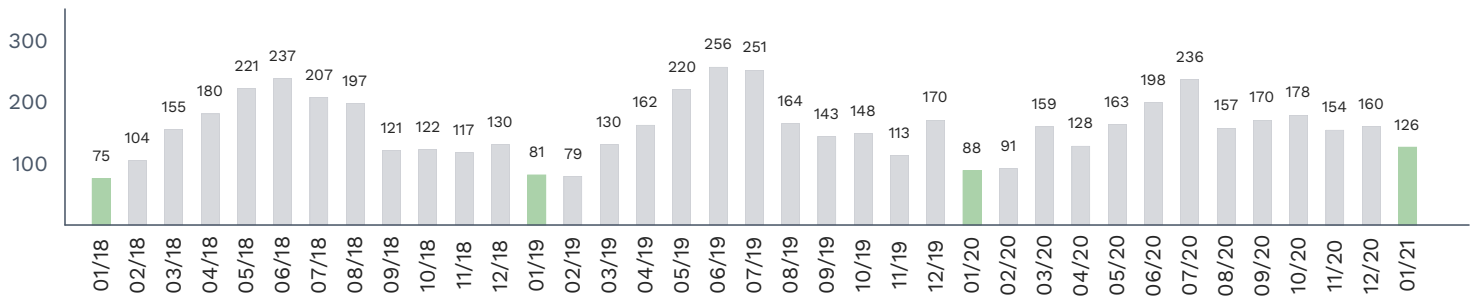


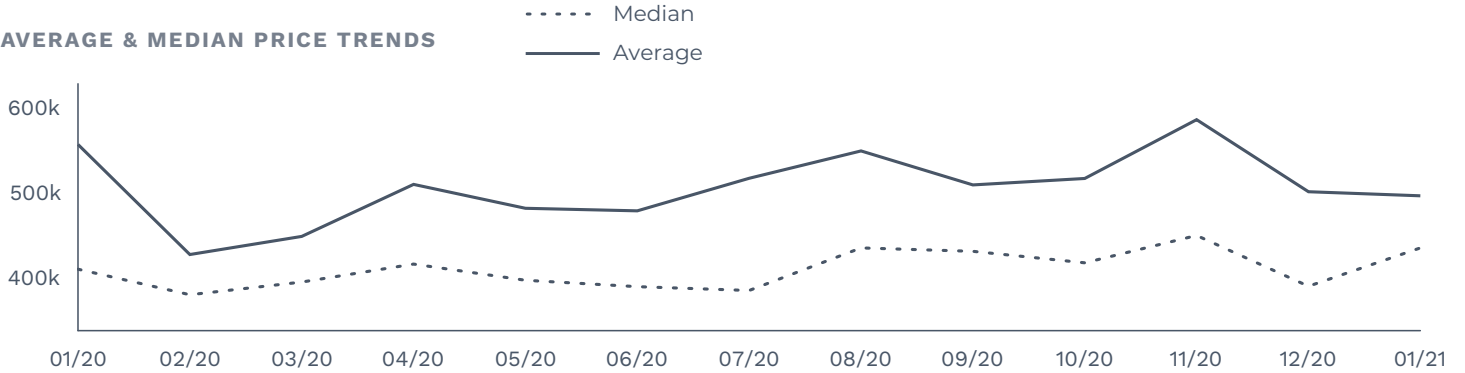
Market Snapshot | Albemarle County

| | Total Sales | Median Sales Price | Price Per Sq Ft | Days On Market | Avg SP / LP % |
|---------------------|-------------|--------------------|-----------------|----------------|---------------|
| January 2021 | 126 | \$435,000 | \$185 | 50 | 99% |
| % Change | 43.2% | 6.1% | 2.8% | -45.6% | 2.1% |
| January 2020 | 88 | \$410,000 | \$180 | 92 | 97% |
| % Change | 8.6% | 3.8% | 4.7% | 19.5% | -1.0% |
| January 2019 | 81 | \$395,000 | \$172 | 77 | 98% |

THIRTY-SIX MONTH SALES TREND (TOTAL SALES)

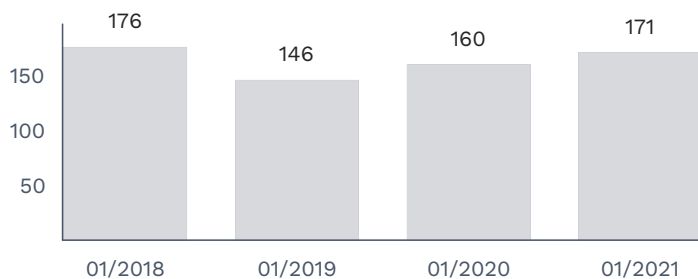


AVERAGE & MEDIAN PRICE TRENDS



| | 01/20 | 02/20 | 03/20 | 04/20 | 05/20 | 06/20 | 07/20 | 08/20 | 09/20 | 10/20 | 11/20 | 12/20 | 01/21 |
|---------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg. Sales Price | \$556K | \$427K | \$448K | \$509K | \$481K | \$478K | \$516K | \$548K | \$508K | \$516K | \$585K | \$500K | \$496K |
| Median Sales Price | \$410K | \$380K | \$394K | \$416K | \$397K | \$389K | \$385K | \$435K | \$431K | \$417K | \$449K | \$390K | \$435K |

NEW LISTINGS BY MONTH



CONTRACTS WRITTEN BY MONTH

