



November 2016

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

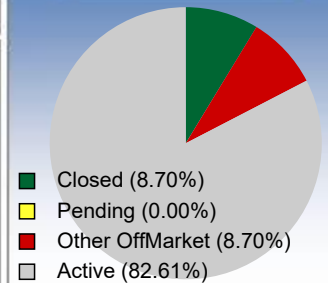


Absorption: Last 12 months, an Average of 2 Sales/Month

Active Inventory as of November 30, 2016 = **19**

	NOVEMBER		
	2015	2016	+/- %
Closed Sales	3	2	-33.33%
Pending Sales	5	0	-100.00%
New Listings	5	6	20.00%
Median List Price	134,999	104,700	-22.44%
Median Sale Price	136,000	98,250	-27.76%
Median Percent of Selling Price to List Price	100.00%	93.29%	-6.71%
Median Days on Market to Sale	21.00	74.50	254.76%
End of Month Inventory	16	19	18.75%
Months Supply of Inventory	7.38	8.44	14.35%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 12, 2016

Data from the Central Virginia Regional MLS

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2016 rose **18.75%** to 19 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 **8.44** 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 **27.76%** in November 2016 to \$98,250 versus the previous year at \$136,000.

Median Days on Market Lengthens

The median number of **74.50** days that homes spent on the market before selling increased by 53.50 days or **254.76%** in November 2016 compared to last year's same month at **21.00** DOM.

Sales Success for November 2016 is Positive

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

There were 6 New Listings in November 2016, up **20.00%** from last year at 5. Furthermore, there were 2 sales this month versus last year at 3, a **-33.33%** decrease.

Closed versus Listed trends yielded a **33.3%** ratio, down from last year's November 2016 at **60.0%**, a **44.44%** 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

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November 2016

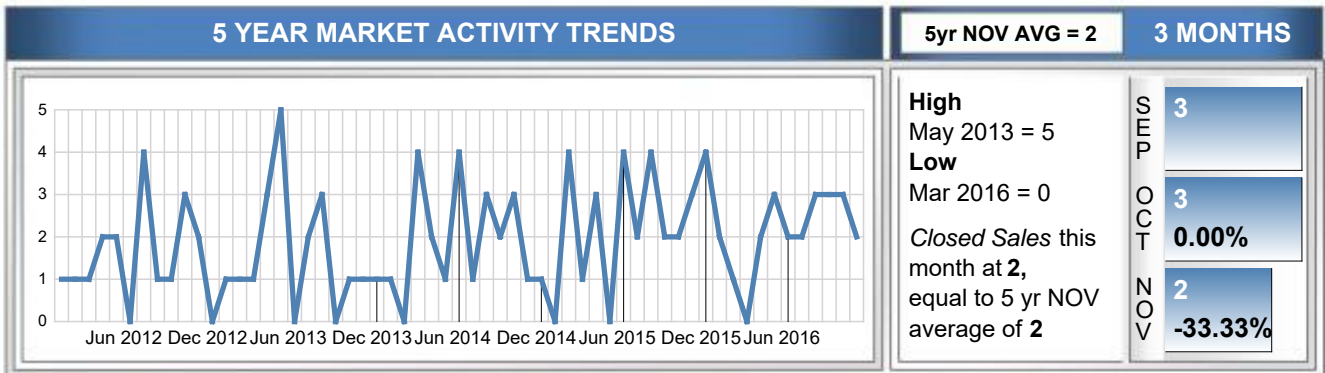
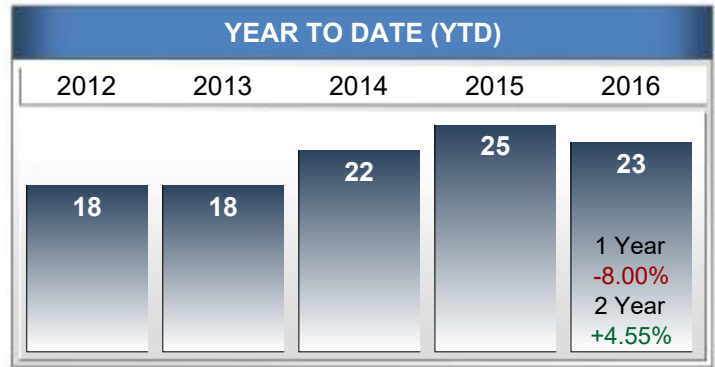
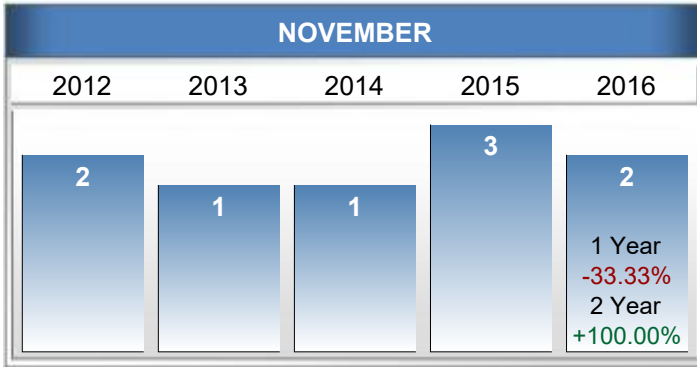
Closed Sales as of Dec 10, 2016



