



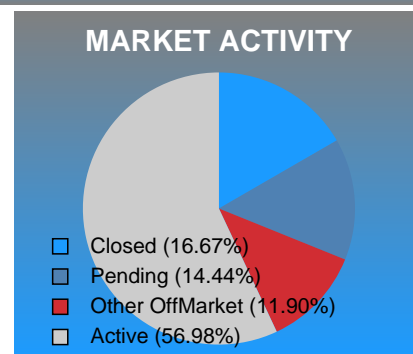
## December 2018

Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family Property Type



### MONTHLY INVENTORY ANALYSIS

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	128	105	-17.97%
Pending Listings	96	91	-5.21%
New Listings	109	110	0.92%
Average List Price	147,257	150,228	2.02%
Average Sale Price	142,660	146,524	2.71%
Average Percent of List Price to Selling Price	95.55%	96.93%	1.44%
Average Days on Market to Sale	64.33	54.01	-16.04%
End of Month Inventory	402	359	-10.70%
Months Supply of Inventory	3.19	2.74	-14.27%



**Absorption:** Last 12 months, an Average of **131** Sales/Month  
**Active Inventory** as of December 31, 2018 = **359**

#### Analysis Wrap-Up

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

The total housing inventory at the end of December 2018 decreased **10.70%** to 359 existing homes available for sale. Over the last 12 months this area has had an average of 131 closed sales per month. This represents an unsold inventory index of **2.74** 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 **2.71%** in December 2018 to \$146,524 versus the previous year at \$142,660.

#### Average Days on Market Shortens

The average number of **54.01** days that homes spent on the market before selling decreased by 10.32 days or **16.04%** in December 2018 compared to last year's same month at **64.33** DOM.

#### Sales Success for December 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 110 New Listings in December 2018, up **0.92%** from last year at 109. Furthermore, there were 105 Closed Listings this month versus last year at 128, a **-17.97%** decrease.

Closed versus Listed trends yielded a **95.5%** ratio, down from previous year's, December 2017, at **117.4%**, a **18.71%** 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?

Contact an experienced REALTOR®

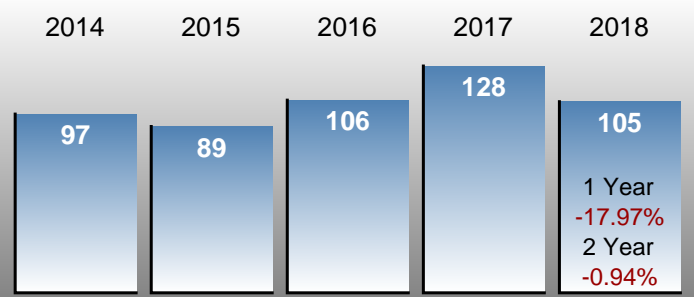
# December 2018

Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family Property Type

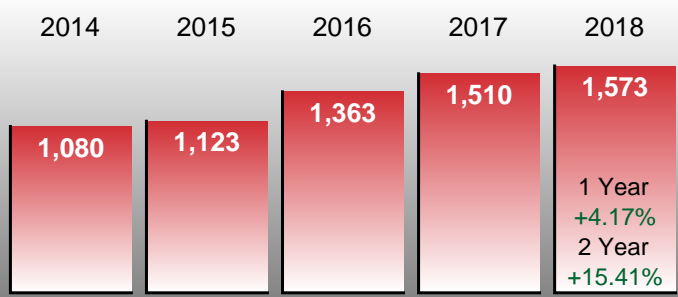


## CLOSED LISTINGS

### DECEMBER



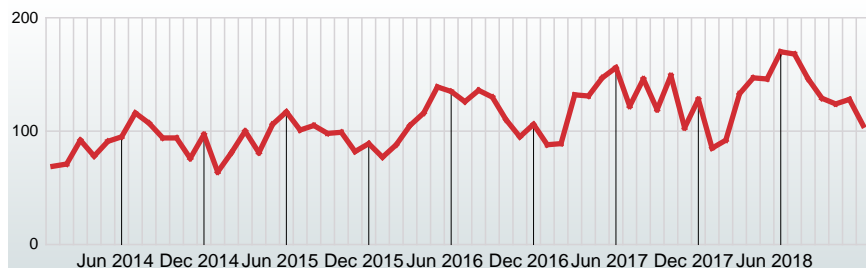
### YEAR TO DATE (YTD)



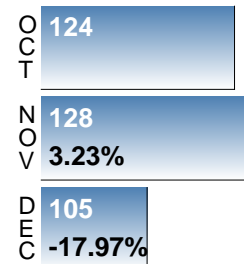
### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 105

3 MONTHS



**High**  
Jun 2018 = 170  
**Low**  
Jan 2015 = 64  
*Closed Listings*  
this month at **105**,  
equal to 5 yr DEC  
average of **105**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	10.48%	66.9	4	6	1	0
\$50,001 - \$80,000	11	10.48%	62.8	3	7	1	0
\$80,001 - \$120,000	14	13.33%	60.0	2	11	0	1
\$120,001 - \$160,000	31	29.52%	46.6	3	21	7	0
\$160,001 - \$180,000	13	12.38%	52.5	0	11	2	0
\$180,001 - \$240,000	12	11.43%	34.2	0	9	2	1
\$240,001 and up	13	12.38%	66.5	0	3	8	2
<b>Total Closed Units</b>	<b>105</b>			<b>12</b>	<b>68</b>	<b>21</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>15,385,036</b>	<b>100%</b>	<b>54.0</b>	<b>939.48K</b>	<b>9.34M</b>	<b>4.25M</b>	<b>854.95K</b>
<b>Average Closed Price</b>	<b>\$146,524</b>			<b>\$78,290</b>	<b>\$137,399</b>	<b>\$202,260</b>	<b>\$213,738</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

