



December 2016

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

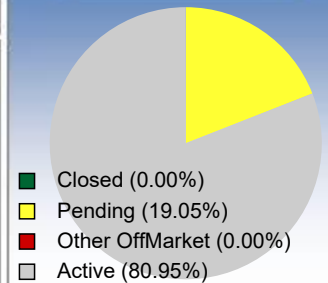


Absorption: Last 12 months, an Average of 2 Sales/Month

Active Inventory as of December 31, 2016 = 17

	DECEMBER		
	2015	2016	+/- %
Closed Sales	4	0	-100.00%
Pending Sales	1	4	300.00%
New Listings	1	2	100.00%
Median List Price	134,975	126,450	-6.32%
Median Sale Price	126,450	126,450	0.00%
Median Percent of Selling Price to List Price	94.75%	100.00%	453.64%
Median Days on Market to Sale	100.00	100.00	0.00%
End of Month Inventory	14	17	21.43%
Months Supply of Inventory	5.79	8.87	53.11%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 12, 2017

Data from the Central Virginia Regional MLS

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2016 rose **21.43%** to 17 existing homes available for sale. Over the last 12 months this area has had an average of 2 closed sales per month. This represents an unsold inventory index of **8.87** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.00%** in December 2016 to \$126,450 versus the previous year at \$126,450.

Median Days on Market Shortens

The median number of **100.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in December 2016 compared to last year's same month at **100.00** DOM.

Sales Success for December 2016 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 2 New Listings in December 2016, up **100.00%** from last year at 1. Furthermore, there were 0 sales this month versus last year at 4, a **-100.00%** decrease.

Closed versus Listed trends yielded a **0.0%** ratio, down from last year's December 2016 at **400.0%**, a **100.00%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

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Real Estate is Local

Consumers Should Consult with a REALTORS®

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®



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

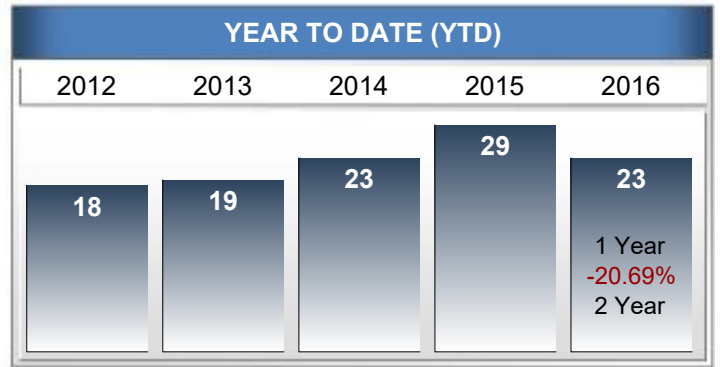
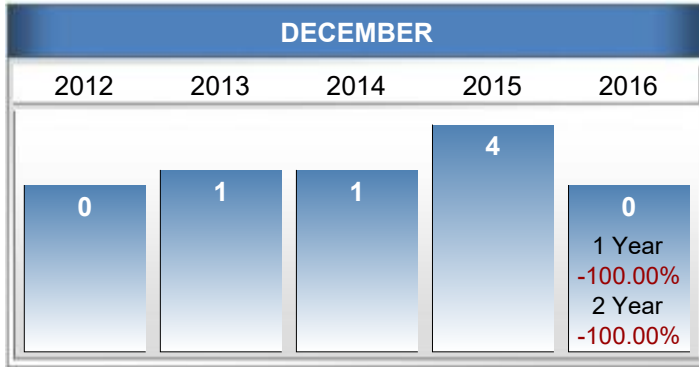
Closed Sales as of Jan 11, 2017



Closed Sales

Report Produced on: Jan 12, 2017

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



Closed Sales

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CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0	0.00%	0.0	0	0	0	0	
\$1 \$0	0	0.00%	0.0	0	0	0	0	
\$1 \$0	0	0.00%	0.0	0	0	0	0	
\$1 \$0	0	0.00%	0.0	0	0	0	0	
\$1 \$0	0	0.00%	0.0	0	0	0	0	
\$1 \$0	0	0.00%	0.0	0	0	0	0	
\$1 and up	0	0.00%	0.0	0	0	0	0	
Total Closed Units:				0	0.0			
Total Closed Volume:				0	0.00B	0.00B	0.00B	0.00B
Median Closed Price:				\$100	\$0	\$0	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

