



June 2017

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

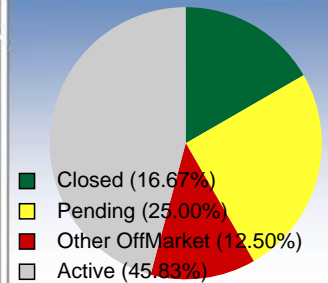


Absorption: Last 12 months, an Average of 3 Sales/Month

Active Inventory as of June 30, 2017 = **11**

	JUNE		
	2016	2017	+/-%
Closed Sales	2	4	100.00%
Pending Sales	0	6	0.00%
New Listings	3	5	66.67%
Median List Price	159,500	159,650	0.09%
Median Sale Price	154,750	152,150	-1.68%
Median Percent of Selling Price to List Price	96.82%	94.72%	-2.17%
Median Days on Market to Sale	150.50	64.50	-57.14%
End of Month Inventory	14	11	-21.43%
Months Supply of Inventory	6.22	4.26	-31.57%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 10, 2017

Data from the Central Virginia Regional MLS

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2017 decreased **21.43%** to 11 existing homes available for sale. Over the last 12 months this area has had an average of 3 closed sales per month. This represents an unsold inventory index of **4.26** 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 **1.68%** in June 2017 to \$152,150 versus the previous year at \$154,750.

Median Days on Market Shortens

The median number of **64.50** days that homes spent on the market before selling decreased by 86.00 days or **57.14%** in June 2017 compared to last year's same month at **150.50** DOM.

Sales Success for June 2017 is Positive

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

There were 5 New Listings in June 2017, up **66.67%** from last year at 3. Furthermore, there were 4 sales this month versus last year at 2, a **100.00%** increase.

Closed versus Listed trends yielded a **80.0%** ratio, up from last year's June 2017 at **66.7%**, a **20.00%** upswing. 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

June 2017

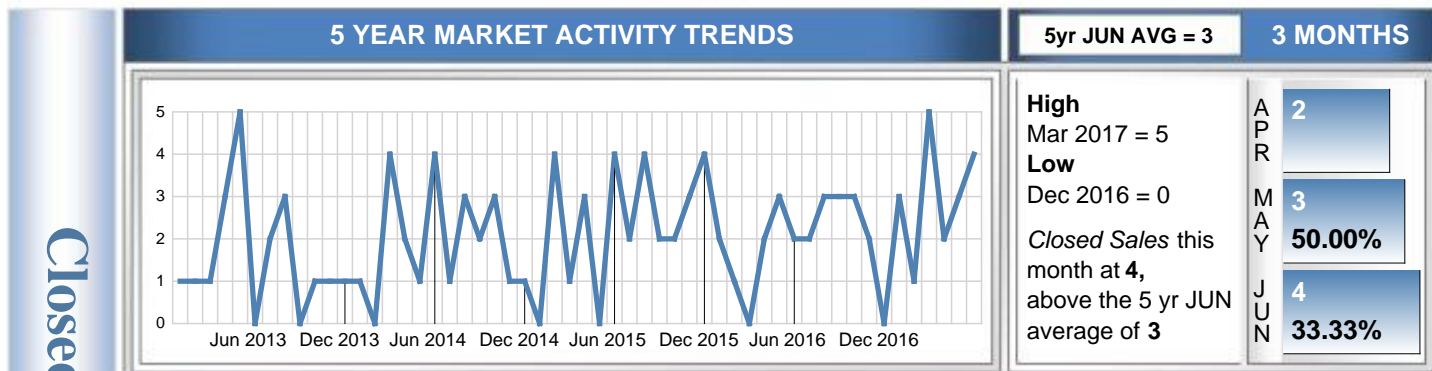
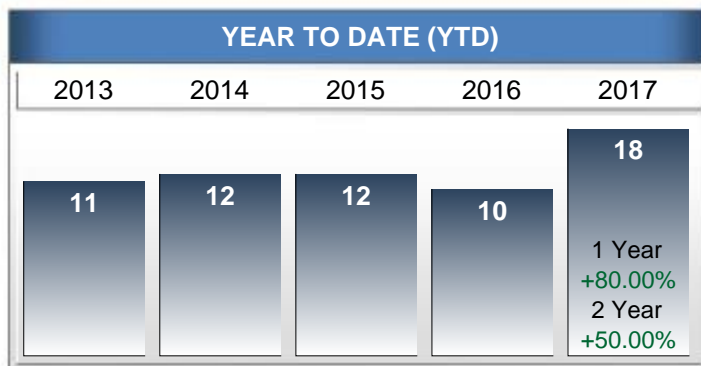
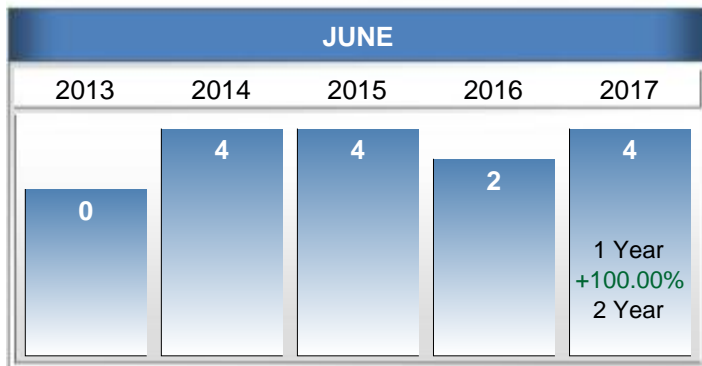
Closed Sales as of Jul 08, 2017



