

Real Estate Information Network, Inc.

Statistical Report

February 2013

| | 2013 | 2012 | 2011 |
|---|-------------|-------------|-------------|
| Current Active Listings | 12,986 | 14,154 | 16,945 |
| * Southside | 9,285 | 10,181 | 12,208 |
| * Peninsula | 3,701 | 3,973 | 4,737 |
| Current Residential Listings By Region | 10,459 | 11,472 | 14,170 |
| * Southside | 7,464 | 8,195 | 10,134 |
| * Peninsula | 2,995 | 3,277 | 4,036 |
| Current Active Property Type | | | |
| Residential Detached Properties | 8,215 | 8,873 | 10,810 |
| Residential Attached Properties | 2,244 | 2,599 | 3,360 |
| Land & Farm Properties | 2,078 | 2,200 | 2,209 |
| Duplex, Apartment, Commercial | 449 | 482 | 566 |
| List Types for Current Month | | | |
| SAER - Standard Agent Exclusive Right to Sell | 2,991 | 2,919 | 3,026 |
| SAEA - Standard Agent Exclusive Agency | 47 | 63 | 156 |
| LRER - Limited Representation Exclusive Right to Sell | 25 | 40 | 22 |
| LREA - Limited Representation Exclusive Agency | 33 | 27 | 41 |
| FB - For Sale By Owner (Comp Sale) | 8 | 6 | 4 |

* Active Listing counts for Southside and Peninsula are based on the physical location of the listed property

| | 2013 | 2012 | 2011 |
|--|-------------|-------------|-------------|
| Average "Off" Market Time | 125 | 137 | 133 |
| (Includes SOLD, PEND, EXPD, FELL, and WITH but excludes new construction) | | | |
| Average "Sold" Market Time | 104 | 109 | 105 |
| (SOLD Only, excludes new construction) | | | |

Statistical Report Notes

All statistical counts are based solely on listings entered into MLXchange by REIN broker members. The geographical area represents southeastern Virginia (Norfolk, Virginia Beach, Chesapeake, Portsmouth, Suffolk, Franklin, Smithfield, Isle of Wight, Hampton, Newport News, York County and Poquoson) to Williamsburg, James City County, Gloucester, Middlesex, Virginia's Eastern Shore and northeastern North Carolina. Reports are calculated on all property types: Attached and Detached Residential, Duplex, Apartments, Commercial, and Land & Farms. Region counts are based on the physical location of the listed property.

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REIN STATISTICS REPORT DEFINITIONS

PROPERTY TYPE DEFINITIONS:

Residential

Includes detached (those properties not attached in any way to an adjacent property, i.e., attached at a breezeway or a garage or a shed) and attached. **CONDO:** is considered an “ownership” type instead of a property type because it is governed by the Virginia Condo Act. Condo styles range from single family to townhome to hi-rise.

Duplex

Includes properties that are legally one lot/one deed with 2 attached units, sold as one unit and not separately.

Apartments

Includes properties that have 3 or more units and are typically rental properties.

Commercial

Includes properties and/or businesses for sale or land for commercial development.

Land & Farms

Includes building lots, farm land, farms with structures and commercial land.

COUNT DEFINITIONS:

Active Listings Count

Number of Active listings based on a single data query taken at the beginning of every month.

New Listings Count

Calculated on the entry date into the REIN system for a given month, not List Date.

Pending Listings Count

Calculated on the change date into the REIN system for a given month of non-contingent, under contract sales (not settled).

Settled Sales Count

Calculated on the change date into the REIN system for a given month of those listings that went to settlement and are no longer in a “pending” or “under contract” status. Avg. “MT” is the Average Market Time which is based on the List Date to the Under Contract Date.

Report Status Criteria

Active – listings with an “on market” status (ACTV, BMK, REDC, INCR, XTND, or NEW) as of the date and time the data is pulled from MLXchange.

Settled Sales – listings that are in a “Sold” status and a corresponding “Date Status Change” within the period of time referred to by the specific report (i.e. year to date or month of).

New Listings – listings that are in any status with a “Date Entered System” within the period of time referred to by the specific report (i.e. year to date or month of).

Pending Sales – listings that are in either a “Sold” or “Pending” status with a “Pending Status Date” within the period of time referred to by the specific report (i.e. year to date or month of).

