



# February 2017

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

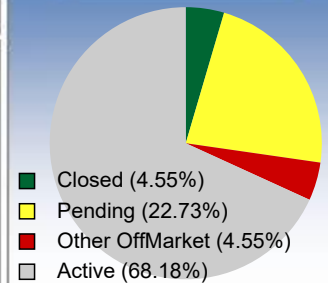


**Absorption:** Last 12 months, an Average of 2 Sales/Month

**Active Inventory** as of February 28, 2017 = 15

	FEBRUARY		
	2016	2017	+/- %
Closed Sales	1	1	0.00%
Pending Sales	1	5	400.00%
New Listings	2	2	0.00%
Median List Price	150,000	164,500	9.67%
Median Sale Price	140,000	162,500	16.07%
Median Percent of Selling Price to List Price	93.33%	98.78%	5.84%
Median Days on Market to Sale	46.00	93.00	102.17%
End of Month Inventory	11	15	36.36%
Months Supply of Inventory	4.71	7.50	59.09%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Mar 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 February 2017 rose **36.36%** to 15 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 **7.50** 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 **16.07%** in February 2017 to \$162,500 versus the previous year at \$140,000.

### Median Days on Market Lengthens

The median number of **93.00** days that homes spent on the market before selling increased by 47.00 days or **102.17%** in February 2017 compared to last year's same month at **46.00** DOM.

### Sales Success for February 2017 is Positive

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

There were 2 New Listings in February 2017, down **0.00%** from last year at 2. Furthermore, there were 1 sales this month versus last year at 1, a **0.00%** decrease.

Closed versus Listed trends yielded a **50.0%** ratio, down from last year's February 2017 at **50.0%**, a **0.00%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

<b>Closed Sales</b>	<b>1</b>
<b>Pending Sales</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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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

## February 2017

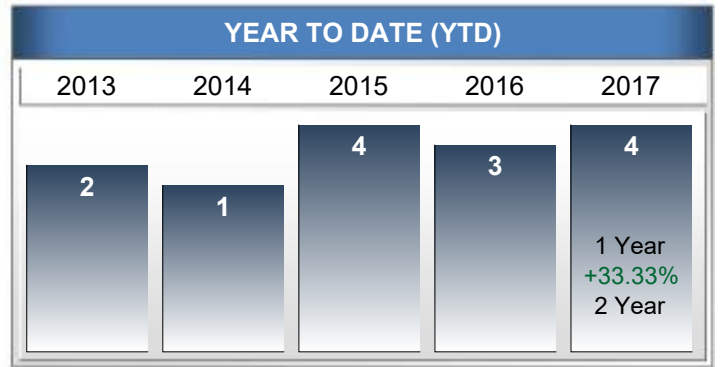
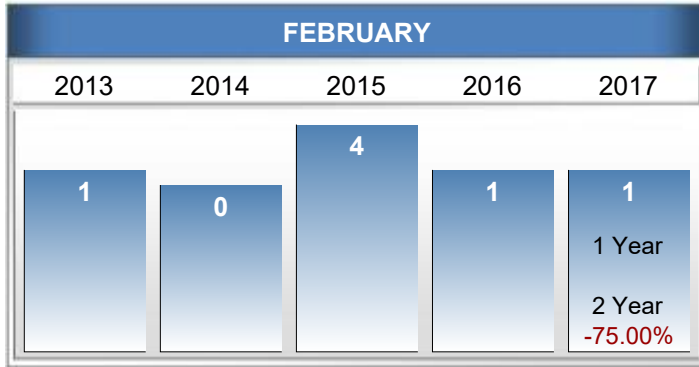
Closed Sales as of Mar 09, 2017



### Closed Sales

Report Produced on: Mar 10, 2017

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



**5yr FEB AVG = 1**      **3 MONTHS**

**High**  
May 2013 = 5  
**Low**  
Dec 2016 = 0

Closed Sales this month at 1, equal to 5 yr FEB average of 1

D E C	0
J A N	3
F E B	1

**0.00%**  
**-66.67%**

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+
\$150,000 and less	0	0.00%	0.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 and up	1	100.00%	93.0	1	0	0	0
Total Closed Units: 1				93.0			
Total Closed Volume: 162,500				162.50K	0.00B	0.00B	0.00B
Median Closed Price: \$162,500				\$162,500	\$0	\$0	\$0