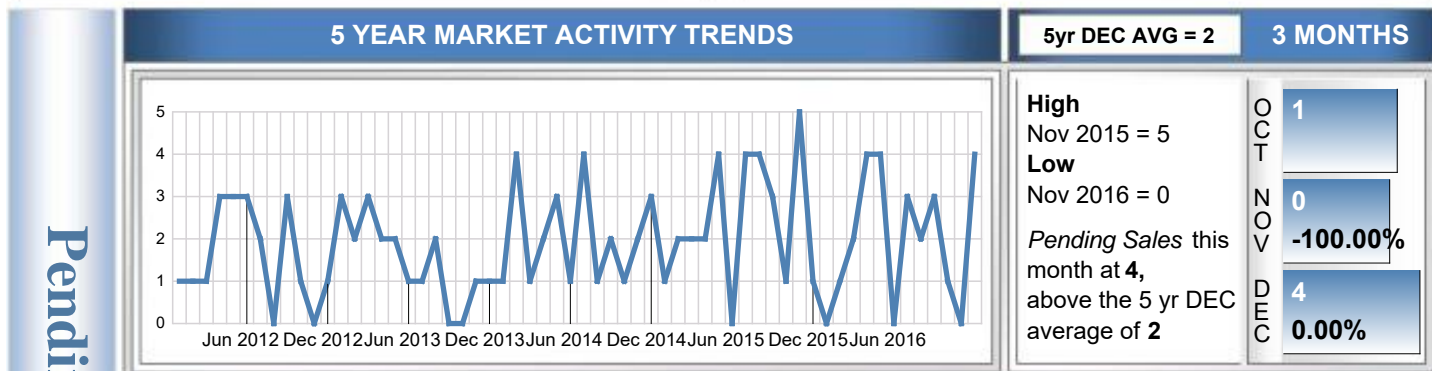
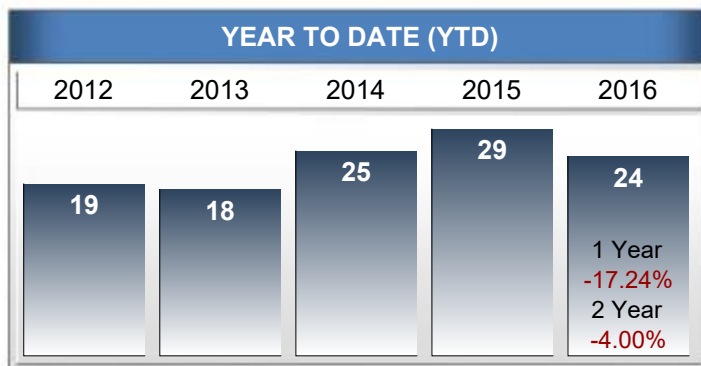
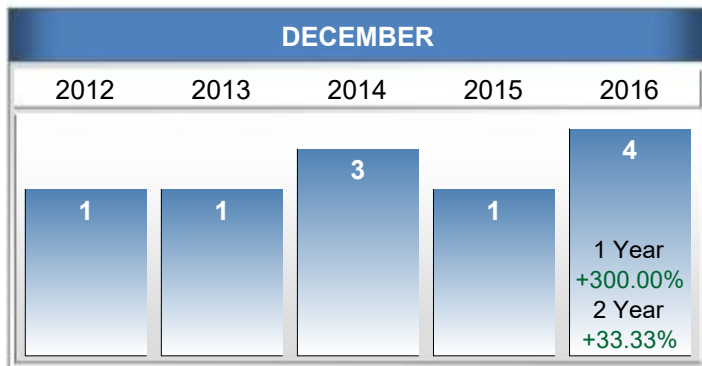
Pending Sales as of Jan 11, 2017



Pending Sales

Report Produced on: Jan 12, 2017

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Pending Sales
 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR

PENDING SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$130,000 and less	0	0.00%	0.0	0	0	0	0	
\$130,001 - \$130,000	0	0.00%	0.0	0	0	0	0	
\$130,001 - \$130,000	0	0.00%	0.0	0	0	0	0	
\$130,001 - \$150,000	2	50.00%	57.5	1	1	0	0	
\$150,001 - \$190,000	1	25.00%	31.0	0	1	0	0	
\$190,001 - \$190,000	0	0.00%	31.0	0	0	0	0	
\$190,001 and up	1	25.00%	14.0	0	1	0	0	
Total Pending Units:				4				
Total Pending Volume:				635,800	136.90K	498.90K	0.00B	0.00B
Median Listing Price:				\$149,475	\$136,900	\$159,000	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

