

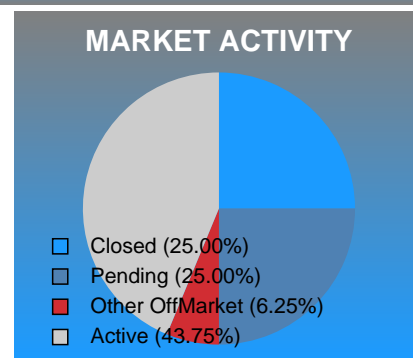
February 2019

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



MONTHLY INVENTORY ANALYSIS

Compared Metrics	February		
	2018	2019	+/-%
Closed Listings	2	4	100.00%
Pending Listings	1	4	300.00%
New Listings	5	2	-60.00%
Average List Price	42,950	129,963	202.59%
Average Sale Price	38,500	130,300	238.44%
Average Percent of List Price to Selling Price	89.26%	100.42%	12.51%
Average Days on Market to Sale	171.00	46.00	-73.10%
End of Month Inventory	9	7	-22.22%
Months Supply of Inventory	3.09	3.00	-2.78%



Absorption: Last 12 months, an Average of **2** Sales/Month
Active Inventory as of February 28, 2019 = **7**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2019 decreased **22.22%** to 7 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 **3.00** 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 **238.44%** in February 2019 to \$130,300 versus the previous year at \$38,500.

Average Days on Market Shortens

The average number of **46.00** days that homes spent on the market before selling decreased by 125.00 days or **73.10%** in February 2019 compared to last year's same month at **171.00** DOM.

Sales Success for February 2019 is Positive

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

There were 2 New Listings in February 2019, down **60.00%** from last year at 5. Furthermore, there were 4 Closed Listings this month versus last year at 2, a **100.00%** increase.

Closed versus Listed trends yielded a **200.0%** ratio, up from previous year's, February 2018, at **40.0%**, a **400.00%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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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®

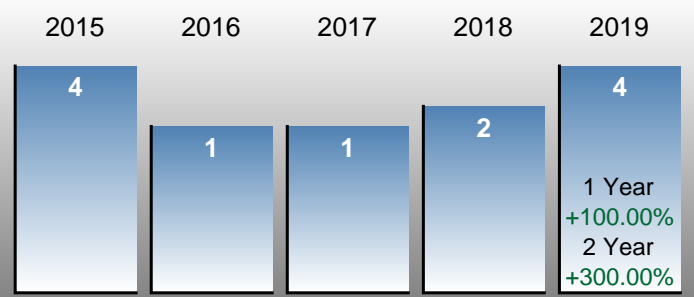
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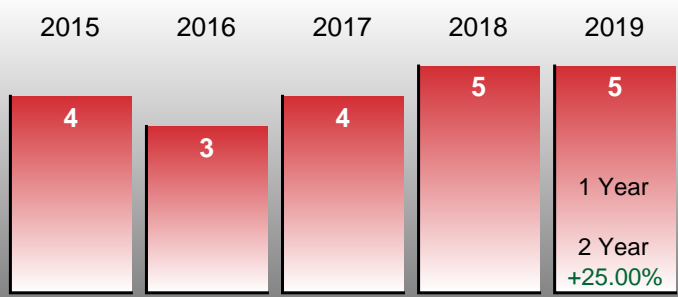


CLOSED LISTINGS

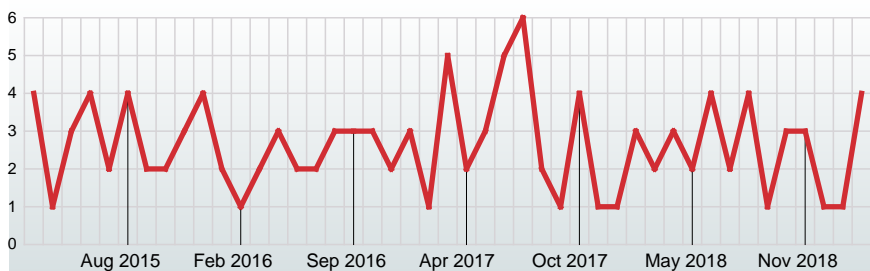
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

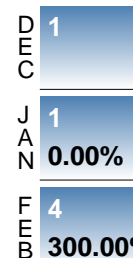


5yr FEB AVG = 2

3 MONTHS

High
Jul 2017 = 6
Low
Jan 2019 = 1

Closed Listings this month at 4, above the 5 yr FEB average of 2



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed 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 - \$100,000	1	25.00%	85.0	0	0	1	0
\$100,001 - \$160,000	1	25.00%	42.0	1	0	0	0
\$160,001 - \$180,000	1	25.00%	11.0	0	1	0	0
\$180,001 - \$180,000	0	0.00%	0.0	0	0	0	0
\$180,001 and up	1	25.00%	46.0	1	0	0	0
Total Closed Units	4			2	1	1	0
Total Closed Volume	521,200	100%	46.0	294.70K	163.50K	63.00K	0.00B
Average Closed Price	\$130,300			\$147,350	\$163,500	\$63,000	\$0

