

Showing Statistics

MLS Area	Total Showings	Buyer Interest (Showings / Listings)	Managed Listings
Amelia County	177	4.3	41
Appomattox County	0	—	0
Brunswick County	11	5.5	2
Buckingham County	17	1.1	16
Caroline County	48	1.4	35
Charles City County	98	4.9	20
Charlotte County	7	2.3	3
Chesterfield County	5,670	7.3	774
Colonial Heights City	153	4.1	37
Cumberland County	56	2.1	27
Dinwiddie County	222	4.2	53
Emporia City	11	1.2	9
Essex County	28	1.3	21
Fluvanna County	5	0.8	6
Gloucester County	12	1.7	7
Goochland County	385	3.9	98
Greensville County	2	1.0	2
Halifax County	0	—	0
Hampton City	0	—	1
Hanover County	1,178	4.8	244
Henrico County	5,436	9.6	569
Hopewell City	403	5.2	77
James City County	17	2.8	6
King and Queen County	11	2.8	4
King William County	112	3.2	35
Lancaster County	19	1.7	11
Louisa County	142	2.3	63
Lunenburg County	4	1.0	4
Mathews County	8	2.7	3
Mecklenburg County	0	—	2
Middlesex County	5	0.7	7
New Kent County	159	2.5	63
Newport News City	0	—	0
Northumberland County	7	1.8	4
Nottoway County	13	1.2	11
Petersburg City	634	4.6	138
Poquoson	0	—	0
Powhatan County	458	4.9	94
Prince Edward County	38	1.7	23
Prince George County	266	4.1	65
Richmond City	4,424	8.1	547
Richmond County	1	0.2	5



Showings Report for March 2024

Analytic and Trend Data from Central Virginia Regional MLS



Showing Statistics

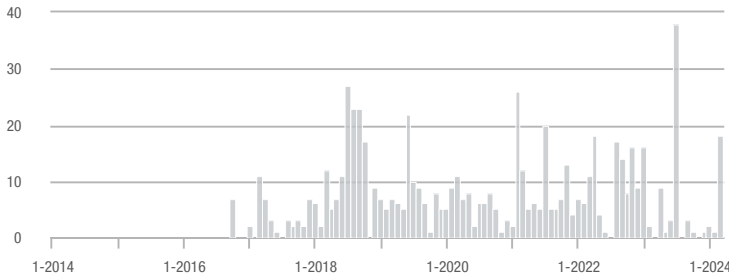
MLS Area	Total Showings	Buyer Interest (Showings / Listings)	Managed Listings
Spotsylvania County	44	1.9	23
Surry County	1	0.5	2
Sussex County	26	2.0	13
Westmoreland County	2	0.3	6
Williamsburg City	0	—	0
York County	3	1.0	3
Ashland (unincorporated town)	107	2.5	42
Blackstone (unincorporated town)	2	0.7	3
Crewe (unincorporated town)	3	0.8	4
Farmville (unincorporated town)	36	1.9	19
South Boston (unincorporated town)	0	—	0
South Hill (unincorporated town)	0	—	0
Tappahannock (unincorporated town)	7	0.6	11
Waverly (unincorporated town)	4	1.3	3
West Point (unincorporated town)	22	2.4	9
MLS Area 10	1,581	7.7	206
MLS Area 20	481	11.2	43
MLS Area 22	2,313	10.8	214
MLS Area 30	771	8.5	91
MLS Area 32	769	10.7	72
MLS Area 34	1,337	10.5	127
MLS Area 36	557	4.1	137
MLS Area 40	608	6.4	95
MLS Area 42	409	6.7	61
MLS Area 44	621	5.8	107
MLS Area 50	527	6.5	81
MLS Area 52	1,396	7.3	190
MLS Area 54	1,678	6.8	245
MLS Area 60	1,064	8.4	126
MLS Area 62	2,039	7.6	270
MLS Area 64	557	8.1	69

Amelia County

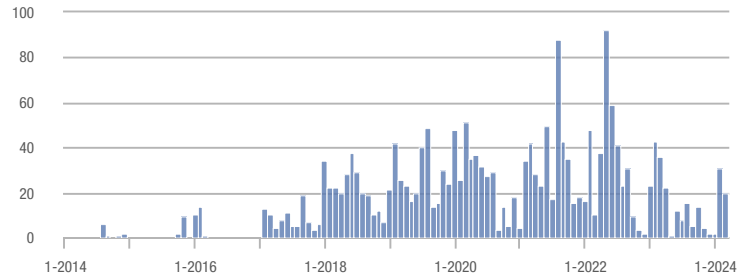
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	18	—	+ 1,700.0%	3.6	—	+ 620.0%	5	+ 400.0%	+ 150.0%
\$100,000 to \$199,999	20	- 44.4%	- 35.5%	6.7	- 63.0%	- 57.0%	3	+ 50.0%	+ 50.0%
\$200,000 to \$449,999	124	+ 87.9%	+ 20.4%	5.2	+ 40.9%	+ 0.3%	24	+ 33.3%	+ 20.0%
\$450,000 or More	15	+ 650.0%	- 6.3%	1.7	+ 66.7%	- 27.1%	9	+ 350.0%	+ 28.6%
Total	177	+ 70.2%	+ 17.2%	4.3	- 4.5%	- 11.4%	41	+ 78.3%	+ 32.3%

Showings

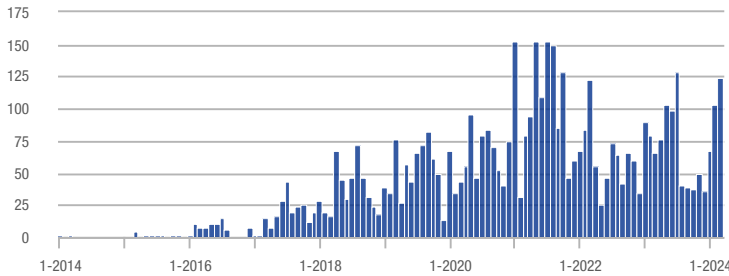
\$99,999 or Less



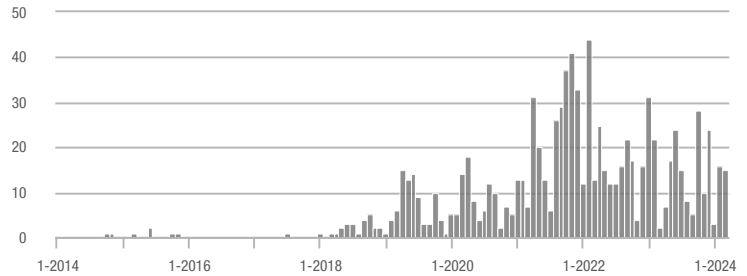
\$100,000 to \$199,999



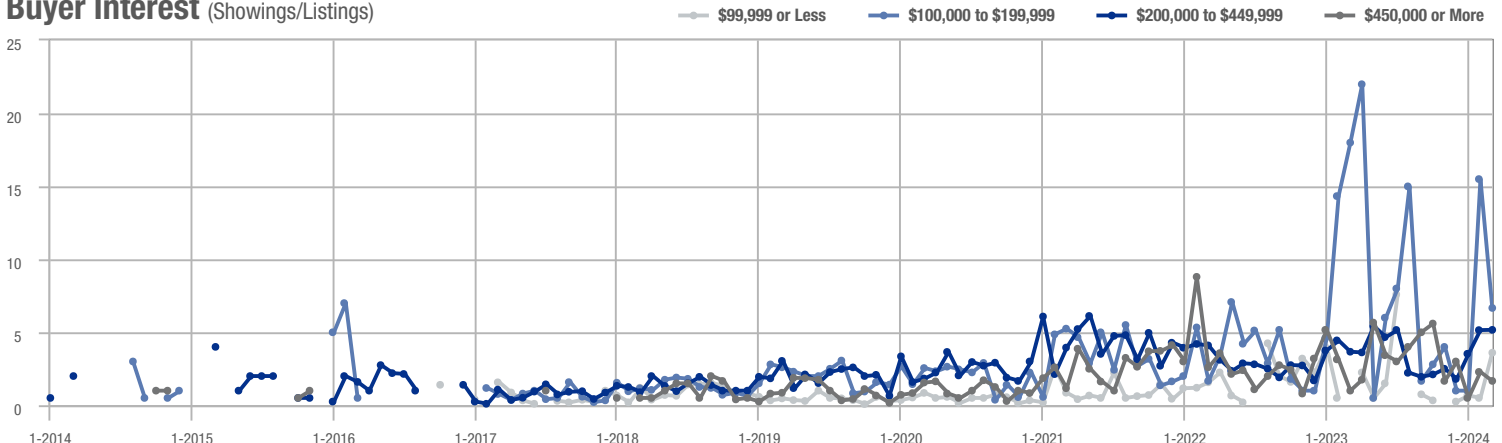
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)





Showings Report for March 2024

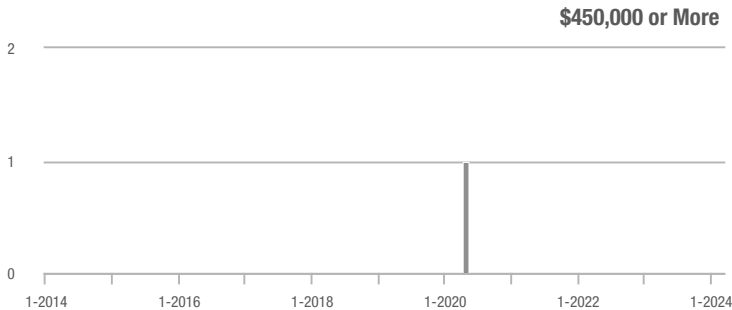
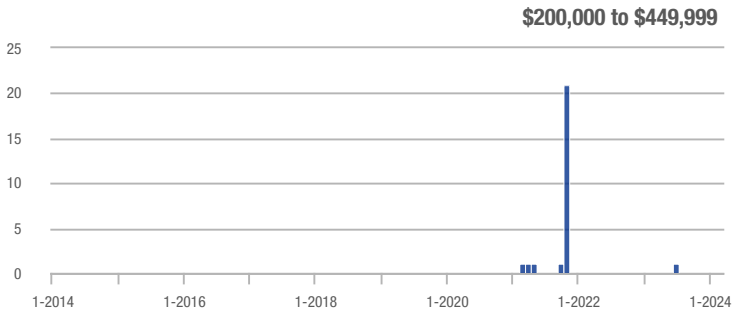
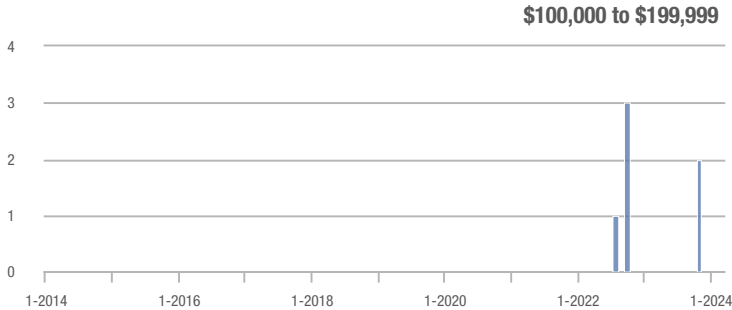
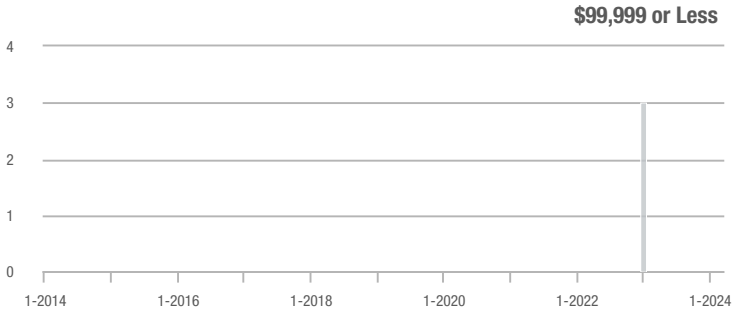
Analytic and Trend Data from Central Virginia Regional MLS



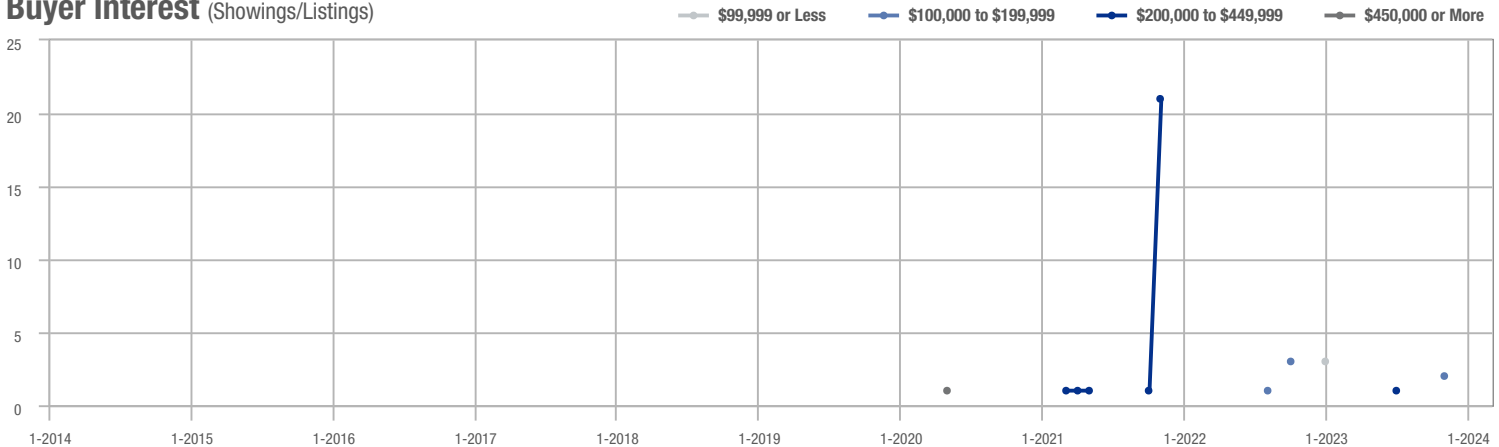
Appomattox County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	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)

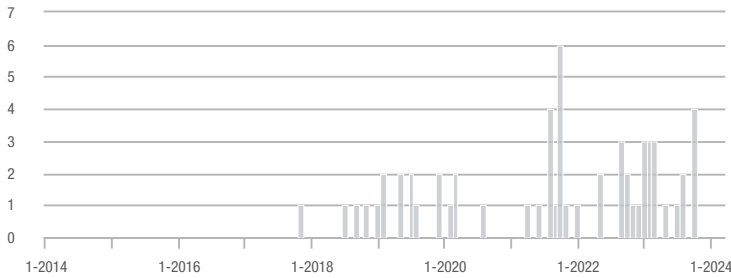


Brunswick County

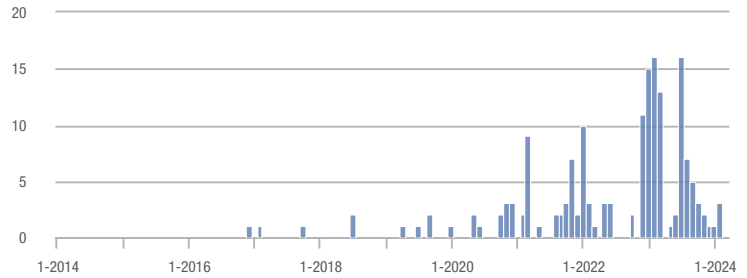
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	11	+ 83.3%	—	5.5	+ 83.3%	—	2	0.0%	0.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	11	- 50.0%	+ 266.7%	5.5	+ 150.0%	+ 450.0%	2	- 80.0%	- 33.3%

Showings

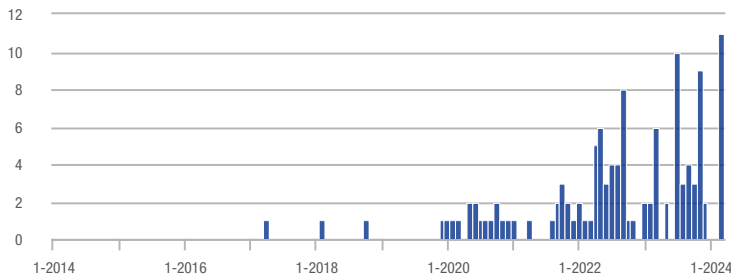
\$99,999 or Less



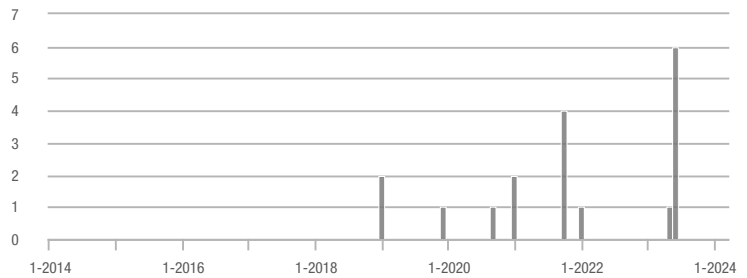
\$100,000 to \$199,999



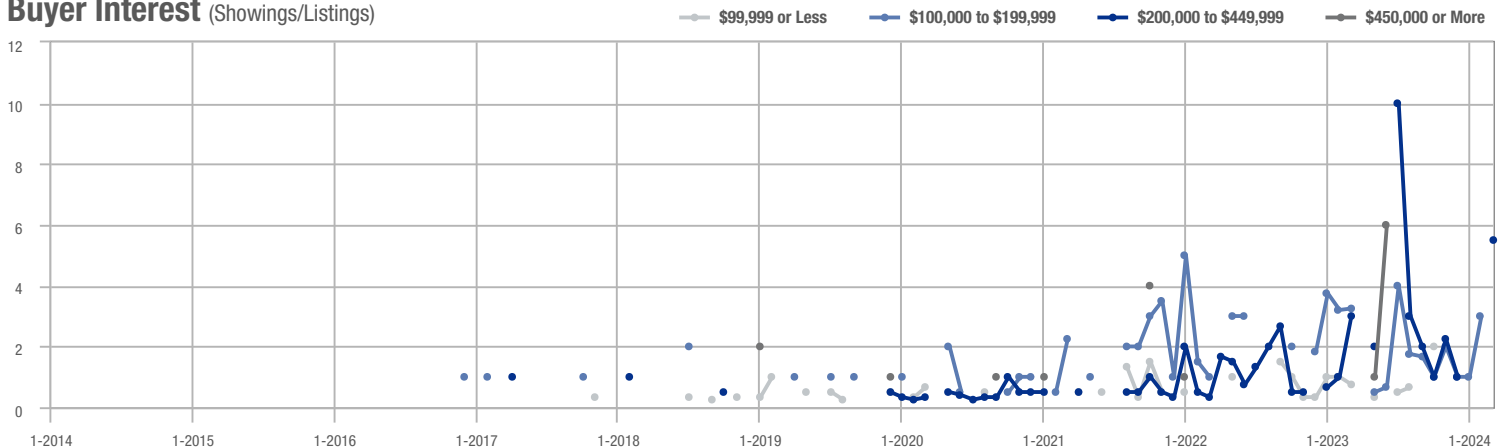
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

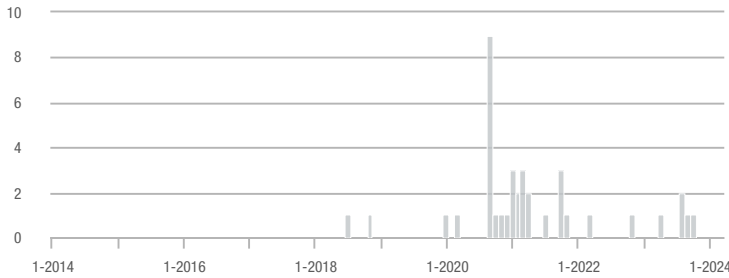


Buckingham County

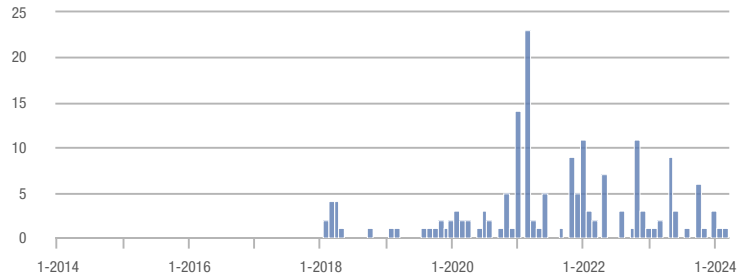
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	1	- 50.0%	0.0%	0.5	- 25.0%	+ 50.0%	2	- 33.3%	- 33.3%
\$200,000 to \$449,999	13	+ 333.3%	- 18.8%	1.2	+ 57.6%	- 4.0%	11	+ 175.0%	- 15.4%
\$450,000 or More	3	+ 50.0%	+ 50.0%	1.0	+ 50.0%	+ 150.0%	3	0.0%	- 40.0%
Total	17	+ 142.9%	- 10.5%	1.1	+ 51.8%	+ 17.4%	16	+ 60.0%	- 23.8%

Showings

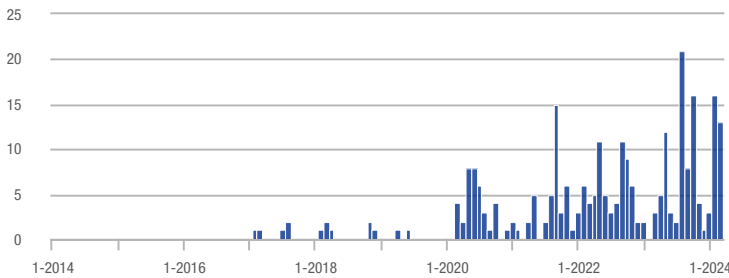
\$99,999 or Less



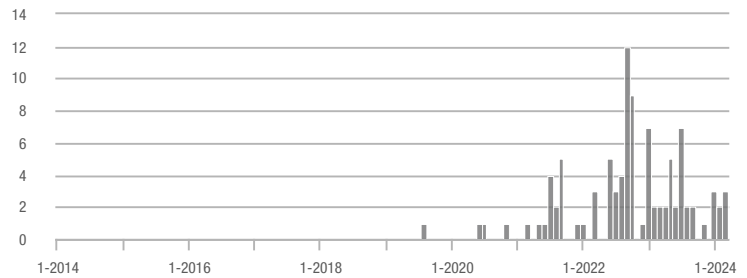
\$100,000 to \$199,999



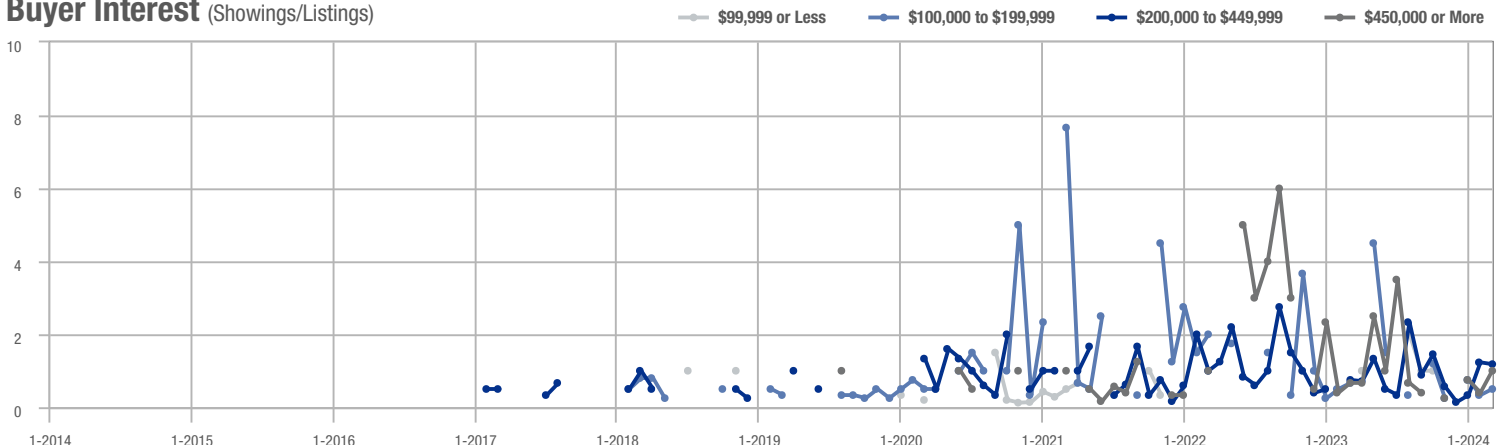
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

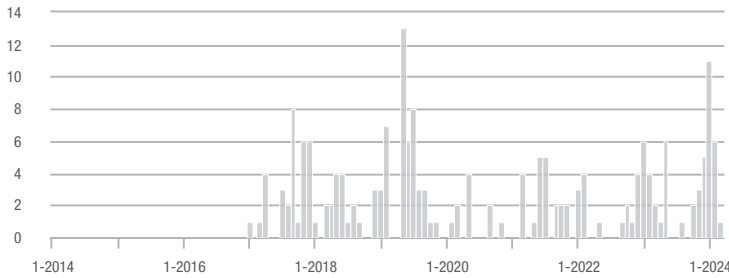


Caroline County

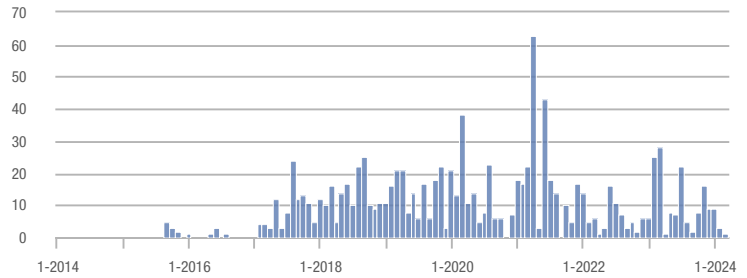
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	- 50.0%	- 83.3%	0.1	- 61.1%	- 81.5%	9	+ 28.6%	- 10.0%
\$100,000 to \$199,999	1	- 96.4%	- 66.7%	0.5	- 89.3%	- 50.0%	2	- 66.7%	- 33.3%
\$200,000 to \$449,999	41	- 40.6%	- 34.9%	2.3	- 14.2%	- 31.3%	18	- 30.8%	- 5.3%
\$450,000 or More	5	- 37.5%	- 44.4%	0.8	- 27.1%	- 7.4%	6	- 14.3%	- 40.0%
Total	48	- 55.1%	- 40.7%	1.4	- 41.0%	- 28.9%	35	- 23.9%	- 16.7%

Showings

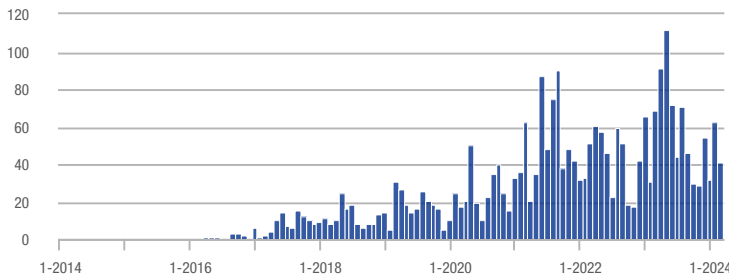
\$99,999 or Less



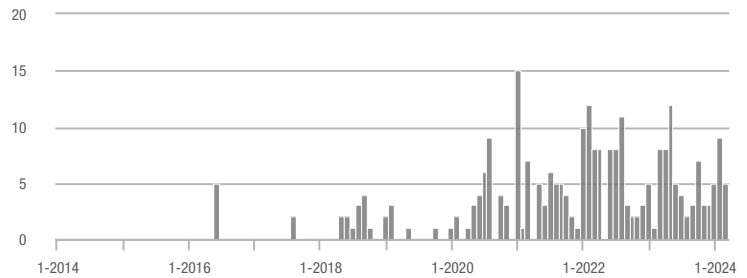
\$100,000 to \$199,999



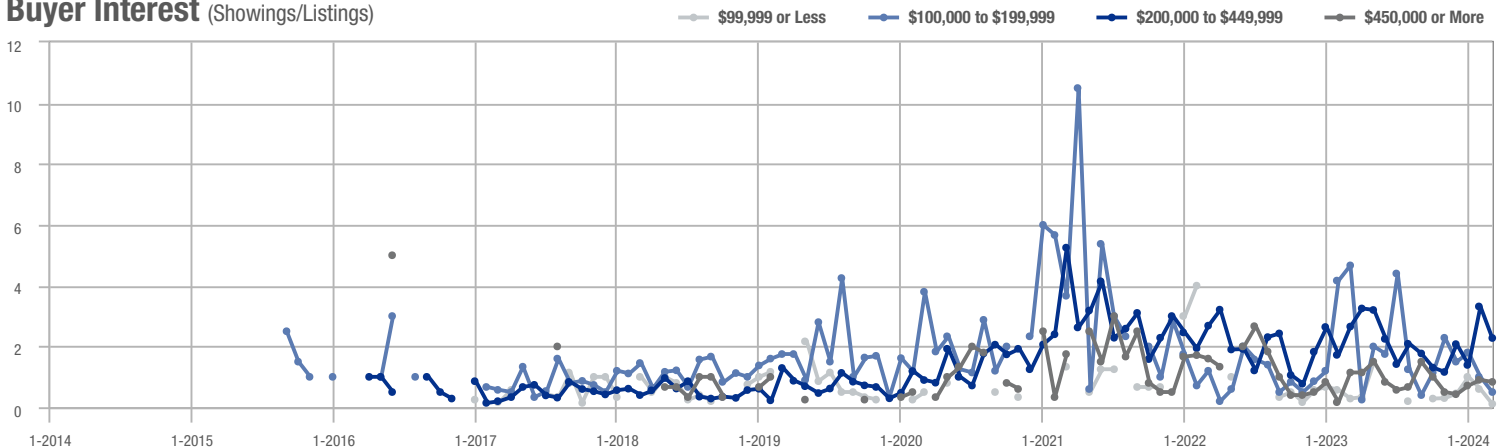
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

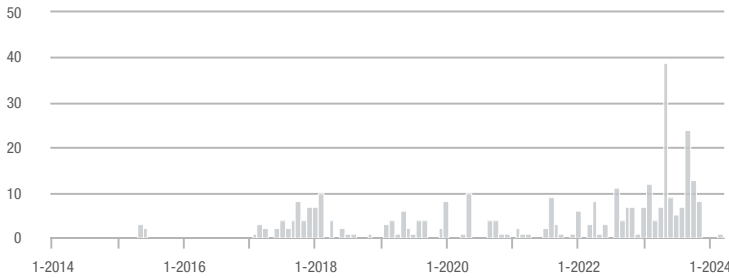


Charles City County

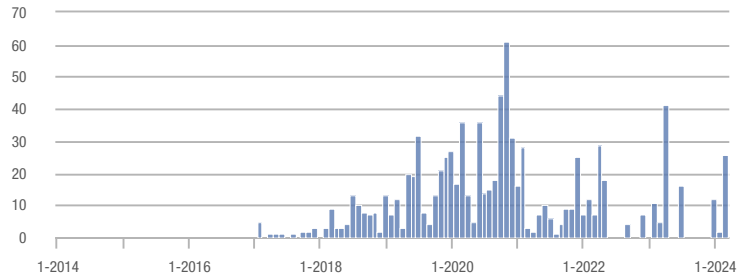
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	- 75.0%	—	0.5	- 50.0%	—	2	- 50.0%	+ 100.0%
\$100,000 to \$199,999	26	+ 420.0%	+ 1,200.0%	8.7	+ 73.3%	+ 1,200.0%	3	+ 200.0%	0.0%
\$200,000 to \$449,999	60	+ 252.9%	- 4.8%	5.5	+ 92.5%	- 4.8%	11	+ 83.3%	0.0%
\$450,000 or More	11	+ 450.0%	+ 57.1%	2.8	+ 312.5%	- 21.4%	4	+ 33.3%	+ 100.0%
Total	98	+ 250.0%	+ 36.1%	4.9	+ 145.0%	+ 15.7%	20	+ 42.9%	+ 17.6%

Showings

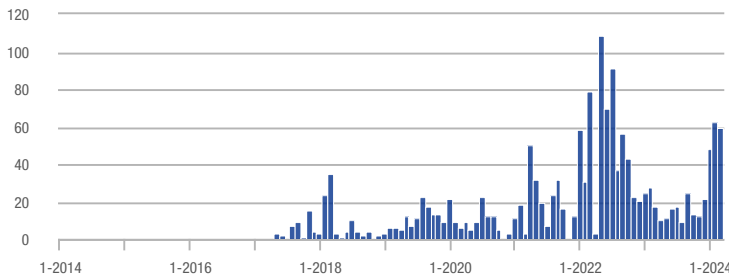
\$99,999 or Less



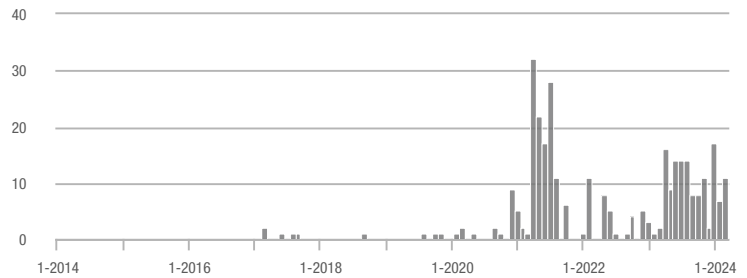
\$100,000 to \$199,999



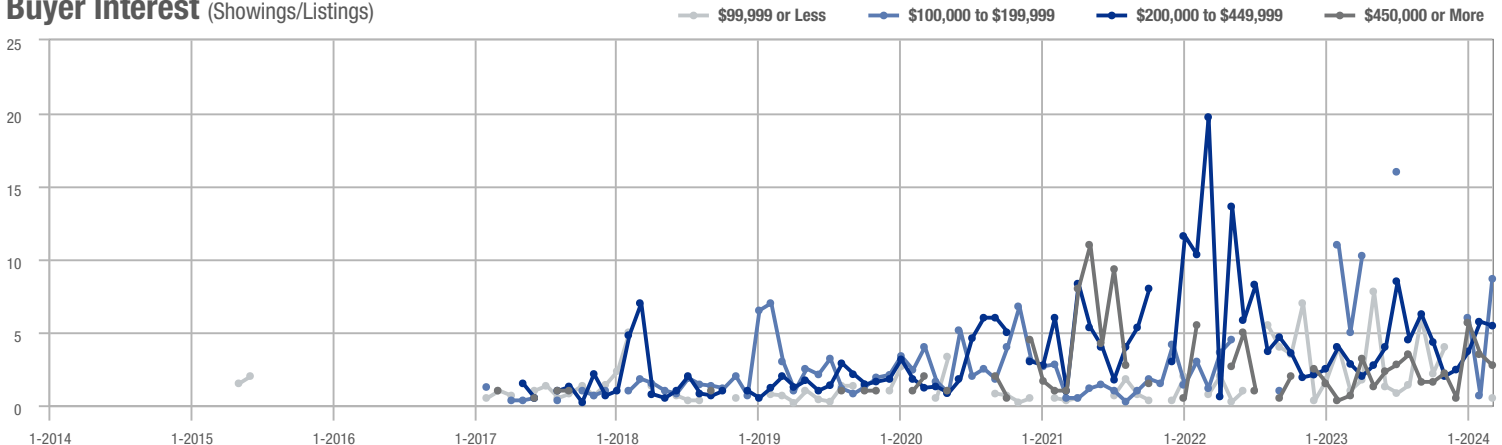
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

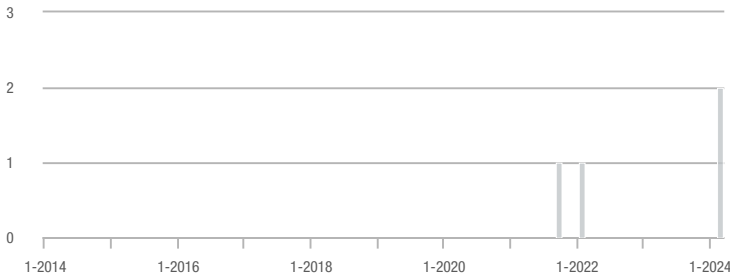


Charlotte County

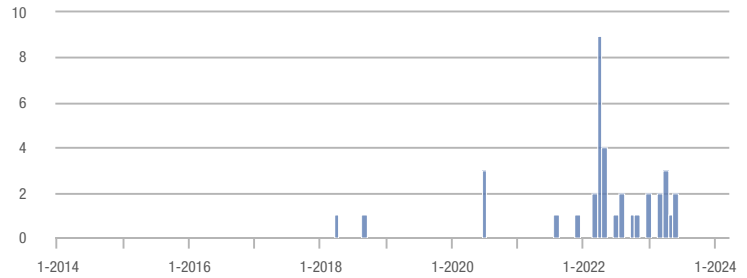
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	2	—	—	2.0	—	—	1	—	0.0%
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	5	—	+ 400.0%	2.5	—	+ 400.0%	2	—	0.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	7	+ 250.0%	+ 600.0%	2.3	+ 133.3%	+ 600.0%	3	+ 50.0%	0.0%

Showings

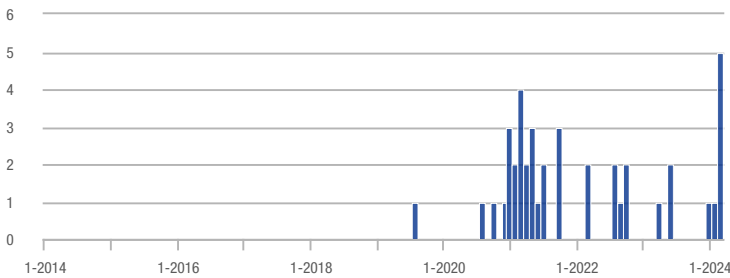
\$99,999 or Less



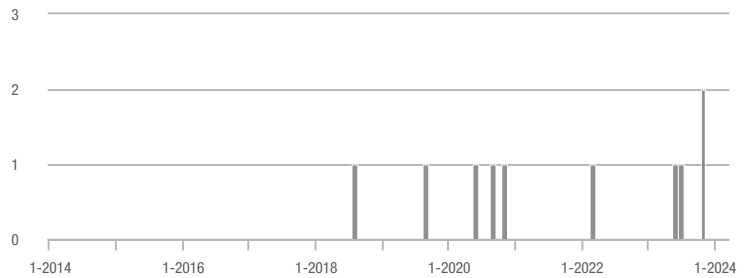
\$100,000 to \$199,999



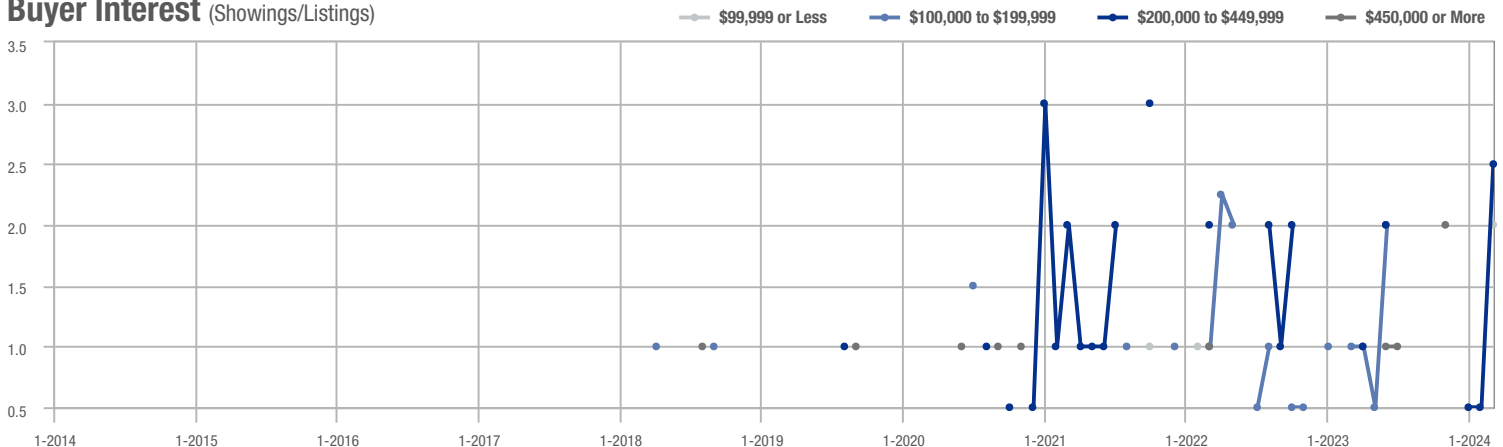
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

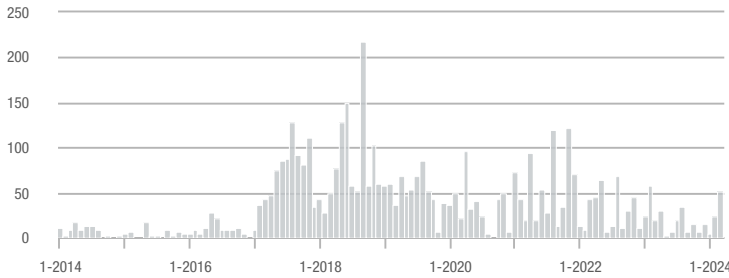


Chesterfield County

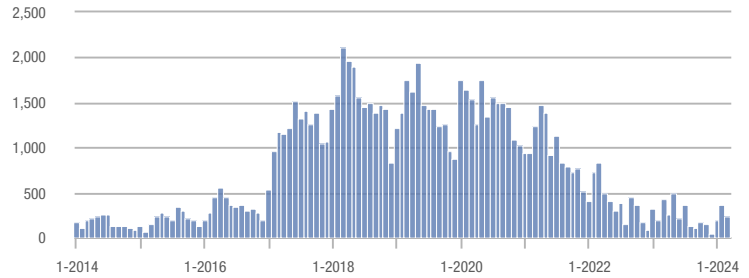
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	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	51	+ 155.0%	+ 121.7%	2.1	+ 91.3%	+ 94.0%	24	+ 33.3%	+ 14.3%
\$100,000 to \$199,999	230	- 46.4%	- 38.2%	13.5	- 46.4%	- 30.9%	17	0.0%	- 10.5%
\$200,000 to \$449,999	3,509	- 40.3%	+ 15.9%	8.8	- 30.6%	+ 14.1%	399	- 14.0%	+ 1.5%
\$450,000 or More	1,873	+ 18.3%	+ 25.6%	5.6	- 11.2%	+ 20.0%	333	+ 33.2%	+ 4.7%
Total	5,670	- 28.3%	+ 15.4%	7.3	- 30.7%	+ 12.0%	774	+ 3.3%	+ 3.1%

Showings

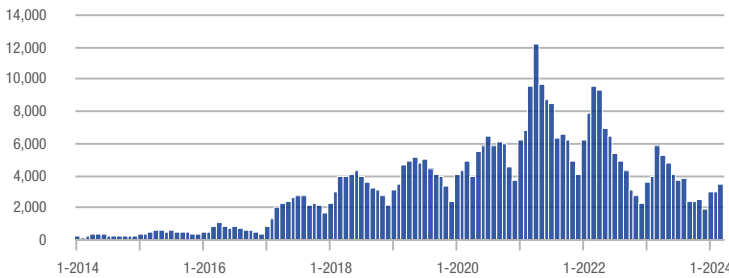
\$99,999 or Less



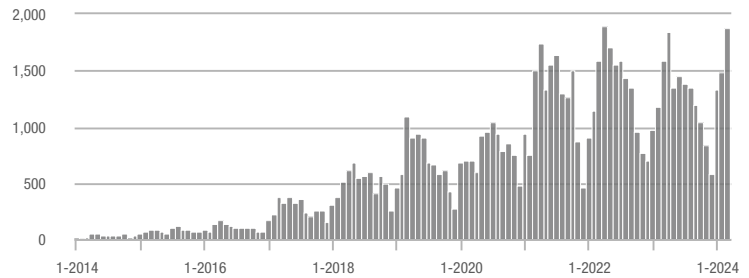
\$100,000 to \$199,999



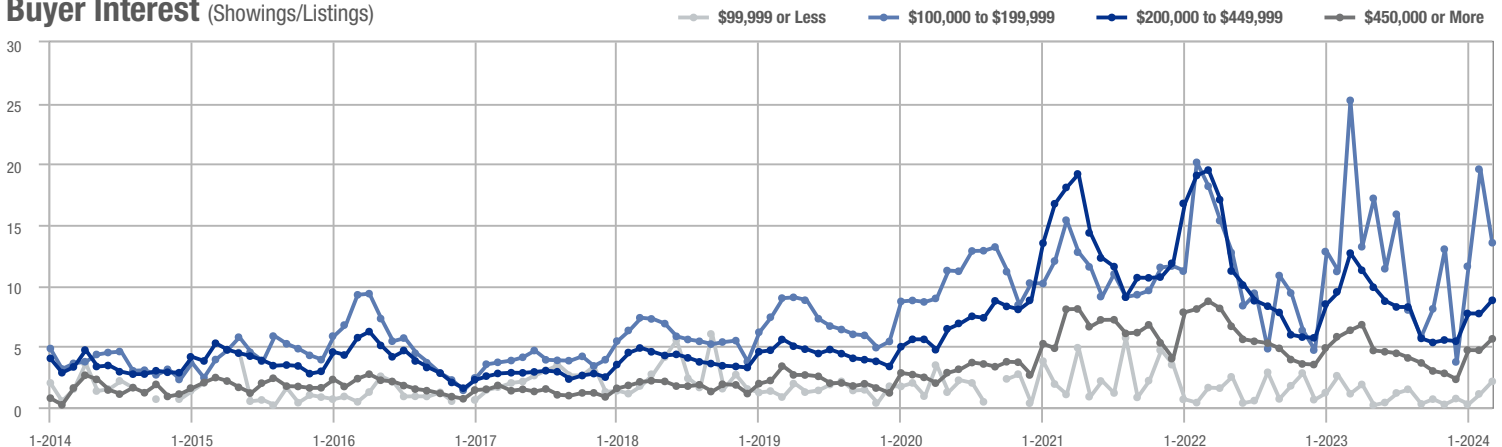
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

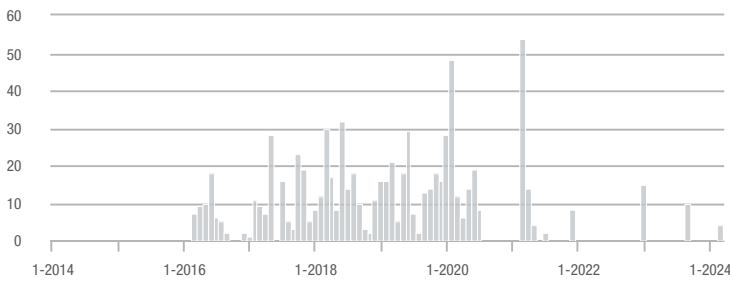


Colonial Heights City

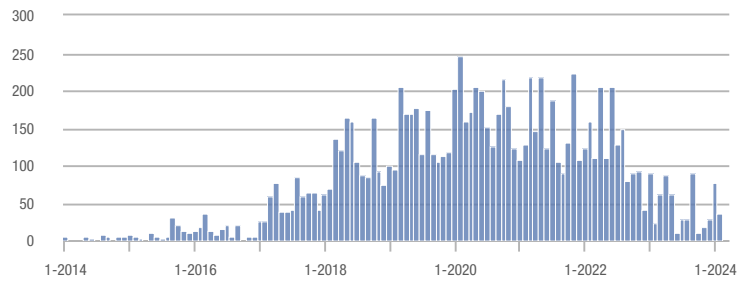
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	4	—	—	1.3	—	—	3	—	+ 50.0%
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	140	+ 10.2%	- 27.1%	4.5	- 7.5%	- 13.0%	31	+ 19.2%	- 16.2%
\$450,000 or More	9	+ 800.0%	+ 50.0%	3.0	+ 800.0%	+ 50.0%	3	0.0%	0.0%
Total	153	- 19.0%	- 34.6%	4.1	- 32.2%	- 22.2%	37	+ 19.4%	- 15.9%

