

April 2019

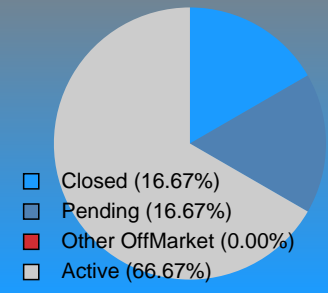
Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Condo/Town Property Type



MONTHLY INVENTORY ANALYSIS

Compared Metrics	April		
	2018	2019	+/-%
Closed Listings	0	2	0.00%
Pending Listings	1	2	100.00%
New Listings	4	3	-25.00%
Average List Price	0	179,475	0.00%
Average Sale Price	0	179,000	0.00%
Average Percent of List Price to Selling Price	0.00%	99.74%	0.00%
Average Days on Market to Sale	0.00	10.50	0.00%
End of Month Inventory	11	8	-27.27%
Months Supply of Inventory	4.26	3.00	-29.55%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **3** Sales/Month
Active Inventory as of April 30, 2019 = **8**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **27.27%** 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 **3.00** MSI for this period.

Average Sale Price Stays the Same

According to the preliminary trends, this market area has experienced some constant momentum with no variation of Average Price this month. Prices varied by **0.00%** in April 2019 to \$179,000 versus the previous year at \$0.

Average Days on Market Shortens

The average number of **10.50** days that homes spent on the market before selling decreased by 10.50 days or **0.00%** in April 2019 compared to last year's same month at **0.00** DOM.

Sales Success for April 2019 is Positive

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

There were 3 New Listings in April 2019, down **25.00%** from last year at 4. Furthermore, there were 2 Closed Listings this month versus last year at 0, a **0.00%** decrease.

Closed versus Listed trends yielded a **66.7%** ratio, down from previous year's, April 2018, at **0.0%**, a **0.00%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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?

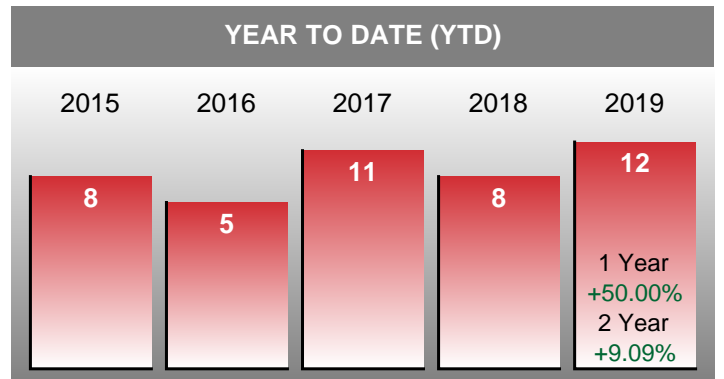
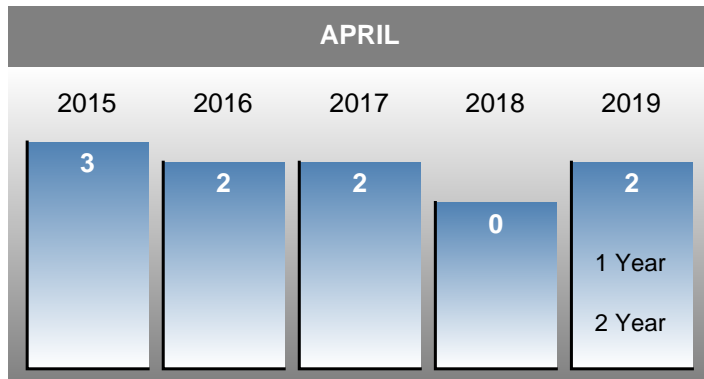
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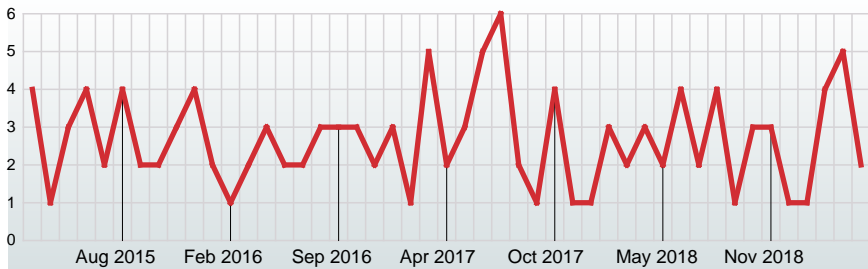
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CLOSED LISTINGS



