



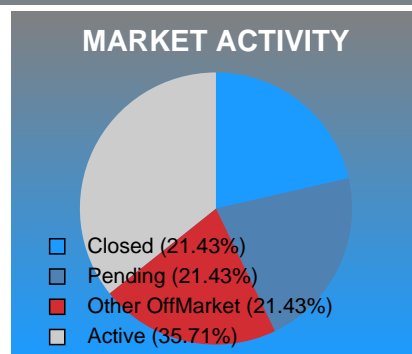
# January 2018

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



## MONTHLY INVENTORY ANALYSIS

Compared Metrics	January		
	2017	2018	+/-%
Closed Listings	3	3	0.00%
Pending Listings	1	3	200.00%
New Listings	2	3	50.00%
Average List Price	166,300	85,967	-48.31%
Average Sale Price	161,650	81,433	-49.62%
Average Percent of List Price to Selling Price	97.01%	93.21%	-3.92%
Average Days on Market to Sale	44.33	23.67	-46.62%
End of Month Inventory	20	5	-75.00%
Months Supply of Inventory	10.00	1.76	-82.35%



**Absorption:** Last 12 months, an Average of **3** Sales/Month  
**Active Inventory** as of January 31, 2018 = **5**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2018 decreased **75.00%** to 5 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 **1.76** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **49.62%** in January 2018 to \$81,433 versus the previous year at \$161,650.

#### Average Days on Market Shortens

The average number of **23.67** days that homes spent on the market before selling decreased by 20.67 days or **46.62%** in January 2018 compared to last year's same month at **44.33** DOM.

#### Sales Success for January 2018 is Positive

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

There were 3 New Listings in January 2018, up **50.00%** from last year at 2. Furthermore, there were 3 Closed Listings this month versus last year at 3, a **0.00%** decrease.

Closed versus Listed trends yielded a **100.0%** ratio, down from previous year's, January 2017, at **150.0%**, a **33.33%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

### 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?

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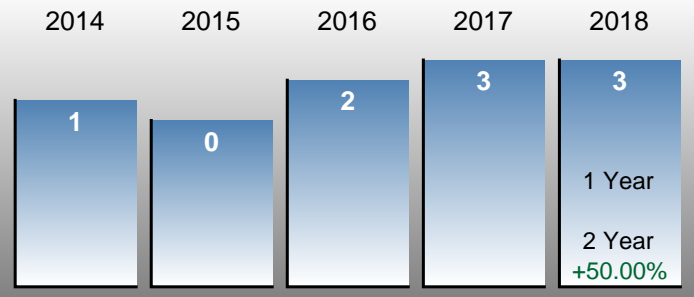
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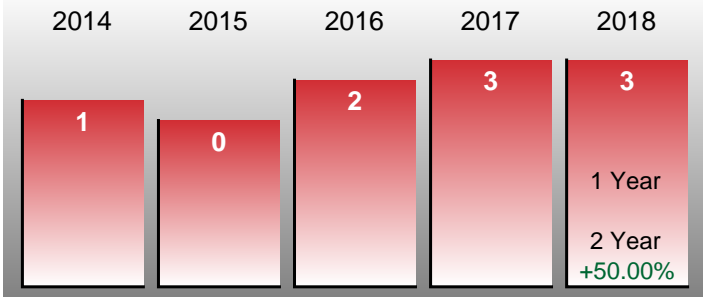


## CLOSED LISTINGS

### JANUARY



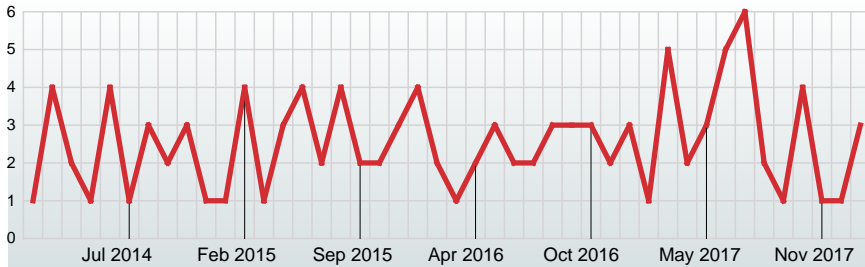
### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 2