Closed Sales

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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+		
\$30,000 and less	0	0.00%	0.0	0	0	0	0		
\$30,001 \$30,000	0	0.00%	0.0	0	0	0	0		
\$30,001 \$30,000	0	0.00%	0.0	0	0	0	0		
\$30,001 \$160,000	2	100.00%	74.5	1	1	0	0		
\$160,001 \$160,000	0	0.00%	74.5	0	0	0	0		
\$160,001 \$160,000	0	0.00%	74.5	0	0	0	0		
\$160,001 and up	0	0.00%	74.5	0	0	0	0		
Total Closed Units:				2	74.5	1	1	0.00B	0.00B
Total Closed Volume:				196,500	36.50K	160.00K	0.00B	0.00B	
Median Closed Price:				\$98,250	\$36,500	\$160,000	\$0	\$0	



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

November 2016

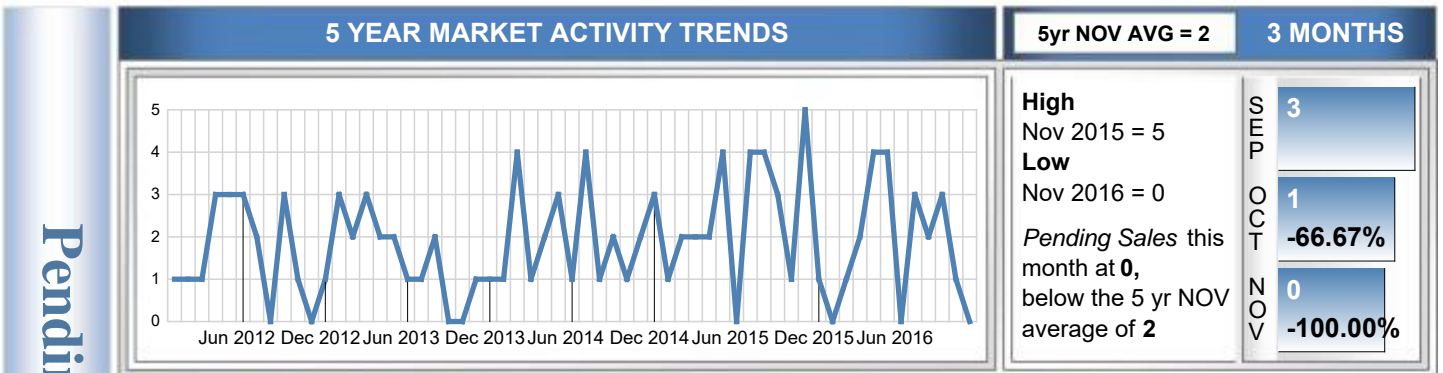
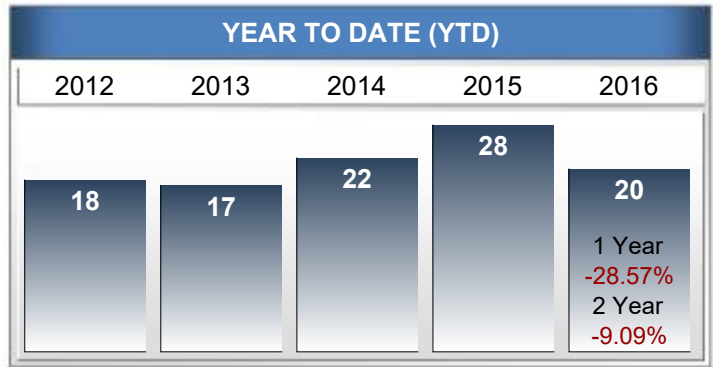
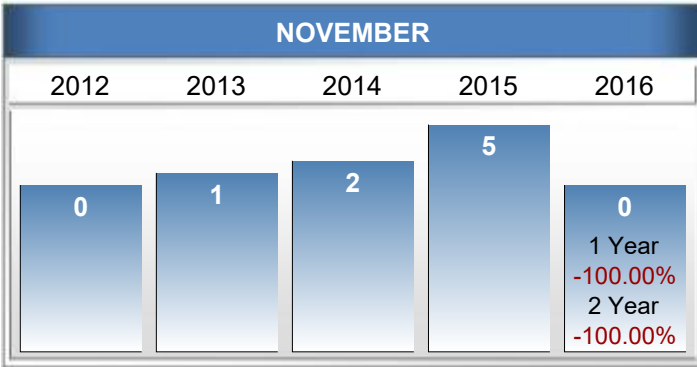
Pending Sales as of Dec 10, 2016



Pending Sales

Report Produced on: Dec 12, 2016

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



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+
\$25,000 and less	0	0.00%	74.5	0	0	0	0
\$25,001 - \$25,000	0	0.00%	74.5	0	0	0	0
\$25,001 - \$25,000	0	0.00%	74.5	0	0	0	0
\$25,001 - \$150,000	0	0.00%	74.5	0	0	0	0
\$150,001 - \$150,000	0	0.00%	74.5	0	0	0	0
\$150,001 - \$150,000	0	0.00%	74.5	0	0	0	0
\$150,001 and up	0	0.00%	74.5	0	0	0	0
Total Pending Units:				0	74.5		
Total Pending Volume:				0		0.00B	0.00B
Median Listing Price:				\$160,000		\$0	\$0