5 YEAR MARKET ACTIVITY TRENDS

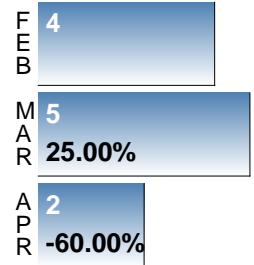


5yr APR AVG = 2

3 MONTHS

High
Jul 2017 = 6
Low
Jan 2019 = 1

Closed Listings this month at 2, equal to 5 yr APR 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
\$175,000 and less	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 - \$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 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 and up	2	100.00%	10.5	0	1	1	0
Total Closed Units	2			0	1	1	0
Total Closed Volume	358,000	100%	10.5	0.00B	179.00K	179.00K	0.00B
Average Closed Price	\$179,000			\$0	\$179,000	\$179,000	\$0

Ready to Buy or Sell Real Estate?

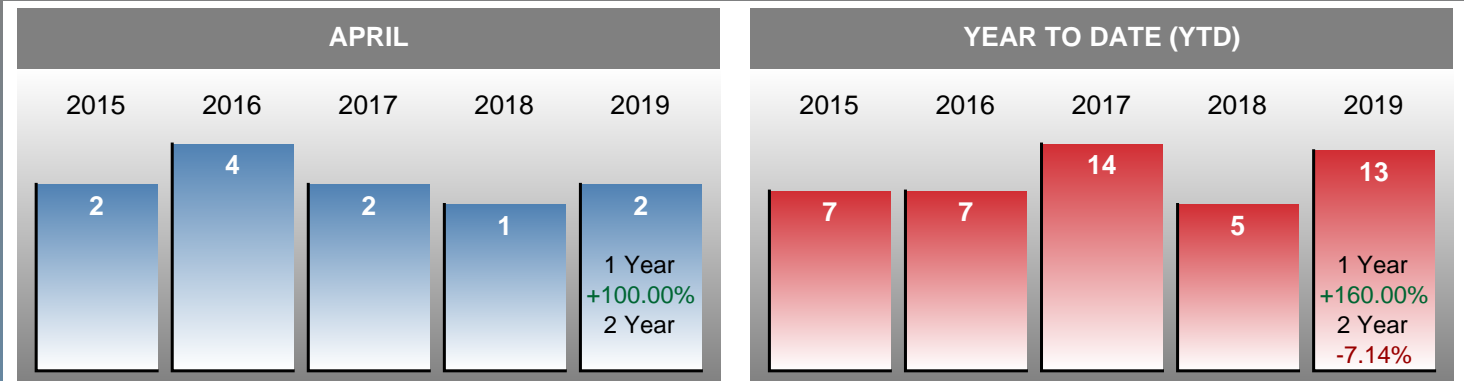
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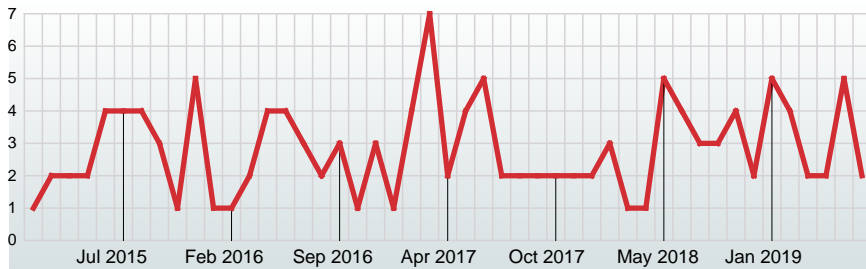
PENDING LISTINGS



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 2

3 MONTHS



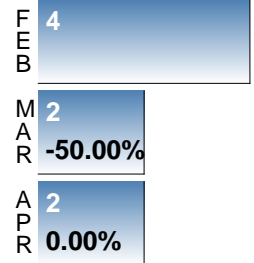
High

Mar 2017 = 7

Low

Apr 2018 = 1

Pending Listings this month at 2, equal to 5 yr APR 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
\$150,000 and less	0	0.00%	0.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 and up	2	100.00%	210.0	2	0	0	0
Total Pending Units	2			2	0	0	0
Total Pending Volume	314,949	100%	0.0	314.95K	0.00B	0.00B	0.00B
Average Listing Price	\$0			\$157,475	\$0	\$0	\$0

