



October 2017

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

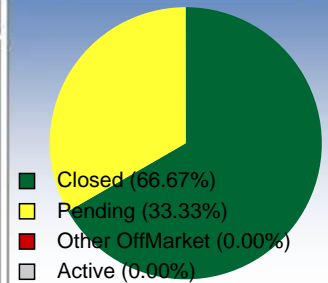


Absorption: Last 12 months, an Average of 3 Sales/Month

Active Inventory as of October 31, 2017 = 0

	OCTOBER		
	2016	2017	+/- %
Closed Sales	3	4	33.33%
Pending Sales	1	2	100.00%
New Listings	4	3	-25.00%
Median List Price	184,950	138,975	-24.86%
Median Sale Price	180,000	137,000	-23.89%
Median Percent of Selling Price to List Price	98.21%	97.84%	-0.37%
Median Days on Market to Sale	49.00	32.50	-33.67%
End of Month Inventory	7	0	-100.00%
Months Supply of Inventory	3.00	0.00	-100.00%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 10, 2017

Data from the Central Virginia Regional MLS

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2017 decreased **100.00%** to 0 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 **0.00** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **23.89%** in October 2017 to \$137,000 versus the previous year at \$180,000.

Median Days on Market Shortens

The median number of **32.50** days that homes spent on the market before selling decreased by 16.50 days or **33.67%** in October 2017 compared to last year's same month at **49.00** DOM.

Sales Success for October 2017 is Positive

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

There were 3 New Listings in October 2017, down **25.00%** from last year at 4. Furthermore, there were 4 sales this month versus last year at 3, a **33.33%** increase.

Closed versus Listed trends yielded a **133.3%** ratio, up from last year's October 2017 at **75.0%**, a **77.78%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

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Real Estate is Local

Consumers Should Consult with a REALTORS®

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®

John Le - Salesperson
Office: Non Member
Phone: (804) 422-5000
Email: jle@rarealtors.com



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

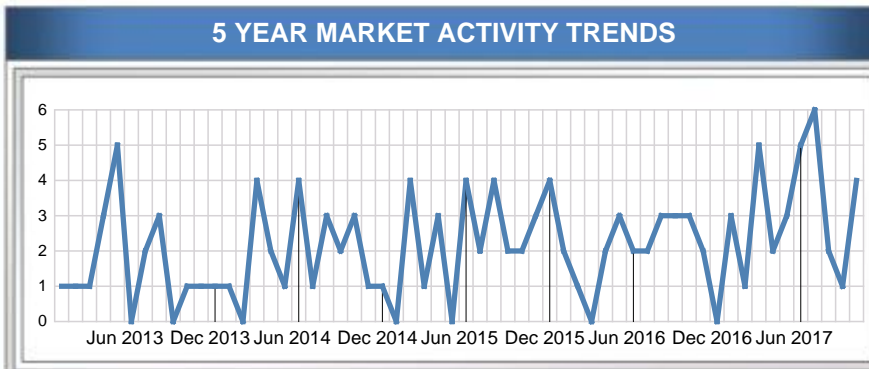
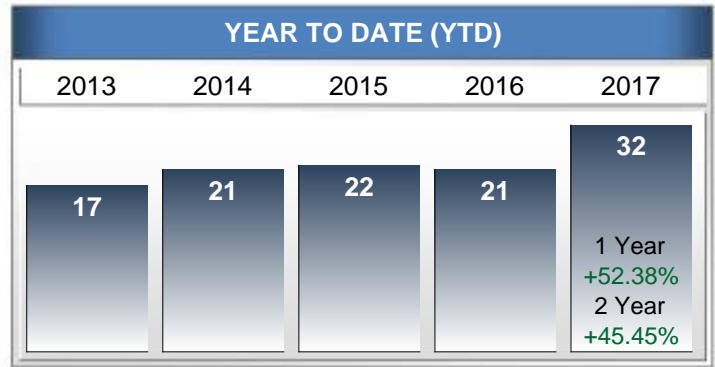
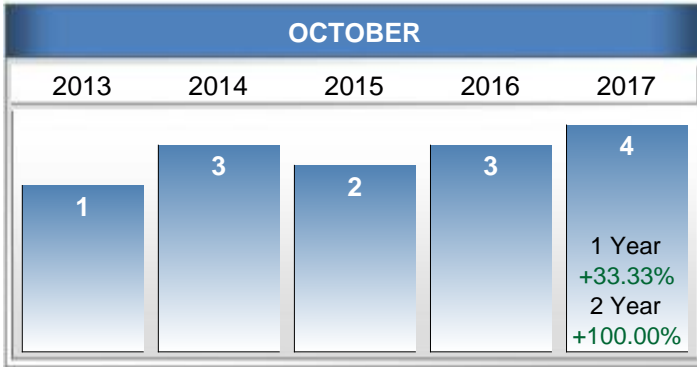
Closed Sales as of Nov 09, 2017



