



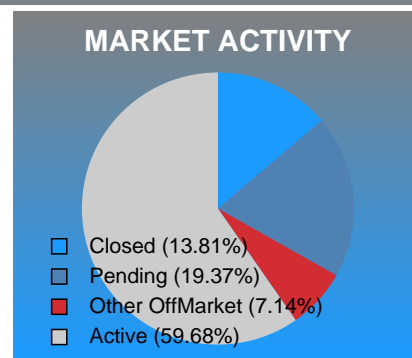
## January 2018

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



### MONTHLY INVENTORY ANALYSIS

| Compared Metrics                               | January |         |         |
|--|---------|---------|---------|
|  | 2017    | 2018    | +/-%    |
| Closed Listings                                | 91      | 87      | -4.40%  |
| Pending Listings                               | 108     | 122     | 12.96%  |
| New Listings                                   | 170     | 154     | -9.41%  |
| Average List Price                             | 124,705 | 134,859 | 8.14%   |
| Average Sale Price                             | 120,889 | 131,788 | 9.02%   |
| Average Percent of List Price to Selling Price | 97.95%  | 97.60%  | -0.35%  |
| Average Days on Market to Sale                 | 66.79   | 63.29   | -5.25%  |
| End of Month Inventory                         | 539     | 376     | -30.24% |
| Months Supply of Inventory                     | 4.63    | 2.93    | -36.67% |



**Absorption:** Last 12 months, an Average of **128** Sales/Month  
**Active Inventory** as of January 31, 2018 = **376**

#### Analysis Wrap-Up

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

The total housing inventory at the end of January 2018 decreased **30.24%** to 376 existing homes available for sale. Over the last 12 months this area has had an average of 128 closed sales per month. This represents an unsold inventory index of **2.93** 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 **9.02%** in January 2018 to \$131,788 versus the previous year at \$120,889.

##### Average Days on Market Shortens

The average number of **63.29** days that homes spent on the market before selling decreased by 3.50 days or **5.25%** in January 2018 compared to last year's same month at **66.79** DOM.

##### Sales Success for January 2018 is Positive

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

There were 154 New Listings in January 2018, down **9.41%** from last year at 170. Furthermore, there were 87 Closed Listings this month versus last year at 91, a **-4.40%** decrease.

Closed versus Listed trends yielded a **56.5%** ratio, up from previous year's, January 2017, at **53.5%**, a **5.54%** 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?

Contact an experienced REALTOR®



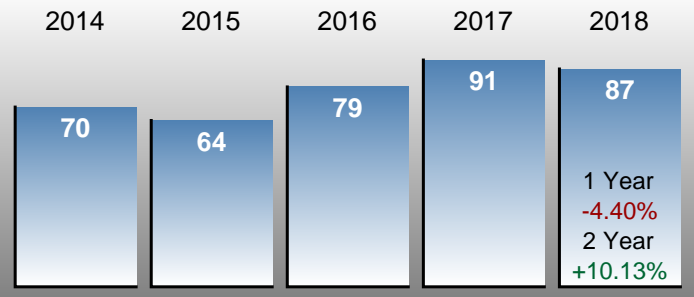
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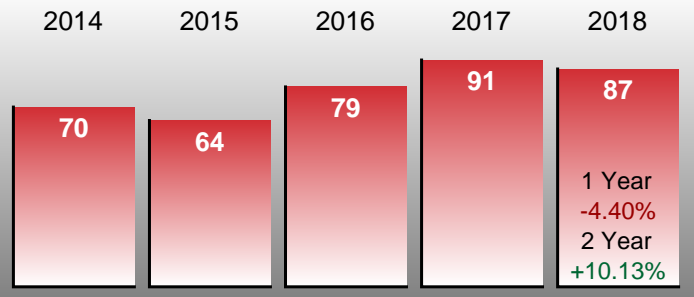


## CLOSED LISTINGS

### JANUARY



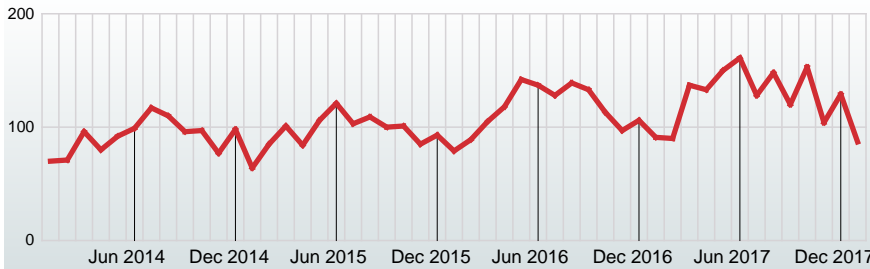
### YEAR TO DATE (YTD)



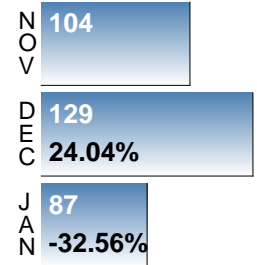
### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 78

3 MONTHS



**High**  
Jun 2017 = 161  
**Low**  
Jan 2015 = 64  
*Closed Listings*  
this month at **87**,  
above the 5 yr JAN  
average of **78**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                   | %           | AVDOM       | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$30,000 and less                              | 4                 | 4.60%       | 46.8        | 3               | 1                | 0                | 0                |
| \$30,001 - \$50,000                            | 10                | 11.49%      | 21.3        | 1               | 7                | 2                | 0                |
| \$50,001 - \$100,000                           | 20                | 22.99%      | 82.4        | 4               | 16               | 0                | 0                |
| \$100,001 - \$150,000                          | 20                | 22.99%      | 48.6        | 2               | 17               | 1                | 0                |
| \$150,001 - \$180,000                          | 13                | 14.94%      | 83.4        | 0               | 7                | 6                | 0                |
| \$180,001 - \$220,000                          | 10                | 11.49%      | 67.7        | 0               | 7                | 2                | 1                |
| \$220,001 and up                               | 10                | 11.49%      | 72.6        | 0               | 6                | 3                | 1                |
| <b>Total Closed Units</b>                      | <b>87</b>         |             |             | <b>10</b>       | <b>61</b>        | <b>14</b>        | <b>2</b>         |
| <b>Total Closed Volume</b>                     | <b>11,465,588</b> | <b>100%</b> | <b>63.3</b> | <b>677.40K</b>  | <b>7.71M</b>     | <b>2.65M</b>     | <b>426.99K</b>   |
| <b>Average Closed Price</b>                    | <b>\$131,788</b>  |             |             | <b>\$67,740</b> | <b>\$126,368</b> | <b>\$189,481</b> | <b>\$213,495</b> |