Detached/Attached – listings that only consist of residential properties that are either detached or attached by definition. Unless otherwise noted, these totals include all ownership types and both resale and new construction homes.

Resale – listings that are being sold for a second or subsequent occasion.

New Construction – listings that are being sold for the first time (initial sale).

Report Regions Defined

City Delineated Reports

| | |
|----------------------------------|--|
| <i>Southside</i> | Norfolk, Virginia Beach, Portsmouth, Chesapeake, Suffolk, Smithfield, Isle of Wight, Franklin, Southampton, Surry, Sussex, Emporia, and Greenville |
| <i>Peninsula</i> | Hampton, Newport News, James City County, York County, Poquoson, Williamsburg, Gloucester, Mathews County, and Middlesex County |
| <i>Outlying VA/NC and Others</i> | Northampton County VA, Accomack, Brunswick, Mecklenburg, Halifax, Lunenburg, Nottoway, Dinwidde, Prince George, Petersburg, Colonial Heights, Hopewell, King & Queen, Essex, Lancaster, Northumberland, Richmond County, New Kent, King William, Charles City, Chesterfield, Powhatan, Goochland, Hanover, Henrico, Richmond City, any other area within Virginia, North Carolina (Currituck, Moyock, Dare, Camden, Pasquotank, Elizabeth City, Perquimans, Hertford, Northampton County NC, Bertie, Washington, and Tyrell), and any other out of state |

Property-Type Delineated Reports

| | |
|------------------|--|
| <i>Southside</i> | Norfolk, Virginia Beach, Portsmouth, Chesapeake, Suffolk, Smithfield, Isle of Wight, Franklin, Southampton, Surry, Sussex, Emporia, Greenville, Northampton County VA, Accomack, Brunswick, Mecklenburg, Halifax, Lunenburg, Nottoway, Dinwidde, Prince George, Petersburg, Colonial Heights, Hopewell, King & Queen, Essex, Lancaster, Northumberland, Richmond County, New Kent, King William, Charles City, Chesterfield, Powhatan, Goochland, Hanover, Henrico, Richmond City, any other area within Virginia, North Carolina (Currituck, Moyock, Dare, Camden, Pasquotank, Elizabeth City, Perquimans, Hertford, Northampton County NC, Bertie, Washington, and Tyrell), and any other out of state |
| <i>Peninsula</i> | Hampton, Newport News, James City County, York County, Poquoson, Williamsburg, Gloucester, Mathews County, and Middlesex County |

Yr/Yr % Change – is the difference when compared to the same time period in the previous year. It negates the effect of seasonality.

Yr/Yr % Chg = ((Period 2 # - Period 1 #) / Period 1 #) * 100

Absorption Rate per Month – is the average number of listings that have sold within the last 12 months.

Absorption Rate = (total # of listings sold in the last 12 months) / 12

Months Supply Inventory – is the number of months it would take under the current absorption rate to sell all active listings.

Months Supply = (total # active listings) / Current Absorption Rate

Quick View with Months Supply & Absorption Rate

February 2013

| City | Area #'s | Current Residential Listings Information | | | |
|--------------------------------|----------|--|---------------------|-----------------|---------------------|
| | | # Units Active | Yr / Yr % chg Units | # Units Pending | Yr / Yr % chg Units |
| Norfolk | 11-13 | 1,327 | -3.00% | 224 | 18.52% |
| Va. Beach | 41-48 | 2,180 | -14.24% | 484 | 6.14% |
| Portsmouth | 21-22 | 797 | 7.41% | 121 | 44.05% |
| Chesapeake | 31-33 | 1,392 | -19.44% | 325 | 44.44% |
| Suffolk | 61-63 | 727 | -7.15% | 103 | 6.19% |
| Smithfield/Isle Wight | 64-66 | 280 | -4.44% | 33 | 10.00% |
| Franklin | 67 | 86 | -20.37% | 8 | 60.00% |
| SOHM, SURC, SUSC, EMP and Gree | 68-72 | 166 | 2.47% | 17 | 0.00% |
| Southside Totals | | 6,955 | -9.98% | 1,315 | 19.22% |

