

Showings Statistics

MLS Area	Total Showings	Buyer Interest (Showings / Listings)	Managed Listings
Amelia County	64	2.2	29
Appomattox County	2	2.0	1
Brunswick County	11	1.8	6
Buckingham County	6	0.5	12
Caroline County	51	1.4	36
Charles City County	31	2.6	12
Charlotte County	2	2.0	1
Chesterfield County	3,518	4.8	733
Colonial Heights City	153	3.2	48
Cumberland County	65	2.4	27
Dinwiddie County	154	2.4	64
Emporia City	5	1.7	3
Essex County	14	0.7	19
Fluvanna County	1	0.2	5
Gloucester County	6	1.2	5
Goochland County	241	2.6	93
Greensville County	7	1.2	6
Halifax County	0	—	0
Hampton City	4	2.0	2
Hanover County	705	3.3	214
Henrico County	3,420	5.9	584
Hopewell City	224	3.6	62
James City County	11	2.8	4
King and Queen County	10	1.7	6
King William County	81	2.1	38
Lancaster County	4	0.4	9
Louisa County	105	1.6	66
Lunenburg County	0	—	0
Mathews County	4	1.3	3
Mecklenburg County	4	2.0	2
Middlesex County	0	—	4
New Kent County	109	1.6	70
Newport News City	0	—	0
Northumberland County	27	2.5	11
Nottoway County	23	1.4	17
Petersburg City	460	3.2	144
Poquoson	0	—	0
Powhatan County	311	3.5	90
Prince Edward County	28	1.2	24
Prince George County	235	3.5	68
Richmond City	2,996	5.1	584
Richmond County	5	2.5	2

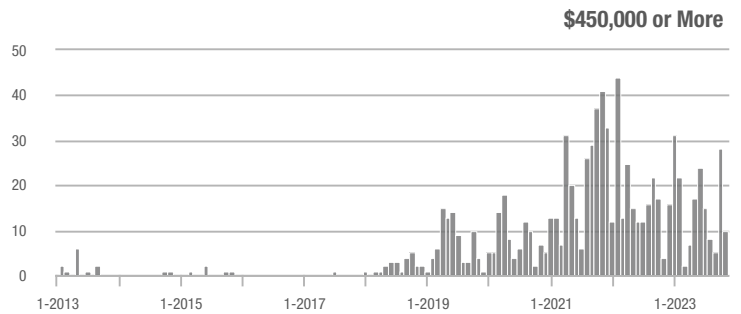
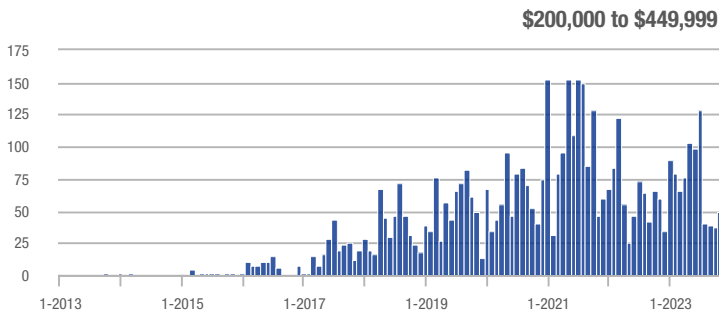
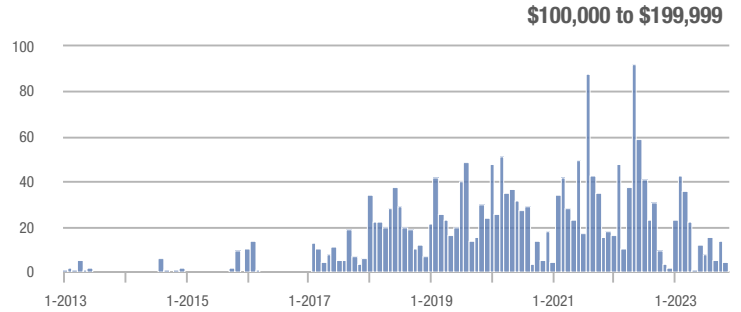
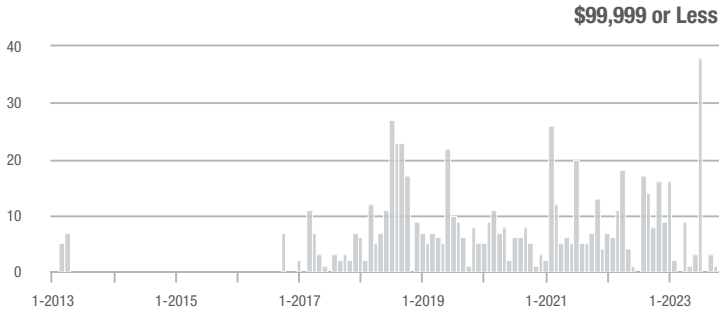
Showings Statistics

MLS Area	Total Showings	Buyer Interest (Showings / Listings)	Managed Listings
Spotsylvania County	20	1.7	12
Surry County	3	3.0	1
Sussex County	20	1.1	18
Westmoreland County	4	0.8	5
Williamsburg City	0	—	0
York County	0	—	0
Ashland (unincorporated town)	140	4.0	35
Blackstone (unincorporated town)	12	1.3	9
Crewe (unincorporated town)	4	1.0	4
Farmville (unincorporated town)	21	1.1	19
South Boston (unincorporated town)	0	—	0
South Hill (unincorporated town)	0	—	0
Tappahannock (unincorporated town)	14	1.2	12
Waverly (unincorporated town)	12	1.7	7
West Point (unincorporated town)	6	1.0	6
MLS Area 10	1,102	4.6	242
MLS Area 20	383	7.0	55
MLS Area 22	1,120	5.9	189
MLS Area 30	594	6.1	97
MLS Area 32	440	8.6	51
MLS Area 34	954	5.9	161
MLS Area 36	428	3.5	124
MLS Area 40	449	4.0	111
MLS Area 42	457	6.3	72
MLS Area 44	277	3.1	90
MLS Area 50	415	4.7	88
MLS Area 52	875	4.6	189
MLS Area 54	939	4.0	235
MLS Area 60	502	4.9	102
MLS Area 62	1,233	5.3	232
MLS Area 64	471	6.1	77

Amelia County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	3	- 40.0%	0.0%
\$100,000 to \$199,999	4	+ 33.3%	- 71.4%	4.0	+ 300.0%	+ 42.9%	1	- 66.7%	- 80.0%
\$200,000 to \$449,999	50	- 16.7%	+ 31.6%	2.6	- 3.5%	+ 17.7%	19	- 13.6%	+ 11.8%
\$450,000 or More	10	+ 150.0%	- 64.3%	1.7	+ 108.3%	- 70.2%	6	+ 20.0%	+ 20.0%
Total	64	- 22.9%	- 21.0%	2.2	- 6.9%	- 18.3%	29	- 17.1%	- 3.3%

Showings



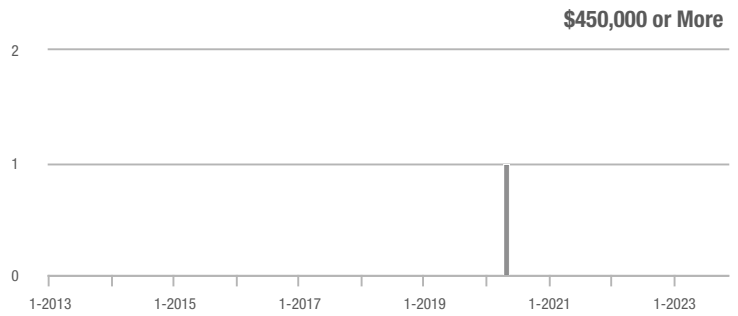
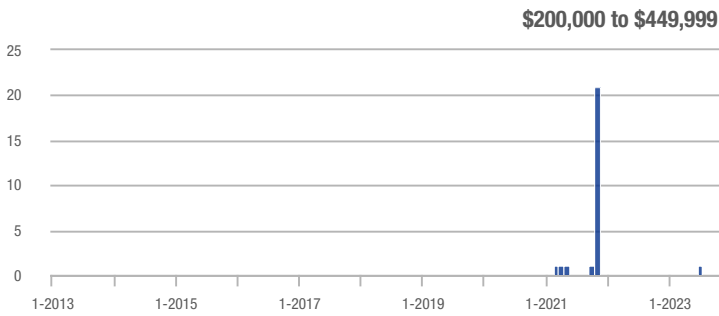
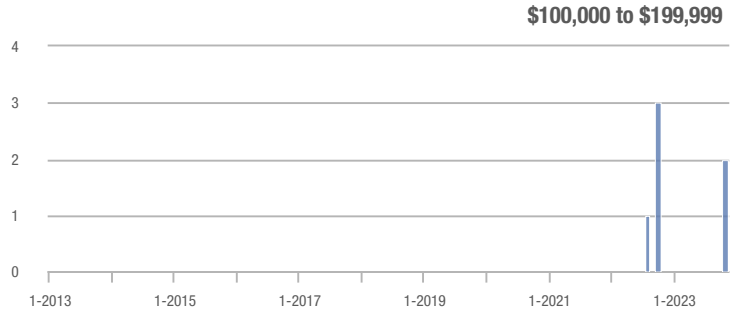
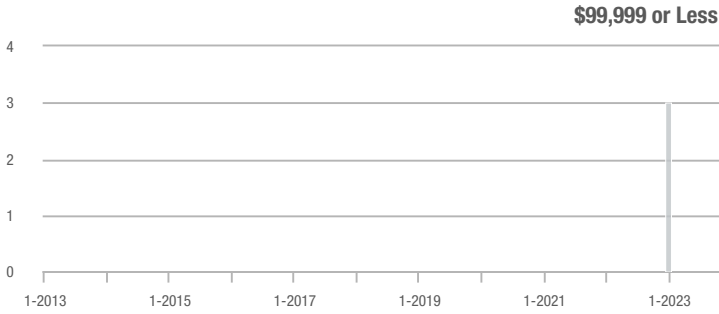
Buyer Interest (Showings/Listings)



Appomattox County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	2	—	—	2.0	—	—	1	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	2	—	—	2.0	—	—	1	—	—

Showings



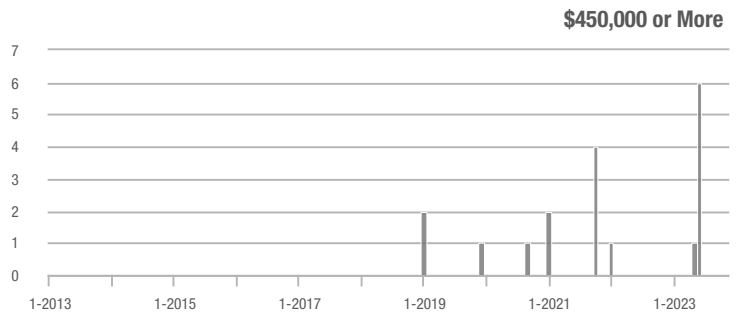
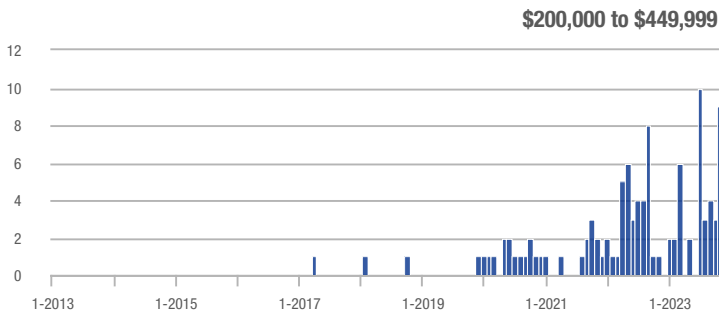
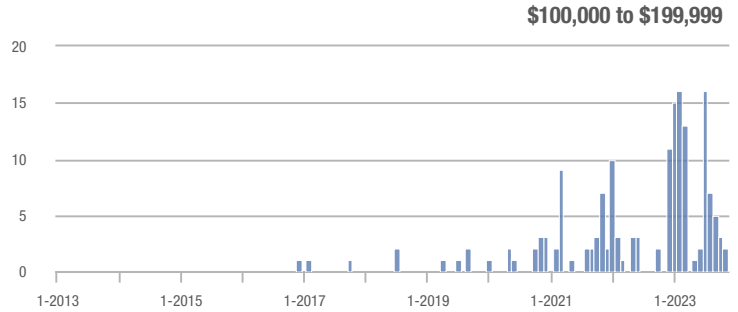
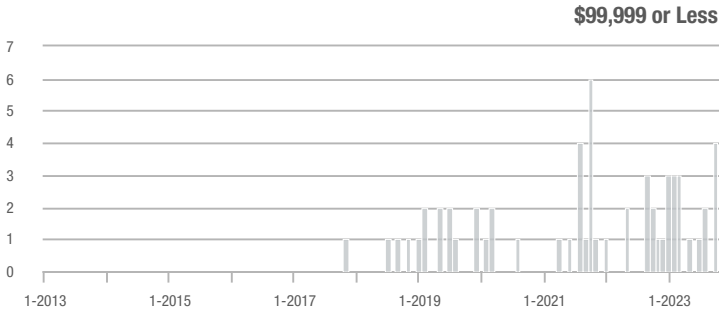
Buyer Interest (Showings/Listings)



Brunswick County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	- 66.7%	- 50.0%
\$100,000 to \$199,999	2	—	- 33.3%	2.0	—	+ 100.0%	1	- 50.0%	- 66.7%
\$200,000 to \$449,999	9	+ 800.0%	+ 200.0%	2.3	+ 350.0%	+ 125.0%	4	+ 100.0%	+ 33.3%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	11	+ 450.0%	+ 10.0%	1.8	+ 541.7%	+ 46.7%	6	- 14.3%	- 25.0%

Showings



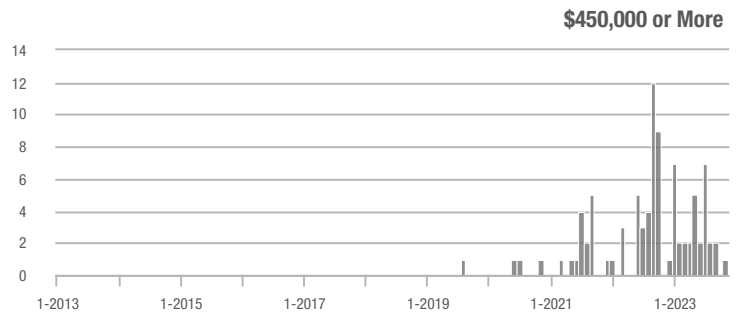
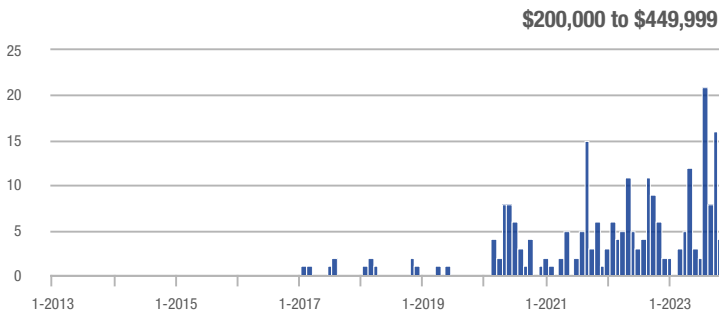
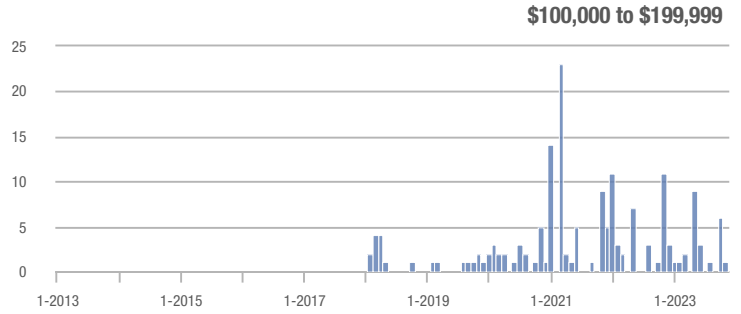
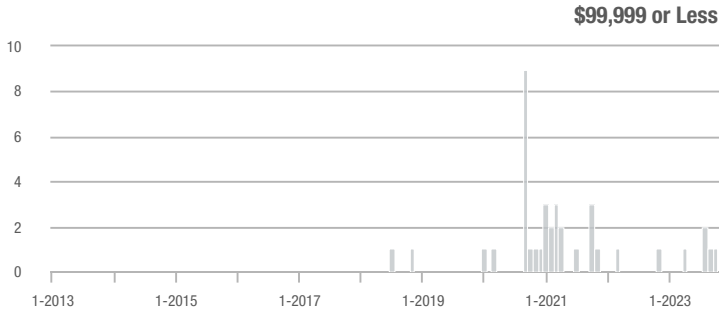
Buyer Interest (Showings/Listings)



Buckingham County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	0.0%	0.0%
\$100,000 to \$199,999	1	- 90.9%	- 83.3%	0.3	- 93.2%	- 79.2%	4	+ 33.3%	- 20.0%
\$200,000 to \$449,999	4	- 33.3%	- 75.0%	0.8	- 20.0%	- 55.0%	5	- 16.7%	- 44.4%
\$450,000 or More	1	—	—	0.5	—	—	2	0.0%	- 33.3%
Total	6	- 66.7%	- 73.9%	0.5	- 66.7%	- 60.9%	12	0.0%	- 33.3%

Showings



Buyer Interest (Showings/Listings)

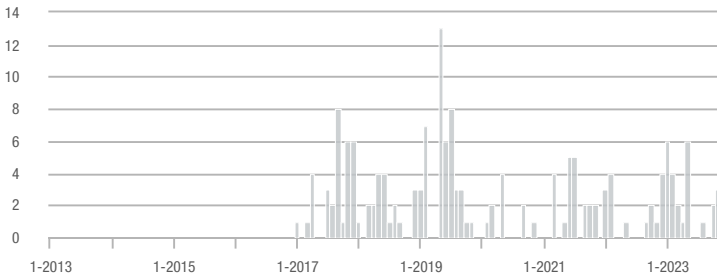


Caroline County

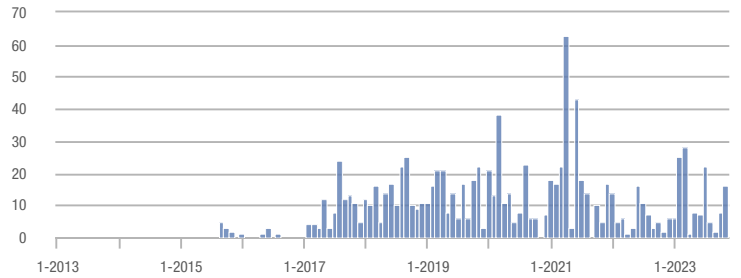
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	3	+ 200.0%	+ 50.0%	0.6	+ 260.0%	+ 20.0%	5	- 16.7%	+ 25.0%
\$100,000 to \$199,999	16	+ 700.0%	+ 100.0%	2.7	+ 433.3%	+ 100.0%	6	+ 50.0%	0.0%
\$200,000 to \$449,999	29	+ 70.6%	- 3.3%	1.4	+ 78.7%	+ 5.9%	21	- 4.5%	- 8.7%
\$450,000 or More	3	+ 50.0%	- 57.1%	0.8	+ 87.5%	- 46.4%	4	- 20.0%	- 20.0%
Total	51	+ 131.8%	+ 8.5%	1.4	+ 138.3%	+ 14.5%	36	- 2.7%	- 5.3%

Showings

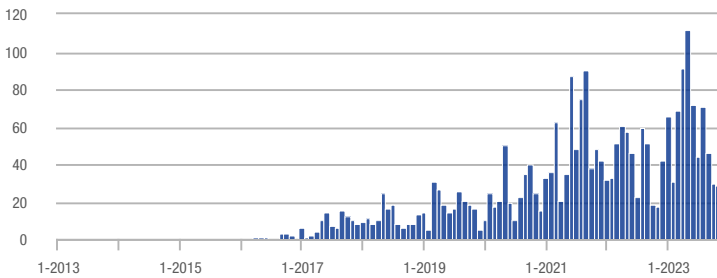
\$99,999 or Less



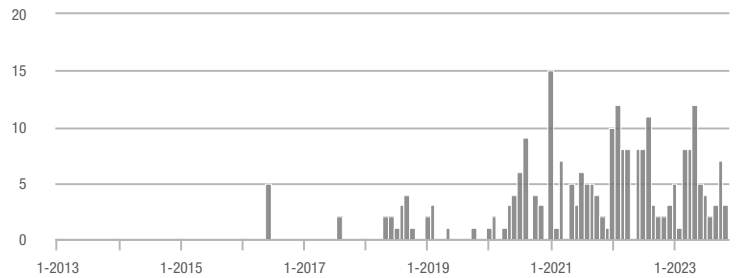
\$100,000 to \$199,999



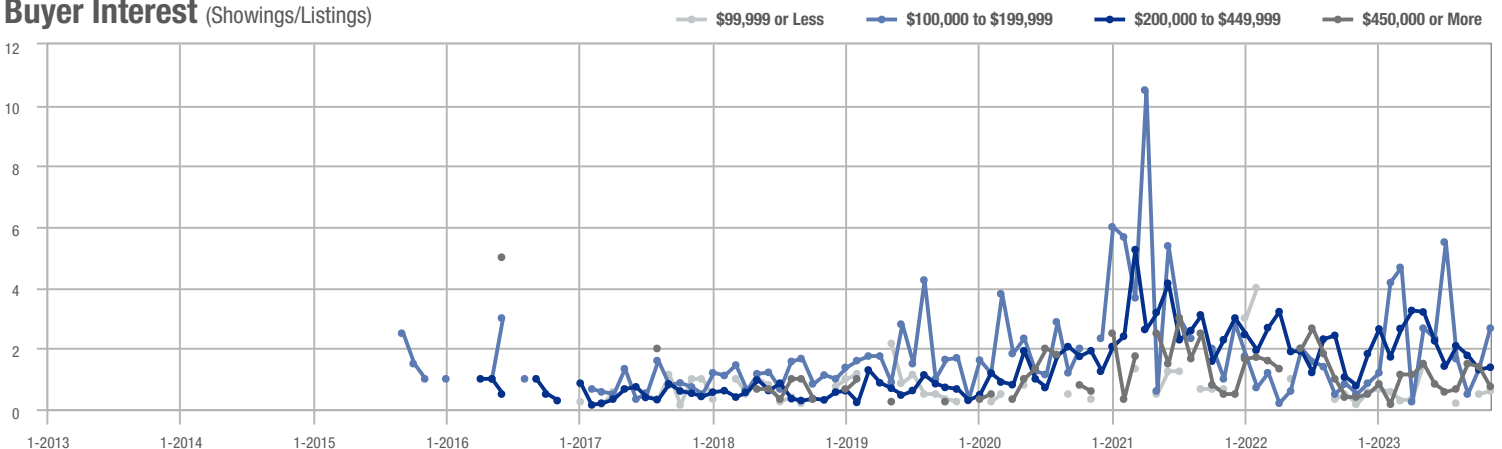
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

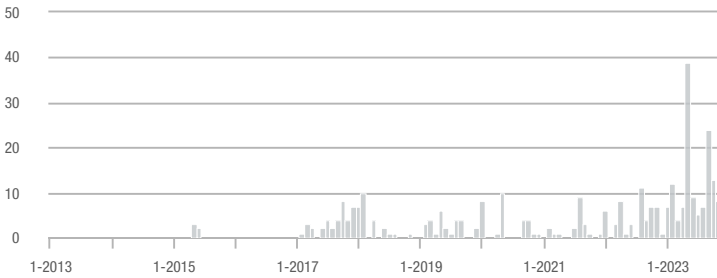


Charles City County

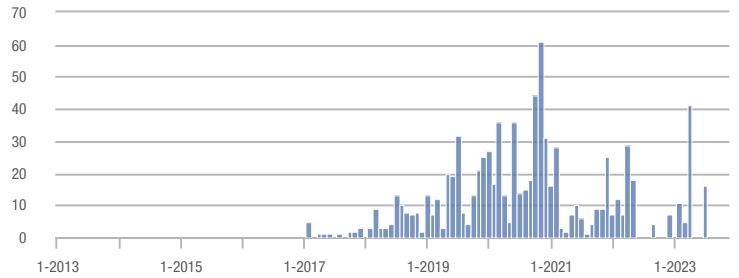
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	8	+ 14.3%	- 38.5%	4.0	- 42.9%	+ 84.6%	2	+ 100.0%	- 66.7%
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	12	- 47.8%	- 7.7%	2.4	+ 25.2%	- 44.6%	5	- 58.3%	+ 66.7%
\$450,000 or More	11	—	+ 37.5%	2.2	—	+ 37.5%	5	+ 150.0%	0.0%
Total	31	+ 3.3%	- 8.8%	2.6	+ 46.4%	+ 6.4%	12	- 29.4%	- 14.3%

Showings

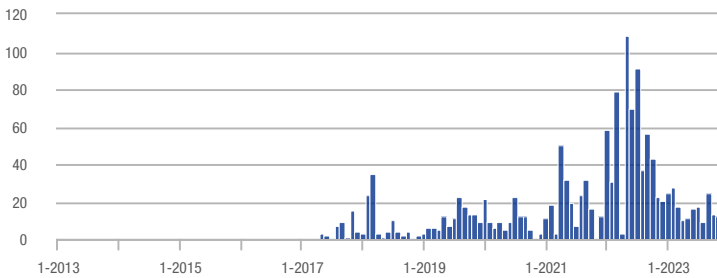
\$99,999 or Less



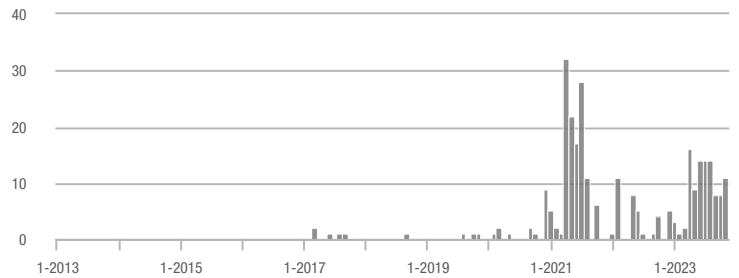
\$100,000 to \$199,999



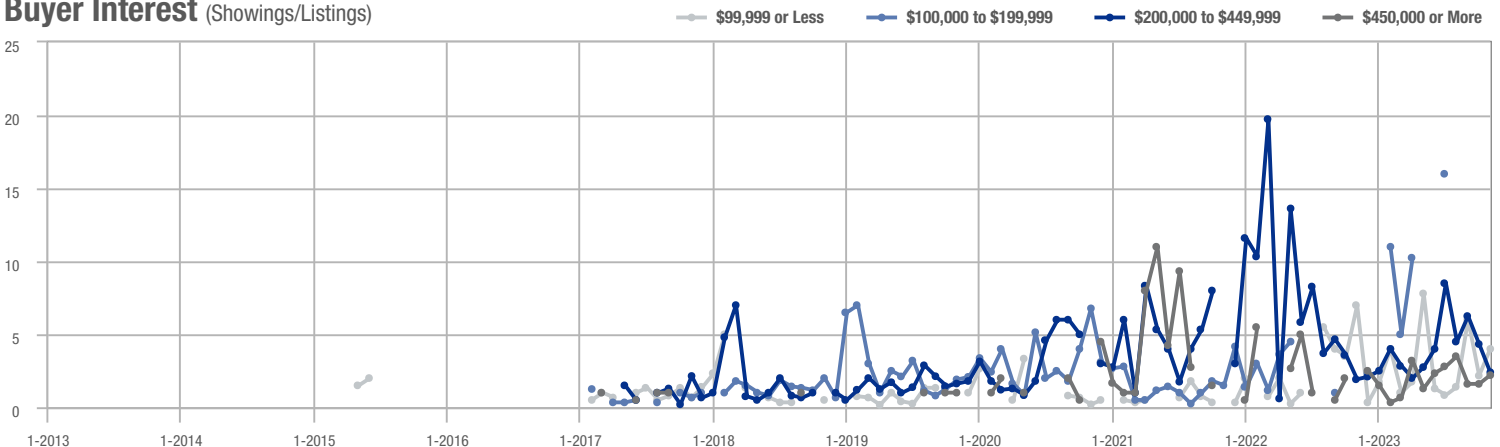
\$200,000 to \$449,999



\$450,000 or More



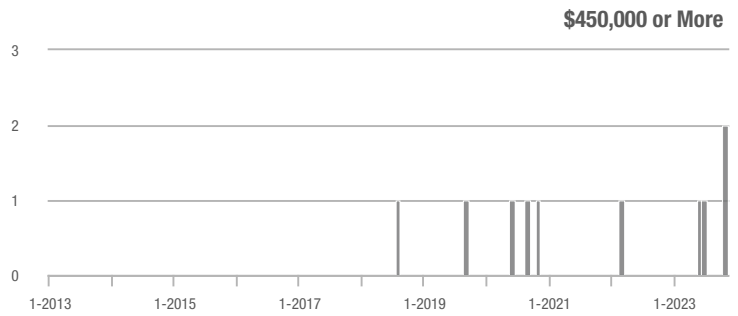
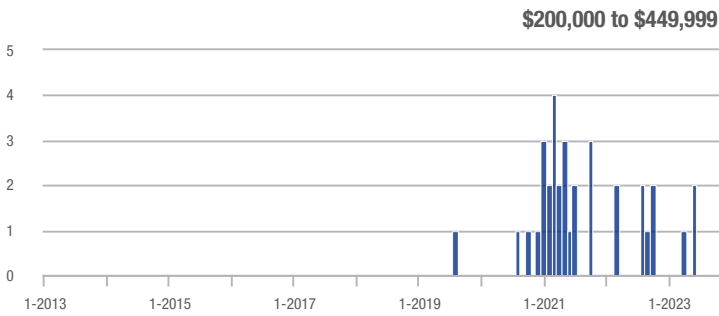
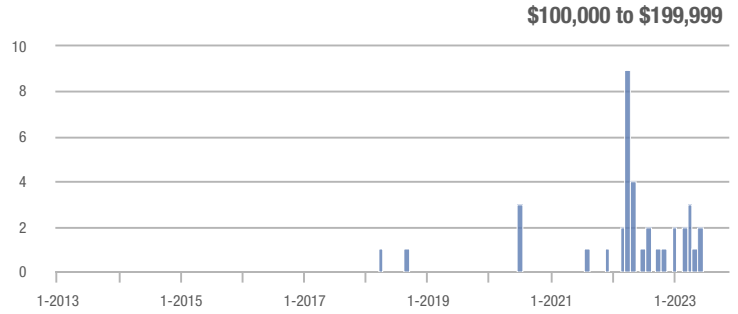
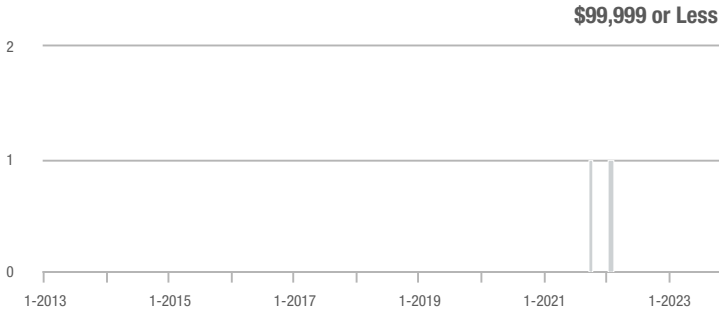
Buyer Interest (Showings/Listings)



Charlotte County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	2	—	—	2.0	—	—	1	—	0.0%
Total	2	+ 100.0%	—	2.0	+ 300.0%	—	1	- 50.0%	0.0%

Showings



Buyer Interest (Showings/Listings)

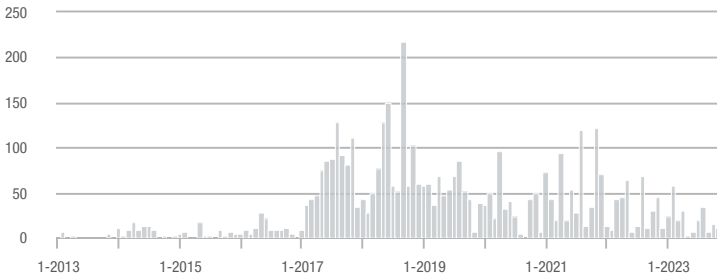


Chesterfield County

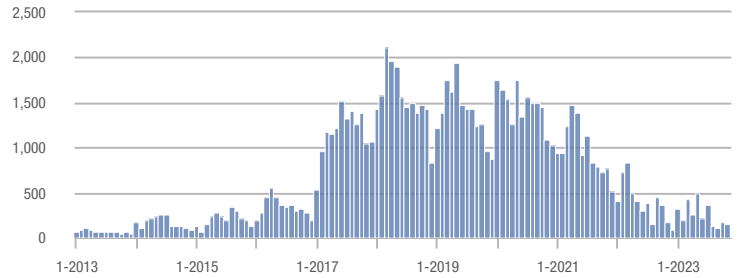
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	10	- 77.8%	- 37.5%	0.4	- 85.8%	- 40.0%	25	+ 56.3%	+ 4.2%
\$100,000 to \$199,999	143	- 12.8%	- 19.7%	14.3	+ 126.7%	+ 68.7%	10	- 61.5%	- 52.4%
\$200,000 to \$449,999	2,526	- 7.2%	+ 4.0%	5.9	+ 1.2%	+ 8.1%	430	- 8.3%	- 3.8%
\$450,000 or More	839	+ 8.1%	- 19.6%	3.1	- 12.1%	- 0.4%	268	+ 22.9%	- 19.3%
Total	3,518	- 5.1%	- 4.0%	4.8	- 5.6%	+ 7.9%	733	+ 0.5%	- 11.0%

Showings

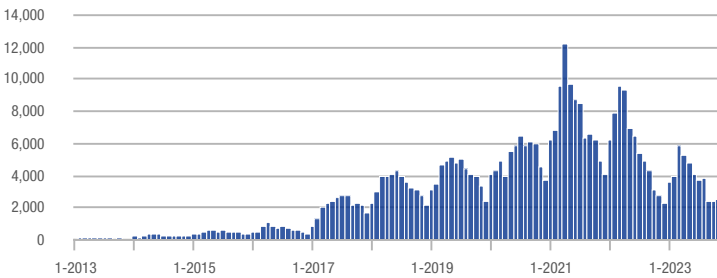
\$99,999 or Less



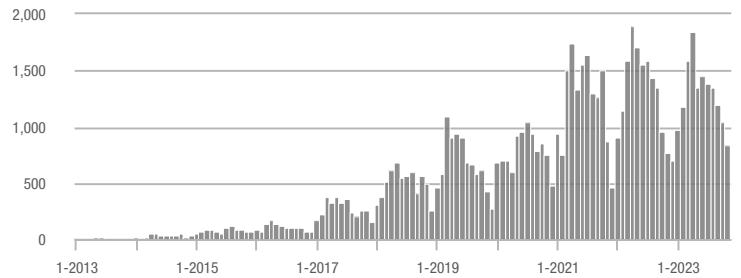
\$100,000 to \$199,999



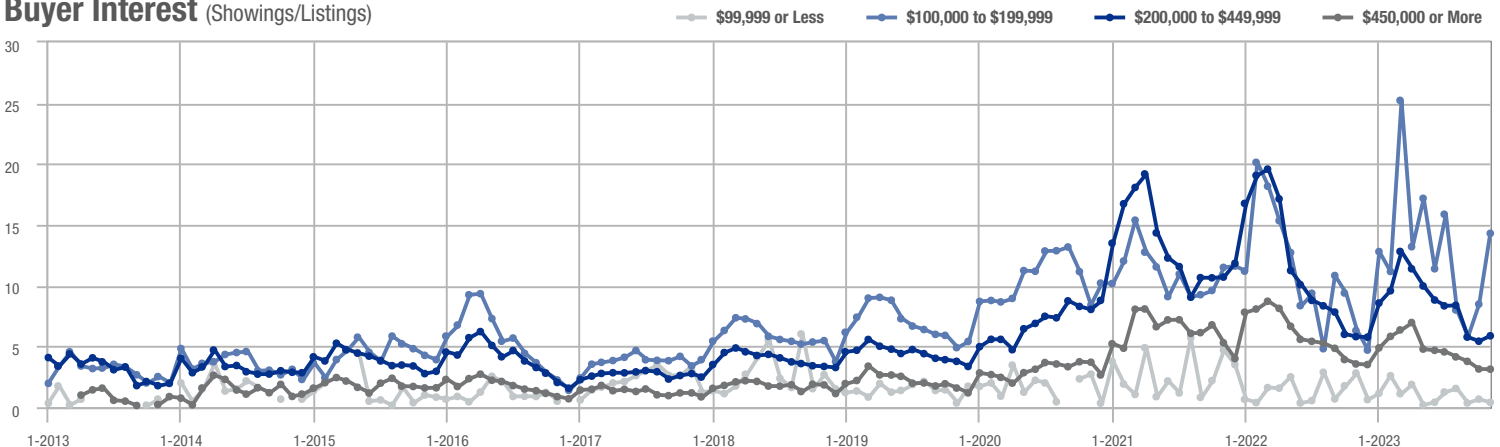
\$200,000 to \$449,999



\$450,000 or More



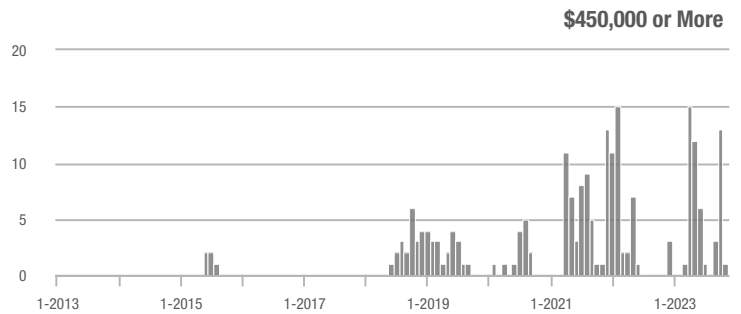
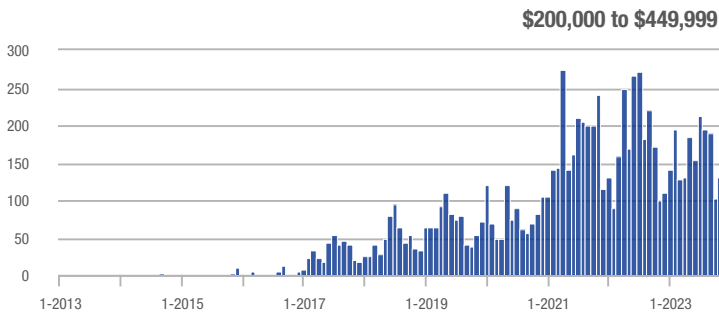
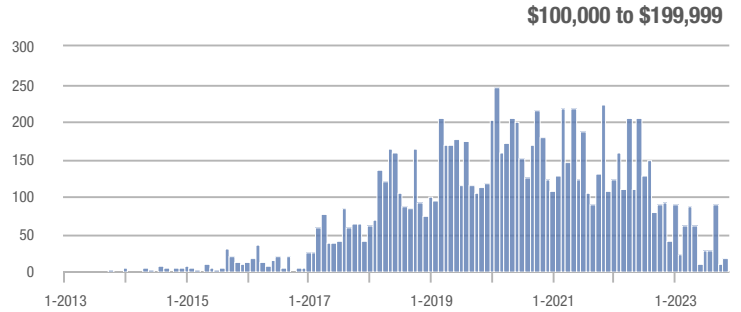
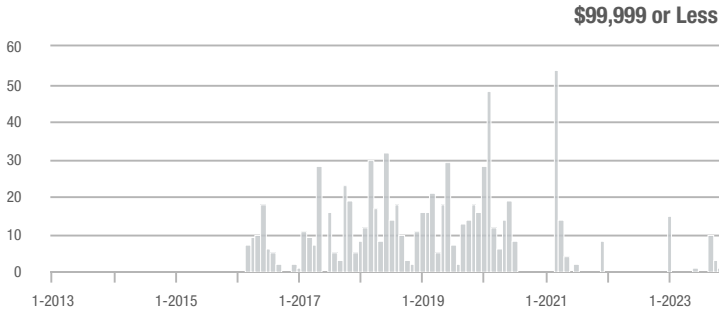
Buyer Interest (Showings/Listings)



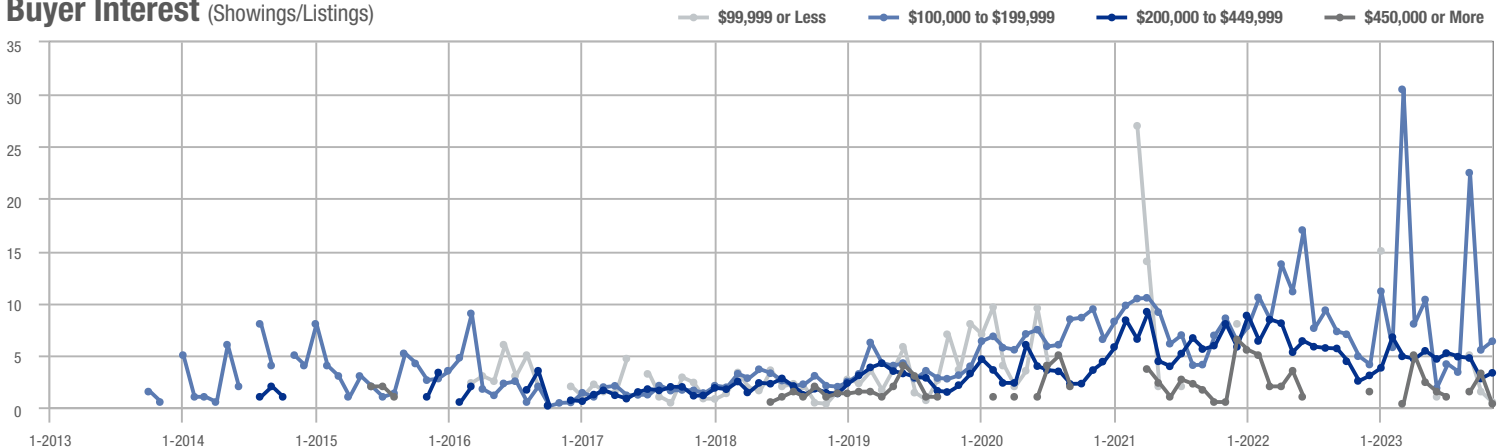
Colonial Heights City

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	—	- 66.7%	0.5	—	- 66.7%	2	—	0.0%
\$100,000 to \$199,999	19	- 79.6%	+ 72.7%	6.3	+ 29.4%	+ 15.2%	3	- 84.2%	+ 50.0%
\$200,000 to \$449,999	132	+ 30.7%	+ 29.4%	3.3	+ 30.7%	+ 19.7%	40	0.0%	+ 8.1%
\$450,000 or More	1	—	- 92.3%	0.3	—	- 89.7%	3	+ 200.0%	- 25.0%
Total	153	- 21.1%	+ 18.6%	3.2	- 1.4%	+ 11.2%	48	- 20.0%	+ 6.7%

Showings



Buyer Interest (Showings/Listings)

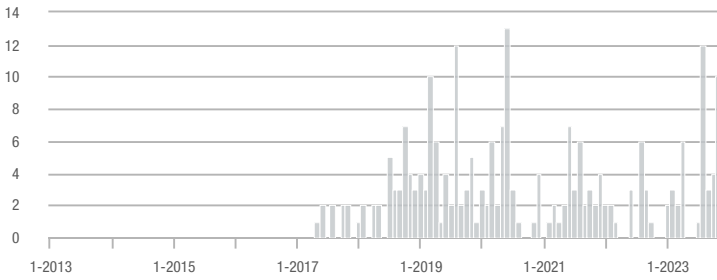


Cumberland County

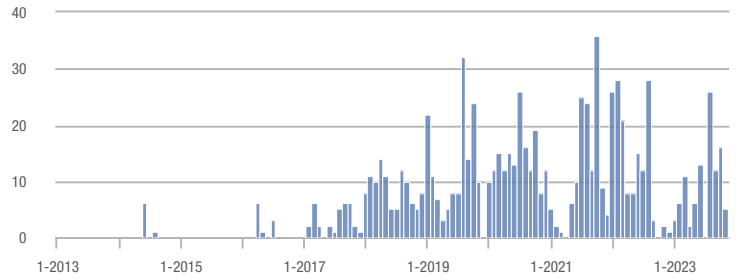
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	10	—	+ 150.0%	1.7	—	+ 108.3%	6	+ 200.0%	+ 20.0%
\$100,000 to \$199,999	5	+ 150.0%	- 68.8%	1.0	0.0%	- 68.8%	5	+ 150.0%	0.0%
\$200,000 to \$449,999	50	+ 51.5%	+ 42.9%	3.3	+ 102.0%	+ 42.9%	15	- 25.0%	0.0%
\$450,000 or More	0	—	—	—	—	—	1	- 83.3%	- 80.0%
Total	65	+ 66.7%	+ 6.6%	2.4	+ 85.2%	+ 18.4%	27	- 10.0%	- 10.0%