3 MONTHS



**High**

Jul 2017 = 6

**Low**

Dec 2017 = 1

Closed Listings this month at **3**, above the 5 yr JAN average of **2**

NOV 1  
DEC 1  
JAN 3

0.00%

200.00%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	0	0.00%	0.0	0	0	0	0
\$40,001 - \$40,000	0	0.00%	0.0	0	0	0	0
\$40,001 - \$50,000	1	33.33%	7.0	0	0	1	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$140,000	1	33.33%	47.0	1	0	0	0
\$140,001 - \$140,000	0	0.00%	0.0	0	0	0	0
\$140,001 and up	1	33.33%	17.0	0	1	0	0
<b>Total Closed Units</b>	<b>3</b>			<b>1</b>	<b>1</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>244,300</b>	<b>100%</b>	<b>23.7</b>	<b>54.00K</b>	<b>145.00K</b>	<b>45.30K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$81,433</b>			<b>\$54,000</b>	<b>\$145,000</b>	<b>\$45,300</b>	<b>\$0</b>

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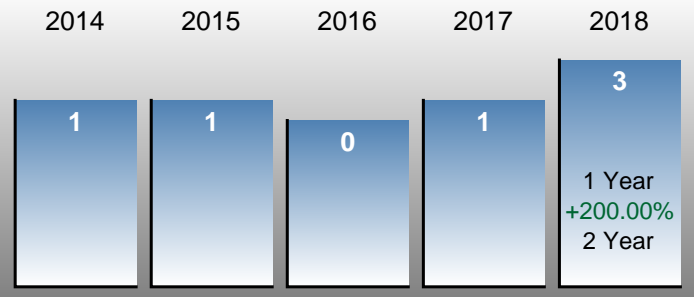
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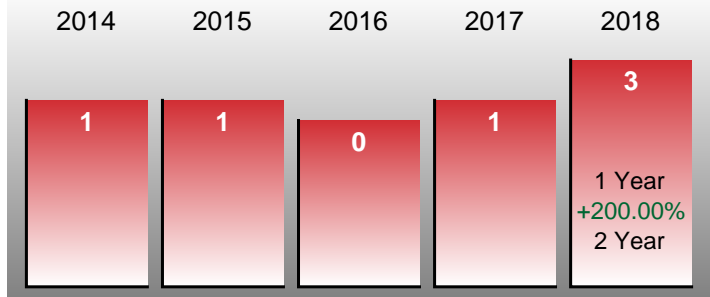


## PENDING LISTINGS

### JANUARY



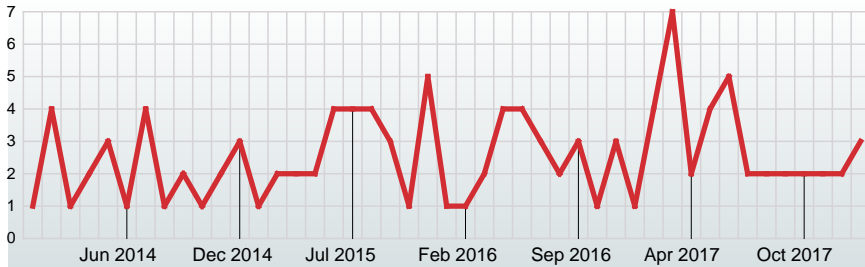
### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 1

3 MONTHS



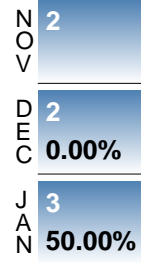
**High**

Mar 2017 = 7

**Low**

Jan 2017 = 1

Pending Listings this month at **3**, above the 5 yr JAN average of **1**



### 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 - \$50,000	1	33.33%	16.0	1	0	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$180,000	1	33.33%	46.0	1	0	0	0
\$180,001 - \$180,000	0	0.00%	0.0	0	0	0	0
\$180,001 and up	1	33.33%	27.0	0	1	0	0
<b>Total Pending Units</b>	<b>3</b>			<b>2</b>	<b>1</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>287,900</b>	<b>100%</b>	<b>46.0</b>	<b>98.00K</b>	<b>189.90K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$59,000</b>			<b>\$49,000</b>	<b>\$189,900</b>	<b>\$0</b>	<b>\$0</b>

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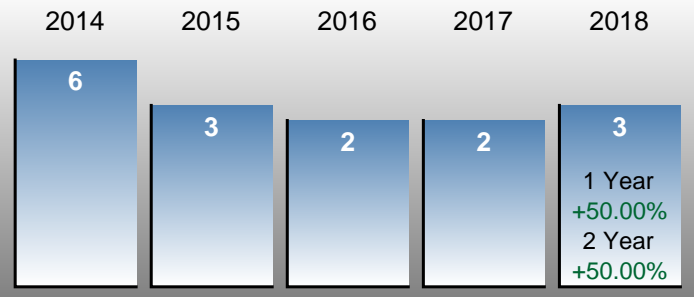
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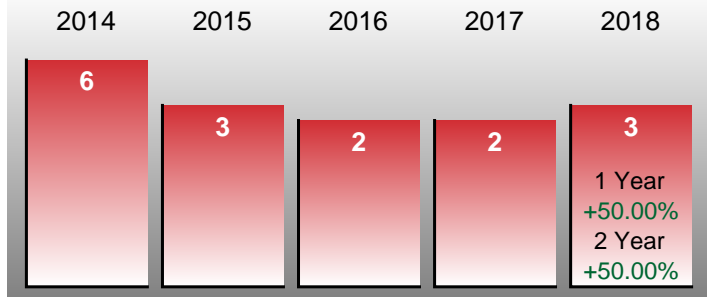