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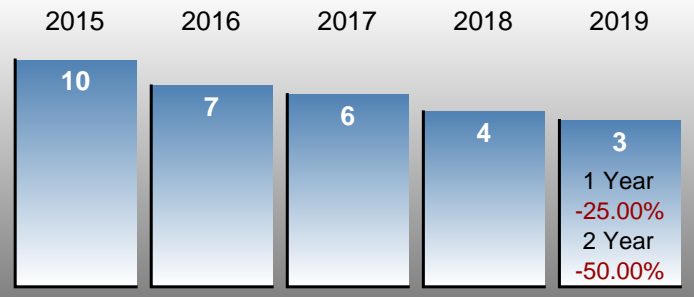
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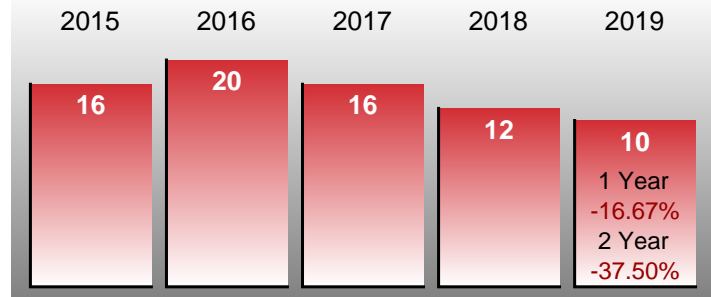


NEW LISTINGS

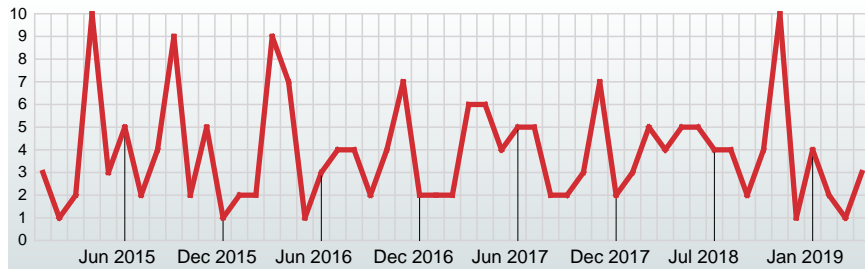
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

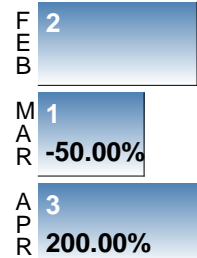


5yr APR AVG = 6

3 MONTHS

High
Nov 2018 = 10
Low
Mar 2019 = 1

New Listings
this month at **3**,
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
\$80,000 and less	1	33.33%	1	0	0	0
\$80,001 - \$80,000	0	0.00%	0	0	0	0
\$80,001 - \$130,000	0	0.00%	0	0	0	0
\$130,001 - \$130,000	0	0.00%	0	0	0	0
\$130,001 - \$160,000	1	33.33%	0	1	0	0
\$160,001 - \$160,000	0	0.00%	0	0	0	0
\$160,001 and up	1	33.33%	0	1	0	0
Total New Listed Units	3		1	2	0	0
Total New Listed Volume	383,700	100%	80.00K	303.70K	0.00B	0.00B
Average New Listed Listing Price	\$0		\$80,000	\$151,850	\$0	\$0

Ready to Buy or Sell Real Estate?

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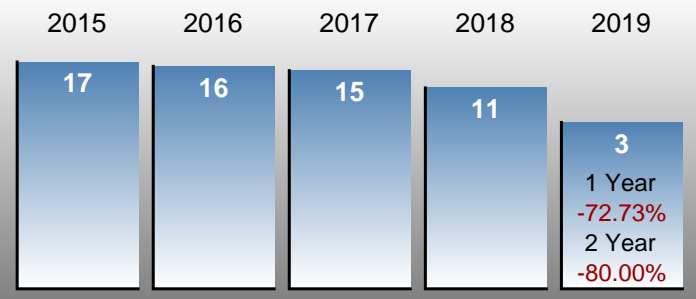
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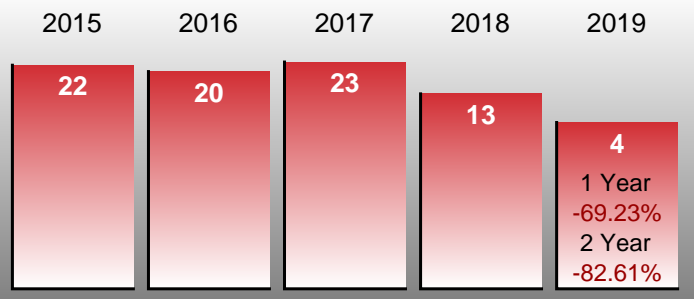


