



## November 2018

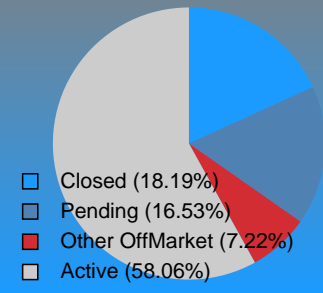
Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family, Condo/Town Property Types



### MONTHLY INVENTORY ANALYSIS

| Compared Metrics                               | November |         |         |
|--|----------|---------|---------|
|  | 2017     | 2018    | +/-%    |
| Closed Listings                                | 104      | 131     | 25.96%  |
| Pending Listings                               | 113      | 119     | 5.31%   |
| New Listings                                   | 153      | 154     | 0.65%   |
| Average List Price                             | 131,776  | 168,709 | 28.03%  |
| Average Sale Price                             | 127,238  | 164,834 | 29.55%  |
| Average Percent of List Price to Selling Price | 95.71%   | 97.53%  | 1.90%   |
| Average Days on Market to Sale                 | 55.89    | 46.27   | -17.21% |
| End of Month Inventory                         | 472      | 418     | -11.44% |
| Months Supply of Inventory                     | 3.72     | 3.09    | -17.06% |

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **135** Sales/Month  
**Active Inventory** as of November 30, 2018 = **418**

#### Analysis Wrap-Up

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

The total housing inventory at the end of November 2018 decreased **11.44%** to 418 existing homes available for sale. Over the last 12 months this area has had an average of 135 closed sales per month. This represents an unsold inventory index of **3.09** 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 **29.55%** in November 2018 to \$164,834 versus the previous year at \$127,238.

##### Average Days on Market Shortens

The average number of **46.27** days that homes spent on the market before selling decreased by 9.62 days or **17.21%** in November 2018 compared to last year's same month at **55.89** DOM.

##### Sales Success for November 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 November 2018, up **0.65%** from last year at 153. Furthermore, there were 131 Closed Listings this month versus last year at 104, a **25.96%** increase.

Closed versus Listed trends yielded a **85.1%** ratio, up from previous year's, November 2017, at **68.0%**, a **25.14%** 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®

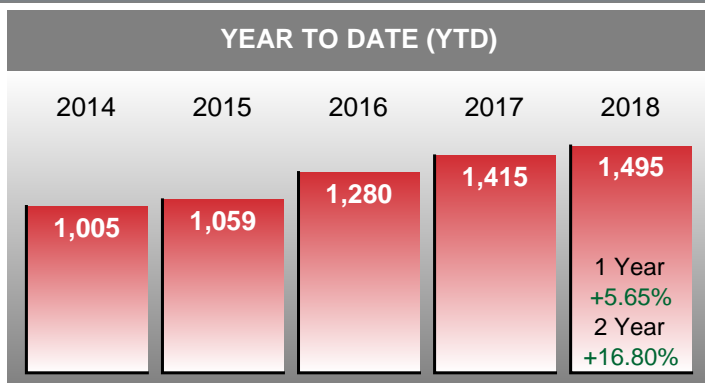
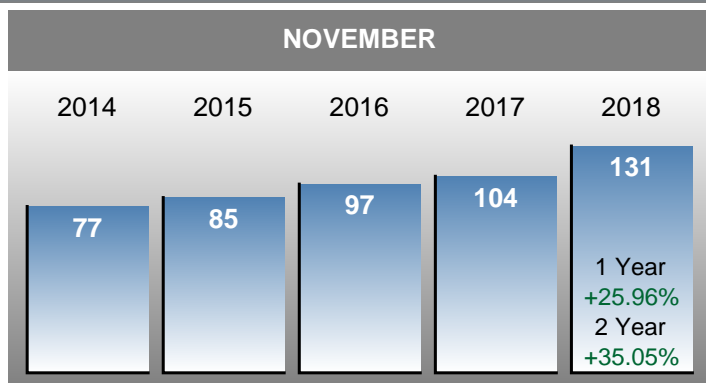


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Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family, Condo/Town Property Types



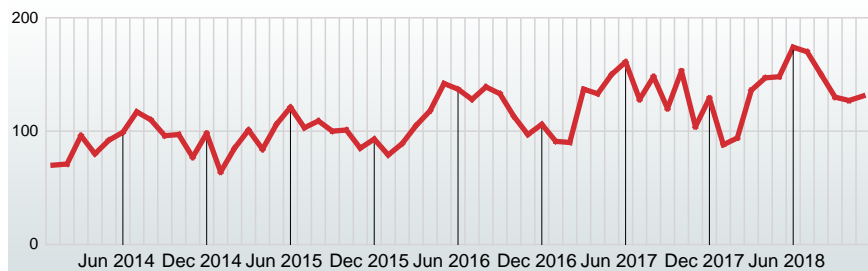
## CLOSED LISTINGS



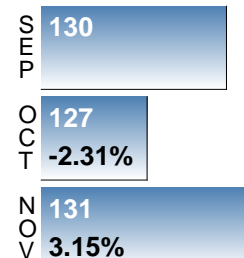
### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 99

3 MONTHS



**High**  
Jun 2018 = 174  
**Low**  
Jan 2015 = 64  
*Closed Listings*  
this month at **131**,  
above the 5 yr NOV  
average of **99**



### 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                              | 8                 | 6.11%       | 60.4        | 2                | 4                | 1                | 1                |
| \$50,001 - \$100,000                           | 20                | 15.27%      | 55.4        | 3                | 13               | 4                | 0                |
| \$100,001 - \$125,000                          | 13                | 9.92%       | 47.9        | 2                | 9                | 1                | 1                |
| \$125,001 - \$150,000                          | 22                | 16.79%      | 36.8        | 2                | 16               | 4                | 0                |
| \$150,001 - \$200,000                          | 30                | 22.90%      | 30.7        | 2                | 15               | 11               | 2                |
| \$200,001 - \$250,000                          | 19                | 14.50%      | 49.9        | 0                | 8                | 10               | 1                |
| \$250,001 and up                               | 19                | 14.50%      | 61.5        | 0                | 5                | 10               | 4                |
| <b>Total Closed Units</b>                      | <b>131</b>        |             |             | <b>11</b>        | <b>70</b>        | <b>41</b>        | <b>9</b>         |
| <b>Total Closed Volume</b>                     | <b>21,593,190</b> | <b>100%</b> | <b>46.3</b> | <b>1.15M</b>     | <b>10.18M</b>    | <b>8.17M</b>     | <b>2.09M</b>     |
| <b>Average Closed Price</b>                    | <b>\$164,834</b>  |             |             | <b>\$104,809</b> | <b>\$145,481</b> | <b>\$199,212</b> | <b>\$232,104</b> |