Closed Sales

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



5yr OCT AVG = 3 **3 MONTHS**

High
Jul 2017 = 6

Low
Dec 2016 = 0

Closed Sales this month at **4**, above the 5 yr OCT average of **3**

AUG	2
SEP	1 -50.00%
OCT	4 300.00%

Closed Sales

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CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$120,000 and less	0	0.00%	0.0	0	0	0	0
\$120,001 - \$120,000	0	0.00%	0.0	0	0	0	0
\$120,001 - \$130,000	1	25.00%	20.0	1	0	0	0
\$130,001 - \$130,000	0	0.00%	20.0	0	0	0	0
\$130,001 - \$200,000	2	50.00%	37.5	1	1	0	0
\$200,001 - \$200,000	0	0.00%	37.5	0	0	0	0
\$200,001 and up	1	25.00%	45.0	0	1	0	0
Total Closed Units:	4		32.5	2	2		
Total Closed Volume:	610,000			263.00K	347.00K	0.00B	0.00B
Median Closed Price:	\$137,000			\$131,500	\$173,500	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

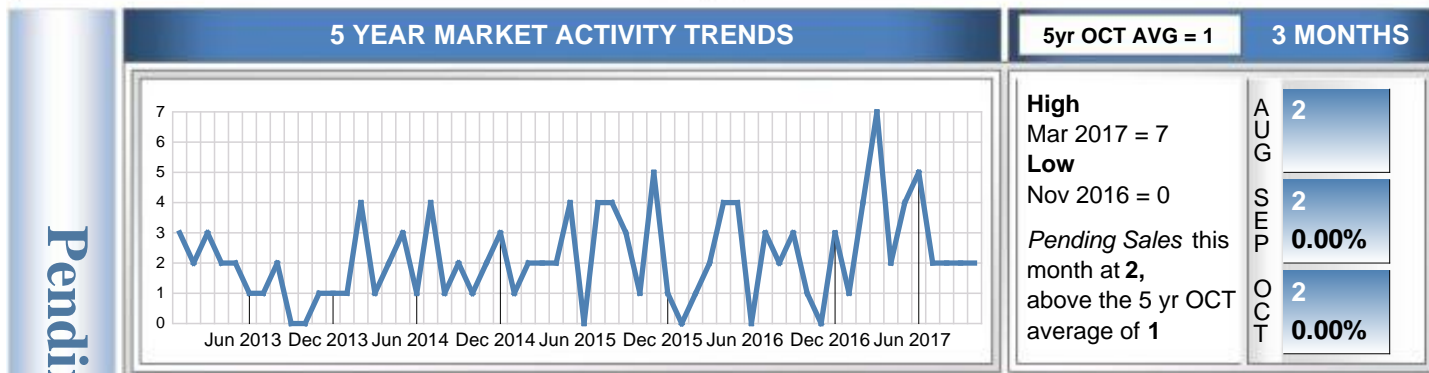
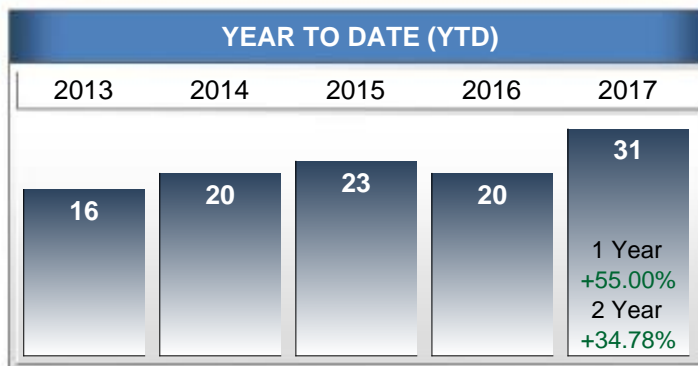
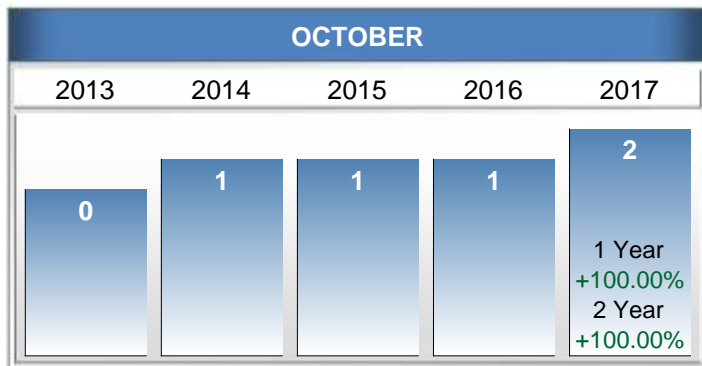
Pending Sales as of Nov 09, 2017



Pending Sales

Report Produced on: Nov 10, 2017

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



Pending Sales

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

PENDING SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$100,000 and less	0	0.00%	45.0	0	0	0	0
\$100,001 - \$100,000	0	0.00%	45.0	0	0	0	0
\$100,001 - \$100,000	0	0.00%	45.0	0	0	0	0
\$100,001 - \$175,000	1	50.00%	171.0	0	1	0	0
\$175,001 - \$175,000	0	0.00%	171.0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	171.0	0	0	0	0
\$175,001 and up	1	50.00%	106.0	0	1	0	0
Total Pending Units: 2				138.5			
Total Pending Volume: 317,450				0.00B	317.45K	0.00B	0.00B
Median Listing Price: \$158,725				\$0	\$158,725	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