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## February 2017

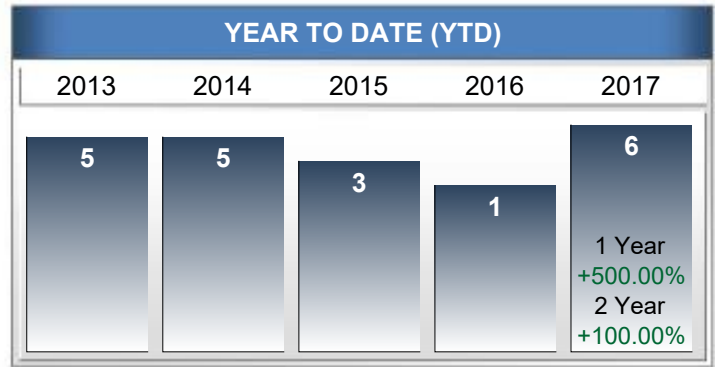
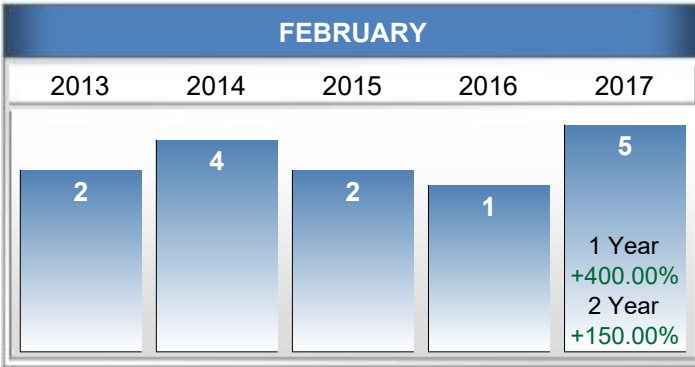
Pending Sales as of Mar 09, 2017



### Pending Sales

Report Produced on: Mar 10, 2017

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



Pending Sales  
Ready to Buy or Sell Real Estate?  
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<b>5yr FEB AVG = 3</b>	<b>3 MONTHS</b>																		
<b>High</b> Feb 2017 = 5 <b>Low</b> Nov 2016 = 0 <i>Pending Sales</i> this month at <b>5</b> , above the 5 yr FEB average of <b>3</b>	<table border="1"> <tr> <td>D</td> <td>3</td> </tr> <tr> <td>E</td> <td>1</td> </tr> <tr> <td>C</td> <td>-66.67%</td> </tr> <tr> <td>J</td> <td>5</td> </tr> <tr> <td>A</td> <td>400.00%</td> </tr> <tr> <td>N</td> <td></td> </tr> <tr> <td>F</td> <td></td> </tr> <tr> <td>E</td> <td></td> </tr> <tr> <td>B</td> <td></td> </tr> </table>	D	3	E	1	C	-66.67%	J	5	A	400.00%	N		F		E		B	
D	3																		
E	1																		
C	-66.67%																		
J	5																		
A	400.00%																		
N																			
F																			
E																			
B																			

#### PENDING SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Sales by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	0	0.00%	93.0	0	0	0	0
\$30,001 \$70,000	1	20.00%	20.0	1	0	0	0
\$70,001 \$70,000	0	0.00%	20.0	0	0	0	0
\$70,001 \$170,000	2	40.00%	44.0	2	0	0	0
\$170,001 \$170,000	0	0.00%	44.0	0	0	0	0
\$170,001 \$230,000	1	20.00%	105.0	0	1	0	0
\$230,001 and up	1	20.00%	73.0	0	1	0	0
Total Pending Units: 5				73.0	3	2	
Total Pending Volume: 649,900				243.40K	406.50K	0.00B	0.00B
Median Listing Price: \$136,900				\$72,500	\$203,250	\$0	\$0



