

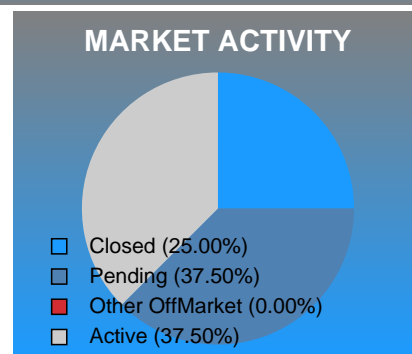
## July 2019

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



## MONTHLY INVENTORY ANALYSIS

Compared Metrics	July		
	2018	2019	+/-%
Closed Listings	2	4	100.00%
Pending Listings	3	6	100.00%
New Listings	4	3	-25.00%
Average List Price	124,450	151,113	21.42%
Average Sale Price	120,950	143,250	18.44%
Average Percent of List Price to Selling Price	94.93%	94.46%	-0.49%
Average Days on Market to Sale	87.00	103.00	18.39%
End of Month Inventory	11	6	-45.45%
Months Supply of Inventory	5.28	2.32	-56.01%



**Absorption:** Last 12 months, an Average of **3** Sales/Month  
**Active Inventory** as of July 31, 2019 = **6**

## Analysis Wrap-Up

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

The total housing inventory at the end of July 2019 decreased **45.45%** to 6 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 **2.32** 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 **18.44%** in July 2019 to \$143,250 versus the previous year at \$120,950.

**Average Days on Market Lengthens**

The average number of **103.00** days that homes spent on the market before selling increased by 16.00 days or **18.39%** in July 2019 compared to last year's same month at **87.00** DOM.

**Sales Success for July 2019 is Positive**

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

There were 3 New Listings in July 2019, down **25.00%** from last year at 4. Furthermore, there were 4 Closed Listings this month versus last year at 2, a **100.00%** increase.

Closed versus Listed trends yielded a **133.3%** ratio, up from previous year's, July 2018, at **50.0%**, a **166.67%** 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

<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?**

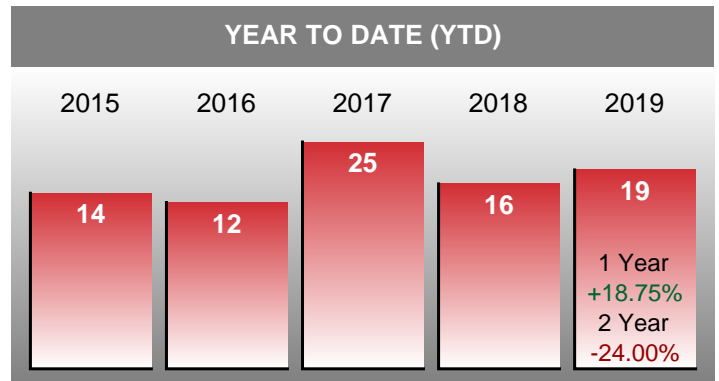
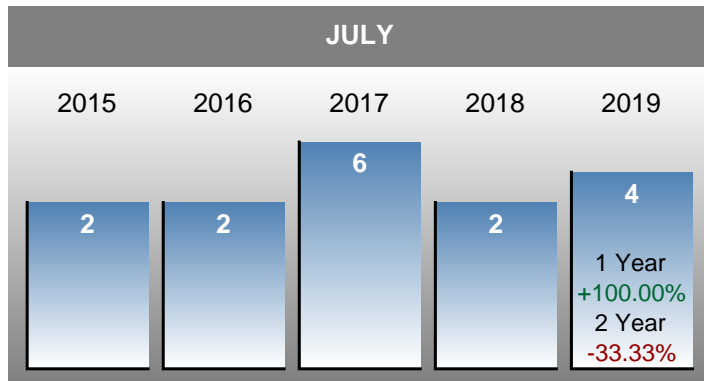
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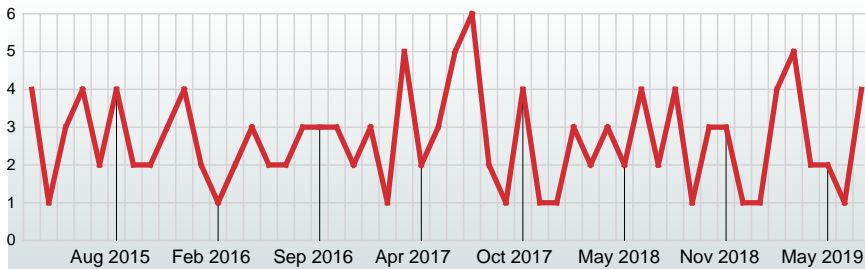
## CLOSED LISTINGS