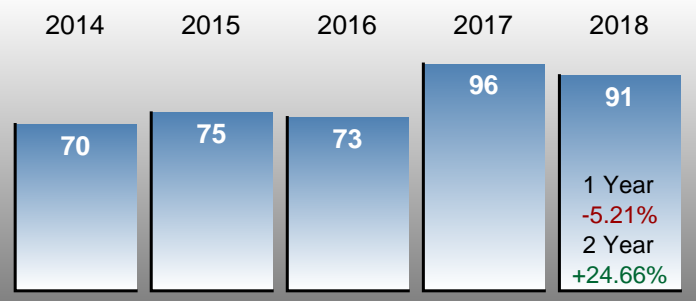
# December 2018

Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family Property Type

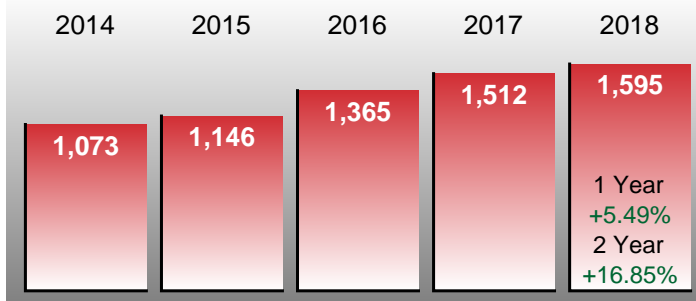


## PENDING LISTINGS

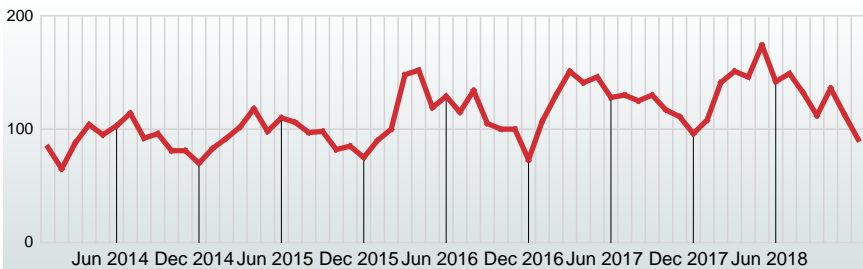
### DECEMBER



### YEAR TO DATE (YTD)



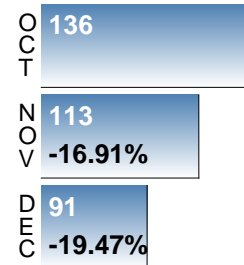
### 5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 81

3 MONTHS

**High**  
May 2018 = 174  
**Low**  
Feb 2014 = 65  
*Pending Listings*  
this month at **91**,  
above the 5 yr DEC  
average of **81**



### 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	9	9.89%	63.1	5	3	0	1
\$40,001 - \$70,000	10	10.99%	49.9	1	8	0	1
\$70,001 - \$110,000	13	14.29%	70.1	1	11	1	0
\$110,001 - \$170,000	24	26.37%	71.2	1	18	5	0
\$170,001 - \$210,000	13	14.29%	18.6	0	9	4	0
\$210,001 - \$250,000	11	12.09%	93.3	0	3	6	2
\$250,001 and up	11	12.09%	69.8	0	3	4	4
<b>Total Pending Units</b>	<b>91</b>			<b>8</b>	<b>55</b>	<b>20</b>	<b>8</b>
<b>Total Pending Volume</b>	<b>13,758,478</b>	<b>100%</b>	<b>44.7</b>	<b>366.70K</b>	<b>7.35M</b>	<b>4.19M</b>	<b>1.85M</b>
<b>Average Listing Price</b>	<b>\$95,838</b>			<b>\$45,838</b>	<b>\$133,643</b>	<b>\$209,732</b>	<b>\$230,850</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

