



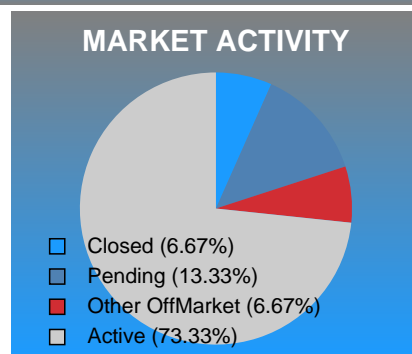
# November 2017

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



## MONTHLY INVENTORY ANALYSIS

Compared Metrics	November		
	2016	2017	+/-%
Closed Listings	2	1	-50.00%
Pending Listings	0	2	0.00%
New Listings	7	6	-14.29%
Average List Price	104,700	121,500	16.05%
Average Sale Price	98,250	100,000	1.78%
Average Percent of List Price to Selling Price	93.29%	82.30%	-11.77%
Average Days on Market to Sale	74.50	172.00	130.87%
End of Month Inventory	20	11	-45.00%
Months Supply of Inventory	8.89	4.00	-55.00%



**Absorption:** Last 12 months, an Average of **3** Sales/Month  
**Active Inventory** as of November 30, 2017 = **11**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2017 decreased **45.00%** to 11 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 **4.00** 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 **1.78%** in November 2017 to \$100,000 versus the previous year at \$98,250.

#### Average Days on Market Lengthens

The average number of **172.00** days that homes spent on the market before selling increased by 97.50 days or **130.87%** in November 2017 compared to last year's same month at **74.50** DOM.

#### Sales Success for November 2017 is Positive

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

There were 6 New Listings in November 2017, down **14.29%** from last year at 7. Furthermore, there were 1 Closed Listings this month versus last year at 2, a **-50.00%** decrease.

Closed versus Listed trends yielded a **16.7%** ratio, down from previous year's, November 2016, at **28.6%**, a **41.67%** 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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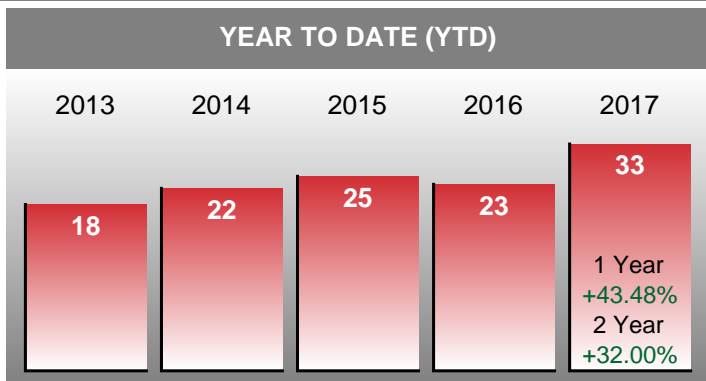
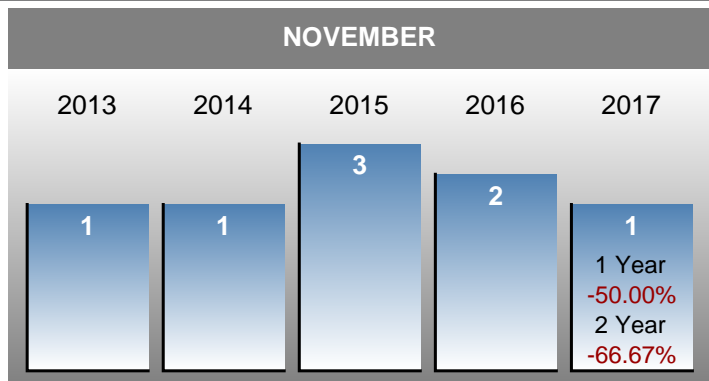


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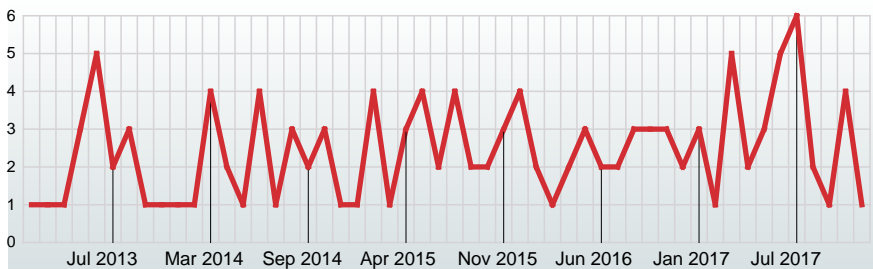