### 5 YEAR MARKET ACTIVITY TRENDS

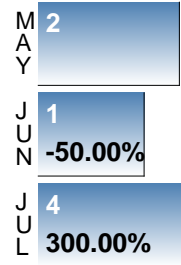
5yr JUL AVG = 3

3 MONTHS



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

Closed Listings this month at 4, above the 5 yr JUL average of 3



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$120,000 and less	1	25.00%	63.0	0	1	0	0
\$120,001 - \$120,000	0	0.00%	0.0	0	0	0	0
\$120,001 - \$120,000	0	0.00%	0.0	0	0	0	0
\$120,001 - \$160,000	1	25.00%	136.0	0	1	0	0
\$160,001 - \$160,000	0	0.00%	0.0	0	0	0	0
\$160,001 - \$160,000	0	0.00%	0.0	0	0	0	0
\$160,001 and up	2	50.00%	106.5	0	2	0	0
<b>Total Closed Units</b>	<b>4</b>			<b>0</b>	<b>4</b>	<b>0</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>573,000</b>	<b>100%</b>	<b>103.0</b>	<b>0.00B</b>	<b>573.00K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$143,250</b>			<b>\$0</b>	<b>\$143,250</b>	<b>\$0</b>	<b>\$0</b>

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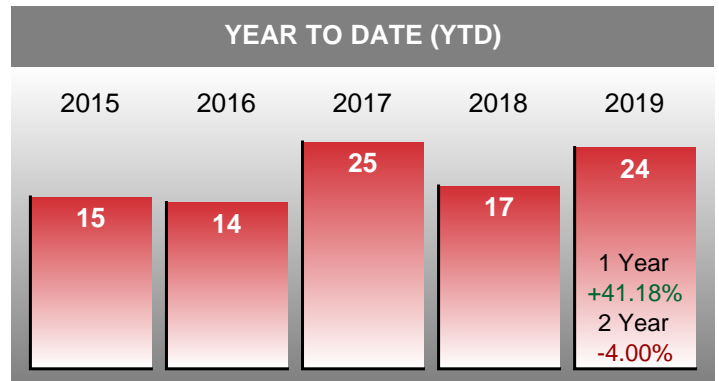
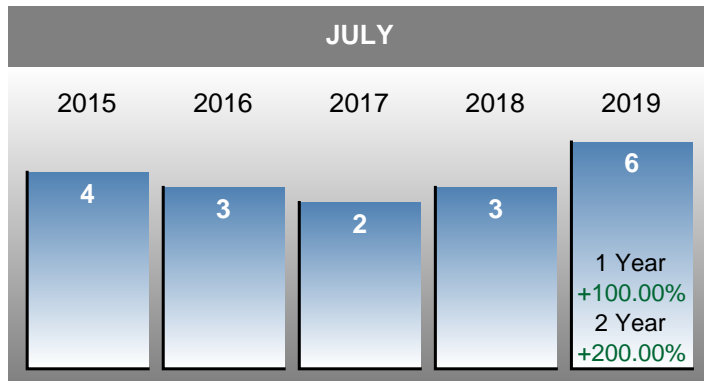
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# July 2019

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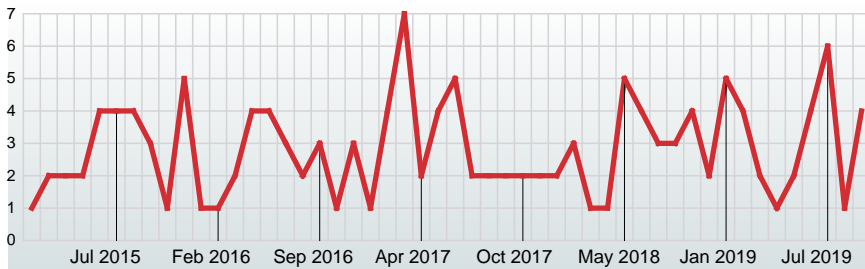
## PENDING LISTINGS



### 5 YEAR MARKET ACTIVITY TRENDS

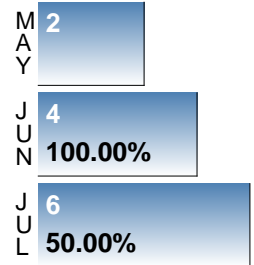
5yr JUL AVG = 4

3 MONTHS



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

*Pending Listings*  
this month at **6**,  
above the 5 yr JUL  
average of **4**



## 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	1	16.67%	14.0	1	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	2	33.33%	61.5	0	2	0	0
\$160,001 - \$160,000	0	0.00%	0.0	0	0	0	0
\$160,001 - \$260,000	2	33.33%	119.5	1	1	0	0
\$260,001 and up	1	16.67%	54.0	0	0	1	0
<b>Total Pending Units</b>	<b>6</b>			<b>2</b>	<b>3</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>1,072,650</b>	<b>100%</b>	<b>0.0</b>	<b>319.90K</b>	<b>484.75K</b>	<b>268.00K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$0</b>			<b>\$159,950</b>	<b>\$161,583</b>	<b>\$268,000</b>	<b>\$0</b>