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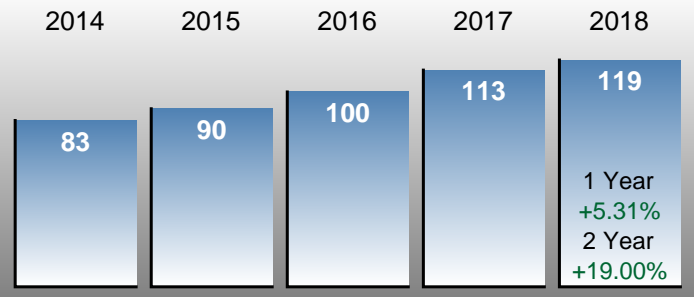
# November 2018

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

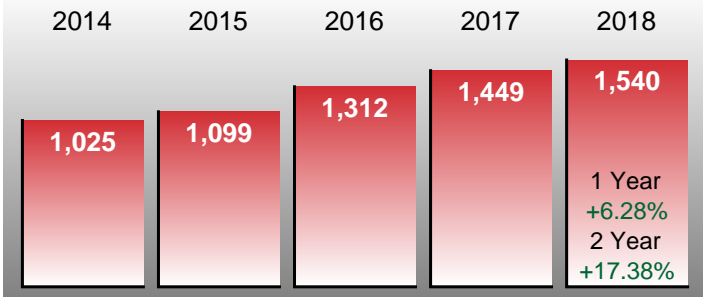


## PENDING LISTINGS

### NOVEMBER



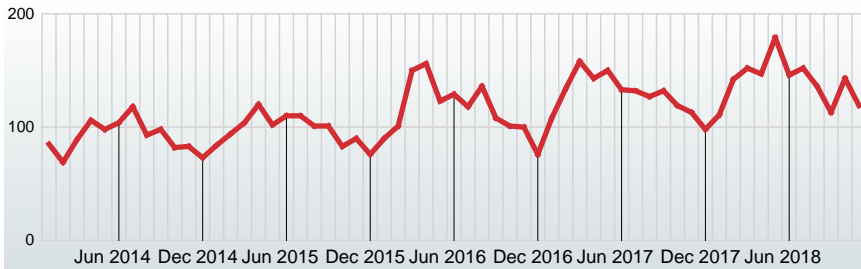
### YEAR TO DATE (YTD)



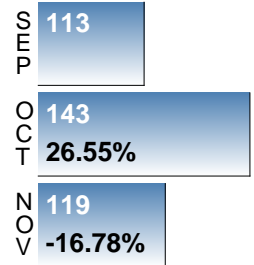
### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 101

3 MONTHS



**High**  
May 2018 = 179  
**Low**  
Feb 2014 = 69  
*Pending Listings*  
this month at **119**,  
above the 5 yr NOV  
average of **101**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |                   | %           | AVDOM       | 1-2 Beds        | 3 Beds           | 4 Beds           | 5+ Beds          |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less                               | 11                | 9.24%       | 68.5        | 3               | 6                | 2                | 0                |
| \$50,001 - \$70,000                             | 9                 | 7.56%       | 80.2        | 1               | 6                | 1                | 1                |
| \$70,001 - \$110,000                            | 21                | 17.65%      | 54.9        | 5               | 14               | 2                | 0                |
| \$110,001 - \$160,000                           | 34                | 28.57%      | 52.1        | 3               | 24               | 7                | 0                |
| \$160,001 - \$190,000                           | 14                | 11.76%      | 45.5        | 0               | 11               | 3                | 0                |
| \$190,001 - \$250,000                           | 19                | 15.97%      | 56.5        | 0               | 12               | 7                | 0                |
| \$250,001 and up                                | 11                | 9.24%       | 85.4        | 0               | 2                | 7                | 2                |
| <b>Total Pending Units</b>                      | <b>119</b>        |             |             | <b>12</b>       | <b>75</b>        | <b>29</b>        | <b>3</b>         |
| <b>Total Pending Volume</b>                     | <b>17,797,450</b> | <b>100%</b> | <b>48.5</b> | <b>1.05M</b>    | <b>10.43M</b>    | <b>5.57M</b>     | <b>751.85K</b>   |
| <b>Average Listing Price</b>                    | <b>\$118,225</b>  |             |             | <b>\$87,229</b> | <b>\$139,097</b> | <b>\$191,950</b> | <b>\$250,617</b> |

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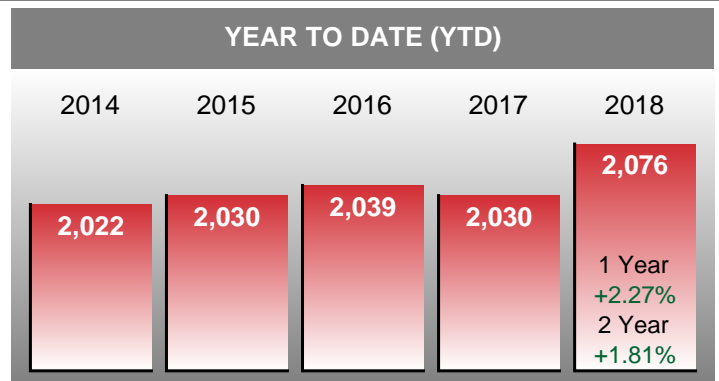
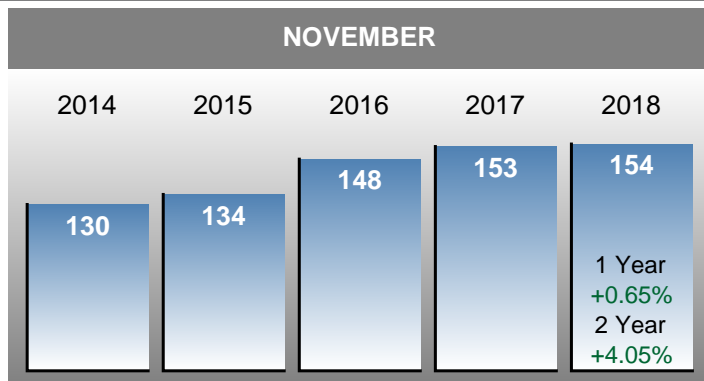


