

HOW'S THE MARKET?

MID-YEAR 2017 NEST REPORT

Augusta County

Staunton

Waynesboro

Fishersville

Stuarts Draft

Harrisonburg

Rockingham County



GREATER AUGUSTA MARKET ANALYSIS

Mid-Year 2017



Market Snapshot

3%

TOTAL SALES

There were 723 total sales in the first half of the year compared to 700 in 2016. This translates to a 3% year-over-year increase.

\$173,000

MEDIAN SALES PRICE

The median sales price in the first half of 2017 was \$173,000 compared to \$170,000 in 2016.

\$141.6M

TOTAL VOLUME

Total sales volume in the first half of 2017 totaled \$141.6 million compared to \$131.0 million in 2016.

83

DAYS ON MARKET

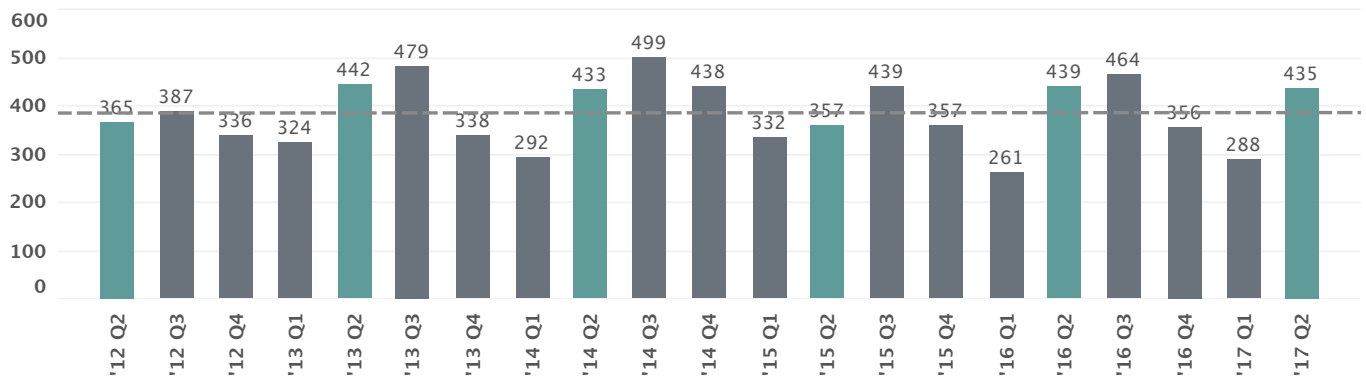
Homes sold in the first half of 2017 spent an average of 83 days on market before being sold.

13%

CONTRACTS WRITTEN

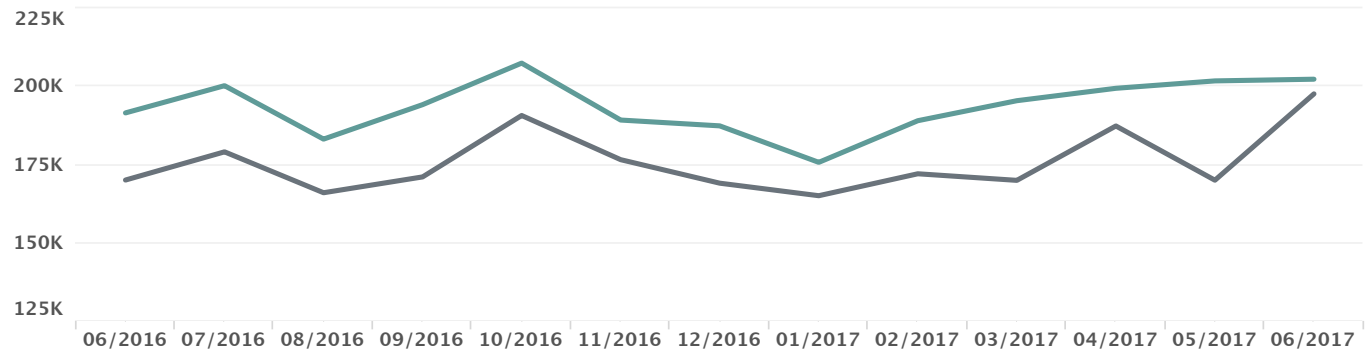
There were 301 contracts written in the first half of 2017 compared to 257 in 2016. This translates to a 17% year-over-year increase.

Five Year Sales Trend (Total Sales)



Average & Median Price Trends

■ AVG. SALES PRICE ■ MEDIAN SALES PRICE



| | 06/2016 | 07/2016 | 08/2016 | 09/2016 | 10/2016 | 11/2016 | 12/2016 | 01/2017 | 02/2017 | 03/2017 | 04/2017 | 05/2017 | 06/2017 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Average | 191,424 | 200,109 | 183,061 | 194,058 | 207,306 | 189,144 | 187,287 | 175,647 | 188,931 | 195,316 | 199,273 | 201,633 | 202,176 |
| Median | 170,000 | 179,000 | 165,950 | 171,000 | 190,600 | 176,500 | 169,000 | 165,000 | 172,000 | 169,900 | 187,250 | 169,950 | 197,500 |

GREATER AUGUSTA MARKET ANALYSIS

Mid-Year 2017

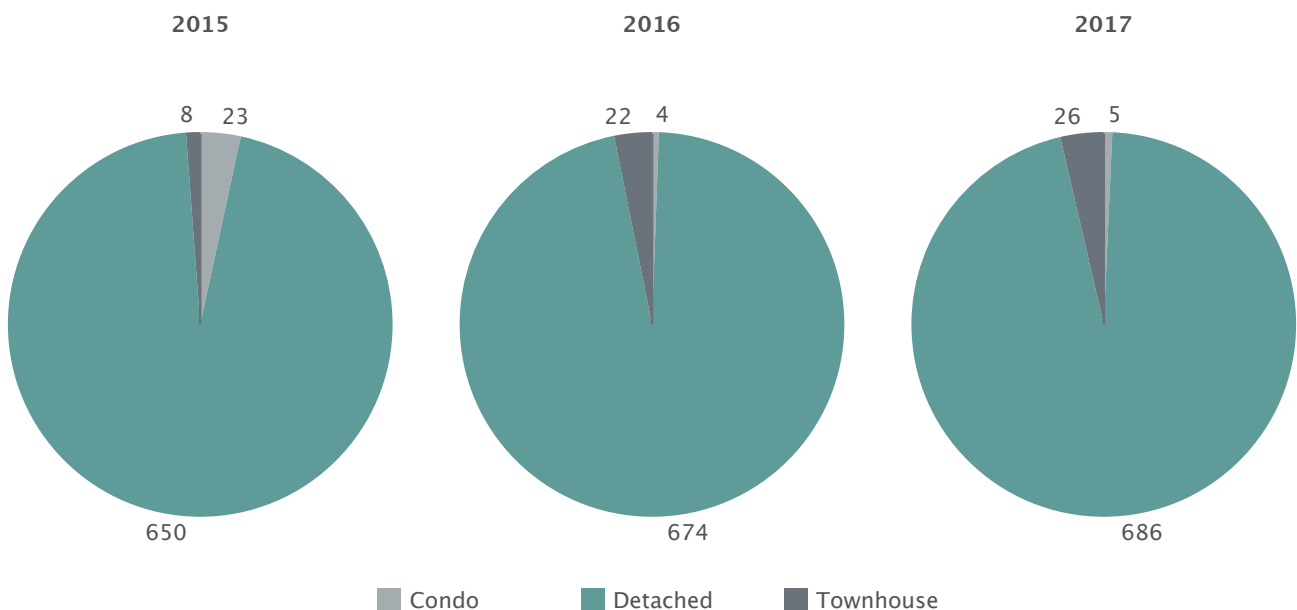


Quarterly Performance & Yearly Growth

| SINGLE FAMILY | | TOTAL SALES | AVG. LIST PRICE | AVG. SALES PRICE | MEDIAN SALES PRICE | AVG. \$/SQ.FT. | AVG. DAYS ON MARKET | CONTRACTS WRITTEN |
|---------------|------|-------------|-----------------|------------------|--------------------|----------------|---------------------|-------------------|
| | 2017 | | 686 | 195,830 | 190,704 | 170,000 | 105 | 81 |
| % Change | | 1.78% | 1.45% | 2.13% | 0.06% | 3.71% | -25.10% | 12.08% |
| 2016 | | 674 | 193,030 | 186,728 | 169,900 | 102 | 108 | 753 |
| % Change | | 3.69% | 5.89% | 6.05% | 7.02% | -63.05% | -12.47% | -2.59% |
| 2015 | | 650 | 182,294 | 176,078 | 158,750 | 275 | 124 | 773 |

| TOWNHOUSE/CONDO | | TOTAL SALES | AVG. LIST PRICE | AVG. SALES PRICE | MEDIAN SALES PRICE | AVG. \$/SQ.FT. | AVG. DAYS ON MARKET | CONTRACTS WRITTEN |
|-----------------|------|-------------|-----------------|------------------|--------------------|----------------|---------------------|-------------------|
| | 2017 | | 31 | 215,687 | 210,174 | 232,500 | 125 | 107 |
| % Change | | 19.23% | 6.24% | 7.17% | 23.39% | 8.51% | 8.98% | 0.00% |
| 2016 | | 26 | 203,019 | 196,121 | 188,425 | 116 | 98 | 31 |
| % Change | | -16.13% | -7.83% | -7.74% | -5.79% | -11.90% | -38.37% | -20.51% |
| 2015 | | 31 | 220,277 | 212,571 | 200,000 | 131 | 159 | 39 |