Showings

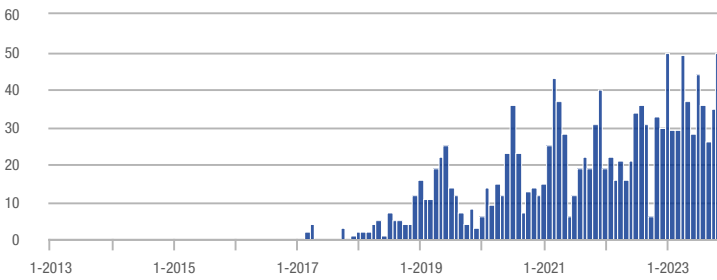
\$99,999 or Less



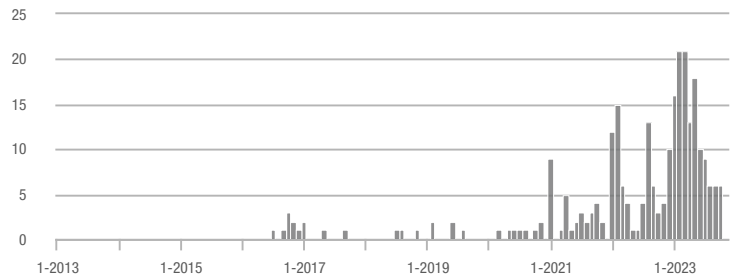
\$100,000 to \$199,999



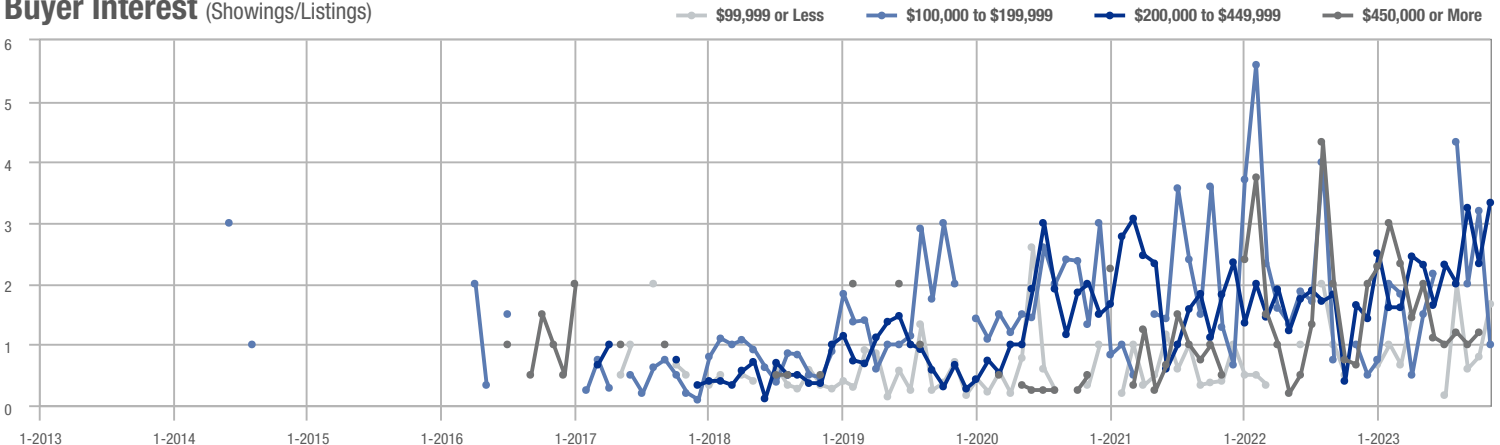
\$200,000 to \$449,999



\$450,000 or More



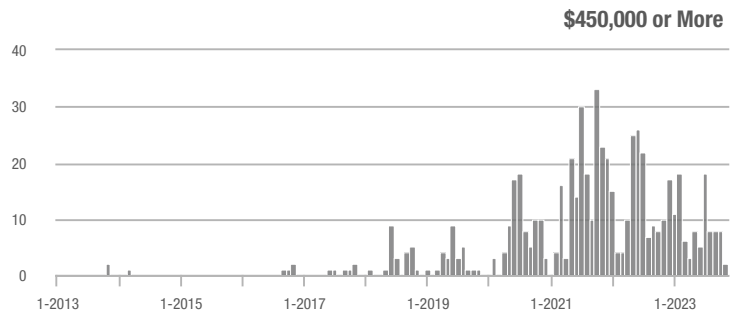
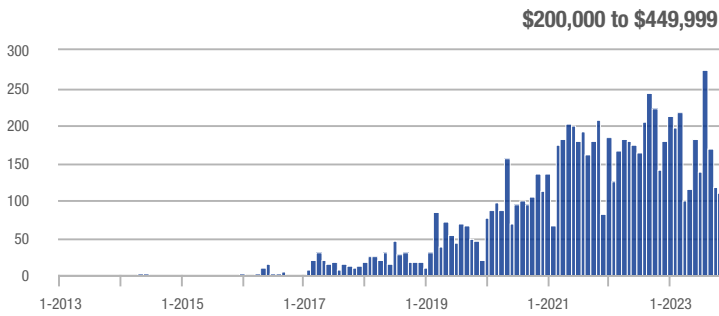
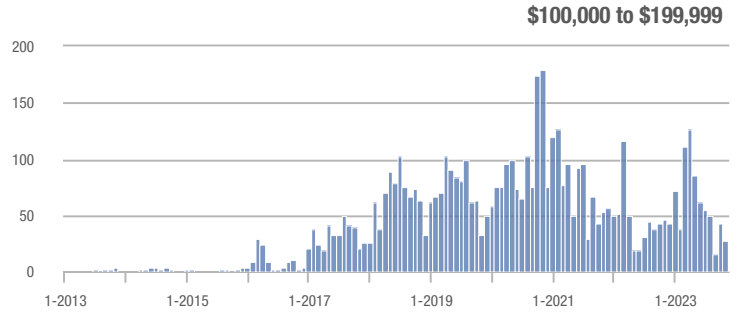
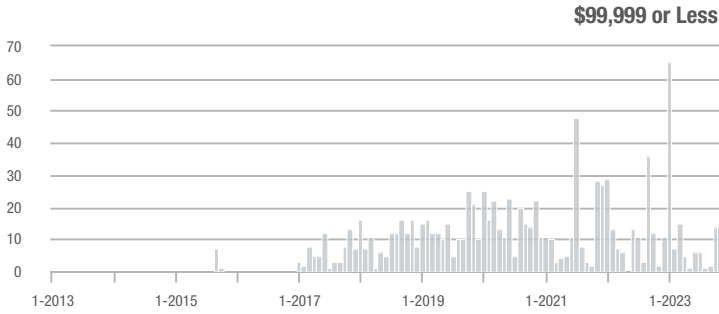
Buyer Interest (Showings/Listings)



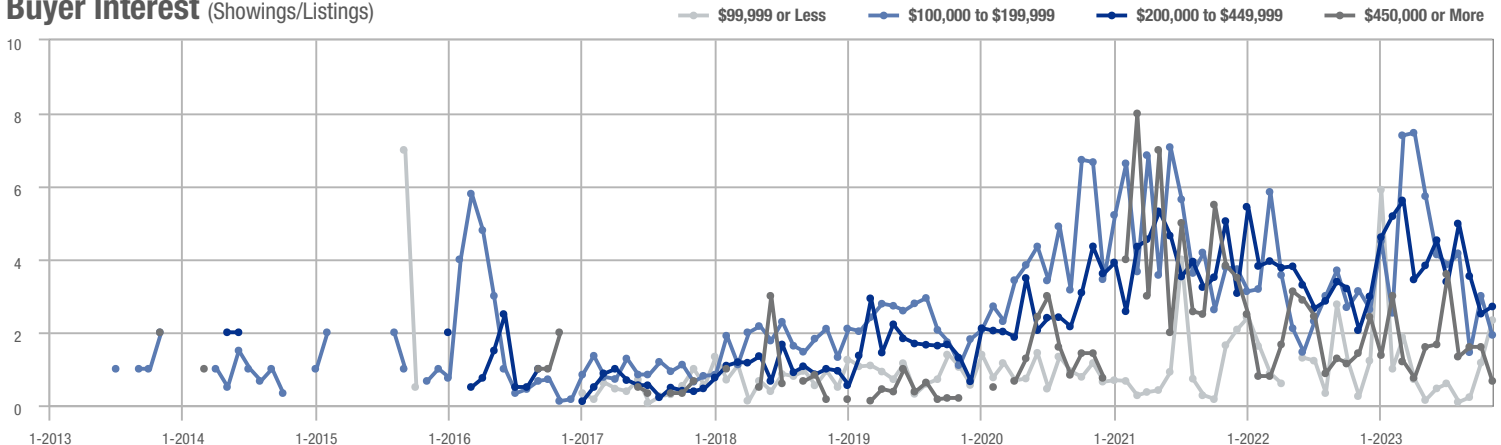
Dinwiddie County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	14	+ 600.0%	0.0%	2.3	+ 833.3%	+ 100.0%	6	- 25.0%	- 50.0%
\$100,000 to \$199,999	27	- 42.6%	- 35.7%	1.9	- 38.4%	- 35.7%	14	- 6.7%	0.0%
\$200,000 to \$449,999	111	- 20.7%	- 5.9%	2.7	+ 31.5%	+ 7.8%	41	- 39.7%	- 12.8%
\$450,000 or More	2	- 80.0%	- 75.0%	0.7	- 53.3%	- 58.3%	3	- 57.1%	- 40.0%
Total	154	- 22.6%	- 15.4%	2.4	+ 18.5%	+ 3.1%	64	- 34.7%	- 17.9%

Showings



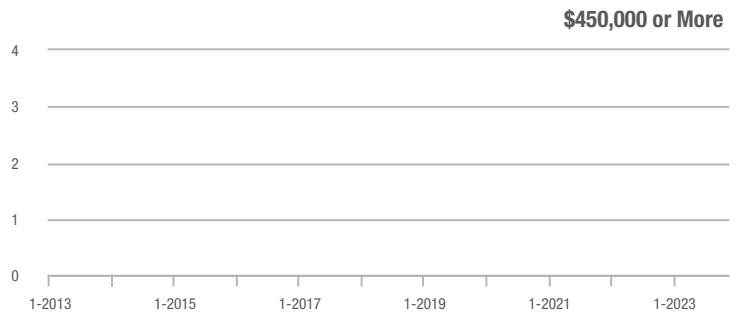
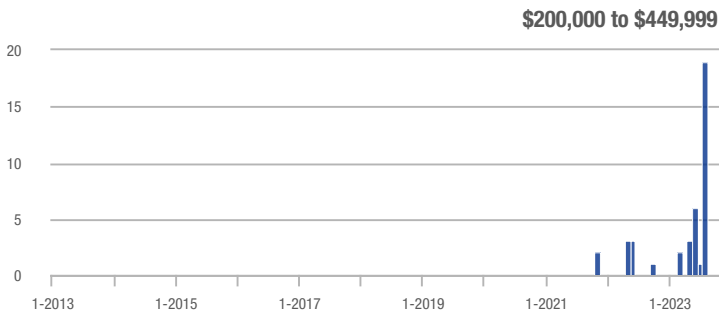
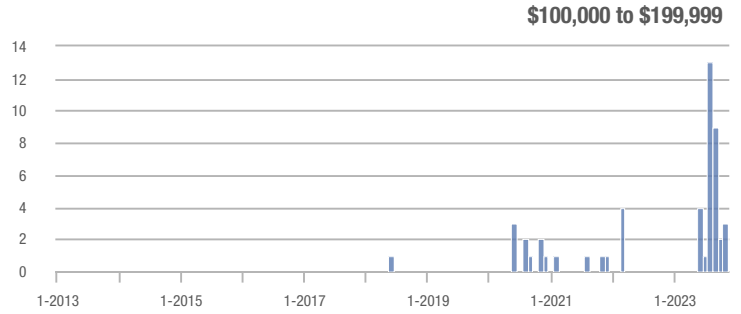
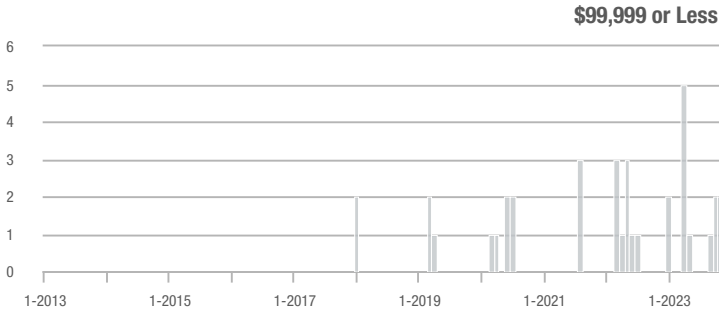
Buyer Interest (Showings/Listings)



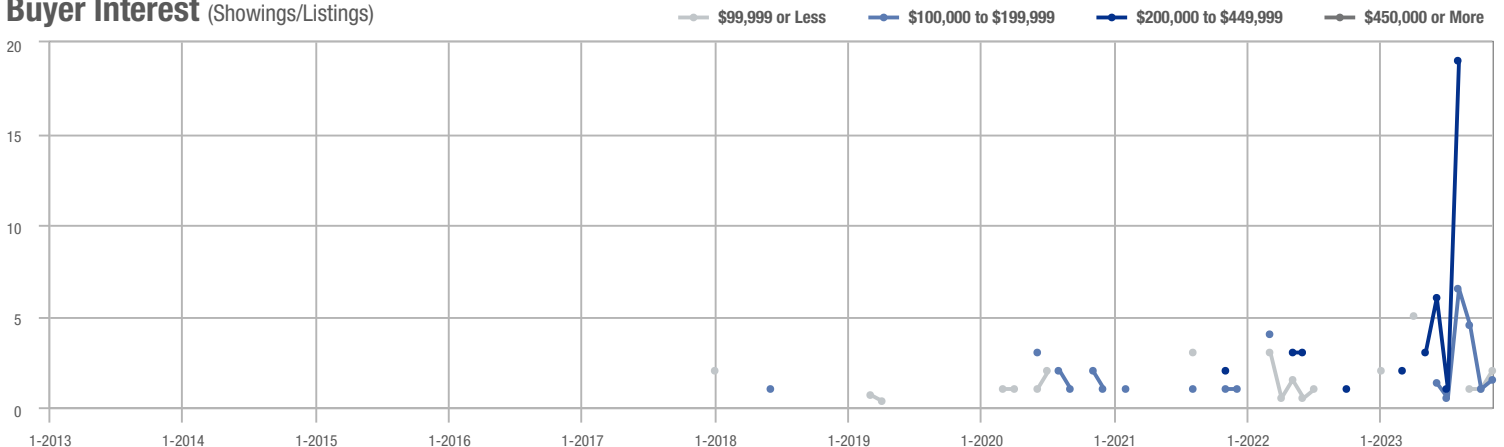
Emporia City

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	2	—	0.0%	2.0	—	+ 100.0%	1	0.0%	- 50.0%
\$100,000 to \$199,999	3	—	+ 50.0%	1.5	—	+ 50.0%	2	—	0.0%
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	5	—	+ 25.0%	1.7	—	+ 66.7%	3	+ 50.0%	- 25.0%

Showings



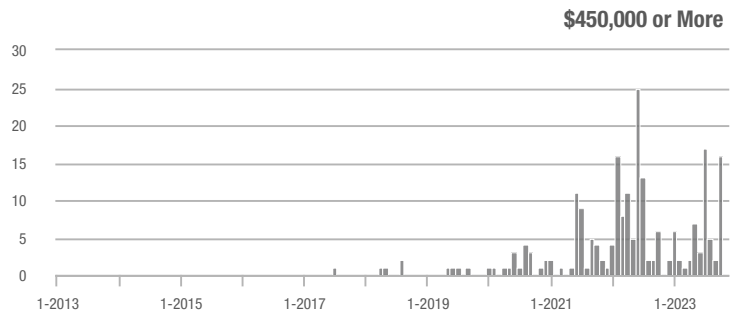
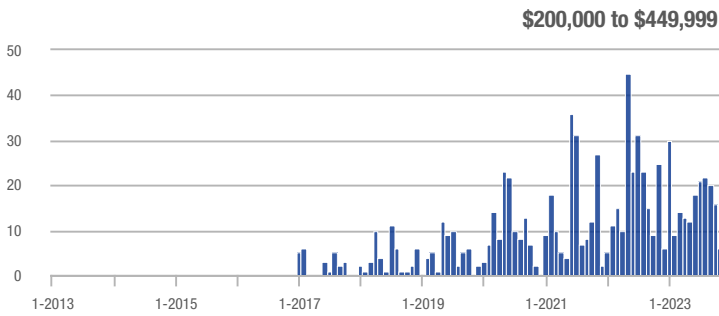
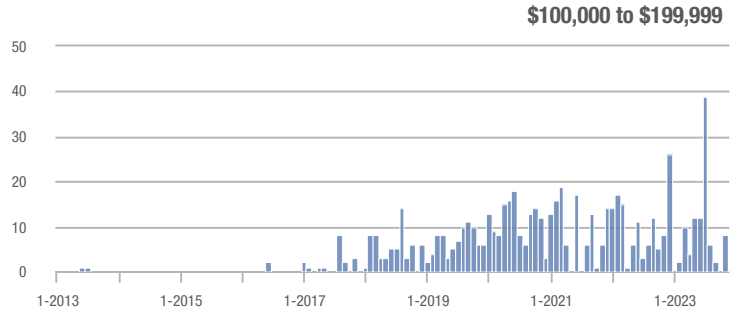
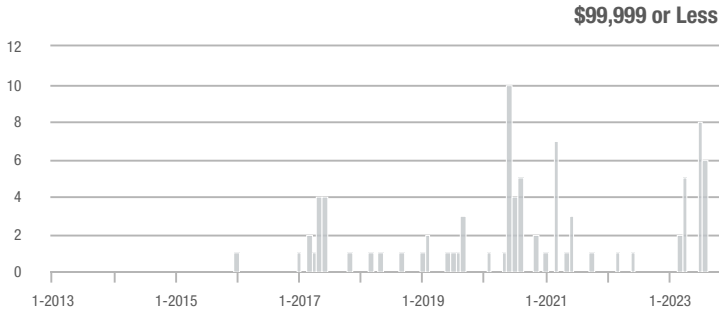
Buyer Interest (Showings/Listings)



Essex County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	—	0.0%
\$100,000 to \$199,999	8	0.0%	—	2.7	+ 100.0%	—	3	- 50.0%	+ 50.0%
\$200,000 to \$449,999	6	- 76.0%	- 62.5%	0.5	- 65.1%	- 45.5%	11	- 31.3%	- 31.3%
\$450,000 or More	0	—	—	—	—	—	4	0.0%	- 33.3%
Total	14	- 57.6%	- 56.3%	0.7	- 41.9%	- 42.4%	19	- 26.9%	- 24.0%

Showings



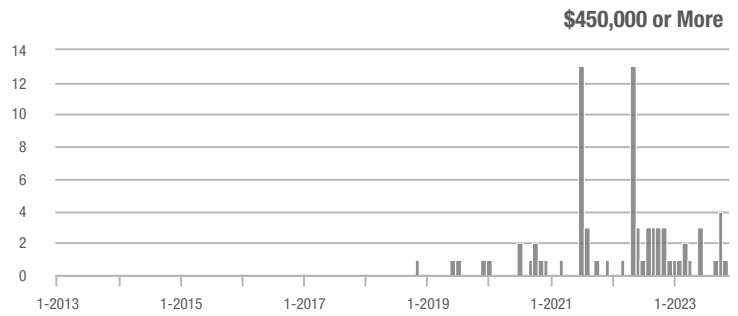
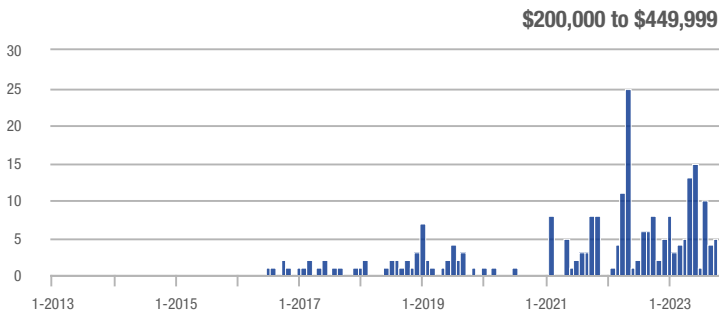
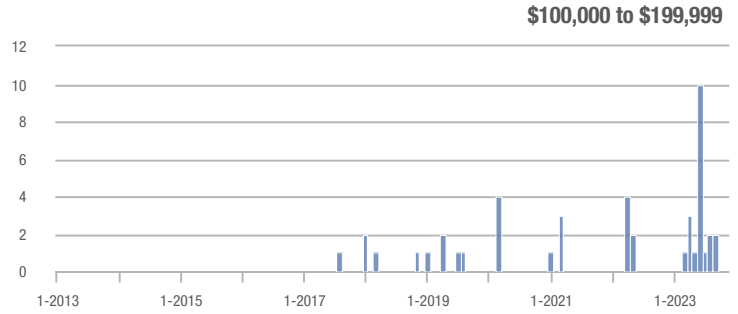
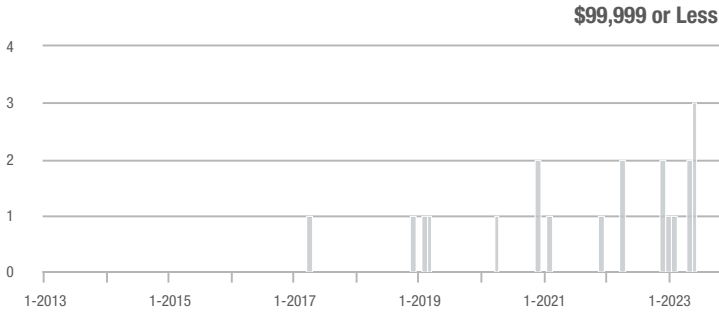
Buyer Interest (Showings/Listings)



Fluvanna County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	1	—	0.0%
\$200,000 to \$449,999	0	—	—	—	—	—	3	0.0%	- 25.0%
\$450,000 or More	1	- 66.7%	- 75.0%	1.0	0.0%	- 50.0%	1	- 66.7%	- 50.0%
Total	1	- 80.0%	- 88.9%	0.2	- 68.0%	- 84.4%	5	- 37.5%	- 28.6%

Showings



Buyer Interest (Showings/Listings)

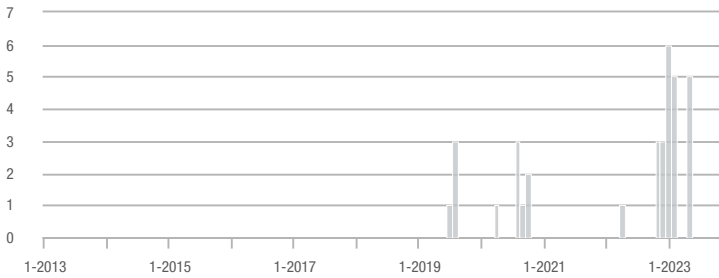


Gloucester County

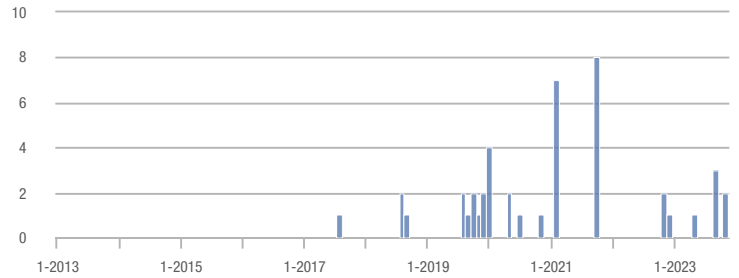
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	2	0.0%	—	2.0	0.0%	—	1	0.0%	0.0%
\$200,000 to \$449,999	4	—	+ 100.0%	1.0	—	0.0%	4	—	+ 100.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	6	+ 20.0%	+ 200.0%	1.2	- 52.0%	+ 80.0%	5	+ 150.0%	+ 66.7%

Showings

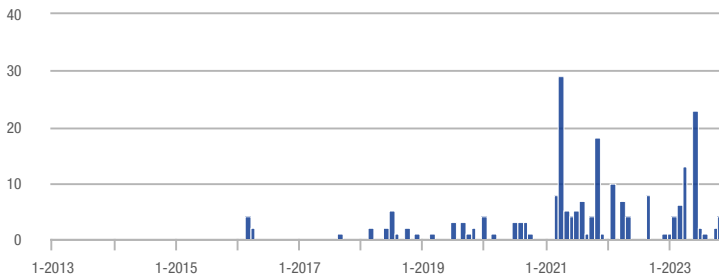
\$99,999 or Less



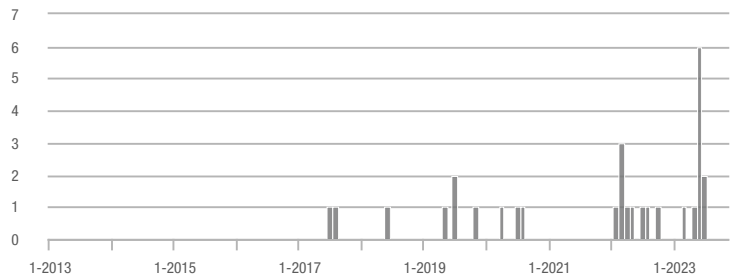
\$100,000 to \$199,999



\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

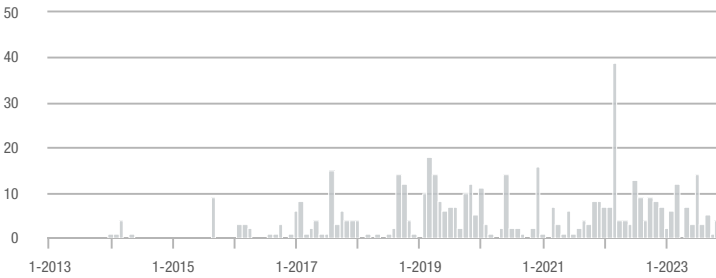


Goochland County

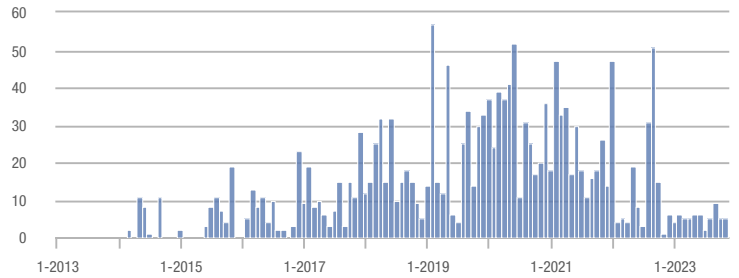
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	4	- 50.0%	+ 300.0%	1.0	+ 50.0%	+ 200.0%	4	- 66.7%	+ 33.3%
\$100,000 to \$199,999	5	+ 400.0%	0.0%	0.6	+ 400.0%	+ 25.0%	8	0.0%	- 20.0%
\$200,000 to \$449,999	71	- 16.5%	+ 26.8%	4.7	+ 72.6%	+ 35.2%	15	- 51.6%	- 6.3%
\$450,000 or More	161	+ 91.7%	- 19.1%	2.4	+ 91.7%	- 10.5%	66	0.0%	- 9.6%
Total	241	+ 35.4%	- 7.7%	2.6	+ 70.3%	+ 1.3%	93	- 20.5%	- 8.8%

Showings

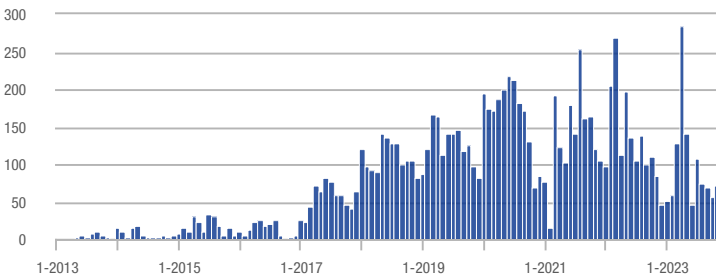
\$99,999 or Less



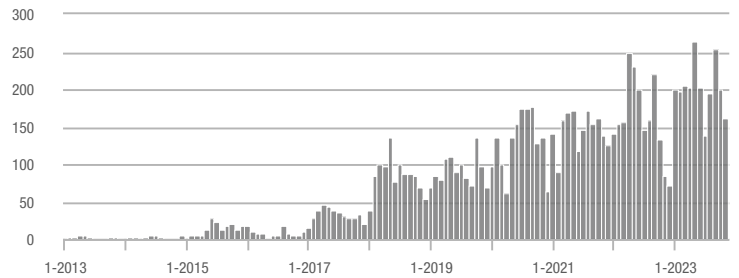
\$100,000 to \$199,999



\$200,000 to \$449,999

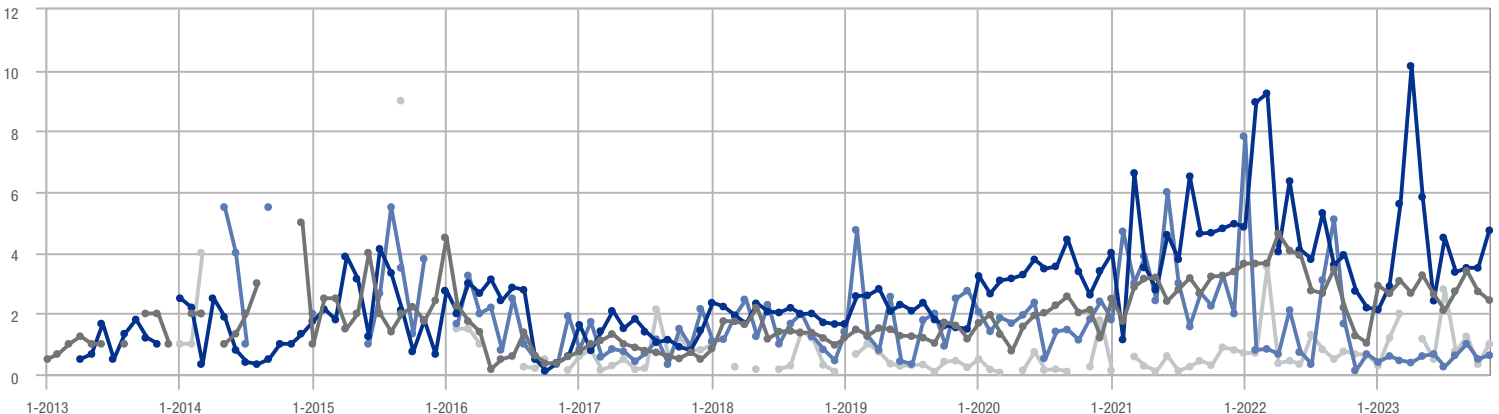


\$450,000 or More



Buyer Interest (Showings/Listings)

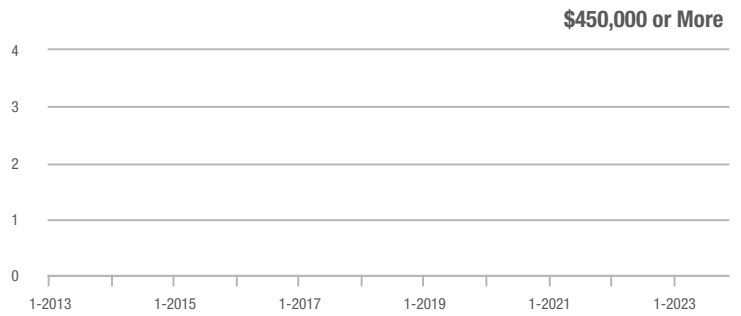
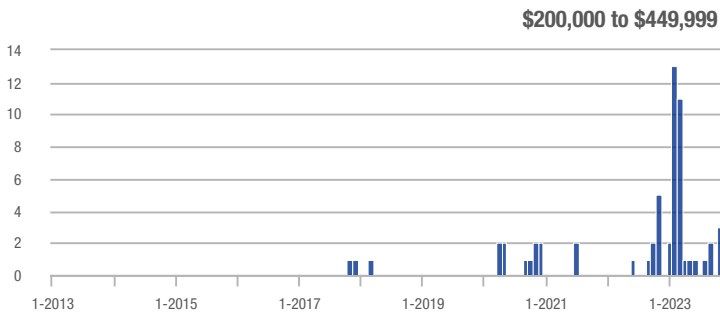
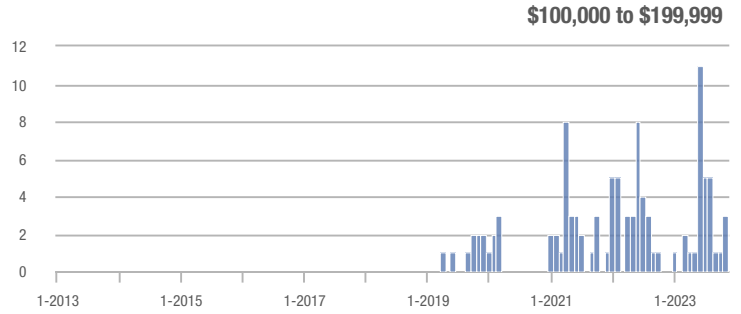
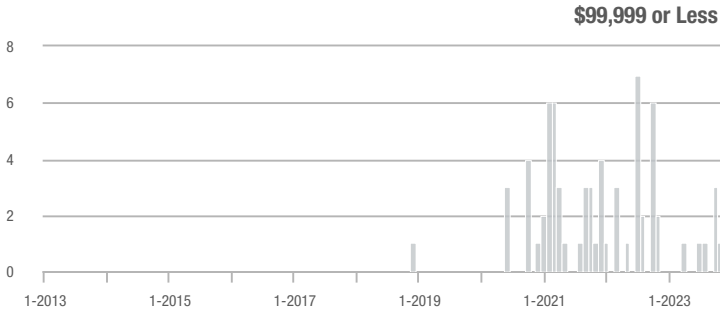
— \$99,999 or Less — \$100,000 to \$199,999 — \$200,000 to \$449,999 — \$450,000 or More



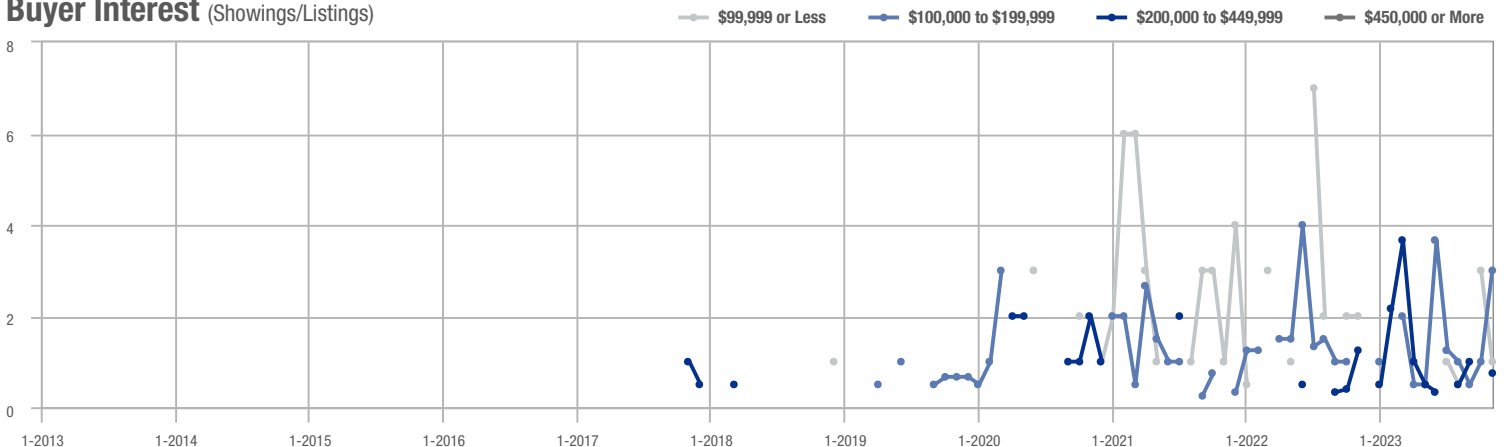
Greensville County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	- 50.0%	- 66.7%	1.0	- 50.0%	- 66.7%	1	0.0%	0.0%
\$100,000 to \$199,999	3	—	+ 200.0%	3.0	—	+ 200.0%	1	0.0%	0.0%
\$200,000 to \$449,999	3	- 40.0%	—	0.8	- 40.0%	—	4	0.0%	+ 100.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	7	0.0%	+ 75.0%	1.2	0.0%	+ 16.7%	6	0.0%	+ 50.0%

Showings



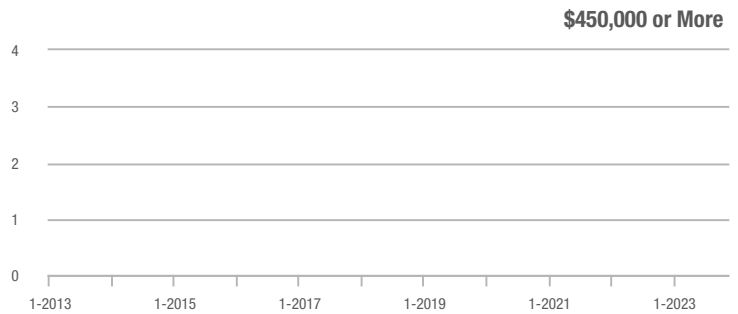
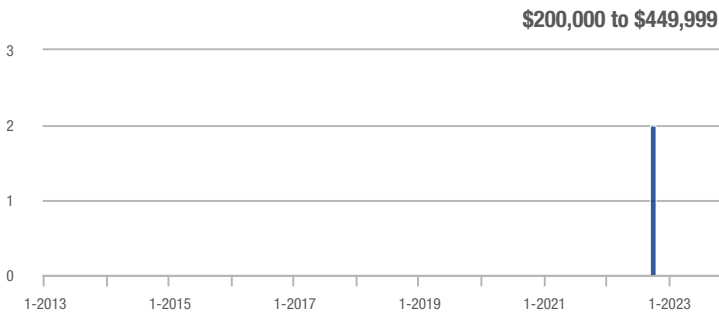
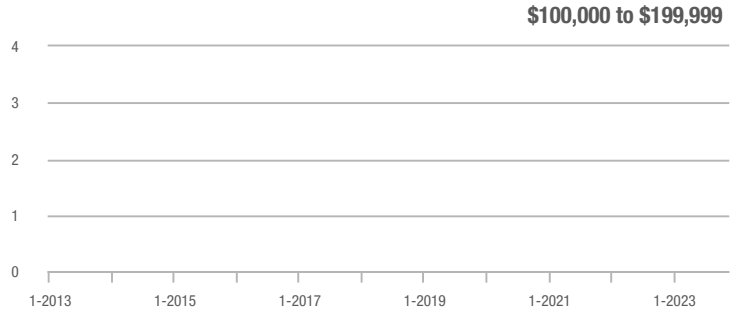
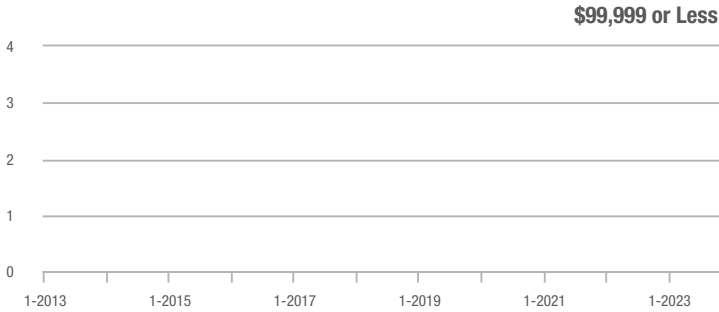
Buyer Interest (Showings/Listings)



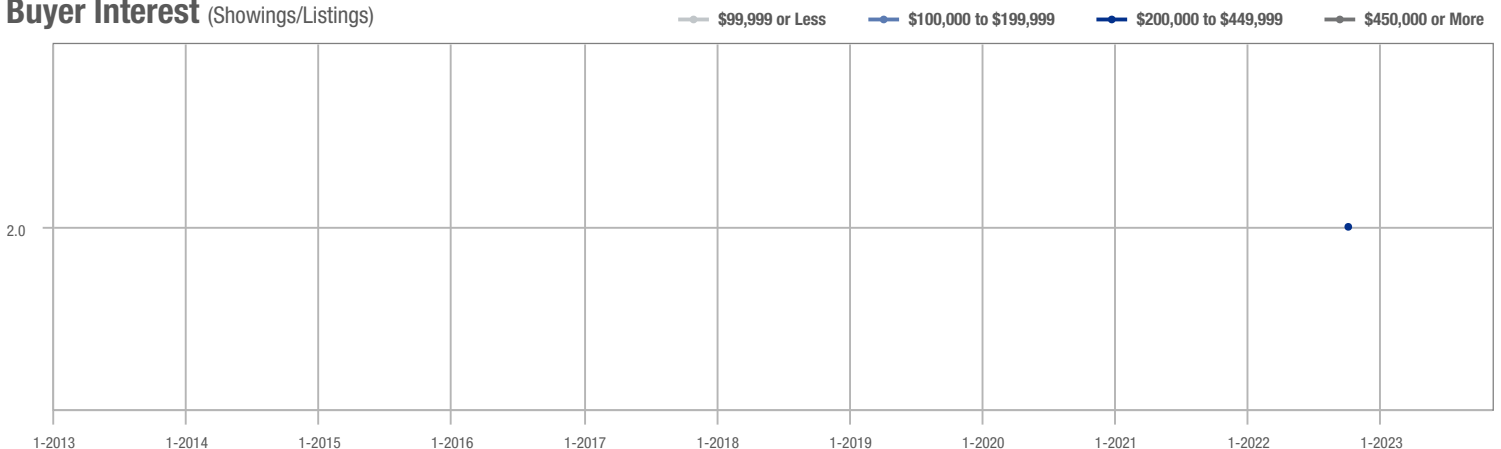
Halifax County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	0	—	—	—	—	—	0	—	—

Showings



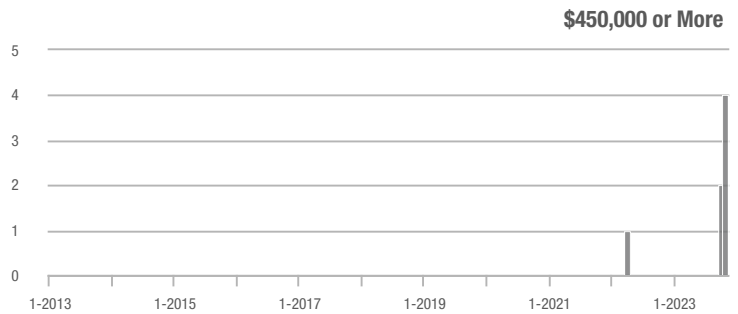
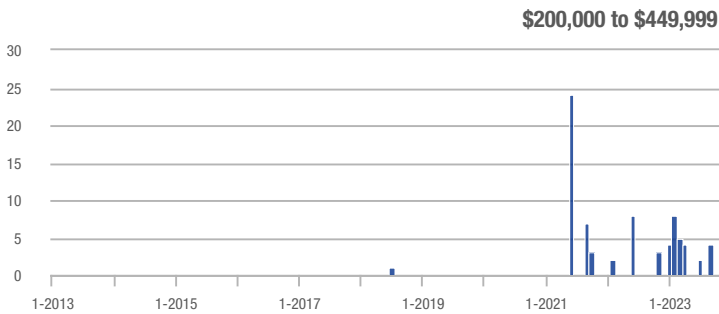
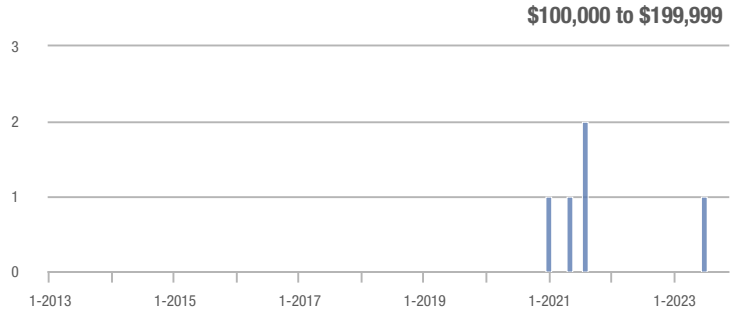
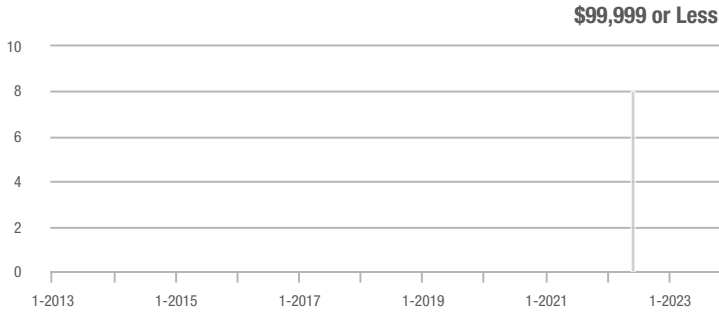
Buyer Interest (Showings/Listings)



Hampton City

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	4	—	+ 100.0%	2.0	—	+ 100.0%	2	—	0.0%
Total	4	+ 33.3%	+ 100.0%	2.0	- 33.3%	+ 100.0%	2	+ 100.0%	0.0%

Showings



Buyer Interest (Showings/Listings)

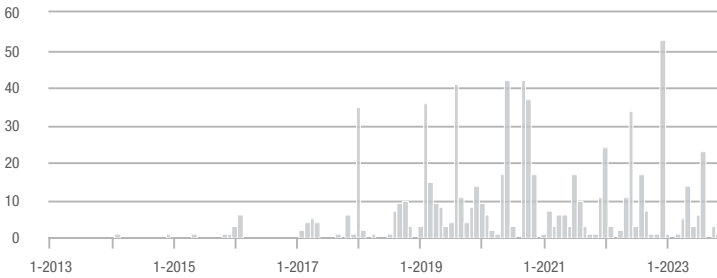


Hanover County

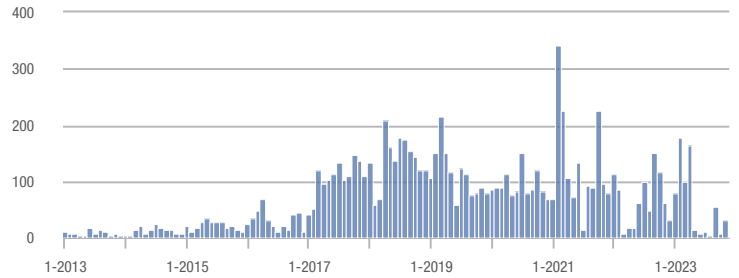
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	0.0%	- 66.7%	0.3	+ 25.0%	- 50.0%	4	- 20.0%	- 33.3%
\$100,000 to \$199,999	32	- 47.5%	+ 357.1%	2.7	- 12.6%	+ 319.0%	12	- 40.0%	+ 9.1%
\$200,000 to \$449,999	339	- 47.3%	- 18.3%	5.1	+ 9.4%	- 1.0%	66	- 51.8%	- 17.5%
\$450,000 or More	333	+ 18.1%	- 33.4%	2.5	+ 33.3%	- 23.3%	132	- 11.4%	- 13.2%
Total	705	- 28.6%	- 23.8%	3.3	+ 3.8%	- 11.3%	214	- 31.2%	- 14.1%