## CLOSED LISTINGS



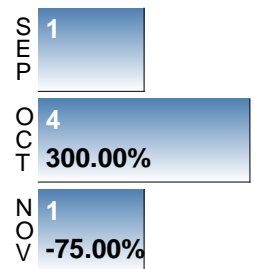
### 5 YEAR MARKET ACTIVITY TRENDS

**5yr NOV AVG = 2**
**3 MONTHS**



**High**  
Jul 2017 = 6  
**Low**  
Nov 2017 = 1

*Closed Listings*  
this month at **1**,  
below the 5 yr NOV  
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
\$100,000 and less	<b>1</b>	100.00%	172.0	0	1	0	0
\$100,001 - \$100,000	<b>0</b>	0.00%	0.0	0	0	0	0
\$100,001 - \$100,000	<b>0</b>	0.00%	0.0	0	0	0	0
\$100,001 - \$100,000	<b>0</b>	0.00%	0.0	0	0	0	0
\$100,001 - \$100,000	<b>0</b>	0.00%	0.0	0	0	0	0
\$100,001 - \$100,000	<b>0</b>	0.00%	0.0	0	0	0	0
\$100,001 - \$100,000	<b>0</b>	0.00%	0.0	0	0	0	0
\$100,001 and up	<b>0</b>	0.00%	0.0	0	0	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>100,000</b>	<b>100%</b>	<b>172.0</b>	<b>0.00B</b>	<b>100.00K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$100,000</b>			<b>\$0</b>	<b>\$100,000</b>	<b>\$0</b>	<b>\$0</b>

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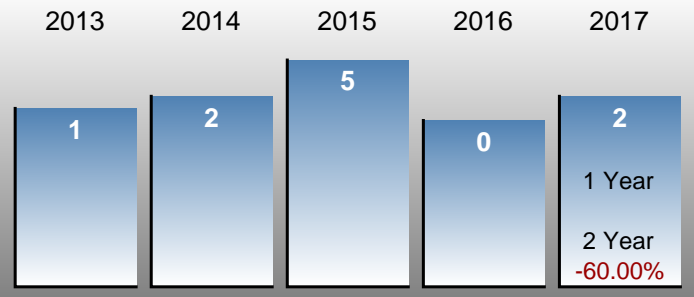
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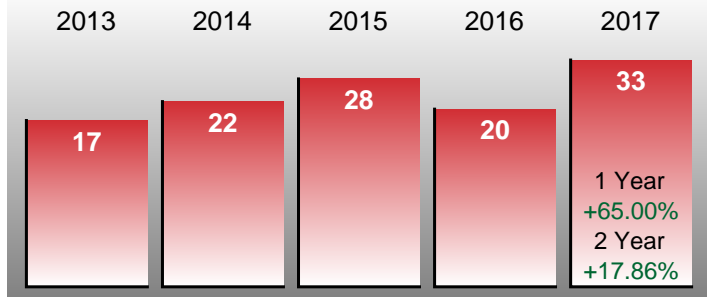


## PENDING LISTINGS

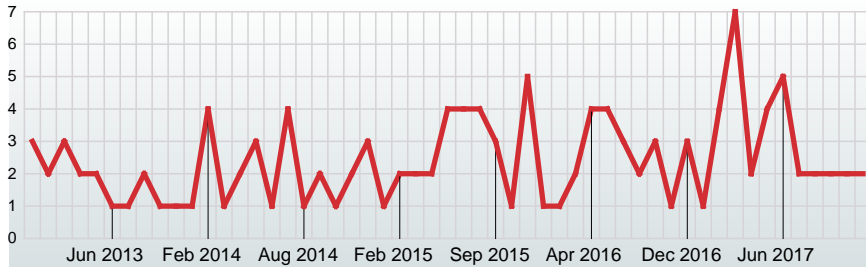
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



**High**  
Mar 2017 = 7  
**Low**  
Jan 2017 = 1

*Pending Listings*  
this month at **2**,  
equal to 5 yr NOV  
average of **2**

SEP	2
OCT	2
NOV	2

5yr NOV AVG = 2

3 MONTHS

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	0	0.00%	0.0	0	0	0	0
\$40,001 - \$40,000	0	0.00%	0.0	0	0	0	0
\$40,001 - \$40,000	0	0.00%	0.0	0	0	0	0
\$40,001 - \$140,000	1	50.00%	6.0	0	0	1	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	50.00%	16.0	0	1	0	0
<b>Total Pending Units</b>	<b>2</b>			<b>0</b>	<b>1</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>198,900</b>	<b>100%</b>	<b>0.0</b>	<b>0.00B</b>	<b>149.00K</b>	<b>49.90K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$0</b>			<b>\$0</b>	<b>\$149,000</b>	<b>\$49,900</b>	<b>\$0</b>