Closed Sales

Report Produced on: Jul 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+
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$100,000	1	25.00%	20.0	1	0	0	0
\$100,001 - \$175,000	1	25.00%	10.0	1	0	0	0
\$175,001 - \$175,000	0	0.00%	10.0	0	0	0	0
\$175,001 - \$175,000	0	0.00%	10.0	0	0	0	0
\$175,001 and up	2	50.00%	225.0	0	2	0	0
Total Closed Units:	4		64.5	2	2	0.00B	0.00B
Total Closed Volume:	541,428			157.13K	384.30K	0.00B	0.00B
Median Closed Price:	\$152,150			\$78,564	\$192,150	\$0	\$0

Closed Sales

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



Monthly Inventory Analysis

Data from the **Central Virginia Regional MLS**

June 2017

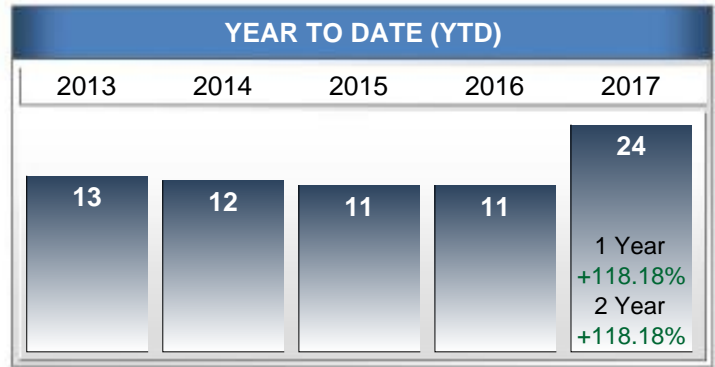
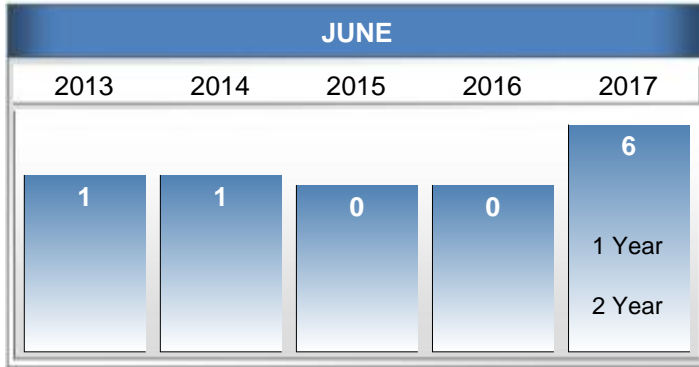
Pending Sales as of Jul 08, 2017



Report Produced on: Jul 10, 2017

Pending Sales

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



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

High
Mar 2017 = 7
Low
Nov 2016 = 0

Pending Sales this month at **6**, above the 5 yr JUN average of **2**

A	2
P	
R	
M	4
A	100.00%
Y	
J	6
U	50.00%
N	

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+
\$60,000 and less	0	0.00%	225.0	0	0	0	0
\$60,001 - \$140,000	2	33.33%	89.0	1	1	0	0
\$140,001 - \$140,000	0	0.00%	89.0	0	0	0	0
\$140,001 - \$140,000	0	0.00%	89.0	0	0	0	0
\$140,001 - \$150,000	2	33.33%	28.0	1	0	1	0
\$150,001 - \$190,000	1	16.67%	13.0	0	1	0	0
\$190,001 and up	1	16.67%	61.0	1	0	0	0
Total Pending Units:	6		32.5	3	2	1	0.00B
Total Pending Volume:	849,800			405.00K	294.90K	149.90K	0.00B
Median Listing Price:	\$146,950			\$144,000	\$147,450	\$149,900	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