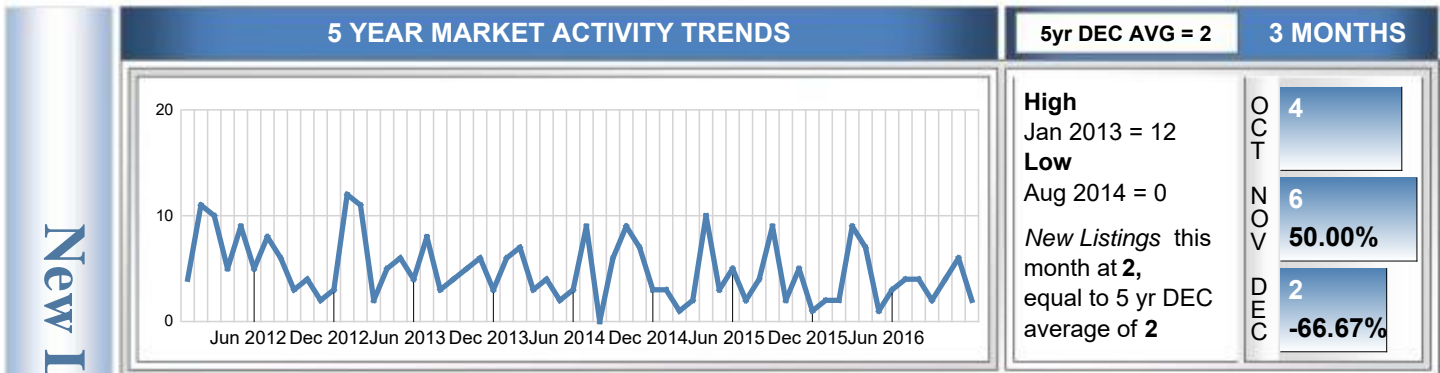
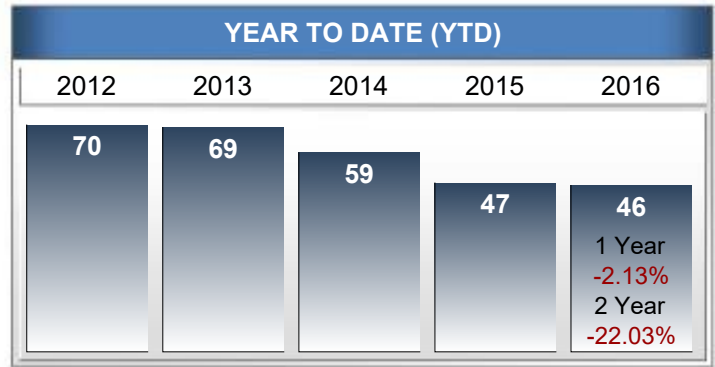
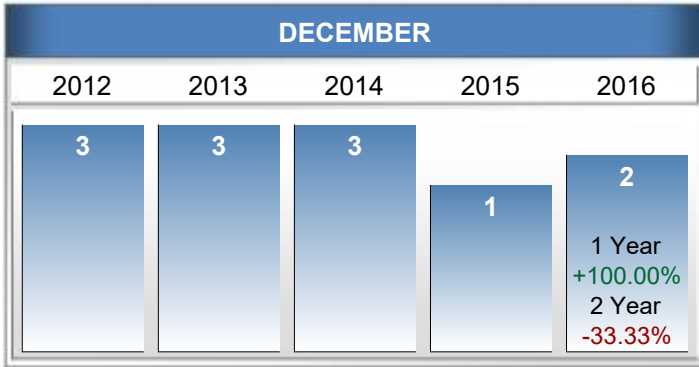
New Listings as of Jan 11, 2017



New Listings

Report Produced on: Jan 12, 2017

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



New Listings

Ready to Buy or Sell Real Estate?
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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	0	0.00%	0	0	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0
\$40,001 - \$60,000	1	50.00%	0	1	0	0
\$60,001 - \$60,000	0	0.00%	0	0	0	0
\$60,001 - \$60,000	0	0.00%	0	0	0	0
\$60,001 and up	1	50.00%	1	0	0	0
Total New Listed Units:	2		1	1		
Total New Listed Volume:	107,000		64.50K	42.50K	0.00B	0.00B
Median New Listed Listing Price:	\$53,500		\$64,500	\$42,500	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

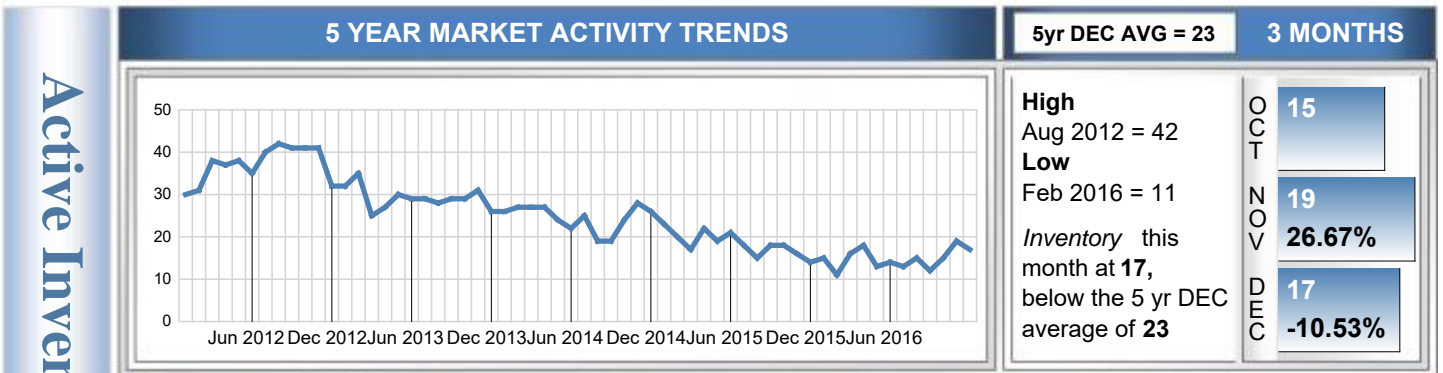
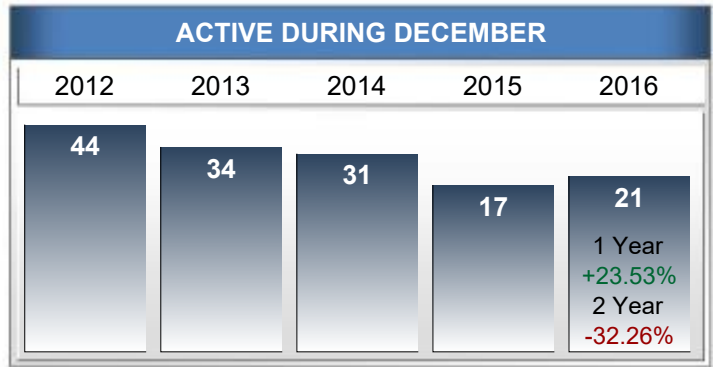
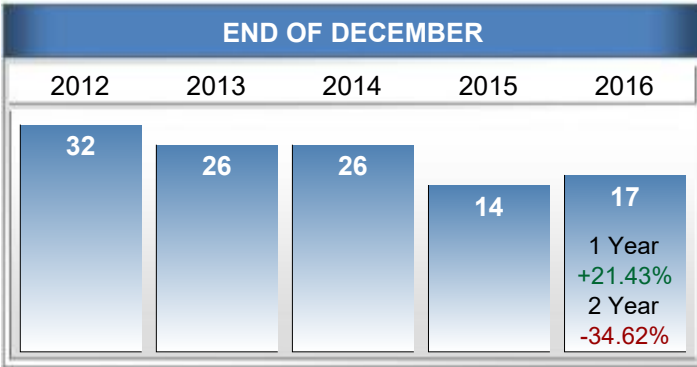
Active Inventory as of Jan 11, 2017



