



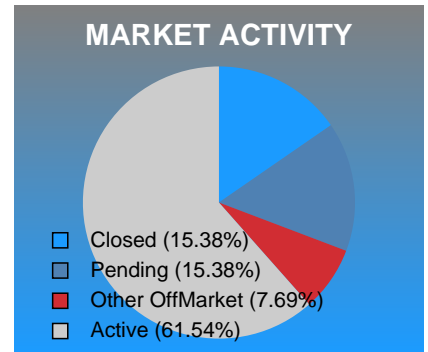
February 2018

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



MONTHLY INVENTORY ANALYSIS

Compared Metrics	February		
	2017	2018	+/-%
Closed Listings	1	2	100.00%
Pending Listings	4	2	-50.00%
New Listings	2	5	150.00%
Average List Price	164,500	42,950	-73.89%
Average Sale Price	162,500	38,500	-76.31%
Average Percent of List Price to Selling Price	98.78%	89.26%	-9.65%
Average Days on Market to Sale	93.00	171.00	83.87%
End of Month Inventory	17	8	-52.94%
Months Supply of Inventory	8.50	2.74	-67.73%



Absorption: Last 12 months, an Average of **3** Sales/Month
Active Inventory as of February 29, 2018 = **8**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2018 decreased **52.94%** to 8 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 **2.74** 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 **76.31%** in February 2018 to \$38,500 versus the previous year at \$162,500.

Average Days on Market Lengthens

The average number of **171.00** days that homes spent on the market before selling increased by 78.00 days or **83.87%** in February 2018 compared to last year's same month at **93.00** DOM.

Sales Success for February 2018 is Positive

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

There were 5 New Listings in February 2018, up **150.00%** from last year at 2. Furthermore, there were 2 Closed Listings this month versus last year at 1, a **100.00%** increase.

Closed versus Listed trends yielded a **40.0%** ratio, down from previous year's, February 2017, at **50.0%**, a **20.00%** 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

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

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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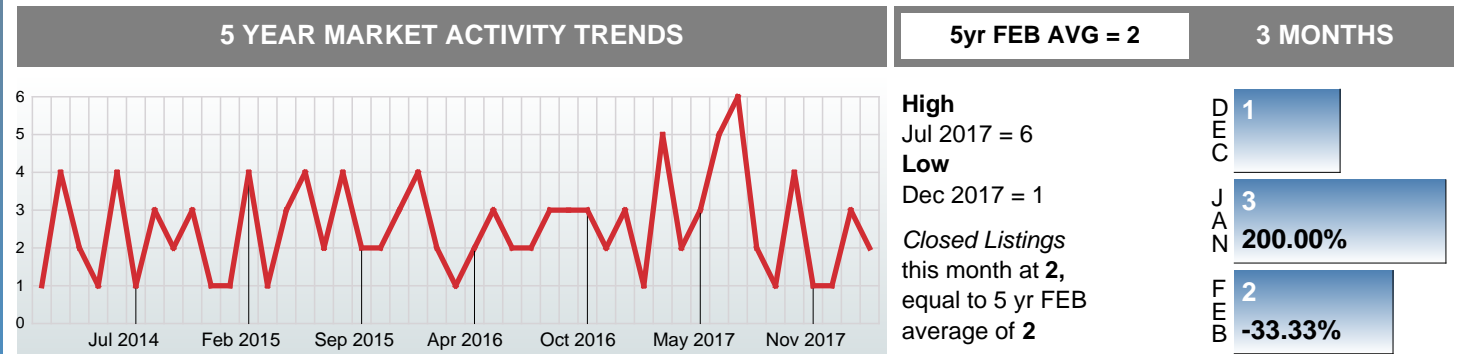
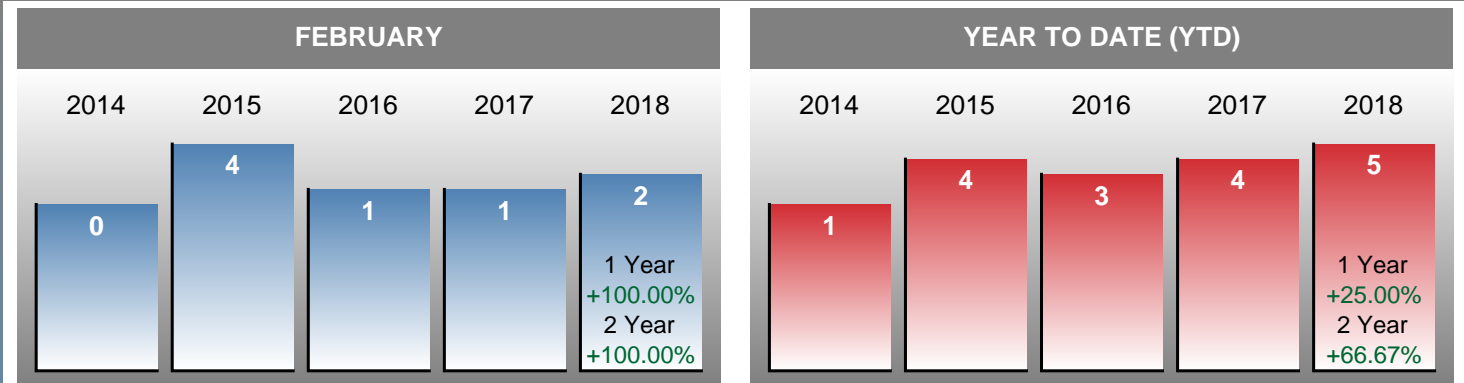


