



## April 2018

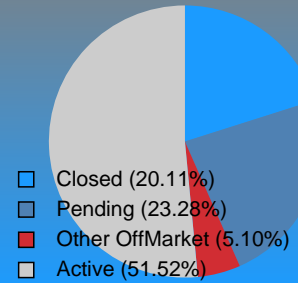
Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family, Condo/Town Property Types



### MONTHLY INVENTORY ANALYSIS

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	133	146	9.77%
Pending Listings	143	169	18.18%
New Listings	204	212	3.92%
Average List Price	145,147	161,840	11.50%
Average Sale Price	142,016	158,611	11.69%
Average Percent of List Price to Selling Price	97.31%	97.99%	0.70%
Average Days on Market to Sale	58.99	56.77	-3.75%
End of Month Inventory	535	374	-30.09%
Months Supply of Inventory	4.44	2.88	-35.08%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **130** Sales/Month  
**Active Inventory** as of April 30, 2018 = **374**

#### Analysis Wrap-Up

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

The total housing inventory at the end of April 2018 decreased **30.09%** to 374 existing homes available for sale. Over the last 12 months this area has had an average of 130 closed sales per month. This represents an unsold inventory index of **2.88** 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 **11.69%** in April 2018 to \$158,611 versus the previous year at \$142,016.

##### Average Days on Market Shortens

The average number of **56.77** days that homes spent on the market before selling decreased by 2.21 days or **3.75%** in April 2018 compared to last year's same month at **58.99** DOM.

##### Sales Success for April 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 212 New Listings in April 2018, up **3.92%** from last year at 204. Furthermore, there were 146 Closed Listings this month versus last year at 133, a **9.77%** increase.

Closed versus Listed trends yielded a **68.9%** ratio, up from previous year's, April 2017, at **65.2%**, a **5.63%** 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®

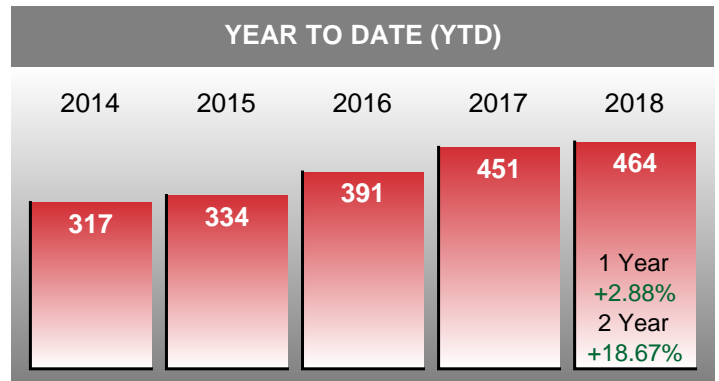
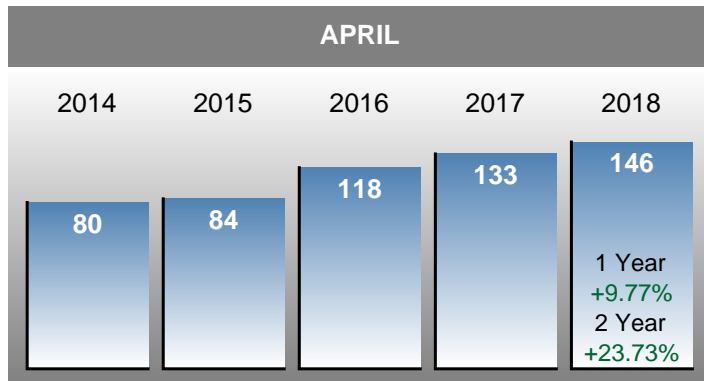


# April 2018

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



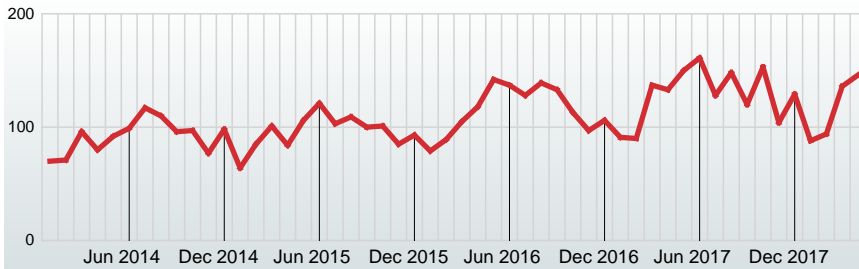
## CLOSED LISTINGS



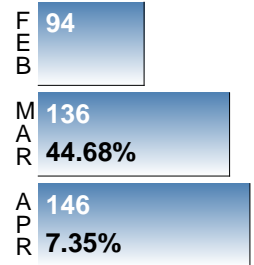
### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 112

3 MONTHS



**High**  
Jun 2017 = 161  
**Low**  
Jan 2015 = 64  
*Closed Listings*  
this month at **146**,  
above the 5 yr APR  
average of **112**