Showings

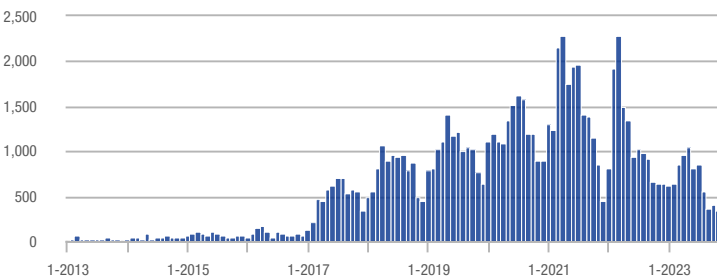
\$99,999 or Less



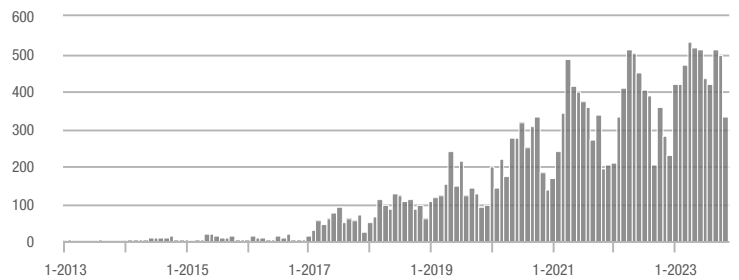
\$100,000 to \$199,999



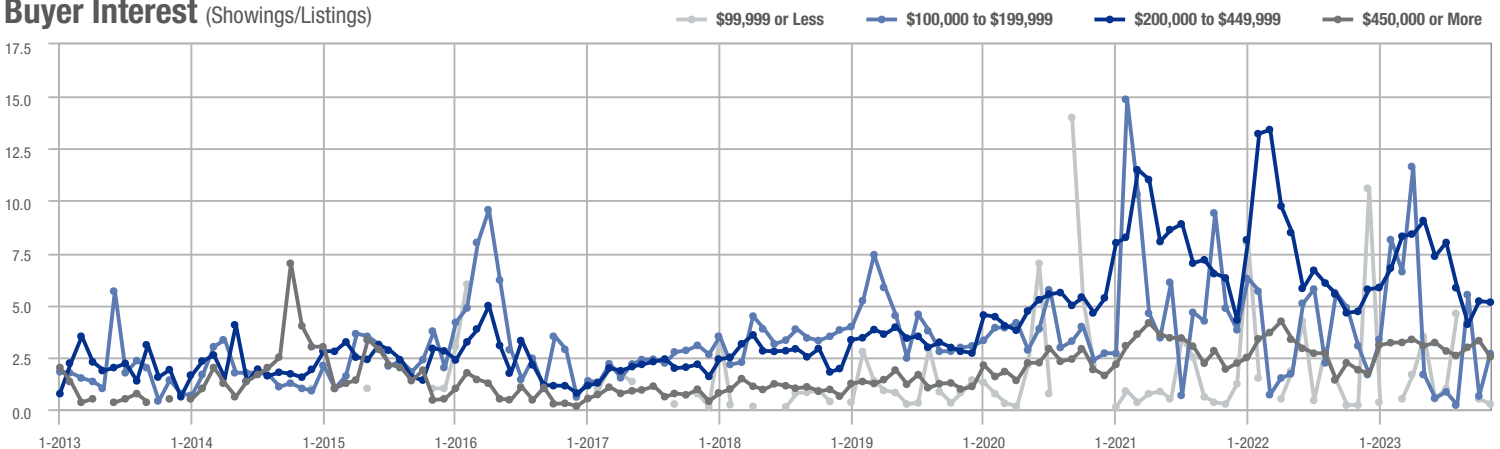
\$200,000 to \$449,999



\$450,000 or More



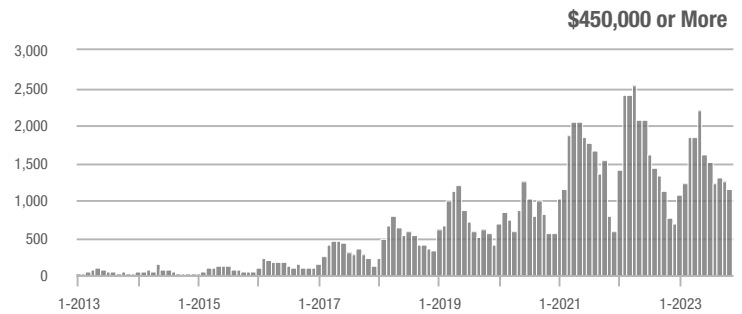
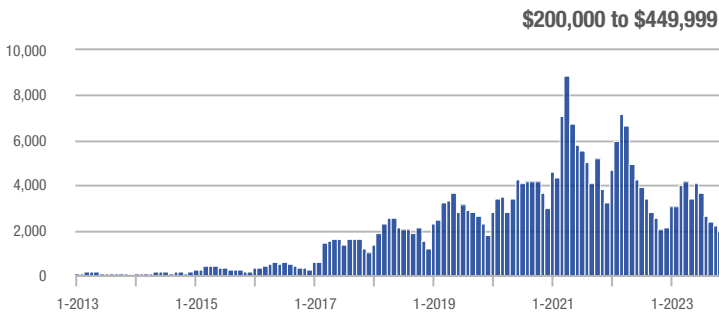
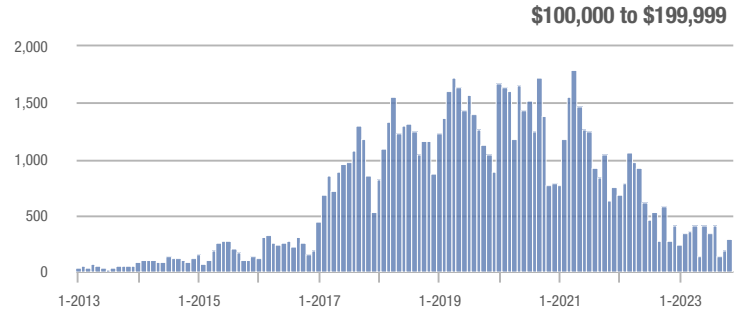
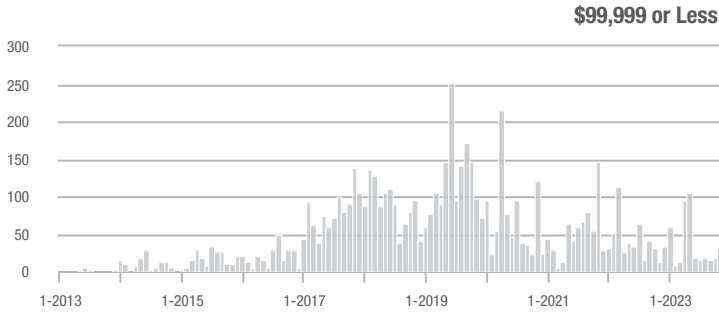
Buyer Interest (Showings/Listings)



Henrico County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	31	+ 158.3%	+ 72.2%	1.0	+ 80.8%	+ 60.7%	30	+ 42.9%	+ 7.1%
\$100,000 to \$199,999	298	+ 7.6%	+ 59.4%	11.9	+ 85.0%	+ 72.1%	25	- 41.9%	- 7.4%
\$200,000 to \$449,999	1,943	- 3.3%	- 12.5%	6.1	+ 10.1%	- 1.2%	319	- 12.1%	- 11.4%
\$450,000 or More	1,148	+ 50.5%	- 7.9%	5.5	+ 17.5%	- 1.3%	210	+ 28.0%	- 6.7%
Total	3,420	+ 11.7%	- 6.8%	5.9	+ 13.1%	+ 2.1%	584	- 1.2%	- 8.8%

Showings



Buyer Interest (Showings/Listings)

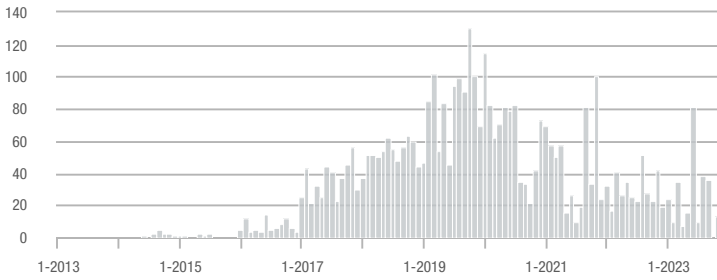


Hopewell City

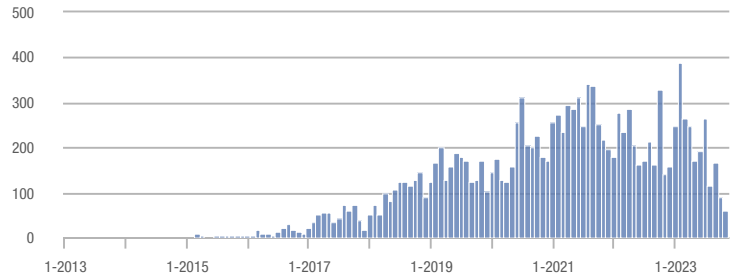
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	13	- 69.0%	—	2.6	- 69.0%	—	5	0.0%	+ 25.0%
\$100,000 to \$199,999	58	- 59.4%	- 34.8%	3.6	- 3.7%	- 30.8%	16	- 57.9%	- 5.9%
\$200,000 to \$449,999	150	- 40.2%	0.0%	3.8	- 34.3%	- 12.5%	40	- 9.1%	+ 14.3%
\$450,000 or More	3	- 78.6%	0.0%	3.0	- 57.1%	0.0%	1	- 50.0%	0.0%
Total	224	- 50.2%	- 7.4%	3.6	- 28.5%	- 14.9%	62	- 30.3%	+ 8.8%

Showings

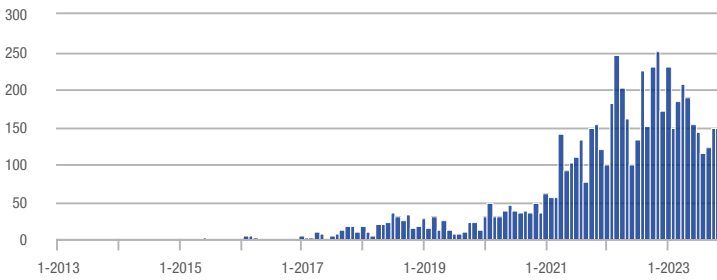
\$99,999 or Less



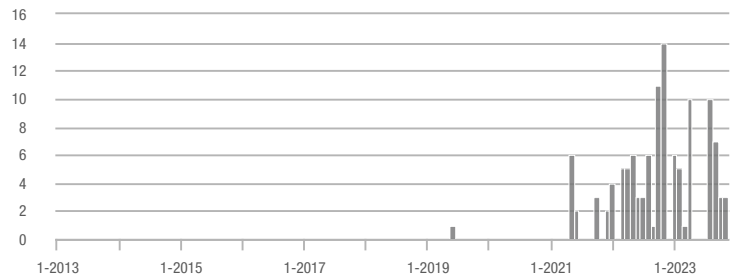
\$100,000 to \$199,999



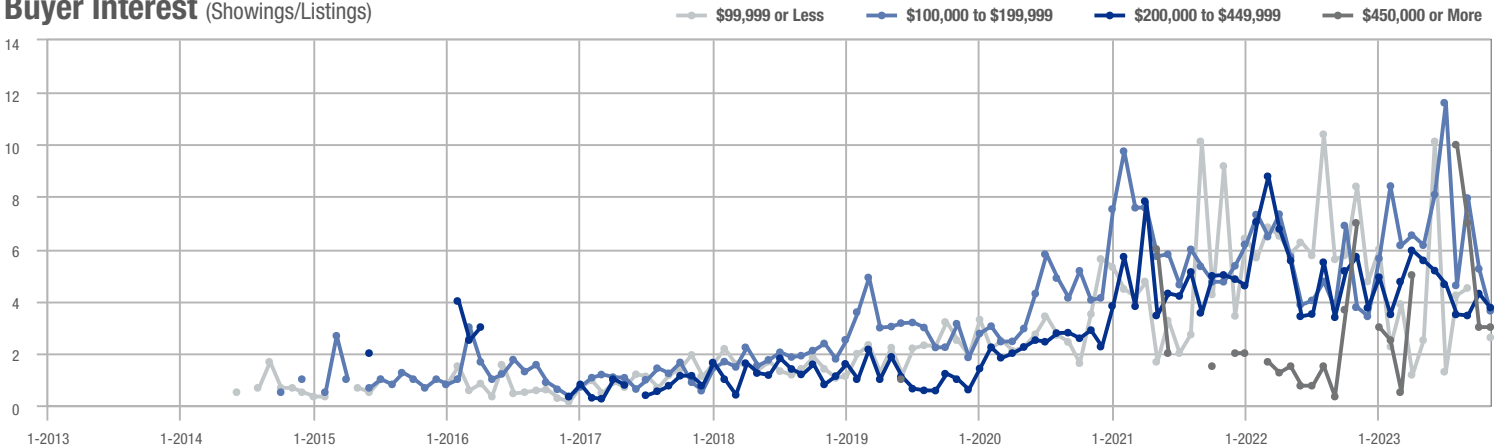
\$200,000 to \$449,999



\$450,000 or More



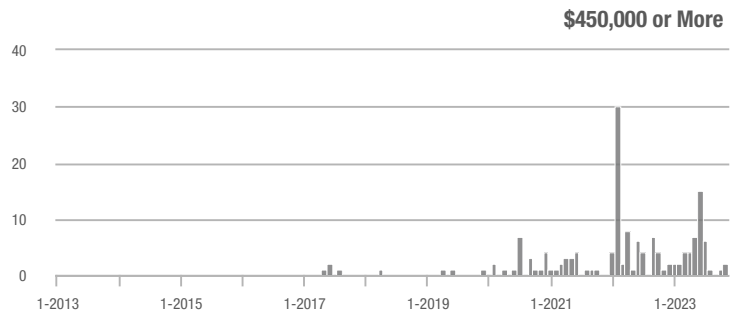
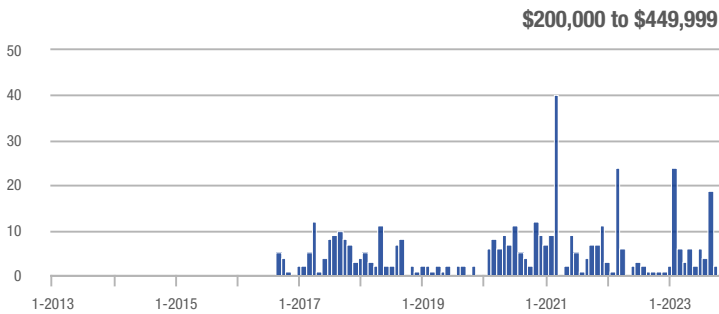
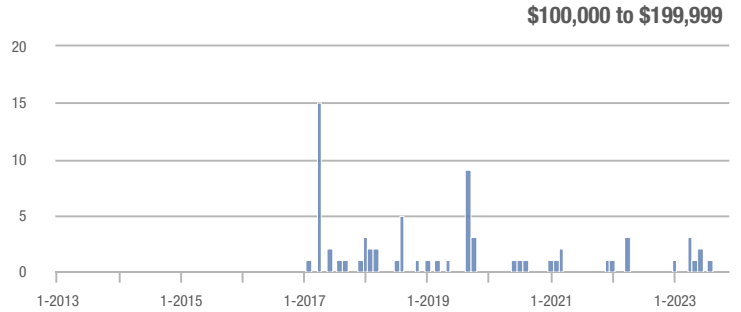
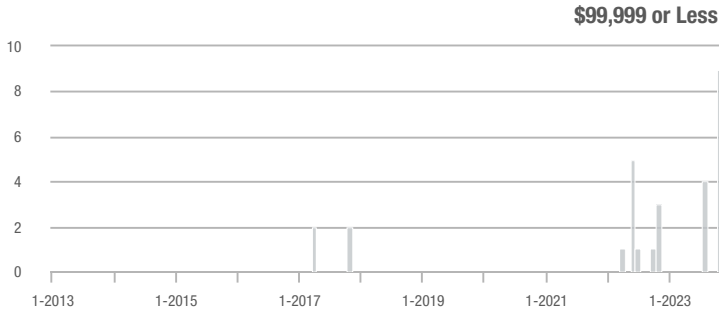
Buyer Interest (Showings/Listings)



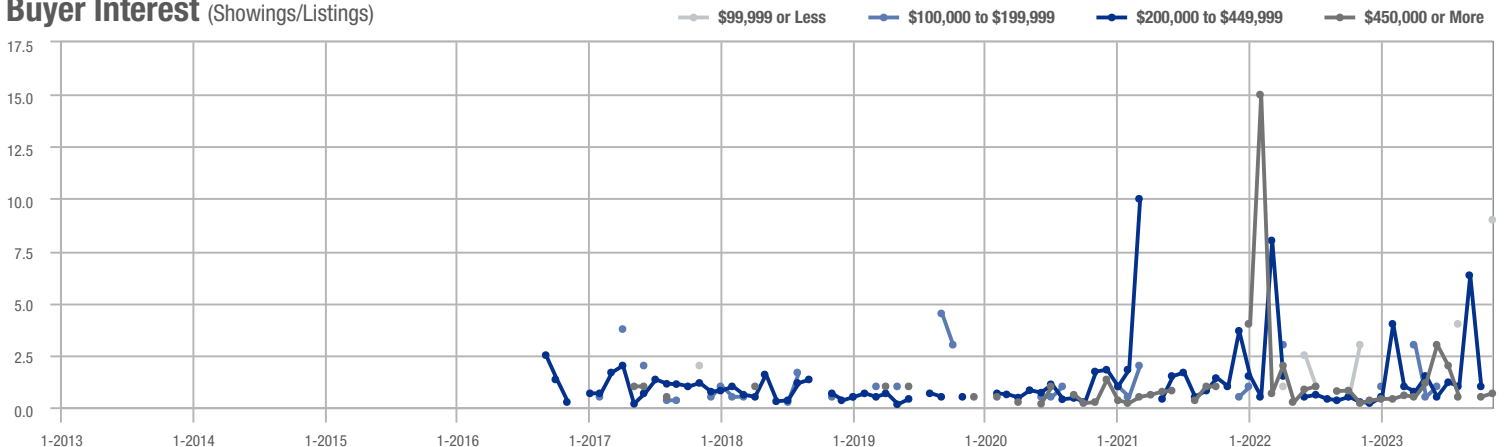
James City County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	9	+ 200.0%	—	9.0	+ 200.0%	—	1	0.0%	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	2	+ 100.0%	+ 100.0%	0.7	+ 233.3%	+ 33.3%	3	- 40.0%	+ 50.0%
Total	11	+ 120.0%	+ 266.7%	2.8	+ 450.0%	+ 266.7%	4	- 60.0%	0.0%

Showings



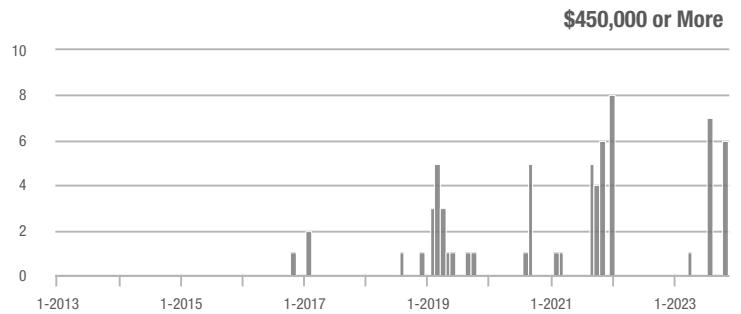
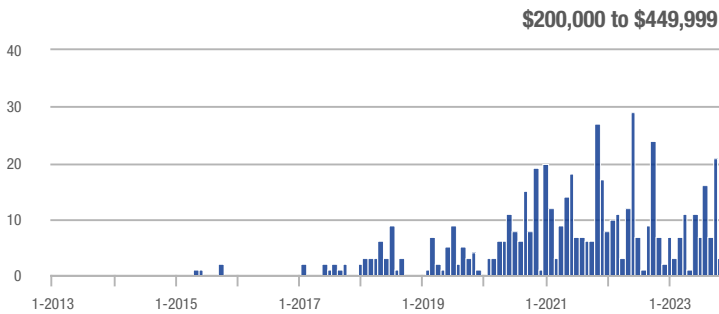
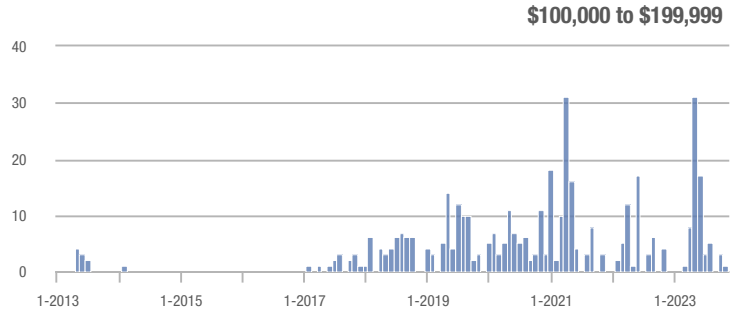
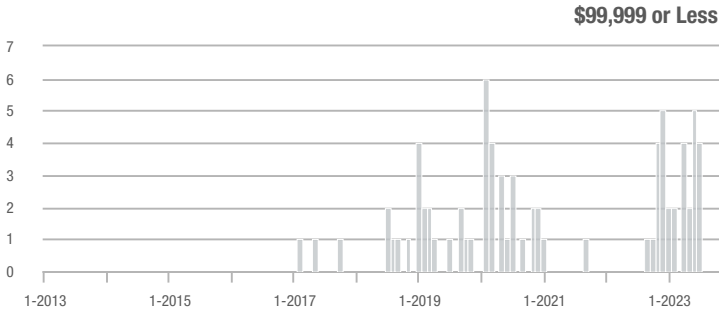
Buyer Interest (Showings/Listings)



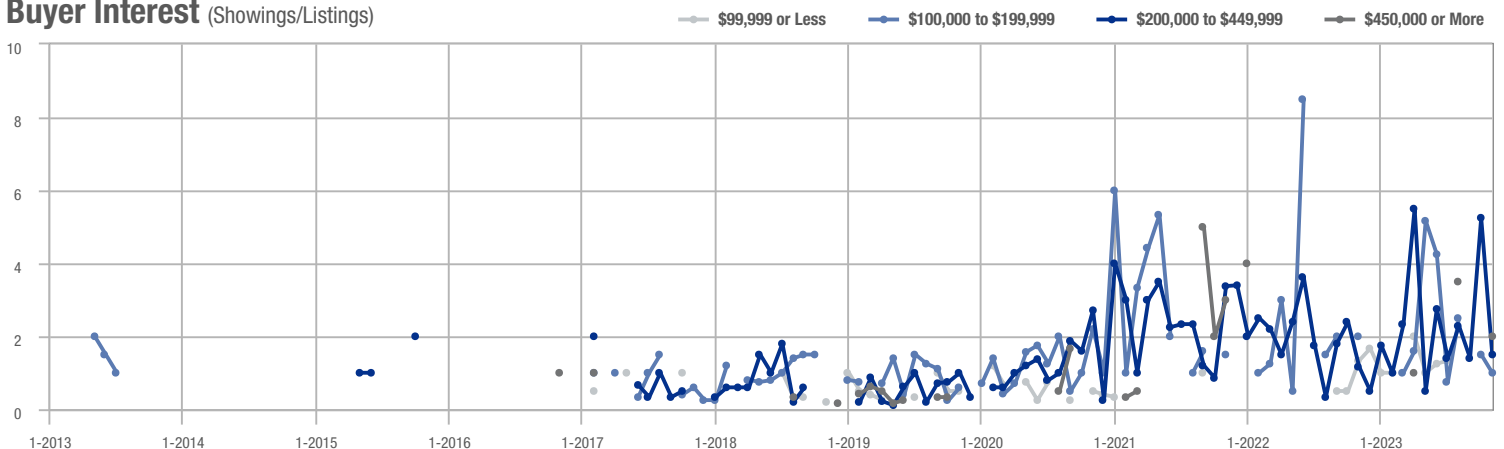
King and Queen County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	1	- 75.0%	- 66.7%	1.0	- 50.0%	- 33.3%	1	- 50.0%	- 50.0%
\$200,000 to \$449,999	3	- 57.1%	- 85.7%	1.5	+ 28.6%	- 71.4%	2	- 66.7%	- 50.0%
\$450,000 or More	6	—	—	2.0	—	—	3	—	+ 50.0%
Total	10	- 33.3%	- 58.3%	1.7	+ 22.2%	- 37.5%	6	- 45.5%	- 33.3%

Showings



Buyer Interest (Showings/Listings)

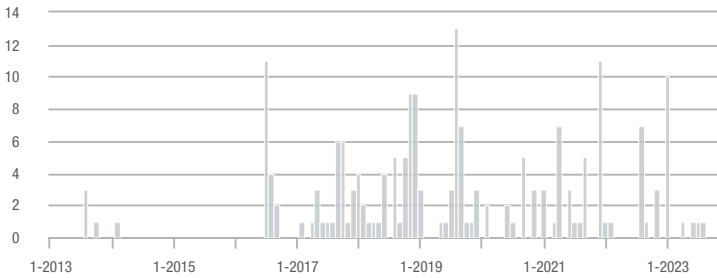


King William County

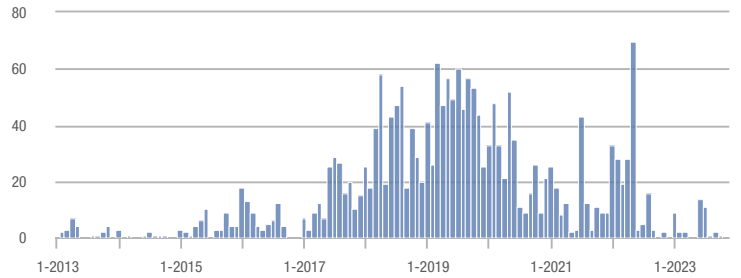
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	2	0.0%	0.0%
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	75	+ 47.1%	+ 158.6%	2.5	+ 71.6%	+ 98.3%	30	- 14.3%	+ 30.4%
\$450,000 or More	6	+ 20.0%	+ 50.0%	1.0	+ 80.0%	+ 25.0%	6	- 33.3%	+ 20.0%
Total	81	+ 32.8%	+ 138.2%	2.1	+ 64.2%	+ 94.3%	38	- 19.1%	+ 22.6%

Showings

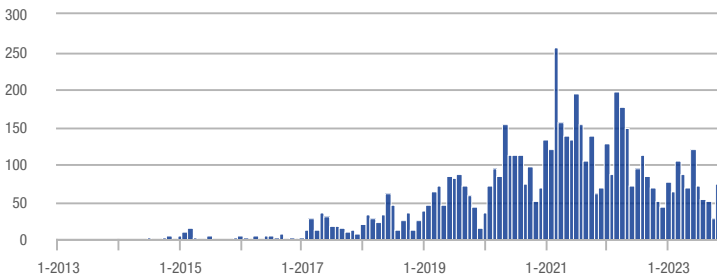
\$99,999 or Less



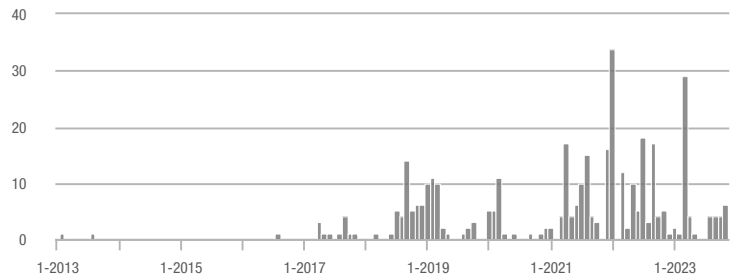
\$100,000 to \$199,999



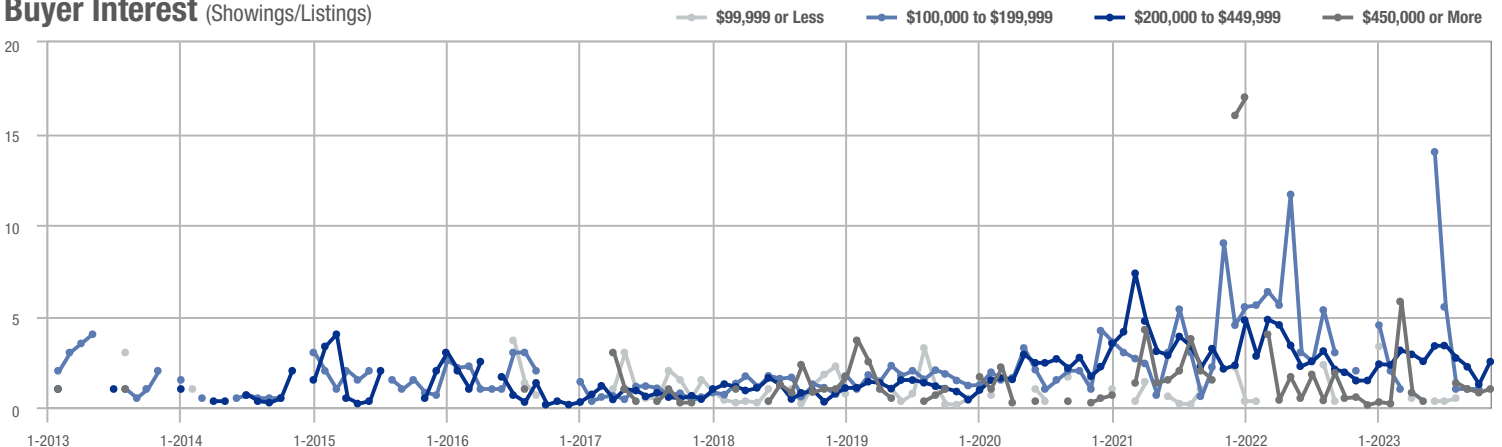
\$200,000 to \$449,999



\$450,000 or More



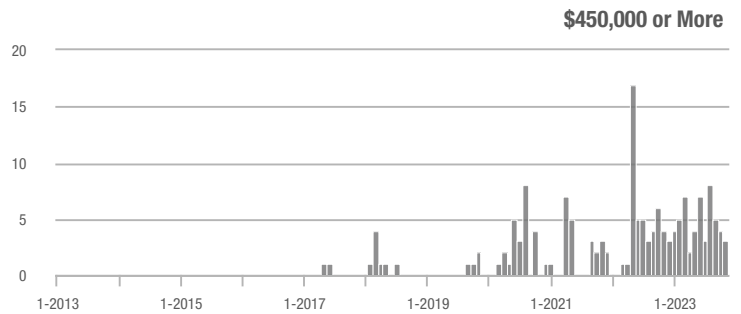
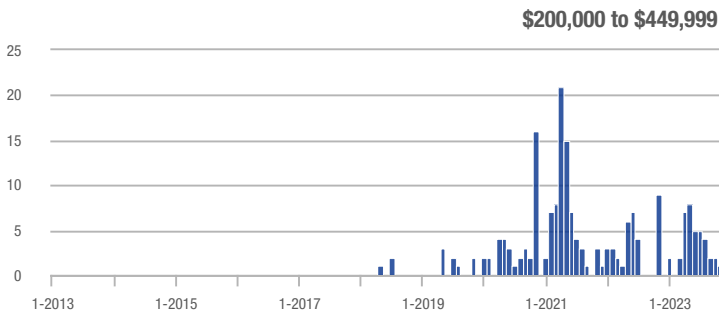
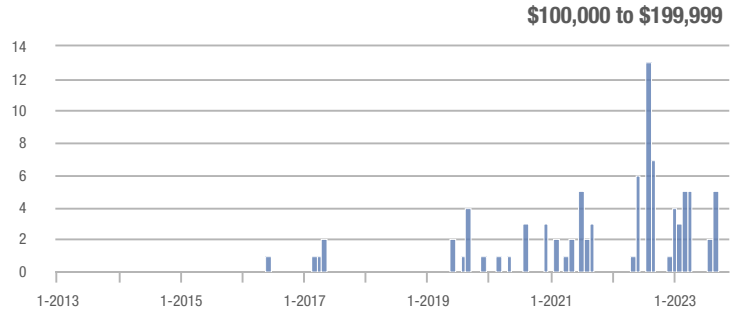
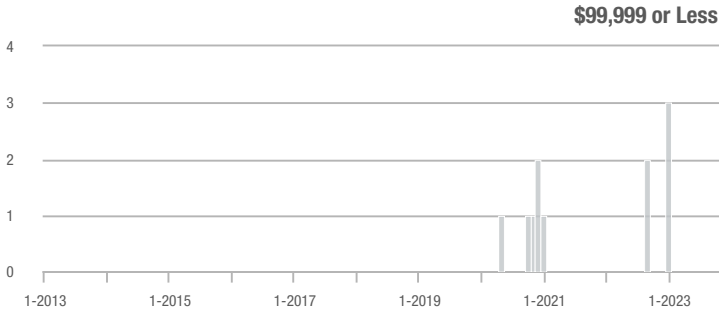
Buyer Interest (Showings/Listings)



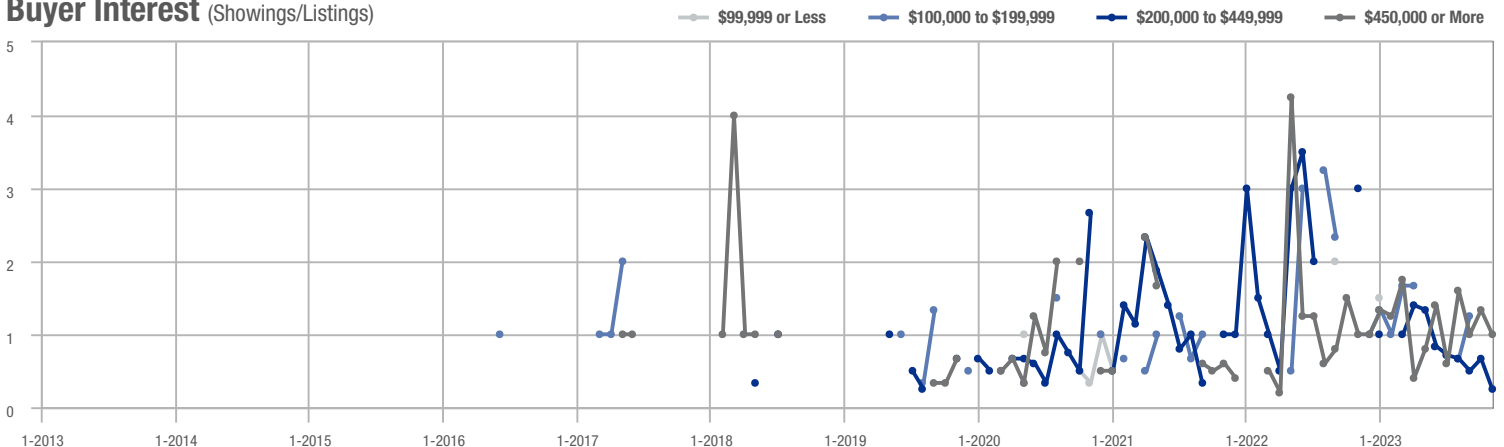
Lancaster County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	2	+ 100.0%	- 33.3%
\$200,000 to \$449,999	1	- 88.9%	- 50.0%	0.3	- 91.7%	- 62.5%	4	+ 33.3%	+ 33.3%
\$450,000 or More	3	- 25.0%	- 25.0%	1.0	0.0%	- 25.0%	3	- 25.0%	0.0%
Total	4	- 69.2%	- 33.3%	0.4	- 72.6%	- 33.3%	9	+ 12.5%	0.0%

Showings



Buyer Interest (Showings/Listings)

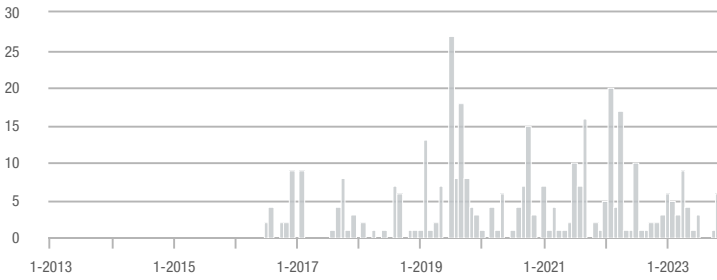


Louisa County

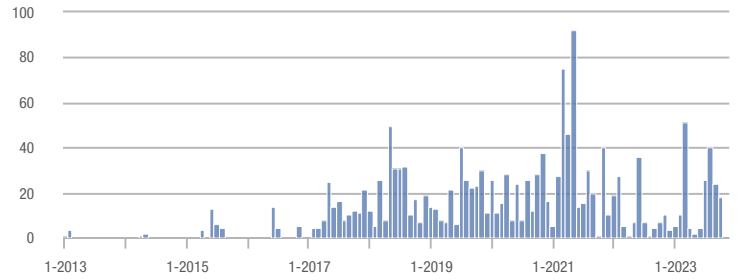
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	6	+ 200.0%	+ 500.0%	0.9	+ 242.9%	+ 671.4%	7	- 12.5%	- 22.2%
\$100,000 to \$199,999	0	—	—	—	—	—	1	- 87.5%	- 66.7%
\$200,000 to \$449,999	92	+ 155.6%	- 10.7%	2.0	+ 122.2%	+ 1.0%	46	+ 15.0%	- 11.5%
\$450,000 or More	7	+ 133.3%	- 58.8%	0.6	+ 230.6%	- 38.2%	12	- 29.4%	- 33.3%
Total	105	+ 105.9%	- 24.5%	1.6	+ 127.7%	- 6.1%	66	- 9.6%	- 19.5%

Showings

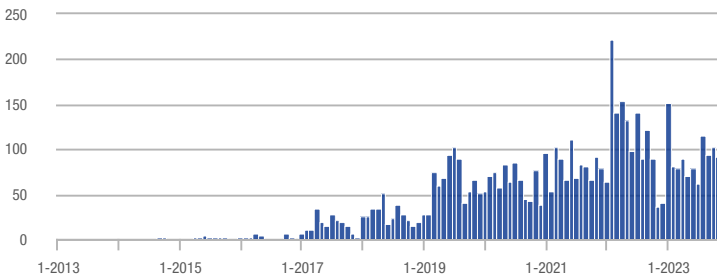
\$99,999 or Less



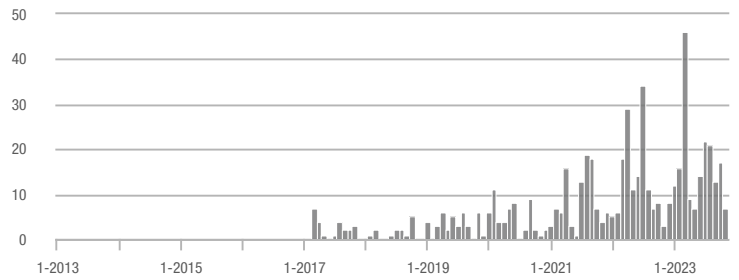
\$100,000 to \$199,999



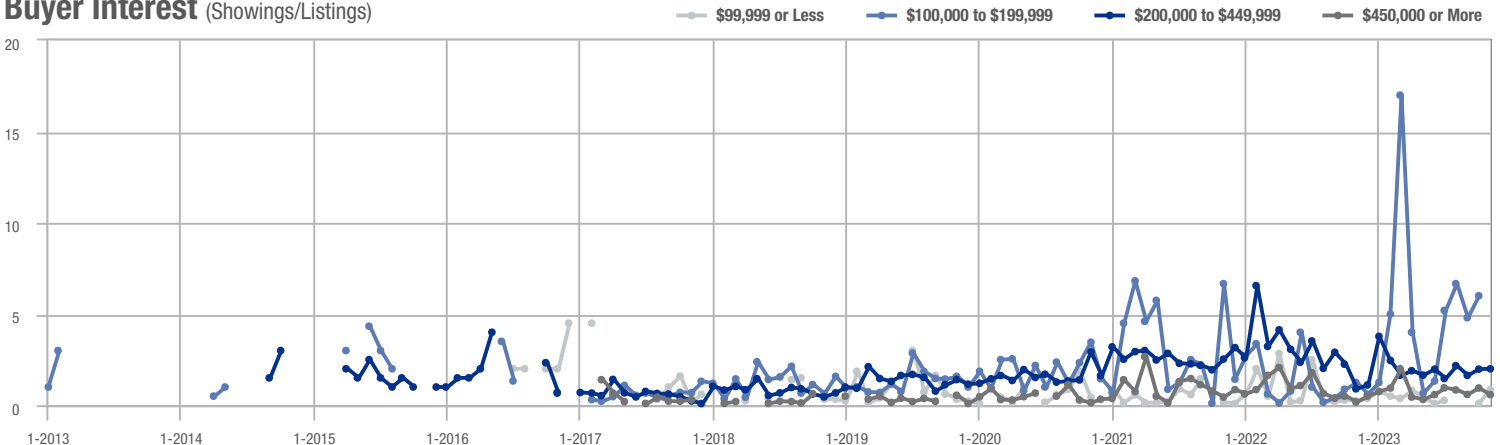
\$200,000 to \$449,999



\$450,000 or More



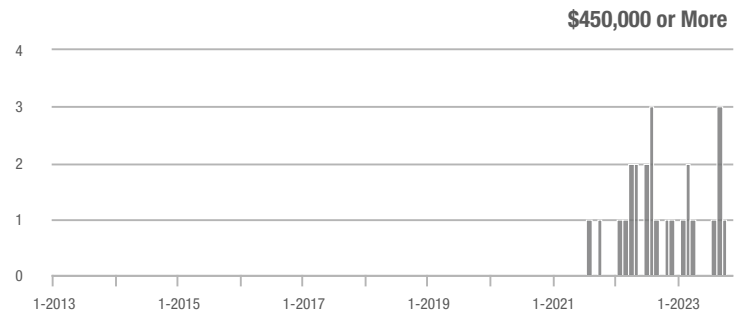
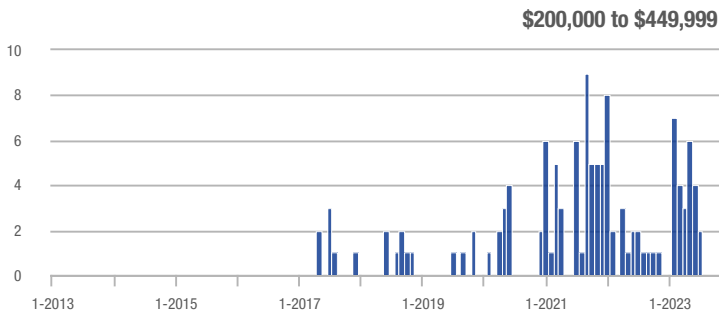
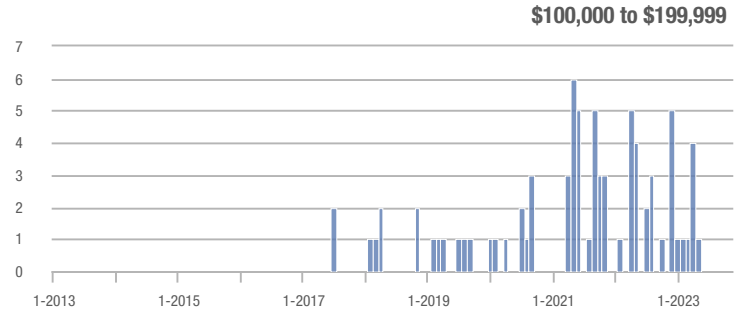
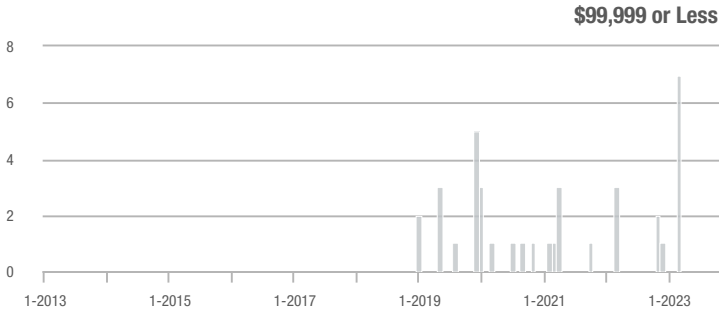
Buyer Interest (Showings/Listings)



Lunenburg County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	0	—	—	—	—	—	0	—	—

Showings



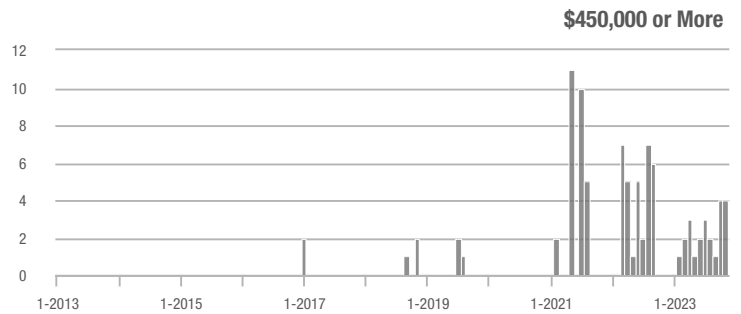
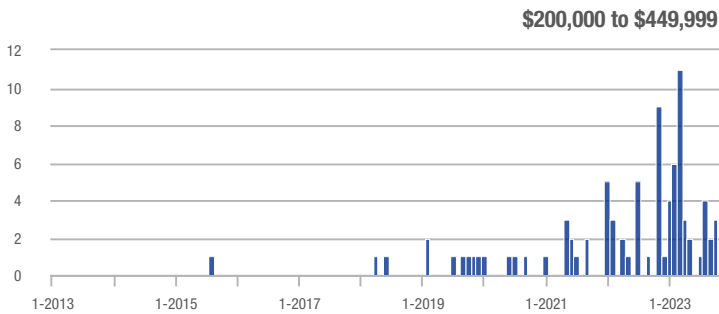
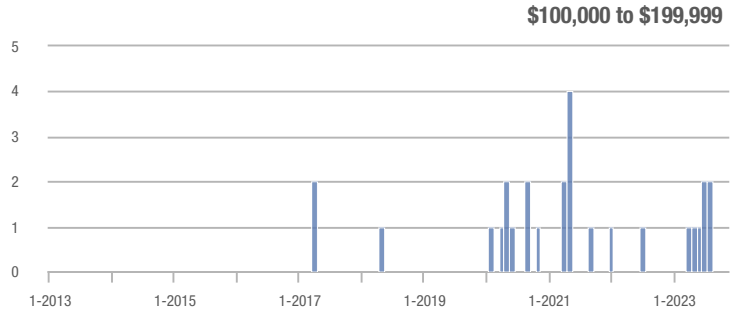
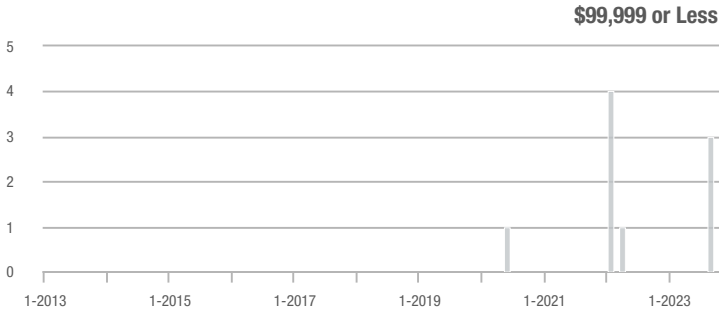
Buyer Interest (Showings/Listings)



Mathews County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	4	—	0.0%	1.3	—	+ 33.3%	3	- 25.0%	- 25.0%
Total	4	- 55.6%	- 42.9%	1.3	- 25.9%	- 4.8%	3	- 40.0%	- 40.0%