Showings

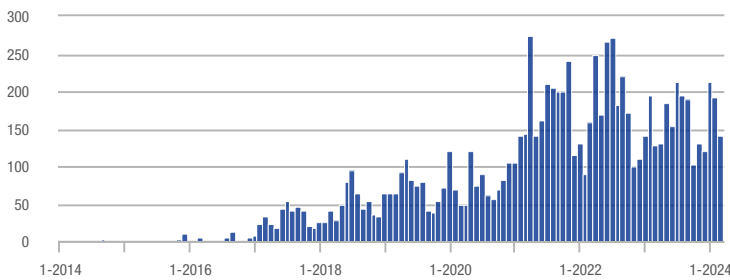
\$99,999 or Less



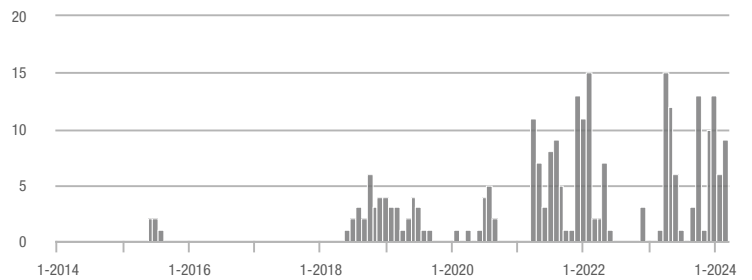
\$100,000 to \$199,999



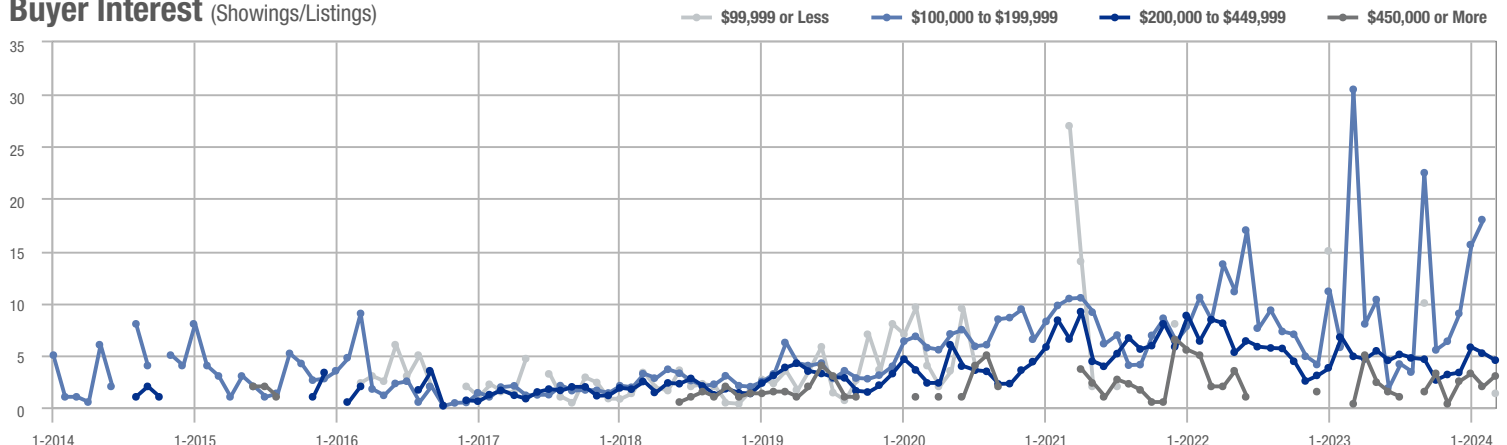
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Buyer Interest (Showings/Listings)

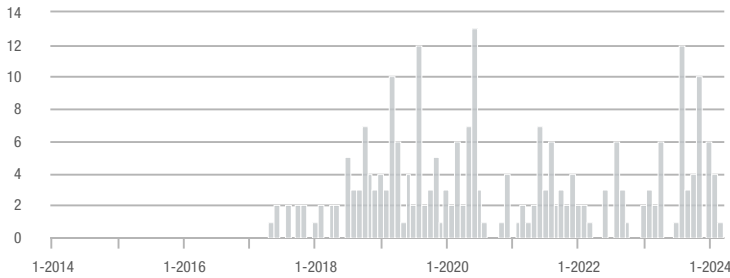


Cumberland County

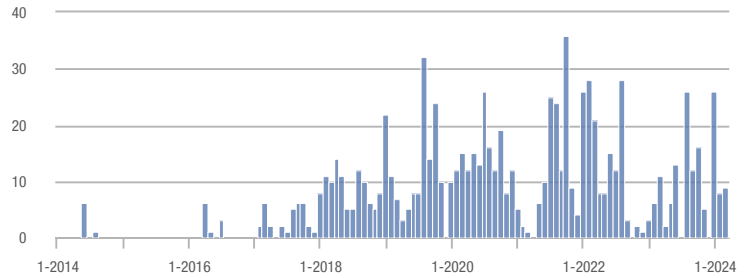
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	- 50.0%	- 75.0%	0.5	- 25.0%	- 62.5%	2	- 33.3%	- 33.3%
\$100,000 to \$199,999	9	- 18.2%	+ 12.5%	1.3	- 18.2%	+ 12.5%	7	0.0%	0.0%
\$200,000 to \$449,999	44	+ 51.7%	- 13.7%	2.8	+ 70.7%	+ 7.8%	16	- 11.1%	- 20.0%
\$450,000 or More	2	- 90.5%	- 75.0%	1.0	- 57.1%	- 62.5%	2	- 77.8%	- 33.3%
Total	56	- 11.1%	- 21.1%	2.1	+ 21.8%	- 3.6%	27	- 27.0%	- 18.2%

Showings

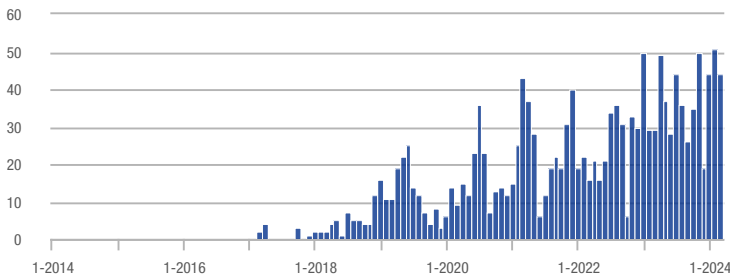
\$99,999 or Less



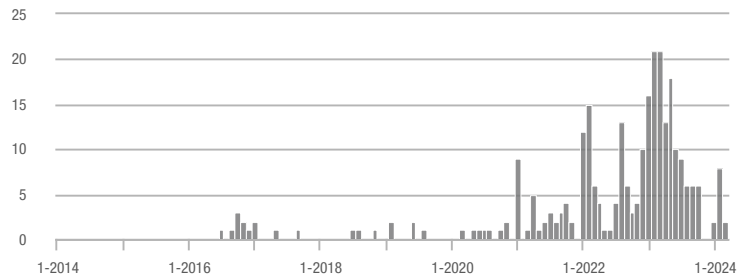
\$100,000 to \$199,999



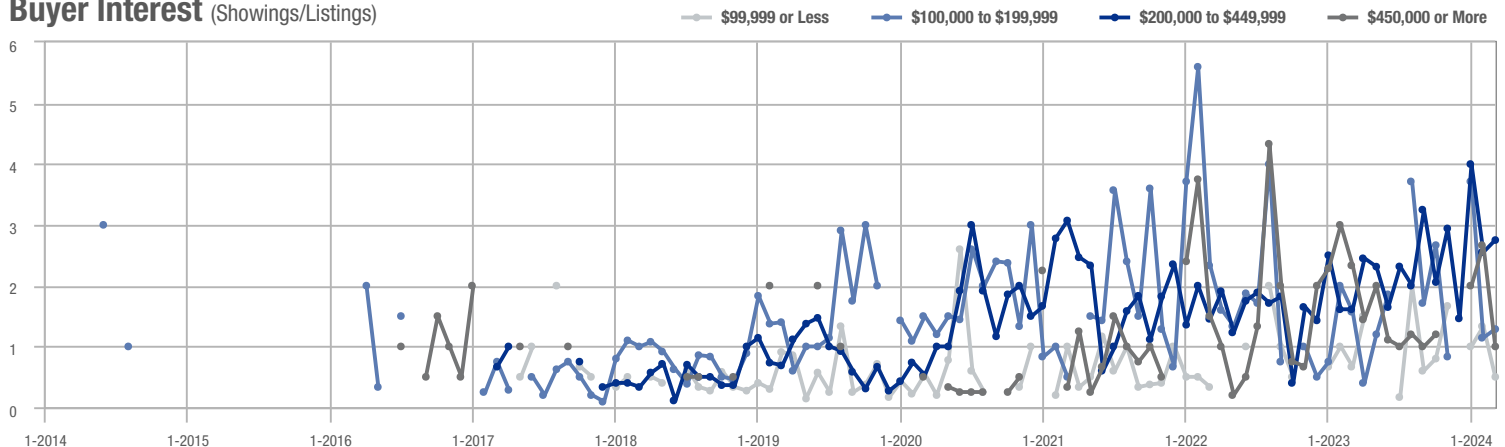
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

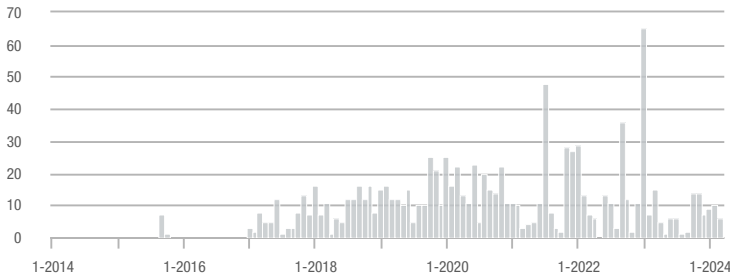


Dinwiddie County

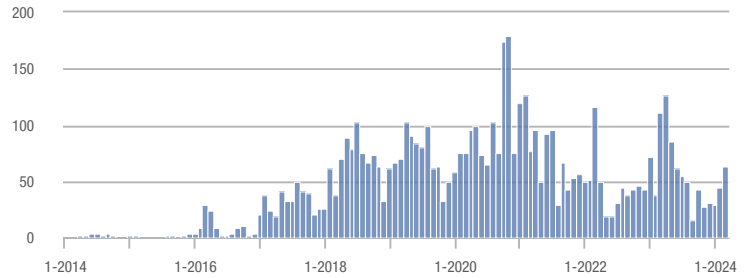
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	6	- 60.0%	- 40.0%	0.8	- 55.0%	- 25.0%	8	- 11.1%	- 20.0%
\$100,000 to \$199,999	64	- 42.3%	+ 42.2%	6.4	- 13.5%	+ 56.4%	10	- 33.3%	- 9.1%
\$200,000 to \$449,999	142	- 35.2%	- 9.0%	4.9	- 12.8%	+ 13.0%	29	- 25.6%	- 19.4%
\$450,000 or More	10	+ 66.7%	- 23.1%	1.7	+ 38.9%	- 35.9%	6	+ 20.0%	+ 20.0%
Total	222	- 36.8%	- 0.9%	4.2	- 18.9%	+ 15.9%	53	- 22.1%	- 14.5%

Showings

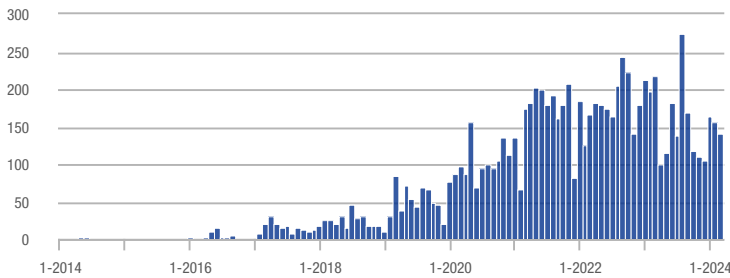
\$99,999 or Less



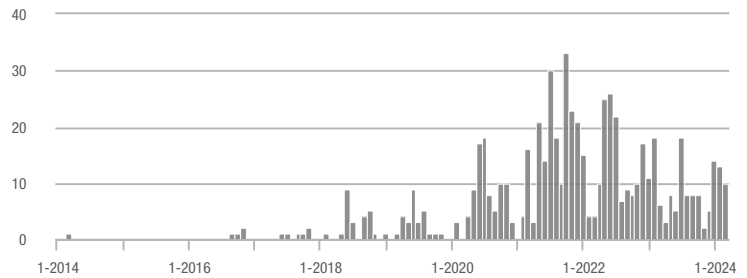
\$100,000 to \$199,999



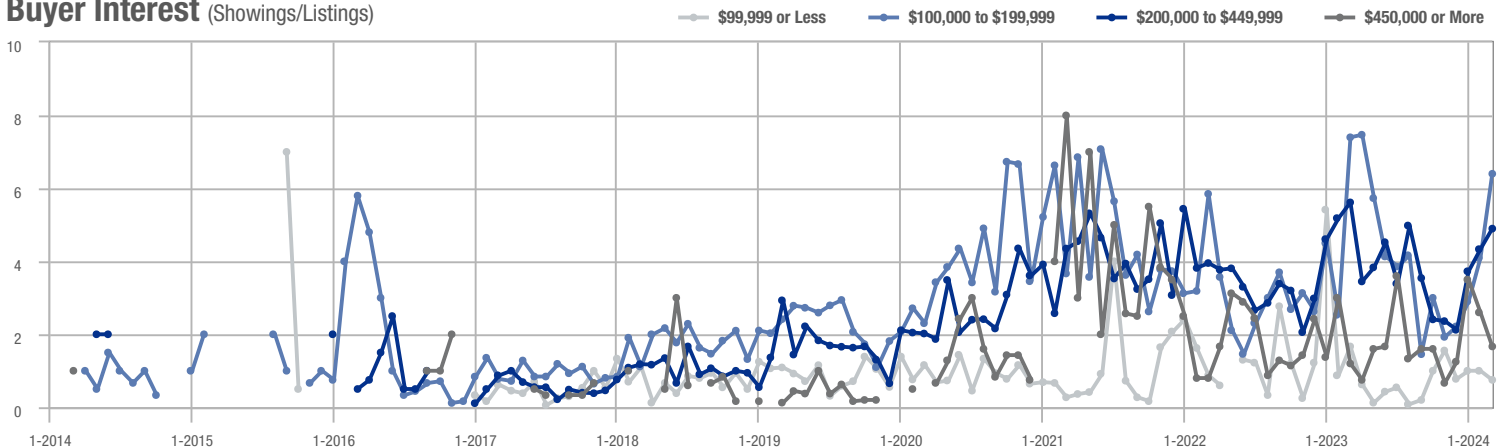
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

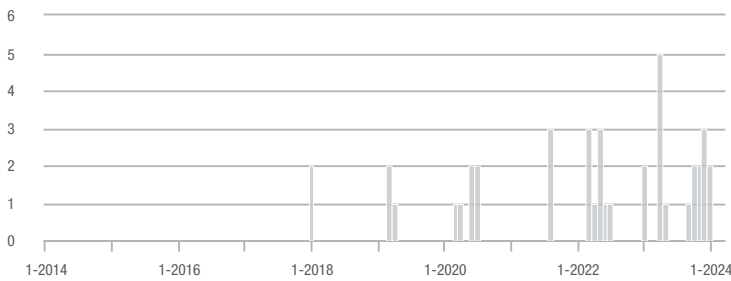


Emporia City

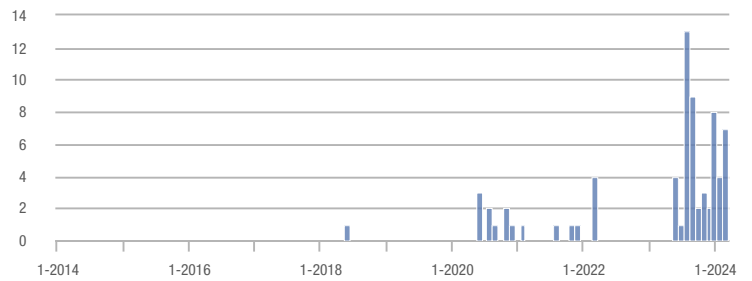
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	2	+ 100.0%	+ 100.0%
\$100,000 to \$199,999	7	—	+ 75.0%	2.3	—	+ 75.0%	3	—	0.0%
\$200,000 to \$449,999	4	+ 100.0%	+ 100.0%	1.0	- 50.0%	0.0%	4	+ 300.0%	+ 100.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	11	+ 450.0%	+ 83.3%	1.2	+ 22.2%	+ 22.2%	9	+ 350.0%	+ 50.0%

Showings

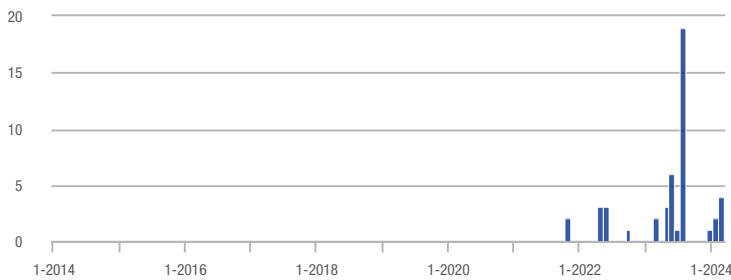
\$99,999 or Less



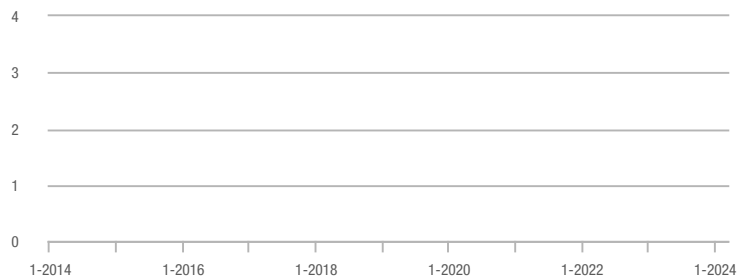
\$100,000 to \$199,999



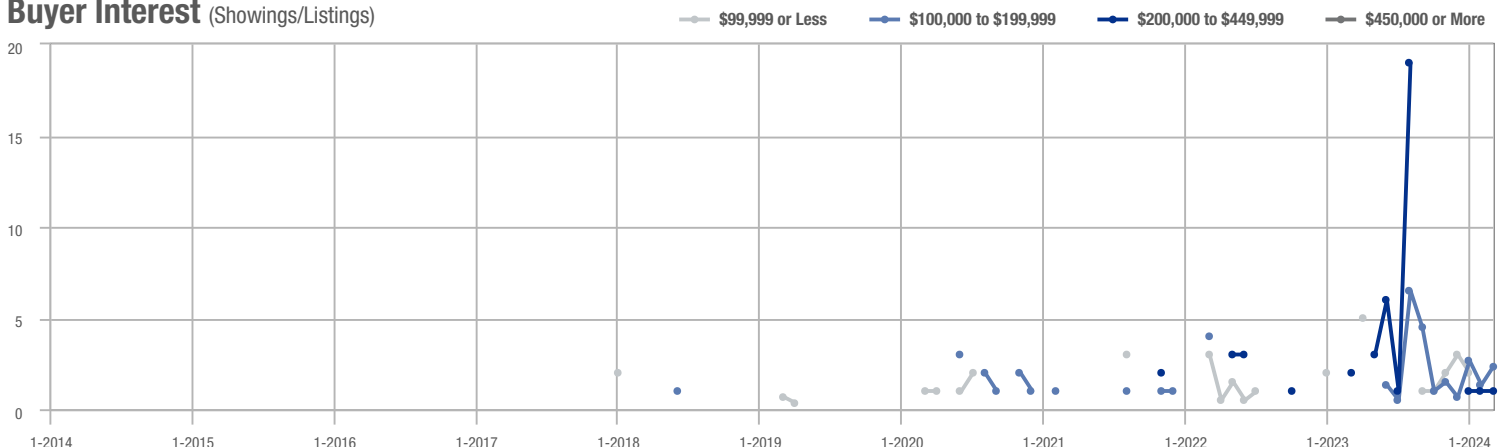
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

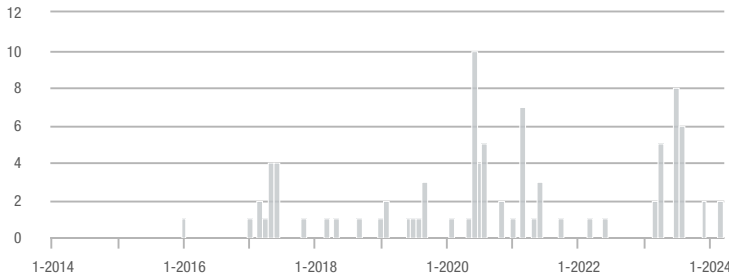


Essex County

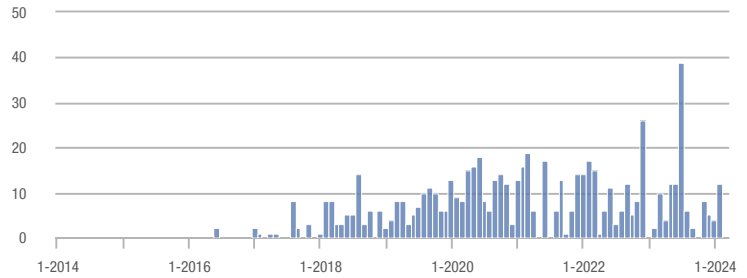
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	2	0.0%	—	1.0	- 50.0%	—	2	+ 100.0%	0.0%
\$100,000 to \$199,999	0	—	—	—	—	—	2	- 60.0%	- 33.3%
\$200,000 to \$449,999	11	- 21.4%	- 42.1%	1.1	+ 17.9%	- 13.2%	10	- 33.3%	- 33.3%
\$450,000 or More	15	+ 1,400.0%	—	2.1	+ 971.4%	—	7	+ 40.0%	+ 16.7%
Total	28	+ 3.7%	- 9.7%	1.3	+ 28.4%	+ 11.8%	21	- 19.2%	- 19.2%

Showings

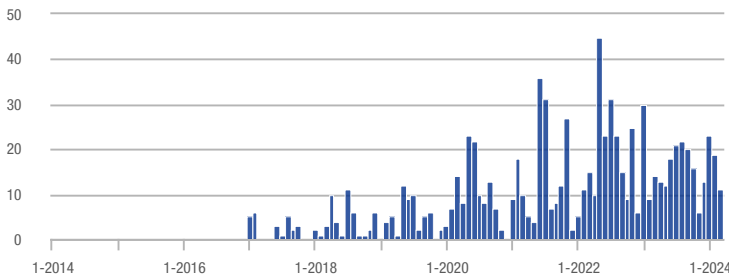
\$99,999 or Less



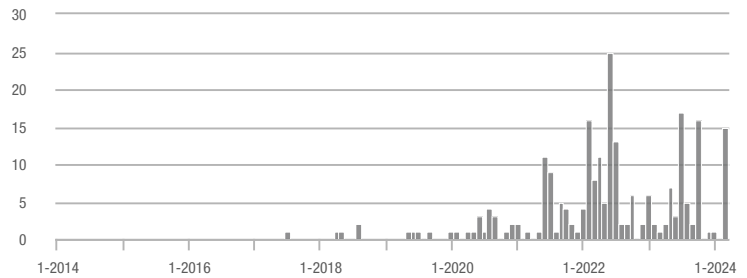
\$100,000 to \$199,999



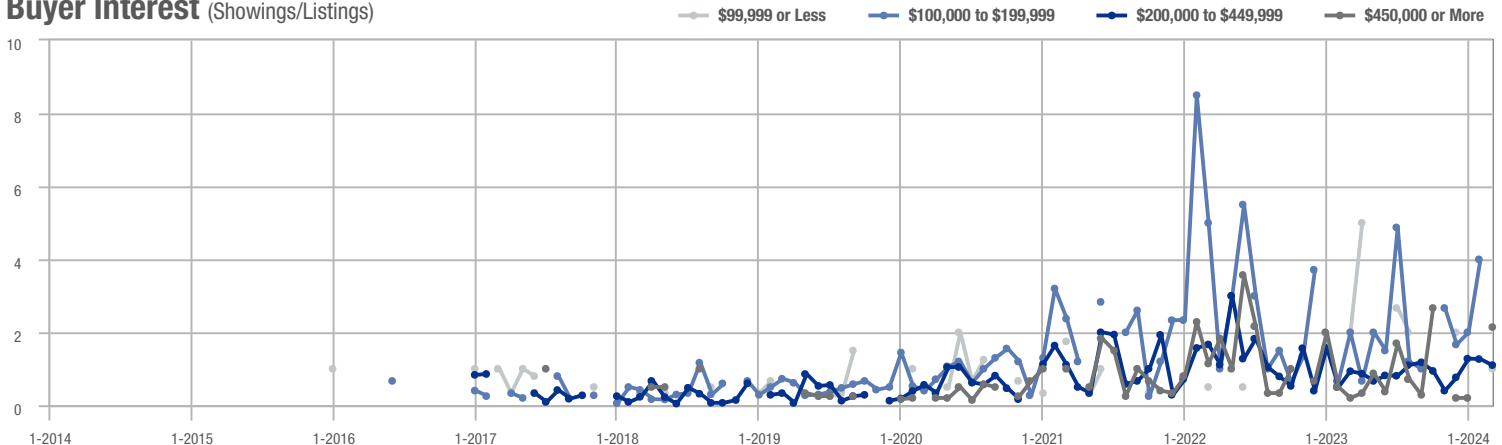
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

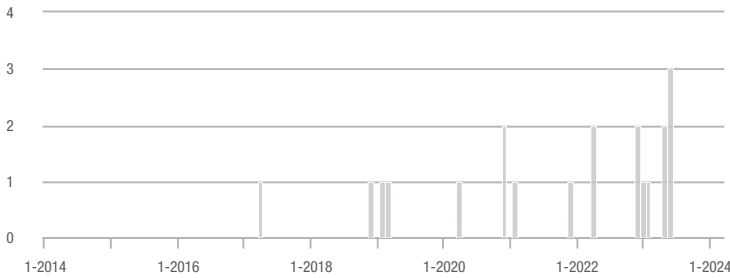


Fluvanna County

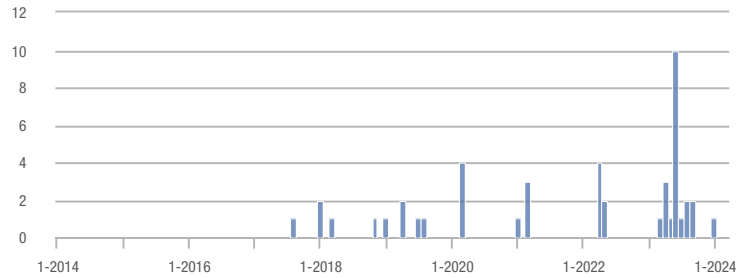
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	1	- 50.0%	0.0%
\$200,000 to \$449,999	4	0.0%	0.0%	1.0	- 25.0%	- 25.0%	4	+ 33.3%	+ 33.3%
\$450,000 or More	1	- 50.0%	- 93.3%	1.0	- 50.0%	- 80.0%	1	0.0%	- 66.7%
Total	5	- 28.6%	- 73.7%	0.8	- 16.7%	- 69.3%	6	- 14.3%	- 14.3%

Showings

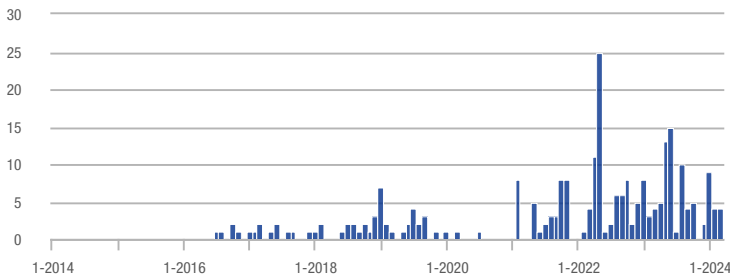
\$99,999 or Less



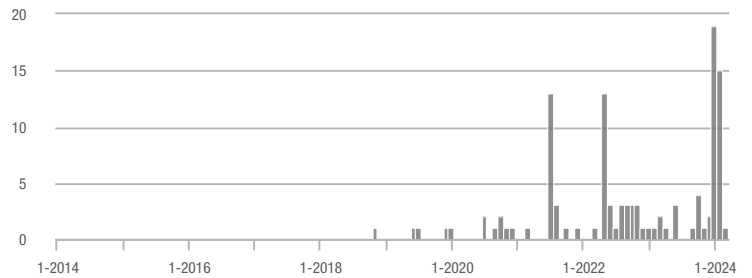
\$100,000 to \$199,999



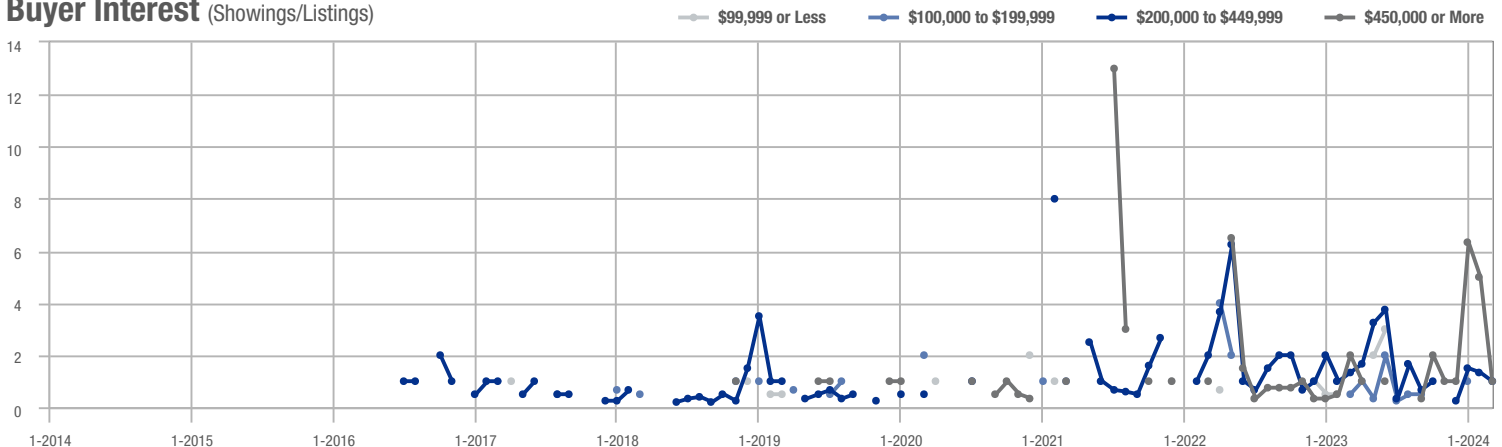
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

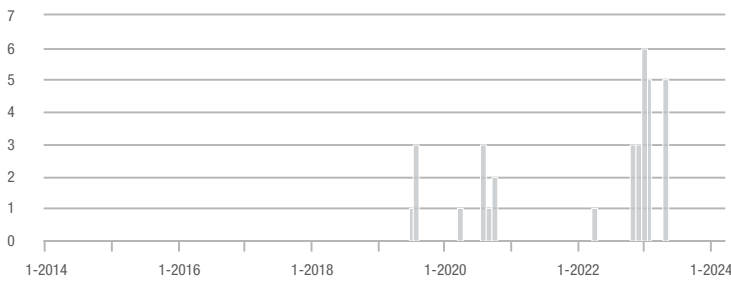


Gloucester County

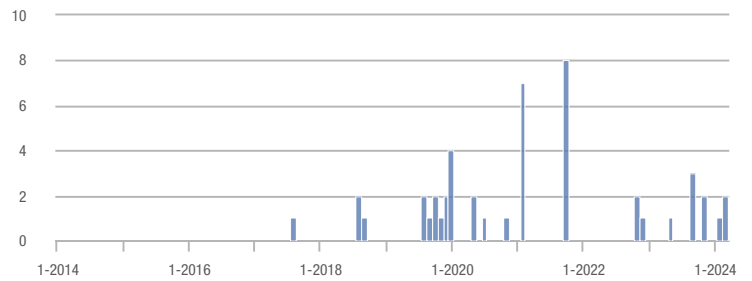
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	2	—	+ 100.0%	2.0	—	+ 100.0%	1	—	0.0%
\$200,000 to \$449,999	10	+ 66.7%	+ 42.9%	2.0	+ 33.3%	+ 14.3%	5	+ 25.0%	+ 25.0%
\$450,000 or More	0	—	—	—	—	—	1	0.0%	0.0%
Total	12	+ 71.4%	+ 33.3%	1.7	+ 46.9%	+ 14.3%	7	+ 16.7%	+ 16.7%

Showings

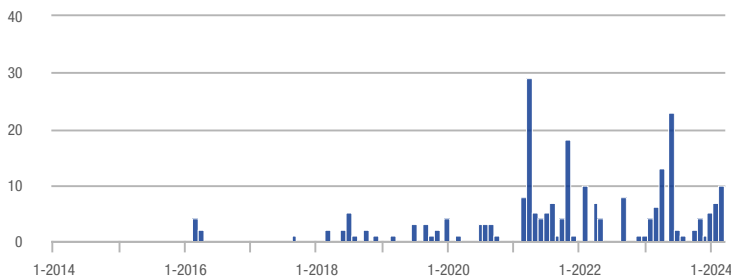
\$99,999 or Less



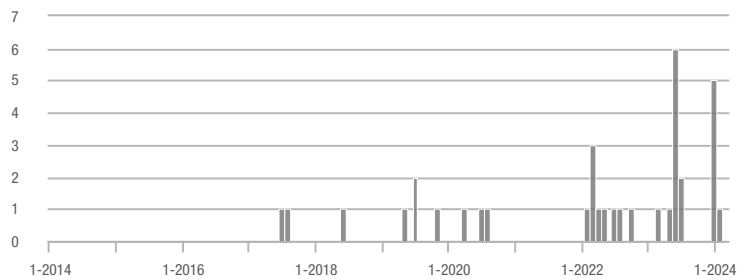
\$100,000 to \$199,999



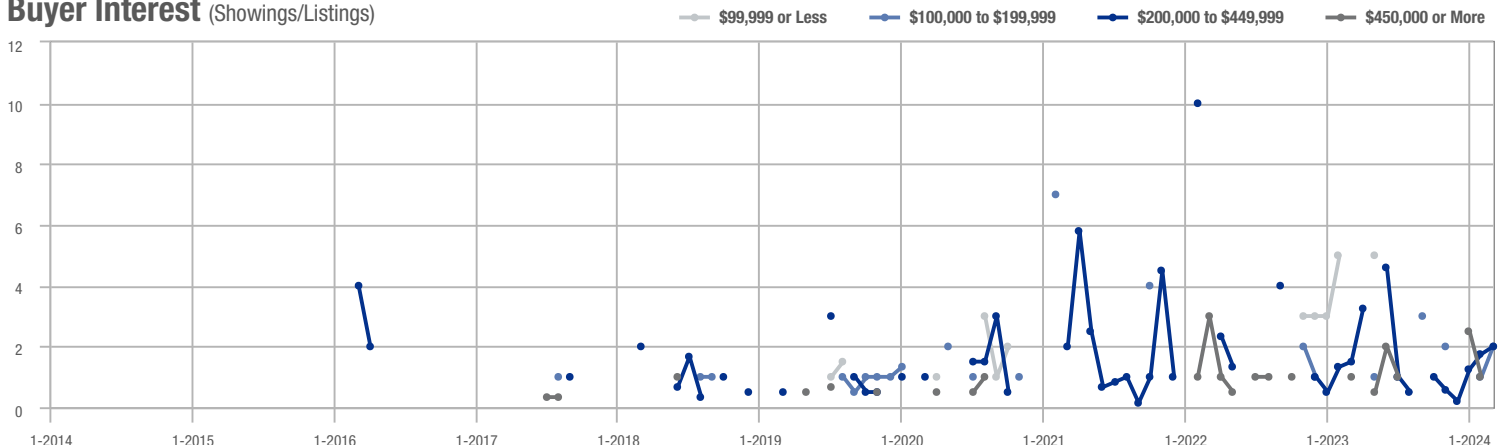
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

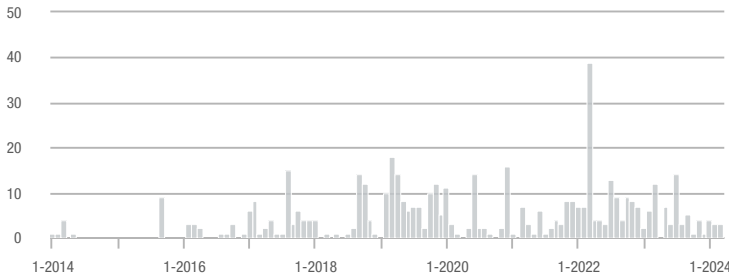


Goochland County

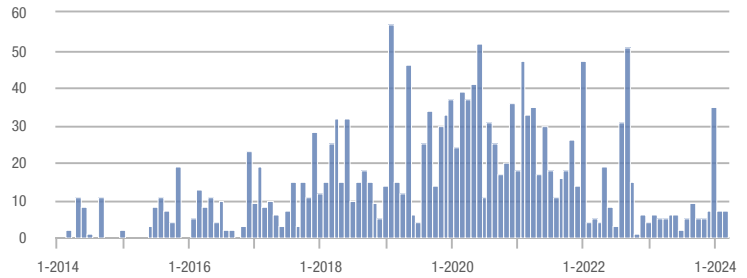
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	3	- 75.0%	0.0%	1.0	- 50.0%	+ 33.3%	3	- 50.0%	- 25.0%
\$100,000 to \$199,999	7	+ 40.0%	0.0%	0.9	+ 92.5%	+ 25.0%	8	- 27.3%	- 20.0%
\$200,000 to \$449,999	52	- 59.7%	- 26.8%	4.0	- 28.7%	- 21.1%	13	- 43.5%	- 7.1%
\$450,000 or More	323	+ 56.8%	+ 20.5%	4.4	+ 46.2%	+ 22.2%	74	+ 7.2%	- 1.3%
Total	385	+ 9.4%	+ 10.3%	3.9	+ 21.7%	+ 15.9%	98	- 10.1%	- 4.9%

Showings

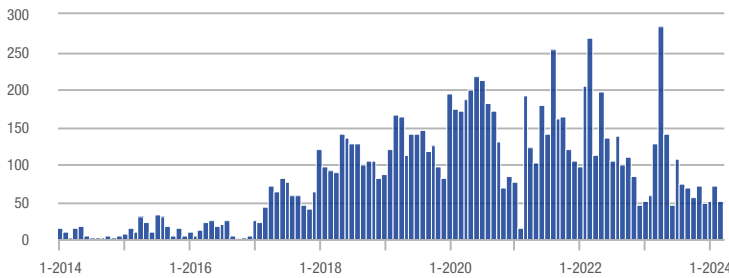
\$99,999 or Less



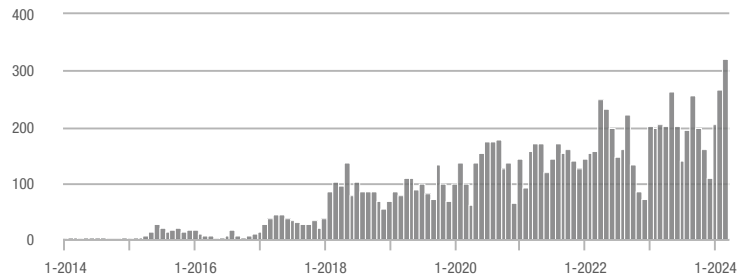
\$100,000 to \$199,999



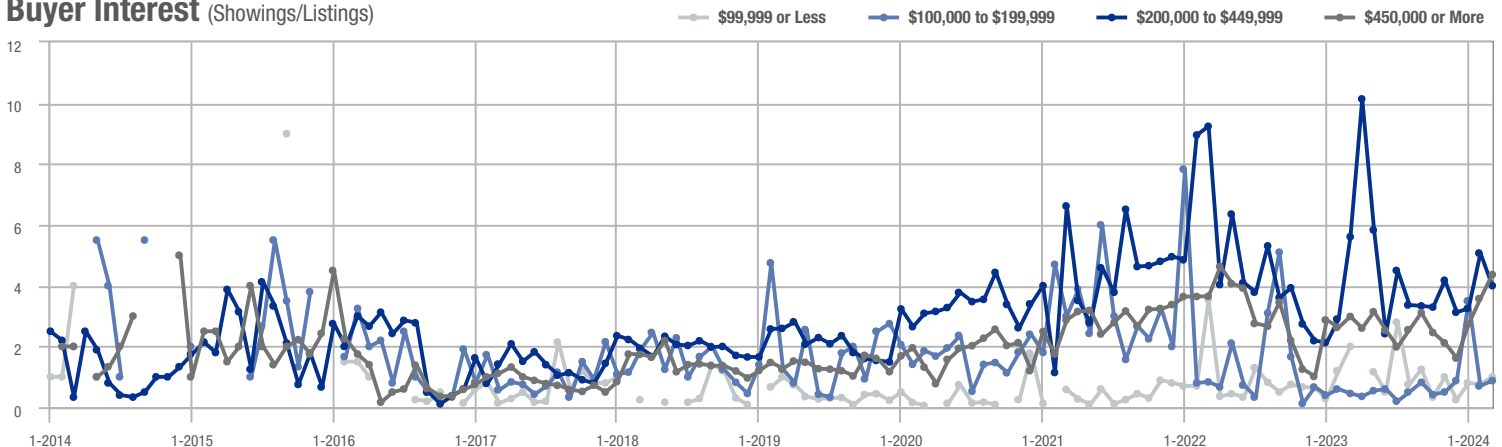
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

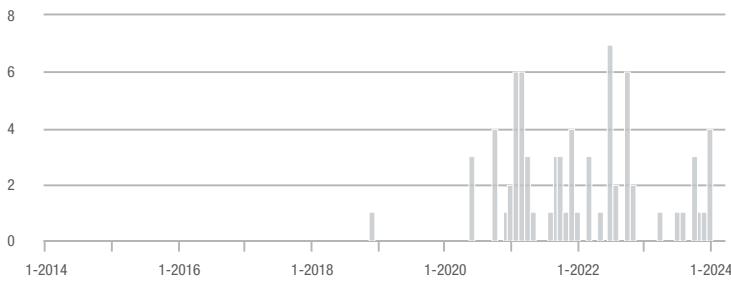


Greensville County

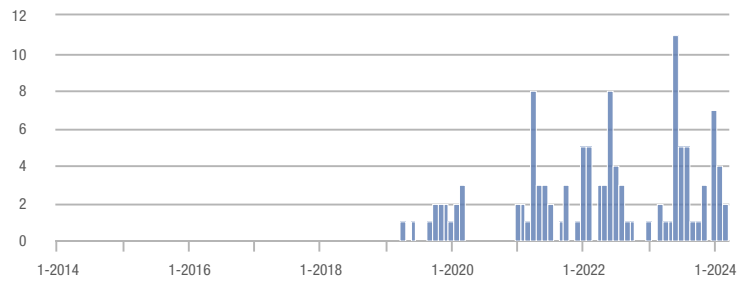
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	2	0.0%	- 50.0%	1.0	- 50.0%	- 50.0%	2	+ 100.0%	0.0%
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	2	- 84.6%	- 77.8%	1.0	- 69.2%	- 55.6%	2	- 50.0%	- 50.0%

Showings

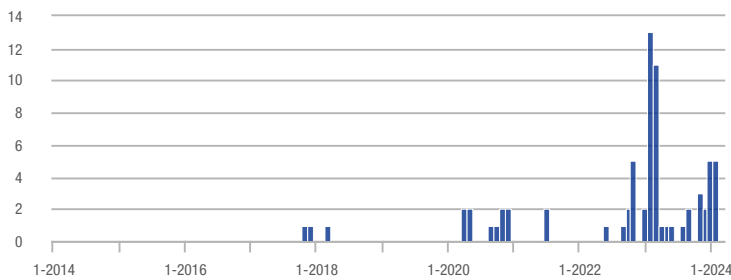
\$99,999 or Less



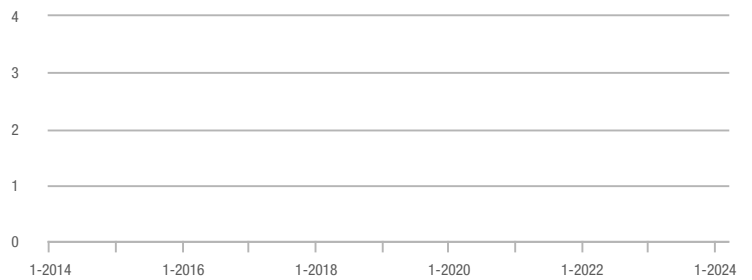
\$100,000 to \$199,999



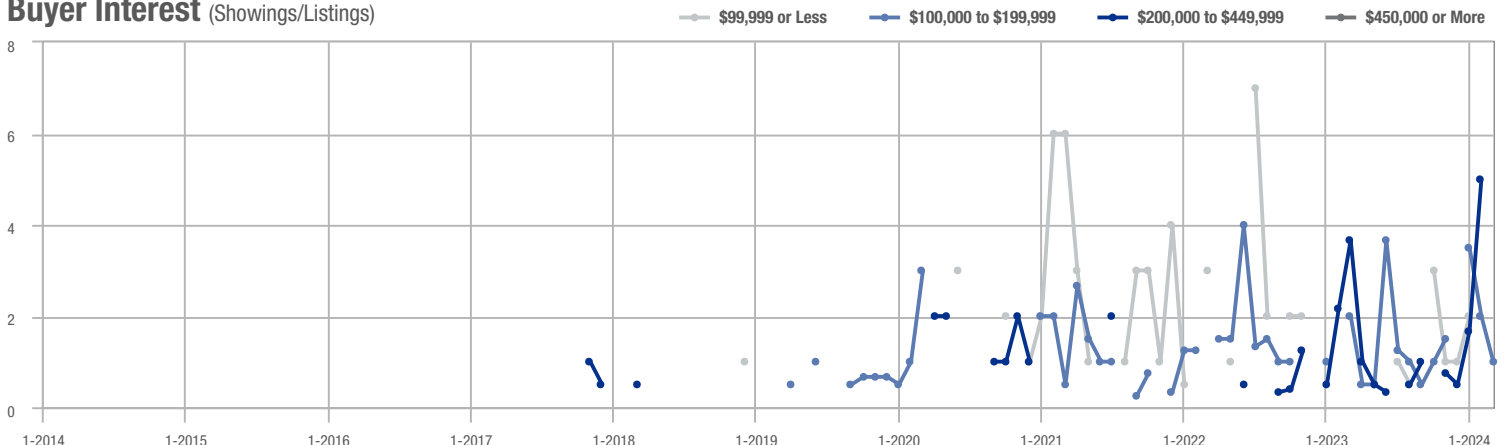
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)





Showings Report for March 2024

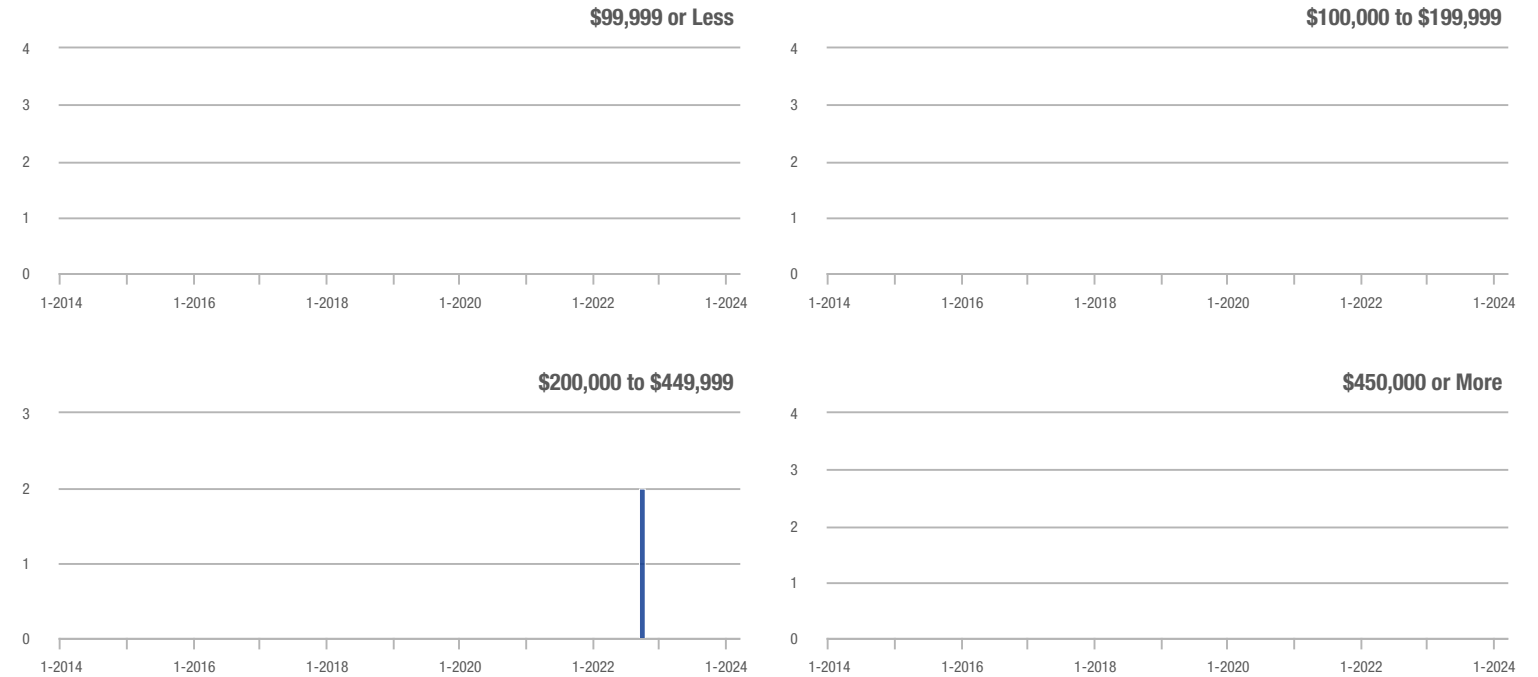
Analytic and Trend Data from Central Virginia Regional MLS