## NEW LISTINGS

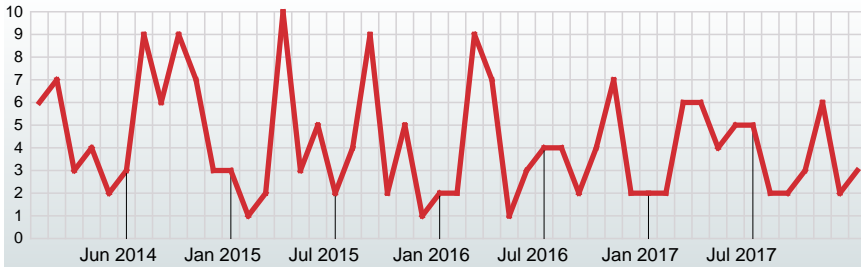
### JANUARY



### YEAR TO DATE (YTD)



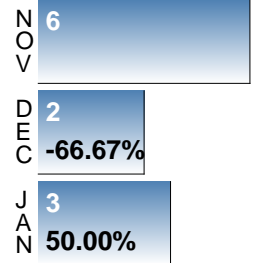
### 5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 3

3 MONTHS

**High**  
Apr 2015 = 10  
**Low**  
May 2016 = 1  
*New Listings*  
this month at **3**,  
equal to 5 yr JAN  
average of **3**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	0	0.00%	0	0	0	0
\$30,001 - \$30,000	0	0.00%	0	0	0	0
\$30,001 - \$150,000	1	33.33%	1	0	0	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0
\$150,001 - \$170,000	1	33.33%	0	0	1	0
\$170,001 - \$170,000	0	0.00%	0	0	0	0
\$170,001 and up	1	33.33%	0	1	0	0
<b>Total New Listed Units</b>	<b>3</b>		<b>1</b>	<b>1</b>	<b>1</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>377,900</b>	<b>100%</b>	<b>39.00K</b>	<b>179.90K</b>	<b>159.00K</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$39,000</b>	<b>\$179,900</b>	<b>\$159,000</b>	<b>\$0</b>

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# January 2018

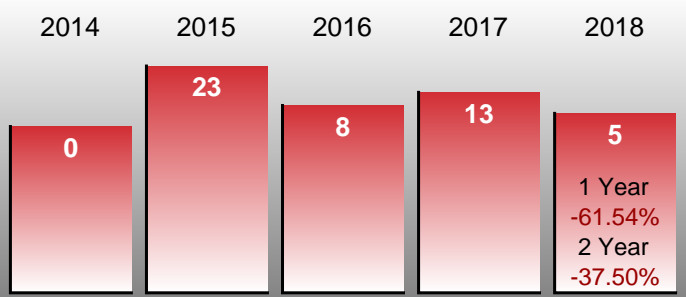
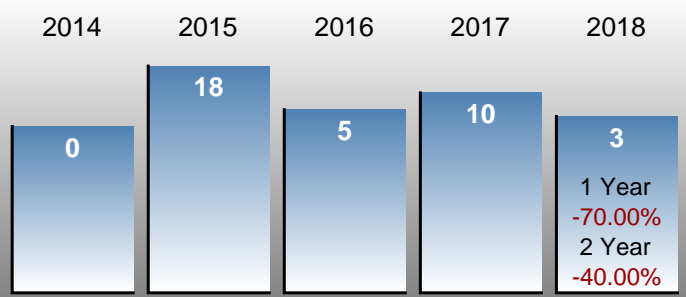
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## ACTIVE INVENTORY

### END OF JANUARY

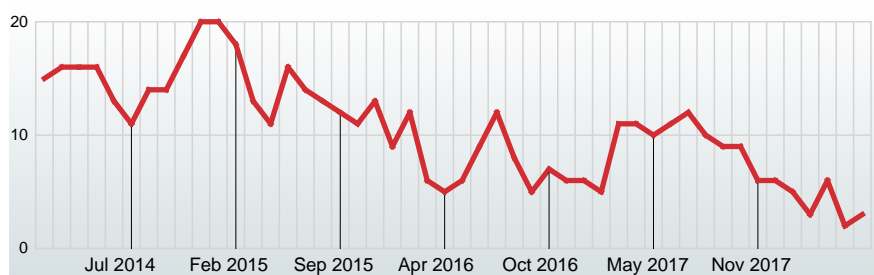
### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 7