Active Inventory

Report Produced on: Jan 12, 2017

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



Active Inventory

Ready to Buy or Sell Real Estate?
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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	1	5.88%	17.0	0	1	0	0		
\$50,001 - \$100,000	2	11.76%	87.0	2	0	0	0		
\$100,001 - \$150,000	4	23.53%	126.0	2	2	0	0		
\$150,001 - \$150,000	0	0.00%	126.0	0	0	0	0		
\$150,001 - \$175,000	6	35.29%	70.5	4	2	0	0		
\$175,001 - \$225,000	2	11.76%	230.0	1	1	0	0		
\$225,001 and up	2	11.76%	85.5	0	2	0	0		
Total Active Inventory by Units:				17	124.0	9	8	0	0
Total Active Inventory by Volume:				2,611,150		1.23M	1.38M	0.00B	0.00B
Median Active Inventory Listing Price:				\$158,000		\$155,000	\$172,475	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

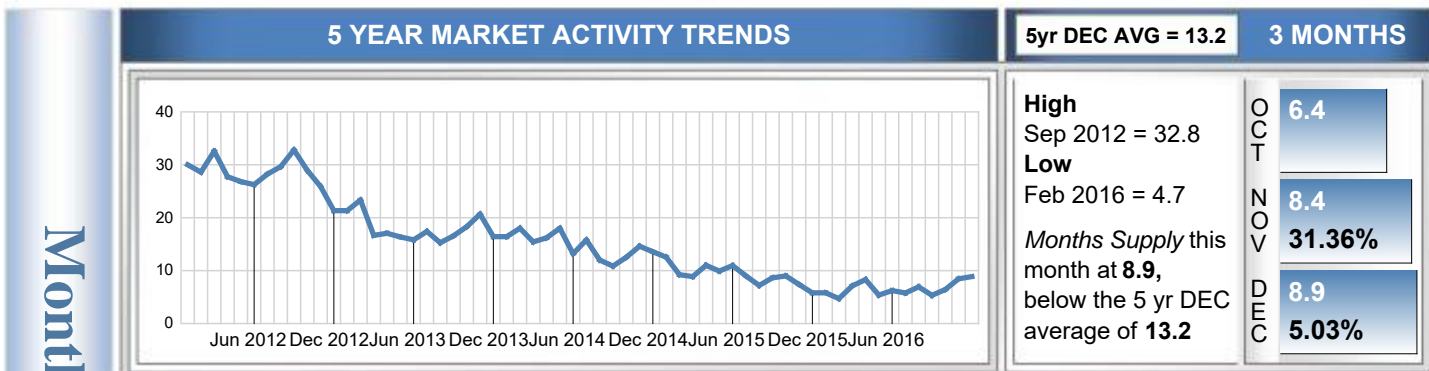
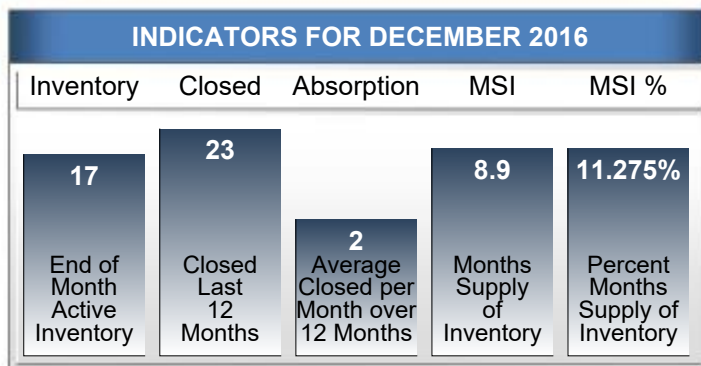
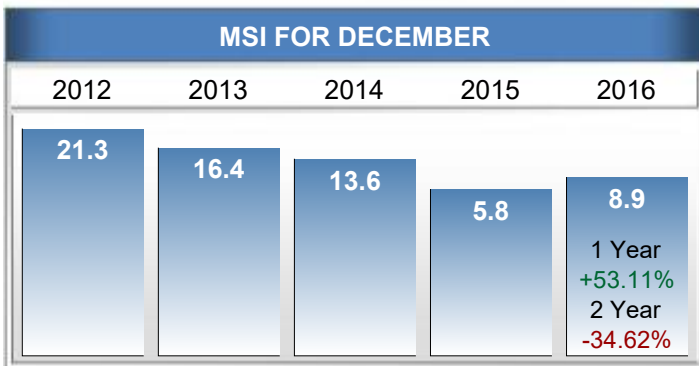
Active Inventory as of Jan 11, 2017



