



September 2010

Area 061 - Dinwiddie

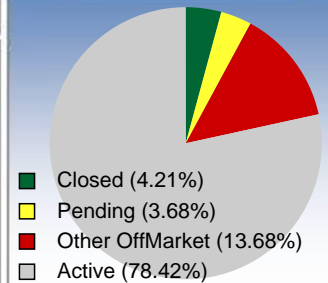


Absorption: Last 12 months, an Average of **16** Sales/Month

Active Inventory as of September 30, 2010 = **298**

	SEPTEMBER		
	2009	2010	+/- %
Closed Sales	38	16	-57.89%
Pending Sales	21	14	-33.33%
New Listings	53	59	11.32%
Average List Price	158,646	167,452	5.55%
Average Sale Price	154,292	156,262	1.28%
Average Percent of List Price to Selling Price	96.76%	91.39%	-5.54%
Average Days on Market to Sale	79.29	102.81	29.67%
End of Month Inventory	231	298	29.00%
Months Supply of Inventory	12.66	19.12	51.08%

Market Activity



Report Produced on: Oct 05, 2010

Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2010 rose **29.00%** to 298 existing homes available for sale. Over the last 12 months this area has had an average of 16 closed sales per month. This represents an unsold inventory index of **19.12** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **1.28%** in September 2010 to \$156,262 versus the previous year at \$154,292.

Average Days on Market Lengthens

The average number of **102.81** days that homes spent on the market before selling increased by 23.52 days or **29.67%** in September 2010 compared to last year's same month at **79.29** DOM.

Sales Success for September 2010 is Positive

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

There were 59 New Listings in September 2010, up **11.32%** from last year at 53. Furthermore, there were 16 Closed Sales this month versus last year at 38, a **9.3%** decrease.

Closed versus Listed trends yielded a **27.1%** ratio, down from last year's September 2010 at **71.7%**, a **62.18%** 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®

Michael May - Salesperson
Office: Harris & Assoc, Inc - HARR
Phone: (804) 733-6175
Email: mike@mikemay.com



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

September 2010

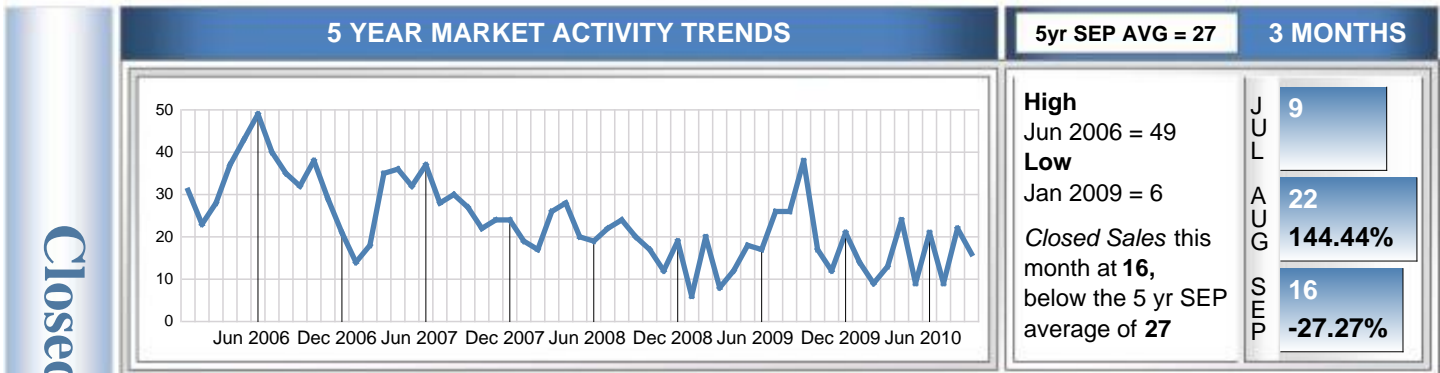
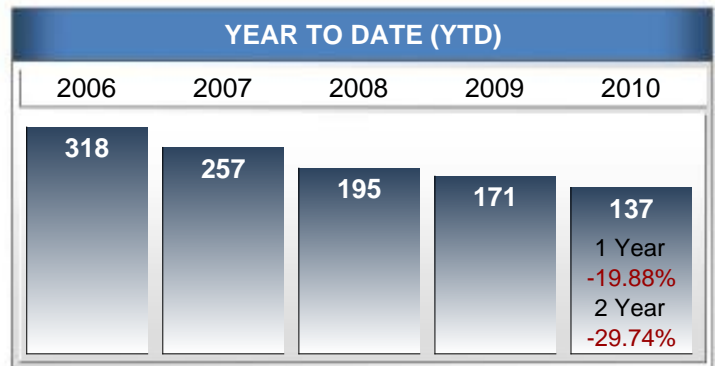
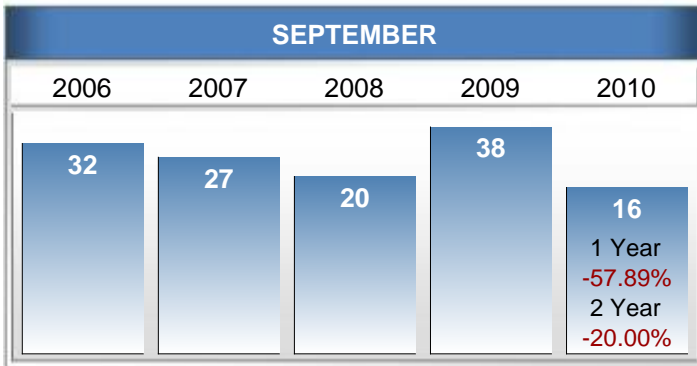
Closed Sales as of Oct 03, 2010