February 2018

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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
\$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	50.00%	299.0	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%	43.0	0	1	0	0
Total Closed Units	2			1	1	0	0
Total Closed Volume	77,000	100%	171.0	32.00K	45.00K	0.00B	0.00B
Average Closed Price	\$38,500			\$32,000	\$45,000	\$0	\$0

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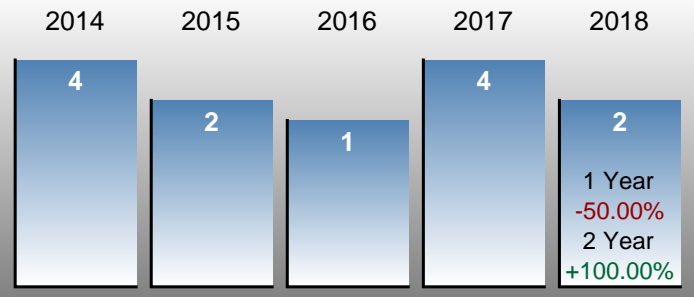
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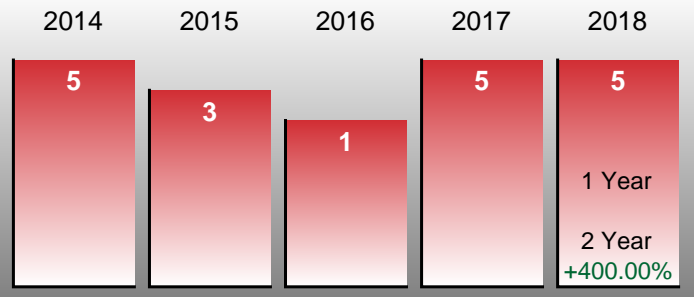


PENDING LISTINGS

FEBRUARY



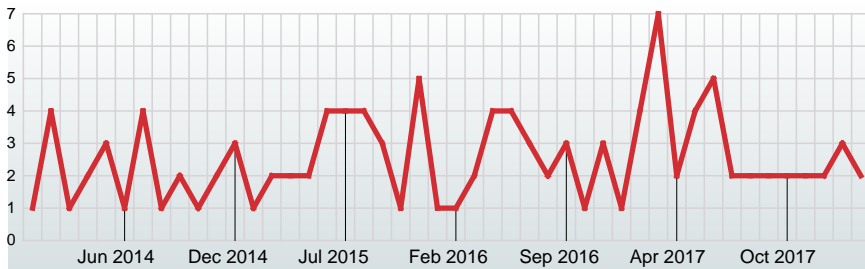
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 3

3 MONTHS



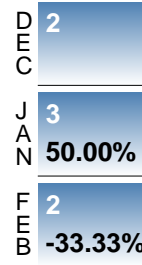
High

Mar 2017 = 7

Low

Jan 2017 = 1

Pending Listings this month at 2, below the 5 yr FEB average of 3



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$140,000 and less	0	0.00%	0.0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0.0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0.0	0	0	0	0
\$140,001 - \$180,000	1	50.00%	2.0	1	0	0	0
\$180,001 - \$180,000	0	0.00%	0.0	0	0	0	0
\$180,001 - \$180,000	0	0.00%	0.0	0	0	0	0
\$180,001 and up	1	50.00%	99.0	1	0	0	0
Total Pending Units	2			2	0	0	0
Total Pending Volume	334,900	100%	0.0	334.90K	0.00B	0.00B	0.00B
Average Listing Price	\$0			\$167,450	\$0	\$0	\$0