Year-to-Date Sales by Property Type



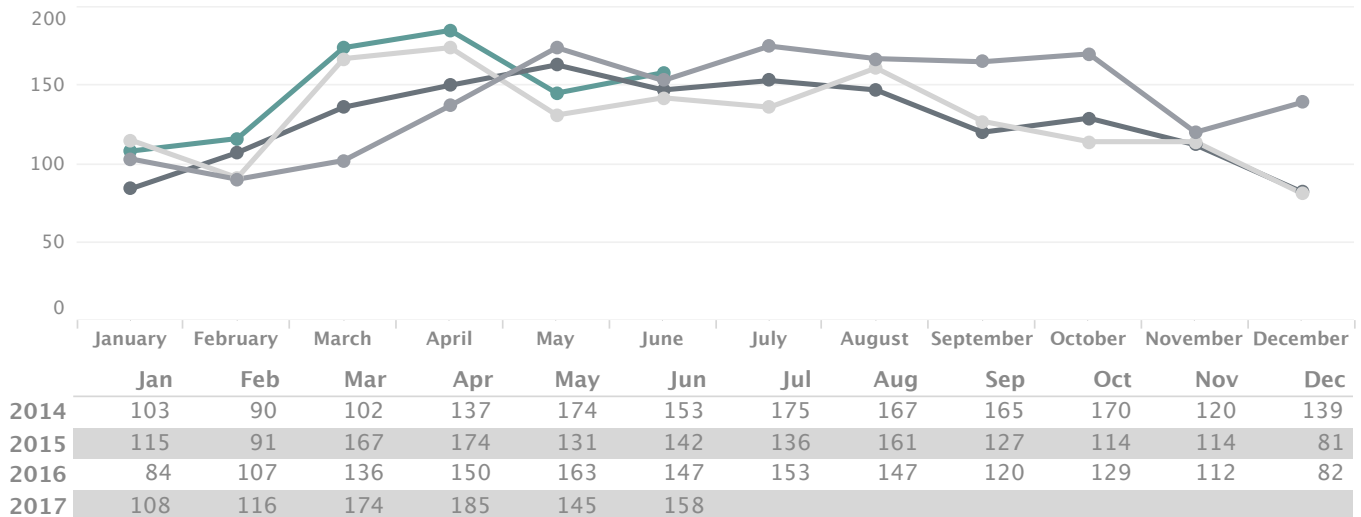
GREATER AUGUSTA MARKET ANALYSIS

Mid-Year 2017



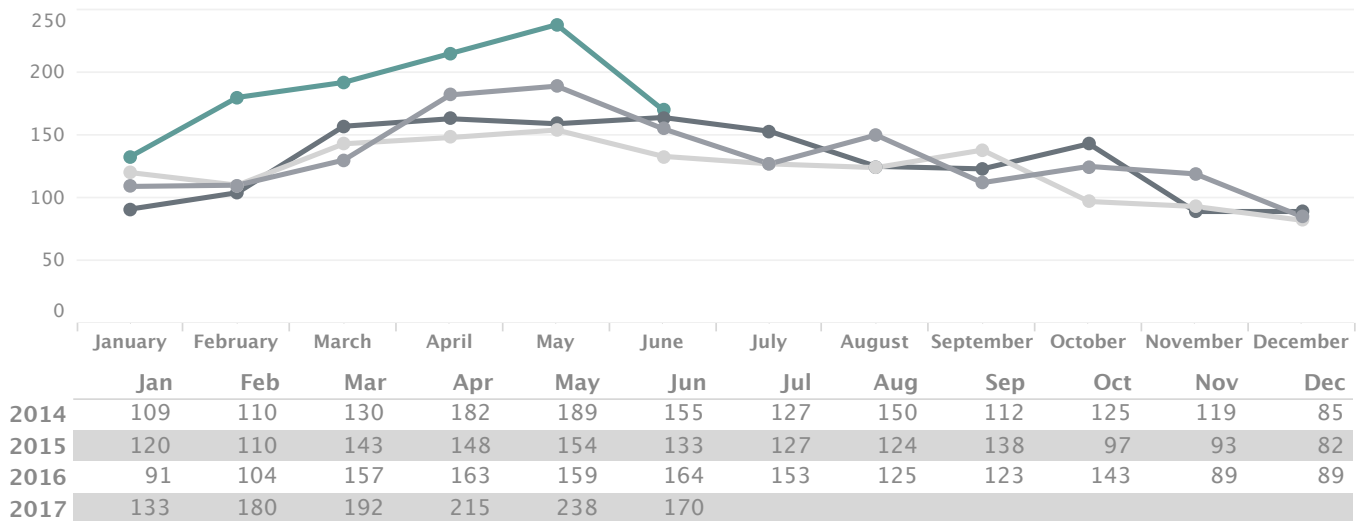
Four Year Historical Contract Activity

■ 2014 ■ 2015 ■ 2016 ■ 2017



Four Year Historical Listing Activity

■ 2014 ■ 2015 ■ 2016 ■ 2017



3 KEY TAKEAWAYS

1. Total sales increased only slightly year-over-year as a result of limited inventory levels.
2. Sales prices are on the rise as a result of limited inventory conditions with average and median sales prices reaching \$202,176 and \$197,500, respectively, at the end of June.
3. Homes have been selling at a faster pace so far this year as single-family homes averaged 81 days on market in the first half of the year compared to 108 in 2016.

AUGUSTA COUNTY MARKET ANALYSIS

Mid-Year 2017



Market Snapshot

1%

TOTAL SALES

There were 364 total sales in the first half of the year compared to 360 in 2016. This translates to a 1% year-over-year increase.

\$194,200

MEDIAN SALES PRICE

The median sales price in the first half of 2017 was \$194,200 compared to \$198,500 in 2016.

\$80.5M

TOTAL VOLUME

Total sales volume in the first half of 2017 totaled \$80.5 million compared to \$77.4 million in 2016.

84

DAYS ON MARKET

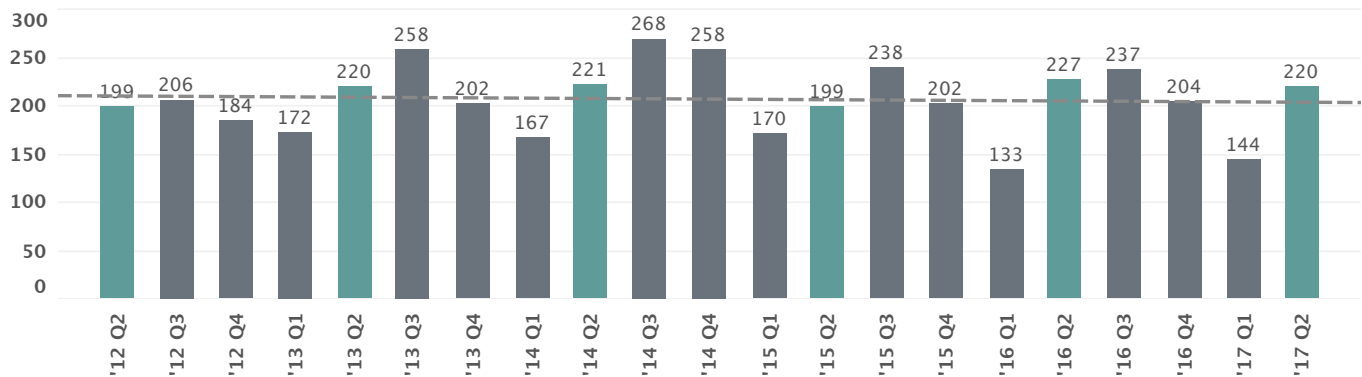
Homes sold in the first half of 2017 spent an average of 84 days on market before being sold.

12%

CONTRACTS WRITTEN

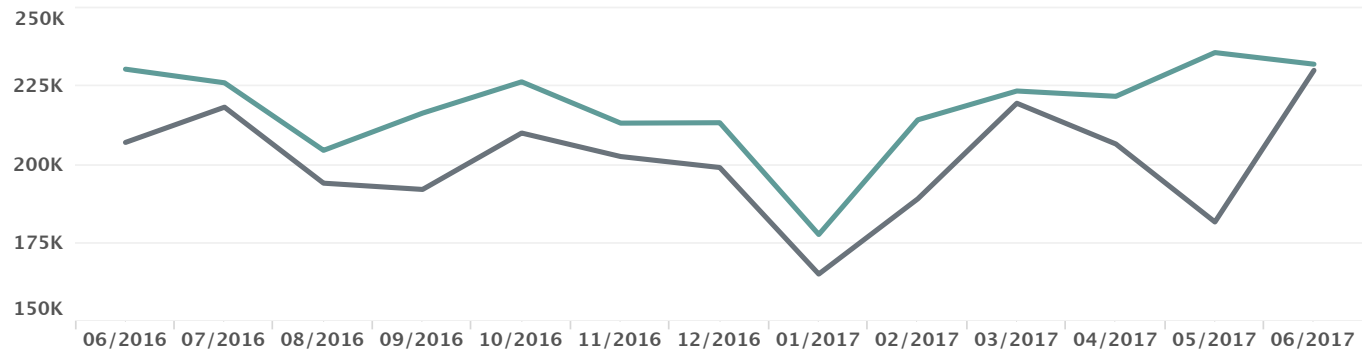
There were 446 contracts written in the first half of 2017 compared to 399 in 2016. This translates to a 12% year-over-year increase.

