



January 2017

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

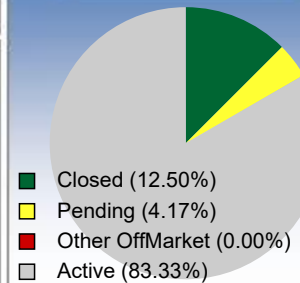


Absorption: Last 12 months, an Average of 2 Sales/Month

Active Inventory as of January 31, 2017 = **20**

	JANUARY		
	2016	2017	+/- %
Closed Sales	2	3	50.00%
Pending Sales	0	1	0.00%
New Listings	2	2	0.00%
Median List Price	98,500	159,000	61.42%
Median Sale Price	88,505	160,000	80.78%
Median Percent of Selling Price to List Price	87.66%	97.50%	11.23%
Median Days on Market to Sale	130.00	32.00	-75.38%
End of Month Inventory	15	20	33.33%
Months Supply of Inventory	5.81	10.00	72.22%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 10, 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 January 2017 rose **33.33%** to 20 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 **10.00** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **80.78%** in January 2017 to \$160,000 versus the previous year at \$88,505.

Median Days on Market Shortens

The median number of **32.00** days that homes spent on the market before selling decreased by 98.00 days or **75.38%** in January 2017 compared to last year's same month at **130.00** DOM.

Sales Success for January 2017 is Positive

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

There were 2 New Listings in January 2017, down **0.00%** from last year at 2. Furthermore, there were 3 sales this month versus last year at 2, a **50.00%** increase.

Closed versus Listed trends yielded a **150.0%** ratio, up from last year's January 2017 at **100.0%**, a **50.00%** upswing. 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

January 2017

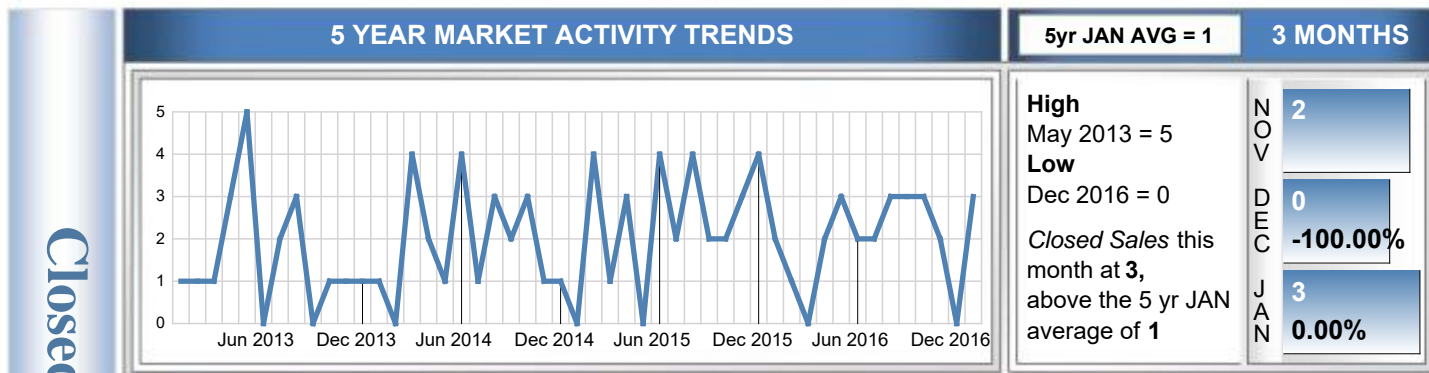
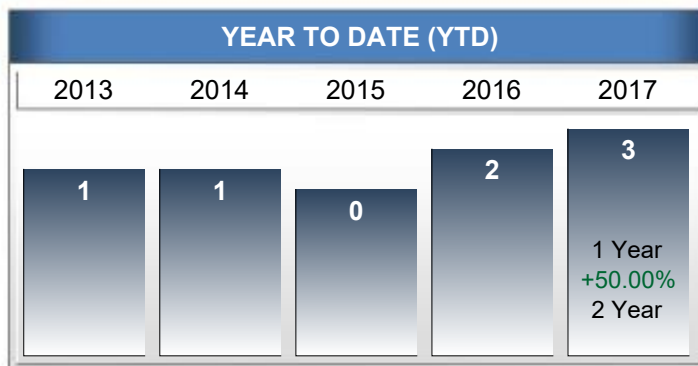
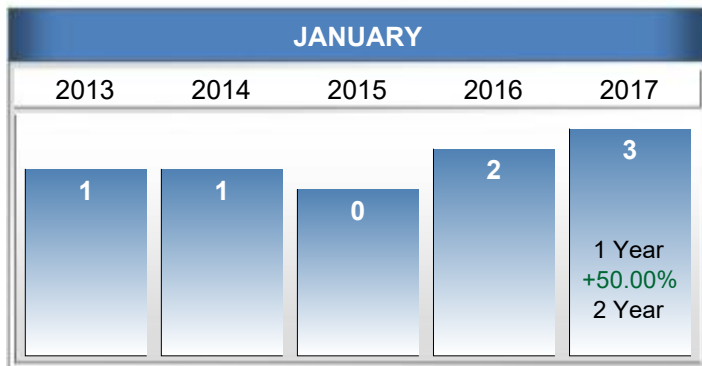
Closed Sales as of Feb 08, 2017