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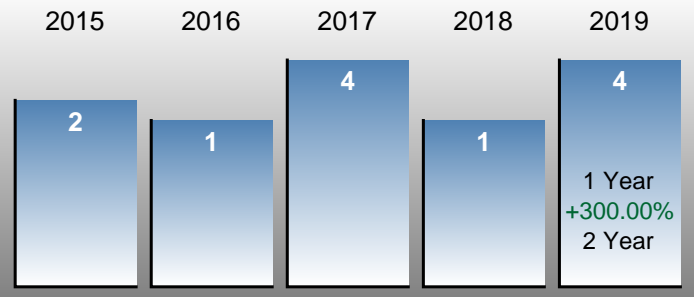
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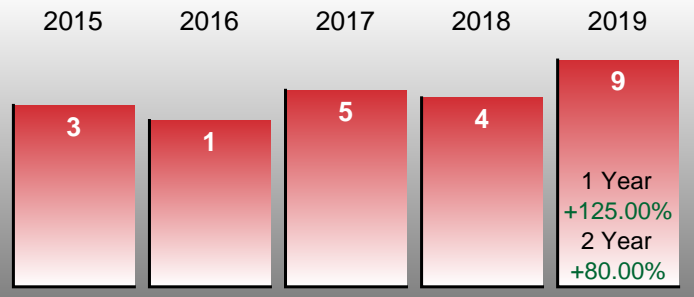


PENDING LISTINGS

FEBRUARY



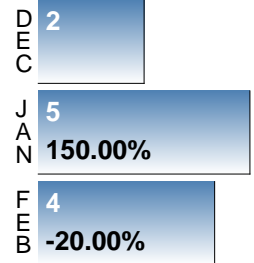
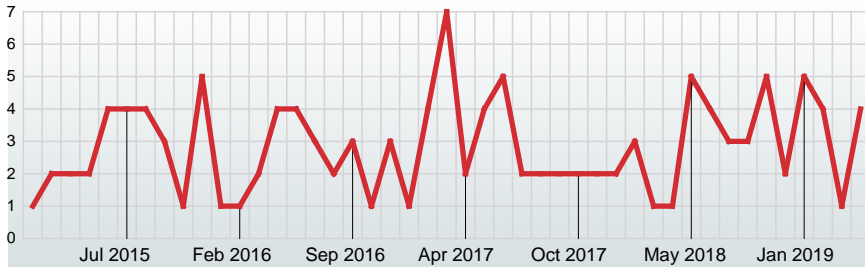
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 2

3 MONTHS



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 - \$40,000	1	25.00%	27.0	0	1	0	0
\$40,001 - \$140,000	1	25.00%	104.0	1	0	0	0
\$140,001 - \$170,000	1	25.00%	109.0	0	1	0	0
\$170,001 - \$170,000	0	0.00%	0.0	0	0	0	0
\$170,001 and up	1	25.00%	2.0	0	1	0	0
Total Pending Units	4			1	3	0	0
Total Pending Volume	407,000	100%	0.0	45.00K	362.00K	0.00B	0.00B
Average Listing Price	\$0			\$45,000	\$120,667	\$0	\$0

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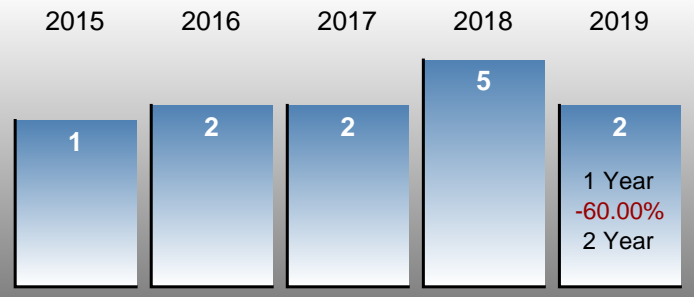
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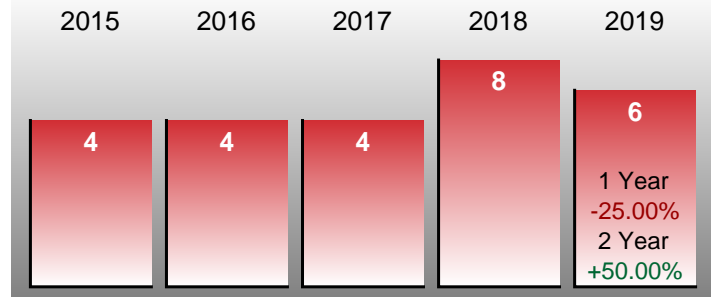