Five Year Sales Trend (Total Sales)



Average & Median Price Trends

■ AVG. SALES PRICE ■ MEDIAN SALES PRICE



| | 06/2016 | 07/2016 | 08/2016 | 09/2016 | 10/2016 | 11/2016 | 12/2016 | 01/2017 | 02/2017 | 03/2017 | 04/2017 | 05/2017 | 06/2017 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Average | 230,377 | 226,026 | 204,477 | 216,354 | 226,340 | 213,160 | 213,292 | 177,627 | 214,210 | 223,411 | 221,711 | 235,672 | 231,964 |
| Median | 207,000 | 218,250 | 194,000 | 192,000 | 210,000 | 202,500 | 199,000 | 165,000 | 189,000 | 219,500 | 206,500 | 181,626 | 230,000 |

AUGUSTA COUNTY MARKET ANALYSIS

Mid-Year 2017

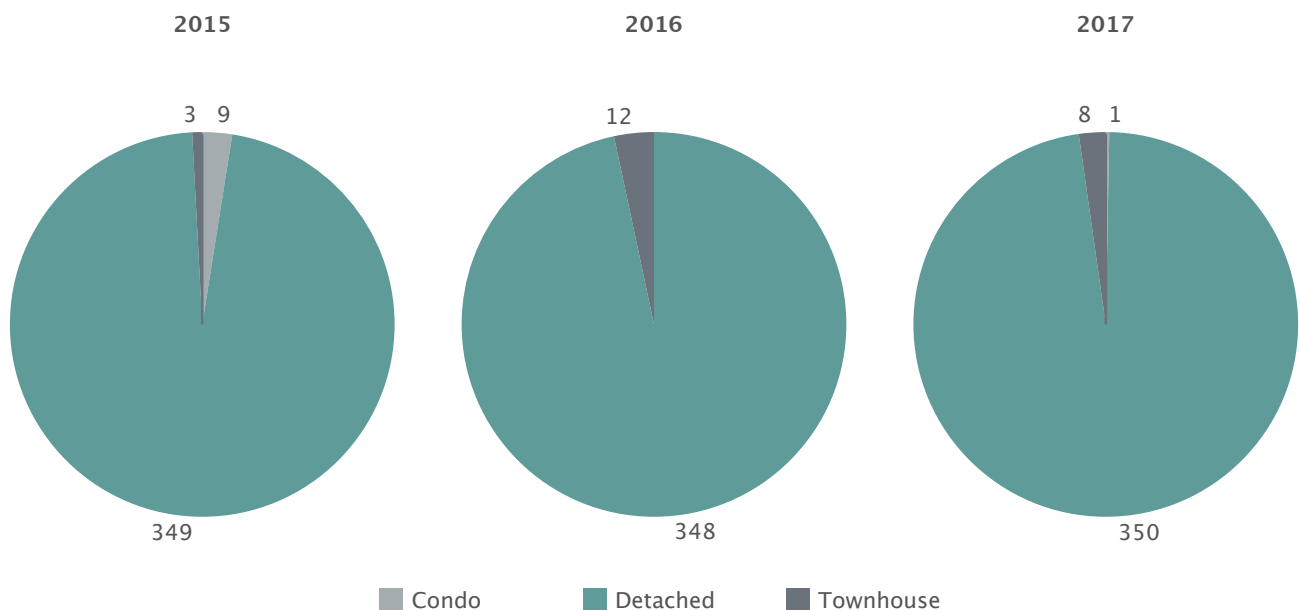


Quarterly Performance & Yearly Growth

| SINGLE FAMILY | | TOTAL SALES | AVG. LIST PRICE | AVG. SALES PRICE | MEDIAN SALES PRICE | AVG. \$/SQ.FT. | AVG. DAYS ON MARKET | CONTRACTS WRITTEN |
|---------------|------|-------------|-----------------|------------------|--------------------|----------------|---------------------|-------------------|
| | 2017 | | 350 | 218,488 | 213,137 | 191,000 | 112 | 82 |
| % Change | | 0.57% | -1.51% | -0.89% | -3.78% | 1.52% | -21.87% | 11.87% |
| 2016 | | 348 | 221,828 | 215,056 | 198,500 | 110 | 105 | 379 |
| % Change | | -0.29% | 6.30% | 6.46% | 11.52% | -74.41% | -9.39% | -11.03% |
| 2015 | | 349 | 208,676 | 202,011 | 178,000 | 432 | 116 | 426 |

| TOWNHOUSE/CONDO | | TOTAL SALES | AVG. LIST PRICE | AVG. SALES PRICE | MEDIAN SALES PRICE | AVG. \$/SQ.FT. | AVG. DAYS ON MARKET | CONTRACTS WRITTEN |
|-----------------|------|-------------|-----------------|------------------|--------------------|----------------|---------------------|-------------------|
| | 2017 | | 9 | 210,667 | 208,222 | 234,000 | 127 | 93 |
| % Change | | -25.00% | -2.16% | -0.70% | 15.84% | 6.12% | -27.67% | -33.33% |
| 2016 | | 12 | 215,308 | 209,688 | 202,000 | 119 | 128 | 18 |
| % Change | | 0.00% | 6.76% | 5.27% | 1.81% | -13.13% | 22.01% | 5.88% |
| 2015 | | 12 | 201,683 | 199,192 | 198,400 | 137 | 105 | 17 |

Year-to-Date Sales by Property Type



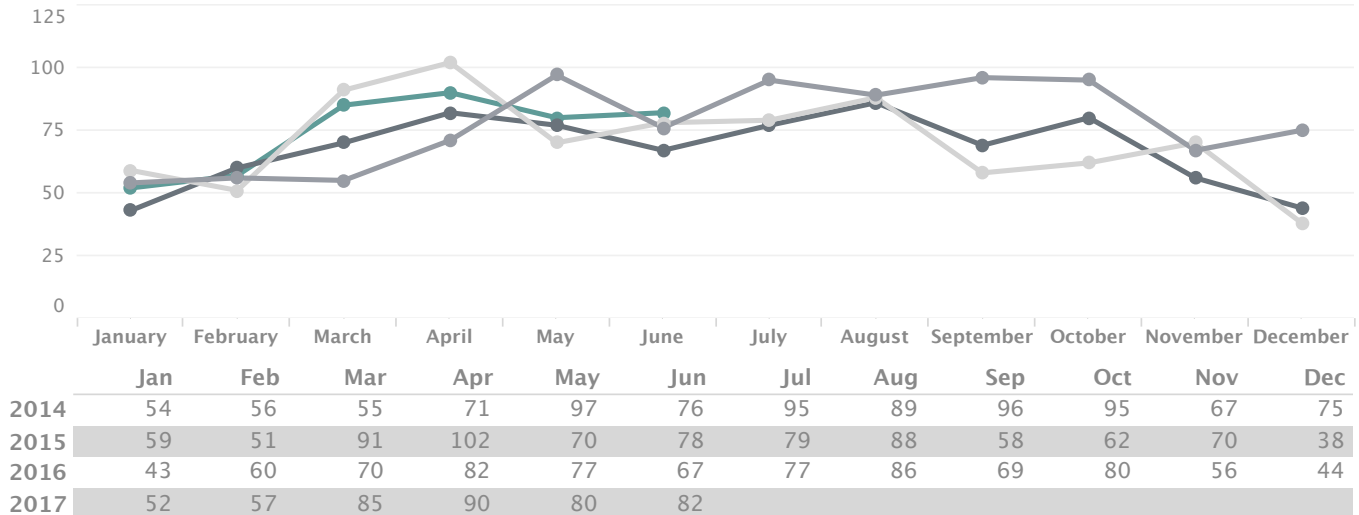
AUGUSTA COUNTY MARKET ANALYSIS

Mid-Year 2017



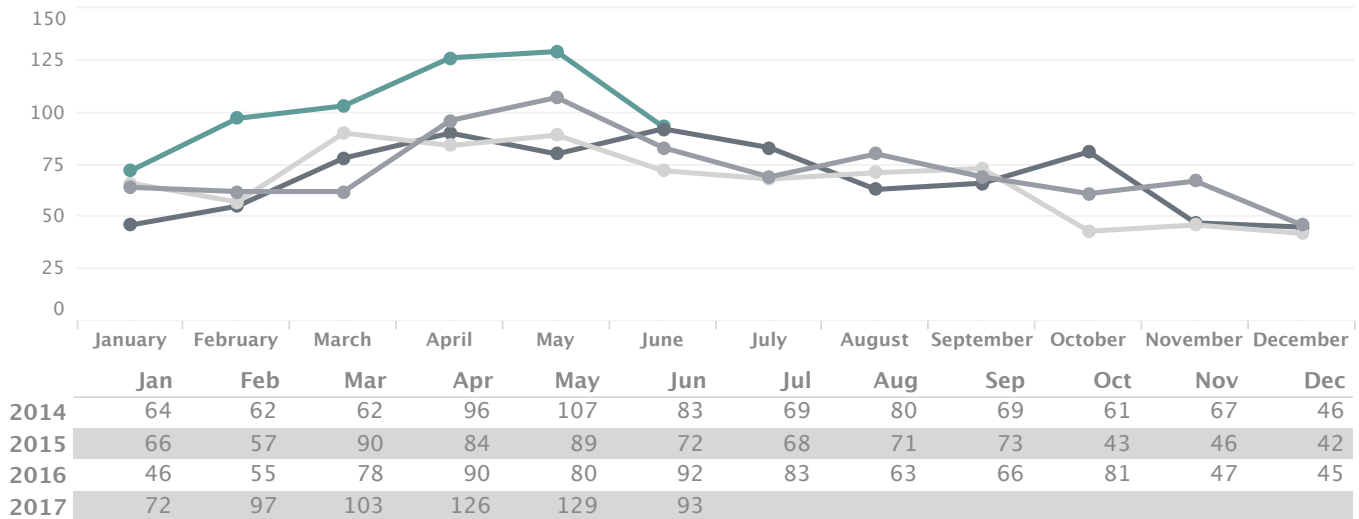
Four Year Historical Contract Activity

■ 2014 ■ 2015 ■ 2016 ■ 2017



Four Year Historical Listing Activity

■ 2014 ■ 2015 ■ 2016 ■ 2017



3 KEY TAKEAWAYS

1. Overall, the Augusta County market has been quite flat over the last year with total sales and prices remaining relatively unchanged in the first half of the year.
2. While sales activity remained consistent year-over-year, contract activity rose 12% compared to the first half of 2016 indicating that we'll see sales rise in the second half of the year.
3. Homes are selling at a much faster rate so far in 2017 compared to 2016 as average days on market declined more than 20% year-over-year to an average of 84 days.