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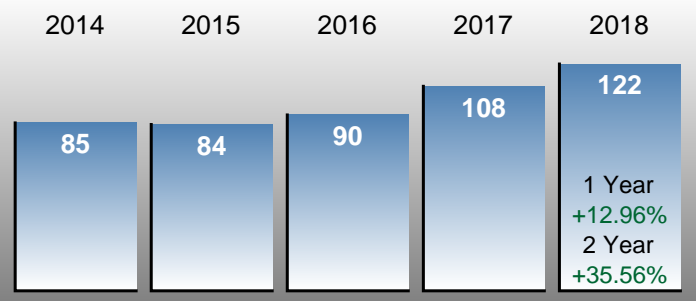
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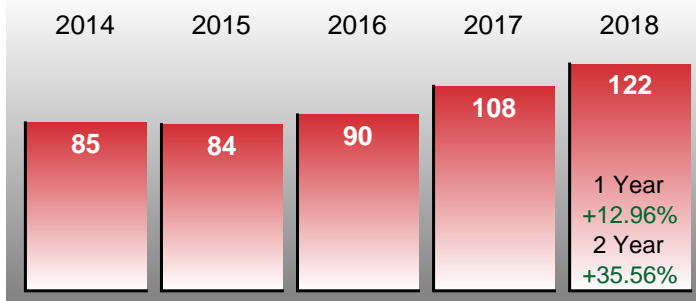


## PENDING LISTINGS

### JANUARY



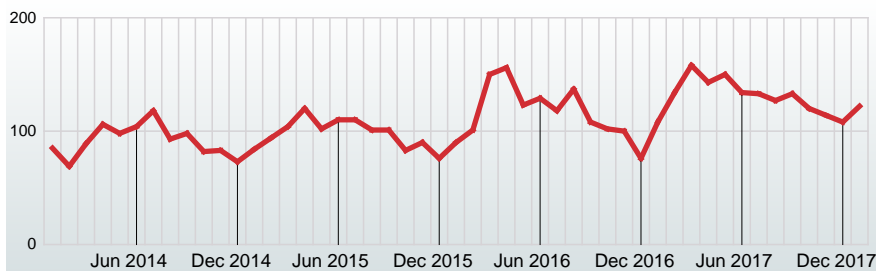
### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 98

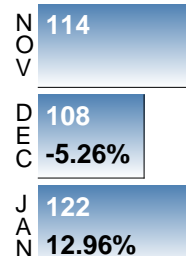
3 MONTHS



**High**  
Mar 2017 = 158

**Low**  
Feb 2014 = 69

Pending Listings this month at **122**, above the 5 yr JAN average of **98**



## 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                 | 7.38%       | 49.3        | 5               | 4                | 0                | 0                |
| \$40,001 - \$70,000                             | 15                | 12.30%      | 71.9        | 1               | 12               | 1                | 1                |
| \$70,001 - \$110,000                            | 18                | 14.75%      | 81.2        | 2               | 13               | 3                | 0                |
| \$110,001 - \$160,000                           | 32                | 26.23%      | 65.8        | 4               | 24               | 4                | 0                |
| \$160,001 - \$190,000                           | 17                | 13.93%      | 70.2        | 0               | 14               | 3                | 0                |
| \$190,001 - \$250,000                           | 18                | 14.75%      | 130.9       | 0               | 14               | 4                | 0                |
| \$250,001 and up                                | 13                | 10.66%      | 84.1        | 0               | 5                | 5                | 3                |
| <b>Total Pending Units</b>                      | <b>122</b>        |             |             | <b>12</b>       | <b>86</b>        | <b>20</b>        | <b>4</b>         |
| <b>Total Pending Volume</b>                     | <b>18,404,328</b> | <b>100%</b> | <b>32.6</b> | <b>896.70K</b>  | <b>12.06M</b>    | <b>4.08M</b>     | <b>1.36M</b>     |
| <b>Average Listing Price</b>                    | <b>\$70,233</b>   |             |             | <b>\$74,725</b> | <b>\$140,255</b> | <b>\$204,086</b> | <b>\$340,993</b> |

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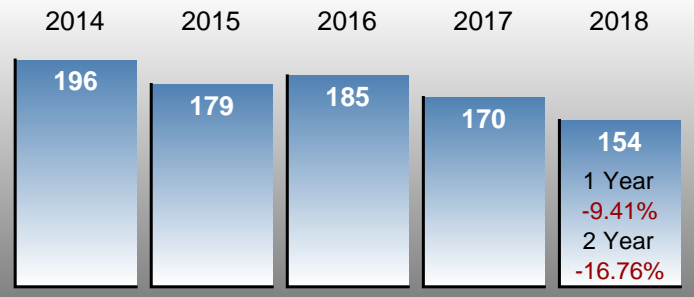
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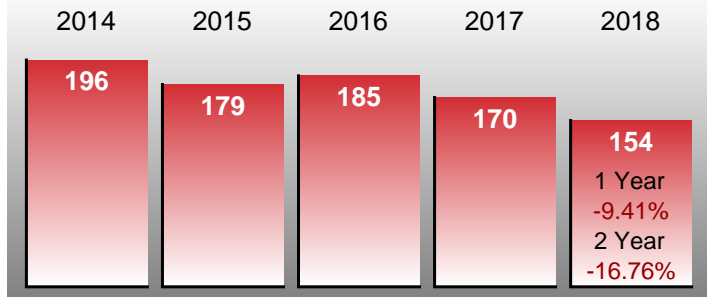