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## February 2017

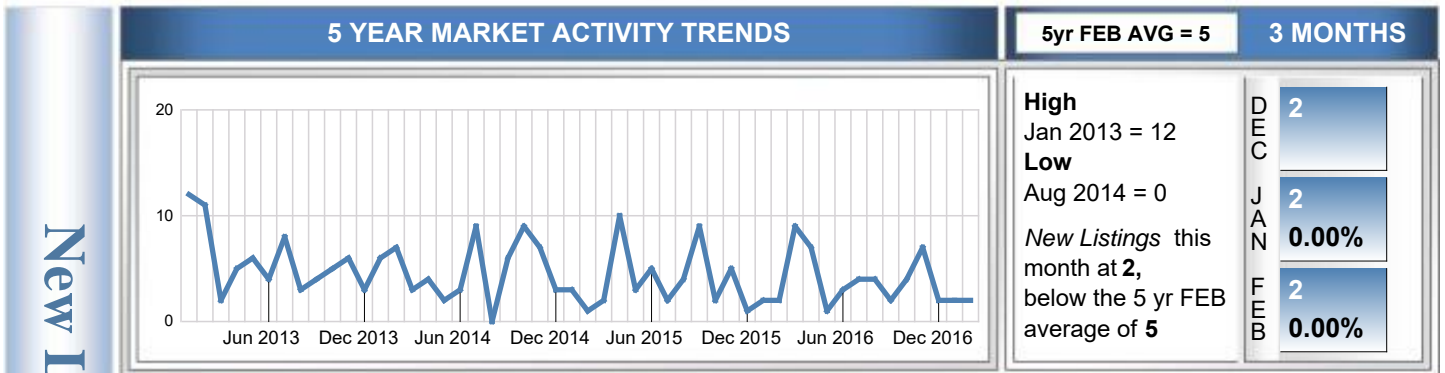
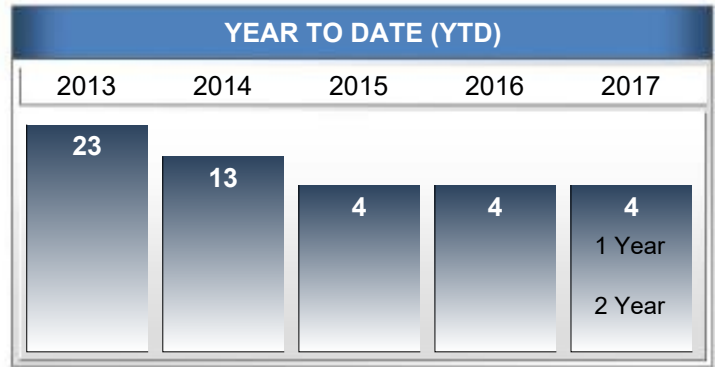
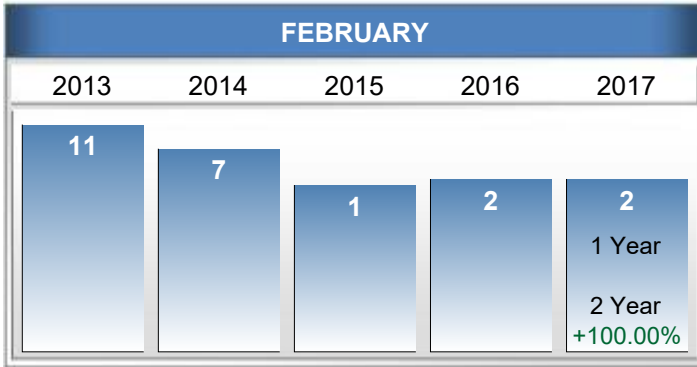
New Listings as of Mar 09, 2017



### New Listings

Report Produced on: Mar 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+
\$70,000 and less	0	0.00%	0	0	0	0
\$70,001 - \$70,000	0	0.00%	0	0	0	0
\$70,001 - \$70,000	0	0.00%	0	0	0	0
\$70,001 - \$140,000	1	50.00%	1	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0
\$140,001 - \$140,000	0	0.00%	0	0	0	0
\$140,001 and up	1	50.00%	1	0	0	0
Total New Listed Units:			2			
Total New Listed Volume:			222,000	0.00B	0.00B	0.00B
Median New Listed Listing Price:			\$111,000	\$0	\$0	\$0



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## February 2017

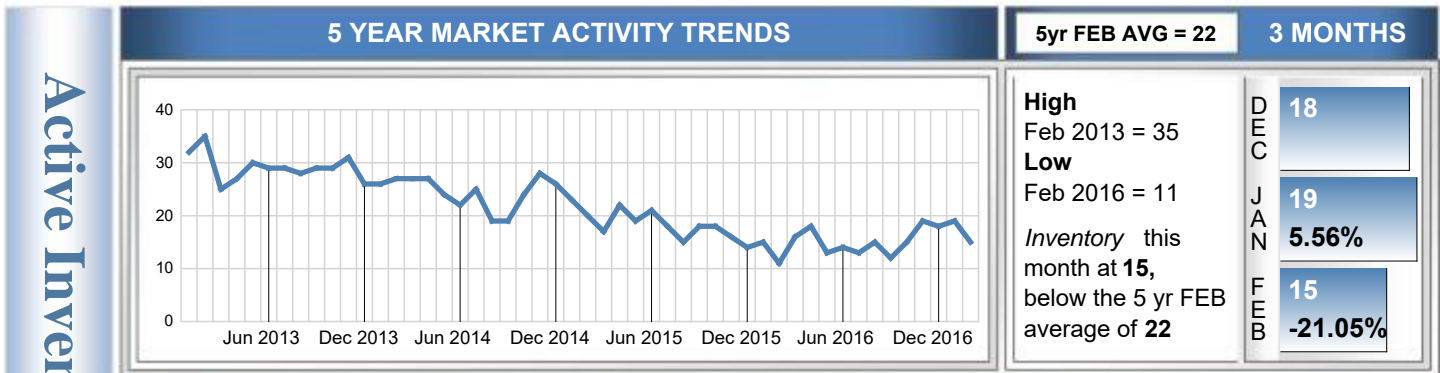
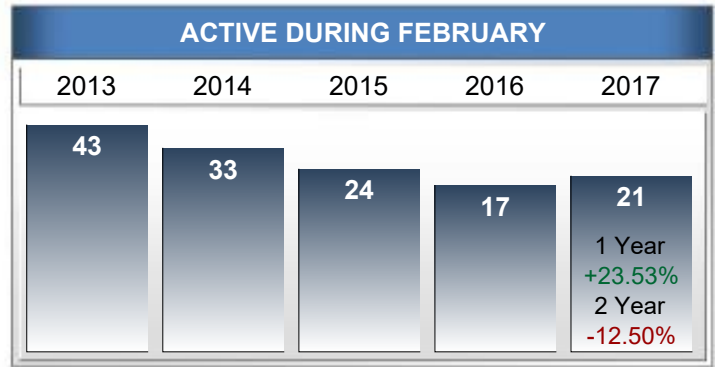
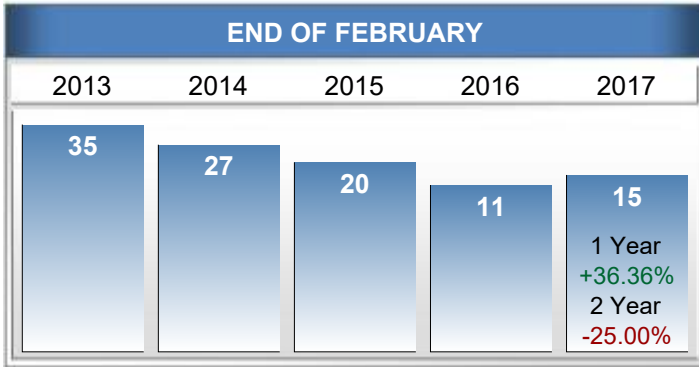
Active Inventory as of Mar 09, 2017