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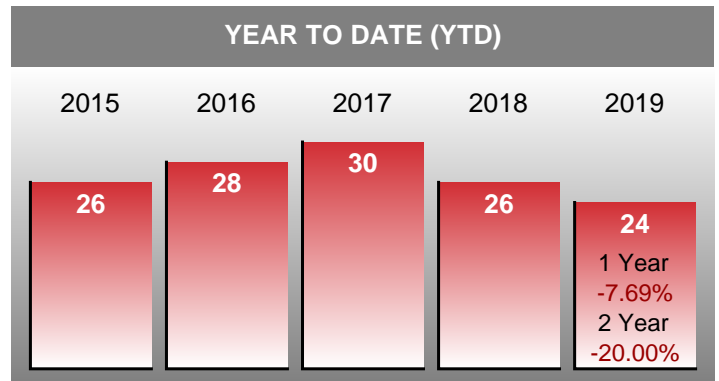
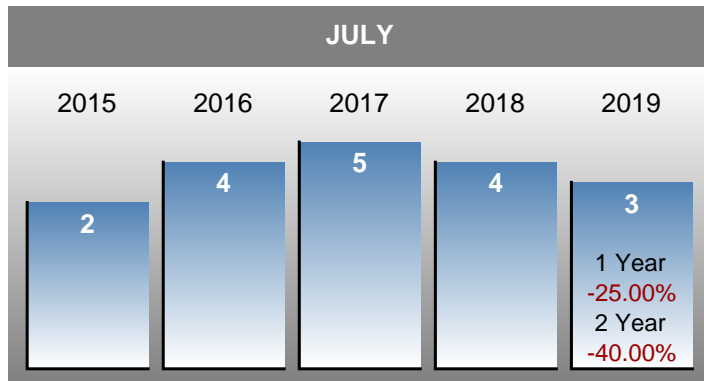
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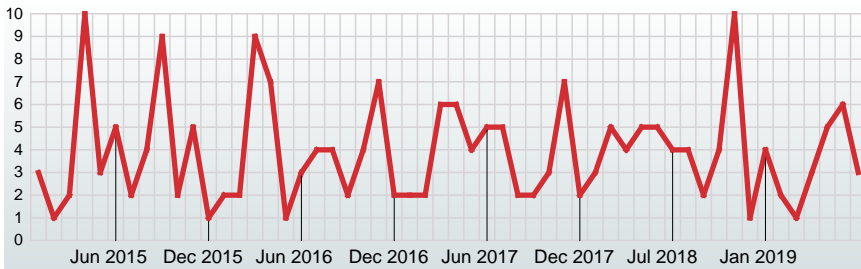
## NEW LISTINGS



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 4

3 MONTHS



**High**

Nov 2018 = 10

**Low**

Mar 2019 = 1

*New Listings* this month at **3**, below the 5 yr JUL average of **4**

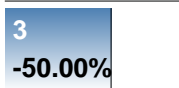
MAY



JUN



JUL



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$120,000 and less	0	0.00%	0	0	0	0
\$120,001 - \$120,000	0	0.00%	0	0	0	0
\$120,001 - \$150,000	2	66.67%	2	0	0	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0
\$150,001 - \$190,000	0	0.00%	0	0	0	0
\$190,001 - \$190,000	0	0.00%	0	0	0	0
\$190,001 and up	1	33.33%	0	1	0	0
<b>Total New Listed Units</b>	<b>3</b>		<b>2</b>	<b>1</b>	<b>0</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>473,000</b>	<b>100%</b>	<b>279.00K</b>	<b>194.00K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$139,500</b>	<b>\$194,000</b>	<b>\$0</b>	<b>\$0</b>

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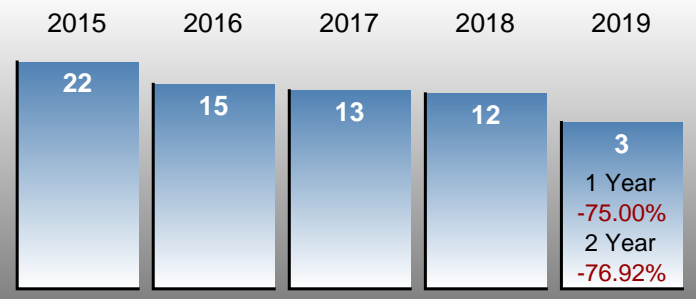
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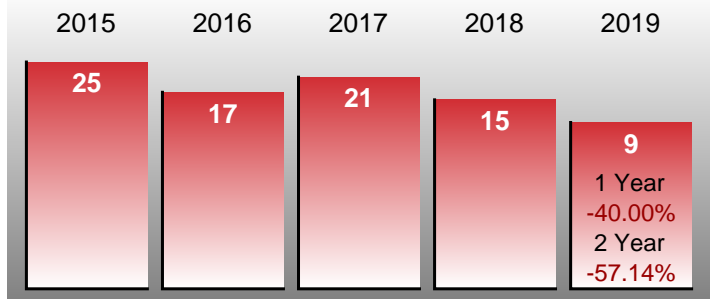