Months Supply of Inventory

Report Produced on: Jan 12, 2017

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Months Supply
 Ready to Buy or Sell Real Estate?
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MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	1	5.88%	3.0	0.0	6.0	0.0	0.0
\$50,001 - \$100,000	2	11.76%	12.0	12.0	0.0	0.0	0.0
\$100,001 - \$150,000	4	23.53%	4.8	4.8	4.8	0.0	0.0
\$150,001 - \$150,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$150,001 - \$175,000	6	35.29%	24.0	48.0	12.0	0.0	0.0
\$175,001 - \$225,000	2	11.76%	8.0	0.0	4.0	0.0	0.0
\$225,001 and up	2	11.76%	24.0	0.0	0.0	0.0	0.0
MSI:			8.9	10.8	8.0	0.0	0.0
Total Active Inventory:			17	9	8	0	0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

December 2016

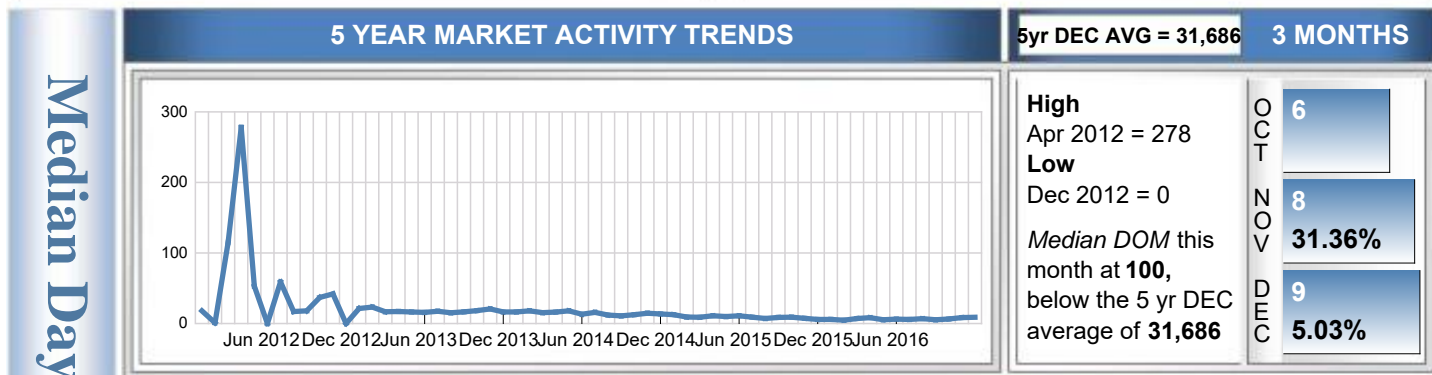
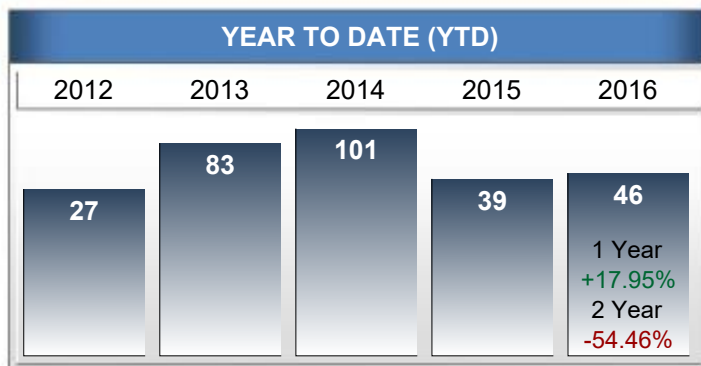
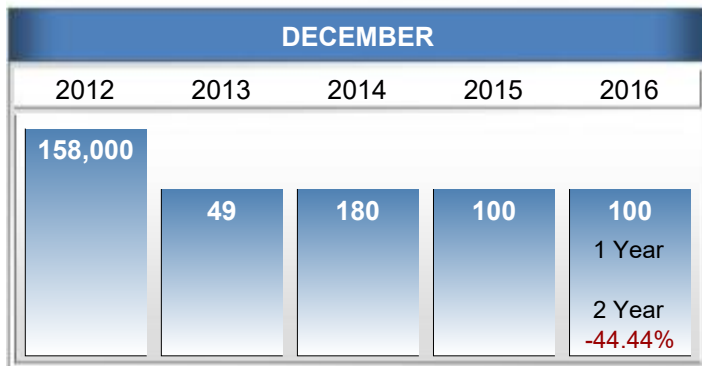
Closed Sales as of Jan 11, 2017