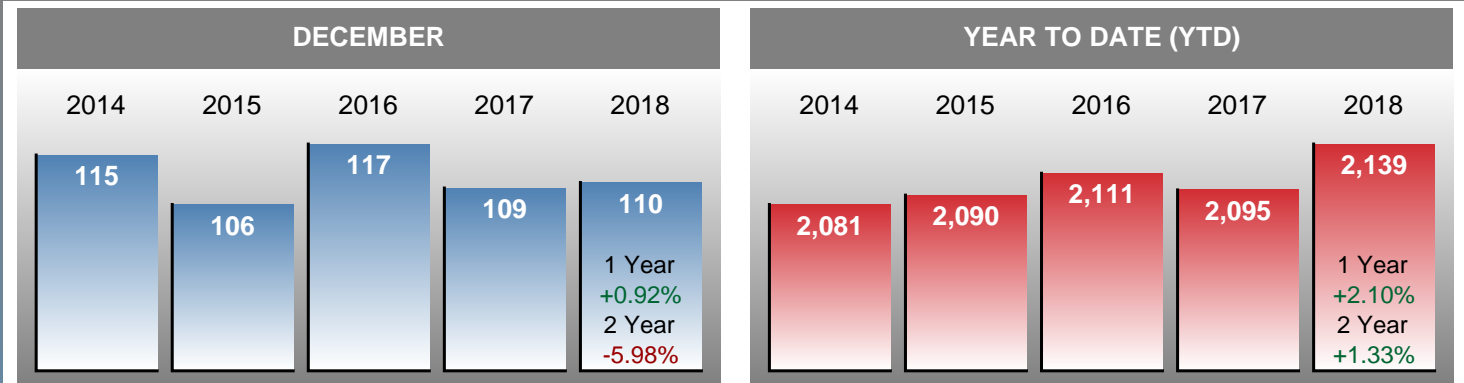


# December 2018

Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family Property Type



## NEW LISTINGS



## 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	7	6.36%	4	3	0	0
\$40,001 - \$60,000	15	13.64%	6	8	1	0
\$60,001 - \$90,000	17	15.45%	3	14	0	0
\$90,001 - \$170,000	29	26.36%	1	22	6	0
\$170,001 - \$210,000	15	13.64%	0	9	5	1
\$210,001 - \$270,000	15	13.64%	0	9	6	0
\$270,001 and up	12	10.91%	0	5	5	2
<b>Total New Listed Units</b>	<b>110</b>		<b>14</b>	<b>70</b>	<b>23</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>17,016,950</b>	<b>100%</b>	<b>740.90K</b>	<b>10.10M</b>	<b>5.34M</b>	<b>839.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$32,450</b>		<b>\$52,921</b>	<b>\$144,259</b>	<b>\$232,087</b>	<b>\$279,967</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

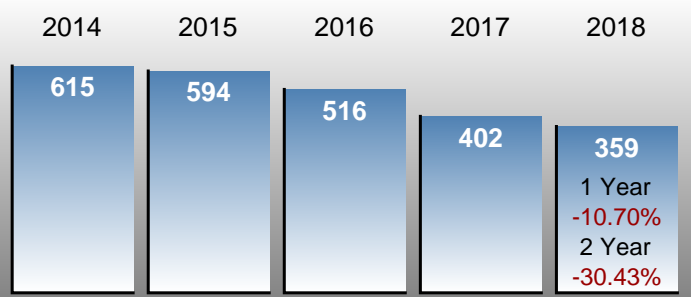
# December 2018

Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family Property Type

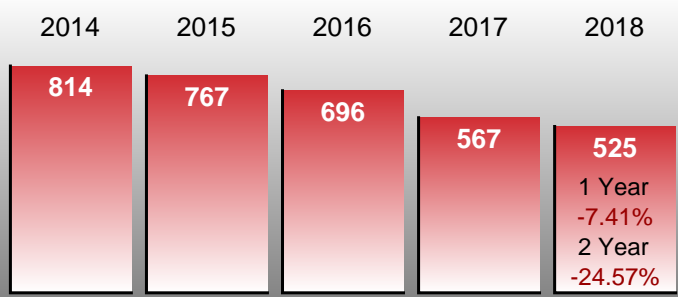


## ACTIVE INVENTORY

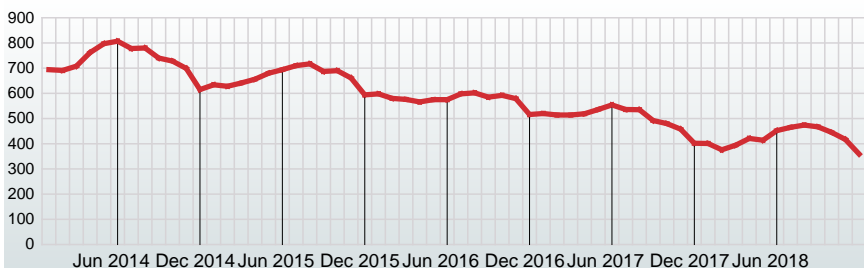
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 497

3 MONTHS

**High**  
Jun 2014 = 807  
**Low**  
Dec 2018 = 359

*Inventory*  
this month at **359**,  
below the 5 yr DEC  
average of **497**

OCT	445
NOV	417
DEC	359
	-6.29%
	-13.91%

### 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	32	8.91%	105.3	14	14	4	0
\$50,001 - \$75,000	41	11.42%	74.3	11	28	2	0
\$75,001 - \$100,000	36	10.03%	95.3	9	24	3	0
\$100,001 - \$150,000	82	22.84%	86.6	7	57	16	2
\$150,001 - \$225,000	81	22.56%	101.4	3	45	30	3
\$225,001 - \$300,000	47	13.09%	96.2	0	30	15	2
\$300,001 and up	40	11.14%	120.4	1	9	15	15
<b>Total Active Inventory by Units</b>	<b>359</b>			<b>45</b>	<b>207</b>	<b>85</b>	<b>22</b>
<b>Total Active Inventory by Volume</b>	<b>65,722,982</b>	<b>100%</b>	<b>96.1</b>	<b>4.45M</b>	<b>31.60M</b>	<b>18.80M</b>	<b>10.87M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$183,072</b>			<b>\$98,910</b>	<b>\$152,652</b>	<b>\$221,212</b>	<b>\$494,095</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