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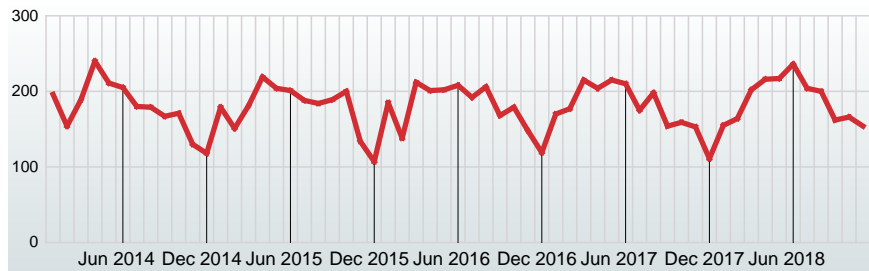


## NEW LISTINGS



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr NOV AVG = 144**      **3 MONTHS**



**High**  
Apr 2014 = 240  
**Low**  
Dec 2015 = 107  
*New Listings*  
this month at **154**,  
above the 5 yr NOV  
average of **144**

|     |               |
|-----|---------------|
| SEP | 162           |
| OCT | 166           |
| NOV | 154           |
|     | <b>2.47%</b>  |
|     | <b>-7.23%</b> |

### 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                           | 14                | 9.09%       | 7               | 5                | 1                | 1                |
| \$40,001 - \$70,000                         | 16                | 10.39%      | 6               | 8                | 2                | 0                |
| \$70,001 - \$120,000                        | 24                | 15.58%      | 4               | 17               | 3                | 0                |
| \$120,001 - \$160,000                       | 31                | 20.13%      | 2               | 23               | 6                | 0                |
| \$160,001 - \$190,000                       | 30                | 19.48%      | 2               | 21               | 6                | 1                |
| \$190,001 - \$260,000                       | 22                | 14.29%      | 0               | 12               | 9                | 1                |
| \$260,001 and up                            | 17                | 11.04%      | 0               | 8                | 3                | 6                |
| <b>Total New Listed Units</b>               | <b>154</b>        |             | <b>21</b>       | <b>94</b>        | <b>30</b>        | <b>9</b>         |
| <b>Total New Listed Volume</b>              | <b>24,051,882</b> | <b>100%</b> | <b>1.53M</b>    | <b>14.21M</b>    | <b>5.30M</b>     | <b>3.01M</b>     |
| <b>Average New Listed Listing Price</b>     | <b>\$46,000</b>   |             | <b>\$72,874</b> | <b>\$151,150</b> | <b>\$176,731</b> | <b>\$334,611</b> |

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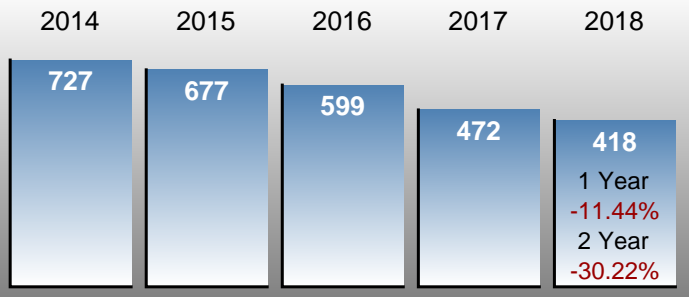
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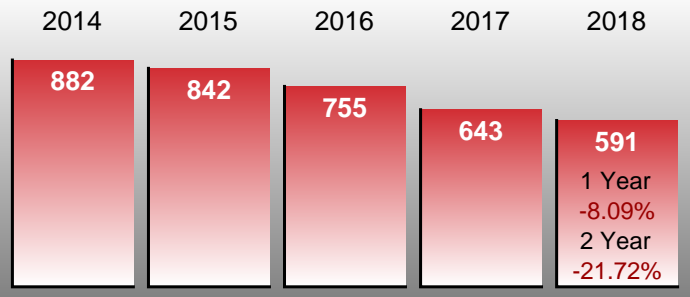


## ACTIVE INVENTORY

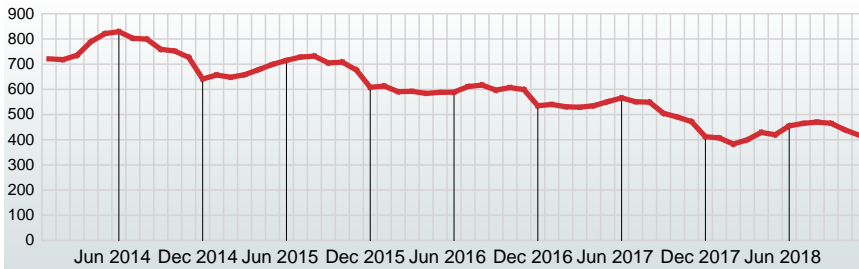
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



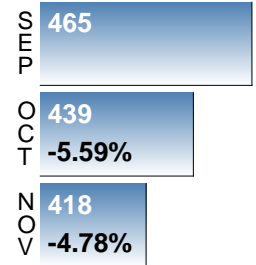
### 5 YEAR MARKET ACTIVITY TRENDS



5yr NOV AVG = 579

3 MONTHS

**High**  
Jun 2014 = 829  
**Low**  
Feb 2018 = 383  
*Inventory*  
this month at **418**,  
below the 5 yr NOV  
average of **579**



