

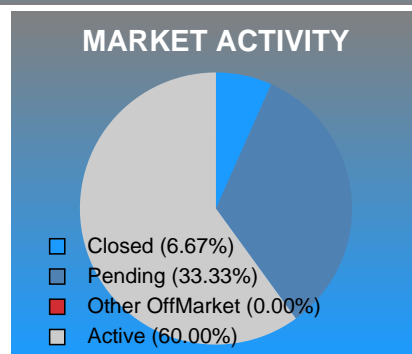
# June 2019

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



## MONTHLY INVENTORY ANALYSIS

Compared Metrics	June		
	2018	2019	+/-%
Closed Listings	4	1	-75.00%
Pending Listings	4	5	25.00%
New Listings	5	6	20.00%
Average List Price	191,225	145,000	-24.17%
Average Sale Price	177,250	145,000	-18.19%
Average Percent of List Price to Selling Price	92.93%	100.00%	7.61%
Average Days on Market to Sale	32.25	3.00	-90.70%
End of Month Inventory	10	9	-10.00%
Months Supply of Inventory	4.14	3.72	-10.00%



**Absorption:** Last 12 months, an Average of **2** Sales/Month  
**Active Inventory** as of June 30, 2019 = **9**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2019 decreased **10.00%** to 9 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 **3.72** 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 **18.19%** in June 2019 to \$145,000 versus the previous year at \$177,250.

#### Average Days on Market Shortens

The average number of **3.00** days that homes spent on the market before selling decreased by 29.25 days or **90.70%** in June 2019 compared to last year's same month at **32.25** DOM.

#### Sales Success for June 2019 is Positive

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

There were 6 New Listings in June 2019, up **20.00%** from last year at 5. Furthermore, there were 1 Closed Listings this month versus last year at 4, a **-75.00%** decrease.

Closed versus Listed trends yielded a **16.7%** ratio, down from previous year's, June 2018, at **80.0%**, a **79.17%** 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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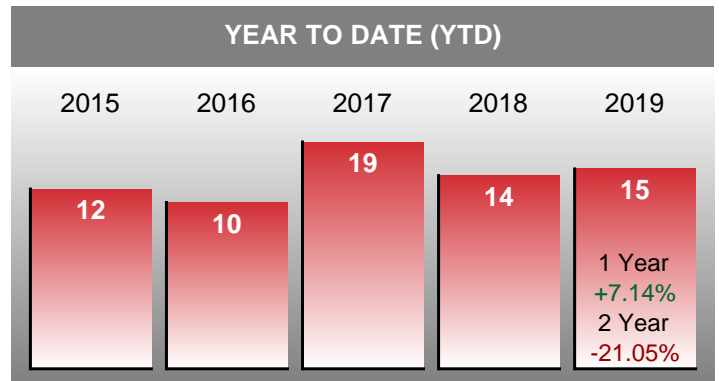
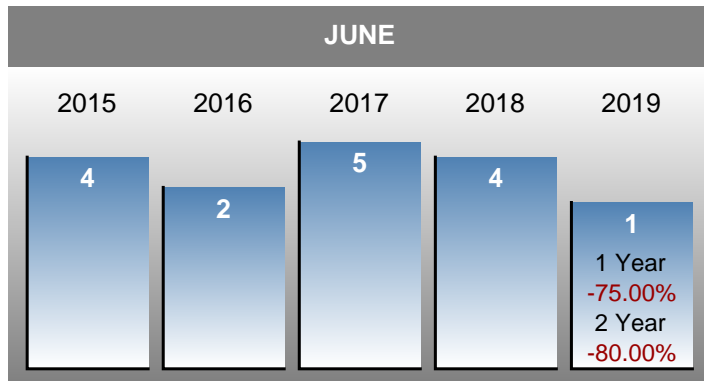
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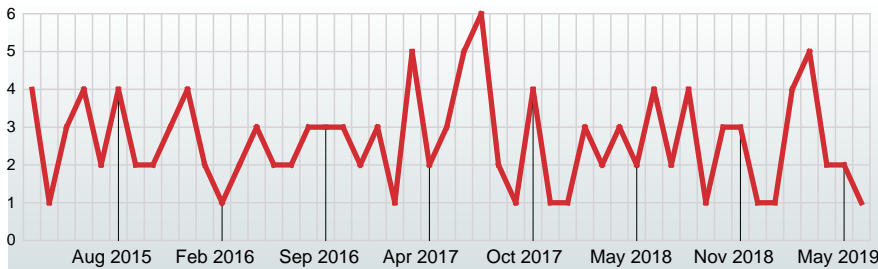
## CLOSED LISTINGS