Showings



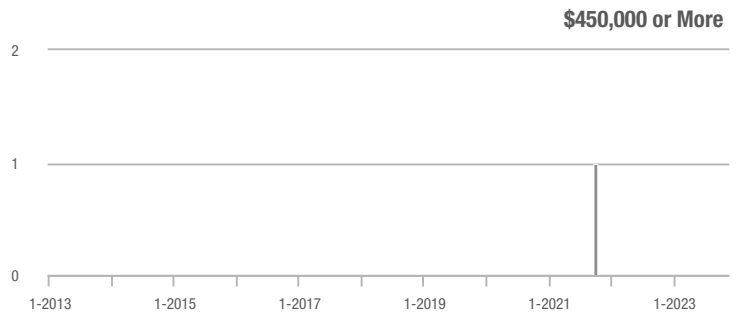
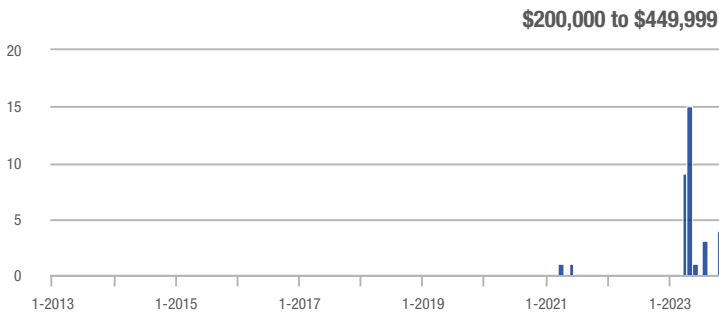
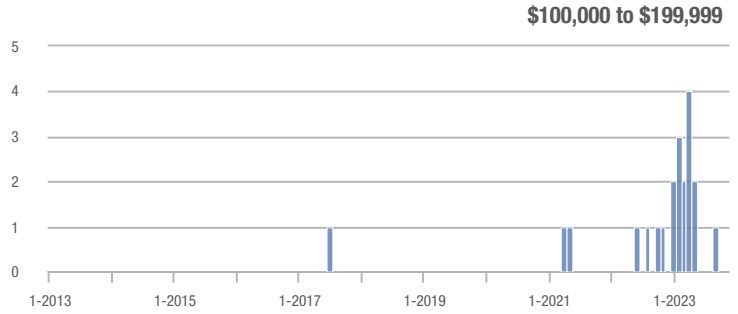
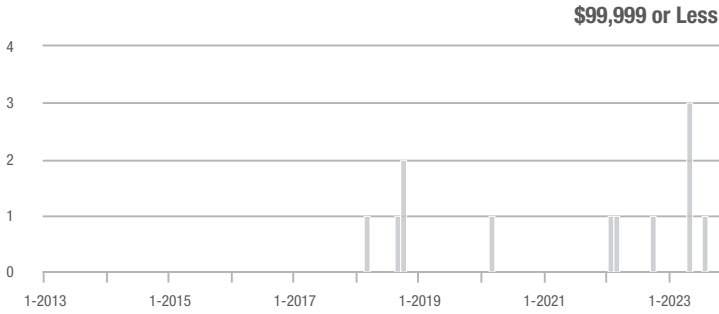
Buyer Interest (Showings/Listings)



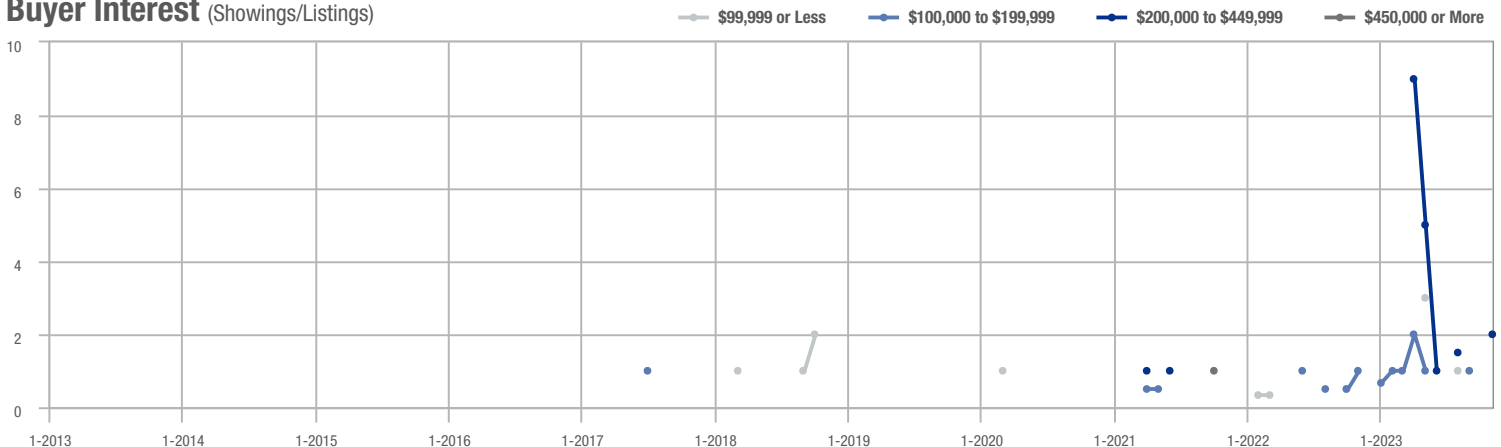
Mecklenburg County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	4	—	—	2.0	—	—	2	—	+ 100.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	4	+ 300.0%	—	2.0	+ 500.0%	—	2	- 33.3%	0.0%

Showings



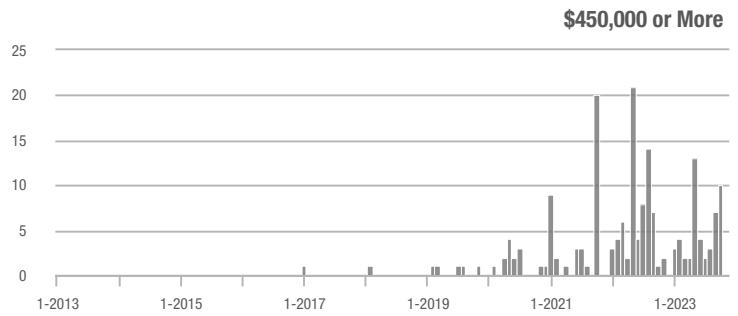
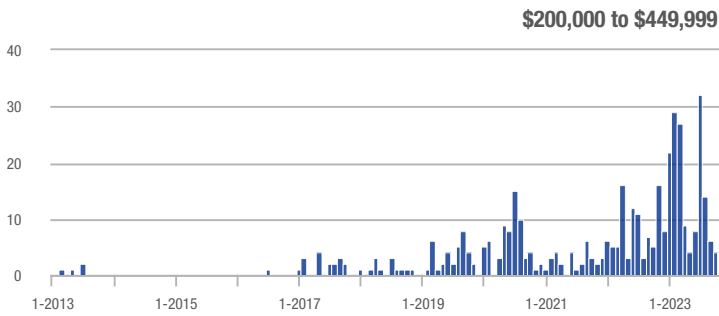
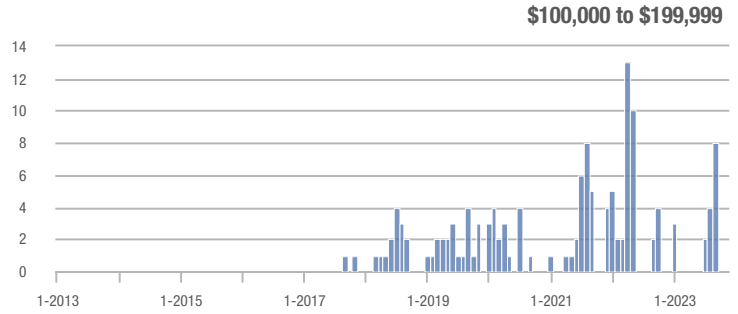
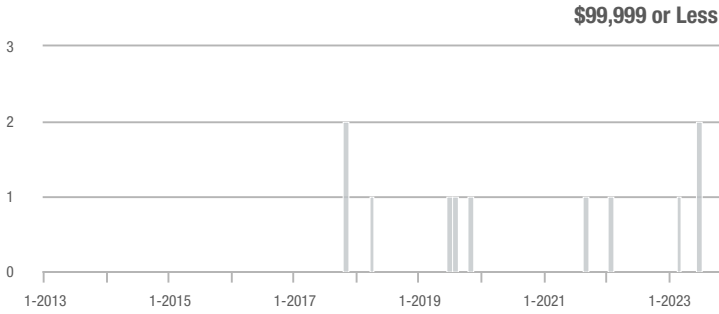
Buyer Interest (Showings/Listings)



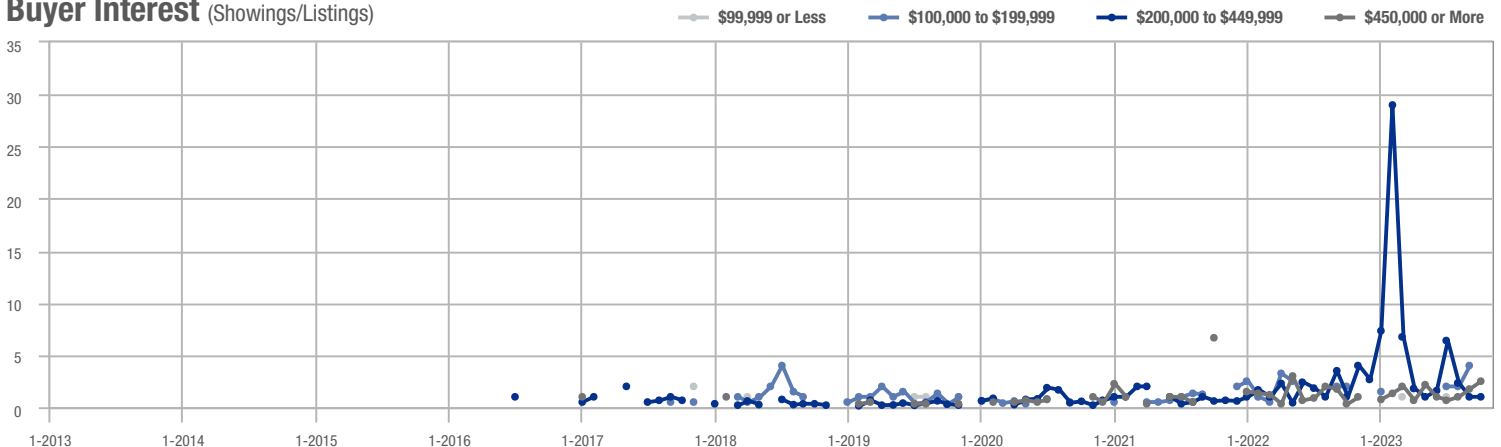
Middlesex County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	2	- 50.0%	- 50.0%
\$450,000 or More	0	—	—	—	—	—	2	0.0%	- 50.0%
Total	0	—	—	—	—	—	4	- 42.9%	- 50.0%

Showings



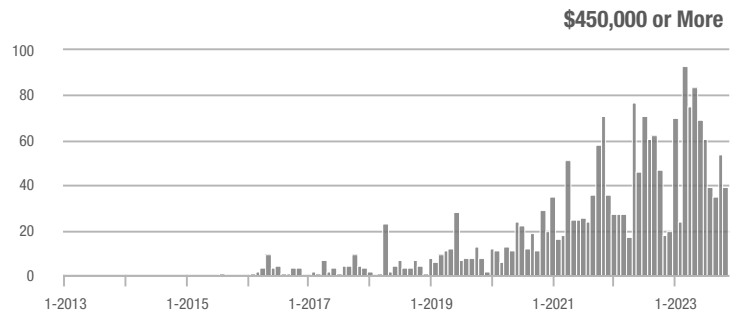
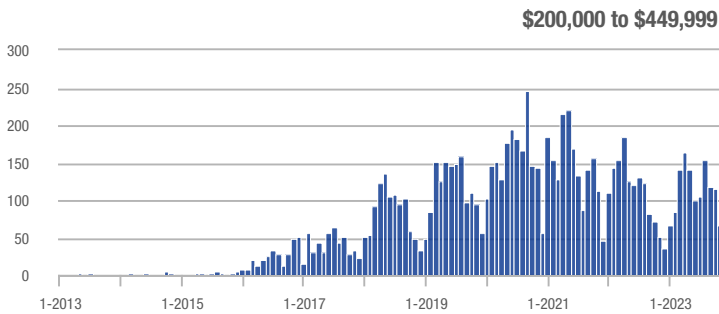
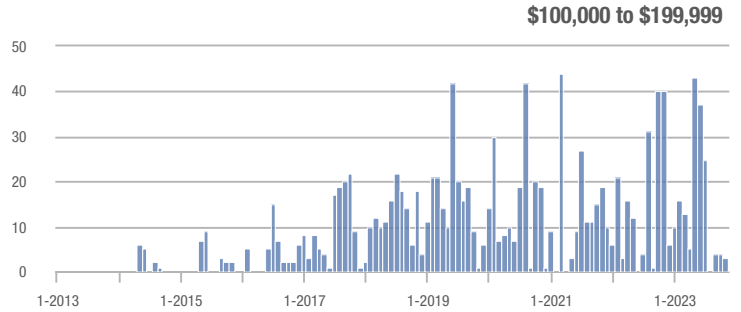
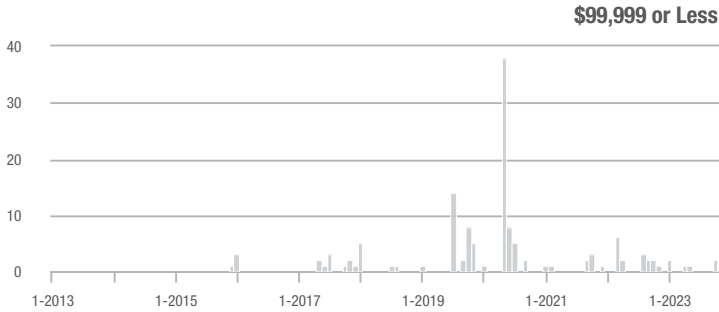
Buyer Interest (Showings/Listings)



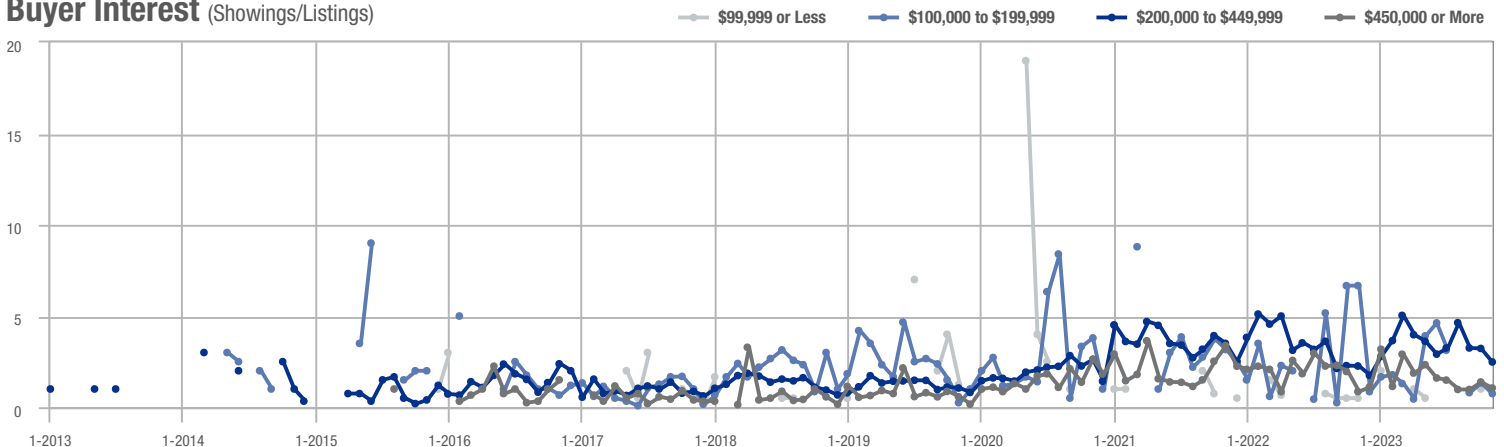
New Kent County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	2	0.0%	0.0%
\$100,000 to \$199,999	3	- 92.5%	- 25.0%	0.8	- 88.8%	- 43.8%	4	- 33.3%	+ 33.3%
\$200,000 to \$449,999	67	+ 28.8%	- 42.2%	2.5	+ 9.8%	- 23.0%	27	+ 17.4%	- 25.0%
\$450,000 or More	39	+ 116.7%	- 27.8%	1.1	+ 23.0%	- 23.9%	37	+ 76.2%	- 5.1%
Total	109	- 1.8%	- 38.1%	1.6	- 27.1%	- 29.2%	70	+ 34.6%	- 12.5%

Showings



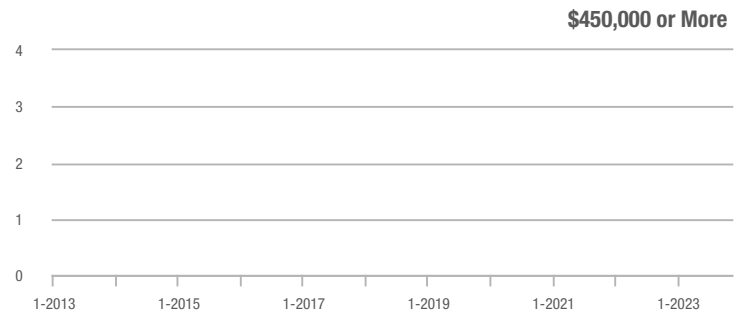
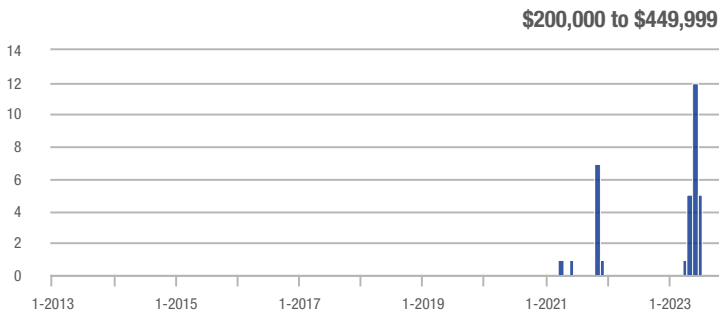
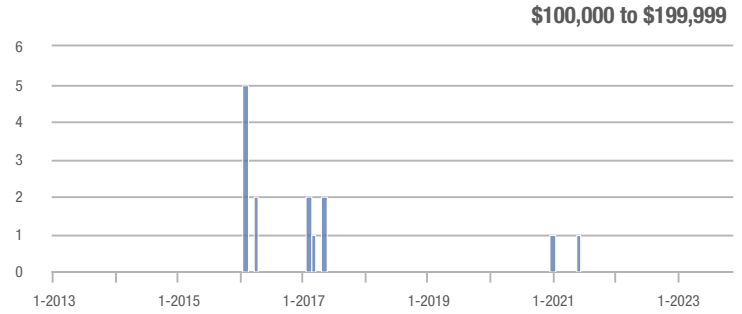
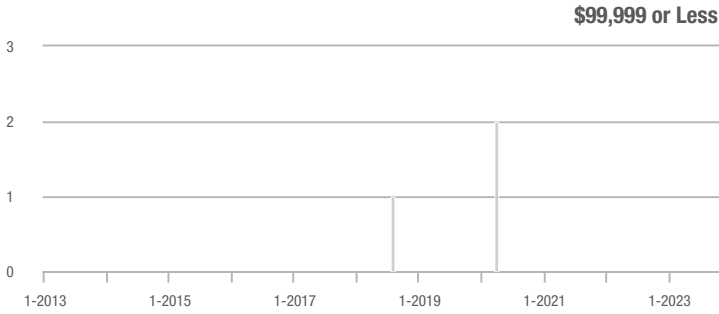
Buyer Interest (Showings/Listings)



Newport News City

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	0	—	—	—	—	—	0	—	—

Showings



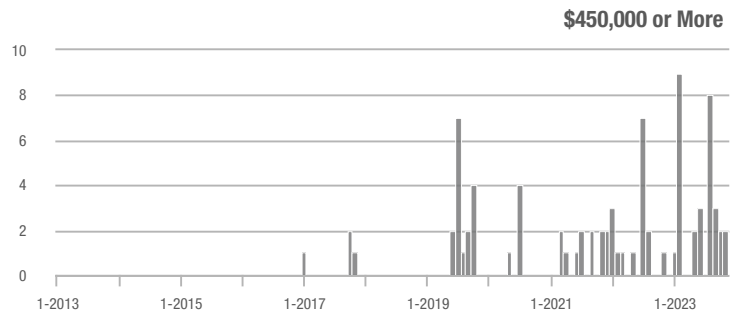
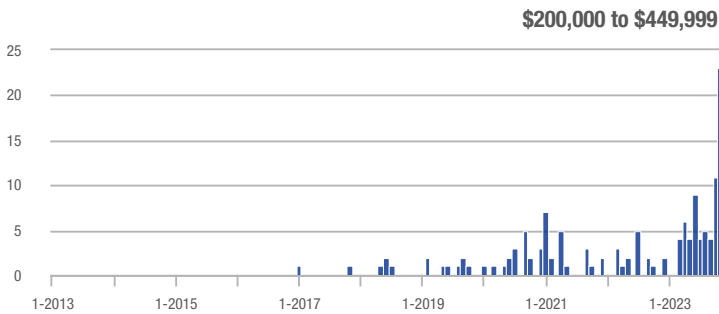
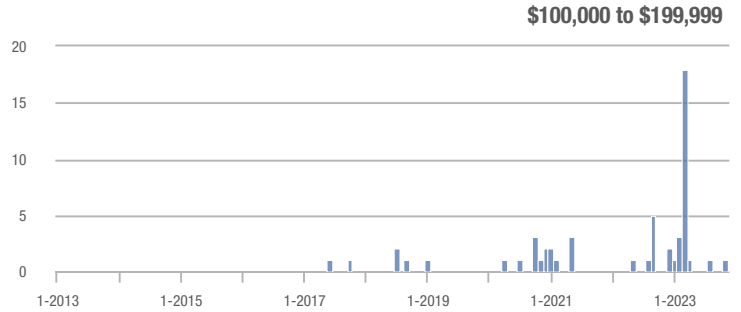
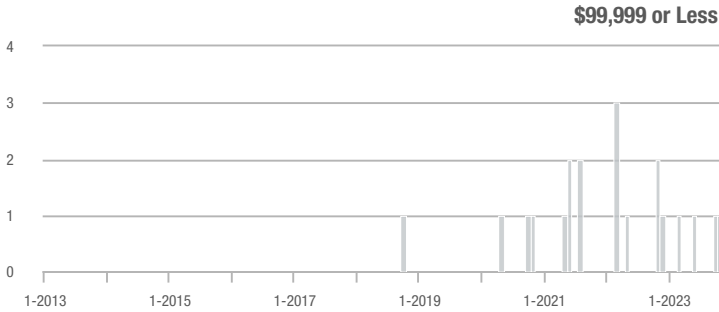
Buyer Interest (Showings/Listings)



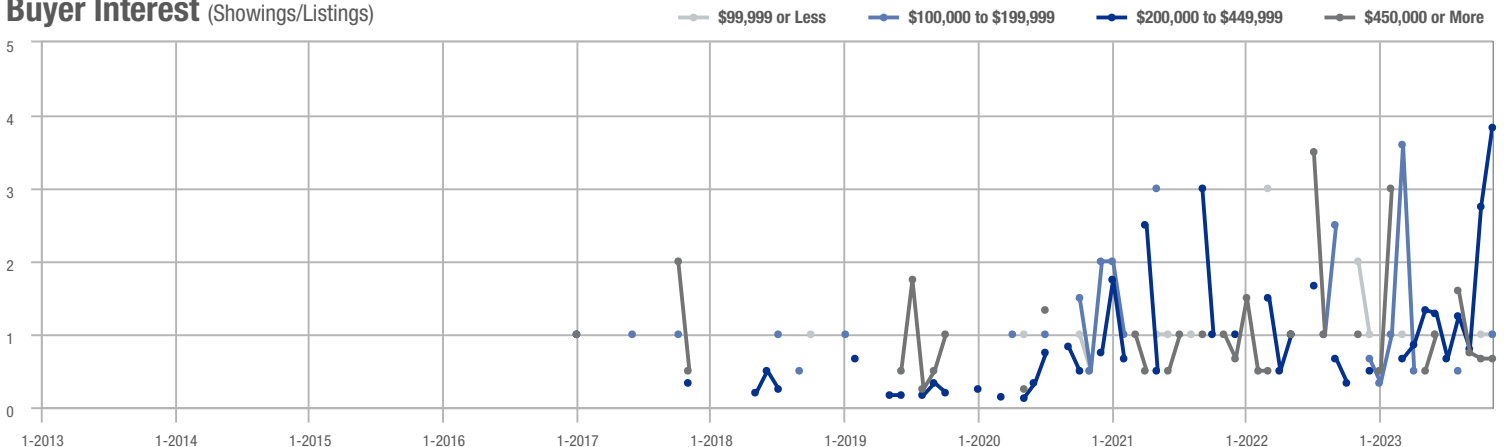
Northumberland County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	- 50.0%	0.0%	1.0	- 50.0%	0.0%	1	0.0%	0.0%
\$100,000 to \$199,999	1	—	—	1.0	—	—	1	- 50.0%	—
\$200,000 to \$449,999	23	—	+ 109.1%	3.8	—	+ 39.4%	6	+ 100.0%	+ 50.0%
\$450,000 or More	2	+ 100.0%	0.0%	0.7	- 33.3%	0.0%	3	+ 200.0%	0.0%
Total	27	+ 800.0%	+ 92.9%	2.5	+ 472.7%	+ 40.3%	11	+ 57.1%	+ 37.5%

Showings



Buyer Interest (Showings/Listings)

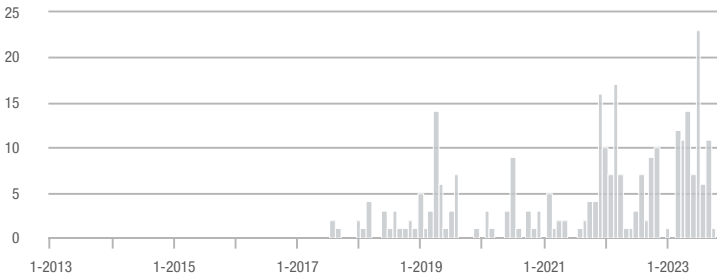


Nottoway County

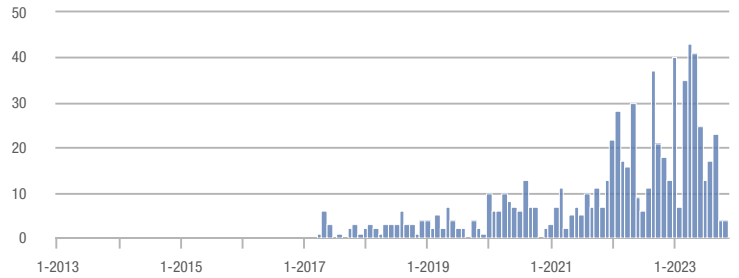
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	- 80.0%	- 50.0%
\$100,000 to \$199,999	4	- 77.8%	0.0%	1.0	- 55.6%	0.0%	4	- 50.0%	0.0%
\$200,000 to \$449,999	18	+ 63.6%	+ 38.5%	2.0	+ 209.1%	- 7.7%	9	- 47.1%	+ 50.0%
\$450,000 or More	1	—	- 50.0%	0.3	—	- 50.0%	3	- 40.0%	0.0%
Total	23	- 41.0%	+ 15.0%	1.4	+ 21.4%	+ 1.5%	17	- 51.4%	+ 13.3%

Showings

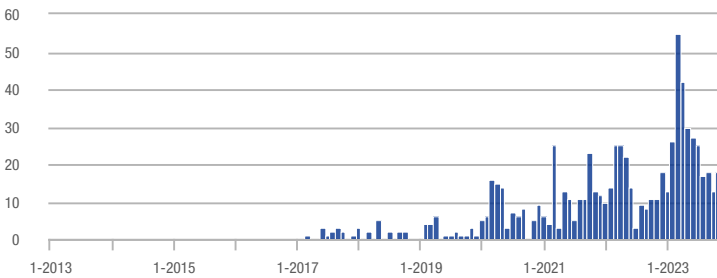
\$99,999 or Less



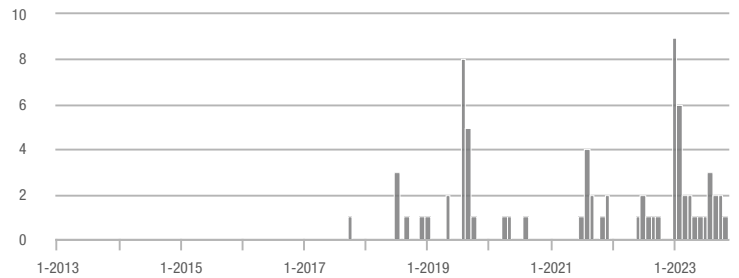
\$100,000 to \$199,999



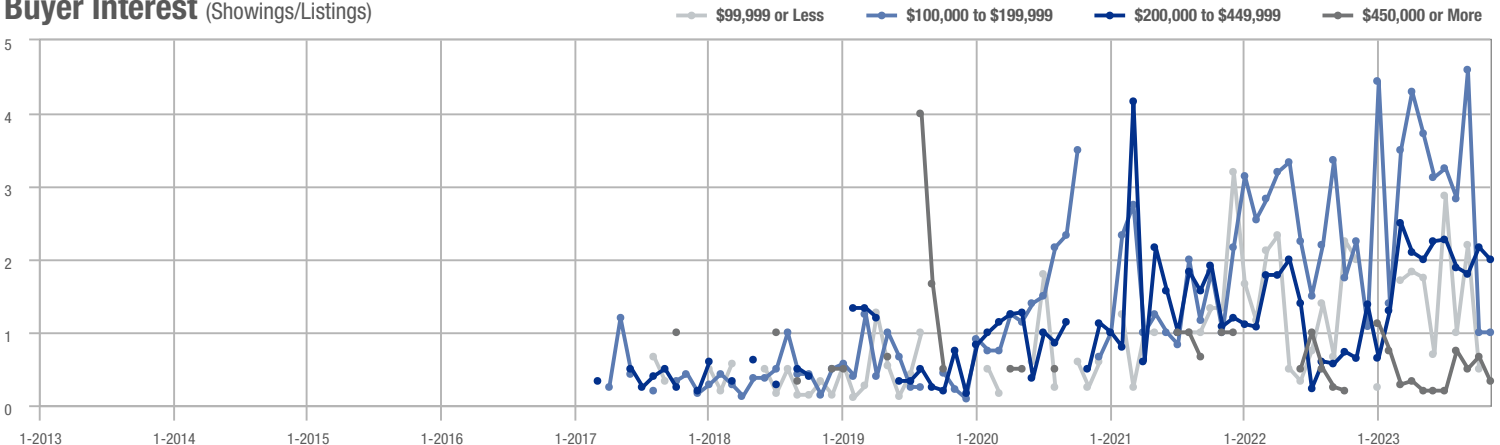
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

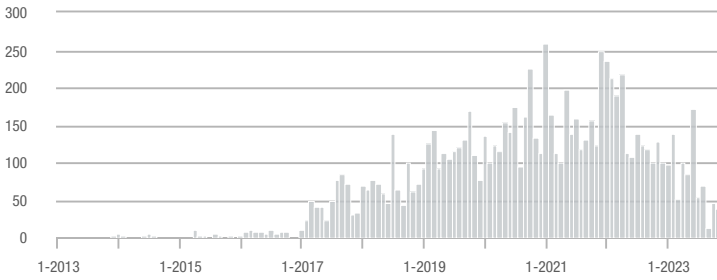


Petersburg City

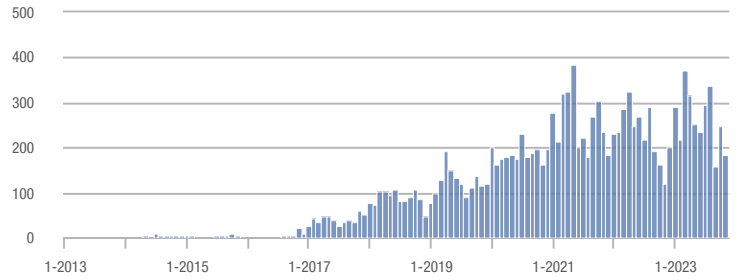
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	39	- 69.3%	- 17.0%	2.4	- 40.5%	- 17.0%	16	- 48.4%	0.0%
\$100,000 to \$199,999	182	+ 50.4%	- 26.3%	3.9	+ 79.2%	- 31.0%	47	- 16.1%	+ 6.8%
\$200,000 to \$449,999	236	+ 35.6%	- 0.8%	3.2	+ 26.3%	+ 11.4%	73	+ 7.4%	- 11.0%
\$450,000 or More	3	+ 50.0%	- 40.0%	0.4	+ 12.5%	- 40.0%	8	+ 33.3%	0.0%
Total	460	+ 8.5%	- 14.3%	3.2	+ 21.3%	- 10.8%	144	- 10.6%	- 4.0%

Showings

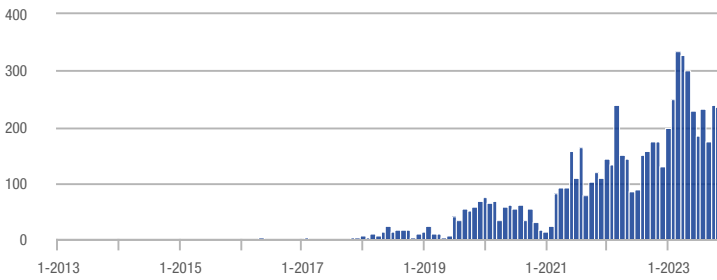
\$99,999 or Less



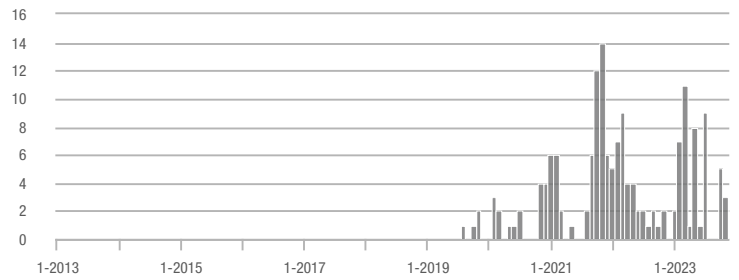
\$100,000 to \$199,999



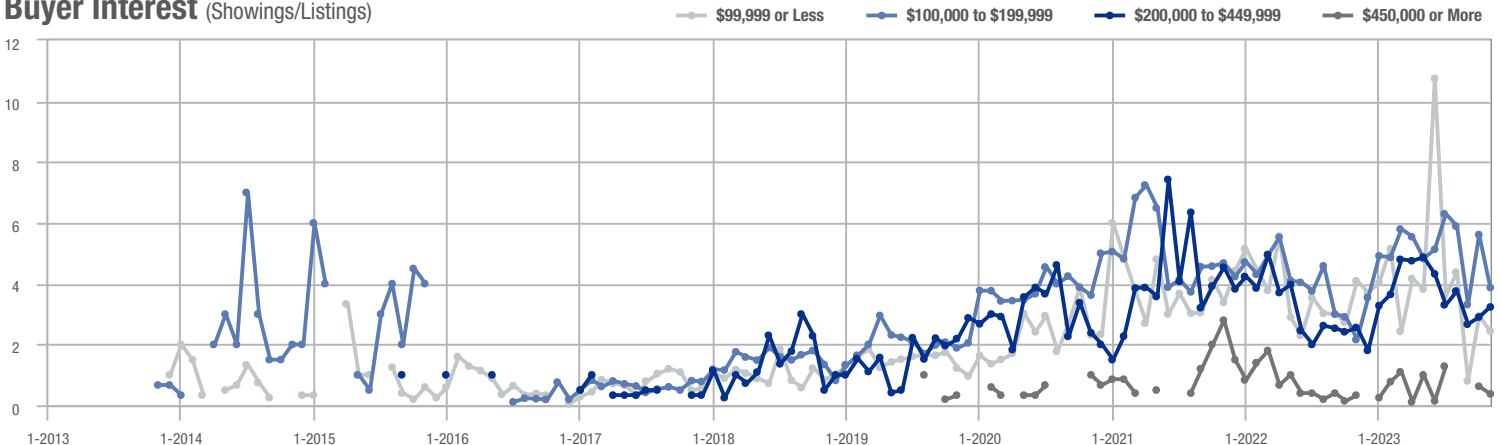
\$200,000 to \$449,999



\$450,000 or More



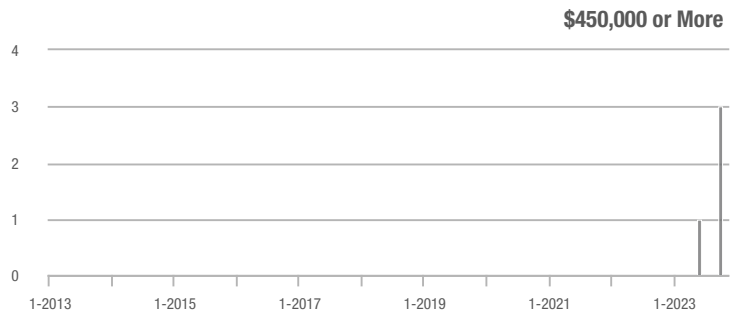
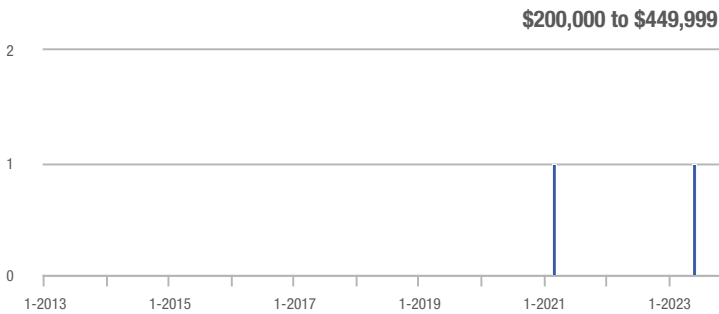
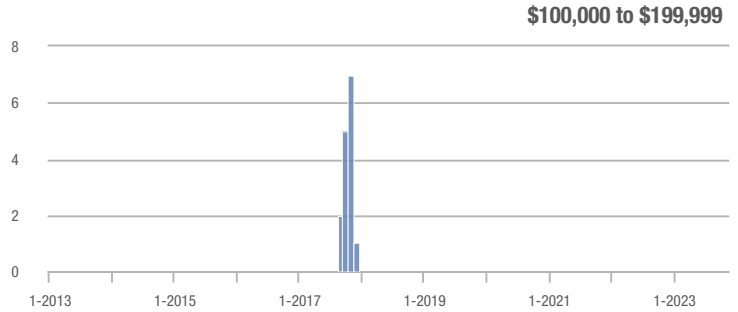
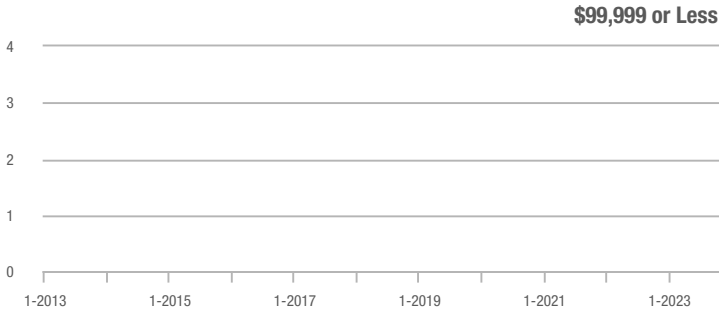
Buyer Interest (Showings/Listings)



Poquoson

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	0	—	—	—	—	—	0	—	—

Showings



Buyer Interest (Showings/Listings)

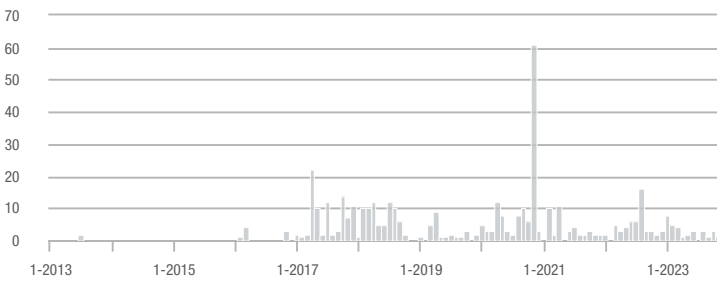


Powhatan County

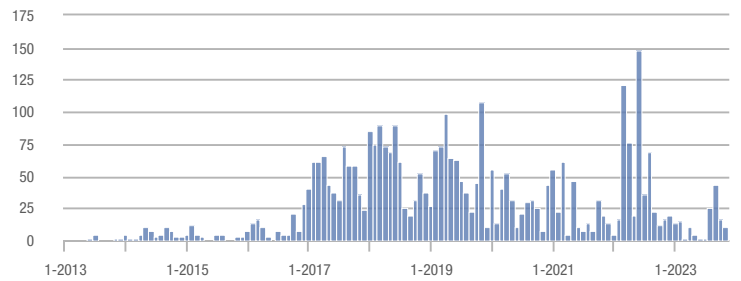
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	- 50.0%	- 66.7%	0.3	+ 50.0%	- 77.8%	3	- 66.7%	+ 50.0%
\$100,000 to \$199,999	10	- 41.2%	- 37.5%	1.1	- 54.2%	- 44.4%	9	+ 28.6%	+ 12.5%
\$200,000 to \$449,999	129	- 21.3%	- 31.7%	3.8	+ 8.7%	- 33.8%	34	- 27.7%	+ 3.0%
\$450,000 or More	171	+ 52.7%	+ 62.9%	3.9	+ 80.4%	+ 48.1%	44	- 15.4%	+ 10.0%
Total	311	+ 5.4%	- 0.6%	3.5	+ 34.7%	- 8.4%	90	- 21.7%	+ 8.4%

Showings

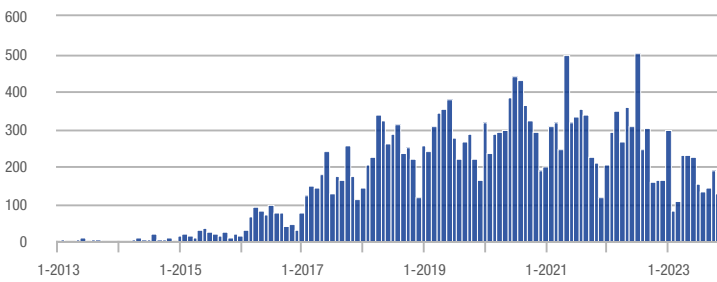
\$99,999 or Less



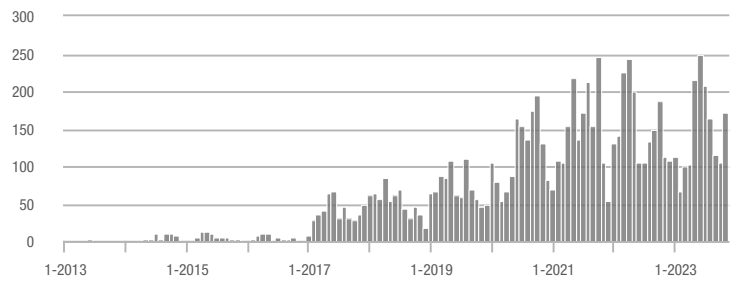
\$100,000 to \$199,999



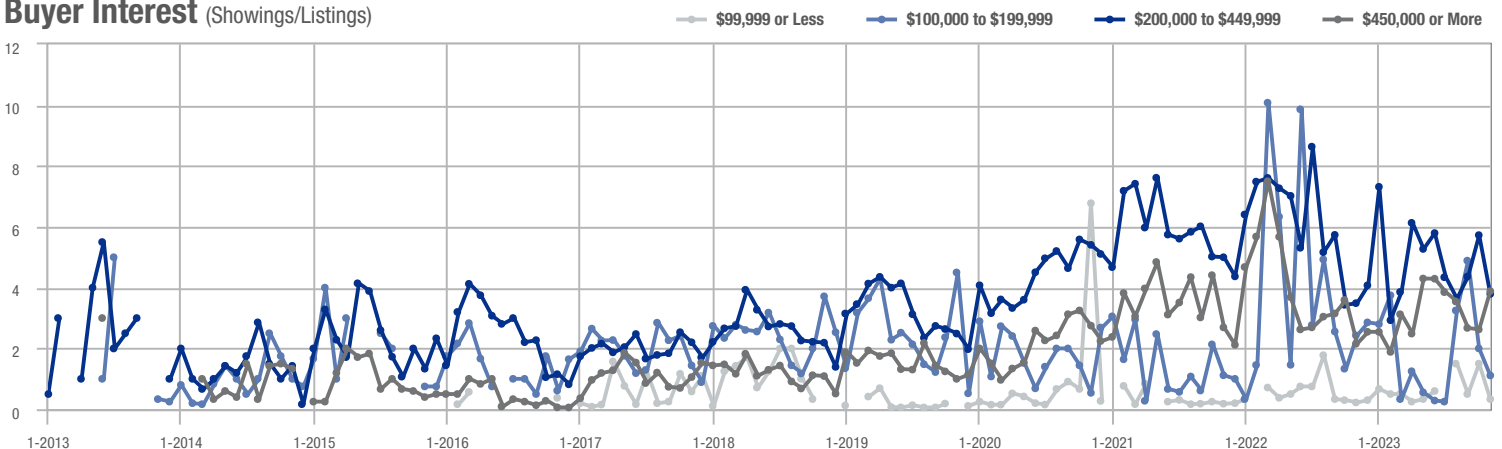
\$200,000 to \$449,999



\$450,000 or More



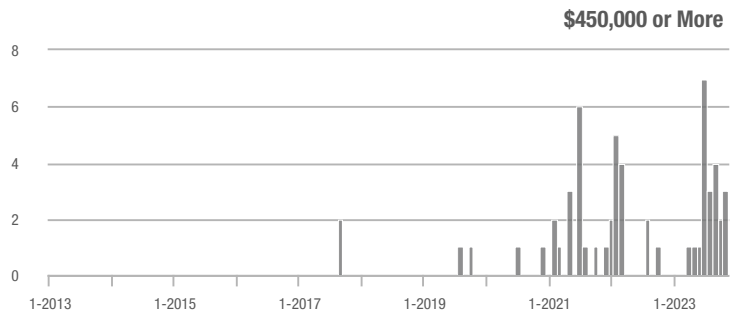
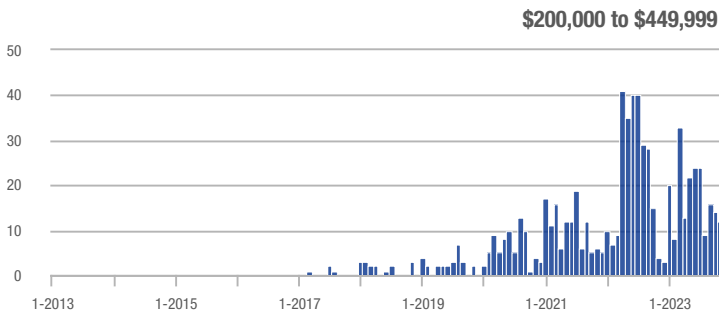
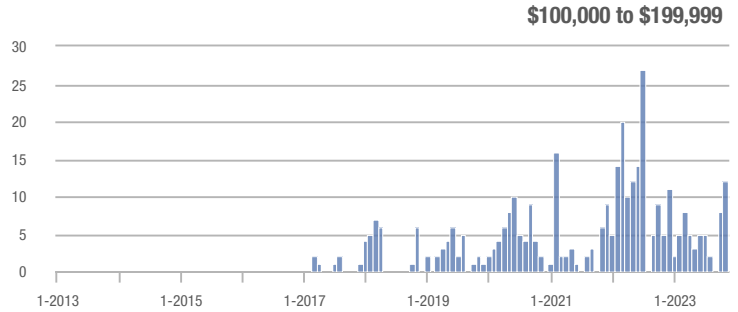
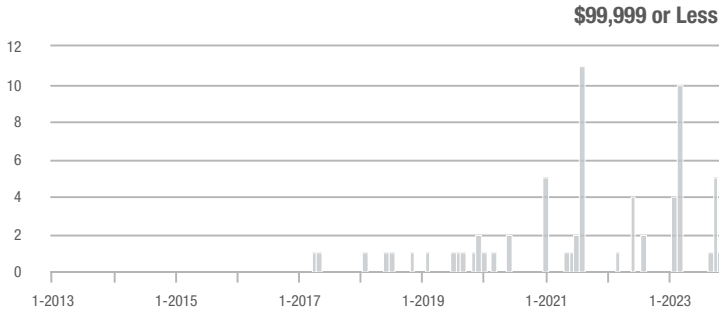
Buyer Interest (Showings/Listings)