NEW LISTINGS

FEBRUARY



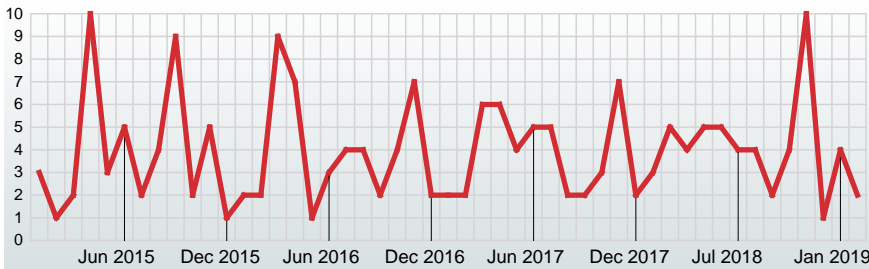
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 2

3 MONTHS



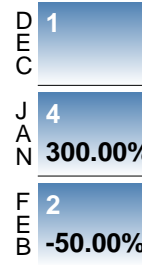
High

Nov 2018 = 10

Low

Dec 2018 = 1

New Listings this month at 2, equal to 5 yr FEB 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 - \$170,000	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 and up	2	100.00%	0	1	1	0
Total New Listed Units	2		0	1	1	0
Total New Listed Volume	358,950	100%	0.00B	179.00K	179.95K	0.00B
Average New Listed Listing Price	\$0		\$0	\$179,000	\$179,950	\$0

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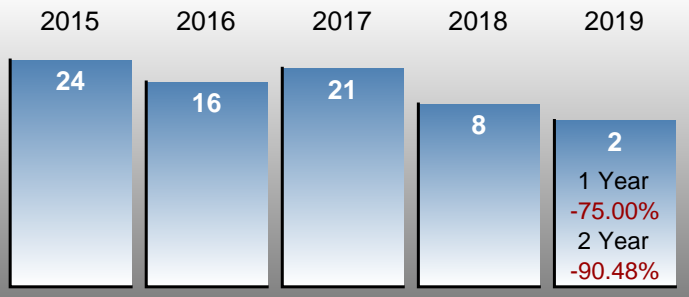
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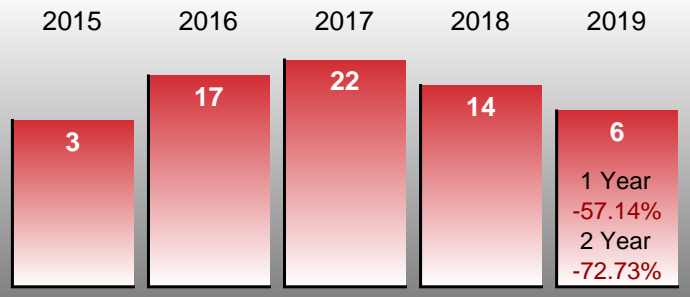


ACTIVE INVENTORY

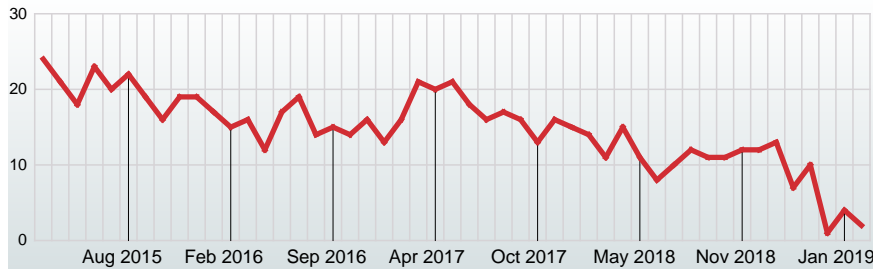
END OF FEBRUARY



ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS

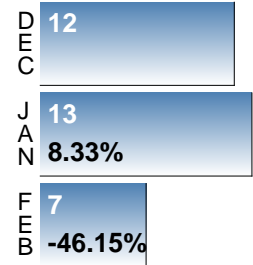


5yr FEB AVG = 14

3 MONTHS

High
Feb 2015 = 24
Low
Dec 2018 = 1

Inventory
this month at **2**,
below the 5 yr FEB
average of **14**



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 - \$130,000	1	14.29%	118.0	1	0	0	0
\$130,001 - \$150,000	1	14.29%	55.0	0	1	0	0
\$150,001 - \$170,000	2	28.57%	161.0	2	0	0	0
\$170,001 - \$170,000	0	0.00%	0.0	0	0	0	0
\$170,001 - \$170,000	0	0.00%	0.0	0	0	0	0
\$170,001 and up	3	42.86%	54.0	0	2	1	0
Total Active Inventory by Units	7			3	3	1	0
Total Active Inventory by Volume	1,046,349	100%	93.9	369.95K	496.45K	179.95K	0.00B
Average Active Inventory Listing Price	\$149,478			\$123,316	\$165,483	\$179,950	\$0