### 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	15	10.27%	50.2	7	5	2	1
\$50,001 - \$75,000	13	8.90%	107.9	4	9	0	0
\$75,001 - \$125,000	25	17.12%	51.6	4	19	2	0
\$125,001 - \$175,000	34	23.29%	44.1	1	21	11	1
\$175,001 - \$200,000	20	13.70%	59.9	0	13	6	1
\$200,001 - \$250,000	23	15.75%	59.3	0	8	15	0
\$250,001 and up	16	10.96%	48.9	0	5	10	1
<b>Total Closed Units</b>	<b>146</b>			<b>16</b>	<b>80</b>	<b>46</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>23,157,273</b>	<b>100%</b>	<b>56.8</b>	<b>1.06M</b>	<b>11.51M</b>	<b>9.90M</b>	<b>682.45K</b>
<b>Average Closed Price</b>	<b>\$158,611</b>			<b>\$66,173</b>	<b>\$143,893</b>	<b>\$215,318</b>	<b>\$170,613</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

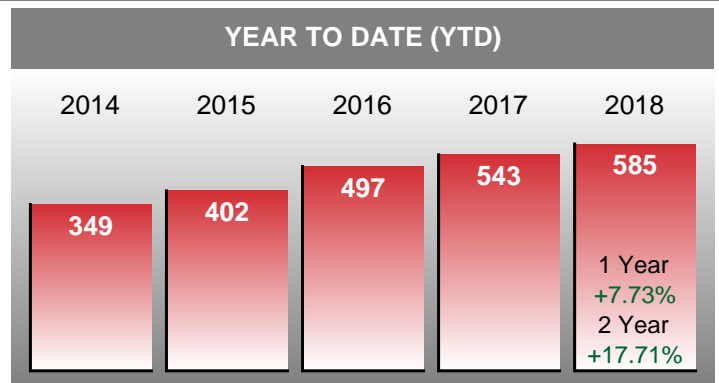
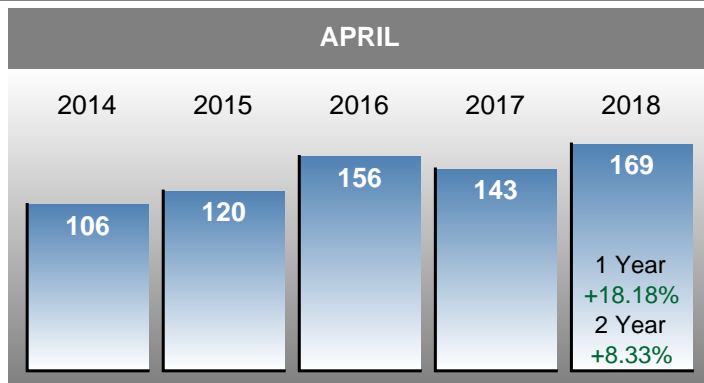


# April 2018

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



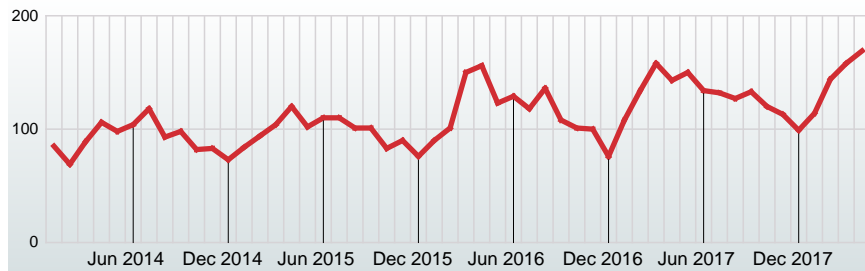
## PENDING LISTINGS



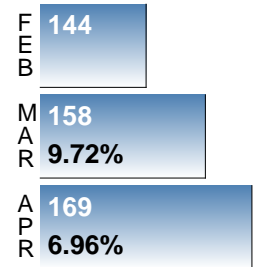
### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 139

3 MONTHS



**High**  
Apr 2018 = 169  
**Low**  
Feb 2014 = 69  
*Pending Listings*  
this month at **169**,  
above the 5 yr APR  
average of **139**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	16	9.47%	68.8	6	10	0	0
\$60,001 - \$100,000	22	13.02%	54.5	10	12	0	0
\$100,001 - \$120,000	15	8.88%	54.3	1	12	1	1
\$120,001 - \$170,000	51	30.18%	39.5	5	37	9	0
\$170,001 - \$190,000	20	11.83%	24.8	0	10	10	0
\$190,001 - \$240,000	26	15.38%	30.3	0	17	8	1
\$240,001 and up	19	11.24%	61.2	1	8	6	4
<b>Total Pending Units</b>	<b>169</b>			<b>23</b>	<b>106</b>	<b>34</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>26,904,682</b>	<b>100%</b>	<b>85.9</b>	<b>2.23M</b>	<b>16.14M</b>	<b>6.84M</b>	<b>1.69M</b>
<b>Average Listing Price</b>	<b>\$116,275</b>			<b>\$96,980</b>	<b>\$152,256</b>	<b>\$201,243</b>	<b>\$282,133</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