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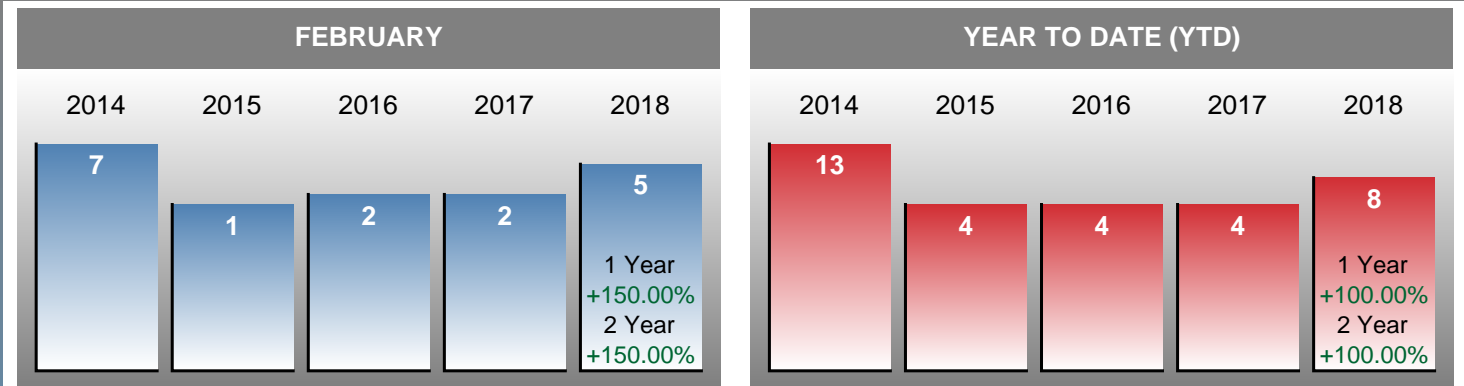


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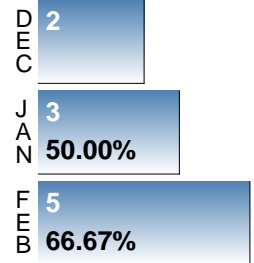
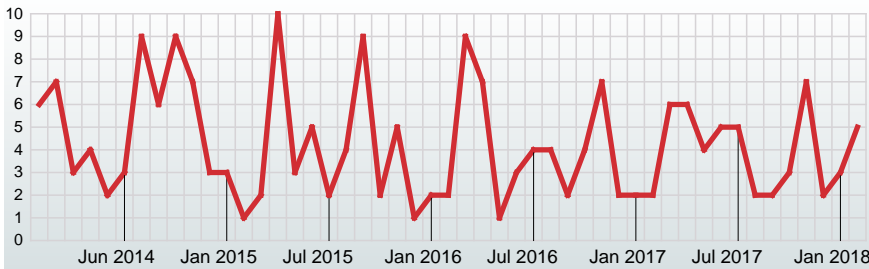
NEW LISTINGS



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 3

3 MONTHS



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	0	0.00%	0	0	0	0
\$70,001 - \$120,000	1	20.00%	1	0	0	0
\$120,001 - \$120,000	0	0.00%	0	0	0	0
\$120,001 - \$170,000	2	40.00%	1	1	0	0
\$170,001 - \$170,000	0	0.00%	0	0	0	0
\$170,001 - \$220,000	2	40.00%	0	2	0	0
\$220,001 and up	0	0.00%	0	0	0	0
Total New Listed Units	5		2	3	0	0
Total New Listed Volume	737,350	100%	217.45K	519.90K	0.00B	0.00B
Average New Listed Listing Price	\$0		\$108,725	\$173,300	\$0	\$0

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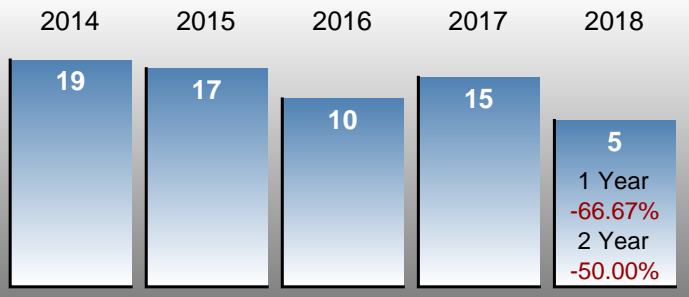
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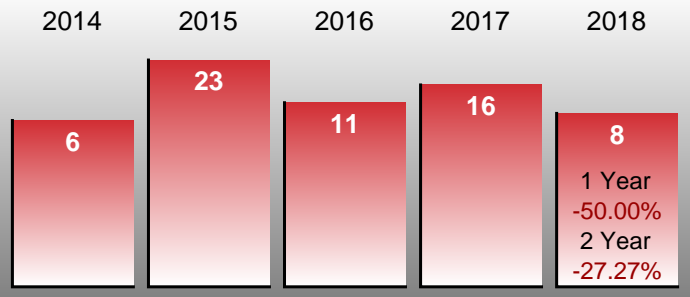