Median Days on Market to Sale

Report Produced on: Jan 12, 2017

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



Median Days on Market

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	0	0.00%	85.5	0.0	0.0	0.0	0.0
\$50,001 - \$100,000	0	0.00%	85.5	0.0	0.0	0.0	0.0
\$100,001 - \$150,000	0	0.00%	85.5	0.0	0.0	0.0	0.0
\$150,001 - \$150,000	0	0.00%	85.5	0.0	0.0	0.0	0.0
\$150,001 - \$175,000	0	0.00%	85.5	0.0	0.0	0.0	0.0
\$175,001 - \$225,000	0	0.00%	85.5	0.0	0.0	0.0	0.0
\$225,001 and up	0	0.00%	85.5	0.0	0.0	0.0	0.0
Median Closed DOM:	124.0			0.0	0.0	0.0	0.0
Total Closed Units:	0						
Total Closed Volume:	0			0.00B	0.00B	0.00B	0.00B



Monthly Inventory Analysis

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December 2016

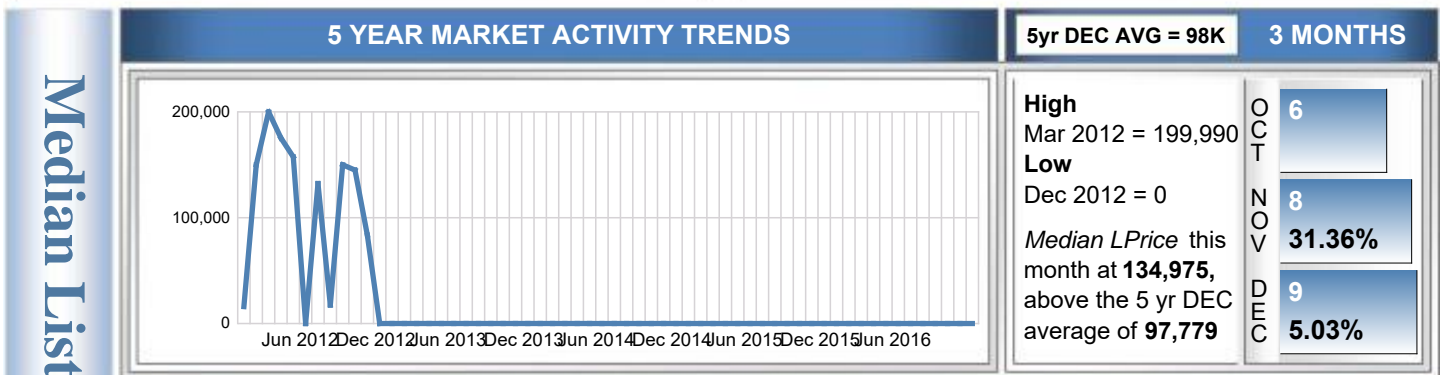
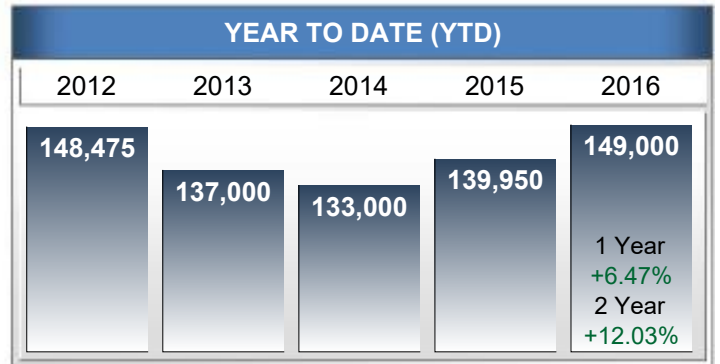
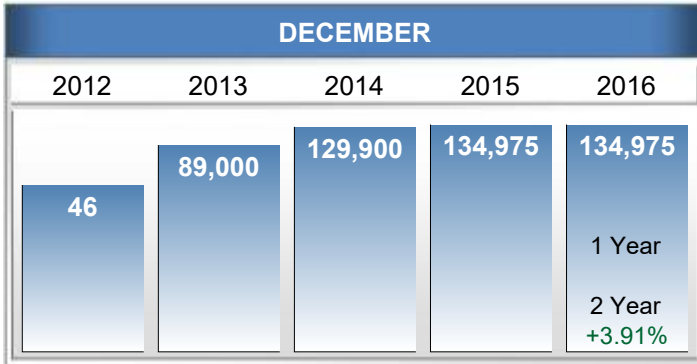
Closed Sales as of Jan 11, 2017



Median List Price at Closing

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



Median List Price

 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	0		0.00%	86	0	0	0	0
\$50,001 - \$100,000	0		0.00%	86	0	0	0	0
\$100,001 - \$150,000	0		0.00%	86	0	0	0	0
\$150,001 - \$150,000	0		0.00%	86	0	0	0	0
\$150,001 - \$170,000	0		0.00%	86	0	0	0	0
\$170,001 - \$220,000	0		0.00%	86	0	0	0	0
\$220,001 and up	0		0.00%	86	0	0	0	0
Median List Price:	\$46				\$0	\$0	\$0	\$0
Total Closed Units:	0				0.00B	0.00B	0.00B	0.00B
Total List Volume:	0							