3 MONTHS



**High**  
Dec 2014 = 20  
**Low**  
Dec 2017 = 2

*Inventory*  
this month at **3**,  
below the 5 yr JAN  
average of 7

NOV	6
DEC	6 <b>0.00%</b>
JAN	5 <b>-16.67%</b>

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	0	0.00%	0.0	0	0	0	0
\$150,001 - \$175,000	1	20.00%	22.0	0	0	1	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	3	60.00%	40.3	2	1	0	0
\$275,001 and up	1	20.00%	84.0	0	1	0	0
<b>Total Active Inventory by Units</b>	<b>5</b>			<b>2</b>	<b>2</b>	<b>1</b>	<b>0</b>
<b>Total Active Inventory by Volume</b>	<b>975,400</b>	<b>100%</b>	<b>45.4</b>	<b>357.50K</b>	<b>458.90K</b>	<b>159.00K</b>	<b>0.00B</b>
<b>Average Active Inventory Listing Price</b>	<b>\$195,080</b>			<b>\$178,750</b>	<b>\$229,450</b>	<b>\$159,000</b>	<b>\$0</b>

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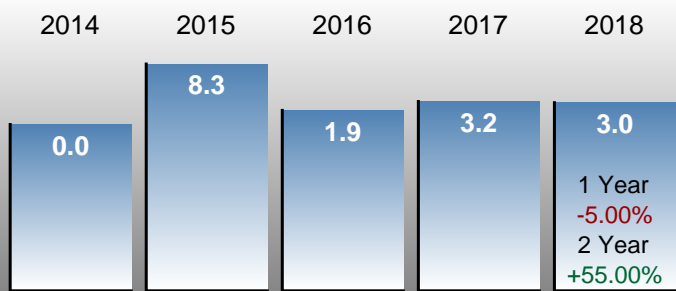
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## MONTHS SUPPLY of INVENTORY (MSI)

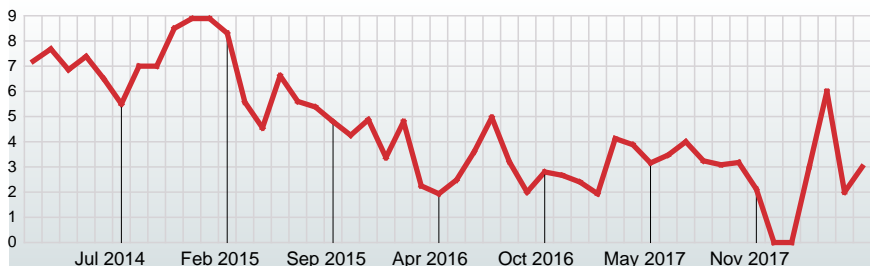
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 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 JAN AVG = 3.3

3 MONTHS

**High**  
Dec 2014 = 8.9  
**Low**  
Jan 2018 = 0.0  
*Months Supply*  
this month at **3.0**,  
equal to 5 yr JAN  
average of **3.3**

NOV	2.1
DEC	0.0
JAN	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
\$150,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$150,001 - \$175,000	1	20.00%	4.0	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 - \$275,000	3	60.00%	6.0	24.0	2.4	0.0	0.0
\$275,001 and up	1	20.00%	0.0	0.0	0.0	0.0	0.0
Market Supply of Inventory (MSI)	1.8	100%	1.8	1.5	1.5	6.0	0.0
Total Active Inventory by Units	5			2	2	1	0

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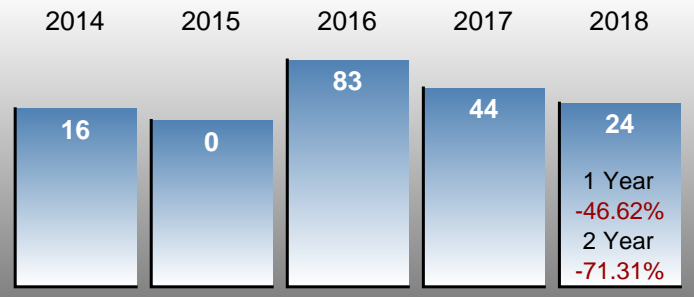
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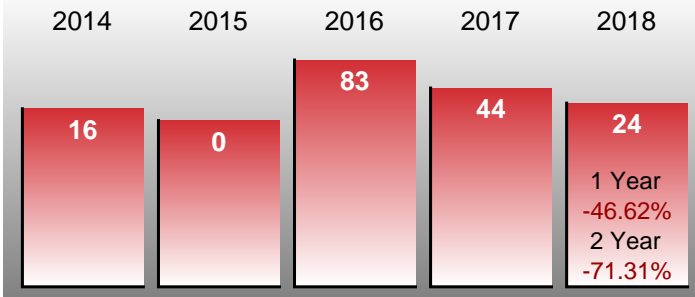