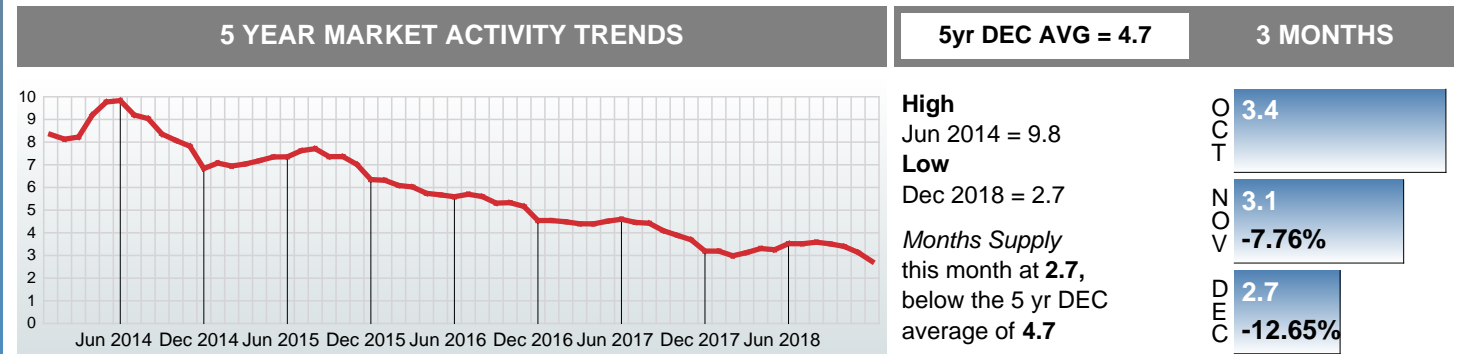
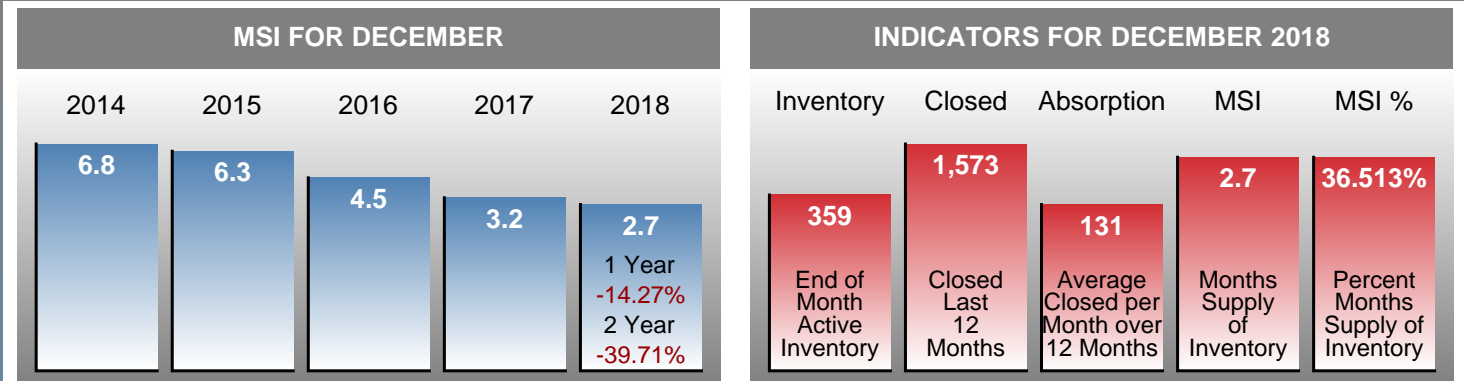


# December 2018

Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family Property Type



## MONTHS SUPPLY of INVENTORY (MSI)



## 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	32	8.91%	2.4	3.0	2.1	3.2	0.0
\$50,001 - \$80,000	47	13.09%	3.7	4.2	3.8	2.4	0.0
\$80,001 - \$110,000	42	11.70%	3.2	5.3	3.0	2.4	0.0
\$110,001 - \$170,000	98	27.30%	2.3	1.6	2.2	2.8	4.5
\$170,001 - \$220,000	45	12.53%	1.8	6.0	1.4	2.5	1.5
\$220,001 - \$310,000	58	16.16%	3.3	0.0	4.7	2.2	1.8
\$310,001 and up	37	10.31%	5.9	0.0	6.4	4.1	8.8
<b>Market Supply of Inventory (MSI)</b>	<b>2.7</b>	<b>100%</b>	<b>2.7</b>	<b>3.4</b>	<b>2.6</b>	<b>2.7</b>	<b>3.6</b>
<b>Total Active Inventory by Units</b>	<b>359</b>			<b>45</b>	<b>207</b>	<b>85</b>	<b>22</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