Closed Sales

Area 061 - Dinwiddie

Report Produced on: Oct 05, 2010



Closed Sales

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CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Sales by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	0	0.00%	0.0	0	0	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	6	37.50%	92.5	1	3	2	0
\$125,001 - \$150,000	2	12.50%	70.5	0	2	0	0
\$150,001 - \$175,000	4	25.00%	75.5	0	3	1	0
\$175,001 - \$325,000	2	12.50%	128.5	0	1	1	0
\$325,001 and up	2	12.50%	195.0	0	0	0	2
Total Closed Units:	16		102.8	1	9	4	2
Total Closed Volume:	2,500,196			70.00K	1.17M	580.42K	677.75K
Average Closed Price:	\$156,262			\$70,000	\$130,225	\$145,105	\$338,875



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

September 2010

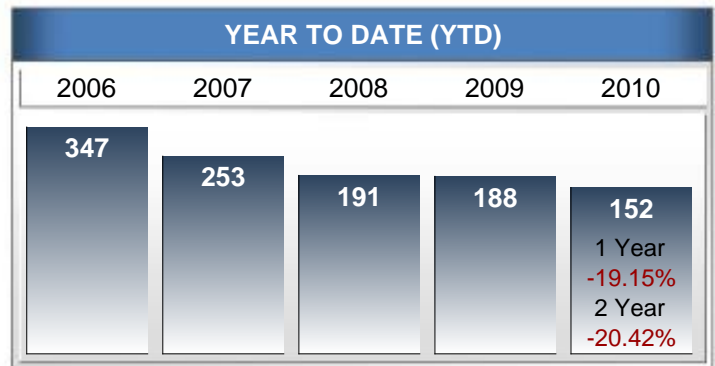
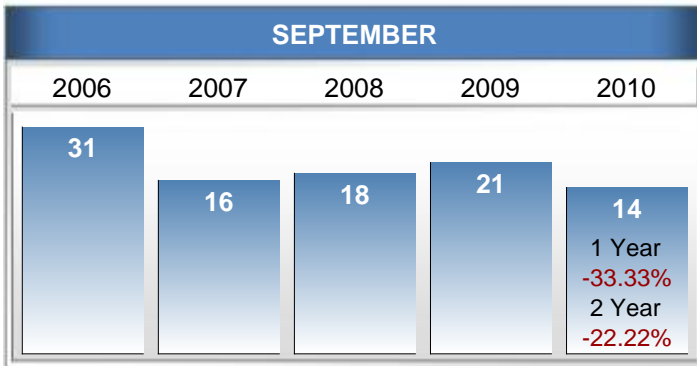
Pending Sales as of Oct 03, 2010



Pending Sales

Area 061 - Dinwiddie

Report Produced on: Oct 05, 2010



Pending Sales

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PENDING SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Sales by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$60,000 and less	1	7.14%	3.0	0	1	0	0
\$60,001 - \$80,000	2	14.29%	155.0	1	1	0	0
\$80,001 - \$120,000	2	14.29%	279.0	0	1	1	0
\$120,001 - \$150,000	3	21.43%	90.0	0	2	1	0
\$150,001 - \$190,000	2	14.29%	70.0	0	2	0	0
\$190,001 - \$300,000	3	21.43%	61.0	0	1	1	1
\$300,001 and up	1	7.14%	288.0	0	1	0	0
Total Pending Units:	14		64.0	1	9	3	1
Total Pending Volume:	2,248,500			75.00K	1.45M	521.90K	199.90K
Average Listing Price:	\$81,500			\$75,000	\$161,300	\$173,967	\$199,900



