



March 2017

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

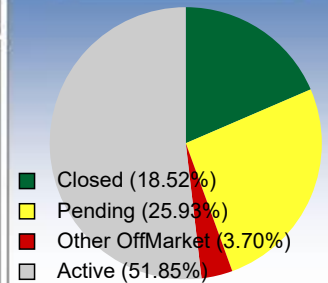


Absorption: Last 12 months, an Average of 2 Sales/Month

Active Inventory as of March 31, 2017 = **14**

	MARCH		
	2016	2017	+/- %
Closed Sales	0	5	0.00%
Pending Sales	2	7	250.00%
New Listings	9	6	-33.33%
Median List Price	0	136,900	0.00%
Median Sale Price	0	130,000	0.00%
Median Percent of Selling Price to List Price	13,000,000.00%	95.00%	-100.00%
Median Days on Market to Sale	130,000.00	82.00	-99.94%
End of Month Inventory	16	14	-12.50%
Months Supply of Inventory	7.11	5.79	-18.53%

Market Activity



Report Produced on: Apr 10, 2017

Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2017 decreased **12.50%** to 14 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 **5.79** 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 March 2017 to \$130,000 versus the previous year at \$0.

Median Days on Market Shortens

The median number of **82.00** days that homes spent on the market before selling decreased by 129,918.00 days or **99.94%** in March 2017 compared to last year's same month at **130,000.00** DOM.

Sales Success for March 2017 is Positive

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

There were 6 New Listings in March 2017, down **33.33%** from last year at 9. Furthermore, there were 5 sales this month versus last year at 0, a **0.00%** decrease.

Closed versus Listed trends yielded a **83.3%** ratio, down from last year's March 2017 at **0.0%**, a **0.00%** downswing. This will certainly create pressure on a decreasing 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

March 2017

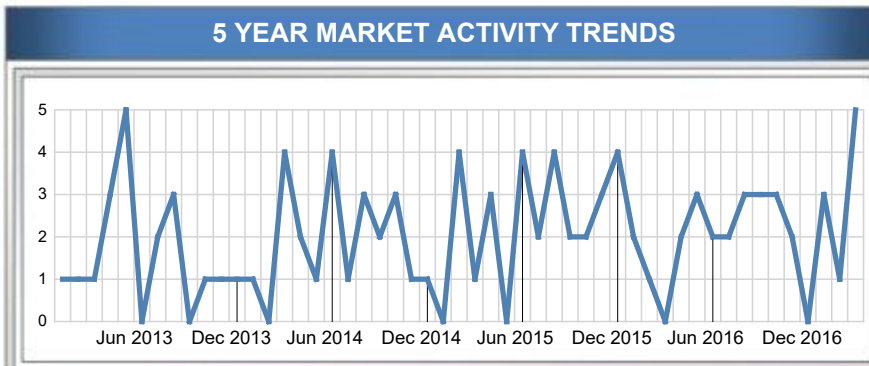
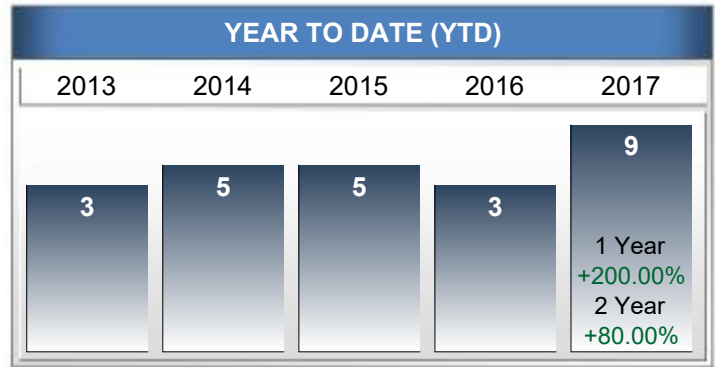
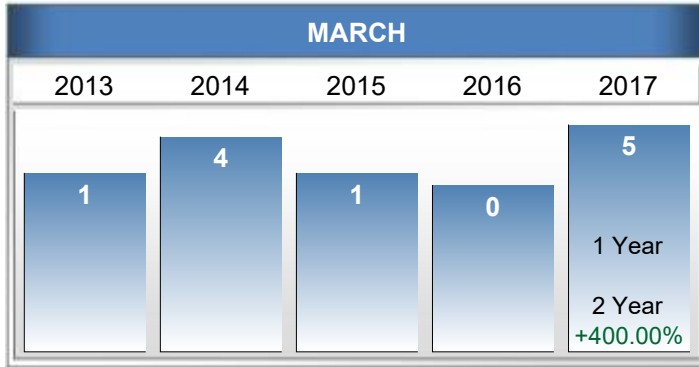
Closed Sales as of Apr 09, 2017



Closed Sales

Report Produced on: Apr 10, 2017

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



5yr MAR AVG = 2 **3 MONTHS**

High
Mar 2017 = 5

Low
Dec 2016 = 0

Closed Sales this month at **5**, above the 5 yr MAR average of **2**

JAN	3
FEB	1
MAR	5

-66.67%

400.00%

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+
\$30,000 and less	0	0.00%	0.0	0	0	0	0
\$30,001 \$40,000	1	20.00%	21.0	1	0	0	0
\$40,001 \$40,000	0	0.00%	21.0	0	0	0	0
\$40,001 \$140,000	2	40.00%	85.0	1	1	0	0
\$140,001 \$140,000	0	0.00%	85.0	0	0	0	0
\$140,001 \$210,000	1	20.00%	140.0	1	0	0	0
\$210,001 and up	1	20.00%	74.0	0	1	0	0
Total Closed Units:	5		82.0	3	2		
Total Closed Volume:	571,000			310.50K	260.50K	0.00B	0.00B
Median Closed Price:	\$130,000			\$130,000	\$130,250	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

