



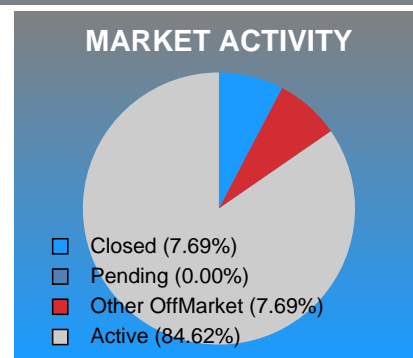
September 2018

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



MONTHLY INVENTORY ANALYSIS

Compared Metrics	September		
	2017	2018	+/-%
Closed Listings	1	1	0.00%
Pending Listings	2	0	-100.00%
New Listings	2	2	0.00%
Average List Price	119,000	150,000	26.05%
Average Sale Price	119,000	150,000	26.05%
Average Percent of List Price to Selling Price	100.00%	100.00%	0.00%
Average Days on Market to Sale	321.00	88.00	-72.59%
End of Month Inventory	13	11	-15.38%
Months Supply of Inventory	4.73	4.89	3.42%



Absorption: Last 12 months, an Average of **2 Sales/Month Active Inventory** as of September 30, 2018 = **11**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2018 decreased **15.38%** to 11 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 **4.89** 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 **26.05%** in September 2018 to \$150,000 versus the previous year at \$119,000.

Average Days on Market Shortens

The average number of **88.00** days that homes spent on the market before selling decreased by 233.00 days or **72.59%** in September 2018 compared to last year's same month at **321.00** DOM.

Sales Success for September 2018 is Positive

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

There were 2 New Listings in September 2018, down **0.00%** from last year at 2. Furthermore, there were 1 Closed Listings this month versus last year at 1, a **0.00%** decrease.

Closed versus Listed trends yielded a **50.0%** ratio, down from previous year's, September 2017, at **50.0%**, a **0.00%** 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

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Average Percent of List Price to Selling Price	9
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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?

Contact an experienced REALTOR®

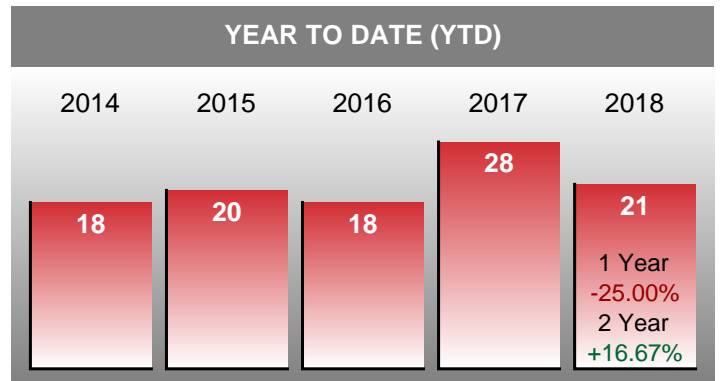
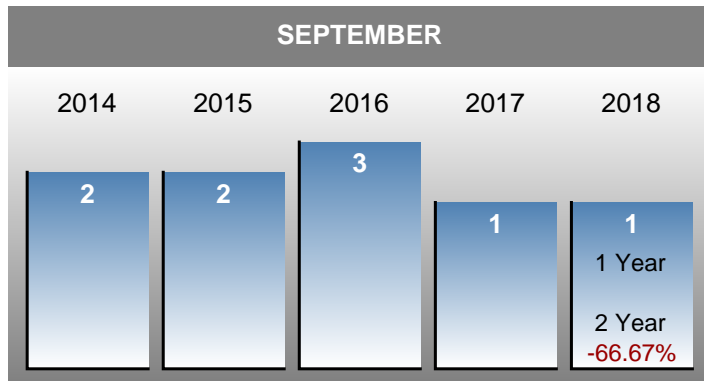


September 2018

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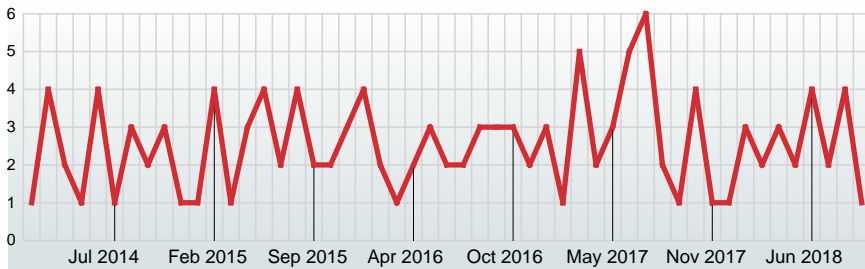
CLOSED LISTINGS