## AVERAGE DAYS ON MARKET TO SALE

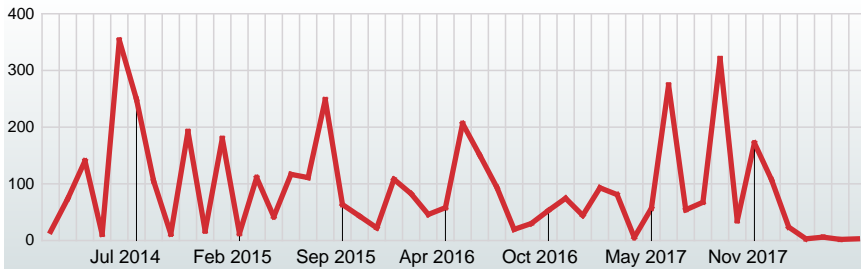
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 33

3 MONTHS

**High**  
Jun 2014 = 354  
**Low**  
Dec 2017 = 2

*Average Days on Market*  
this month at **24**,  
below the 5 yr JAN  
average of **33**

NOV	172
DEC	107 -37.79%
JAN	24 -77.88%

### 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
\$40,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$40,001 - \$40,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$40,001 - \$50,000	1	33.33%	7.0	0.0	0.0	7.0	0.0
\$50,001 - \$50,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$50,001 - \$140,000	1	33.33%	47.0	47.0	0.0	0.0	0.0
\$140,001 - \$140,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$140,001 and up	1	33.33%	17.0	0.0	17.0	0.0	0.0
<b>Average Closed DOM</b>			23.7	47.0	17.0	7.0	0.0
<b>Total Closed Units</b>		100%	23.7	1	1	1	
<b>Total Closed Volume</b>			244,300	54.00K	145.00K	45.30K	0.00B

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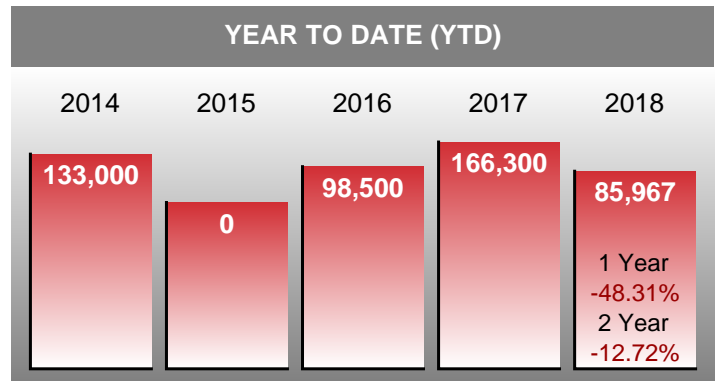
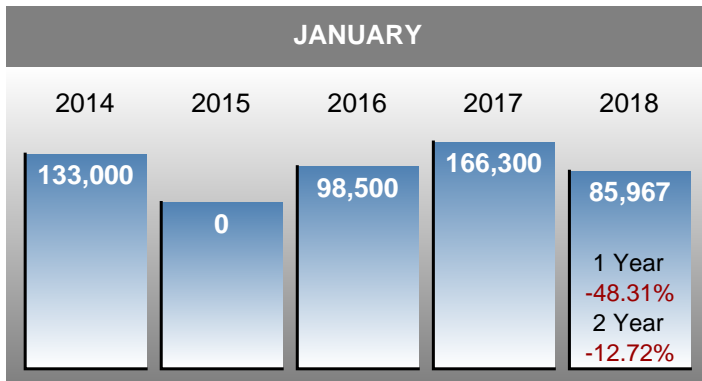


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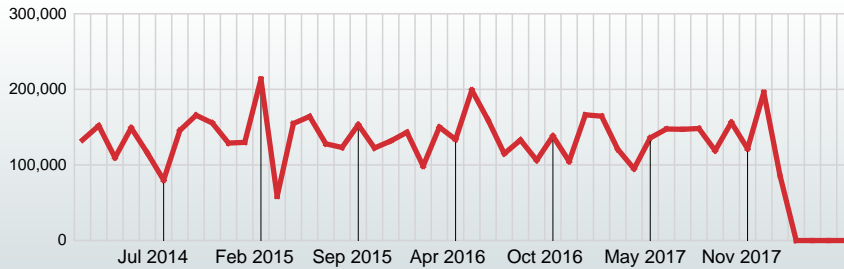