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

September 2010

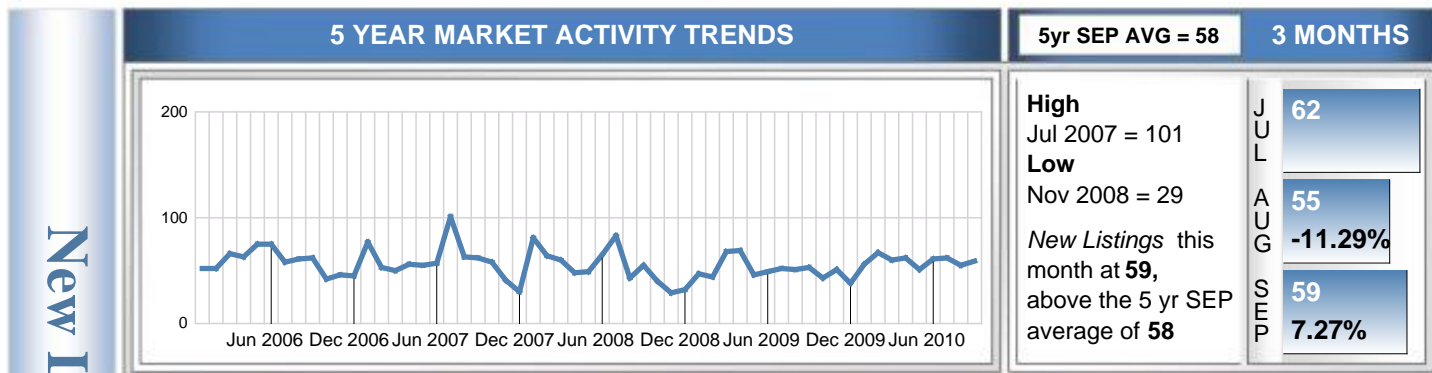
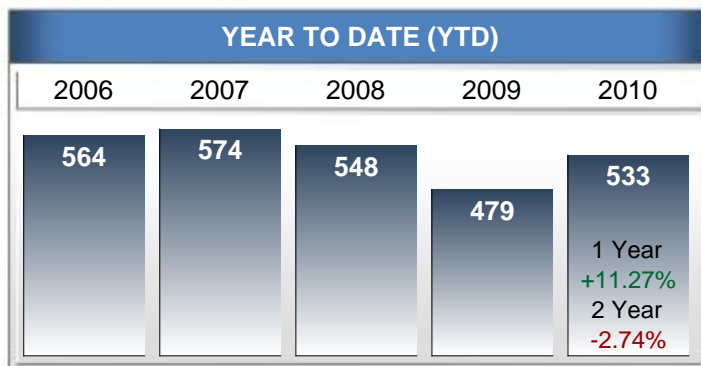
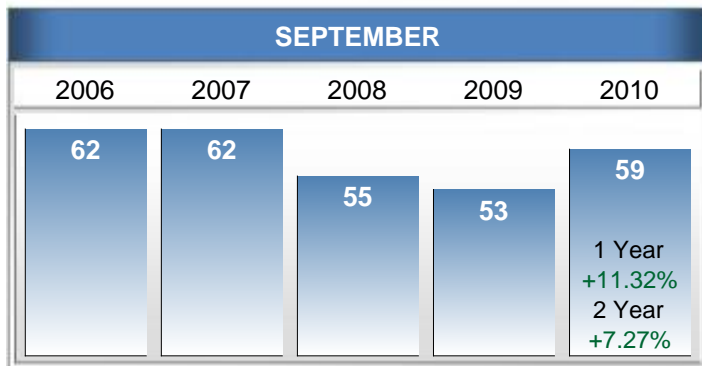
New Listings as of Oct 03, 2010



New Listings

Area 061 - Dinwiddie

Report Produced on: Oct 05, 2010



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+
\$60,000 and less	5	8.47%	4	1	0	0
\$60,001 - \$90,000	8	13.56%	4	2	2	0
\$90,001 - \$130,000	9	15.25%	4	5	0	0
\$130,001 - \$160,000	11	18.64%	4	6	1	0
\$160,001 - \$210,000	12	20.34%	1	8	3	0
\$210,001 - \$360,000	8	13.56%	0	5	3	0
\$360,001 and up	6	10.17%	1	3	1	1
Total New Listed Units:	59		18	30	10	1
Total New Listed Volume:	11,339,350		2.49M	6.28M	2.20M	364.90K
Average New Listed Listing Price:	\$0		\$138,442	\$209,367	\$220,150	\$364,900



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

September 2010

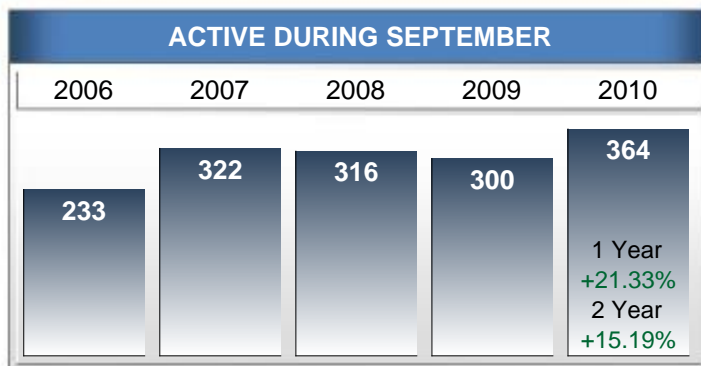
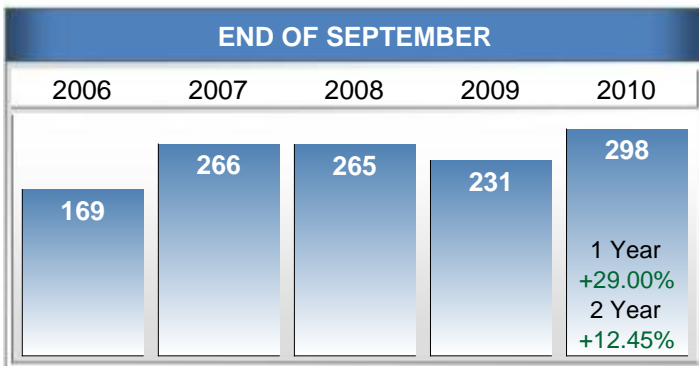
Active Inventory as of Oct 03, 2010