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 2

3 MONTHS



High

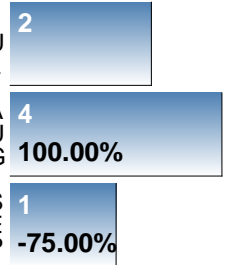
Jul 2017 = 6

Low

Sep 2018 = 1

Closed Listings this month at 1, below the 5 yr SEP average of 2

JUL
AUG
SEP



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	1	100.00%	88.0	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 - \$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	0	0.00%	0.0	0	0	0	0
Total Closed Units	1			1	0	0	0
Total Closed Volume	150,000	100%	88.0	150.00K	0.00B	0.00B	0.00B
Average Closed Price	\$150,000			\$150,000	\$0	\$0	\$0

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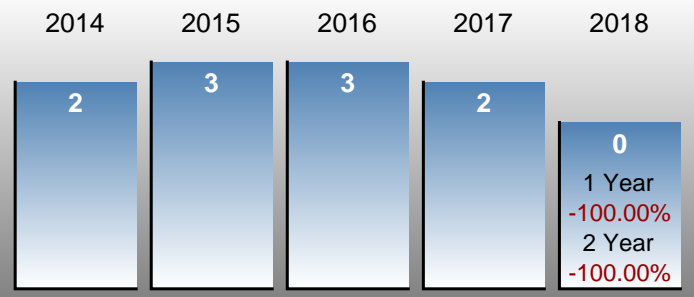
September 2018

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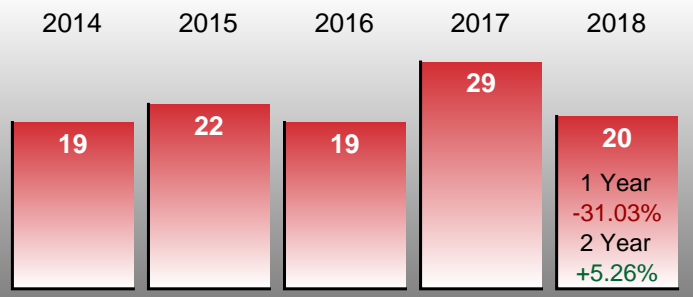


PENDING LISTINGS

SEPTEMBER



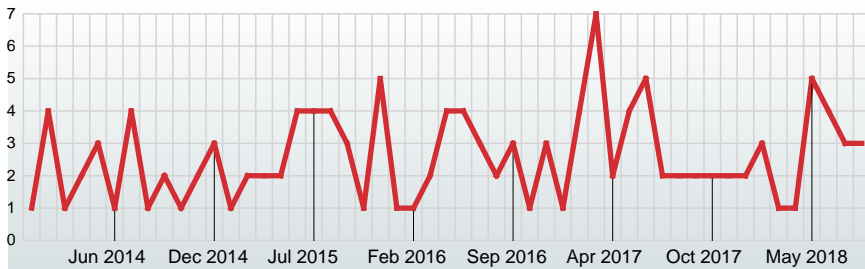
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 2

3 MONTHS



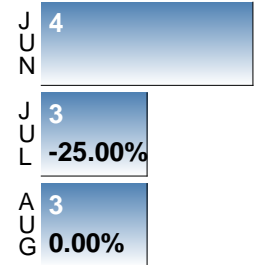
High

Mar 2017 = 7

Low

Apr 2018 = 1

Pending Listings this month at **0**, below the 5 yr SEP 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	0	0.00%	0.0	0	0	0	0
Total Pending Units	0			0	0	0	0
Total Pending Volume	0	100%	0.0	0.00B	0.00B	0.00B	0.00B
Average Listing Price	\$0			\$0	\$0	\$0	\$0

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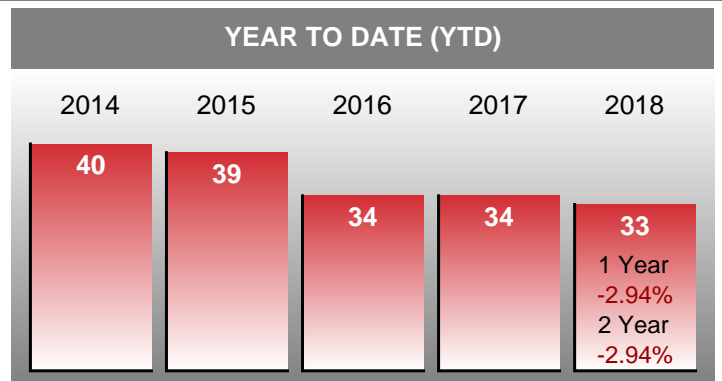
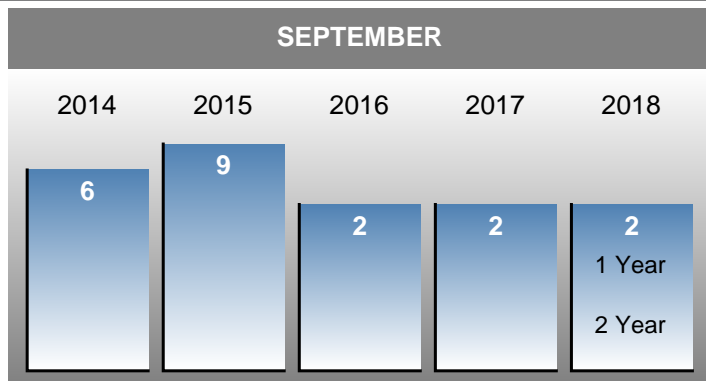