## ACTIVE INVENTORY

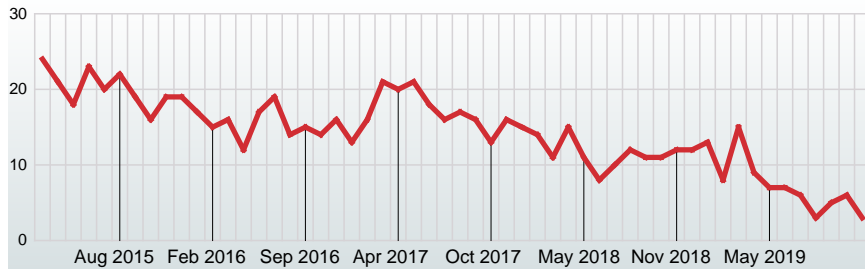
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JUL AVG = 13

3 MONTHS

#### High

Feb 2015 = 24

#### Low

Jul 2019 = 3

#### Inventory

this month at 3, below the 5 yr JUL average of 13

MAY	7
JUN	7
JUL	0.00%
JUL	6
JUL	-14.29%

### 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 - \$60,000	1	16.67%	47.0	0	1	0	0
\$60,001 - \$70,000	1	16.67%	33.0	0	1	0	0
\$70,001 - \$120,000	1	16.67%	114.0	1	0	0	0
\$120,001 - \$160,000	1	16.67%	0.0	1	0	0	0
\$160,001 - \$190,000	1	16.67%	41.0	0	1	0	0
\$190,001 and up	1	16.67%	6.0	0	1	0	0
<b>Total Active Inventory by Units</b>	<b>6</b>			<b>2</b>	<b>4</b>	<b>0</b>	<b>0</b>
<b>Total Active Inventory by Volume</b>	<b>690,500</b>	<b>100%</b>	<b>40.2</b>	<b>204.00K</b>	<b>486.50K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Active Inventory Listing Price</b>	<b>\$115,083</b>			<b>\$102,000</b>	<b>\$121,625</b>	<b>\$0</b>	<b>\$0</b>

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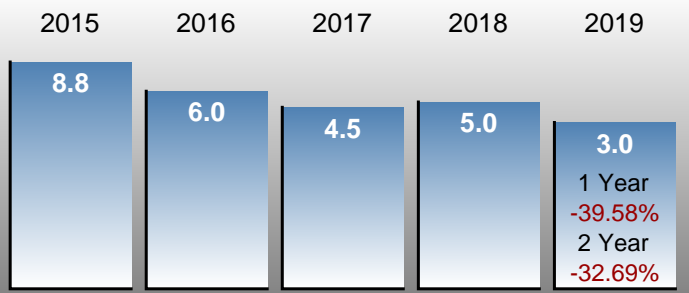
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## MONTHS SUPPLY of INVENTORY (MSI)

### MSI FOR JULY



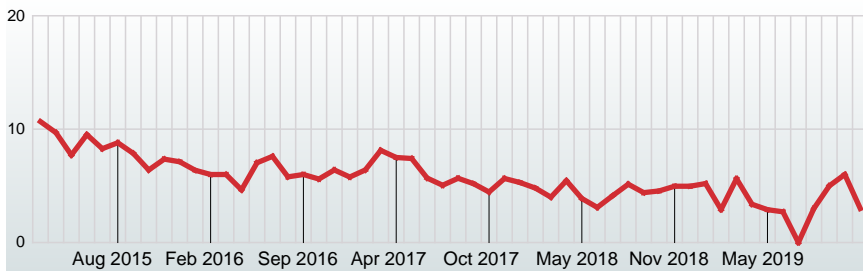
### INDICATORS FOR JULY 2019

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 JUL AVG = 5.4

3 MONTHS



**High**  
Feb 2015 = 10.7  
**Low**  
Jul 2019 = 0.0  
*Months Supply*  
this month at **3.0**,  
below the 5 yr JUL  
average of **5.4**

MAY	2.9
JUN	2.7
	-6.45%
JUL	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	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$50,001 - \$60,000	1	16.67%	12.0	0.0	12.0	0.0	0.0
\$60,001 - \$70,000	1	16.67%	12.0	0.0	0.0	0.0	0.0
\$70,001 - \$120,000	1	16.67%	6.0	12.0	0.0	0.0	0.0
\$120,001 - \$160,000	1	16.67%	1.2	3.0	0.0	0.0	0.0
\$160,001 - \$190,000	1	16.67%	1.2	0.0	1.7	0.0	0.0
\$190,001 and up	1	16.67%	4.0	0.0	6.0	0.0	0.0
Market Supply of Inventory (MSI)	2.3			2.4	2.8	0.0	0.0
Total Active Inventory by Units	6	100%	2.3	2	4	0	0