### Active Inventory

Report Produced on: Mar 10, 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+		
\$60,000 and less	1	6.67%	76.0	0	1	0	0		
\$60,001 - \$110,000	2	13.33%	146.0	2	0	0	0		
\$110,001 - \$120,000	1	6.67%	187.0	1	0	0	0		
\$120,001 - \$160,000	4	26.67%	130.0	3	1	0	0		
\$160,001 - \$180,000	3	20.00%	330.0	1	2	0	0		
\$180,001 - \$200,000	2	13.33%	289.0	1	1	0	0		
\$200,001 and up	2	13.33%	119.5	0	2	0	0		
Total Active Inventory by Units:				15	183.0	8	7	0	0
Total Active Inventory by Volume:				2,248,150	1.05M	1.20M	0.00B	0.00B	
Median Active Inventory Listing Price:				\$150,000	\$135,500	\$175,000	\$0	\$0	



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## February 2017

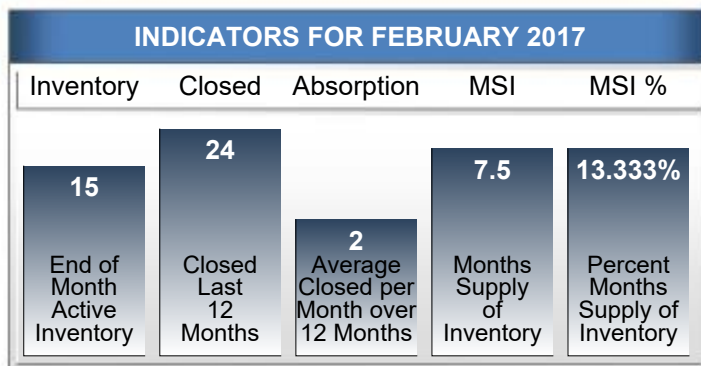
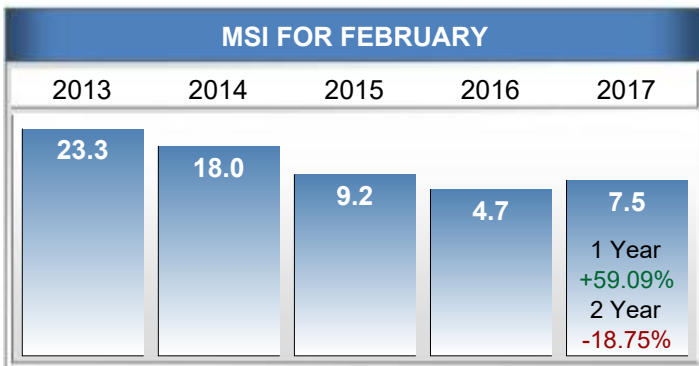
Active Inventory as of Mar 09, 2017



