



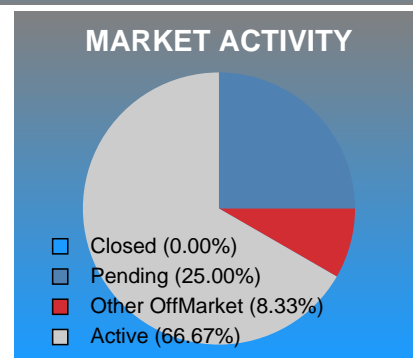
April 2018

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



MONTHLY INVENTORY ANALYSIS

| Compared Metrics | April | | |
|--|---------|-------|----------|
| | 2017 | 2018 | +/-% |
| Closed Listings | 2 | 0 | -100.00% |
| Pending Listings | 2 | 3 | 50.00% |
| New Listings | 6 | 4 | -33.33% |
| Average List Price | 95,000 | 0 | -100.00% |
| Average Sale Price | 94,750 | 0 | -100.00% |
| Average Percent of List Price to Selling Price | 100.45% | 0.00% | -100.00% |
| Average Days on Market to Sale | 5.50 | 0.00 | -100.00% |
| End of Month Inventory | 16 | 8 | -50.00% |
| Months Supply of Inventory | 6.62 | 3.10 | -53.23% |



Absorption: Last 12 months, an Average of **3** Sales/Month
Active Inventory as of April 30, 2018 = **8**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2018 decreased **50.00%** 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 **3.10** 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 **100.00%** in April 2018 to \$0 versus the previous year at \$94,750.

Average Days on Market Shortens

The average number of **0.00** days that homes spent on the market before selling decreased by 5.50 days or **100.00%** in April 2018 compared to last year's same month at **5.50** DOM.

Sales Success for April 2018 is Positive

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

There were 4 New Listings in April 2018, down **33.33%** from last year at 6. Furthermore, there were 0 Closed Listings this month versus last year at 2, a **-100.00%** decrease.

Closed versus Listed trends yielded a **0.0%** ratio, down from previous year's, April 2017, at **33.3%**, a **100.00%** 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?

Contact an experienced REALTOR®

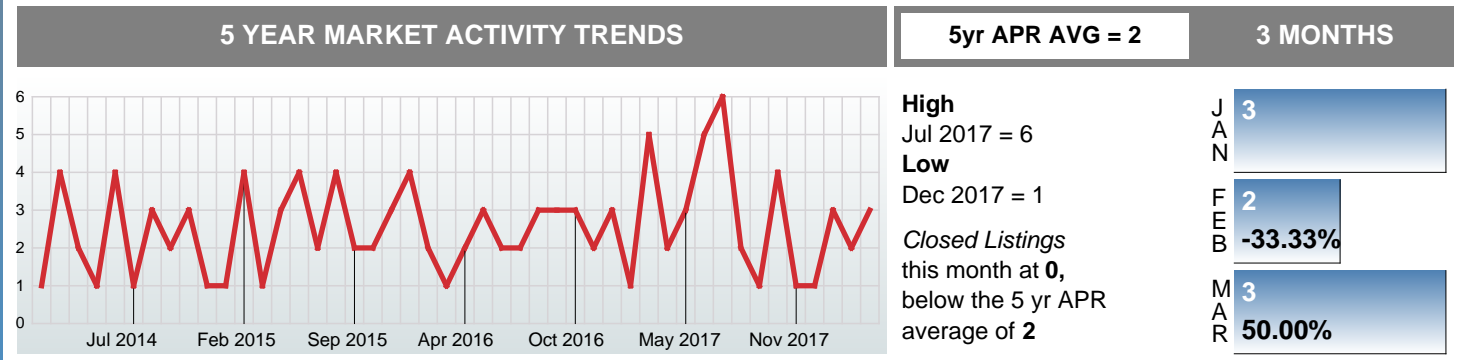
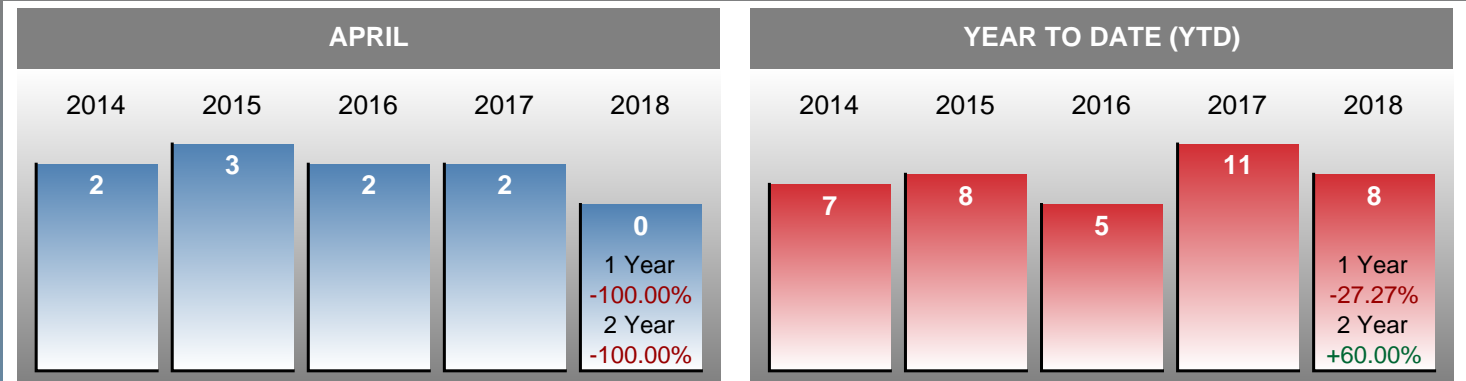


