

FLUVANNA COUNTY MARKET ANALYSIS

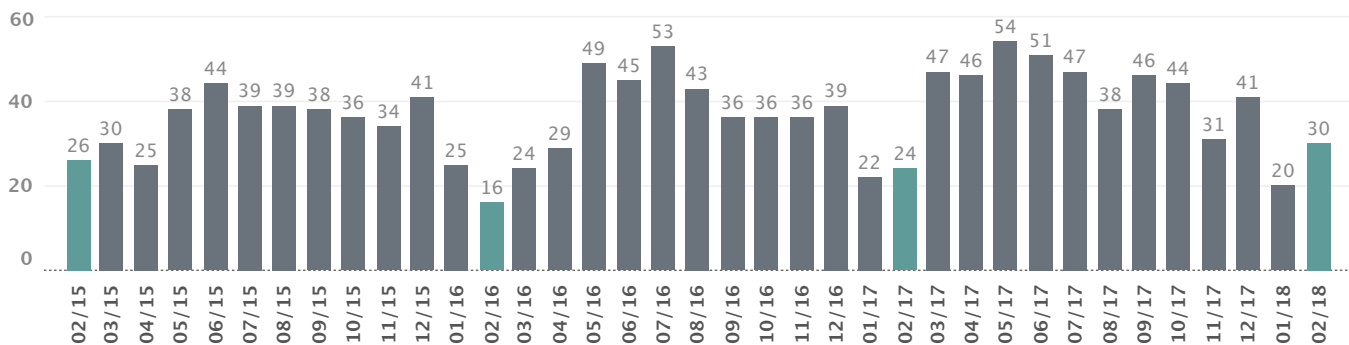
February 2018



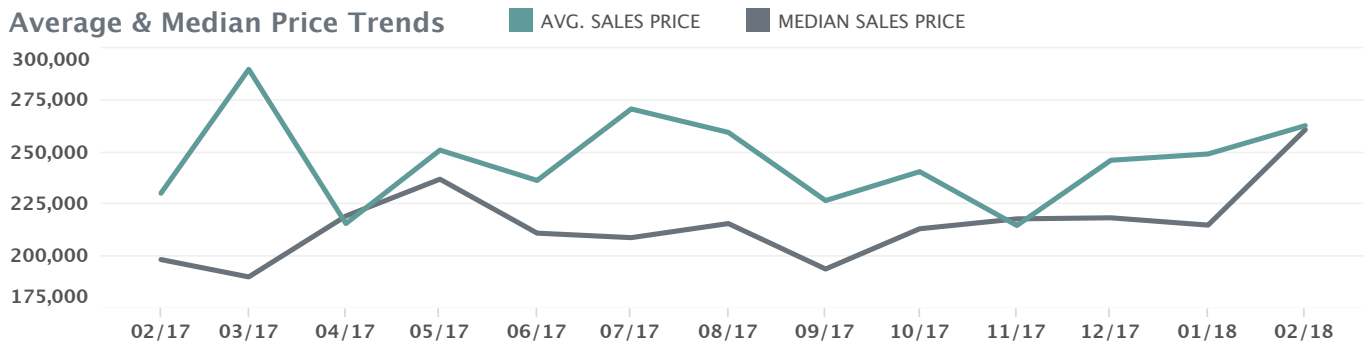
Market Snapshot

| | TOTAL SALES | MEDIAN SALES PRICE | AVG. \$/SQ.FT | AVG. DAYS ON MARKET | Avg. SP/LP % |
|---------------|-------------|--------------------|---------------|---------------------|--------------|
| February 2018 | 30 | 260,700 | 120 | 70 | 96.35% |
| % Change | 25.00% | 31.34% | 14.38% | -36.14% | -0.87% |
| February 2017 | 24 | 198,500 | 105 | 109 | 97.19% |
| % Change | 50.00% | -9.41% | -10.90% | 33.18% | -0.40% |
| February 2016 | 16 | 219,116 | 118 | 82 | 97.59% |

Thirty-Six Month Sales Trend (Total Sales)

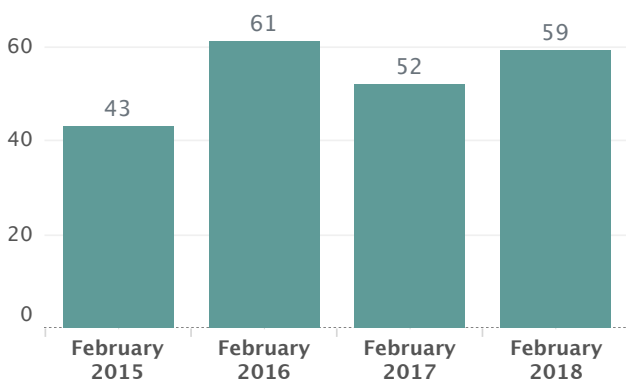


Average & Median Price Trends



| | | | | | | | | | | | | | |
|--------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| AVG. SALES PRICE | 230,279 | 289,653 | 215,763 | 250,932 | 236,404 | 270,649 | 259,423 | 226,761 | 240,623 | 214,828 | 246,074 | 249,080 | 262,653 |
| MEDIAN SALES PRICE | 198,500 | 190,190 | 219,363 | 237,000 | 211,150 | 209,000 | 215,750 | 193,975 | 213,250 | 218,000 | 218,500 | 215,000 | 260,700 |

New Listings by Month



Contracts Written by Month