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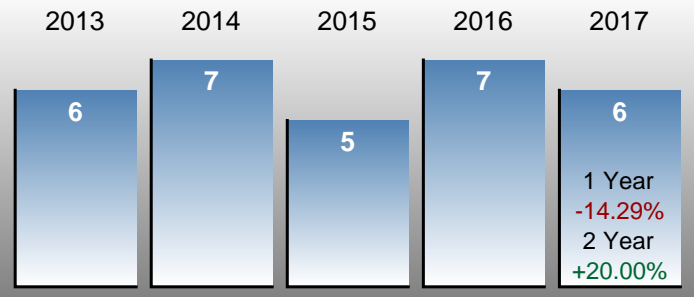
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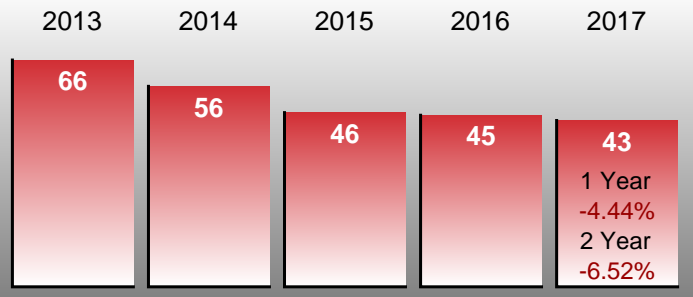


## NEW LISTINGS

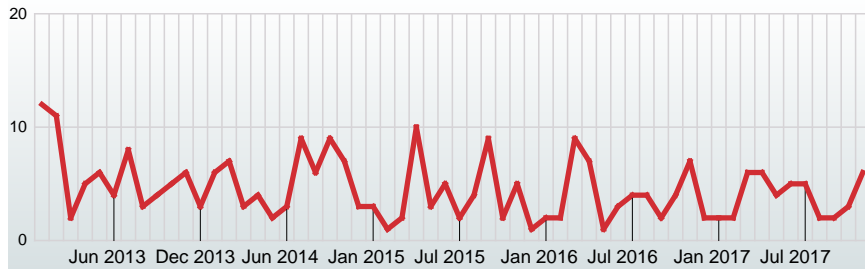
### NOVEMBER



### YEAR TO DATE (YTD)



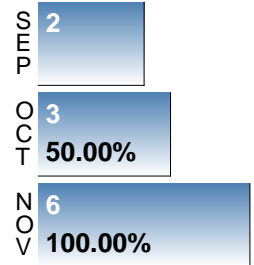
### 5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 6

3 MONTHS

**High**  
Jan 2013 = 12  
**Low**  
May 2016 = 1  
*New Listings*  
this month at **6**,  
equal to 5 yr NOV  
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
\$40,000 and less	0	0.00%	0	0	0	0
\$40,001 - \$60,000	1	16.67%	0	0	1	0
\$60,001 - \$140,000	1	16.67%	1	0	0	0
\$140,001 - \$170,000	1	16.67%	0	1	0	0
\$170,001 - \$170,000	0	0.00%	0	0	0	0
\$170,001 - \$270,000	2	33.33%	1	1	0	0
\$270,001 and up	1	16.67%	0	1	0	0
<b>Total New Listed Units</b>	<b>6</b>		<b>2</b>	<b>3</b>	<b>1</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>902,300</b>	<b>100%</b>	<b>244.50K</b>	<b>607.90K</b>	<b>49.90K</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$122,250</b>	<b>\$202,633</b>	<b>\$49,900</b>	<b>\$0</b>

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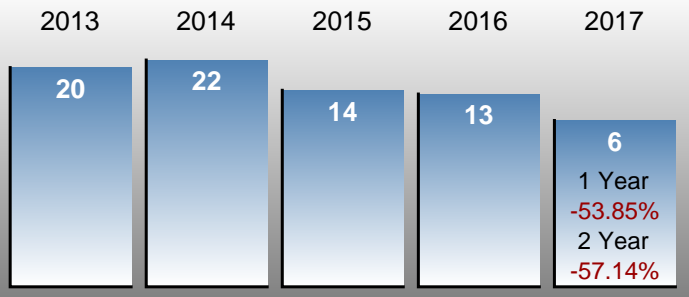
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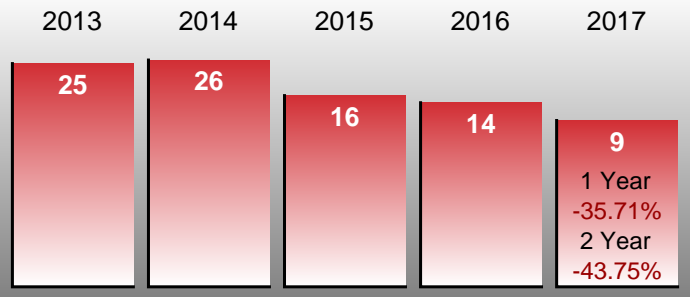


## ACTIVE INVENTORY

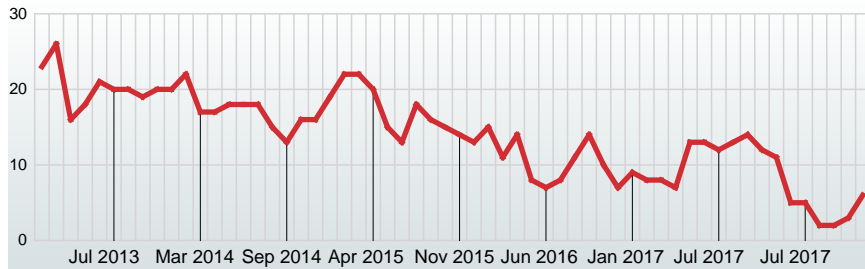
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