STAUNTON MARKET ANALYSIS

Mid-Year 2017



Market Snapshot

-2%

TOTAL SALES

There were 250 total sales in the first half of the year compared to 255 in 2016. This translates to a 2% year-over-year decrease.

\$163,900

MEDIAN SALES PRICE

The median sales price in the first half of 2017 was \$163,900 compared to \$160,000 in 2016.

\$44.7M

TOTAL VOLUME

Total sales volume in the first half of 2017 totaled \$44.7 million compared to \$44.8 million in 2016.

93

DAYS ON MARKET

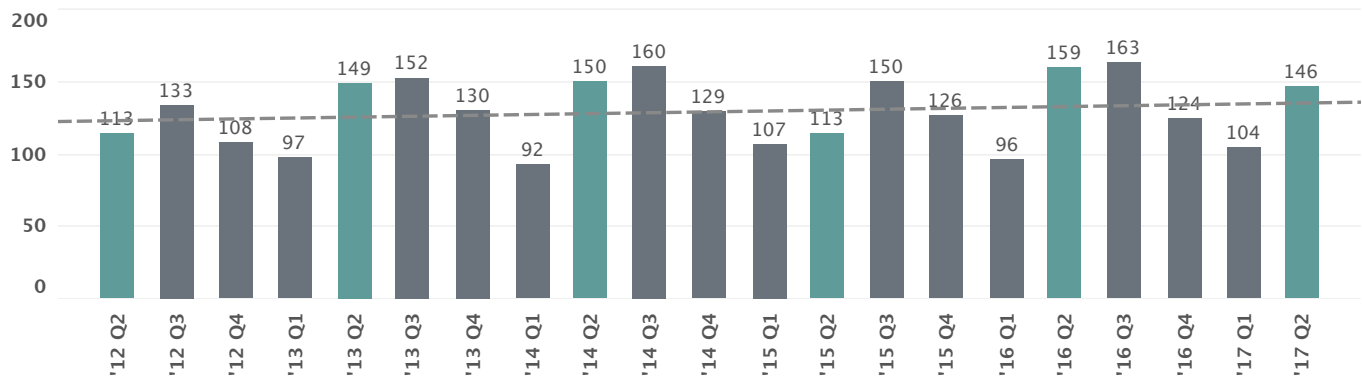
Homes sold in the first half of 2017 spent an average of 93 days on market before being sold.

6%

CONTRACTS WRITTEN

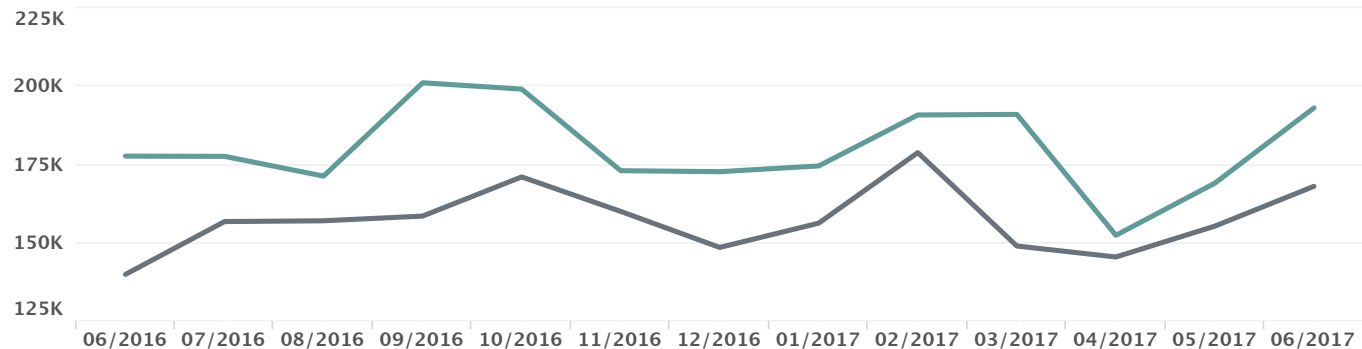
There were 295 contracts written in the first half of 2017 compared to 279 in 2016. This translates to a 6% year-over-year increase.

Five Year Sales Trend (Total Sales)



Average & Median Price Trends

■ AVG. SALES PRICE ■ MEDIAN SALES PRICE



| | 06/2016 | 07/2016 | 08/2016 | 09/2016 | 10/2016 | 11/2016 | 12/2016 | 01/2017 | 02/2017 | 03/2017 | 04/2017 | 05/2017 | 06/2017 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Average | 177,633 | 177,560 | 171,254 | 201,033 | 199,020 | 172,985 | 172,666 | 174,504 | 190,761 | 190,946 | 152,370 | 169,017 | 193,016 |
| Median | 139,900 | 156,750 | 157,000 | 158,500 | 171,000 | 160,000 | 148,500 | 156,250 | 178,750 | 148,950 | 145,450 | 155,300 | 168,000 |

STAUNTON MARKET ANALYSIS

Mid-Year 2017



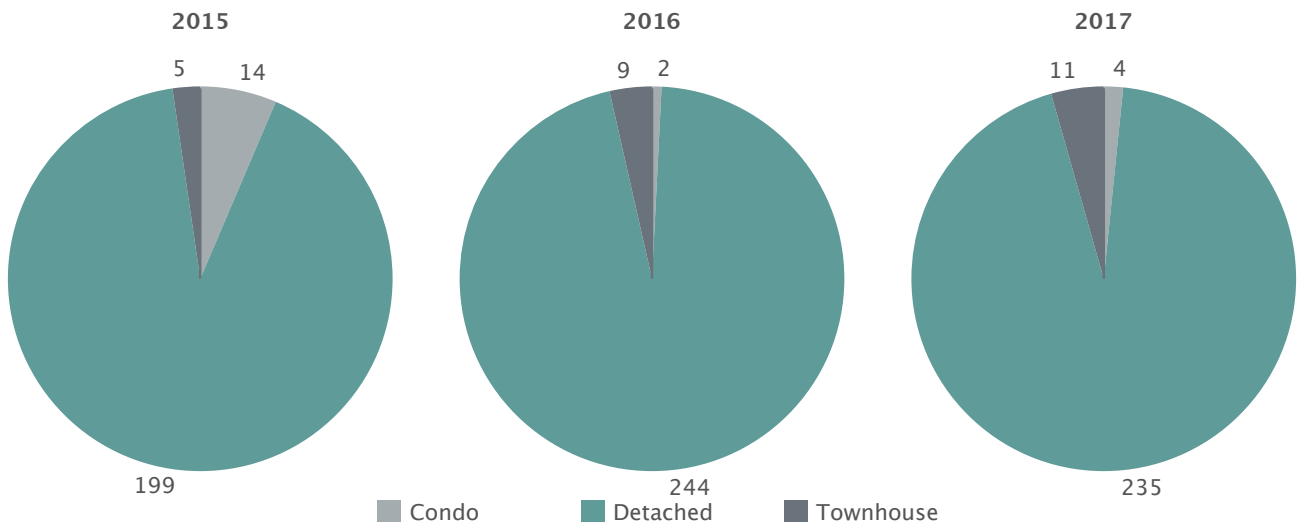
Quarterly Performance & Yearly Growth

| SINGLE FAMILY | | TOTAL SALES | AVG. LIST PRICE | AVG. SALES PRICE | MEDIAN SALES PRICE | AVG. \$/SQ.FT. | AVG. DAYS ON MARKET | CONTRACTS WRITTEN |
|---------------|------|-------------|-----------------|------------------|--------------------|----------------|---------------------|-------------------|
| | 2017 | | 235 | 182,995 | 176,974 | 159,900 | 101 | 90 |
| % Change | | -3.69% | 0.54% | 0.99% | 2.85% | 3.83% | -22.62% | 4.51% |
| 2016 | | 244 | 182,020 | 175,242 | 155,470 | 97 | 116 | 266 |
| % Change | | 22.61% | 9.44% | 9.27% | 7.22% | 2.18% | -12.96% | 13.19% |
| 2015 | | 199 | 166,324 | 160,371 | 145,000 | 95 | 133 | 235 |