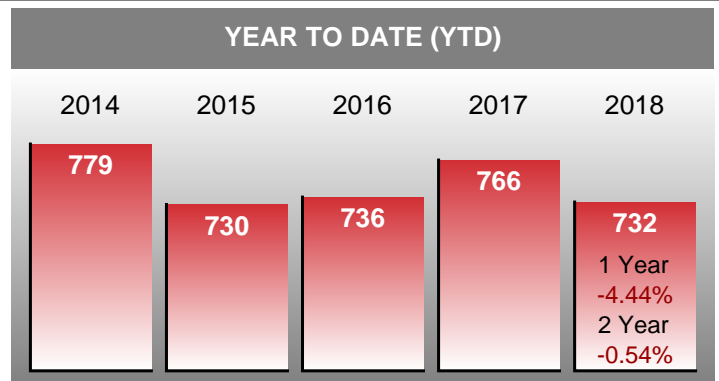
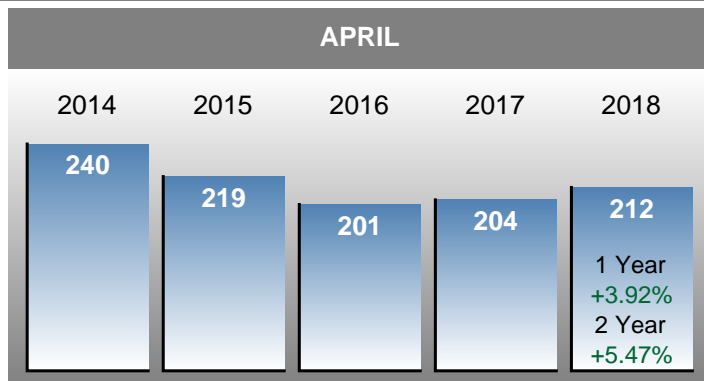


# April 2018

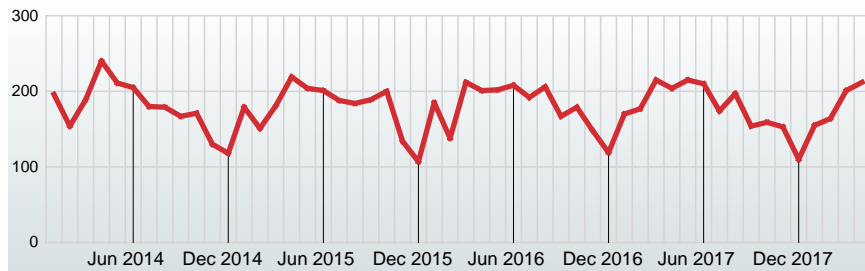
Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family, Condo/Town Property Types



## NEW LISTINGS



### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 215

3 MONTHS

**High**  
Apr 2014 = 240  
**Low**  
Dec 2015 = 107  
*New Listings*  
this month at **212**,  
below the 5 yr APR  
average of **215**

<b>FEB</b>	164
<b>MAR</b>	201
<b>APR</b>	212
<b>APR</b>	22.56%
<b>APR</b>	5.47%

### 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	11	5.19%	4	5	1	1
\$50,001 - \$90,000	33	15.57%	14	17	2	0
\$90,001 - \$130,000	36	16.98%	8	23	3	2
\$130,001 - \$180,000	51	24.06%	4	30	16	1
\$180,001 - \$220,000	34	16.04%	1	19	12	2
\$220,001 - \$270,000	25	11.79%	1	11	11	2
\$270,001 and up	22	10.38%	0	7	12	3
<b>Total New Listed Units</b>	<b>212</b>		<b>32</b>	<b>112</b>	<b>57</b>	<b>11</b>
<b>Total New Listed Volume</b>	<b>36,123,885</b>	<b>100%</b>	<b>3.02M</b>	<b>17.77M</b>	<b>12.81M</b>	<b>2.53M</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$94,369</b>	<b>\$158,619</b>	<b>\$224,656</b>	<b>\$230,309</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



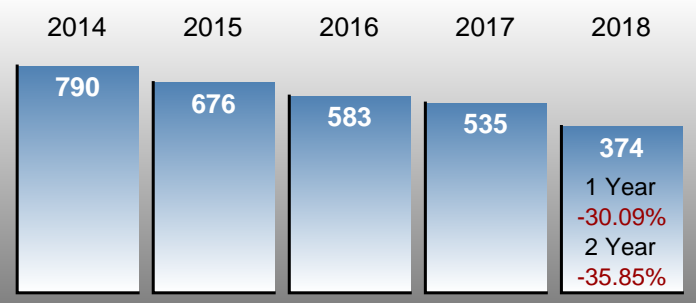
# April 2018

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

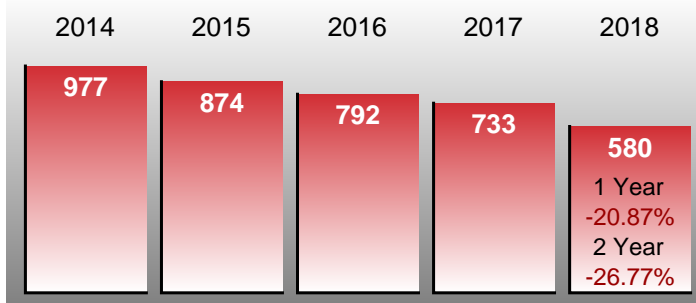


## ACTIVE INVENTORY

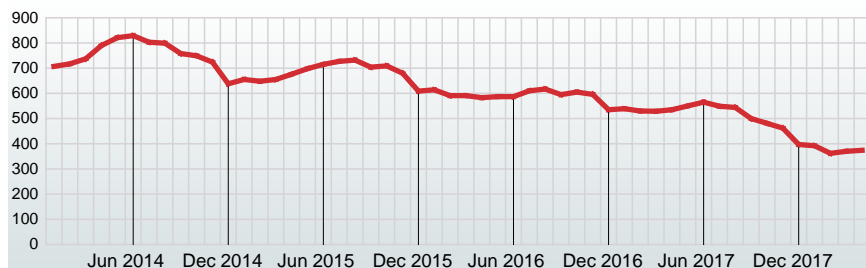
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 592