## NEW LISTINGS

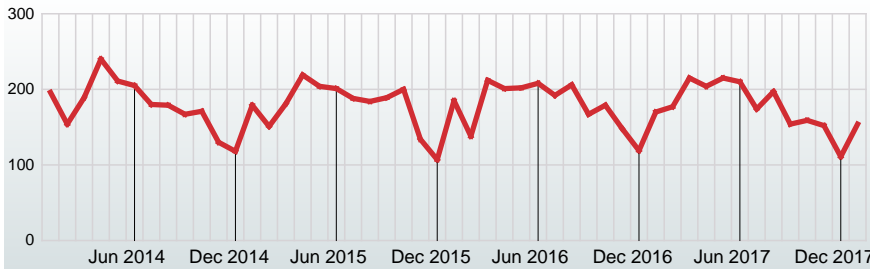
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 177

3 MONTHS

**High**  
Apr 2014 = 240  
**Low**  
Dec 2015 = 107  
*New Listings*  
this month at **154**,  
below the 5 yr JAN  
average of **177**

|     |         |
|-----|---------|
| NOV | 152     |
| DEC | 111     |
|     | -26.97% |
| JAN | 154     |
|     | 38.74%  |

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |                   | %           | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less                           | 15                | 9.74%       | 5               | 10               | 0                | 0                |
| \$50,001 - \$80,000                         | 16                | 10.39%      | 3               | 10               | 2                | 1                |
| \$80,001 - \$120,000                        | 21                | 13.64%      | 3               | 14               | 4                | 0                |
| \$120,001 - \$160,000                       | 39                | 25.32%      | 2               | 27               | 9                | 1                |
| \$160,001 - \$200,000                       | 31                | 20.13%      | 1               | 20               | 9                | 1                |
| \$200,001 - \$250,000                       | 15                | 9.74%       | 0               | 9                | 6                | 0                |
| \$250,001 and up                            | 17                | 11.04%      | 0               | 6                | 9                | 2                |
| <b>Total New Listed Units</b>               | <b>154</b>        |             | <b>14</b>       | <b>96</b>        | <b>39</b>        | <b>5</b>         |
| <b>Total New Listed Volume</b>              | <b>23,393,483</b> | <b>100%</b> | <b>1.21M</b>    | <b>13.48M</b>    | <b>7.66M</b>     | <b>1.04M</b>     |
| <b>Average New Listed Listing Price</b>     | <b>\$33,700</b>   |             | <b>\$86,529</b> | <b>\$140,428</b> | <b>\$196,484</b> | <b>\$207,614</b> |

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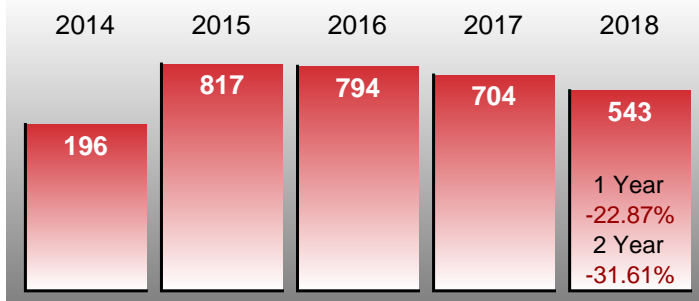
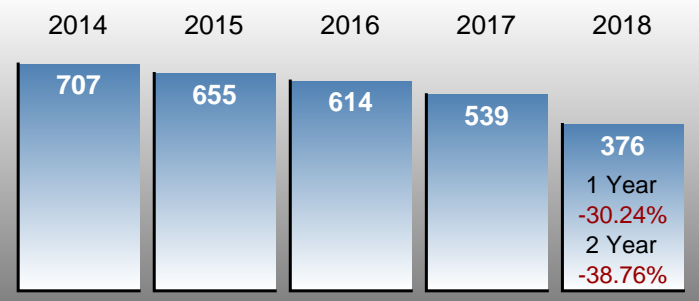
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## ACTIVE INVENTORY

### END OF JANUARY

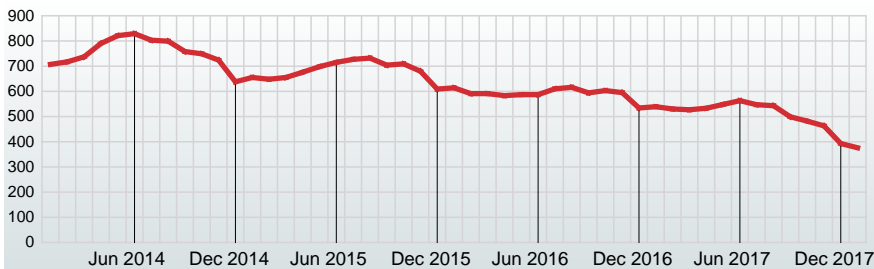
### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 578

3 MONTHS



**High**  
Jun 2014 = 829  
**Low**  
Jan 2018 = 376  
*Inventory*  
this month at **376**,  
below the 5 yr JAN  
average of **578**

|     |                |
|-----|----------------|
| NOV | 463            |
| DEC | 393<br>-15.12% |
| JAN | 376<br>-4.33%  |