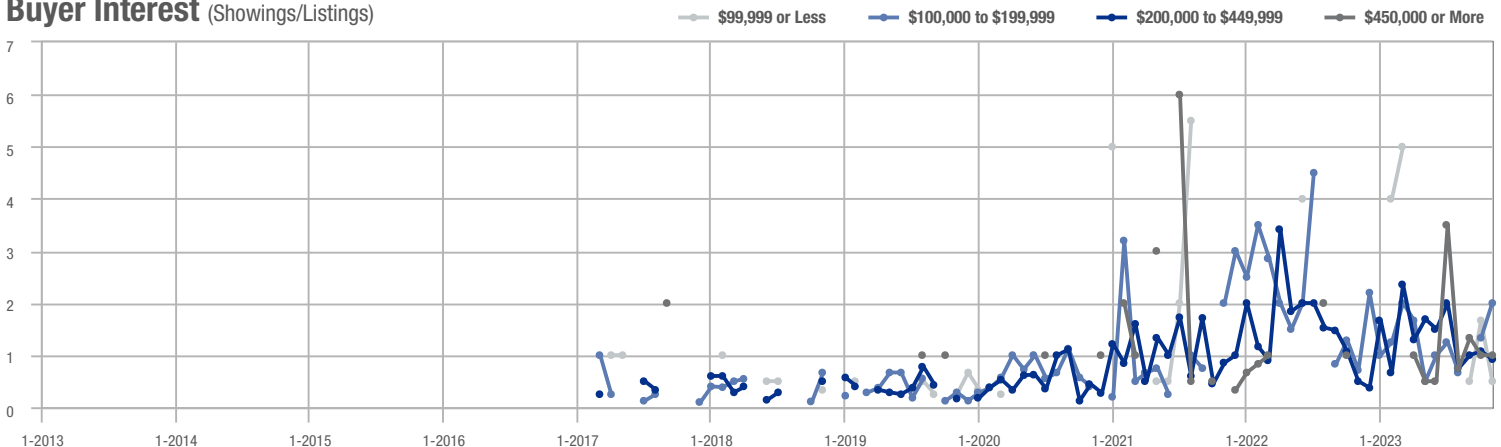
Prince Edward County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	—	- 80.0%	0.5	—	- 70.0%	2	—	- 33.3%
\$100,000 to \$199,999	12	+ 140.0%	+ 50.0%	2.0	+ 180.0%	+ 50.0%	6	- 14.3%	0.0%
\$200,000 to \$449,999	12	+ 200.0%	- 14.3%	0.9	+ 84.6%	- 14.3%	13	+ 62.5%	0.0%
\$450,000 or More	3	—	+ 50.0%	1.0	—	0.0%	3	—	+ 50.0%
Total	28	+ 211.1%	- 3.4%	1.2	+ 94.4%	- 3.4%	24	+ 60.0%	0.0%

Showings



Buyer Interest (Showings/Listings)

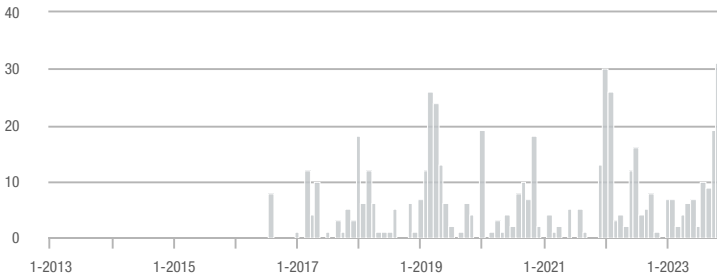


Prince George County

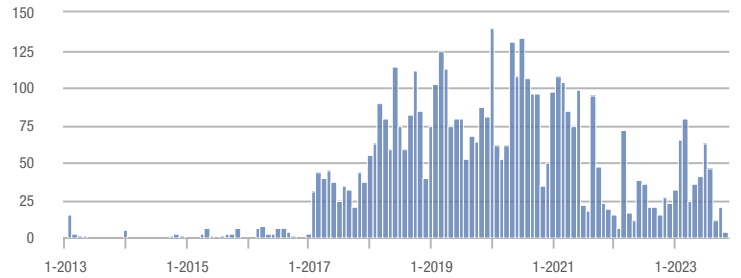
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	31	+ 3,000.0%	+ 63.2%	3.9	+ 2,225.0%	+ 83.6%	8	+ 33.3%	- 11.1%
\$100,000 to \$199,999	4	- 85.2%	- 81.0%	1.3	- 50.6%	- 68.3%	3	- 70.0%	- 40.0%
\$200,000 to \$449,999	164	- 1.2%	- 24.4%	3.7	+ 23.5%	- 0.4%	44	- 20.0%	- 24.1%
\$450,000 or More	36	+ 260.0%	+ 44.0%	2.8	+ 176.9%	- 0.3%	13	+ 30.0%	+ 44.4%
Total	235	+ 15.2%	- 16.7%	3.5	+ 37.2%	- 0.7%	68	- 16.0%	- 16.0%

Showings

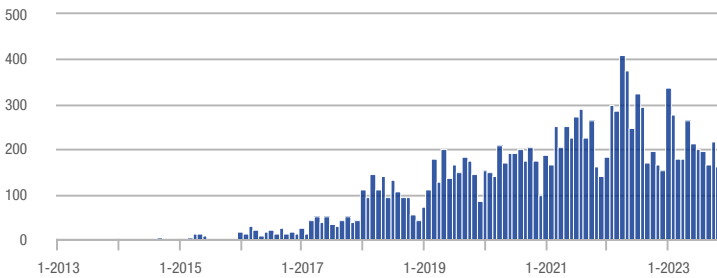
\$99,999 or Less



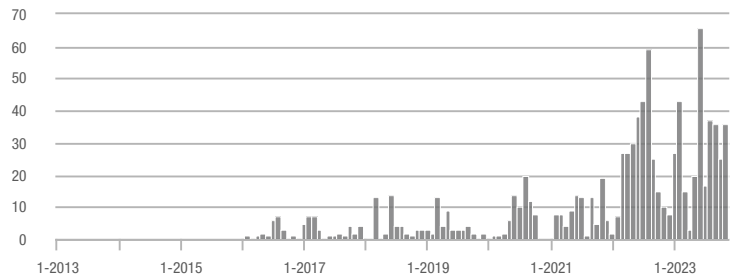
\$100,000 to \$199,999



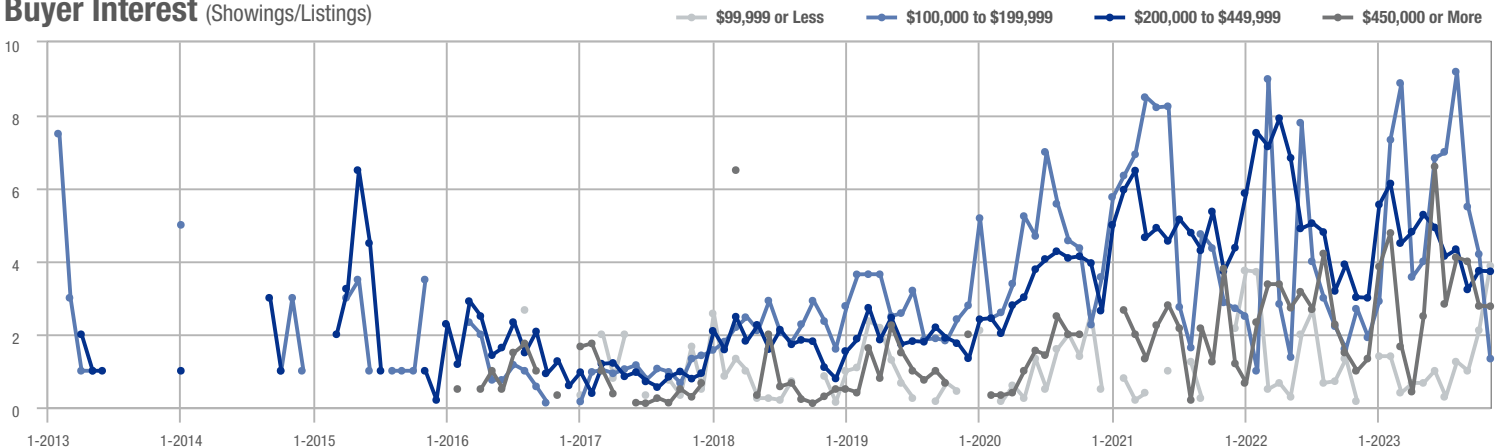
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

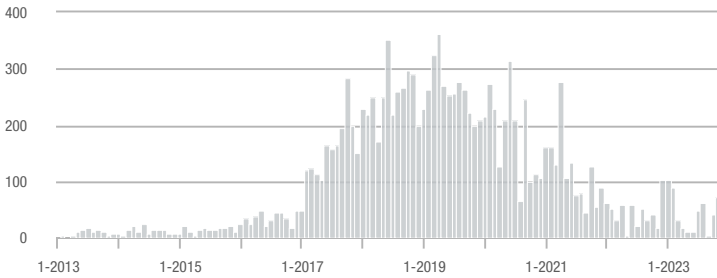


Richmond City

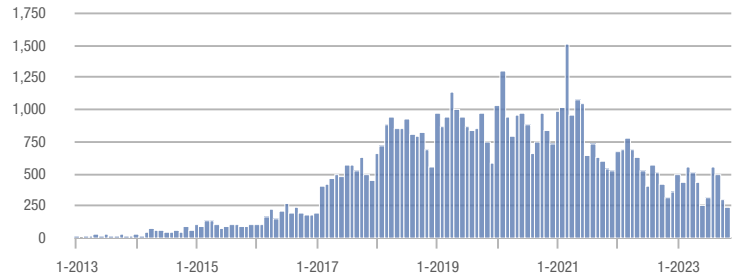
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	71	+ 294.4%	+ 69.0%	2.4	+ 172.0%	+ 74.9%	29	+ 45.0%	- 3.3%
\$100,000 to \$199,999	233	- 25.6%	- 23.6%	5.3	- 5.3%	- 6.2%	44	- 21.4%	- 18.5%
\$200,000 to \$449,999	1,791	+ 16.2%	+ 2.2%	5.7	+ 18.5%	+ 9.0%	312	- 1.9%	- 6.3%
\$450,000 or More	901	+ 0.7%	- 21.2%	4.5	- 27.7%	- 20.8%	199	+ 39.2%	- 0.5%
Total	2,996	+ 8.3%	- 7.6%	5.1	- 0.4%	- 2.4%	584	+ 8.8%	- 5.3%

Showings

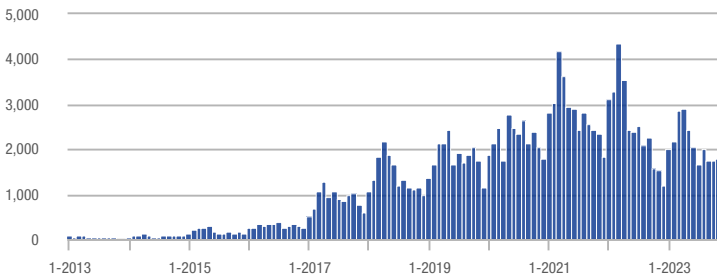
\$99,999 or Less



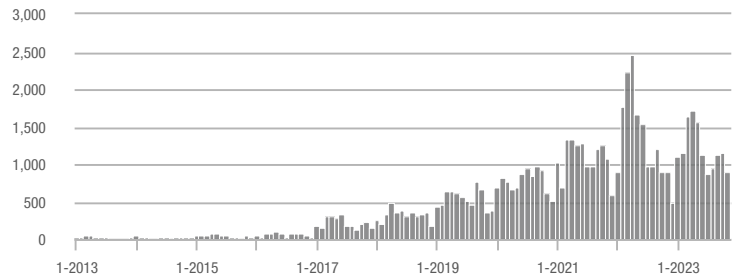
\$100,000 to \$199,999



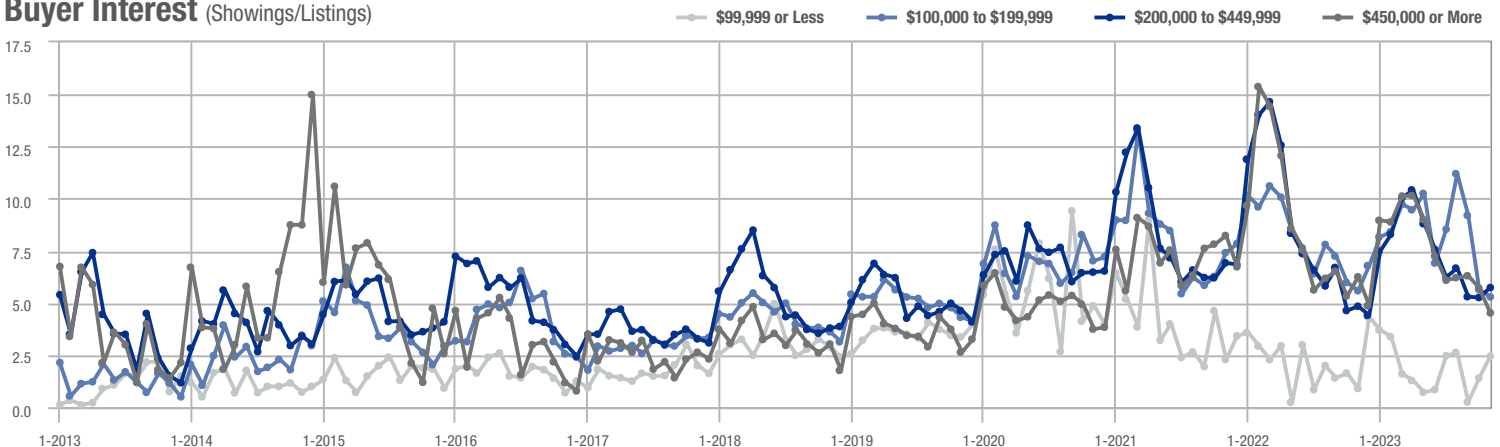
\$200,000 to \$449,999



\$450,000 or More



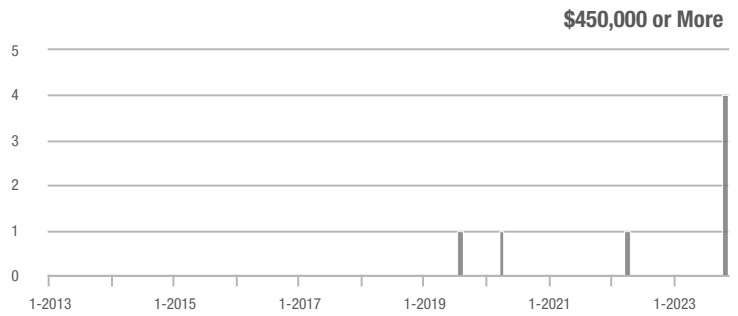
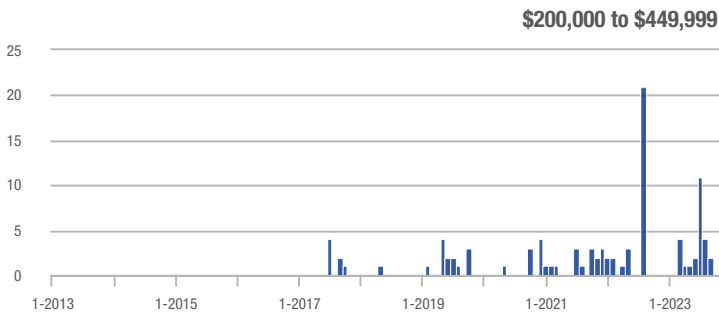
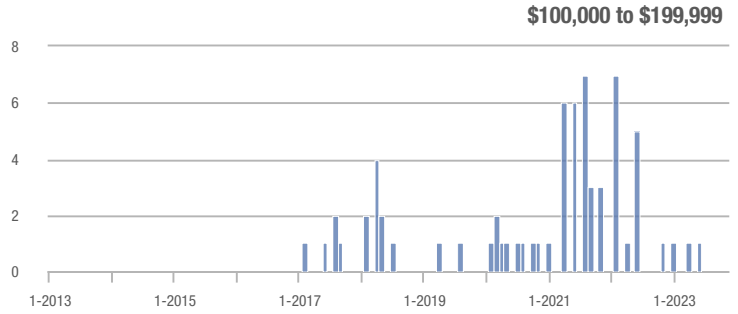
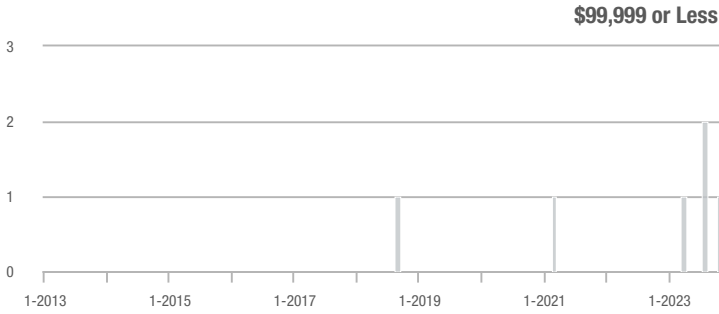
Buyer Interest (Showings/Listings)



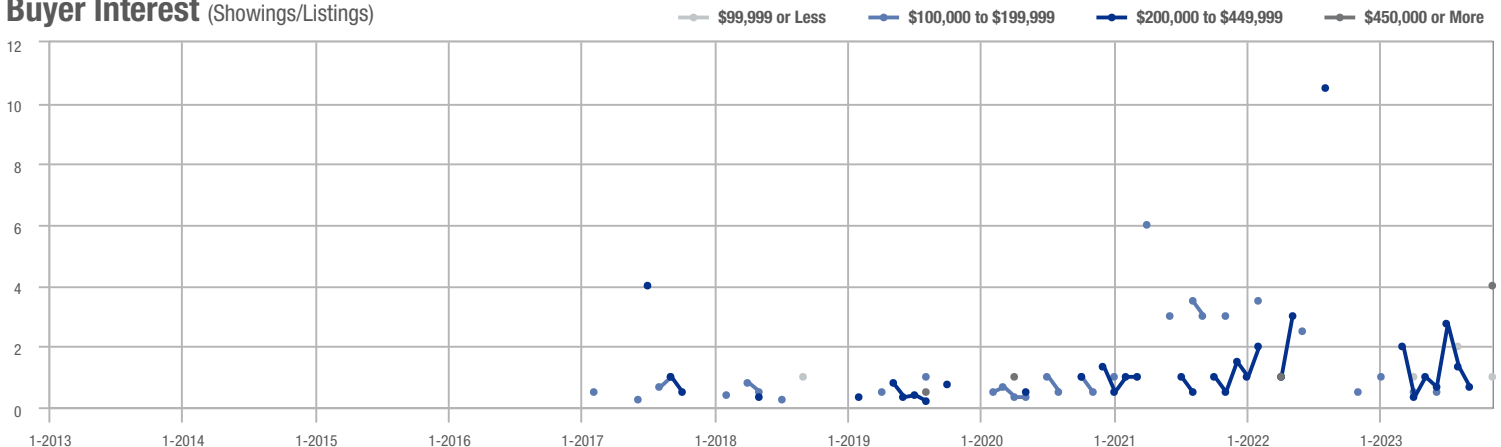
Richmond County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	—	—	1.0	—	—	1	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	4	—	—	4.0	—	—	1	—	—
Total	5	+ 400.0%	—	2.5	+ 400.0%	—	2	0.0%	—

Showings



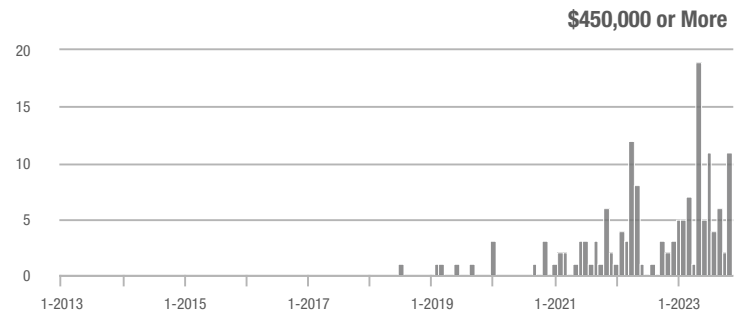
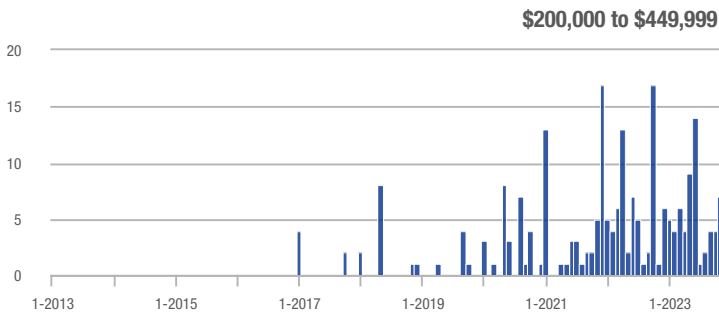
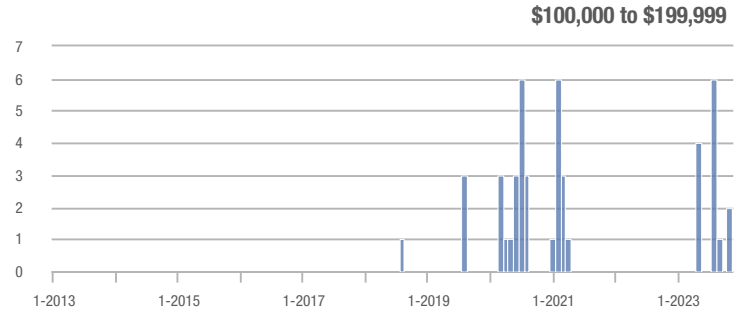
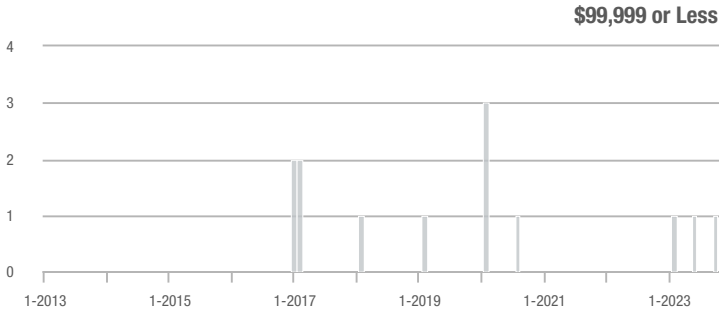
Buyer Interest (Showings/Listings)



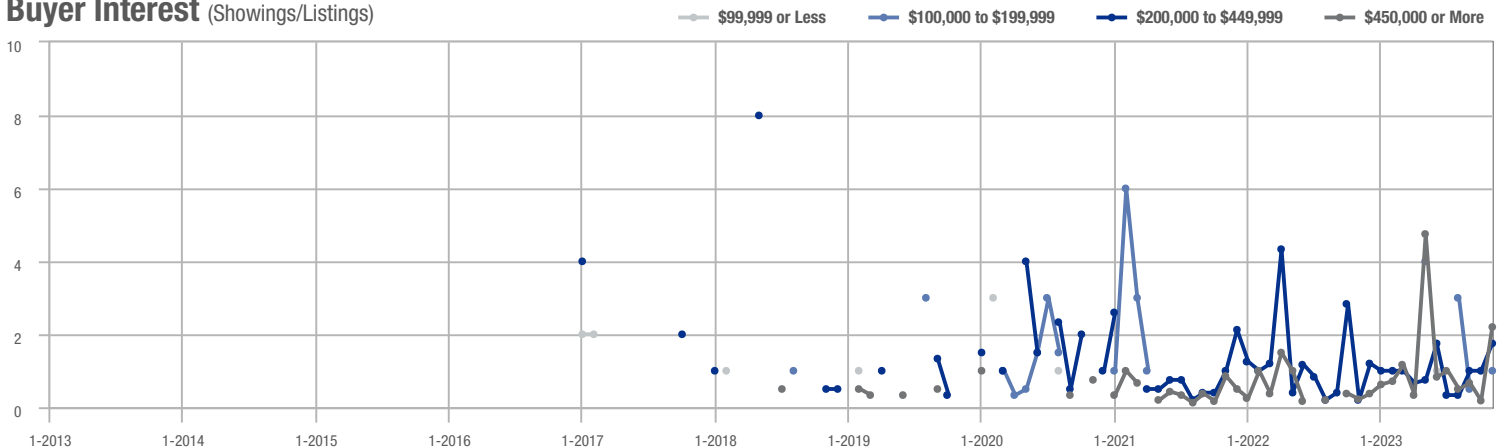
Spotsylvania County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	0.0%	0.0%
\$100,000 to \$199,999	2	—	—	1.0	—	—	2	—	0.0%
\$200,000 to \$449,999	7	+ 600.0%	+ 75.0%	1.8	+ 775.0%	+ 75.0%	4	- 20.0%	0.0%
\$450,000 or More	11	+ 450.0%	+ 450.0%	2.2	+ 890.0%	+ 1,110.0%	5	- 44.4%	- 54.5%
Total	20	+ 566.7%	+ 185.7%	1.7	+ 733.3%	+ 328.6%	12	- 20.0%	- 33.3%

Showings



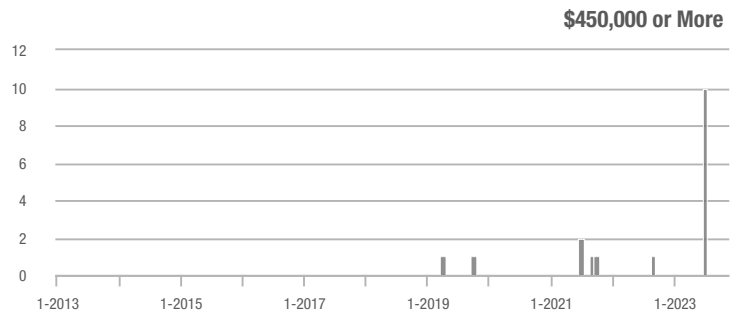
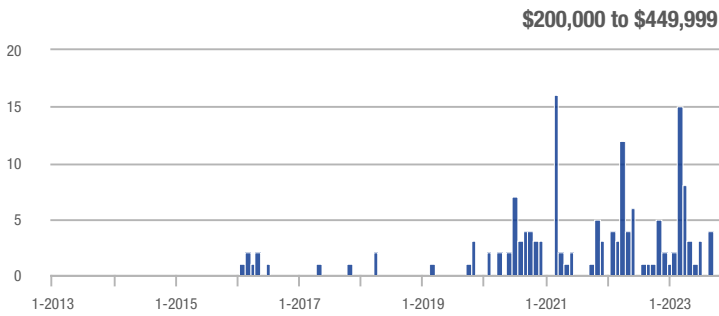
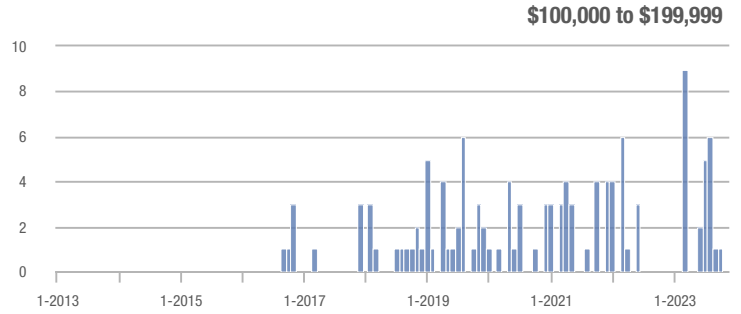
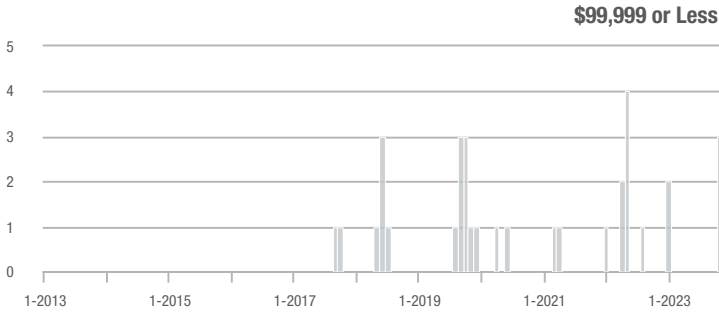
Buyer Interest (Showings/Listings)



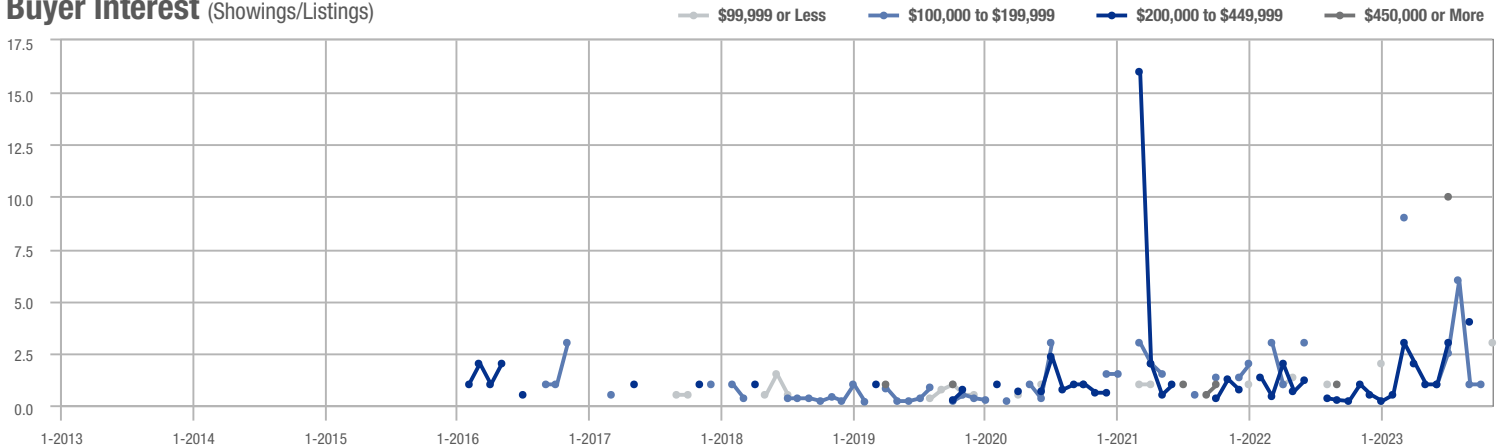
Surry County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	3	—	—	3.0	—	—	1	0.0%	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	3	- 40.0%	+ 200.0%	3.0	+ 260.0%	+ 200.0%	1	- 83.3%	0.0%

Showings



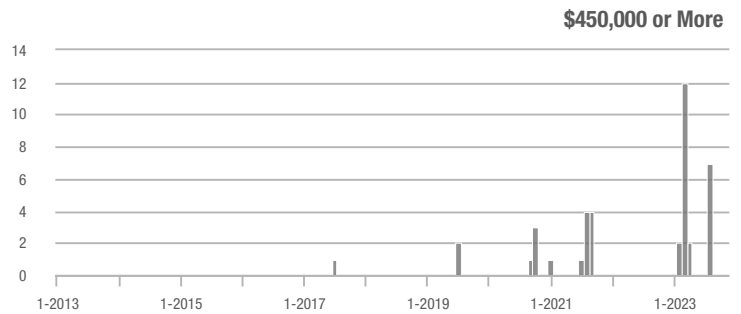
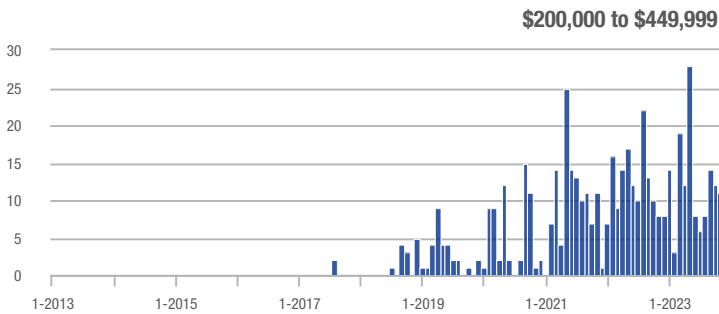
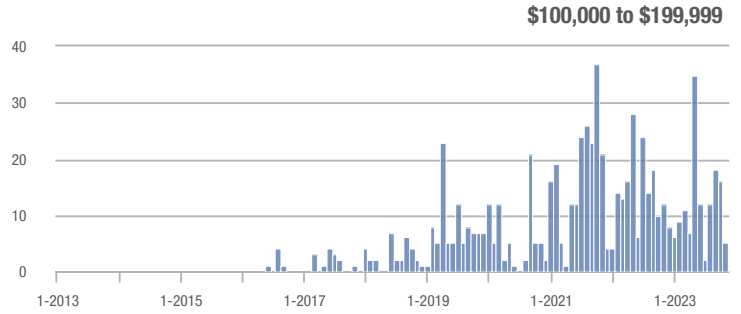
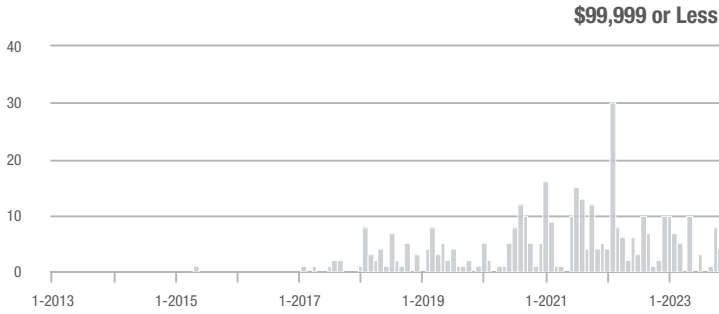
Buyer Interest (Showings/Listings)



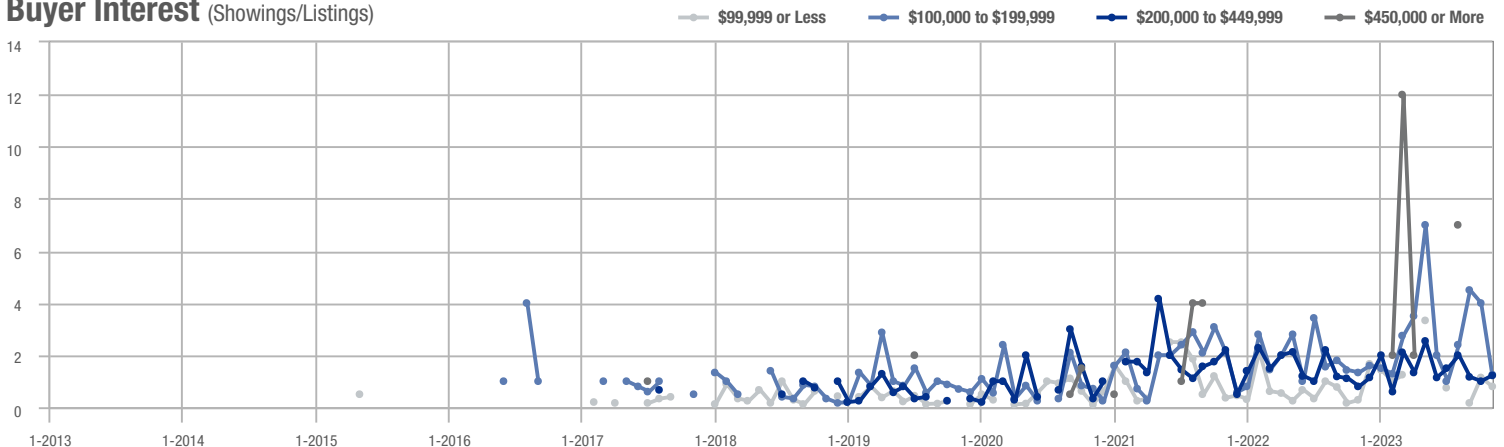
Sussex County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	4	+ 100.0%	- 50.0%	0.8	+ 180.0%	- 30.0%	5	- 28.6%	- 28.6%
\$100,000 to \$199,999	5	- 58.3%	- 68.8%	1.3	- 6.3%	- 68.8%	4	- 55.6%	0.0%
\$200,000 to \$449,999	11	+ 37.5%	- 8.3%	1.2	+ 52.8%	+ 22.2%	9	- 10.0%	- 25.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	20	- 9.1%	- 44.4%	1.1	+ 31.3%	- 29.0%	18	- 30.8%	- 21.7%

Showings



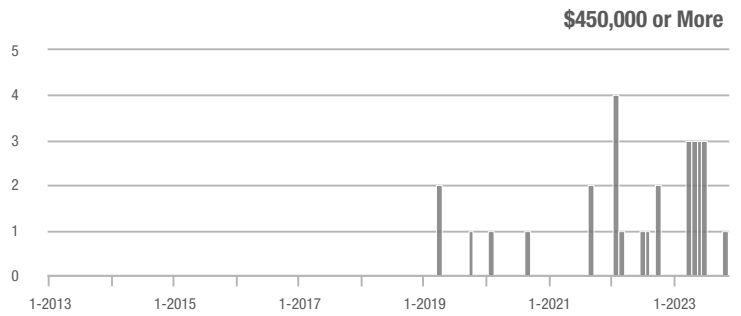
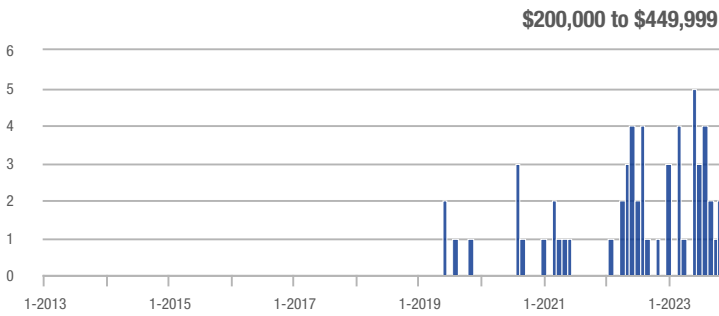
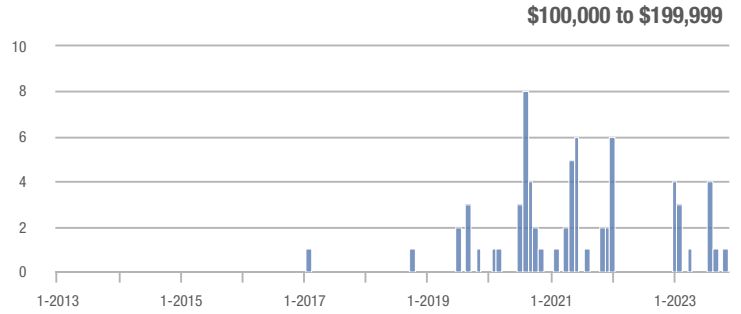
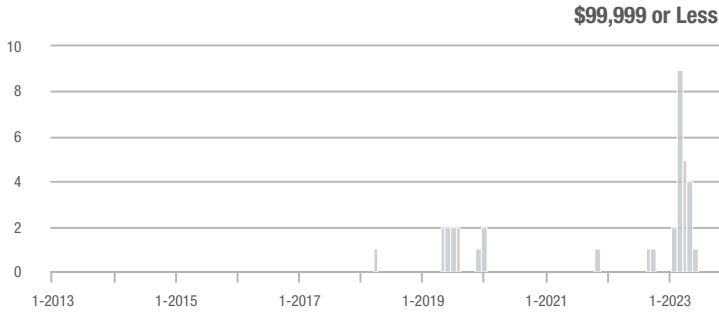
Buyer Interest (Showings/Listings)



Westmoreland County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	1	—	—	1.0	—	—	1	—	0.0%
\$200,000 to \$449,999	2	+ 100.0%	+ 100.0%	1.0	+ 200.0%	+ 200.0%	2	- 33.3%	- 33.3%
\$450,000 or More	1	—	—	0.5	—	—	2	0.0%	0.0%
Total	4	+ 300.0%	+ 300.0%	0.8	+ 300.0%	+ 380.0%	5	0.0%	- 16.7%

Showings



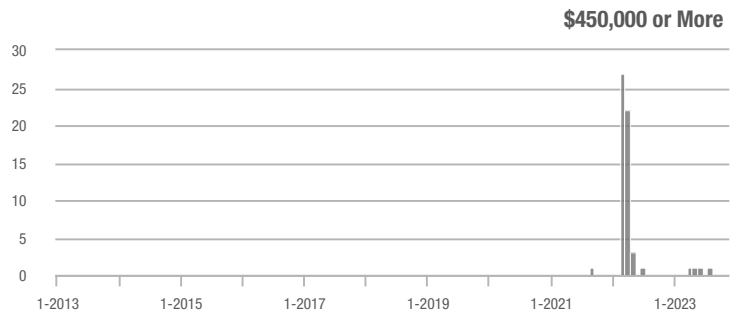
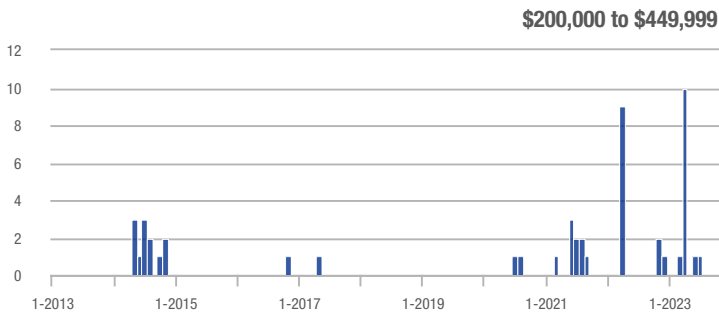
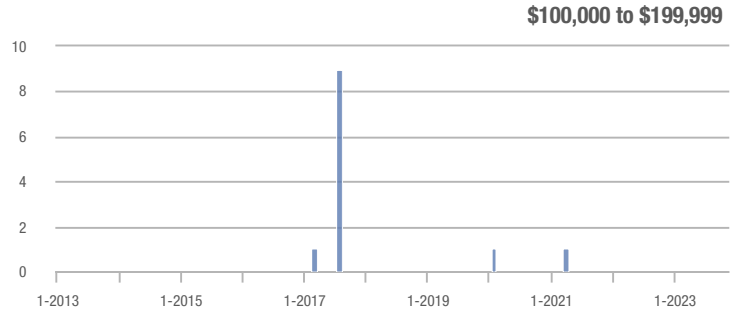
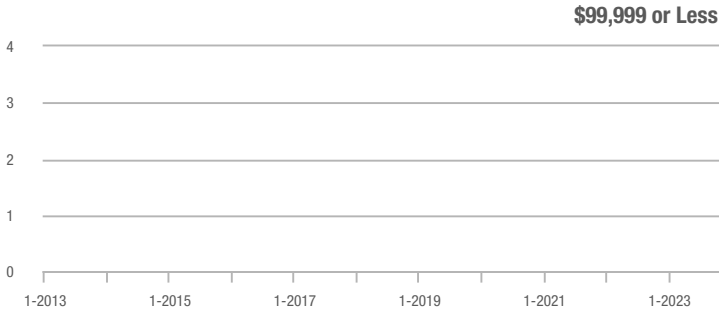
Buyer Interest (Showings/Listings)