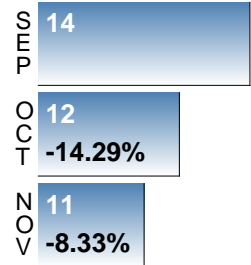


5yr NOV AVG = 15

3 MONTHS

**High**  
Feb 2013 = 26  
**Low**  
Sep 2017 = 2

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



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	2	18.18%	186.5	1	1	0	0
\$50,001 - \$150,000	2	18.18%	72.5	2	0	0	0
\$150,001 - \$175,000	1	9.09%	126.0	0	0	1	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$225,000	4	36.36%	55.8	1	3	0	0
\$225,001 and up	2	18.18%	51.0	0	2	0	0
<b>Total Active Inventory by Units</b>	<b>11</b>			<b>4</b>	<b>6</b>	<b>1</b>	<b>0</b>
<b>Total Active Inventory by Volume</b>	<b>1,655,200</b>	<b>100%</b>	<b>88.1</b>	<b>372.50K</b>	<b>1.12M</b>	<b>164.90K</b>	<b>0.00B</b>
<b>Average Active Inventory Listing Price</b>	<b>\$150,473</b>			<b>\$93,125</b>	<b>\$186,300</b>	<b>\$164,900</b>	<b>\$0</b>

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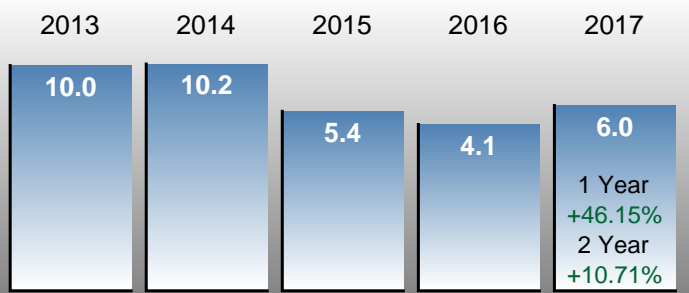
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## MONTHS SUPPLY of INVENTORY (MSI)

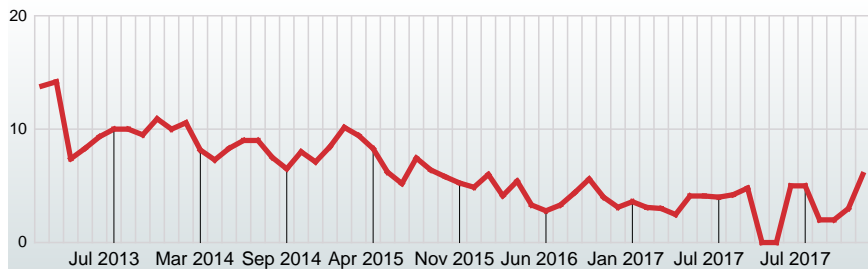
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2017

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 NOV AVG = 7.1

3 MONTHS

**High**  
Feb 2013 = 14.2  
**Low**  
Nov 2017 = 0.0  
Months Supply this month at **6.0**, below the 5 yr NOV average of **7.1**

SEP	4.8
OCT	0.0
NOV	-100.00%
NOV	0.0
NOV	0.00%

### 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
\$25,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$25,001 - \$50,000	2	18.18%	8.0	6.0	12.0	0.0	0.0
\$50,001 - \$150,000	2	18.18%	1.2	2.4	0.0	0.0	0.0
\$150,001 - \$175,000	1	9.09%	3.0	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 - \$225,000	4	36.36%	8.0	12.0	7.2	0.0	0.0
\$225,001 and up	2	18.18%	0.0	0.0	0.0	0.0	0.0
Market Supply of Inventory (MSI)	4.0	100%	4.0	3.2	4.2	12.0	0.0
Total Active Inventory by Units	11			4	6	1	0