ACTIVE INVENTORY

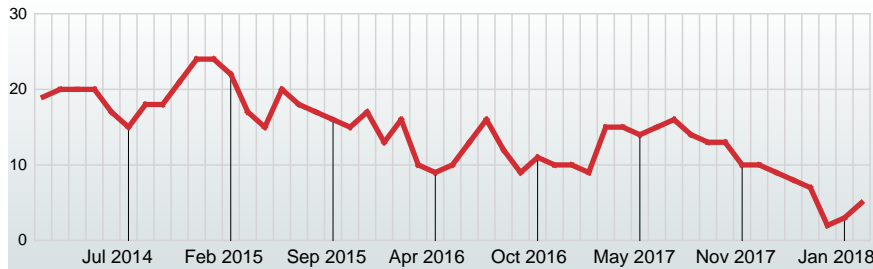
END OF FEBRUARY



ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 13

3 MONTHS

High

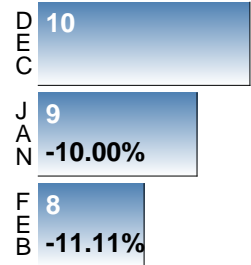
Dec 2014 = 24

Low

Dec 2017 = 2

Inventory

this month at 5,
below the 5 yr FEB
average of 13



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 - \$100,000	1	12.50%	0.0	1	0	0	0
\$100,001 - \$175,000	3	37.50%	0.0	0	2	1	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$200,000	2	25.00%	0.0	1	1	0	0
\$200,001 - \$275,000	1	12.50%	0.0	0	1	0	0
\$275,001 and up	1	12.50%	0.0	0	1	0	0
Total Active Inventory by Units	8			2	5	1	0
Total Active Inventory by Volume	1,388,300	100%	0.0	250.50K	978.80K	159.00K	0.00B
Average Active Inventory Listing Price	\$173,538			\$125,250	\$195,760	\$159,000	\$0

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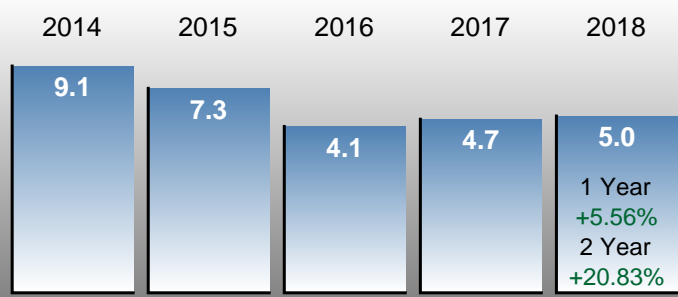
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MONTHS SUPPLY of INVENTORY (MSI)

MSI FOR FEBRUARY



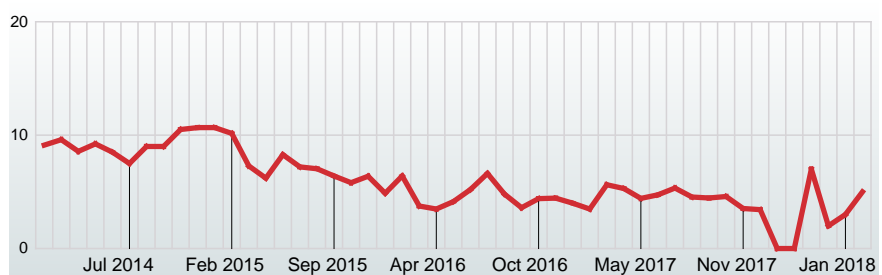
INDICATORS FOR FEBRUARY 2018

Inventory	Closed	Absorption	MSI	MSI %
0	0	0	0.0	0.000%
End of Month 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 = 6.1

3 MONTHS



High
Dec 2014 = 10.7
Low
Feb 2018 = 0.0
Months Supply
this month at **5.0**,
below the 5 yr FEB
average of **6.1**

DEC	3.4
JAN	0.0
FEB	-100.00%
FEB	0.0
FEB	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 - \$100,000	1	12.50%	4.0	6.0	0.0	0.0	0.0
\$100,001 - \$175,000	3	37.50%	1.8	0.0	2.7	12.0	0.0
\$175,001 - \$175,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 - \$200,000	2	25.00%	6.0	12.0	4.0	0.0	0.0
\$200,001 - \$275,000	1	12.50%	6.0	0.0	6.0	0.0	0.0
\$275,001 and up	1	12.50%	0.0	0.0	0.0	0.0	0.0
Market Supply of Inventory (MSI)	2.7	100%	2.7	1.5	3.5	6.0	0.0
Total Active Inventory by Units	8			2	5	1	0