March 2017

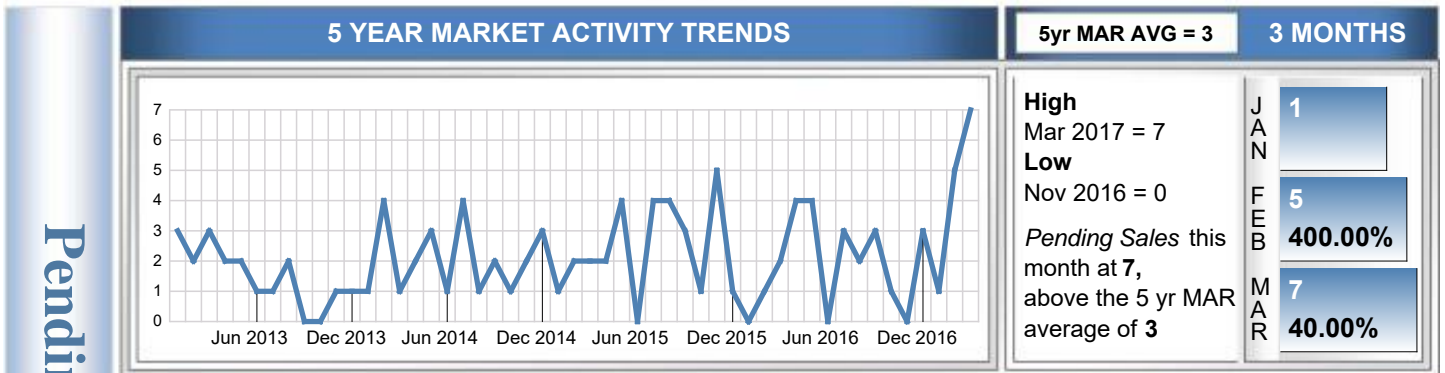
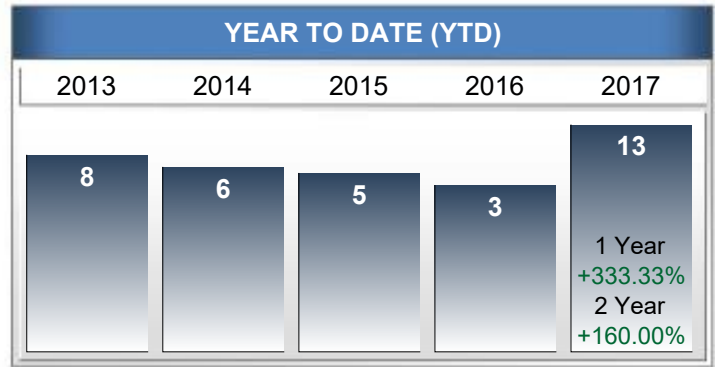
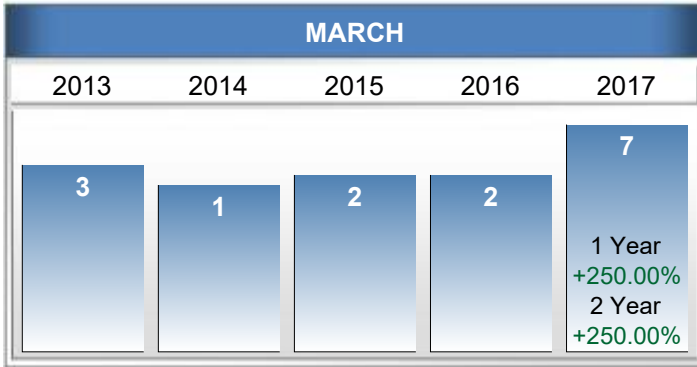
Pending Sales as of Apr 09, 2017



Pending Sales

Report Produced on: Apr 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+
\$40,000 and less	0	0.00%	74.0	0	0	0	0
\$40,001 - \$110,000	1	14.29%	81.0	0	1	0	0
\$110,001 - \$110,000	0	0.00%	81.0	0	0	0	0
\$110,001 - \$150,000	4	57.14%	73.5	2	2	0	0
\$150,001 - \$150,000	0	0.00%	73.5	0	0	0	0
\$150,001 - \$180,000	1	14.29%	130.0	1	0	0	0
\$180,001 and up	1	14.29%	340.0	0	1	0	0
Total Pending Units:	7		130.0	3	4	0.00B	0.00B
Total Pending Volume:	904,700			427.40K	477.30K	0.00B	0.00B
Median Listing Price:	\$122,500			\$150,000	\$120,250	\$0	\$0

Pending Sales

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Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