September 2018

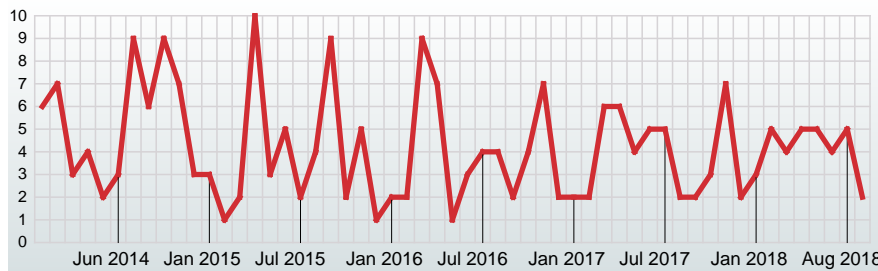
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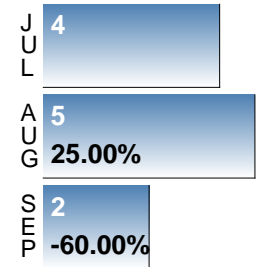
NEW LISTINGS



5 YEAR MARKET ACTIVITY TRENDS 5yr SEP AVG = 4 3 MONTHS



High
Apr 2015 = 10
Low
May 2016 = 1
New Listings
this month at **2**,
below the 5 yr SEP
average of **4**



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 - \$60,000	0	0.00%	0	0	0	0
\$60,001 - \$60,000	0	0.00%	0	0	0	0
\$60,001 - \$150,000	1	50.00%	0	0	1	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0
\$150,001 and up	1	50.00%	1	0	0	0
Total New Listed Units	2		1	0	1	0
Total New Listed Volume	225,950	100%	159.95K	0.00B	66.00K	0.00B
Average New Listed Listing Price	\$0		\$159,950	\$0	\$66,000	\$0

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September 2018

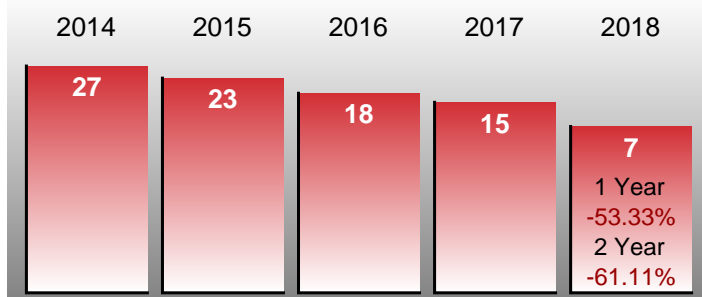
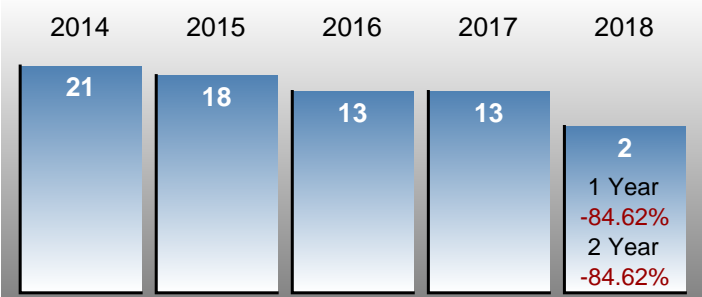
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ACTIVE INVENTORY

END OF SEPTEMBER

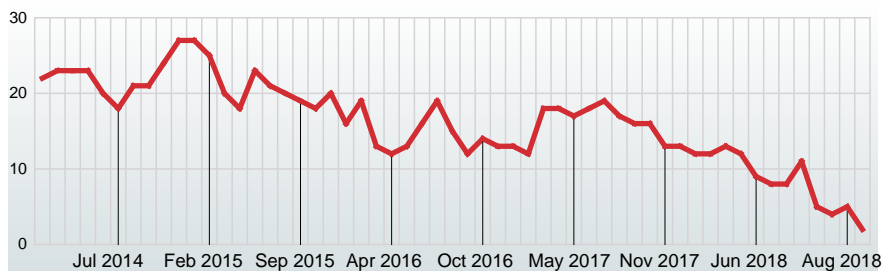
ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 13