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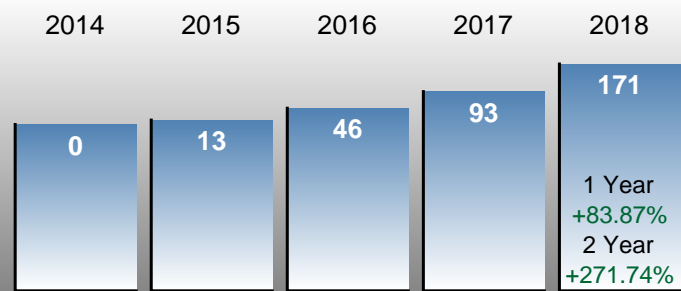
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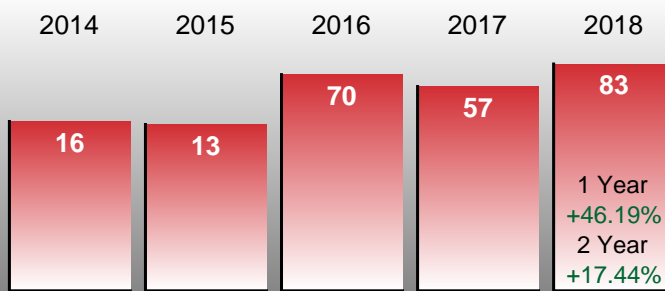


AVERAGE DAYS ON MARKET TO SALE

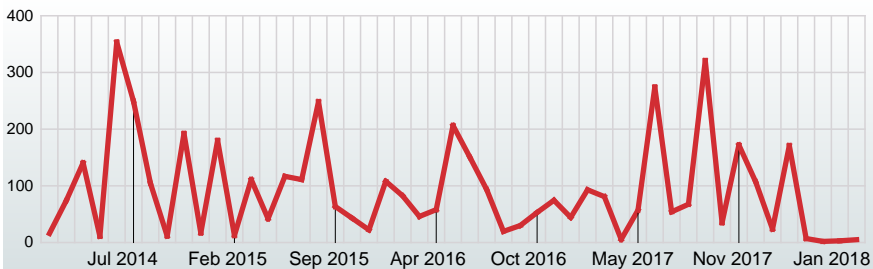
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 65

3 MONTHS

High
Jun 2014 = 354
Low
Dec 2017 = 2

Average Days on Market
this month at **171**,
above the 5 yr FEB
average of **65**

DEC 107
JAN 24
-77.88%
FEB 171
622.53%

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
\$30,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$30,001 - \$30,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$30,001 - \$40,000	1	50.00%	299.0	299.0	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 - \$40,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$40,001 and up	1	50.00%	43.0	0.0	43.0	0.0	0.0
Average Closed DOM			171.0	299.0	43.0	0.0	0.0
Total Closed Units		100%	171.0	1	1		
Total Closed Volume			77,000	32.00K	45.00K	0.00B	0.00B

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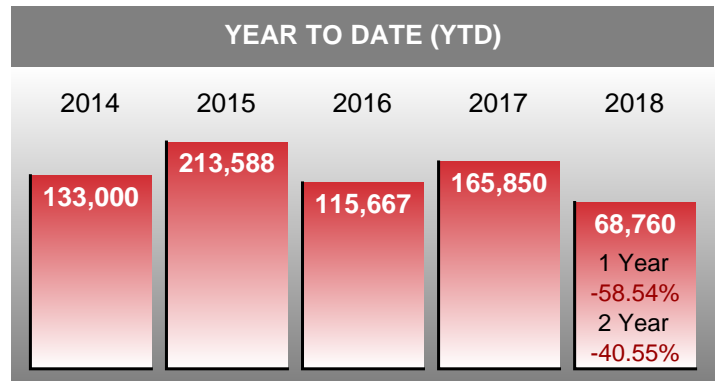
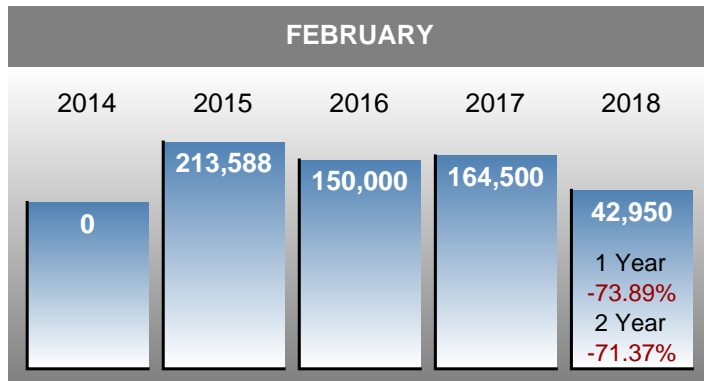