April 2018

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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 |
|--|-----|-------|-------|----------|--------|--------|---------|
| \$0 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$1 \$0 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$1 and up | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| Total Closed Units | 0 | | | 0 | 0 | 0 | 0 |
| Total Closed Volume | 0 | 100% | 0.0 | 0.00B | 0.00B | 0.00B | 0.00B |
| Average Closed Price | \$0 | | | \$0 | \$0 | \$0 | \$0 |

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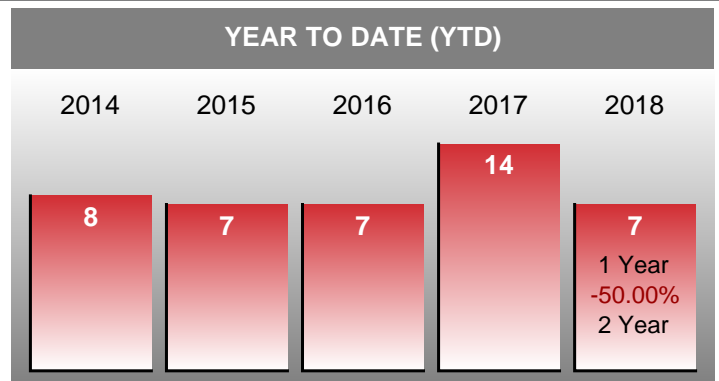
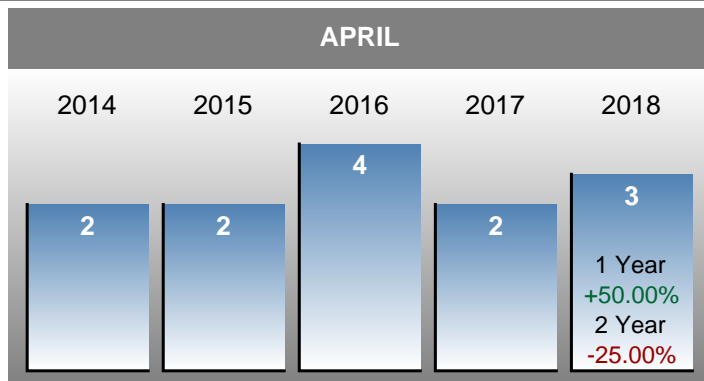


April 2018

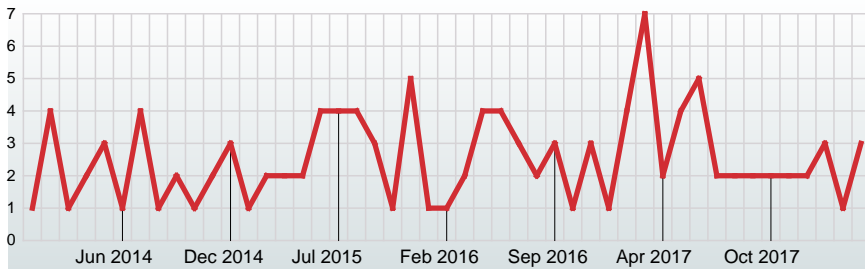
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PENDING LISTINGS



5 YEAR MARKET ACTIVITY TRENDS

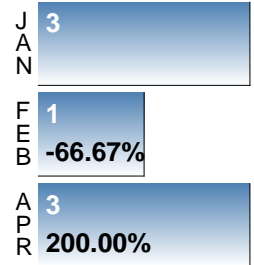


5yr APR AVG = 3

3 MONTHS

High
Mar 2017 = 7
Low
Feb 2018 = 1

Pending Listings this month at **3**, equal to 5 yr APR 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 |
|---|----------------|-------------|------------|-----------------|------------------|--------------|--------------|
| \$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 - \$70,000 | 1 | 33.33% | 24.0 | 1 | 0 | 0 | 0 |
| \$70,001 - \$70,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$70,001 - \$220,000 | 2 | 66.67% | 71.5 | 1 | 1 | 0 | 0 |
| \$220,001 - \$220,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$220,001 and up | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| Total Pending Units | 3 | | | 2 | 1 | 0 | 0 |
| Total Pending Volume | 361,500 | 100% | 0.0 | 141.50K | 220.00K | 0.00B | 0.00B |
| Average Listing Price | \$0 | | | \$70,750 | \$220,000 | \$0 | \$0 |