Closed Sales

Report Produced on: Feb 10, 2017

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



CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$125,000 and less	0	0.00%	0.0	0	0	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$150,000	1	33.33%	86.0	0	1	0	0
\$150,001 - \$150,000	0	0.00%	86.0	0	0	0	0
\$150,001 - \$175,000	1	33.33%	32.0	0	1	0	0
\$175,001 - \$175,000	0	0.00%	32.0	0	0	0	0
\$175,001 and up	1	33.33%	15.0	0	1	0	0
Total Closed Units:	3		32.0		3		
Total Closed Volume:	484,950			0.00B	484.95K	0.00B	0.00B
Median Closed Price:	\$160,000			\$0	\$160,000	\$0	\$0

Closed Sales

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

January 2017

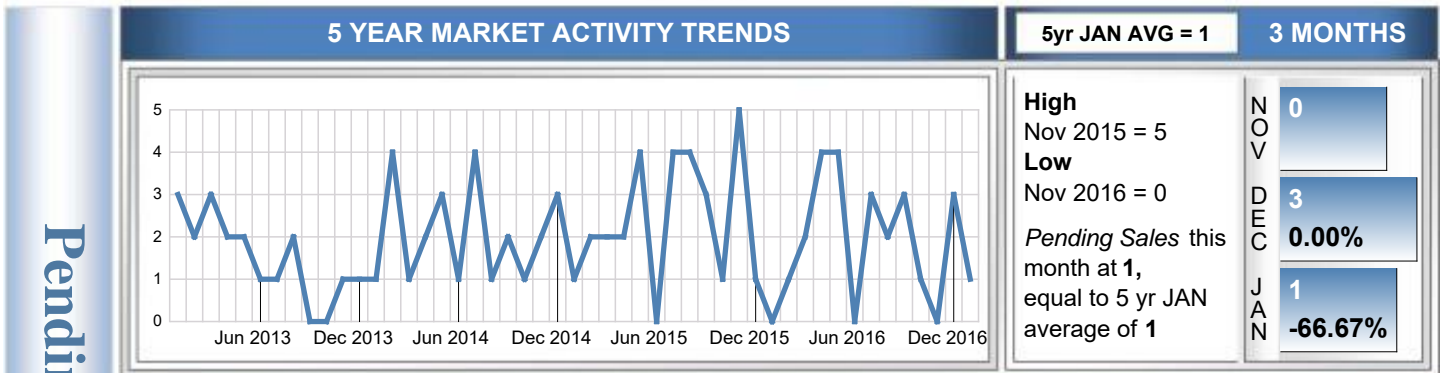
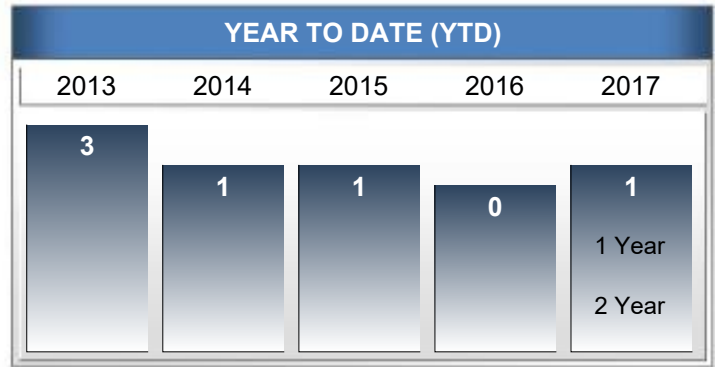
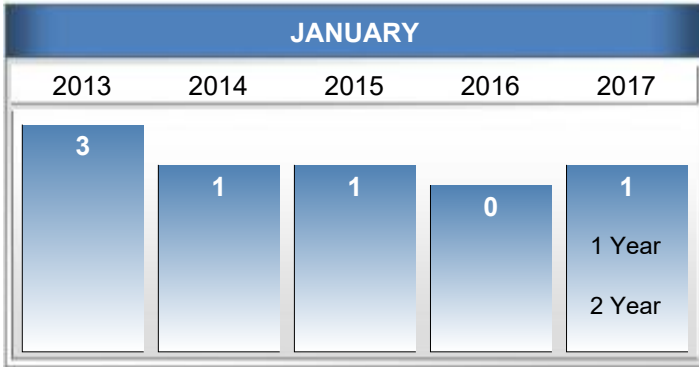
Pending Sales as of Feb 08, 2017