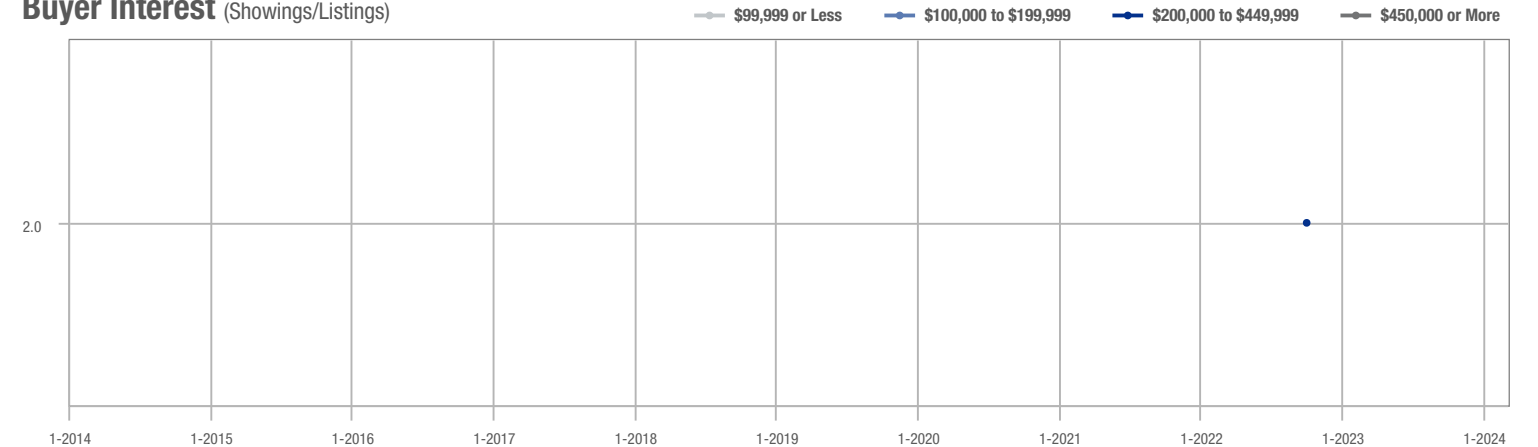
Halifax County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	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)

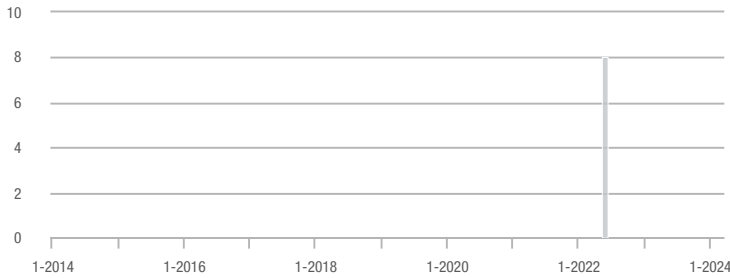


Hampton City

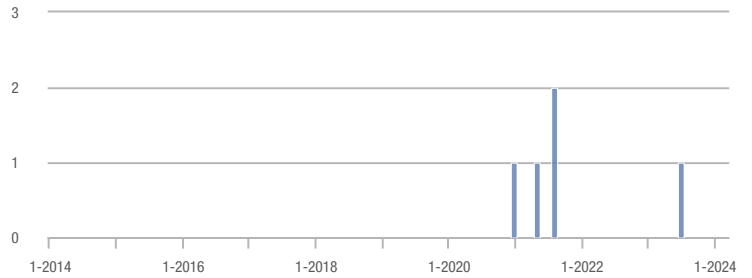
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	1	—	0.0%
Total	0	—	—	—	—	—	1	- 50.0%	0.0%

Showings

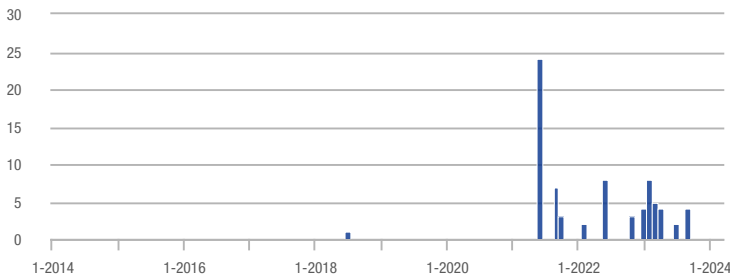
\$99,999 or Less



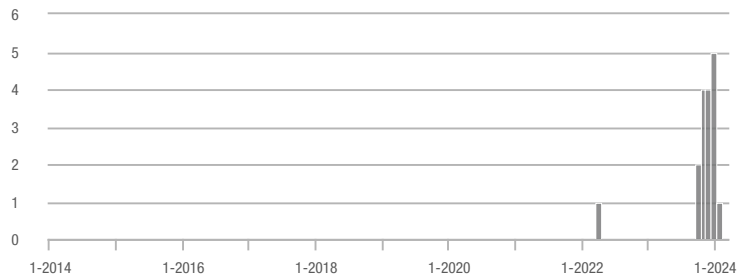
\$100,000 to \$199,999



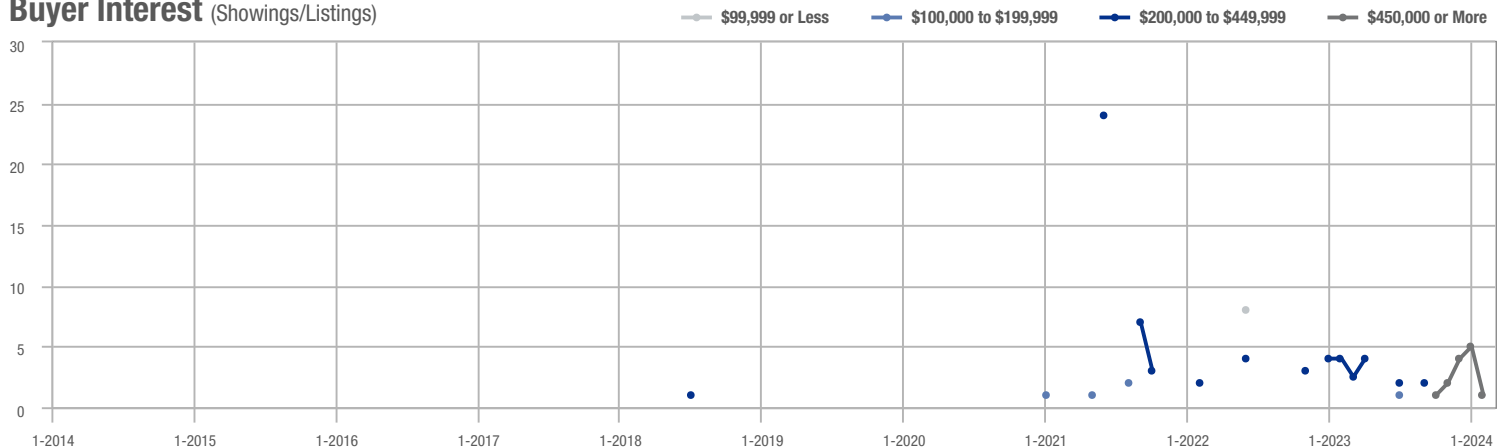
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

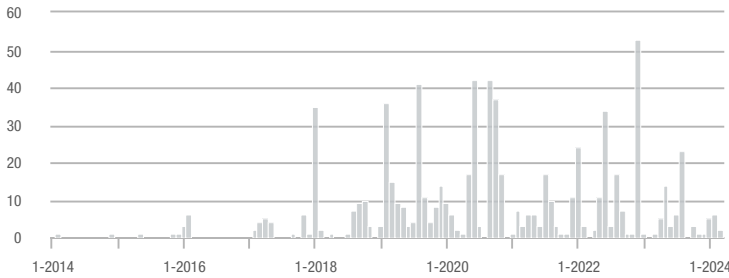


Hanover County

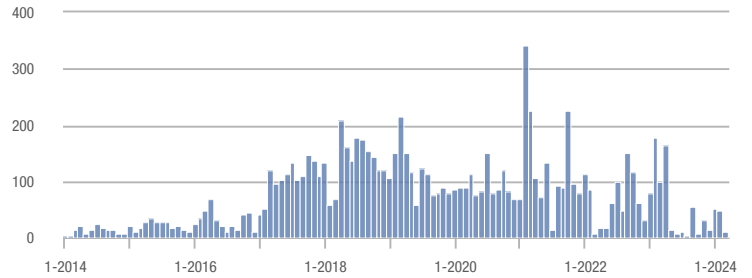
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	2	+ 100.0%	- 66.7%	0.7	+ 33.3%	- 44.4%	3	+ 50.0%	- 40.0%
\$100,000 to \$199,999	9	- 90.9%	- 80.9%	1.8	- 72.7%	- 69.4%	5	- 66.7%	- 37.5%
\$200,000 to \$449,999	685	- 20.6%	+ 37.0%	7.6	- 8.3%	+ 2.0%	90	- 13.5%	+ 34.3%
\$450,000 or More	482	+ 2.3%	+ 15.3%	3.3	+ 7.2%	+ 16.1%	146	- 4.6%	- 0.7%
Total	1,178	- 17.9%	+ 21.3%	4.8	- 7.8%	+ 12.9%	244	- 10.9%	+ 7.5%

Showings

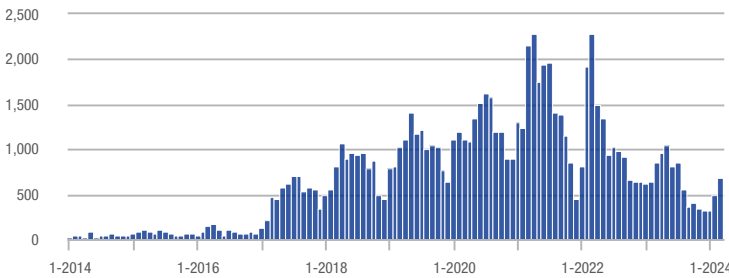
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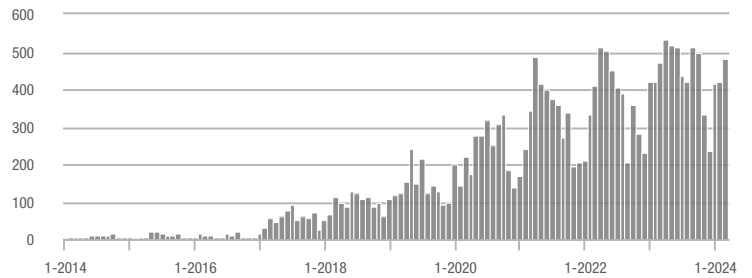
\$100,000 to \$199,999



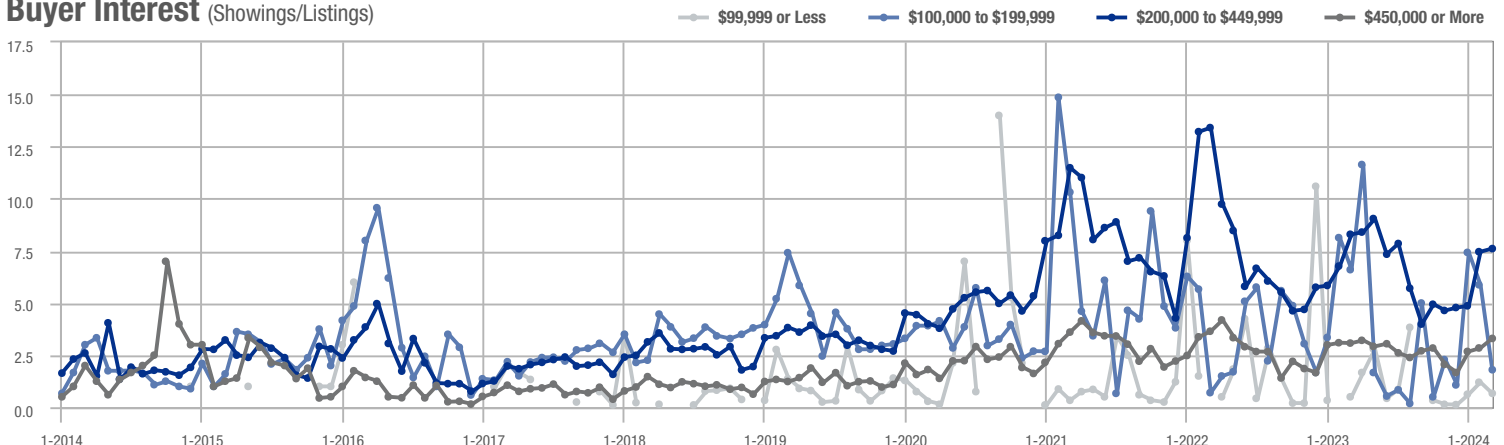
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

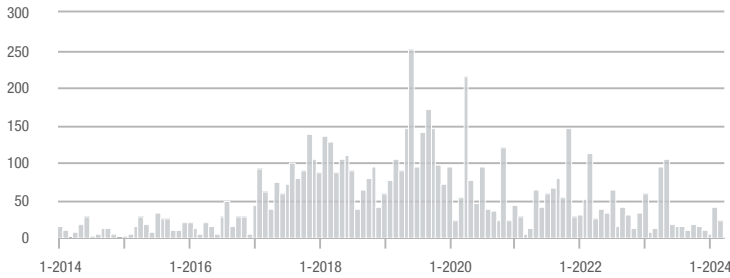


Henrico County

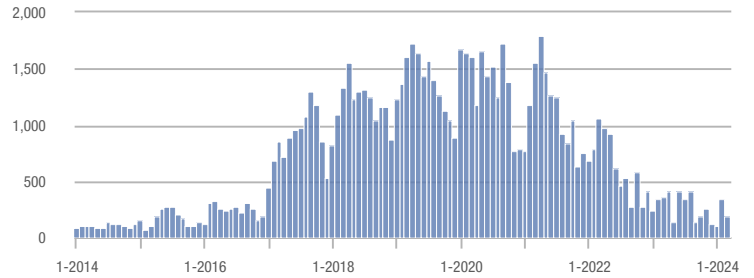
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	24	+ 71.4%	- 42.9%	1.0	+ 37.1%	- 52.0%	25	+ 25.0%	+ 19.0%
\$100,000 to \$199,999	183	- 49.2%	- 47.0%	9.6	- 6.4%	- 52.5%	19	- 45.7%	+ 11.8%
\$200,000 to \$449,999	3,384	- 15.6%	+ 20.6%	11.2	+ 2.7%	+ 20.6%	301	- 17.8%	0.0%
\$450,000 or More	1,845	- 0.1%	+ 20.0%	8.2	- 21.5%	+ 17.4%	224	+ 27.3%	+ 2.3%
Total	5,436	- 12.7%	+ 15.0%	9.6	- 8.4%	+ 12.7%	569	- 4.7%	+ 2.0%

Showings

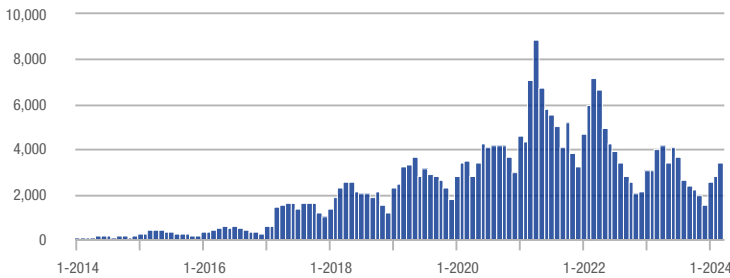
\$99,999 or Less



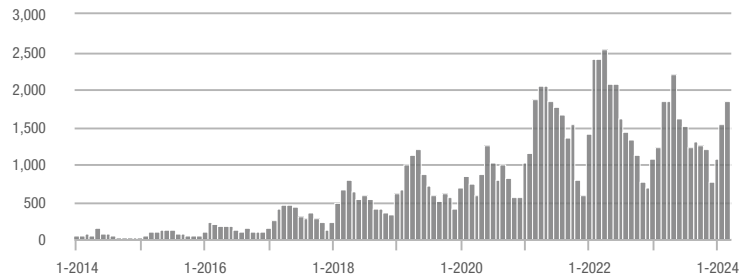
\$100,000 to \$199,999



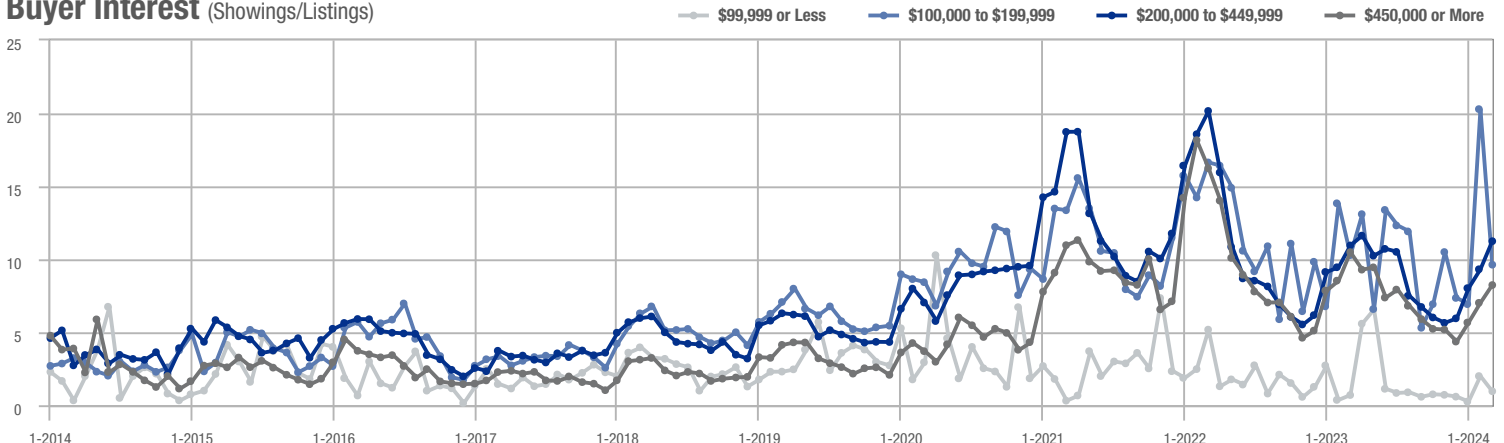
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

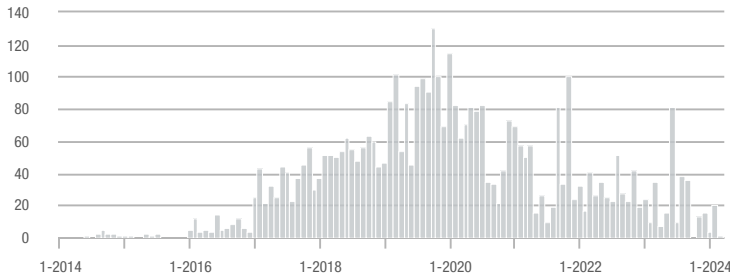


Hopewell City

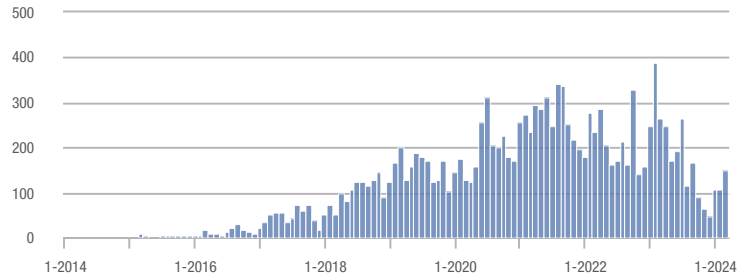
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	- 97.1%	- 95.0%	0.3	- 91.4%	- 91.7%	3	- 66.7%	- 40.0%
\$100,000 to \$199,999	150	- 43.2%	+ 42.9%	6.8	+ 11.1%	+ 62.3%	22	- 48.8%	- 12.0%
\$200,000 to \$449,999	242	+ 30.8%	+ 23.5%	4.8	+ 2.0%	+ 28.4%	50	+ 28.2%	- 3.8%
\$450,000 or More	10	+ 900.0%	+ 150.0%	10.0	+ 1,900.0%	+ 150.0%	1	- 50.0%	0.0%
Total	403	- 16.9%	+ 23.6%	5.2	+ 0.4%	+ 34.9%	77	- 17.2%	- 8.3%

Showings

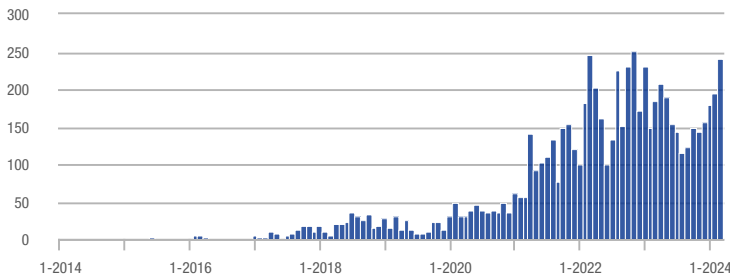
\$99,999 or Less



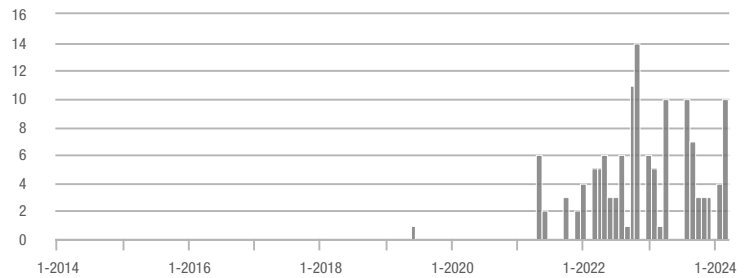
\$100,000 to \$199,999



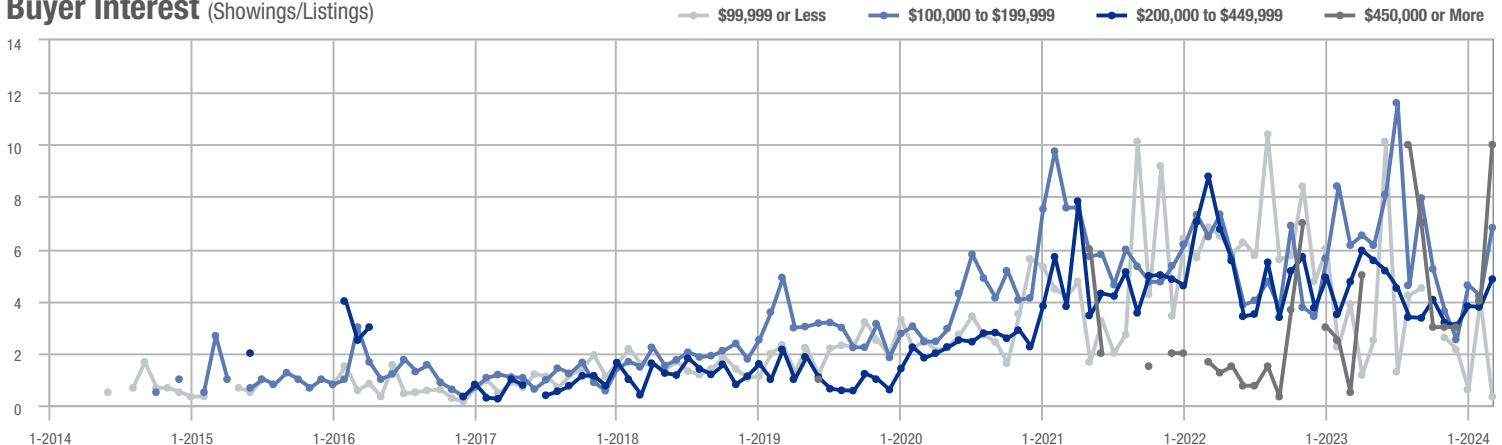
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

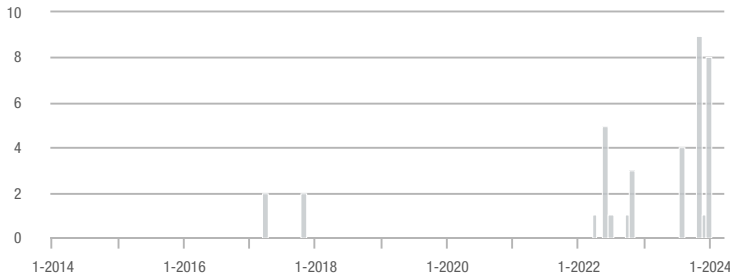


James City County

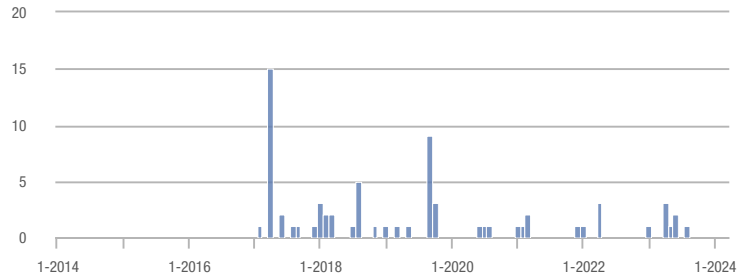
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	3	- 50.0%	+ 200.0%	1.5	+ 50.0%	+ 50.0%	2	- 66.7%	+ 100.0%
\$450,000 or More	14	+ 250.0%	+ 250.0%	3.5	+ 512.5%	+ 337.5%	4	- 42.9%	- 20.0%
Total	17	+ 70.0%	+ 240.0%	2.8	+ 268.3%	+ 240.0%	6	- 53.8%	0.0%

Showings

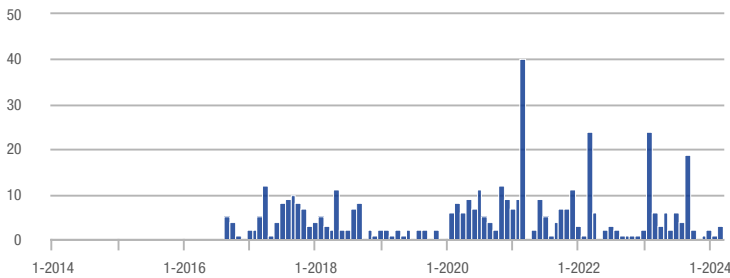
\$99,999 or Less



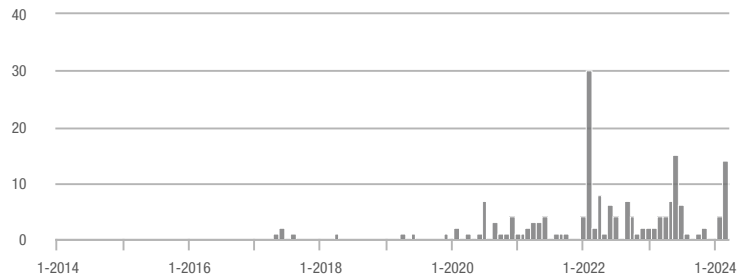
\$100,000 to \$199,999



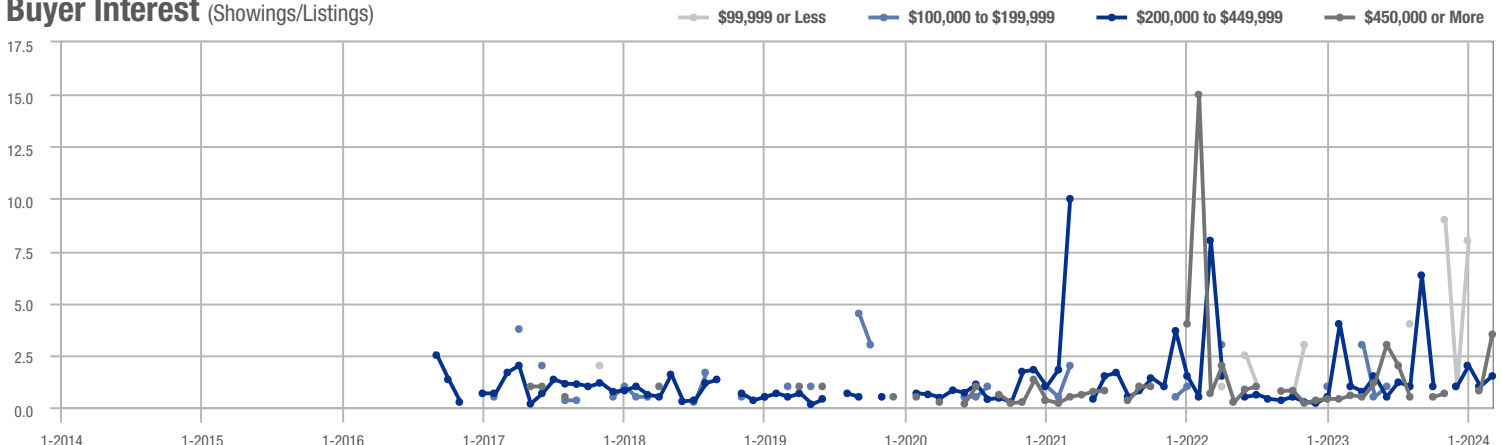
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

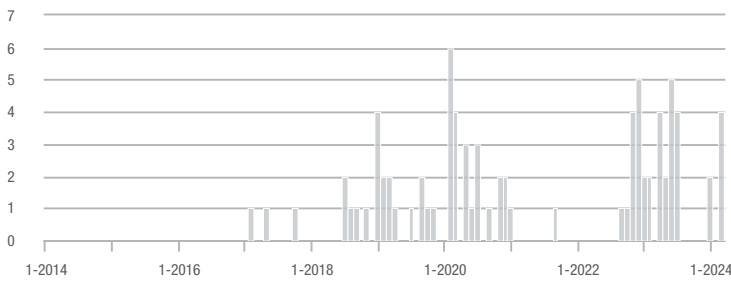


King and Queen County

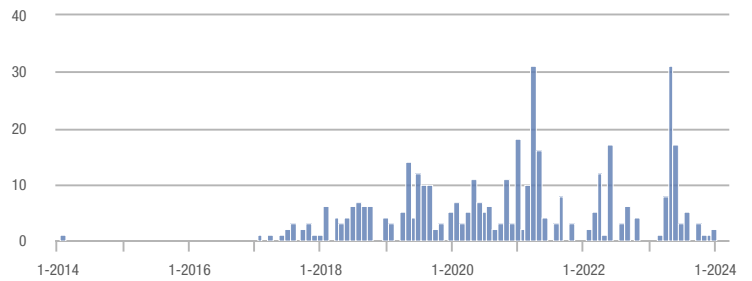
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	4	—	—	4.0	—	—	1	- 66.7%	0.0%
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	3	- 57.1%	- 80.0%	3.0	+ 28.6%	- 60.0%	1	- 66.7%	- 50.0%
\$450,000 or More	4	—	—	2.0	—	—	2	+ 100.0%	0.0%
Total	11	+ 37.5%	- 26.7%	2.8	+ 175.0%	- 8.3%	4	- 50.0%	- 20.0%

Showings

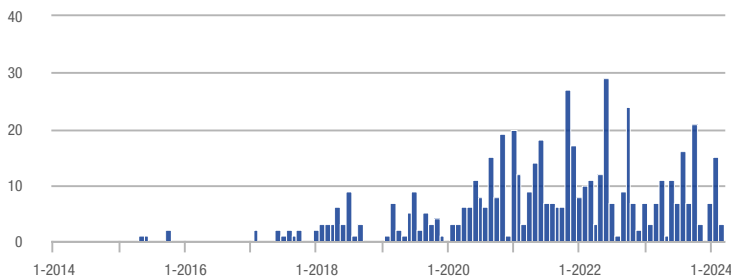
\$99,999 or Less



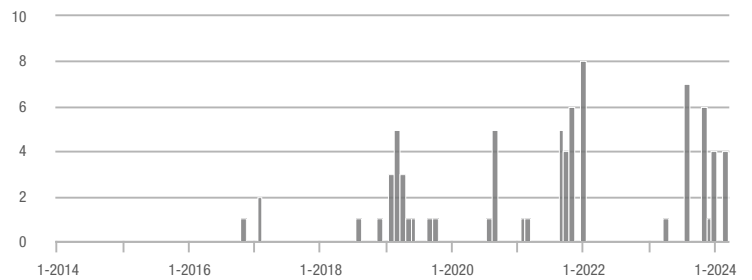
\$100,000 to \$199,999



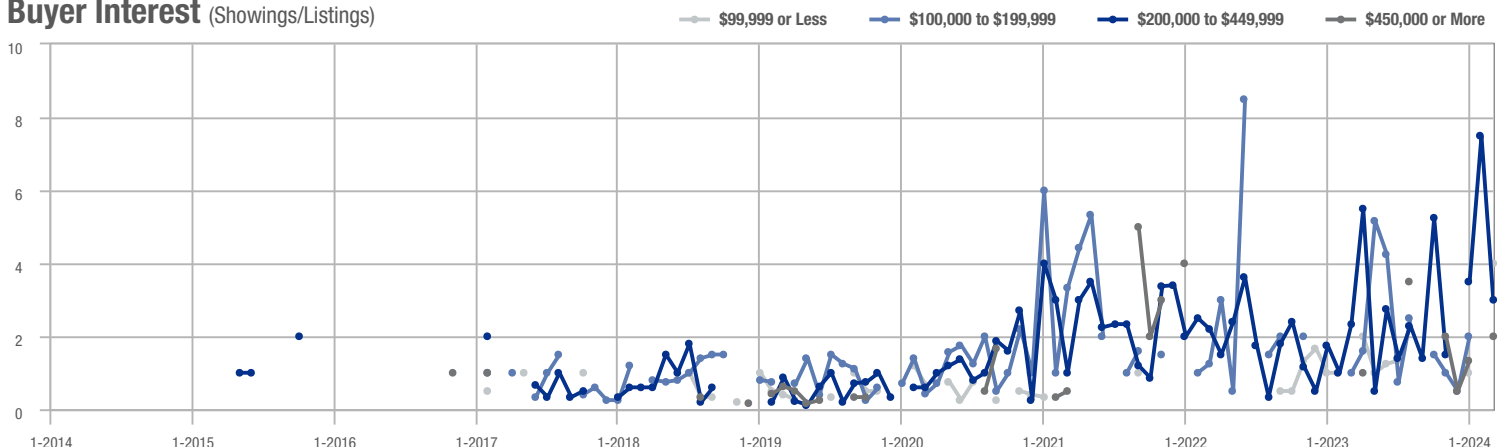
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

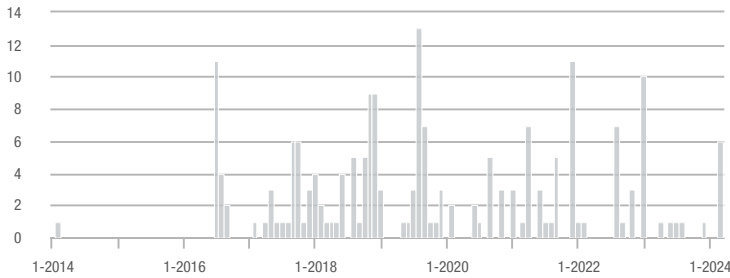


King William County

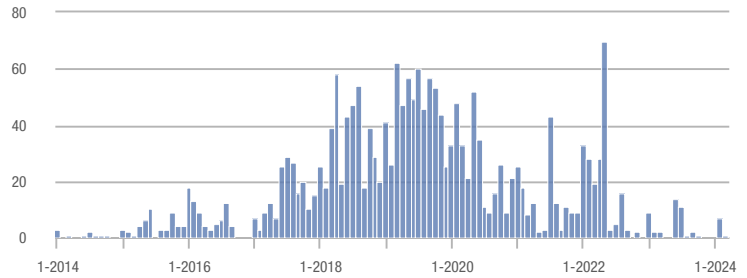
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	6	—	—	6.0	—	—	1	- 50.0%	—
\$100,000 to \$199,999	1	- 50.0%	- 85.7%	1.0	0.0%	- 71.4%	1	- 50.0%	- 50.0%
\$200,000 to \$449,999	105	- 0.9%	- 0.9%	3.3	+ 8.3%	- 7.1%	32	- 8.6%	+ 6.7%
\$450,000 or More	0	—	—	—	—	—	1	- 80.0%	- 66.7%
Total	112	- 18.2%	- 6.7%	3.2	+ 2.8%	- 6.7%	35	- 20.5%	0.0%

Showings

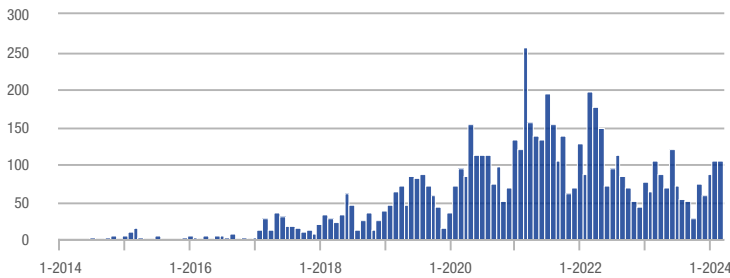
\$99,999 or Less



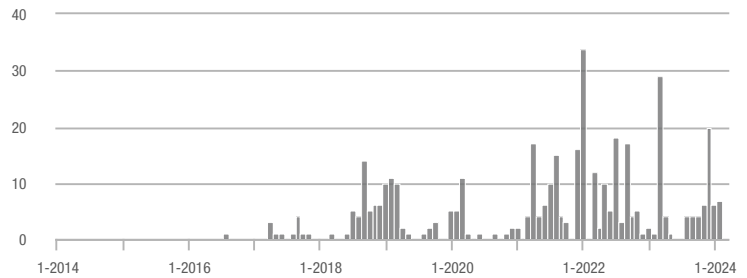
\$100,000 to \$199,999



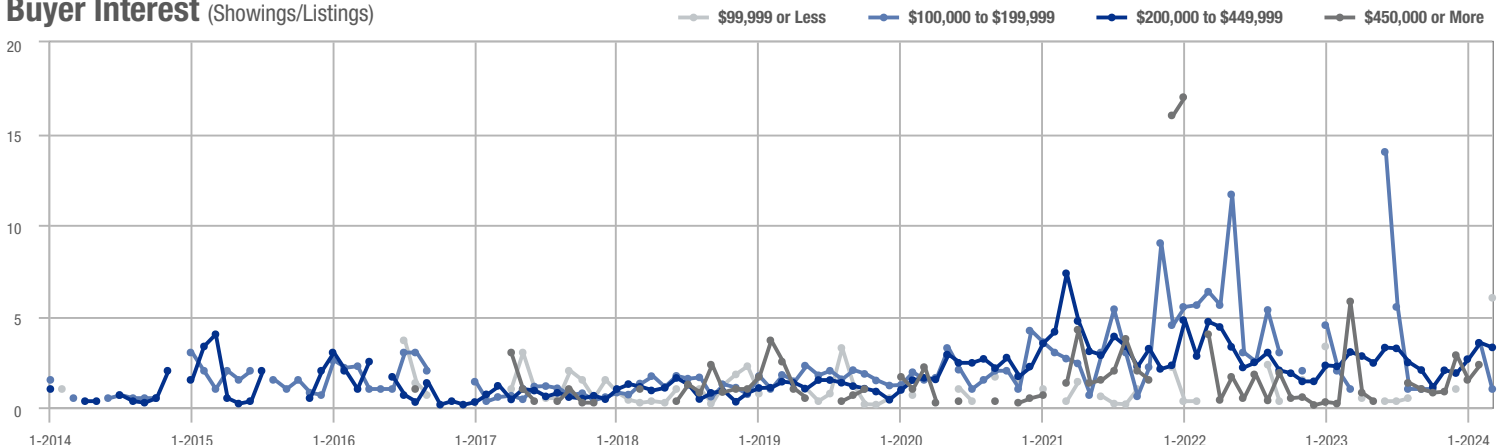
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

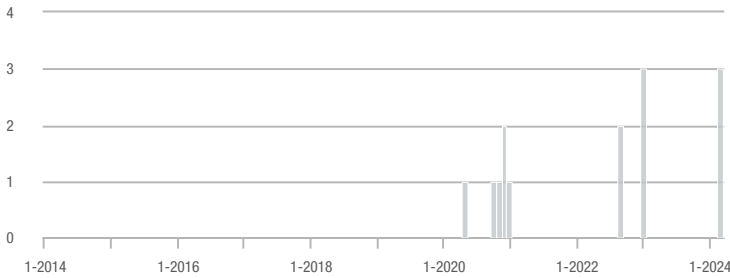


Lancaster County

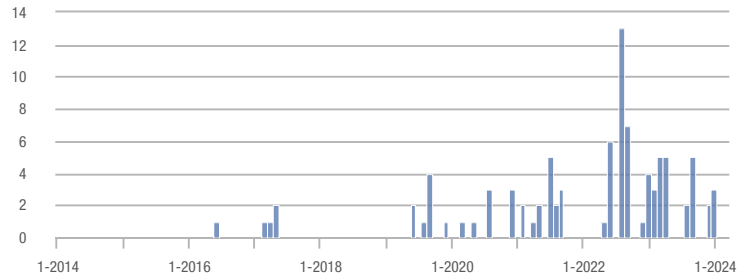
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	3	—	—	3.0	—	—	1	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	1	- 66.7%	- 50.0%
\$200,000 to \$449,999	3	+ 50.0%	- 62.5%	1.0	0.0%	- 37.5%	3	+ 50.0%	- 40.0%
\$450,000 or More	13	+ 85.7%	- 27.8%	2.2	+ 23.8%	- 27.8%	6	+ 50.0%	0.0%
Total	19	+ 35.7%	- 26.9%	1.7	+ 11.0%	- 13.6%	11	+ 22.2%	- 15.4%

Showings

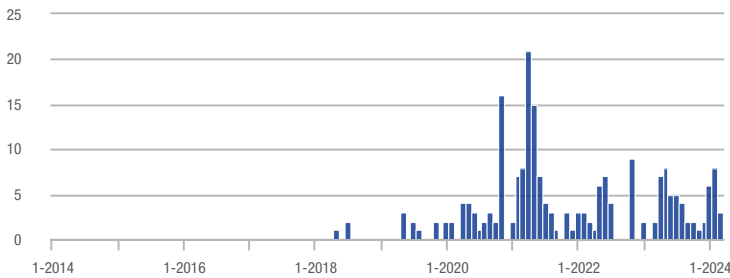
\$99,999 or Less



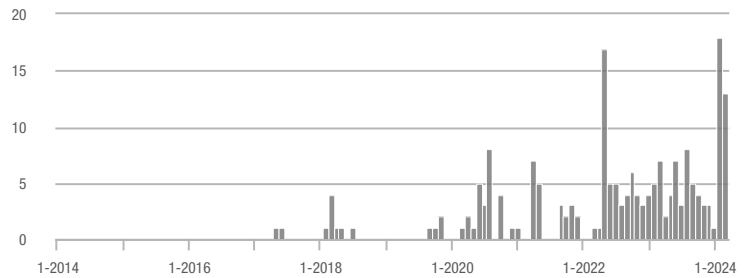
\$100,000 to \$199,999



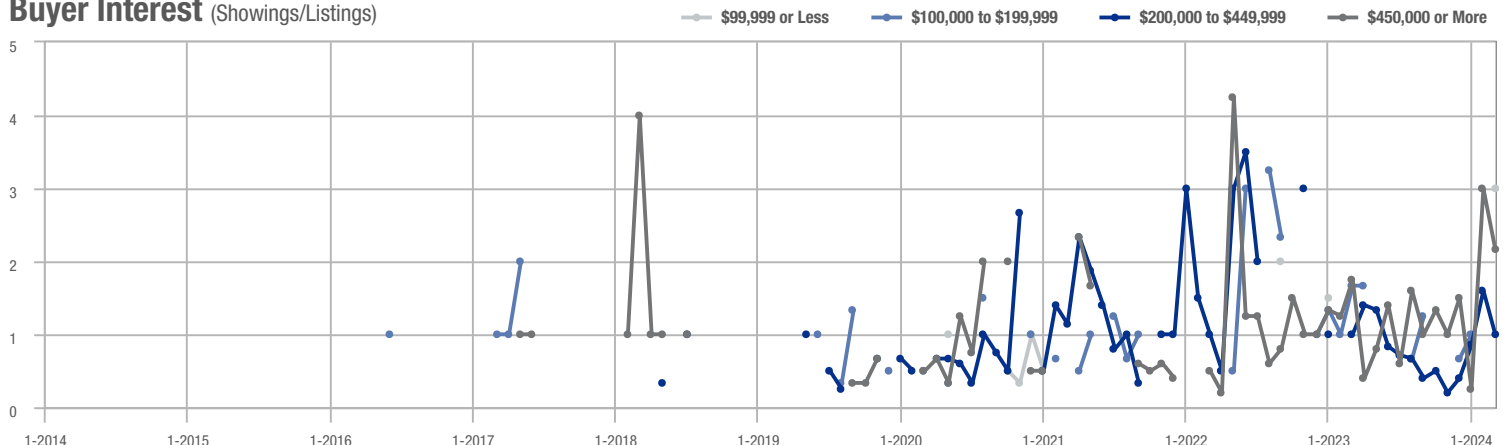
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

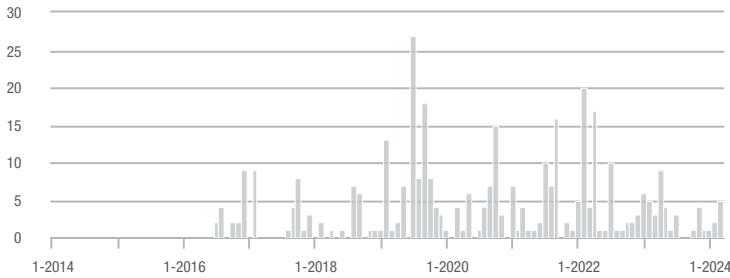


Louisa County

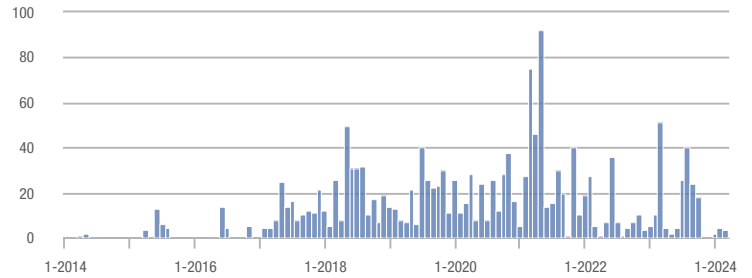
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	5	+ 66.7%	+ 150.0%	1.7	+ 344.4%	+ 66.7%	3	- 62.5%	+ 50.0%
\$100,000 to \$199,999	3	- 94.1%	- 25.0%	0.8	- 95.6%	- 25.0%	4	+ 33.3%	0.0%
\$200,000 to \$449,999	114	+ 44.3%	+ 17.5%	3.1	+ 91.1%	+ 17.5%	37	- 24.5%	0.0%
\$450,000 or More	20	- 56.5%	0.0%	1.1	- 47.4%	- 5.3%	19	- 17.4%	+ 5.6%
Total	142	- 20.7%	+ 15.4%	2.3	+ 4.5%	+ 11.8%	63	- 24.1%	+ 3.3%