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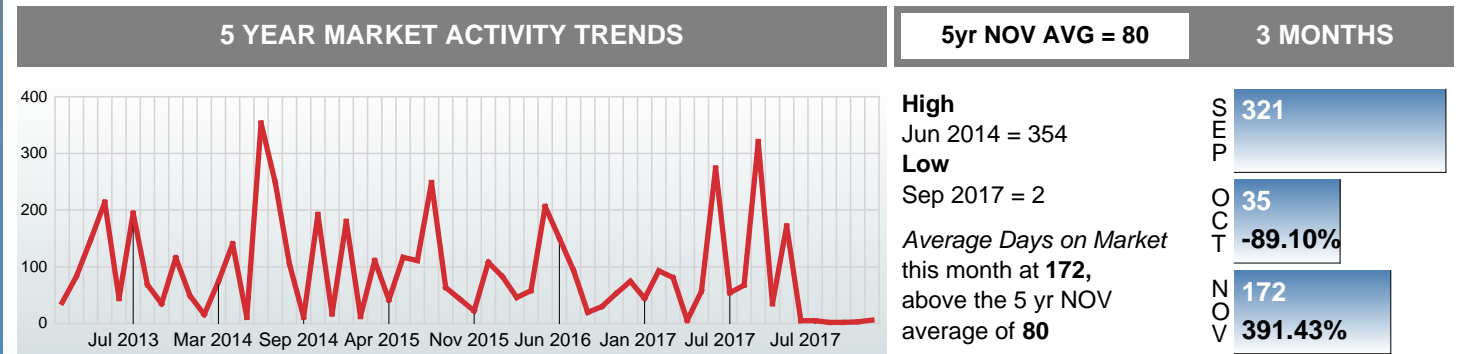
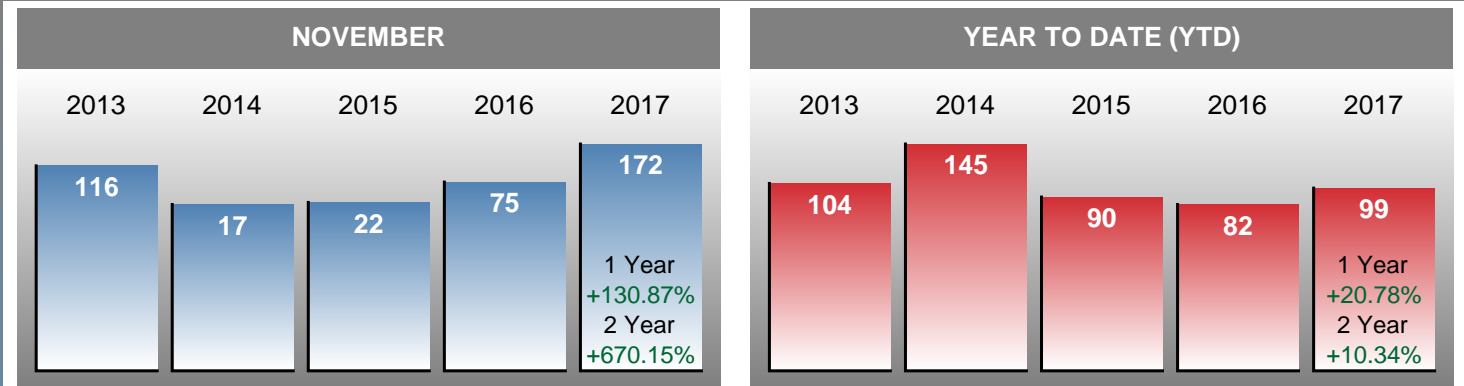


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## AVERAGE DAYS ON MARKET TO SALE



### 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
\$100,000 and less	1	100.00%	172.0	0.0	172.0	0.0	0.0
\$100,001 - \$100,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$100,001 - \$100,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$100,001 - \$100,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$100,001 - \$100,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$100,001 - \$100,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$100,001 - \$100,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$100,001 and up	0	0.00%	0.0	0.0	0.0	0.0	0.0
<b>Average Closed DOM</b>			172.0	0.0	172.0	0.0	0.0
<b>Total Closed Units</b>	1	100%	172.0		1		
<b>Total Closed Volume</b>	100,000			0.00B	100.00K	0.00B	0.00B

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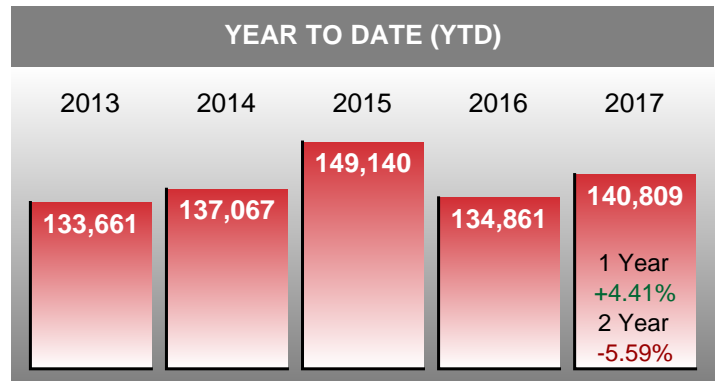
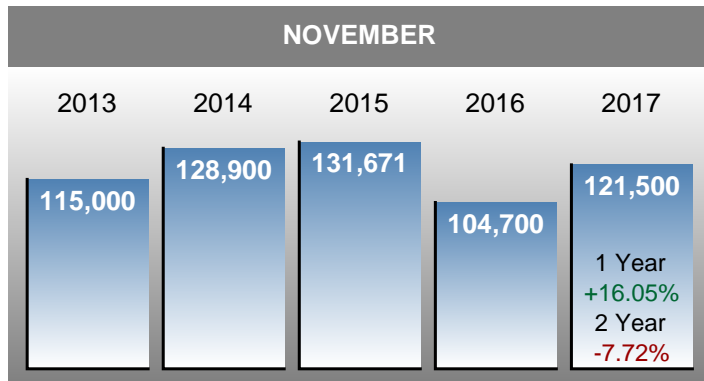


