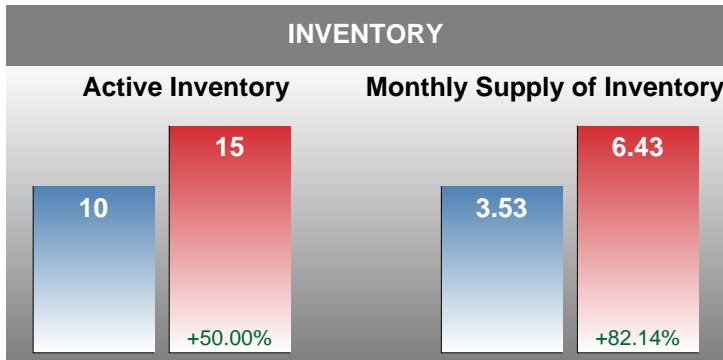
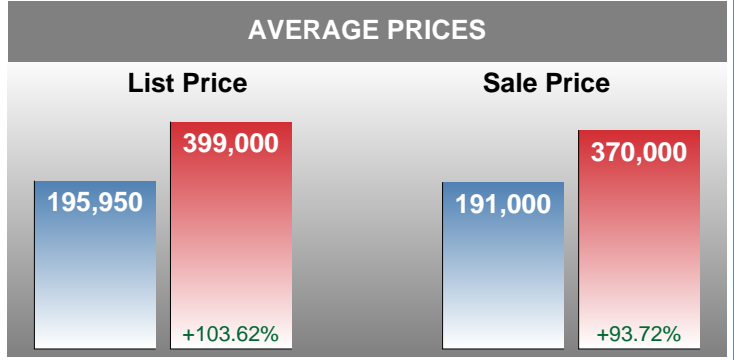
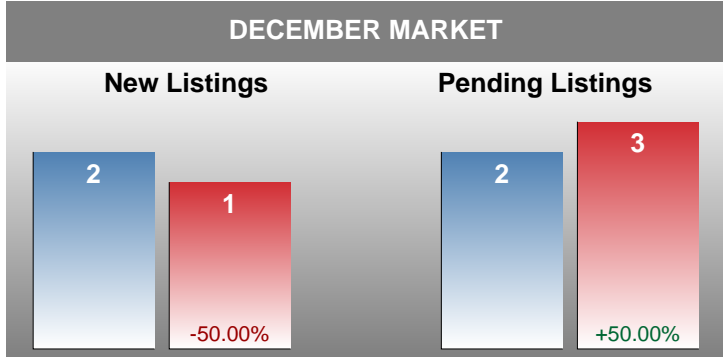
MARKET SUMMARY



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1	1	0.00%	34	28	-17.65%
Pending Sales	2	3	50.00%	35	28	-20.00%
New Listings	2	1	-50.00%	46	48	4.35%
Average List Price	195,950	399,000	103.62%	142,431	156,423	9.82%
Average Sale Price	191,000	370,000	93.72%	137,430	149,725	8.95%
Average Percent of Selling Price to List Price	97.47%	92.73%	-4.86%	96.90%	95.93%	-1.00%
Average Days on Market to Sale	107.00	9.00	-91.59%	99.53	55.50	-44.24%
Monthly Inventory	10	15	50.00%	10	15	50.00%
Months Supply of Inventory	3.53	6.43	82.14%	3.53	6.43	82.14%

Absorption: Last 12 months, an Average of **2** Sales/Month

Inventory on December 31, 2018 = **15** 2017 2018



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