### 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                             | 36                | 8.61%       | 98.9        | 17               | 15               | 3                | 1                |
| \$50,001 - \$75,000                           | 39                | 9.33%       | 113.0       | 9                | 26               | 3                | 1                |
| \$75,001 - \$125,000                          | 83                | 19.86%      | 83.7        | 18               | 56               | 8                | 1                |
| \$125,001 - \$175,000                         | 98                | 23.44%      | 92.8        | 5                | 68               | 23               | 2                |
| \$175,001 - \$225,000                         | 57                | 13.64%      | 63.7        | 3                | 29               | 23               | 2                |
| \$225,001 - \$300,000                         | 62                | 14.83%      | 116.5       | 0                | 36               | 21               | 5                |
| \$300,001 and up                              | 43                | 10.29%      | 119.5       | 2                | 11               | 14               | 16               |
| <b>Total Active Inventory by Units</b>        | <b>418</b>        |             |             | <b>54</b>        | <b>241</b>       | <b>95</b>        | <b>28</b>        |
| <b>Total Active Inventory by Volume</b>       | <b>76,883,335</b> | <b>100%</b> | <b>95.7</b> | <b>5.82M</b>     | <b>37.80M</b>    | <b>20.85M</b>    | <b>12.41M</b>    |
| <b>Average Active Inventory Listing Price</b> | <b>\$183,931</b>  |             |             | <b>\$107,761</b> | <b>\$156,847</b> | <b>\$219,526</b> | <b>\$443,185</b> |

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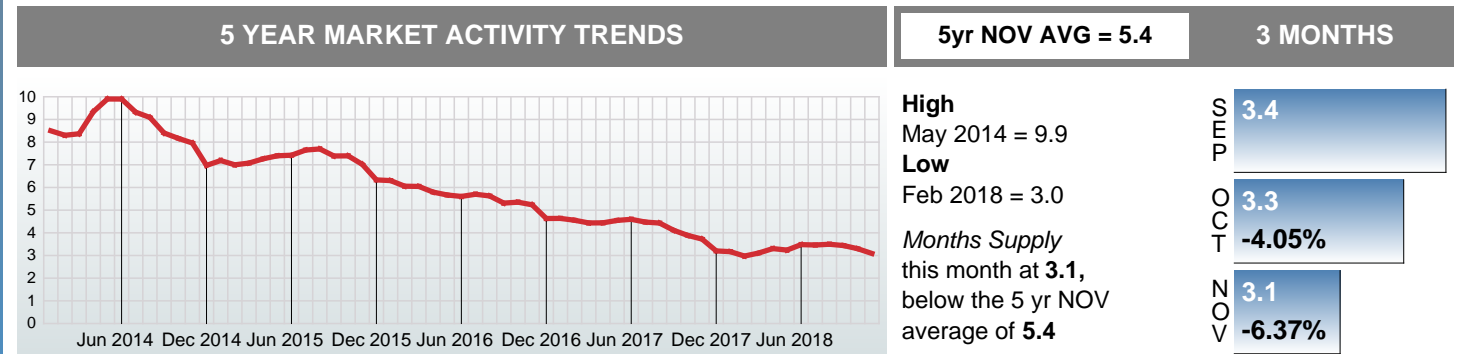
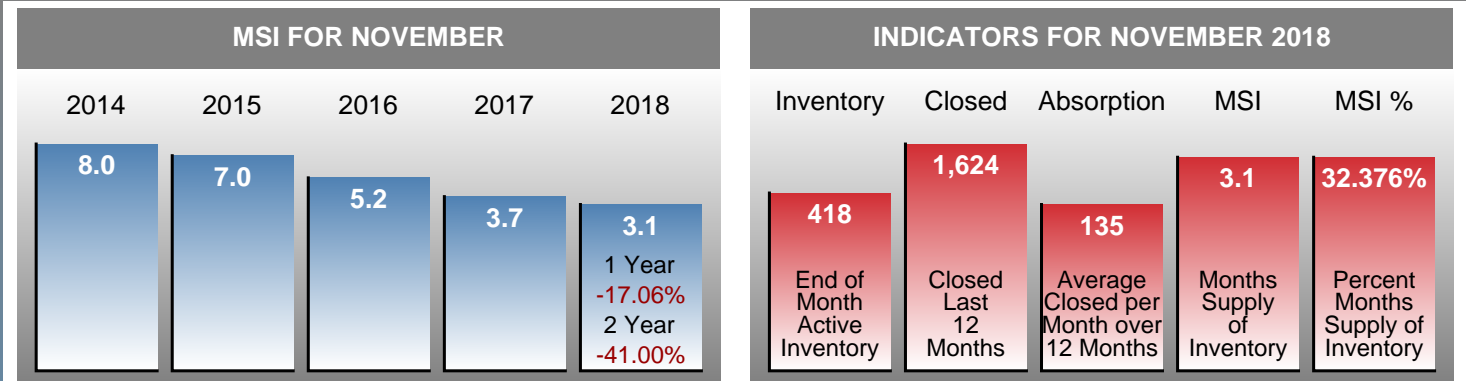


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Area Delimited by Tri Cities - Consisting of Colonial Heights, Dinwiddie, Hopewell, Petersburg, Prince George - Single-Family, Condo/Town Property Types



## MONTHS SUPPLY of INVENTORY (MSI)



### 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                                       | 36         | 8.61%       | 2.5        | 3.2        | 2.0        | 2.4        | 2.0        |
| \$50,001 - \$80,000                                     | 46         | 11.00%      | 3.4        | 3.8        | 3.4        | 2.4        | 4.0        |
| \$80,001 - \$120,000                                    | 67         | 16.03%      | 3.3        | 5.5        | 3.1        | 2.0        | 6.0        |
| \$120,001 - \$170,000                                   | 100        | 23.92%      | 2.7        | 2.3        | 2.6        | 3.1        | 3.0        |
| \$170,001 - \$230,000                                   | 72         | 17.22%      | 2.5        | 6.0        | 2.3        | 2.8        | 1.3        |
| \$230,001 - \$310,000                                   | 54         | 12.92%      | 3.8        | 0.0        | 4.7        | 3.0        | 3.8        |
| \$310,001 and up  | 43         | 10.29%      | 6.5        | 0.0        | 8.8        | 3.8        | 9.6        |
| <b>Market Supply of Inventory (MSI)</b>                 | <b>3.1</b> | <b>100%</b> | <b>3.1</b> | <b>3.8</b> | <b>2.9</b> | <b>2.9</b> | <b>4.6</b> |
| <b>Total Active Inventory by Units</b>                  | <b>418</b> |             |            | <b>54</b>  | <b>241</b> | <b>95</b>  | <b>28</b>  |