| Sold Residential Listings Information | | | | Current Months Supply Inventory | Current Absorption Rate per Month |
|---------------------------------------|---------------------|------------------------------------|------------------|---------------------------------|-----------------------------------|
| # Units Sold | Yr / Yr % chg Units | Median Sale Price Sold Residential | Yr / Yr % chg \$ | | |
| 165 | -5.17% | \$157,500 | 16.67% | 6.81 | 195.00 |
| 383 | 0.26% | \$217,000 | 0.70% | 4.59 | 474.67 |
| 72 | -25.00% | \$100,000 | -4.72% | 9.00 | 88.58 |
| 205 | 8.47% | \$220,000 | -3.38% | 5.18 | 268.92 |
| 92 | 43.75% | \$220,000 | 10.30% | 7.21 | 100.83 |
| 27 | 68.75% | \$240,000 | -6.34% | 8.73 | 32.08 |
| 3 | -80.00% | \$55,000 | -38.82% | 18.11 | 4.75 |
| 12 | 0.00% | \$105,000 | -28.93% | 13.93 | 11.92 |
| 959 | 1.16% | \$195,000 | 4.87% | 5.91 | 1,176.75 |

| | | | |
|--|---------|------------|--------------|
| Northampton | 53 | 4 | -82.61% |
| Accomack | 54 | 19 | 0.00% |
| Outlying Virginia | Others | 99 | 11.24% |
| North Carolina | 200-290 | 383 | 14.33% |
| Other out of State | 59 | 4 | 33.33% |
| Outlying VA/NC and Other Totals | | 509 | 8.53% |

| | |
|-----------|---------------|
| 3 | 200.00% |
| 2 | 0.00% |
| 7 | -12.50% |
| 51 | 37.84% |
| 1 | 0.00% |
| 64 | 39.13% |

| | | | | | |
|-----------|---------------|------------------|---------------|--------------|--------------|
| 1 | 0.00% | \$31,000 | -78.69% | 3.69 | 1.08 |
| 1 | 0.00% | \$250,000 | 0.00% | 15.20 | 1.25 |
| 8 | 0.00% | \$165,000 | -31.50% | 9.00 | 11.00 |
| 31 | 6.90% | \$177,500 | 4.41% | 10.97 | 34.92 |
| 1 | 0.00% | \$58,000 | 0.00% | 12.00 | 0.33 |
| 42 | 10.53% | \$174,250 | -5.56% | 10.48 | 48.58 |

| | | | |
|-------------------------|---------|---------------|---------------|
| Hampton | 101-105 | 822 | -4.97% |
| Newport News | 106-110 | 783 | -16.70% |
| James City County | 115-119 | 561 | -9.66% |
| York County | 112-113 | 344 | 7.50% |
| Poquoson | 111 | 75 | 5.63% |
| Williamsburg | 114 | 48 | -7.69% |
| Gloucester | 120-121 | 298 | -9.42% |
| Mathews County | 126 | 47 | -11.32% |
| Middlesex County | 125 | 17 | -34.62% |
| Peninsula Totals | | 2,995 | -8.61% |
| Totals | | 10,459 | -8.83% |

| | |
|--------------|---------------|
| 109 | 9.00% |
| 153 | 15.91% |
| 87 | 11.54% |
| 48 | -4.00% |
| 7 | 75.00% |
| 7 | 75.00% |
| 24 | 14.29% |
| 1 | -66.67% |
| 0 | -100.00% |
| 436 | 10.66% |
| 1,815 | 17.63% |

| | | | | | |
|--------------|---------------|------------------|---------------|-------------|-----------------|
| 103 | 17.05% | \$130,000 | 3.63% | 7.05 | 116.58 |
| 115 | 30.68% | \$142,900 | -8.75% | 5.68 | 137.83 |
| 51 | -3.77% | \$242,900 | -13.87% | 7.42 | 75.58 |
| 42 | 27.27% | \$269,500 | 8.23% | 6.83 | 50.33 |
| 3 | -40.00% | \$450,000 | 38.04% | 8.91 | 8.42 |
| 2 | -50.00% | \$264,000 | -29.97% | 7.89 | 6.08 |
| 15 | 15.38% | \$180,000 | -16.28% | 11.46 | 26.00 |
| 0 | -100.00% | \$0 | -100.00% | 15.67 | 3.00 |
| 1 | 0.00% | \$42,000 | -81.00% | 12.00 | 1.42 |
| 332 | 15.28% | \$169,690 | -2.87% | 7.04 | 425.25 |
| 1,333 | 4.63% | \$189,000 | 2.22% | 6.34 | 1,650.58 |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