### Months Supply of Inventory

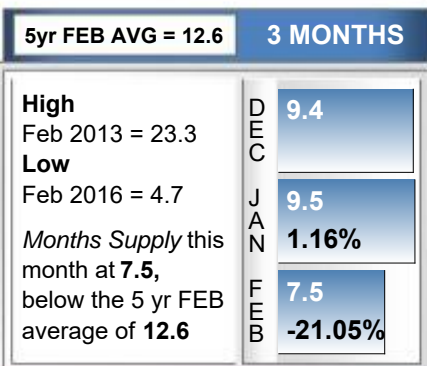
Report Produced on: Mar 10, 2017

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



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+
\$60,000 and less	1	6.67%	4.0	0.0	6.0	0.0	0.0
\$60,001 - \$110,000	2	13.33%	8.0	8.0	0.0	0.0	0.0
\$110,001 - \$120,000	1	6.67%	12.0	12.0	0.0	0.0	0.0
\$120,001 - \$160,000	4	26.67%	4.8	9.0	2.0	0.0	0.0
\$160,001 - \$180,000	3	20.00%	9.0	12.0	8.0	0.0	0.0
\$180,001 - \$200,000	2	13.33%	12.0	0.0	6.0	0.0	0.0
\$200,001 and up	2	13.33%	24.0	0.0	0.0	0.0	0.0
<b>MSI:</b>			<b>7.5</b>	<b>9.6</b>	<b>6.5</b>	<b>0.0</b>	<b>0.0</b>
<b>Total Active Inventory:</b>			<b>15</b>	<b>8</b>	<b>7</b>	<b>0</b>	<b>0</b>



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## February 2017

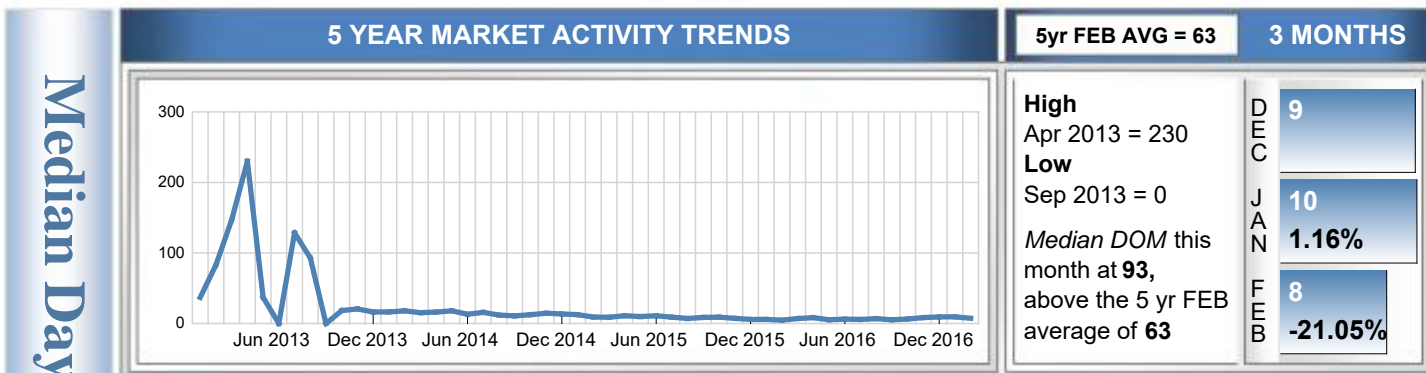
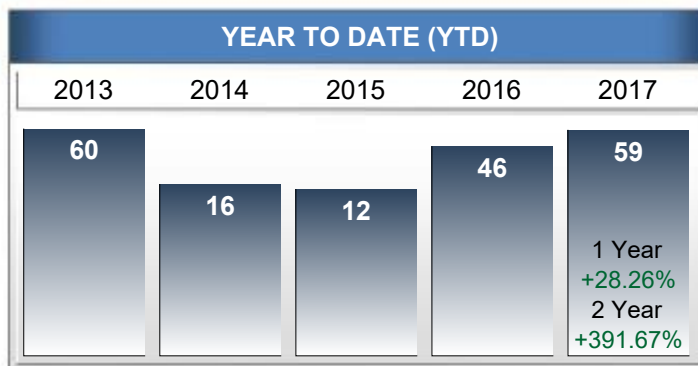
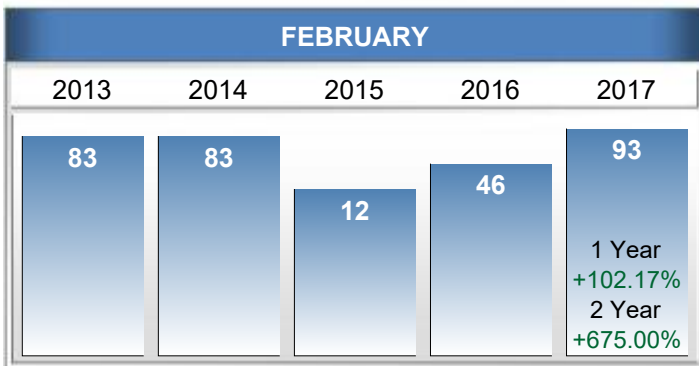
Closed Sales as of Mar 09, 2017



### Median Days on Market to Sale

Report Produced on: Mar 10, 2017

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



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+
\$150,000 and less	0	0.00%	119.5	0.0	0.0	0.0	0.0
\$150,001 - \$150,000	0	0.00%	119.5	0.0	0.0	0.0	0.0
\$150,001 - \$150,000	0	0.00%	119.5	0.0	0.0	0.0	0.0
\$150,001 - \$150,000	0	0.00%	119.5	0.0	0.0	0.0	0.0
\$150,001 - \$150,000	0	0.00%	119.5	0.0	0.0	0.0	0.0
\$150,001 - \$150,000	0	0.00%	119.5	0.0	0.0	0.0	0.0
\$150,001 and up	1	100.00%	93.0	93.0	0.0	0.0	0.0
Median Closed DOM:	93.0			93.0	0.0	0.0	0.0
Total Closed Units:	1			1	0.0	0.0	0.0
Total Closed Volume:	162,500			162.50K	0.00B	0.00B	0.00B