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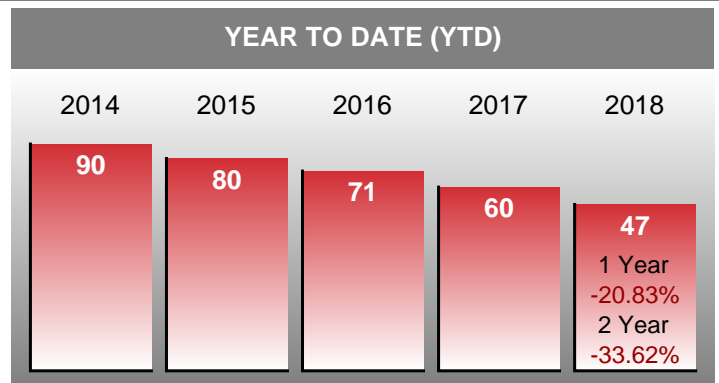
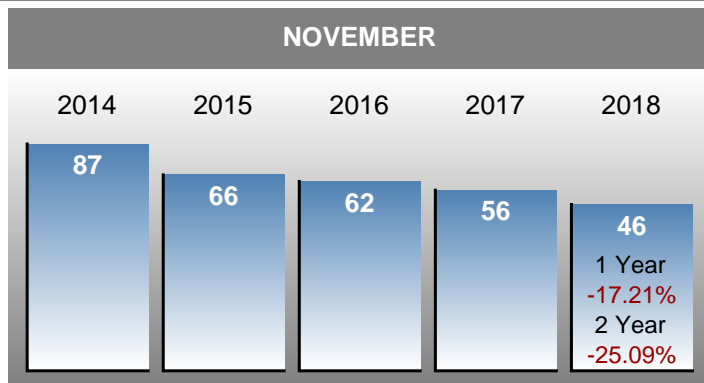


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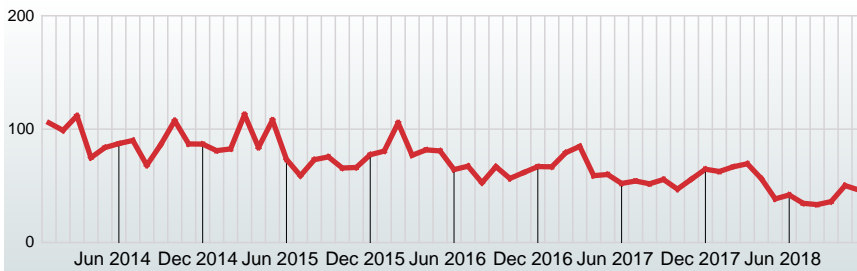
## AVERAGE DAYS ON MARKET TO SALE



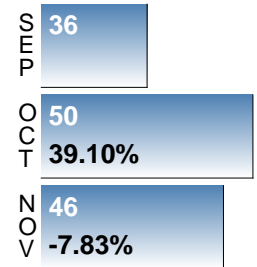
### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 63

3 MONTHS



**High**  
Mar 2015 = 113  
**Low**  
Aug 2018 = 33  
*Average Days on Market*  
this month at **46**,  
below the 5 yr NOV  
average of **63**



## 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   | 8  | 6.11%  | 60.4       | 64.5     | 29.8   | 53.0   | 182.0   |
| \$50,001 - \$100,000  | 20 | 15.27% | 55.4       | 22.7     | 51.8   | 91.5   | 0.0     |
| \$100,001 - \$125,000   | 13 | 9.92%  | 47.9       | 10.5     | 31.9   | 196.0  | 119.0   |
| \$125,001 - \$150,000   | 22 | 16.79% | 36.8       | 20.0     | 37.9   | 40.5   | 0.0     |
| \$150,001 - \$200,000   | 30 | 22.90% | 30.7       | 7.0      | 29.0   | 41.4   | 9.0     |
| \$200,001 - \$250,000   | 19 | 14.50% | 49.9       | 0.0      | 25.3   | 67.5   | 71.0    |
| \$250,001 and up  | 19 | 14.50% | 61.5       | 0.0      | 71.6   | 44.6   | 91.3    |
| <b>Average Closed DOM</b>                                     |    |        | 46.3       | 24.7     | 38.3   | 57.4   | 83.9    |
| <b>Total Closed Units</b>                                     |    | 100%   | 46.3       | 11       | 70     | 41     | 9       |
| <b>Total Closed Volume</b>                                    |    |        | 21,593,190 | 1.15M    | 10.18M | 8.17M  | 2.09M   |

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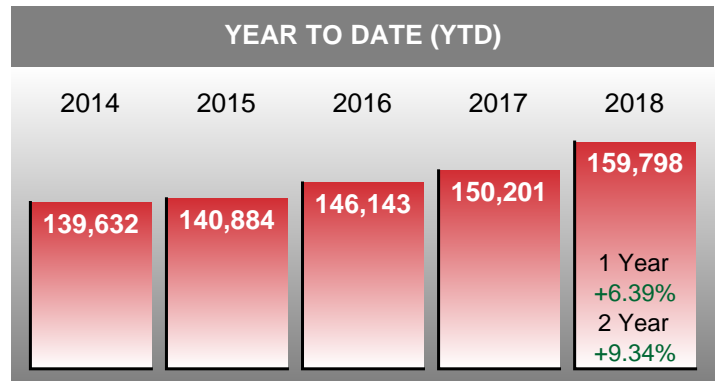
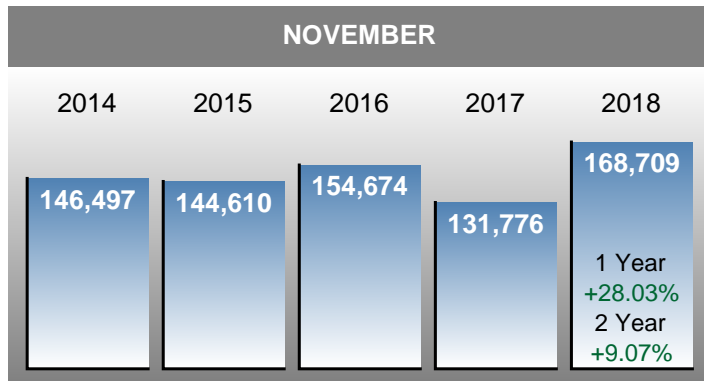