Monthly Inventory Analysis

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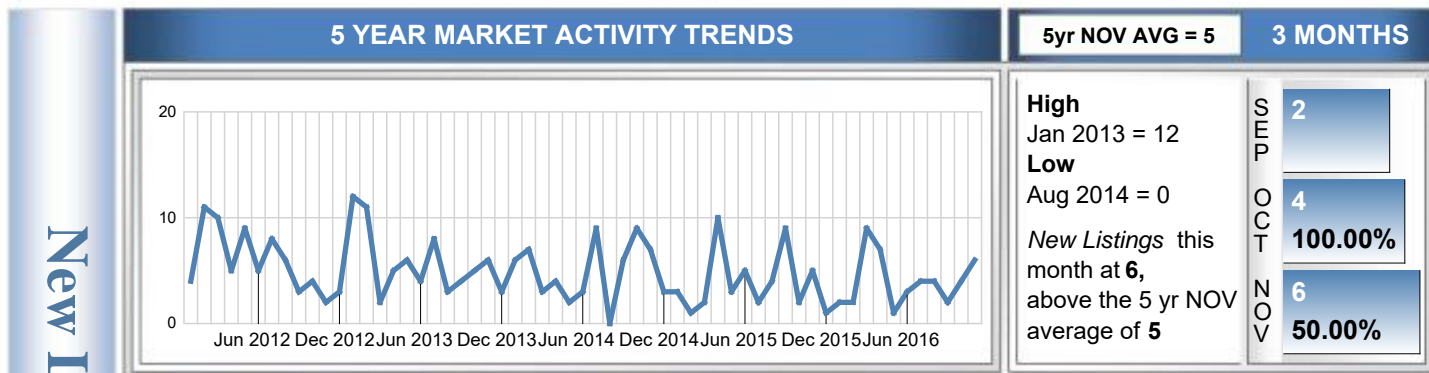
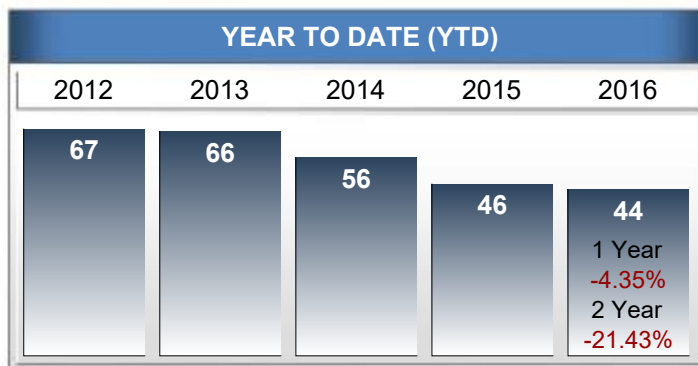
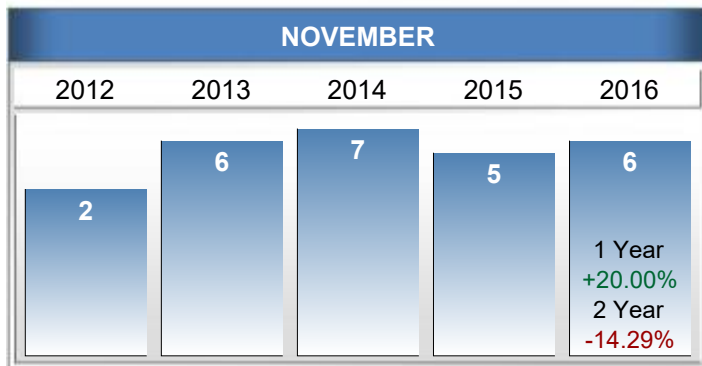
New Listings as of Dec 10, 2016



New Listings

Report Produced on: Dec 12, 2016

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+
\$125,000 and less	0	0.00%	0	0	0	0
\$125,001 - \$150,000	1	16.67%	1	0	0	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0
\$150,001 - \$175,000	2	33.33%	1	1	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0
\$175,001 - \$225,000	2	33.33%	1	1	0	0
\$225,001 and up	1	16.67%	0	1	0	0
Total New Listed Units:	6		3	3		
Total New Listed Volume:	1,073,850		479.90K	593.95K	0.00B	0.00B
Median New Listed Listing Price:	\$172,000		\$158,000	\$199,950	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

November 2016

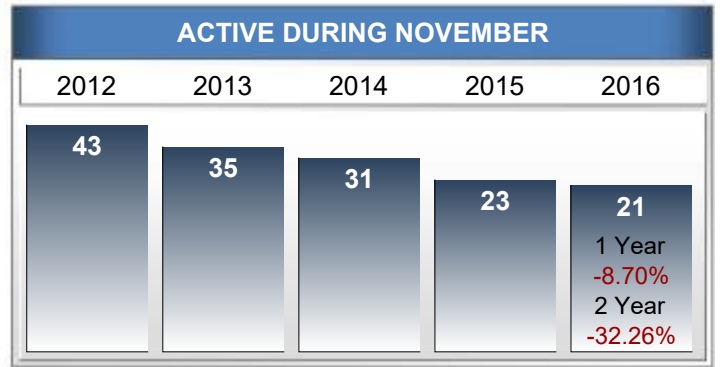
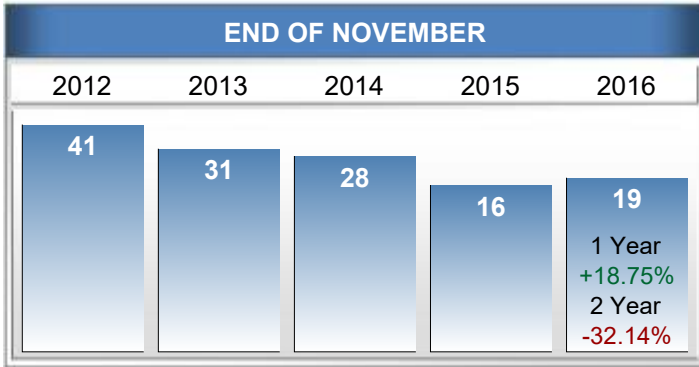
Active Inventory as of Dec 10, 2016