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## February 2017

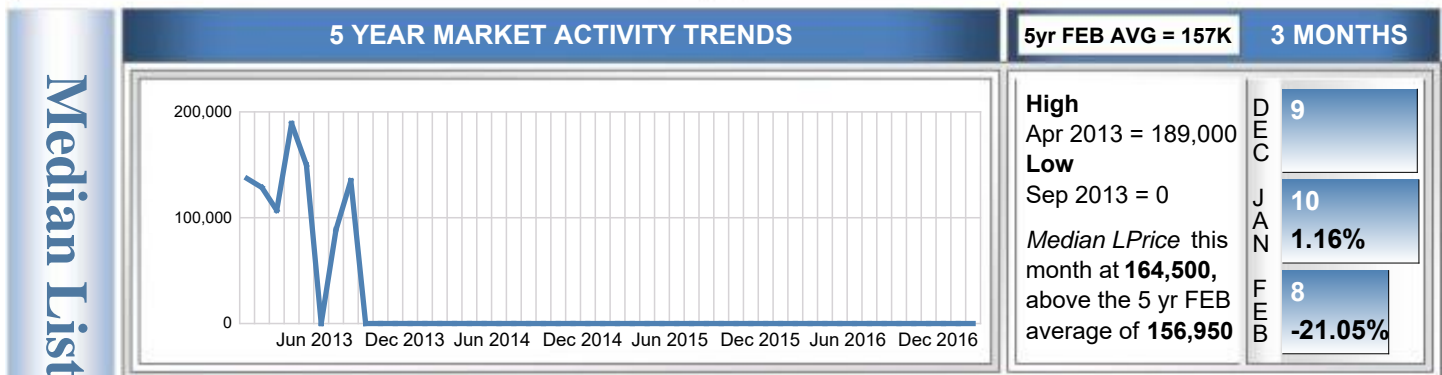
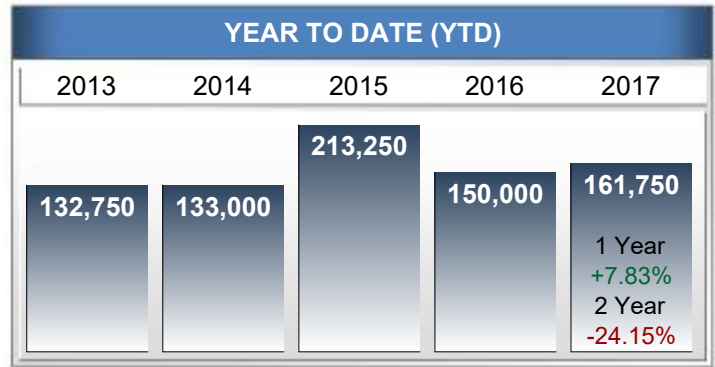
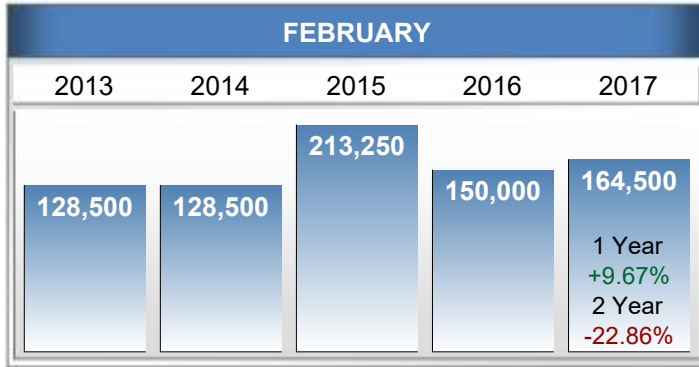
Closed Sales as of Mar 09, 2017



### Median List Price at Closing

Report Produced on: Mar 10, 2017

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



#### 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+
\$150,000 and less	0		0.00%	93	0	0	0	0
\$150,001 - \$150,000	0		0.00%	93	0	0	0	0
\$150,001 - \$150,000	0		0.00%	93	0	0	0	0
\$150,001 - \$150,000	0		0.00%	93	0	0	0	0
\$150,001 - \$150,000	0		0.00%	93	0	0	0	0
\$150,001 - \$150,000	0		0.00%	93	0	0	0	0
\$150,001 and up	1		100.00%	164,500	164,500	0	0	0
Median List Price:	\$164,500				\$164,500	\$0	\$0	\$0
Total Closed Units:	1				1	0	0	0
Total List Volume:	164,500				164.50K	0.00B	0.00B	0.00B