Pending Sales

Report Produced on: Feb 10, 2017

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



PENDING SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$150,000 and less	0	0.00%	15.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	15.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	15.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	15.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	15.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	15.0	0	0	0	0
\$150,001 and up	1	100.00%	92.0	1	0	0	0
Total Pending Units:				1			
Total Pending Volume:				164,500	164.50K	0.00B	0.00B
Median Listing Price:				\$164,500	\$164,500	\$0	\$0

Pending Sales

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Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

January 2017

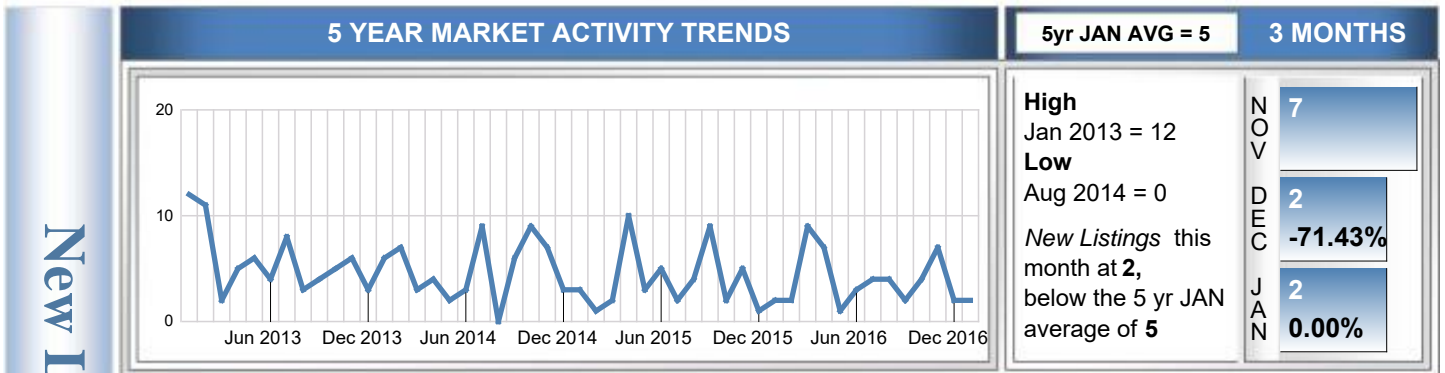
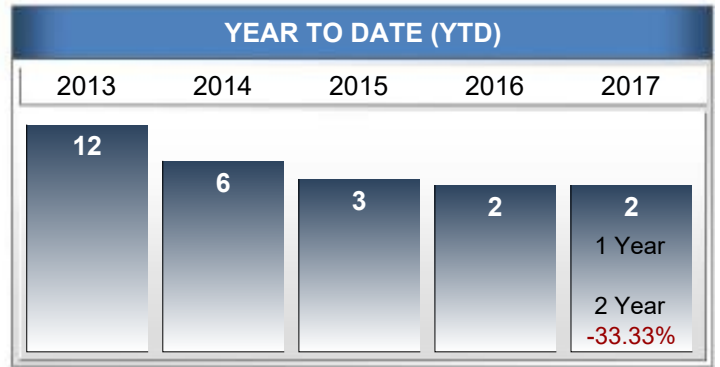
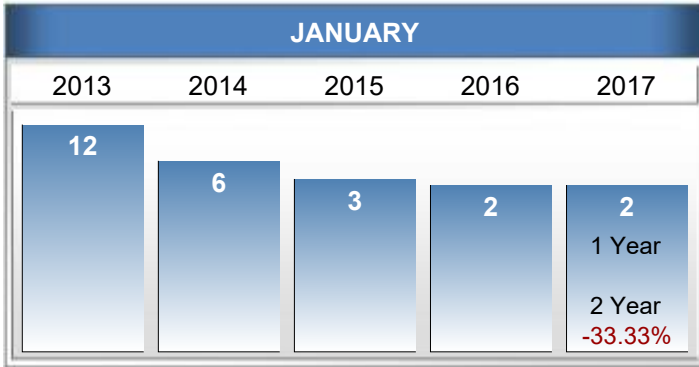
New Listings as of Feb 08, 2017



New Listings

Report Produced on: Feb 10, 2017

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



New Listings

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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+
\$30,000 and less	0	0.00%	0	0	0	0
\$30,001 - \$30,000	0	0.00%	0	0	0	0
\$30,001 - \$30,000	0	0.00%	0	0	0	0
\$30,001 - \$200,000	1	50.00%	1	0	0	0
\$200,001 - \$200,000	0	0.00%	0	0	0	0
\$200,001 - \$200,000	0	0.00%	0	0	0	0
\$200,001 and up	1	50.00%	0	1	0	0
Total New Listed Units:			1	1		
Total New Listed Volume:			34.00K	209.00K	0.00B	0.00B
Median New Listed Listing Price:			\$34,000	\$209,000	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