Active Inventory

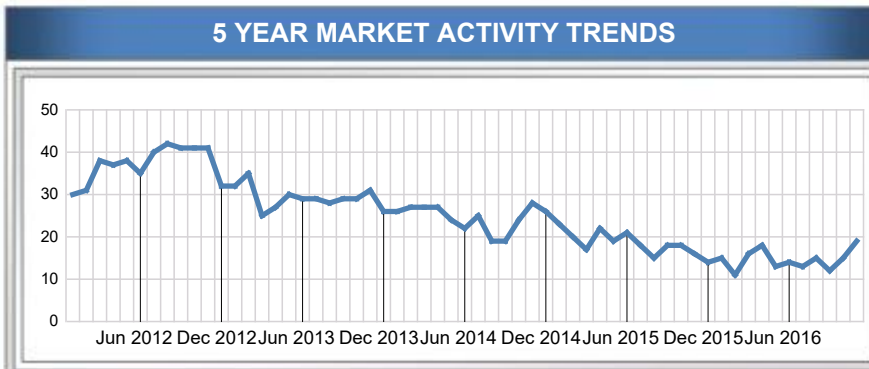
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Active Inventory

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5yr NOV AVG = 27	3 MONTHS
High Aug 2012 = 42 Low Feb 2016 = 11 <i>Inventory</i> this month at 19 , below the 5 yr NOV average of 27	S E P 12 O C T 15 25.00% N O V 19 26.67%

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	5.26%	141.0	1	0	0	0
\$100,001 - \$125,000	3	15.79%	93.0	2	1	0	0
\$125,001 - \$150,000	3	15.79%	62.0	1	2	0	0
\$150,001 - \$150,000	0	0.00%	62.0	0	0	0	0
\$150,001 - \$175,000	6	31.58%	39.5	3	3	0	0
\$175,001 - \$225,000	4	21.05%	89.5	2	2	0	0
\$225,001 and up	2	10.53%	54.5	0	2	0	0
Total Active Inventory by Units:				9	10	0	0
Total Active Inventory by Volume:				1.33M	1.83M	0.00B	0.00B
Median Active Inventory Listing Price:				\$158,000	\$172,475	\$0	\$0



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

November 2016

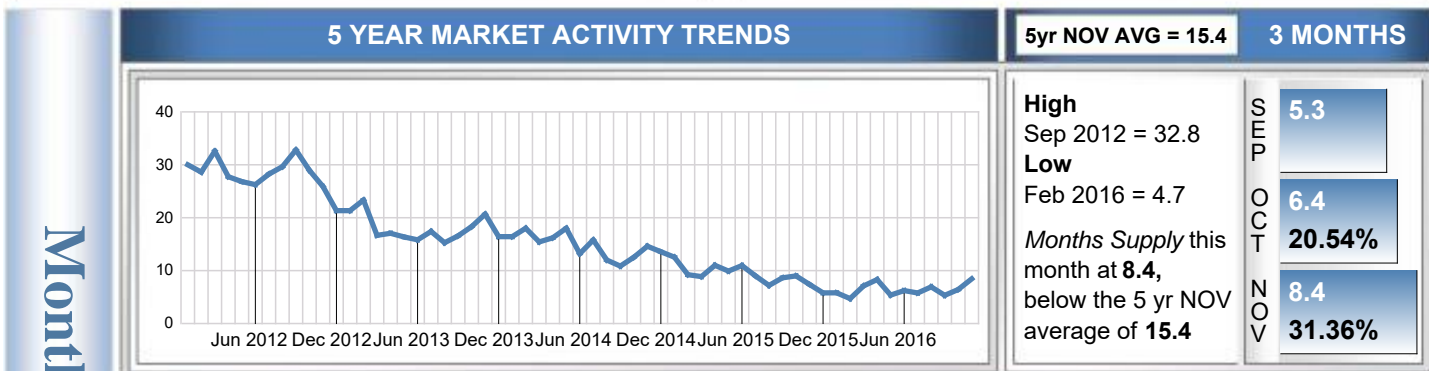
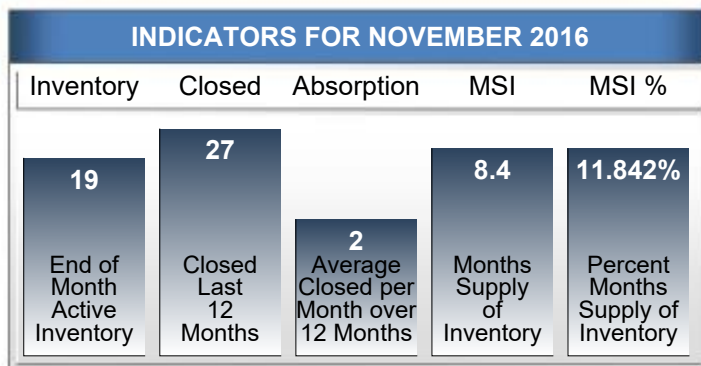
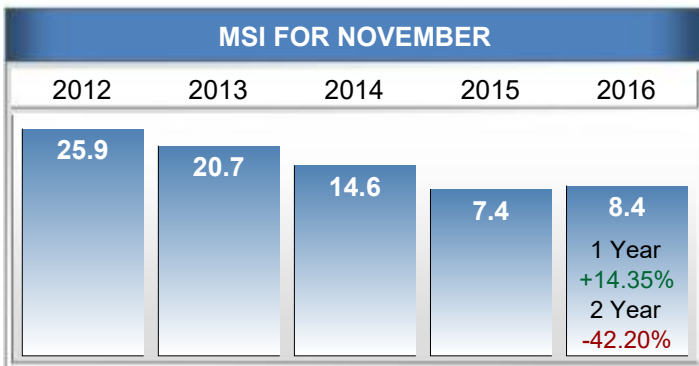
Active Inventory as of Dec 10, 2016