3 MONTHS



High
Dec 2014 = 27
Low
Sep 2018 = 2
Inventory
this month at 2,
below the 5 yr SEP
average of 13

JUL	8
AUG	8
SEP	11
	0.00%
	37.50%

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	9.09%	82.0	1	0	0	0
\$50,001 - \$60,000	1	9.09%	31.0	0	1	0	0
\$60,001 - \$120,000	2	18.18%	111.5	1	0	1	0
\$120,001 - \$150,000	2	18.18%	149.0	1	1	0	0
\$150,001 - \$170,000	3	27.27%	33.0	2	1	0	0
\$170,001 - \$170,000	0	0.00%	0.0	0	0	0	0
\$170,001 and up	2	18.18%	48.0	0	2	0	0
Total Active Inventory by Units	11			5	5	1	0
Total Active Inventory by Volume	1,459,349	100%	75.4	564.95K	828.40K	66.00K	0.00B
Average Active Inventory Listing Price	\$132,668			\$112,990	\$165,680	\$66,000	\$0

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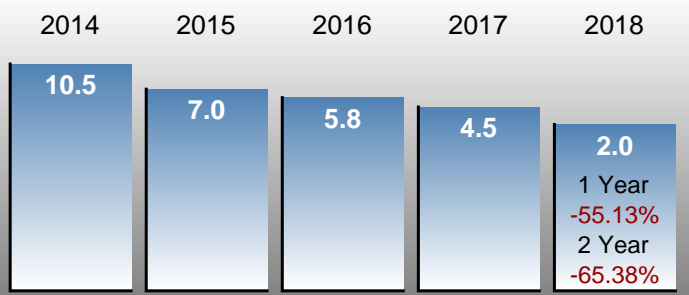
September 2018

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MONTHS SUPPLY of INVENTORY (MSI)

MSI FOR SEPTEMBER



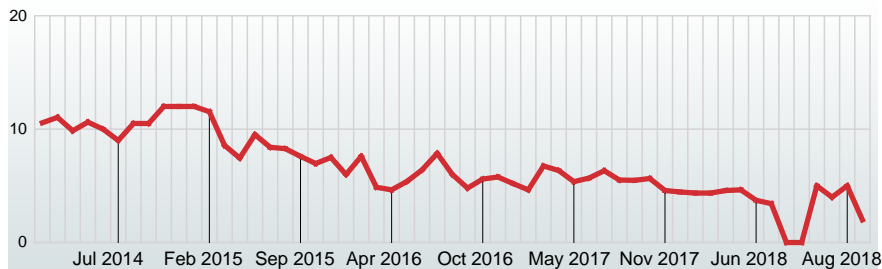
INDICATORS FOR SEPTEMBER 2018

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 SEP AVG = 5.9

3 MONTHS



High
Dec 2014 = 12.0
Low
Sep 2018 = 0.0
Months Supply this month at **2.0**, below the 5 yr SEP average of **5.9**

JUL	3.4
AUG	0.0
SEP	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	9.09%	3.0	6.0	0.0	0.0	0.0
\$50,001 - \$60,000	1	9.09%	6.0	0.0	12.0	0.0	0.0
\$60,001 - \$120,000	2	18.18%	8.0	12.0	0.0	0.0	0.0
\$120,001 - \$150,000	2	18.18%	3.4	3.0	4.0	0.0	0.0
\$150,001 - \$170,000	3	27.27%	0.0	0.0	0.0	0.0	0.0
\$170,001 - \$170,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$170,001 and up	2	18.18%	2.2	0.0	2.4	0.0	0.0
Market Supply of Inventory (MSI)	4.9	100%	4.9	6.7	3.5	12.0	0.0
Total Active Inventory by Units	11			5	5	1	0

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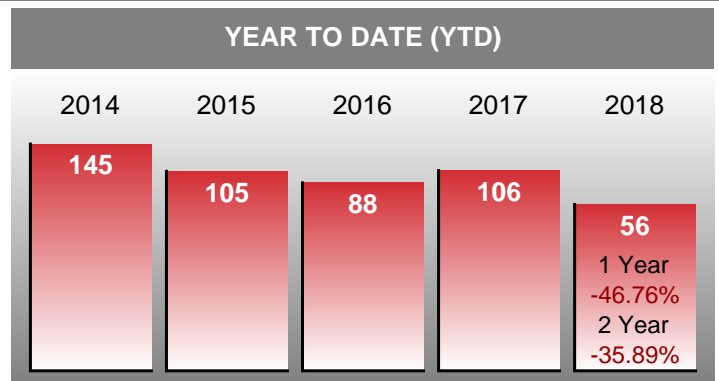
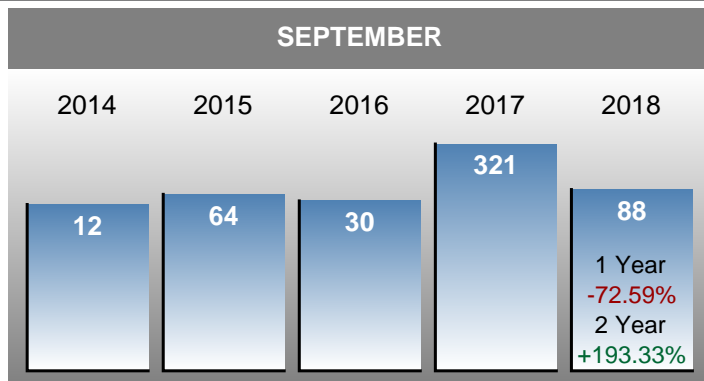