### 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                             | 26                | 6.91%       | 120.7        | 9                | 13               | 1                | 3                |
| \$50,001 - \$75,000                           | 36                | 9.57%       | 125.2        | 10               | 20               | 5                | 1                |
| \$75,001 - \$100,000                          | 45                | 11.97%      | 103.0        | 6                | 32               | 4                | 3                |
| \$100,001 - \$175,000                         | 131               | 34.84%      | 91.9         | 8                | 86               | 34               | 3                |
| \$175,001 - \$225,000                         | 48                | 12.77%      | 73.9         | 3                | 31               | 11               | 3                |
| \$225,001 - \$275,000                         | 44                | 11.70%      | 102.0        | 0                | 21               | 21               | 2                |
| \$275,001 and up                              | 46                | 12.23%      | 155.3        | 1                | 8                | 23               | 14               |
| <b>Total Active Inventory by Units</b>        | <b>376</b>        |             |              | <b>37</b>        | <b>211</b>       | <b>99</b>        | <b>29</b>        |
| <b>Total Active Inventory by Volume</b>       | <b>63,900,605</b> | <b>100%</b> | <b>105.0</b> | <b>3.70M</b>     | <b>30.68M</b>    | <b>21.42M</b>    | <b>8.10M</b>     |
| <b>Average Active Inventory Listing Price</b> | <b>\$169,948</b>  |             |              | <b>\$100,005</b> | <b>\$145,416</b> | <b>\$216,358</b> | <b>\$279,247</b> |

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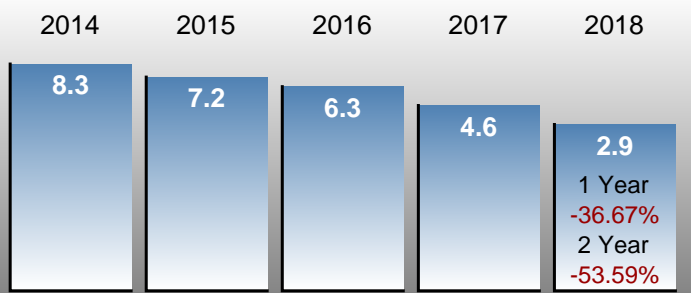
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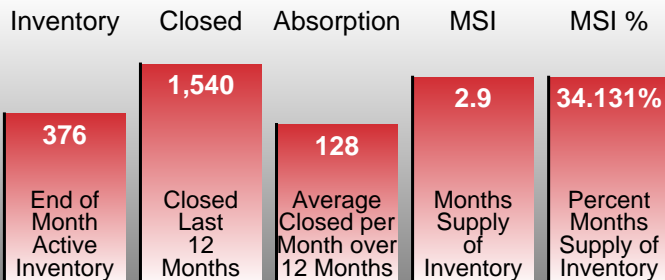


## MONTHS SUPPLY of INVENTORY (MSI)

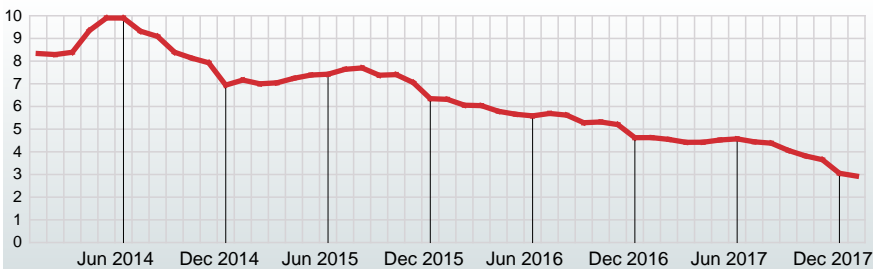
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2018



### 5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 5.9

3 MONTHS

**High**  
May 2014 = 9.9  
**Low**  
Jan 2018 = 2.9  
*Months Supply*  
this month at **2.9**,  
below the 5 yr JAN  
average of **5.9**

**N O V** 3.7  
**D E C** 3.1  
**J A N** 2.9  
**-16.38%**  
**-4.08%**

### 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    |
|---|------------|-------------|------------|------------|------------|------------|------------|
| \$60,000 and less                                       | 35         | 9.31%       | 1.6        | 2.4        | 1.2        | 0.5        | 48.0       |
| \$60,001 - \$80,000                                     | 35         | 9.31%       | 3.3        | 3.6        | 3.1        | 3.2        | 24.0       |
| \$80,001 - \$120,000                                    | 69         | 18.35%      | 3.6        | 4.8        | 3.6        | 2.7        | 2.0        |
| \$120,001 - \$170,000                                   | 93         | 24.73%      | 2.8        | 1.3        | 2.5        | 3.7        | 6.0        |
| \$170,001 - \$230,000                                   | 60         | 15.96%      | 2.4        | 6.0        | 2.5        | 2.0        | 3.0        |
| \$230,001 - \$290,000                                   | 45         | 11.97%      | 3.7        | 0.0        | 4.4        | 3.5        | 3.0        |
| \$290,001 and up  | 39         | 10.37%      | 5.6        | 12.0       | 2.8        | 5.7        | 10.3       |
| <b>Market Supply of Inventory (MSI)</b>                 | <b>2.9</b> | <b>100%</b> | <b>2.9</b> | <b>3.0</b> | <b>2.7</b> | <b>3.1</b> | <b>6.2</b> |
| <b>Total Active Inventory by Units</b>                  | <b>376</b> |             |            | <b>37</b>  | <b>211</b> | <b>99</b>  | <b>29</b>  |

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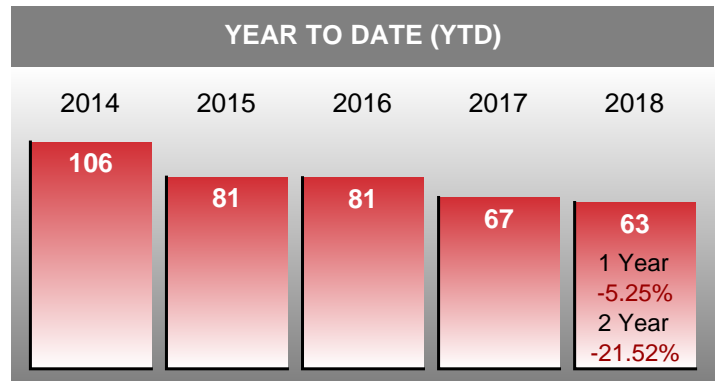
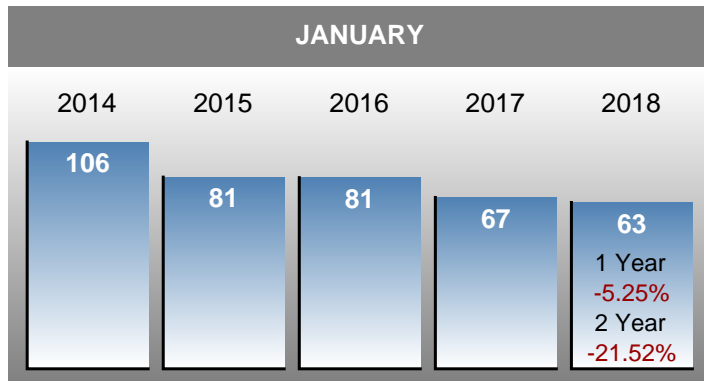