Months Supply of Inventory

Report Produced on: Dec 12, 2016

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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+
\$100,000 and less	1	5.26%	2.0	3.0	0.0	0.0	0.0
\$100,001 - \$125,000	3	15.79%	6.0	6.0	6.0	0.0	0.0
\$125,001 - \$150,000	3	15.79%	5.1	6.0	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	31.58%	24.0	36.0	18.0	0.0	0.0
\$175,001 - \$225,000	4	21.05%	12.0	0.0	6.0	0.0	0.0
\$225,001 and up	2	10.53%	24.0	0.0	0.0	0.0	0.0
MSI:			8.4	9.8	8.0	0.0	0.0
Total Active Inventory:			19	9	10	0	0



Monthly Inventory Analysis

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November 2016

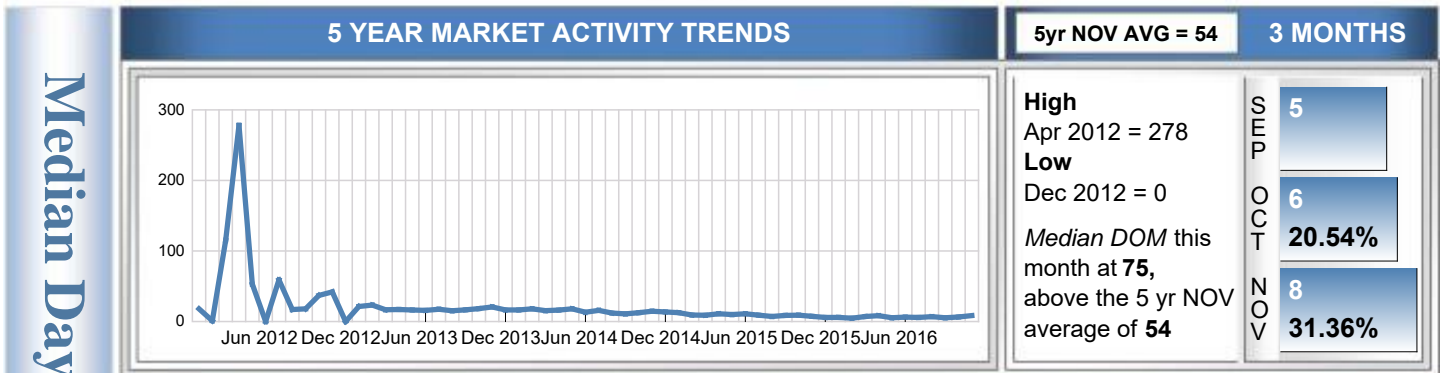
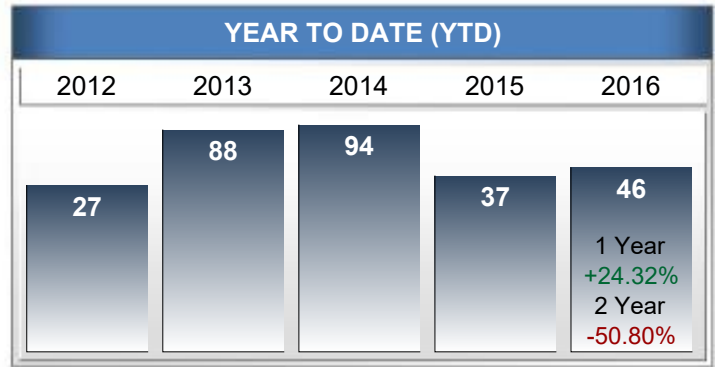
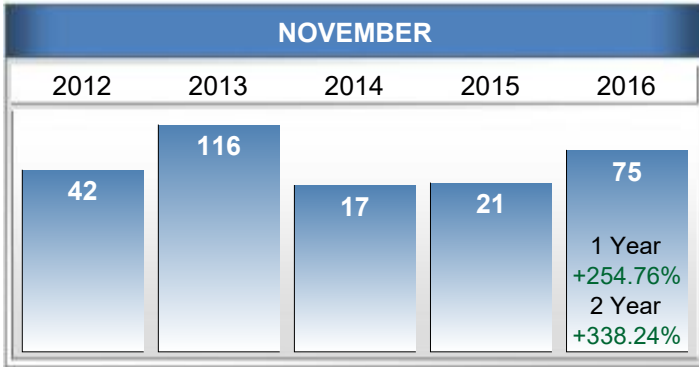
Closed Sales as of Dec 10, 2016