| CUMULATIVE | | | | | | | | |
|---------------|---------------|-------------------|------------------|---------------|-------------------|------------------|---------------------------|-------------------------|
| Property Type | February 2012 | | | February 2013 | | | % change in Units 2012-13 | % change Mdn LP 2012-13 |
| | Units | Median List Price | Avg. List Price | Units | Median List Price | Avg. List Price | | |
| Detached | 8,873 | \$244,990 | \$311,191 | 8,215 | \$229,900 | \$298,906 | -7.42% | -6.16% |
| Attached | 2,599 | \$171,740 | \$209,676 | 2,244 | \$169,250 | \$209,825 | -13.66% | -1.45% |
| Duplex | 114 | \$149,900 | \$165,713 | 114 | \$144,500 | \$165,238 | 0.00% | -3.60% |
| Apartments | 87 | \$299,900 | \$521,744 | 90 | \$277,400 | \$425,443 | 3.45% | -7.50% |
| Commercial | 281 | \$299,000 | \$619,530 | 245 | \$290,000 | \$542,098 | -12.81% | -3.01% |
| Land & Farms | 2,200 | \$99,000 | \$229,325 | 2,078 | \$99,000 | \$210,837 | -5.55% | 0.00% |
| TOTALS | 14,154 | \$209,900 | \$286,070 | 12,986 | \$199,000 | \$273,712 | -8.25% | -5.19% |
| SOUTHSIDE | | | | | | | | |
| Detached | 6,204 | \$249,900 | \$318,005 | 5,795 | \$229,900 | \$304,779 | -6.59% | -8.00% |
| Attached | 1,991 | \$174,900 | \$219,948 | 1,669 | \$169,999 | \$223,965 | -16.17% | -2.80% |
| Duplex | 111 | \$149,900 | \$166,950 | 109 | \$149,000 | \$168,314 | -1.80% | -0.60% |
| Apartments | 84 | \$299,450 | \$528,664 | 83 | \$270,000 | \$412,939 | -1.19% | -9.83% |
| Commercial | 201 | \$280,000 | \$615,404 | 176 | \$279,950 | \$528,049 | -12.44% | -0.02% |
| Land & Farms | 1,590 | \$95,950 | \$243,476 | 1,453 | \$89,900 | \$219,696 | -8.62% | -6.31% |
| TOTALS | 10,181 | \$214,900 | \$293,152 | 9,285 | \$199,900 | \$280,535 | -8.80% | -6.98% |
| PENINSULA | | | | | | | | |
| Detached | 2,669 | \$229,900 | \$295,352 | 2,420 | \$226,800 | \$284,841 | -9.33% | -1.35% |
| Attached | 608 | \$167,500 | \$176,038 | 575 | \$159,900 | \$168,780 | -5.43% | -4.54% |
| Duplex | 3 | \$124,900 | \$119,967 | 5 | \$99,900 | \$98,180 | 66.67% | -20.02% |
| Apartments | 3 | \$389,000 | \$327,967 | 7 | \$350,000 | \$573,700 | 133.33% | -10.03% |
| Commercial | 80 | \$307,500 | \$629,896 | 69 | \$310,000 | \$577,935 | -13.75% | 0.81% |
| Land & Farms | 610 | \$115,000 | \$192,439 | 625 | \$117,900 | \$190,241 | 2.46% | 2.52% |
| TOTALS | 3,973 | \$199,900 | \$267,921 | 3,701 | \$189,900 | \$256,593 | -6.85% | -5.00% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Active Statistics can vary depending when the data is queried.