Active Inventory

Report Produced on: Oct 05, 2010

Area 061 - Dinwiddie



Active Inventory

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5yr SEP AVG = 246 **3 MONTHS**

High
Jul 2010 = 313

Low
Jan 2006 = 127

Inventory this month at **298**, above the 5 yr SEP average of **246**

JUL	313
AUG	305
SEP	298
-2.56%	
-2.30%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	8	2.68%	178.1	8	0	0	0		
\$25,001 - \$75,000	58	19.46%	151.1	52	6	0	0		
\$75,001 - \$125,000	43	14.43%	89.2	22	17	4	0		
\$125,001 - \$175,000	64	21.48%	81.0	7	52	5	0		
\$175,001 - \$225,000	57	19.13%	133.3	1	42	13	1		
\$225,001 - \$300,000	37	12.42%	167.8	5	19	10	3		
\$300,001 and up	31	10.40%	141.7	6	10	10	5		
Total Active Inventory by Units:				298	125.6	101	146	42	9
Total Active Inventory by Volume:				57,614,690		15.47M	28.15M	10.80M	3.19M
Average Active Inventory Listing Price:				\$193,338		\$153,144	\$192,812	\$257,219	\$354,822



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

September 2010

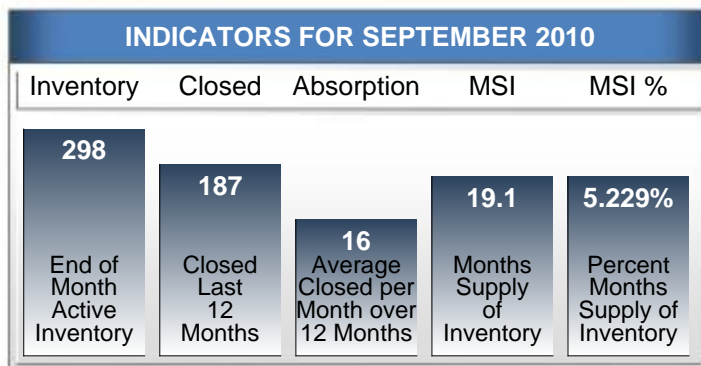
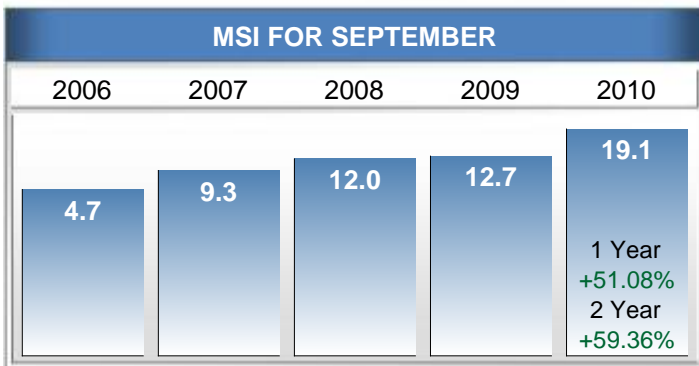
Active Inventory as of Oct 03, 2010



Months Supply of Inventory

Report Produced on: Oct 05, 2010

Area 061 - Dinwiddie



Months Supply
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5yr SEP AVG = 11.5 **3 MONTHS**

High
 Sep 2010 = 19.1
Low
 Jan 2006 = 3.6
Months Supply this month at **19.1**, above the 5 yr SEP average of **11.5**

Month	MSI	% Change
JUL	17.6	
AUG	17.5	-0.69%
SEP	19.1	9.20%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	8	2.68%	48.0	96.0	0.0	0.0	0.0
\$25,001 - \$75,000	58	19.46%	20.5	41.6	4.2	0.0	0.0
\$75,001 - \$125,000	43	14.43%	17.8	88.0	9.7	9.6	0.0
\$125,001 - \$175,000	64	21.48%	11.5	28.0	11.6	6.7	0.0
\$175,001 - \$225,000	57	19.13%	26.3	0.0	29.6	19.5	12.0
\$225,001 - \$300,000	37	12.42%	20.2	30.0	28.5	12.0	18.0
\$300,001 and up	31	10.40%	53.1	72.0	120.0	40.0	30.0
MSI:			19.1	48.5	14.7	13.6	18.0
Total Active Inventory:			298	101	146	42	9