Median Days on Market to Sale

Report Produced on: Dec 12, 2016

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Median Days on Market

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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+
\$30,000 and less	0	0.00%	54.5	0.0	0.0	0.0	0.0
\$30,001 \$30,000	0	0.00%	54.5	0.0	0.0	0.0	0.0
\$30,001 \$30,000	0	0.00%	54.5	0.0	0.0	0.0	0.0
\$30,001 \$160,000	2	100.00%	74.5	21.0	128.0	0.0	0.0
\$160,001 \$160,000	0	0.00%	74.5	0.0	0.0	0.0	0.0
\$160,001 \$160,000	0	0.00%	74.5	0.0	0.0	0.0	0.0
\$160,001 and up	0	0.00%	74.5	0.0	0.0	0.0	0.0
Median Closed DOM: 74.5				21.0	128.0	0.0	0.0
Total Closed Units: 2				1	1		
Total Closed Volume: 196,500				36.50K	160.00K	0.00B	0.00B



Monthly Inventory Analysis

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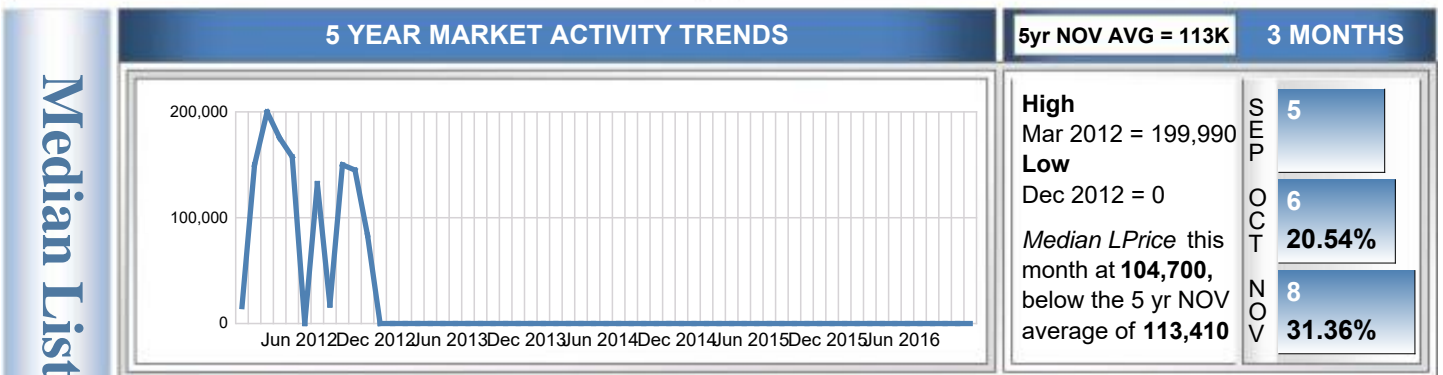
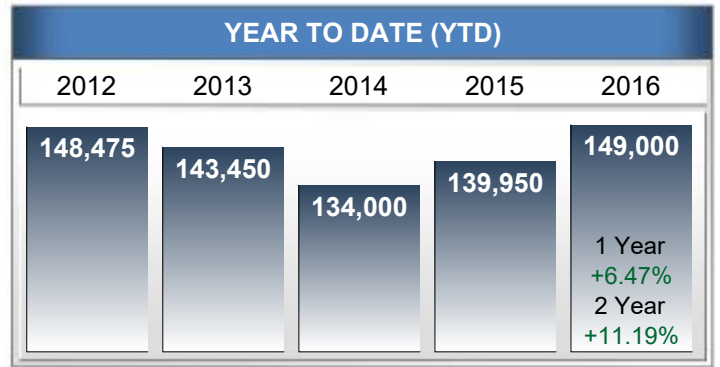
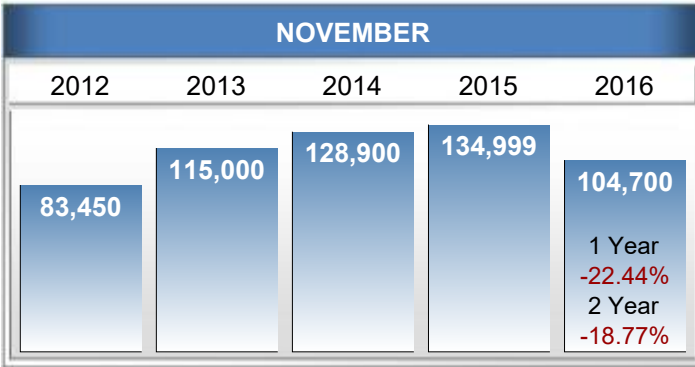
Closed Sales as of Dec 10, 2016



