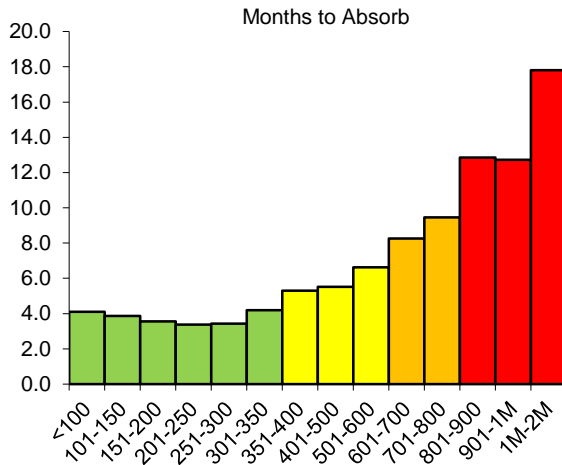


Total Absorption Rates for October 2017

Price Range (\$000's)	Active Listings	Sold Properties 4/1/17-9/30/17	Transactions Per Month	Months to Absorb	Market Condition
<100	873	1278	213.0	4.1	Normal Seller's Market
101-150	1160	1798	299.7	3.9	Normal Seller's Market
151-200	1601	2698	449.7	3.6	Normal Seller's Market
201-250	1537	2732	455.3	3.4	Normal Seller's Market
251-300	1222	2133	355.5	3.4	Normal Seller's Market
301-350	973	1393	232.2	4.2	Normal Seller's Market
351-400	913	1033	172.2	5.3	Balanced Market
401-500	1029	1118	186.3	5.5	Balanced Market
501-600	463	419	69.8	6.6	Balanced Market
601-700	300	218	36.3	8.3	Normal Buyer's Market
701-800	164	104	17.3	9.5	Normal Buyer's Market
801-900	105	49	8.2	12.9	Extreme Buyer's Market
901-1M	70	33	5.5	12.7	Extreme Buyer's Market
1M-2M	178	60	10.0	17.8	Extreme Buyer's Market
2m+	54	12	2.0	27.0	Extreme Buyer's Market
Total	10642	15078	2513	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

October-17

Price Range	Chesapeake	Norfolk	Portsmouth	Virginia Beach	Suffolk	Smithfield/Franklin	Hampton	Newport News	York/Poquoson	Williamsburg/JCC	Gloucester
<100k	2.4	3.3	4.0	7.6	4.5	4.9	3.6	4.1	1.0	1.7	1.4
101-150	3.6	3.7	6.0	2.7	3.3	4.9	4.4	3.9	2.7	2.6	2.8
151-200	2.8	4.2	4.6	2.9	3.4	5.2	4.6	3.1	2.5	3.9	4.3
201-250	2.7	4.4	4.7	2.7	2.9	6.2	3.9	3.6	3.2	3.8	3.0
251-300	2.6	3.7	4.9	2.6	3.2	4.2	5.7	3.7	4.1	4.6	4.0
301-350	3.2	5.8	11.3	3.0	5.8	6.3	11.2	5.1	4.4	3.7	6.7
351-400	5.0	6.0	30.0	3.8	11.7	7.6	7.2	9.2	3.6	4.0	4.7
401-500	5.8	5.1	22.0	3.8	11.4	8.1	7.9	5.5	4.8	6.0	6.7
501-600	3.5	5.6		5.8	12.8	17.0	22.0	27.0	6.9	8.0	12.0
601-700	4.4	8.3	12.0	8.0	9.8	6.0		30.0	12.7	6.8	18.0
701-800	19.5	9.6		7.0	42.0	3.0	1.5	12.0	54.0	12.4	
801-900		16.5		9.0	30.0					14.4	
901-1000		48.0		7.5	3.0		12.0			16.0	
1M-2M		21.0		15.3	42.0	18.0	12.0			12.7	
2M+				26.4							