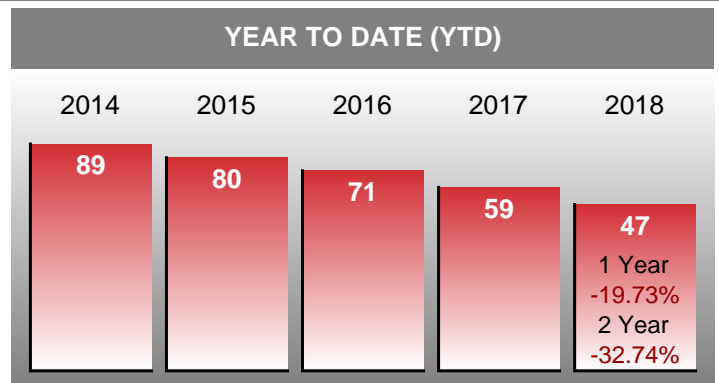
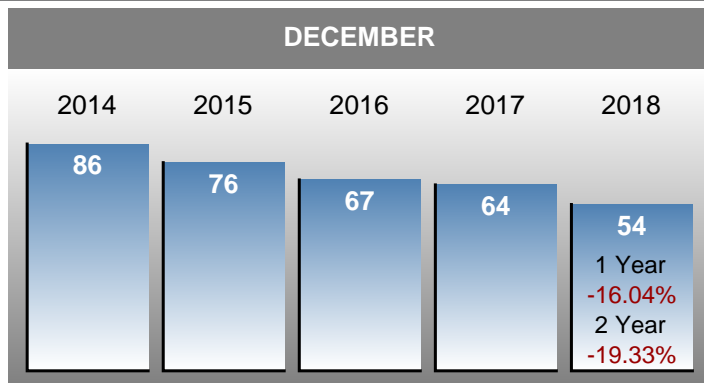


# December 2018

Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family Property Type



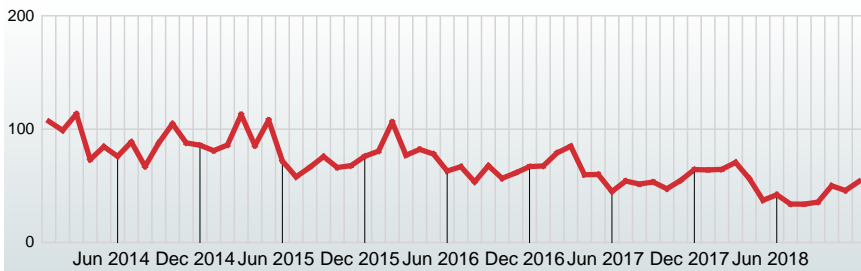
## AVERAGE DAYS ON MARKET TO SALE



### 5 YEAR MARKET ACTIVITY TRENDS

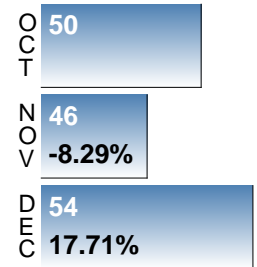
5yr DEC AVG = 69

3 MONTHS



**High**  
Mar 2014 = 113  
**Low**  
Aug 2018 = 34

Average Days on Market this month at **54**, below the 5 yr DEC average of **69**



### 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
\$50,000 and less	11	10.48%	66.9	22.8	105.2	14.0	0.0
\$50,001 - \$80,000	11	10.48%	62.8	14.7	80.3	85.0	0.0
\$80,001 - \$120,000	14	13.33%	60.0	40.5	59.8	0.0	101.0
\$120,001 - \$160,000	31	29.52%	46.6	150.0	35.7	35.1	0.0
\$160,001 - \$180,000	13	12.38%	52.5	0.0	53.9	45.0	0.0
\$180,001 - \$240,000	12	11.43%	34.2	0.0	29.8	25.0	92.0
\$240,001 and up	13	12.38%	66.5	0.0	46.3	60.6	120.5
<b>Average Closed DOM</b>			54.0	55.5	53.0	46.2	108.5
<b>Total Closed Units</b>		100%	54.0	12	68	21	4
<b>Total Closed Volume</b>			15,385,036	939.48K	9.34M	4.25M	854.95K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



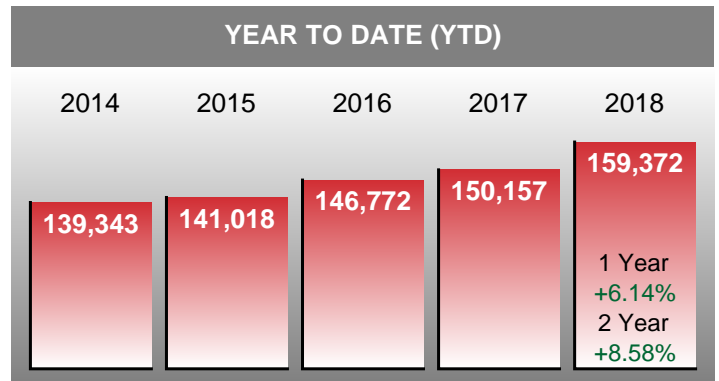
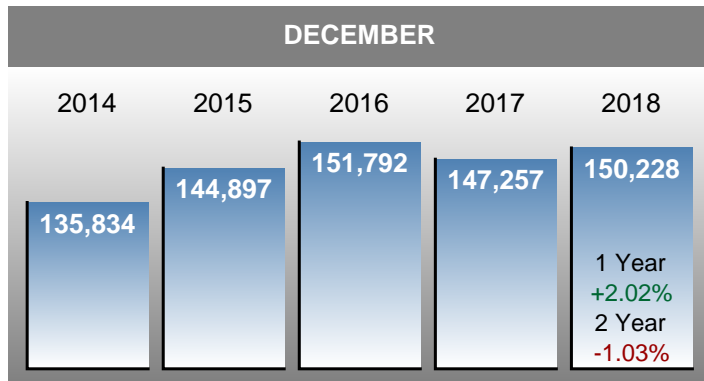