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

September 2010

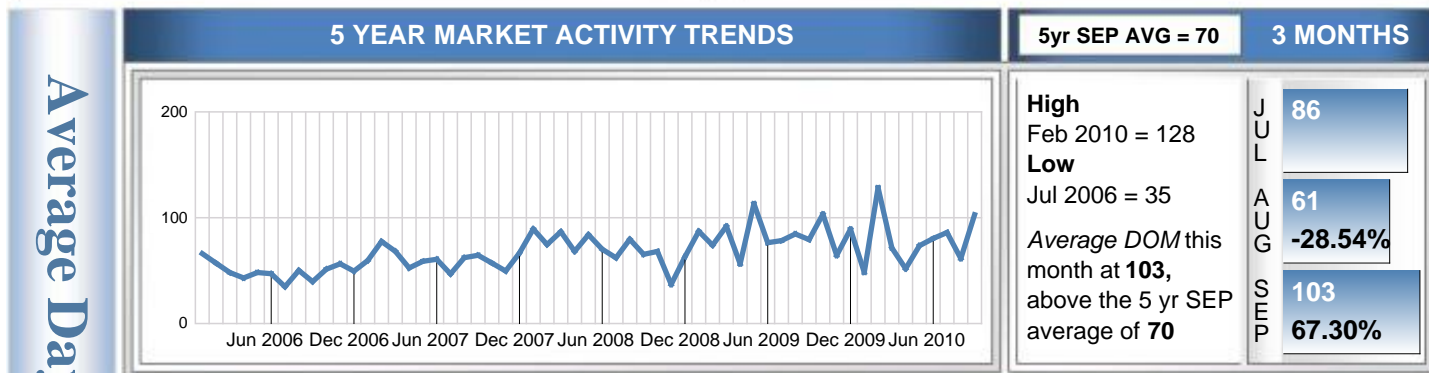
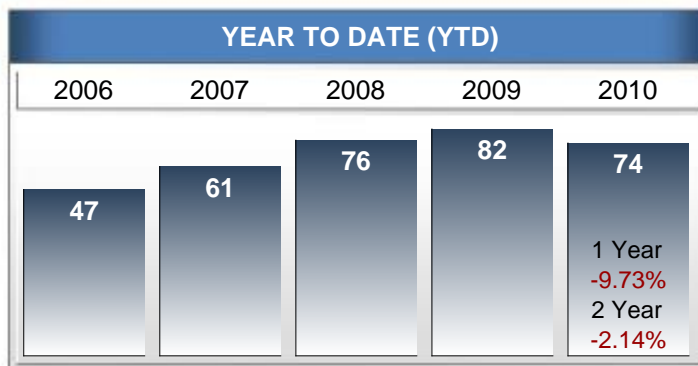
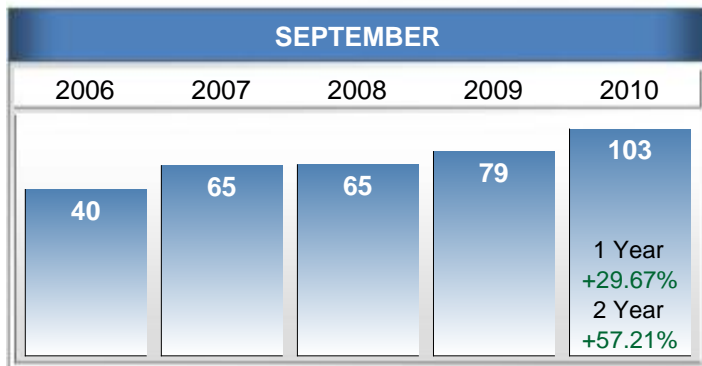
Closed Sales as of Oct 03, 2010



Average Days on Market to Sale

Report Produced on: Oct 05, 2010

Area 061 - Dinwiddie



Average Days on Market

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AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0	
\$50,001 - \$50,000	0	0.00%	0.0	0.0	0.0	0.0	0.0	
\$50,001 - \$125,000	6	37.50%	92.5	165.0	32.7	146.0	0.0	
\$125,001 - \$150,000	2	12.50%	70.5	0.0	70.5	0.0	0.0	
\$150,001 - \$175,000	4	25.00%	75.5	0.0	68.7	96.0	0.0	
\$175,001 - \$325,000	2	12.50%	128.5	0.0	148.0	109.0	0.0	
\$325,001 and up	2	12.50%	195.0	0.0	0.0	0.0	195.0	
Average Closed DOM: 102.8				165.0	65.9	124.3	195.0	
Total Closed Units: 16					1	9	4	2
Total Closed Volume: 2,500,196				70.00K	1.17M	580.42K	677.75K	