## AVERAGE LIST PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JAN AVG = 96,753**      **3 MONTHS**



**High**  
Feb 2015 = 213,588  
**Low**  
Dec 2017 = 2  
*Average List Price*  
this month at **85,967**,  
below the 5 yr JAN  
average of **96,753**

NOV	121,500
DEC	195,950
JAN	85,967
	<b>61.28%</b>
	<b>-56.13%</b>

## 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
\$40,000 and less	0	0.00%	0	0	0	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0	0
\$40,001 - \$50,000	1	33.33%	49,900	0	0	49,900	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$140,000	1	33.33%	59,000	59,000	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 and up	1	33.33%	149,000	0	149,000	0	0
<b>Average List Price</b>			85,967	59,000	149,000	49,900	0
<b>Total Closed Units</b>		100%	85,967	1	1	1	
<b>Total Closed Volume</b>			257,900	59.00K	149.00K	49.90K	0.00B

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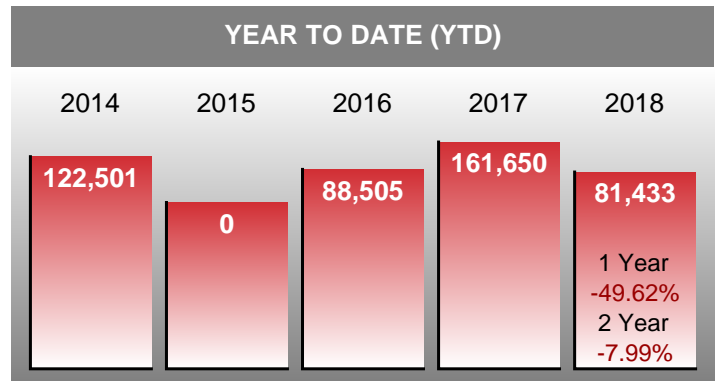
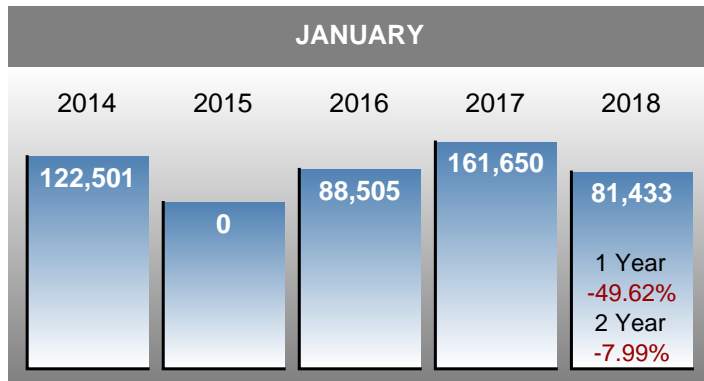


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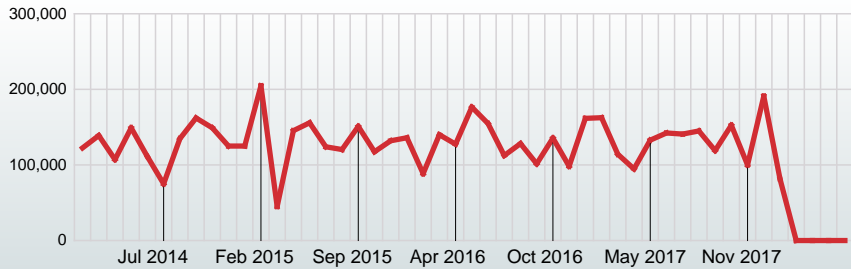


## AVERAGE SOLD PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JAN AVG = 90,818**      **3 MONTHS**



**High**  
Feb 2015 = 204,750  
**Low**  
Dec 2017 = 2  
*Average Sold Price*  
this month at **81,433**,  
below the 5 yr JAN  
average of **90,818**

NOV	100,000
DEC	191,000
JAN	81,433
	<b>-57.36%</b>

## 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
\$40,000 and less	0	0.00%	0	0	0	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0	0
\$40,001 - \$50,000	1	33.33%	45,300	0	0	45,300	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$140,000	1	33.33%	54,000	54,000	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 and up	1	33.33%	145,000	0	145,000	0	0
<b>Average Sold Price</b>			81,433	54,000	145,000	45,300	0
<b>Total Closed Units</b>		100%	81,433	1	1	1	
<b>Total Closed Volume</b>			244,300	54.00K	145.00K	45.30K	0.00B