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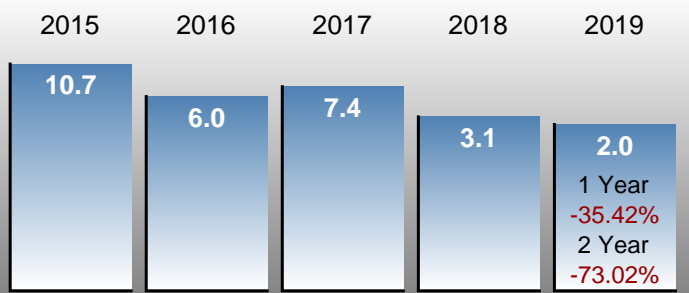
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MONTHS SUPPLY of INVENTORY (MSI)

MSI FOR FEBRUARY



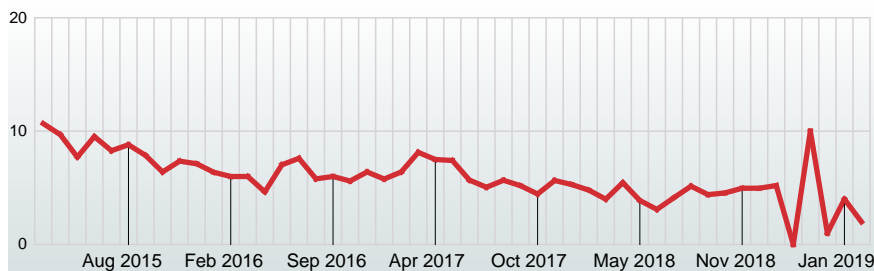
INDICATORS FOR FEBRUARY 2019

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 FEB AVG = 5.8

3 MONTHS



High
Feb 2015 = 10.7
Low
Feb 2019 = 0.0
Months Supply
this month at **2.0**,
below the 5 yr FEB
average of **5.8**

DEC	5.0
JAN	5.2
FEB	4.72%
FEB	0.0
FEB	-100.00%

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 - \$125,000	1	14.29%	2.4	6.0	0.0	0.0	0.0
\$125,001 - \$150,000	1	14.29%	2.0	0.0	6.0	0.0	0.0
\$150,001 - \$175,000	2	28.57%	8.0	24.0	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	3	42.86%	3.0	0.0	2.7	12.0	0.0
Market Supply of Inventory (MSI)	3.0	100%	3.0	3.3	2.4	6.0	0.0
Total Active Inventory by Units	7			3	3	1	0

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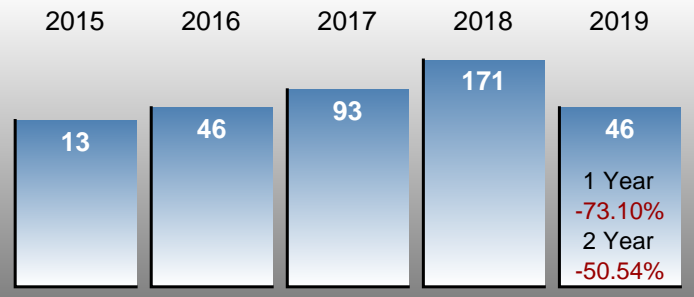
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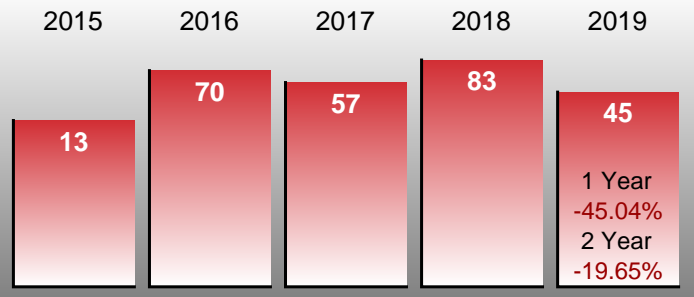


AVERAGE DAYS ON MARKET TO SALE

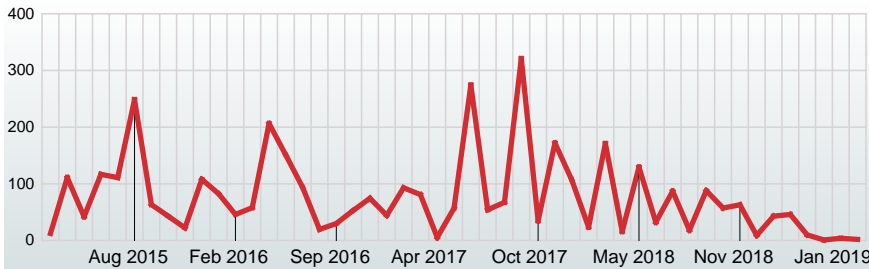
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