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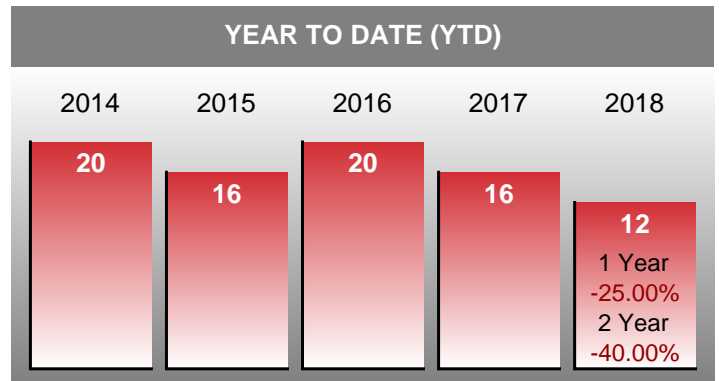
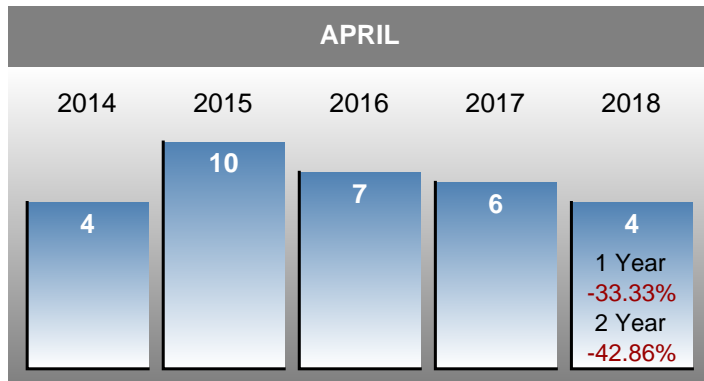


April 2018

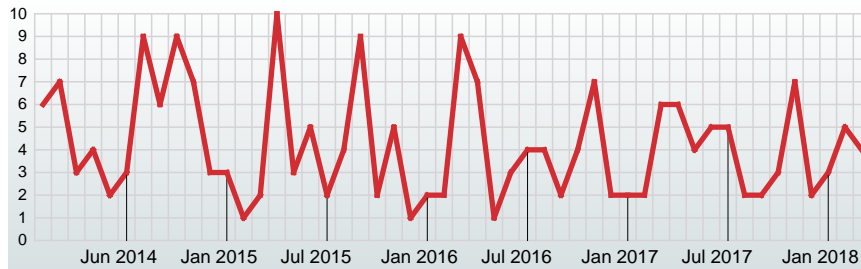
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NEW LISTINGS



5 YEAR MARKET ACTIVITY TRENDS

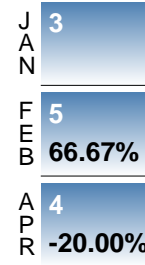


5yr APR AVG = 6

3 MONTHS

High
Apr 2015 = 10
Low
May 2016 = 1

New Listings
this month at **4**,
below the 5 yr APR
average of **6**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|----------------|-------------|-----------------|------------------|------------------|--------------|
| \$60,000 and less | 0 | 0.00% | 0 | 0 | 0 | 0 |
| \$60,001 - \$120,000 | 1 | 25.00% | 1 | 0 | 0 | 0 |
| \$120,001 - \$140,000 | 1 | 25.00% | 1 | 0 | 0 | 0 |
| \$140,001 - \$350,000 | 2 | 50.00% | 0 | 1 | 1 | 0 |
| \$350,001 - \$350,000 | 0 | 0.00% | 0 | 0 | 0 | 0 |
| \$350,001 and up | 0 | 0.00% | 0 | 0 | 0 | 0 |
| Total New Listed Units | 4 | | 2 | 1 | 1 | 0 |
| Total New Listed Volume | 691,500 | 100% | 192.50K | 149.00K | 350.00K | 0.00B |
| Average New Listed Listing Price | \$0 | | \$96,250 | \$149,000 | \$350,000 | \$0 |

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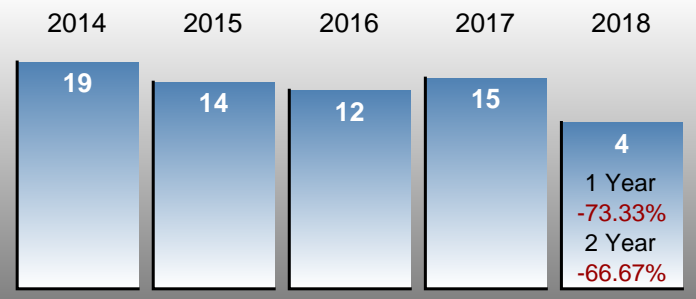
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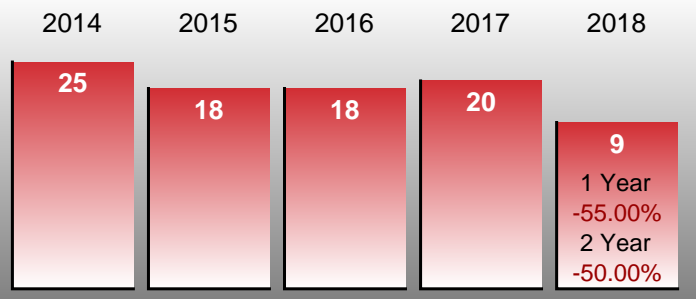