3 MONTHS

**High**  
Jun 2014 = 829  
**Low**  
Feb 2018 = 362  
*Inventory*  
this month at **374**,  
below the 5 yr APR  
average of **592**

FEB	362
MAR	370
APR	374
2.21%	
1.08%	

### 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	34	9.09%	58.9	13	13	6	2
\$50,001 - \$75,000	51	13.64%	98.9	18	27	4	2
\$75,001 - \$100,000	37	9.89%	90.3	3	30	4	0
\$100,001 - \$175,000	104	27.81%	88.3	11	62	28	3
\$175,001 - \$225,000	50	13.37%	61.4	4	26	17	3
\$225,001 - \$300,000	60	16.04%	98.5	0	28	26	6
\$300,001 and up	38	10.16%	105.2	0	9	18	11
<b>Total Active Inventory by Units</b>	<b>374</b>			<b>49</b>	<b>195</b>	<b>103</b>	<b>27</b>
<b>Total Active Inventory by Volume</b>	<b>66,637,322</b>	<b>100%</b>	<b>87.0</b>	<b>4.07M</b>	<b>29.47M</b>	<b>22.08M</b>	<b>11.02M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$178,175</b>			<b>\$83,140</b>	<b>\$151,129</b>	<b>\$214,338</b>	<b>\$408,020</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



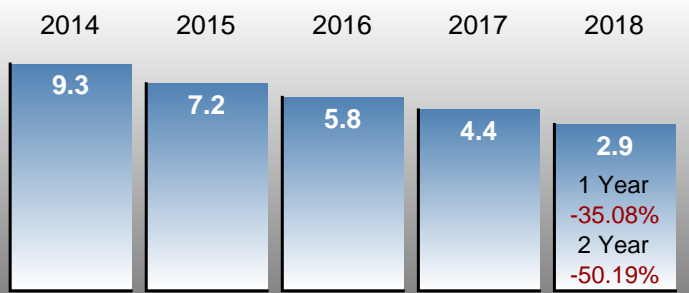
# April 2018

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

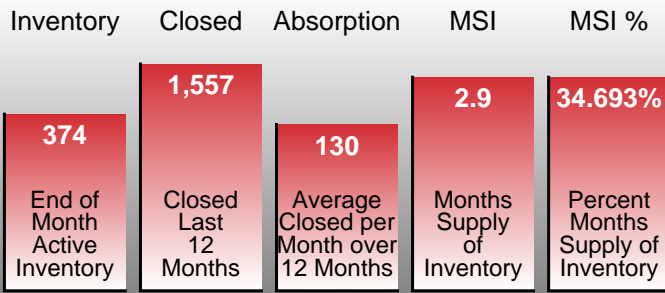


## MONTHS SUPPLY of INVENTORY (MSI)

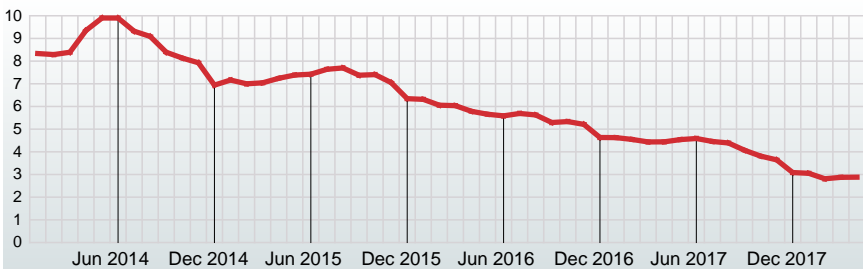
### MSI FOR APRIL



### INDICATORS FOR APRIL 2018



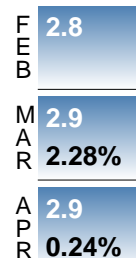
### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 5.9

3 MONTHS

**High**  
May 2014 = 9.9  
**Low**  
Feb 2018 = 2.8  
*Months Supply*  
this month at **2.9**,  
below the 5 yr APR  
average of **5.9**



### 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	34	9.09%	2.3	2.9	1.5	3.8	24.0
\$50,001 - \$70,000	38	10.16%	4.1	10.7	2.5	4.5	8.0
\$70,001 - \$110,000	60	16.04%	3.2	2.1	3.6	2.9	0.0
\$110,001 - \$170,000	86	22.99%	2.1	4.3	1.8	2.5	2.7
\$170,001 - \$230,000	65	17.38%	2.6	12.0	2.1	2.6	7.2
\$230,001 - \$300,000	53	14.17%	3.8	0.0	4.2	3.7	2.8
\$300,001 and up	38	10.16%	5.9	0.0	6.0	5.1	7.8
<b>Market Supply of Inventory (MSI)</b>	<b>2.9</b>	<b>100%</b>	<b>2.9</b>	<b>4.2</b>	<b>2.4</b>	<b>3.2</b>	<b>5.3</b>
<b>Total Active Inventory by Units</b>	<b>374</b>			<b>49</b>	<b>195</b>	<b>103</b>	<b>27</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