March 2017

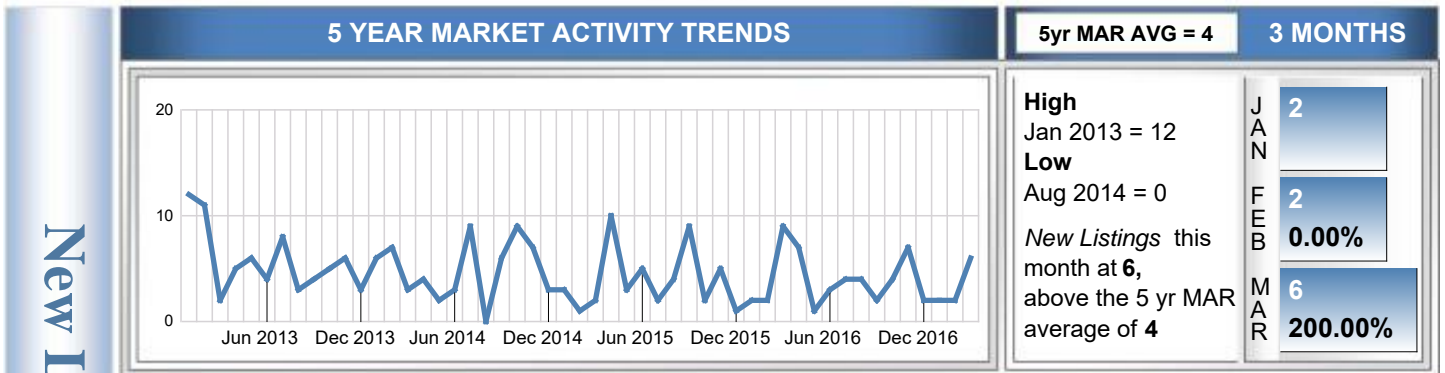
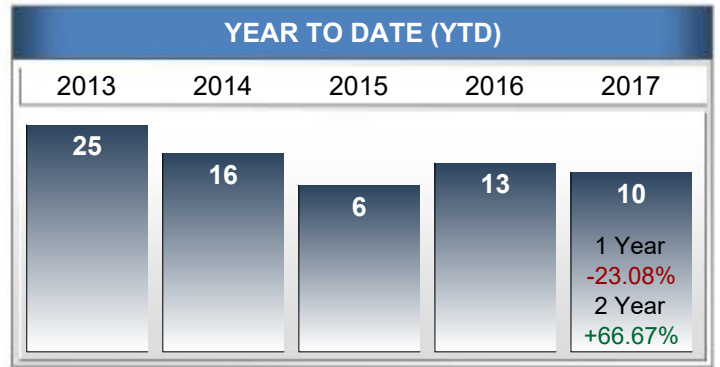
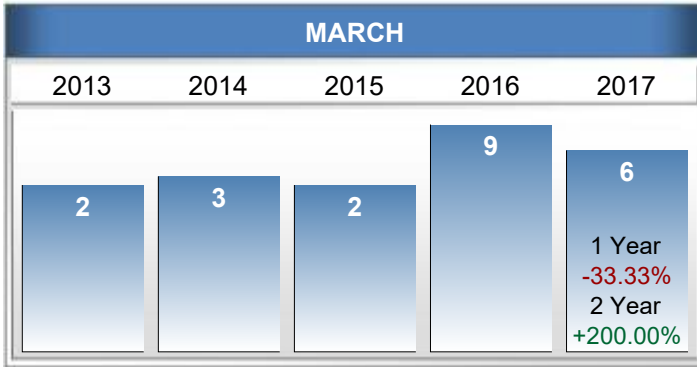
New Listings as of Apr 09, 2017



New Listings

Report Produced on: Apr 10, 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+
\$110,000 and less	0	0.00%	0	0	0	0
\$110,001 - \$110,000	0	0.00%	0	0	0	0
\$110,001 - \$120,000	2	33.33%	1	1	0	0
\$120,001 - \$120,000	0	0.00%	0	0	0	0
\$120,001 - \$190,000	2	33.33%	1	1	0	0
\$190,001 - \$250,000	2	33.33%	2	0	0	0
\$250,001 and up	0	0.00%	0	0	0	0
Total New Listed Units:	6		4	2		
Total New Listed Volume:	939,950		696.95K	243.00K	0.00B	0.00B
Median New Listed Listing Price:	\$127,250		\$164,725	\$121,500	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

March 2017

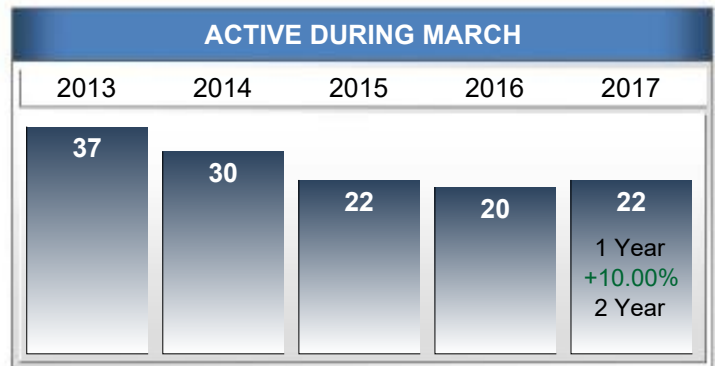
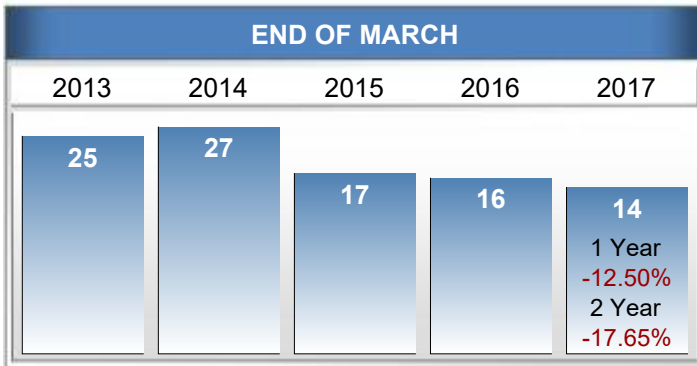
Active Inventory as of Apr 09, 2017