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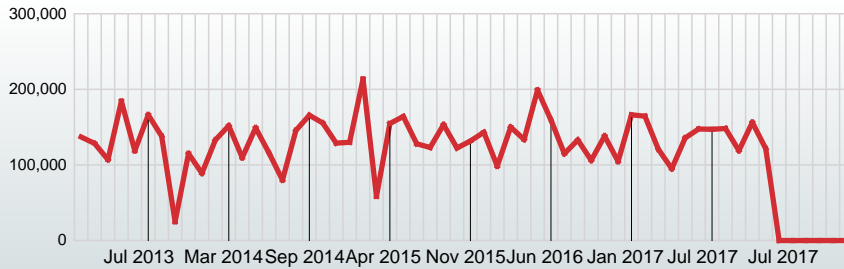
## AVERAGE LIST PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 120,354

### 3 MONTHS



**High**  
Feb 2015 = 213,588  
**Low**  
Sep 2017 = 2  
*Average List Price*  
this month at **121,500**,  
above the 5 yr NOV  
average of **120,354**

SEP	119,000
OCT	156,238
NOV	121,500
	-22.23%

## 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	121,500	0	0
\$100,001 \$100,000	0	0.00%	0	0	0	0	0
\$100,001 \$100,000	0	0.00%	0	0	0	0	0
\$100,001 \$100,000	0	0.00%	0	0	0	0	0
\$100,001 \$100,000	0	0.00%	0	0	0	0	0
\$100,001 \$100,000	0	0.00%	0	0	0	0	0
\$100,001 \$100,000	0	0.00%	0	0	0	0	0
\$100,001 and up	1	100.00%	121,500	0	0	0	0
<b>Average List Price</b>			121,500	0	121,500	0	0
<b>Total Closed Units</b>		100%	121,500		1		
<b>Total Closed Volume</b>			121,500	0.00B	121.50K	0.00B	0.00B

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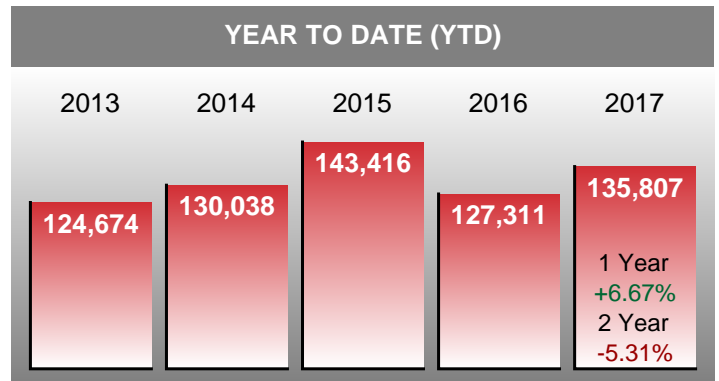
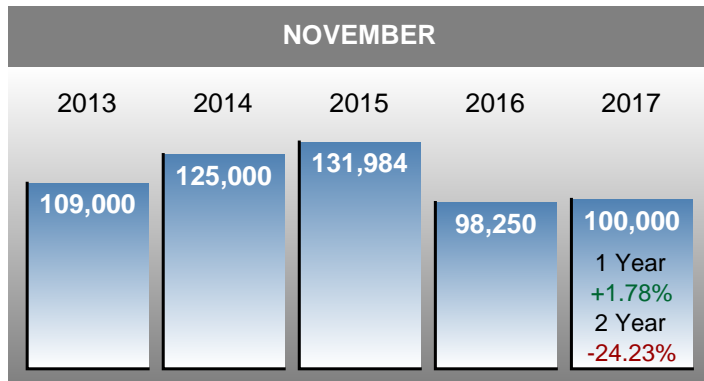


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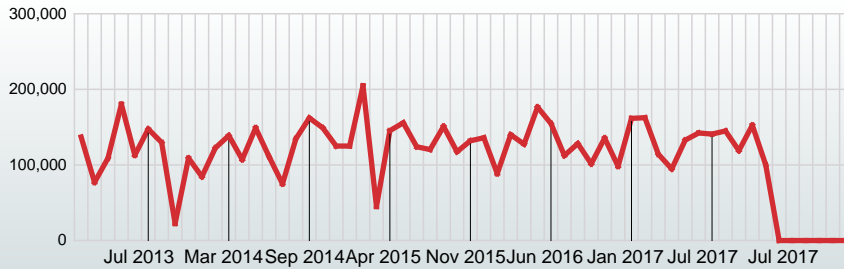
## AVERAGE SOLD PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 112,847