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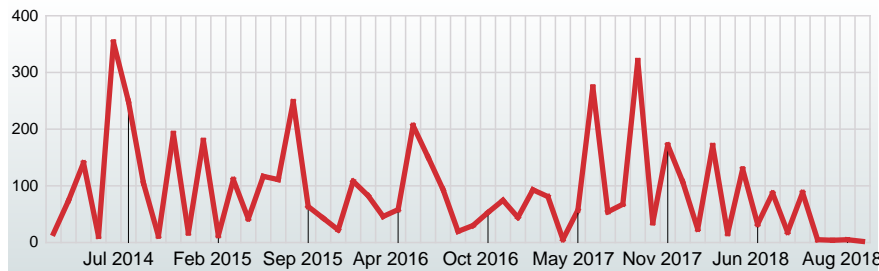
AVERAGE DAYS ON MARKET TO SALE



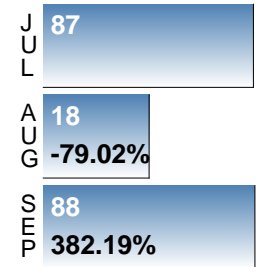
5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 103

3 MONTHS



High
Jun 2014 = 354
Low
Sep 2018 = 2
Average Days on Market
this month at **88**,
below the 5 yr SEP
average of **103**



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
\$150,000 and less	1	100.00%	88.0	88.0	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 - \$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 - \$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 - \$150,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$150,001 and up	0	0.00%	0.0	0.0	0.0	0.0	0.0
Average Closed DOM			88.0	88.0	0.0	0.0	0.0
Total Closed Units		100%	88.0	1			
Total Closed Volume			150,000	150.00K	0.00B	0.00B	0.00B

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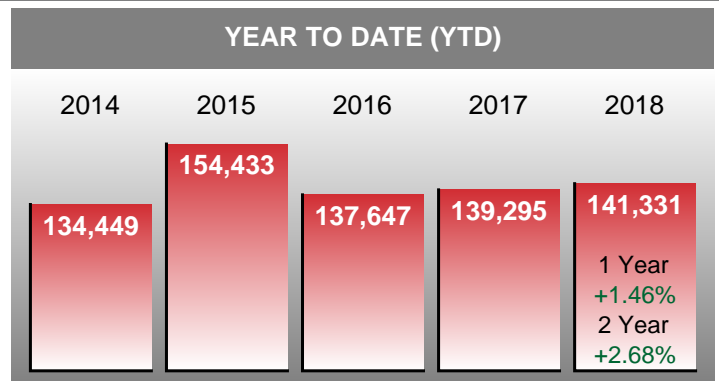
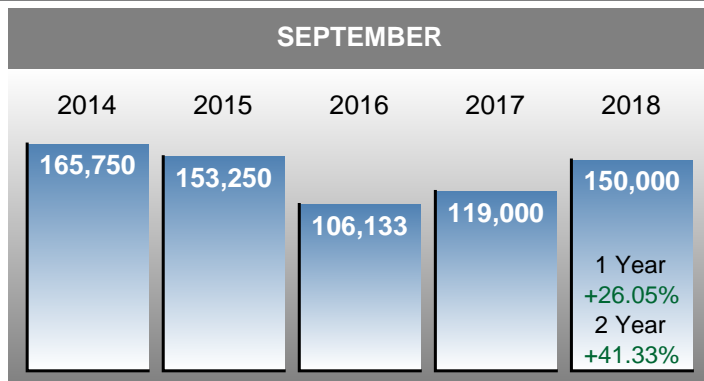