Active Inventory

Report Produced on: Apr 10, 2017

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



Active Inventory

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Contact an experienced REALTOR



5yr MAR AVG = 20 **3 MONTHS**

High
Feb 2013 = 35

Low
Feb 2016 = 11

Inventory this month at **14**, below the 5 yr MAR average of **20**

JAN	20
FEB	16 -20.00%
MAR	14 -12.50%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$75,000 and less	1	7.14%	92.0	1	0	0	0		
\$75,001 - \$100,000	1	7.14%	262.0	1	0	0	0		
\$100,001 - \$125,000	3	21.43%	165.0	2	1	0	0		
\$125,001 - \$150,000	2	14.29%	28.0	2	0	0	0		
\$150,001 - \$175,000	3	21.43%	361.0	1	2	0	0		
\$175,001 - \$250,000	3	21.43%	26.0	2	1	0	0		
\$250,001 and up	1	7.14%	228.0	0	1	0	0		
Total Active Inventory by Units:				14	111.0	9	5	0	0
Total Active Inventory by Volume:				2,232,400		1.26M	968.85K	0.00B	0.00B
Median Active Inventory Listing Price:				\$151,750		\$129,500	\$175,000	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

March 2017

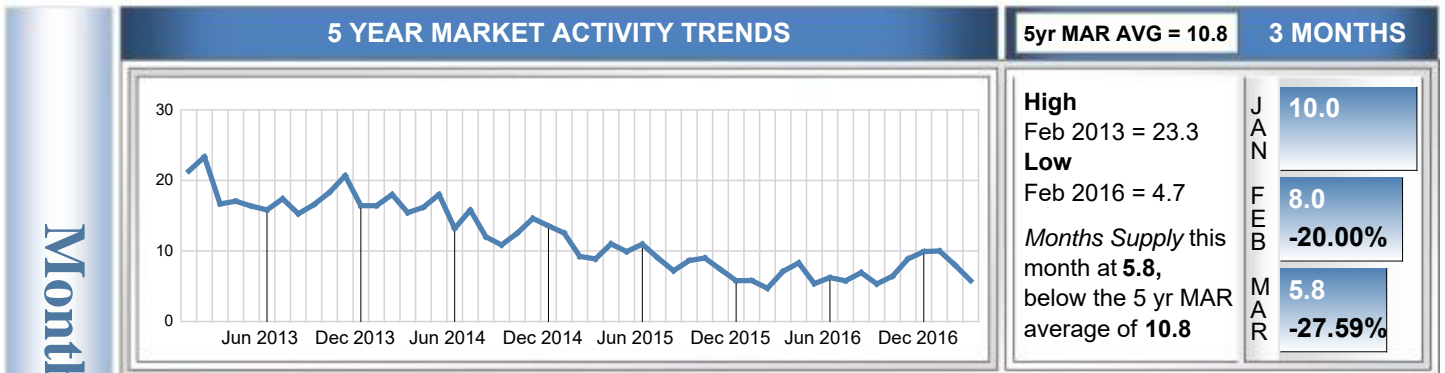
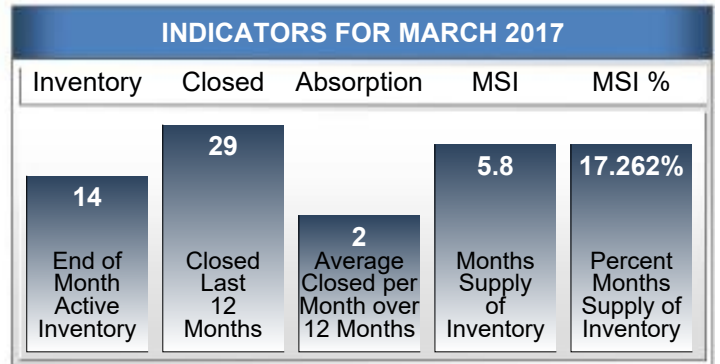
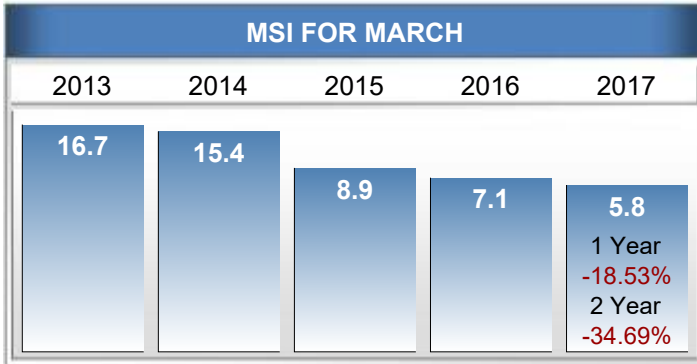
Active Inventory as of Apr 09, 2017