ACTIVE INVENTORY

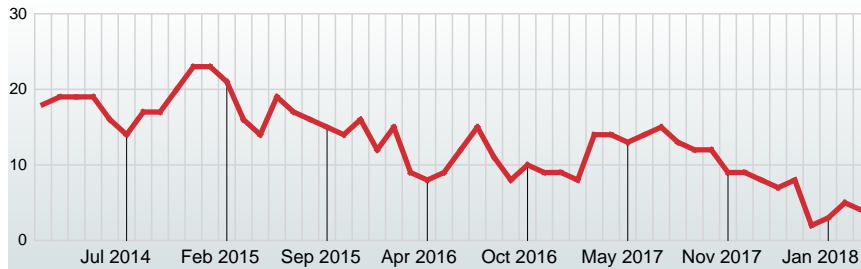
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 13

3 MONTHS

High

Dec 2014 = 23

Low

Dec 2017 = 2

Inventory

this month at 4,
below the 5 yr APR
average of 13

| | |
|----------------|---|
| JAN | 8 |
| FEB | 7 |
| MAR | 8 |
| APR | 4 |
| -12.50% | |
| 14.29% | |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|------------------|------------------|------------------|--------------|
| \$100,000 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$100,001 - \$100,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$100,001 - \$150,000 | 3 | 37.50% | 40.0 | 1 | 2 | 0 | 0 |
| \$150,001 - \$175,000 | 1 | 12.50% | 111.0 | 0 | 0 | 1 | 0 |
| \$175,001 - \$275,000 | 2 | 25.00% | 113.5 | 1 | 1 | 0 | 0 |
| \$275,001 - \$350,000 | 2 | 25.00% | 93.0 | 0 | 1 | 1 | 0 |
| \$350,001 and up | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| Total Active Inventory by Units | 8 | | | 2 | 4 | 2 | 0 |
| Total Active Inventory by Volume | 1,543,300 | 100% | 80.5 | 301.50K | 732.80K | 509.00K | 0.00B |
| Average Active Inventory Listing Price | \$192,913 | | | \$150,750 | \$183,200 | \$254,500 | \$0 |

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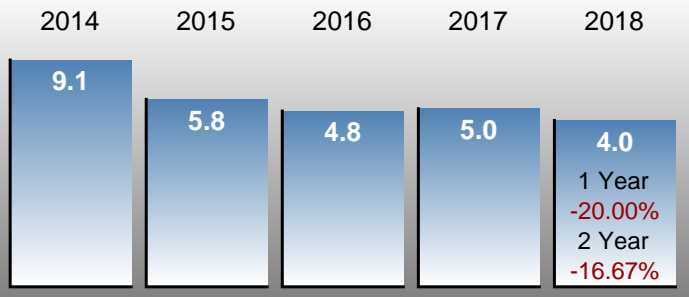
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MONTHS SUPPLY of INVENTORY (MSI)

MSI FOR APRIL



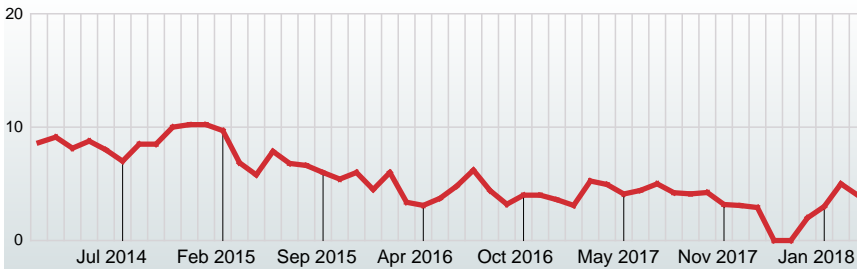
INDICATORS FOR APRIL 2018

| 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 APR AVG = 5.7

3 MONTHS



High
Dec 2014 = 10.2
Low
Mar 2018 = 0.0
Months Supply
this month at **4.0**,
below the 5 yr APR
average of **5.7**

| | |
|-----|----------|
| JAN | 2.9 |
| FEB | 0.0 |
| MAR | 0.0 |
| APR | -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 |
|---|------------|-------------|------------|------------|------------|-------------|------------|
| \$100,000 and less | 0 | 0.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$100,001 - \$100,000 | 0 | 0.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$100,001 - \$150,000 | 3 | 37.50% | 2.1 | 1.5 | 3.0 | 0.0 | 0.0 |
| \$150,001 - \$175,000 | 1 | 12.50% | 6.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$175,001 - \$275,000 | 2 | 25.00% | 4.0 | 12.0 | 2.4 | 0.0 | 0.0 |
| \$275,001 - \$350,000 | 2 | 25.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$350,001 and up | 0 | 0.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Market Supply of Inventory (MSI) | 2.9 | 100% | 2.9 | 1.6 | 3.0 | 12.0 | 0.0 |
| Total Active Inventory by Units | 8 | | | 2 | 4 | 2 | 0 |