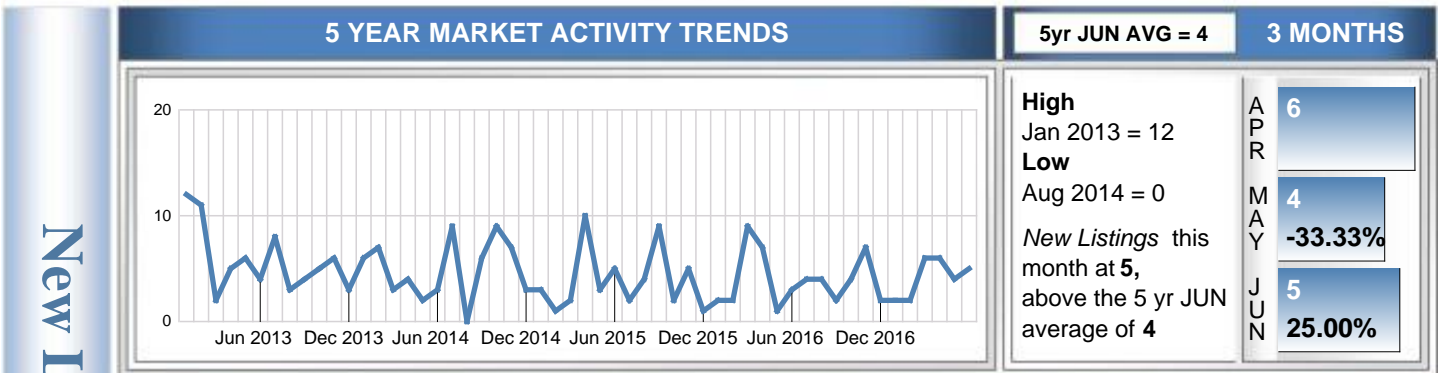
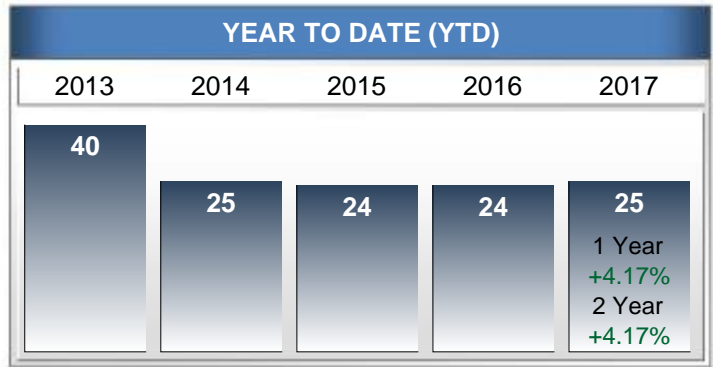
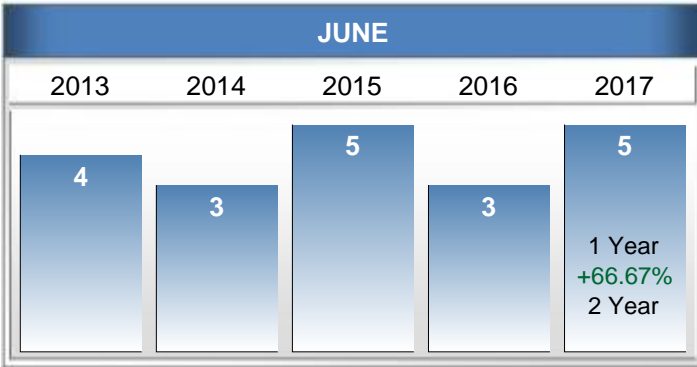
New Listings as of Jul 08, 2017



Report Produced on: Jul 10, 2017

New Listings

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+
\$150,000 and less	0	0.00%	0	0	0	0
\$150,001 - \$175,000	1	20.00%	0	1	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0
\$175,001 - \$225,000	3	60.00%	1	2	0	0
\$225,001 and up	1	20.00%	1	0	0	0
Total New Listed Units:	5		2	3		
Total New Listed Volume:	975,750		419.90K	555.85K	0.00B	0.00B
Median New Listed Listing Price:	\$195,000		\$209,950	\$195,000	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

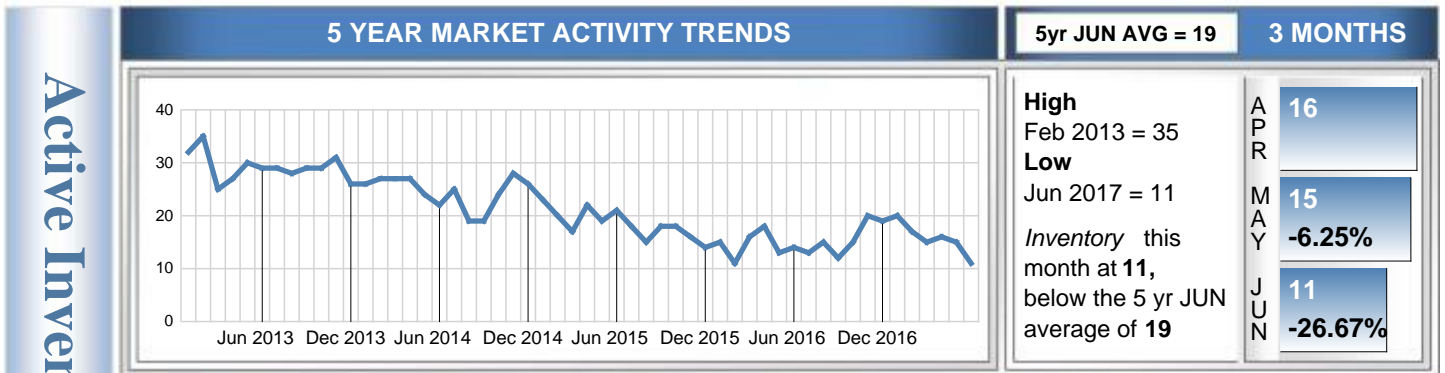
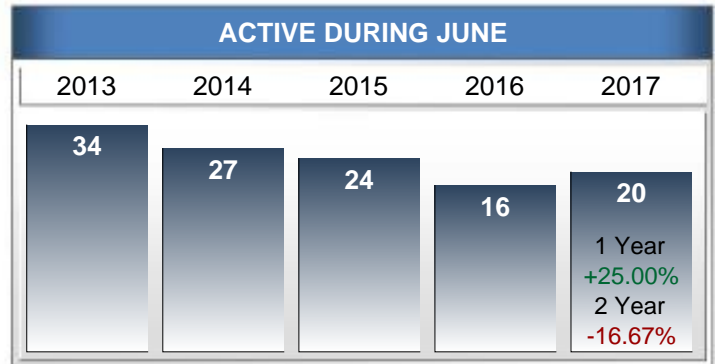
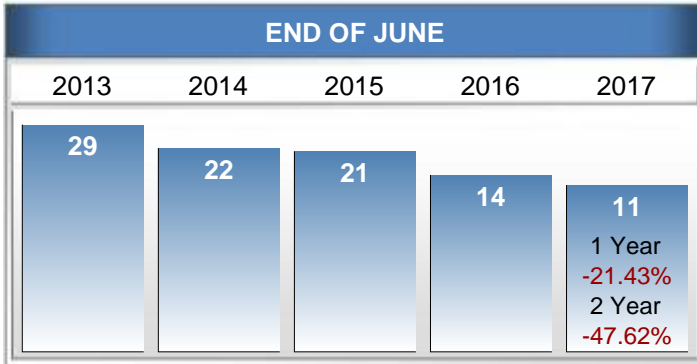
Active Inventory as of Jul 08, 2017