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 3

3 MONTHS



**High**  
Jul 2017 = 6  
**Low**  
Jun 2019 = 1

Closed Listings this month at 1, below the 5 yr JUN average of 3

A	2
P	2
R	0.00%
M	2
A	0.00%
Y	0.00%
J	1
U	-50.00%
N	

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed 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 - \$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 - \$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 and up	1	100.00%	3.0	0	1	0	0
<b>Total Closed Units</b>	<b>1</b>			<b>0</b>	<b>1</b>	<b>0</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>145,000</b>	<b>100%</b>	<b>3.0</b>	<b>0.00B</b>	<b>145.00K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$145,000</b>			<b>\$0</b>	<b>\$145,000</b>	<b>\$0</b>	<b>\$0</b>

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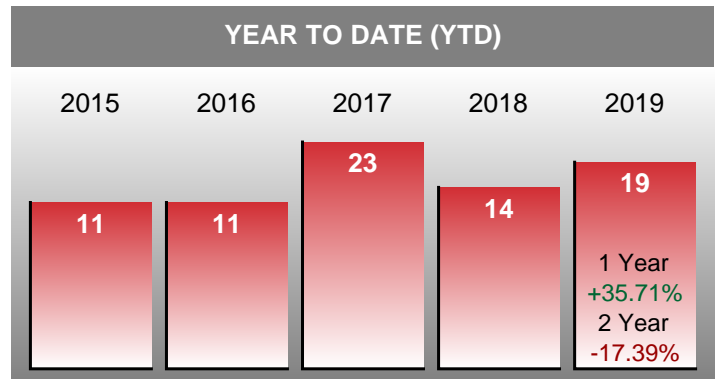
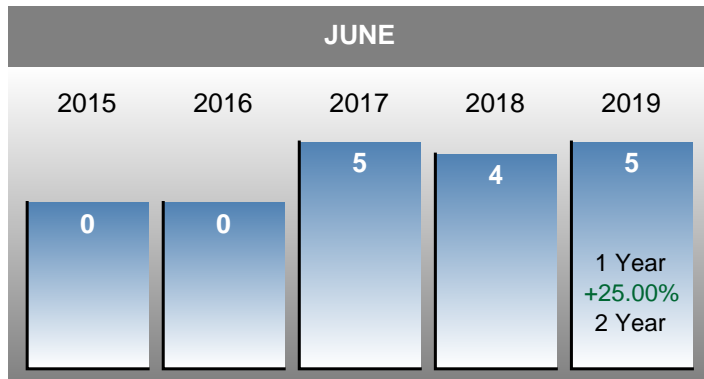
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# June 2019

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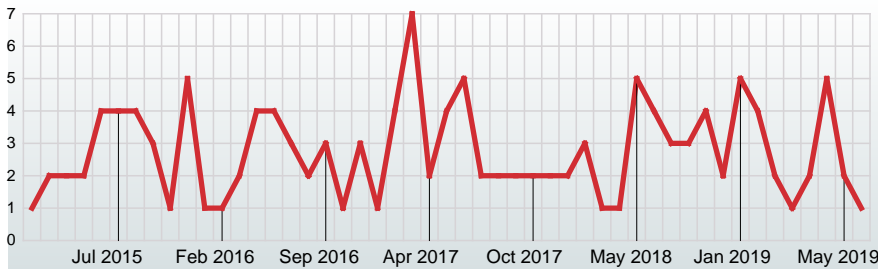
## PENDING LISTINGS



### 5 YEAR MARKET ACTIVITY TRENDS

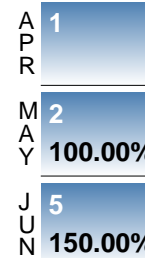
5yr JUN AVG = 3

3 MONTHS



**High**  
Mar 2017 = 7  
**Low**  
Jun 2019 = 1

*Pending Listings*  
this month at **5**,  
above the 5 yr JUN  
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
\$130,000 and less	0	0.00%	0.0	0	0	0	0
\$130,001 - \$150,000	1	20.00%	62.0	0	1	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 - \$160,000	3	60.00%	5.0	0	3	0	0
\$160,001 and up	1	20.00%	207.0	0	1	0	0
<b>Total Pending Units</b>	<b>5</b>			<b>0</b>	<b>5</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>783,450</b>	<b>100%</b>	<b>0.0</b>	<b>0.00B</b>	<b>783.45K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$0</b>			<b>\$0</b>	<b>\$156,690</b>	<b>\$0</b>	<b>\$0</b>