January 2017

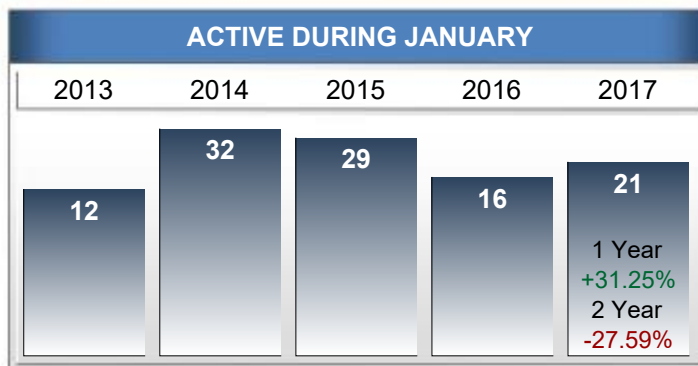
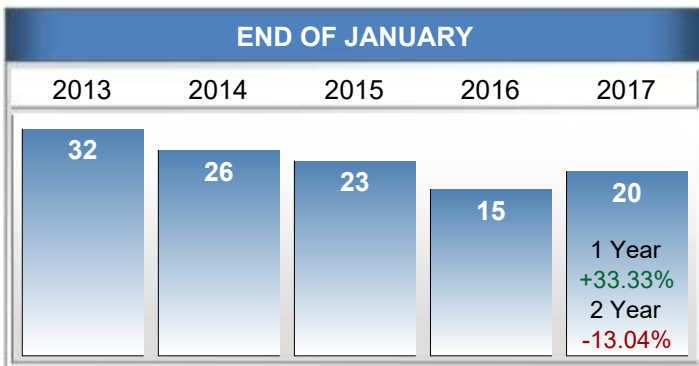
Active Inventory as of Feb 08, 2017



Active Inventory

Report Produced on: Feb 10, 2017

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



Active Inventory

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5yr JAN AVG = 23 **3 MONTHS**

High
Feb 2013 = 35

Low
Feb 2016 = 11

Inventory this month at **20**, below the 5 yr JAN average of **23**

NOV	20
DEC	19 -5.00%
JAN	20 5.26%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	2	10.00%	26.0	1	1	0	0		
\$50,001 - \$100,000	2	10.00%	118.0	2	0	0	0		
\$100,001 - \$125,000	3	15.00%	155.0	2	1	0	0		
\$125,001 - \$150,000	2	10.00%	176.5	1	1	0	0		
\$150,001 - \$175,000	6	30.00%	93.0	3	3	0	0		
\$175,001 - \$225,000	3	15.00%	230.0	1	2	0	0		
\$225,001 and up	2	10.00%	116.5	0	2	0	0		
Total Active Inventory by Units:				20	102.0	10	10	0	0
Total Active Inventory by Volume:				2,998,050		1.23M	1.76M	0.00B	0.00B
Median Active Inventory Listing Price:				\$156,500		\$129,200	\$173,250	\$0	\$0



Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

January 2017

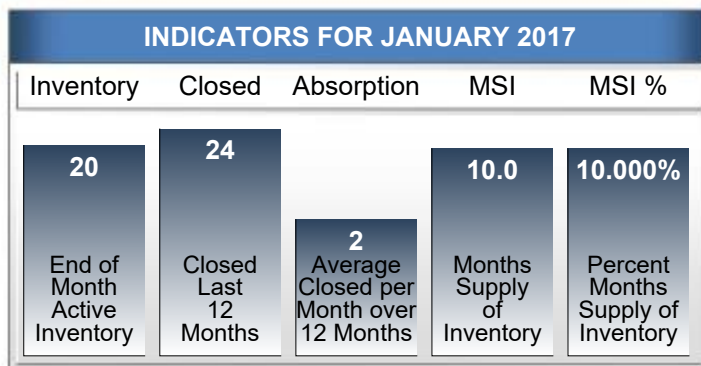
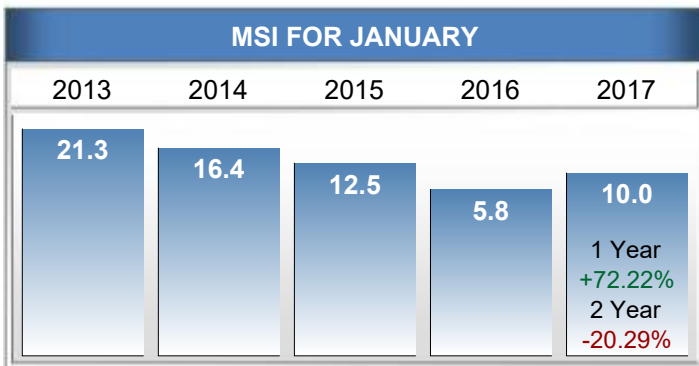
Active Inventory as of Feb 08, 2017



Months Supply of Inventory

Report Produced on: Feb 10, 2017

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



Months Supply

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5yr JAN AVG = 13.2		3 MONTHS	
High	Feb 2013 = 23.3	N O V	8.9
Low	Feb 2016 = 4.7	D E C	9.9
Months Supply this month at 10.0 , below the 5 yr JAN average of 13.2		J A N	10.0
			0.88%

