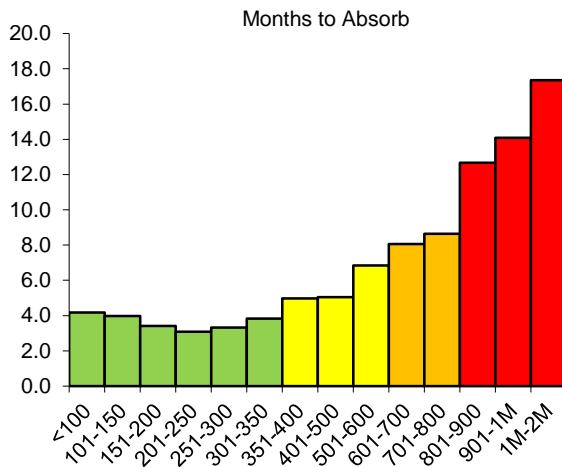


Total Absorption Rates for December 2017

Price Range (\$000's)	Active Listings	Sold Properties 6/1/17-11/30/17	Transactions Per Month	Months to Absorb	Market Condition
<100	820	1181	196.8	4.2	Normal Seller's Market
101-150	1107	1672	278.7	4.0	Normal Seller's Market
151-200	1447	2548	424.7	3.4	Normal Seller's Market
201-250	1381	2686	447.7	3.1	Normal Seller's Market
251-300	1108	2004	334.0	3.3	Normal Seller's Market
301-350	866	1357	226.2	3.8	Normal Seller's Market
351-400	797	961	160.2	5.0	Balanced Market
401-500	911	1084	180.7	5.0	Balanced Market
501-600	421	369	61.5	6.8	Balanced Market
601-700	270	201	33.5	8.1	Normal Buyer's Market
701-800	134	93	15.5	8.6	Normal Buyer's Market
801-900	95	45	7.5	12.7	Extreme Buyer's Market
901-1M	61	26	4.3	14.1	Extreme Buyer's Market
1M-2M	162	56	9.3	17.4	Extreme Buyer's Market
2m+	44	14	2.3	18.9	Extreme Buyer's Market
Total	9624	14297	2383	4.0	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

December-17

Price Range	Chesapeake	Norfolk	Portsmouth	Virginia Beach	Suffolk	Smithfield/Franklin	Hampton	Newport News	York/Poquoson	Williamsburg/JCC	Gloucester
<100k	2.9	3.1	4.2	8.7	3.2	6.1	3.2	4.2	0.9	1.8	2.0
101-150	3.2	3.6	5.7	3.1	3.3	5.2	4.4	3.7	2.8	3.4	3.8
151-200	2.8	4.1	4.5	2.8	3.2	3.5	4.0	3.1	2.6	3.3	4.5
201-250	2.3	4.1	4.1	2.3	2.6	2.6	4.8	3.3	3.3	3.8	3.3
251-300	2.4	4.0	3.8	2.5	2.8	4.7	5.1	4.1	3.3	4.1	4.7
301-350	2.8	4.4	17.0	3.0	5.0	7.1	8.6	3.9	3.6	4.1	4.6
351-400	4.6	6.6	14.0	3.6	11.5	5.6	6.7	8.5	3.3	4.1	6.0
401-500	5.2	4.0	12.0	3.4	11.3	7.8	4.8	4.1	4.6	5.8	8.0
501-600	4.2	6.0		6.0	14.6	30.0	24.0	28.0	5.0	7.3	10.0
601-700	3.1	11.5		7.9	7.3	18.0	12.0	54.0	12.8	5.6	15.0
701-800	12.0	8.4		6.1		18.0	1.5			14.4	6.0
801-900	18.0	18.0		7.2						24.0	
901-1000		30.0		8.5	6.0				42.0	36.0	
1M-2M		39.0		13.2	21.0	30.0		12.0		24.0	
2M+				15.7							