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 Contact an experienced REALTOR





# Monthly Inventory Analysis

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## February 2017

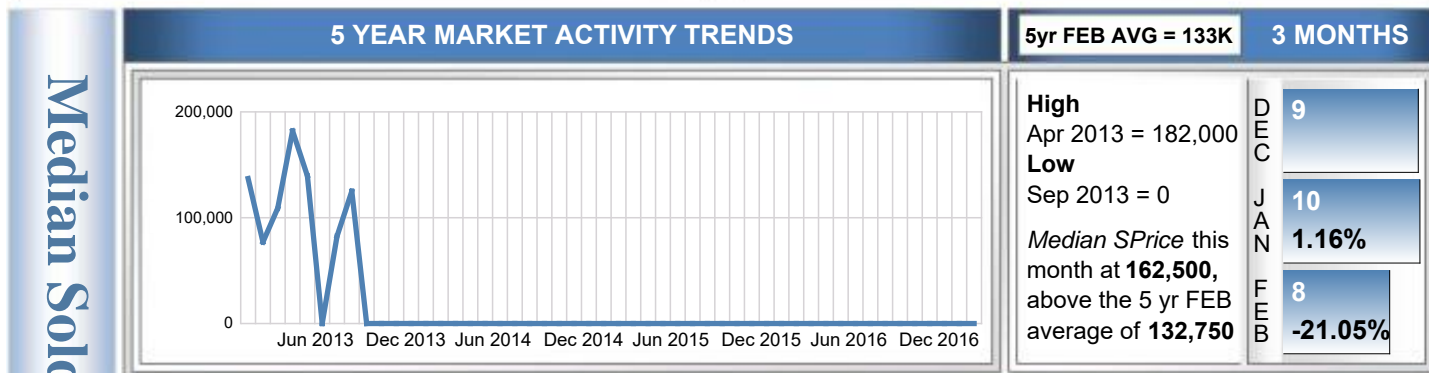
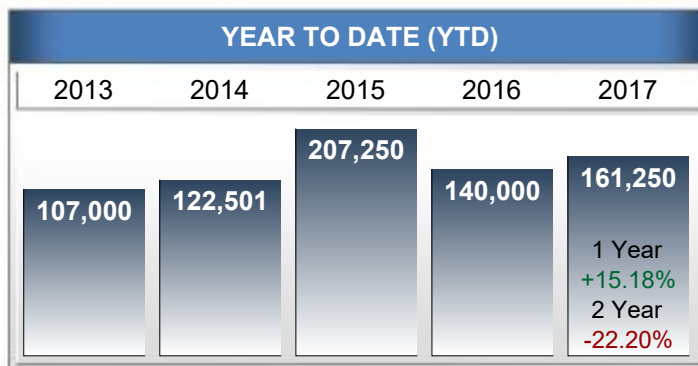
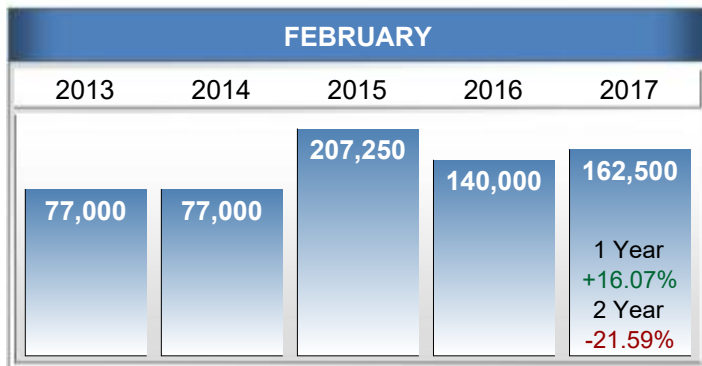
Closed Sales as of Mar 09, 2017



### Median Sold Price at Closing

Report Produced on: Mar 10, 2017

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



**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+
\$150,000 and less	0		0.00%	164,500	0	0	0	0
\$150,001 - \$150,000	0		0.00%	164,500	0	0	0	0
\$150,001 - \$150,000	0		0.00%	164,500	0	0	0	0
\$150,001 - \$150,000	0		0.00%	164,500	0	0	0	0
\$150,001 - \$150,000	0		0.00%	164,500	0	0	0	0
\$150,001 - \$150,000	0		0.00%	164,500	0	0	0	0
\$150,001 and up	1		100.00%	162,500	162,500	0	0	0
Median Closed Price:		\$162,500			\$162,500	\$0	\$0	\$0
Total Closed Units:		1			1			
Total Closed Volume:		162,500			162.50K	0.00B	0.00B	0.00B