Months Supply of Inventory

Report Produced on: Apr 10, 2017

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



Months Supply

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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+
\$75,000 and less	1	7.14%	2.0	4.0	0.0	0.0	0.0
\$75,001 - \$100,000	1	7.14%	12.0	12.0	0.0	0.0	0.0
\$100,001 - \$125,000	3	21.43%	9.0	8.0	12.0	0.0	0.0
\$125,001 - \$150,000	2	14.29%	3.4	6.0	0.0	0.0	0.0
\$150,001 - \$175,000	3	21.43%	7.2	6.0	8.0	0.0	0.0
\$175,001 - \$250,000	3	21.43%	7.2	0.0	2.4	0.0	0.0
\$250,001 and up	1	7.14%	12.0	0.0	0.0	0.0	0.0
MSI:	5.8			8.3	4.0	0.0	0.0
Total Active Inventory:	14			9	5	0	0



Monthly Inventory Analysis

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March 2017

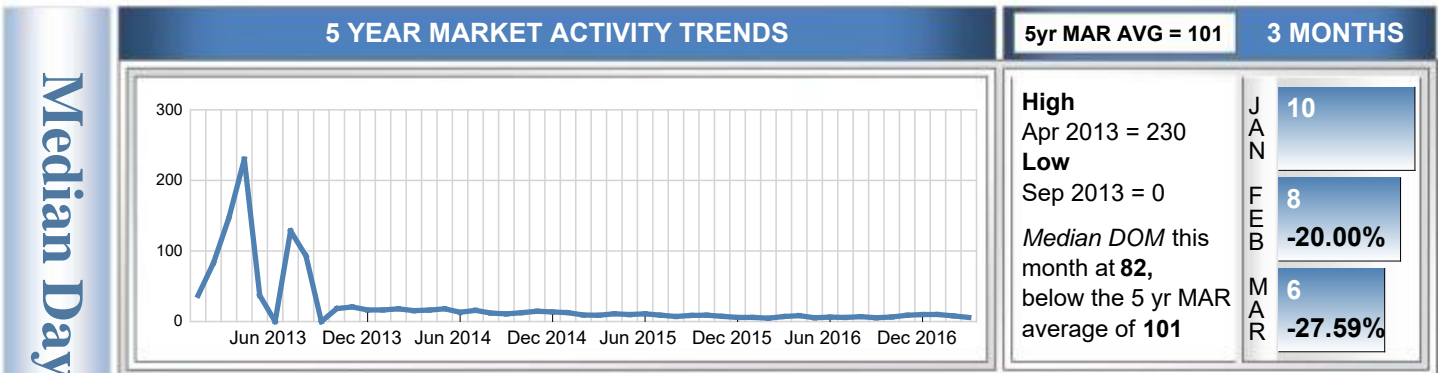
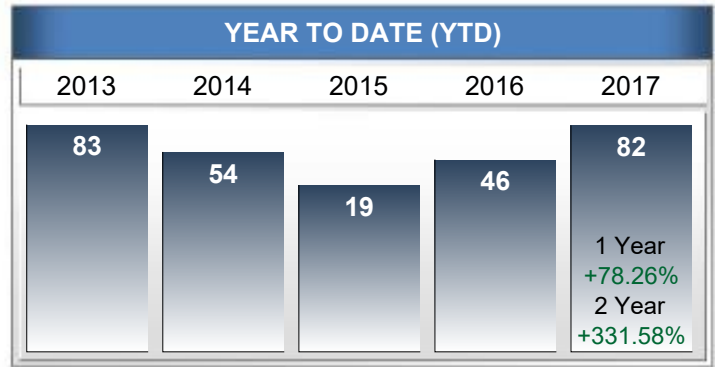
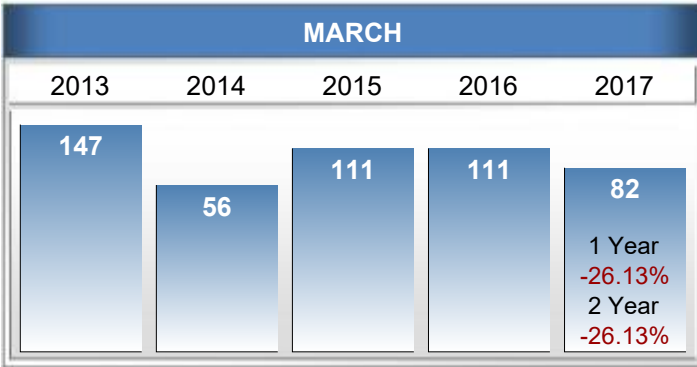
Closed Sales as of Apr 09, 2017



Median Days on Market to Sale

Report Produced on: Apr 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?
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+
\$30,000 and less	0	0.00%	228.0	0.0	0.0	0.0	0.0
\$30,001 \$40,000	1	20.00%	21.0	21.0	0.0	0.0	0.0
\$40,001 \$40,000	0	0.00%	21.0	0.0	0.0	0.0	0.0
\$40,001 \$140,000	2	40.00%	85.0	88.0	82.0	0.0	0.0
\$140,001 \$140,000	0	0.00%	85.0	0.0	0.0	0.0	0.0
\$140,001 \$210,000	1	20.00%	140.0	140.0	0.0	0.0	0.0
\$210,001 and up	1	20.00%	74.0	0.0	74.0	0.0	0.0
Median Closed DOM:				88.0	78.0	0.0	0.0
Total Closed Units:				3		2	
Total Closed Volume:				310.50K	260.50K	0.00B	0.00B