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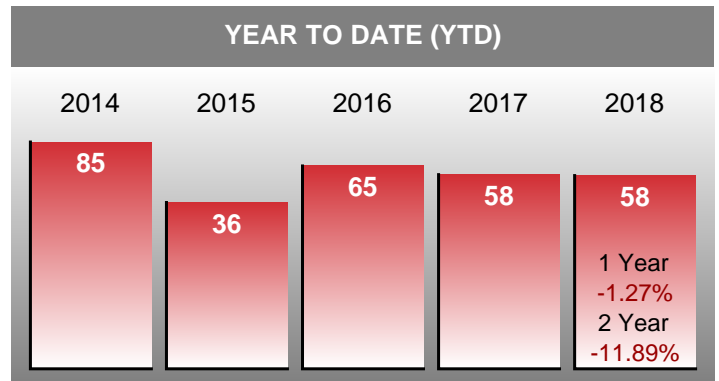
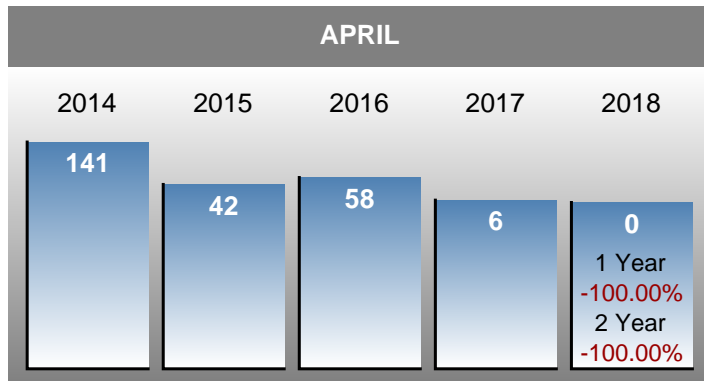


April 2018

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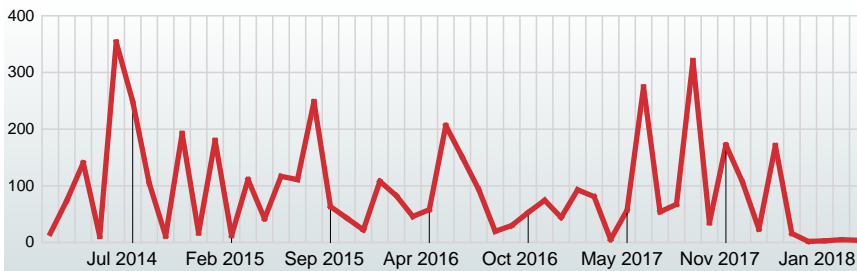
AVERAGE DAYS ON MARKET TO SALE



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 49

3 MONTHS



High
Jun 2014 = 354
Low
Dec 2017 = 2
Average Days on Market
this month at **0**,
below the 5 yr APR
average of **49**

| | |
|----------------|-----|
| JAN | 24 |
| FEB | 171 |
| MAR | 16 |
| 622.53% | |
| -90.64% | |

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 |
|---|-----|-------|-------|----------|--------|--------|---------|
| \$100,000 and less | 0 | 0.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$100,001 - \$100,000 | 0 | 0.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$100,001 - \$150,000 | 0 | 0.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$150,001 - \$170,000 | 0 | 0.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$170,001 - \$270,000 | 0 | 0.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$270,001 - \$350,000 | 0 | 0.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$350,001 and up | 0 | 0.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Average Closed DOM | 0.0 | | | 0.0 | 0.0 | 0.0 | 0.0 |
| Total Closed Units | 0 | 100% | 0.0 | | | | |
| Total Closed Volume | 0 | | | 0.00B | 0.00B | 0.00B | 0.00B |

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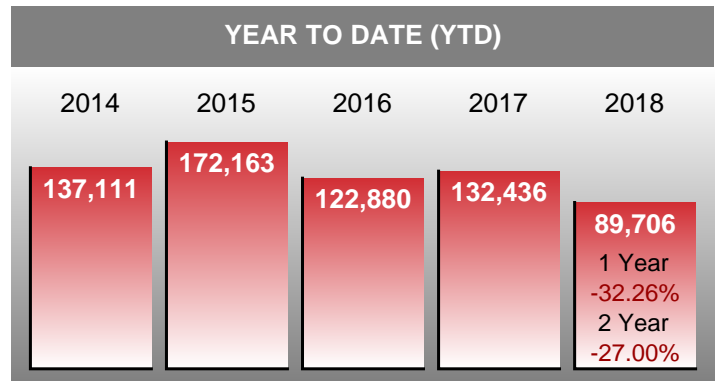
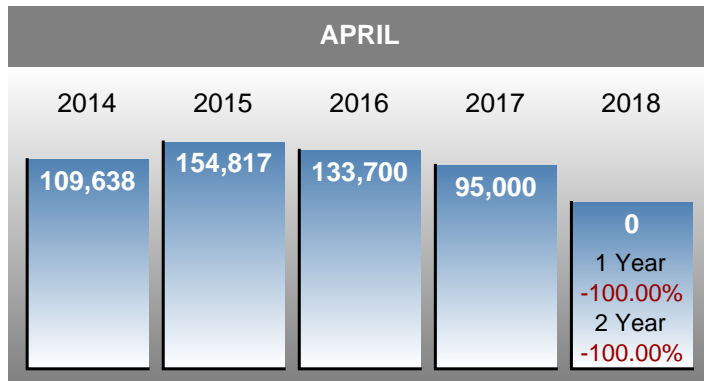