Active Inventory

Report Produced on: Jul 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

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$100,000 and less	1	9.09%	353.0	1	0	0	0
\$100,001 - \$100,000	0	0.00%	353.0	0	0	0	0
\$100,001 - \$150,000	3	27.27%	90.0	1	2	0	0
\$150,001 - \$175,000	1	9.09%	25.0	0	1	0	0
\$175,001 - \$175,000	0	0.00%	25.0	0	0	0	0
\$175,001 - \$225,000	4	36.36%	11.5	2	2	0	0
\$225,001 and up	2	18.18%	164.5	1	1	0	0
Total Active Inventory by Units:				5	6	0	0
Total Active Inventory by Volume:				814.45K	1.11M	0.00B	0.00B
Median Active Inventory Listing Price:				\$179,900	\$179,950	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

June 2017

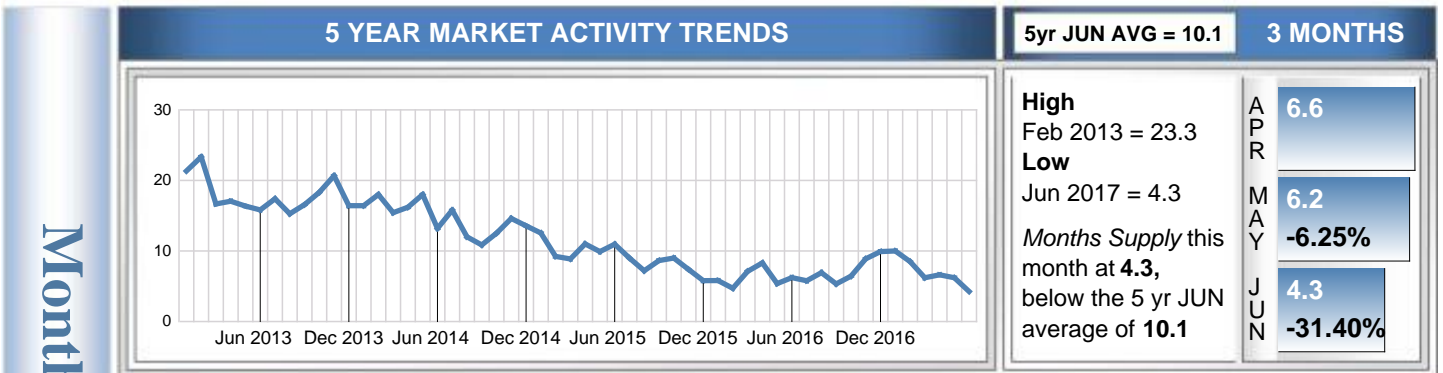
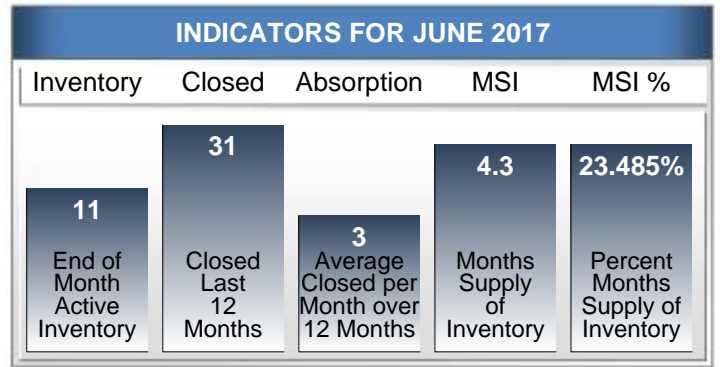
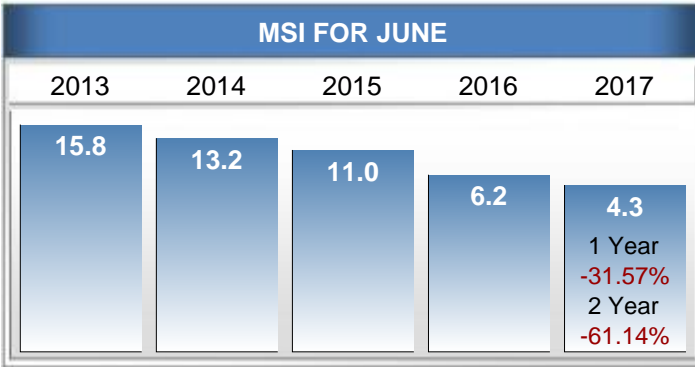
Active Inventory as of Jul 08, 2017