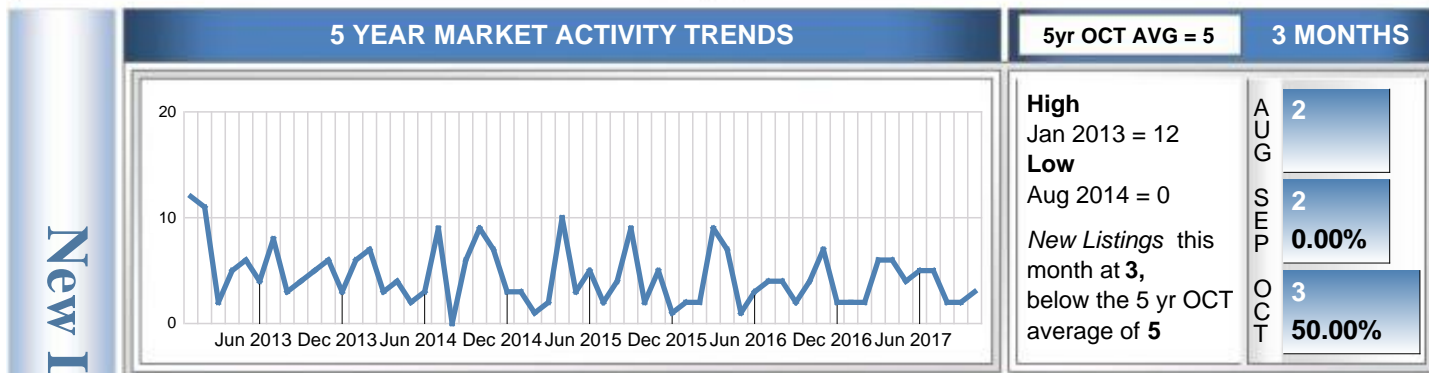
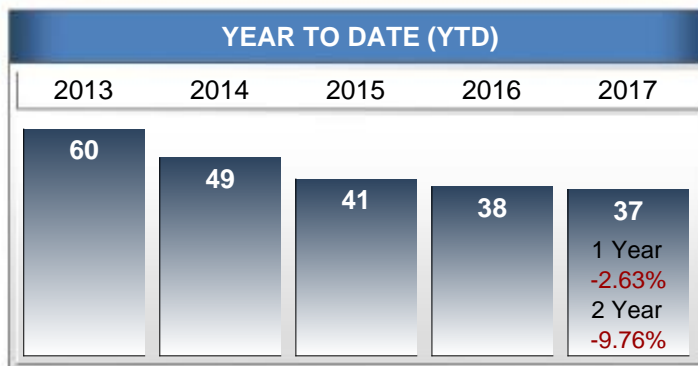
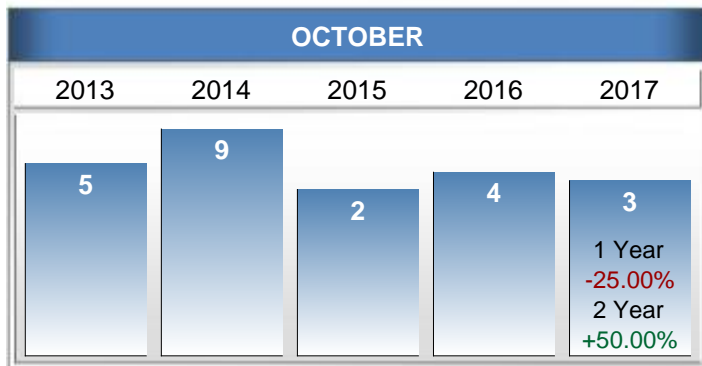
New Listings as of Nov 09, 2017



New Listings

Report Produced on: Nov 10, 2017

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



New Listings

Ready to Buy or Sell Real Estate?
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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	0	0.00%	0	0	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$175,000	1	33.33%	0	1	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0
\$175,001 - \$250,000	1	33.33%	0	1	0	0
\$250,001 - \$250,000	0	0.00%	0	0	0	0
\$250,001 and up	1	33.33%	0	1	0	0
Total New Listed Units:		3	3			
Total New Listed Volume:		498,900	0.00B	498.90K	0.00B	0.00B
Median New Listed Listing Price:		\$195,000	\$0	\$195,000	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