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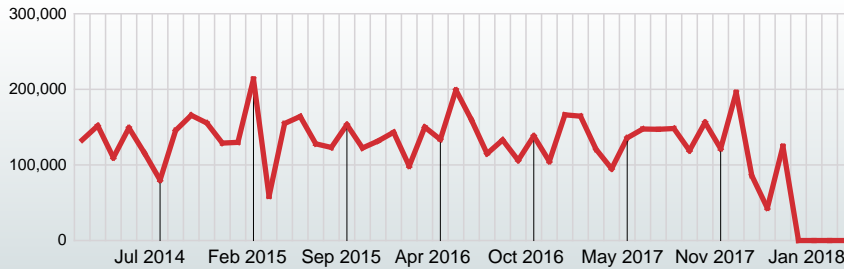
AVERAGE LIST PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 98,631

3 MONTHS



High
Feb 2015 = 213,588
Low
Dec 2017 = 2
Average List Price
this month at **0**,
below the 5 yr APR
average of **98,631**

| | |
|-----|---------|
| JAN | 85,967 |
| FEB | 42,950 |
| MAR | 124,617 |
| APR | 190.14% |

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 |
|--|---|-------|----------|----------|--------|--------|---------|
| \$100,000 and less | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$100,001 - \$100,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$100,001 - \$150,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$150,001 - \$170,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$170,001 - \$270,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$270,001 - \$350,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$350,001 and up | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| Average List Price | 0 | | | 0 | 0 | 0 | 0 |
| Total Closed Units | 0 | 100% | 0 | | | | |
| Total Closed Volume | 0 | | | 0.00B | 0.00B | 0.00B | 0.00B |

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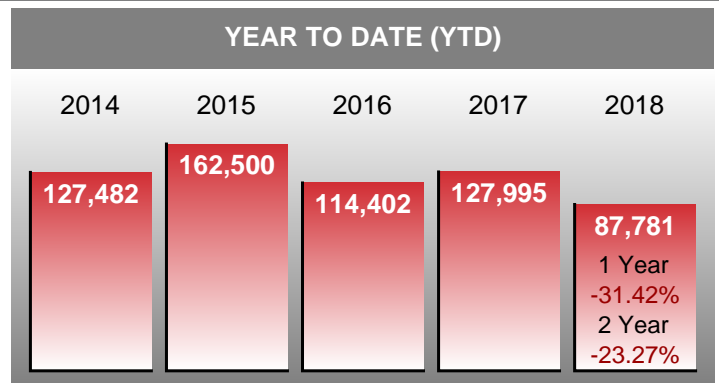
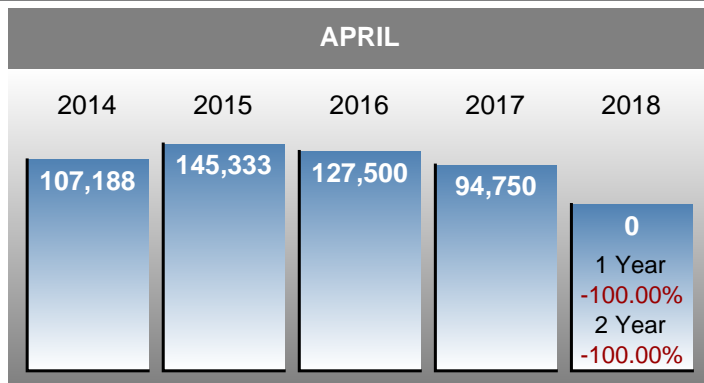


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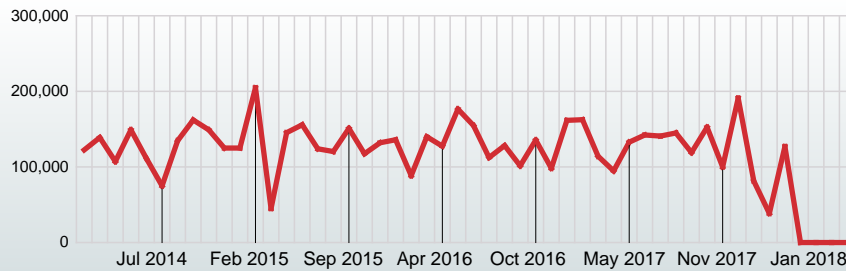
AVERAGE SOLD PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 94,954

3 MONTHS



High
Feb 2015 = 204,750
Low
Dec 2017 = 2
Average Sold Price
this month at **0**,
below the 5 yr APR
average of **94,954**

| | |
|-----|---------|
| JAN | 81,433 |
| FEB | 38,500 |
| MAR | -52.72% |
| APR | 126,983 |
| MAY | 229.83% |

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 |
|--|---|-------|---------|----------|--------|--------|---------|
| \$100,000 and less | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$100,001 - \$100,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$100,001 - \$150,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$150,001 - \$170,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$170,001 - \$270,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$270,001 - \$350,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$350,001 and up | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| Average Sold Price | 0 | | | 0 | 0 | 0 | 0 |
| Total Closed Units | 0 | 100% | 0 | | | | |
| Total Closed Volume | 0 | | | 0.00B | 0.00B | 0.00B | 0.00B |