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

March 2017

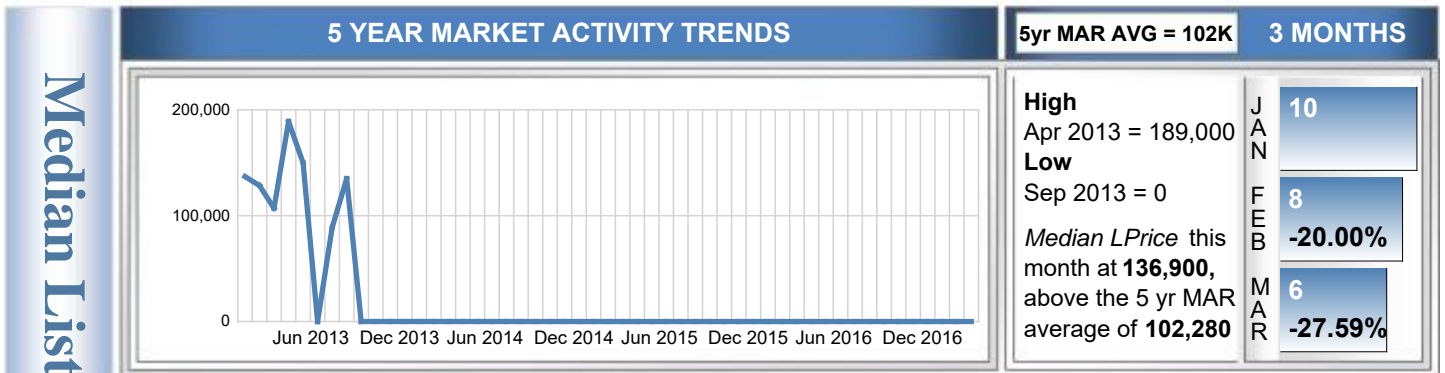
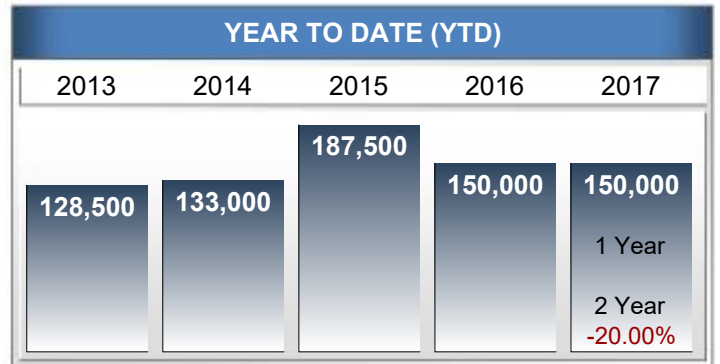
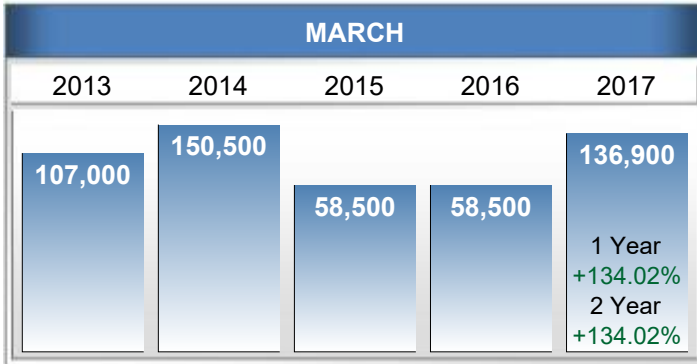
Closed Sales as of Apr 09, 2017



Median List Price at Closing

Report Produced on: Apr 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?
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+
\$30,000 and less	0		0.00%	74	0	0	0	0
\$30,001 \$40,000	1		20.00%	34,000	34,000	0	0	0
\$40,001 \$40,000	0		0.00%	34,000	0	0	0	0
\$40,001 \$140,000	2		40.00%	92,200	136,900	47,500	0	0
\$140,001 \$140,000	0		0.00%	92,200	0	0	0	0
\$140,001 \$210,000	1		20.00%	150,000	150,000	0	0	0
\$210,001 and up	1		20.00%	235,000	0	235,000	0	0
Median List Price:		\$136,900			\$136,900	\$141,250	\$0	\$0
Total Closed Units:		5			3	2		
Total List Volume:		603,400			320.90K	282.50K	0.00B	0.00B