Report Produced on: Jul 10, 2017

Months Supply of Inventory

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+
\$100,000 and less	1	9.09%	1.5	2.4	0.0	0.0	0.0
\$100,001 - \$100,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$100,001 - \$150,000	3	27.27%	3.3	1.5	8.0	0.0	0.0
\$150,001 - \$175,000	1	9.09%	2.4	0.0	6.0	0.0	0.0
\$175,001 - \$175,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$175,001 - \$225,000	4	36.36%	6.9	0.0	3.4	0.0	0.0
\$225,001 and up	2	18.18%	0.0	0.0	0.0	0.0	0.0
MSI:	4.3			3.8	4.8	0.0	0.0
Total Active Inventory:	11			5	6	0	0



Monthly Inventory Analysis

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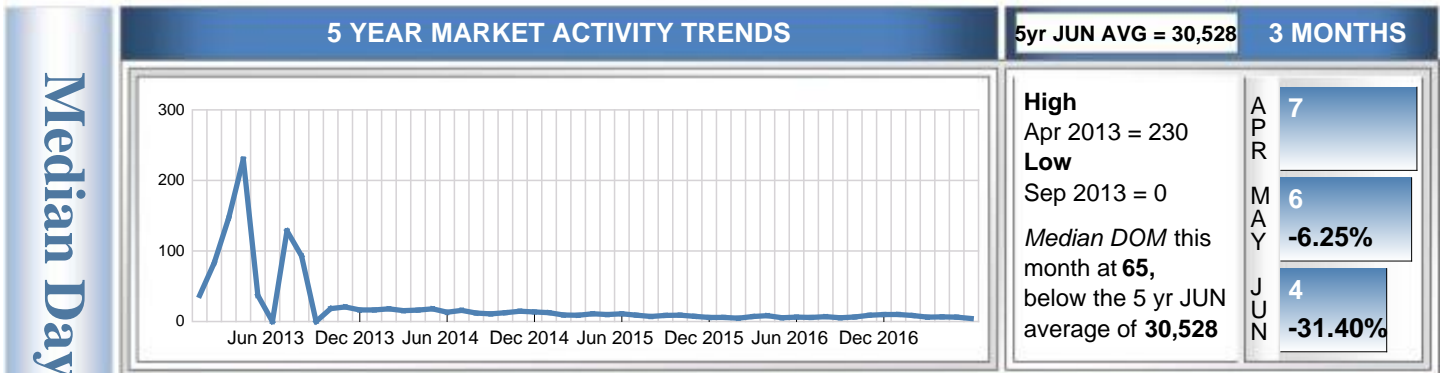
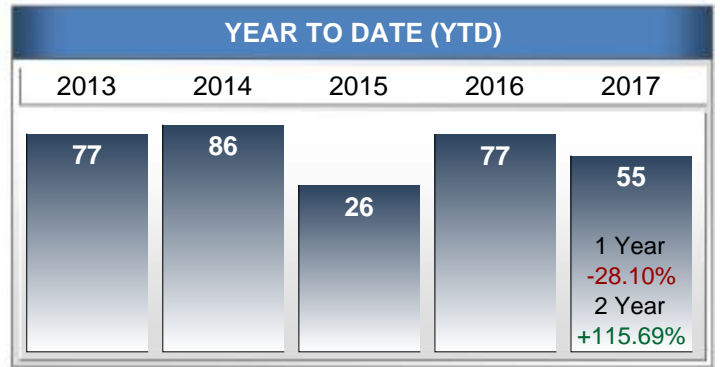
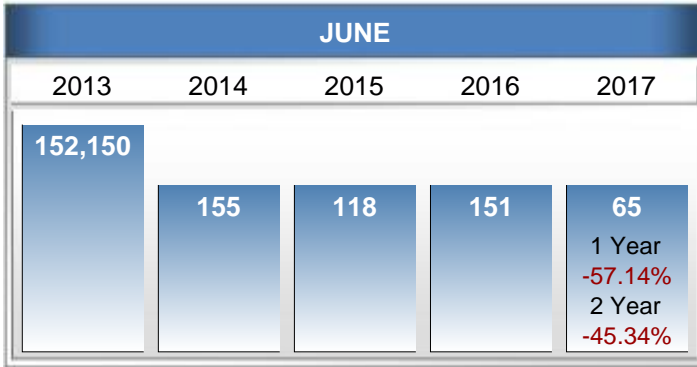
Closed Sales as of Jul 08, 2017