# December 2018

Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family Property Type



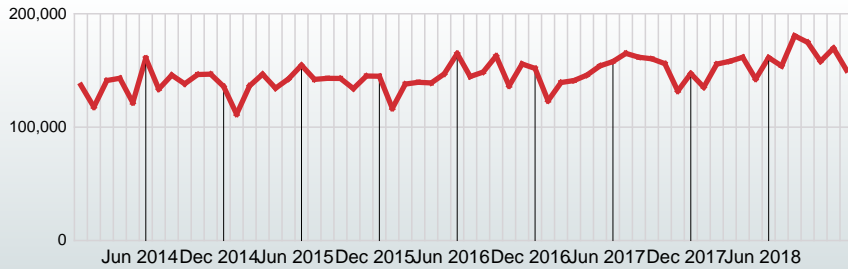
## AVERAGE LIST PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 146,002

### 3 MONTHS



**High**  
Aug 2018 = 180,567  
**Low**  
Jan 2015 = 111,423  
*Average List Price*  
this month at **150,228**,  
above the 5 yr DEC  
average of **146,002**

OCT	158,062
NOV	169,641
DEC	150,228
	<b>7.33%</b>
	<b>-11.44%</b>

## 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
\$50,000 and less	9	8.57%	36,372	32,475	42,883	49,950	0
\$50,001 - \$75,000	10	9.52%	66,395	69,475	72,721	0	0
\$75,001 - \$125,000	18	17.14%	100,898	90,500	103,476	107,500	140,000
\$125,001 - \$150,000	22	20.95%	140,643	151,283	138,121	134,133	0
\$150,001 - \$175,000	14	13.33%	163,200	0	163,917	158,725	0
\$175,001 - \$225,000	15	14.29%	189,553	0	195,300	189,450	205,000
\$225,001 and up	17	16.19%	279,074	0	264,363	299,150	267,975
<b>Average List Price</b>			150,228	82,850	140,078	208,262	220,238
<b>Total Closed Units</b>		100%	150,228	12	68	21	4
<b>Total Closed Volume</b>			15,773,953	994.20K	9.53M	4.37M	880.95K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



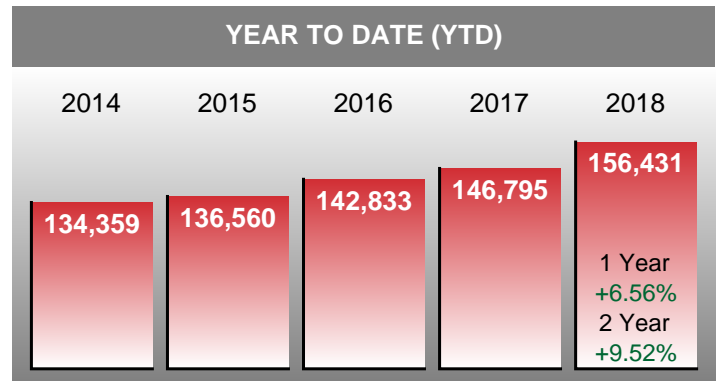
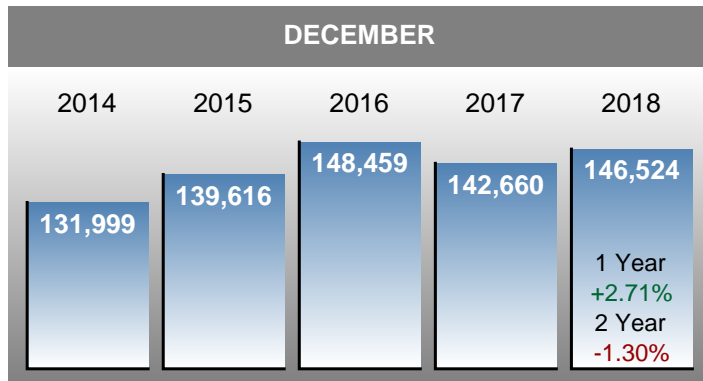


## December 2018

Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family Property Type



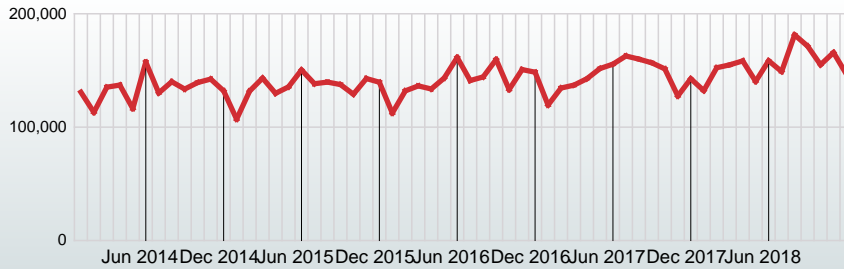
### AVERAGE SOLD PRICE AT CLOSING



#### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 141,851

#### 3 MONTHS



**High**  
Aug 2018 = 181,382  
**Low**  
Jan 2015 = 107,038  
*Average Sold Price*  
this month at **146,524**,  
above the 5 yr DEC  
average of **141,851**

OCT	155,034
NOV	165,791
NOV	6.94%
DEC	146,524
DEC	-11.62%

### 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
\$50,000 and less	11	10.48%	35,621	29,569	39,092	39,000	0
\$50,001 - \$80,000	11	10.48%	67,023	69,333	64,357	78,750	0
\$80,001 - \$120,000	14	13.33%	98,800	85,650	99,264	0	120,000
\$120,001 - \$160,000	31	29.52%	143,176	147,300	142,941	142,114	0
\$160,001 - \$180,000	13	12.38%	173,081	0	172,914	174,000	0
\$180,001 - \$240,000	12	11.43%	206,242	0	205,100	212,000	205,000
\$240,001 and up	13	12.38%	285,335	0	272,167	295,363	264,975
<b>Average Sold Price</b>			146,524	78,290	137,399	202,260	213,738
<b>Total Closed Units</b>		100%	146,524	12	68	21	4
<b>Total Closed Volume</b>			15,385,036	939.48K	9.34M	4.25M	854.95K

Ready to Buy or Sell Real Estate?