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

March 2017

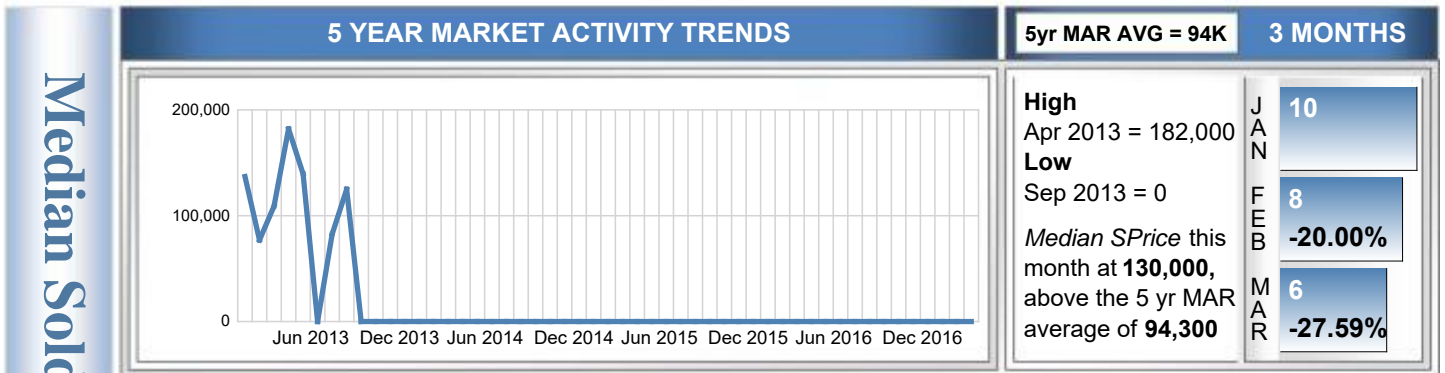
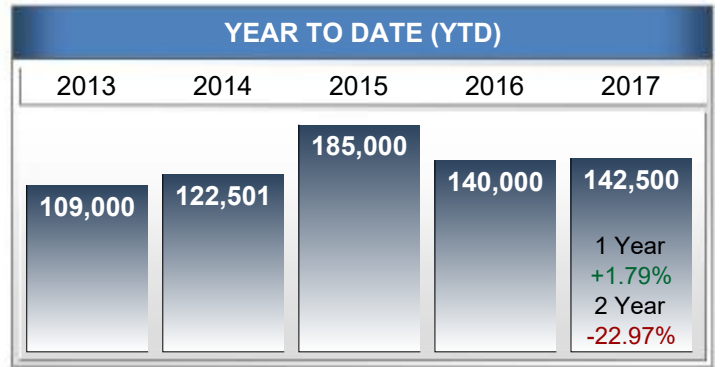
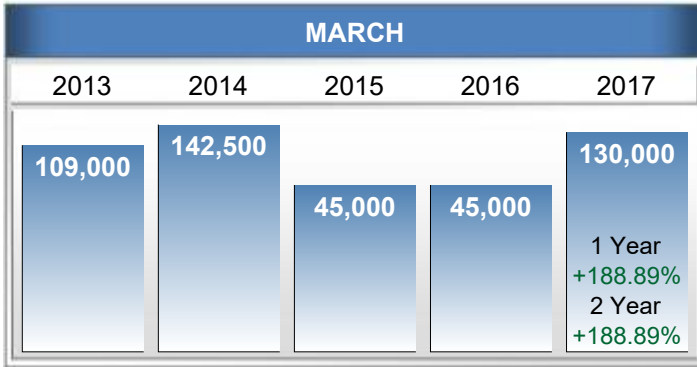
Closed Sales as of Apr 09, 2017



Median Sold Price at Closing

Report Produced on: Apr 10, 2017

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



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+
\$30,000 and less	0		0.00%	235,000	0	0	0	0
\$30,001 \$40,000	1		20.00%	38,000	38,000	0	0	0
\$40,001 \$40,000	0		0.00%	38,000	0	0	0	0
\$40,001 \$140,000	2		40.00%	87,750	130,000	45,500	0	0
\$140,001 \$140,000	0		0.00%	87,750	0	0	0	0
\$140,001 \$210,000	1		20.00%	142,500	142,500	0	0	0
\$210,001 and up	1		20.00%	215,000	0	215,000	0	0
Median Closed Price:	\$130,000				\$130,000	\$130,250	\$0	\$0
Total Closed Units:	5				3	2		
Total Closed Volume:	571,000				310.50K	260.50K	0.00B	0.00B