Median Days on Market to Sale

Report Produced on: Jul 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+
\$25,000 and less	0	0.00%	164.5	0.0	0.0	0.0	0.0
\$25,001 - \$25,000	0	0.00%	164.5	0.0	0.0	0.0	0.0
\$25,001 - \$100,000	1	25.00%	20.0	20.0	0.0	0.0	0.0
\$100,001 - \$175,000	1	25.00%	10.0	10.0	0.0	0.0	0.0
\$175,001 - \$175,000	0	0.00%	10.0	0.0	0.0	0.0	0.0
\$175,001 - \$175,000	0	0.00%	10.0	0.0	0.0	0.0	0.0
\$175,001 and up	2	50.00%	225.0	0.0	225.0	0.0	0.0
Median Closed DOM:	64.5			15.0	225.0	0.0	0.0
Total Closed Units:	4			2	2		
Total Closed Volume:	541,428			157.13K	384.30K	0.00B	0.00B



Monthly Inventory Analysis

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June 2017

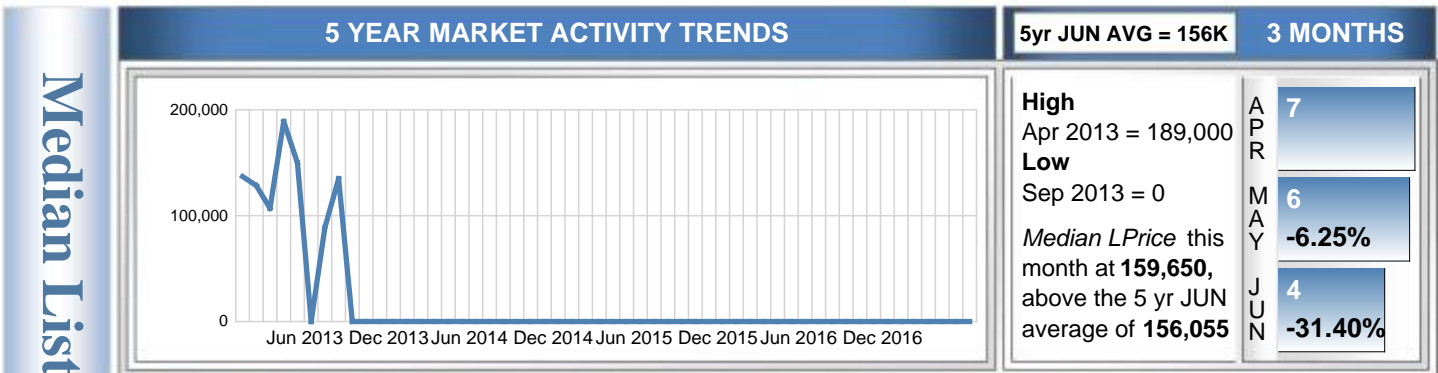
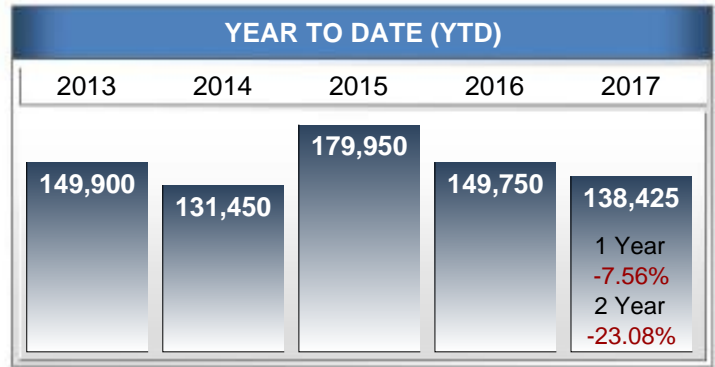
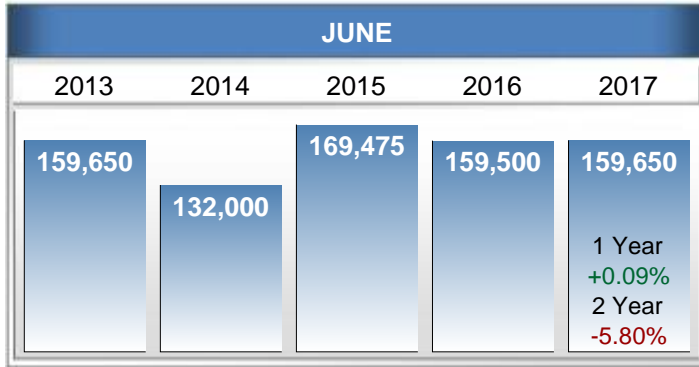
Closed Sales as of Jul 08, 2017



Median List Price at Closing

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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+
\$25,000 and less	0		0.00%	225	0	0	0	0
\$25,001 - \$25,000	0		0.00%	225	0	0	0	0
\$25,001 - \$100,000	1		25.00%	45,000	45,000	0	0	0
\$100,001 - \$175,000	1		25.00%	130,000	130,000	0	0	0
\$175,001 - \$175,000	0		0.00%	130,000	0	0	0	0
\$175,001 - \$175,000	0		0.00%	130,000	0	0	0	0
\$175,001 and up	2		50.00%	196,400	0	196,400	0	0
Median List Price:		\$159,650			\$87,500	\$196,400	\$0	\$0
Total Closed Units:		4			2	2		
Total List Volume:		567,800			175.00K	392.80K	0.00B	0.00B