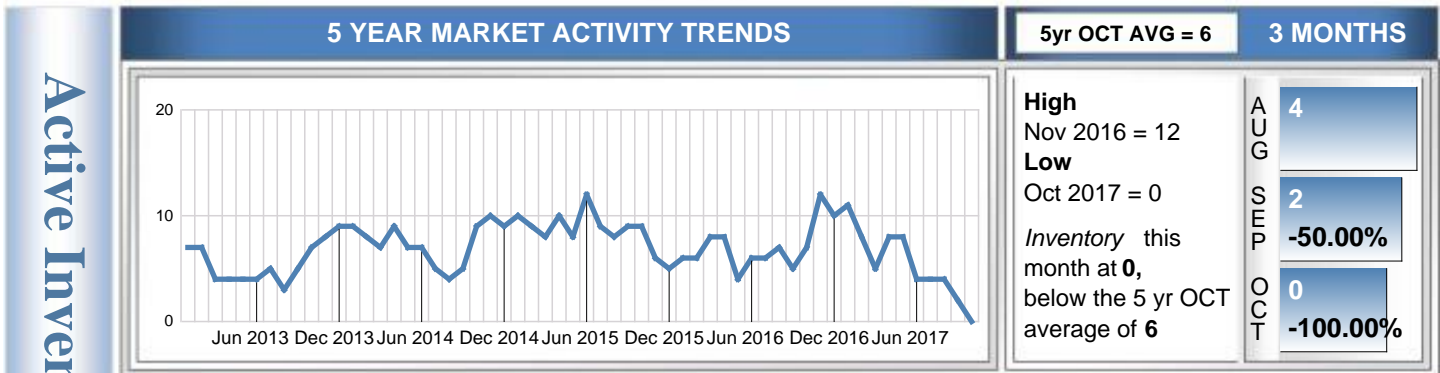
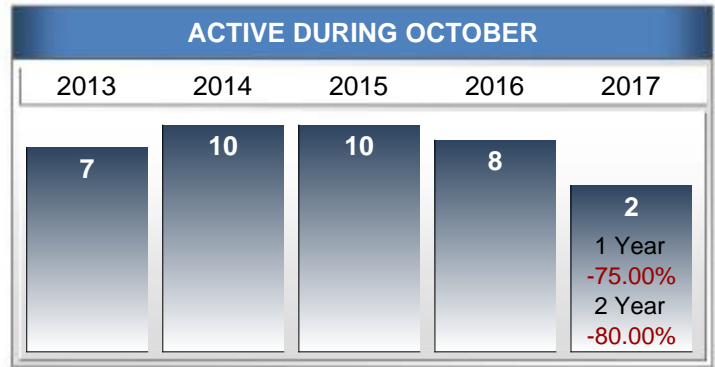
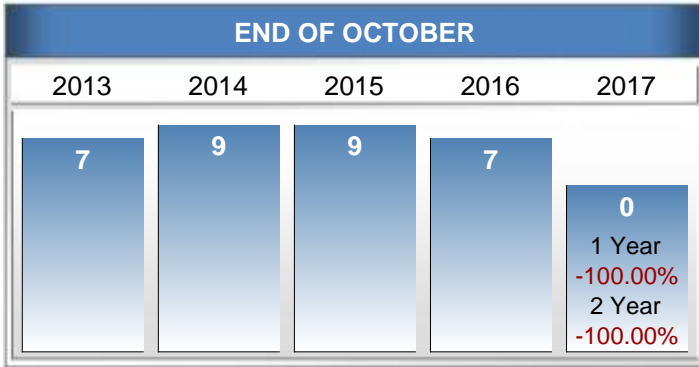
Active Inventory as of Nov 09, 2017



Active Inventory

Report Produced on: Nov 10, 2017

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



Active Inventory

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Contact an experienced REALTOR

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	0	0.00%	106.0	0	0	0	0
\$25,001 - \$25,000	0	0.00%	106.0	0	0	0	0
\$25,001 - \$175,000	0	0.00%	106.0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	106.0	0	0	0	0
\$175,001 - \$250,000	0	0.00%	106.0	0	0	0	0
\$250,001 - \$250,000	0	0.00%	106.0	0	0	0	0
\$250,001 and up	0	0.00%	106.0	0	0	0	0
Total Active Inventory by Units:				0	0	0	0
Total Active Inventory by Volume:				0	0.00B	0.00B	0.00B
Median Active Inventory Listing Price:				\$195,000	\$0	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

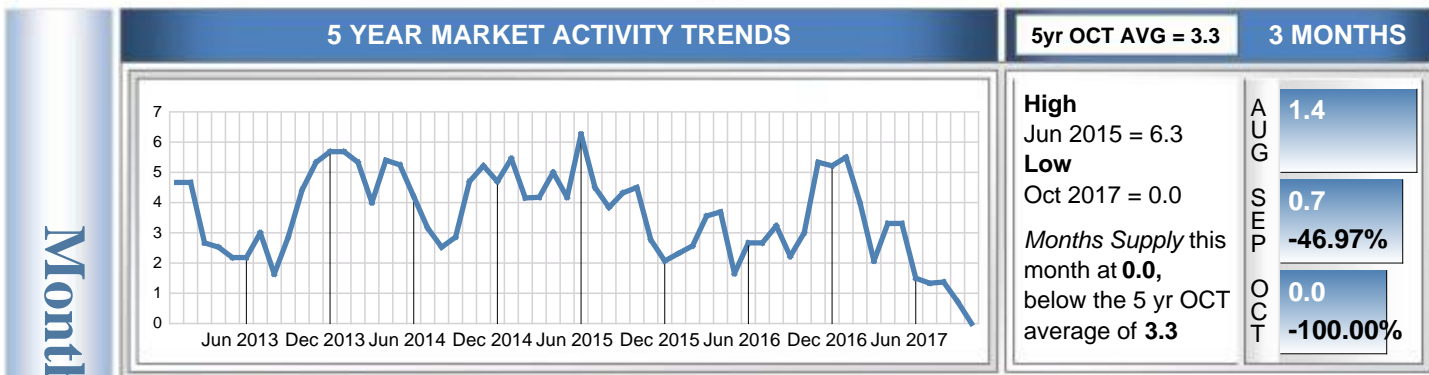
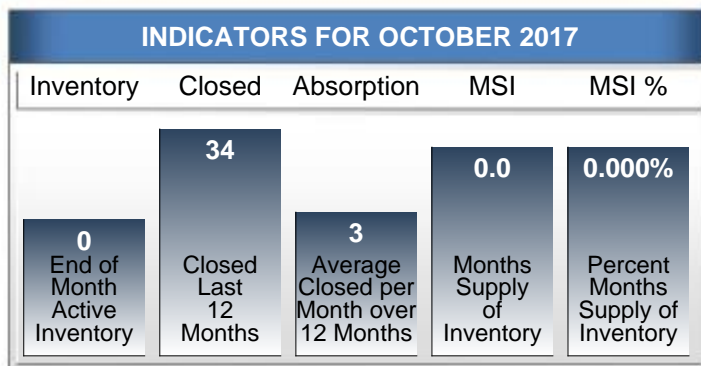
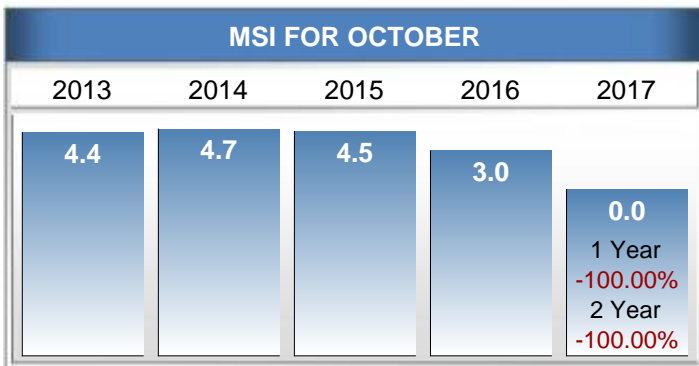
Active Inventory as of Nov 09, 2017