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	2	10.00%	8.0	12.0	6.0	0.0	0.0
\$50,001 - \$100,000	2	10.00%	12.0	12.0	0.0	0.0	0.0
\$100,001 - \$125,000	3	15.00%	9.0	8.0	12.0	0.0	0.0
\$125,001 - \$150,000	2	10.00%	4.0	6.0	3.0	0.0	0.0
\$150,001 - \$175,000	6	30.00%	18.0	36.0	12.0	0.0	0.0
\$175,001 - \$225,000	3	15.00%	9.0	0.0	6.0	0.0	0.0
\$225,001 and up	2	10.00%	24.0	0.0	0.0	0.0	0.0
MSI:			10.0	13.3	8.6	0.0	0.0
Total Active Inventory:			20	10	10	0	0



Monthly Inventory Analysis

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January 2017

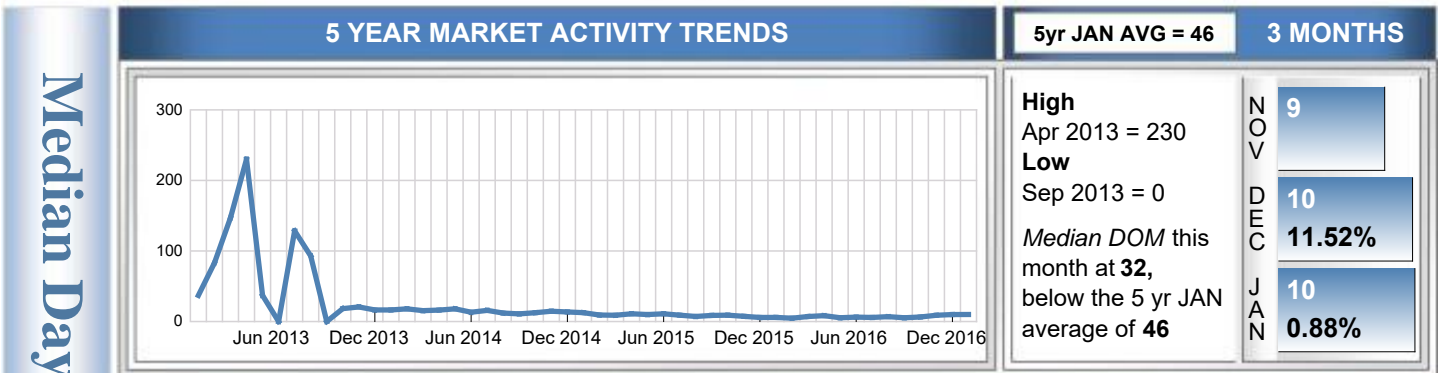
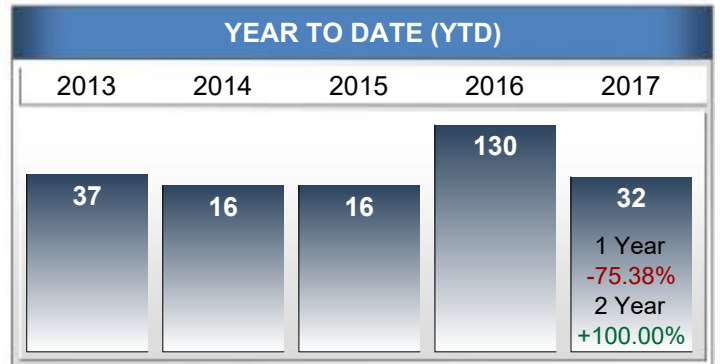
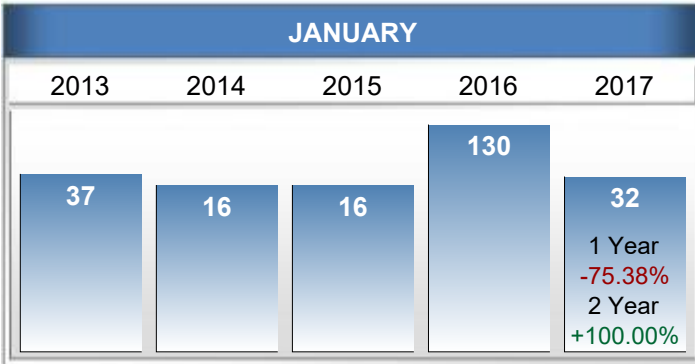
Closed Sales as of Feb 08, 2017



Median Days on Market to Sale

Report Produced on: Feb 10, 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?
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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+
\$125,000 and less	0	0.00%	116.5	0.0	0.0	0.0	0.0
\$125,001 - \$125,000	0	0.00%	116.5	0.0	0.0	0.0	0.0
\$125,001 - \$150,000	1	33.33%	86.0	0.0	86.0	0.0	0.0
\$150,001 - \$150,000	0	0.00%	86.0	0.0	0.0	0.0	0.0
\$150,001 - \$175,000	1	33.33%	32.0	0.0	32.0	0.0	0.0
\$175,001 - \$175,000	0	0.00%	32.0	0.0	0.0	0.0	0.0
\$175,001 and up	1	33.33%	15.0	0.0	15.0	0.0	0.0
Median Closed DOM:	32.0			0.0	32.0	0.0	0.0
Total Closed Units:	3				3		
Total Closed Volume:	484,950			0.00B	484.95K	0.00B	0.00B