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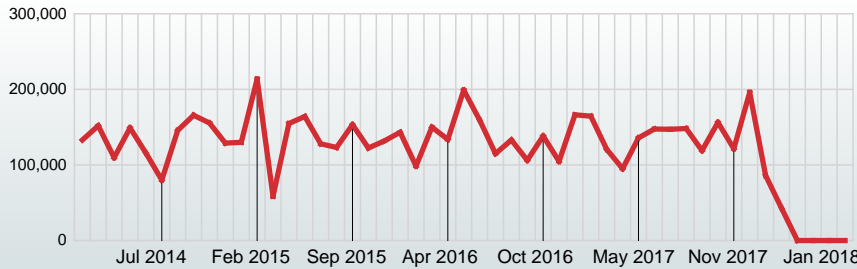
AVERAGE LIST PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 114,208

3 MONTHS



High
Feb 2015 = 213,588
Low
Dec 2017 = 2
Average List Price
this month at **42,950**,
below the 5 yr FEB
average of **114,208**

DEC	195,950
JAN	85,967
FEB	42,950
	-56.13%
	-50.04%

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
\$30,000 and less	0	0.00%	0	0	0	0	0
\$30,001 - \$30,000	0	0.00%	0	0	0	0	0
\$30,001 - \$30,000	0	0.00%	0	0	0	0	0
\$30,001 - \$40,000	1	50.00%	37,000	37,000	0	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0	0
\$40,001 and up	1	50.00%	48,900	0	48,900	0	0
Average List Price			42,950	37,000	48,900	0	0
Total Closed Units		100%	42,950	1	1		
Total Closed Volume			85,900	37.00K	48.90K	0.00B	0.00B

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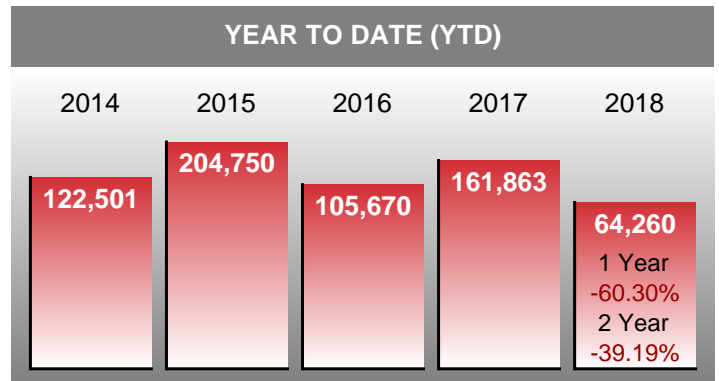
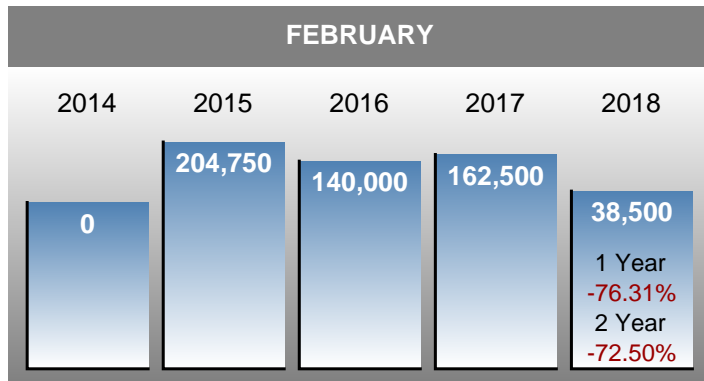


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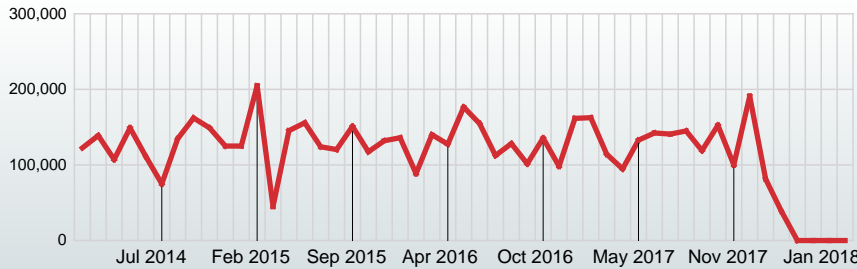
AVERAGE SOLD PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 109,150

3 MONTHS



High
Feb 2015 = 204,750
Low
Dec 2017 = 2
Average Sold Price
this month at **38,500**,
below the 5 yr FEB
average of **109,150**

DEC	191,000
JAN	81,433
FEB	38,500

-57.36%
-52.72%

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
\$30,000 and less	0	0.00%	0	0	0	0	0
\$30,001 - \$30,000	0	0.00%	0	0	0	0	0
\$30,001 - \$40,000	1	50.00%	32,000	32,000	0	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0	0
\$40,001 and up	1	50.00%	45,000	0	45,000	0	0
Average Sold Price			38,500	32,000	45,000	0	0
Total Closed Units		100%	38,500	1	1		
Total Closed Volume			77,000	32.00K	45.00K	0.00B	0.00B