ACTIVE INVENTORY

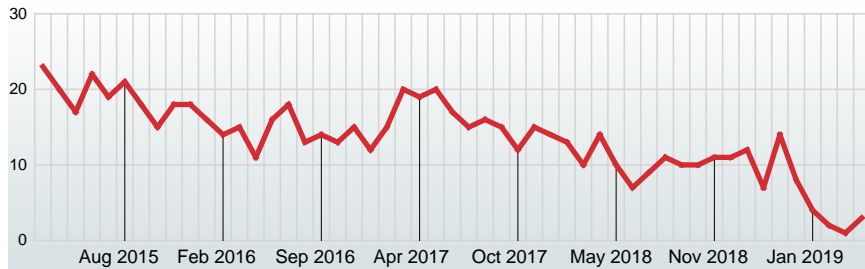
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 12

3 MONTHS

High

Feb 2015 = 23

Low

Mar 2019 = 1

Inventory

this month at 3,
below the 5 yr APR
average of 12

FEB 7

MAR 14
100.00%

APR 8
-42.86%

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 - \$80,000	2	25.00%	100.5	2	0	0	0
\$80,001 - \$130,000	0	0.00%	0.0	0	0	0	0
\$130,001 - \$160,000	2	25.00%	66.5	0	2	0	0
\$160,001 - \$170,000	2	25.00%	79.5	0	2	0	0
\$170,001 - \$170,000	0	0.00%	0.0	0	0	0	0
\$170,001 and up	2	25.00%	137.0	0	2	0	0
Total Active Inventory by Units	8			2	6	0	0
Total Active Inventory by Volume	1,100,150	100%	95.9	135.00K	965.15K	0.00B	0.00B
Average Active Inventory Listing Price	\$137,519			\$67,500	\$160,858	\$0	\$0

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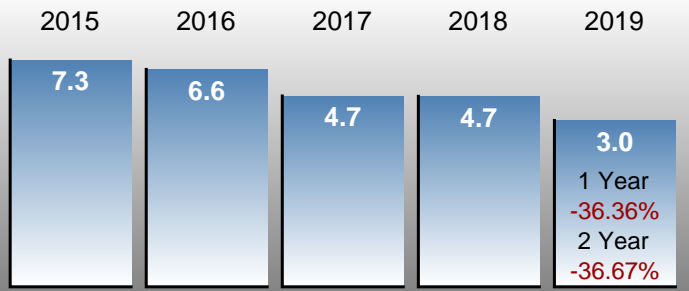
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MONTHS SUPPLY of INVENTORY (MSI)

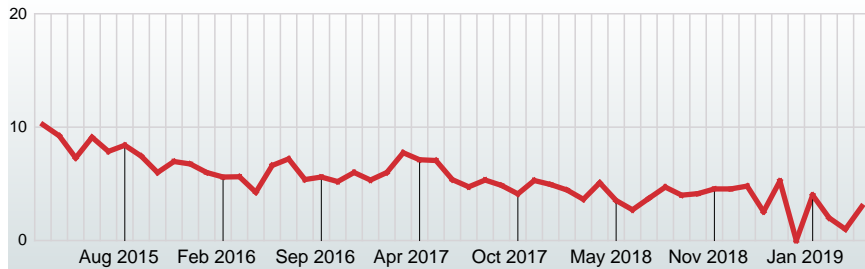
MSI FOR APRIL



INDICATORS FOR APRIL 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 APR AVG = 5.3

3 MONTHS

High
Feb 2015 = 10.2
Low
Apr 2019 = 0.0
Months Supply
this month at **3.0**,
below the 5 yr APR
average of **5.3**

FEB	2.5
MAR	5.3
APR	106.25%
APR	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
\$50,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$50,001 - \$75,000	1	12.50%	4.0	12.0	0.0	0.0	0.0
\$75,001 - \$125,000	1	12.50%	6.0	12.0	0.0	0.0	0.0
\$125,001 - \$150,000	2	25.00%	4.0	0.0	8.0	0.0	0.0
\$150,001 - \$175,000	2	25.00%	8.0	0.0	12.0	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	2	25.00%	1.7	0.0	2.4	0.0	0.0
Market Supply of Inventory (MSI)	3.0	100%	3.0	2.2	4.0	0.0	0.0
Total Active Inventory by Units	8			2	6	0	0

Ready to Buy or Sell Real Estate?