Monthly Inventory Analysis

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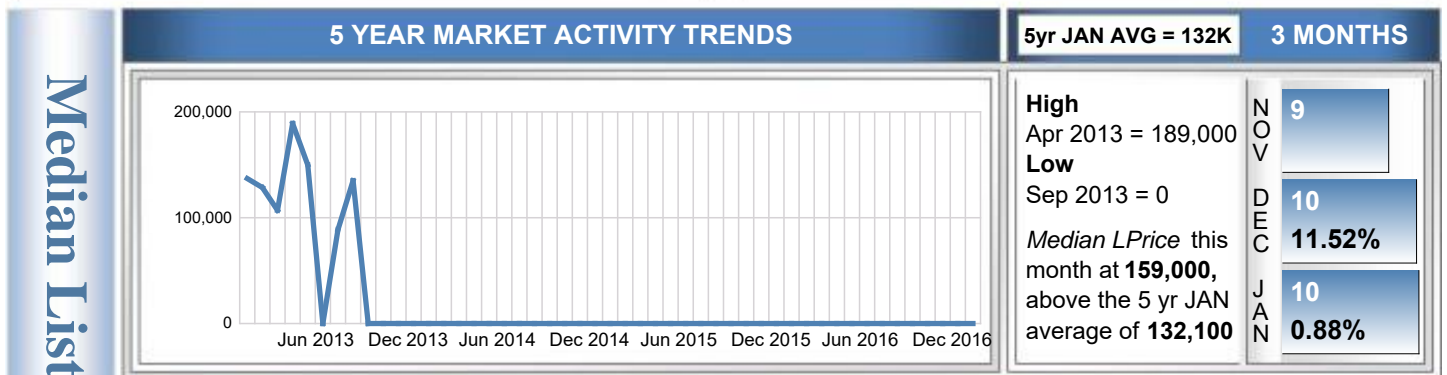
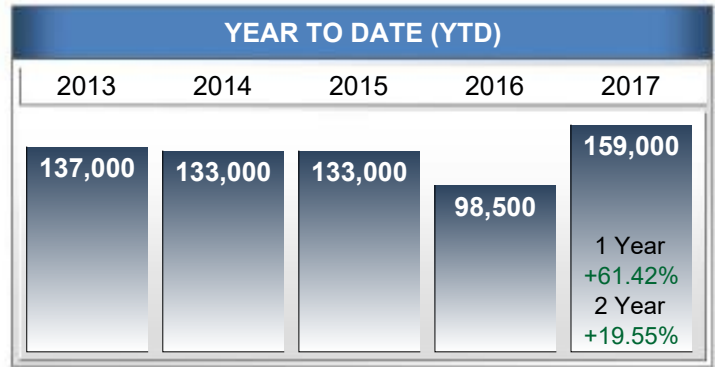
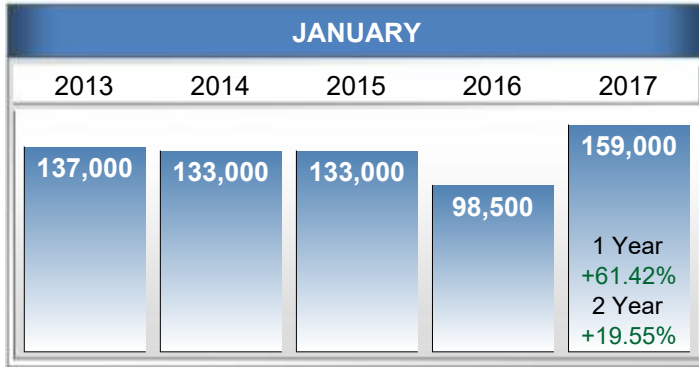
Closed Sales as of Feb 08, 2017



Median List Price at Closing

Report Produced on: Feb 10, 2017

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?
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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+
\$125,000 and less	0		0.00%	15	0	0	0	0
\$125,001 - \$125,000	0		0.00%	15	0	0	0	0
\$125,001 - \$150,000	1		33.33%	139,950	0	139,950	0	0
\$150,001 - \$150,000	0		0.00%	139,950	0	0	0	0
\$150,001 - \$175,000	1		33.33%	159,000	0	159,000	0	0
\$175,001 - \$175,000	0		0.00%	159,000	0	0	0	0
\$175,001 and up	1		33.33%	199,950	0	199,950	0	0
Median List Price:		\$159,000			\$0	\$159,000	\$0	\$0
Total Closed Units:		3				3		
Total List Volume:		498,900			0.00B	498.90K	0.00B	0.00B