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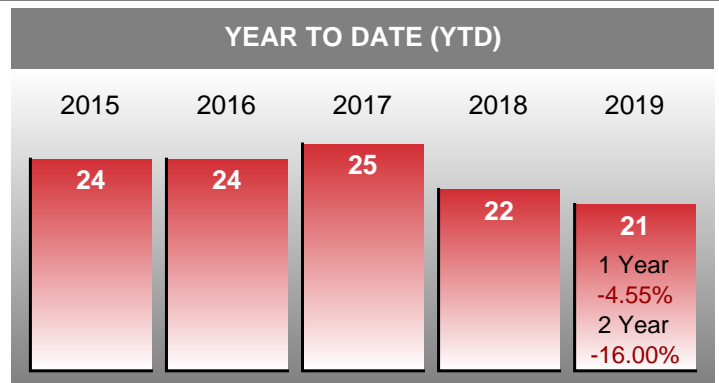
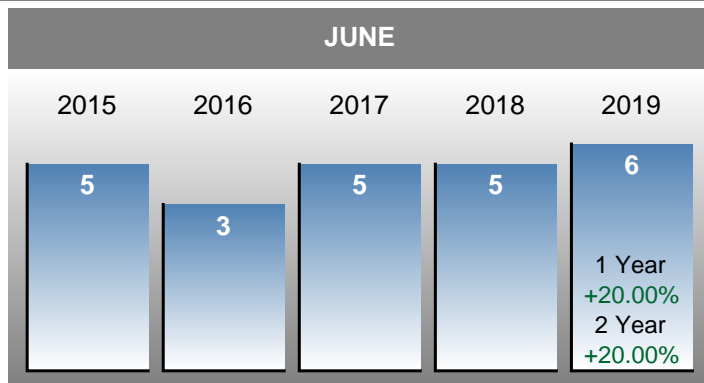
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# June 2019

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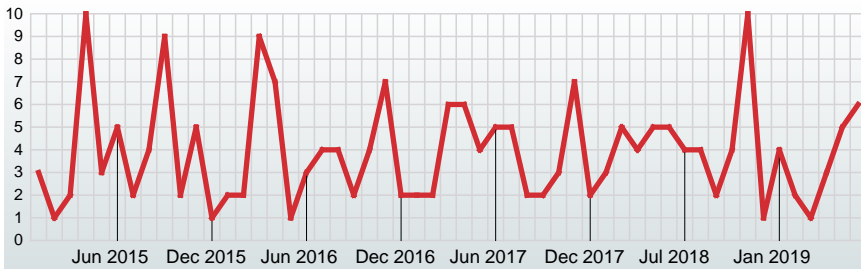
## NEW LISTINGS



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 5

3 MONTHS



**High**

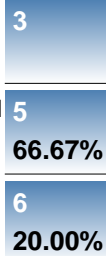
Nov 2018 = 10

**Low**

Mar 2019 = 1

*New Listings* this month at **6**, above the 5 yr JUN average of **5**

A  
P  
R  
M  
A  
Y  
J  
U  
N



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	16.67%	1	0	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$60,000	1	16.67%	0	1	0	0
\$60,001 - \$150,000	1	16.67%	0	1	0	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0
\$150,001 - \$160,000	2	33.33%	0	2	0	0
\$160,001 and up	1	16.67%	0	1	0	0
<b>Total New Listed Units</b>	<b>6</b>		<b>1</b>	<b>5</b>	<b>0</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>660,400</b>	<b>100%</b>	<b>50.00K</b>	<b>610.40K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$50,000</b>	<b>\$122,080</b>	<b>\$0</b>	<b>\$0</b>

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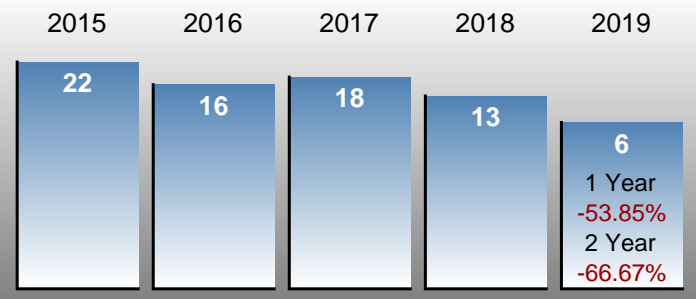
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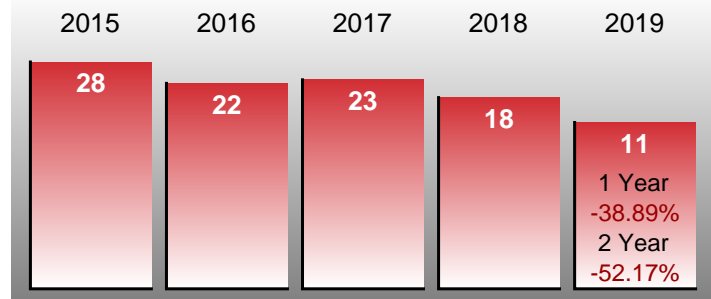