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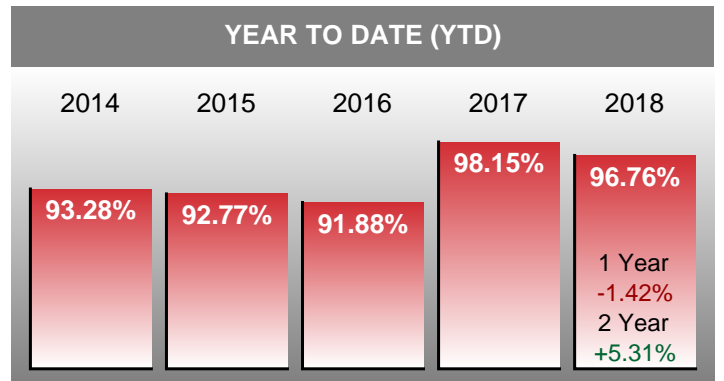
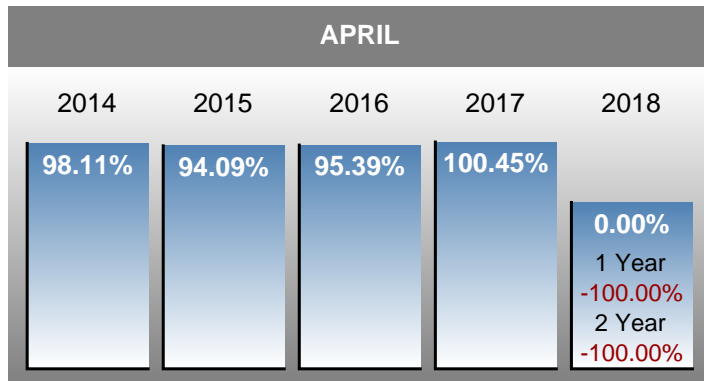


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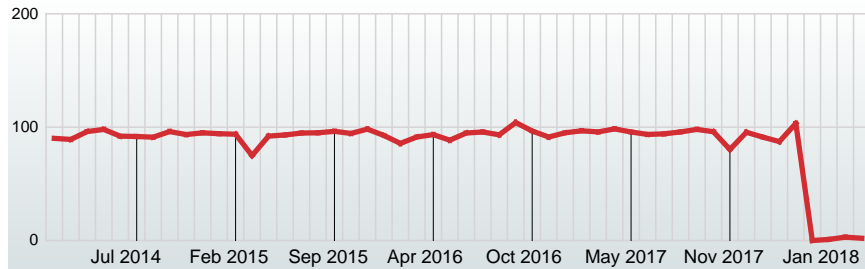
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 77.61%

3 MONTHS

High
Sep 2016 = 106.05%
Low
Dec 2017 = 2.00%
Average Sold/List Ratio this month at **0.00%**, below the 5 yr APR average of **77.61%**

| | |
|-----|---------|
| JAN | 93.21% |
| FEB | 89.26% |
| MAR | 105.32% |
| APR | 18.00% |

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 |
|--|-------|-------|---------|----------|--------|--------|---------|
| \$100,000 and less | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$100,001 - \$100,000 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$100,001 - \$150,000 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$150,001 - \$170,000 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$170,001 - \$270,000 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$270,001 - \$350,000 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$350,001 and up | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| Average Sold/List Ratio | 0.00% | | | 0.00% | 0.00% | 0.00% | 0.00% |
| Total Closed Units | 0 | 100% | 0.00% | | | | |
| Total Closed Volume | 0 | | | 0.00B | 0.00B | 0.00B | 0.00B |

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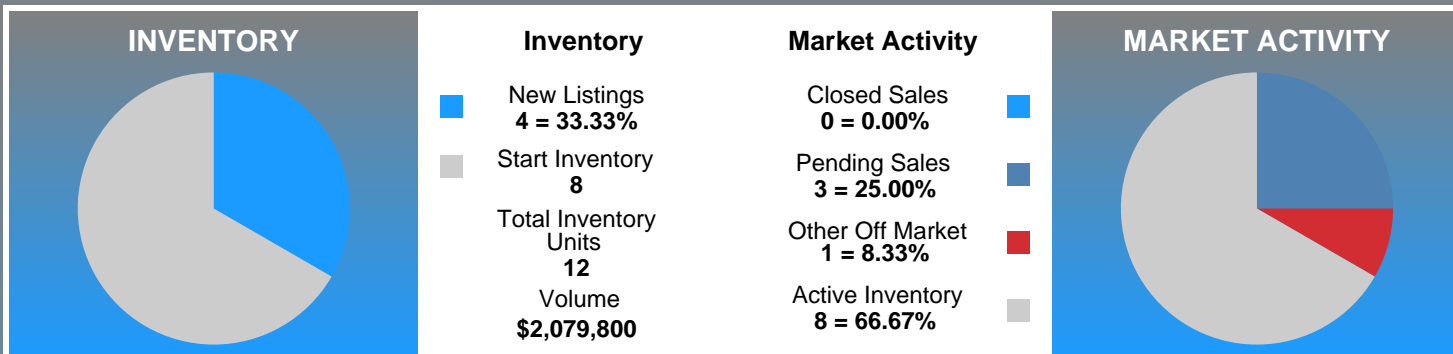