Showings

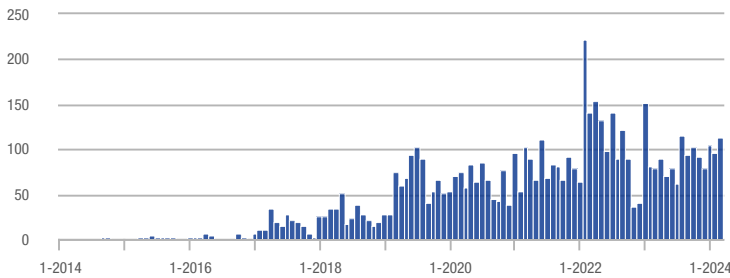
\$99,999 or Less



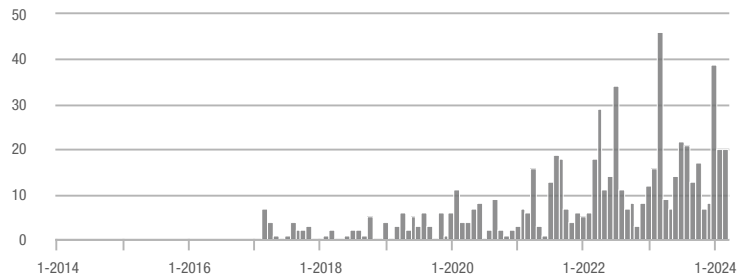
\$100,000 to \$199,999



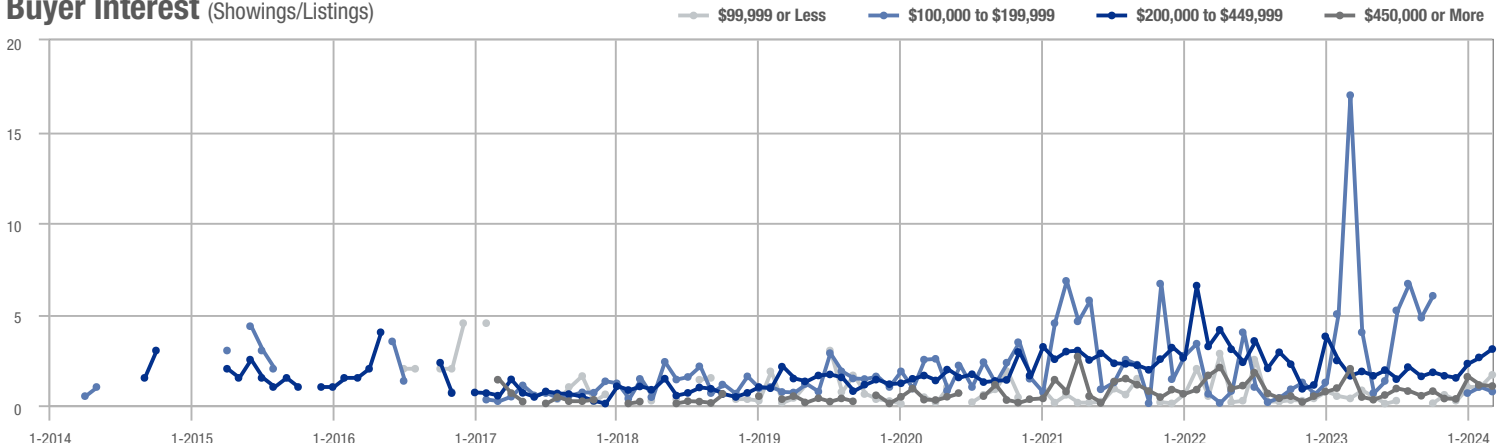
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

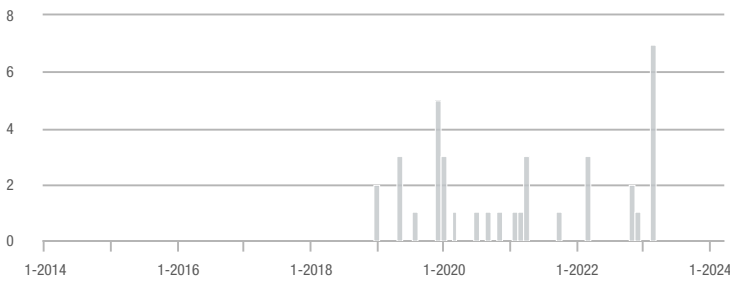


Lunenburg County

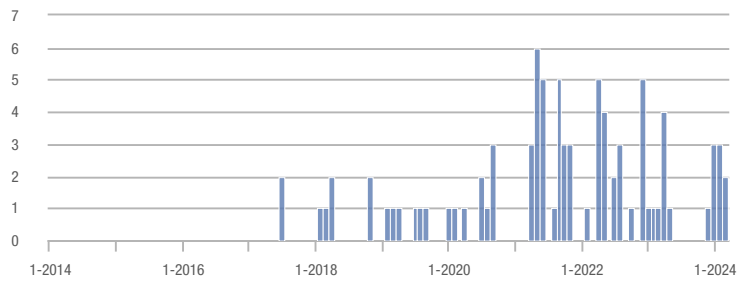
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	2	+ 100.0%	- 33.3%	1.0	+ 100.0%	- 33.3%	2	0.0%	0.0%
\$200,000 to \$449,999	2	- 50.0%	- 66.7%	1.0	+ 25.0%	- 33.3%	2	- 60.0%	- 50.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	4	- 71.4%	- 60.0%	1.0	- 21.4%	- 30.0%	4	- 63.6%	- 42.9%

Showings

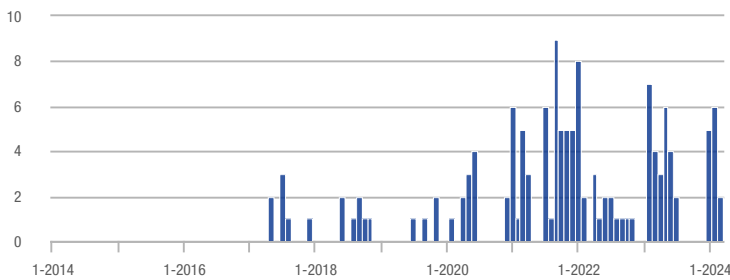
\$99,999 or Less



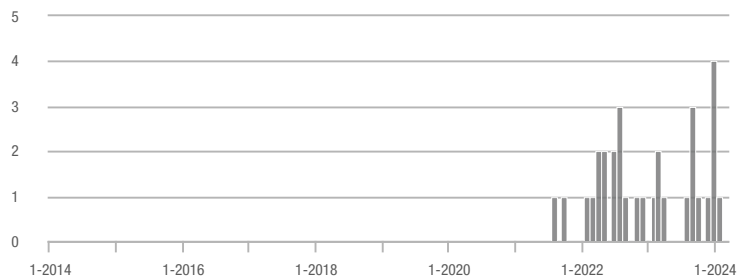
\$100,000 to \$199,999



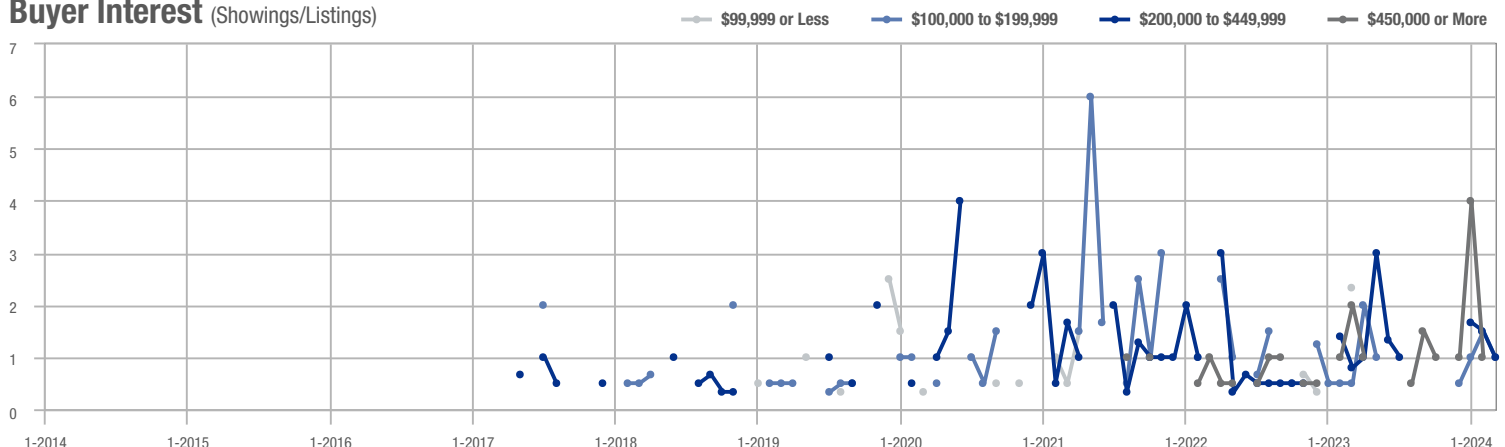
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

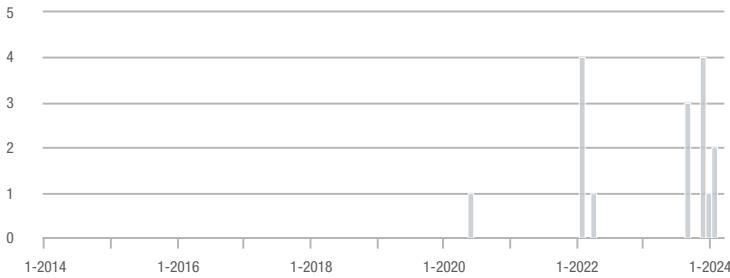


Mathews County

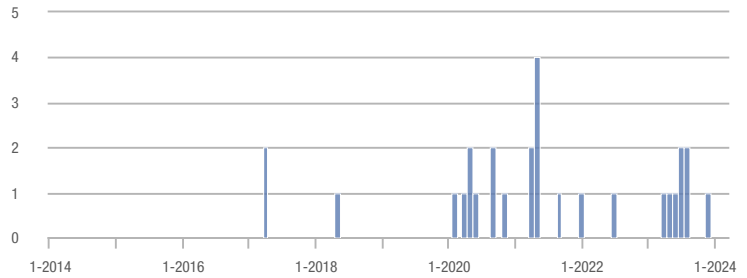
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	7	- 36.4%	+ 600.0%	3.5	+ 27.3%	+ 600.0%	2	- 50.0%	0.0%
\$450,000 or More	1	- 50.0%	—	1.0	+ 50.0%	—	1	- 66.7%	0.0%
Total	8	- 38.5%	+ 166.7%	2.7	+ 43.6%	+ 344.4%	3	- 57.1%	- 40.0%

Showings

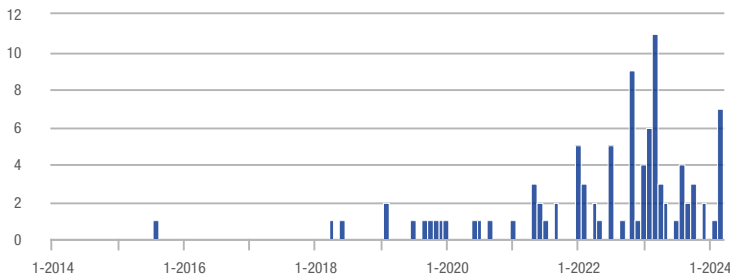
\$99,999 or Less



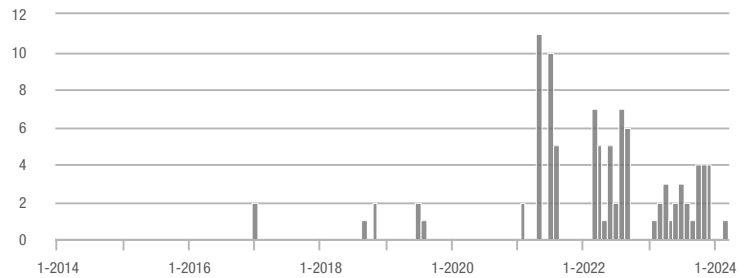
\$100,000 to \$199,999



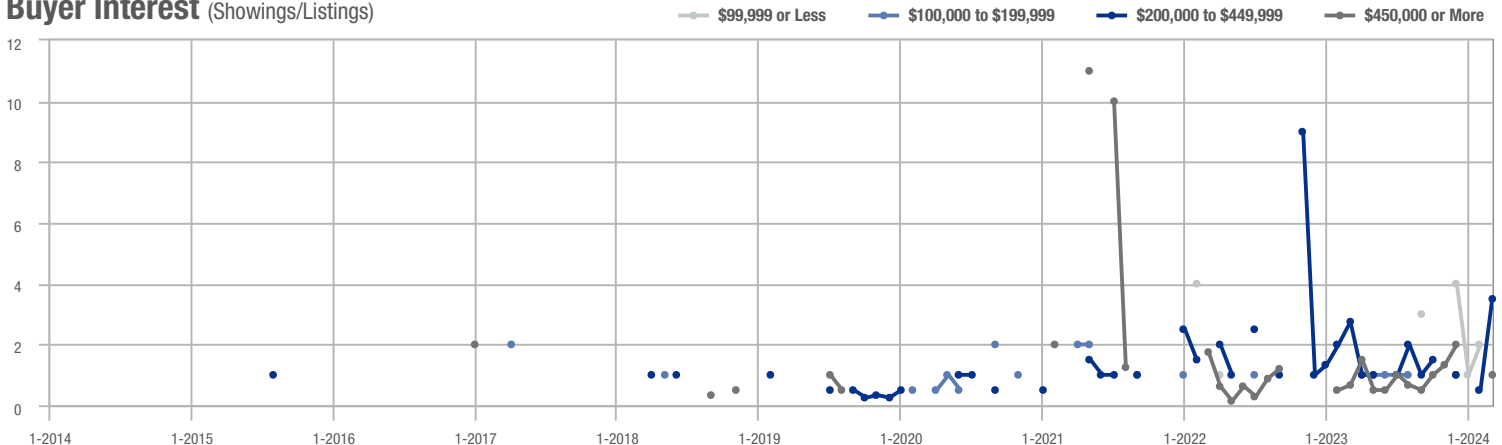
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

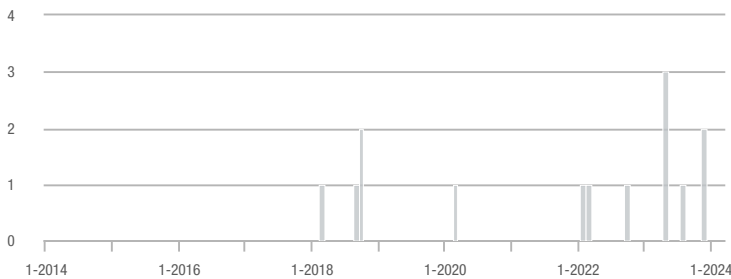


Mecklenburg County

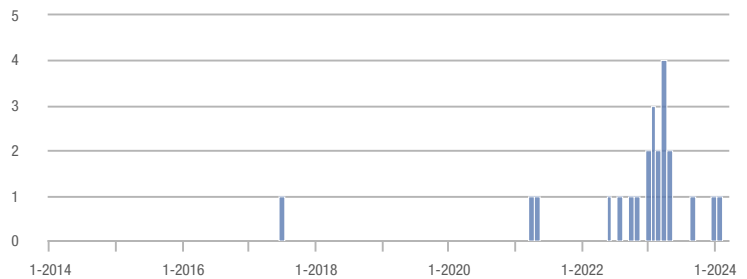
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	2	—	0.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	0	—	—	—	—	—	2	0.0%	- 33.3%

Showings

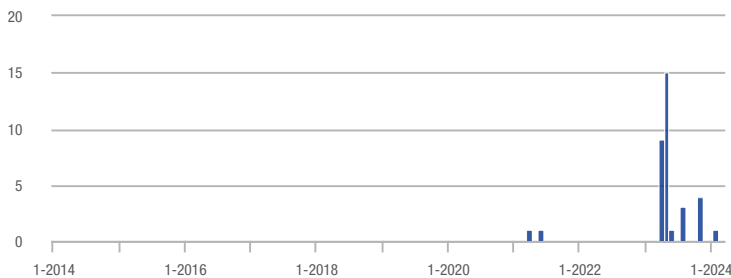
\$99,999 or Less



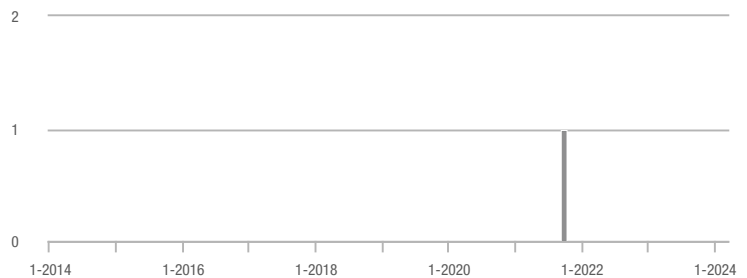
\$100,000 to \$199,999



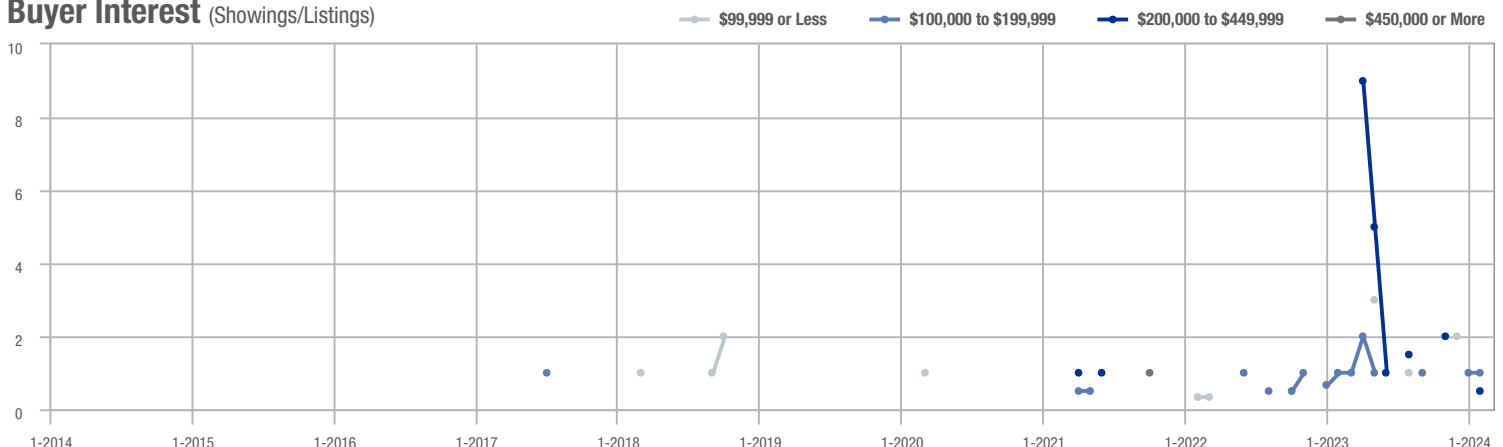
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

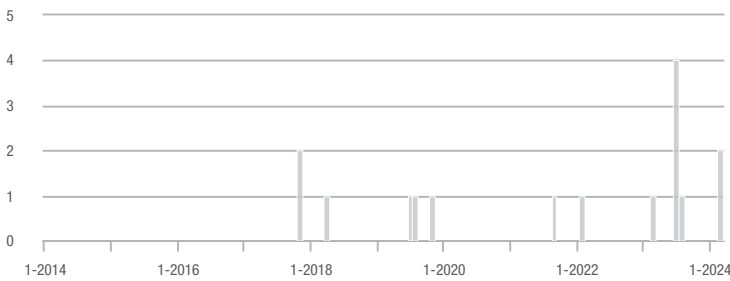


Middlesex County

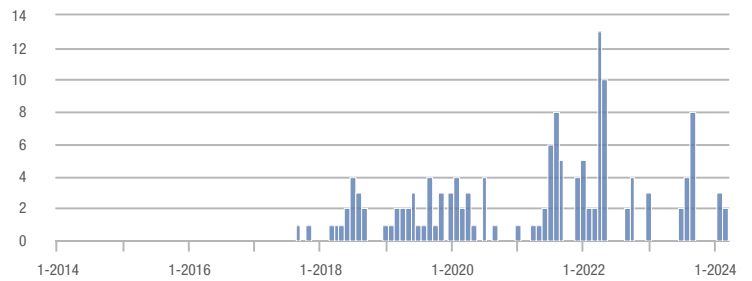
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	2	+ 100.0%	—	2.0	+ 100.0%	—	1	0.0%	0.0%
\$100,000 to \$199,999	2	—	- 33.3%	1.0	—	- 66.7%	2	—	+ 100.0%
\$200,000 to \$449,999	1	- 96.3%	- 88.9%	0.3	- 95.1%	- 81.5%	3	- 25.0%	- 40.0%
\$450,000 or More	0	—	—	—	—	—	1	0.0%	—
Total	5	- 83.3%	- 58.3%	0.7	- 85.7%	- 58.3%	7	+ 16.7%	0.0%

Showings

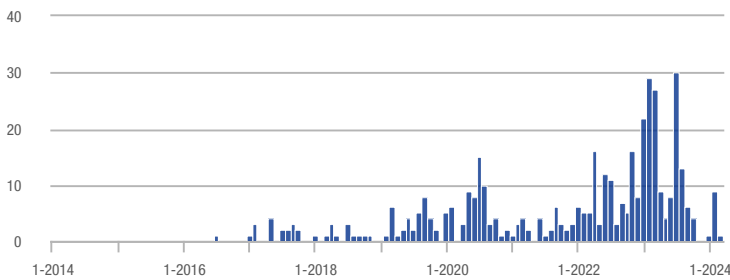
\$99,999 or Less



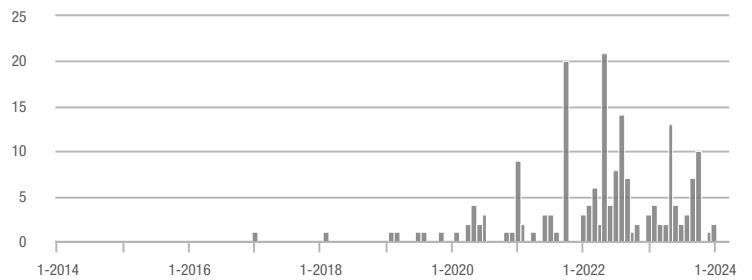
\$100,000 to \$199,999



\$200,000 to \$449,999



\$450,000 or More

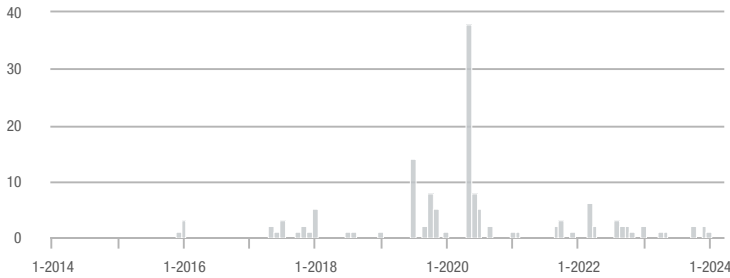


New Kent County

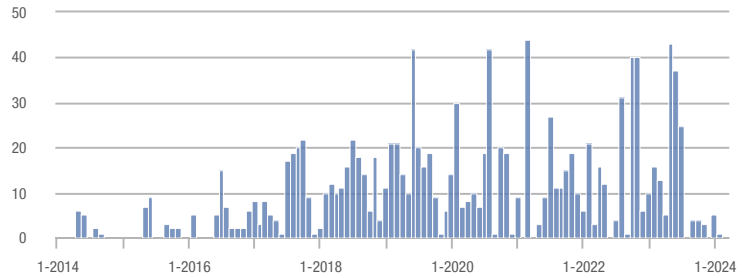
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	0.0%	0.0%
\$100,000 to \$199,999	0	—	—	—	—	—	3	- 70.0%	- 25.0%
\$200,000 to \$449,999	75	- 46.8%	- 8.5%	3.1	- 37.9%	+ 2.9%	24	- 14.3%	- 11.1%
\$450,000 or More	84	- 9.7%	+ 55.6%	2.4	- 17.4%	+ 82.2%	35	+ 9.4%	- 14.6%
Total	159	- 35.6%	+ 16.1%	2.5	- 27.5%	+ 34.5%	63	- 11.3%	- 13.7%

Showings

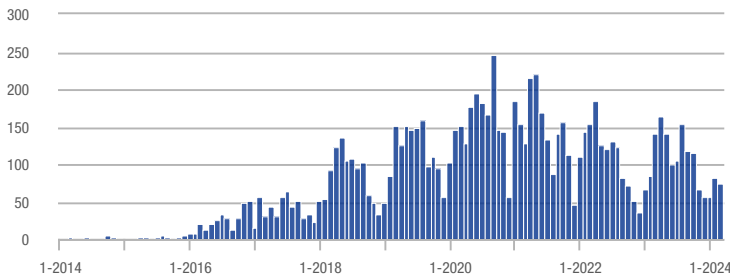
\$99,999 or Less



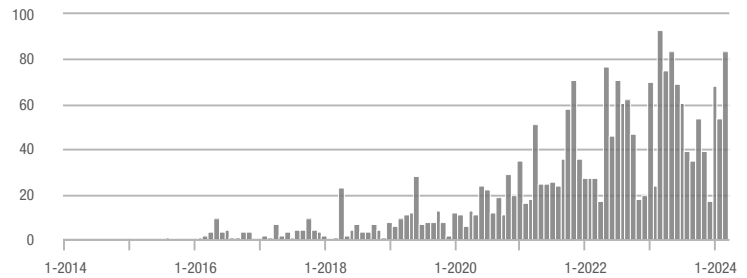
\$100,000 to \$199,999



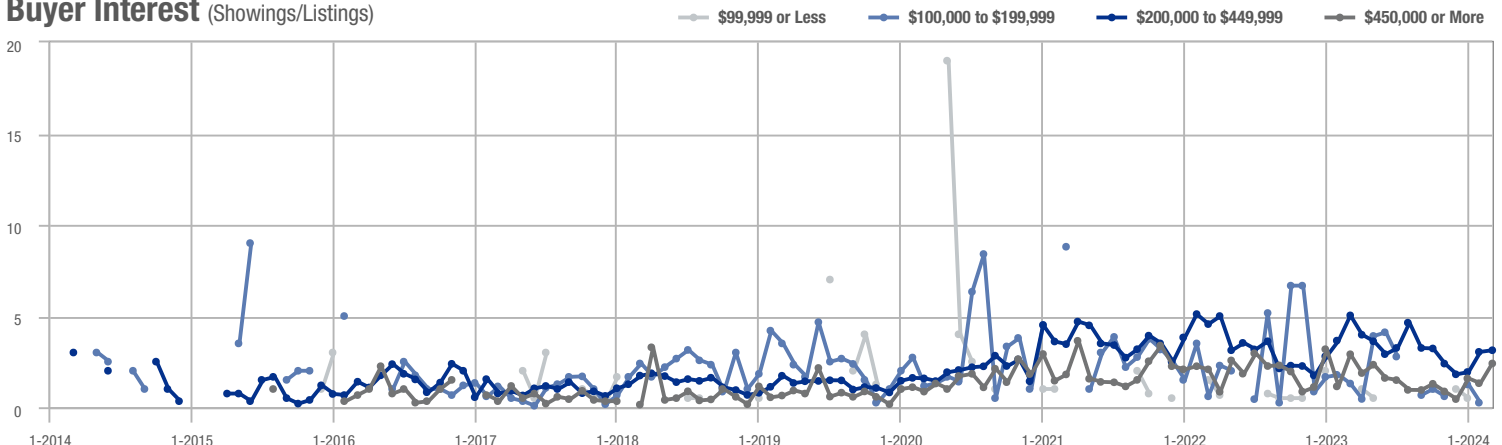
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

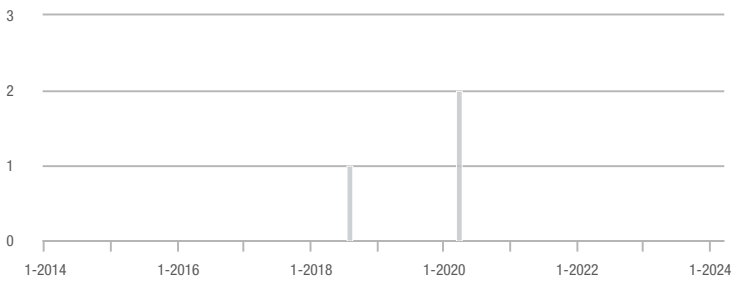


Newport News City

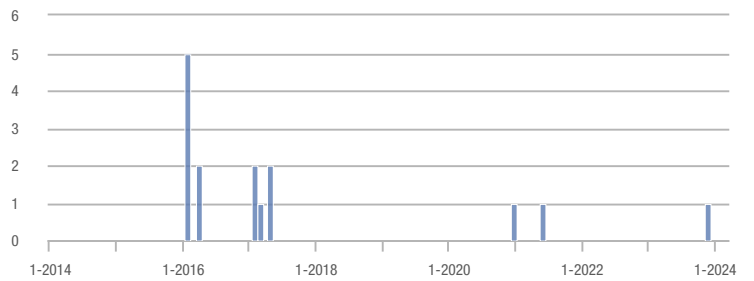
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	0	—	—	—	—	—	0	—	—

Showings

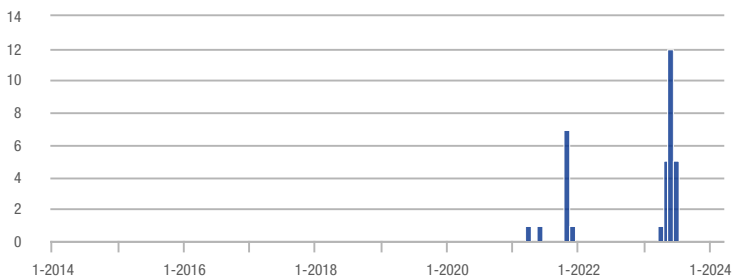
\$99,999 or Less



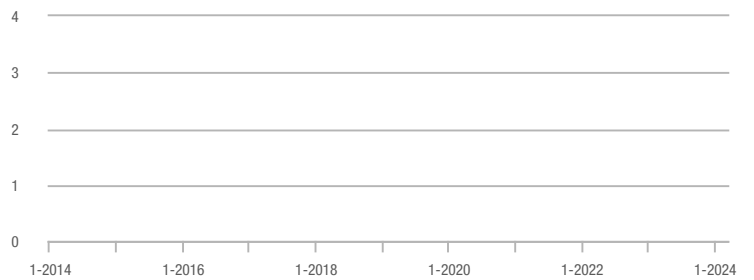
\$100,000 to \$199,999



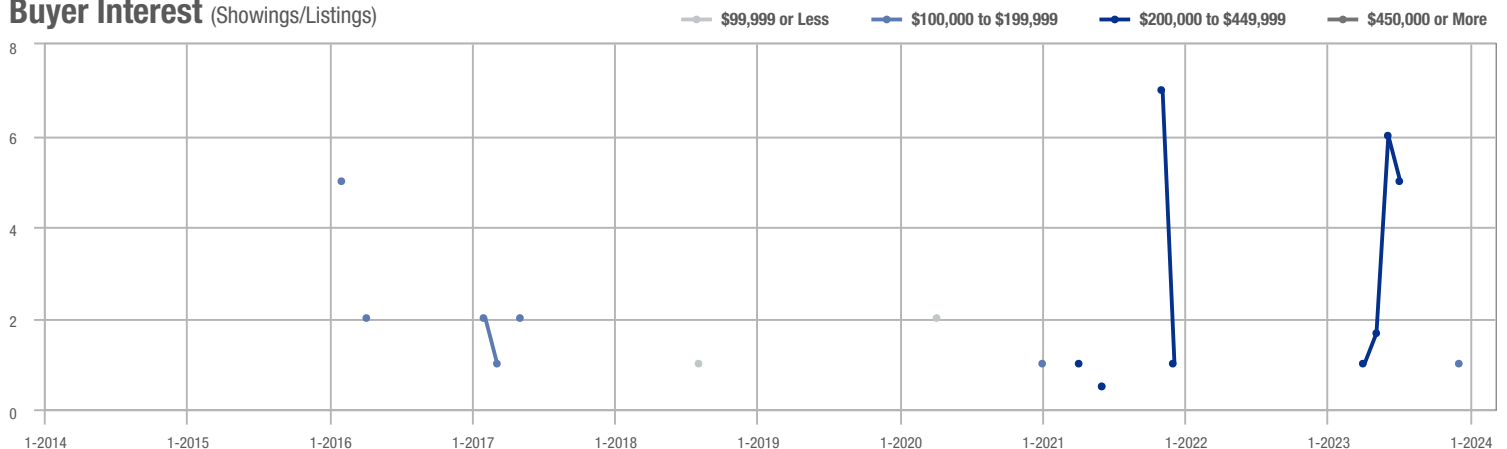
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

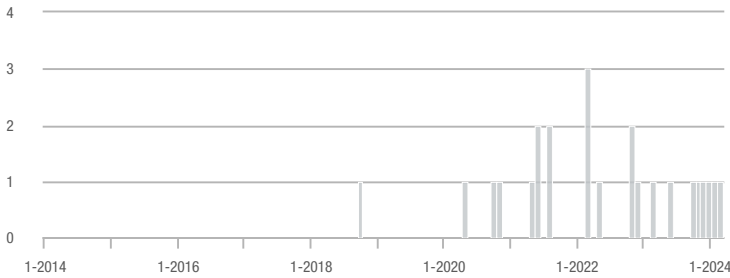


Northumberland County

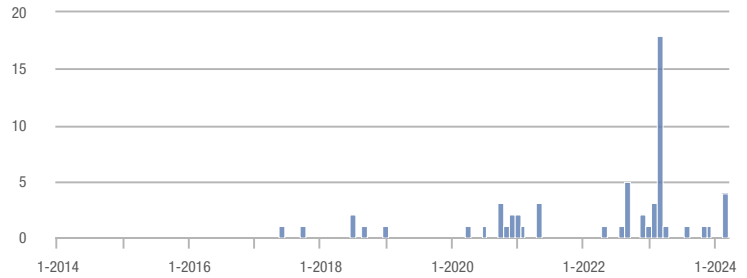
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	0.0%	0.0%	1.0	0.0%	0.0%	1	0.0%	0.0%
\$100,000 to \$199,999	4	- 77.8%	—	4.0	+ 11.1%	—	1	- 80.0%	—
\$200,000 to \$449,999	2	- 50.0%	+ 100.0%	2.0	+ 200.0%	+ 300.0%	1	- 83.3%	- 50.0%
\$450,000 or More	0	—	—	—	—	—	1	- 66.7%	—
Total	7	- 69.6%	+ 250.0%	1.8	+ 14.1%	+ 162.5%	4	- 73.3%	+ 33.3%

Showings

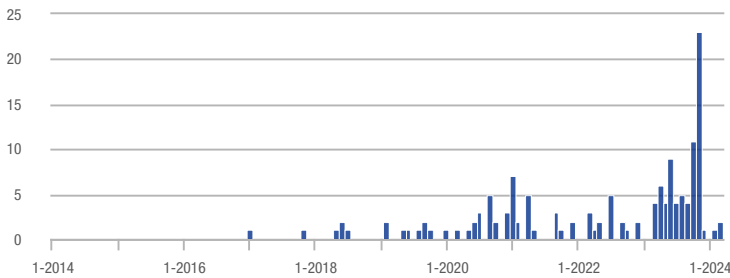
\$99,999 or Less



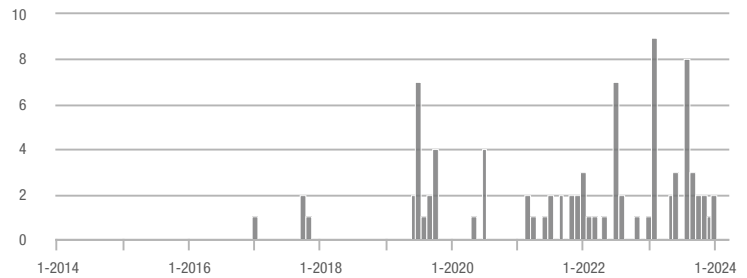
\$100,000 to \$199,999



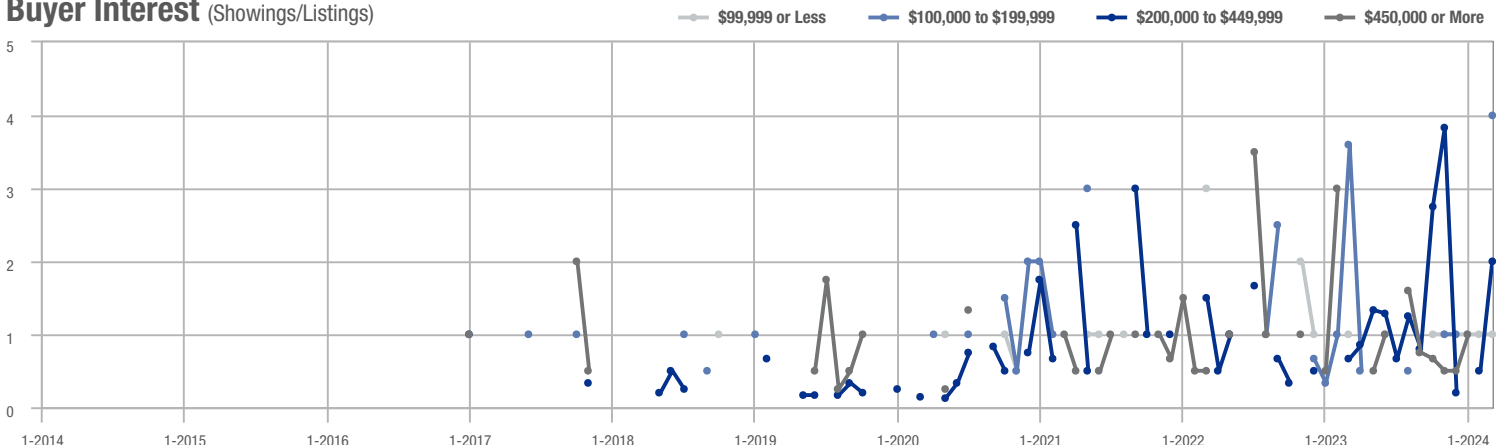
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

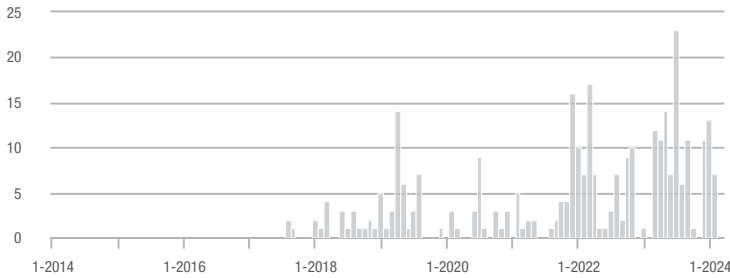


Nottoway County

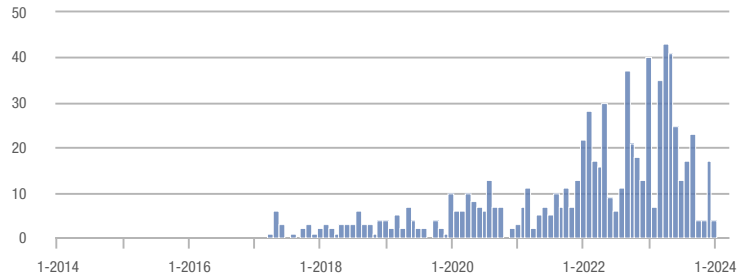
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	- 85.7%	- 75.0%
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	11	- 80.0%	- 50.0%	1.6	- 37.1%	- 42.9%	7	- 68.2%	- 12.5%
\$450,000 or More	2	0.0%	+ 100.0%	0.7	+ 133.3%	+ 100.0%	3	- 57.1%	0.0%
Total	13	- 87.5%	- 56.7%	1.2	- 47.7%	- 40.9%	11	- 76.1%	- 26.7%

Showings

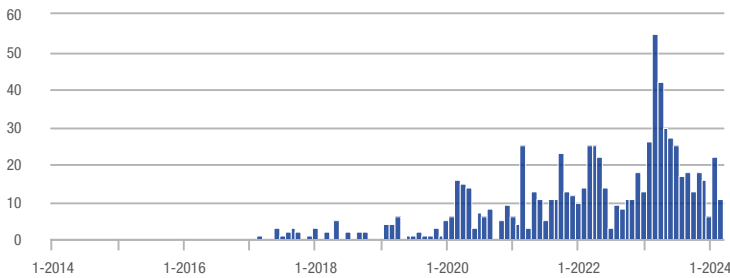
\$99,999 or Less



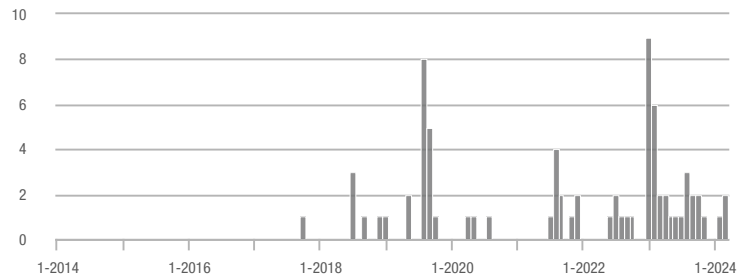
\$100,000 to \$199,999



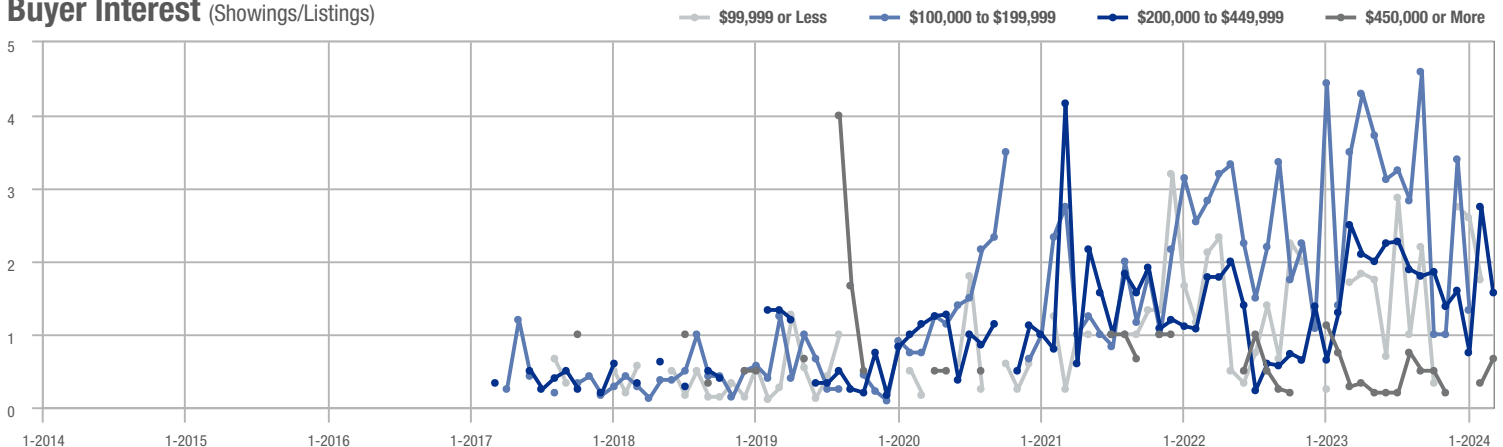
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

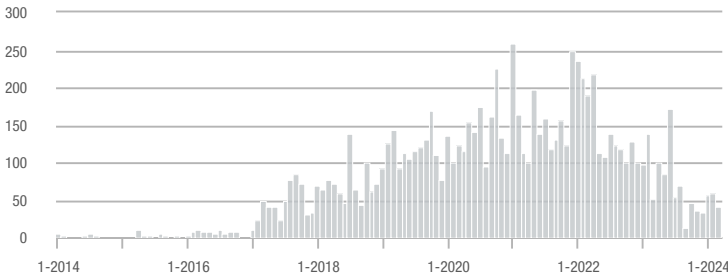


Petersburg City

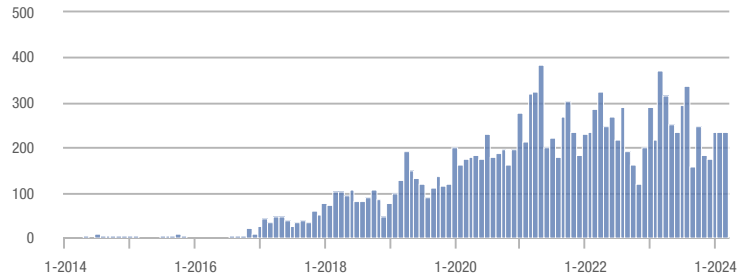
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	42	- 17.6%	- 30.0%	5.3	+ 116.2%	- 12.5%	8	- 61.9%	- 20.0%
\$100,000 to \$199,999	237	- 36.1%	+ 0.4%	5.2	- 11.1%	+ 0.4%	46	- 28.1%	0.0%
\$200,000 to \$449,999	351	+ 4.5%	- 0.3%	4.5	- 6.3%	+ 17.6%	78	+ 11.4%	- 15.2%
\$450,000 or More	4	- 63.6%	+ 300.0%	0.7	- 39.4%	+ 300.0%	6	- 40.0%	0.0%
Total	634	- 17.6%	- 2.3%	4.6	- 1.4%	+ 9.0%	138	- 16.4%	- 10.4%

Showings

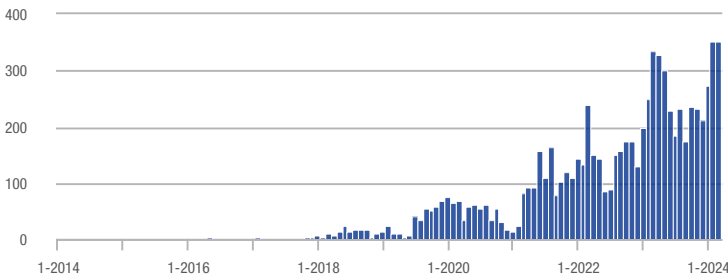
\$99,999 or Less



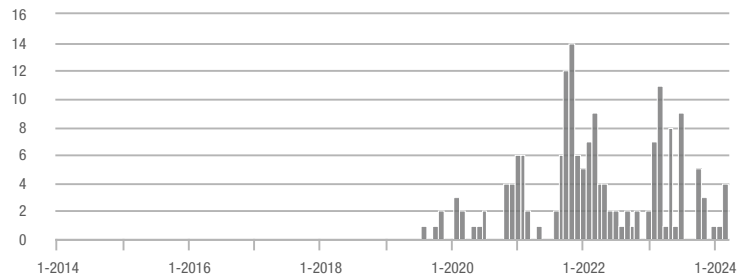
\$100,000 to \$199,999



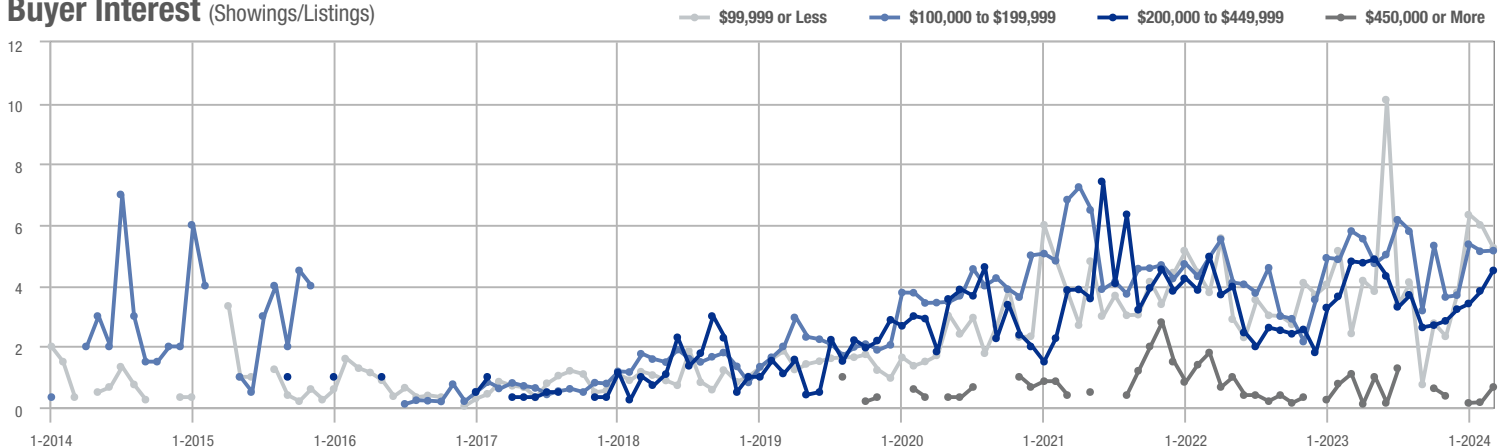
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