| ATTACHED | | TOTAL SALES | AVG. LIST PRICE | AVG. SALES PRICE | MEDIAN SALES PRICE | AVG. \$/SQ.FT. | AVG. DAYS ON MARKET | CONTRACTS WRITTEN |
|----------|------|-------------|-----------------|------------------|--------------------|----------------|---------------------|-------------------|
| | 2017 | | 11 | 222,264 | 216,455 | 220,000 | 120 | 86 |
| % Change | | 22.22% | 2.69% | 3.26% | 2.33% | -4.51% | -42.46% | 0.00% |
| 2016 | | 9 | 216,444 | 209,611 | 215,000 | 126 | 149 | 12 |
| % Change | | 80.00% | -16.98% | -15.22% | -6.52% | -12.91% | -48.20% | 140.00% |
| 2015 | | 5 | 260,720 | 247,240 | 230,000 | 144 | 287 | 5 |

| CONDO | | TOTAL SALES | AVG. LIST PRICE | AVG. SALES PRICE | MEDIAN SALES PRICE | AVG. \$/SQ.FT. | AVG. DAYS ON MARKET | CONTRACTS WRITTEN |
|----------|------|-------------|-----------------|------------------|--------------------|----------------|---------------------|-------------------|
| | 2017 | | 4 | 191,175 | 179,375 | 178,750 | 150 | 307 |
| % Change | | 100.00% | 86.69% | 88.82% | 88.16% | 65.05% | 239.23% | 200.00% |
| 2016 | | 2 | 102,400 | 95,000 | 95,000 | 91 | 91 | 1 |
| % Change | | -85.71% | -52.74% | -54.09% | -51.14% | -30.76% | -53.11% | -94.44% |
| 2015 | | 14 | 216,664 | 206,907 | 194,450 | 131 | 193 | 18 |

Year-to-Date Sales by Property Type



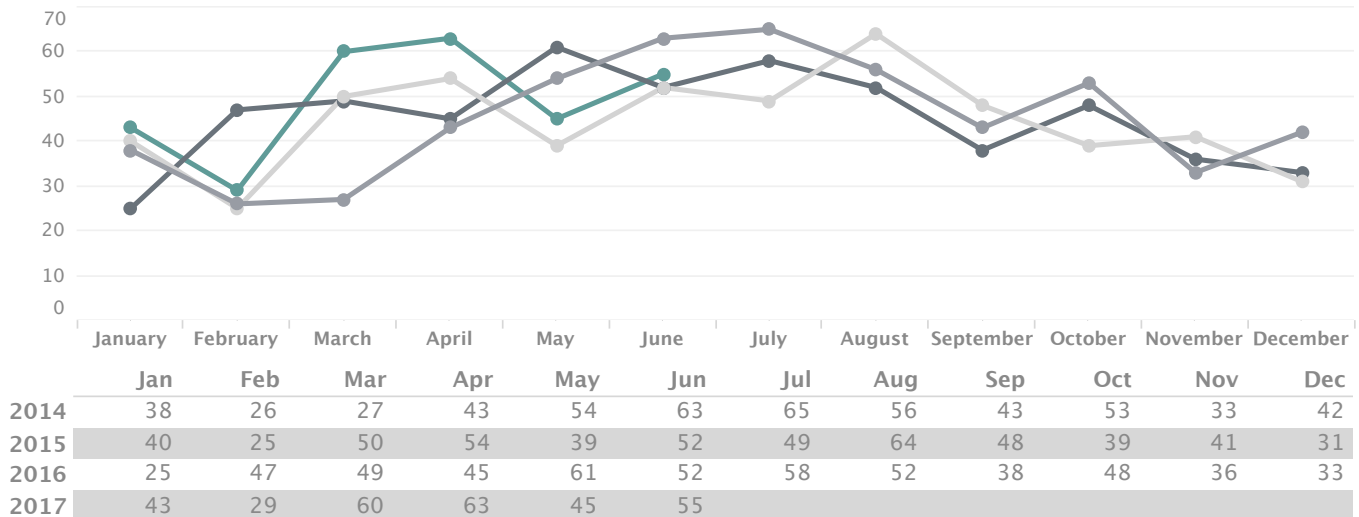
STAUNTON MARKET ANALYSIS

Mid-Year 2017



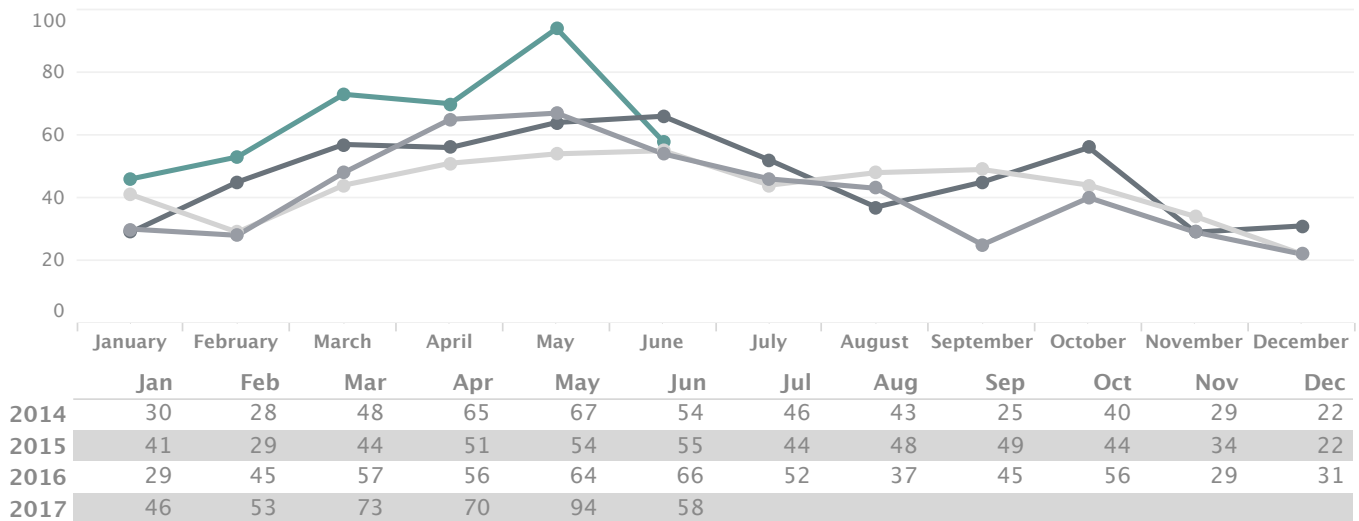
Four Year Historical Contract Activity

■ 2014 ■ 2015 ■ 2016 ■ 2017



Four Year Historical Listing Activity

■ 2014 ■ 2015 ■ 2016 ■ 2017



3 KEY TAKEAWAYS

1. The slight year-over-year decline in total sales is due primarily to the limited amount of inventory currently available.
2. Depressed inventory levels have led to increasing prices which result in current market conditions that strongly favor sellers.
3. Homes are selling faster than recent years as average days on market dropped to 92 days in the first half of the year.

WAYNESBORO MARKET ANALYSIS

Mid-Year 2017



Market Snapshot

4%

TOTAL SALES

There were 232 total sales in the first half of the year compared to 224 in 2016. This translates to a 4% year-over-year increase.

\$171,563

MEDIAN SALES PRICE

The median sales price in the first half of 2017 was \$171,563 compared to \$170,000 in 2016.

\$44.9M

TOTAL VOLUME

Total sales volume in the first half of 2017 totaled \$44.9 million compared to \$41.1 million in 2016.

68

DAYS ON MARKET

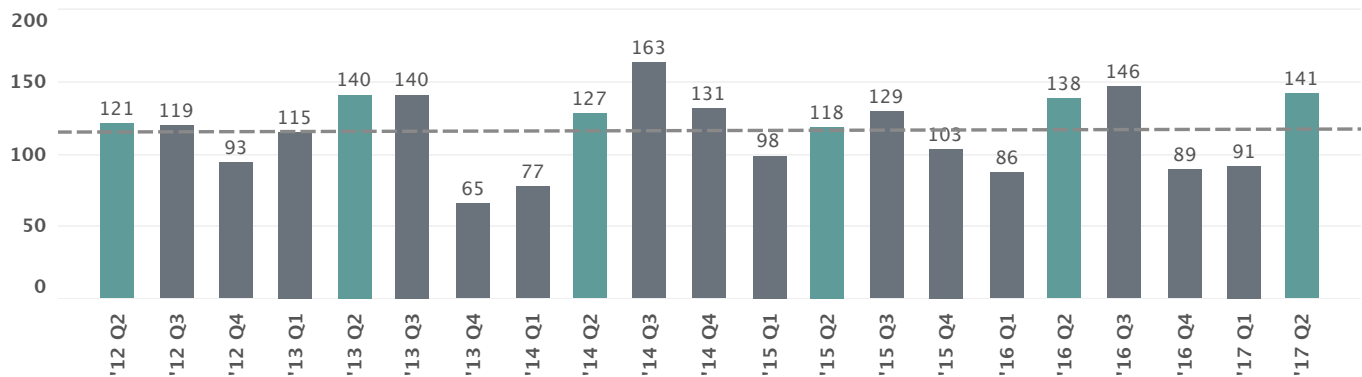
Homes sold in the first half of 2017 spent an average of 68 days on market before being sold.