Williamsburg City

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	0	—	—	—	—	—	0	—	—

Showings



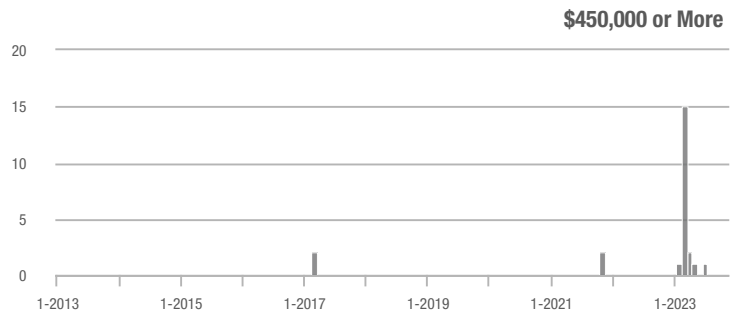
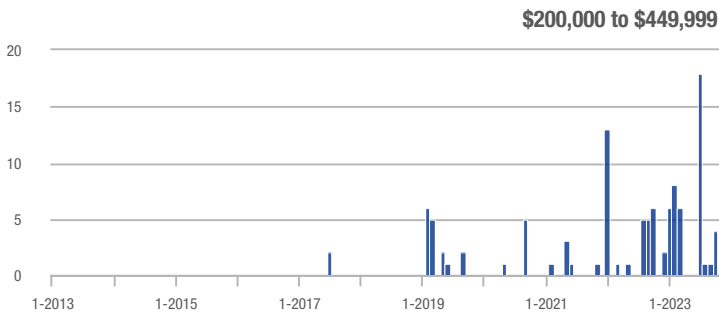
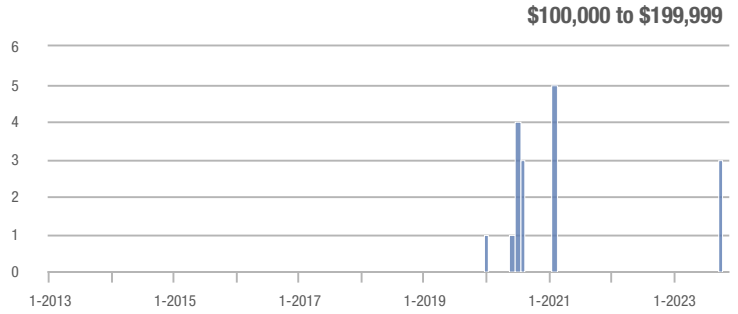
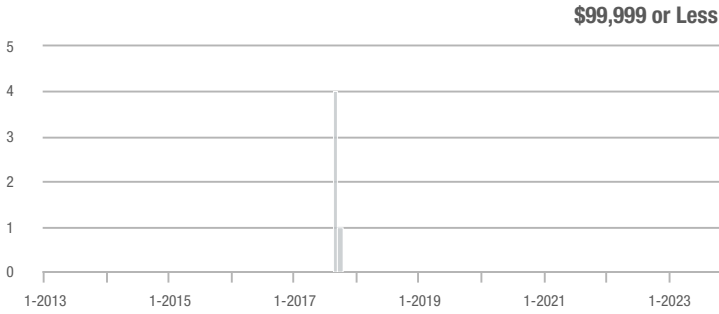
Buyer Interest (Showings/Listings)



York County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	0	—	—	—	—	—	0	—	—

Showings



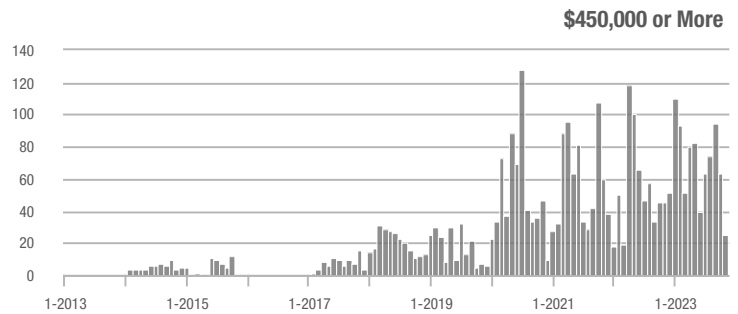
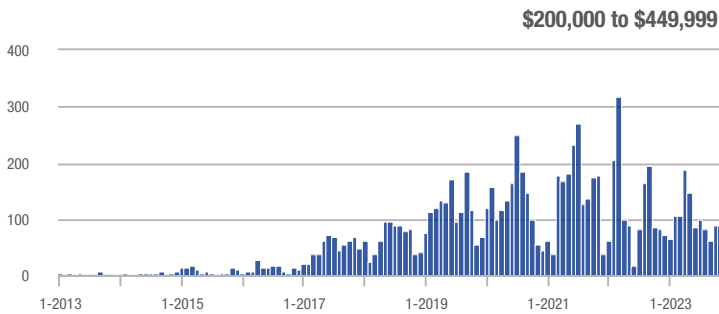
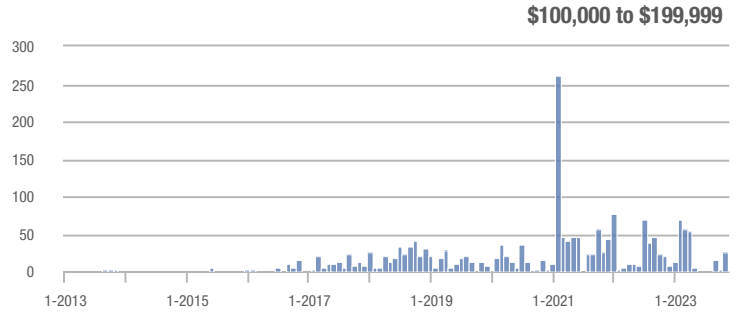
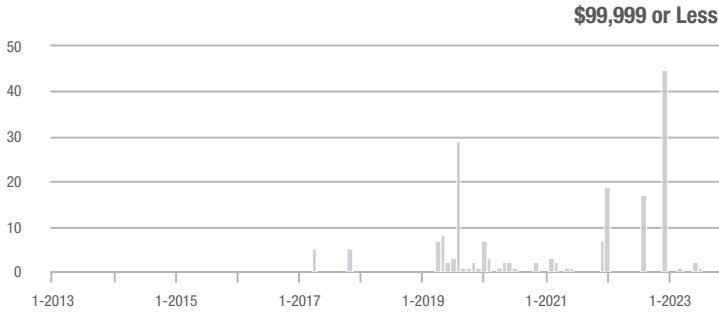
Buyer Interest (Showings/Listings)



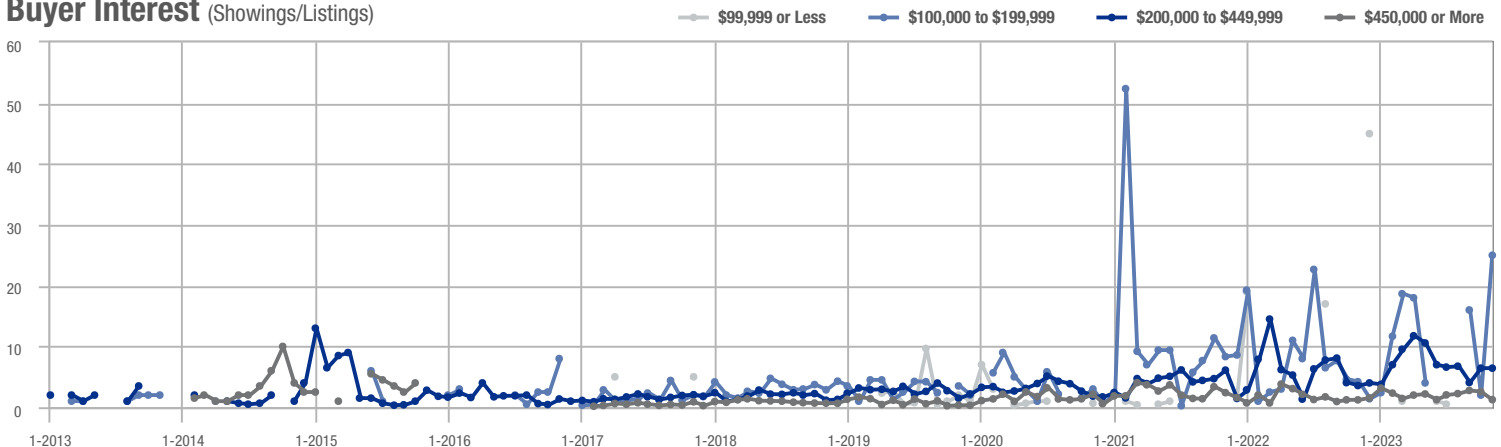
Ashland (unincorporated town)

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	25	+ 19.0%	+ 1,150.0%	25.0	+ 495.2%	+ 1,150.0%	1	- 80.0%	0.0%
\$200,000 to \$449,999	90	+ 9.8%	0.0%	6.4	+ 80.3%	0.0%	14	- 39.1%	0.0%
\$450,000 or More	25	- 44.4%	- 60.9%	1.3	+ 2.8%	- 51.2%	20	- 45.9%	- 20.0%
Total	140	- 5.4%	- 10.3%	4.0	+ 78.4%	+ 5.1%	35	- 47.0%	- 14.6%

Showings



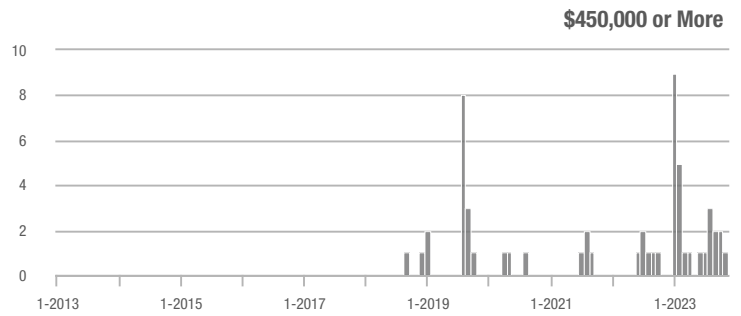
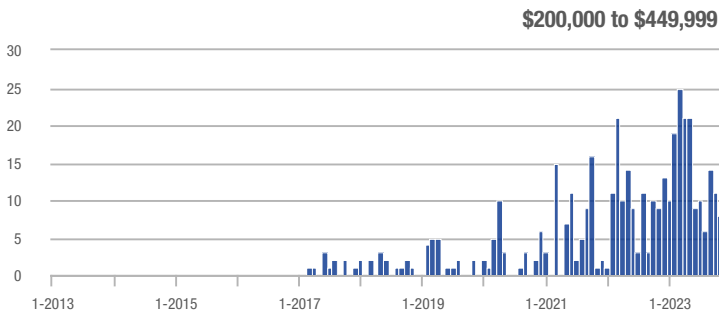
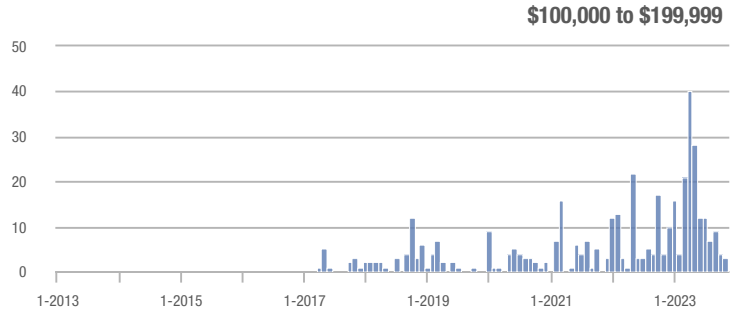
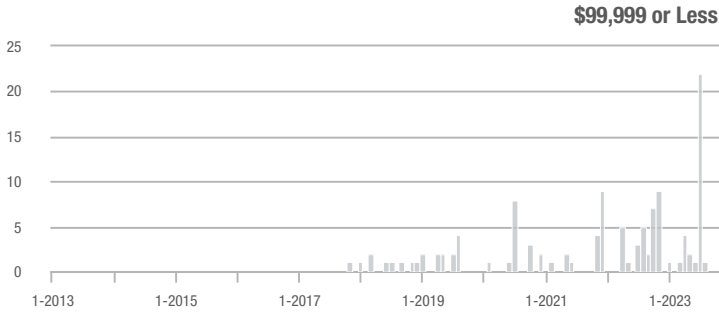
Buyer Interest (Showings/Listings)



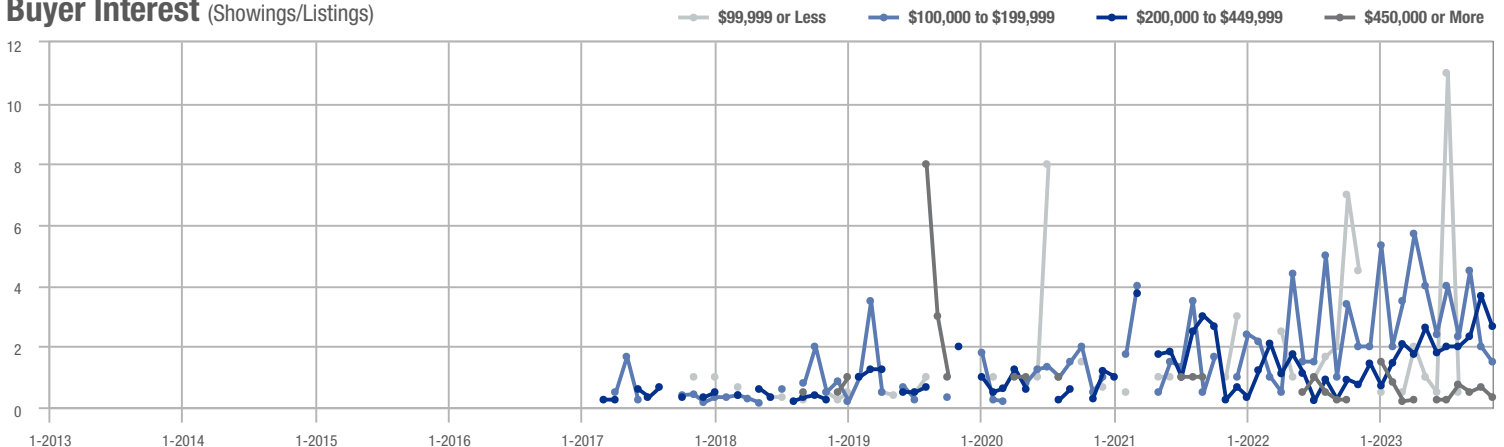
Blackstone (unincorporated town)

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	- 50.0%	0.0%
\$100,000 to \$199,999	3	- 25.0%	- 25.0%	1.5	- 25.0%	- 25.0%	2	0.0%	0.0%
\$200,000 to \$449,999	8	- 11.1%	- 27.3%	2.7	+ 255.6%	- 27.3%	3	- 75.0%	0.0%
\$450,000 or More	1	—	- 50.0%	0.3	—	- 50.0%	3	- 25.0%	0.0%
Total	12	- 45.5%	- 29.4%	1.3	+ 21.2%	- 29.4%	9	- 55.0%	0.0%

Showings



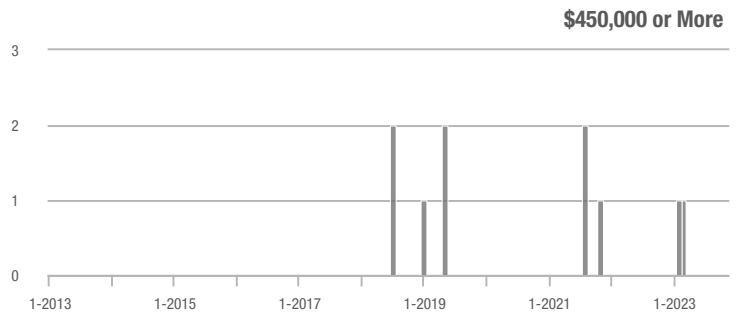
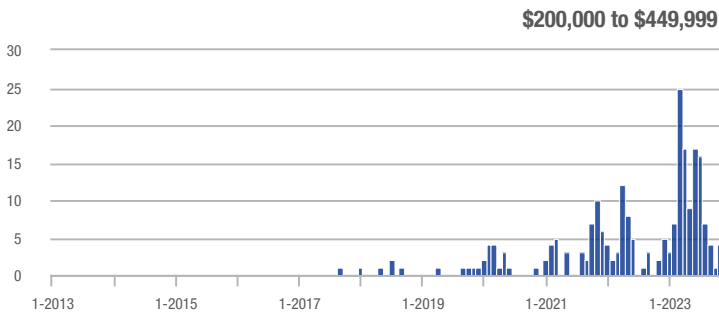
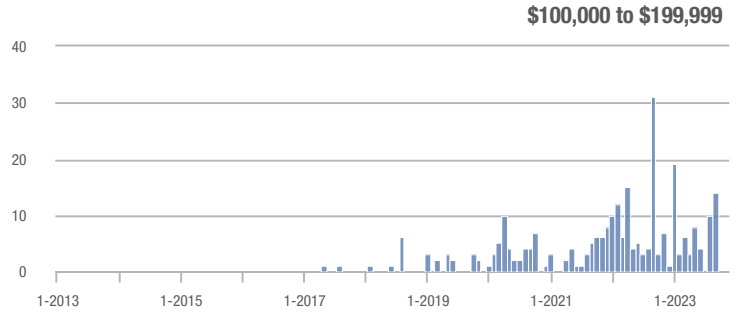
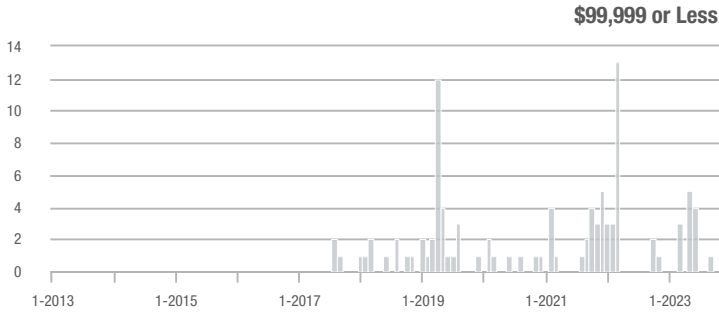
Buyer Interest (Showings/Listings)



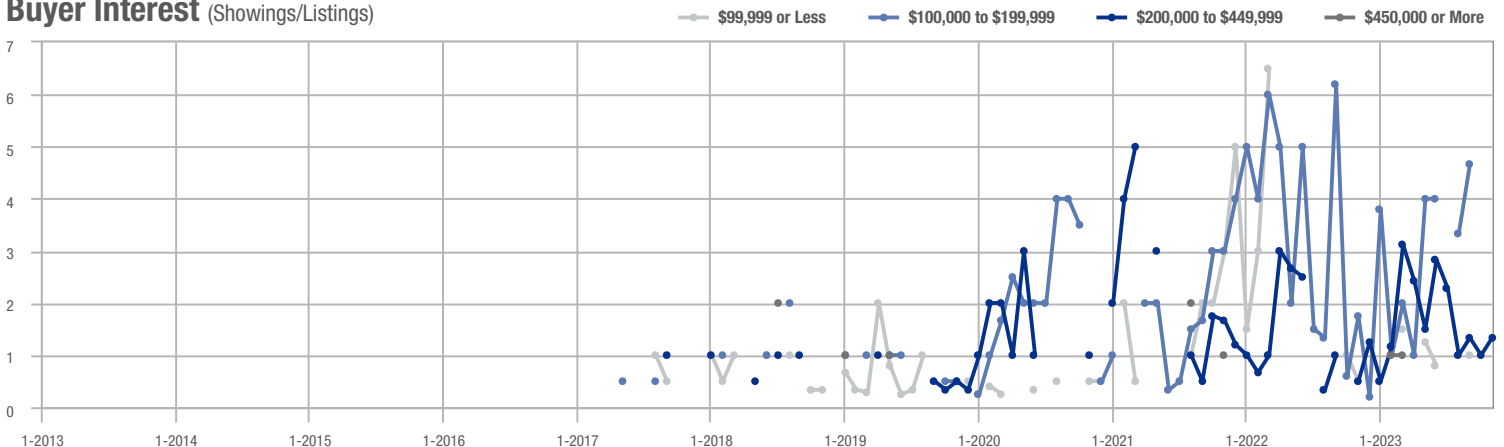
Crewe (unincorporated town)

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	1	- 75.0%	- 50.0%
\$200,000 to \$449,999	4	+ 100.0%	+ 300.0%	1.3	+ 166.7%	+ 33.3%	3	- 25.0%	+ 200.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	4	- 60.0%	+ 300.0%	1.0	0.0%	+ 300.0%	4	- 60.0%	0.0%

Showings



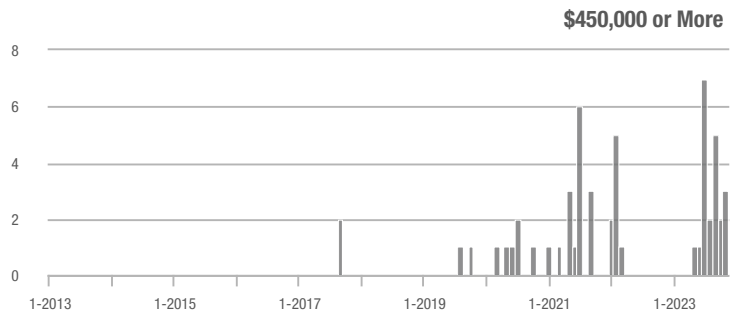
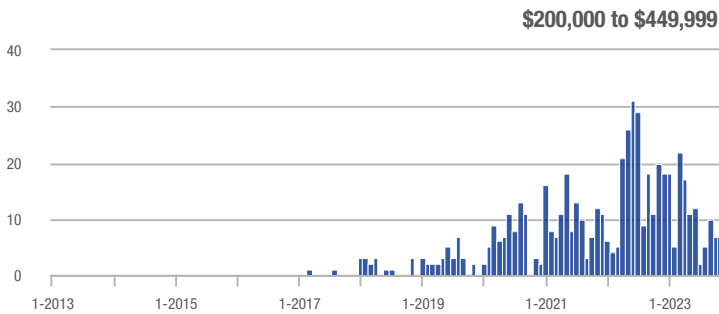
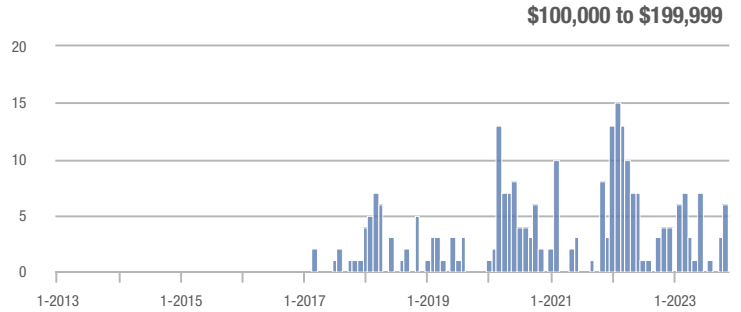
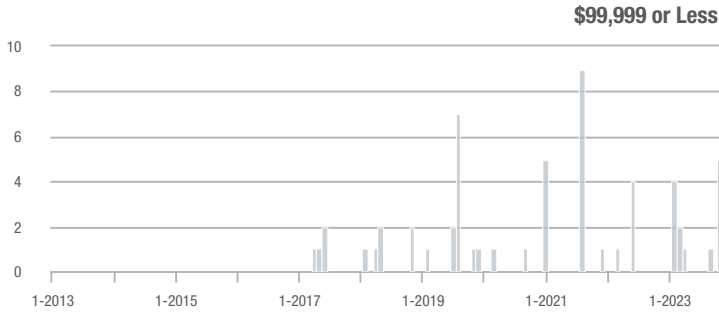
Buyer Interest (Showings/Listings)



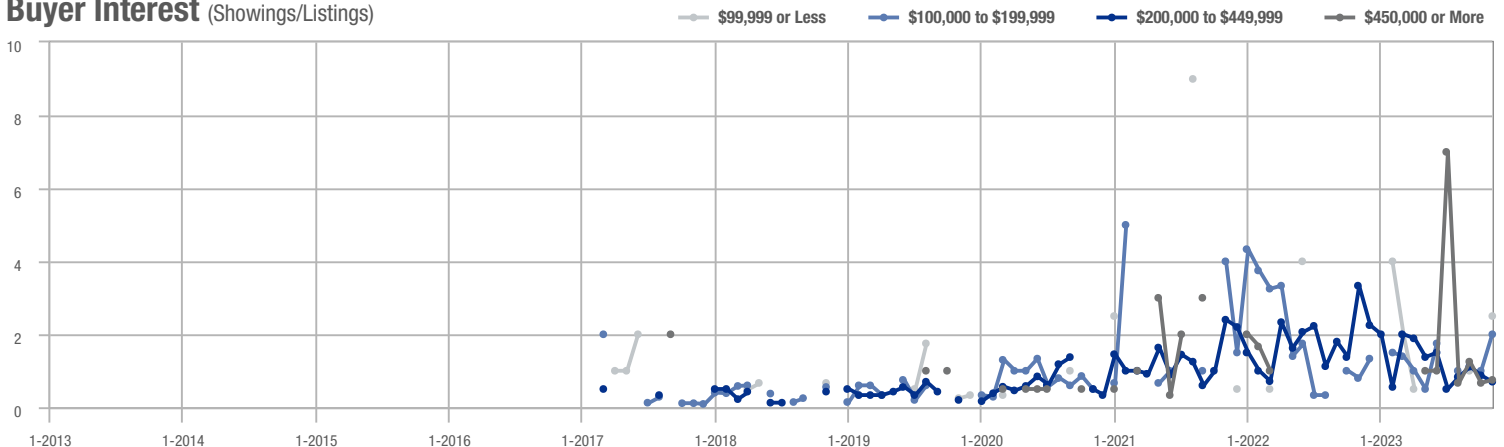
Farmville (unincorporated town)

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	5	—	—	2.5	—	—	2	—	+ 100.0%
\$100,000 to \$199,999	6	+ 50.0%	+ 100.0%	2.0	+ 150.0%	+ 100.0%	3	- 40.0%	0.0%
\$200,000 to \$449,999	7	- 65.0%	0.0%	0.7	- 79.0%	- 20.0%	10	+ 66.7%	+ 25.0%
\$450,000 or More	3	—	+ 50.0%	0.8	—	+ 12.5%	4	—	+ 33.3%
Total	21	- 12.5%	+ 75.0%	1.1	- 49.3%	+ 38.2%	19	+ 72.7%	+ 26.7%

Showings



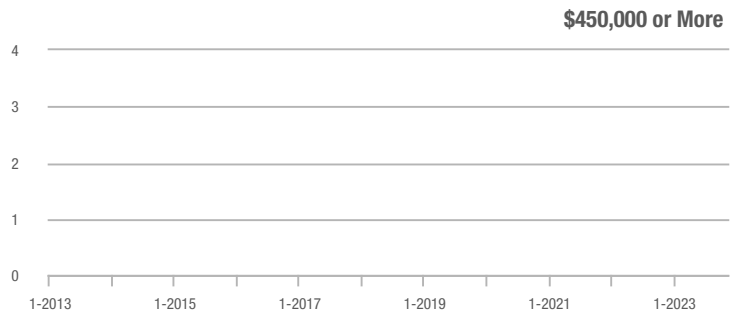
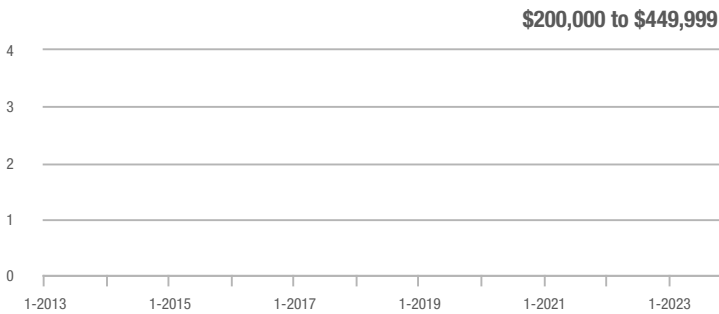
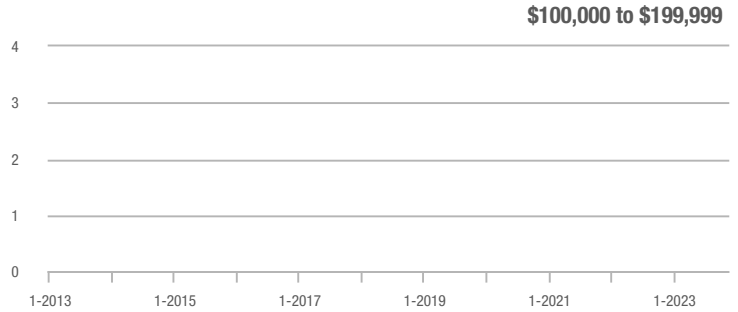
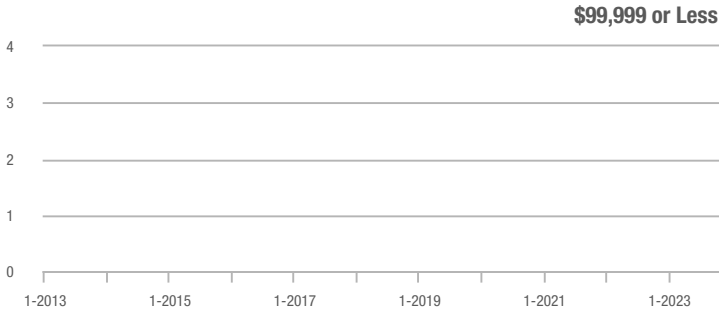
Buyer Interest (Showings/Listings)



South Boston (unincorporated town)

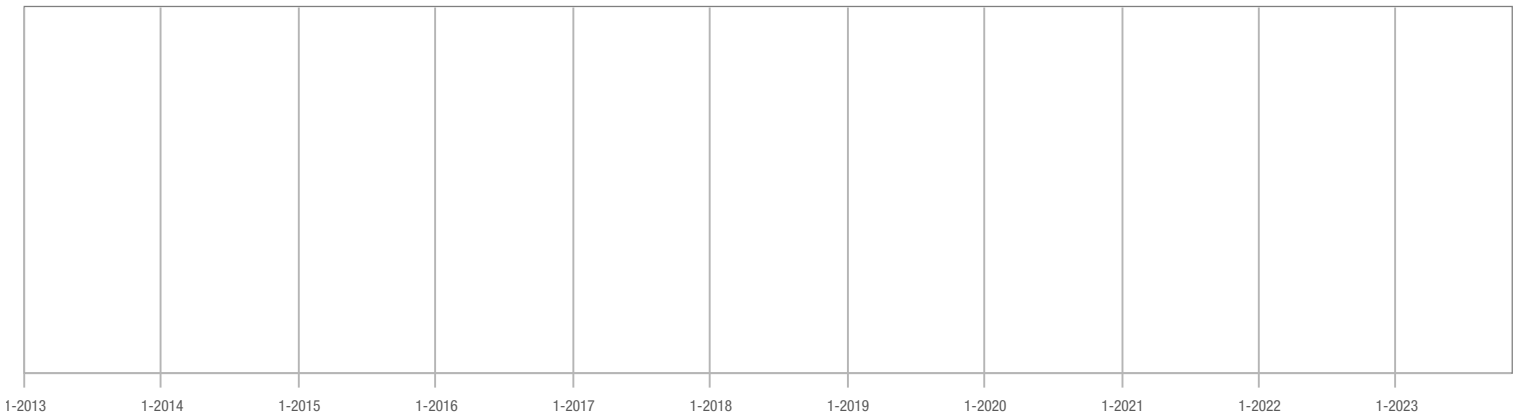
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	0	—	—	—	—	—	0	—	—

Showings



Buyer Interest (Showings/Listings)

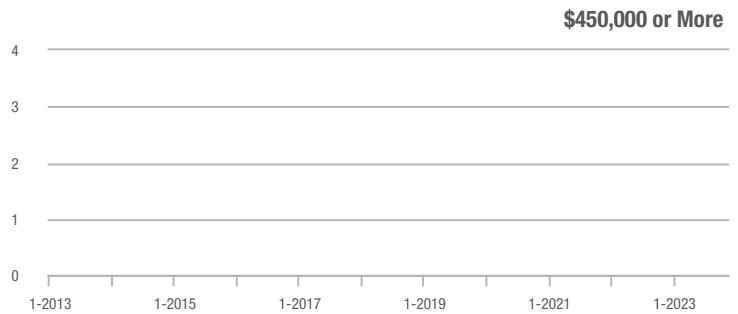
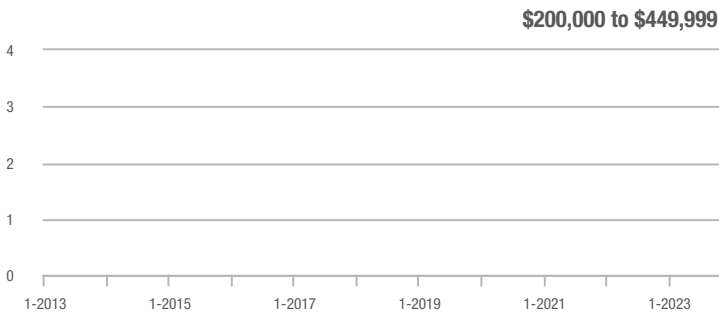
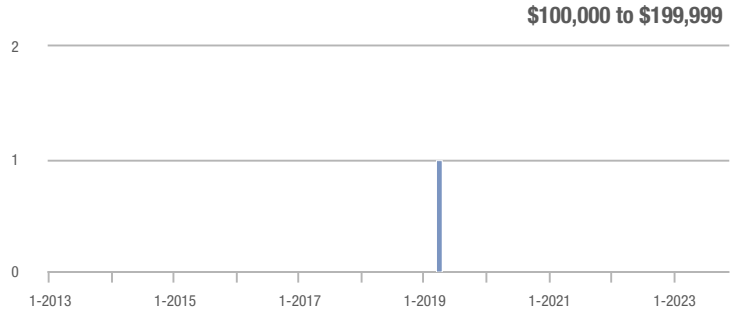
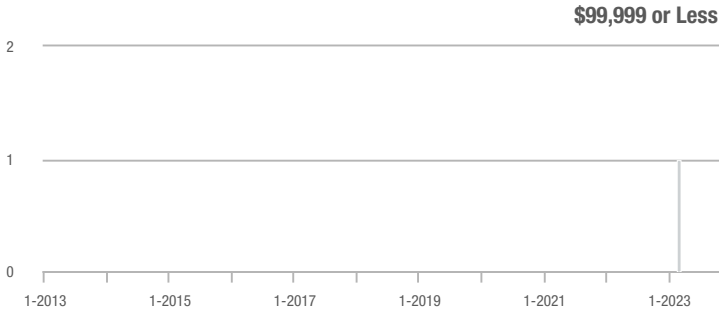
— \$99,999 or Less — \$100,000 to \$199,999 — \$200,000 to \$449,999 — \$450,000 or More



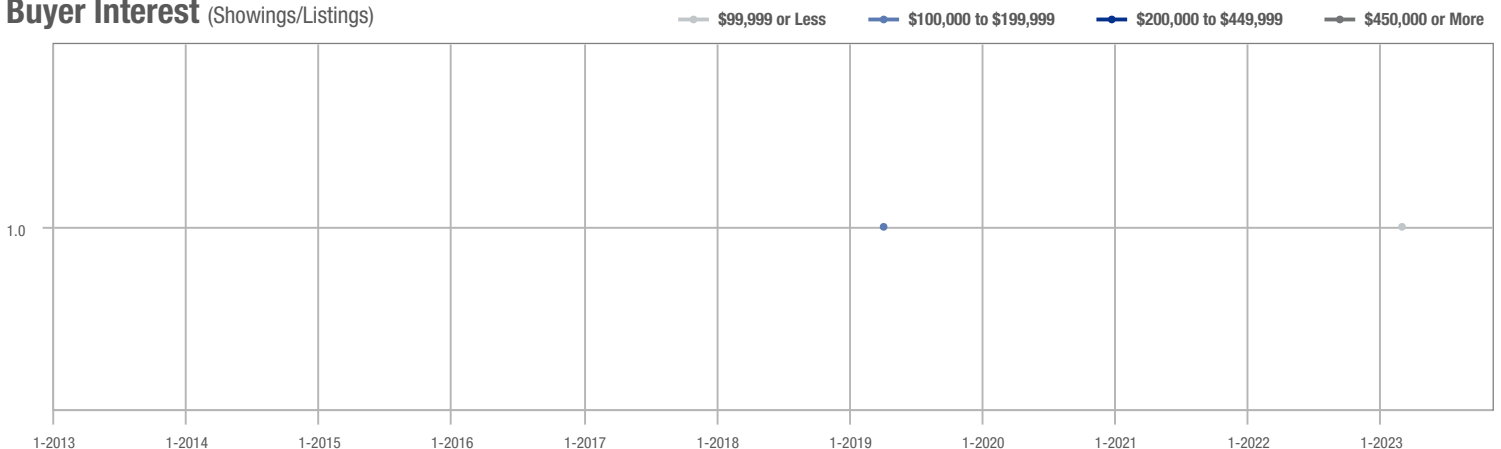
South Hill (unincorporated town)

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	0	—	—	—	—	—	0	—	—

Showings



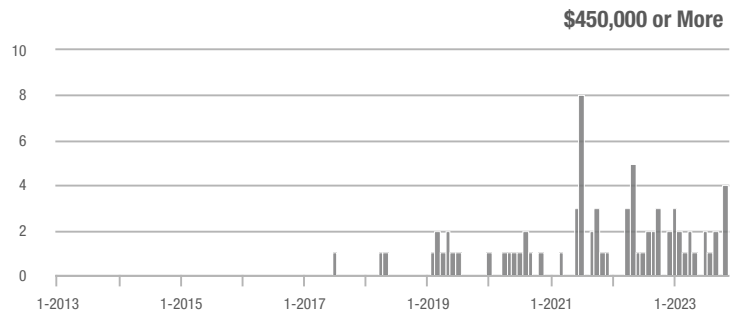
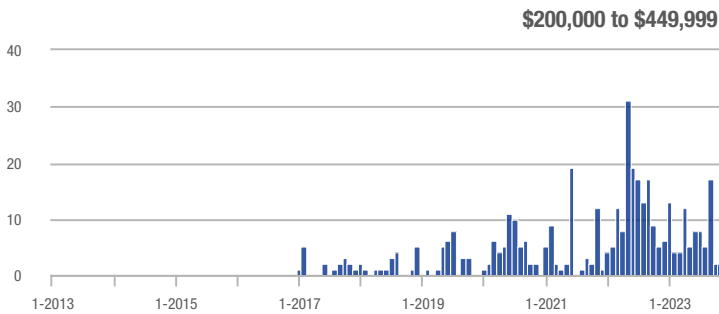
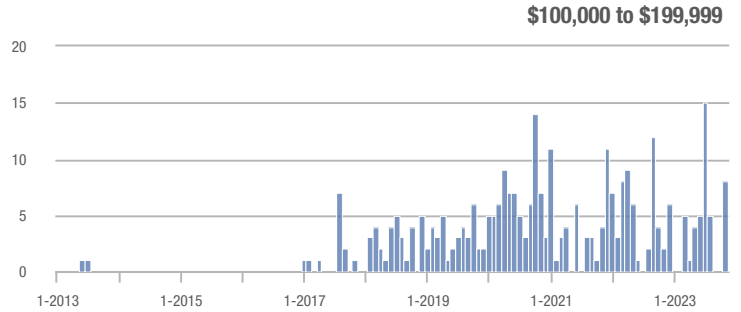
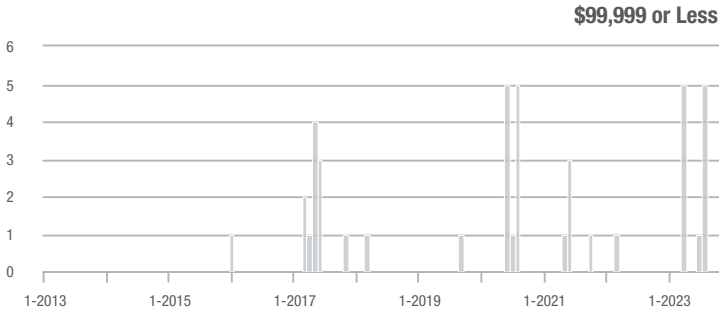
Buyer Interest (Showings/Listings)



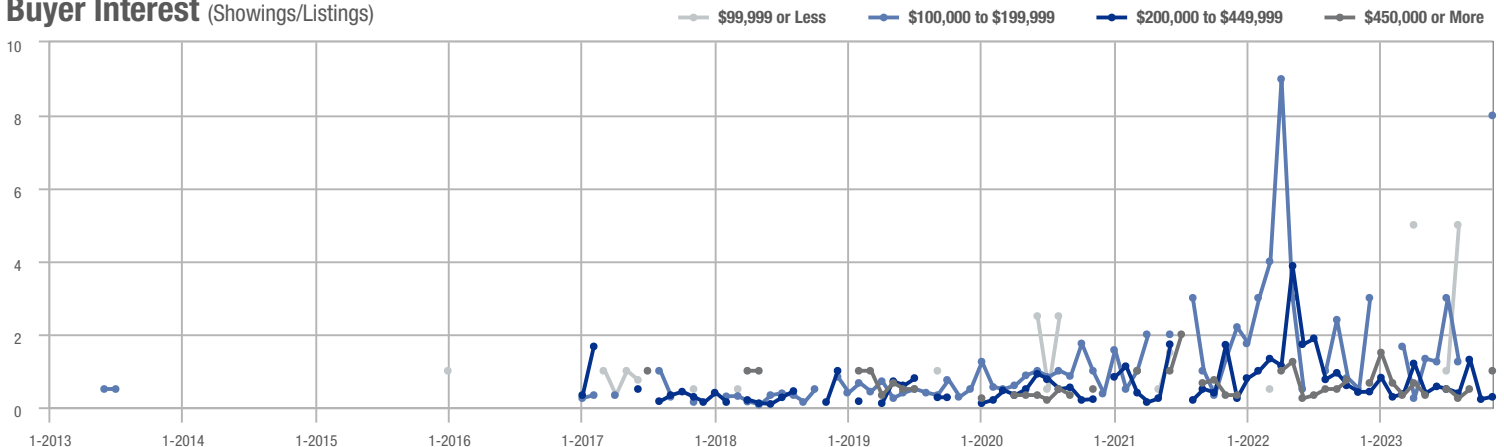
Tappahannock (unincorporated town)

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	8	+ 300.0%	—	8.0	+ 1,500.0%	—	1	- 75.0%	0.0%
\$200,000 to \$449,999	2	- 60.0%	0.0%	0.3	- 31.4%	+ 28.6%	7	- 41.7%	- 22.2%
\$450,000 or More	4	—	—	1.0	—	—	4	0.0%	+ 33.3%
Total	14	+ 100.0%	+ 600.0%	1.2	+ 233.3%	+ 658.3%	12	- 40.0%	- 7.7%

Showings



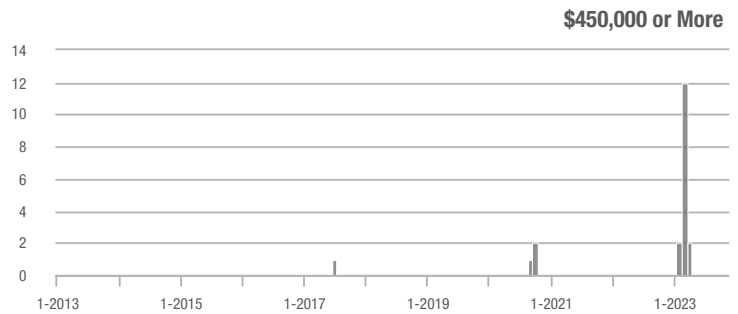
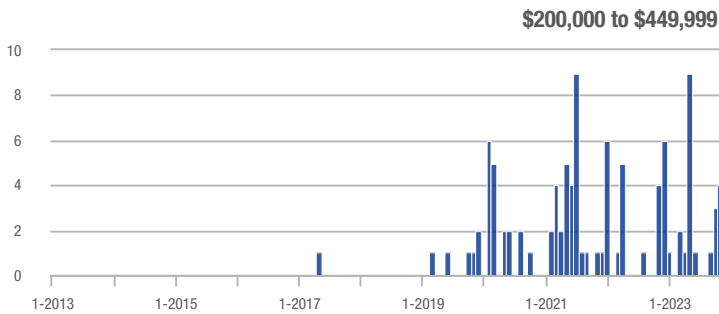
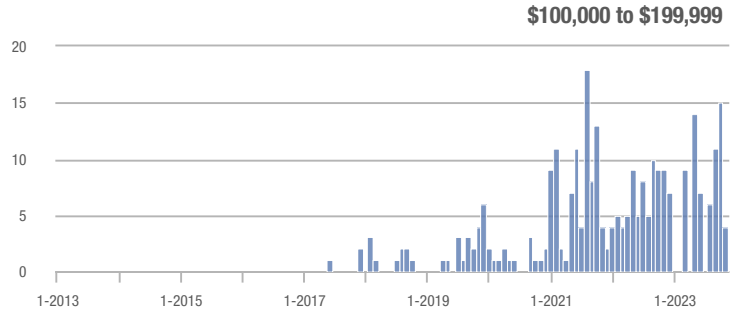
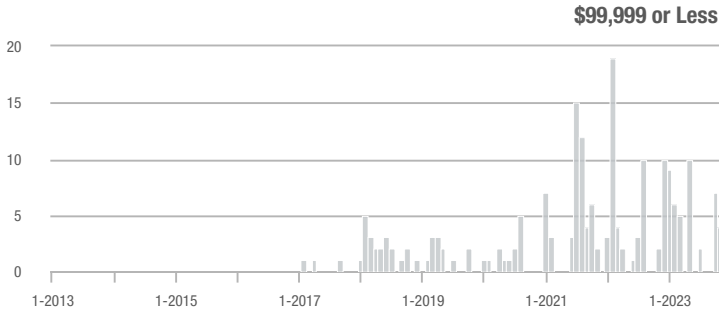
Buyer Interest (Showings/Listings)



Waverly (unincorporated town)

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	4	+ 100.0%	- 42.9%	4.0	+ 500.0%	+ 128.6%	1	- 66.7%	- 75.0%
\$100,000 to \$199,999	4	- 55.6%	- 73.3%	2.0	+ 11.1%	- 60.0%	2	- 60.0%	- 33.3%
\$200,000 to \$449,999	4	0.0%	+ 33.3%	1.0	- 25.0%	+ 33.3%	4	+ 33.3%	0.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	12	- 20.0%	- 52.0%	1.7	+ 25.7%	- 24.6%	7	- 36.4%	- 36.4%