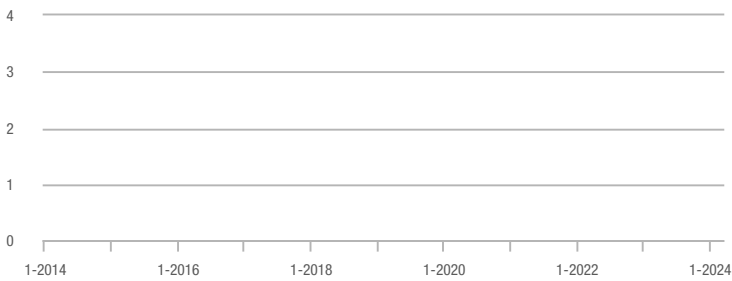


Poquoson

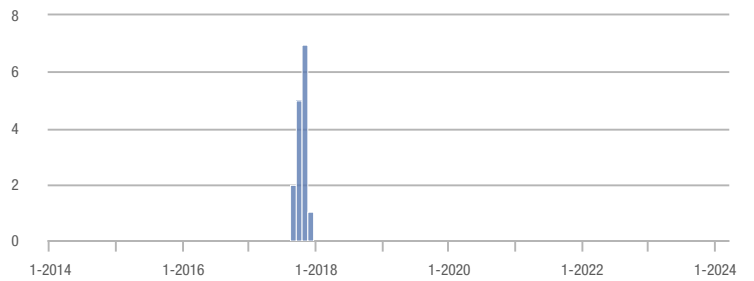
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	0	—	—	—	—	—	0	—	—

Showings

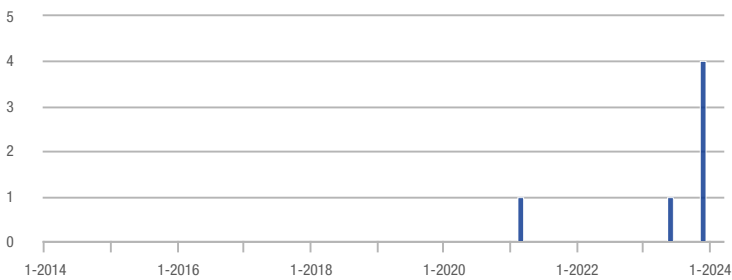
\$99,999 or Less



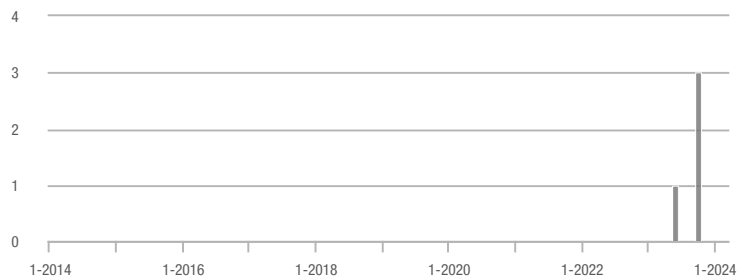
\$100,000 to \$199,999



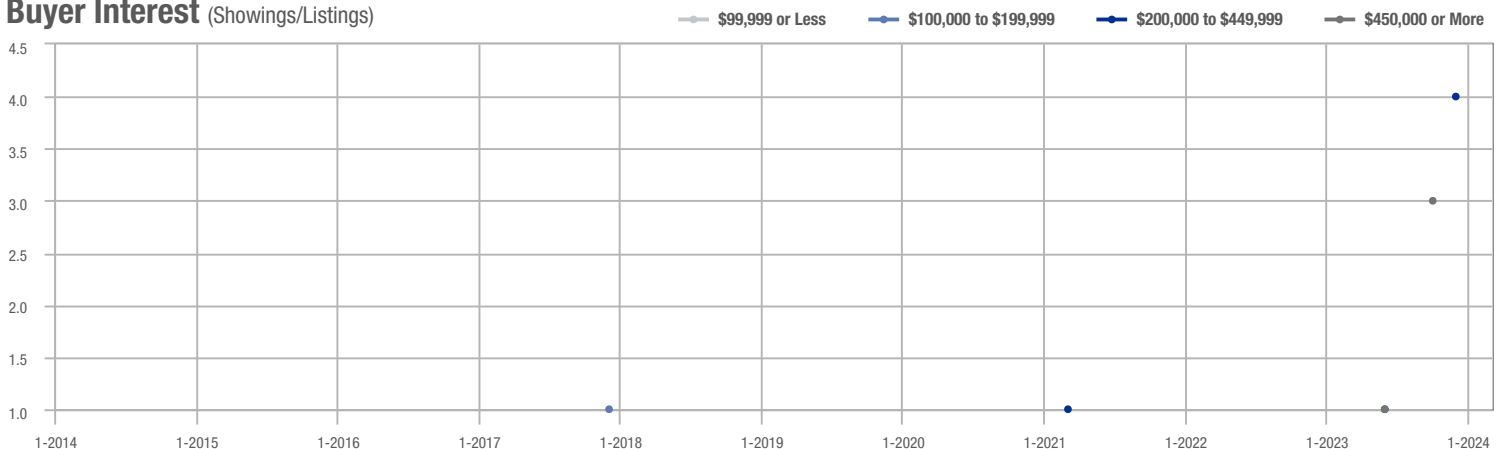
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

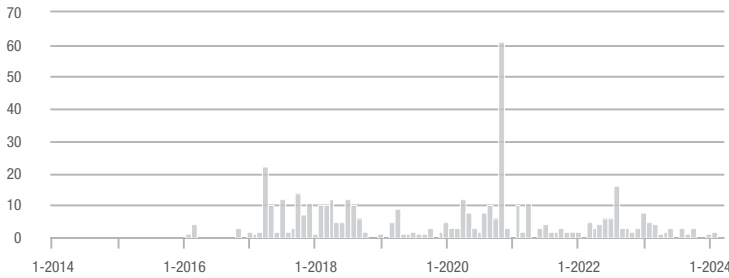


Powhatan County

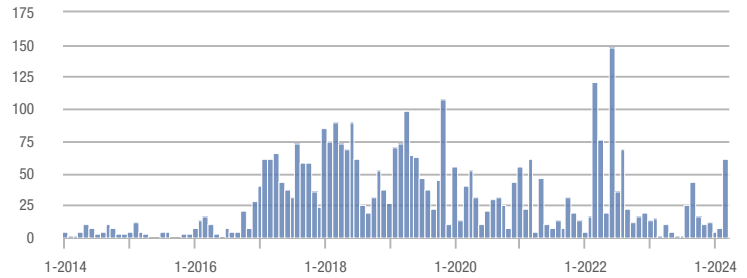
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	2	- 75.0%	0.0%
\$100,000 to \$199,999	61	+ 2,950.0%	+ 662.5%	8.7	+ 2,514.3%	+ 880.4%	7	+ 16.7%	- 22.2%
\$200,000 to \$449,999	170	+ 57.4%	+ 14.9%	4.5	+ 20.1%	- 3.3%	38	+ 31.0%	+ 18.8%
\$450,000 or More	227	+ 127.0%	- 15.3%	4.8	+ 54.6%	- 17.1%	47	+ 46.9%	+ 2.2%
Total	458	+ 114.0%	+ 7.5%	4.9	+ 70.8%	+ 1.8%	94	+ 25.3%	+ 5.6%

Showings

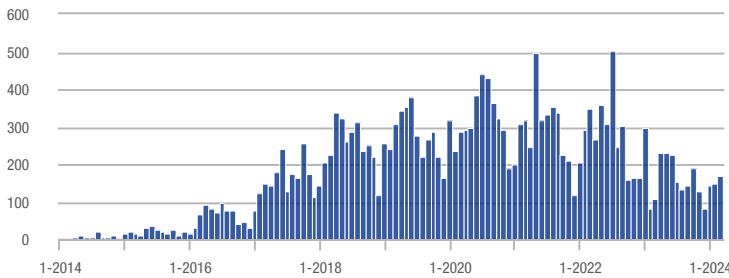
\$99,999 or Less



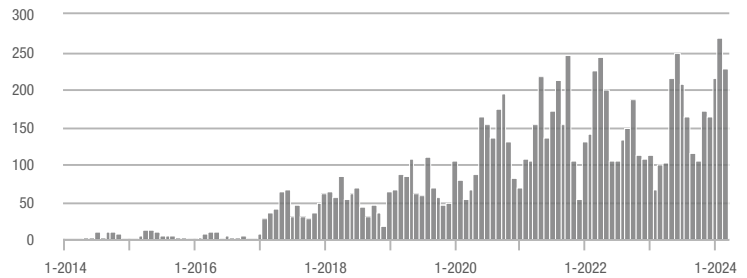
\$100,000 to \$199,999



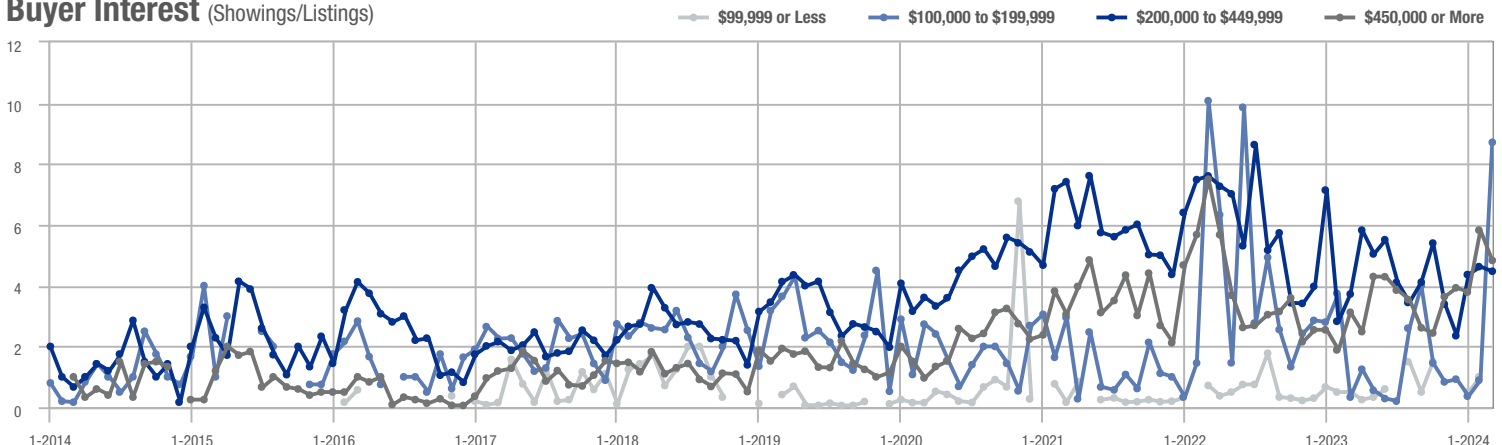
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

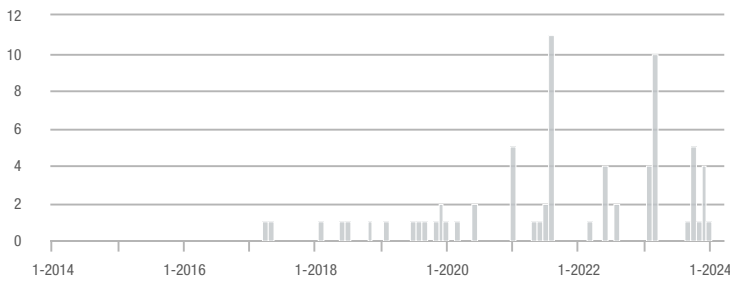


Prince Edward County

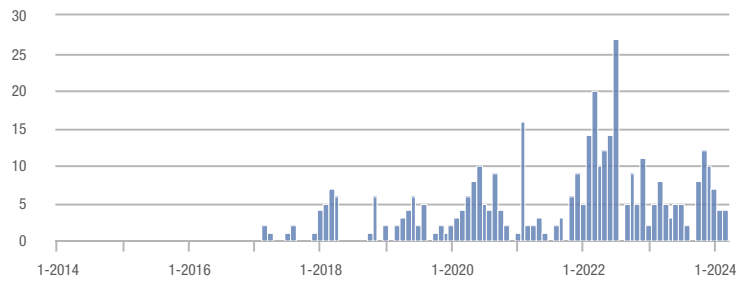
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	4	- 50.0%	0.0%	1.3	- 33.3%	- 33.3%	3	- 25.0%	+ 50.0%
\$200,000 to \$449,999	29	- 12.1%	+ 141.7%	1.6	- 31.6%	+ 155.1%	18	+ 28.6%	- 5.3%
\$450,000 or More	5	—	—	2.5	—	—	2	—	+ 100.0%
Total	38	- 25.5%	+ 137.5%	1.7	- 35.2%	+ 127.2%	23	+ 15.0%	+ 4.5%

Showings

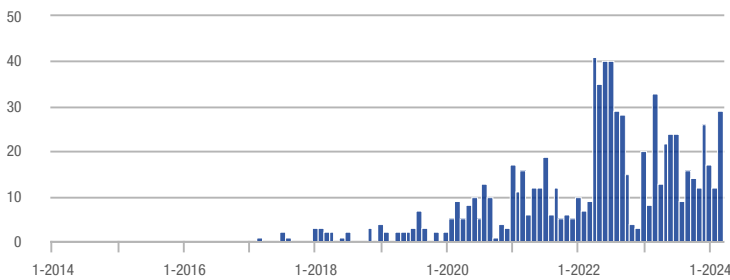
\$99,999 or Less



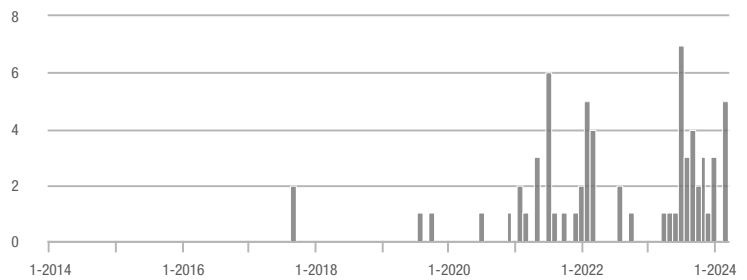
\$100,000 to \$199,999



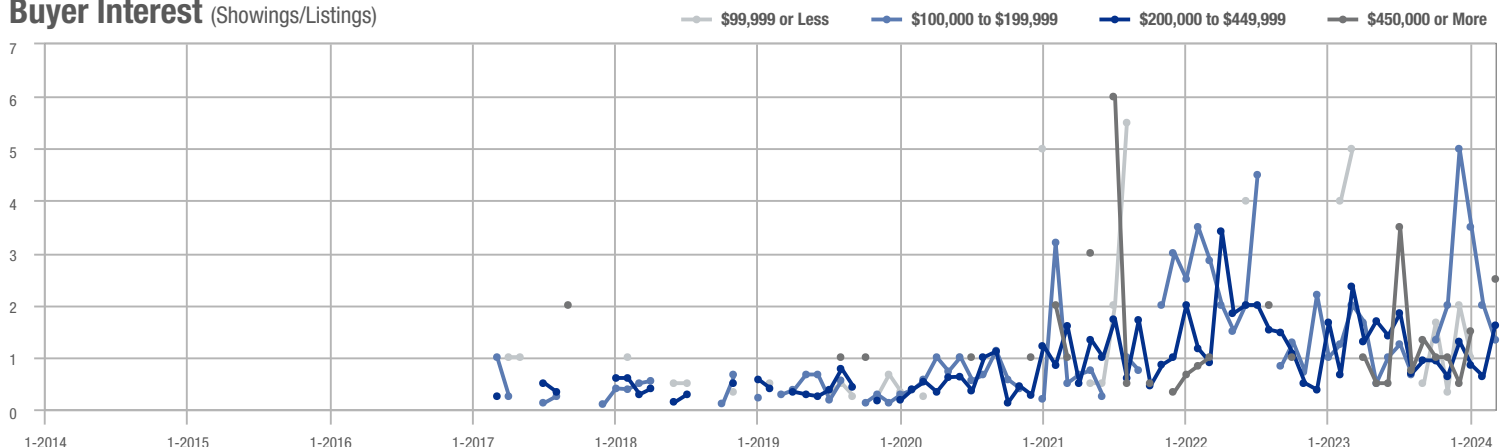
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

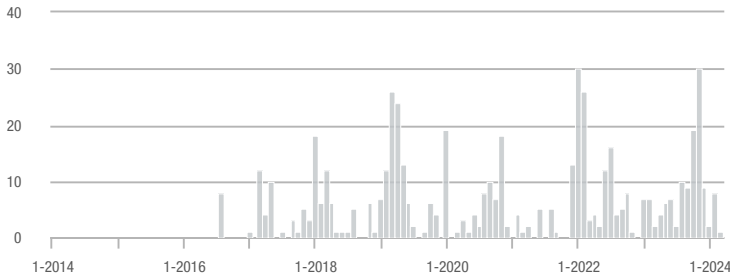


Prince George County

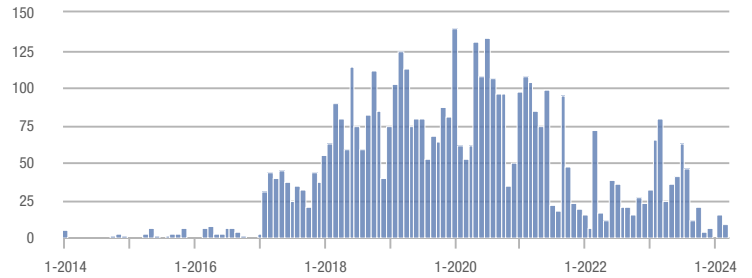
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	- 50.0%	- 87.5%	1.0	+ 150.0%	- 62.5%	1	- 80.0%	- 66.7%
\$100,000 to \$199,999	9	- 88.8%	- 43.8%	1.3	- 85.5%	- 59.8%	7	- 22.2%	+ 40.0%
\$200,000 to \$449,999	219	+ 21.7%	+ 35.2%	4.9	+ 8.1%	+ 17.2%	45	+ 12.5%	+ 15.4%
\$450,000 or More	37	+ 146.7%	+ 184.6%	3.1	+ 85.0%	+ 113.5%	12	+ 33.3%	+ 33.3%
Total	266	- 4.0%	+ 33.7%	4.1	- 6.9%	+ 15.2%	65	+ 3.2%	+ 16.1%

Showings

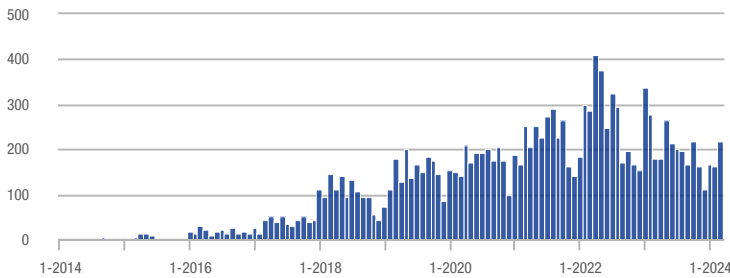
\$99,999 or Less



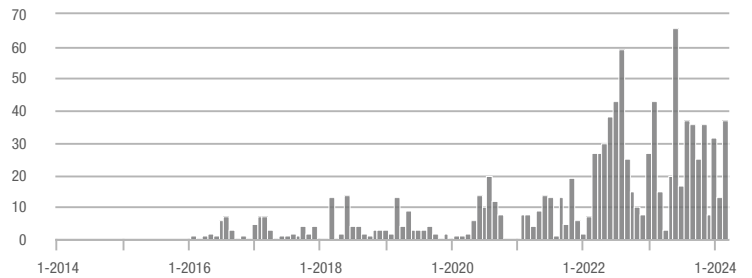
\$100,000 to \$199,999



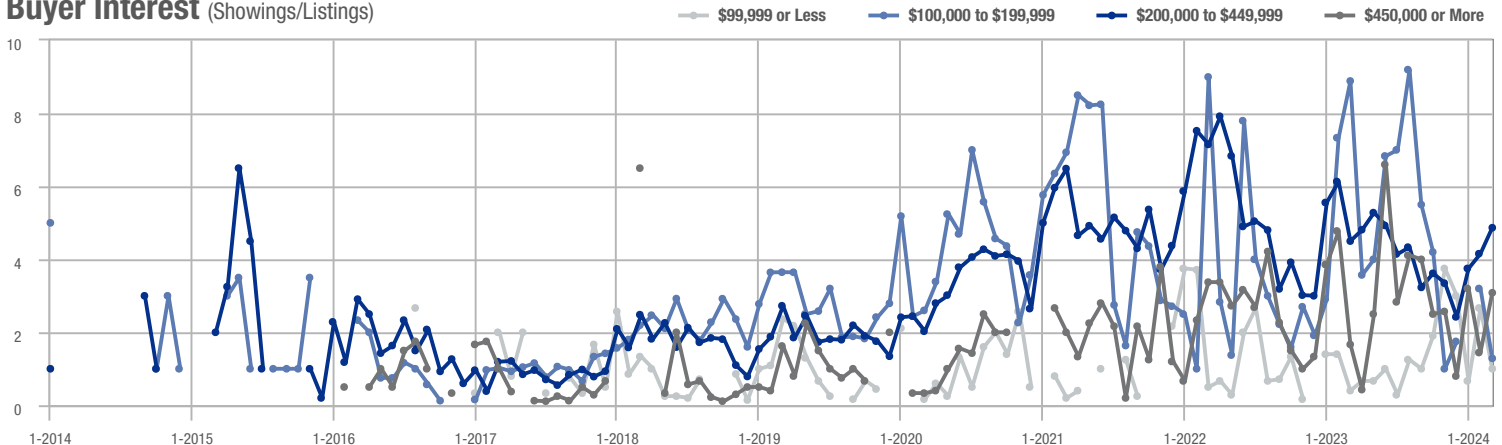
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

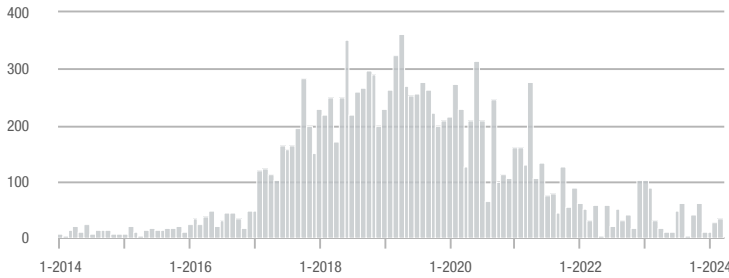


Richmond City

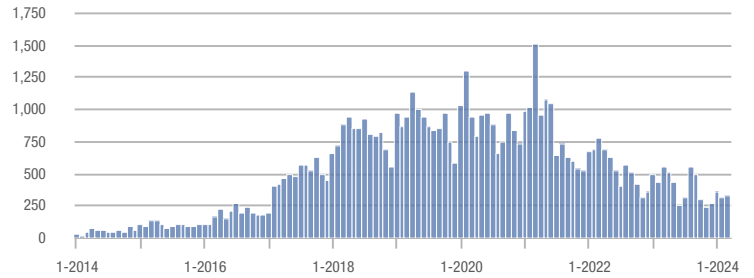
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	33	+ 3.1%	+ 17.9%	1.5	- 6.3%	+ 7.1%	22	+ 10.0%	+ 10.0%
\$100,000 to \$199,999	331	- 40.4%	+ 4.4%	9.2	- 5.6%	+ 10.2%	36	- 36.8%	- 5.3%
\$200,000 to \$449,999	2,289	- 20.1%	+ 10.0%	7.9	- 21.7%	+ 2.1%	291	+ 2.1%	+ 7.8%
\$450,000 or More	1,771	+ 8.6%	+ 19.4%	8.9	- 10.6%	+ 2.5%	198	+ 21.5%	+ 16.5%
Total	4,424	- 12.9%	+ 13.2%	8.1	- 16.4%	+ 3.0%	547	+ 4.2%	+ 9.8%

Showings

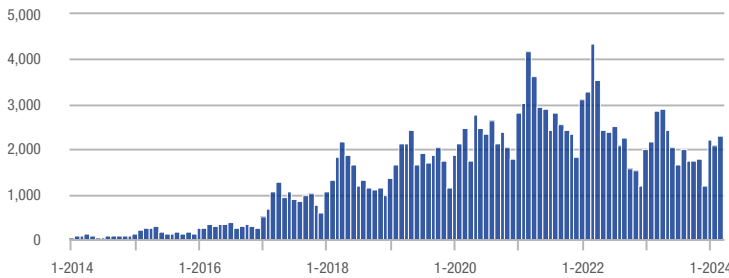
\$99,999 or Less



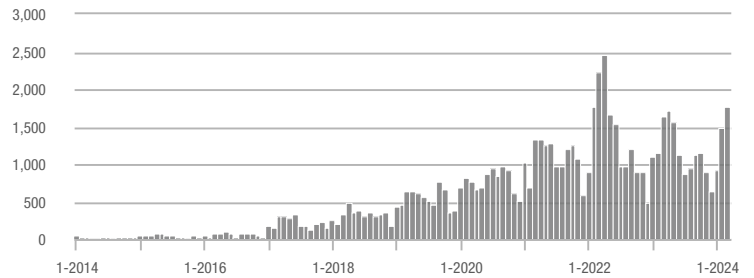
\$100,000 to \$199,999



\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

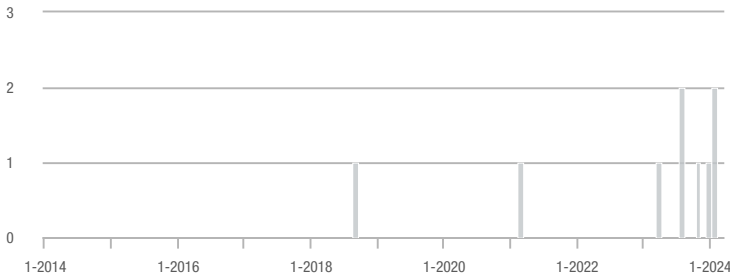


Richmond County

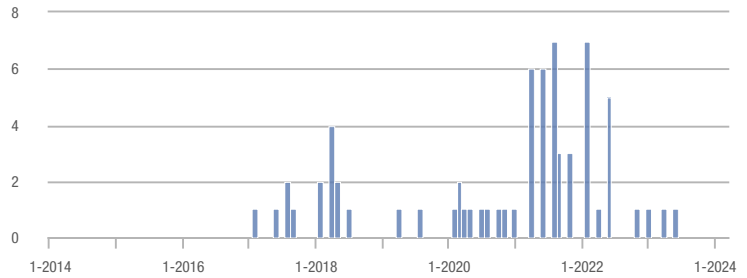
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	2	—	- 33.3%
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	1	- 75.0%	- 88.9%	0.3	- 83.3%	- 77.8%	3	+ 50.0%	- 50.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	1	- 75.0%	- 90.9%	0.2	- 85.0%	- 83.6%	5	+ 66.7%	- 44.4%

Showings

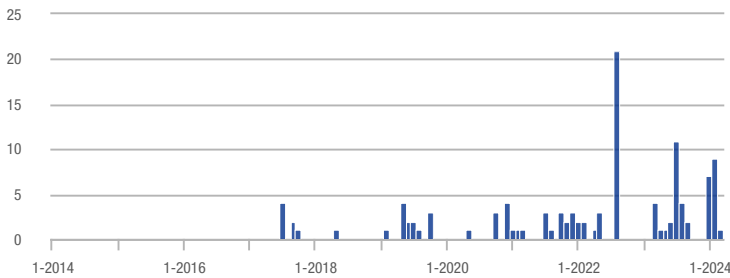
\$99,999 or Less



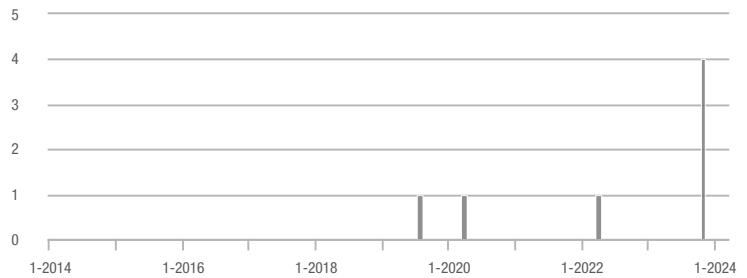
\$100,000 to \$199,999



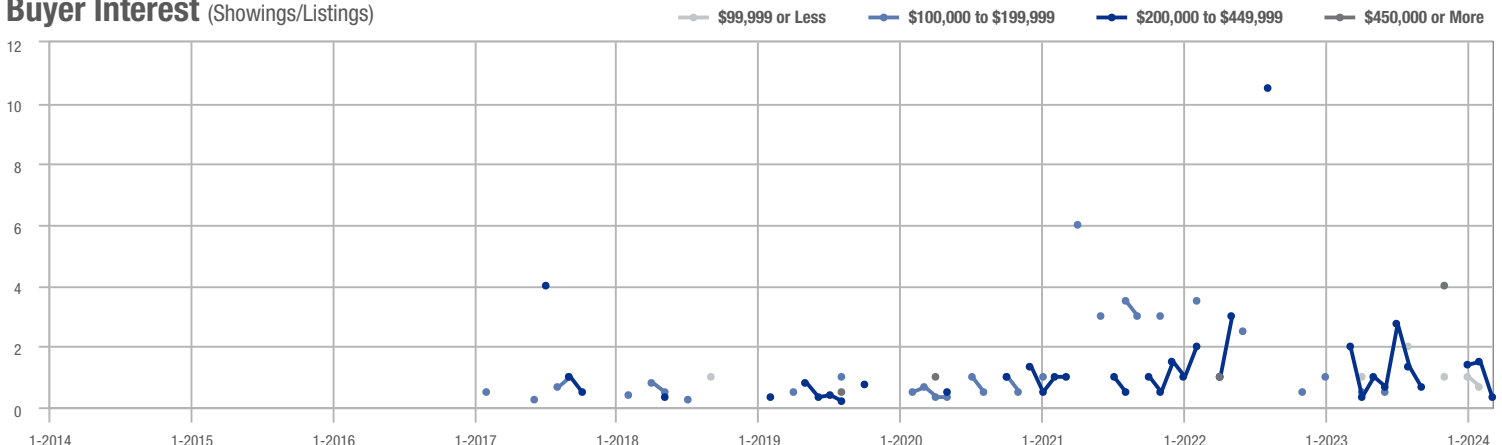
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

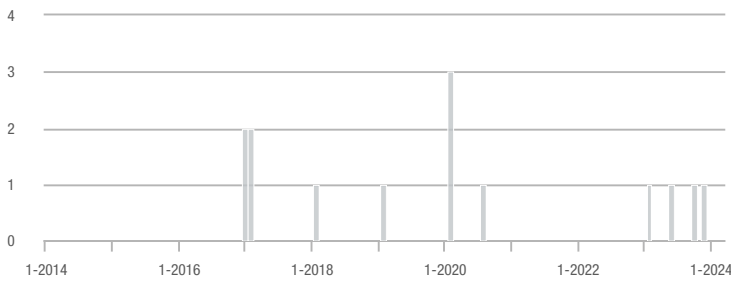


Spotsylvania County

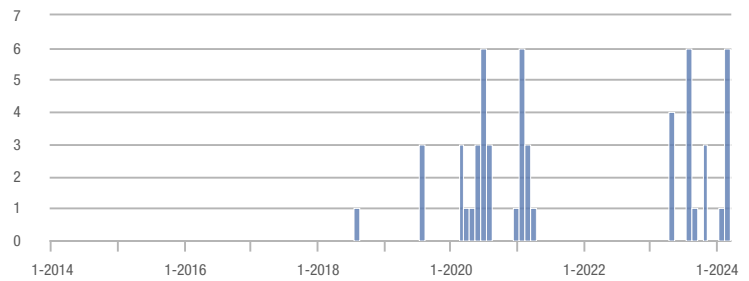
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	- 50.0%	0.0%
\$100,000 to \$199,999	6	—	+ 500.0%	2.0	—	+ 300.0%	3	—	+ 50.0%
\$200,000 to \$449,999	28	+ 366.7%	+ 833.3%	3.1	+ 211.1%	+ 522.2%	9	+ 50.0%	+ 50.0%
\$450,000 or More	10	+ 42.9%	0.0%	1.0	- 14.3%	+ 20.0%	10	+ 66.7%	- 16.7%
Total	44	+ 238.5%	+ 214.3%	1.9	+ 106.0%	+ 187.0%	23	+ 64.3%	+ 9.5%

Showings

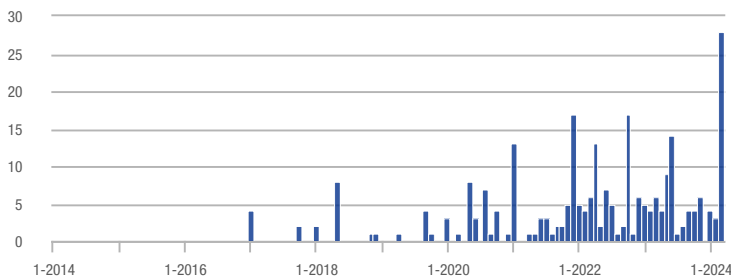
\$99,999 or Less



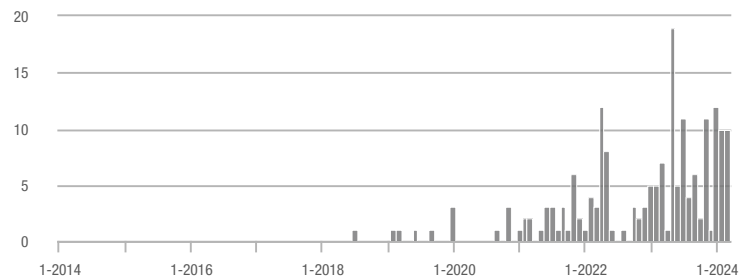
\$100,000 to \$199,999



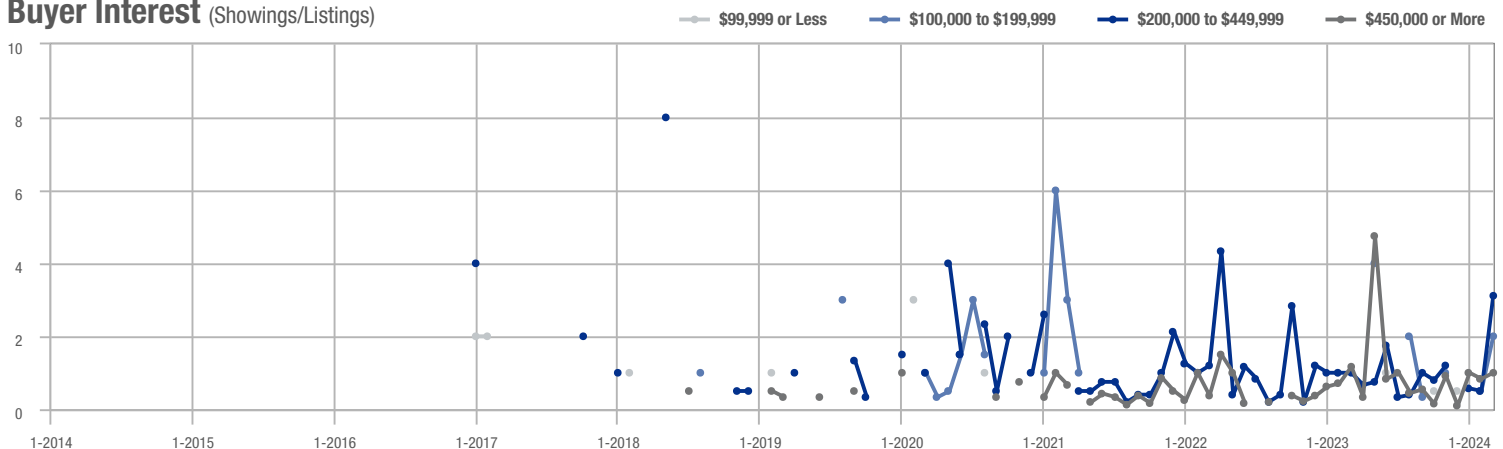
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

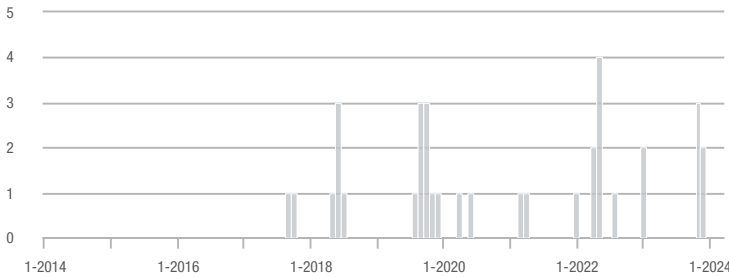


Surry County

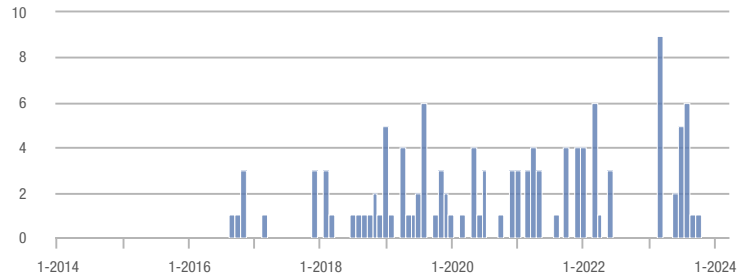
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	0.0%	0.0%
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	1	—	—	1.0	—	—	1	—	0.0%
Total	1	- 95.8%	—	0.5	- 85.4%	—	2	- 71.4%	0.0%

Showings

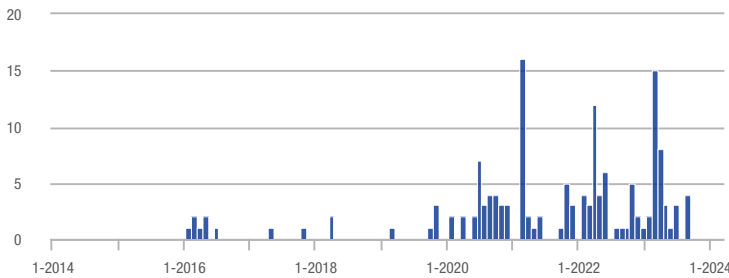
\$99,999 or Less



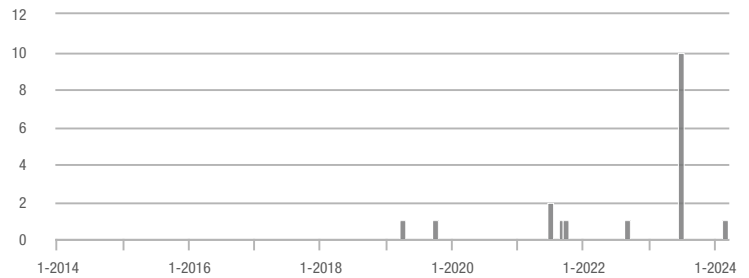
\$100,000 to \$199,999



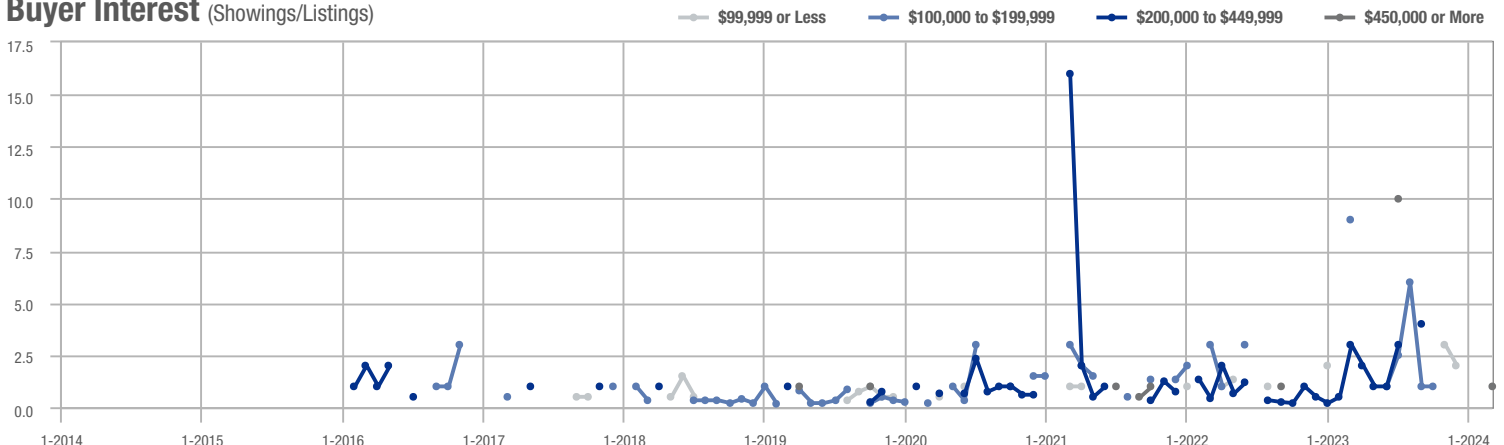
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

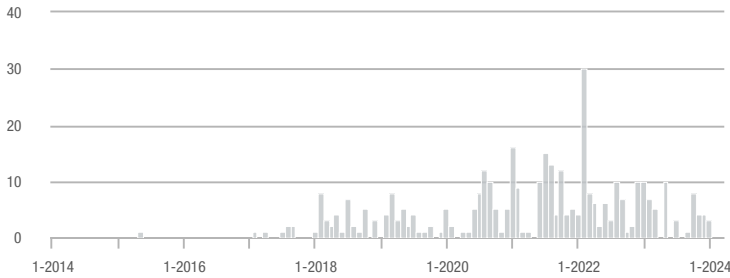


Sussex County

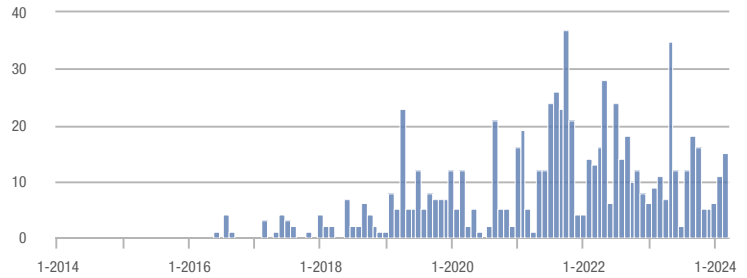
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	3	- 25.0%	- 25.0%
\$100,000 to \$199,999	15	+ 36.4%	+ 36.4%	3.8	+ 36.4%	+ 2.3%	4	0.0%	+ 33.3%
\$200,000 to \$449,999	11	- 42.1%	- 31.3%	1.8	- 13.2%	- 8.3%	6	- 33.3%	- 25.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	26	- 44.7%	- 3.7%	2.0	- 23.4%	+ 11.1%	13	- 27.8%	- 13.3%

Showings

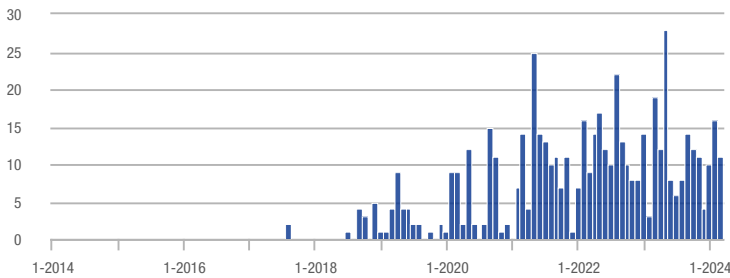
\$99,999 or Less



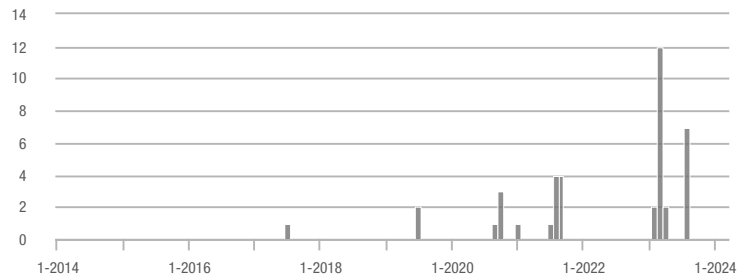
\$100,000 to \$199,999



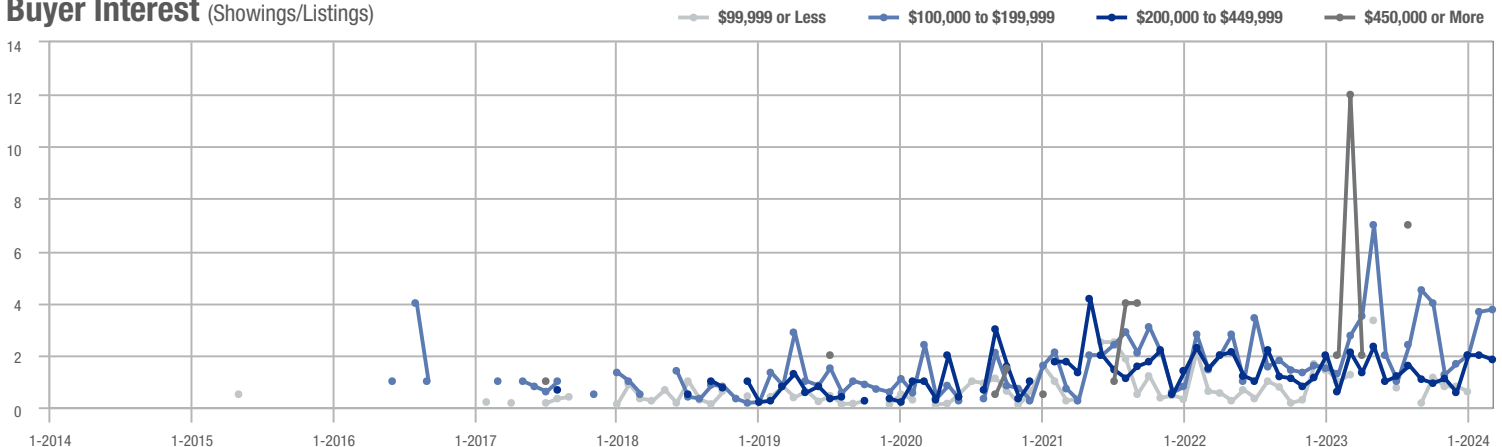
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

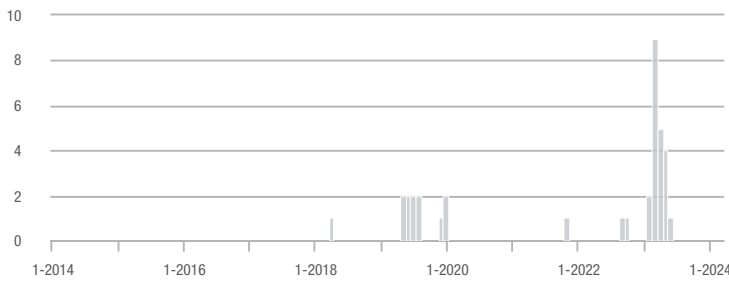


Westmoreland County

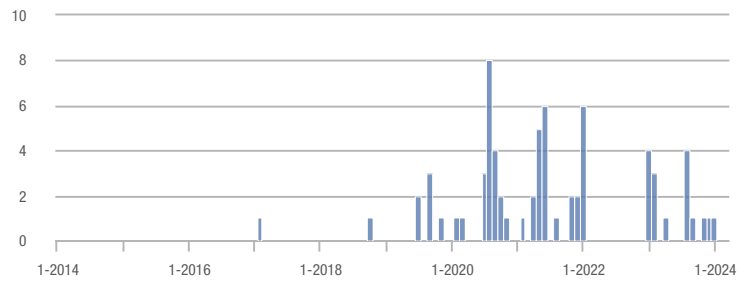
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	1	- 75.0%	- 66.7%	0.3	- 75.0%	- 66.7%	4	0.0%	0.0%
\$450,000 or More	1	—	- 50.0%	0.5	—	- 50.0%	2	0.0%	0.0%
Total	2	- 84.6%	- 60.0%	0.3	- 79.5%	- 60.0%	6	- 25.0%	0.0%