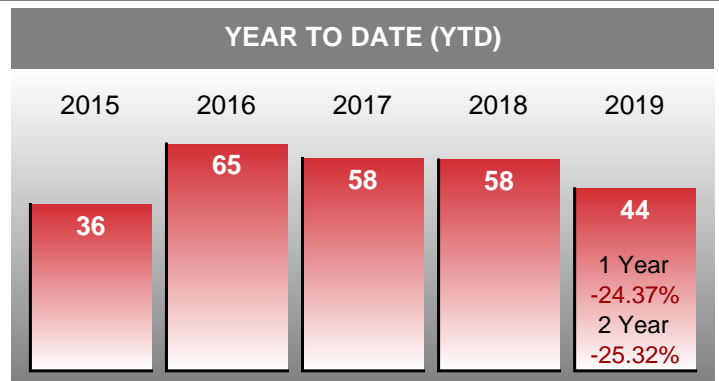
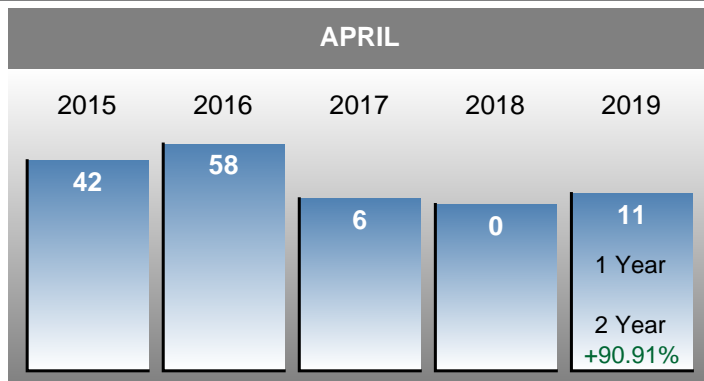
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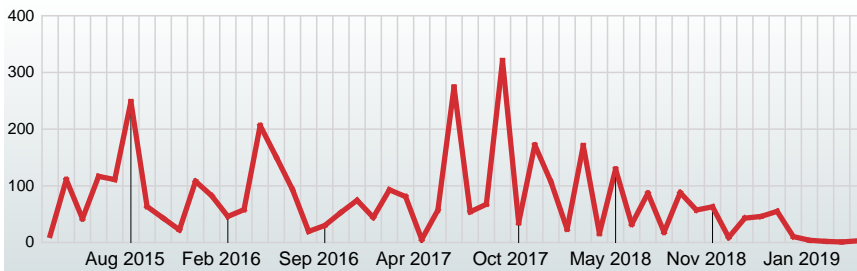
AVERAGE DAYS ON MARKET TO SALE



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 23

3 MONTHS



High
Sep 2017 = 321
Low
Mar 2019 = 1
Average Days on Market
this month at **11**,
below the 5 yr APR
average of **23**

FEB	46
MAR	55
APR	11
APR %	-80.91%

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
\$175,000 and less	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 - \$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 - \$175,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 and up	2	100.00%	10.5	0.0	3.0	18.0	0.0
Average Closed DOM			10.5	0.0	3.0	18.0	0.0
Total Closed Units		100%	10.5		1	1	
Total Closed Volume			358,000	0.00B	179.00K	179.00K	0.00B

Ready to Buy or Sell Real Estate?

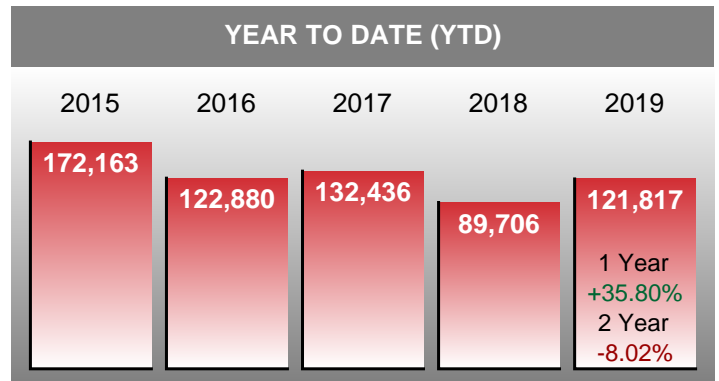
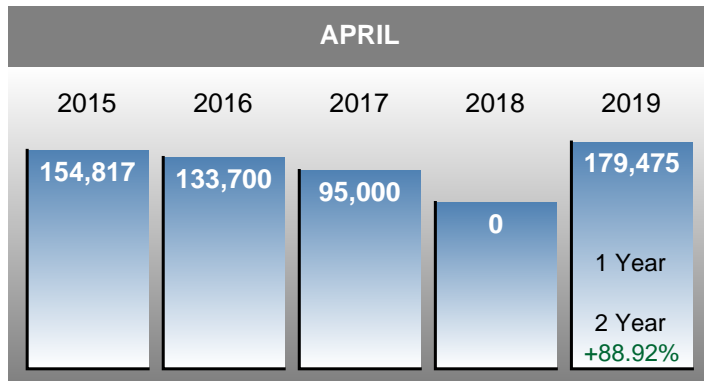
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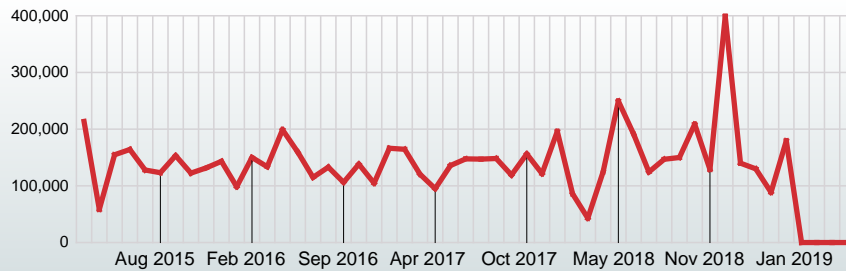
AVERAGE LIST PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 112,598