Monthly Inventory Analysis

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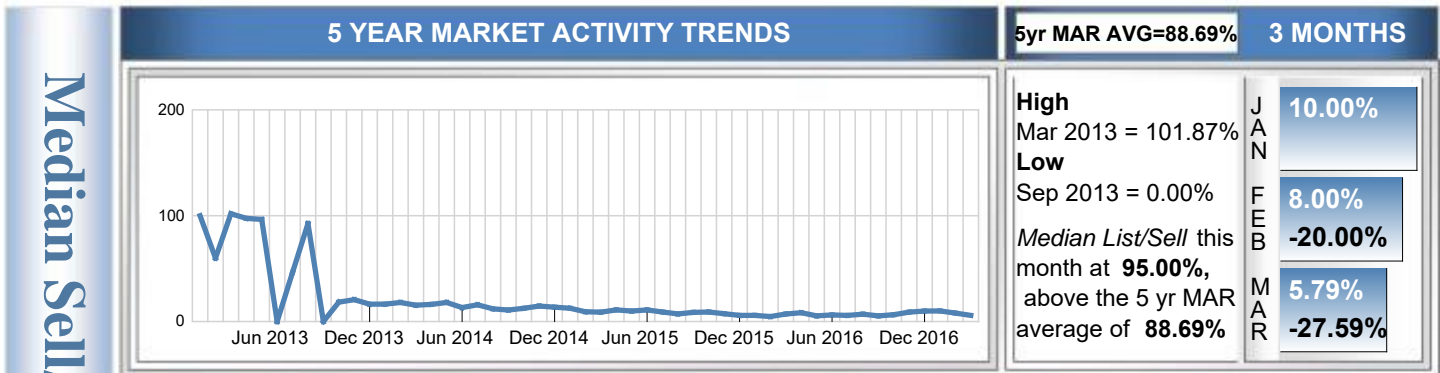
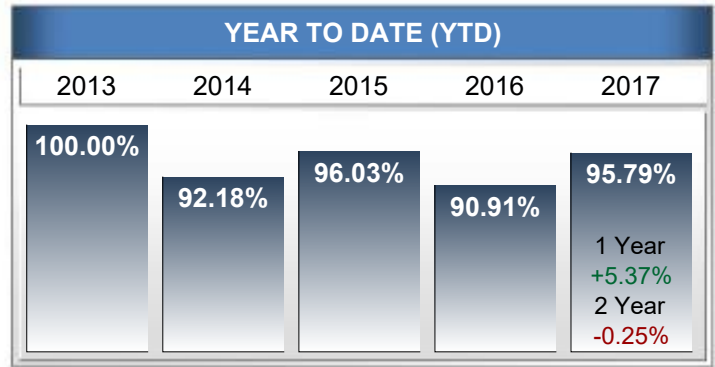
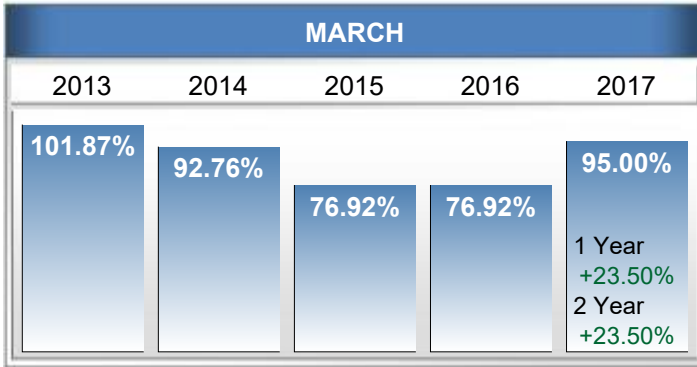
Closed Sales as of Apr 09, 2017



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+
\$30,000 and less	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 \$40,000	1	20.00%	111.76%	111.76%	0.00%	0.00%	0.00%
\$40,001 \$40,000	0	0.00%	111.76%	0.00%	0.00%	0.00%	0.00%
\$40,001 \$140,000	2	40.00%	95.37%	94.96%	95.79%	0.00%	0.00%
\$140,001 \$140,000	0	0.00%	95.37%	0.00%	0.00%	0.00%	0.00%
\$140,001 \$210,000	1	20.00%	95.00%	95.00%	0.00%	0.00%	0.00%
\$210,001 and up	1	20.00%	91.49%	0.00%	91.49%	0.00%	0.00%
Median List/Sell Ratio:	95.00%			95.00%	93.64%	0.00%	0.00%
Total Closed Units:	5			3	2		
Total Closed Volume:	571,000			310.50K	260.50K	0.00B	0.00B



Monthly Inventory Analysis

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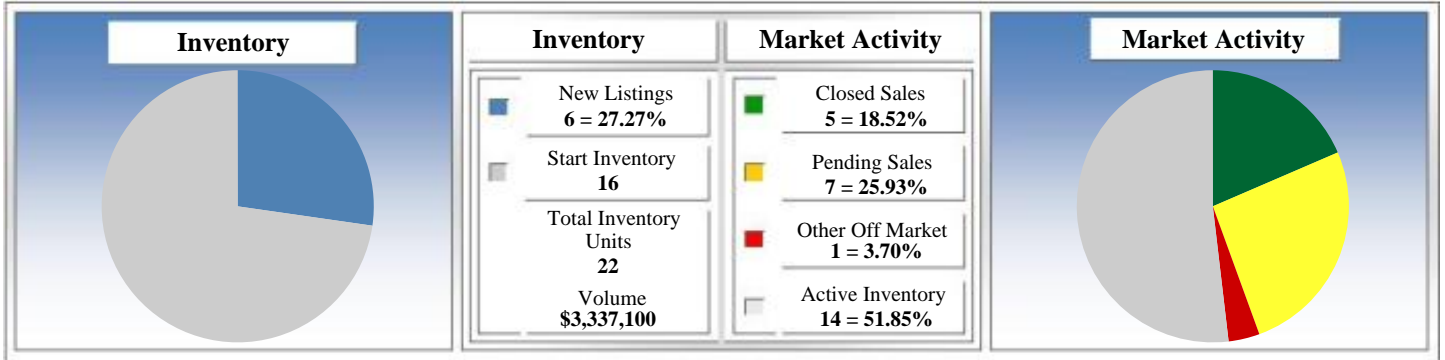
Inventory as of Apr 09, 2017



Market Summary

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

Active Inventory as of March 31, 2017 = 14

	MARCH			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	0	5	0.00%	3	9	200.00%
Pending Sales	2	7	250.00%	3	13	333.33%
New Listings	9	6	-33.33%	13	10	-23.08%
Median List Price	94	136,900	+146,099.11%	150,000	150,000	0.00%
Median Sale Price	94	130,000	+138,730.42%	140,000	142,500	1.79%
Median Percent of Selling Price to List Price	13,000,000.00%	95.00%	-100.00%	90.91%	95.79%	5.37%
Median Days on Market to Sale	130,000.00	82.00	-99.94%	46.00	82.00	78.26%
Monthly Inventory	16	14	-12.50%	16	14	-12.50%
Months Supply of Inventory	7.11	5.79	-18.53%	7.11	5.79	-18.53%