Showings

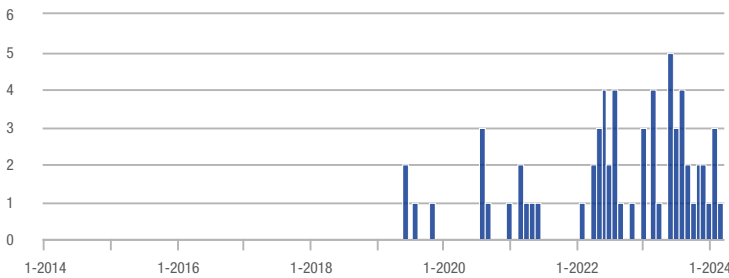
\$99,999 or Less



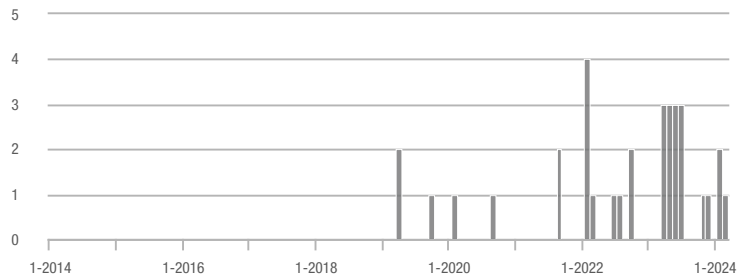
\$100,000 to \$199,999



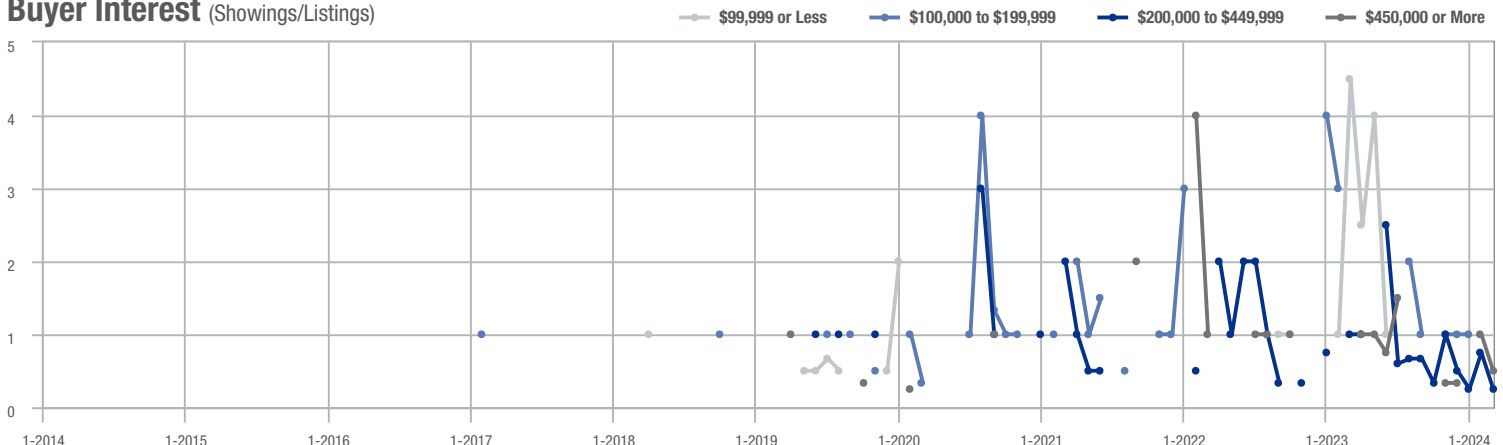
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)





Showings Report for March 2024

Analytic and Trend Data from Central Virginia Regional MLS

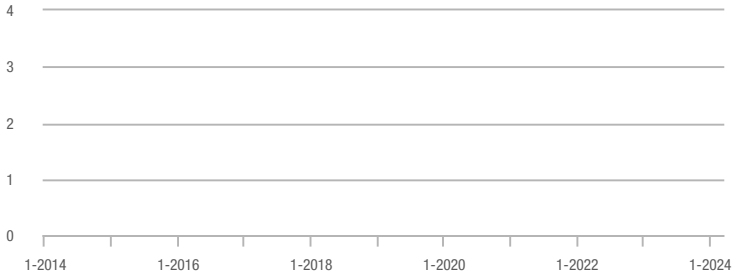


Williamsburg City

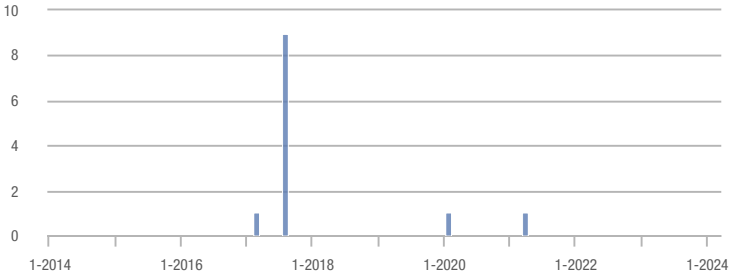
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	0	—	—	—	—	—	0	—	—
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	0	—	—	—	—	—	0	—	—

Showings

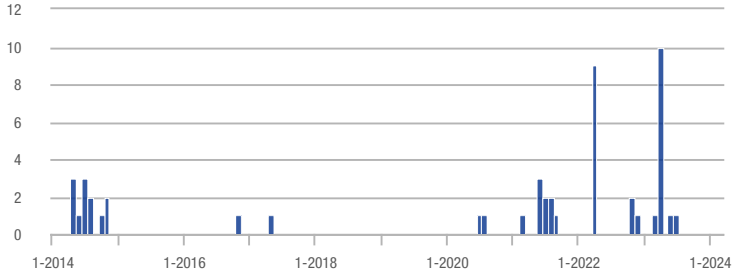
\$99,999 or Less



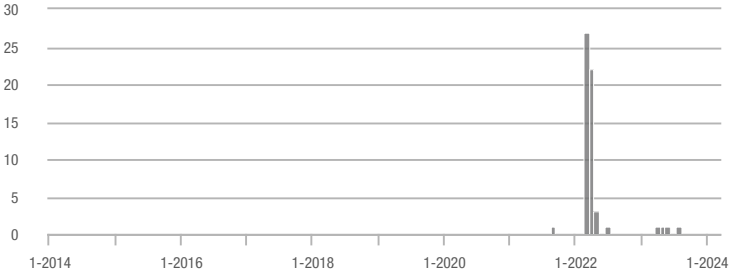
\$100,000 to \$199,999



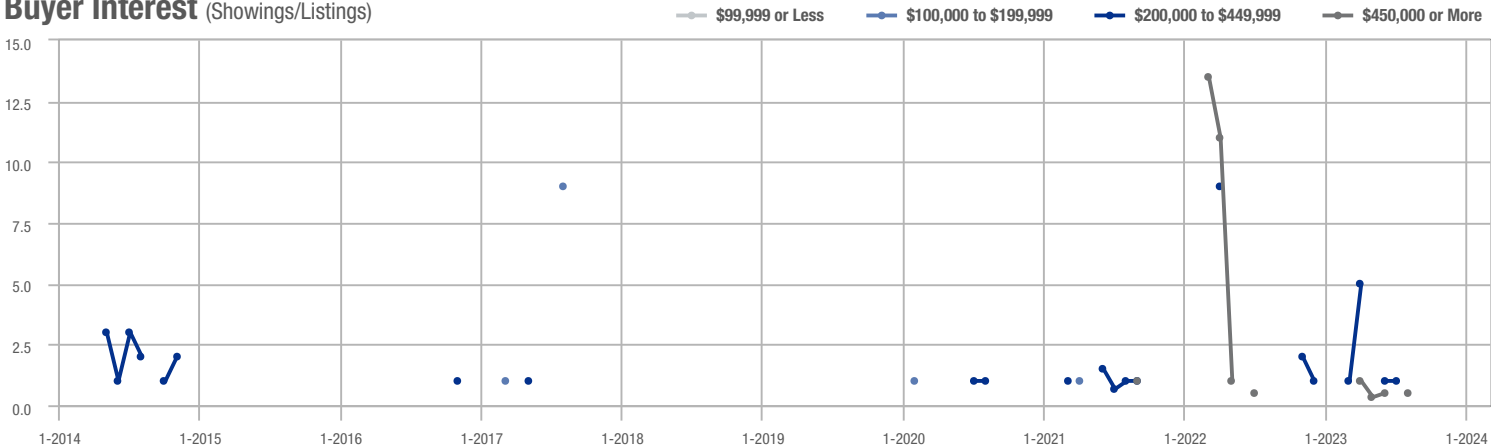
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

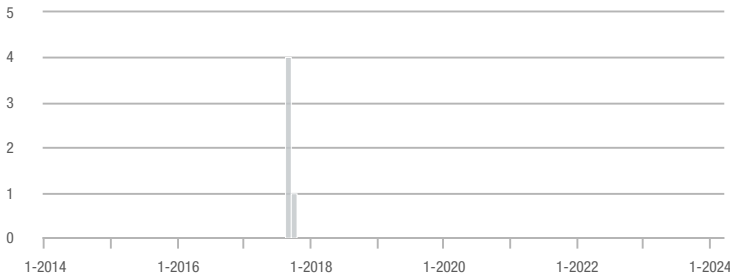


York County

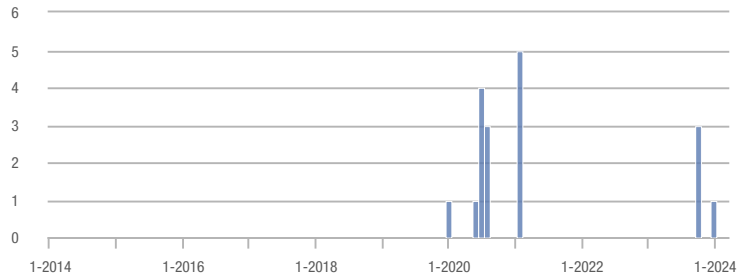
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	3	- 50.0%	- 25.0%	1.5	- 75.0%	- 62.5%	2	+ 100.0%	+ 100.0%
\$450,000 or More	0	—	—	—	—	—	1	- 50.0%	—
Total	3	- 85.7%	- 25.0%	1.0	- 85.7%	- 50.0%	3	0.0%	+ 50.0%

Showings

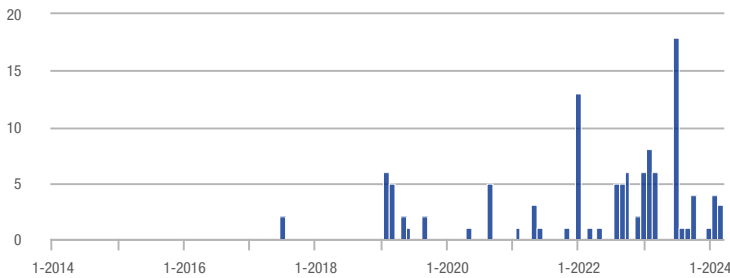
\$99,999 or Less



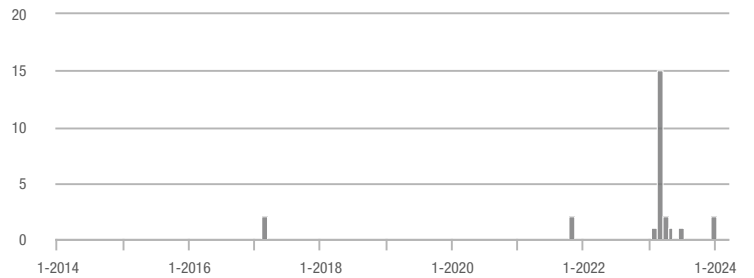
\$100,000 to \$199,999



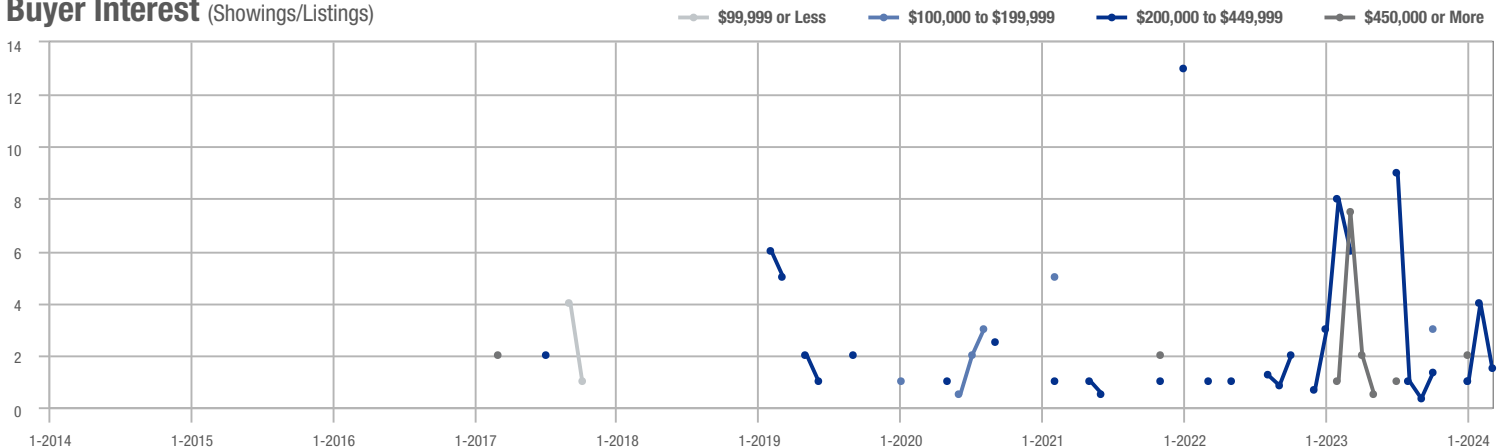
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

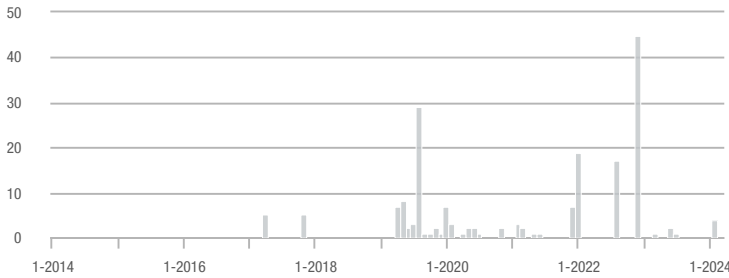


Ashland (unincorporated town)

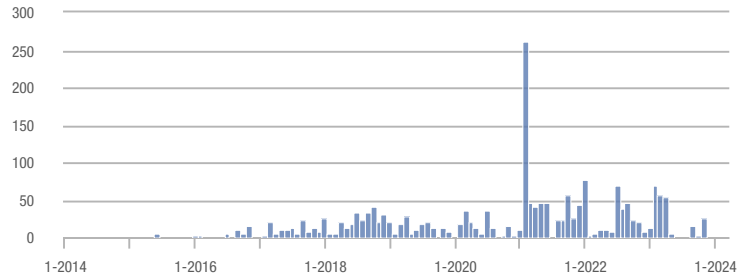
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	0.0%	- 50.0%
\$100,000 to \$199,999	0	—	—	—	—	—	1	- 66.7%	0.0%
\$200,000 to \$449,999	65	- 38.1%	+ 4.8%	5.0	- 47.6%	- 3.2%	13	+ 18.2%	+ 8.3%
\$450,000 or More	42	- 19.2%	- 17.6%	1.6	+ 13.7%	- 20.7%	27	- 28.9%	+ 3.8%
Total	107	- 50.0%	- 9.3%	2.5	- 36.9%	- 11.5%	42	- 20.8%	+ 2.4%

Showings

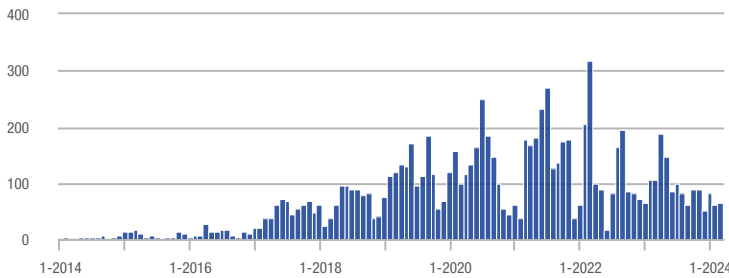
\$99,999 or Less



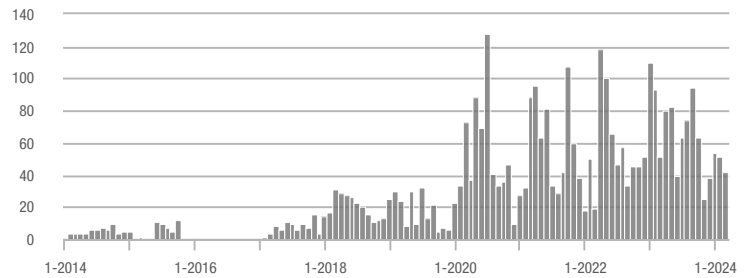
\$100,000 to \$199,999



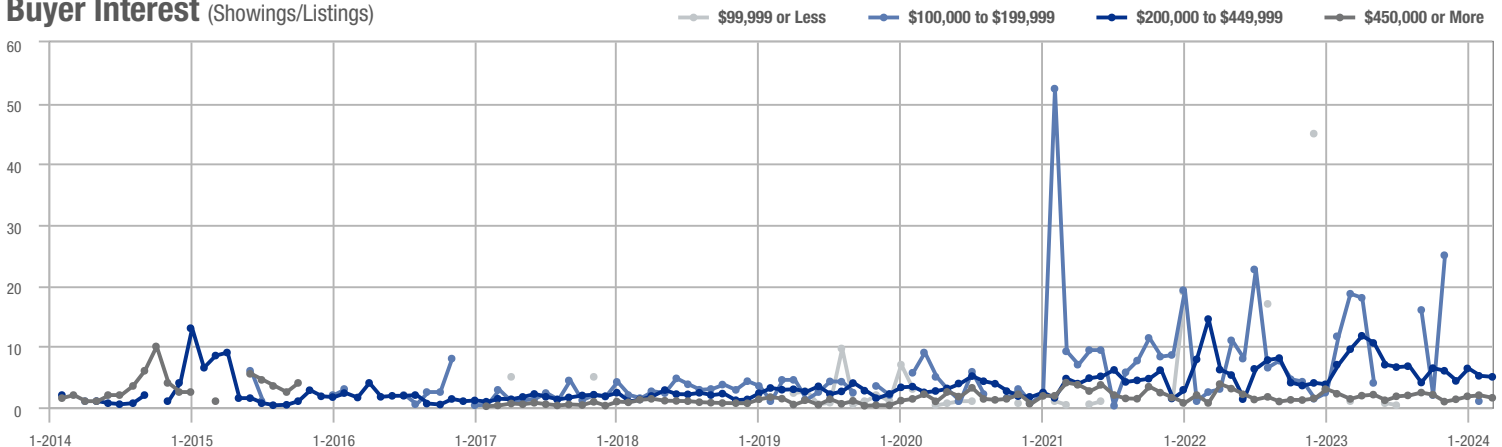
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

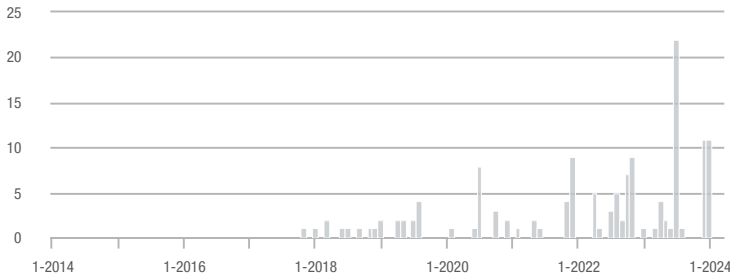


Blackstone (unincorporated town)

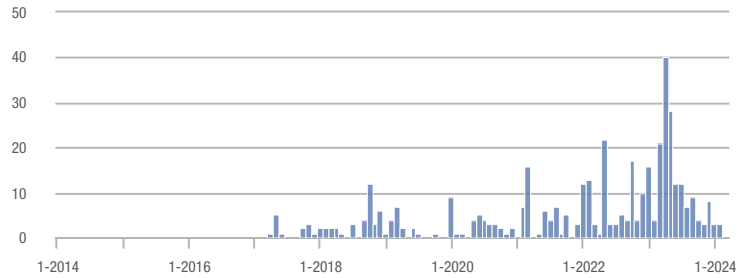
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	2	- 92.0%	- 66.7%	0.7	- 68.0%	- 55.6%	3	- 75.0%	- 25.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	2	- 95.8%	- 77.8%	0.7	- 65.3%	- 63.0%	3	- 88.0%	- 40.0%

Showings

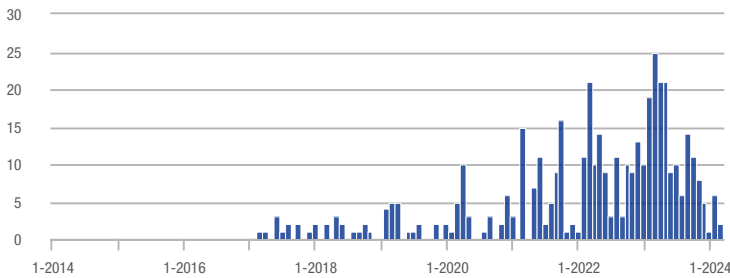
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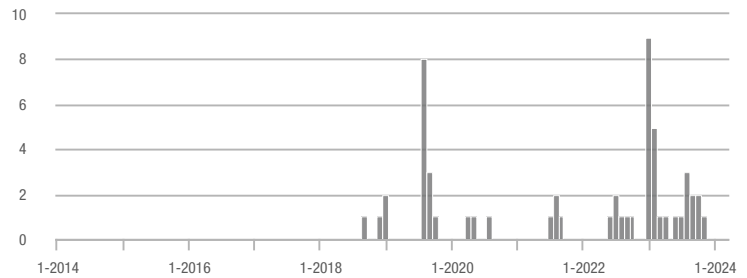
\$100,000 to \$199,999



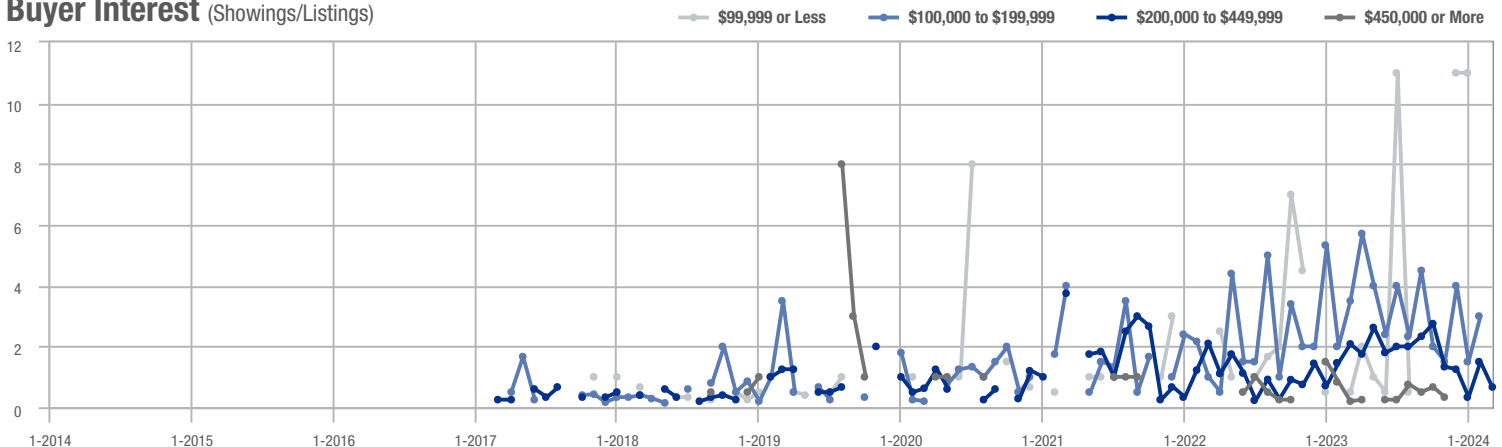
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

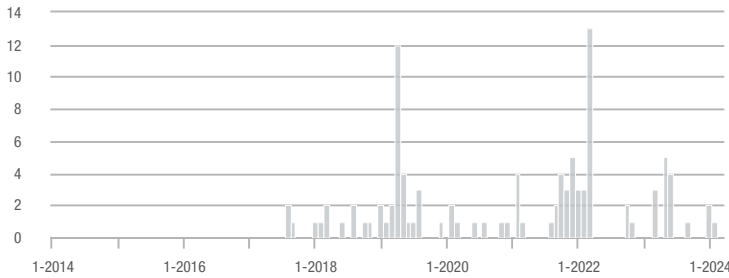


Crewe (unincorporated town)

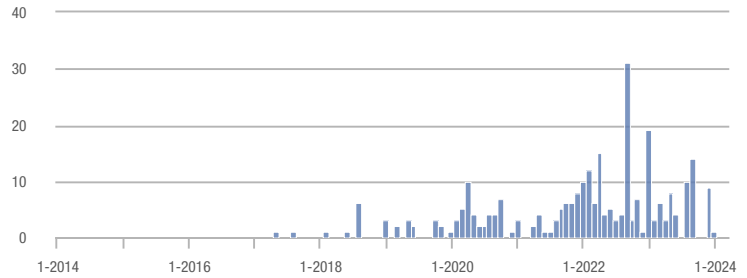
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	- 50.0%	- 50.0%
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	2	- 92.0%	- 81.8%	1.0	- 68.0%	- 90.9%	2	- 75.0%	+ 100.0%
\$450,000 or More	1	0.0%	0.0%	1.0	0.0%	0.0%	1	0.0%	0.0%
Total	3	- 91.4%	- 76.9%	0.8	- 70.0%	- 76.9%	4	- 71.4%	0.0%

Showings

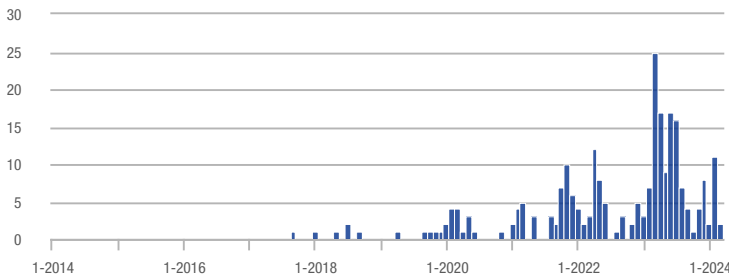
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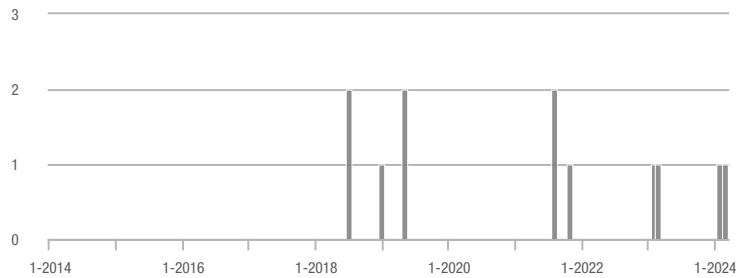
\$100,000 to \$199,999



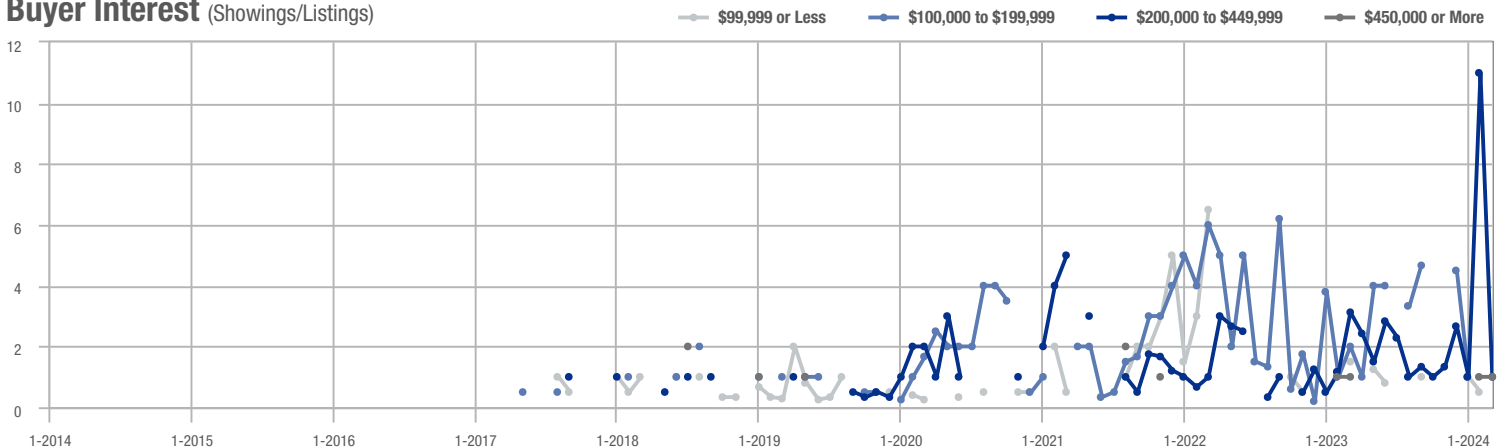
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

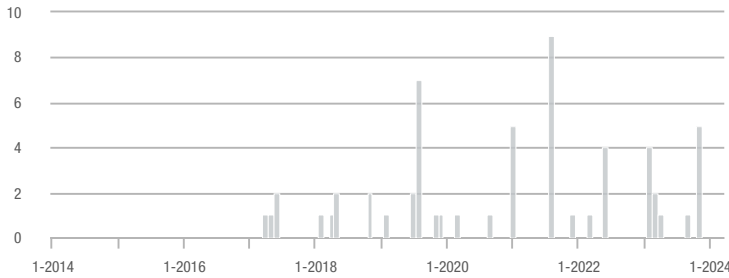


Farmville (unincorporated town)

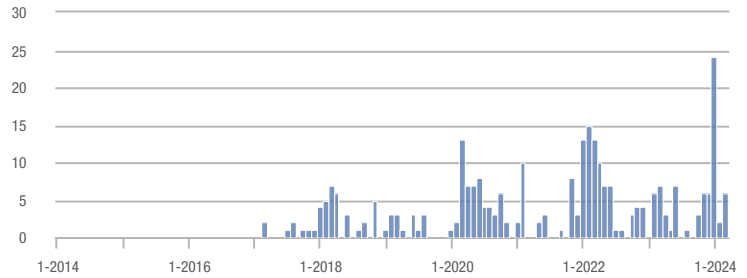
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	6	- 14.3%	+ 200.0%	2.0	+ 71.4%	+ 200.0%	3	- 50.0%	0.0%
\$200,000 to \$449,999	25	+ 13.6%	+ 25.0%	1.8	- 10.7%	+ 51.8%	14	+ 27.3%	- 17.6%
\$450,000 or More	5	—	—	2.5	—	—	2	—	0.0%
Total	36	+ 16.1%	+ 63.6%	1.9	+ 10.0%	+ 89.5%	19	+ 5.6%	- 13.6%

Showings

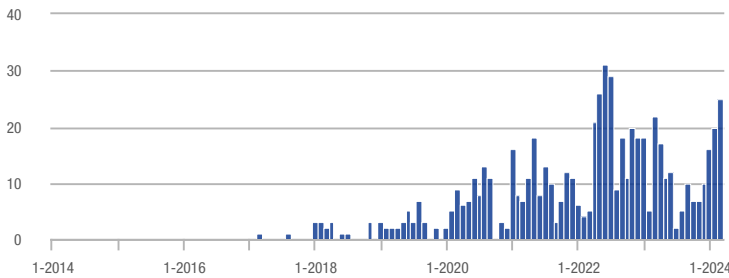
\$99,999 or Less



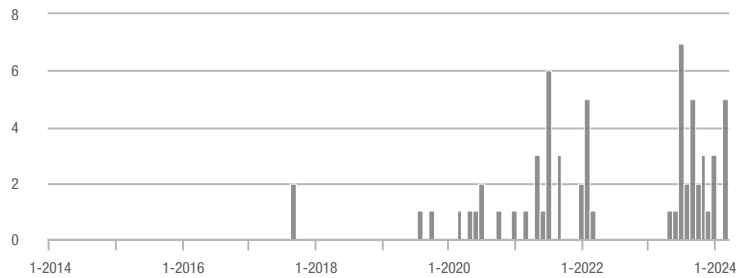
\$100,000 to \$199,999



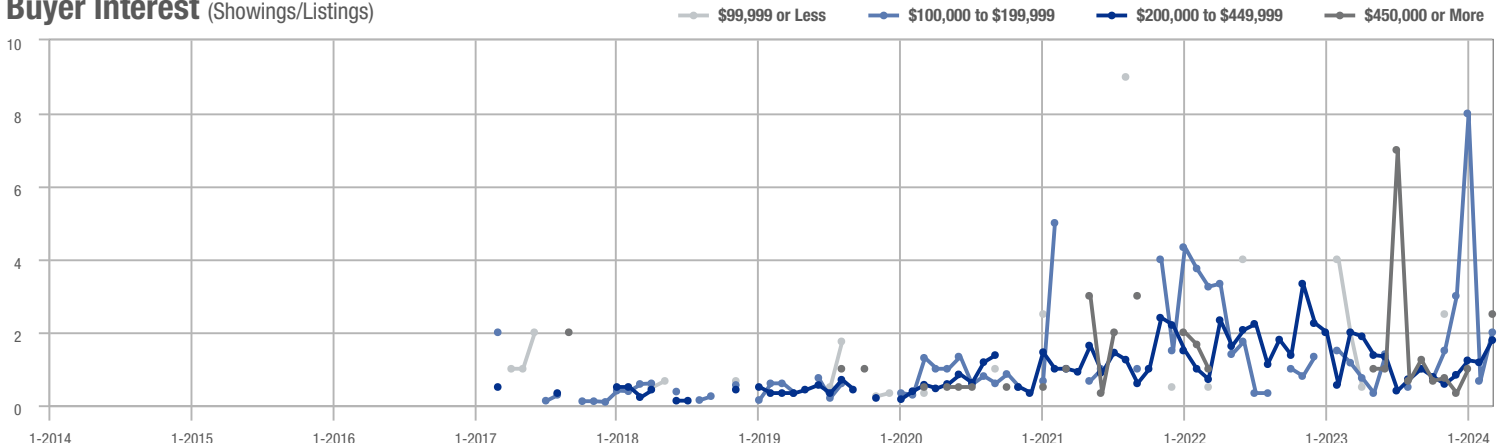
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)





Showings Report for March 2024

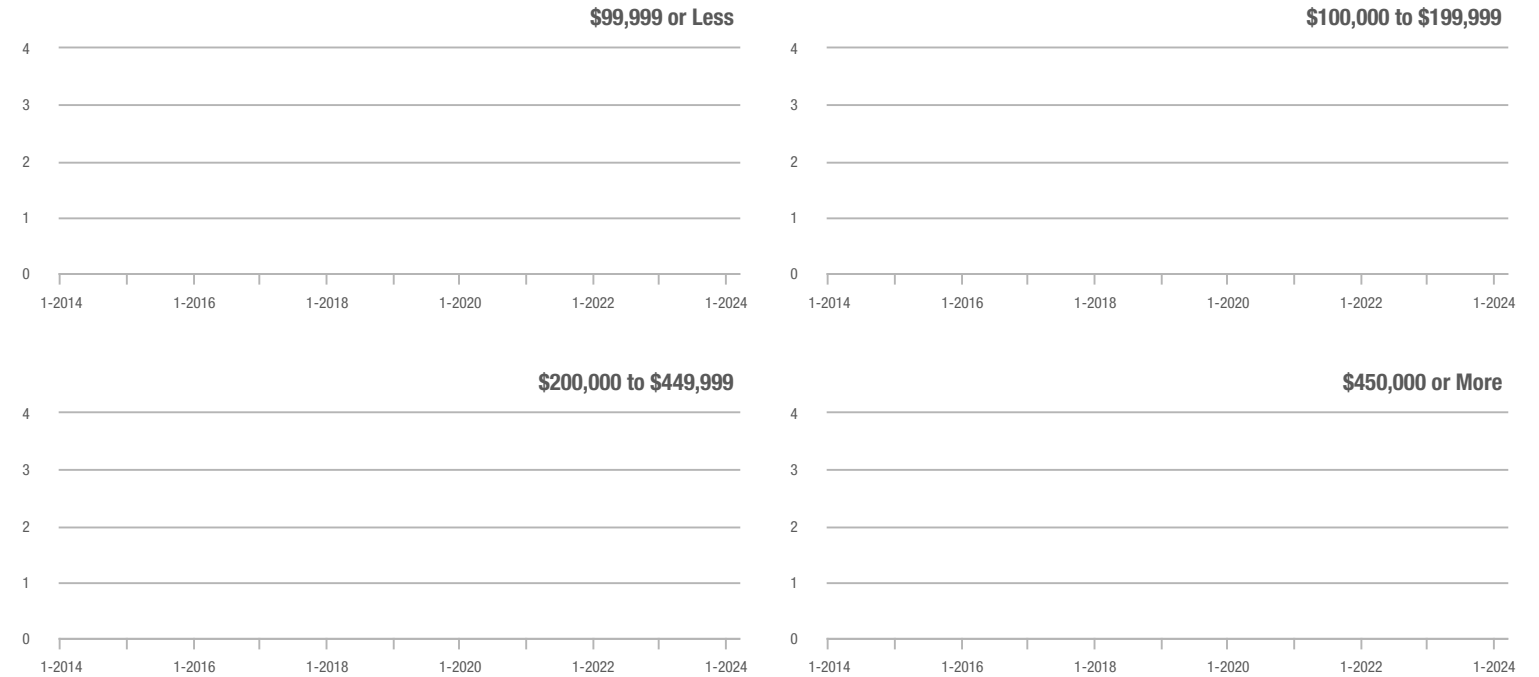
Analytic and Trend Data from Central Virginia Regional MLS



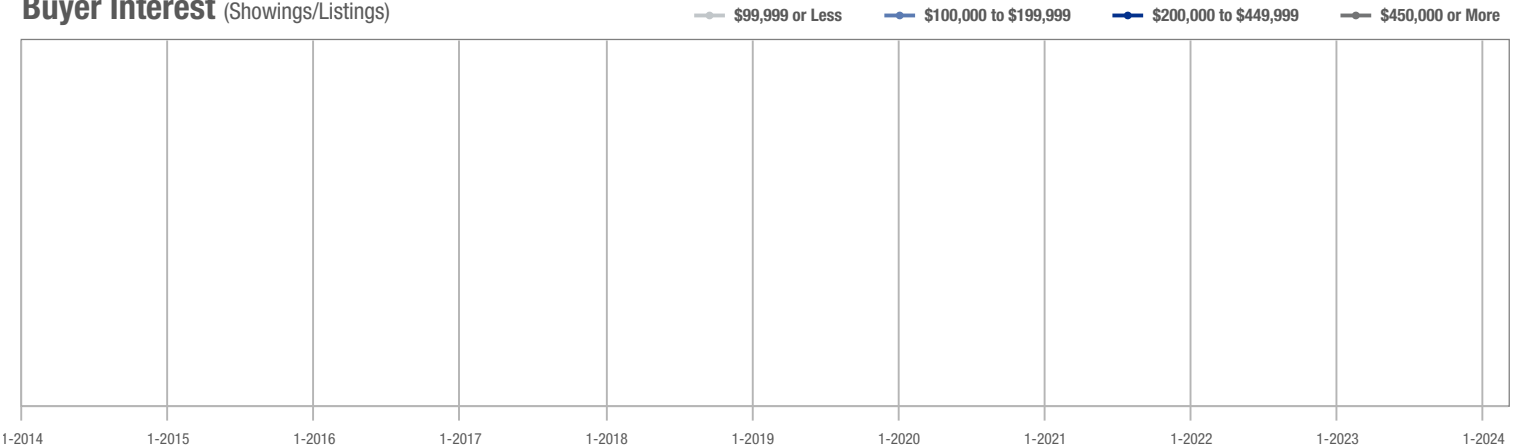
South Boston (unincorporated town)

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	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)





Showings Report for March 2024

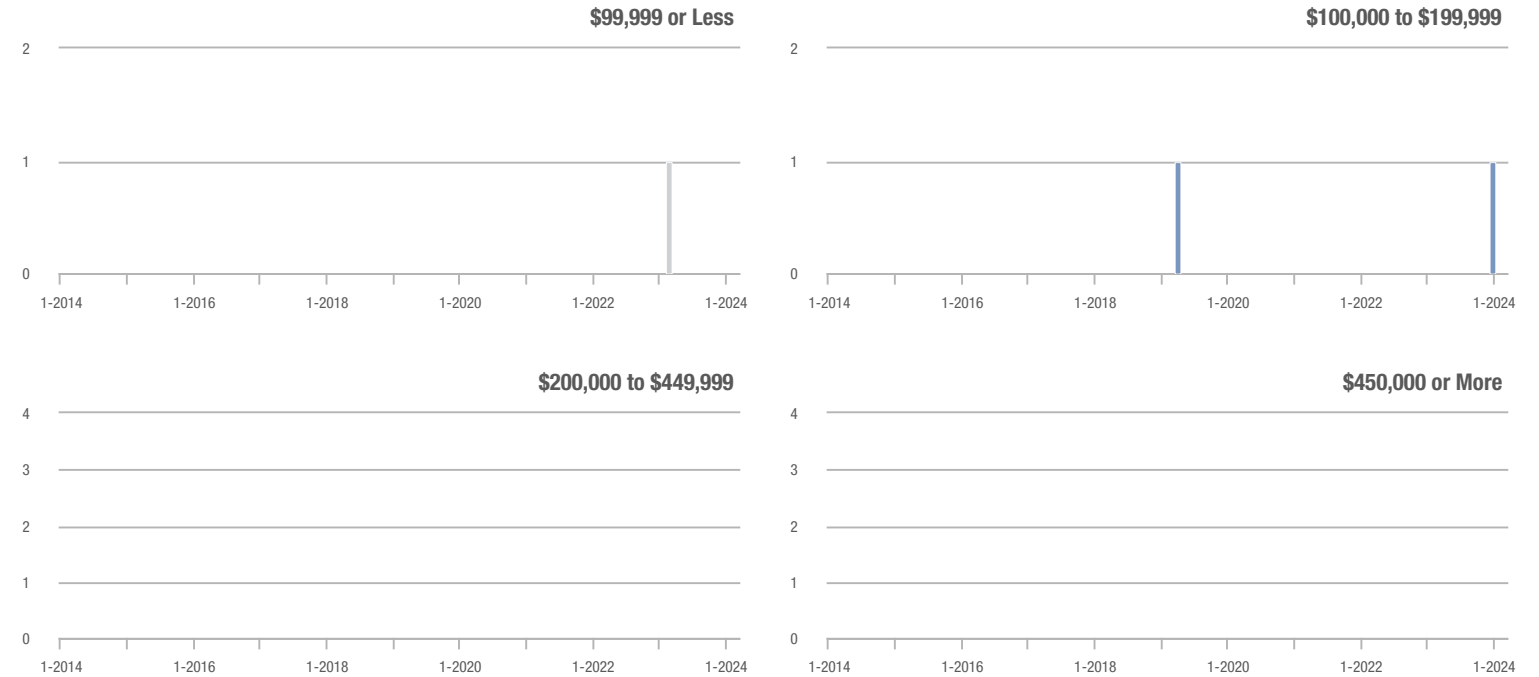
Analytic and Trend Data from Central Virginia Regional MLS



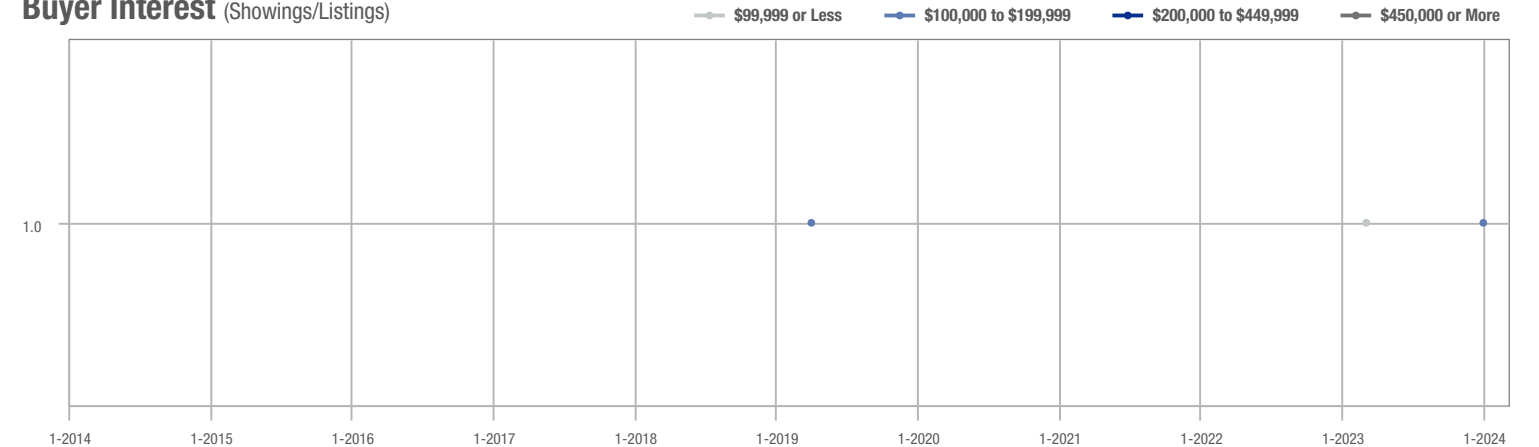
South Hill (unincorporated town)

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	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)

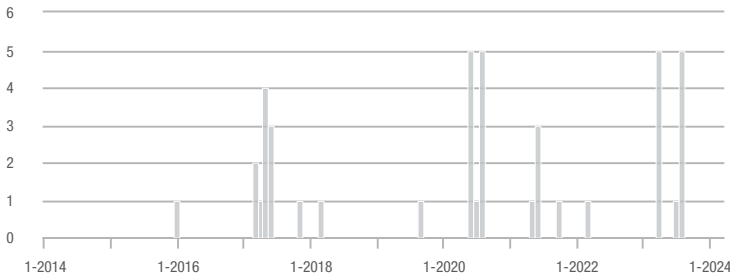


Tappahannock (unincorporated town)

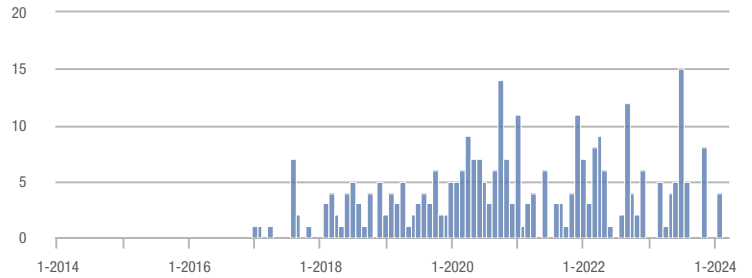
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	0	—	—	—	—	—	1	- 66.7%	0.0%
\$200,000 to \$449,999	6	+ 50.0%	- 53.8%	0.9	+ 135.7%	- 27.5%	7	- 36.4%	- 36.4%
\$450,000 or More	1	0.0%	—	0.3	0.0%	—	3	0.0%	+ 50.0%
Total	7	- 30.0%	- 58.8%	0.6	+ 8.2%	- 47.6%	11	- 35.3%	- 21.4%