## ACTIVE INVENTORY

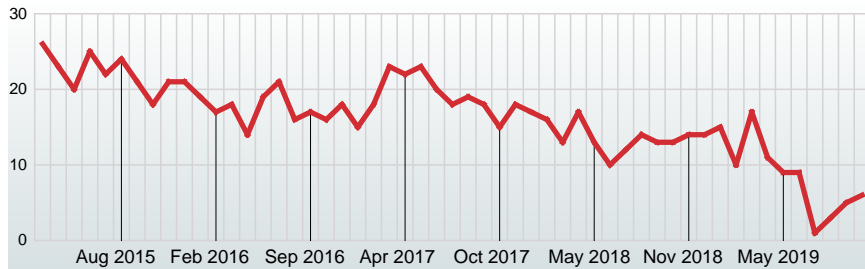
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 15

3 MONTHS

**High**  
Feb 2015 = 26  
**Low**  
Mar 2019 = 1

*Inventory*  
this month at **6**,  
below the 5 yr JUN  
average of **15**

A	11
P	
R	
M	9
A	-18.18%
Y	
J	9
U	0.00%
N	

### 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	1	11.11%	29.0	1	0	0	0
\$50,001 - \$60,000	1	11.11%	16.0	0	1	0	0
\$60,001 - \$70,000	1	11.11%	2.0	0	1	0	0
\$70,001 - \$160,000	2	22.22%	69.0	1	1	0	0
\$160,001 - \$160,000	0	0.00%	0.0	0	0	0	0
\$160,001 - \$260,000	3	33.33%	78.0	1	2	0	0
\$260,001 and up	1	11.11%	48.0	0	0	1	0
<b>Total Active Inventory by Units</b>	<b>9</b>			<b>3</b>	<b>5</b>	<b>1</b>	<b>0</b>
<b>Total Active Inventory by Volume</b>	<b>1,180,200</b>	<b>100%</b>	<b>51.9</b>	<b>294.90K</b>	<b>617.30K</b>	<b>268.00K</b>	<b>0.00B</b>
<b>Average Active Inventory Listing Price</b>	<b>\$131,133</b>			<b>\$98,300</b>	<b>\$123,460</b>	<b>\$268,000</b>	<b>\$0</b>

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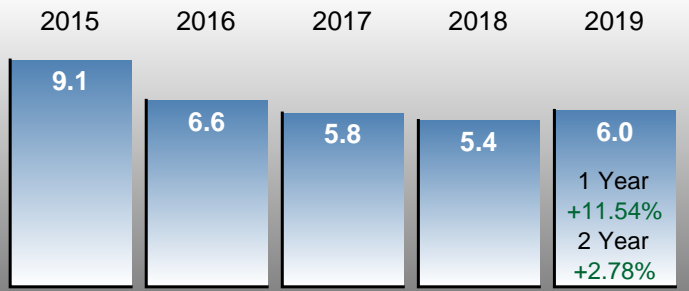


Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Condo/Town Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

### MSI FOR JUNE



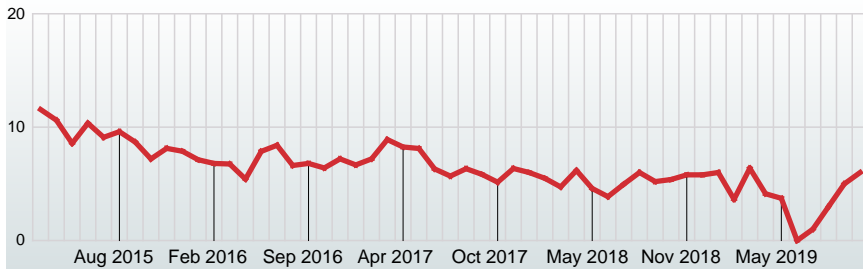
### INDICATORS FOR JUNE 2019

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 JUN AVG = 6.6

3 MONTHS



**High**  
Feb 2015 = 11.6  
**Low**  
Jun 2019 = 0.0  
Months Supply this month at **6.0**, below the 5 yr JUN average of **6.6**

A P R	4.1
M A Y	3.7
	-9.72%
J U N	0.0
	-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	1	11.11%	3.0	4.0	0.0	0.0	0.0
\$50,001 - \$50,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$50,001 - \$75,000	3	33.33%	12.0	12.0	24.0	0.0	0.0
\$75,001 - \$150,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$150,001 - \$150,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$150,001 - \$250,000	4	44.44%	4.4	6.0	5.1	0.0	0.0
\$250,001 and up	1	11.11%	6.0	0.0	0.0	12.0	0.0
Market Supply of Inventory (MSI)	3.7	100%	3.7	3.3	4.3	3.0	0.0
Total Active Inventory by Units	9			3	5	1	0