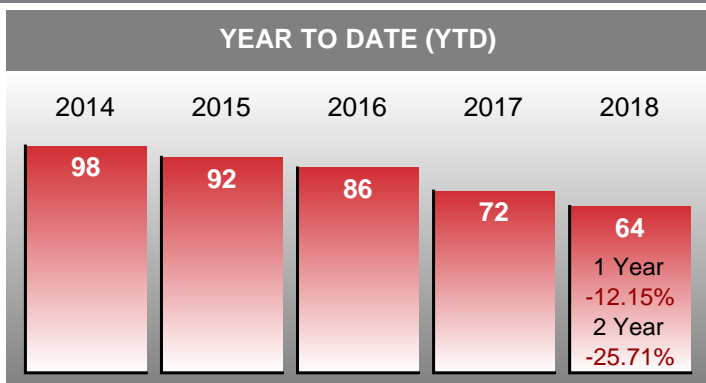
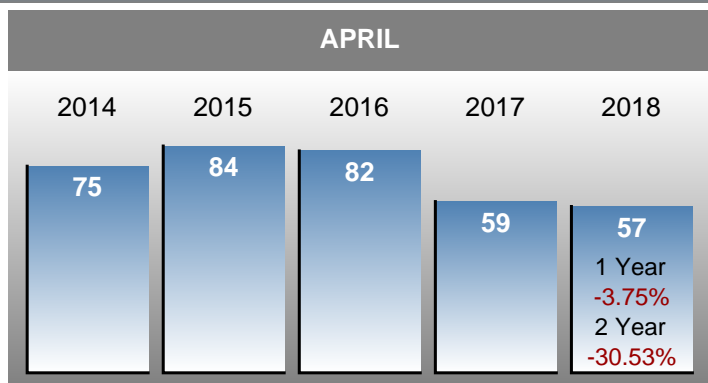


# April 2018

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



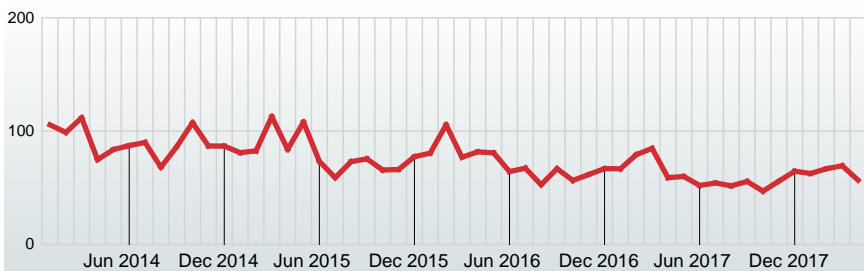
## AVERAGE DAYS ON MARKET TO SALE



### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 71

3 MONTHS



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

Average Days on Market this month at **57**, below the 5 yr APR average of **71**

FEB	67
MAR	69
APR	57
APR %	-18.26%

### 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	15	10.27%	50.2	46.0	56.8	30.0	87.0
\$50,001 - \$75,000	13	8.90%	107.9	230.3	53.6	0.0	0.0
\$75,001 - \$125,000	25	17.12%	51.6	70.8	52.1	8.5	0.0
\$125,001 - \$175,000	34	23.29%	44.1	81.0	40.6	47.7	42.0
\$175,001 - \$200,000	20	13.70%	59.9	0.0	68.4	35.5	95.0
\$200,001 - \$250,000	23	15.75%	59.3	0.0	102.3	36.3	0.0
\$250,001 and up	16	10.96%	48.9	0.0	13.2	63.2	85.0
<b>Average Closed DOM</b>			56.8	100.4	54.8	43.3	77.3
<b>Total Closed Units</b>		100%	56.8	16	80	46	4
<b>Total Closed Volume</b>			23,157,273	1.06M	11.51M	9.90M	682.45K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



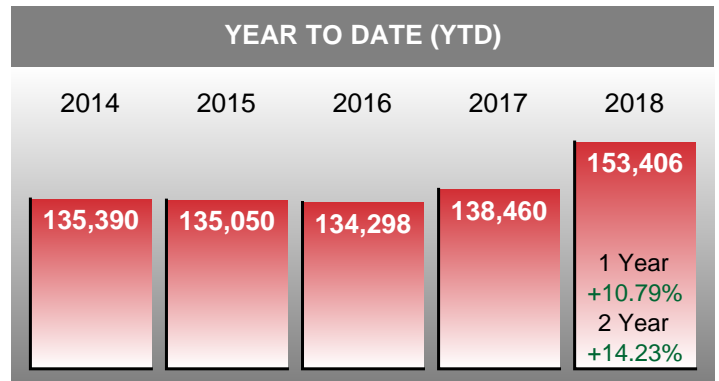
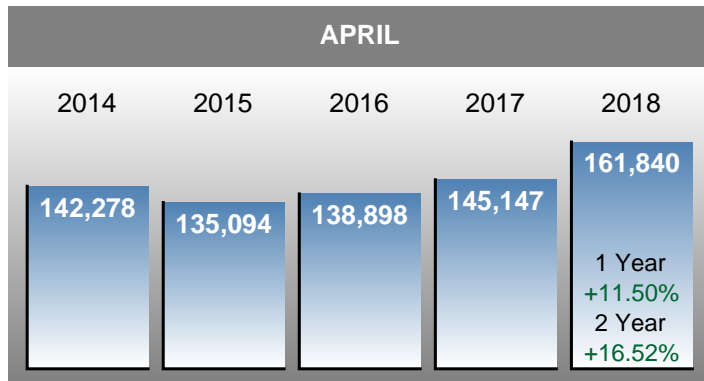