3 MONTHS



High
Dec 2018 = 399,000
Low
Mar 2019 = 1
Average List Price
this month at **179,475**,
above the 5 yr APR
average of **112,598**

FEB	129,963
MAR	88,600
APR	-31.83%
MAY	179,475
JUN	102.57%

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
\$175,000 and less	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 and up	2	100.00%	179,475	0	179,000	179,950	0
Average List Price			179,475	0	179,000	179,950	0
Total Closed Units		100%	179,475		1	1	
Total Closed Volume			358,950	0.00B	179.00K	179.95K	0.00B

Ready to Buy or Sell Real Estate?

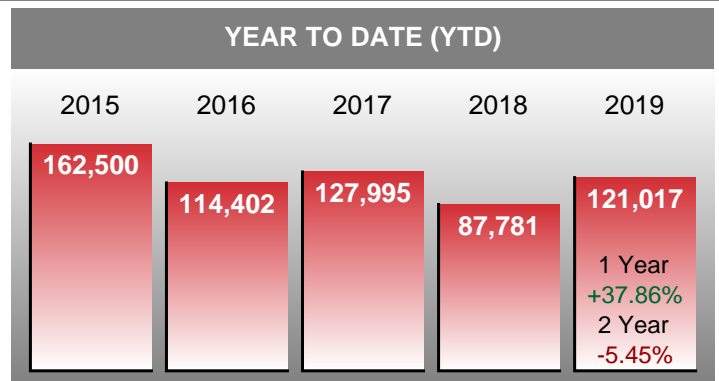
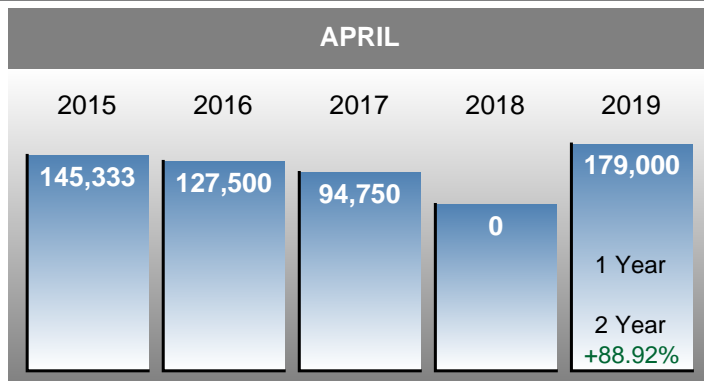
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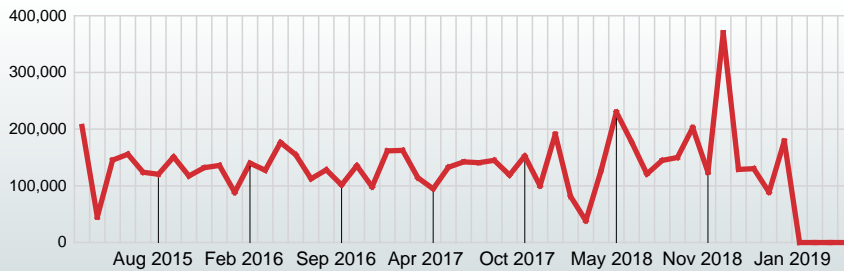
AVERAGE SOLD PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 109,317

3 MONTHS



High
Dec 2018 = 370,000
Low
Mar 2019 = 1
Average Sold Price
this month at **179,000**,
above the 5 yr APR
average of **109,317**

FEB	130,300
MAR	88,800
APR	-31.85%
MAY	179,000
JUN	101.58%

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
\$175,000 and less	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 and up	2	100.00%	179,000	0	179,000	179,000	0
Average Sold Price			179,000	0	179,000	179,000	0
Total Closed Units		100%	179,000		1	1	
Total Closed Volume			358,000	0.00B	179.00K	179.00K	0.00B

Ready to Buy or Sell Real Estate?