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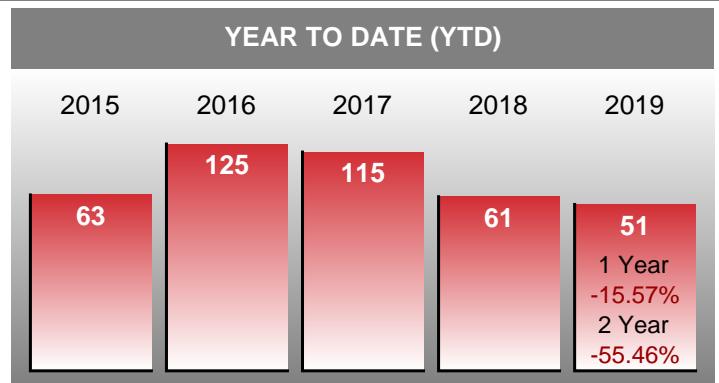
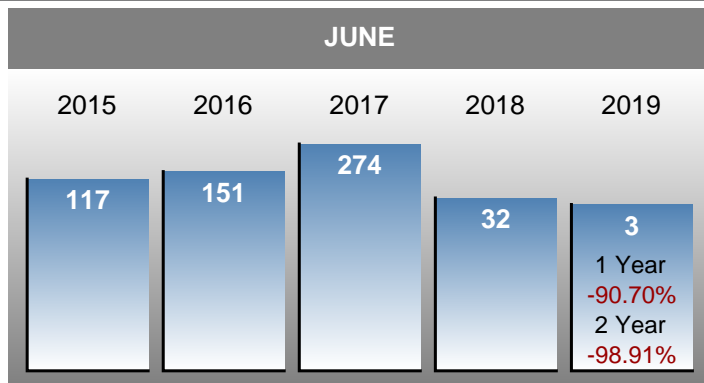
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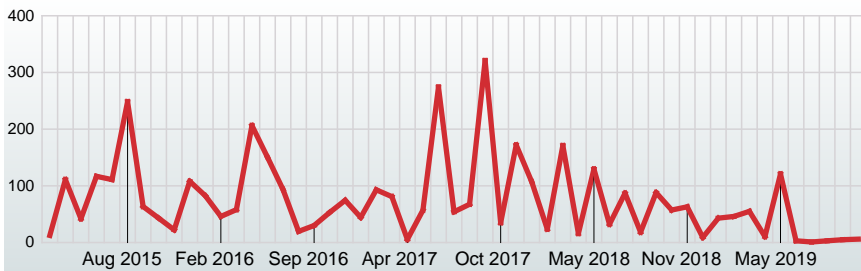
## AVERAGE DAYS ON MARKET TO SALE



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 115

3 MONTHS



**High**  
Sep 2017 = 321  
**Low**  
Mar 2019 = 1

Average Days on Market this month at **3**, below the 5 yr JUN average of **115**

A	11
P	
R	
M	121
A	1,052.38%
Y	
J	3
U	-97.52%
N	

## 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
\$140,000 and less	0	0.00%	0.0	0.0	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 - \$140,000	0	0.00%	0.0	0.0	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 - \$140,000	0	0.00%	0.0	0.0	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 - \$140,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$140,001 and up	1	100.00%	3.0	0.0	3.0	0.0	0.0
<b>Average Closed DOM</b>			3.0	0.0	3.0	0.0	0.0
<b>Total Closed Units</b>		100%	3.0		1		
<b>Total Closed Volume</b>			145,000	0.00B	145.00K	0.00B	0.00B

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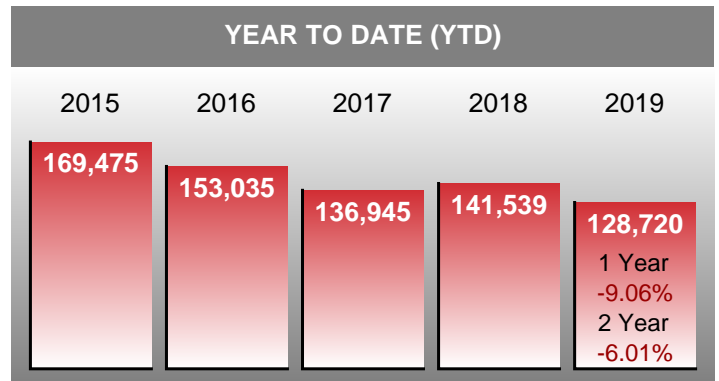
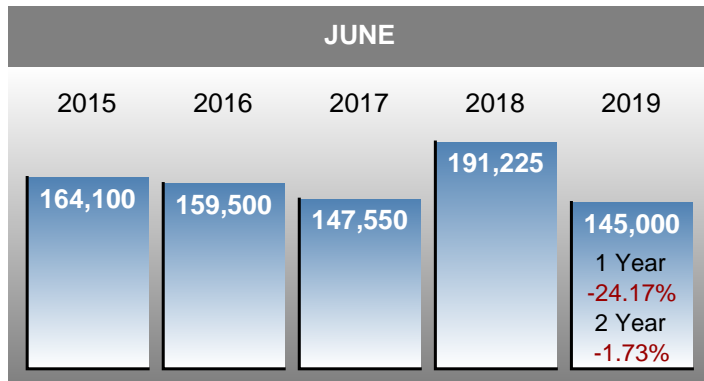
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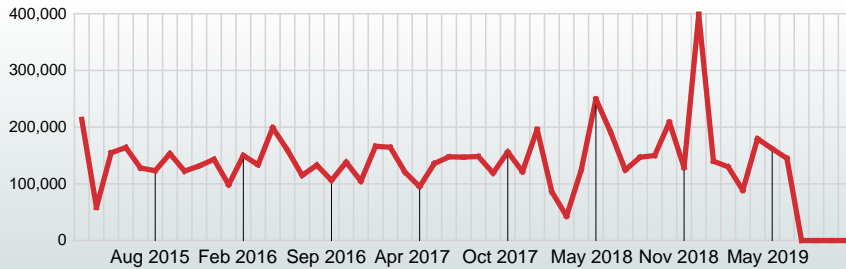
## AVERAGE LIST PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 161,475