17%

CONTRACTS WRITTEN

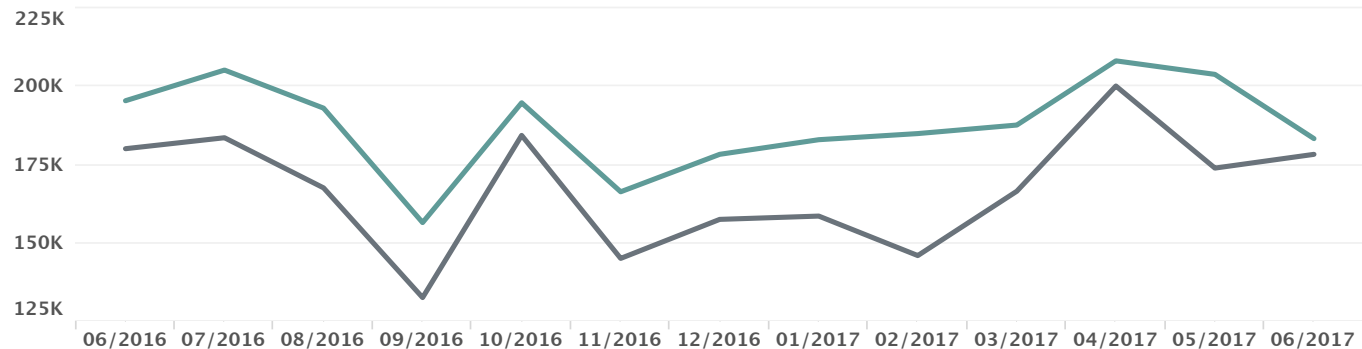
There were 301 contracts written in the first half of 2017 compared to 257 in 2016. This translates to a 17% year-over-year increase.

Five Year Sales Trend (Total Sales)



Average & Median Price Trends

■ AVG. SALES PRICE ■ MEDIAN SALES PRICE



| | 06/2016 | 07/2016 | 08/2016 | 09/2016 | 10/2016 | 11/2016 | 12/2016 | 01/2017 | 02/2017 | 03/2017 | 04/2017 | 05/2017 | 06/2017 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Average | 195,304 | 205,088 | 192,942 | 156,430 | 194,654 | 166,256 | 178,209 | 182,870 | 184,828 | 187,549 | 208,033 | 203,716 | 183,217 |
| Median | 180,000 | 183,500 | 167,500 | 132,500 | 184,250 | 145,000 | 157,450 | 158,500 | 145,900 | 166,439 | 200,000 | 173,813 | 178,200 |

WAYNESBORO MARKET ANALYSIS

Mid-Year 2017

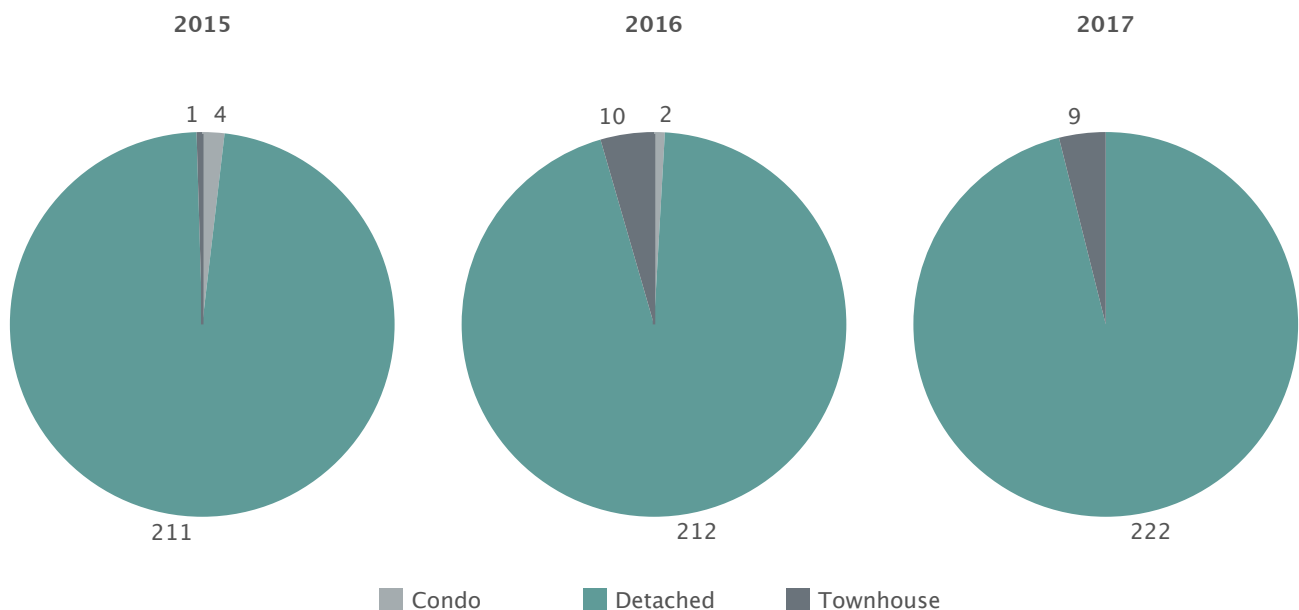


Quarterly Performance & Yearly Growth

| SINGLE FAMILY | | TOTAL SALES | AVG. LIST PRICE | AVG. SALES PRICE | MEDIAN SALES PRICE | AVG. \$/SQ.FT. | AVG. DAYS ON MARKET | CONTRACTS WRITTEN |
|---------------|------|-------------|-----------------|------------------|--------------------|----------------|---------------------|-------------------|
| | 2017 | | 222 | 196,802 | 192,243 | 170,000 | 105 | 68 |
| % Change | | 4.72% | 5.15% | 5.30% | 0.89% | 5.87% | -29.40% | 19.83% |
| 2016 | | 212 | 187,167 | 182,573 | 168,500 | 99 | 97 | 242 |
| % Change | | 0.47% | 5.22% | 6.45% | 11.59% | -4.15% | -18.82% | -3.20% |
| 2015 | | 211 | 177,881 | 171,507 | 151,000 | 103 | 119 | 250 |

| TOWNHOUSE/CONDO | | TOTAL SALES | AVG. LIST PRICE | AVG. SALES PRICE | MEDIAN SALES PRICE | AVG. \$/SQ.FT. | AVG. DAYS ON MARKET | CONTRACTS WRITTEN |
|-----------------|------|-------------|-----------------|------------------|--------------------|----------------|---------------------|-------------------|
| | 2017 | | 9 | 227,411 | 221,878 | 234,000 | 117 | 63 |
| % Change | | -25.00% | 8.29% | 9.60% | 28.57% | 8.19% | 113.33% | -35.71% |
| 2016 | | 12 | 210,000 | 202,442 | 182,000 | 109 | 30 | 14 |
| % Change | | 140.00% | 2.10% | 2.35% | -9.00% | 11.47% | -71.77% | 75.00% |
| 2015 | | 5 | 205,680 | 197,800 | 200,000 | 97 | 105 | 8 |