Months Supply of Inventory

Report Produced on: Nov 10, 2017

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



Months Supply

Ready to Buy or Sell Real Estate?
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MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$25,001 - \$25,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$25,001 - \$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 - \$250,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$250,001 - \$250,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$250,001 and up	0	0.00%	0.0	0.0	0.0	0.0	0.0
MSI:			0.0	0.0	0.0	0.0	0.0
Total Active Inventory:			0	0	0	0	0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

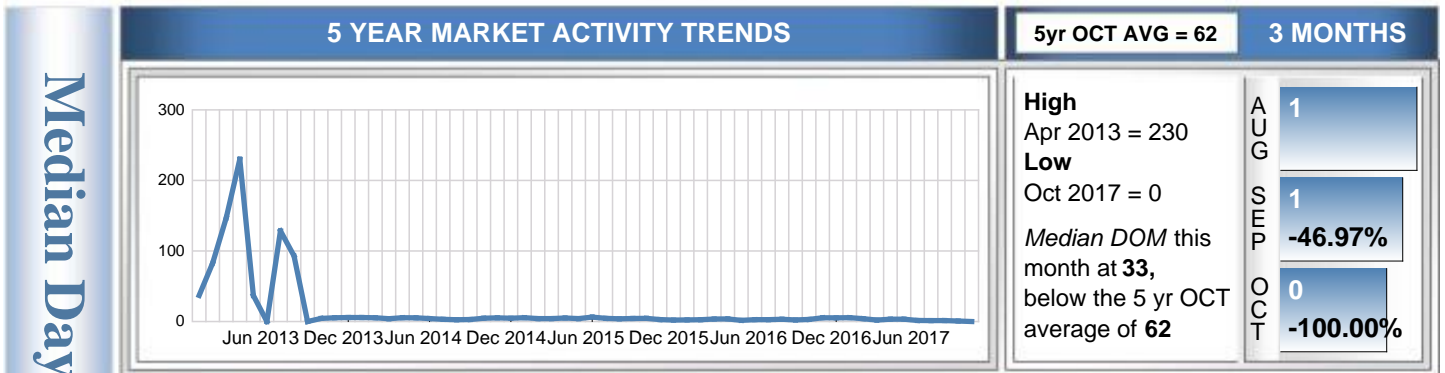
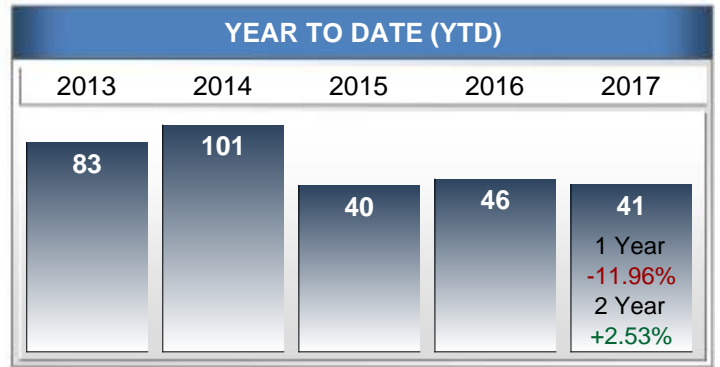
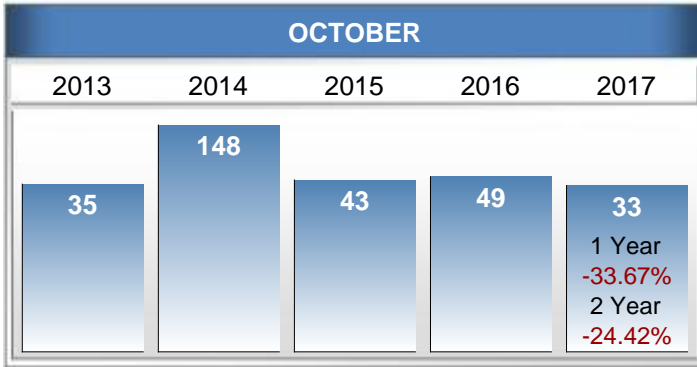
Closed Sales as of Nov 09, 2017