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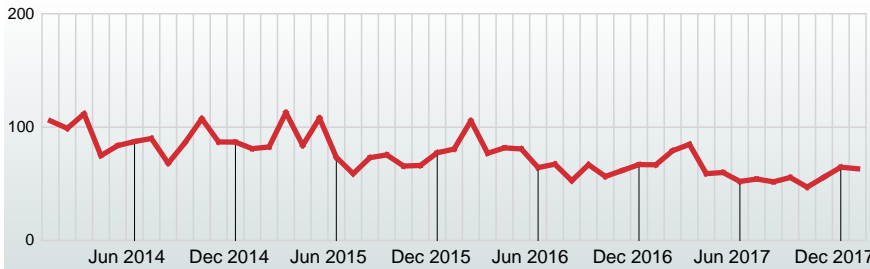
## AVERAGE DAYS ON MARKET TO SALE



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 79

3 MONTHS



**High**  
Mar 2015 = 113  
**Low**  
Oct 2017 = 47

Average Days on Market this month at **63**, below the 5 yr JAN average of **79**

|               |    |
|---------------|----|
| NOV           | 56 |
| DEC           | 65 |
| <b>15.68%</b> |    |
| JAN           | 63 |
| <b>-2.12%</b> |    |

## 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        |
|---|-------------------|-------------|-------------|----------------|--------------|--------------|----------------|
| \$30,000 and less   | 4                 | 4.60%       | 46.8        | 55.0           | 22.0         | 0.0          | 0.0            |
| \$30,001 - \$50,000   | 10                | 11.49%      | 21.3        | 2.0            | 26.7         | 12.0         | 0.0            |
| \$50,001 - \$100,000  | 20                | 22.99%      | 82.4        | 72.3           | 84.9         | 0.0          | 0.0            |
| \$100,001 - \$150,000   | 20                | 22.99%      | 48.6        | 28.5           | 51.6         | 37.0         | 0.0            |
| \$150,001 - \$180,000   | 13                | 14.94%      | 83.4        | 0.0            | 108.7        | 53.8         | 0.0            |
| \$180,001 - \$220,000   | 10                | 11.49%      | 67.7        | 0.0            | 88.1         | 25.5         | 9.0            |
| \$220,001 and up  | 10                | 11.49%      | 72.6        | 0.0            | 97.7         | 28.0         | 56.0           |
| <b>Average Closed DOM</b>                                     | <b>63.3</b>       |             |             | <b>51.3</b>    | <b>72.3</b>  | <b>37.1</b>  | <b>32.5</b>    |
| <b>Total Closed Units</b>                                     | <b>87</b>         | <b>100%</b> | <b>63.3</b> | <b>10</b>      | <b>61</b>    | <b>14</b>    | <b>2</b>       |
| <b>Total Closed Volume</b>                                    | <b>11,465,588</b> |             |             | <b>677.40K</b> | <b>7.71M</b> | <b>2.65M</b> | <b>426.99K</b> |

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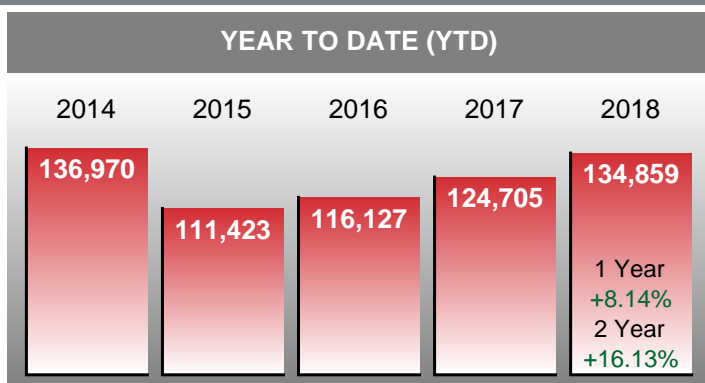
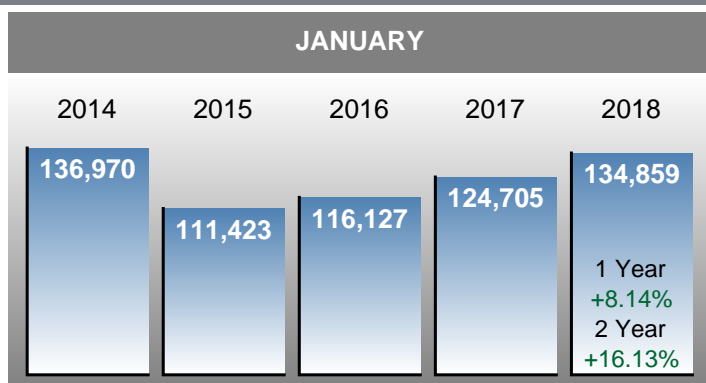


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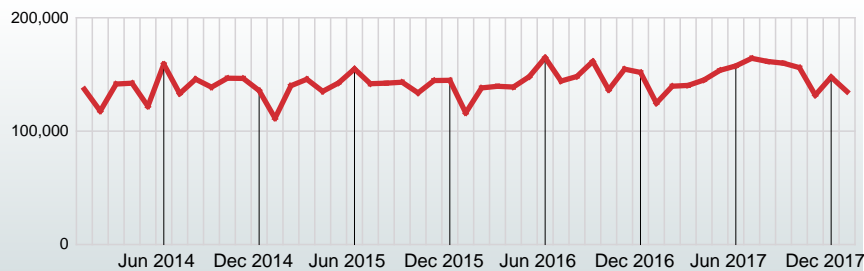
## AVERAGE LIST PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 124,817