Monthly Inventory Analysis

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June 2017

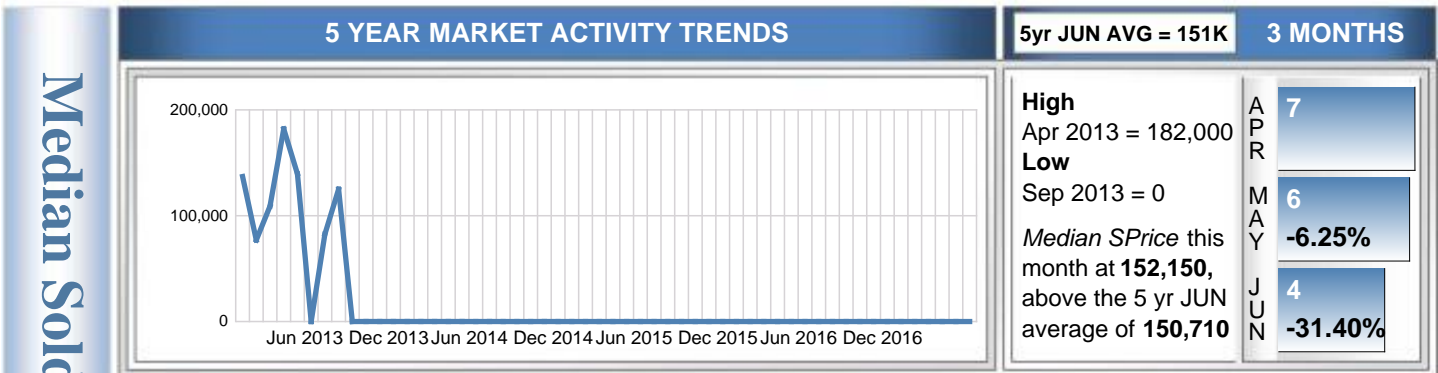
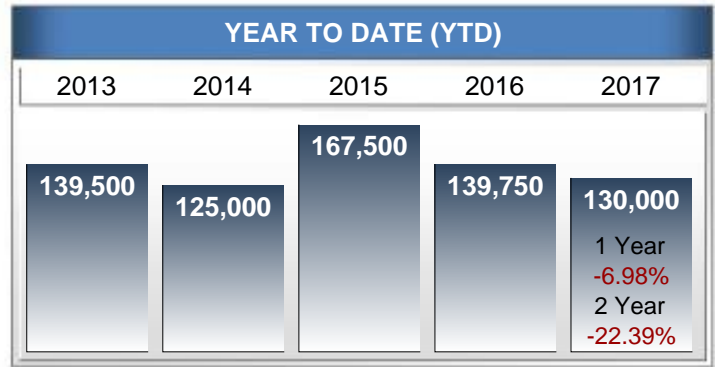
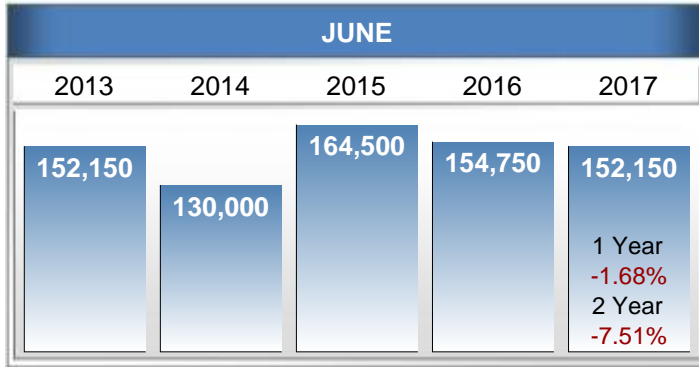
Closed Sales as of Jul 08, 2017



Median Sold Price at Closing

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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+
\$25,000 and less	0		0.00%	196,400	0	0	0	0
\$25,001 - \$25,000	0		0.00%	196,400	0	0	0	0
\$25,001 - \$100,000	1		25.00%	42,128	42,128	0	0	0
\$100,001 - \$175,000	1		25.00%	115,000	115,000	0	0	0
\$175,001 - \$175,000	0		0.00%	115,000	0	0	0	0
\$175,001 - \$175,000	0		0.00%	115,000	0	0	0	0
\$175,001 and up	2		50.00%	192,150	0	192,150	0	0
Median Closed Price:		\$152,150			\$78,564	\$192,150	\$0	\$0
Total Closed Units:		4			2	2		
Total Closed Volume:		541,428			157.13K	384.30K	0.00B	0.00B