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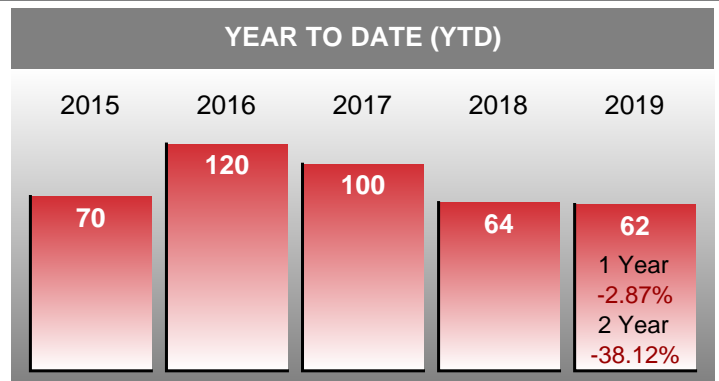
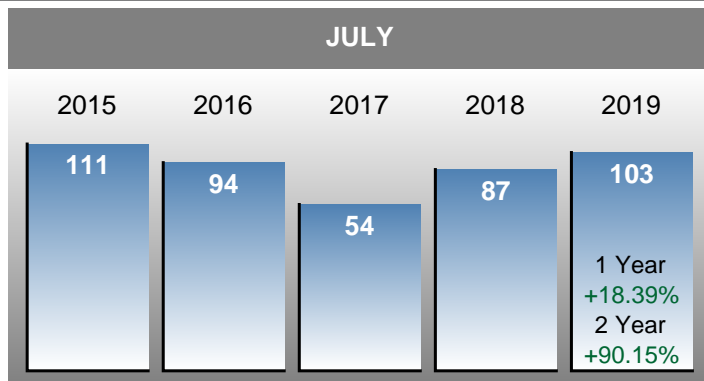
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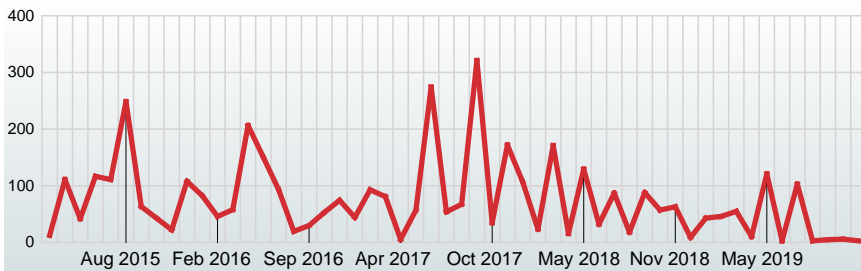
## AVERAGE DAYS ON MARKET TO SALE



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 90

3 MONTHS



**High**  
Sep 2017 = 321  
**Low**  
Jul 2019 = 3  
*Average Days on Market*  
this month at **103**,  
above the 5 yr JUL  
average of **90**

MAY	121
JUN	3
JUL	-97.52%
JUL	103
JUL	3,333.33%

### 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
\$120,000 and less	1	25.00%	63.0	0.0	63.0	0.0	0.0
\$120,001 - \$120,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$120,001 - \$120,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$120,001 - \$160,000	1	25.00%	136.0	0.0	136.0	0.0	0.0
\$160,001 - \$160,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$160,001 - \$160,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$160,001 and up	2	50.00%	106.5	0.0	106.5	0.0	0.0
<b>Average Closed DOM</b>			<b>103.0</b>	<b>0.0</b>	<b>103.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>103.0</b>		<b>4</b>		
<b>Total Closed Volume</b>			<b>573,000</b>	<b>0.00B</b>	<b>573.00K</b>	<b>0.00B</b>	<b>0.00B</b>

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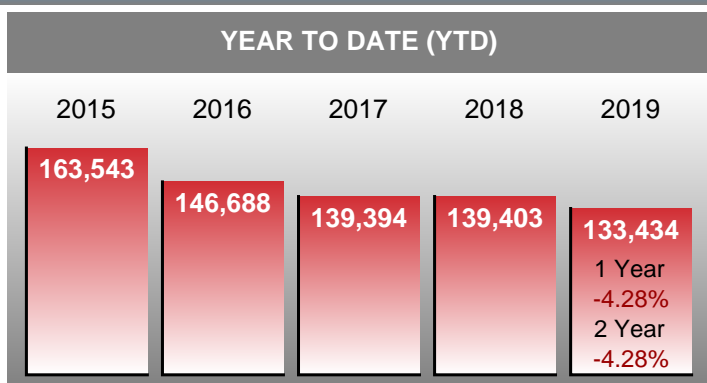
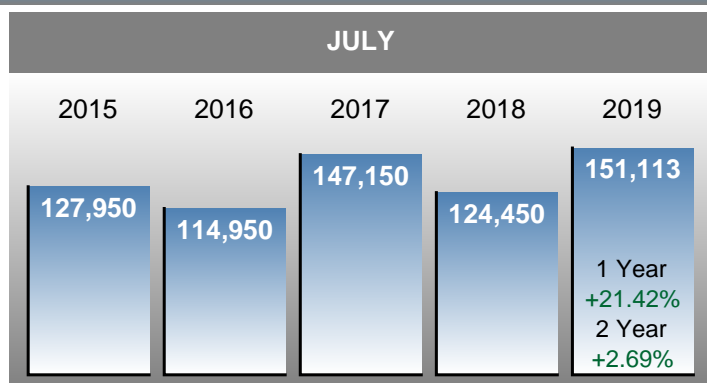
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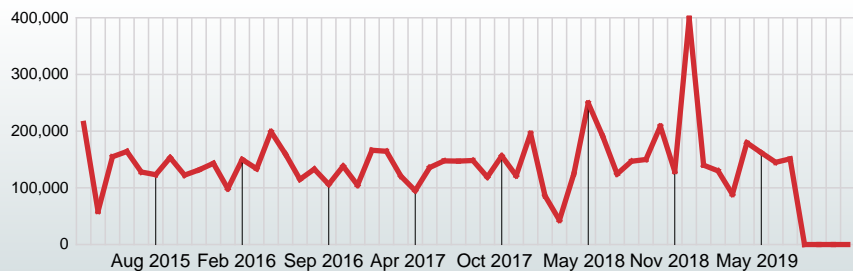
## AVERAGE LIST PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 133,123