3 MONTHS



**High**  
Jun 2016 = 164,774  
**Low**  
Jan 2015 = 111,423  
*Average List Price*  
this month at **134,859**,  
above the 5 yr JAN  
average of **124,817**

|       |               |
|-------|---------------|
| N O V | 131,776       |
| D E C | 147,635       |
|       | <b>12.03%</b> |
| J A N | 134,859       |
|       | <b>-8.65%</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 |
|--|----|--------|------------|----------|---------|---------|---------|
| \$30,000 and less  | 5  | 5.75%  | 22,720     | 18,333   | 29,900  | 0       | 0       |
| \$30,001 - \$50,000  | 8  | 9.20%  | 42,225     | 39,000   | 41,071  | 47,450  | 0       |
| \$50,001 - \$100,000   | 21 | 24.14% | 77,443     | 86,713   | 79,103  | 0       | 0       |
| \$100,001 - \$150,000  | 20 | 22.99% | 127,725    | 129,700  | 124,768 | 132,950 | 0       |
| \$150,001 - \$180,000  | 11 | 12.64% | 172,250    | 0        | 174,114 | 175,642 | 0       |
| \$180,001 - \$220,000  | 10 | 11.49% | 200,775    | 0        | 205,264 | 222,450 | 197,900 |
| \$220,001 and up   | 12 | 13.79% | 266,503    | 0        | 253,467 | 330,845 | 234,900 |
| <b>Average List Price</b>                                    |    |        | 134,859    | 70,025   | 129,189 | 194,224 | 216,400 |
| <b>Total Closed Units</b>                                    |    | 100%   | 134,859    | 10       | 61      | 14      | 2       |
| <b>Total Closed Volume</b>                                   |    |        | 11,732,734 | 700.25K  | 7.88M   | 2.72M   | 432.80K |

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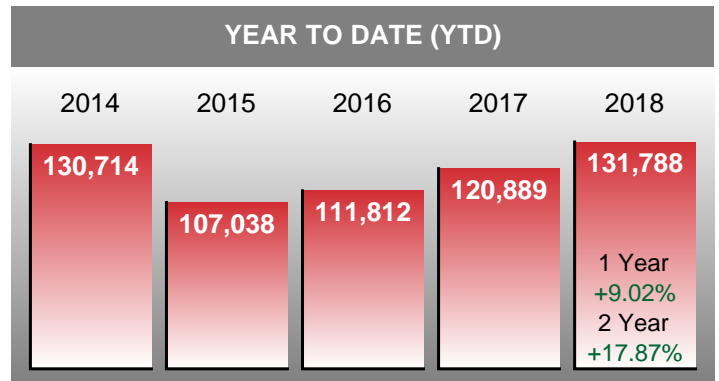
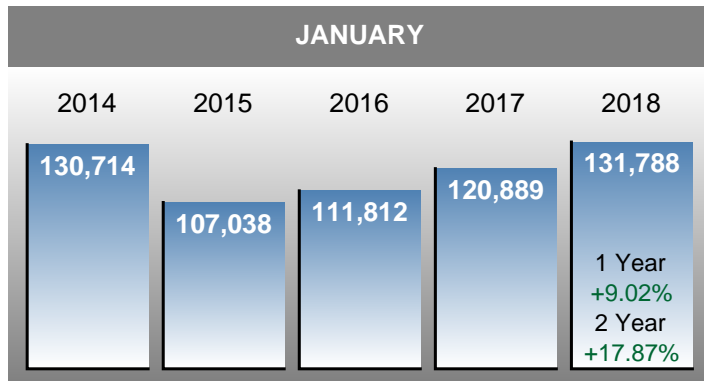


# January 2018

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



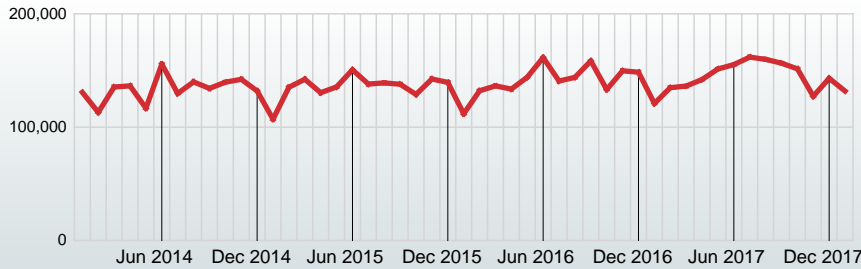
## AVERAGE SOLD PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 120,448

3 MONTHS



**High**  
Jul 2017 = 161,751  
**Low**  
Jan 2015 = 107,038  
*Average Sold Price*  
this month at **131,788**,  
above the 5 yr JAN  
average of **120,448**

|     |         |
|-----|---------|
| NOV | 127,238 |
| DEC | 143,034 |
| DEC | 12.41%  |
| JAN | 131,788 |
| N   | -7.86%  |

## 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        |
|--|----|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$30,000 and less  | 4  | 4.60%       | 22,475            | 20,000         | 29,900         | 0              | 0              |
| \$30,001 - \$50,000  | 10 | 11.49%      | 39,437            | 37,500         | 39,938         | 38,650         | 0              |
| \$50,001 - \$100,000   | 20 | 22.99%      | 74,060            | 82,125         | 72,044         | 0              | 0              |
| \$100,001 - \$150,000  | 20 | 22.99%      | 126,480           | 125,700        | 126,191        | 132,950        | 0              |
| \$150,001 - \$180,000  | 13 | 14.94%      | 172,065           | 0              | 173,129        | 170,825        | 0              |
| \$180,001 - \$220,000  | 10 | 11.49%      | 202,294           | 0              | 200,393        | 212,500        | 195,190        |
| \$220,001 and up   | 10 | 11.49%      | 271,073           | 0              | 247,733        | 330,844        | 231,800        |
| <b>Average Sold Price</b>                                    |    |             | <b>131,788</b>    | <b>67,740</b>  | <b>126,368</b> | <b>189,481</b> | <b>213,495</b> |
| <b>Total Closed Units</b>                                    |    | <b>100%</b> | <b>131,788</b>    | <b>10</b>      | <b>61</b>      | <b>14</b>      | <b>2</b>       |
| <b>Total Closed Volume</b>                                   |    |             | <b>11,465,588</b> | <b>677.40K</b> | <b>7.71M</b>   | <b>2.65M</b>   | <b>426.99K</b> |