3 MONTHS



**High**  
Dec 2018 = 399,000  
**Low**  
Mar 2019 = 1  
*Average List Price*  
this month at **145,000**,  
below the 5 yr JUN  
average of **161,475**

A P R	179,475
M A Y	162,000 -9.74%
J U N	145,000 -10.49%

### 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
\$140,000 and less	0	0.00%	0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 and up	1	100.00%	145,000	0	145,000	0	0
<b>Average List Price</b>			145,000	0	145,000	0	0
<b>Total Closed Units</b>		100%	145,000		1		
<b>Total Closed Volume</b>			145,000	0.00B	145.00K	0.00B	0.00B

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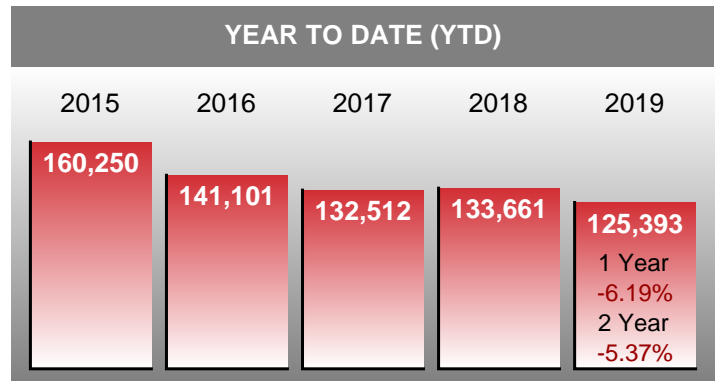
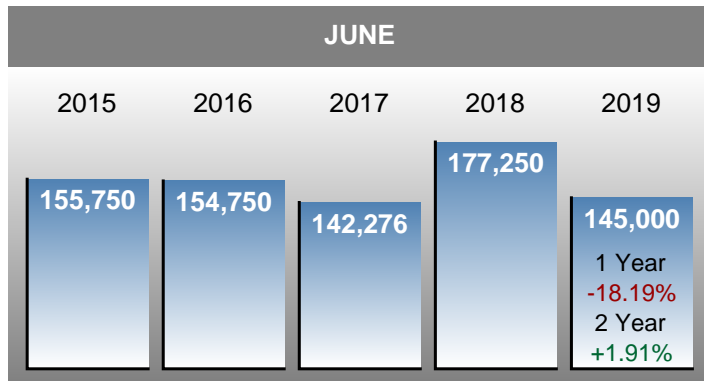


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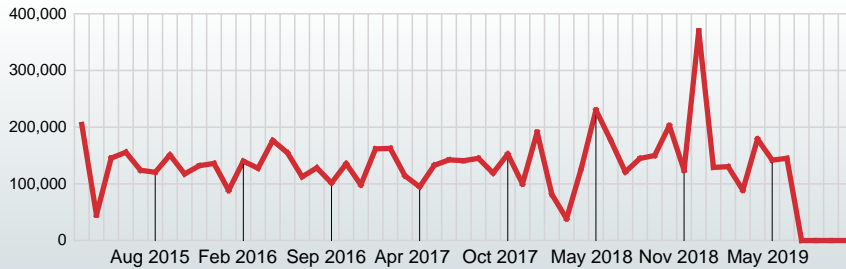
## AVERAGE SOLD PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 155,005

3 MONTHS



**High**  
Dec 2018 = 370,000  
**Low**  
Mar 2019 = 1  
*Average Sold Price*  
this month at **145,000**,  
below the 5 yr JUN  
average of **155,005**

A	179,000
P	
R	
M	141,850
A	-20.75%
Y	
J	145,000
U	2.22%
N	

## 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
\$140,000 and less	0	0.00%	0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0	0
\$140,001 and up	1	100.00%	145,000	0	145,000	0	0
<b>Average Sold Price</b>			145,000	0	145,000	0	0
<b>Total Closed Units</b>		100%	145,000		1		
<b>Total Closed Volume</b>			145,000	0.00B	145.00K	0.00B	0.00B