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

September 2010

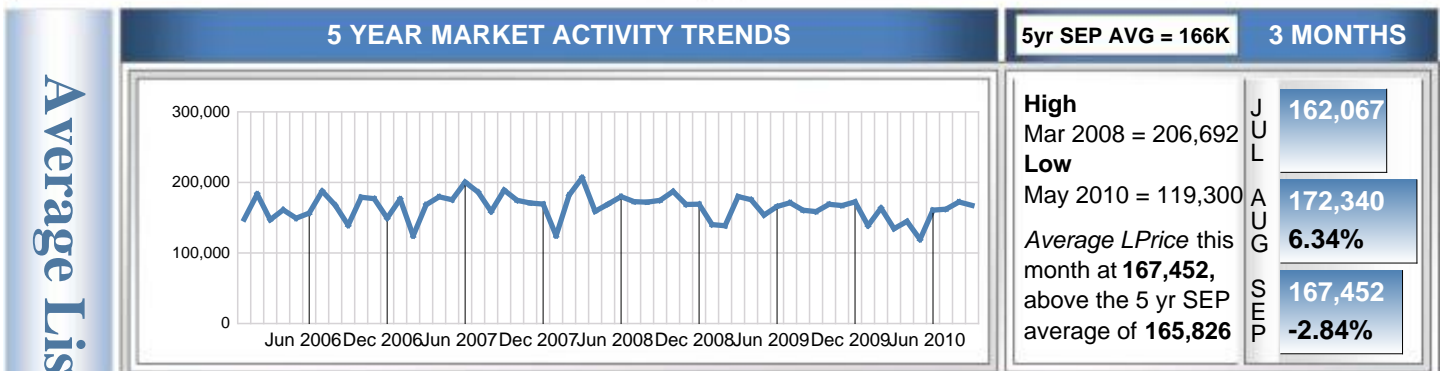
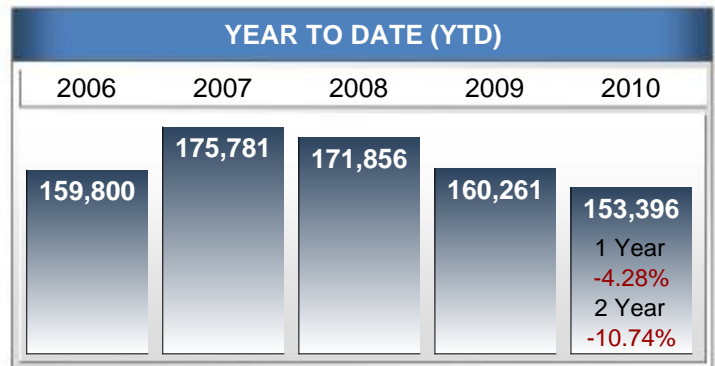
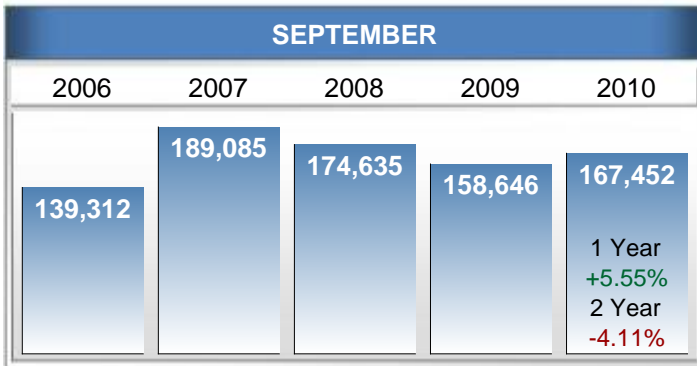
Closed Sales as of Oct 03, 2010



Average List Price at Closing

Report Produced on: Oct 05, 2010

Area 061 - Dinwiddie



Average List Price

Ready to Buy or Sell Real Estate?
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AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	0	0.00%	0	0	0	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$125,000	5	31.25%	83,420	85,000	74,700	134,000	0
\$125,001 - \$150,000	1	6.25%	134,500	0	144,750	0	0
\$150,001 - \$175,000	6	37.50%	163,804	0	168,442	162,500	0
\$175,001 - \$325,000	2	12.50%	229,925	0	199,900	259,950	0
\$325,001 and up	2	12.50%	342,475	0	0	0	342,475
Average List Price:	\$167,452			\$85,000	\$135,425	\$172,613	\$342,475
Total Closed Units:	16			1	9	4	2
Total List Volume:	2,679,225			85.00K	1.22M	690.45K	684.95K