Year-to-Date Sales by Property Type



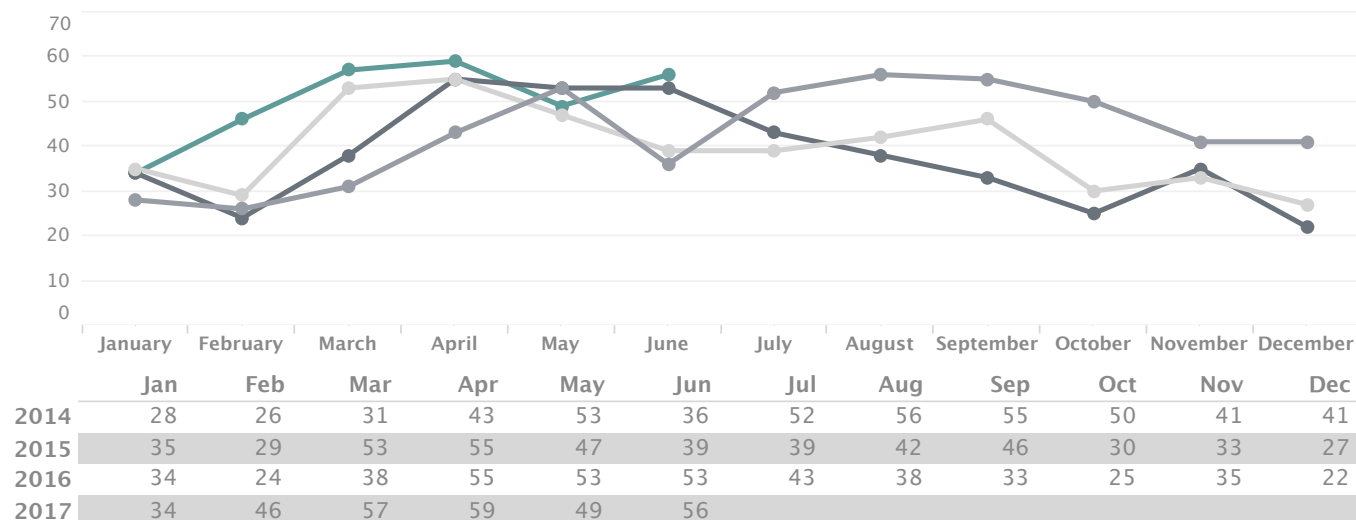
WAYNESBORO MARKET ANALYSIS

Mid-Year 2017



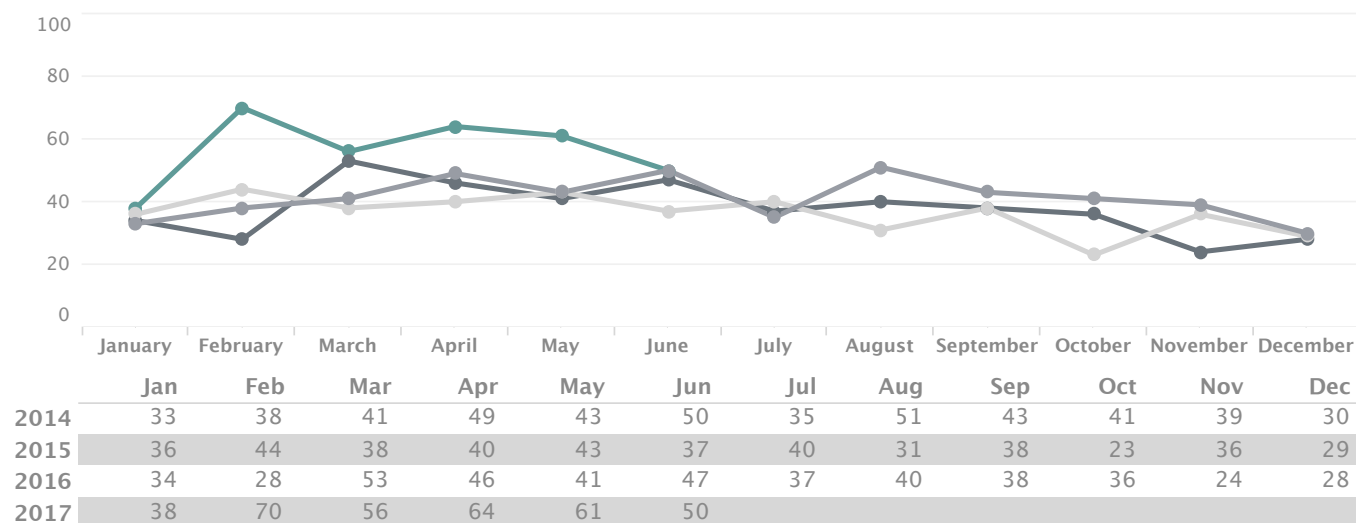
Four Year Historical Contract Activity

■ 2014 ■ 2015 ■ 2016 ■ 2017



Four Year Historical Listing Activity

■ 2014 ■ 2015 ■ 2016 ■ 2017



3 KEY TAKEAWAYS

1. Total sales increased slightly in both the first and second quarter this year resulting in a total year-over-year increase of 4% compared to the first half of 2016.
2. The 17% year-over-year growth in contract activity is a positive sign for the second half of the year indicating that total sales will increase.
3. Single-family homes are selling at a remarkably fast pace so far in 2017 compared to recent years as average days on market fell from 97 days to 68 days.

FISHERSVILLE MARKET ANALYSIS

Mid-Year 2017



Market Snapshot

28%

TOTAL SALES

There were 37 total sales in the first half of 2017 compared to 29 in 2016. This translates to a 28% year-over-year increase.

\$234,900

MEDIAN SALES PRICE

The median sales price in the first half of 2017 was \$234,900 compared to \$223,000 in 2016.

\$8.6M

TOTAL VOLUME

Total sales volume in the first half of 2017 totaled \$8.6 million compared to \$7.1 million in 2016.

64

DAYS ON MARKET

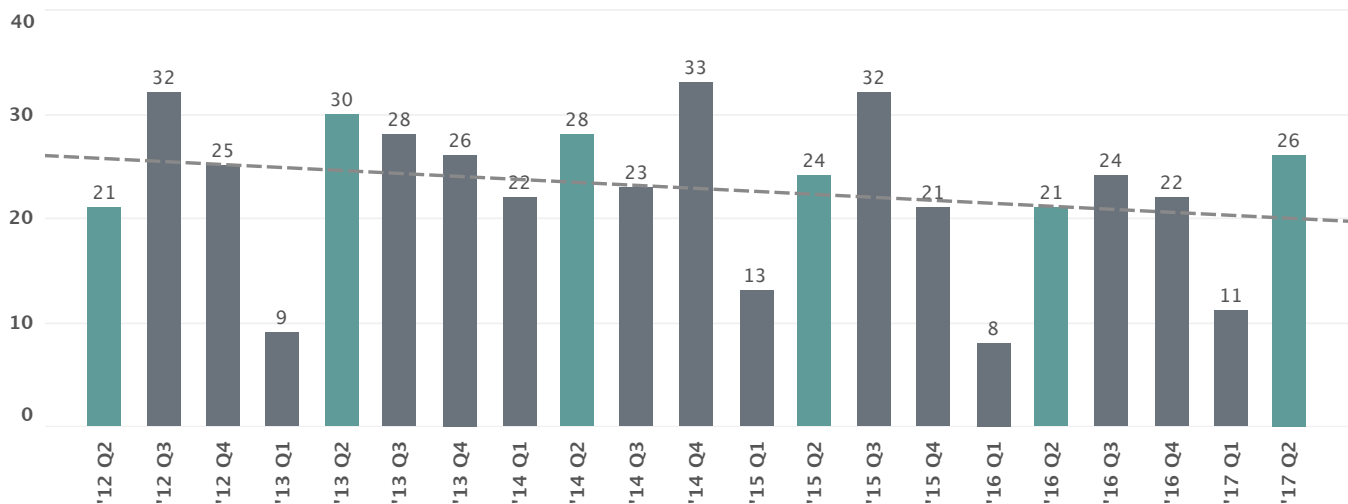
Homes sold in the first half of 2017 spent an average of 64 days on market before being sold.

44%

CONTRACTS WRITTEN

There were 52 contracts written in the first half of 2017 compared to 36 in 2016. This translates to a 44% year-over-year increase.

Five Year Sales Trend (Total Sales)



Quarterly Performance & Yearly Growth

| | TOTAL SALES | AVG. LIST PRICE | AVG. SALES PRICE | MEDIAN SALES PRICE | AVG. \$/SQ.FT | AVG. DAYS ON MARKET | CONTRACTS WRITTEN |
|----------|-------------|-----------------|------------------|--------------------|---------------|---------------------|-------------------|
| 2017 | 37 | 238,686 | 232,715 | 234,900 | 115 | 64 | 52 |
| % Change | 27.59% | -5.27% | -4.66% | 5.34% | -2% | -7.61% | 44.44% |
| 2016 | 29 | 251,966 | 244,081 | 223,000 | 118 | 69 | 36 |
| % Change | -21.62% | 4.62% | 3.85% | -5.51% | 2.58% | -31.86% | -36.84% |
| 2015 | 37 | 240,832 | 235,029 | 236,000 | 115 | 102 | 57 |

STUARTS DRAFT MARKET ANALYSIS

Mid-Year 2017



Market Snapshot

-14%

TOTAL SALES

There were 51 total sales in the first half of 2017 compared to 59 in 2016. This translates to a 14% year-over-year decrease.

\$196,000

MEDIAN SALES PRICE

The median sales price in the first half of 2017 was \$196,000 compared to \$199,900 in 2016.

\$10.4M

TOTAL VOLUME

Total sales volume in the first half of 2017 totaled \$10.4 million compared to \$12.0 million in 2016.

71

DAYS ON MARKET

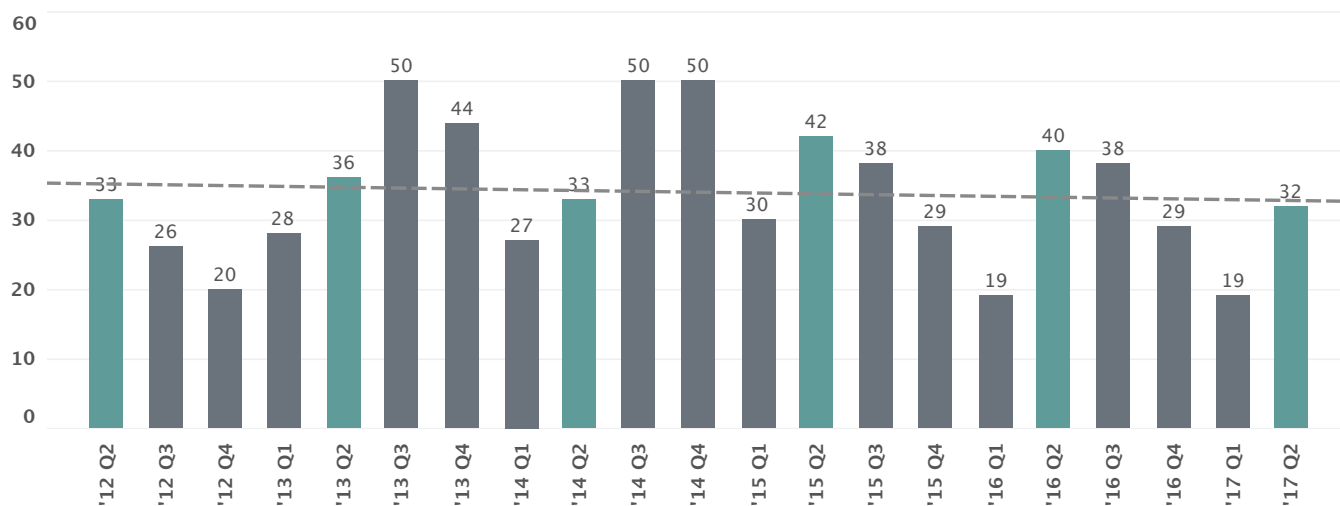
Homes sold in the first half of 2017 spent an average of 71 days on market before being sold.