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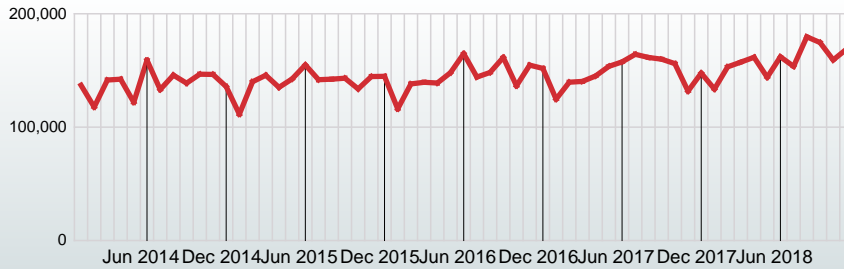
## AVERAGE LIST PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 149,253

### 3 MONTHS



**High**  
Aug 2018 = 179,669  
**Low**  
Jan 2015 = 111,423  
*Average List Price*  
this month at **168,709**,  
above the 5 yr NOV  
average of **149,253**

|     |               |
|-----|---------------|
| SEP | 174,618       |
| OCT | 159,258       |
| NOV | 168,709       |
|     | <b>-8.80%</b> |
|     | <b>5.93%</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  | 8  | 6.11%  | 42,000     | 46,000   | 46,475  | 37,500  | 32,500  |
| \$50,001 - \$100,000   | 16 | 12.21% | 77,394     | 87,500   | 79,930  | 87,175  | 0       |
| \$100,001 - \$125,000  | 14 | 10.69% | 110,544    | 116,450  | 113,414 | 152,500 | 163,800 |
| \$125,001 - \$150,000  | 22 | 16.79% | 140,836    | 147,450  | 140,762 | 145,338 | 0       |
| \$150,001 - \$200,000  | 31 | 23.66% | 169,510    | 161,425  | 170,093 | 174,964 | 194,850 |
| \$200,001 - \$250,000  | 20 | 15.27% | 221,458    | 0        | 219,006 | 231,460 | 239,900 |
| \$250,001 and up   | 20 | 15.27% | 309,832    | 0        | 304,560 | 301,752 | 342,233 |
| <b>Average List Price</b>                                    |    |        | 168,709    | 109,559  | 147,488 | 204,311 | 243,870 |
| <b>Total Closed Units</b>                                    |    | 100%   | 168,709    | 11       | 70      | 41      | 9       |
| <b>Total Closed Volume</b>                                   |    |        | 22,100,914 | 1.21M    | 10.32M  | 8.38M   | 2.19M   |

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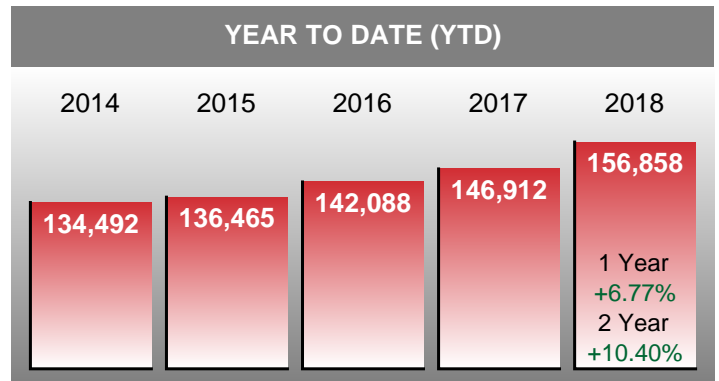
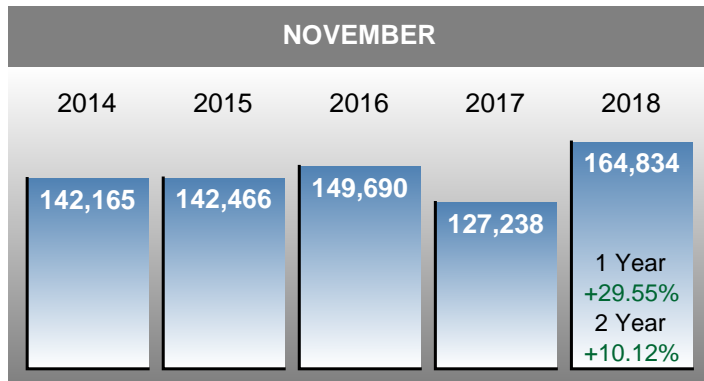


# November 2018

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



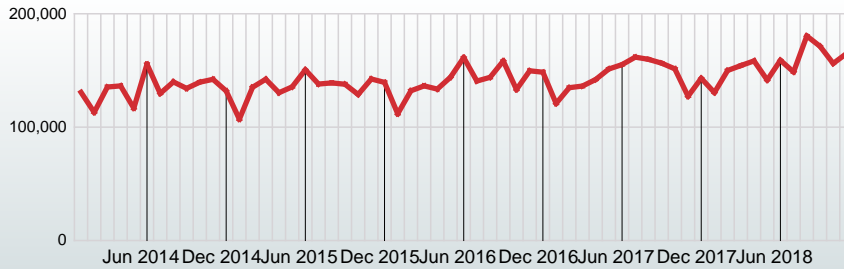
## AVERAGE SOLD PRICE AT CLOSING



### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 145,279

### 3 MONTHS



**High**  
Aug 2018 = 180,406  
**Low**  
Jan 2015 = 107,038  
*Average Sold Price*  
this month at **164,834**,  
above the 5 yr NOV  
average of **145,279**

|     |         |
|-----|---------|
| SEP | 171,310 |
| OCT | 156,159 |
| NOV | 164,834 |
|     | -8.84%  |
|     | 5.55%   |