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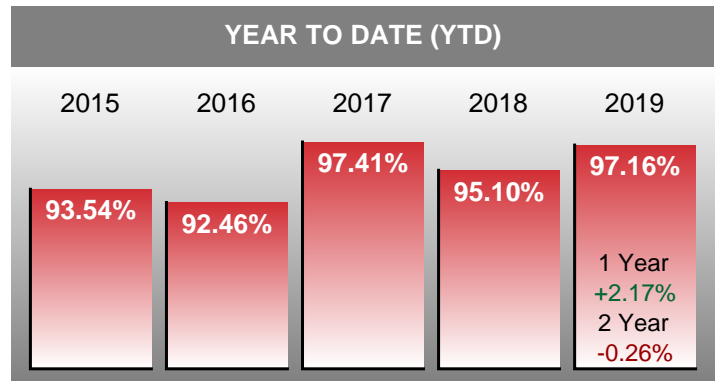
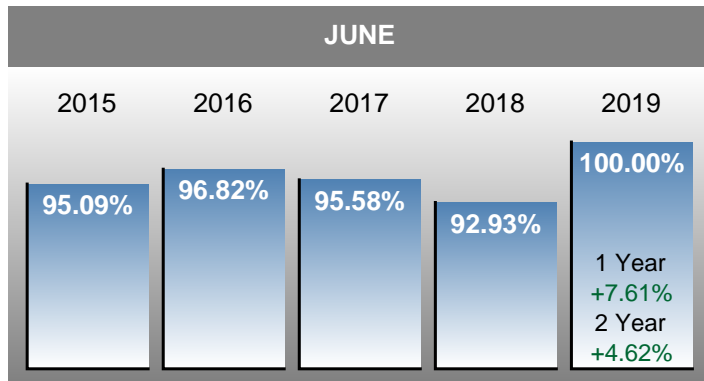
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# June 2019

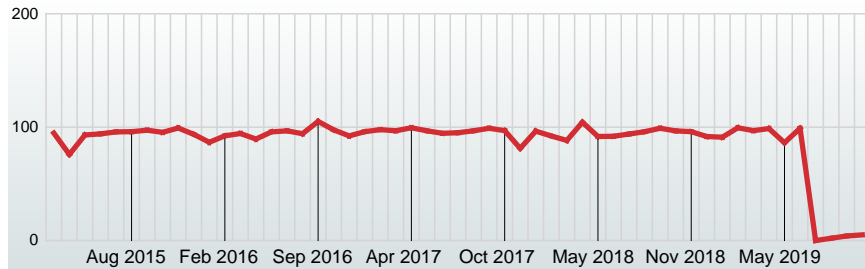
Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Condo/Town Property Type



## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 96.08%

### 3 MONTHS

High	Sep 2016 = 106.05%
Low	Mar 2019 = 1.00%
Average Sold/List Ratio this month at <b>100.00%</b> , above the 5 yr JUN average of <b>96.08%</b>	
APR	99.74%
MAY	87.24%
JUN	100.00%
JUN	14.63%

## 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
\$140,000 and less	0	0.00%	0.00%	0.00%	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 - \$140,000	0	0.00%	0.00%	0.00%	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 - \$140,000	0	0.00%	0.00%	0.00%	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 - \$140,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$140,001 and up	1	100.00%	100.00%	0.00%	100.00%	0.00%	0.00%
Average Sold/List Ratio		100.00%		0.00%	100.00%	0.00%	0.00%
Total Closed Units		1	100%		1		
Total Closed Volume		145,000		0.00B	145.00K	0.00B	0.00B

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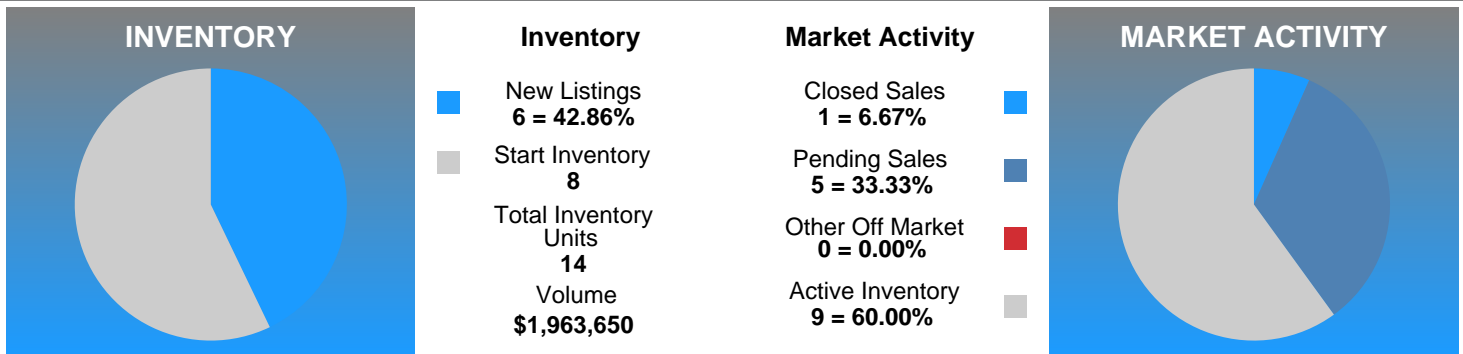
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# June 2019