3 MONTHS



**High**  
Dec 2018 = 399,000  
**Low**  
Jul 2019 = 3  
*Average List Price*  
this month at **151,113**,  
above the 5 yr JUL  
average of **133,123**

MAY	162,000
JUN	145,000
JUL	151,113
JUL	-10.49%
JUL	4.22%

### 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 - \$125,000	0	0.00%	0	0	135,700	0	0
\$125,001 - \$150,000	2	50.00%	137,825	0	139,950	0	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0	0
\$150,001 and up	2	50.00%	164,400	0	164,400	0	0
<b>Average List Price</b>			151,113	0	151,113	0	0
<b>Total Closed Units</b>		100%	151,113		4		
<b>Total Closed Volume</b>			604,450	0.00B	604.45K	0.00B	0.00B

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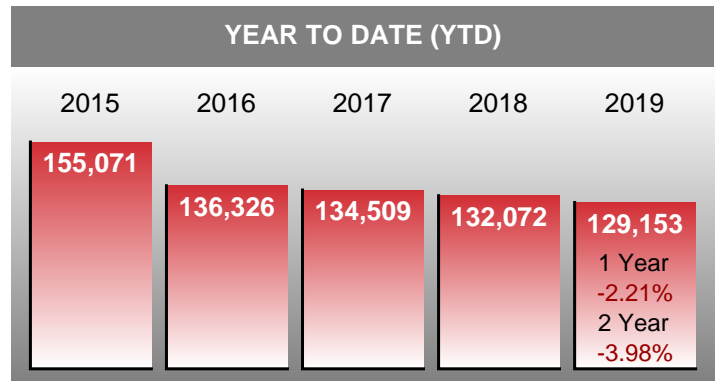
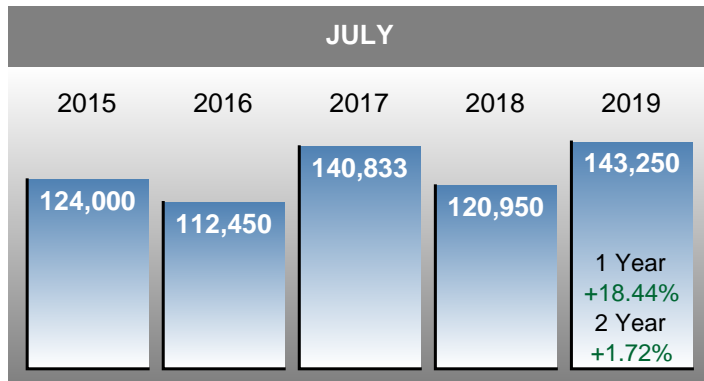


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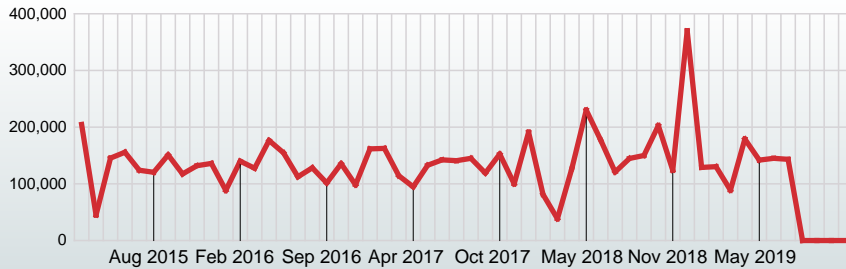
## AVERAGE SOLD PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 128,297

### 3 MONTHS



**High**  
Dec 2018 = 370,000  
**Low**  
Jul 2019 = 3  
 Average Sold Price this month at **143,250**, above the 5 yr JUL average of **128,297**

MAY	141,850
JUN	145,000
JUL	2.22%
JUL	143,250
JUL	-1.21%

### 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
\$120,000 and less	1	25.00%	120,000	0	120,000	0	0
\$120,001 - \$120,000	0	0.00%	0	0	0	0	0
\$120,001 - \$120,000	0	0.00%	0	0	0	0	0
\$120,001 - \$160,000	1	25.00%	128,500	0	128,500	0	0
\$160,001 - \$160,000	0	0.00%	0	0	0	0	0
\$160,001 - \$160,000	0	0.00%	0	0	0	0	0
\$160,001 and up	2	50.00%	162,250	0	162,250	0	0
<b>Average Sold Price</b>			143,250	0	143,250	0	0
<b>Total Closed Units</b>		100%	143,250		4		
<b>Total Closed Volume</b>			573,000	0.00B	573.00K	0.00B	0.00B