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

September 2010

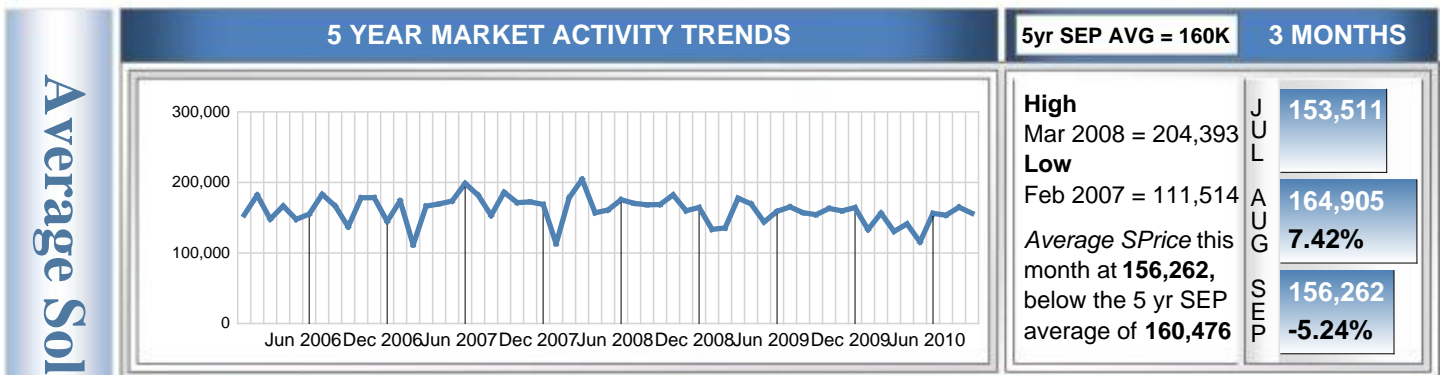
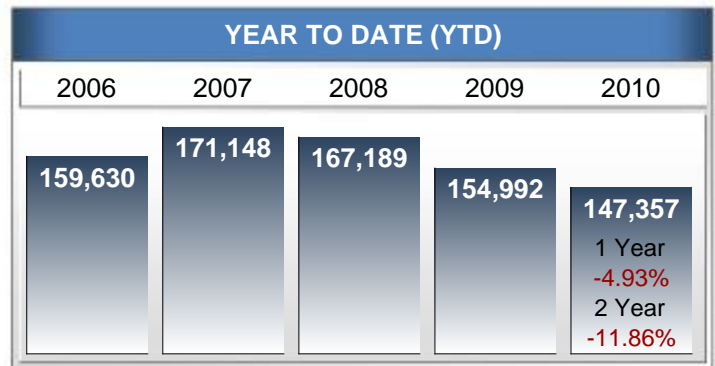
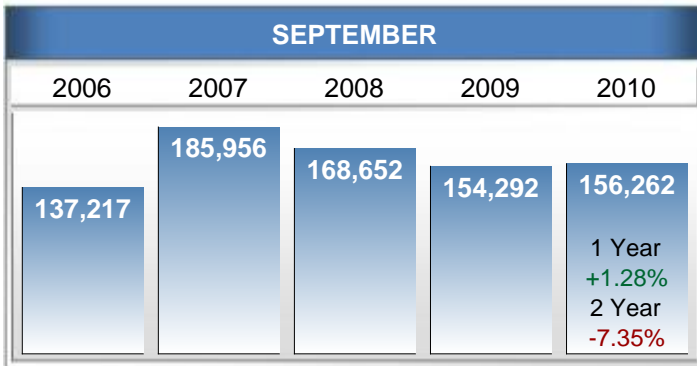
Closed Sales as of Oct 03, 2010



Average Sold Price at Closing

Report Produced on: Oct 05, 2010

Area 061 - Dinwiddie



Average Sold Price

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AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	0		0.00%	0	0	0	0	0
\$50,001 - \$50,000	0		0.00%	0	0	0	0	0
\$50,001 - \$125,000	6		37.50%	73,354	70,000	67,550	83,736	0
\$125,001 - \$150,000	2		12.50%	141,250	0	141,250	0	0
\$150,001 - \$175,000	4		25.00%	164,969	0	165,625	163,000	0
\$175,001 - \$325,000	2		12.50%	219,975	0	190,000	249,950	0
\$325,001 and up	2		12.50%	338,875	0	0	0	338,875
Average Closed Price:	\$156,262				\$70,000	\$130,225	\$145,105	\$338,875
Total Closed Units:	16				1	9	4	2
Total Closed Volume:	2,500,196				70.00K	1.17M	580.42K	677.75K