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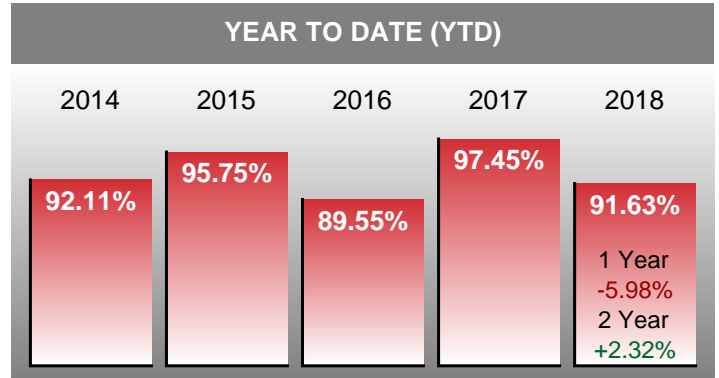
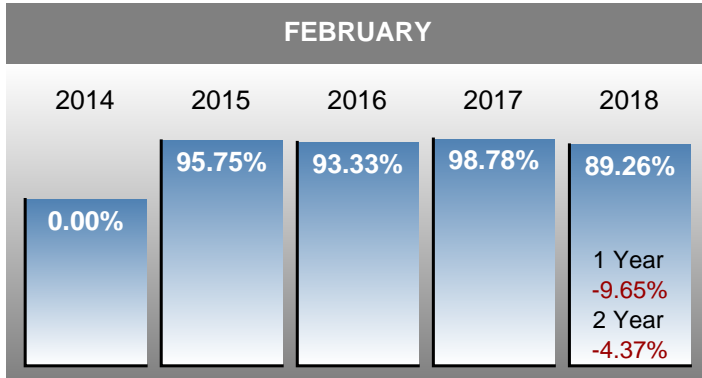
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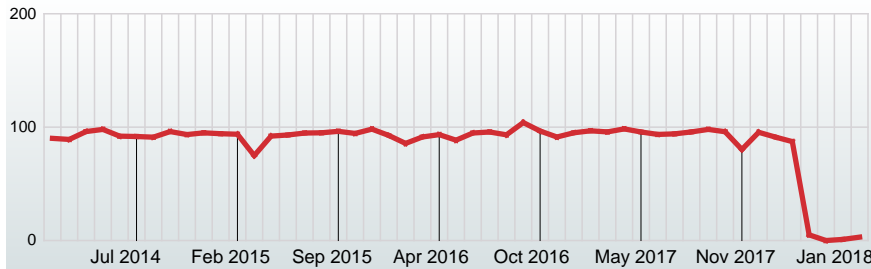
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 75.42%

3 MONTHS

High
Sep 2016 = 106.05%
Low
Dec 2017 = 2.00%
Average Sold/List Ratio
this month at **89.26%**,
above the 5 yr FEB
average of **75.42%**

DEC	97.47%
JAN	93.21%
FEB	89.26%
FEB	-4.38%
FEB	-4.24%

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
\$30,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 - \$30,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 - \$30,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 - \$40,000	1	50.00%	86.49%	86.49%	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 - \$40,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$40,001 and up	1	50.00%	92.02%	0.00%	92.02%	0.00%	0.00%
Average Sold/List Ratio			89.30%	86.49%	92.02%	0.00%	0.00%
Total Closed Units		100%	89.30%	1	1		
Total Closed Volume			77,000	32.00K	45.00K	0.00B	0.00B

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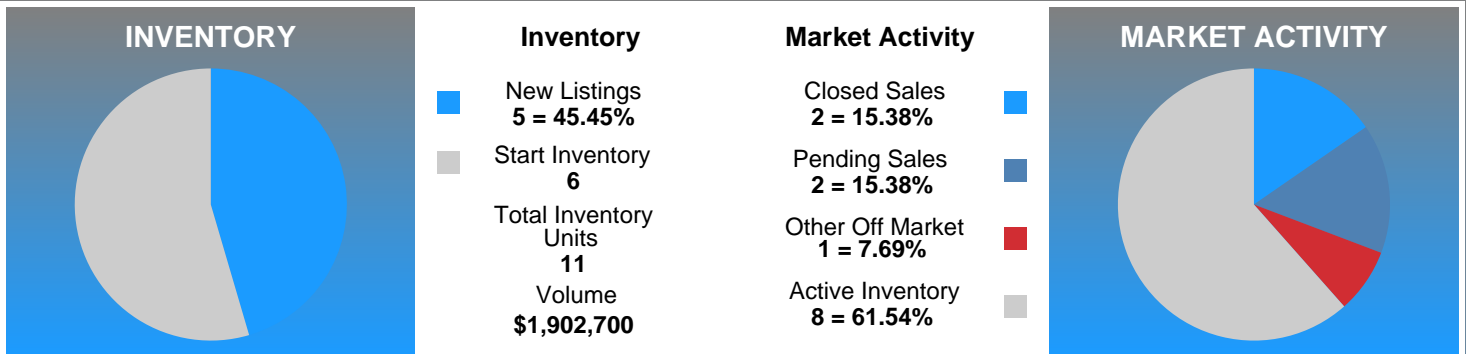