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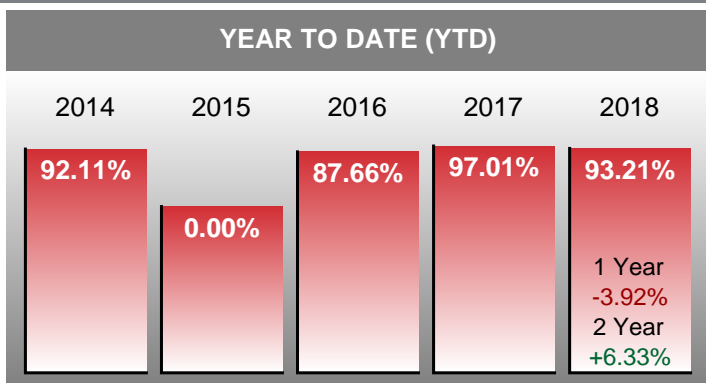
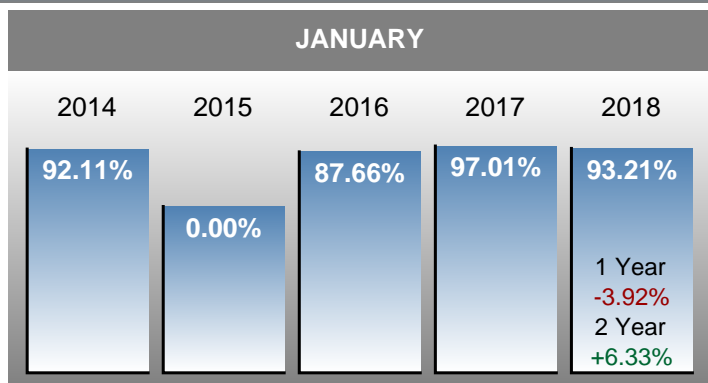
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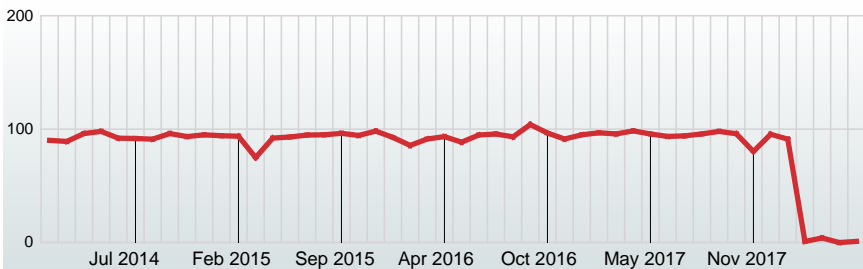
Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Condo/Town Property Type



## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 74.00%

3 MONTHS

**High**  
Sep 2016 = 106.05%

**Low**  
Dec 2017 = 2.00%

Average Sold/List Ratio this month at **93.21%**, above the 5 yr JAN average of **74.00%**

NOV	82.30%
DEC	97.47%
JAN	18.43%
JAN	93.21%
JAN	-4.38%

## 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
\$40,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$40,001 \$40,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$40,001 \$50,000	1	33.33%	90.78%	0.00%	0.00%	90.78%	0.00%
\$50,001 \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 \$140,000	1	33.33%	91.53%	91.53%	0.00%	0.00%	0.00%
\$140,001 \$140,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$140,001 and up	1	33.33%	97.32%	0.00%	97.32%	0.00%	0.00%
Average Sold/List Ratio			93.20%	91.53%	97.32%	90.78%	0.00%
Total Closed Units		100%	93.20%	1	1	1	
Total Closed Volume			244,300	54.00K	145.00K	45.30K	0.00B

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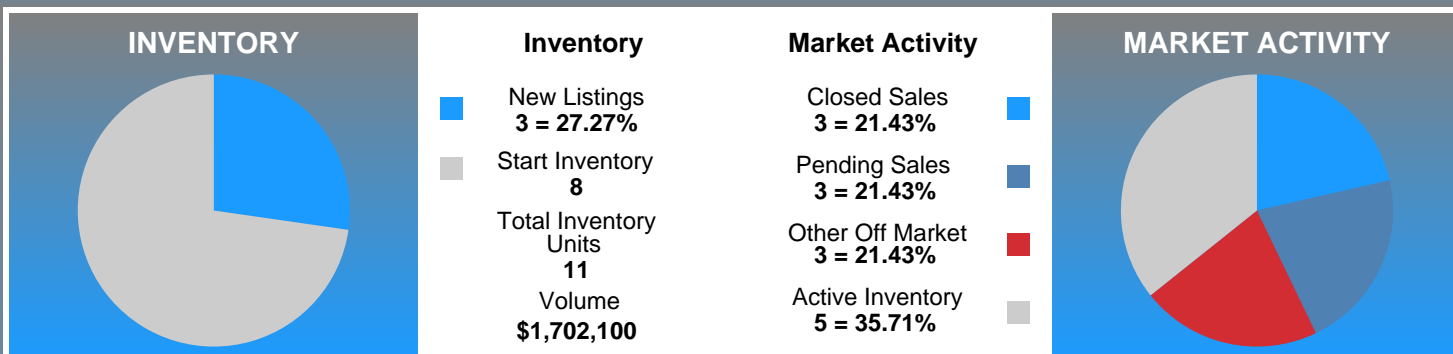