### 3 MONTHS



**High**  
Feb 2015 = 204,750  
**Low**  
Sep 2017 = 2  
*Average Sold Price*  
this month at **100,000**,  
below the 5 yr NOV  
average of **112,847**

SEP	119,000
OCT	152,500
NOV	100,000
	<b>28.15%</b>
	<b>-34.43%</b>

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

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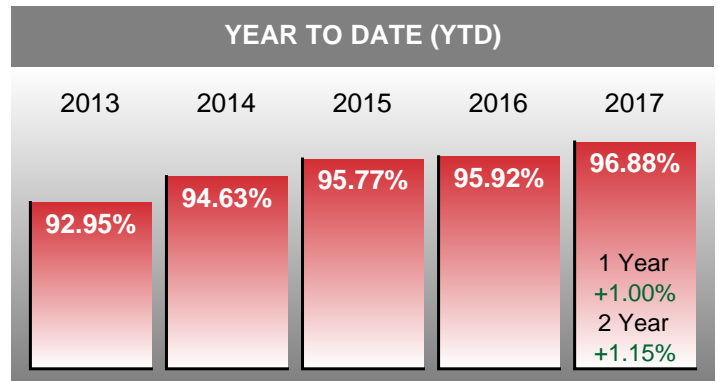
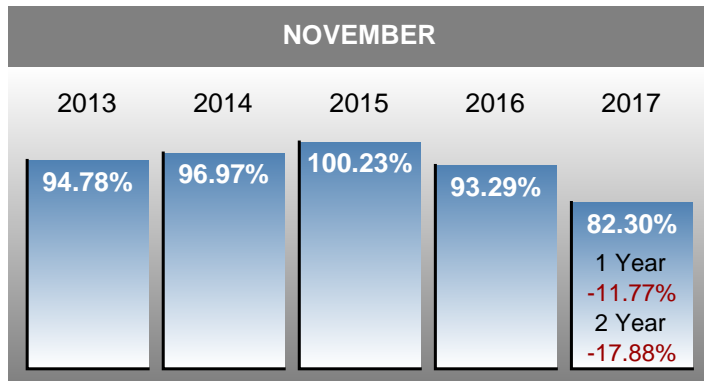


# November 2017

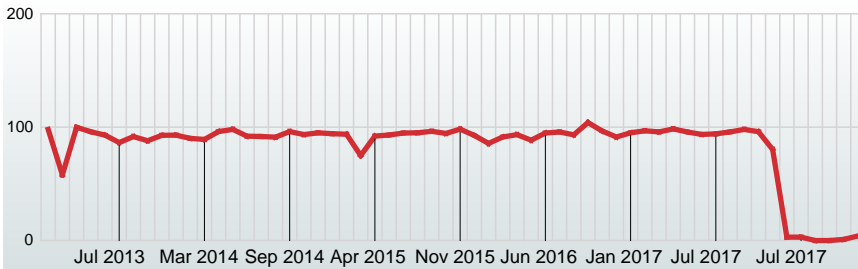
Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Condo/Town Property Type



## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



### 5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 93.52%

3 MONTHS

**High**  
Sep 2016 = 106.05%

**Low**  
Sep 2017 = 2.00%

Average Sold/List Ratio this month at **82.30%**, below the 5 yr NOV average of **93.52%**

SEP	100.00%
OCT	97.96%
NOV	82.30%
	-15.98%

## 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
\$100,000 and less	1	100.00%	82.30%	0.00%	82.30%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$100,001 and up	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Average Sold/List Ratio			82.30%	0.00%	82.30%	0.00%	0.00%
Total Closed Units	1	100%	82.30%		1		
Total Closed Volume	100,000			0.00B	100.00K	0.00B	0.00B

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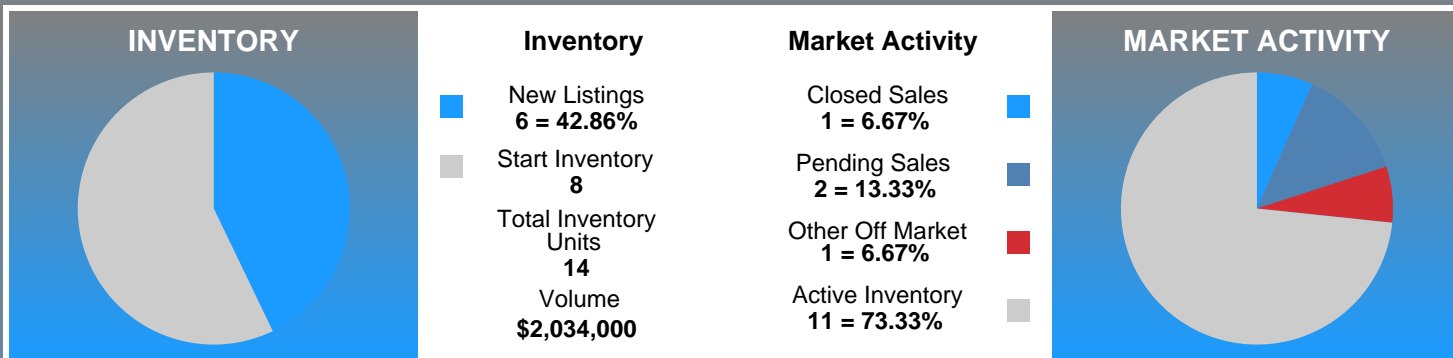