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



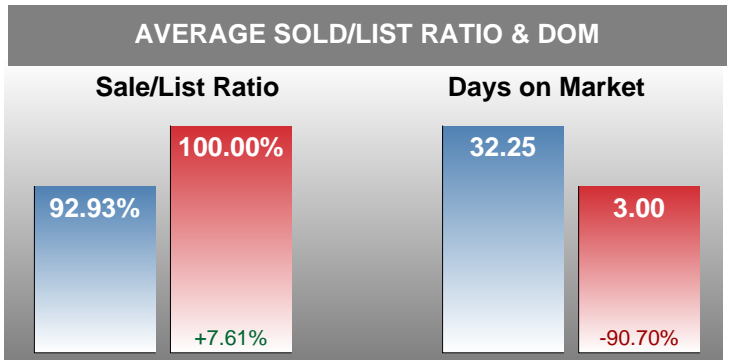
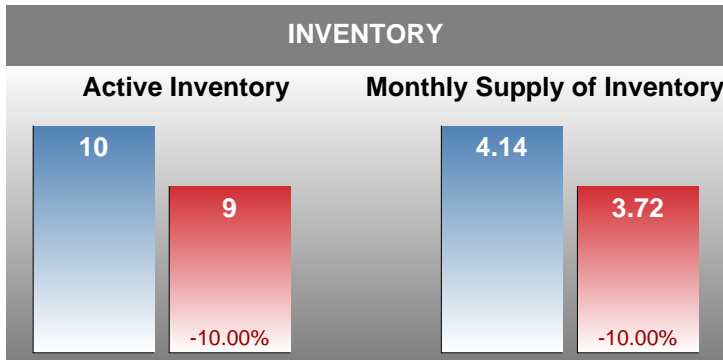
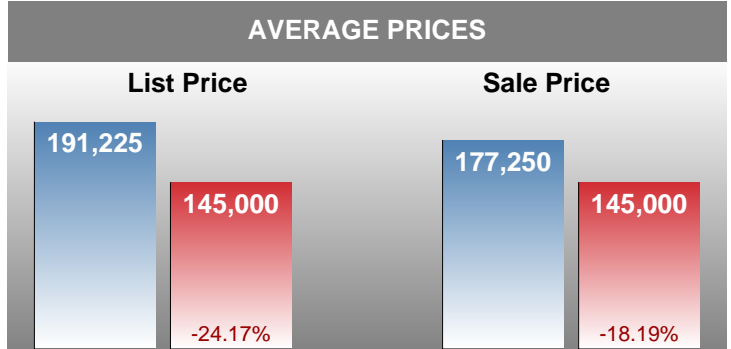
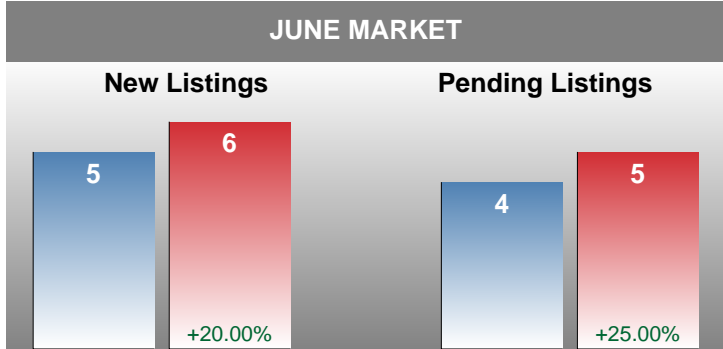
## MARKET SUMMARY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	4	1	-75.00%	14	15	7.14%
Pending Sales	4	5	25.00%	14	19	35.71%
New Listings	5	6	20.00%	22	21	-4.55%
Average List Price	191,225	145,000	-24.17%	141,539	128,720	-9.06%
Average Sale Price	177,250	145,000	-18.19%	133,661	125,393	-6.19%
Average Percent of Selling Price to List Price	92.93%	100.00%	7.61%	95.10%	97.16%	2.17%
Average Days on Market to Sale	32.25	3.00	-90.70%	60.64	51.20	-15.57%
Monthly Inventory	10	9	-10.00%	10	9	-10.00%
Months Supply of Inventory	4.14	3.72	-10.00%	4.14	3.72	-10.00%

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

**Inventory on June 30, 2019 = 9** 2018 2019



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