Monthly Inventory Analysis

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January 2017

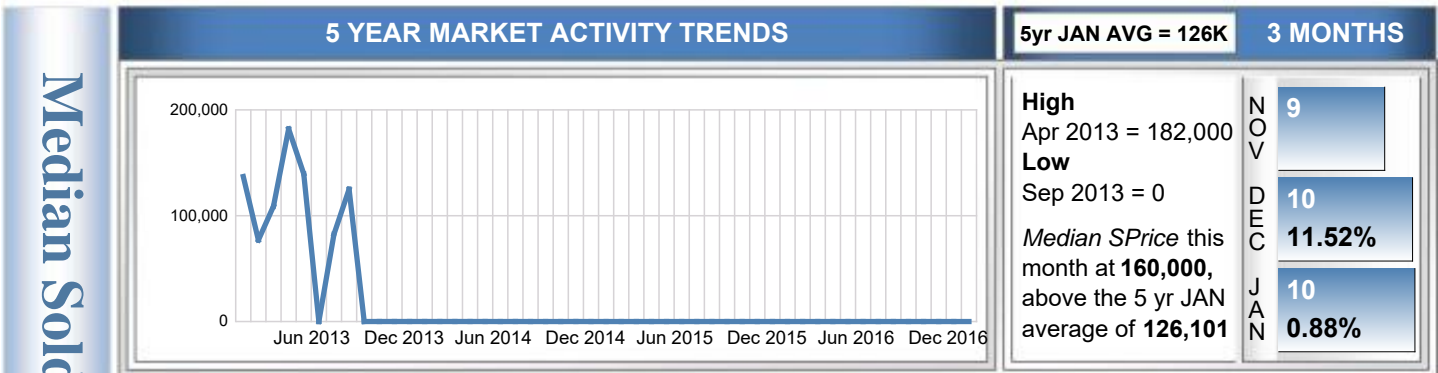
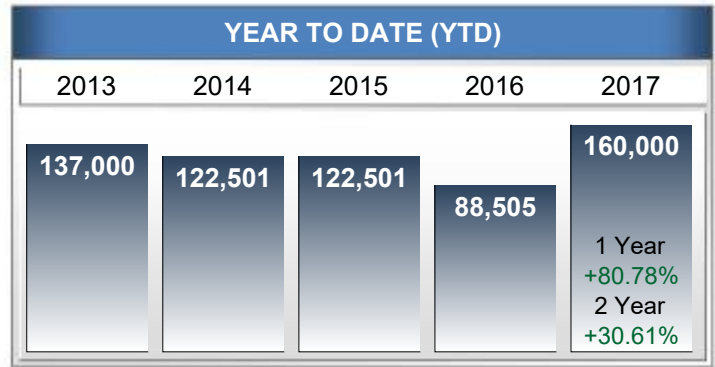
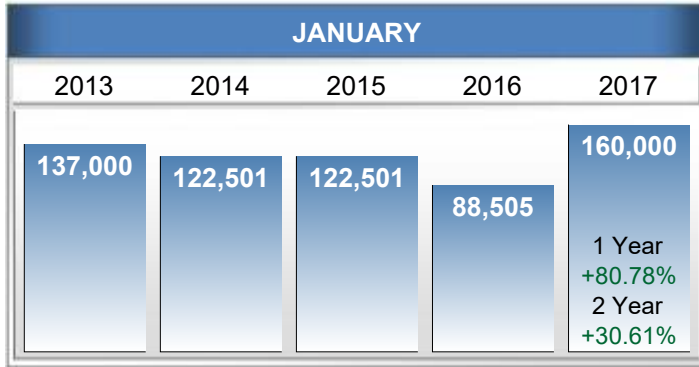
Closed Sales as of Feb 08, 2017



Median Sold Price at Closing

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Median Sold Price

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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+
\$125,000 and less	0		0.00%	199,950	0	0	0	0
\$125,001 - \$125,000	0		0.00%	199,950	0	0	0	0
\$125,001 - \$150,000	1		33.33%	130,000	0	130,000	0	0
\$150,001 - \$150,000	0		0.00%	130,000	0	0	0	0
\$150,001 - \$175,000	1		33.33%	160,000	0	160,000	0	0
\$175,001 - \$175,000	0		0.00%	160,000	0	0	0	0
\$175,001 and up	1		33.33%	194,950	0	194,950	0	0
Median Closed Price:	\$160,000				\$0	\$160,000	\$0	\$0
Total Closed Units:	3				0.00B	484.95K	0.00B	0.00B
Total Closed Volume:	484,950				0.00B	484.95K	0.00B	0.00B