# January 2018

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



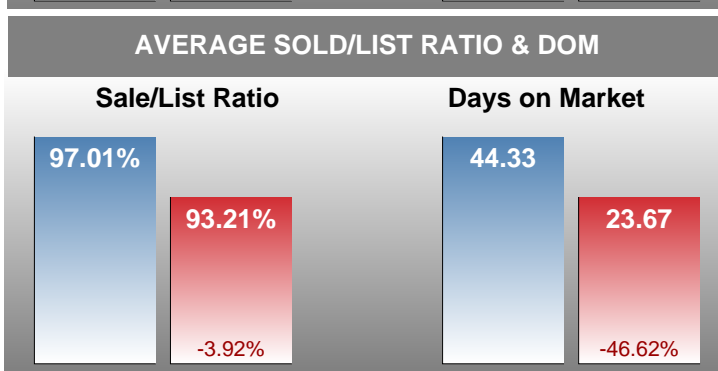
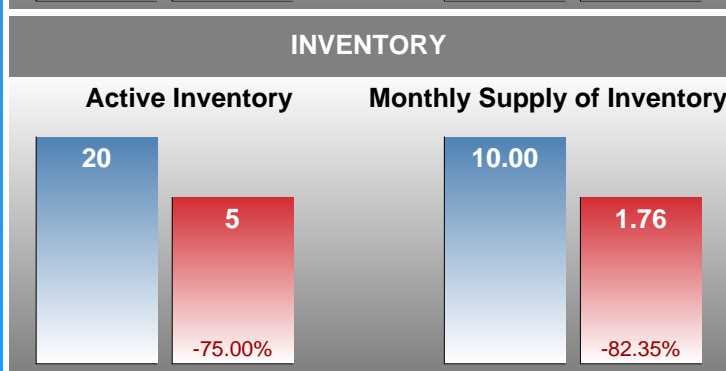
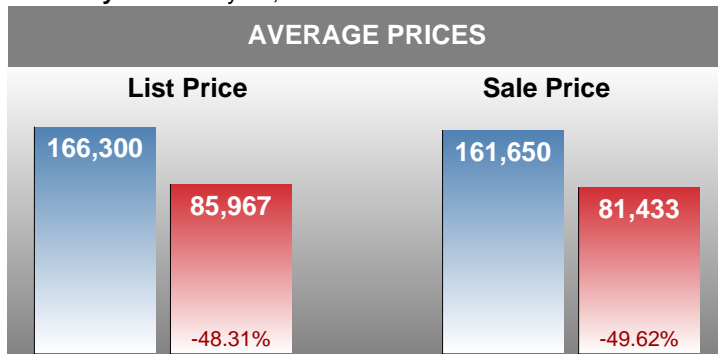
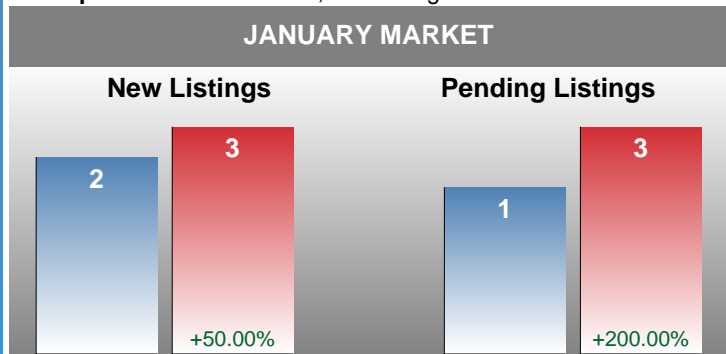
## MARKET SUMMARY



Compared Metrics	January			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	3	3	0.00%	3	3	0.00%
Pending Sales	1	3	200.00%	1	3	200.00%
New Listings	2	3	50.00%	2	3	50.00%
Average List Price	166,300	85,967	-48.31%	166,300	85,967	-48.31%
Average Sale Price	161,650	81,433	-49.62%	161,650	81,433	-49.62%
Average Percent of Selling Price to List Price	97.01%	93.21%	-3.92%	97.01%	93.21%	-3.92%
Average Days on Market to Sale	44.33	23.67	-46.62%	44.33	23.67	-46.62%
Monthly Inventory	20	5	-75.00%	20	5	-75.00%
Months Supply of Inventory	10.00	1.76	-82.35%	10.00	1.76	-82.35%

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

**Inventory on January 31, 2018 = 5** 2017 **2018**



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