# November 2017

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



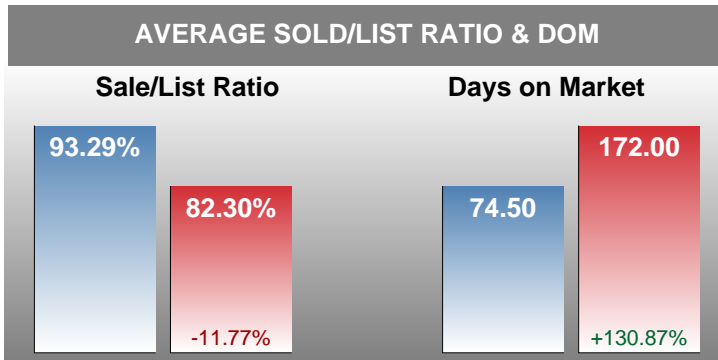
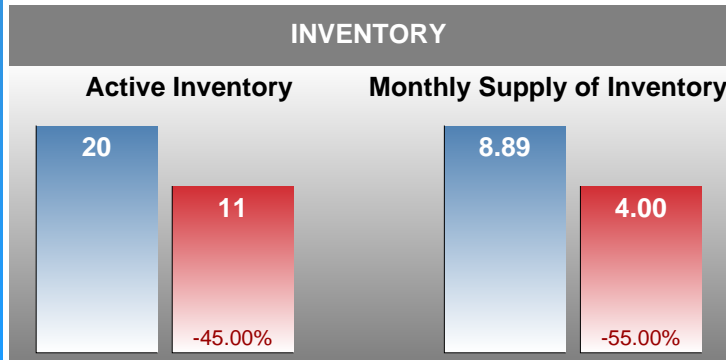
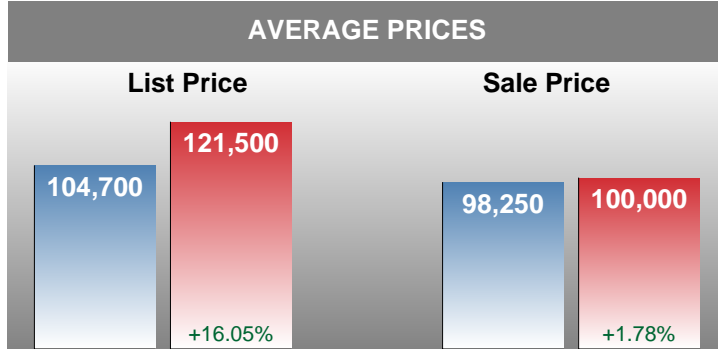
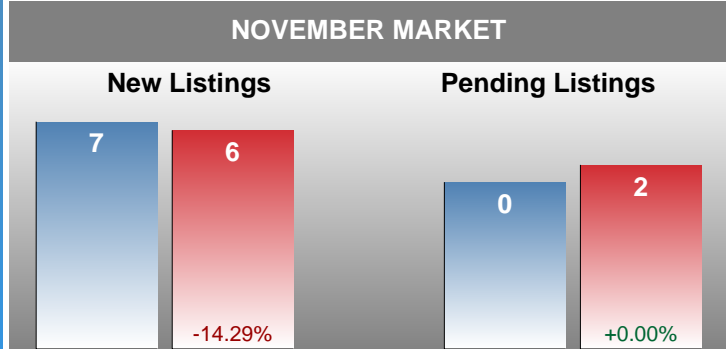
## MARKET SUMMARY



Compared Metrics	November			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	2	1	-50.00%	23	33	43.48%
Pending Sales	0	2	0.00%	20	33	65.00%
New Listings	7	6	-14.29%	45	43	-4.44%
Average List Price	104,700	121,500	16.05%	134,861	140,809	4.41%
Average Sale Price	98,250	100,000	1.78%	127,311	135,807	6.67%
Average Percent of Selling Price to List Price	93.29%	82.30%	-11.77%	95.92%	96.88%	1.00%
Average Days on Market to Sale	74.50	172.00	130.87%	82.22	99.30	20.78%
Monthly Inventory	20	11	-45.00%	20	11	-45.00%
Months Supply of Inventory	8.89	4.00	-55.00%	8.89	4.00	-55.00%

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

**Inventory on November 30, 2017 = 11** 2016 2017



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