

NELSON COUNTY MARKET ANALYSIS

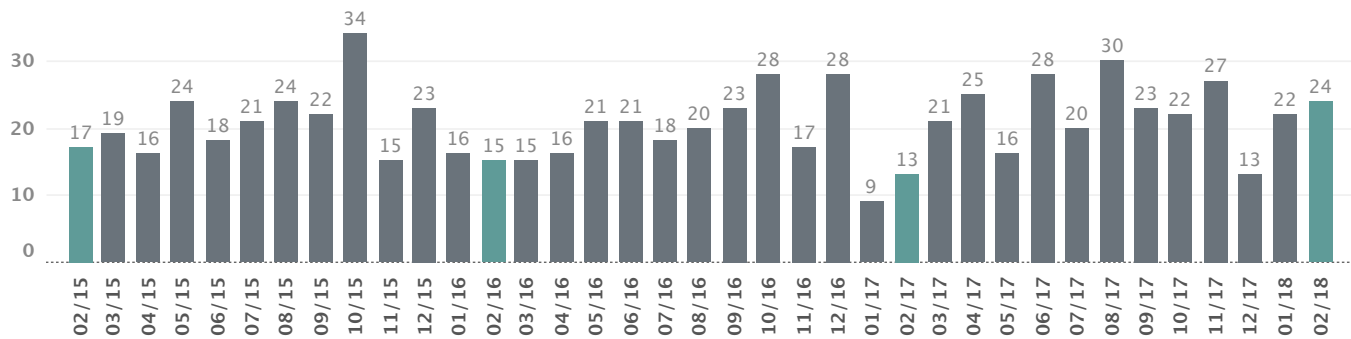
February 2018



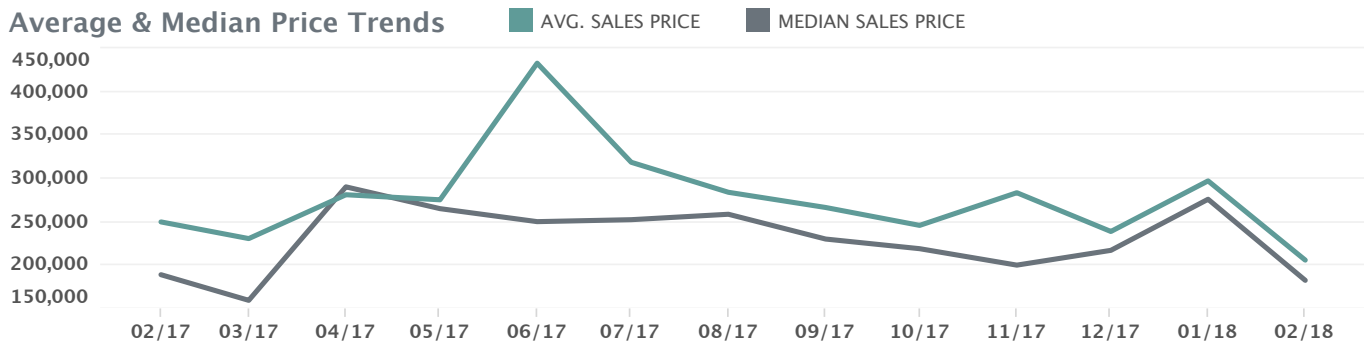
Market Snapshot

	TOTAL SALES	MEDIAN SALES PRICE	AVG. \$/SQ.FT	AVG. DAYS ON MARKET	Avg. SP/LP %
February 2018	24	182,500	118	158	93.30%
% Change	84.62%	-3.44%	-9.10%	134.37%	-2.44%
February 2017	13	189,000	130	68	95.64%
% Change	-13.33%	9.25%	14.20%	-60.61%	1.84%
February 2016	15	173,000	114	171	93.90%

Thirty-Six Month Sales Trend (Total Sales)

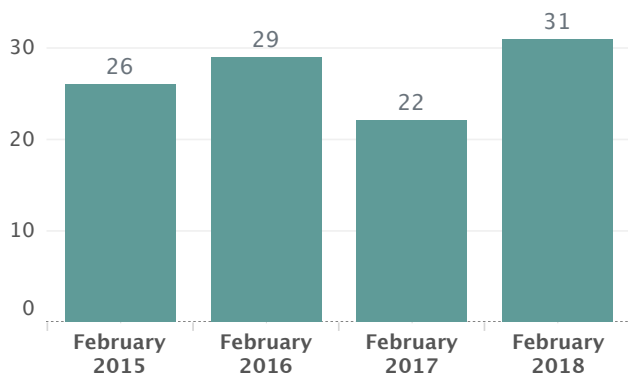


Average & Median Price Trends



AVG. SALES PRICE	249,685	230,519	280,935	275,119	432,204	318,275	283,768	266,292	245,695	283,272	238,687	296,857	205,750
MEDIAN SALES PRICE	189,000	159,500	290,000	264,950	250,000	252,250	258,500	230,000	218,900	200,000	217,000	275,750	182,500

New Listings by Month



Contracts Written by Month

