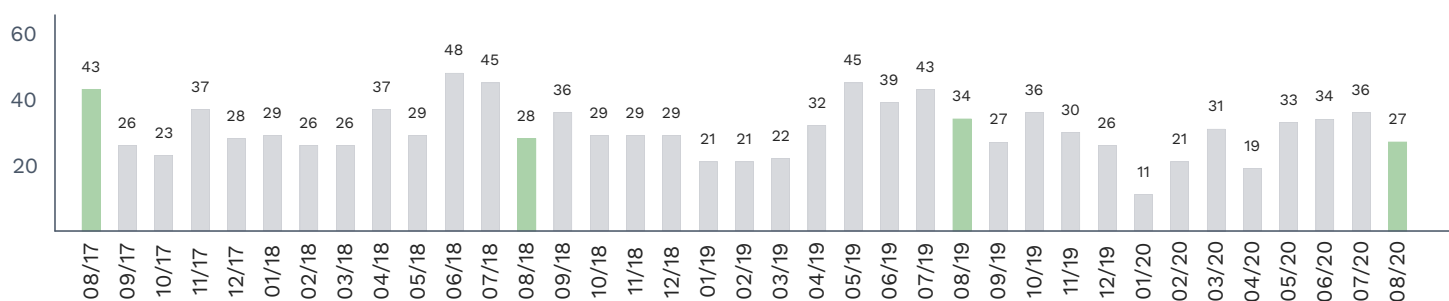


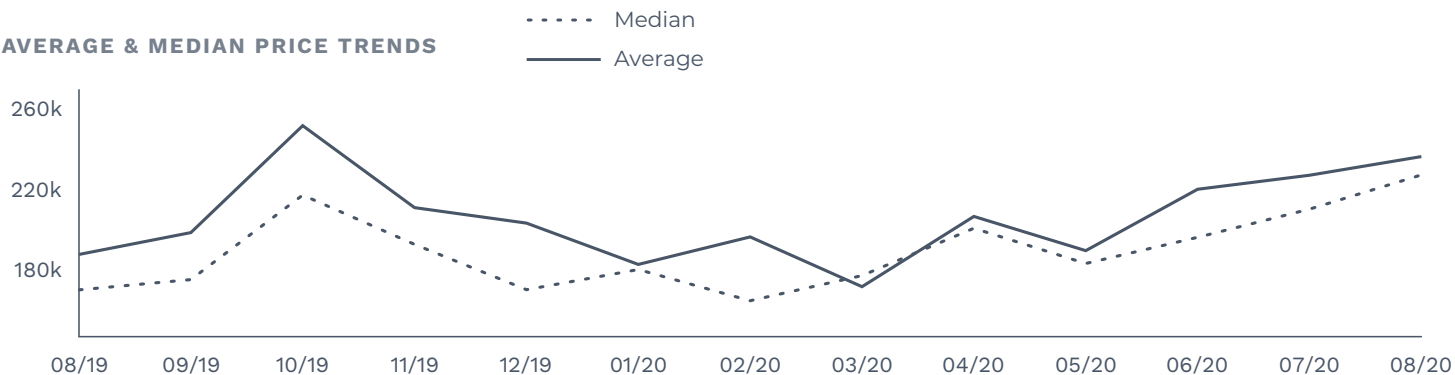
Market Snapshot | Staunton

| | Total Sales | Median Sales Price | Price Per Sq Ft | Days On Market | Avg SP / LP % |
|--------------------|-------------|--------------------|-----------------|----------------|---------------|
| August 2020 | 27 | \$227,000 | \$129 | 21 | 99% |
| % Change | -20.6% | 33.6% | 7.5% | -58.0% | 1.0% |
| August 2019 | 34 | \$169,900 | \$120 | 50 | 98% |
| % Change | 21.4% | 6.2% | 15.4% | 6.4% | 1.0% |
| August 2018 | 28 | \$160,000 | \$104 | 47 | 97% |

THIRTY-SIX MONTH SALES TREND (TOTAL SALES)

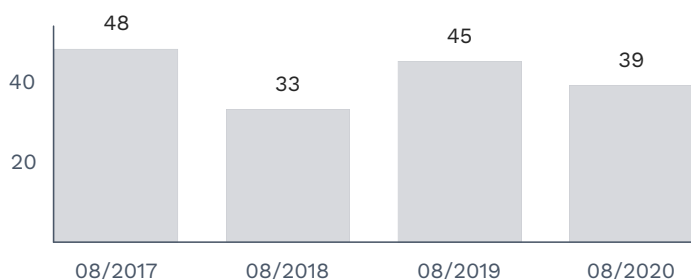


AVERAGE & MEDIAN PRICE TRENDS



| | 08/19 | 09/19 | 10/19 | 11/19 | 12/19 | 01/20 | 02/20 | 03/20 | 04/20 | 05/20 | 06/20 | 07/20 | 08/20 |
|---------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg. Sales Price | \$169K | \$175K | \$217K | \$192K | \$170K | \$180K | \$164K | \$177K | \$200K | \$183K | \$196K | \$210K | \$227K |
| Median Sales Price | \$187K | \$198K | \$251K | \$210K | \$203K | \$182K | \$196K | \$171K | \$206K | \$189K | \$219K | \$226K | \$236K |

NEW LISTINGS BY MONTH



CONTRACTS WRITTEN BY MONTH

