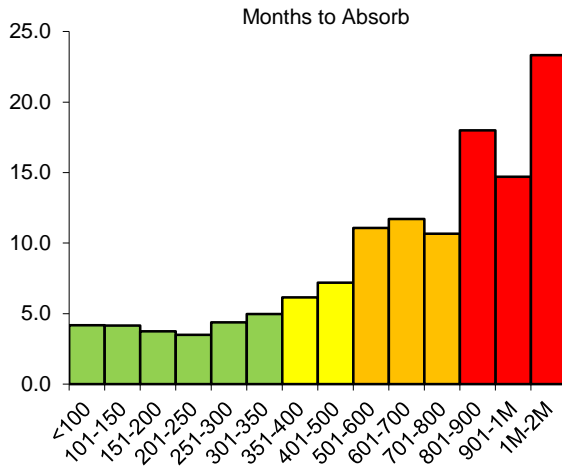


Total Absorption Rates for April 2018

Price Range (\$000's)	Active Listings	Sold Properties 10/1/17-3/31/18	Transactions Per Month	Months to Absorb	Market Condition
<100	752	1079	180	4.2	Normal Seller's Market
101-150	1010	1458	243	4.2	Normal Seller's Market
151-200	1323	2116	353	3.8	Normal Seller's Market
201-250	1311	2257	376	3.5	Normal Seller's Market
251-300	1158	1586	264	4.4	Normal Seller's Market
301-350	874	1056	176	5.0	Normal Seller's Market
351-400	816	797	133	6.1	Balanced Market
401-500	942	787	131	7.2	Balanced Market
501-600	456	247	41	11.1	Normal Buyer's Market
601-700	275	141	24	11.7	Normal Buyer's Market
701-800	128	72	12.0	10.7	Normal Buyer's Market
801-900	108	36	6.0	18.0	Extreme Buyer's Market
901-1M	49	20	3.3	14.7	Extreme Buyer's Market
1M-2M	175	45	7.5	23.3	Extreme Buyer's Market
2m+	49	11	1.8	26.7	Extreme Buyer's Market
Total	9426	11708	1951	4.8	Normal Seller's Market



0-3 months	High Appreciation
3-5 months	Moderate Appreciation
5-8 months	Flat pricing
8-12 months	Moderate Depreciation
12+ months	High Depreciation

City By City Inventory Absorption Rate in Months

April-18

Price Range	Chesapeake	Norfolk	Portsmouth	Virginia Beach	Suffolk	Smithfield/ Franklin	Hampton	Newport News	York/ Poquoson	Williamsburg/ JCC	Gloucester
<100k	2.7	2.5	3.8	12.1	4.8	4.6	2.6	4.8	3.4	0.9	4.9
101-150	3.3	4.1	5.8	3.0	4.9	5.5	4.3	4.2	2.2	5.2	5.2
151-200	3.0	4.3	3.6	3.0	3.5	2.9	5.0	4.2	3.9	3.4	5.4
201-250	3.0	3.0	4.2	2.2	3.8	4.9	5.1	5.2	3.7	4.3	6.5
251-300	3.3	4.8	5.5	3.3	5.1	5.6	5.8	4.4	6.0	3.3	7.9
301-350	3.4	5.9	10.7	3.3	6.7	10.2	8.4	8.8	6.2	5.8	7.1
351-400	6.7	4.6	11.0	4.3	9.9	5.8	11.4	8.6	6.4	5.2	12.8
401-500	6.4	8.8	10.3	5.0	11.1	12.0	12.0	2.4	12.1	8.3	8.6
501-600	8.3	10.8	9.0	10.4	10.2	51.0	54.0		14.6	9.3	8.0
601-700	5.6	9.8		11.1	21.6	10.0	18.0	36.0	12.7	10.6	12.0
701-800	12.0	12.0		8.0	24.0				42.0	15.0	18.0
801-900	6.0	33.0		15.1				6.0	24.0	18.0	
901-1000	12.0	4.0		14.7		12.0		6.0	9.0	21.0	
1M-2M	18.0	72.0		18.3	24.0			9.0	30.0	96.0	
2M+				17.5							