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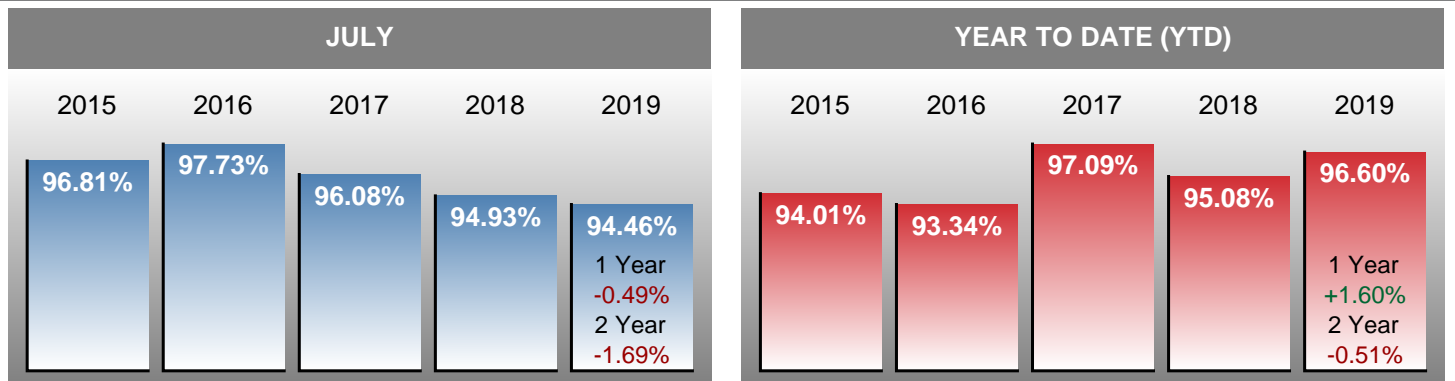
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# July 2019

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



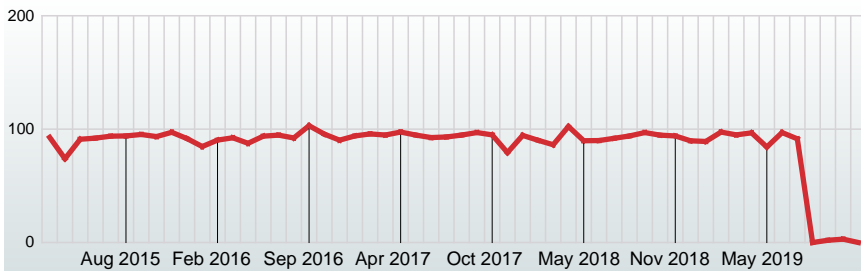
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 96.00%

### 3 MONTHS



**High**  
Sep 2016 = 106.05%

**Low**  
Jul 2019 = 3.00%

Average Sold/List Ratio this month at **94.46%**, below the 5 yr JUL average of **96.00%**

MAY 87.24%

JUN 100.00%  
JUL 14.63%

JUL 94.46%  
JUL -5.54%

## 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
\$120,000 and less	1	25.00%	88.43%	0.00%	88.43%	0.00%	0.00%
\$120,001 - \$120,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$120,001 - \$120,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$120,001 - \$160,000	1	25.00%	91.82%	0.00%	91.82%	0.00%	0.00%
\$160,001 - \$160,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$160,001 - \$160,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$160,001 and up	2	50.00%	98.80%	0.00%	98.80%	0.00%	0.00%
Average Sold/List Ratio			94.50%	0.00%	94.46%	0.00%	0.00%
Total Closed Units		100%	94.50%		4		
Total Closed Volume				0.00B	573.00K	0.00B	0.00B

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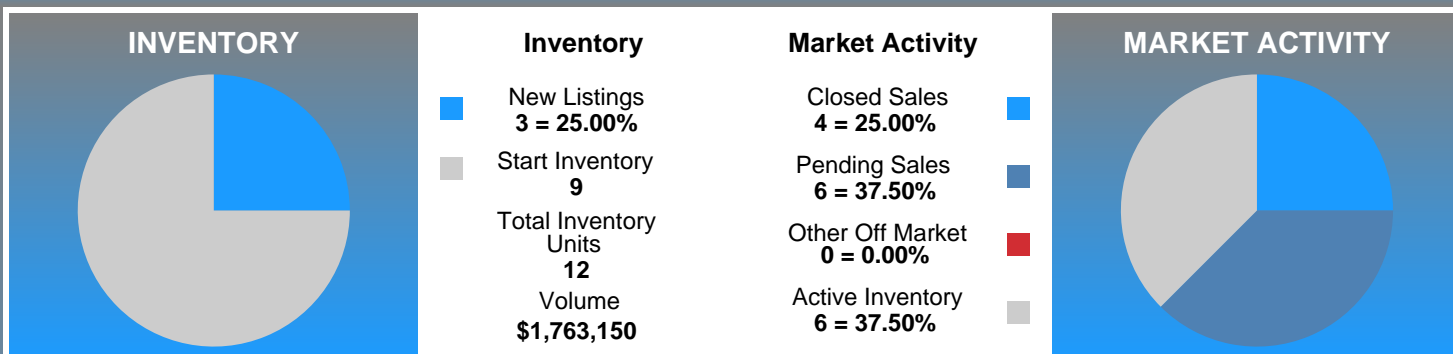
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# July 2019