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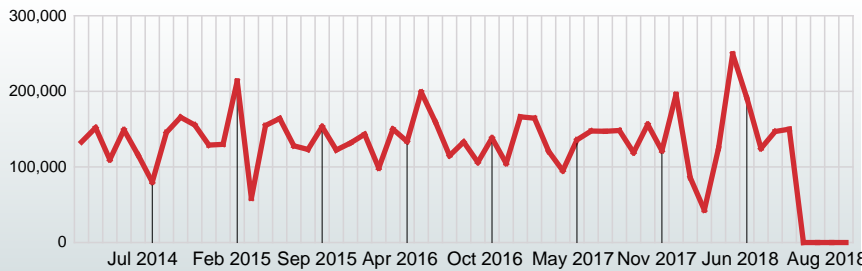
AVERAGE LIST PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 138,827

3 MONTHS



High
May 2018 = 249,500
Low
Sep 2018 = 2
Average List Price
this month at **150,000**,
above the 5 yr SEP
average of **138,827**

JUL	124,450
AUG	146,875
SEP	150,000
18.02%	
2.13%	

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
\$150,000 and less	1	100.00%	150,000	150,000	0	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 - \$150,000	0	0.00%	0	0	0	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 - \$150,000	0	0.00%	0	0	0	0	0
\$150,001 and up	0	0.00%	0	0	0	0	0
Average List Price			150,000	150,000	0	0	0
Total Closed Units	1	100%	150,000	1			
Total Closed Volume	150,000			150.00K	0.00B	0.00B	0.00B

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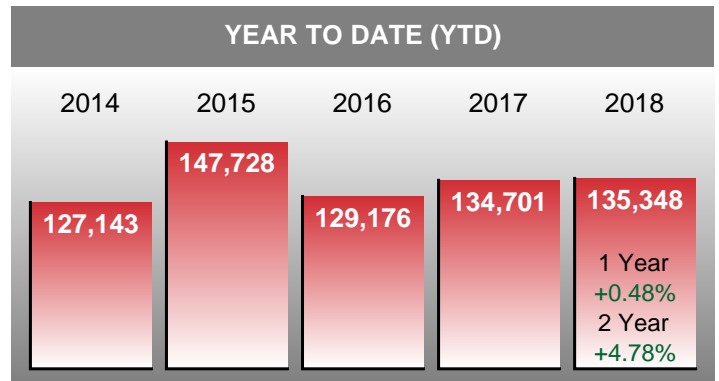
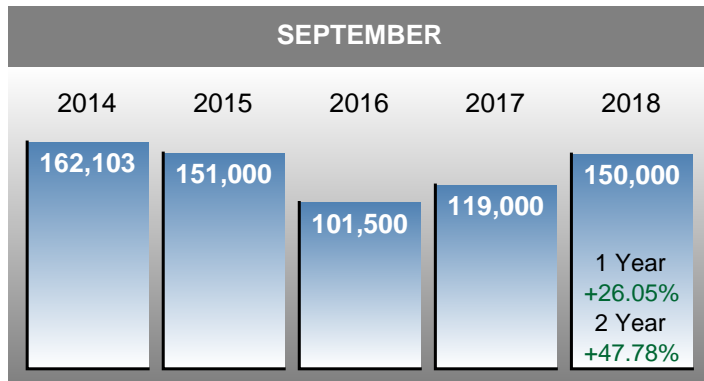


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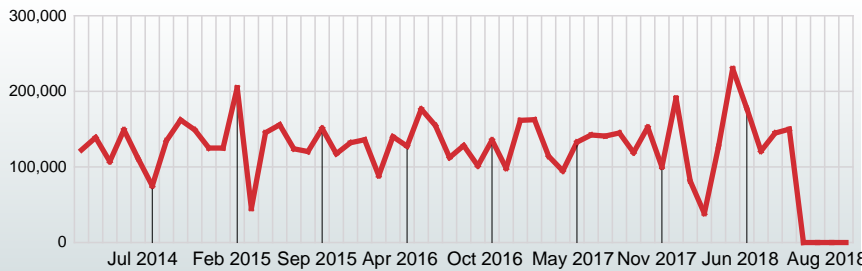
AVERAGE SOLD PRICE AT CLOSING



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 136,721

3 MONTHS



High
May 2018 = 230,000
Low
Sep 2018 = 2
Average Sold Price
this month at **150,000**,
above the 5 yr SEP
average of **136,721**

JUL	120,950
AUG	144,788
SEP	150,000
3 MONTHS	19.71%
3 MONTHS	3.60%

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
\$150,000 and less	1	100.00%	150,000	150,000	0	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 - \$150,000	0	0.00%	0	0	0	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 - \$150,000	0	0.00%	0	0	0	0	0
\$150,001 and up	0	0.00%	0	0	0	0	0
Average Sold Price			150,000	150,000	0	0	0
Total Closed Units		100%	150,000	1			
Total Closed Volume			150,000	150.00K	0.00B	0.00B	0.00B