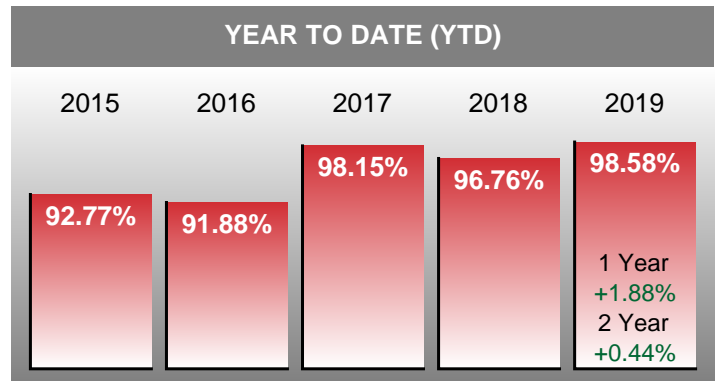
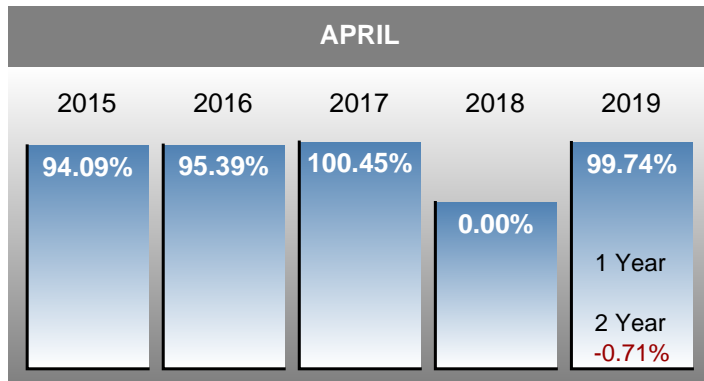
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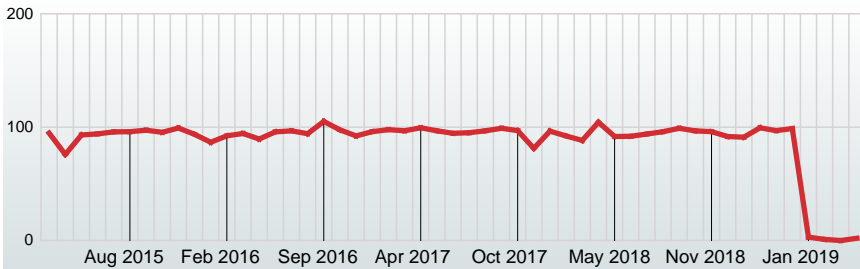
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 77.93%

3 MONTHS

High
Sep 2016 = 106.05%
Low
Mar 2019 = 1.00%
Average Sold/List Ratio
this month at **99.74%**,
above the 5 yr APR
average of **77.93%**

FEB	100.42%
MAR	97.94%
APR	99.74%
APR	1.84%

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
\$175,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 and up	2	100.00%	99.74%	0.00%	100.00%	99.47%	0.00%
Average Sold/List Ratio			99.70%	0.00%	100.00%	99.47%	0.00%
Total Closed Units		100%	99.70%		1	1	
Total Closed Volume			358,000	0.00B	179.00K	179.00K	0.00B

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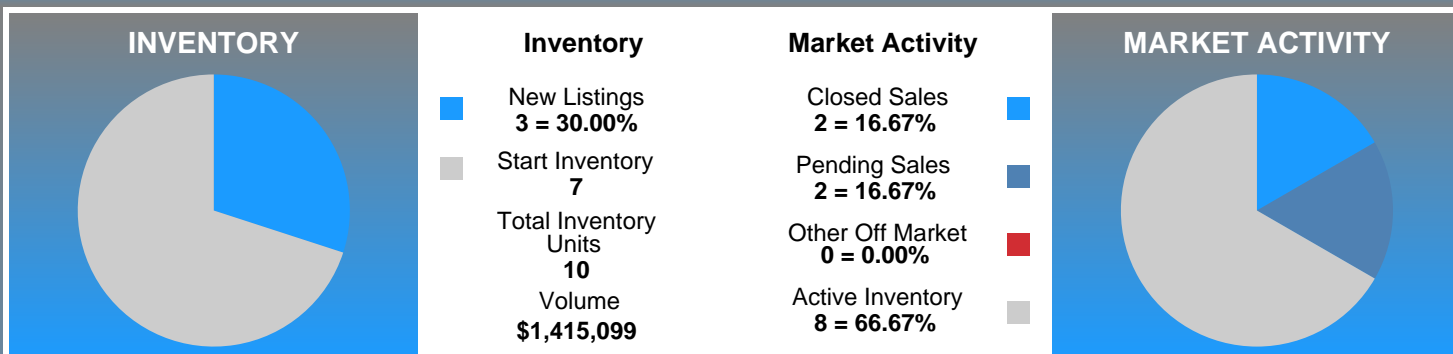
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April 2019