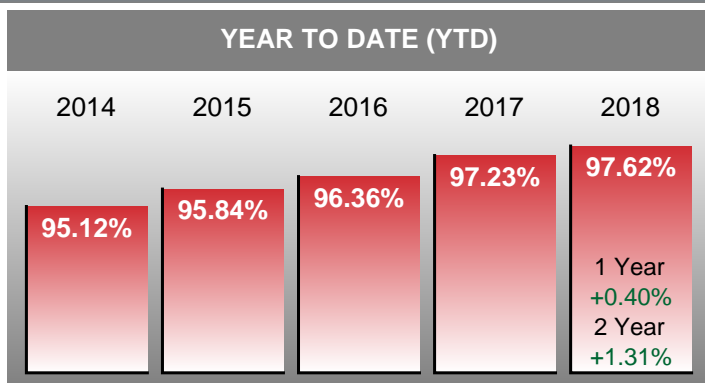
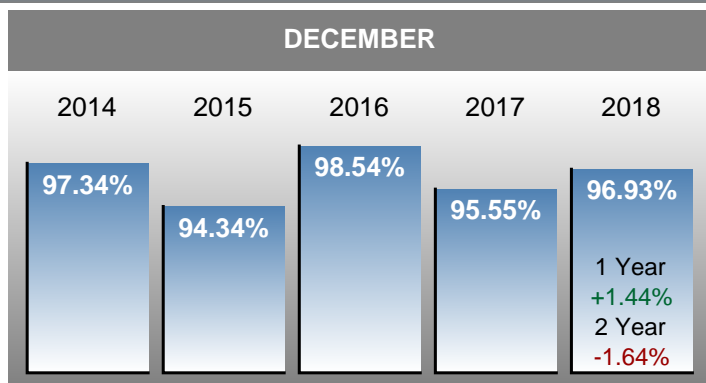
Contact an experienced REALTOR®

# December 2018

Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family Property Type



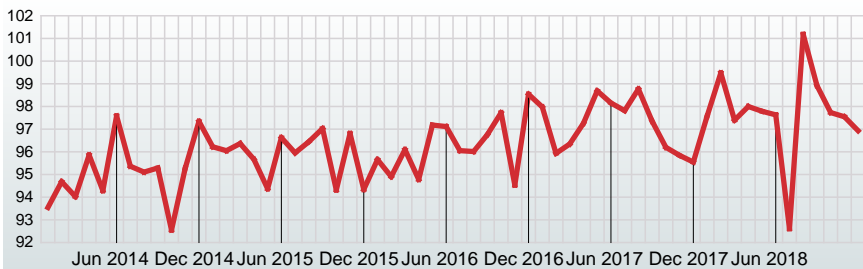
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 96.54%

### 3 MONTHS



**High**  
Aug 2018 = 101.18%

**Low**  
Oct 2014 = 92.55%

Average Sold/List Ratio this month at **96.93%**, equal to 5 yr DEC average of **96.54%**

OCT	97.73%
NOV	97.55%
DEC	96.93%
DEC	-0.63%

## 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
\$50,000 and less	11	10.48%	90.94%	92.83%	91.83%	78.08%	0.00%
\$50,001 - \$80,000	11	10.48%	86.38%	87.43%	88.49%	68.48%	0.00%
\$80,001 - \$120,000	14	13.33%	99.25%	102.85%	99.82%	0.00%	85.71%
\$120,001 - \$160,000	31	29.52%	100.11%	97.46%	99.25%	103.80%	0.00%
\$160,001 - \$180,000	13	12.38%	98.72%	0.00%	98.54%	99.75%	0.00%
\$180,001 - \$240,000	12	11.43%	98.40%	0.00%	99.18%	94.09%	100.00%
\$240,001 and up	13	12.38%	97.68%	0.00%	99.01%	96.90%	98.83%
<b>Average Sold/List Ratio</b>			96.90%	94.31%	97.45%	96.95%	95.84%
<b>Total Closed Units</b>		100%	96.90%	12	68	21	4
<b>Total Closed Volume</b>				939.48K	9.34M	4.25M	854.95K

Ready to Buy or Sell Real Estate?