Monthly Inventory Analysis

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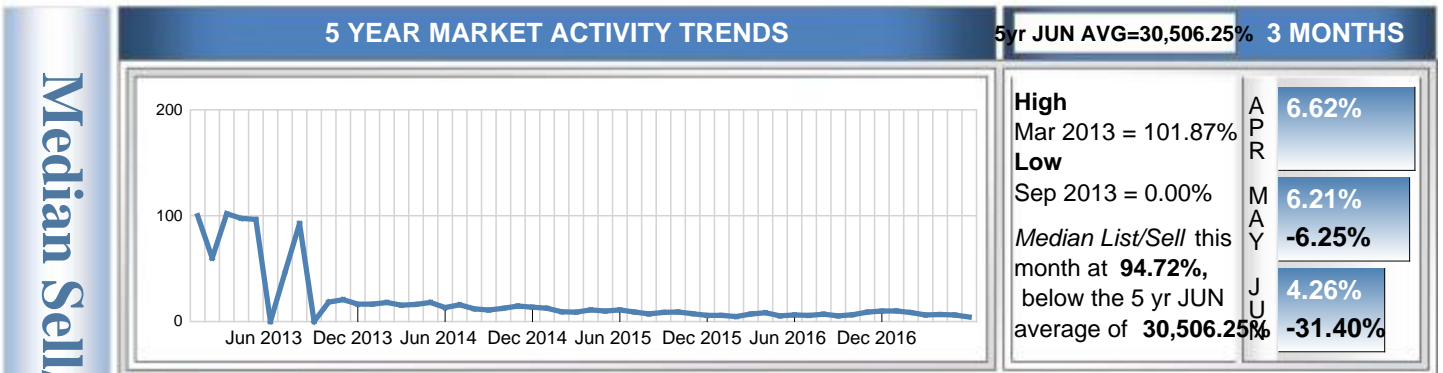
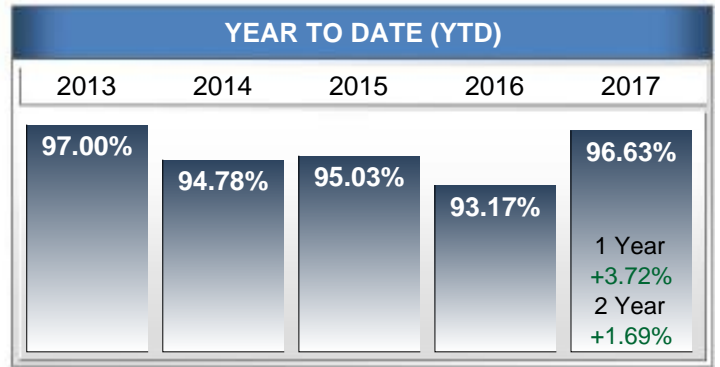
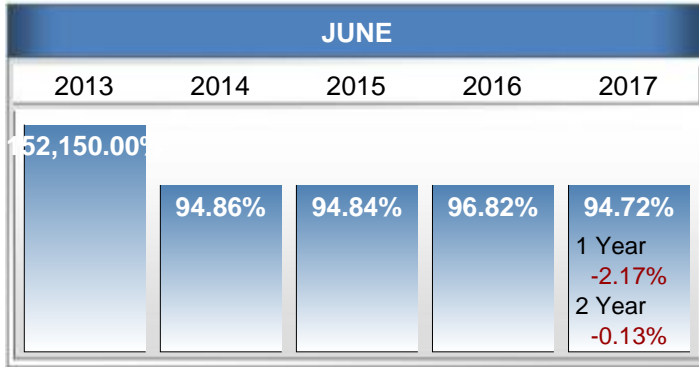
Closed Sales as of Jul 08, 2017



Median Percent of Selling Price to List Price

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Median Sell/List Price

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

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+
\$25,000 and less	0	0.00%	150.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$25,000	0	0.00%	150.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$100,000	1	25.00%	93.62%	93.62%	0.00%	0.00%	0.00%
\$100,001 - \$175,000	1	25.00%	88.46%	88.46%	0.00%	0.00%	0.00%
\$175,001 - \$175,000	0	0.00%	88.46%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$175,000	0	0.00%	88.46%	0.00%	0.00%	0.00%	0.00%
\$175,001 and up	2	50.00%	97.91%	0.00%	97.91%	0.00%	0.00%
Median List/Sell Ratio:		94.72%		91.04%	97.91%	0.00%	0.00%
Total Closed Units:		4		2	2	0.00%	0.00%
Total Closed Volume:		541,428		157.13K	384.30K	0.00B	0.00B



Monthly Inventory Analysis

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June 2017

Inventory as of Jul 08, 2017



Market Summary

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Absorption: Last 12 months, an Average of 3 Sales/Month

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	JUNE			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	2	4	100.00%	10	18	80.00%
Pending Sales	0	6	0.00%	11	24	118.18%
New Listings	3	5	66.67%	24	25	4.17%
Median List Price	159,500	159,650	0.09%	149,750	138,425	-7.56%
Median Sale Price	154,750	152,150	-1.68%	139,750	130,000	-6.98%
Median Percent of Selling Price to List Price	96.82%	94.72%	-2.17%	93.17%	96.63%	3.72%
Median Days on Market to Sale	150.50	64.50	-57.14%	76.50	55.00	-28.10%
Monthly Inventory	14	11	-21.43%	14	11	-21.43%
Months Supply of Inventory	6.22	4.26	-31.57%	6.22	4.26	-31.57%