Showings



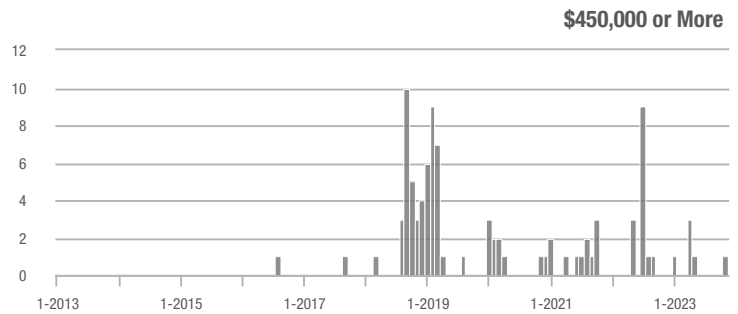
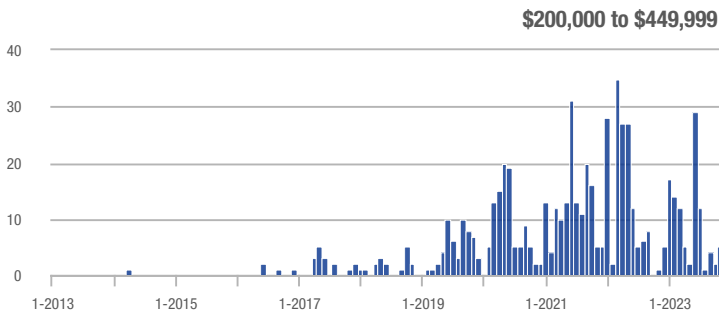
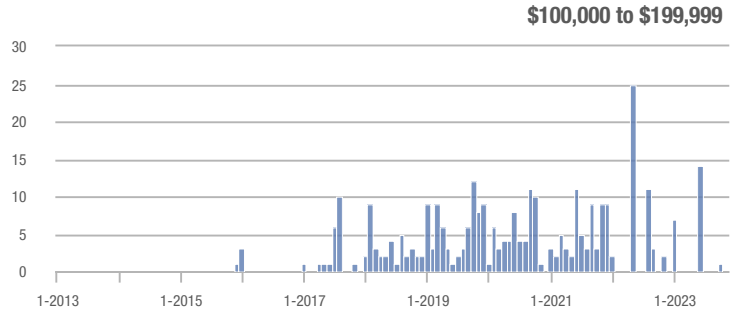
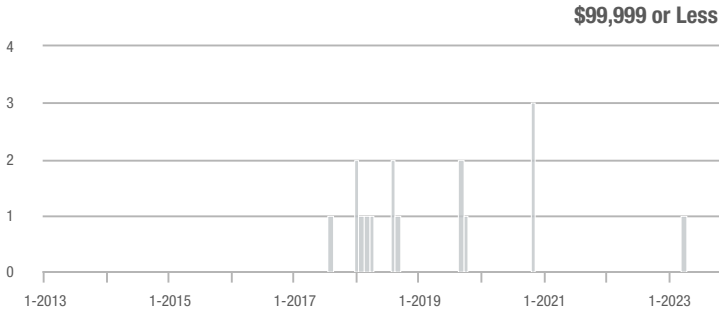
Buyer Interest (Showings/Listings)



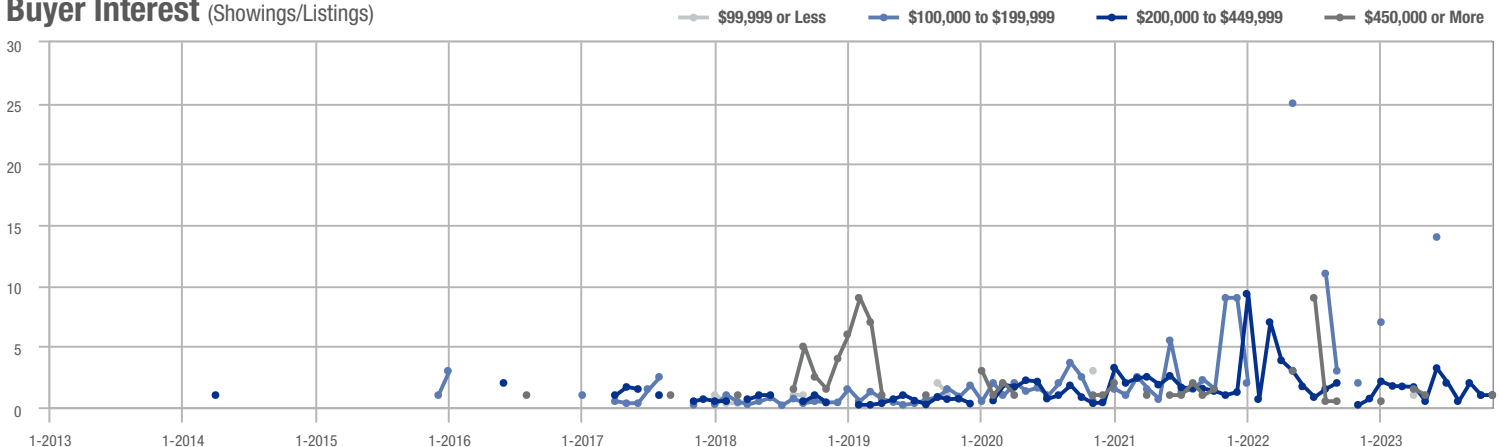
West Point (unincorporated town)

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	5	+ 400.0%	+ 150.0%	1.0	+ 400.0%	0.0%	5	0.0%	+ 150.0%
\$450,000 or More	1	—	—	1.0	—	—	1	- 50.0%	0.0%
Total	6	+ 100.0%	+ 100.0%	1.0	+ 166.7%	+ 33.3%	6	- 25.0%	+ 50.0%

Showings



Buyer Interest (Showings/Listings)

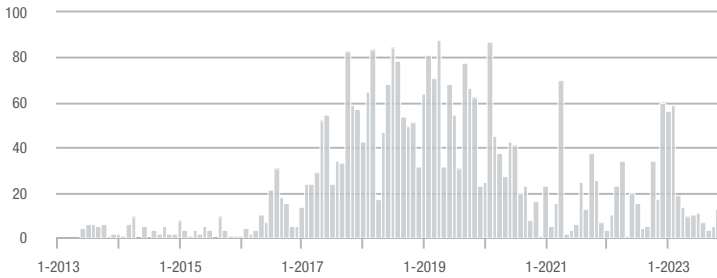


MLS Area 10

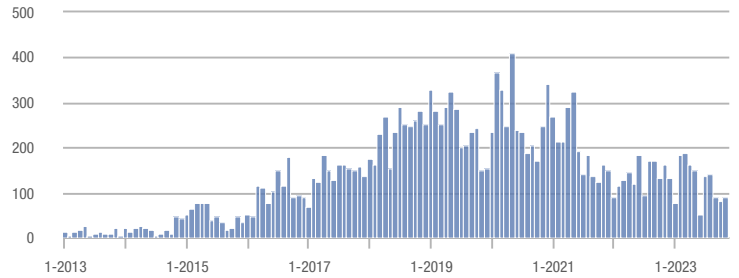
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	13	- 23.5%	+ 160.0%	0.7	- 51.7%	+ 146.3%	19	+ 58.3%	+ 5.6%
\$100,000 to \$199,999	89	- 44.7%	+ 8.5%	4.5	- 50.2%	+ 8.5%	20	+ 11.1%	0.0%
\$200,000 to \$449,999	622	+ 9.3%	+ 23.2%	5.4	+ 5.5%	+ 21.0%	115	+ 3.6%	+ 1.8%
\$450,000 or More	378	- 16.7%	- 10.6%	4.3	- 34.7%	- 13.7%	88	+ 27.5%	+ 3.5%
Total	1,102	- 8.2%	+ 8.6%	4.6	- 20.4%	+ 5.9%	242	+ 15.2%	+ 2.5%

Showings

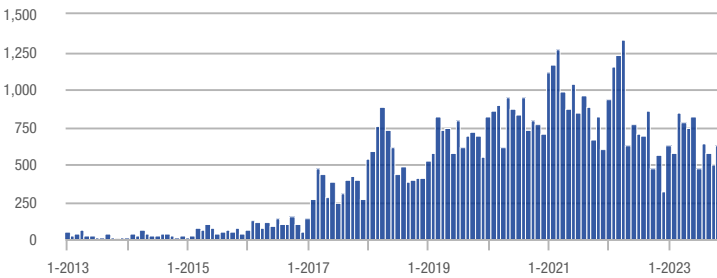
\$99,999 or Less



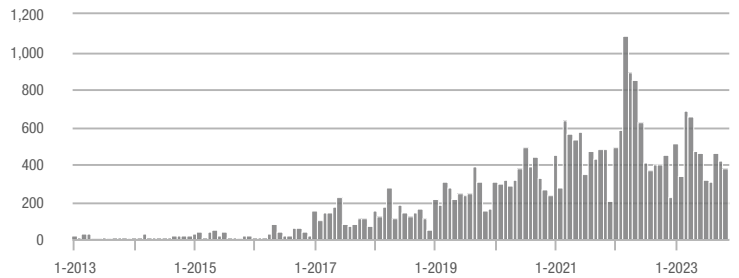
\$100,000 to \$199,999



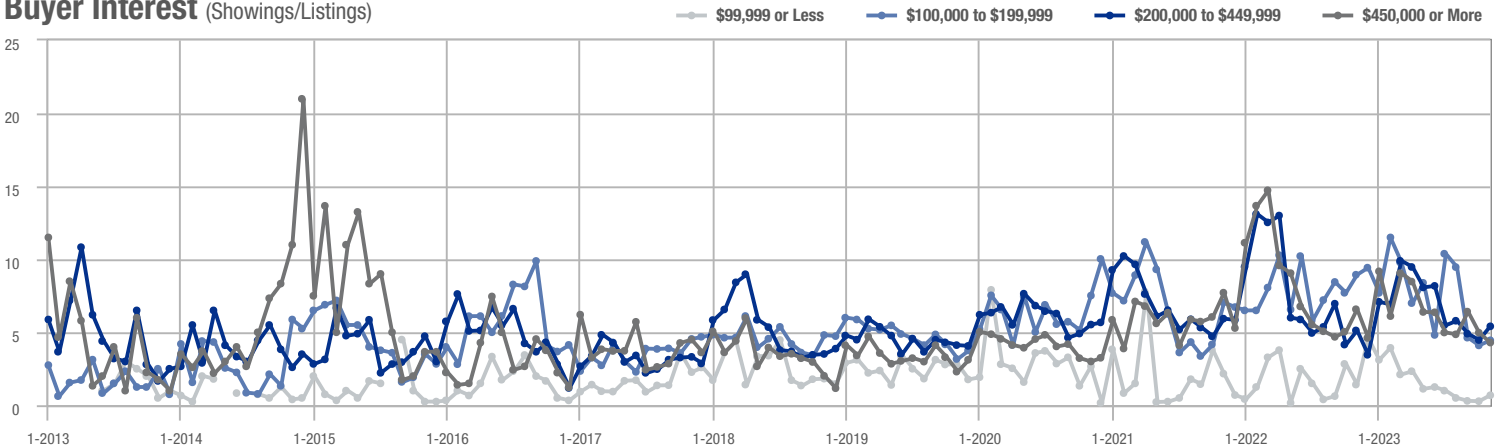
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

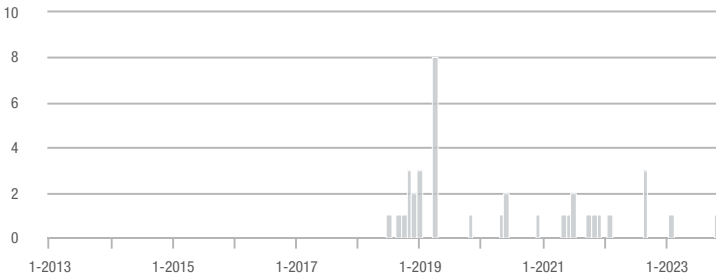


MLS Area 20

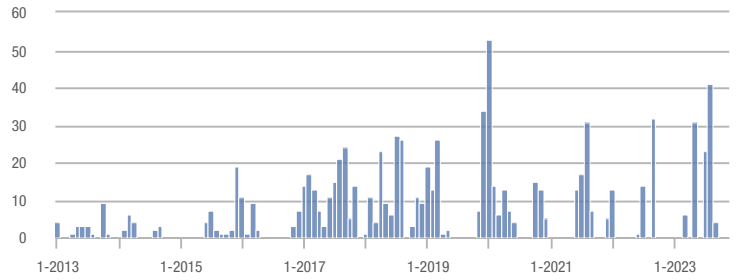
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	—	—	1.0	—	—	1	—	0.0%
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	140	+ 225.6%	+ 150.0%	9.3	+ 138.8%	+ 150.0%	15	+ 36.4%	0.0%
\$450,000 or More	242	+ 96.7%	- 45.1%	6.2	+ 5.9%	- 35.3%	39	+ 85.7%	- 15.2%
Total	383	+ 130.7%	- 22.9%	7.0	+ 34.2%	- 13.1%	55	+ 71.9%	- 11.3%

Showings

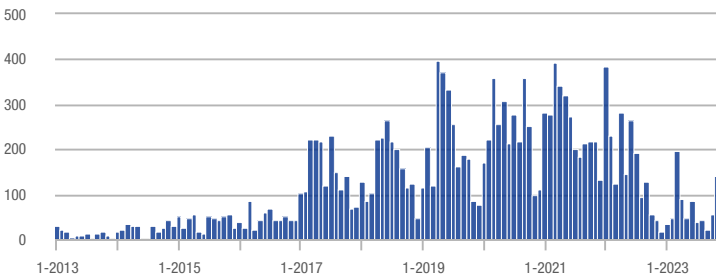
\$99,999 or Less



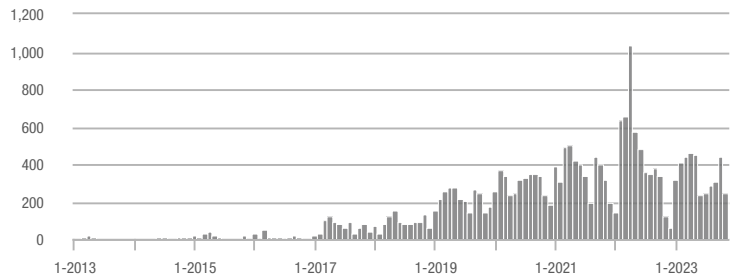
\$100,000 to \$199,999



\$200,000 to \$449,999

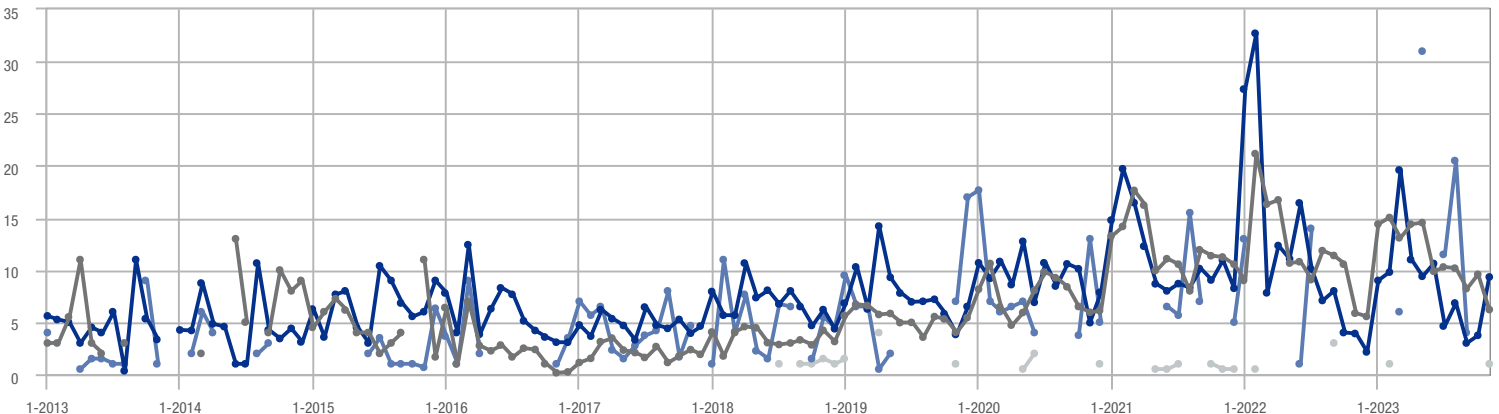


\$450,000 or More



Buyer Interest (Showings/Listings)

— \$99,999 or Less — \$100,000 to \$199,999 — \$200,000 to \$449,999 — \$450,000 or More

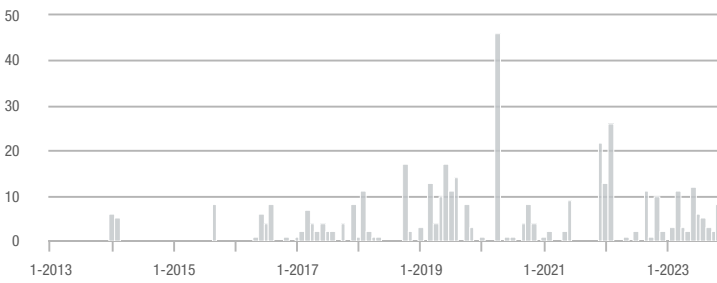


MLS Area 22

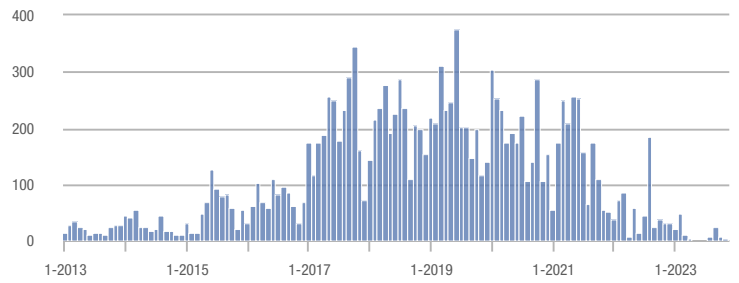
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	8	- 20.0%	+ 300.0%	1.0	- 30.0%	+ 250.0%	8	+ 14.3%	+ 14.3%
\$100,000 to \$199,999	4	- 87.5%	- 50.0%	2.0	- 81.3%	0.0%	2	- 33.3%	- 50.0%
\$200,000 to \$449,999	477	- 16.6%	- 26.0%	6.4	- 18.8%	- 17.2%	75	+ 2.7%	- 10.7%
\$450,000 or More	631	+ 34.8%	- 12.8%	6.1	- 2.8%	- 0.3%	104	+ 38.7%	- 12.6%
Total	1,120	+ 3.5%	- 18.8%	5.9	- 13.5%	- 8.0%	189	+ 19.6%	- 11.7%

Showings

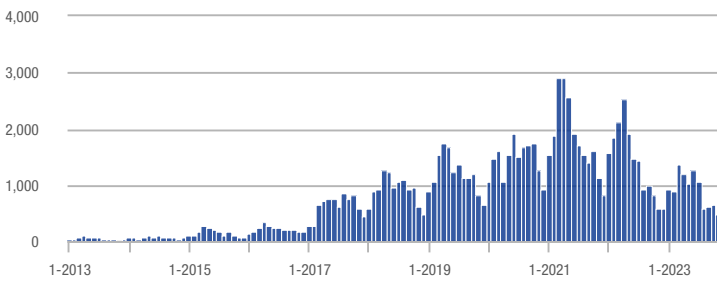
\$99,999 or Less



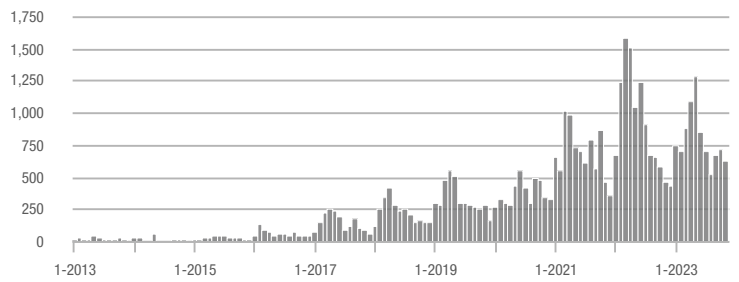
\$100,000 to \$199,999



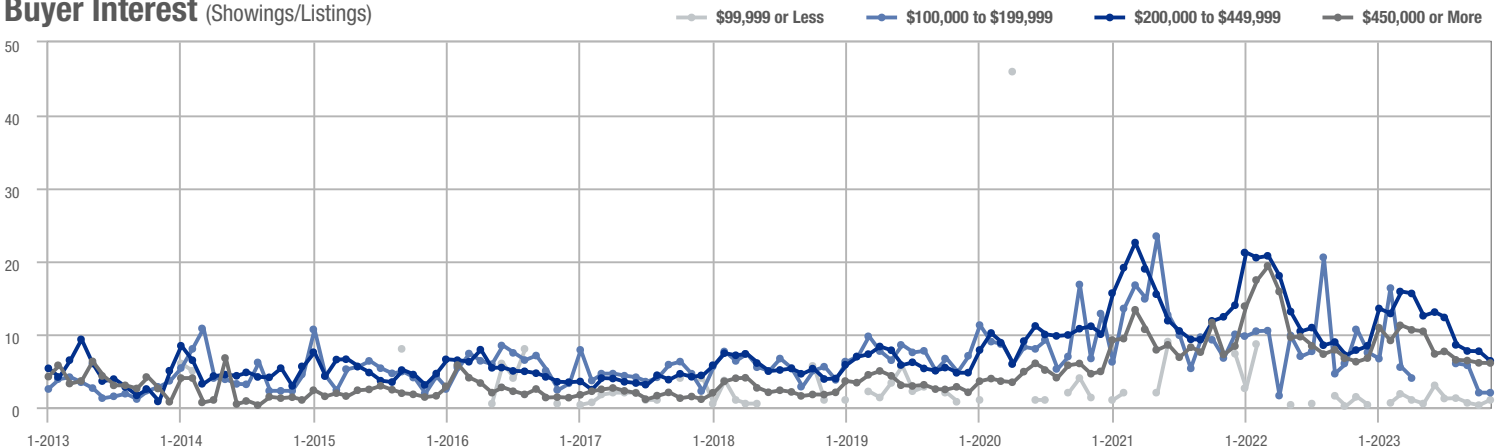
\$200,000 to \$449,999



\$450,000 or More



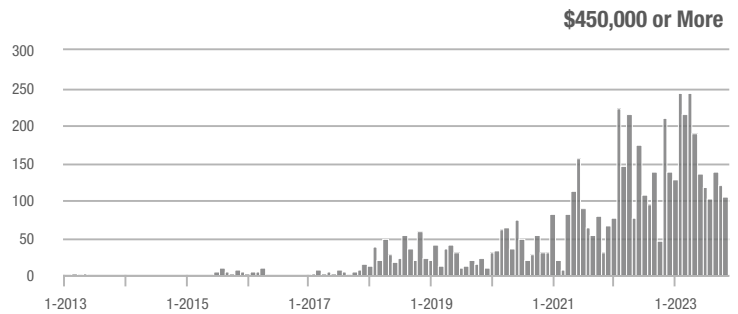
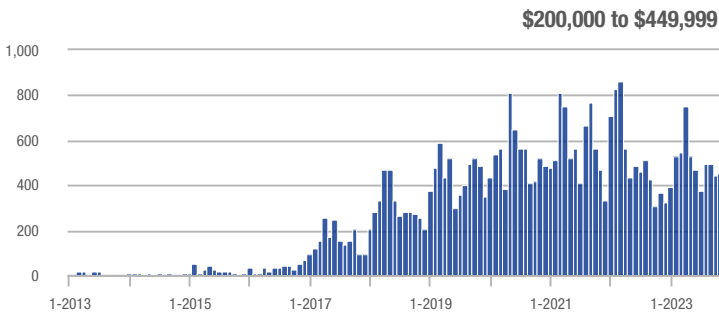
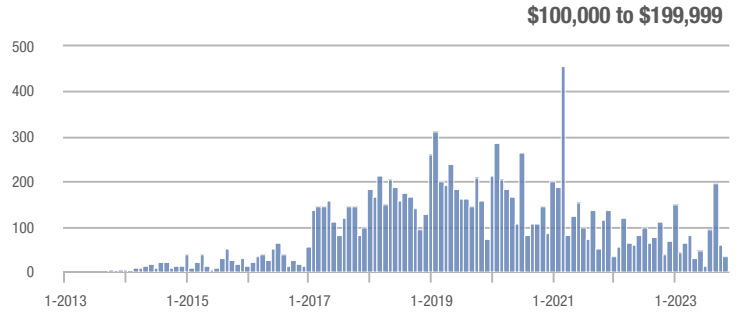
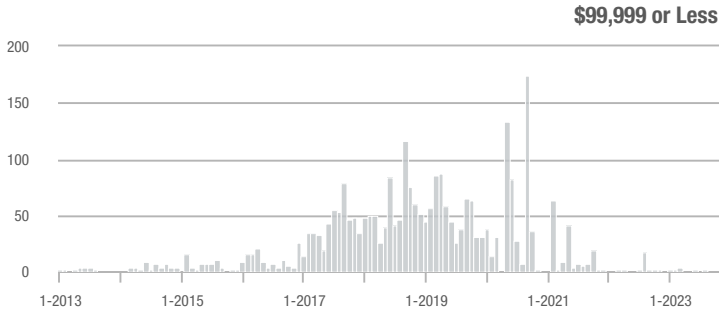
Buyer Interest (Showings/Listings)



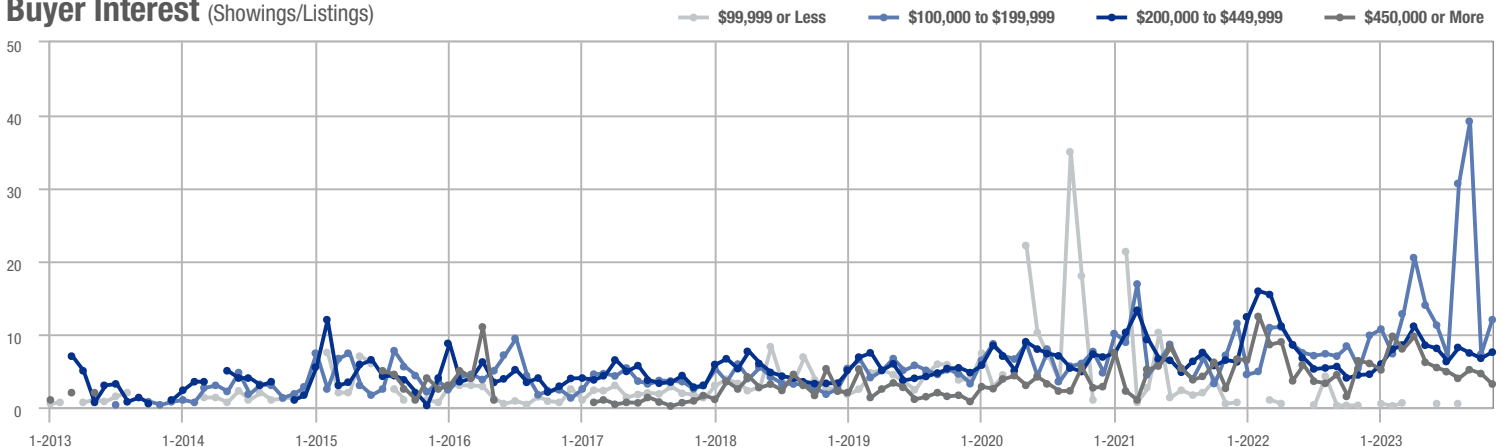
MLS Area 30

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	- 75.0%	0.0%
\$100,000 to \$199,999	36	- 2.7%	- 37.9%	12.0	+ 127.0%	+ 65.5%	3	- 57.1%	- 62.5%
\$200,000 to \$449,999	453	+ 23.4%	+ 2.3%	7.6	+ 70.7%	+ 12.5%	60	- 27.7%	- 9.1%
\$450,000 or More	105	- 50.0%	- 12.5%	3.2	- 50.0%	- 31.1%	33	0.0%	+ 26.9%
Total	594	- 3.4%	- 4.3%	6.1	+ 26.5%	- 0.4%	97	- 23.6%	- 4.0%

Showings



Buyer Interest (Showings/Listings)

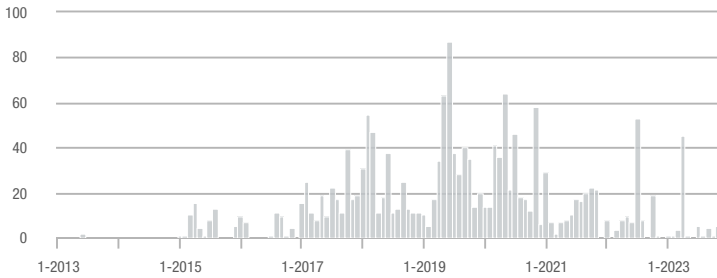


MLS Area 32

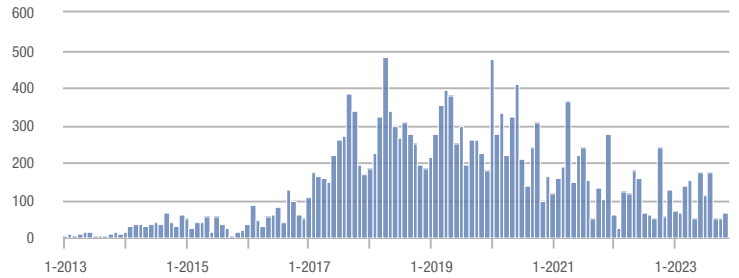
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	5	+ 400.0%	+ 400.0%	1.7	+ 233.3%	+ 233.3%	3	+ 50.0%	+ 50.0%
\$100,000 to \$199,999	65	+ 16.1%	+ 30.0%	16.3	+ 103.1%	+ 95.0%	4	- 42.9%	- 33.3%
\$200,000 to \$449,999	354	- 19.2%	- 1.7%	8.9	+ 67.7%	+ 32.8%	40	- 51.8%	- 25.9%
\$450,000 or More	16	+ 77.8%	- 11.1%	4.0	+ 33.3%	+ 77.8%	4	+ 33.3%	- 50.0%
Total	440	- 12.7%	+ 2.6%	8.6	+ 62.6%	+ 40.8%	51	- 46.3%	- 27.1%

Showings

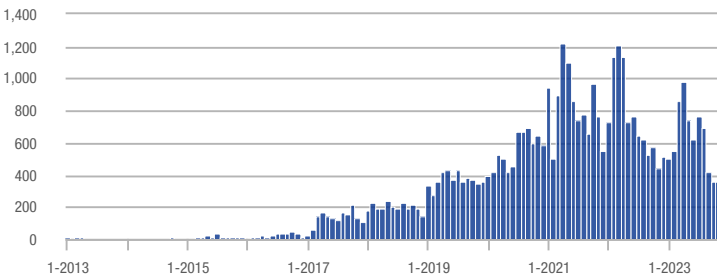
\$99,999 or Less



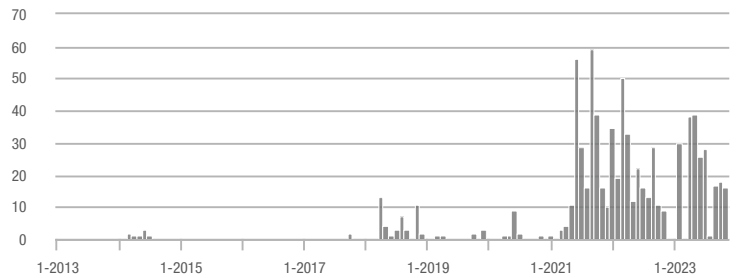
\$100,000 to \$199,999



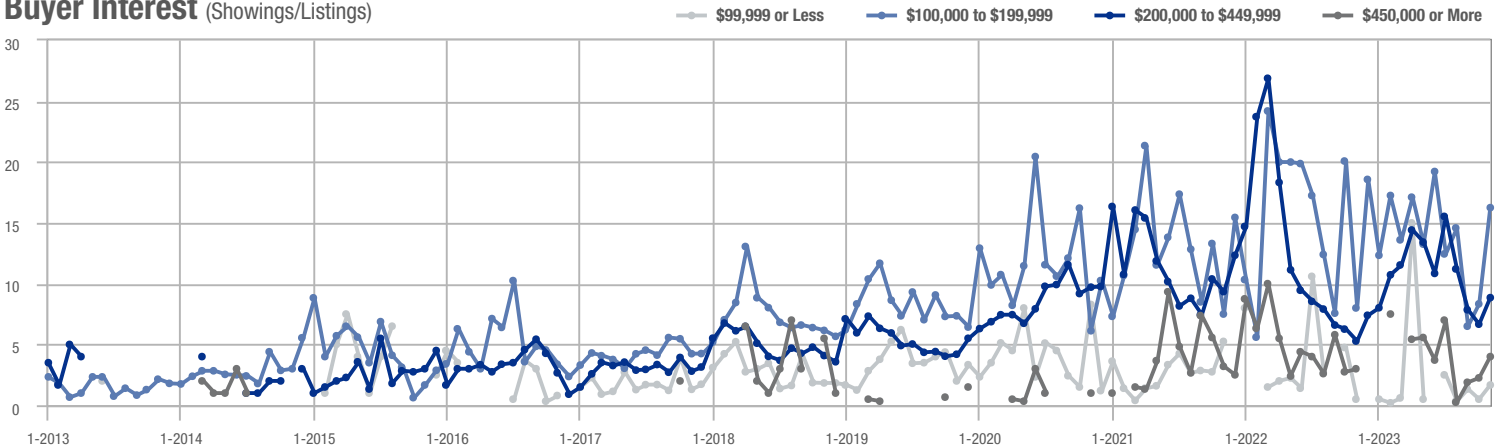
\$200,000 to \$449,999



\$450,000 or More



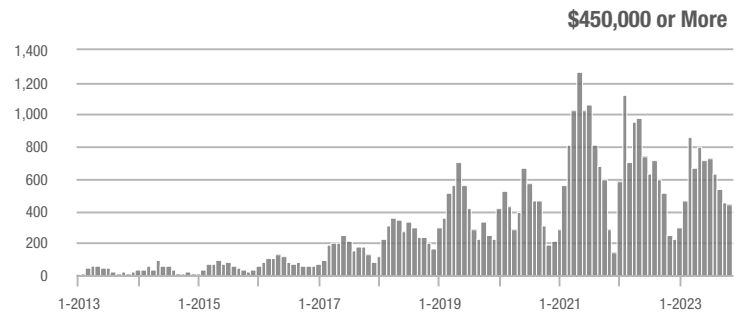
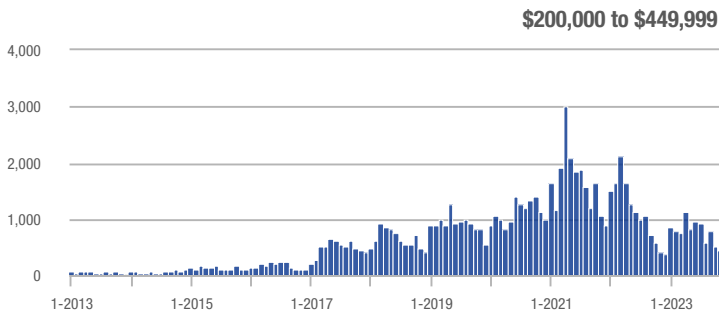
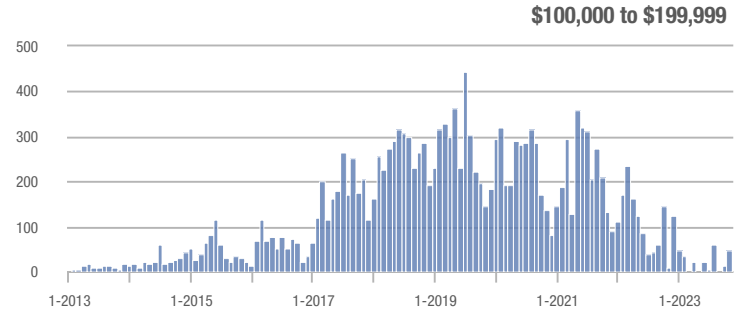
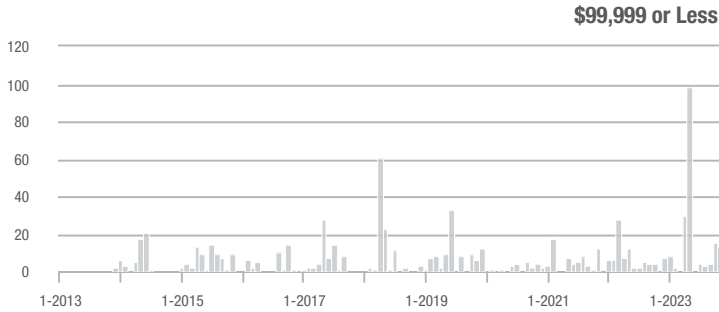
Buyer Interest (Showings/Listings)



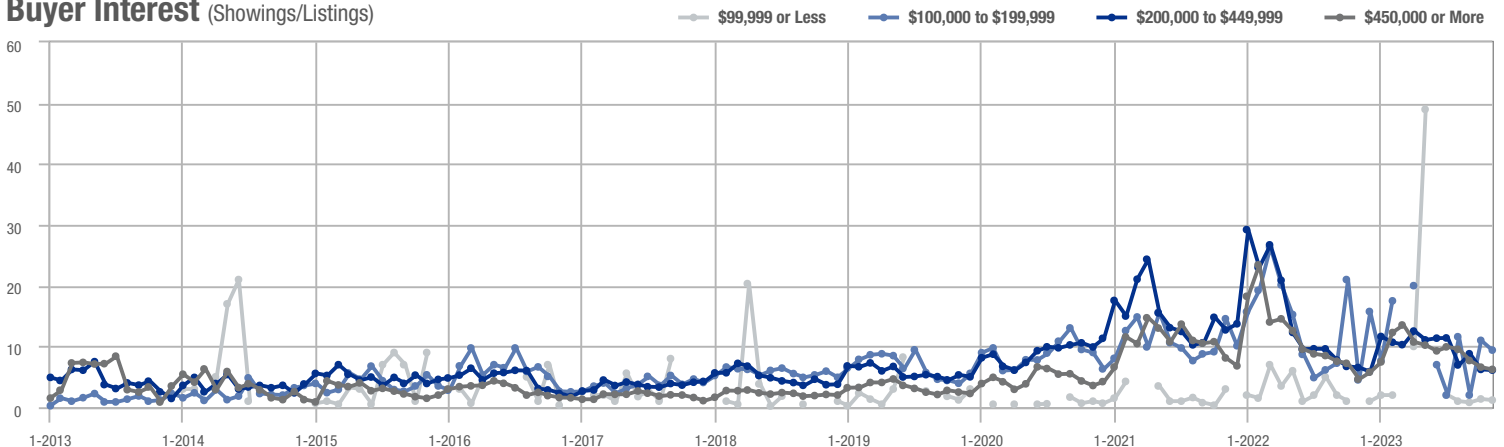
MLS Area 34

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	13	—	- 13.3%	1.2	—	- 13.3%	11	+ 450.0%	0.0%
\$100,000 to \$199,999	47	+ 422.2%	+ 327.3%	9.4	+ 108.9%	- 14.5%	5	+ 150.0%	+ 400.0%
\$200,000 to \$449,999	452	+ 6.4%	- 9.2%	6.1	- 6.6%	- 1.9%	74	+ 13.8%	- 7.5%
\$450,000 or More	442	+ 74.0%	- 2.9%	6.2	+ 34.8%	- 5.6%	71	+ 29.1%	+ 2.9%
Total	954	+ 38.7%	- 2.6%	5.9	+ 6.8%	- 2.6%	161	+ 29.8%	0.0%

Showings



Buyer Interest (Showings/Listings)

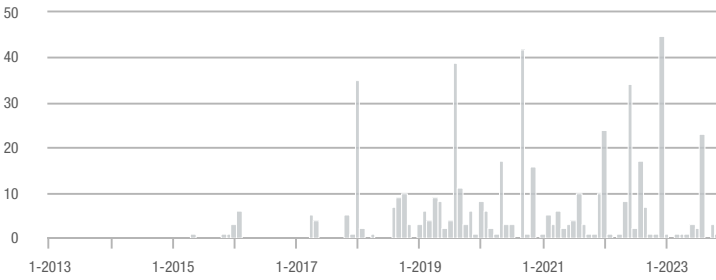


MLS Area 36

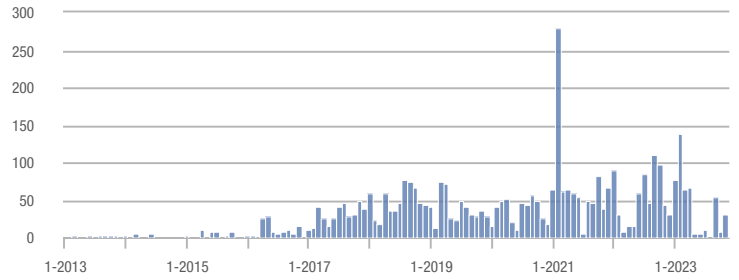
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	0.0%	- 66.7%	0.3	+ 33.3%	- 44.4%	3	- 25.0%	- 40.0%
\$100,000 to \$199,999	32	- 27.3%	+ 357.1%	3.2	+ 1.8%	+ 311.4%	10	- 28.6%	+ 11.1%
\$200,000 to \$449,999	160	- 53.1%	- 31.6%	5.7	+ 19.0%	- 7.2%	28	- 60.6%	- 26.3%
\$450,000 or More	235	+ 57.7%	- 23.0%	2.8	+ 82.4%	- 11.8%	83	- 13.5%	- 12.6%
Total	428	- 20.0%	- 22.0%	3.5	+ 19.4%	- 7.6%	124	- 33.0%	- 15.6%

Showings

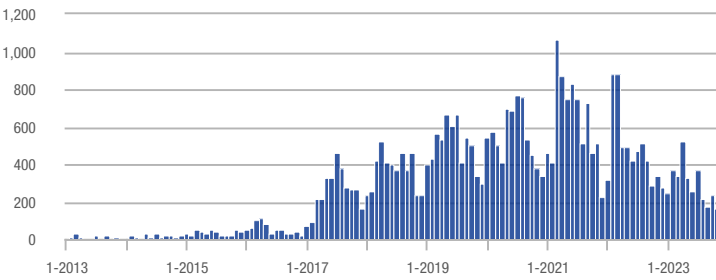
\$99,999 or Less



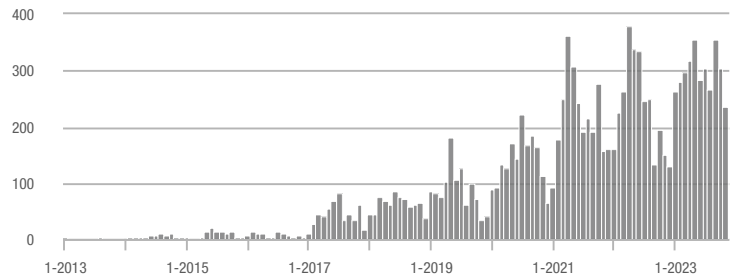
\$100,000 to \$199,999



\$200,000 to \$449,999

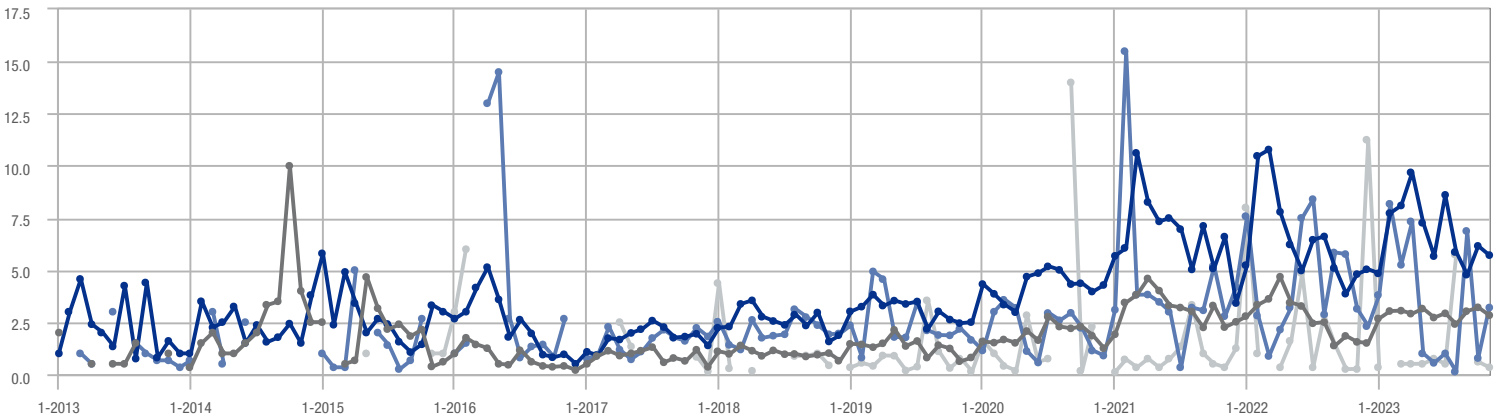


\$450,000 or More



Buyer Interest (Showings/Listings)

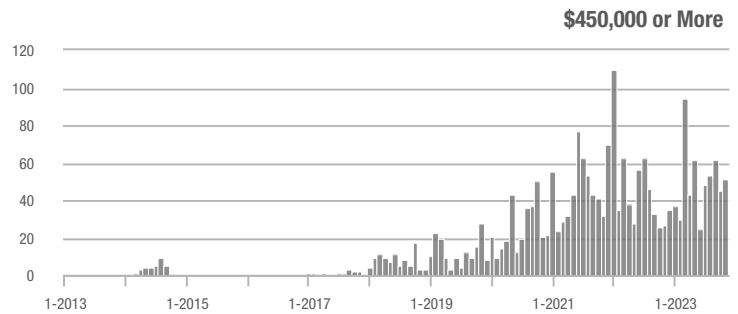
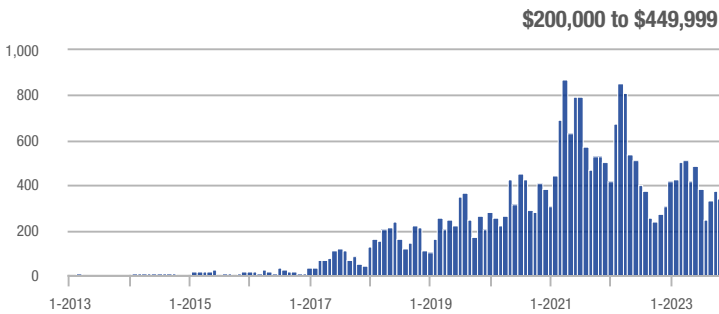
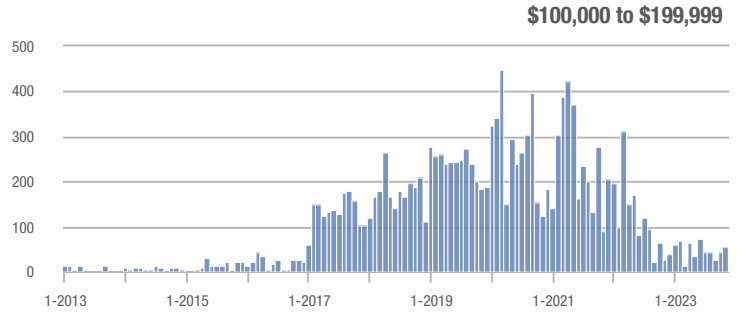
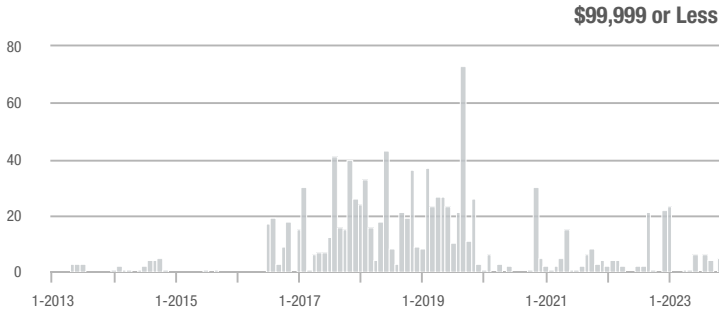
— \$99,999 or Less — \$100,000 to \$199,999 — \$200,000 to \$449,999 — \$450,000 or More