Median Days on Market to Sale

Report Produced on: Nov 10, 2017

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



Median Days on Market

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$120,000 and less	0	0.00%	106.0	0.0	0.0	0.0	0.0
\$120,001 - \$120,000	0	0.00%	106.0	0.0	0.0	0.0	0.0
\$120,001 - \$130,000	1	25.00%	20.0	20.0	0.0	0.0	0.0
\$130,001 - \$130,000	0	0.00%	20.0	0.0	0.0	0.0	0.0
\$130,001 - \$200,000	2	50.00%	37.5	67.0	8.0	0.0	0.0
\$200,001 - \$200,000	0	0.00%	37.5	0.0	0.0	0.0	0.0
\$200,001 and up	1	25.00%	45.0	0.0	45.0	0.0	0.0
Median Closed DOM: 32.5				43.5	26.5	0.0	0.0
Total Closed Units: 4				2	2	0.0	0.0
Total Closed Volume: 610,000				263.00K	347.00K	0.00B	0.00B



Monthly Inventory Analysis

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October 2017

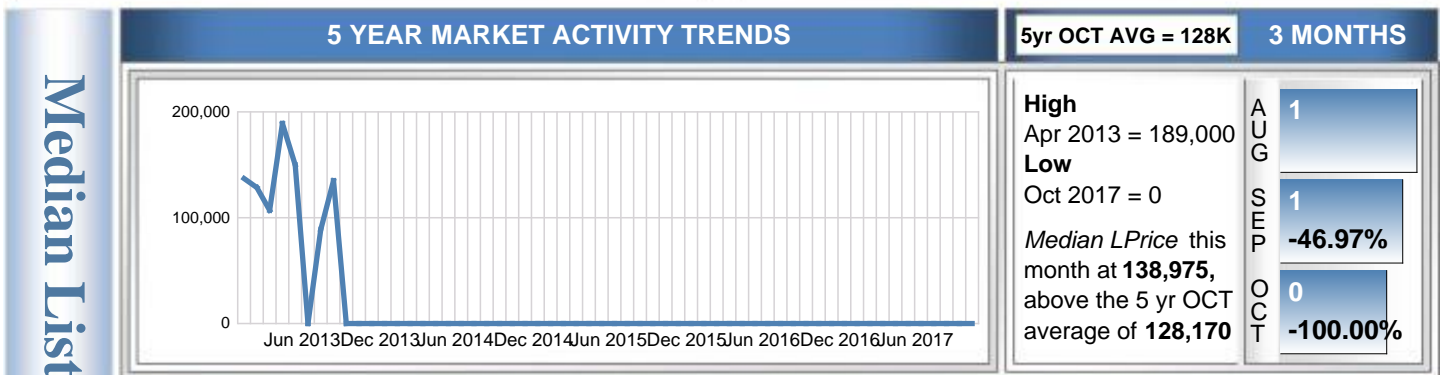
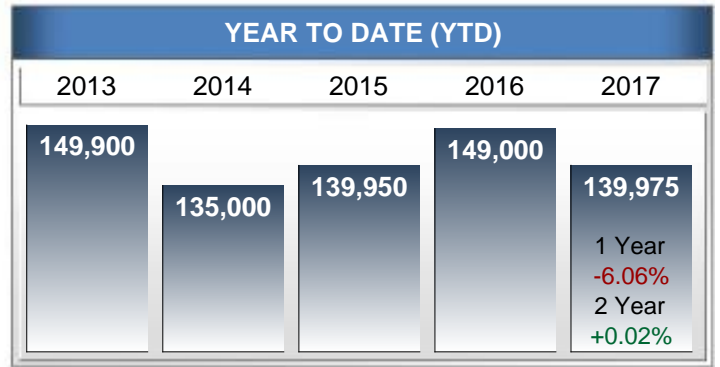
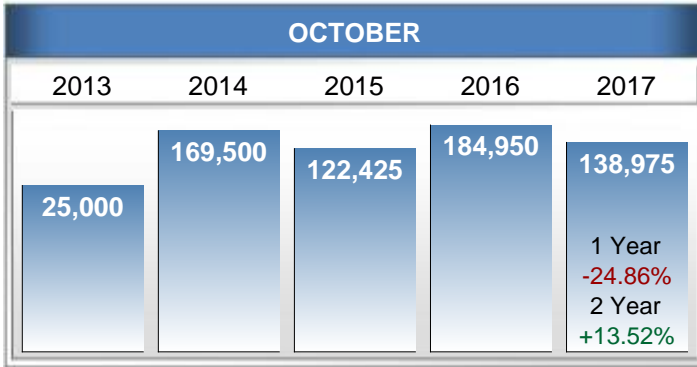
Closed Sales as of Nov 09, 2017