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## MARKET SUMMARY

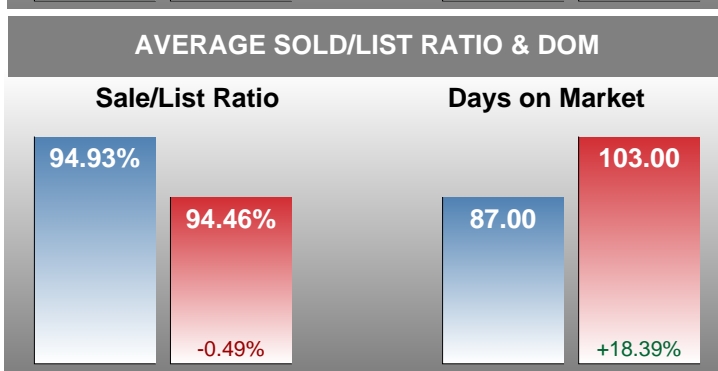
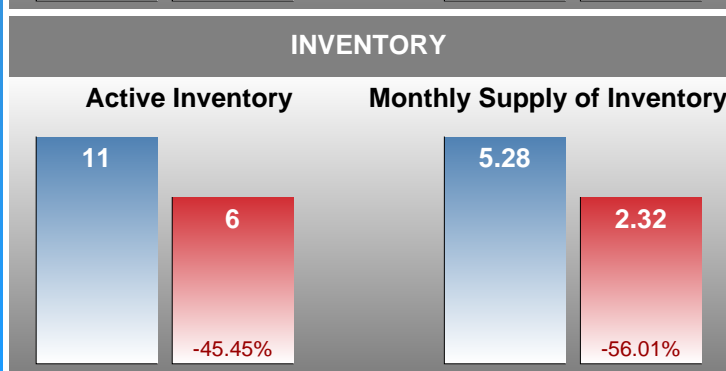
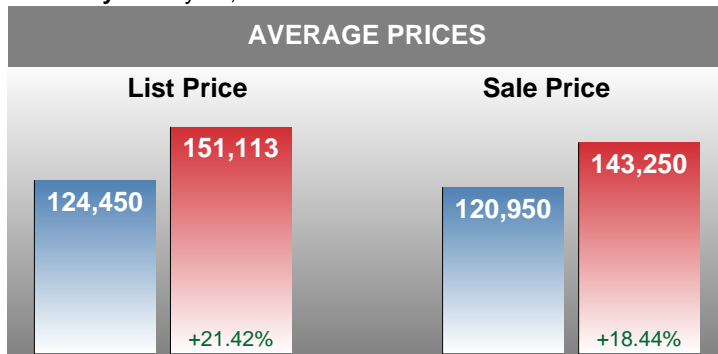
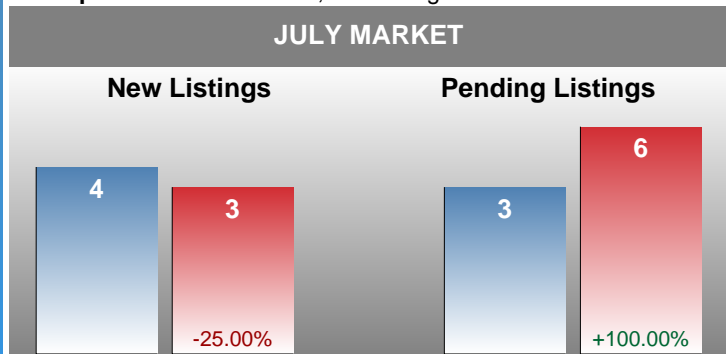


Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	2	4	100.00%	16	19	18.75%
Pending Sales	3	6	100.00%	17	24	41.18%
New Listings	4	3	-25.00%	26	24	-7.69%
Average List Price	124,450	151,113	21.42%	139,403	133,434	-4.28%
Average Sale Price	120,950	143,250	18.44%	132,072	129,153	-2.21%
Average Percent of Selling Price to List Price	94.93%	94.46%	-0.49%	95.08%	96.60%	1.60%
Average Days on Market to Sale	87.00	103.00	18.39%	63.94	62.11	-2.87%
Monthly Inventory	11	6	-45.45%	11	6	-45.45%
Months Supply of Inventory	5.28	2.32	-56.01%	5.28	2.32	-56.01%

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

**Inventory** on July 31, 2019 = **6**

2018 2019



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