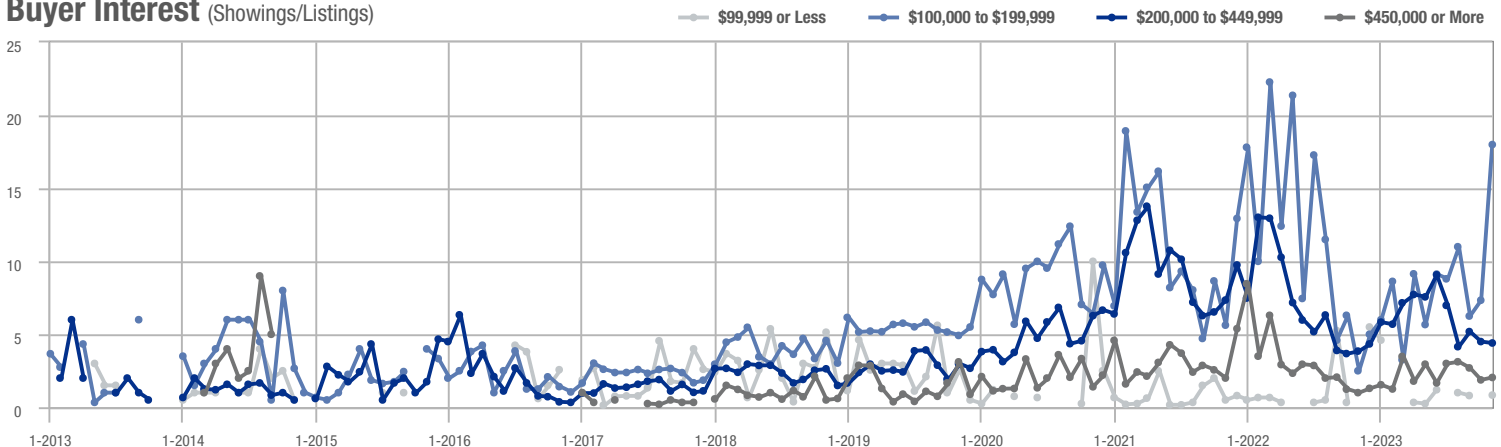
MLS Area 40

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	5	—	—	0.8	—	—	6	+ 100.0%	0.0%
\$100,000 to \$199,999	54	+ 116.0%	+ 22.7%	18.0	+ 620.0%	+ 145.5%	3	- 70.0%	- 50.0%
\$200,000 to \$449,999	339	+ 22.4%	- 10.3%	4.4	+ 14.4%	- 2.2%	77	+ 6.9%	- 8.3%
\$450,000 or More	51	+ 88.9%	+ 13.3%	2.0	+ 104.0%	+ 8.8%	25	- 7.4%	+ 4.2%
Total	449	+ 36.5%	- 3.9%	4.0	+ 37.7%	+ 3.9%	111	- 0.9%	- 7.5%

Showings



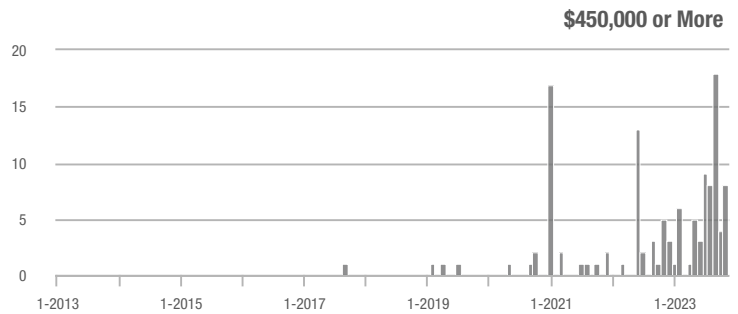
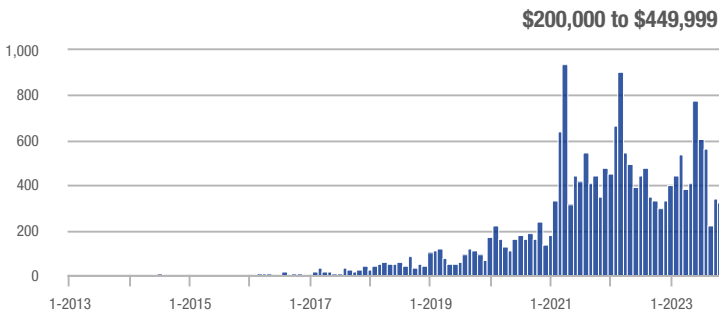
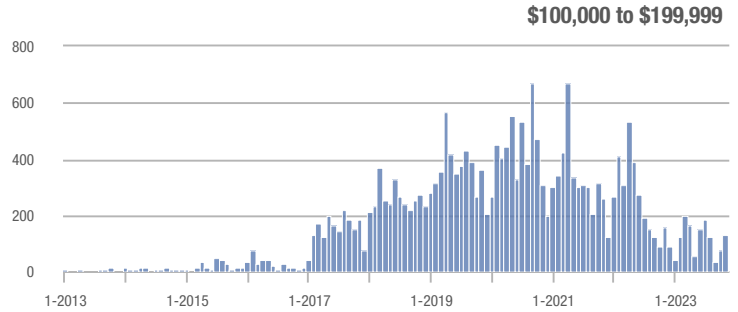
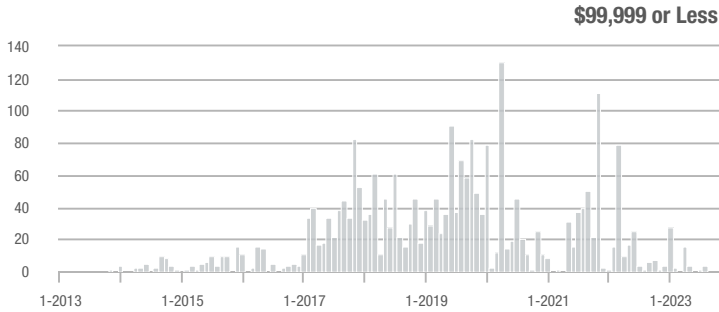
Buyer Interest (Showings/Listings)



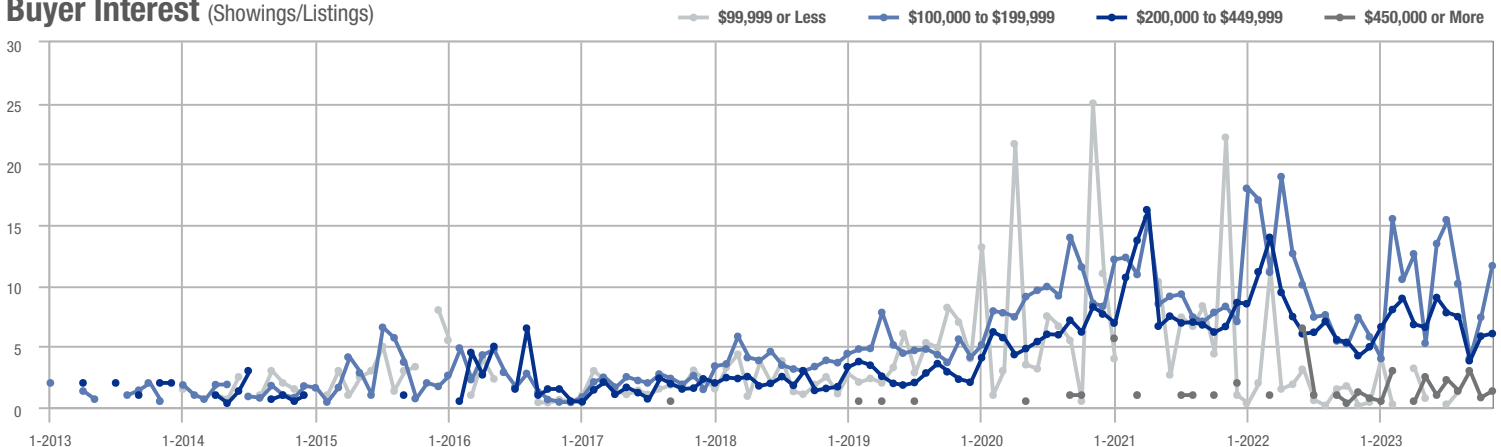
MLS Area 42

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	2	- 71.4%	0.0%
\$100,000 to \$199,999	128	- 17.4%	+ 73.0%	11.6	+ 57.7%	+ 57.2%	11	- 47.6%	+ 10.0%
\$200,000 to \$449,999	321	+ 8.1%	- 5.3%	6.1	+ 42.7%	+ 3.6%	53	- 24.3%	- 8.6%
\$450,000 or More	8	+ 60.0%	+ 100.0%	1.3	+ 6.7%	+ 66.7%	6	+ 50.0%	+ 20.0%
Total	457	- 0.2%	+ 9.6%	6.3	+ 41.4%	+ 14.2%	72	- 29.4%	- 4.0%

Showings



Buyer Interest (Showings/Listings)

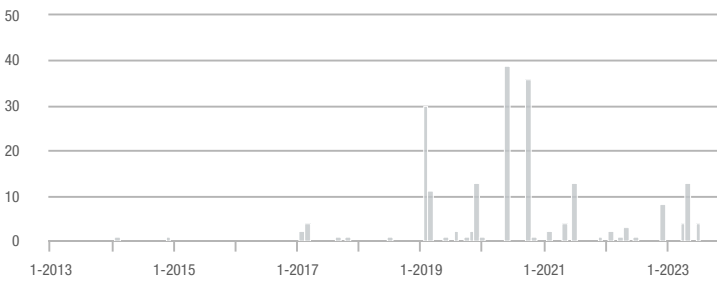


MLS Area 44

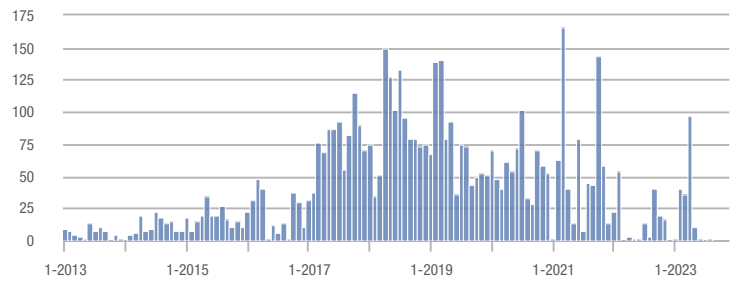
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	0.0%	0.0%
\$100,000 to \$199,999	0	—	—	—	—	—	2	-66.7%	0.0%
\$200,000 to \$449,999	179	-40.7%	-1.1%	4.7	+2.9%	+9.3%	38	-42.4%	-9.5%
\$450,000 or More	98	-26.3%	-49.7%	2.0	-20.3%	-41.5%	49	-7.5%	-14.0%
Total	277	-38.7%	-26.3%	3.1	-14.2%	-16.5%	90	-28.6%	-11.8%

Showings

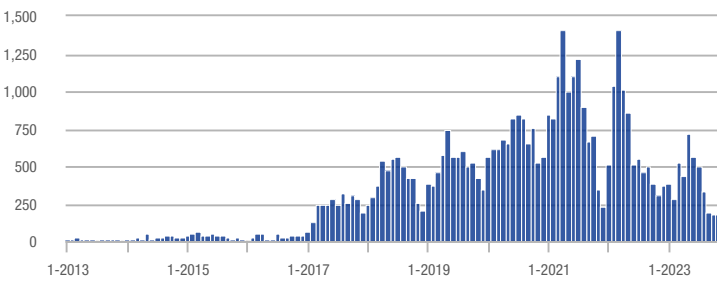
\$99,999 or Less



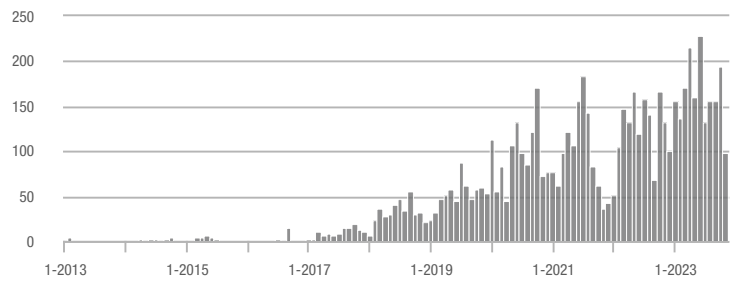
\$100,000 to \$199,999



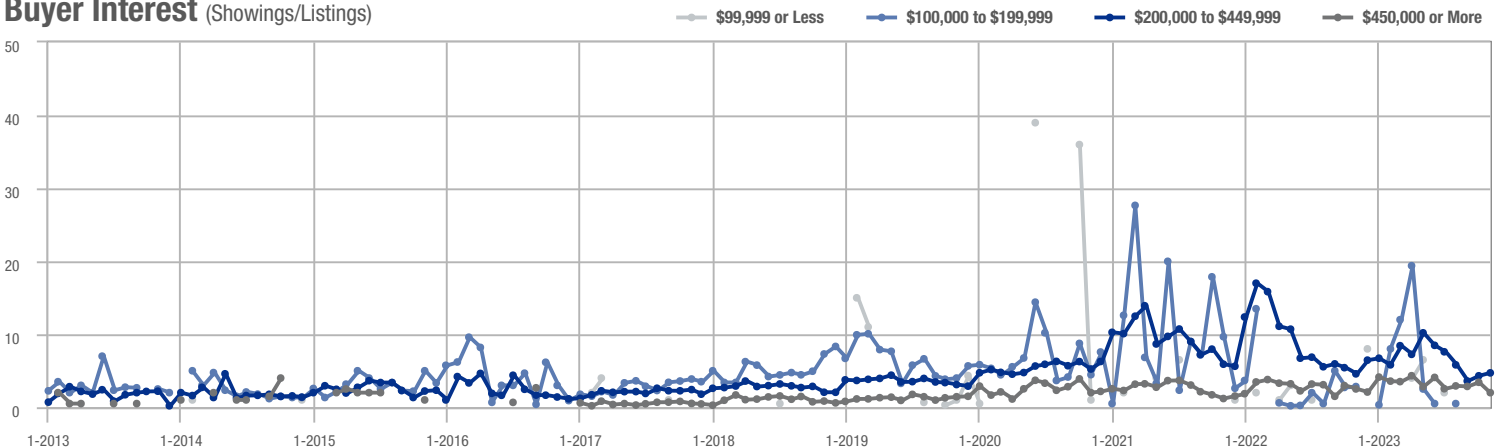
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

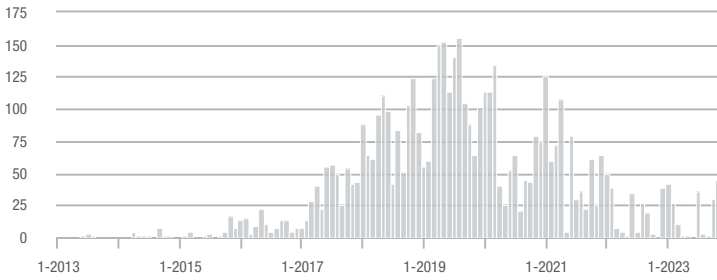


MLS Area 50

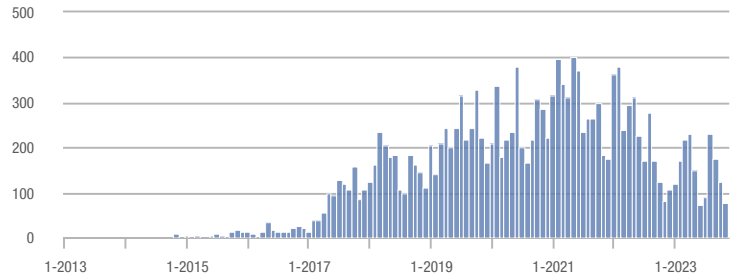
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	45	—	+ 50.0%	11.3	—	+ 125.0%	4	+ 100.0%	- 33.3%
\$100,000 to \$199,999	75	- 7.4%	- 40.5%	5.8	+ 49.6%	- 17.6%	13	- 38.1%	- 27.8%
\$200,000 to \$449,999	292	+ 23.7%	+ 2.1%	4.4	+ 7.1%	+ 2.1%	67	+ 15.5%	0.0%
\$450,000 or More	3	—	—	0.8	—	—	4	+ 100.0%	+ 33.3%
Total	415	+ 30.9%	- 6.1%	4.7	+ 23.5%	+ 0.3%	88	+ 6.0%	- 6.4%

Showings

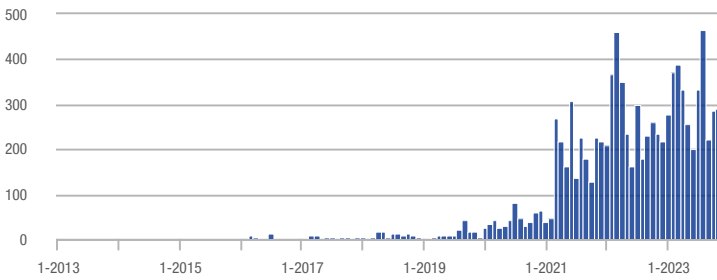
\$99,999 or Less



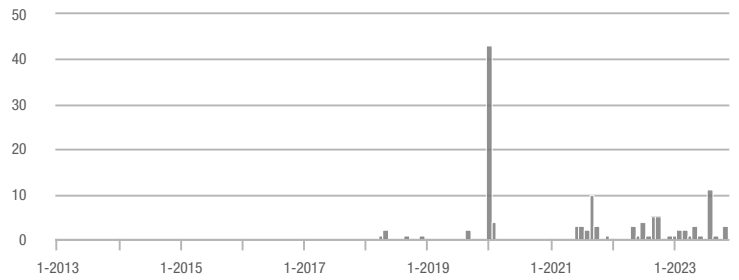
\$100,000 to \$199,999



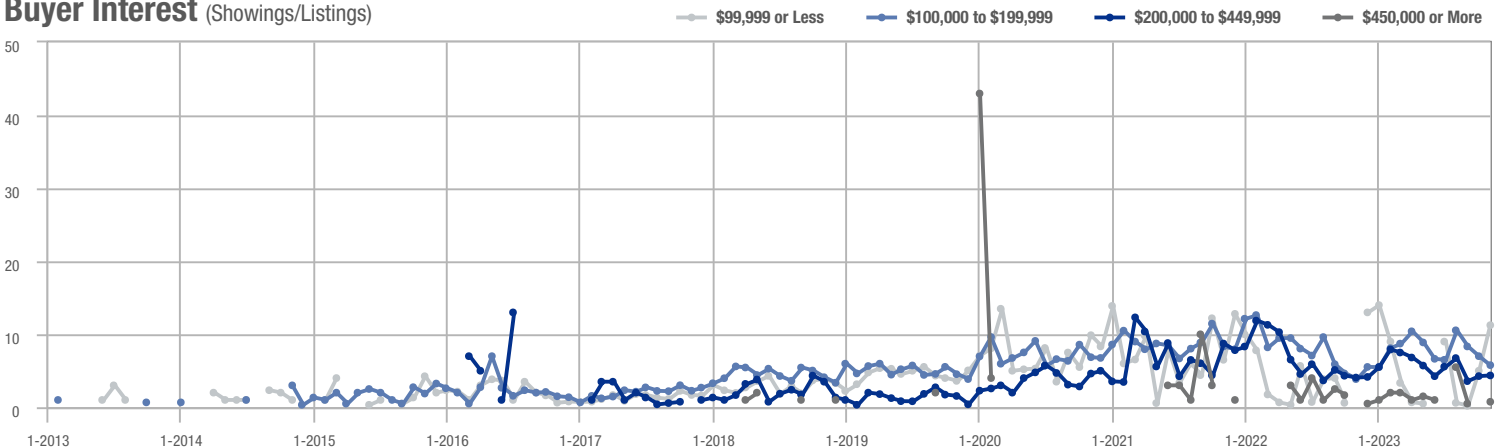
\$200,000 to \$449,999



\$450,000 or More



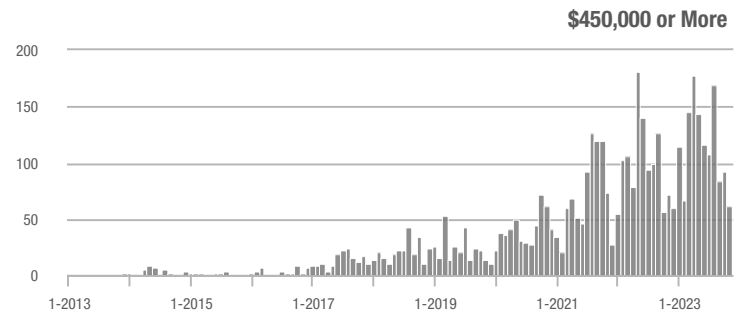
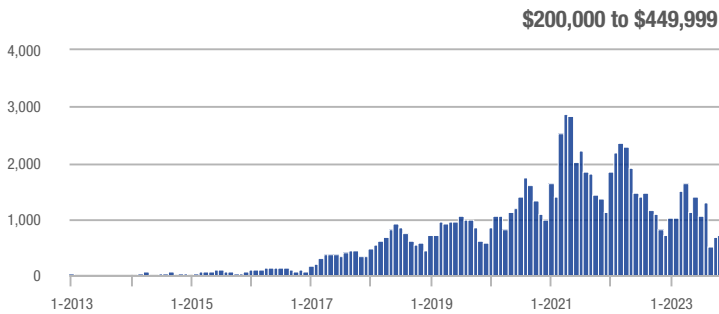
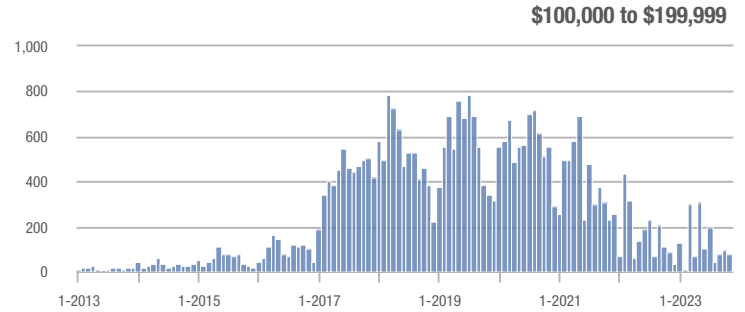
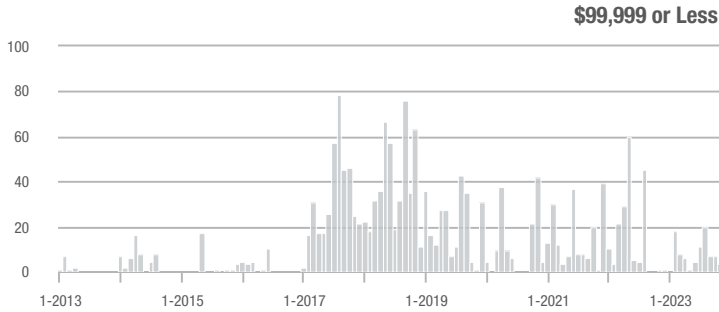
Buyer Interest (Showings/Listings)



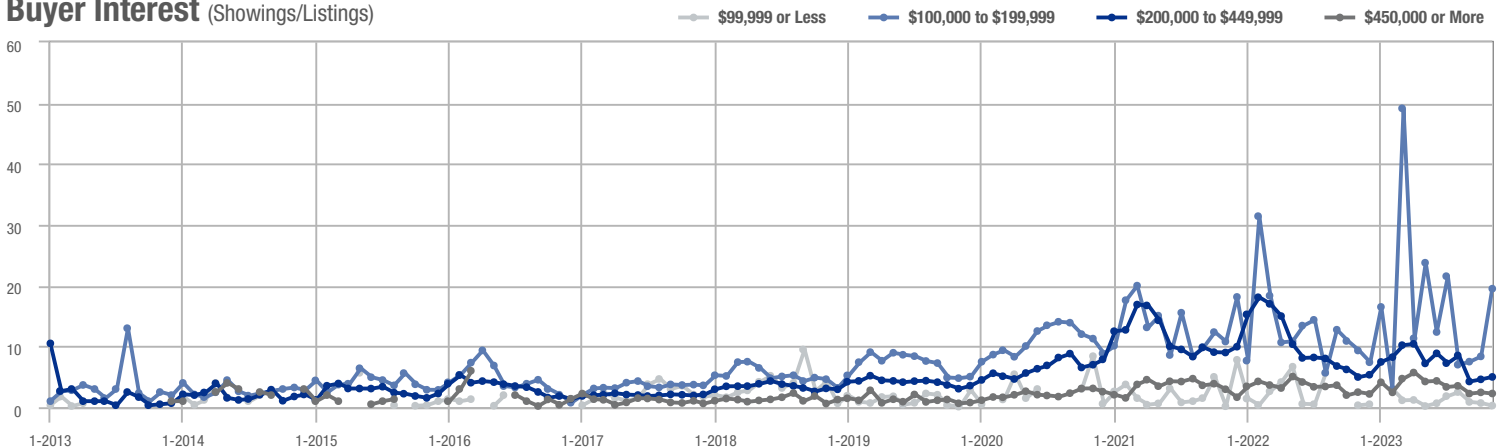
MLS Area 52

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	3	+ 200.0%	- 57.1%	0.3	- 18.2%	- 61.0%	11	+ 266.7%	+ 10.0%
\$100,000 to \$199,999	78	- 7.1%	- 15.2%	19.5	+ 108.9%	+ 133.2%	4	- 55.6%	- 63.6%
\$200,000 to \$449,999	733	- 8.9%	+ 9.4%	5.0	+ 0.3%	+ 8.7%	147	- 9.3%	+ 0.7%
\$450,000 or More	61	- 15.3%	- 34.4%	2.3	- 9.0%	- 7.7%	27	- 6.9%	- 28.9%
Total	875	- 9.0%	+ 1.5%	4.6	- 2.3%	+ 10.1%	189	- 6.9%	- 7.8%

Showings



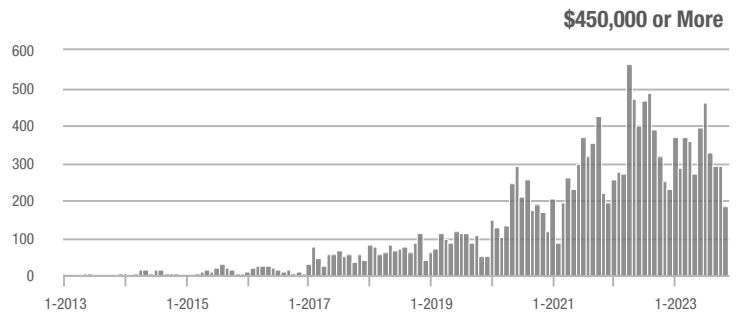
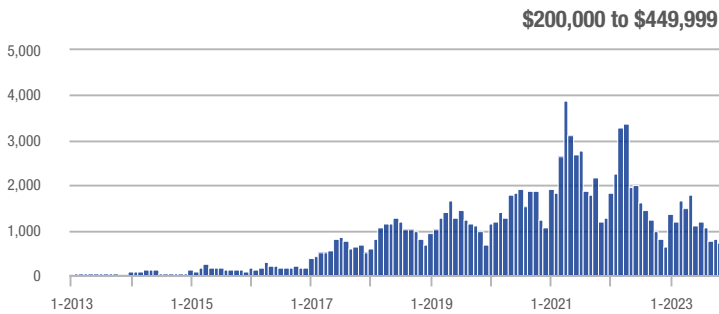
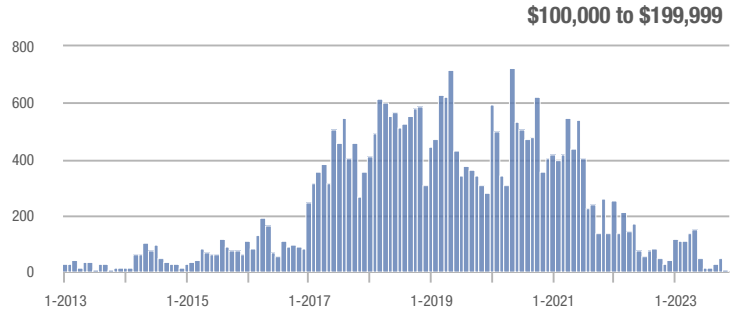
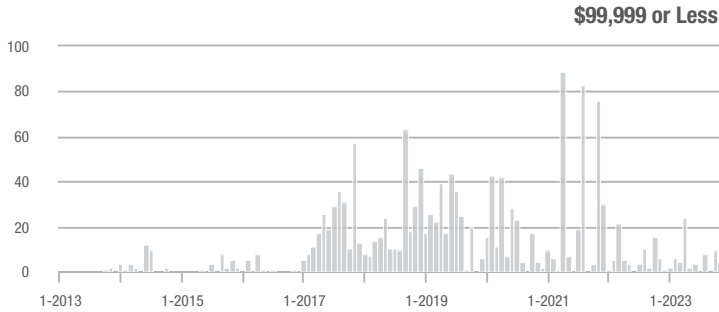
Buyer Interest (Showings/Listings)



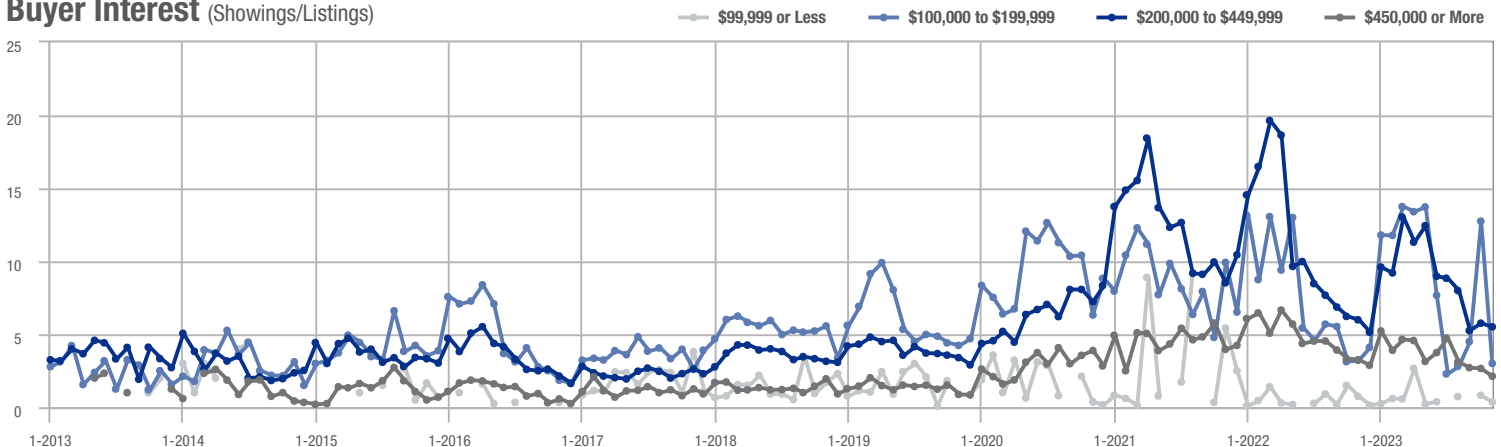
MLS Area 54

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	4	- 33.3%	- 55.6%	0.4	- 51.5%	- 55.6%	11	+ 37.5%	0.0%
\$100,000 to \$199,999	6	- 79.3%	- 88.2%	3.0	- 6.9%	- 76.5%	2	- 77.8%	- 50.0%
\$200,000 to \$449,999	744	- 8.7%	- 9.7%	5.5	- 8.0%	- 4.4%	135	- 0.7%	- 5.6%
\$450,000 or More	185	- 26.9%	- 36.2%	2.1	- 34.4%	- 20.1%	87	+ 11.5%	- 20.2%
Total	939	- 14.9%	- 20.0%	4.0	- 16.3%	- 9.1%	235	+ 1.7%	- 12.0%

Showings



Buyer Interest (Showings/Listings)

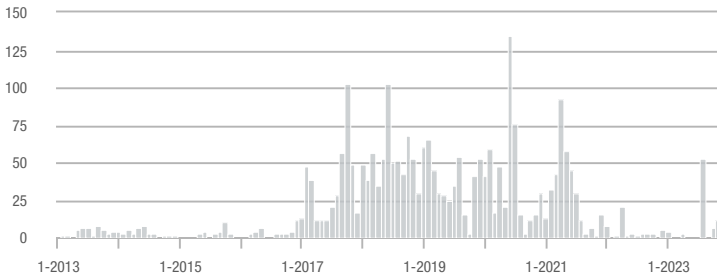


MLS Area 60

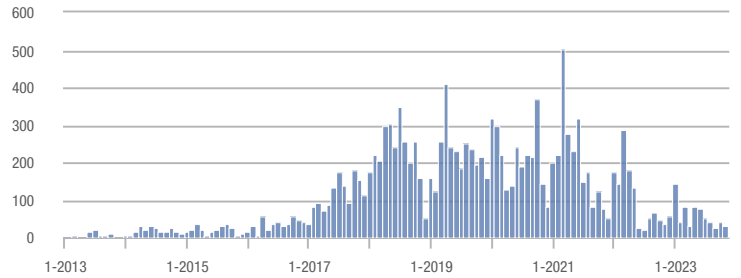
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	12	—	+ 71.4%	3.0	—	+ 71.4%	4	+ 100.0%	0.0%
\$100,000 to \$199,999	33	- 2.9%	- 15.4%	4.1	+ 21.3%	- 15.4%	8	- 20.0%	0.0%
\$200,000 to \$449,999	284	- 12.9%	- 38.7%	5.2	- 12.9%	- 19.7%	55	0.0%	- 23.6%
\$450,000 or More	173	+ 60.2%	+ 8.1%	4.9	- 17.6%	+ 23.6%	35	+ 94.4%	- 12.5%
Total	502	+ 7.3%	- 25.0%	4.9	- 10.6%	- 8.8%	102	+ 20.0%	- 17.7%

Showings

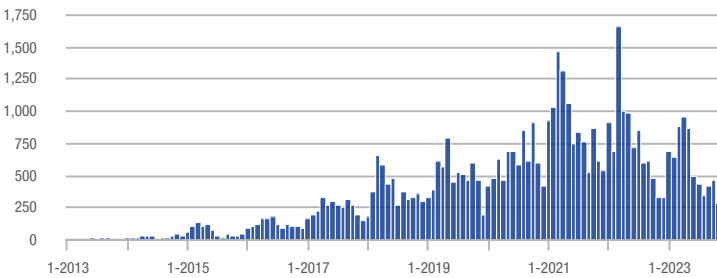
\$99,999 or Less



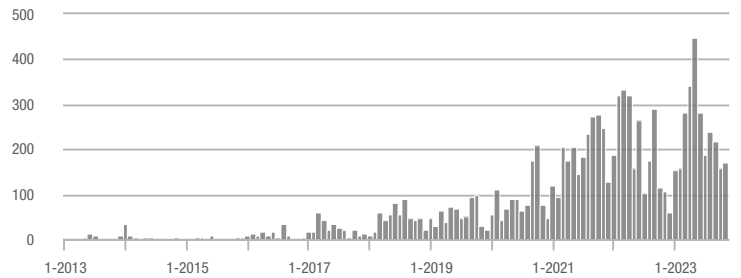
\$100,000 to \$199,999



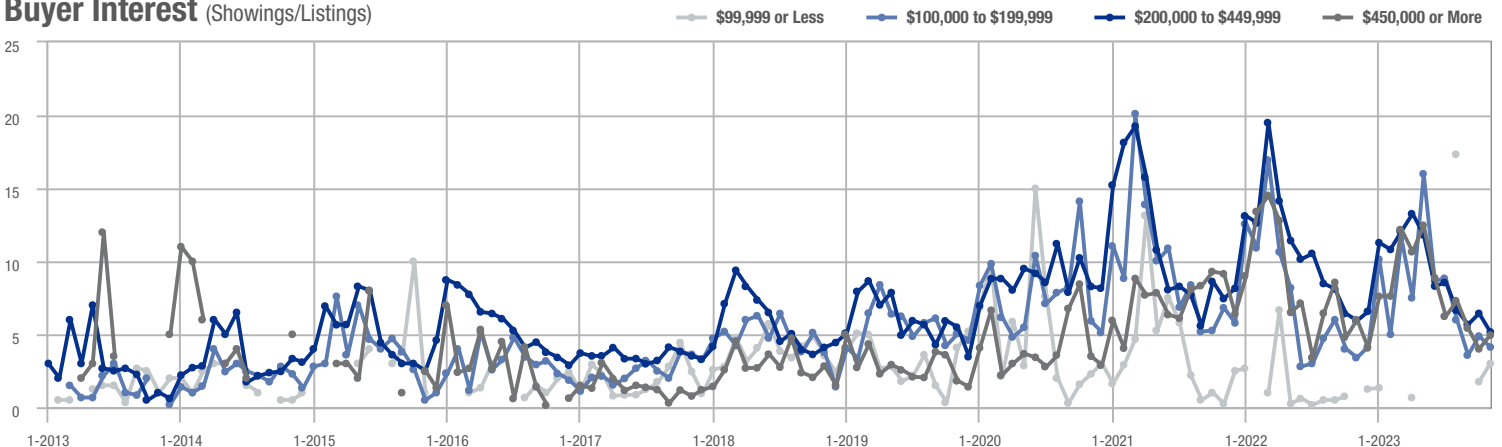
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

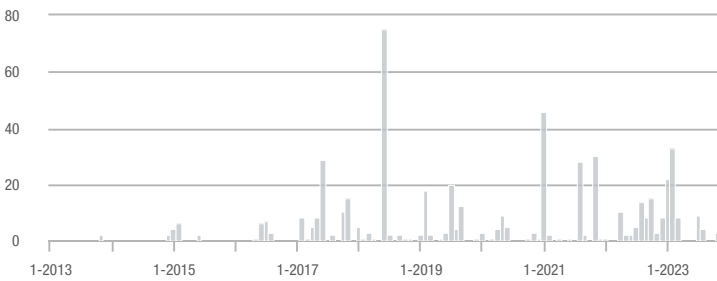


MLS Area 62

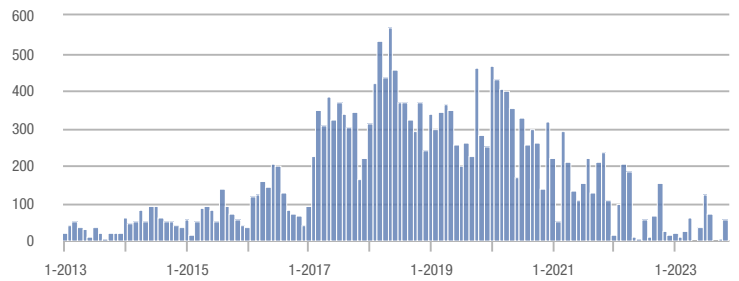
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	3	0.0%	—	1.0	+ 33.3%	—	3	- 25.0%	+ 50.0%
\$100,000 to \$199,999	58	+ 114.8%	+ 728.6%	29.0	+ 437.0%	+ 728.6%	2	- 60.0%	0.0%
\$200,000 to \$449,999	776	- 5.5%	+ 7.3%	6.7	+ 10.1%	+ 10.1%	115	- 14.2%	- 2.5%
\$450,000 or More	396	+ 54.7%	+ 9.1%	3.5	+ 18.8%	+ 35.4%	112	+ 30.2%	- 19.4%
Total	1,233	+ 11.4%	+ 12.8%	5.3	+ 9.9%	+ 26.9%	232	+ 1.3%	- 11.1%

Showings

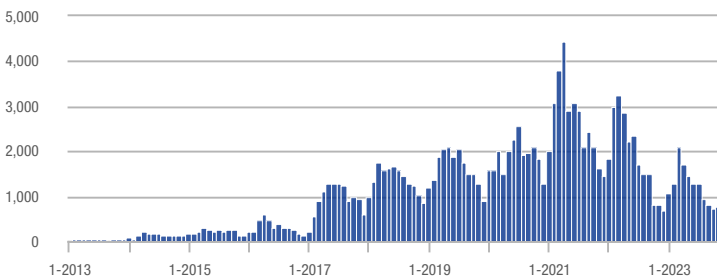
\$99,999 or Less



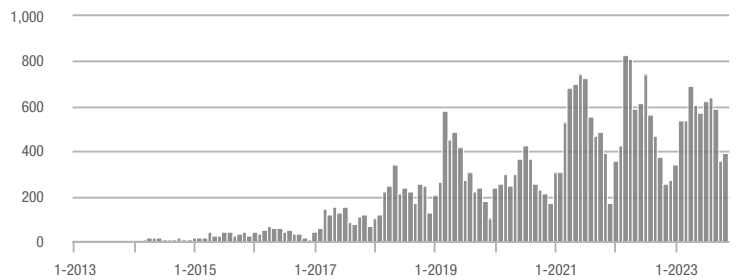
\$100,000 to \$199,999



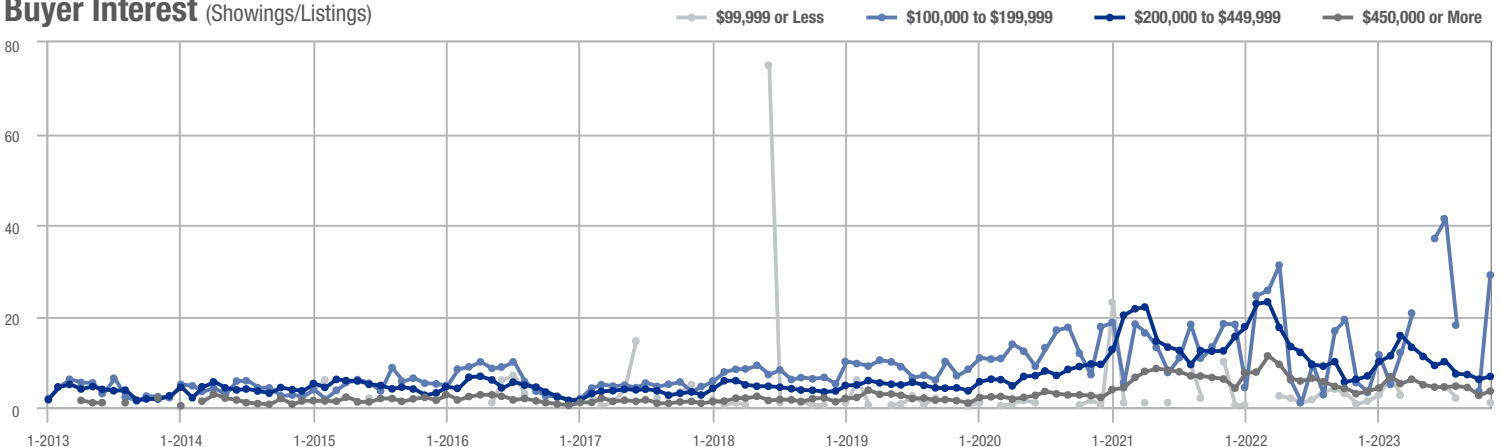
\$200,000 to \$449,999



\$450,000 or More



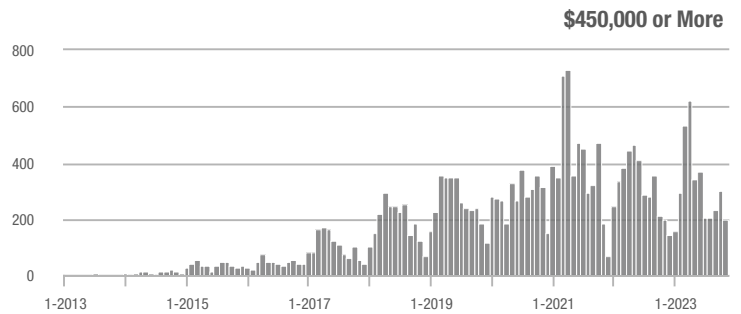
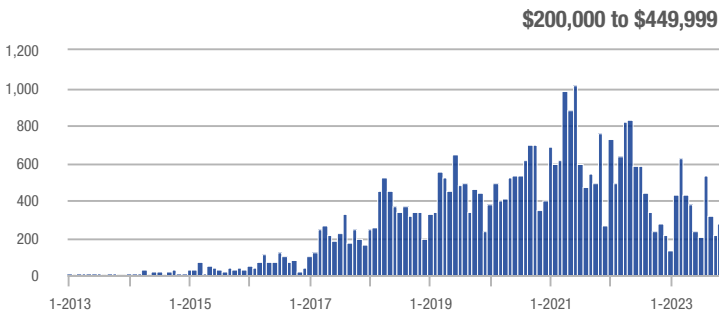
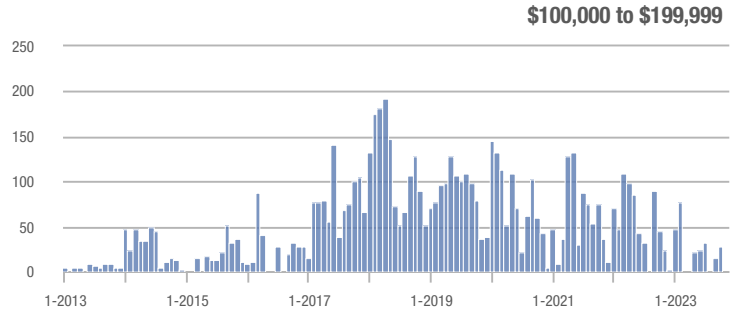
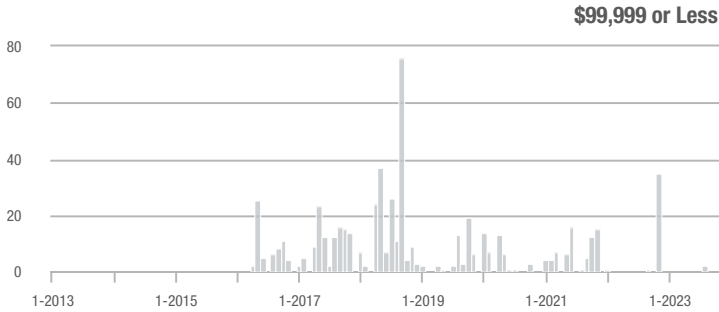
Buyer Interest (Showings/Listings)



MLS Area 64

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change	November 2023	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	1	- 95.8%	- 96.4%	0.5	- 93.8%	- 92.9%	2	- 33.3%	- 50.0%
\$200,000 to \$449,999	273	- 3.2%	+ 29.4%	8.3	+ 8.5%	+ 56.8%	33	- 10.8%	- 17.5%
\$450,000 or More	197	+ 1.0%	- 33.9%	4.7	- 39.9%	- 27.6%	42	+ 68.0%	- 8.7%
Total	471	- 12.1%	- 12.3%	6.1	- 24.7%	+ 3.7%	77	+ 16.7%	- 15.4%

Showings



Buyer Interest (Showings/Listings)