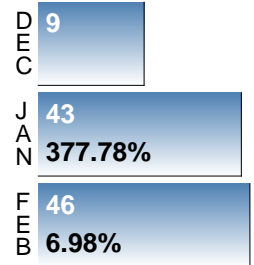


5yr FEB AVG = 74

3 MONTHS

High
Sep 2017 = 321
Low
Dec 2018 = 1

Average Days on Market
this month at **46**,
below the 5 yr FEB
average of **74**



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
\$60,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$60,001 - \$60,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$60,001 - \$100,000	1	25.00%	85.0	0.0	0.0	85.0	0.0
\$100,001 - \$160,000	1	25.00%	42.0	42.0	0.0	0.0	0.0
\$160,001 - \$180,000	1	25.00%	11.0	0.0	11.0	0.0	0.0
\$180,001 - \$180,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$180,001 and up	1	25.00%	46.0	46.0	0.0	0.0	0.0
Average Closed DOM			46.0	44.0	11.0	85.0	0.0
Total Closed Units		100%	46.0	2	1	1	
Total Closed Volume			521,200	294.70K	163.50K	63.00K	0.00B

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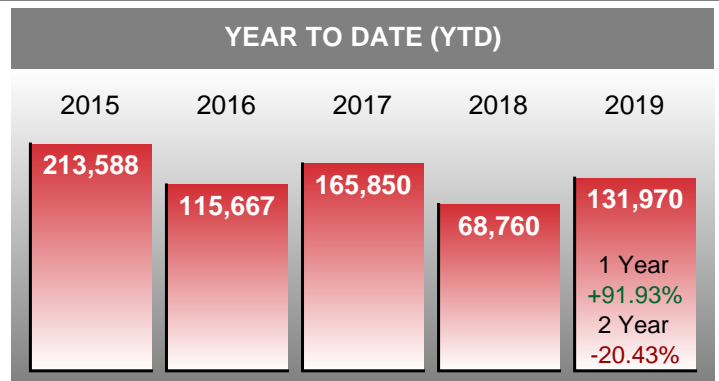
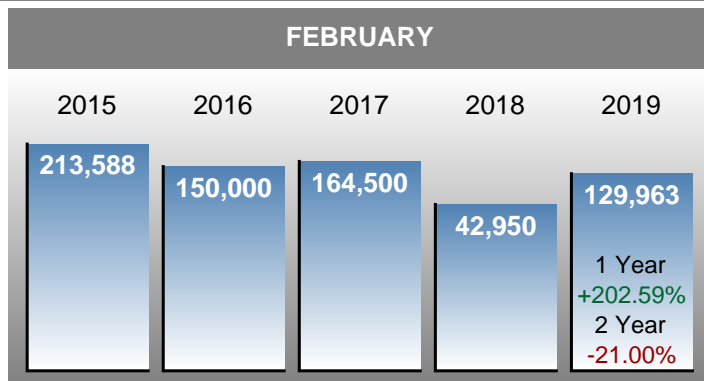
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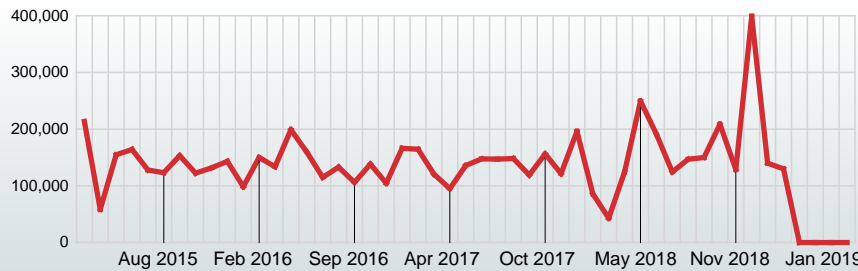
AVERAGE LIST PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 140,200

3 MONTHS



High
Dec 2018 = 399,000
Low
Dec 2018 = 1
Average List Price
this month at **129,963**,
below the 5 yr FEB
average of **140,200**

DEC	399,000
JAN	140,000
FEB	-64.91%
FEB	129,963
FEB	-7.17%

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
\$60,000 and less	0	0.00%	0	0	0	0	0
\$60,001 - \$60,000	0	0.00%	0	0	0	0	0
\$60,001 - \$100,000	1	25.00%	63,000	0	0	63,000	0
\$100,001 - \$160,000	1	25.00%	104,900	104,900	0	0	0
\$160,001 - \$180,000	1	25.00%	167,000	0	167,000	0	0
\$180,001 - \$180,000	0	0.00%	0	0	0	0	0
\$180,001 and up	1	25.00%	184,950	184,950	0	0	0
Average List Price			129,963	144,925	167,000	63,000	0
Total Closed Units		100%	4	2	1	1	
Total Closed Volume			519,850	289.85K	167.00K	63.00K	0.00B

Ready to Buy or Sell Real Estate?