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MARKET SUMMARY

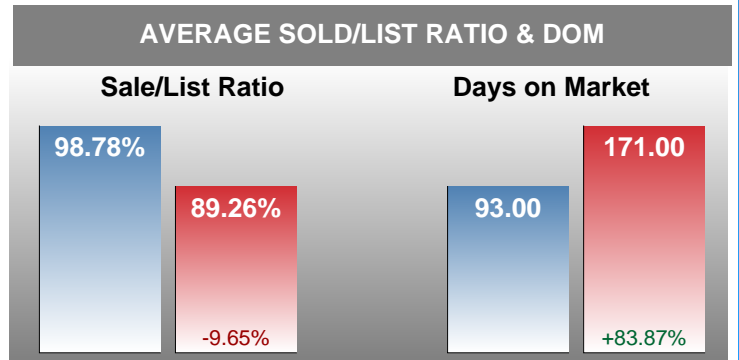
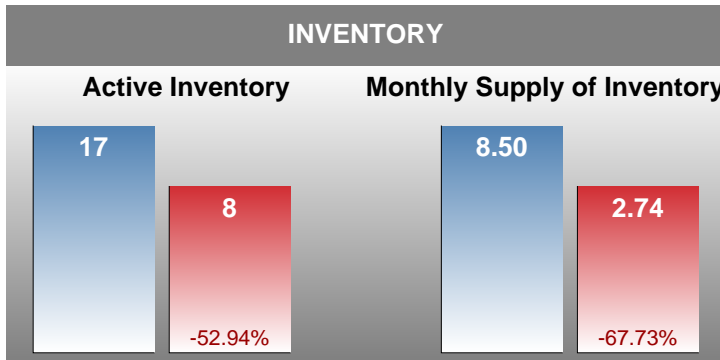
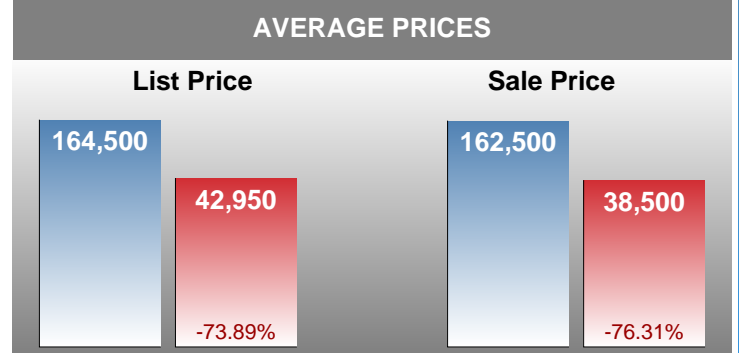
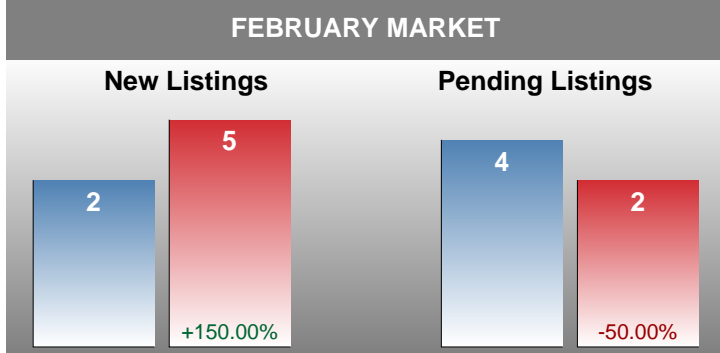


Compared Metrics	February			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1	2	100.00%	4	5	25.00%
Pending Sales	4	2	-50.00%	5	5	0.00%
New Listings	2	5	150.00%	4	8	100.00%
Average List Price	164,500	42,950	-73.89%	165,850	68,760	-58.54%
Average Sale Price	162,500	38,500	-76.31%	161,863	64,260	-60.30%
Average Percent of Selling Price to List Price	98.78%	89.26%	-9.65%	97.45%	91.63%	-5.98%
Average Days on Market to Sale	93.00	171.00	83.87%	56.50	82.60	46.19%
Monthly Inventory	17	8	-52.94%	17	8	-52.94%
Months Supply of Inventory	8.50	2.74	-67.73%	8.50	2.74	-67.73%

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

Inventory on February 29, 2018 = **8**

2017 **2018**



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