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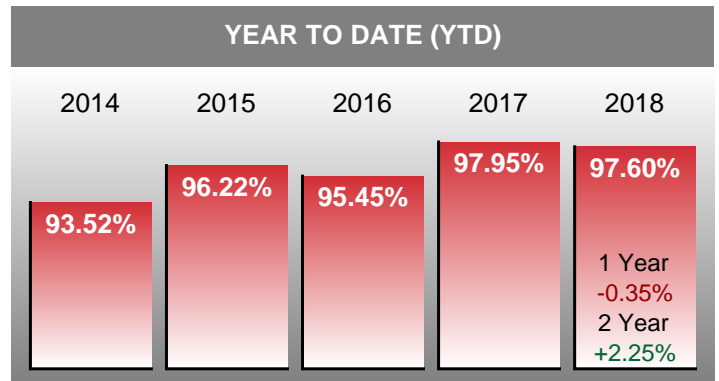
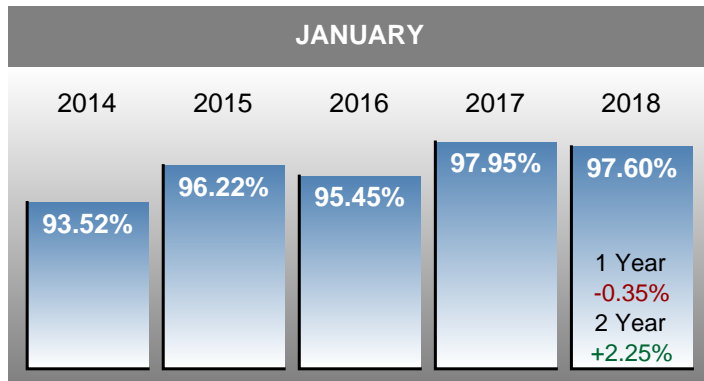


# January 2018

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



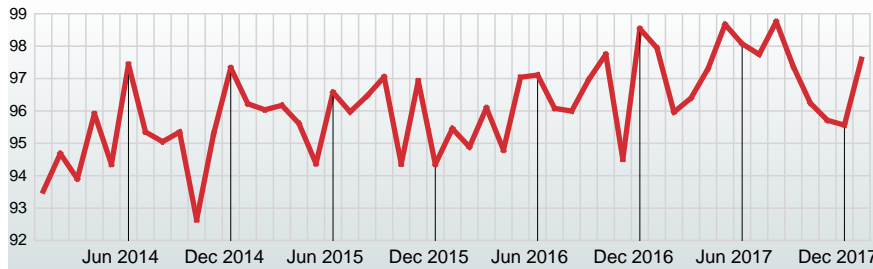
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 96.15%

### 3 MONTHS



**High**  
Aug 2017 = 98.76%

**Low**  
Oct 2014 = 92.64%

Average Sold/List Ratio this month at **97.60%**, above the 5 yr JAN average of **96.15%**

NOV **95.71%**

DEC **-0.16%**

JAN **2.13%**

## 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        |
|--|-------------------|-------------|---------------|----------------|---------------|---------------|----------------|
| \$30,000 and less                              | 4                 | 4.60%       | 107.60%       | 110.13%        | 100.00%       | 0.00%         | 0.00%          |
| \$30,001 - \$50,000                            | 10                | 11.49%      | 95.66%        | 96.15%         | 99.79%        | 80.95%        | 0.00%          |
| \$50,001 - \$100,000                           | 20                | 22.99%      | 92.00%        | 94.41%         | 91.39%        | 0.00%         | 0.00%          |
| \$100,001 - \$150,000                          | 20                | 22.99%      | 101.25%       | 96.56%         | 101.87%       | 100.00%       | 0.00%          |
| \$150,001 - \$180,000                          | 13                | 14.94%      | 98.50%        | 0.00%          | 99.47%        | 97.36%        | 0.00%          |
| \$180,001 - \$220,000                          | 10                | 11.49%      | 97.30%        | 0.00%          | 97.61%        | 95.53%        | 98.63%         |
| \$220,001 and up                               | 10                | 11.49%      | 98.58%        | 0.00%          | 97.85%        | 100.00%       | 98.68%         |
| <b>Average Sold/List Ratio</b>                 |                   |             | <b>97.60%</b> | <b>99.73%</b>  | <b>97.69%</b> | <b>95.51%</b> | <b>98.66%</b>  |
| <b>Total Closed Units</b>                      | <b>87</b>         | <b>100%</b> | <b>97.60%</b> | <b>10</b>      | <b>61</b>     | <b>14</b>     | <b>2</b>       |
| <b>Total Closed Volume</b>                     | <b>11,465,588</b> |             |               | <b>677.40K</b> | <b>7.71M</b>  | <b>2.65M</b>  | <b>426.99K</b> |