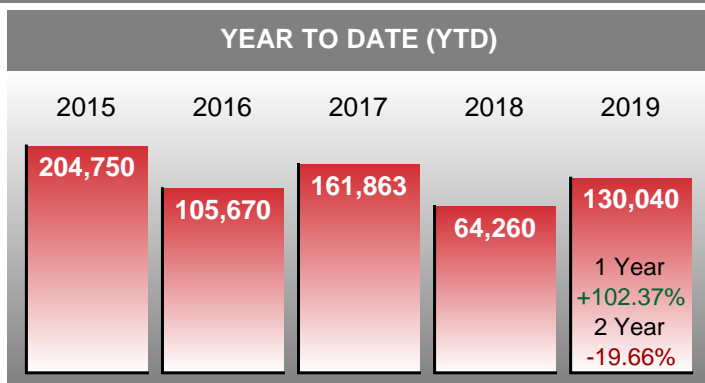
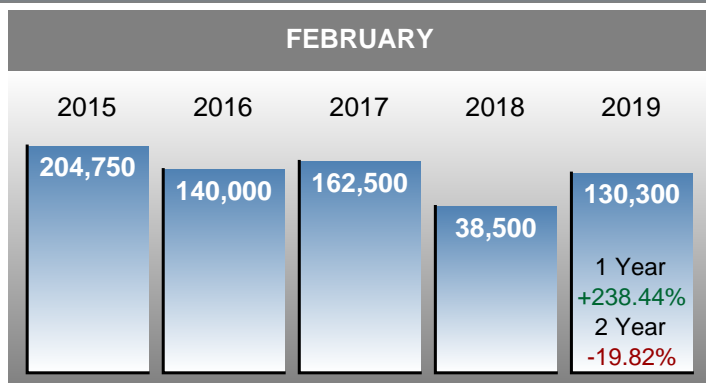
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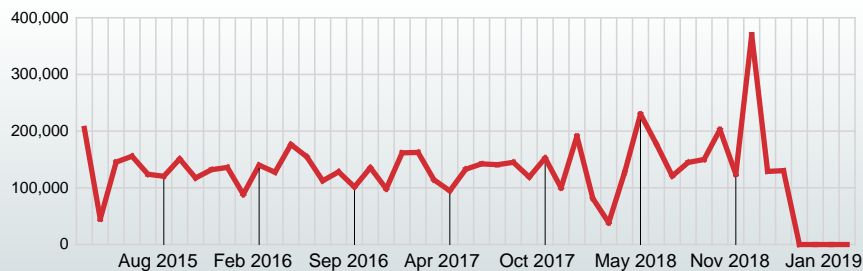
AVERAGE SOLD PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 135,210

3 MONTHS



High
Dec 2018 = 370,000
Low
Dec 2018 = 1
Average Sold Price
this month at **130,300**,
below the 5 yr FEB
average of **135,210**

DEC	370,000
JAN	129,000
FEB	130,300

-65.14%
1.01%

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
\$60,000 and less	0	0.00%	0	0	0	0	0
\$60,001 - \$60,000	0	0.00%	0	0	0	0	0
\$60,001 - \$100,000	1	25.00%	63,000	0	0	63,000	0
\$100,001 - \$160,000	1	25.00%	107,700	107,700	0	0	0
\$160,001 - \$180,000	1	25.00%	163,500	0	163,500	0	0
\$180,001 - \$180,000	0	0.00%	0	0	0	0	0
\$180,001 and up	1	25.00%	187,000	187,000	0	0	0
Average Sold Price			130,300	147,350	163,500	63,000	0
Total Closed Units		100%	130,300	2	1	1	
Total Closed Volume			521,200	294.70K	163.50K	63.00K	0.00B

Ready to Buy or Sell Real Estate?