Median List Price at Closing

Report Produced on: Nov 10, 2017

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Median List Price

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MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$120,000 and less	0		0.00%	45	0	0	0	0
\$120,001 - \$120,000	0		0.00%	45	0	0	0	0
\$120,001 - \$130,000	1		25.00%	129,000	129,000	0	0	0
\$130,001 - \$130,000	0		0.00%	129,000	0	0	0	0
\$130,001 - \$200,000	2		50.00%	138,975	139,950	138,000	0	0
\$200,001 - \$200,000	0		0.00%	138,975	0	0	0	0
\$200,001 and up	1		25.00%	218,000	0	218,000	0	0
Median List Price:		\$138,975			\$134,475	\$178,000	\$0	\$0
Total Closed Units:		4			2	2		
Total List Volume:		624,950			268.95K	356.00K	0.00B	0.00B



Monthly Inventory Analysis

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October 2017

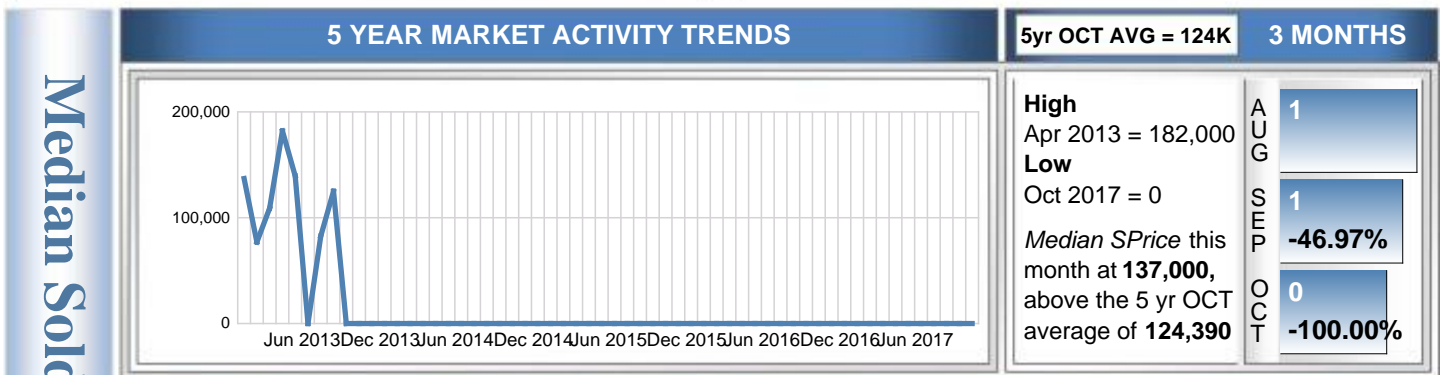
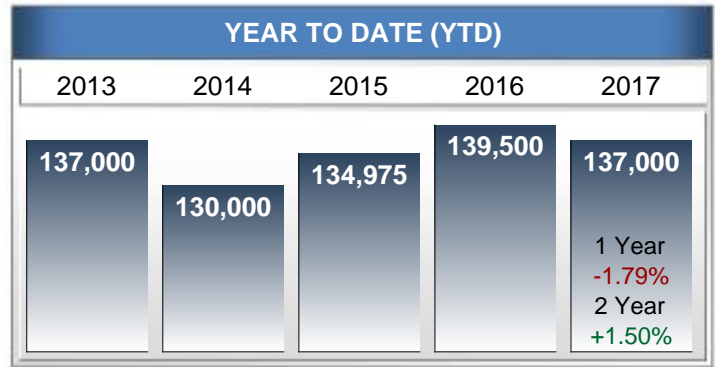
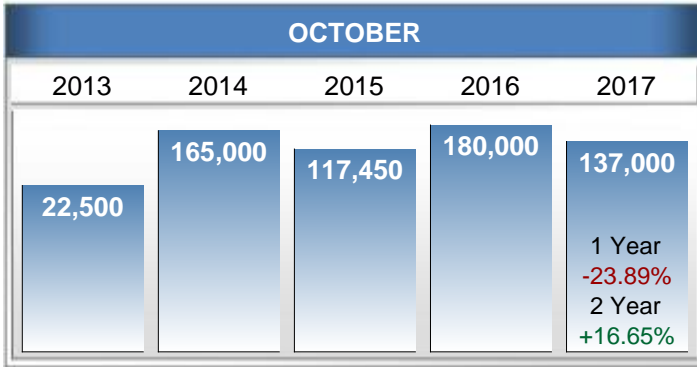
Closed Sales as of Nov 09, 2017



Median Sold Price at Closing

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Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$120,000 and less	0		0.00%	218,000	0	0	0	0
\$120,001 - \$120,000	0		0.00%	218,000	0	0	0	0
\$120,001 - \$130,000	1		25.00%	128,000	128,000	0	0	0
\$130,001 - \$130,000	0		0.00%	128,000	0	0	0	0
\$130,001 - \$200,000	2		50.00%	137,000	135,000	139,000	0	0
\$200,001 - \$200,000	0		0.00%	137,000	0	0	0	0
\$200,001 and up	1		25.00%	208,000	0	208,000	0	0
Median Closed Price:	\$137,000				\$131,500	\$173,500	\$0	\$0
Total Closed Units:	4				2	2		
Total Closed Volume:	610,000				263.00K	347.00K	0.00B	0.00B