Showings

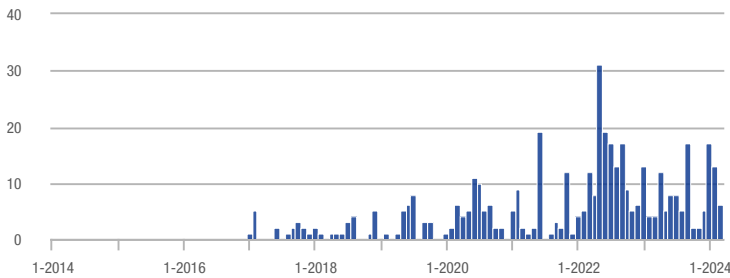
\$99,999 or Less



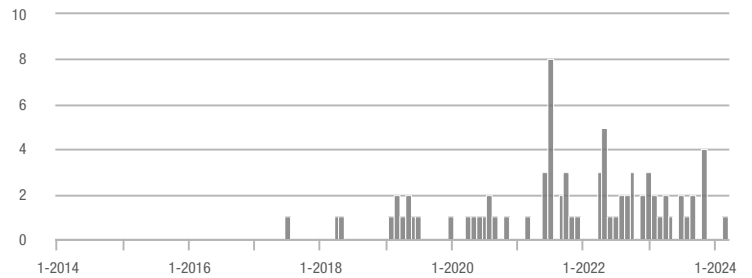
\$100,000 to \$199,999



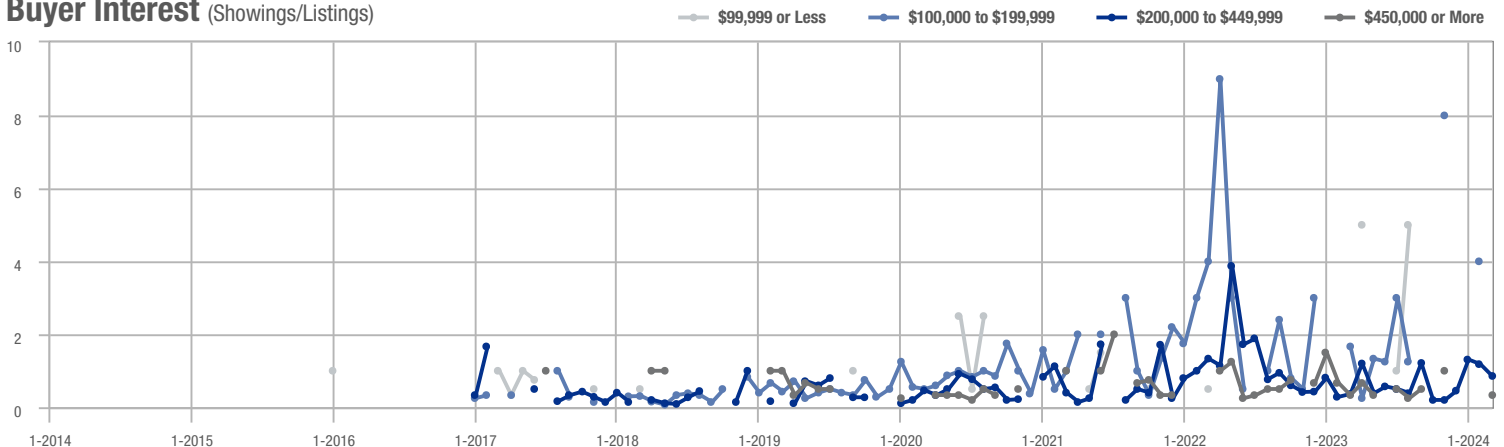
\$200,000 to \$449,999



\$450,000 or More



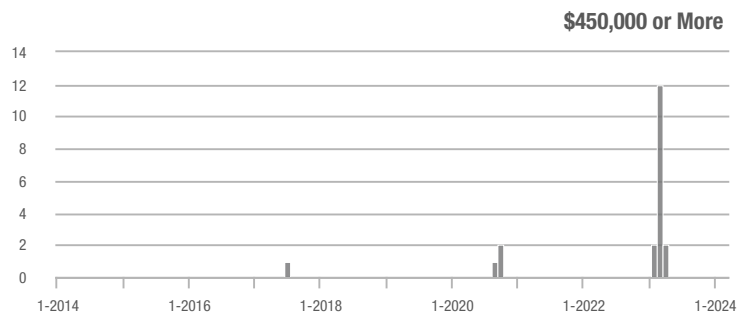
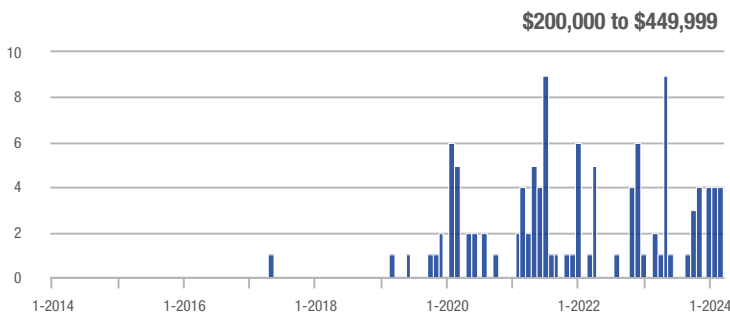
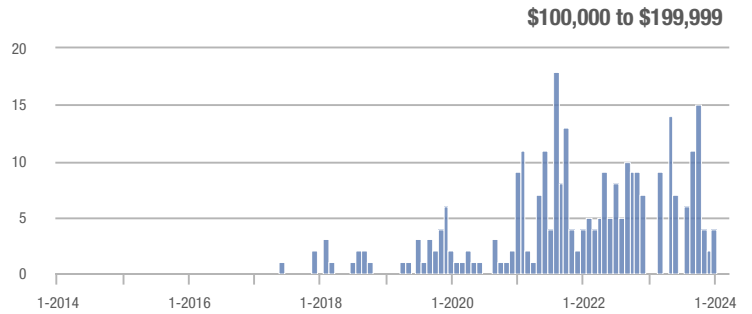
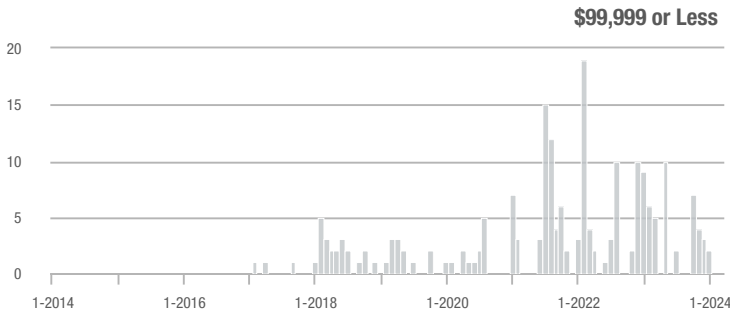
Buyer Interest (Showings/Listings)



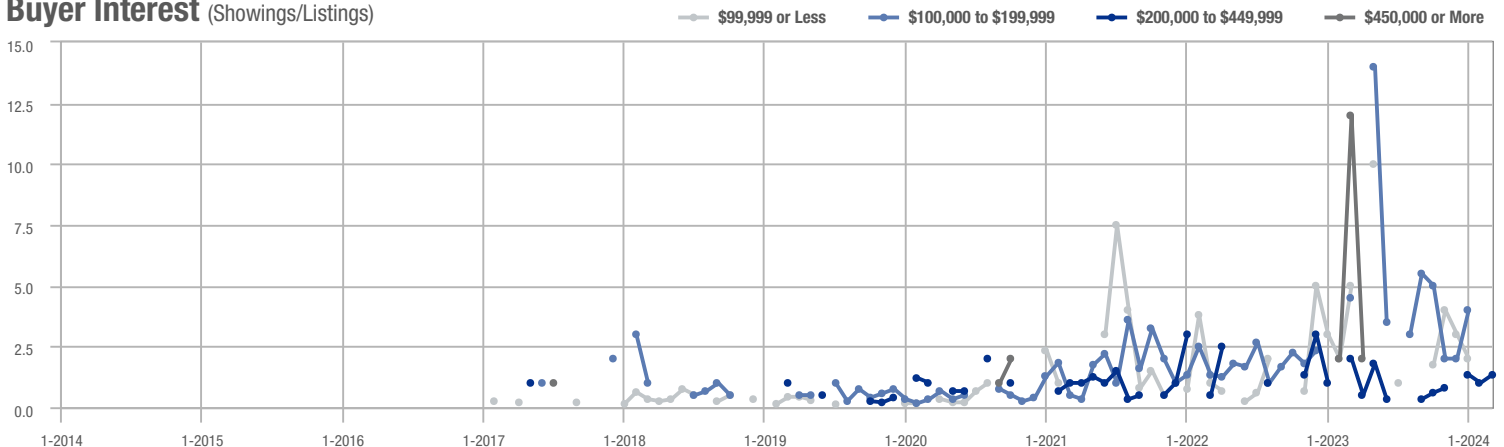
Waverly (unincorporated town)

	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	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	+ 100.0%	0.0%	1.3	- 33.3%	+ 33.3%	3	+ 200.0%	- 25.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	4	- 85.7%	0.0%	1.3	- 76.2%	+ 33.3%	3	- 40.0%	- 25.0%

Showings



Buyer Interest (Showings/Listings)

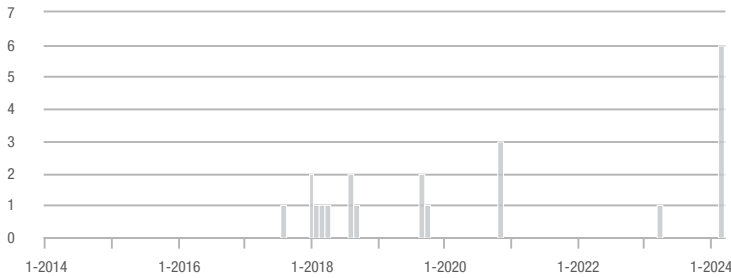


West Point (unincorporated town)

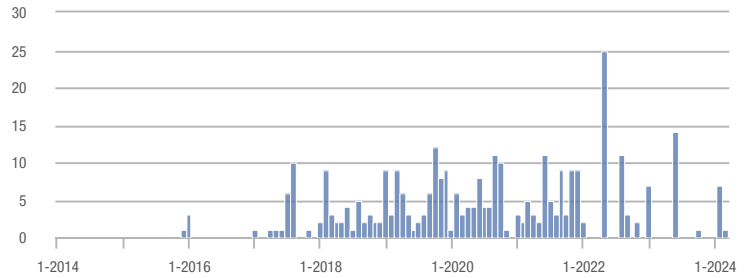
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	6	—	—	6.0	—	—	1	0.0%	—
\$100,000 to \$199,999	1	—	- 85.7%	1.0	—	- 71.4%	1	—	- 50.0%
\$200,000 to \$449,999	15	+ 25.0%	+ 15.4%	2.1	+ 25.0%	- 17.6%	7	0.0%	+ 40.0%
\$450,000 or More	0	—	—	—	—	—	0	—	—
Total	22	+ 83.3%	- 12.0%	2.4	+ 83.3%	- 21.8%	9	0.0%	+ 12.5%

Showings

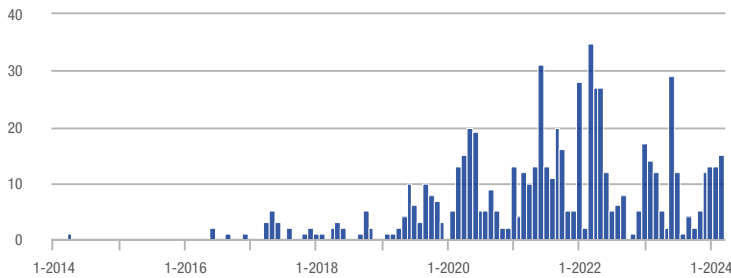
\$99,999 or Less



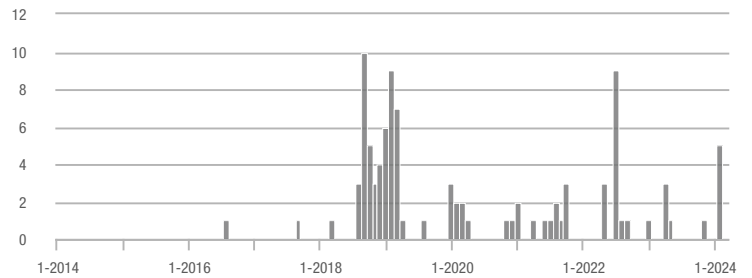
\$100,000 to \$199,999



\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

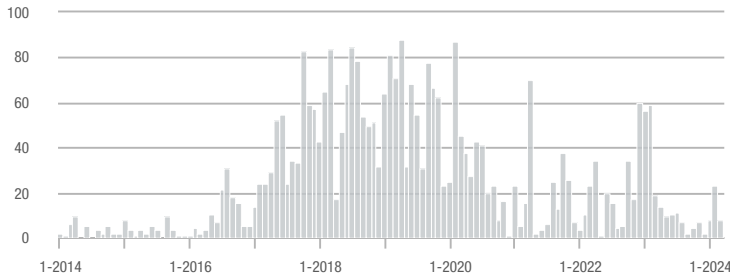


MLS Area 10

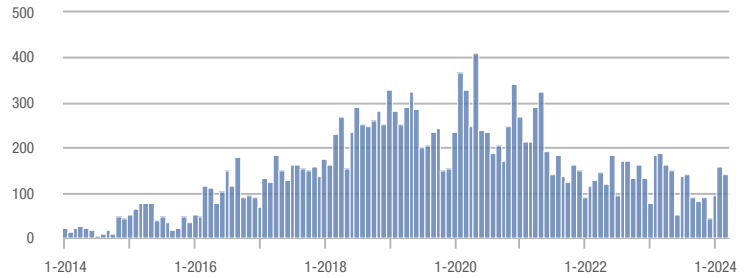
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	8	- 57.9%	- 65.2%	0.7	- 68.4%	- 68.1%	12	+ 33.3%	+ 9.1%
\$100,000 to \$199,999	141	- 24.2%	- 9.6%	8.8	- 10.0%	+ 7.3%	16	- 15.8%	- 15.8%
\$200,000 to \$449,999	786	- 7.6%	+ 8.7%	8.3	- 16.4%	+ 6.4%	95	+ 10.5%	+ 2.2%
\$450,000 or More	646	- 6.1%	+ 10.1%	7.8	- 14.0%	+ 3.4%	83	+ 9.2%	+ 6.4%
Total	1,581	- 9.3%	+ 6.2%	7.7	- 16.4%	+ 3.6%	206	+ 8.4%	+ 2.5%

Showings

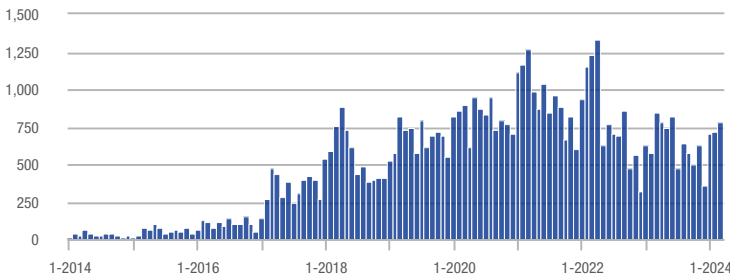
\$99,999 or Less



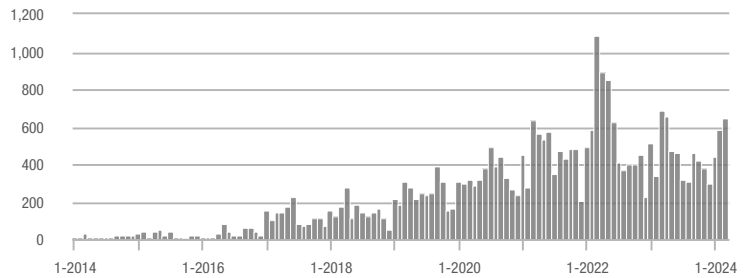
\$100,000 to \$199,999



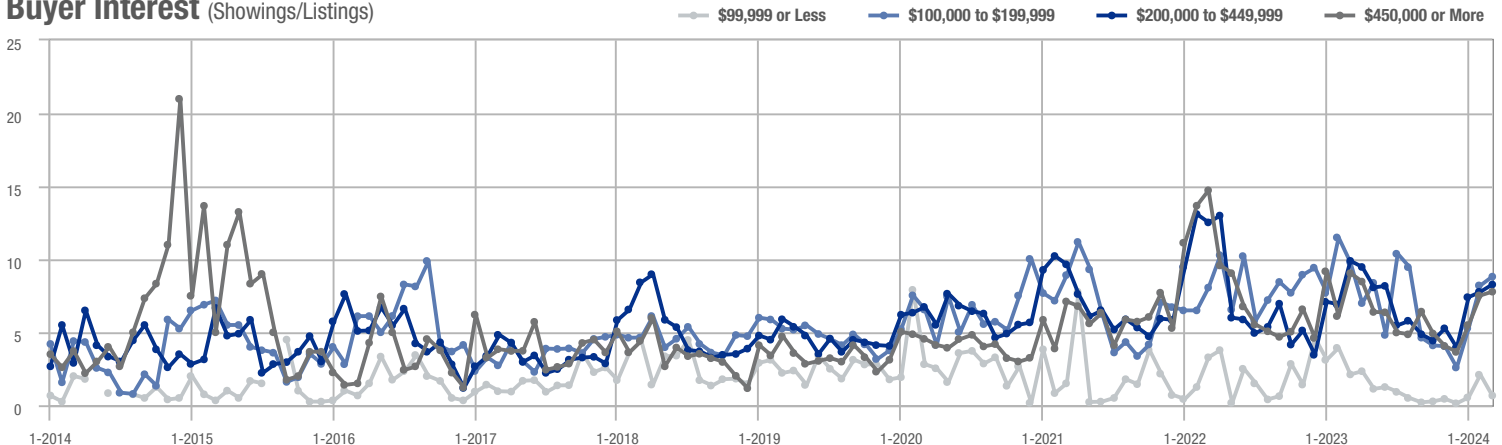
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

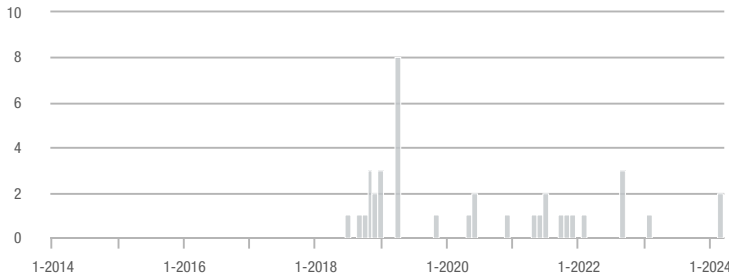


MLS Area 20

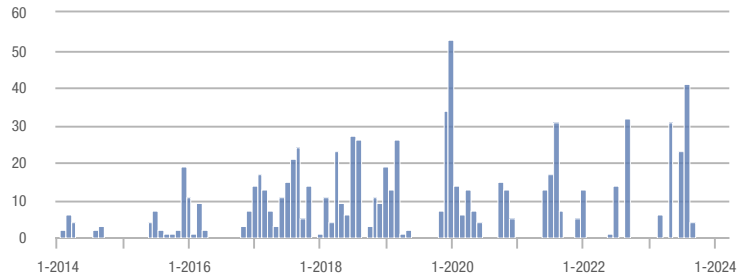
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	2	—	—	2.0	—	—	1	0.0%	0.0%
\$100,000 to \$199,999	0	—	—	—	—	—	0	—	—
\$200,000 to \$449,999	10	- 94.9%	- 88.4%	3.3	- 83.0%	- 69.0%	3	- 70.0%	- 62.5%
\$450,000 or More	469	+ 5.4%	+ 58.4%	12.0	- 8.1%	+ 5.6%	39	+ 14.7%	+ 50.0%
Total	481	- 25.7%	+ 25.9%	11.2	- 20.5%	+ 2.5%	43	- 6.5%	+ 22.9%

Showings

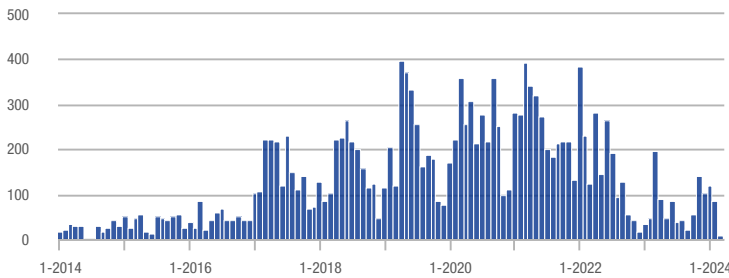
\$99,999 or Less



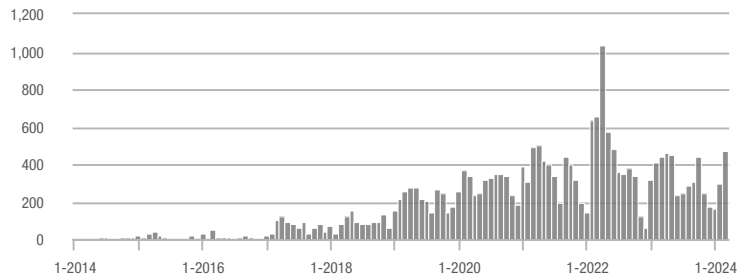
\$100,000 to \$199,999



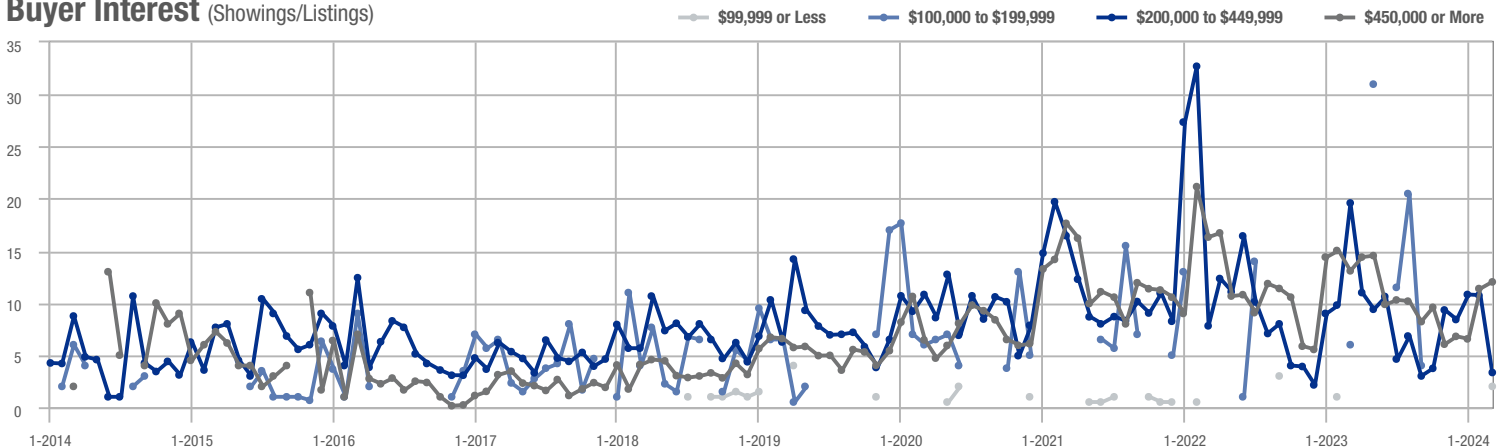
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

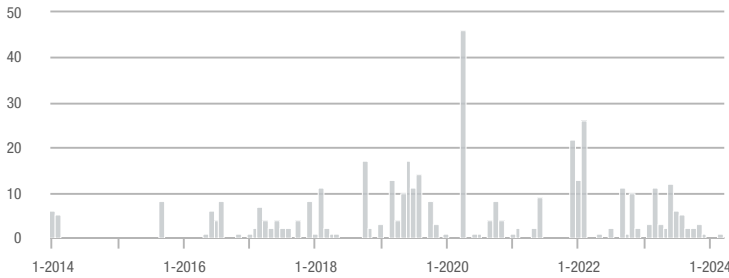


MLS Area 22

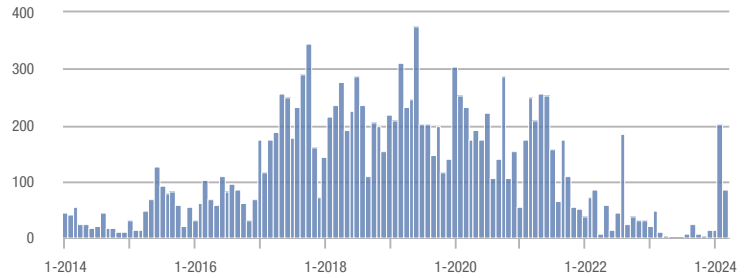
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	- 90.9%	—	0.3	- 81.8%	—	3	- 50.0%	+ 200.0%
\$100,000 to \$199,999	85	+ 672.7%	- 58.1%	17.0	+ 209.1%	- 74.9%	5	+ 150.0%	+ 66.7%
\$200,000 to \$449,999	1,080	- 20.8%	+ 27.1%	12.9	- 18.0%	+ 22.5%	84	- 3.4%	+ 3.7%
\$450,000 or More	1,147	+ 29.3%	+ 23.3%	9.4	- 16.3%	+ 17.3%	122	+ 54.4%	+ 5.2%
Total	2,313	+ 1.8%	+ 16.6%	10.8	- 17.3%	+ 9.6%	214	+ 23.0%	+ 6.5%

Showings

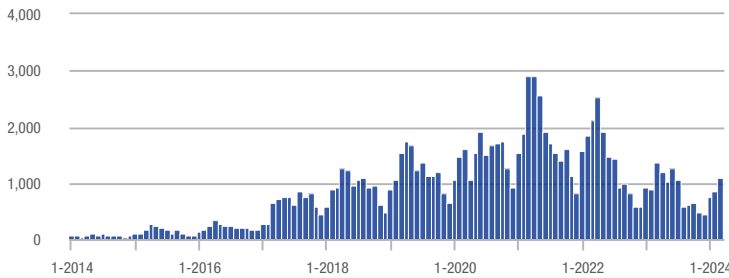
\$99,999 or Less



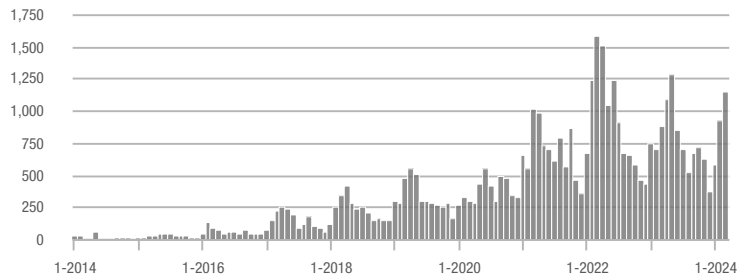
\$100,000 to \$199,999



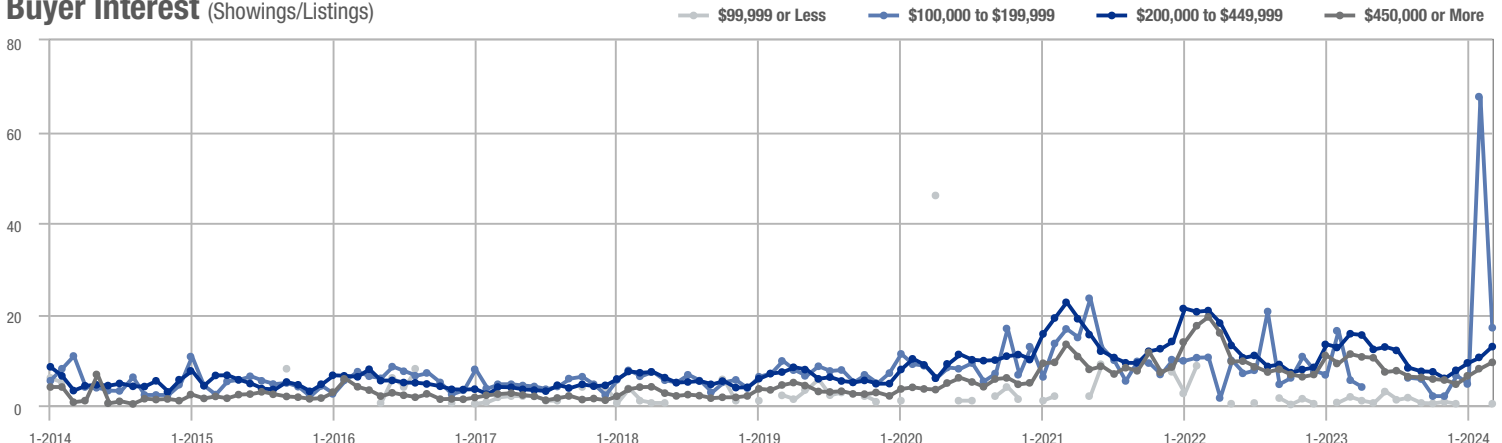
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

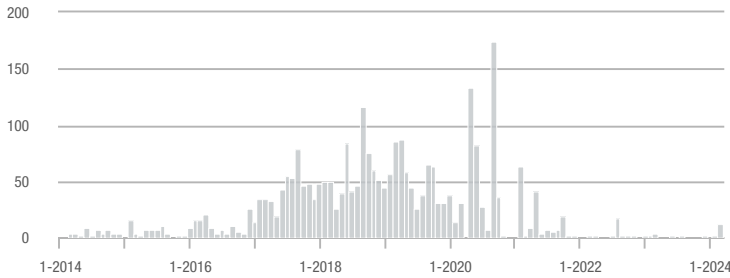


MLS Area 30

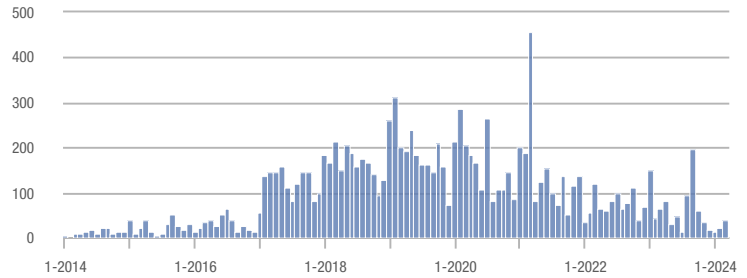
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	12	+ 300.0%	+ 1,100.0%	4.0	+ 566.7%	+ 1,100.0%	3	- 40.0%	0.0%
\$100,000 to \$199,999	40	- 37.5%	+ 81.8%	8.0	- 37.5%	+ 45.5%	5	0.0%	+ 25.0%
\$200,000 to \$449,999	483	- 11.5%	+ 12.3%	9.3	+ 8.9%	- 0.6%	52	- 18.8%	+ 13.0%
\$450,000 or More	236	+ 9.3%	+ 6.8%	7.6	- 4.8%	- 0.1%	31	+ 14.8%	+ 6.9%
Total	771	- 7.0%	+ 14.4%	8.5	+ 3.2%	+ 3.1%	91	- 9.9%	+ 11.0%

Showings

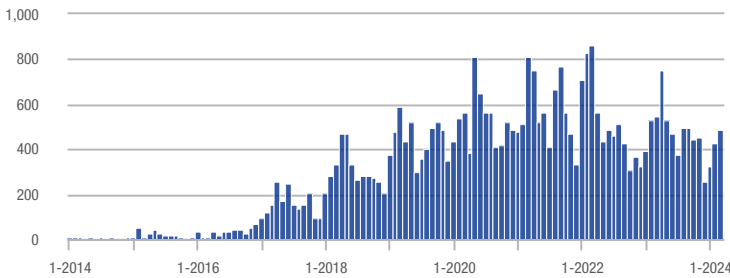
\$99,999 or Less



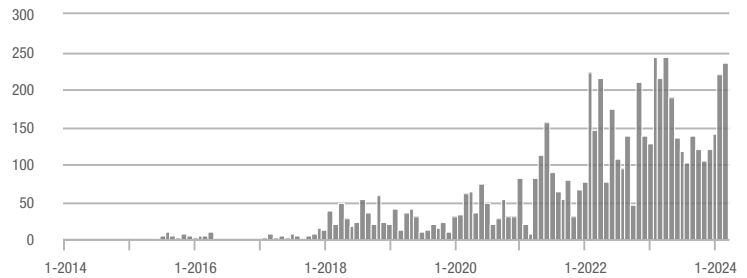
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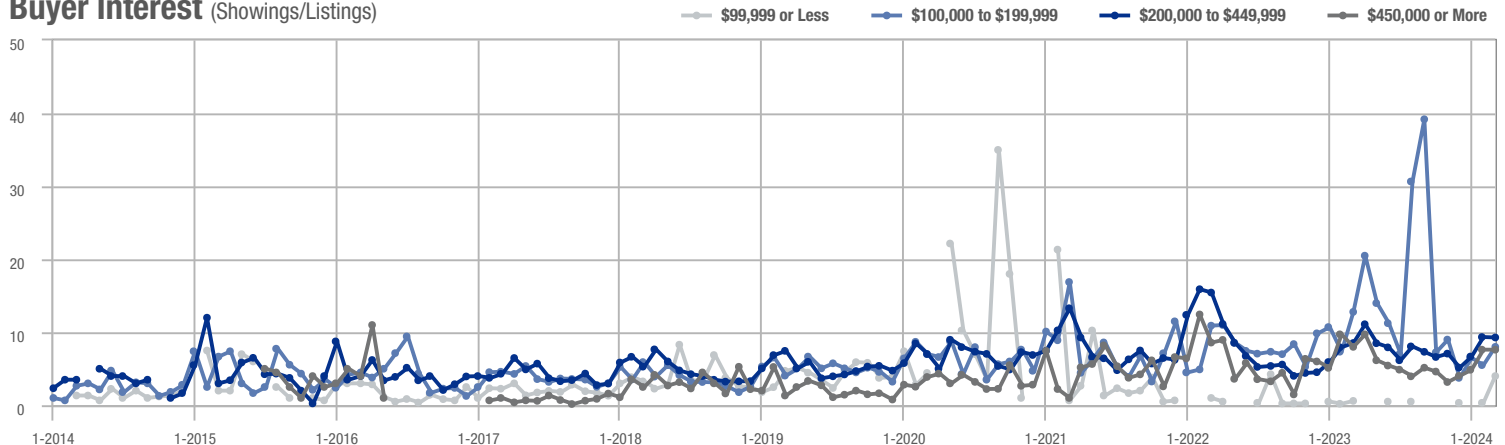
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

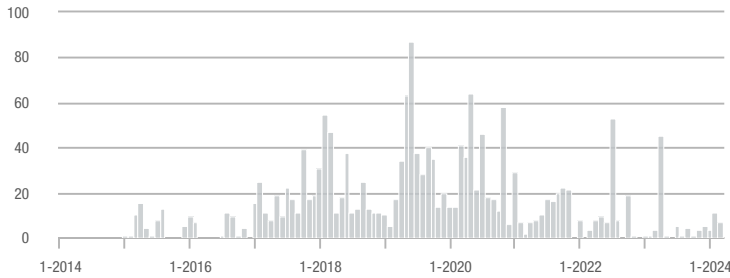


MLS Area 32

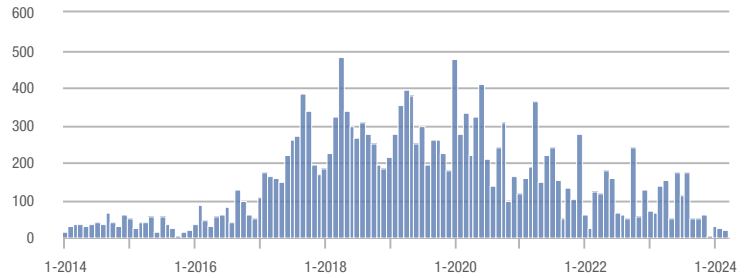
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	7	+ 133.3%	- 36.4%	1.2	+ 94.4%	- 25.8%	6	+ 20.0%	- 14.3%
\$100,000 to \$199,999	20	- 85.3%	- 23.1%	6.7	- 51.0%	+ 2.6%	3	- 70.0%	- 25.0%
\$200,000 to \$449,999	696	- 19.5%	+ 22.3%	12.2	+ 7.3%	+ 15.9%	57	- 25.0%	+ 5.6%
\$450,000 or More	46	—	+ 119.0%	7.7	—	+ 82.5%	6	+ 50.0%	+ 20.0%
Total	769	- 23.4%	+ 22.6%	10.7	+ 1.1%	+ 19.2%	72	- 24.2%	+ 2.9%

Showings

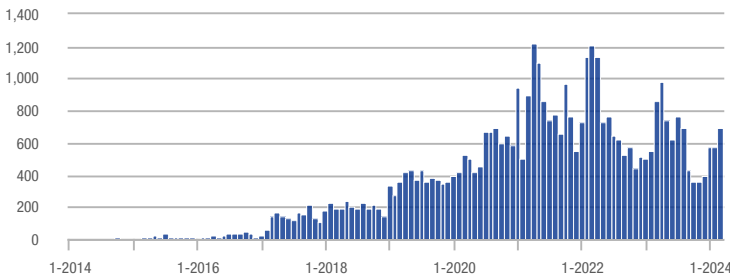
\$99,999 or Less



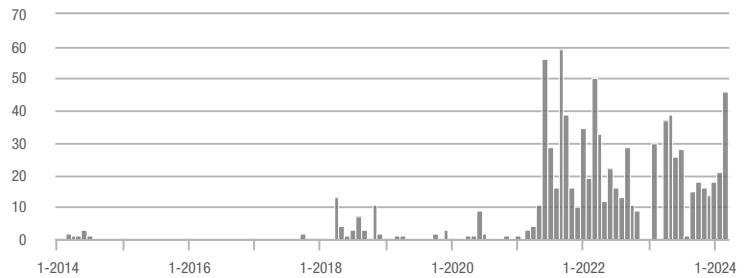
\$100,000 to \$199,999



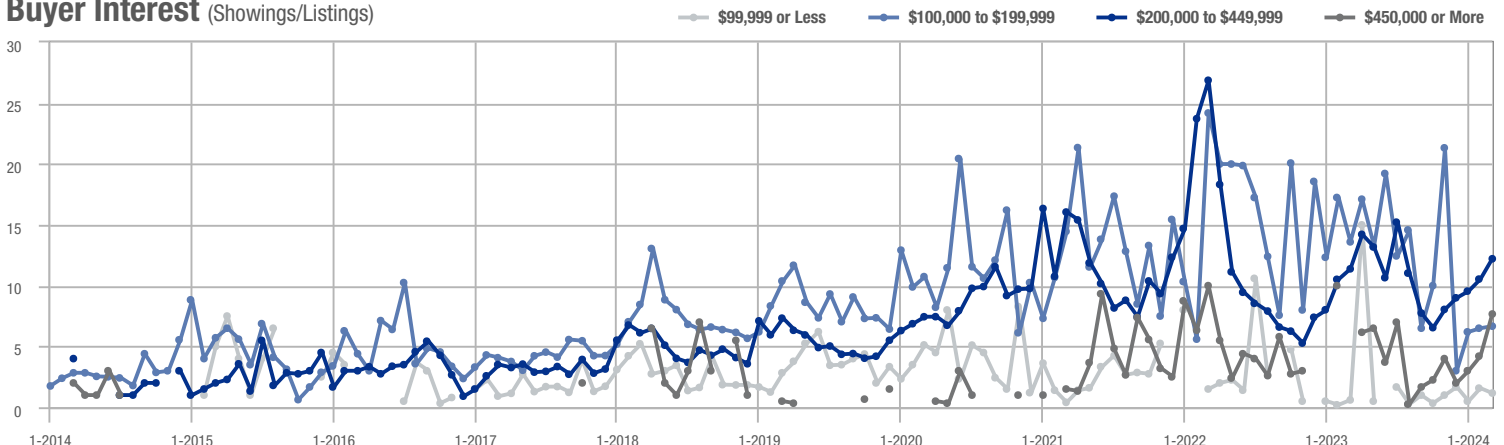
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

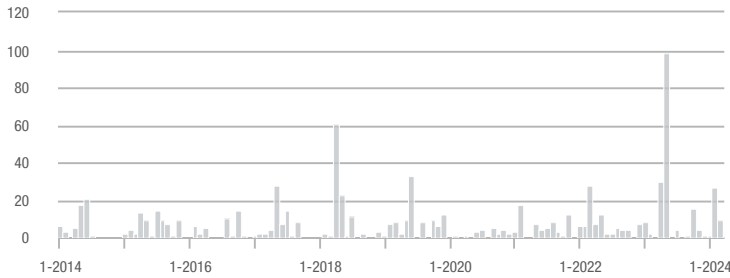


MLS Area 34

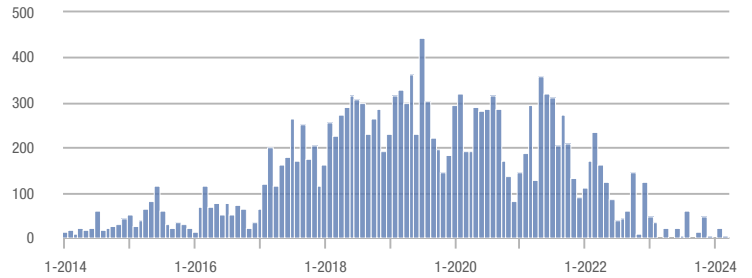
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	9	—	- 66.7%	0.9	—	- 73.3%	10	+ 900.0%	+ 25.0%
\$100,000 to \$199,999	3	—	- 87.0%	3.0	—	- 73.9%	1	—	- 50.0%
\$200,000 to \$449,999	753	+ 1.6%	+ 68.1%	13.7	+ 33.0%	+ 31.4%	55	- 23.6%	+ 27.9%
\$450,000 or More	572	- 33.9%	+ 6.9%	9.4	- 30.7%	+ 19.2%	61	- 4.7%	- 10.3%
Total	1,337	- 16.8%	+ 29.4%	10.5	- 10.3%	+ 23.3%	127	- 7.3%	+ 5.0%

Showings

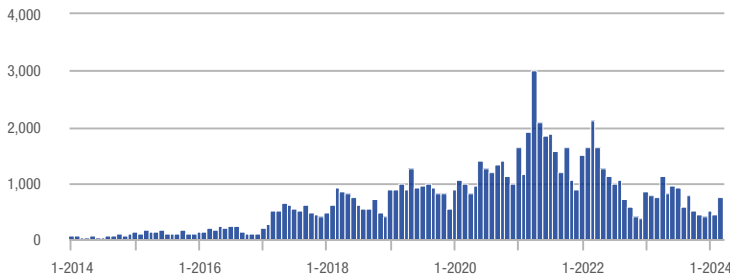
\$99,999 or Less



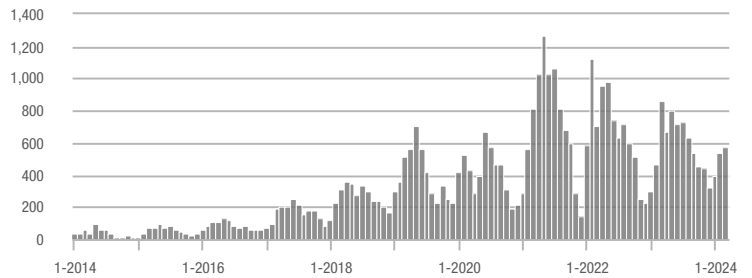
\$100,000 to \$199,999



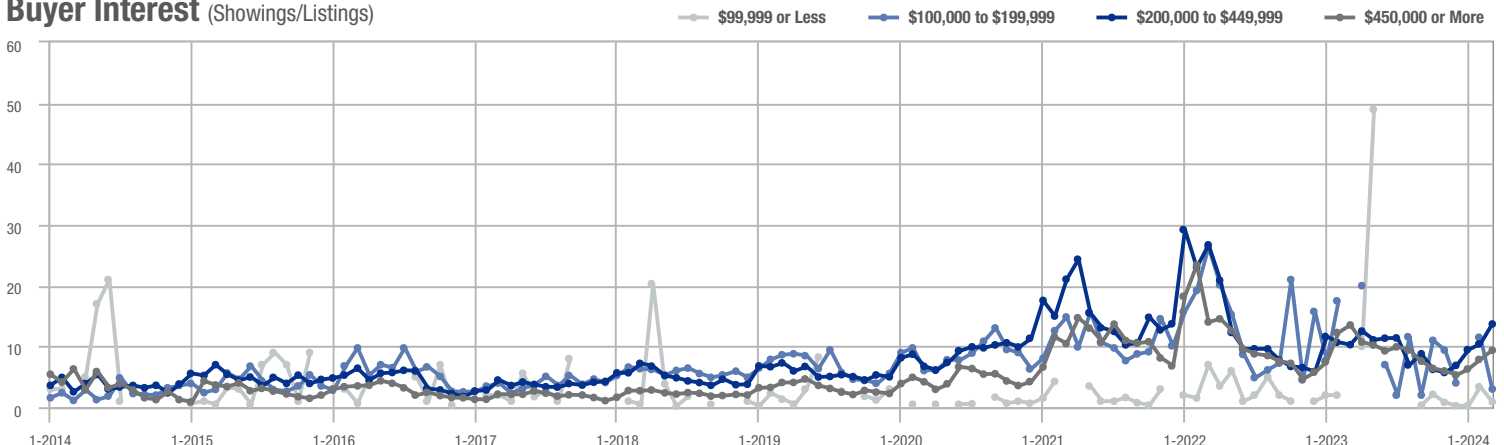
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

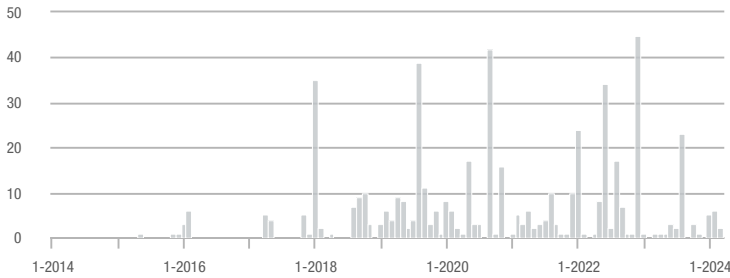


MLS Area 36

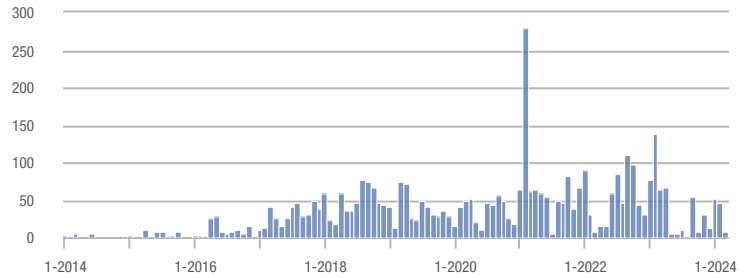
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	2	+ 100.0%	- 66.7%	0.7	+ 33.3%	- 44.4%	3	+ 50.0%	- 40.0%
\$100,000 to \$199,999	8	- 87.3%	- 82.6%	2.7	- 49.2%	- 65.2%	3	- 75.0%	- 50.0%
\$200,000 to \$449,999	176	- 48.2%	- 11.1%	4.9	- 39.6%	- 21.0%	36	- 14.3%	+ 12.5%
\$450,000 or More	371	+ 24.1%	+ 43.8%	3.9	+ 31.9%	+ 28.7%	95	- 5.9%	+ 11.8%
Total	557	- 20.8%	+ 9.6%	4.1	- 9.2%	+ 2.4%	137	- 12.7%	+ 7.0%