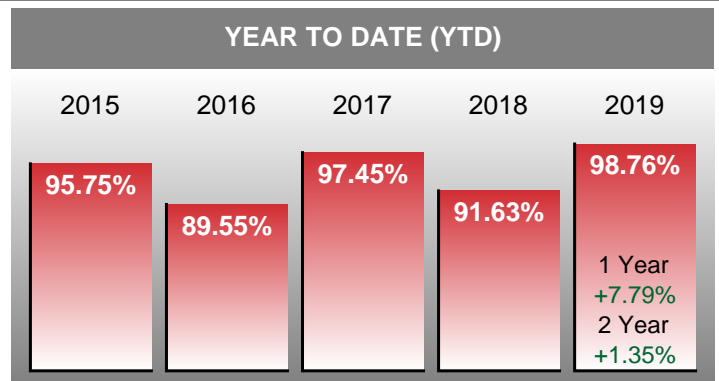
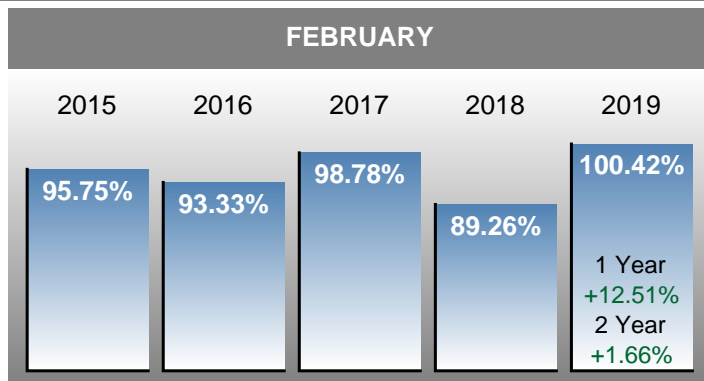
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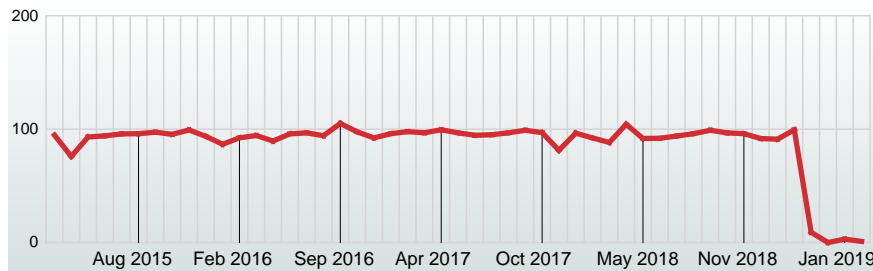
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 95.51%

3 MONTHS

High
Sep 2016 = 106.05%
Low
Dec 2018 = 1.00%
Average Sold/List Ratio
this month at **100.42%**,
above the 5 yr FEB
average of **95.51%**

DEC	92.73%
JAN	92.14%
FEB	100.42%
FEB	8.98%

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
\$60,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$60,001 - \$60,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$60,001 - \$100,000	1	25.00%	100.00%	0.00%	0.00%	100.00%	0.00%
\$100,001 - \$160,000	1	25.00%	102.67%	102.67%	0.00%	0.00%	0.00%
\$160,001 - \$180,000	1	25.00%	97.90%	0.00%	97.90%	0.00%	0.00%
\$180,001 - \$180,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$180,001 and up	1	25.00%	101.11%	101.11%	0.00%	0.00%	0.00%
Average Sold/List Ratio			100.40%	101.89%	97.90%	100.00%	0.00%
Total Closed Units		100%	100.40%	2	1	1	
Total Closed Volume			521,200	294.70K	163.50K	63.00K	0.00B

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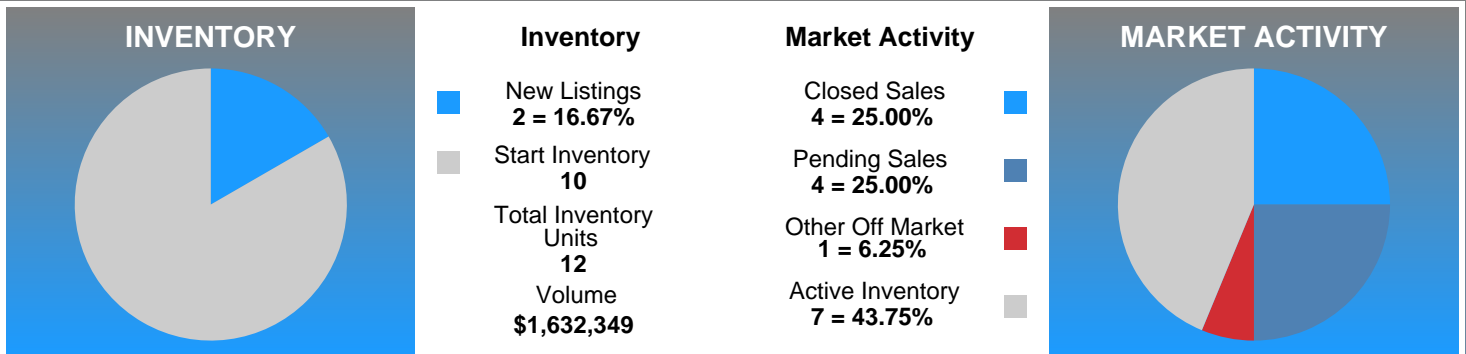
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February 2019