Monthly Inventory Analysis

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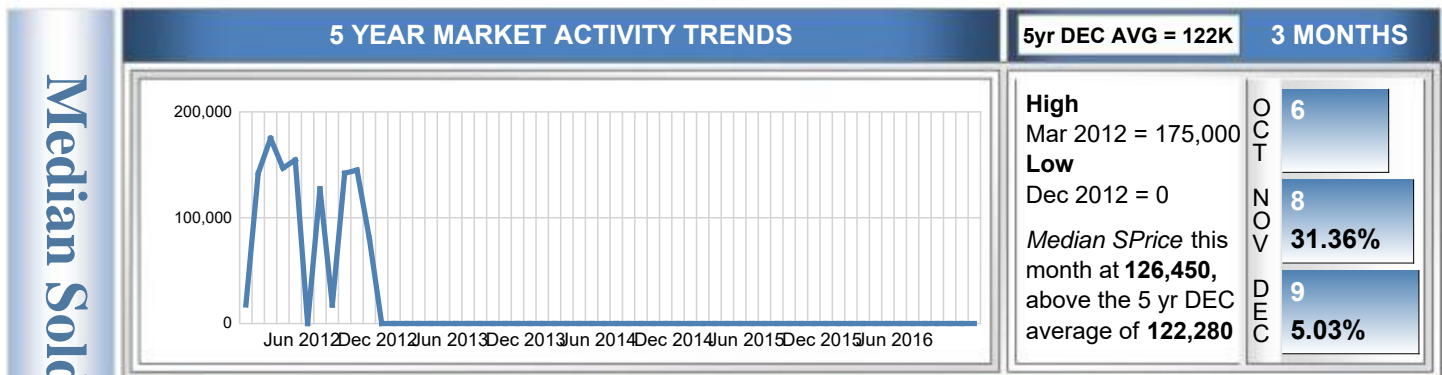
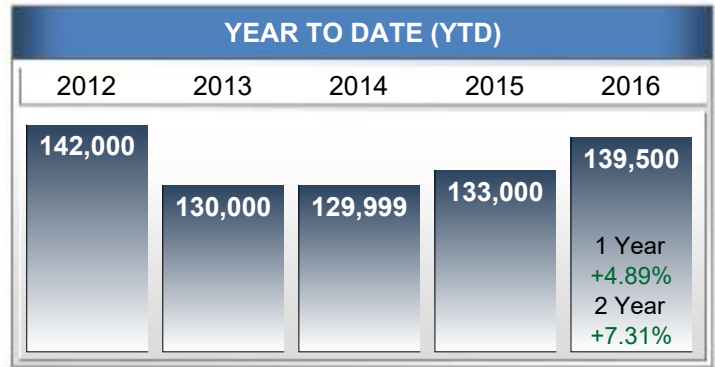
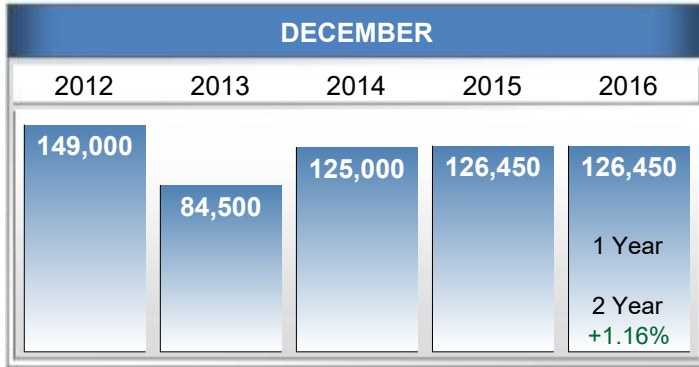
Closed Sales as of Jan 11, 2017



Median Sold Price at Closing

Report Produced on: Jan 12, 2017

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Median Sold Price

 Ready to Buy or Sell Real Estate?
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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	0		0.00%	86	0	0	0	0
\$50,001 - \$100,000	0		0.00%	86	0	0	0	0
\$100,001 - \$150,000	0		0.00%	86	0	0	0	0
\$150,001 - \$150,000	0		0.00%	86	0	0	0	0
\$150,001 - \$170,000	0		0.00%	86	0	0	0	0
\$170,001 - \$220,000	0		0.00%	86	0	0	0	0
\$220,001 and up	0		0.00%	86	0	0	0	0
Median Closed Price:	\$149,000				\$0	\$0	\$0	\$0
Total Closed Units:	0				0.00B	0.00B	0.00B	0.00B
Total Closed Volume:	0							