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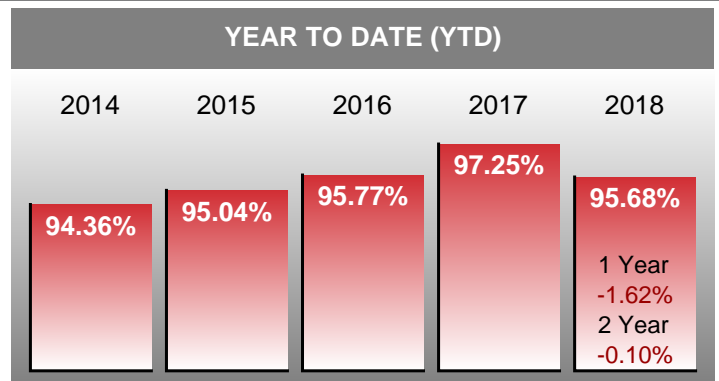
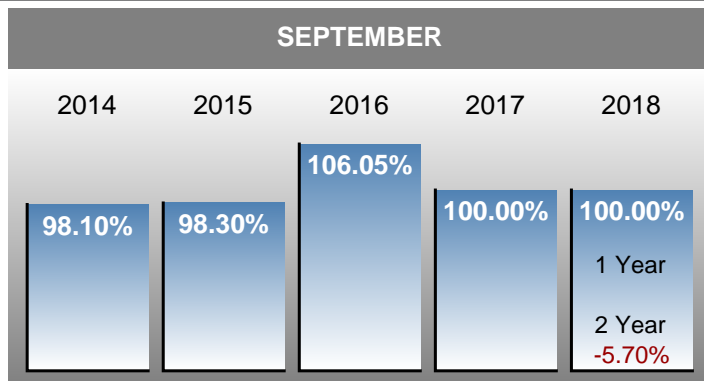


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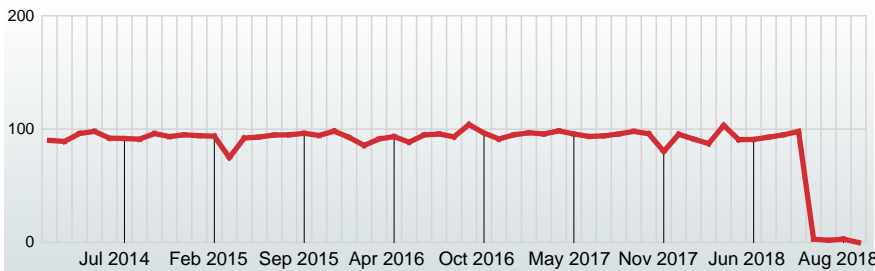
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 100.49%

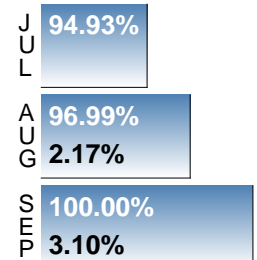
3 MONTHS



High
Sep 2016 = 106.05%

Low
Sep 2018 = 2.00%

Average Sold/List Ratio this month at **100.00%**, equal to 5 yr SEP average of **100.49%**



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
\$150,000 and less	1	100.00%	100.00%	100.00%	0.00%	0.00%	0.00%
\$150,001 \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 and up	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Average Sold/List Ratio		100.00%		100.00%	0.00%	0.00%	0.00%
Total Closed Units	1	100%	100.00%	1			
Total Closed Volume	150,000			150.00K	0.00B	0.00B	0.00B

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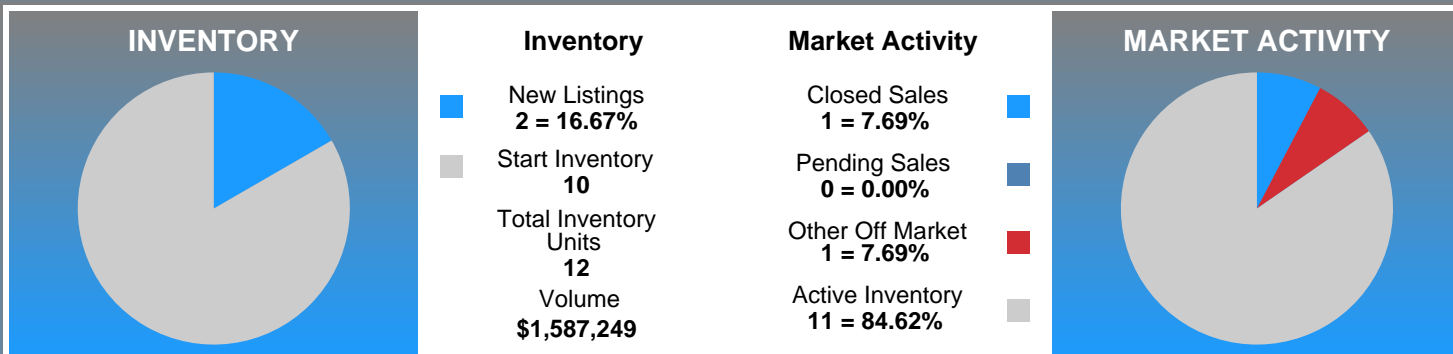


