

NELSON COUNTY MARKET ANALYSIS

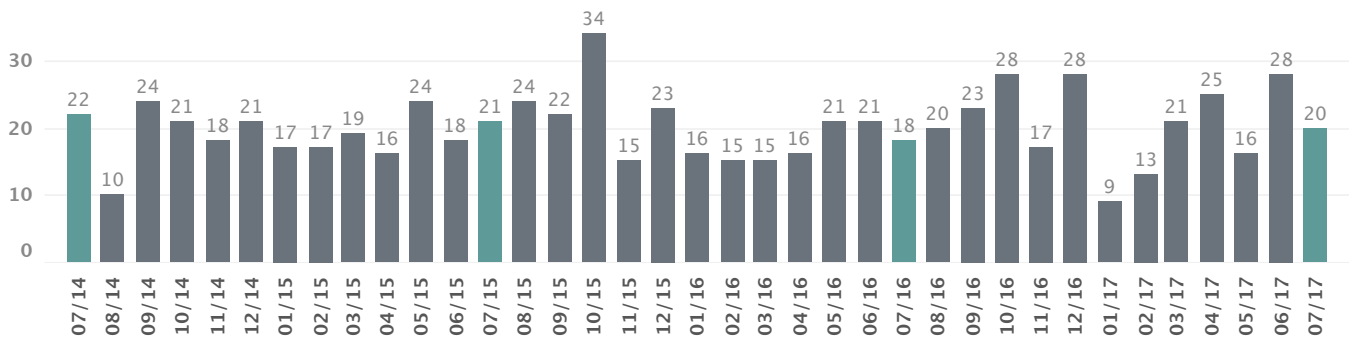
July 2017



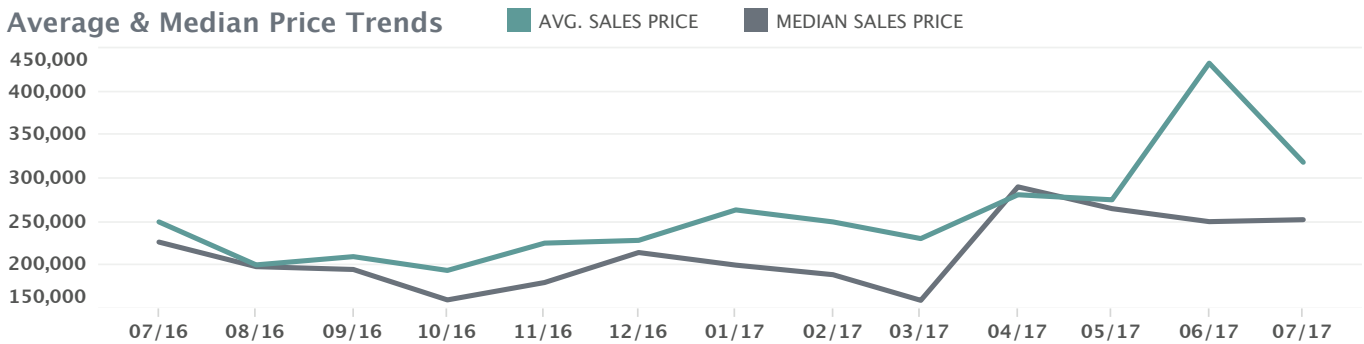
Market Snapshot

| | TOTAL SALES | MEDIAN SALES PRICE | AVG. DAYS ON MARKET | Avg. SP/LP % |
|-----------|-------------|--------------------|---------------------|--------------|
| July 2017 | 20 | 252,250 | 148 | 95.54% |
| July 2016 | 18 | 226,500 | 160 | 92.72% |
| July 2015 | 21 | 195,000 | 139 | 96.51% |
| July 2014 | 22 | 307,500 | 135 | 94.95% |

Thirty-Six Month Sales Trend (Total Sales)

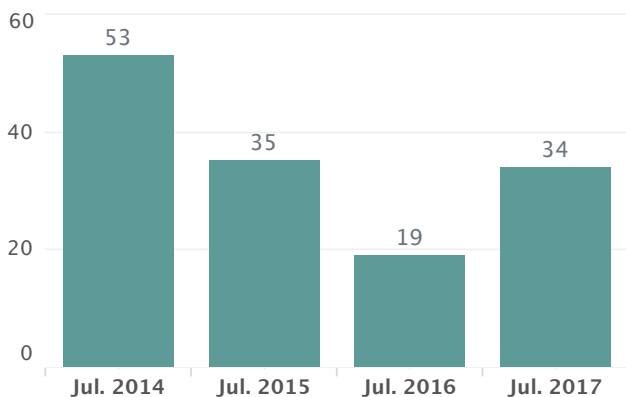


Average & Median Price Trends



| | | | | | | | | | | | | | |
|--------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| AVG. SALES PRICE | 249,689 | 200,267 | 209,761 | 193,894 | 225,291 | 228,475 | 263,500 | 249,685 | 230,519 | 280,935 | 275,119 | 432,204 | 318,275 |
| MEDIAN SALES PRICE | 226,500 | 198,250 | 195,000 | 160,000 | 180,000 | 214,500 | 200,000 | 189,000 | 159,500 | 290,000 | 264,950 | 250,000 | 252,250 |

New Listings by Month



Contracts Written by Month