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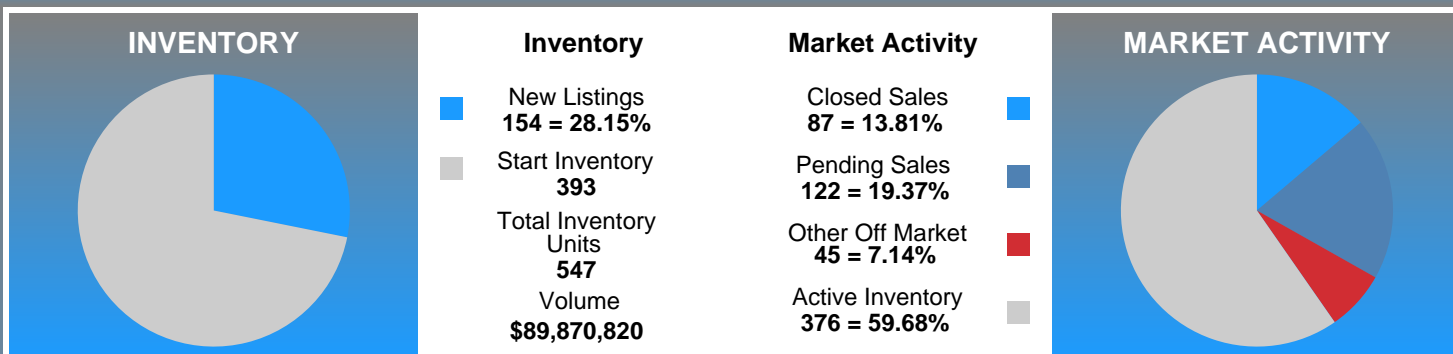


# January 2018

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



## MARKET SUMMARY

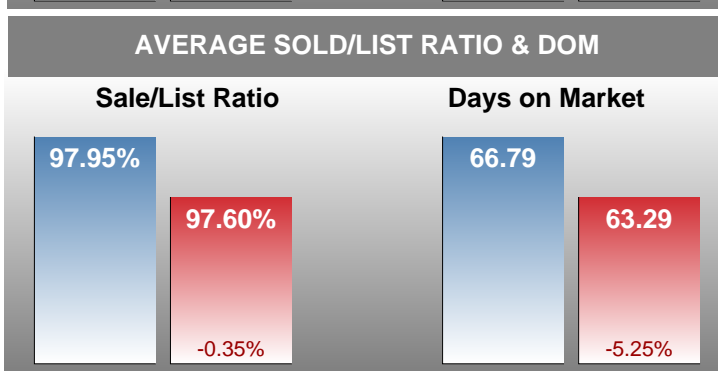
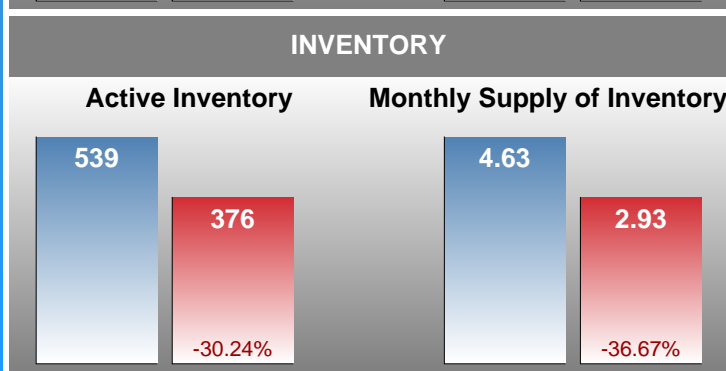
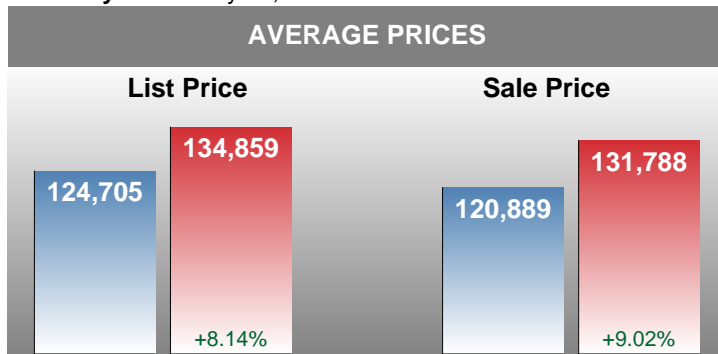
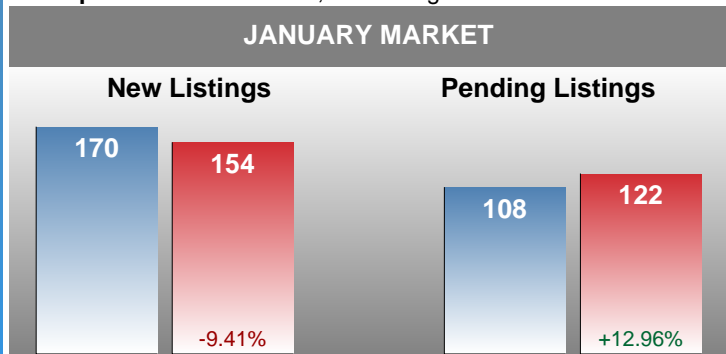


| Compared Metrics                               | January |         |         | Year to Date |         |         |
|--|---------|---------|---------|--------------|---------|---------|
|  | 2017    | 2018    | +/-%    | 2017         | 2018    | +/-%    |
| Closed Sales                                   | 91      | 87      | -4.40%  | 91           | 87      | -4.40%  |
| Pending Sales                                  | 108     | 122     | 12.96%  | 108          | 122     | 12.96%  |
| New Listings                                   | 170     | 154     | -9.41%  | 170          | 154     | -9.41%  |
| Average List Price                             | 124,705 | 134,859 | 8.14%   | 124,705      | 134,859 | 8.14%   |
| Average Sale Price                             | 120,889 | 131,788 | 9.02%   | 120,889      | 131,788 | 9.02%   |
| Average Percent of Selling Price to List Price | 97.95%  | 97.60%  | -0.35%  | 97.95%       | 97.60%  | -0.35%  |
| Average Days on Market to Sale                 | 66.79   | 63.29   | -5.25%  | 66.79        | 63.29   | -5.25%  |
| Monthly Inventory                              | 539     | 376     | -30.24% | 539          | 376     | -30.24% |
| Months Supply of Inventory                     | 4.63    | 2.93    | -36.67% | 4.63         | 2.93    | -36.67% |

**Absorption:** Last 12 months, an Average of **128** Sales/Month

**Inventory on January 31, 2018 = 376**

2017 2018



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