Monthly Inventory Analysis

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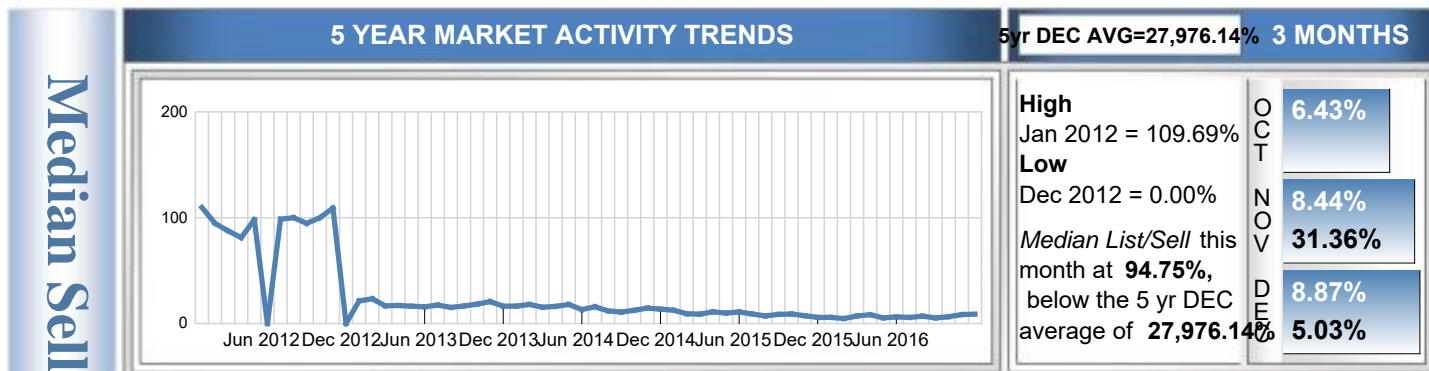
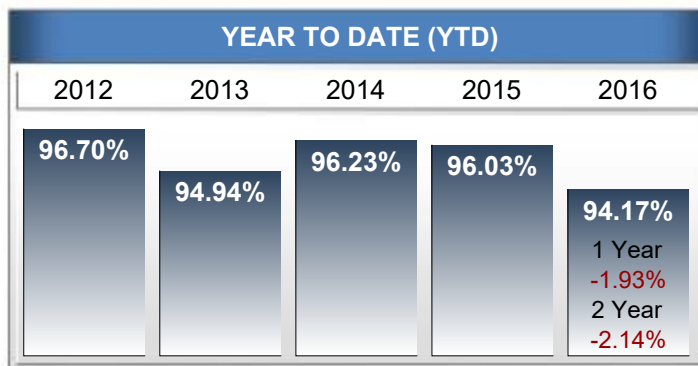
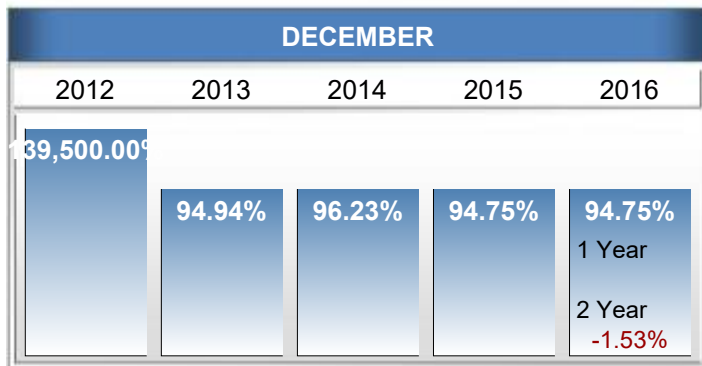
Closed Sales as of Jan 11, 2017



Median Percent of Selling Price to List Price

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Median Sell/List Price

 Ready to Buy or Sell Real Estate?
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MEDIAN S/L% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median S/L% by Price Range		%	MS/L%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	0	0.00%	85.50%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	0	0.00%	85.50%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$150,000	0	0.00%	85.50%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$150,000	0	0.00%	85.50%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$170,000	0	0.00%	85.50%	0.00%	0.00%	0.00%	0.00%
\$170,001 - \$220,000	0	0.00%	85.50%	0.00%	0.00%	0.00%	0.00%
\$220,001 and up	0	0.00%	85.50%	0.00%	0.00%	0.00%	0.00%
Median List/Sell Ratio: 0.00%				0.00%	0.00%	0.00%	0.00%
Total Closed Units: 0				0.00B	0.00B	0.00B	0.00B
Total Closed Volume: 0				0.00B	0.00B	0.00B	0.00B



Monthly Inventory Analysis

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Inventory as of Jan 11, 2017



Market Summary

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Absorption: Last 12 months, an Average of 2 Sales/Month

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	DECEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	4	0	-100.00%	29	23	-20.69%
Pending Sales	1	4	300.00%	29	24	-17.24%
New Listings	1	2	100.00%	47	46	-2.13%
Median List Price	134,975	126,450	-6.32%	139,950	149,000	6.47%
Median Sale Price	126,450	126,450	0.00%	133,000	139,500	4.89%
Median Percent of Selling Price to List Price	94.75%	0,000.00%	0,453.64%	96.03%	94.17%	-1.93%
Median Days on Market to Sale	100.00	100.00	0.00%	39.00	46.00	17.95%
Monthly Inventory	14	17	21.43%	14	17	21.43%
Months Supply of Inventory	5.79	8.87	53.11%	5.79	8.87	53.11%