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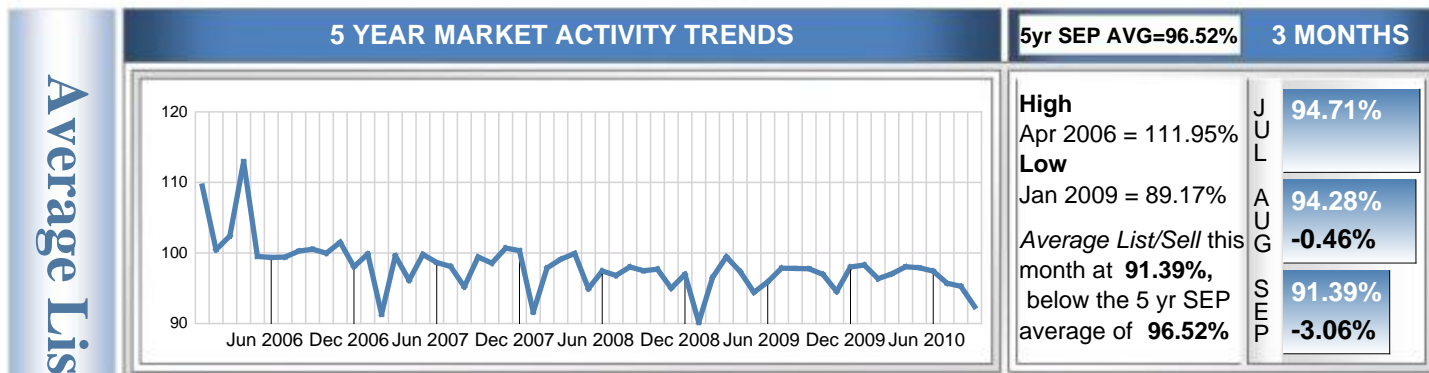
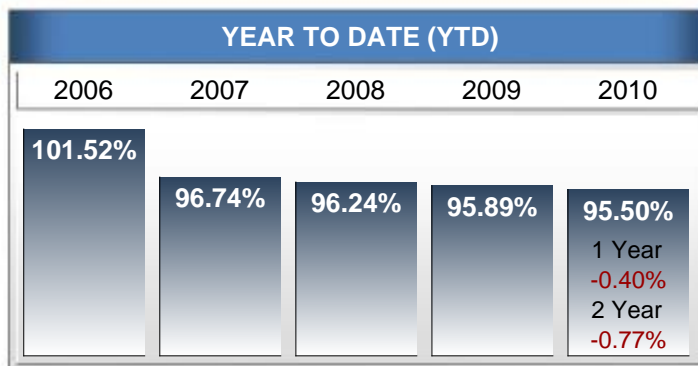
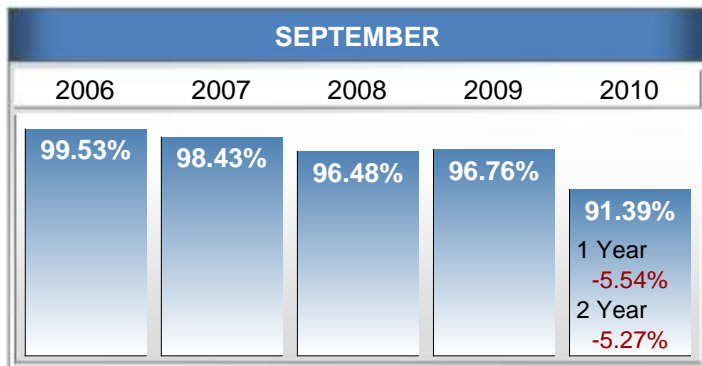
Closed Sales as of Oct 03, 2010



Average Percent of List Price to Selling Price

Report Produced on: Oct 05, 2010

Area 061 - Dinwiddie



Average List/Sell Price

Ready to Buy or Sell Real Estate?
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AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of \$avgmed L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 \$125,000	6	37.50%	80.43%	82.35%	91.75%	62.49%	0.00%
\$125,001 \$150,000	2	12.50%	97.74%	0.00%	97.74%	0.00%	0.00%
\$150,001 \$175,000	4	25.00%	98.79%	0.00%	98.29%	100.31%	0.00%
\$175,001 \$325,000	2	12.50%	95.60%	0.00%	95.05%	96.15%	0.00%
\$325,001 and up	2	12.50%	98.93%	0.00%	0.00%	0.00%	98.93%
Average List/Sell Ratio: 91.40%				82.35%	95.63%	80.36%	98.93%
Total Closed Units: 16				1	9	4	2
Total Closed Volume: 2,500,196				70.00K	1.17M	580.42K	677.75K



Monthly Inventory Analysis

Data from the Central Virginia Regional MLS

September 2010

Inventory as of Oct 03, 2010



Market Summary

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Absorption: Last 12 months, an Average of 16 Sales/Month

Active Inventory as of September 30, 2010 = 298

	SEPTEMBER			Year To Date		
	2009	2010	+/-%	2009	2010	+/-%
Closed Sales	38	16	-57.89%	171	137	-19.88%
Pending Sales	21	14	-33.33%	188	152	-19.15%
New Listings	53	59	11.32%	479	533	11.27%
Average List Price	158,646	167,452	5.55%	160,261	153,396	-4.28%
Average Sale Price	154,292	156,262	1.28%	154,992	147,357	-4.93%
Average Percent of List Price to Selling Price	96.76%	91.39%	-5.54%	95.89%	95.50%	-0.40%
Average Days on Market to Sale	79.29	102.81	29.67%	81.88	73.91	-9.73%
Monthly Inventory	231	298	29.00%	231	298	29.00%
Months Supply of Inventory	12.66	19.12	51.08%	12.66	19.12	51.08%