Monthly Inventory Analysis

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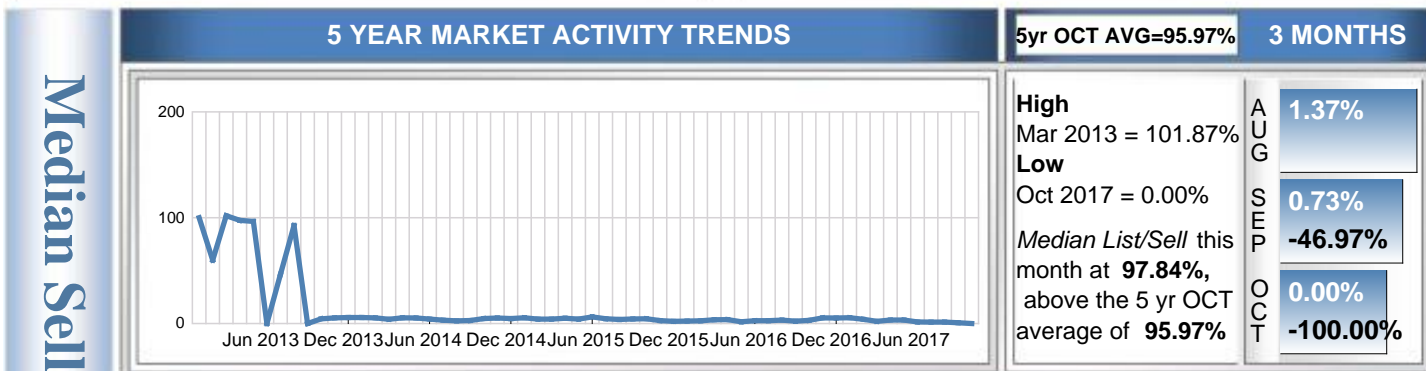
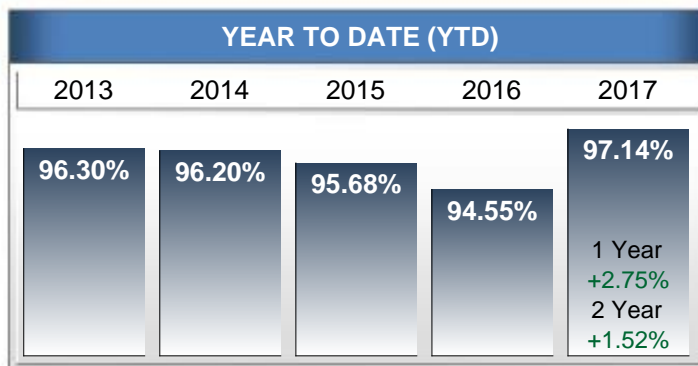
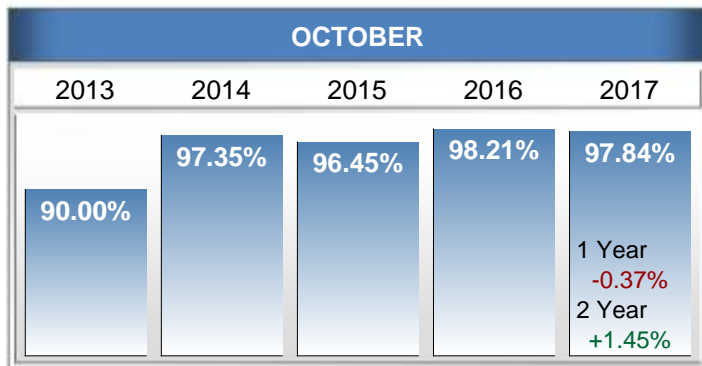
Closed Sales as of Nov 09, 2017



Median Percent of Selling Price to List Price

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Median Sell/List Price

Ready to Buy or Sell Real Estate?
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MEDIAN S/L% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median S/L% by Price Range		%	MS/L%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$120,000 and less	0	0.00%	000.00%	0.00%	0.00%	0.00%	0.00%
\$120,001 - \$120,000	0	0.00%	000.00%	0.00%	0.00%	0.00%	0.00%
\$120,001 - \$130,000	1	25.00%	99.22%	99.22%	0.00%	0.00%	0.00%
\$130,001 - \$130,000	0	0.00%	99.22%	0.00%	0.00%	0.00%	0.00%
\$130,001 - \$200,000	2	50.00%	98.59%	96.46%	100.72%	0.00%	0.00%
\$200,001 - \$200,000	0	0.00%	98.59%	0.00%	0.00%	0.00%	0.00%
\$200,001 and up	1	25.00%	95.41%	0.00%	95.41%	0.00%	0.00%
Median List/Sell Ratio:				97.84%	98.07%	0.00%	0.00%
Total Closed Units:				4	2	2	
Total Closed Volume:				610,000	263.00K	347.00K	0.00B



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

October 2017

Inventory as of Nov 09, 2017



Market Summary

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

Active Inventory as of October 31, 2017 = 0

	OCTOBER			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	3	4	33.33%	21	32	52.38%
Pending Sales	1	2	100.00%	20	31	55.00%
New Listings	4	3	-25.00%	38	37	-2.63%
Median List Price	184,950	138,975	-24.86%	149,000	139,975	-6.06%
Median Sale Price	180,000	137,000	-23.89%	139,500	137,000	-1.79%
Median Percent of Selling Price to List Price	98.21%	97.84%	-0.37%	94.55%	97.14%	2.75%
Median Days on Market to Sale	49.00	32.50	-33.67%	46.00	40.50	-11.96%
Monthly Inventory	7	0	-100.00%	7	0	-100.00%
Months Supply of Inventory	3.00	0.00	-100.00%	3.00	0.00	-100.00%