April 2018

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



MARKET SUMMARY

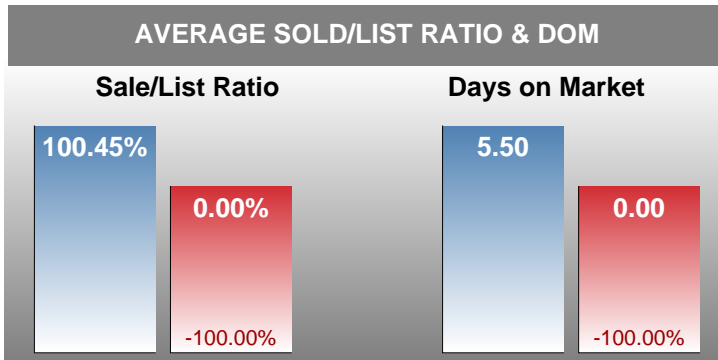
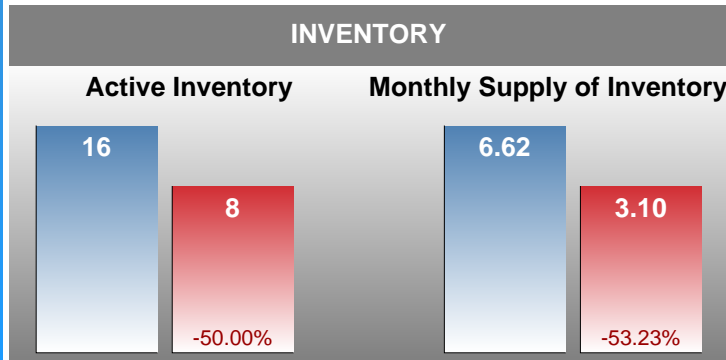
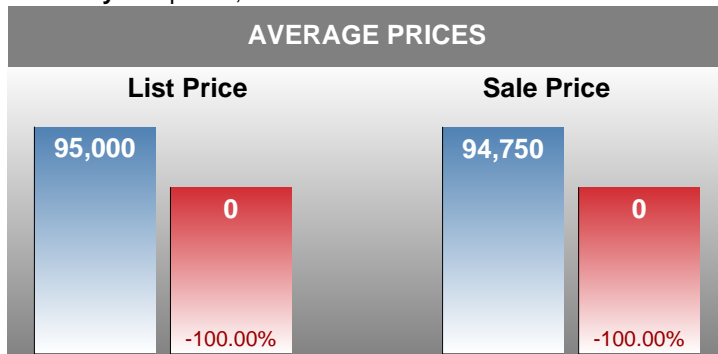
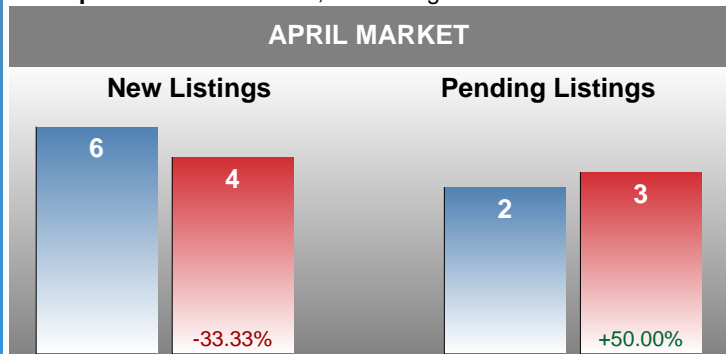


| Compared Metrics | April | | | Year to Date | | |
|--|---------|-------|----------|--------------|--------|---------|
| | 2017 | 2018 | +/-% | 2017 | 2018 | +/-% |
| Closed Sales | 2 | 0 | -100.00% | 11 | 8 | -27.27% |
| Pending Sales | 2 | 3 | 50.00% | 14 | 7 | -50.00% |
| New Listings | 6 | 4 | -33.33% | 16 | 12 | -25.00% |
| Average List Price | 95,000 | 0 | -100.00% | 132,436 | 89,706 | -32.26% |
| Average Sale Price | 94,750 | 0 | -100.00% | 127,995 | 87,781 | -31.42% |
| Average Percent of Selling Price to List Price | 100.45% | 0.00% | -100.00% | 98.15% | 96.76% | -1.42% |
| Average Days on Market to Sale | 5.50 | 0.00 | -100.00% | 58.36 | 57.63 | -1.27% |
| Monthly Inventory | 16 | 8 | -50.00% | 16 | 8 | -50.00% |
| Months Supply of Inventory | 6.62 | 3.10 | -53.23% | 6.62 | 3.10 | -53.23% |

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

Inventory on April 30, 2018 = **8**

2017 **2018**



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