Monthly Inventory Analysis

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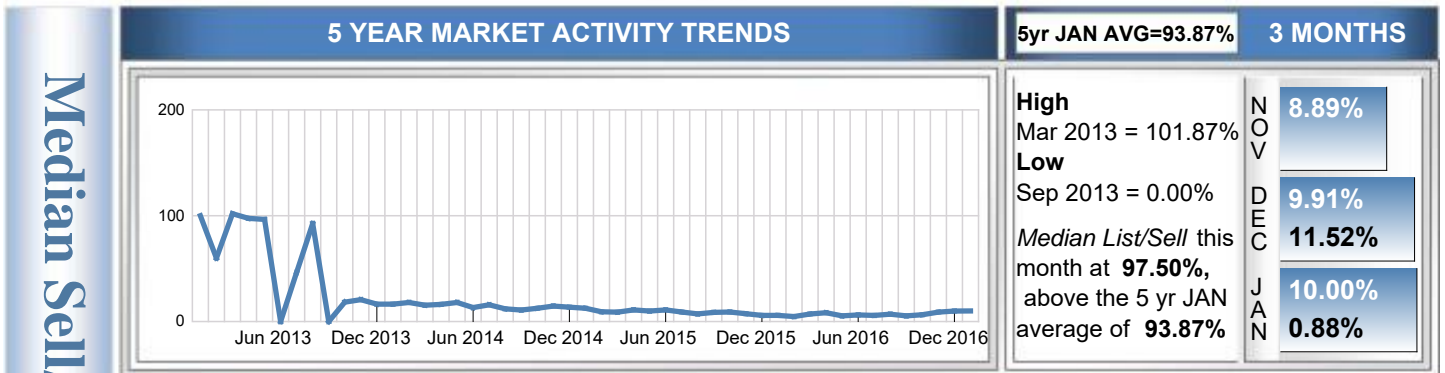
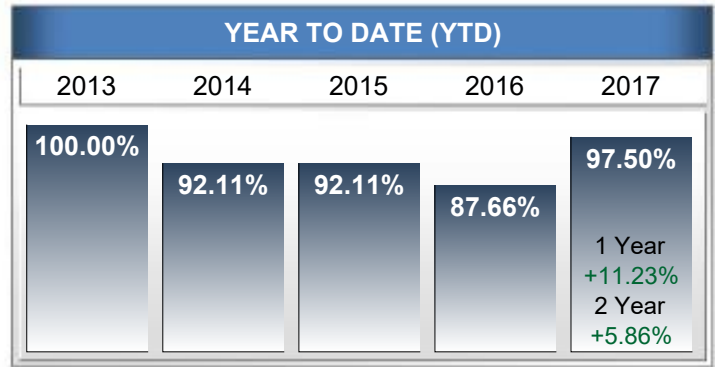
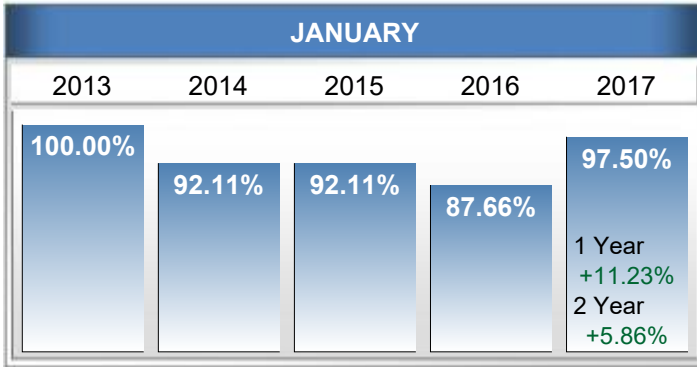
Closed Sales as of Feb 08, 2017



Median Percent of Selling Price to List Price

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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+
\$125,000 and less	0	0.00%	950.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$125,000	0	0.00%	950.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$150,000	1	33.33%	92.89%	0.00%	92.89%	0.00%	0.00%
\$150,001 - \$150,000	0	0.00%	92.89%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$175,000	1	33.33%	100.63%	0.00%	100.63%	0.00%	0.00%
\$175,001 - \$175,000	0	0.00%	100.63%	0.00%	0.00%	0.00%	0.00%
\$175,001 and up	1	33.33%	97.50%	0.00%	97.50%	0.00%	0.00%
Median List/Sell Ratio: 97.50%				0.00%	97.50%	0.00%	0.00%
Total Closed Units: 3					3		
Total Closed Volume: 484,950				0.00B	484.95K	0.00B	0.00B



Monthly Inventory Analysis

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January 2017

Inventory as of Feb 08, 2017



Market Summary

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

Active Inventory as of January 31, 2017 = 20

	JANUARY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	2	3	50.00%	2	3	50.00%
Pending Sales	0	1	0.00%	0	1	0.00%
New Listings	2	2	0.00%	2	2	0.00%
Median List Price	98,500	159,000	61.42%	98,500	159,000	61.42%
Median Sale Price	88,505	160,000	80.78%	88,505	160,000	80.78%
Median Percent of Selling Price to List Price	87.66%	97.50%	11.23%	87.66%	97.50%	11.23%
Median Days on Market to Sale	130.00	32.00	-75.38%	130.00	32.00	-75.38%
Monthly Inventory	15	20	33.33%	15	20	33.33%
Months Supply of Inventory	5.81	10.00	72.22%	5.81	10.00	72.22%