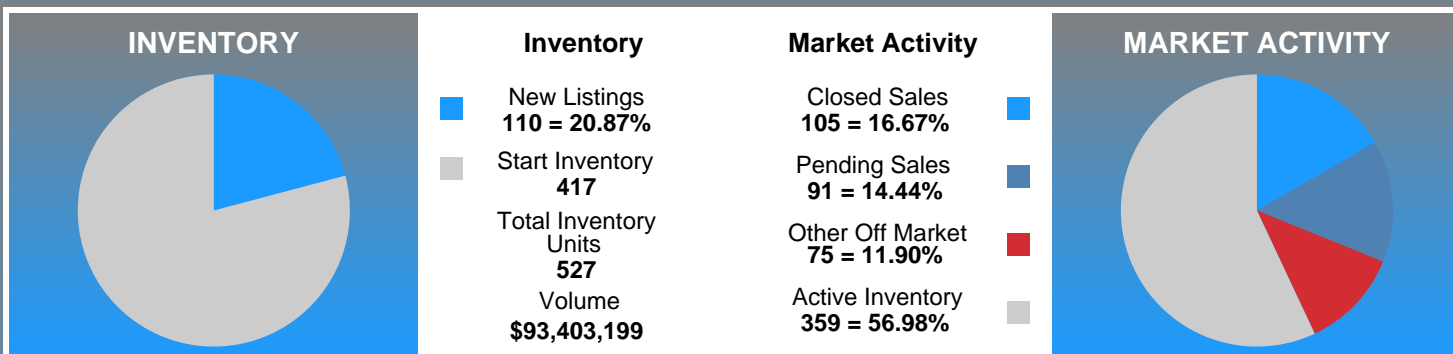
Contact an experienced REALTOR®

# December 2018

Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family Property Type



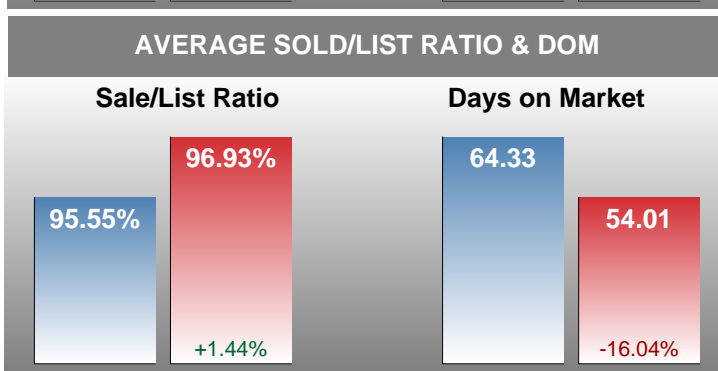
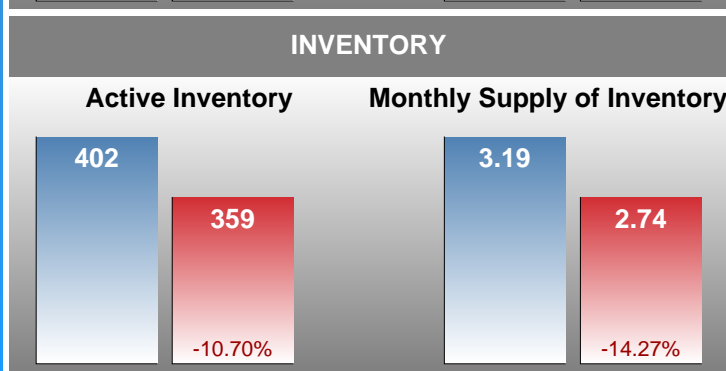
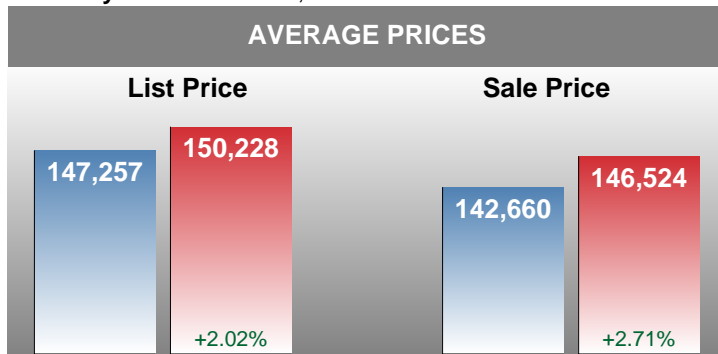
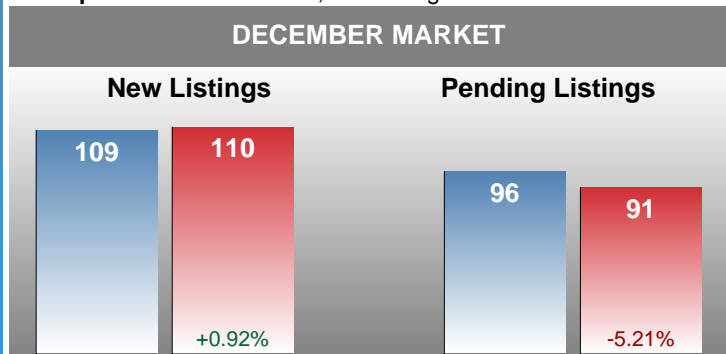
## MARKET SUMMARY



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	128	105	-17.97%	1,510	1,573	4.17%
Pending Sales	96	91	-5.21%	1,512	1,595	5.49%
New Listings	109	110	0.92%	2,095	2,139	2.10%
Average List Price	147,257	150,228	2.02%	150,157	159,372	6.14%
Average Sale Price	142,660	146,524	2.71%	146,795	156,431	6.56%
Average Percent of Selling Price to List Price	95.55%	96.93%	1.44%	97.23%	97.62%	0.40%
Average Days on Market to Sale	64.33	54.01	-16.04%	59.15	47.48	-19.73%
Monthly Inventory	402	359	-10.70%	402	359	-10.70%
Months Supply of Inventory	3.19	2.74	-14.27%	3.19	2.74	-14.27%

**Absorption:** Last 12 months, an Average of **131** Sales/Month

**Inventory** on December 31, 2018 = **359** 2017 **2018**



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®