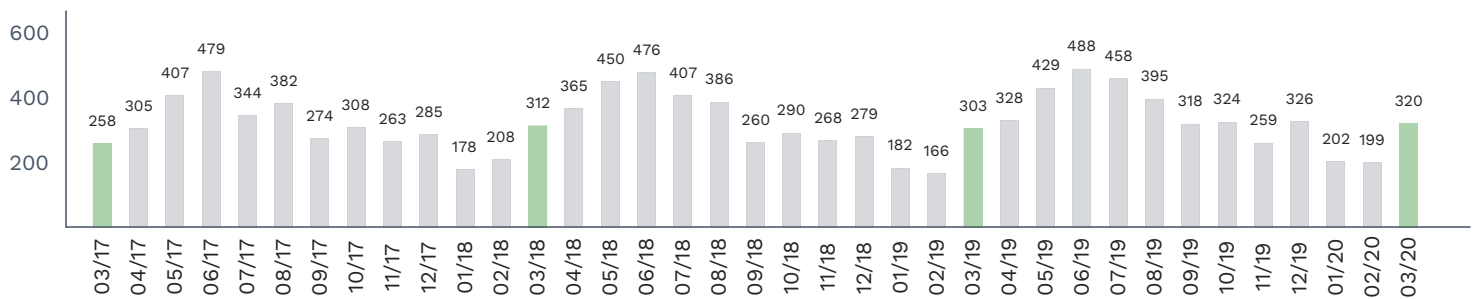


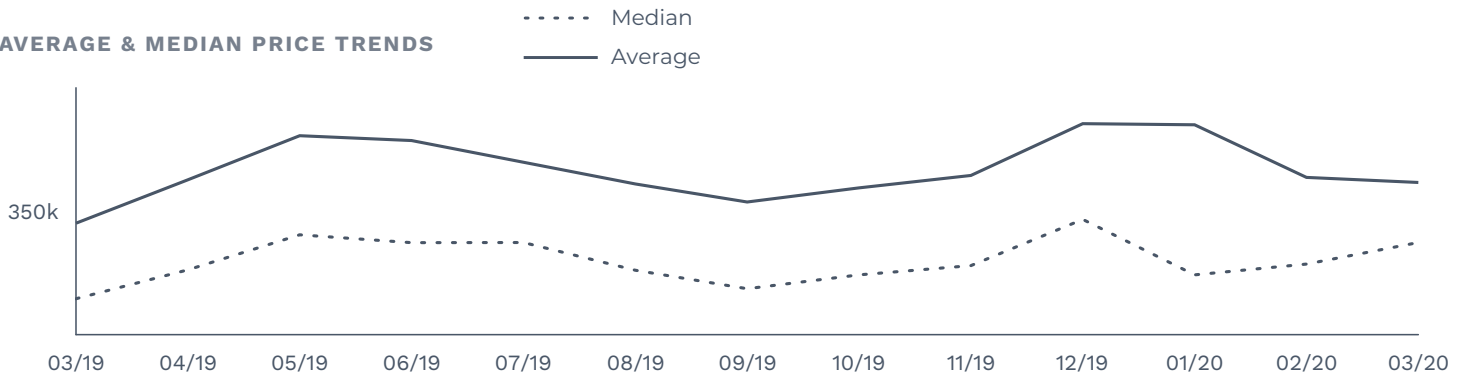
Market Snapshot | Charlottesville MSA

	Total Sales	Median Sales Price	Price Per Sq Ft	Days On Market	Avg SP / LP %
March 2020	320	\$330,000	\$165	63	98%
% Change	5.6%	12.4%	5.1%	-17.1%	0.0%
March 2019	303	\$293,500	\$157	76	98%
% Change	-2.9%	-11.0%	-1.3%	13.4%	0.0%
March 2018	312	\$329,900	\$159	67	98%

THIRTY-SIX MONTH SALES TREND (TOTAL SALES)

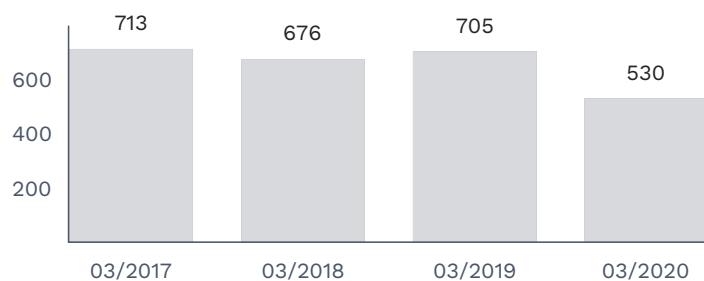


AVERAGE & MEDIAN PRICE TRENDS



	03/19	04/19	05/19	06/19	07/19	08/19	09/19	10/19	11/19	12/19	01/20	02/20	03/20
Avg. Sales Price	\$293K	\$312K	\$335K	\$329K	\$330K	\$312K	\$300K	\$309K	\$315K	\$345K	\$309K	\$316K	\$330K
Median Sales Price	\$342K	\$370K	\$399K	\$396K	\$382K	\$368K	\$356K	\$365K	\$373K	\$407K	\$406K	\$372K	\$368K

NEW LISTINGS BY MONTH



CONTRACTS WRITTEN BY MONTH