Showings

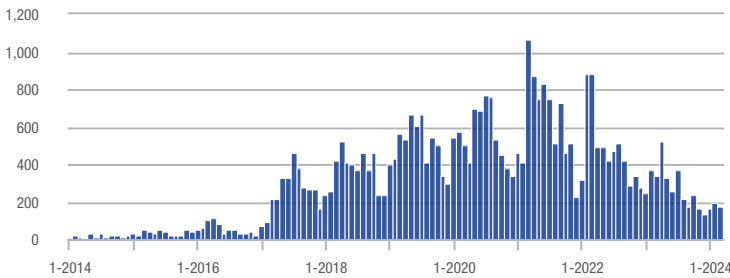
\$99,999 or Less



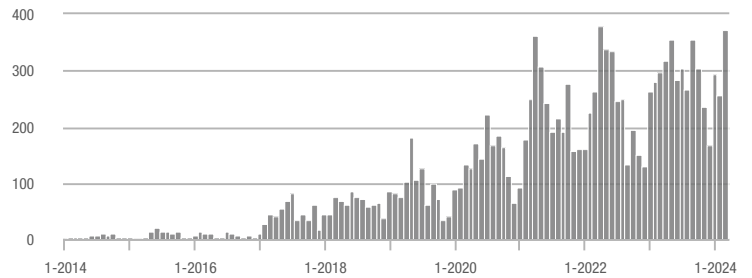
\$100,000 to \$199,999



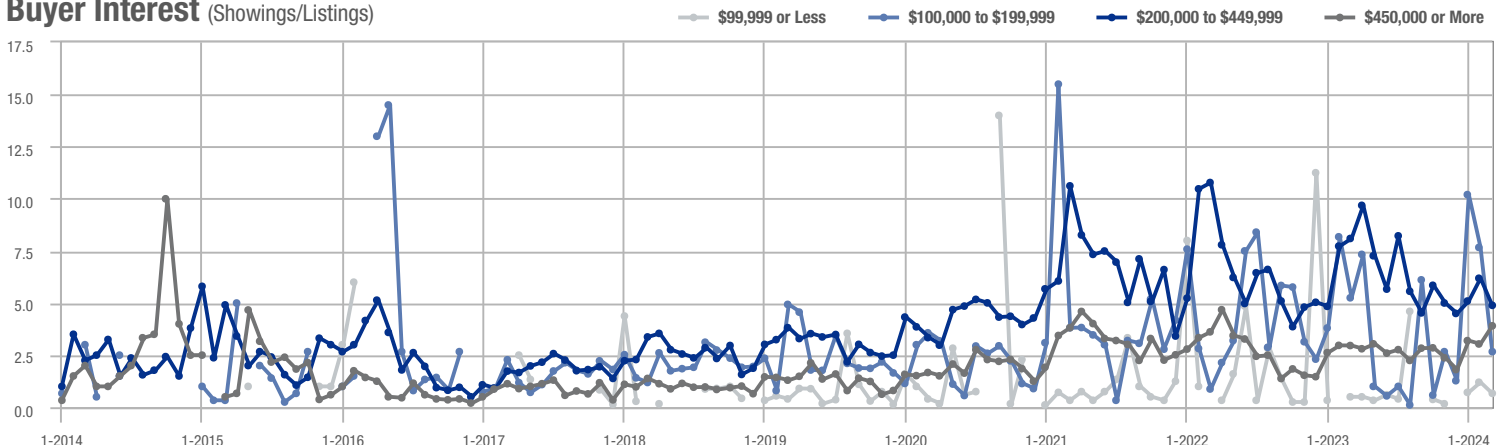
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

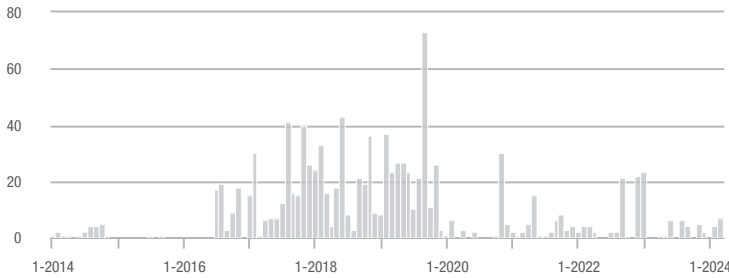


MLS Area 40

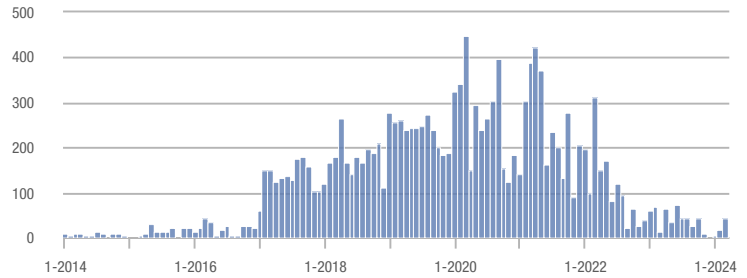
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	7	—	+ 75.0%	1.4	—	+ 40.0%	5	+ 66.7%	+ 25.0%
\$100,000 to \$199,999	42	+ 223.1%	+ 162.5%	10.5	+ 223.1%	+ 96.9%	4	0.0%	+ 33.3%
\$200,000 to \$449,999	479	- 4.4%	- 3.6%	8.9	+ 25.7%	+ 7.1%	54	- 23.9%	- 10.0%
\$450,000 or More	80	- 14.9%	+ 77.8%	2.5	- 28.2%	+ 38.9%	32	+ 18.5%	+ 28.0%
Total	608	0.0%	+ 8.2%	6.4	+ 10.5%	+ 4.8%	95	- 9.5%	+ 3.3%

Showings

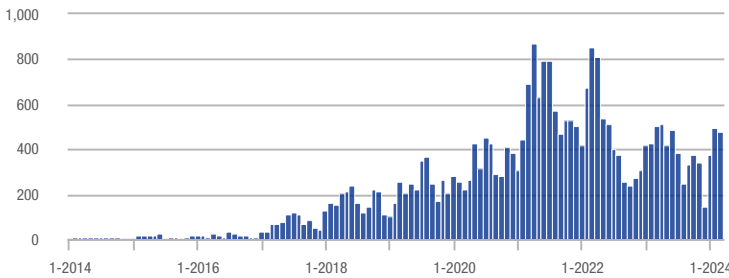
\$99,999 or Less



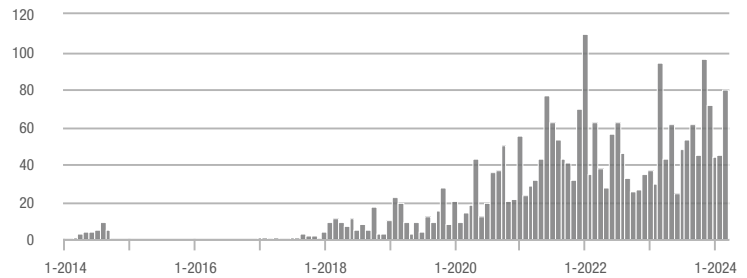
\$100,000 to \$199,999



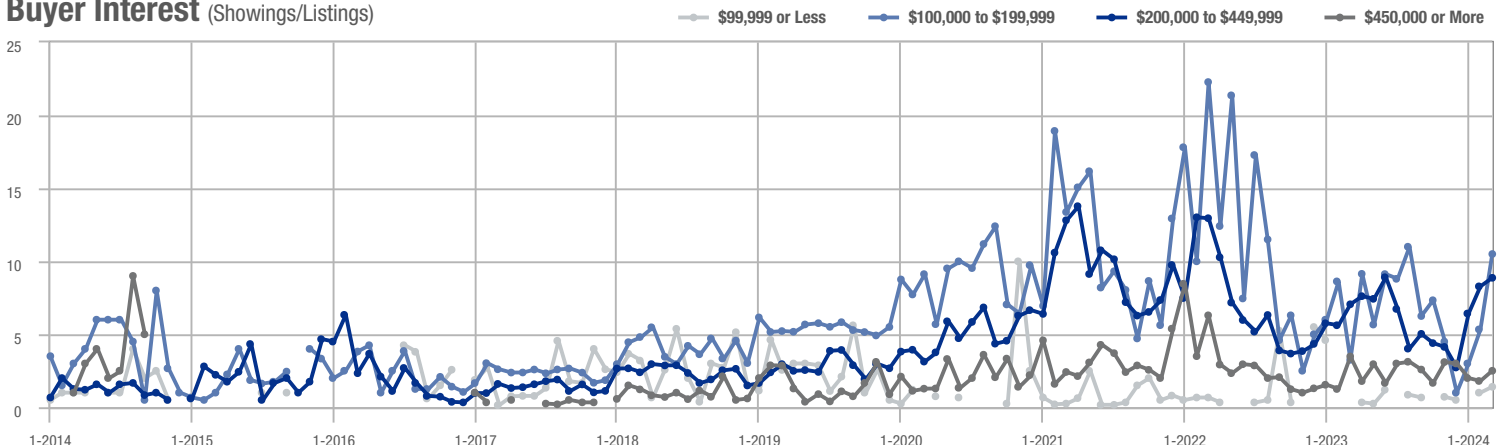
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

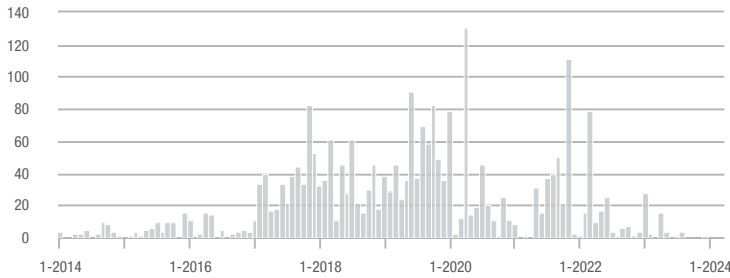


MLS Area 42

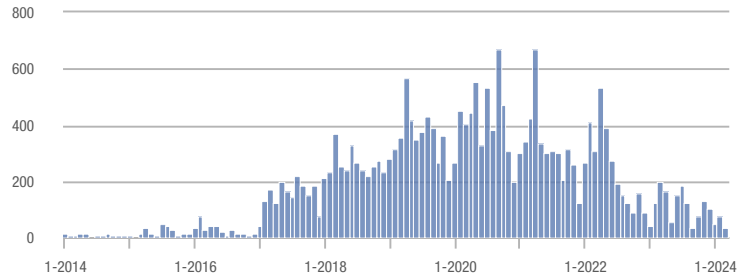
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	1	- 80.0%	0.0%
\$100,000 to \$199,999	33	- 83.5%	- 57.1%	5.5	- 47.8%	- 64.3%	6	- 68.4%	+ 20.0%
\$200,000 to \$449,999	376	- 30.0%	- 14.7%	7.4	- 17.6%	+ 5.3%	51	- 15.0%	- 19.0%
\$450,000 or More	0	—	—	—	—	—	3	+ 50.0%	- 40.0%
Total	409	- 44.5%	- 21.9%	6.7	- 21.8%	- 5.3%	61	- 29.1%	- 17.6%

Showings

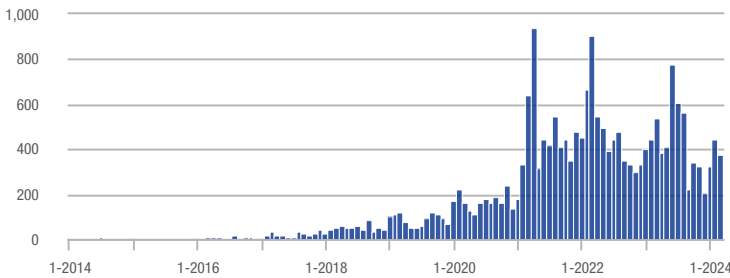
\$99,999 or Less



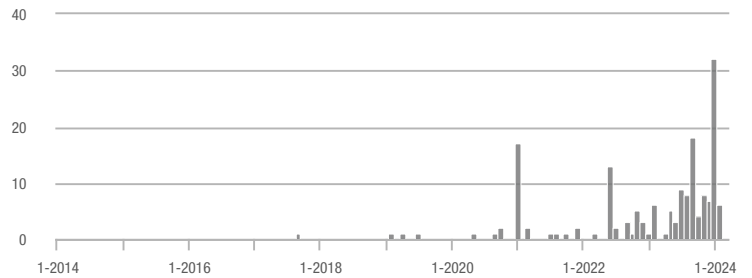
\$100,000 to \$199,999



\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

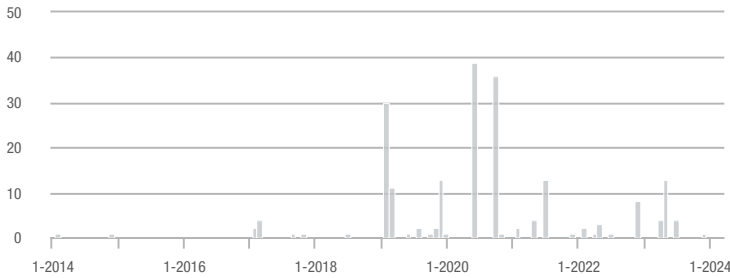


MLS Area 44

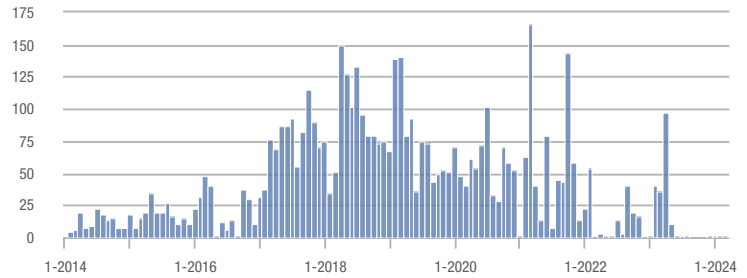
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	1	- 97.2%	0.0%	0.5	- 95.8%	0.0%	2	- 33.3%	0.0%
\$200,000 to \$449,999	509	- 2.7%	+ 68.5%	9.4	+ 11.7%	+ 9.2%	54	- 12.9%	+ 54.3%
\$450,000 or More	111	- 35.5%	- 30.6%	2.2	- 34.2%	- 15.7%	51	- 1.9%	- 17.7%
Total	621	- 15.0%	+ 34.1%	5.8	- 7.1%	+ 24.1%	107	- 8.5%	+ 8.1%

Showings

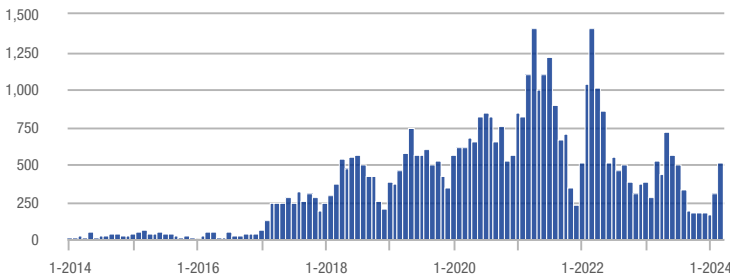
\$99,999 or Less



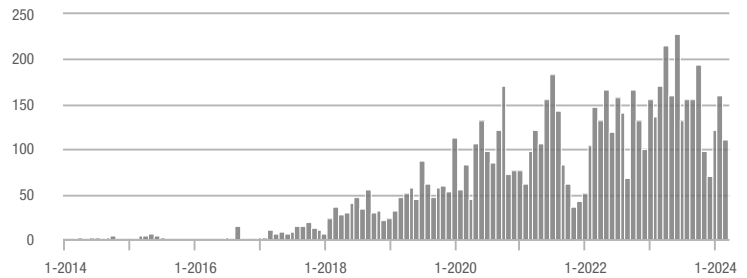
\$100,000 to \$199,999



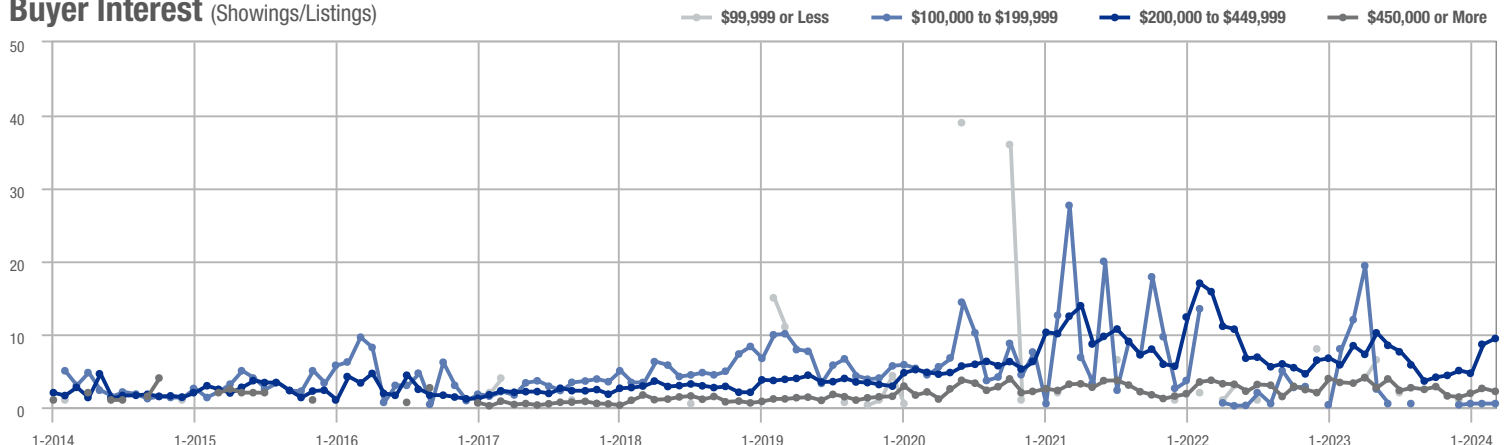
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

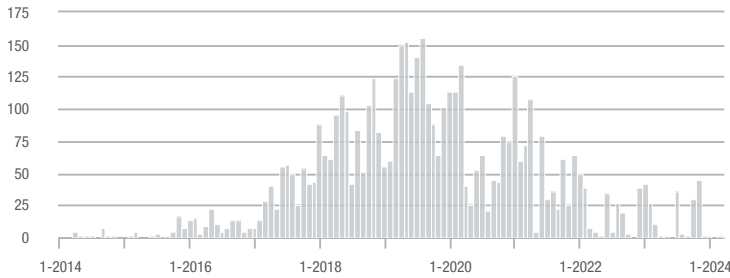


MLS Area 50

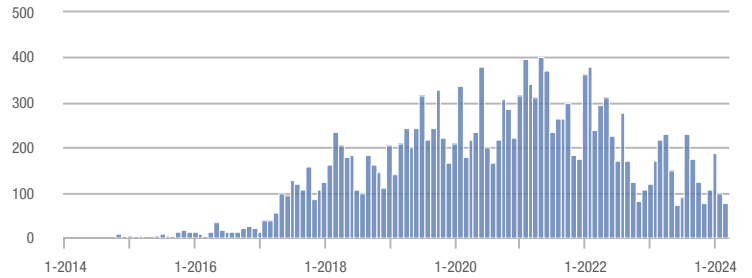
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	1	- 90.0%	—	0.5	- 85.0%	—	2	- 33.3%	0.0%
\$100,000 to \$199,999	76	- 65.1%	- 22.4%	9.5	+ 8.9%	- 3.1%	8	- 68.0%	- 20.0%
\$200,000 to \$449,999	442	+ 13.3%	+ 8.6%	6.5	- 13.3%	+ 3.8%	68	+ 30.8%	+ 4.6%
\$450,000 or More	8	+ 300.0%	+ 300.0%	2.7	+ 33.3%	+ 166.7%	3	+ 200.0%	+ 50.0%
Total	527	- 15.0%	+ 3.9%	6.5	- 15.0%	+ 1.4%	81	0.0%	+ 2.5%

Showings

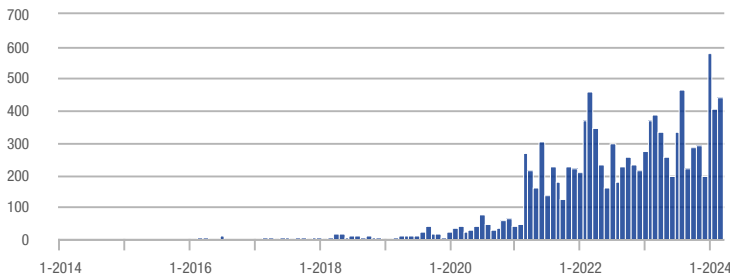
\$99,999 or Less



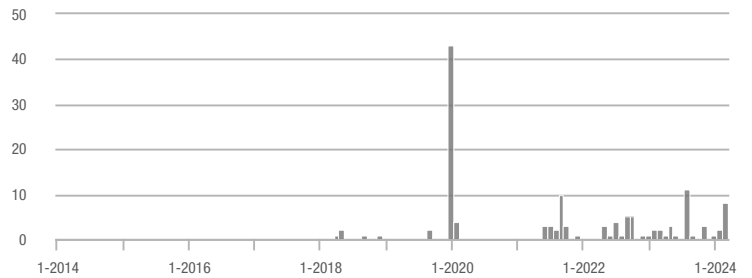
\$100,000 to \$199,999



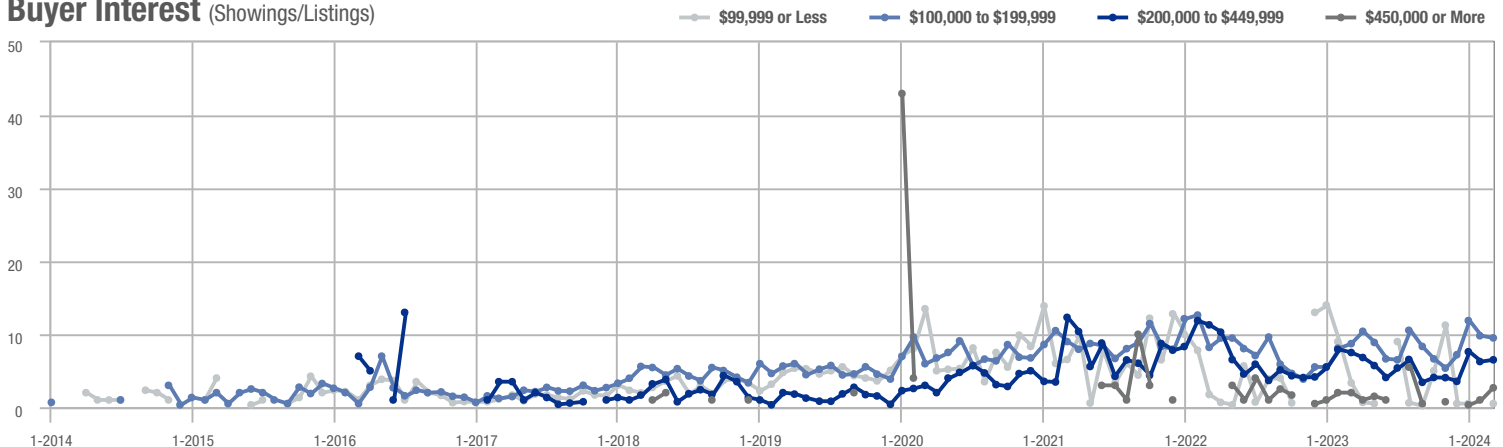
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

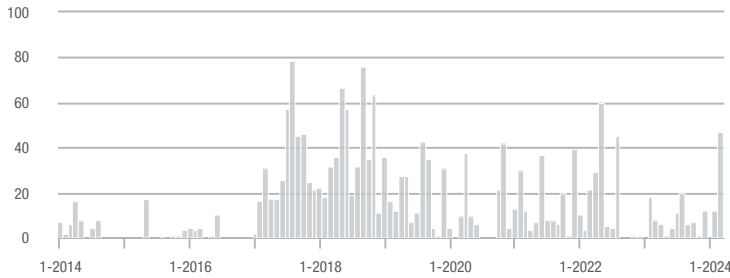


MLS Area 52

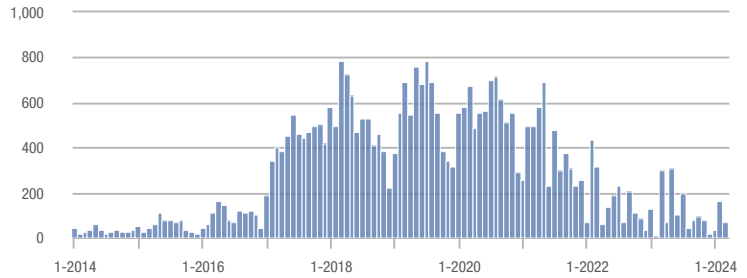
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	47	+ 487.5%	+ 291.7%	4.3	+ 220.5%	+ 184.8%	11	+ 83.3%	+ 37.5%
\$100,000 to \$199,999	70	- 76.3%	- 56.8%	14.0	- 71.5%	- 48.1%	5	- 16.7%	- 16.7%
\$200,000 to \$449,999	1,119	- 24.9%	+ 11.8%	8.4	- 18.2%	+ 10.1%	134	- 8.2%	+ 1.5%
\$450,000 or More	160	+ 9.6%	+ 42.9%	4.0	- 15.1%	+ 46.4%	40	+ 29.0%	- 2.4%
Total	1,396	- 28.0%	+ 8.5%	7.3	- 28.4%	+ 6.8%	190	+ 0.5%	+ 1.6%

Showings

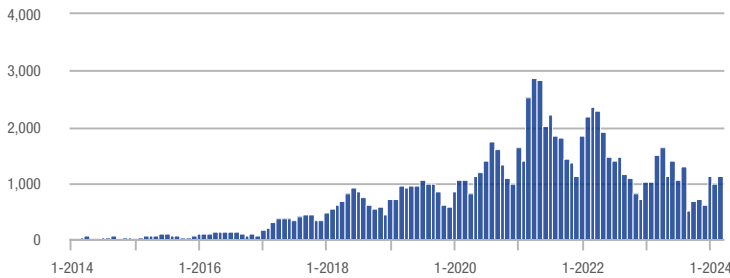
\$99,999 or Less



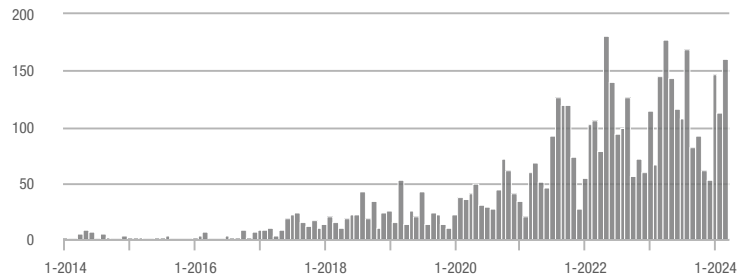
\$100,000 to \$199,999



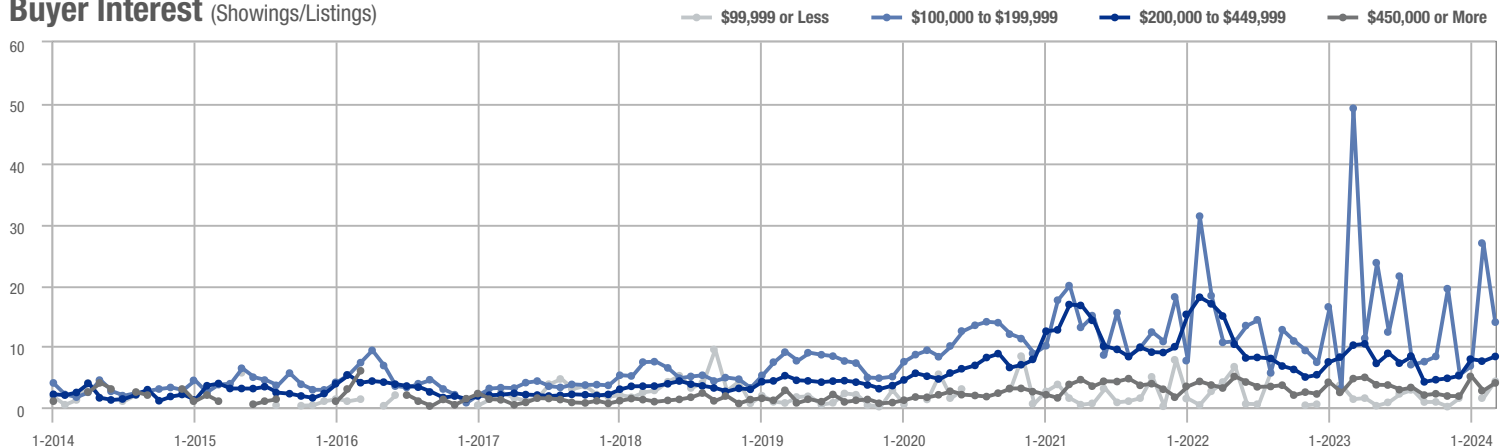
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

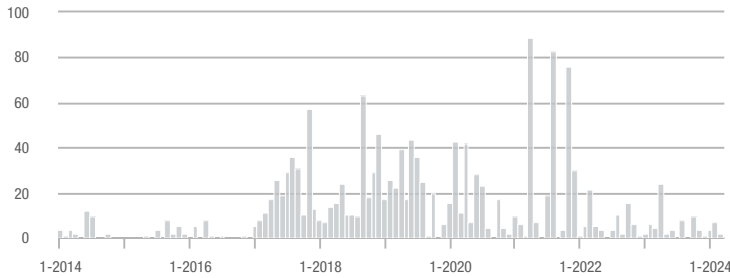


MLS Area 54

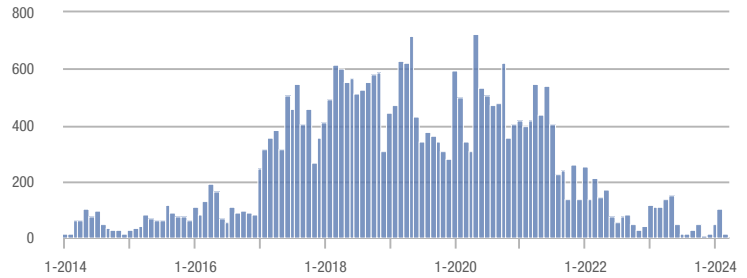
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	2	- 50.0%	- 71.4%	0.2	- 55.6%	- 65.1%	9	+ 12.5%	- 18.2%
\$100,000 to \$199,999	15	- 86.4%	- 85.6%	2.5	- 81.8%	- 78.4%	6	- 25.0%	- 33.3%
\$200,000 to \$449,999	1,153	- 30.4%	+ 17.1%	8.9	- 30.9%	+ 19.8%	129	+ 0.8%	- 2.3%
\$450,000 or More	508	+ 38.4%	+ 34.7%	5.0	+ 8.3%	+ 30.7%	101	+ 27.8%	+ 3.1%
Total	1,678	- 21.5%	+ 13.9%	6.8	- 28.5%	+ 16.2%	245	+ 9.9%	- 2.0%

Showings

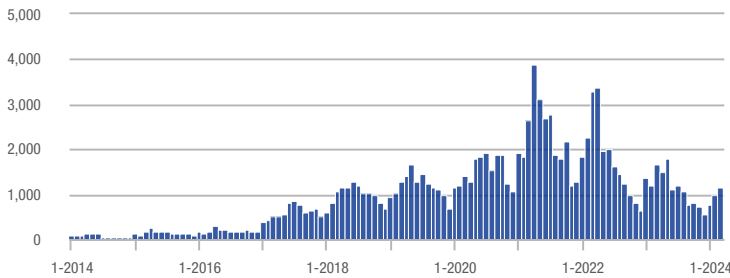
\$99,999 or Less



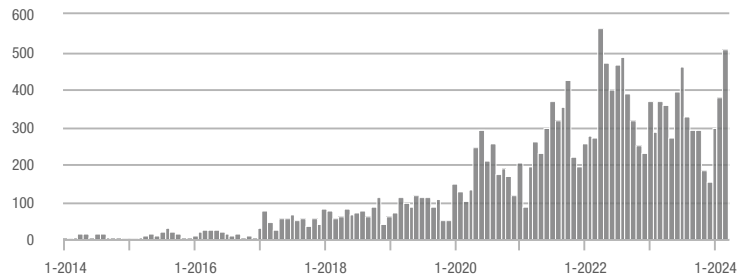
\$100,000 to \$199,999



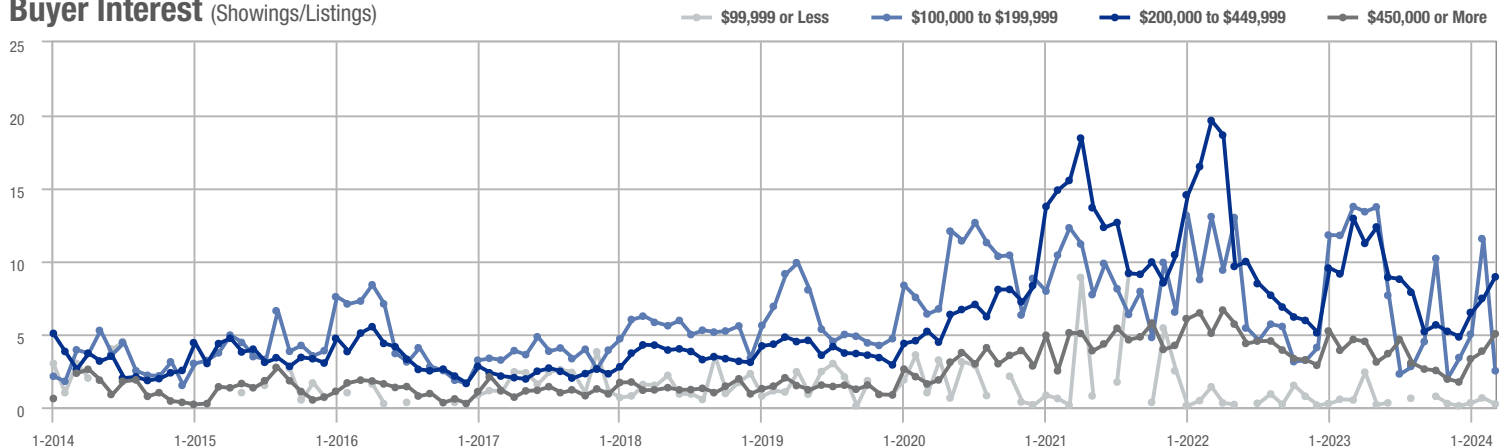
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

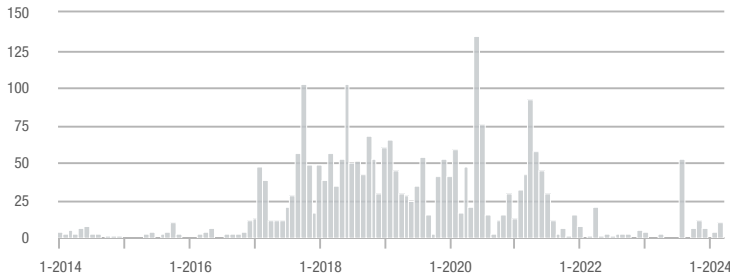


MLS Area 60

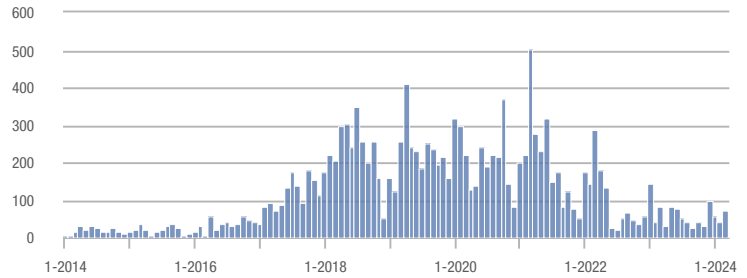
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	10	—	+ 150.0%	2.5	—	+ 87.5%	4	+ 100.0%	+ 33.3%
\$100,000 to \$199,999	74	- 8.6%	+ 80.5%	10.6	- 8.6%	+ 28.9%	7	0.0%	+ 40.0%
\$200,000 to \$449,999	568	- 35.5%	+ 30.6%	7.8	- 35.5%	+ 3.7%	73	0.0%	+ 25.9%
\$450,000 or More	412	+ 47.1%	+ 9.3%	9.8	- 12.4%	- 8.9%	42	+ 68.0%	+ 20.0%
Total	1,064	- 14.3%	+ 24.2%	8.4	- 27.2%	- 0.5%	126	+ 17.8%	+ 24.8%

Showings

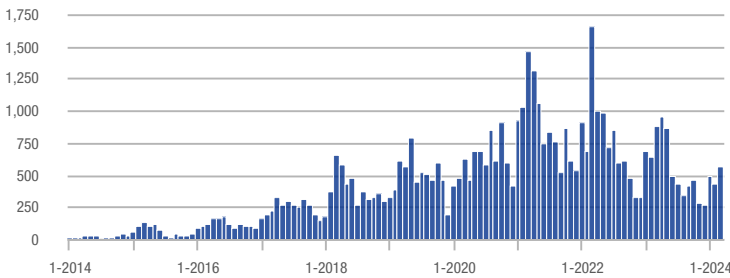
\$99,999 or Less



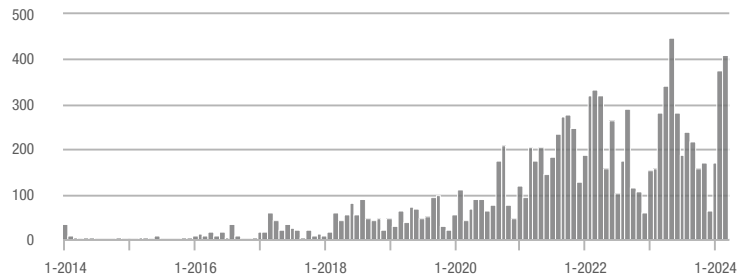
\$100,000 to \$199,999



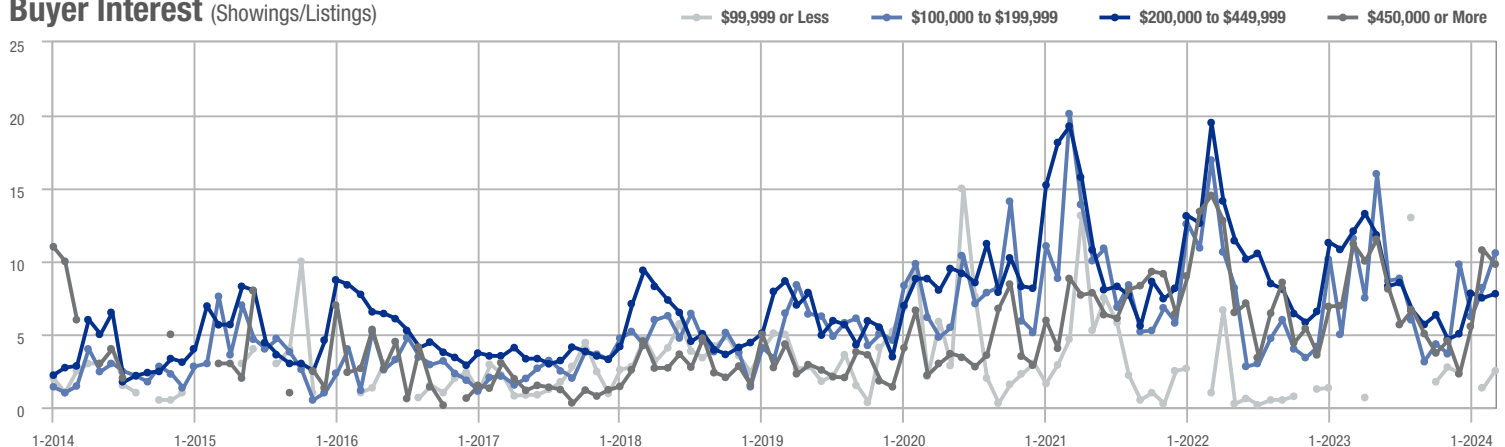
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

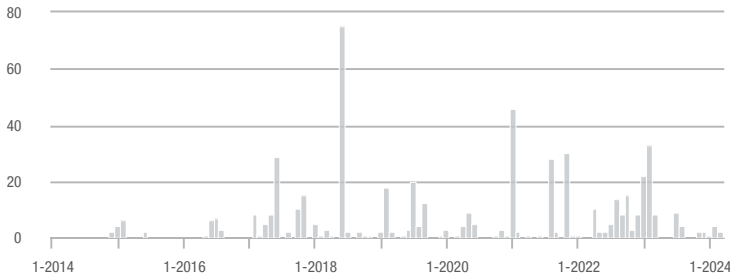


MLS Area 62

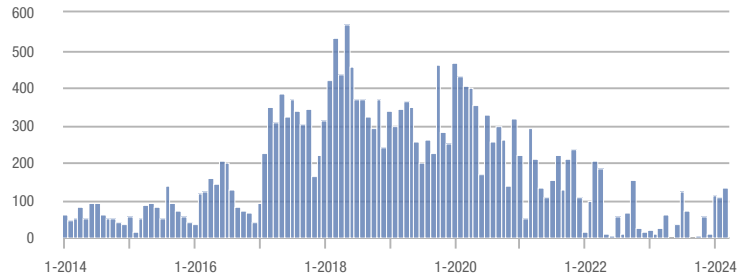
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	2	- 75.0%	- 50.0%	0.5	- 81.3%	- 75.0%	4	+ 33.3%	+ 100.0%
\$100,000 to \$199,999	131	+ 445.8%	+ 23.6%	43.7	+ 263.9%	+ 23.6%	3	+ 50.0%	0.0%
\$200,000 to \$449,999	932	- 55.7%	+ 18.6%	9.0	- 42.4%	+ 2.5%	103	- 23.1%	+ 15.7%
\$450,000 or More	967	+ 80.7%	+ 42.8%	6.1	+ 18.2%	+ 35.6%	159	+ 52.9%	+ 5.3%
Total	2,039	- 23.7%	+ 29.6%	7.6	- 31.3%	+ 17.6%	270	+ 11.1%	+ 10.2%

Showings

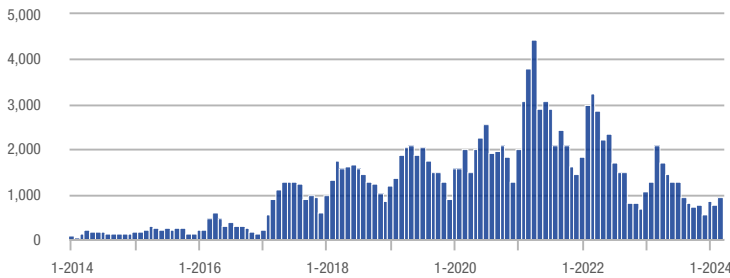
\$99,999 or Less



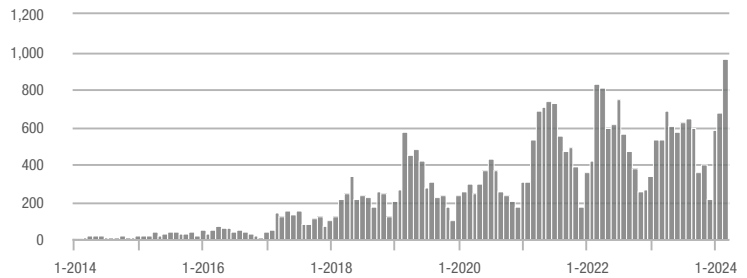
\$100,000 to \$199,999



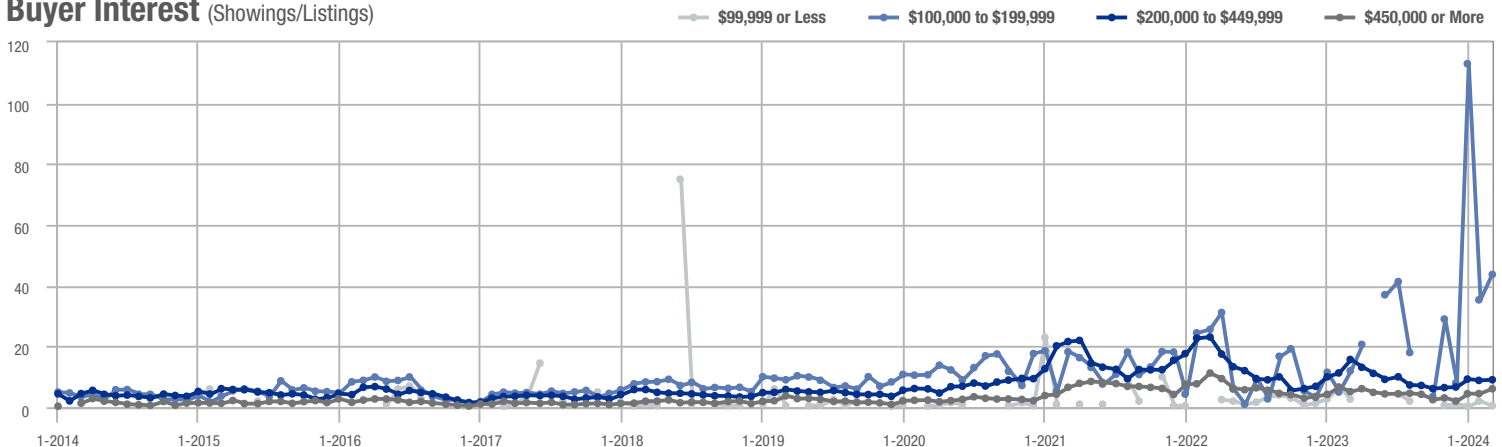
\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

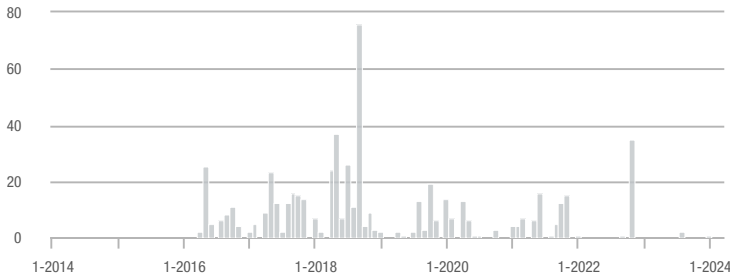


MLS Area 64

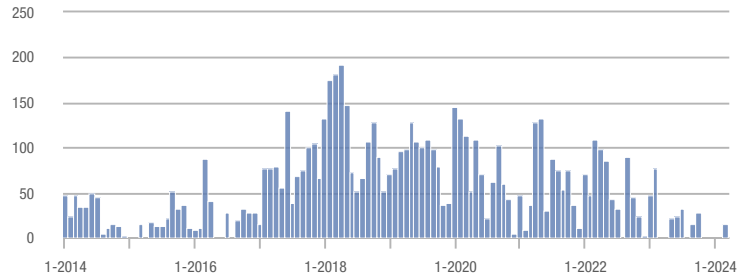
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change	March 2024	Year-Over-Year Change	Month-Over-Month Change
\$99,999 or Less	0	—	—	—	—	—	0	—	—
\$100,000 to \$199,999	14	—	—	4.7	—	—	3	+ 200.0%	+ 200.0%
\$200,000 to \$449,999	305	- 51.4%	+ 19.1%	9.2	- 17.5%	+ 44.4%	33	- 41.1%	- 17.5%
\$450,000 or More	238	- 55.5%	- 26.8%	7.2	- 51.5%	- 37.9%	33	- 8.3%	+ 17.9%
Total	557	- 52.1%	- 4.1%	8.1	- 34.7%	- 4.1%	69	- 26.6%	0.0%

Showings

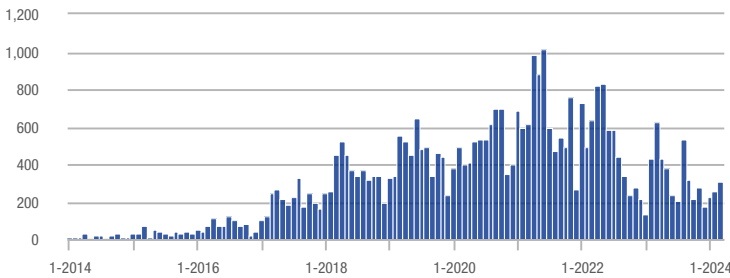
\$99,999 or Less



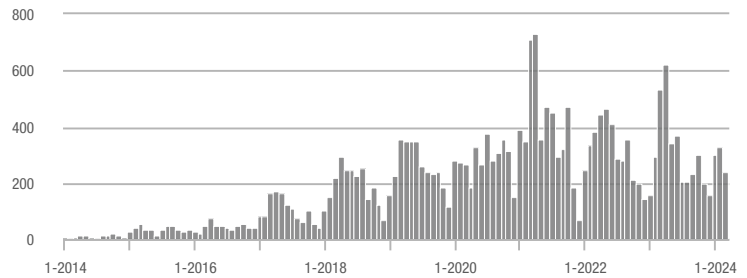
\$100,000 to \$199,999



\$200,000 to \$449,999



\$450,000 or More



Buyer Interest (Showings/Listings)

