

February 2015

Frederick County, VA

Sold Summary

|                            | Feb 2015     | Feb 2014     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$15,523,974 | \$10,473,399 | 48.22%   |
| Avg Sold Price             | \$215,611    | \$209,468    | 2.93%    |
| Median Sold Price          | \$189,900    | \$196,200    | -3.21%   |
| Units Sold                 | 72           | 50           | 44.00%   |
| Avg Days on Market         | 102          | 99           | 3.03%    |
| Avg List Price for Solds   | \$220,298    | \$215,804    | 2.08%    |
| Avg SP to OLP Ratio        | 94.5%        | 94.7%        | -0.21%   |
| Ratio of Avg SP to Avg OLP | 95.8%        | 94.2%        | 1.60%    |
| Attached Avg Sold Price    | \$155,782    | \$121,722    | 27.98%   |
| Detached Avg Sold Price    | \$232,705    | \$228,729    | 1.74%    |
| Attached Units Sold        | 16           | 9            | 77.78%   |
| Detached Units Sold        | 56           | 41           | 36.59%   |

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

|                     | Feb 2015 | Feb 2014 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 485      | 439      | 10.48%   |
| New Listings        | 130      | 112      | 16.07%   |
| New Under Contracts | 46       | 42       | 9.52%    |
| New Contingents     | 50       | 51       | -1.96%   |
| New Pendings        | 96       | 93       | 3.23%    |
| All Pendings        | 167      | 173      | -3.47%   |

Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 14 |
| Conventional | 28 |
| FHA          | 7  |
| Other        | 15 |
| Owner        | 0  |
| VA           | 8  |

Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 4  |
| 1 to 10    | 8  |
| 11 to 20   | 8  |
| 21 to 30   | 7  |
| 31 to 60   | 7  |
| 61 to 90   | 7  |
| 91 to 120  | 4  |
| 121 to 180 | 14 |
| 181 to 360 | 11 |
| 361 to 720 | 2  |
| 721+       | 0  |

Sold Detail

| Price Ranges               | Residential  |             |           |             |              |             | Condo/Coop | Active Listings |             |            |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
|                            | 2 or Less BR |             | 3 BR      |             | 4 or More BR |             | All        | Residential     |             | Condo/Coop |
|                            | Detached     | Attached/TH | Detached  | Attached/TH | Detached     | Attached/TH | Attached   | Detached        | Attached/TH | Attached   |
| < \$50,000                 | 1            | 0           | 0         | 0           | 0            | 0           | 0          | 1               | 0           | 0          |
| \$50K to \$99,999          | 0            | 3           | 2         | 0           | 0            | 0           | 0          | 14              | 1           | 0          |
| \$100K to \$149,999        | 1            | 4           | 6         | 2           | 0            | 0           | 0          | 23              | 7           | 2          |
| \$150K to \$199,999        | 2            | 0           | 13        | 3           | 5            | 0           | 0          | 62              | 12          | 0          |
| \$200K to \$299,999        | 0            | 2           | 7         | 2           | 5            | 0           | 0          | 140             | 27          | 0          |
| \$300K to \$399,999        | 0            | 0           | 2         | 0           | 6            | 0           | 0          | 119             | 2           | 0          |
| \$400K to \$499,999        | 0            | 0           | 3         | 0           | 2            | 0           | 0          | 38              | 0           | 0          |
| \$500K to \$599,999        | 0            | 0           | 0         | 0           | 1            | 0           | 0          | 18              | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 13              | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 1               | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 5               | 0           | 0          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$5,000,000+               | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| <b>Total</b>               | <b>4</b>     | <b>9</b>    | <b>33</b> | <b>7</b>    | <b>19</b>    | <b>0</b>    | <b>0</b>   | <b>434</b>      | <b>49</b>   | <b>2</b>   |
| Avg Sold Price             | \$119,163    | \$131,311   | \$210,480 | \$187,245   | \$295,209    | \$0         | \$0        |                 |             |            |
| Prev Year - Avg Sold Price | \$178,947    | \$130,833   | \$230,738 | \$117,167   | \$245,454    | \$0         | \$0        |                 |             |            |
| Avg Sold % Change          | -33.41%      | 0.37%       | -8.78%    | 59.81%      | 20.27%       | 0.00%       | 0.00%      |                 |             |            |
| Prev Year - # of Solds     | 5            | 3           | 24        | 6           | 12           | 0           | 0          |                 |             |            |

Active Detail

| Price Ranges               | Residential  |             |           |             |              |             | Condo/Coop | Active Listings |             |            |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
|                            | 2 or Less BR |             | 3 BR      |             | 4 or More BR |             | All        | Residential     |             | Condo/Coop |
|                            | Detached     | Attached/TH | Detached  | Attached/TH | Detached     | Attached/TH | Attached   | Detached        | Attached/TH | Attached   |
| < \$50,000                 | 1            | 0           | 0         | 0           | 0            | 0           | 0          | 1               | 0           | 0          |
| \$50K to \$99,999          | 0            | 3           | 2         | 0           | 0            | 0           | 0          | 14              | 1           | 0          |
| \$100K to \$149,999        | 1            | 4           | 6         | 2           | 0            | 0           | 0          | 23              | 7           | 2          |
| \$150K to \$199,999        | 2            | 0           | 13        | 3           | 5            | 0           | 0          | 62              | 12          | 0          |
| \$200K to \$299,999        | 0            | 2           | 7         | 2           | 5            | 0           | 0          | 140             | 27          | 0          |
| \$300K to \$399,999        | 0            | 0           | 2         | 0           | 6            | 0           | 0          | 119             | 2           | 0          |
| \$400K to \$499,999        | 0            | 0           | 3         | 0           | 2            | 0           | 0          | 38              | 0           | 0          |
| \$500K to \$599,999        | 0            | 0           | 0         | 0           | 1            | 0           | 0          | 18              | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 13              | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 1               | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 5               | 0           | 0          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$5,000,000+               | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| <b>Total</b>               | <b>4</b>     | <b>9</b>    | <b>33</b> | <b>7</b>    | <b>19</b>    | <b>0</b>    | <b>0</b>   | <b>434</b>      | <b>49</b>   | <b>2</b>   |
| Avg Sold Price             | \$119,163    | \$131,311   | \$210,480 | \$187,245   | \$295,209    | \$0         | \$0        |                 |             |            |
| Prev Year - Avg Sold Price | \$178,947    | \$130,833   | \$230,738 | \$117,167   | \$245,454    | \$0         | \$0        |                 |             |            |
| Avg Sold % Change          | -33.41%      | 0.37%       | -8.78%    | 59.81%      | 20.27%       | 0.00%       | 0.00%      |                 |             |            |
| Prev Year - # of Solds     | 5            | 3           | 24        | 6           | 12           | 0           | 0          |                 |             |            |