# April 2018

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



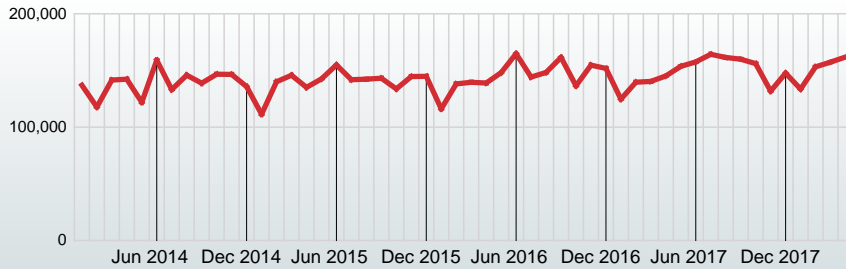
## AVERAGE LIST PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 144,651

3 MONTHS



**High**  
Jun 2016 = 164,774  
**Low**  
Jan 2015 = 111,423  
*Average List Price*  
this month at **161,840**,  
above the 5 yr APR  
average of **144,651**

FEB	153,174
MAR	157,342
APR	161,840
	2.72%
	2.86%

## 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	13	8.90%	32,273	40,264	27,780	40,950	34,900
\$50,001 - \$75,000	11	7.53%	60,268	72,213	65,267	0	0
\$75,001 - \$125,000	27	18.49%	102,837	102,700	108,776	113,825	0
\$125,001 - \$175,000	35	23.97%	151,417	163,950	150,879	160,935	135,000
\$175,001 - \$200,000	20	13.70%	191,789	0	191,104	194,398	205,000
\$200,001 - \$250,000	23	15.75%	230,504	0	229,613	233,783	0
\$250,001 and up	17	11.64%	313,677	0	273,263	337,120	335,000
<b>Average List Price</b>			161,840	71,591	145,613	220,091	177,475
<b>Total Closed Units</b>		100%	161,840	16	80	46	4
<b>Total Closed Volume</b>			23,628,582	1.15M	11.65M	10.12M	709.90K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®



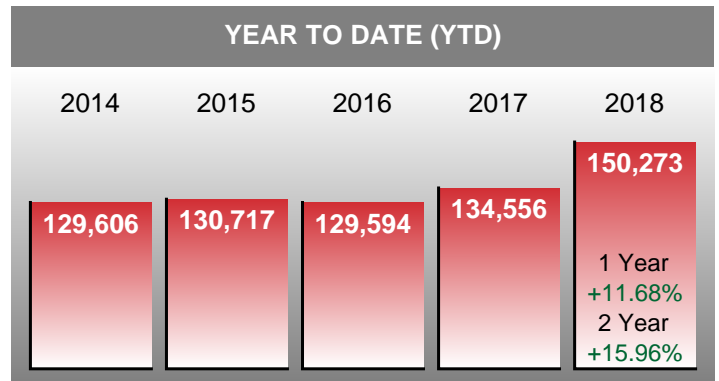
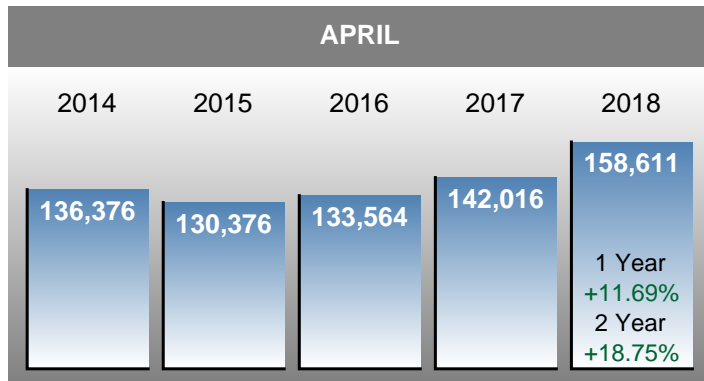


# April 2018

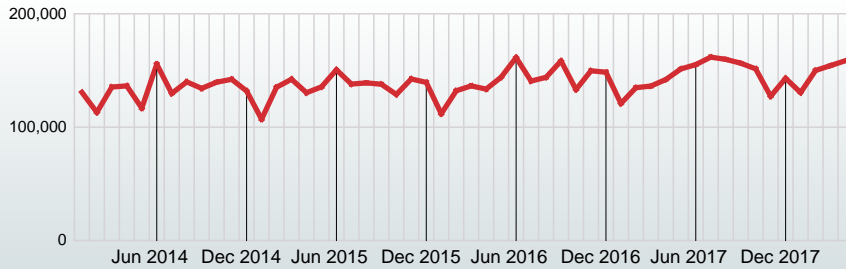
Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family, Condo/Town Property Types



## AVERAGE SOLD PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 140,189

3 MONTHS

**High**  
Jul 2017 = 161,727  
**Low**  
Jan 2015 = 107,038  
*Average Sold Price*  
this month at **158,611**,  
above the 5 yr APR  
average of **140,189**