-3%

CONTRACTS WRITTEN

There were 65 contracts written in the first half of 2017 compared to 67 in 2016. This translates to a 3% year-over-year decrease.

Five Year Sales Trend (Total Sales)



Quarterly Performance & Yearly Growth

| | TOTAL SALES | AVG. LIST PRICE | AVG. SALES PRICE | MEDIAN SALES PRICE | AVG. \$/SQ.FT | AVG. DAYS ON MARKET | CONTRACTS WRITTEN |
|----------|-------------|-----------------|------------------|--------------------|---------------|---------------------|-------------------|
| 2017 | 51 | 207,954 | 204,090 | 196,000 | 116 | 71 | 65 |
| % Change | -13.56% | 0.01% | 0.54% | -1.95% | 9% | -18.77% | -2.99% |
| 2016 | 59 | 207,931 | 202,993 | 199,900 | 106 | 87 | 67 |
| % Change | -18.06% | 8.73% | 8.43% | 11.40% | -5.86% | -13.63% | -17.28% |
| 2015 | 72 | 191,228 | 187,206 | 179,450 | 113 | 101 | 81 |

HARRISONBURG MARKET ANALYSIS

Mid-Year 2017



Market Snapshot

-9%

TOTAL SALES

There were 222 total sales in the first half of 2017 compared to 244 in 2016. This translates to a 9% year-over-year decrease.

\$169,950

MEDIAN SALES PRICE

The median sales price in the first half of 2017 was \$169,950 compared to \$179,750 in 2016.

\$42.4M

TOTAL VOLUME

Total sales volume in the first half of 2017 totaled \$42.4 million compared to \$49.5 million in 2016.

92

DAYS ON MARKET

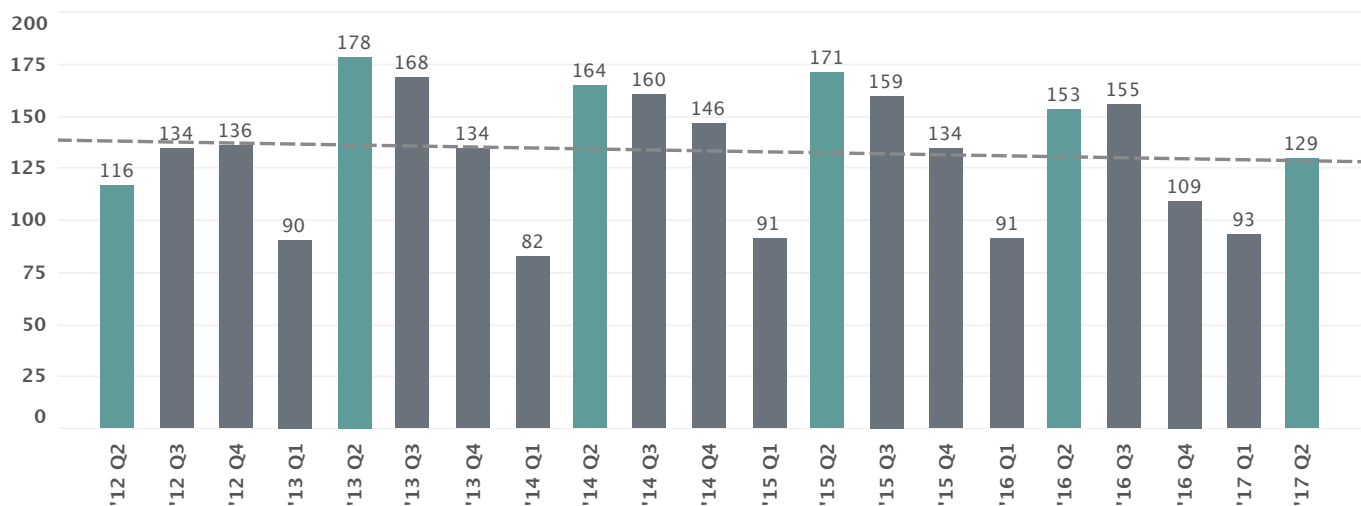
Homes sold in the first half of 2017 spent an average of 92 days on market before being sold.

-12%

CONTRACTS WRITTEN

There were 246 contracts written in the first half of 2017 compared to 278 in 2016. This translates to a 12% year-over-year decrease.

Five Year Sales Trend (Total Sales)



Quarterly Performance & Yearly Growth

| | TOTAL SALES | AVG. LIST PRICE | AVG. SALES PRICE | MEDIAN SALES PRICE | AVG. \$/SQ.FT | AVG. DAYS ON MARKET | CONTRACTS WRITTEN |
|----------|-------------|-----------------|------------------|--------------------|---------------|---------------------|-------------------|
| 2017 | 222 | 195,687 | 191,090 | 169,950 | 114 | 92 | 246 |
| % Change | -9.02% | -6.59% | -5.80% | -5.45% | 2% | -13.46% | -11.51% |
| 2016 | 244 | 209,499 | 202,851 | 179,750 | 111 | 106 | 278 |
| % Change | -6.87% | -7.15% | -8.47% | -5.77% | -1.10% | -6.30% | -11.18% |
| 2015 | 262 | 225,621 | 221,632 | 190,750 | 112 | 113 | 313 |

ROCKINGHAM COUNTY MARKET ANALYSIS

Mid-Year 2017



Market Snapshot

-7%

TOTAL SALES

There were 375 total sales in the first half of 2017 compared to 405 in 2016. This translates to a 7% year-over-year decrease.

\$203,000

MEDIAN SALES PRICE

The median sales price in the first half of 2017 was \$203,000 compared to \$198,900 in 2016.

\$85.3M

TOTAL VOLUME

Total sales volume in the first half of 2017 totaled \$85.3 million compared to \$94.2 million in 2016.

100

DAYS ON MARKET

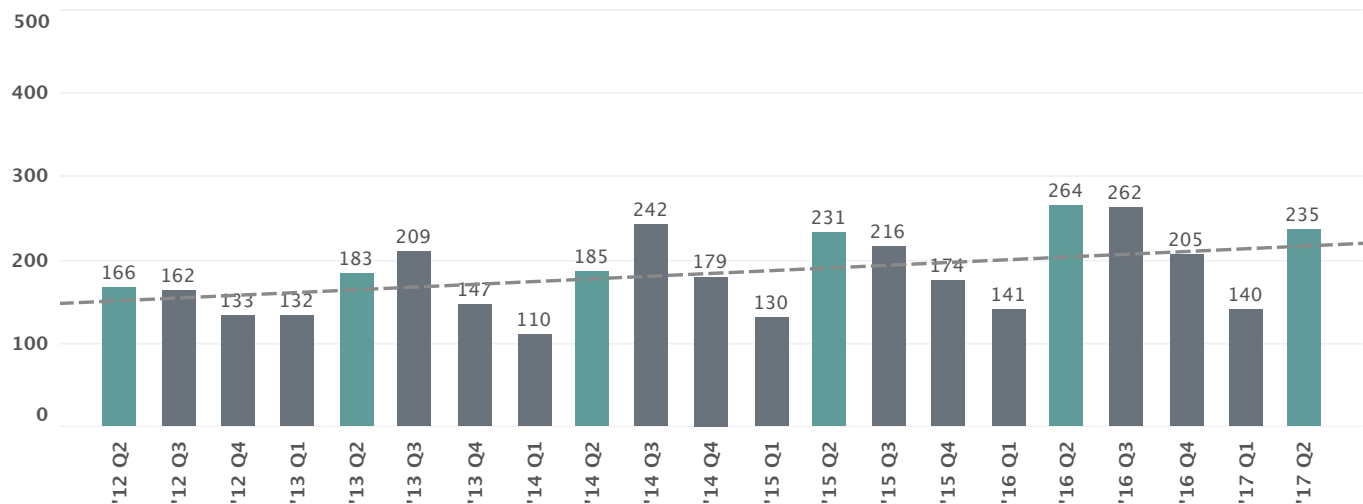
Homes sold in the first half of 2017 spent an average of 100 days on market before being sold.

-3%

CONTRACTS WRITTEN

There were 461 contracts written in the first half of 2017 compared to 474 in 2016. This translates to a 3% year-over-year decrease.

Five Year Sales Trend (Total Sales)



Quarterly Performance & Yearly Growth

| | TOTAL SALES | AVG. LIST PRICE | AVG. SALES PRICE | MEDIAN SALES PRICE | AVG. \$/SQ.FT | AVG. DAYS ON MARKET | CONTRACTS WRITTEN |
|----------|-------------|-----------------|------------------|--------------------|---------------|---------------------|-------------------|
| 2017 | 375 | 234,686 | 227,426 | 203,000 | 117 | 100 | 461 |
| % Change | -7.41% | -2.56% | -2.18% | 2.06% | -1% | -17.41% | -2.74% |
| 2016 | 405 | 240,849 | 232,501 | 198,900 | 118 | 121 | 474 |
| % Change | 12.19% | 1.59% | 1.02% | 0.45% | 3.77% | -5.75% | 15.61% |
| 2015 | 361 | 237,077 | 230,150 | 198,000 | 114 | 129 | 410 |