Median List Price at Closing

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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+
\$30,000 and less	0		0.00%	75	0	0	0	0
\$30,001 \$30,000	0		0.00%	75	0	0	0	0
\$30,001 \$30,000	0		0.00%	75	0	0	0	0
\$30,001 \$160,000	1		50.00%	39,500	39,500	0	0	0
\$160,001 \$160,000	0		0.00%	39,500	0	0	0	0
\$160,001 \$160,000	0		0.00%	39,500	0	0	0	0
\$160,001 and up	1		50.00%	169,900	0	169,900	0	0
Median List Price:	\$104,700				\$39,500	\$169,900	\$0	\$0
Total Closed Units:	2				1	1		
Total List Volume:	209,400				39.50K	169.90K	0.00B	0.00B



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

November 2016

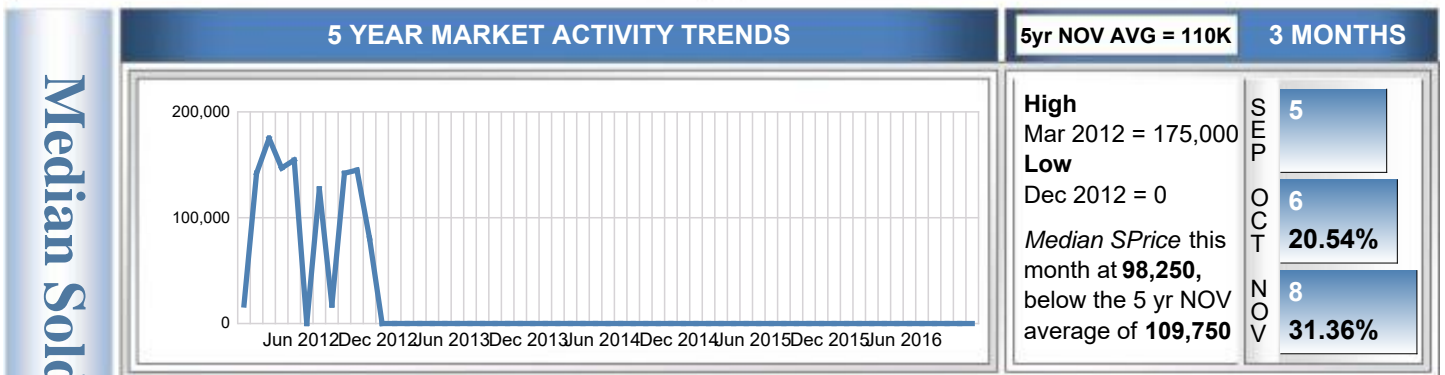
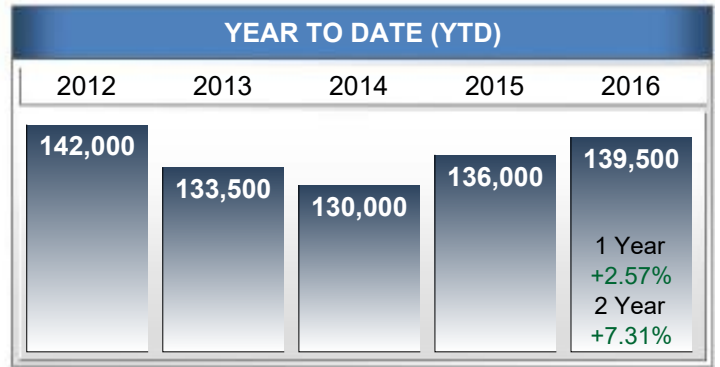
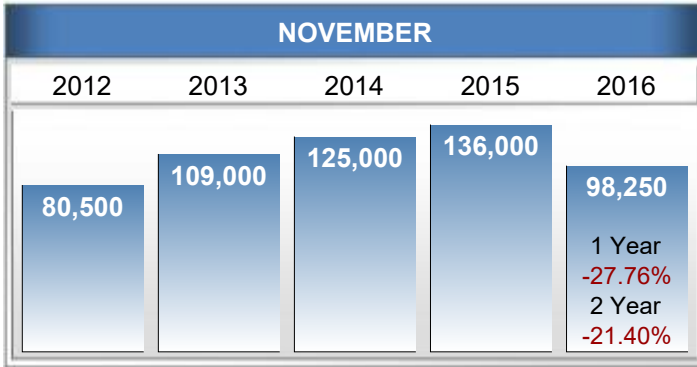
Closed Sales as of Dec 10, 2016



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+
\$30,000 and less	0		0.00%	169,900	0	0	0	0
\$30,001 \$30,000	0		0.00%	169,900	0	0	0	0
\$30,001 \$30,000	0		0.00%	169,900	0	0	0	0
\$30,001 \$160,000	2		100.00%	98,250	36,500	160,000	0	0
\$160,001 \$160,000	0		0.00%	98,250	0	0	0	0
\$160,001 \$160,000	0		0.00%	98,250	0	0	0	0
\$160,001 and up	0		0.00%	98,250	0	0	0	0
Median Closed Price:		\$98,250			\$36,500	\$160,000	\$0	\$0
Total Closed Units:		2			1	1		
Total Closed Volume:		196,500			36.50K	160.00K	0.00B	0.00B