September 2018

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



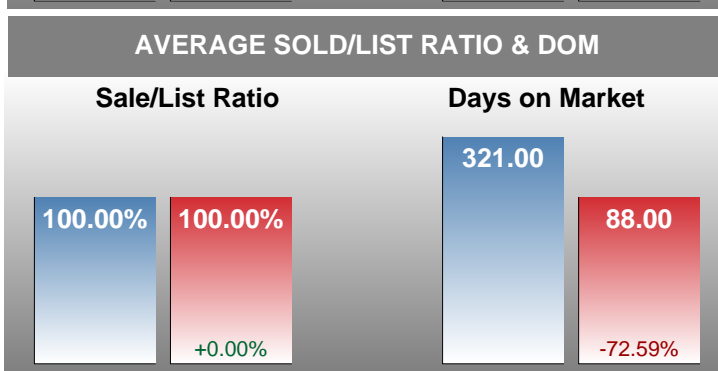
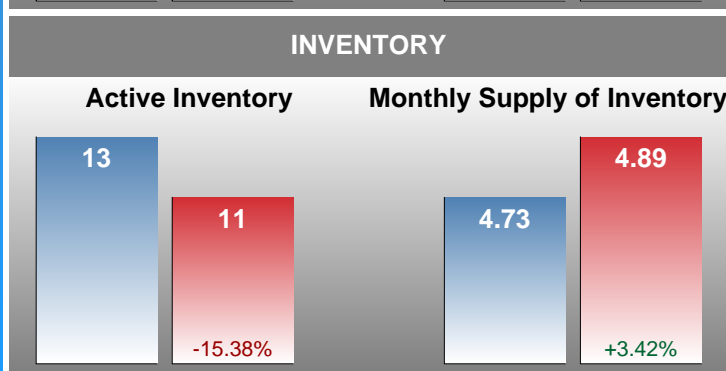
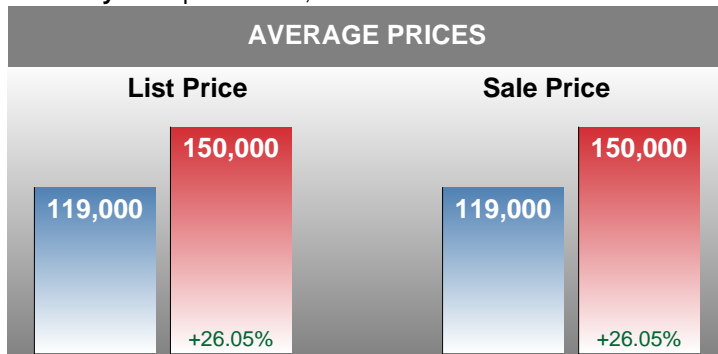
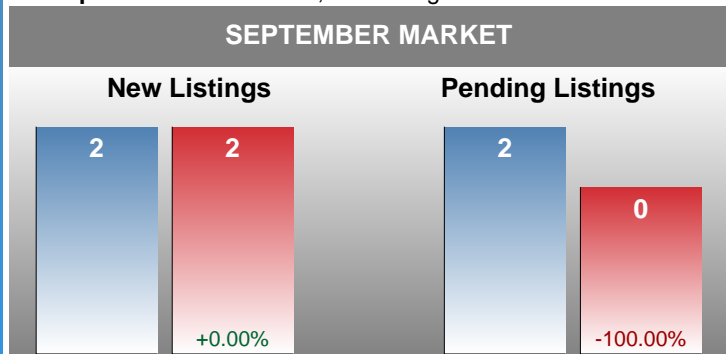
MARKET SUMMARY



Compared Metrics	September			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1	1	0.00%	28	21	-25.00%
Pending Sales	2	0	-100.00%	29	20	-31.03%
New Listings	2	2	0.00%	34	33	-2.94%
Average List Price	119,000	150,000	26.05%	139,295	141,331	1.46%
Average Sale Price	119,000	150,000	26.05%	134,701	135,348	0.48%
Average Percent of Selling Price to List Price	100.00%	100.00%	0.00%	97.25%	95.68%	-1.62%
Average Days on Market to Sale	321.00	88.00	-72.59%	105.89	56.38	-46.76%
Monthly Inventory	13	11	-15.38%	13	11	-15.38%
Months Supply of Inventory	4.73	4.89	3.42%	4.73	4.89	3.42%

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

Inventory on September 30, 2018 = 11 2017 2018



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