## 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  | 8  | 6.11%  | 41,389     | 39,050   | 47,753  | 35,000  | 27,000  |
| \$50,001 - \$100,000   | 20 | 15.27% | 78,831     | 83,667   | 76,540  | 82,652  | 0       |
| \$100,001 - \$125,000  | 13 | 9.92%  | 111,220    | 115,500  | 107,900 | 120,000 | 123,760 |
| \$125,001 - \$150,000  | 22 | 16.79% | 138,502    | 138,500  | 137,522 | 142,425 | 0       |
| \$150,001 - \$200,000  | 30 | 22.90% | 170,403    | 157,900  | 167,517 | 172,714 | 191,850 |
| \$200,001 - \$250,000  | 19 | 14.50% | 223,653    | 0        | 218,325 | 226,780 | 235,000 |
| \$250,001 and up   | 19 | 14.50% | 306,897    | 0        | 313,370 | 294,472 | 329,870 |
| <b>Average Sold Price</b>                                    |    |        | 164,834    | 104,809  | 145,481 | 199,212 | 232,104 |
| <b>Total Closed Units</b>                                    |    | 100%   | 164,834    | 11       | 70      | 41      | 9       |
| <b>Total Closed Volume</b>                                   |    |        | 21,593,190 | 1.15M    | 10.18M  | 8.17M   | 2.09M   |

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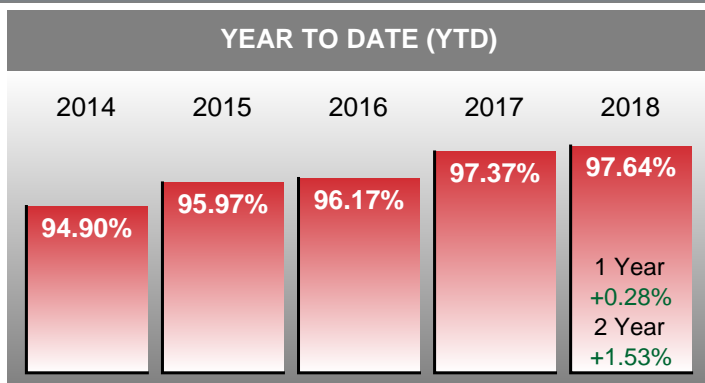
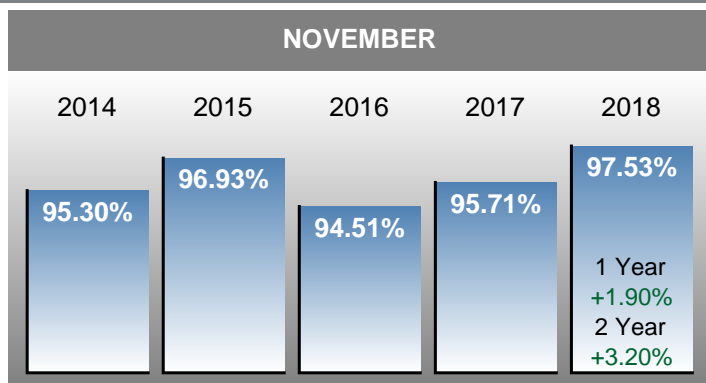


# November 2018

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



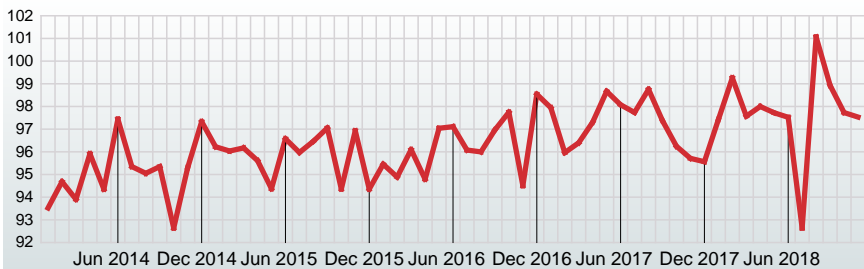
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE



### 5 YEAR MARKET ACTIVITY TRENDS

5yr NOV AVG = 96.00%

### 3 MONTHS



**High**  
Aug 2018 = 101.07%

**Low**  
Jul 2018 = 92.64%

Average Sold/List Ratio this month at **97.53%**, above the 5 yr NOV average of **96.00%**

|     |        |
|-----|--------|
| SEP | 98.93% |
| OCT | 97.73% |
| NOV | 97.53% |
| DEC | -1.21% |
| JAN | -0.20% |

## 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                              | 8                 | 6.11%       | 96.48%        | 84.56%        | 106.59%       | 93.33%        | 83.08%        |
| \$50,001 - \$100,000                           | 20                | 15.27%      | 96.73%        | 95.21%        | 97.55%        | 95.23%        | 0.00%         |
| \$100,001 - \$125,000                          | 13                | 9.92%       | 93.18%        | 99.13%        | 95.42%        | 78.69%        | 75.56%        |
| \$125,001 - \$150,000                          | 22                | 16.79%      | 97.44%        | 93.94%        | 97.72%        | 98.05%        | 0.00%         |
| \$150,001 - \$200,000                          | 30                | 22.90%      | 98.52%        | 97.82%        | 98.50%        | 98.66%        | 98.59%        |
| \$200,001 - \$250,000                          | 19                | 14.50%      | 98.70%        | 0.00%         | 99.70%        | 97.98%        | 97.96%        |
| \$250,001 and up                               | 19                | 14.50%      | 99.18%        | 0.00%         | 104.25%       | 97.64%        | 96.68%        |
| <b>Average Sold/List Ratio</b>                 |                   |             | <b>97.50%</b> | <b>94.23%</b> | <b>98.76%</b> | <b>97.24%</b> | <b>93.39%</b> |
| <b>Total Closed Units</b>                      | <b>131</b>        | <b>100%</b> | <b>97.50%</b> | <b>11</b>     | <b>70</b>     | <b>41</b>     | <b>9</b>      |
| <b>Total Closed Volume</b>                     | <b>21,593,190</b> |             |               | <b>1.15M</b>  | <b>10.18M</b> | <b>8.17M</b>  | <b>2.09M</b>  |