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



MARKET SUMMARY

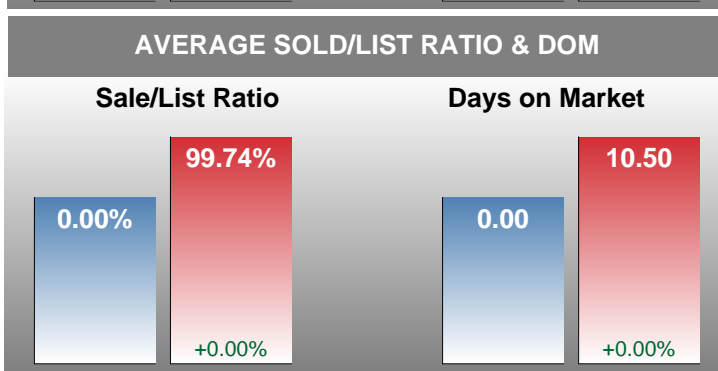
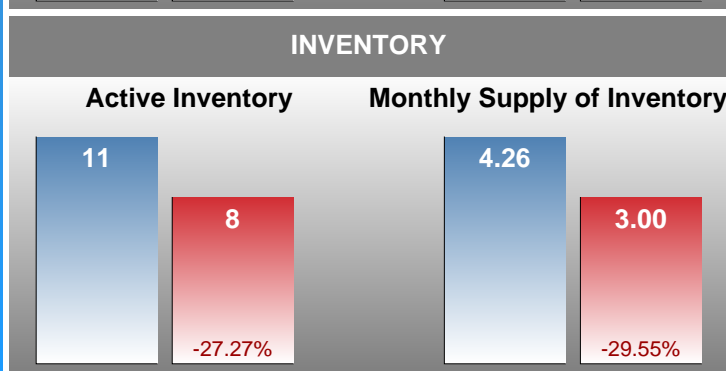
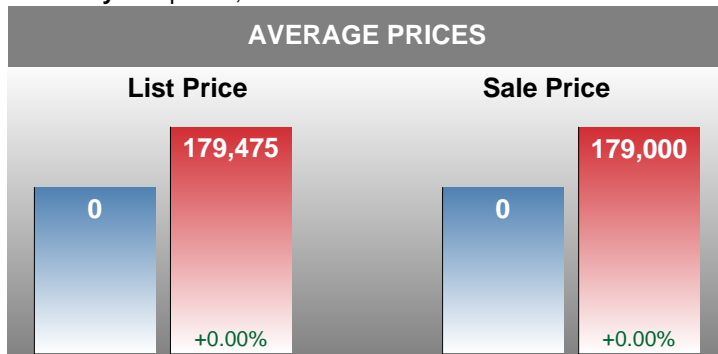
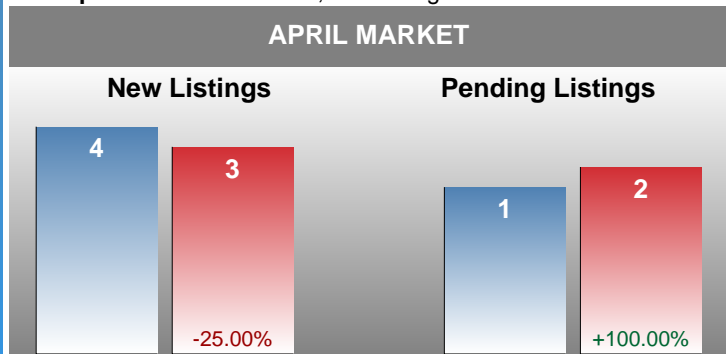


Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	0	2	0.00%	8	12	50.00%
Pending Sales	1	2	100.00%	5	13	160.00%
New Listings	4	3	-25.00%	12	10	-16.67%
Average List Price	0	179,475	0.00%	89,706	121,817	35.80%
Average Sale Price	0	179,000	0.00%	87,781	121,017	37.86%
Average Percent of Selling Price to List Price	0.00%	99.74%	0.00%	96.76%	98.58%	1.88%
Average Days on Market to Sale	0.00	10.50	0.00%	57.63	43.58	-24.37%
Monthly Inventory	11	8	-27.27%	11	8	-27.27%
Months Supply of Inventory	4.26	3.00	-29.55%	4.26	3.00	-29.55%

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

Inventory on April 30, 2019 = **8**

2018 **2019**



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