**FEB**  
149,986  
**MAR**  
154,316  
**2.89%**  
**APR**  
158,611  
**2.78%**

## 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	15	10.27%	31,827	33,986	27,100	35,776	32,450
\$50,001 - \$75,000	13	8.90%	64,424	65,250	64,057	0	0
\$75,001 - \$125,000	25	17.12%	107,367	99,340	108,065	116,800	0
\$125,001 - \$175,000	34	23.29%	151,980	162,500	150,714	154,983	135,000
\$175,001 - \$200,000	20	13.70%	188,955	0	186,438	192,567	200,000
\$200,001 - \$250,000	23	15.75%	228,685	0	225,938	230,150	0
\$250,001 and up	16	10.96%	309,501	0	270,003	328,700	315,000
<b>Average Sold Price</b>			158,611	66,173	143,893	215,318	170,613
<b>Total Closed Units</b>		100%	158,611	16	80	46	4
<b>Total Closed Volume</b>			23,157,273	1.06M	11.51M	9.90M	682.45K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

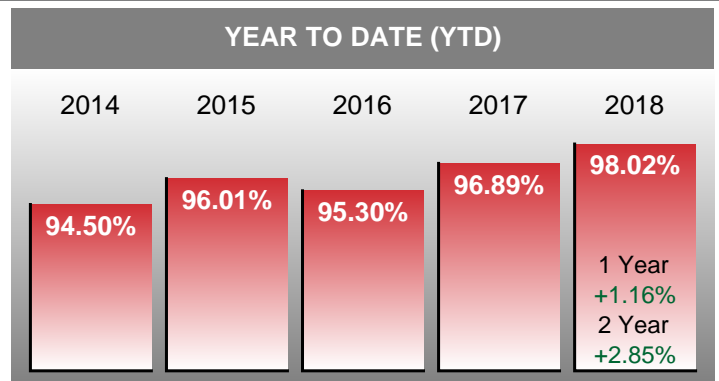
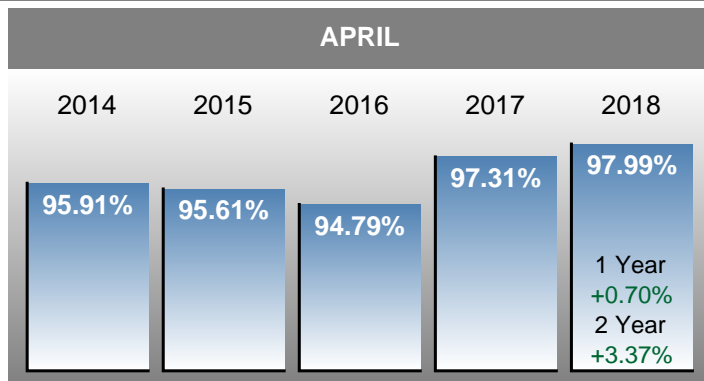


# April 2018

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



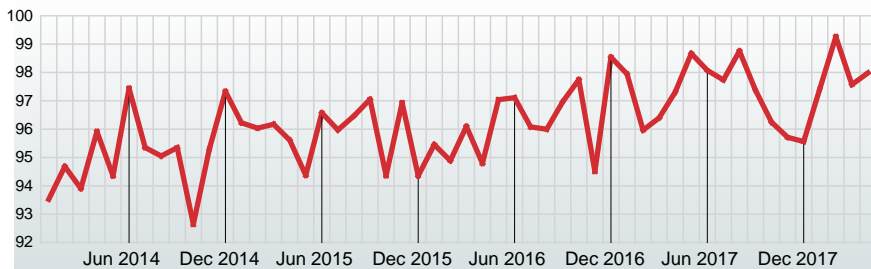
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



### 5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 96.32%

### 3 MONTHS



**High**  
Feb 2018 = 99.26%

**Low**  
Oct 2014 = 92.64%

Average Sold/List Ratio this month at **97.99%**, above the 5 yr APR average of **96.32%**

FEB 99.26%

MAR 97.57%  
-1.70%

APR 97.99%  
0.42%

## 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	15	10.27%	93.09%	87.51%	104.33%	84.60%	92.98%
\$50,001 - \$75,000	13	8.90%	96.35%	90.69%	98.87%	0.00%	0.00%
\$75,001 - \$125,000	25	17.12%	100.01%	96.55%	100.46%	102.68%	0.00%
\$125,001 - \$175,000	34	23.29%	98.93%	99.12%	99.98%	96.82%	100.00%
\$175,001 - \$200,000	20	13.70%	98.06%	0.00%	97.61%	99.12%	97.56%
\$200,001 - \$250,000	23	15.75%	98.61%	0.00%	98.61%	98.61%	0.00%
\$250,001 and up	16	10.96%	97.73%	0.00%	98.82%	97.55%	94.03%
<b>Average Sold/List Ratio</b>			<b>98.00%</b>	<b>91.29%</b>	<b>99.65%</b>	<b>97.59%</b>	<b>96.14%</b>
<b>Total Closed Units</b>	<b>146</b>	<b>100%</b>	<b>98.00%</b>	<b>16</b>	<b>80</b>	<b>46</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>23,157,273</b>			<b>1.06M</b>	<b>11.51M</b>	<b>9.90M</b>	<b>682.45K</b>