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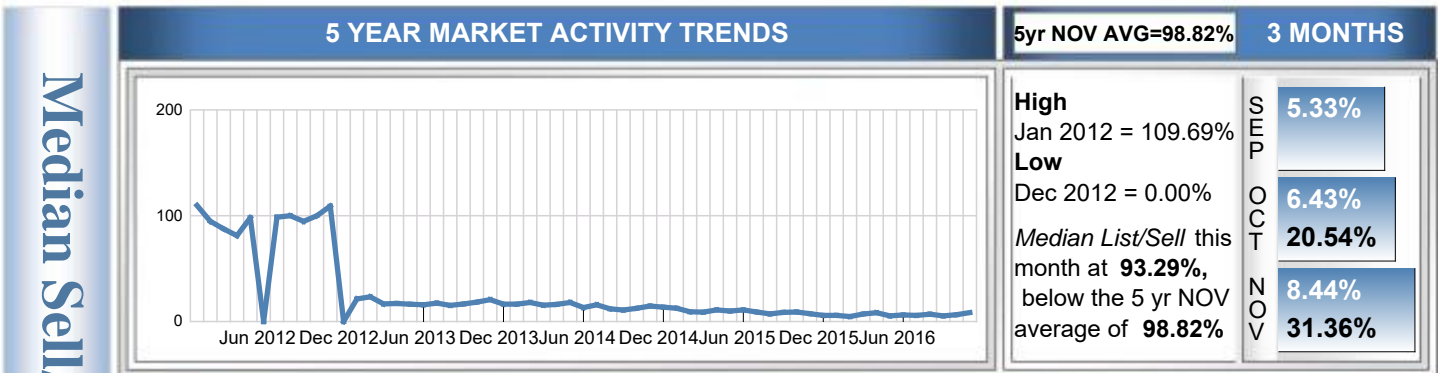
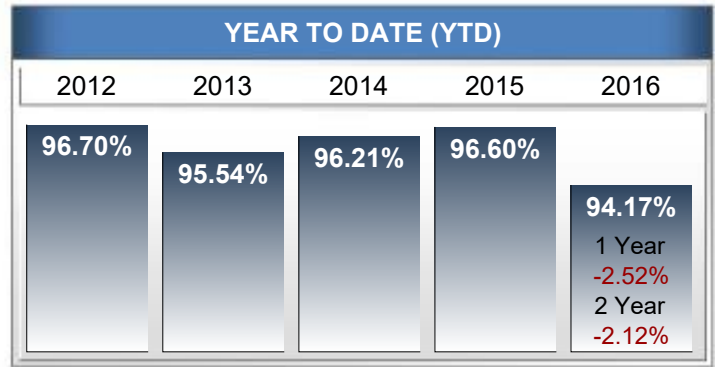
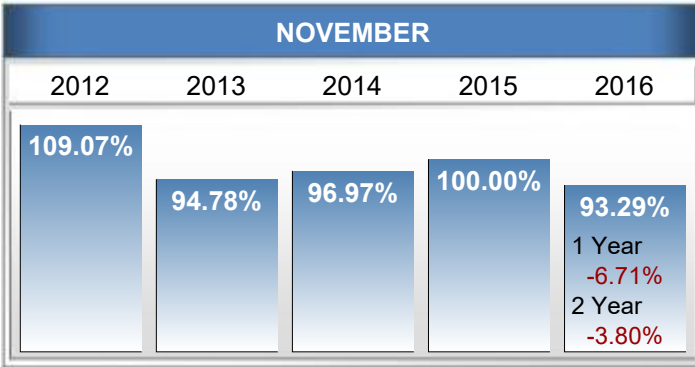
Closed Sales as of Dec 10, 2016



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+
\$30,000 and less	0	0.00%	250.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 \$30,000	0	0.00%	250.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 \$30,000	0	0.00%	250.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 \$160,000	2	100.00%	93.29%	92.41%	94.17%	0.00%	0.00%
\$160,001 \$160,000	0	0.00%	93.29%	0.00%	0.00%	0.00%	0.00%
\$160,001 \$160,000	0	0.00%	93.29%	0.00%	0.00%	0.00%	0.00%
\$160,001 and up	0	0.00%	93.29%	0.00%	0.00%	0.00%	0.00%
Median List/Sell Ratio:	93.29%			92.41%	94.17%	0.00%	0.00%
Total Closed Units:	2			1	1		
Total Closed Volume:	196,500			36.50K	160.00K	0.00B	0.00B



Monthly Inventory Analysis

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November 2016

Inventory as of Dec 10, 2016



Market Summary

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

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	NOVEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	3	2	-33.33%	25	23	-8.00%
Pending Sales	5	0	-100.00%	28	20	-28.57%
New Listings	5	6	20.00%	46	44	-4.35%
Median List Price	134,999	104,700	-22.44%	139,950	149,000	6.47%
Median Sale Price	136,000	98,250	-27.76%	136,000	139,500	2.57%
Median Percent of Selling Price to List Price	100.00%	93.29%	-6.71%	96.60%	94.17%	-2.52%
Median Days on Market to Sale	21.00	74.50	254.76%	37.00	46.00	24.32%
Monthly Inventory	16	19	18.75%	16	19	18.75%
Months Supply of Inventory	7.38	8.44	14.35%	7.38	8.44	14.35%