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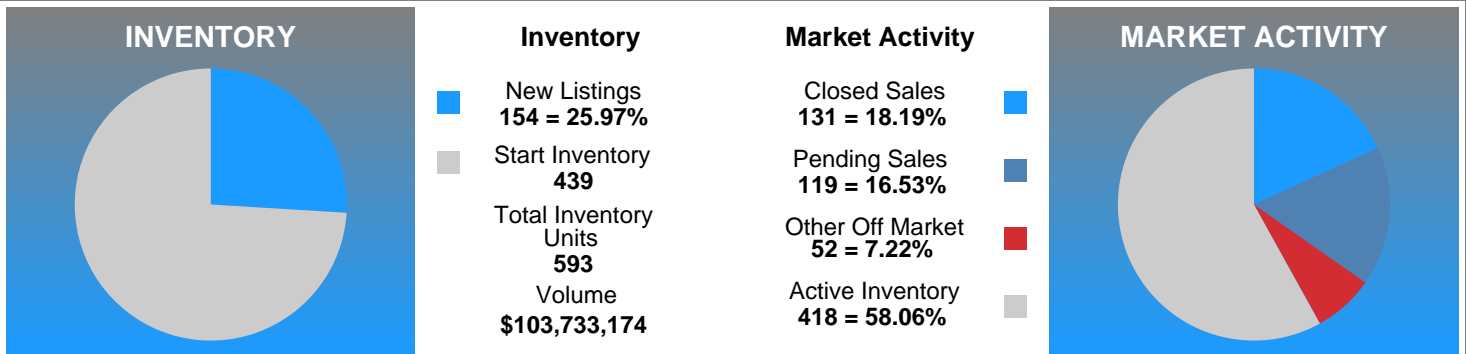


# November 2018

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## MARKET SUMMARY

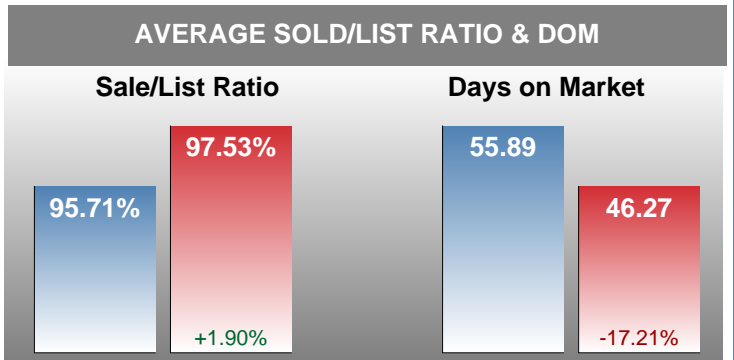
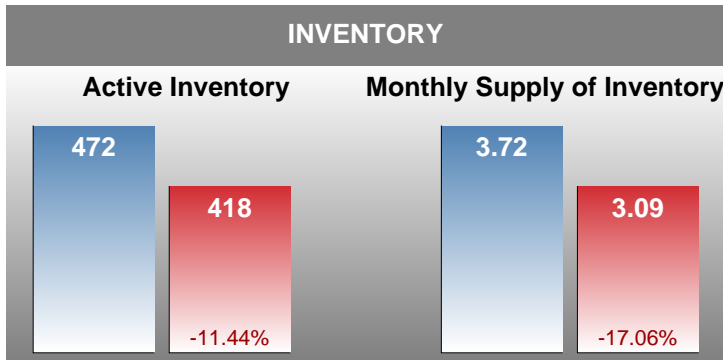
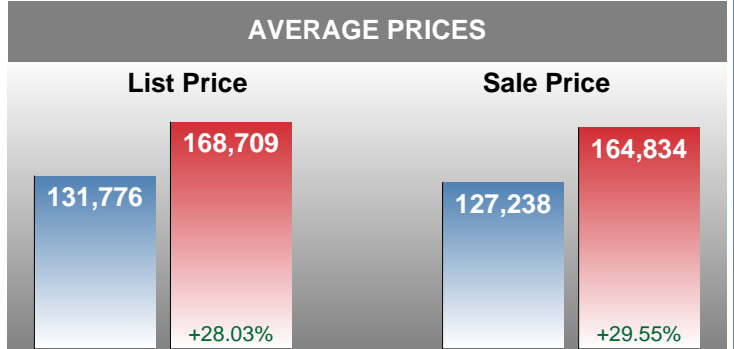
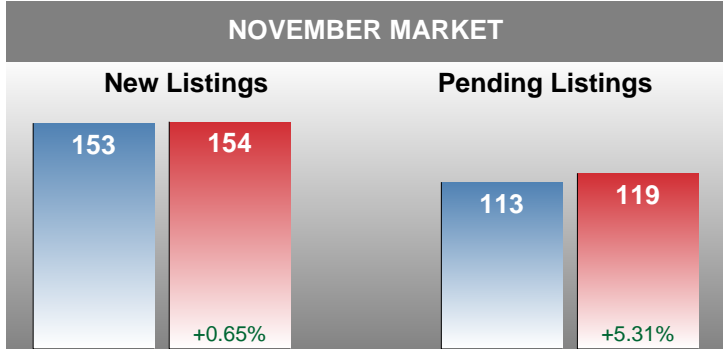


| Compared Metrics                               | November |         |         | Year to Date |         |         |
|--|----------|---------|---------|--------------|---------|---------|
|  | 2017     | 2018    | +/-%    | 2017         | 2018    | +/-%    |
| Closed Sales                                   | 104      | 131     | 25.96%  | 1,415        | 1,495   | 5.65%   |
| Pending Sales                                  | 113      | 119     | 5.31%   | 1,449        | 1,540   | 6.28%   |
| New Listings                                   | 153      | 154     | 0.65%   | 2,030        | 2,076   | 2.27%   |
| Average List Price                             | 131,776  | 168,709 | 28.03%  | 150,201      | 159,798 | 6.39%   |
| Average Sale Price                             | 127,238  | 164,834 | 29.55%  | 146,912      | 156,858 | 6.77%   |
| Average Percent of Selling Price to List Price | 95.71%   | 97.53%  | 1.90%   | 97.37%       | 97.64%  | 0.28%   |
| Average Days on Market to Sale                 | 55.89    | 46.27   | -17.21% | 59.61        | 47.20   | -20.83% |
| Monthly Inventory                              | 472      | 418     | -11.44% | 472          | 418     | -11.44% |
| Months Supply of Inventory                     | 3.72     | 3.09    | -17.06% | 3.72         | 3.09    | -17.06% |

**Absorption:** Last 12 months, an Average of **135** Sales/Month

**Inventory** on November 30, 2018 = **418**

2017 2018



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