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



MARKET SUMMARY

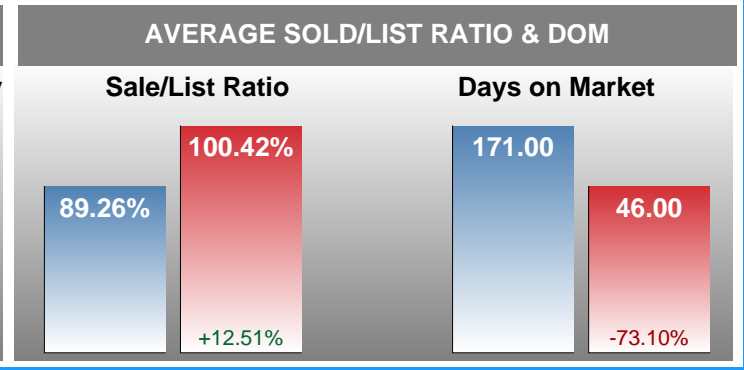
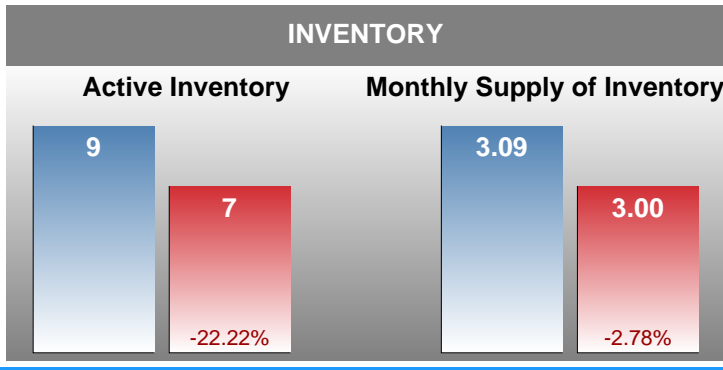
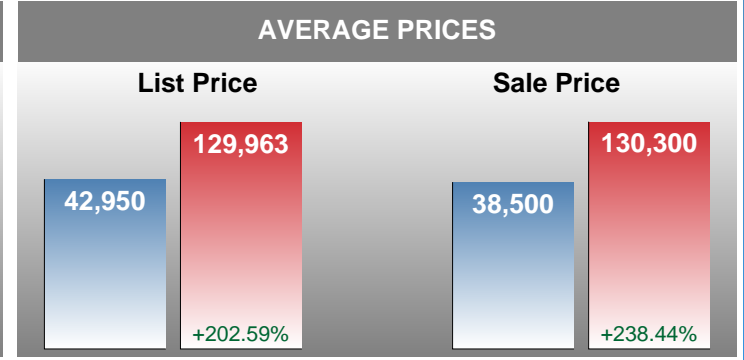
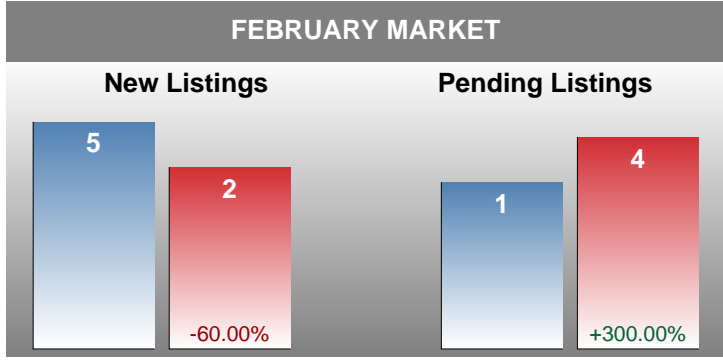


Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	2	4	100.00%	5	5	0.00%
Pending Sales	1	4	300.00%	4	9	125.00%
New Listings	5	2	-60.00%	8	6	-25.00%
Average List Price	42,950	129,963	202.59%	68,760	131,970	91.93%
Average Sale Price	38,500	130,300	238.44%	64,260	130,040	102.37%
Average Percent of Selling Price to List Price	89.26%	100.42%	12.51%	91.63%	98.76%	7.79%
Average Days on Market to Sale	171.00	46.00	-73.10%	82.60	45.40	-45.04%
Monthly Inventory	9	7	-22.22%	9	7	-22.22%
Months Supply of Inventory	3.09	3.00	-2.78%	3.09	3.00	-2.78%

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

Inventory on February 28, 2019 = 7

2018 **2019**



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