

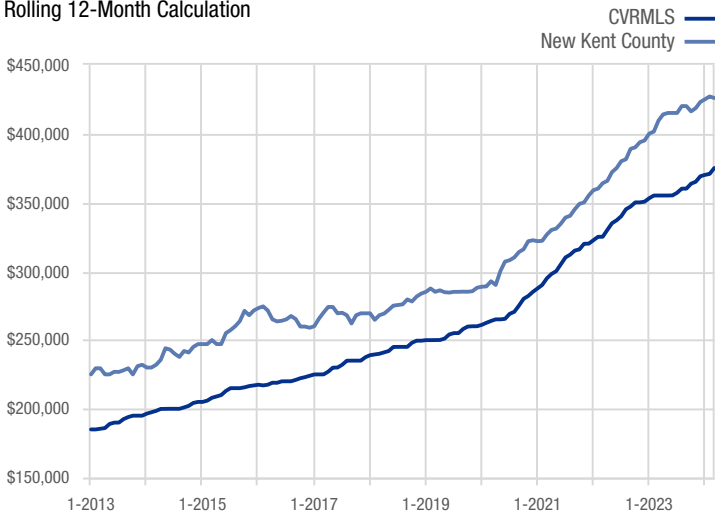
New Kent County

| Single Family                            | March     |           |          | Year to Date |             |          |
|--|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                              | 2023      | 2024      | % Change | Thru 3-2023  | Thru 3-2024 | % Change |
| New Listings                             | 58        | 31        | - 46.6%  | 140          | 108         | - 22.9%  |
| Pending Sales                            | 32        | 41        | + 28.1%  | 110          | 104         | - 5.5%   |
| Closed Sales                             | 46        | 33        | - 28.3%  | 103          | 70          | - 32.0%  |
| Days on Market Until Sale                | 34        | 42        | + 23.5%  | 38           | 44          | + 15.8%  |
| Median Sales Price*                      | \$429,975 | \$415,000 | - 3.5%   | \$419,945    | \$434,742   | + 3.5%   |
| Average Sales Price*                     | \$458,216 | \$461,661 | + 0.8%   | \$446,125    | \$478,482   | + 7.3%   |
| Percent of Original List Price Received* | 102.0%    | 102.2%    | + 0.2%   | 100.5%       | 101.0%      | + 0.5%   |
| Inventory of Homes for Sale              | 82        | 68        | - 17.1%  | —            | —           | —        |
| Months Supply of Inventory               | 2.2       | 2.1       | - 4.5%   | —            | —           | —        |

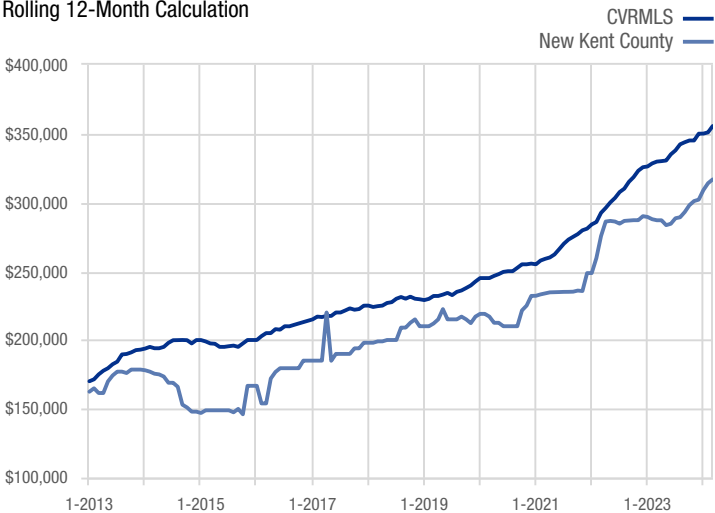
| Condo/Town                               | March     |           |          | Year to Date |             |          |
|--|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                              | 2023      | 2024      | % Change | Thru 3-2023  | Thru 3-2024 | % Change |
| New Listings                             | 6         | 7         | + 16.7%  | 23           | 19          | - 17.4%  |
| Pending Sales                            | 6         | 6         | 0.0%     | 18           | 15          | - 16.7%  |
| Closed Sales                             | 4         | 3         | - 25.0%  | 19           | 9           | - 52.6%  |
| Days on Market Until Sale                | 5         | 21        | + 320.0% | 12           | 22          | + 83.3%  |
| Median Sales Price*                      | \$274,115 | \$316,705 | + 15.5%  | \$275,570    | \$299,950   | + 8.8%   |
| Average Sales Price*                     | \$292,775 | \$318,537 | + 8.8%   | \$291,281    | \$307,354   | + 5.5%   |
| Percent of Original List Price Received* | 101.4%    | 99.7%     | - 1.7%   | 101.3%       | 98.8%       | - 2.5%   |
| Inventory of Homes for Sale              | 12        | 7         | - 41.7%  | —            | —           | —        |
| Months Supply of Inventory               | 1.6       | 1.5       | - 6.3%   | —            | —           | —        |

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price - Single-Family  
Rolling 12-Month Calculation



Median Sales Price - Condo/Town  
Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.