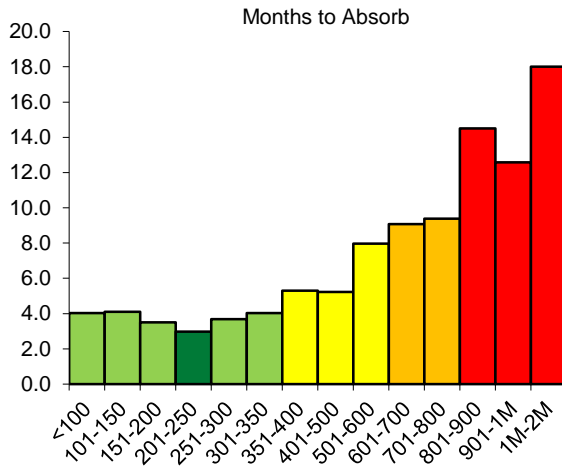


Total Absorption Rates for February 2018

Price Range (\$000's)	Active Listings	Sold Properties 8/1/17-1/31/18	Transactions Per Month	Months to Absorb	Market Condition
<100	771	1150	191.7	4.0	Normal Seller's Market
101-150	1051	1536	256.0	4.1	Normal Seller's Market
151-200	1347	2312	385.3	3.5	Normal Seller's Market
201-250	1207	2431	405.2	3.0	Extreme Seller's Market
251-300	1070	1743	290.5	3.7	Normal Seller's Market
301-350	798	1191	198.5	4.0	Normal Seller's Market
351-400	728	823	137.2	5.3	Balanced Market
401-500	793	911	151.8	5.2	Balanced Market
501-600	373	281	46.8	8.0	Balanced Market
601-700	245	162	27.0	9.1	Normal Buyer's Market
701-800	125	80	13.3	9.4	Normal Buyer's Market
801-900	87	36	6.0	14.5	Extreme Buyer's Market
901-1M	44	21	3.5	12.6	Extreme Buyer's Market
1M-2M	153	51	8.5	18.0	Extreme Buyer's Market
2m+	43	15	2.5	17.2	Extreme Buyer's Market
Total	8835	12743	2124	4.2	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

February-18

Price Range	Chesapeake	Norfolk	Portsmouth	Virginia Beach	Suffolk	Smithfield/Franklin	Hampton	Newport News	York/Poquoson	Williamsburg/JCC	Gloucester
<100k	2.2	2.8	3.8	8.7	4.6	5.3	2.9	4.2	0.9	3.0	2.6
101-150	3.2	3.8	5.3	2.7	5.8	4.6	4.9	5.1	3.2	4.0	3.1
151-200	3.2	3.9	3.9	2.8	2.8	3.0	3.8	3.8	3.4	2.6	5.9
201-250	2.5	3.4	3.8	2.1	3.0	2.5	4.4	3.4	3.6	3.6	5.1
251-300	2.4	4.1	5.3	2.7	3.5	4.8	5.0	4.9	3.6	4.1	5.9
301-350	2.7	5.6	24.0	2.9	5.2	7.0	6.4	4.0	4.9	4.4	5.6
351-400	5.6	5.6	8.0	3.7	10.2	3.8	8.1	8.7	4.0	4.4	11.1
401-500	4.9	5.0	13.0	3.7	8.3	9.5	5.1	4.9	6.1	6.3	9.4
501-600	6.9	8.6		7.0	10.0	45.0	30.0	26.0	4.8	7.2	4.0
601-700	4.5	6.5		9.9	16.5	10.0	12.0	54.0	8.0	6.0	24.0
701-800	12.0	15.6		5.7						15.0	12.0
801-900	3.0	18.0		9.0						48.0	
901-1000		12.0		8.1	12.0				15.0		
1M-2M		18.0		15.5	12.0			3.0		24.0	
2M+				13.2							