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

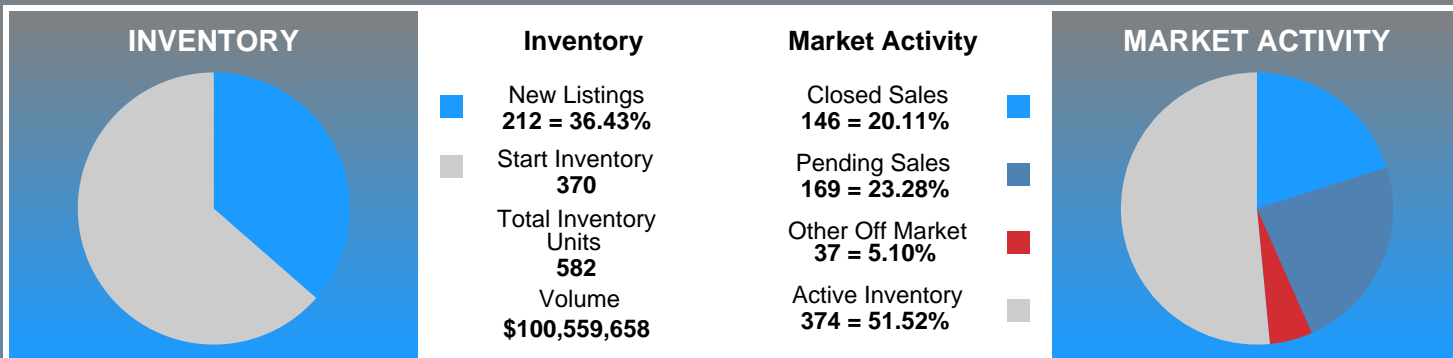


# April 2018

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



## MARKET SUMMARY

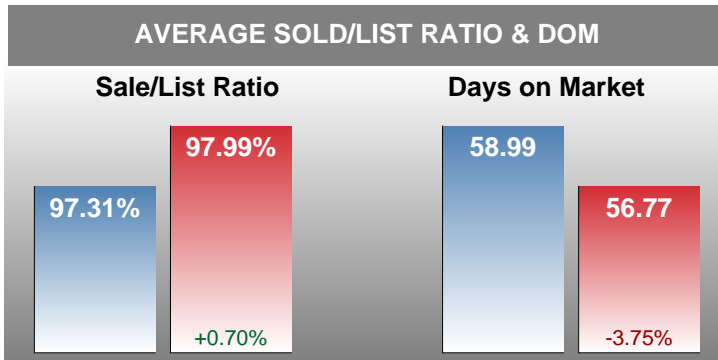
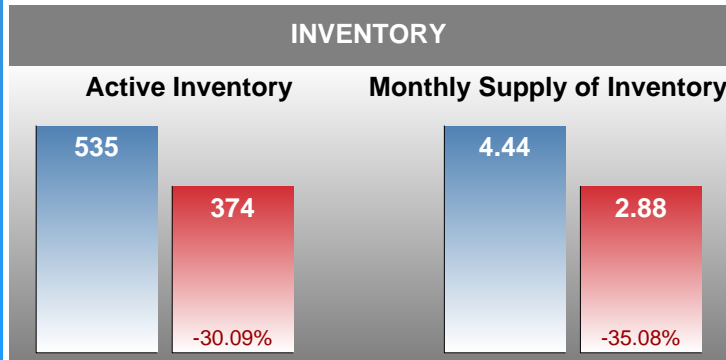
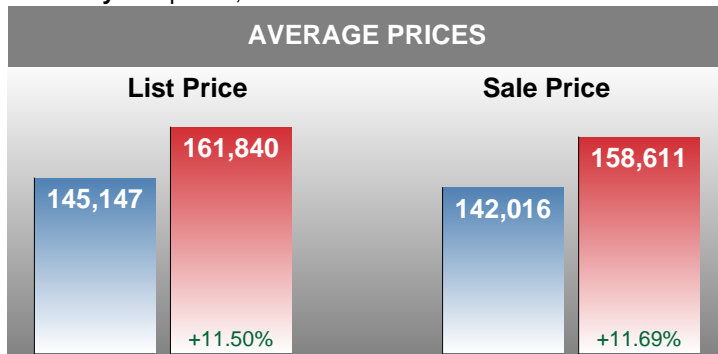
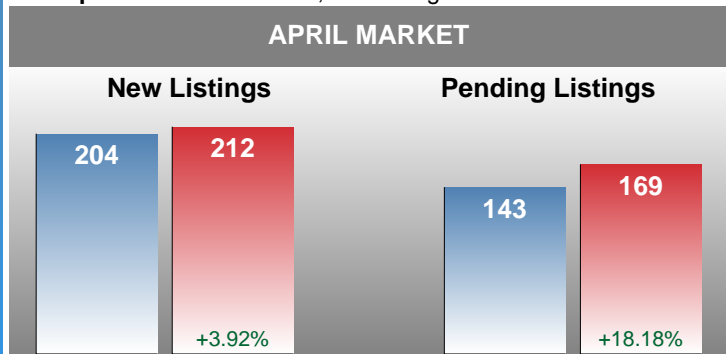


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	133	146	9.77%	451	464	2.88%
Pending Sales	143	169	18.18%	543	585	7.73%
New Listings	204	212	3.92%	766	732	-4.44%
Average List Price	145,147	161,840	11.50%	138,460	153,406	10.79%
Average Sale Price	142,016	158,611	11.69%	134,556	150,273	11.68%
Average Percent of Selling Price to List Price	97.31%	97.99%	0.70%	96.89%	98.02%	1.16%
Average Days on Market to Sale	58.99	56.77	-3.75%	72.44	63.64	-12.15%
Monthly Inventory	535	374	-30.09%	535	374	-30.09%
Months Supply of Inventory	4.44	2.88	-35.08%	4.44	2.88	-35.08%

**Absorption:** Last 12 months, an Average of **130** Sales/Month

**Inventory** on April 30, 2018 = **374**

**2017** **2018**



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®