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

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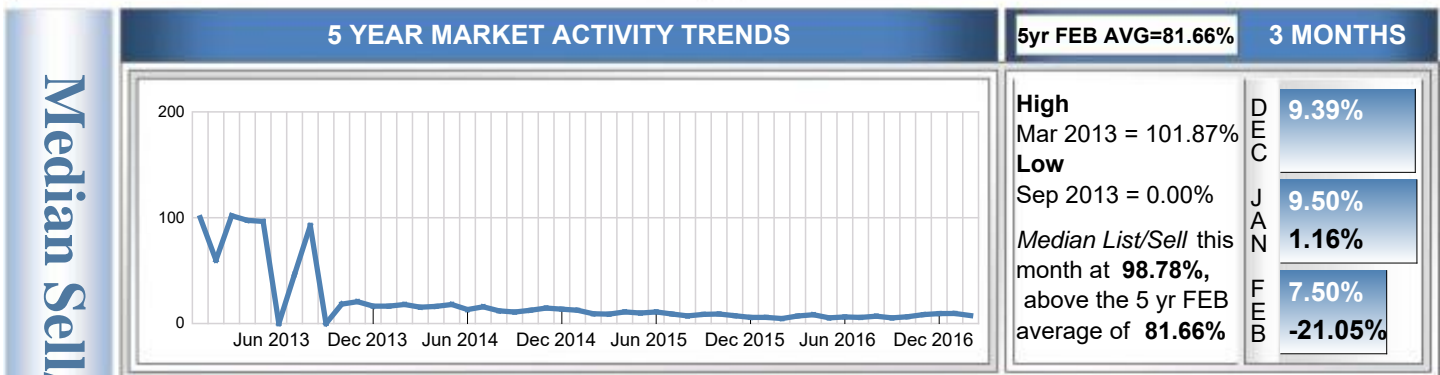
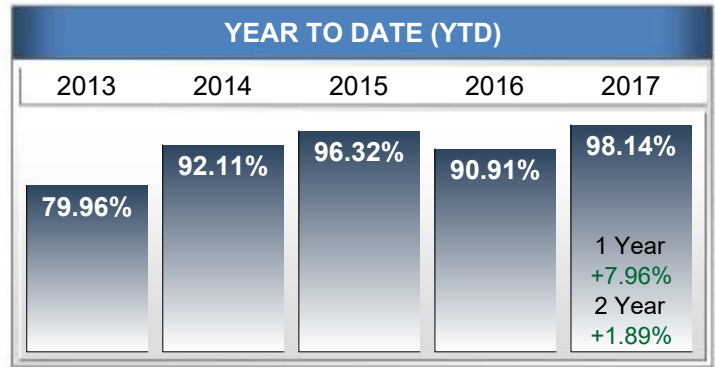
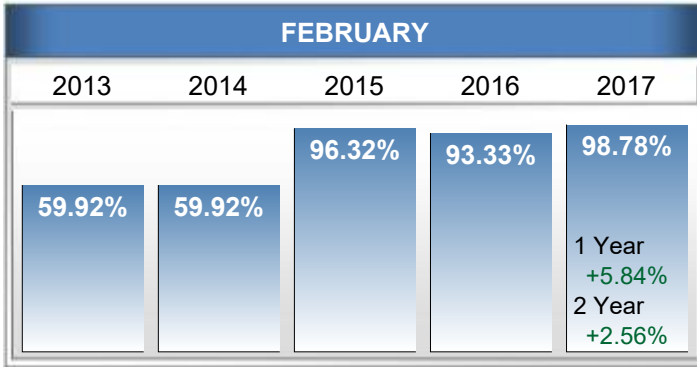
Closed Sales as of Mar 09, 2017



### Median Percent of Selling Price to List Price

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**Median Sell/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+
\$150,000 and less	0	0.06%	500.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 \$150,000	0	0.06%	500.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 \$150,000	0	0.06%	500.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 \$150,000	0	0.06%	500.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 \$150,000	0	0.06%	500.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 \$150,000	0	0.06%	500.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 and up	1	100.00%	98.78%	98.78%	0.00%	0.00%	0.00%
Median List/Sell Ratio: 98.78%				98.78%	0.00%	0.00%	0.00%
Total Closed Units: 1				1			
Total Closed Volume: 162,500				162.50K	0.00B	0.00B	0.00B



# Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

## February 2017

Inventory as of Mar 09, 2017



### Market Summary

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

**Active Inventory** as of February 28, 2017 = 15

	FEBRUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	1	1	0.00%	3	4	33.33%
Pending Sales	1	5	400.00%	1	6	500.00%
New Listings	2	2	0.00%	4	4	0.00%
Median List Price	150,000	164,500	9.67%	150,000	161,750	7.83%
Median Sale Price	140,000	162,500	16.07%	140,000	161,250	15.18%
Median Percent of Selling Price to List Price	93.33%	98.78%	5.84%	90.91%	98.14%	7.96%
Median Days on Market to Sale	46.00	93.00	102.17%	46.00	59.00	28.26%
Monthly Inventory	11	15	36.36%	11	15	36.36%
Months Supply of Inventory	4.71	7.50	59.09%	4.71	7.50	59.09%