Active - Detached / Attached by City - Month

February 2012 vs. February 2013

| City | Area #'s | February 2012 | | | February 2013 | | | % change in Units 2012-13 | % change Mdn LP 2012-13 |
|--------------------------------------|----------|---------------|-------------------|------------------|---------------|-------------------|------------------|---------------------------|-------------------------|
| | | Units | Median List Price | Avg. List Price | Units | Median List Price | Avg. List Price | | |
| Norfolk | 11-13 | 1,368 | \$184,900 | \$251,115 | 1,327 | \$180,000 | \$241,461 | -3.00% | -2.65% |
| Va. Beach | 41-48 | 2,542 | \$259,000 | \$374,718 | 2,180 | \$255,000 | \$381,443 | -14.24% | -1.54% |
| Portsmouth | 21-22 | 742 | \$138,950 | \$156,771 | 797 | \$139,900 | \$148,422 | 7.41% | 0.68% |
| Chesapeake | 31-33 | 1,728 | \$283,950 | \$284,831 | 1,392 | \$255,500 | \$272,297 | -19.44% | -10.02% |
| Suffolk | 61-63 | 783 | \$242,500 | \$282,791 | 727 | \$245,000 | \$283,809 | -7.15% | 1.03% |
| Smithfield/Isle Wight | 64-66 | 293 | \$249,900 | \$305,408 | 280 | \$277,000 | \$329,470 | -4.44% | 10.84% |
| Franklin | 67 | 108 | \$201,700 | \$200,022 | 86 | \$122,250 | \$154,877 | -20.37% | -39.39% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 162 | \$159,000 | \$187,878 | 166 | \$149,900 | \$164,133 | 2.47% | -5.72% |
| Southside Totals | | 7,726 | \$229,000 | \$293,492 | 6,955 | \$215,000 | \$285,901 | -9.98% | -6.11% |

| | | | | | | | | | |
|--|---------|------------|------------------|------------------|------------|------------------|------------------|--------------|--------------|
| Northampton | 53 | 23 | \$375,000 | \$513,835 | 4 | \$84,950 | \$132,975 | -82.61% | -77.35% |
| Accomack | 54 | 19 | \$265,000 | \$323,448 | 19 | \$199,900 | \$500,053 | 0.00% | -24.57% |
| Outlying Virginia | Others | 89 | \$239,900 | \$332,716 | 99 | \$249,700 | \$376,904 | 11.24% | 4.09% |
| North Carolina | 200-290 | 335 | \$229,900 | \$284,555 | 383 | \$234,900 | \$269,608 | 14.33% | 2.17% |
| Other out of State | 59 | 3 | \$139,900 | \$132,567 | 4 | \$246,950 | \$236,850 | 33.33% | 76.52% |
| Outlying VA/NC and Other Totals | | 469 | \$234,500 | \$305,542 | 509 | \$235,000 | \$297,748 | 8.53% | 0.21% |

| | | | | | | | | | |
|-------------------------|---------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|---------------|
| Hampton | 101-105 | 865 | \$167,900 | \$191,841 | 822 | \$155,000 | \$185,769 | -4.97% | -7.68% |
| Newport News | 106-110 | 940 | \$168,250 | \$189,181 | 783 | \$157,000 | \$171,528 | -16.70% | -6.69% |
| James City County | 115-119 | 621 | \$328,000 | \$399,781 | 561 | \$319,990 | \$382,737 | -9.66% | -2.44% |
| York County | 112-113 | 320 | \$309,900 | \$357,184 | 344 | \$299,200 | \$351,865 | 7.50% | -3.45% |
| Poquoson | 111 | 71 | \$377,000 | \$429,672 | 75 | \$325,000 | \$362,844 | 5.63% | -13.79% |
| Williamsburg | 114 | 52 | \$275,000 | \$375,349 | 48 | \$362,500 | \$423,724 | -7.69% | 31.82% |
| Gloucester | 120-121 | 329 | \$256,900 | \$320,443 | 298 | \$243,450 | \$297,706 | -9.42% | -5.24% |
| Mathews County | 126 | 53 | \$329,000 | \$482,641 | 47 | \$279,995 | \$430,276 | -11.32% | -14.90% |
| Middlesex County | 125 | 26 | \$274,450 | \$306,154 | 17 | \$242,900 | \$418,115 | -34.62% | -11.50% |
| Peninsula Totals | | 3,277 | \$213,000 | \$273,215 | 2,995 | \$202,400 | \$262,559 | -8.61% | -4.98% |
| Totals | | 11,472 | \$224,900 | \$288,193 | 10,459 | \$213,000 | \$279,793 | -8.83% | -5.29% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Notes:

Active Statistics can vary depending when the data is queried.

Active - Detached / Attached Resale by City - Month

February 2011 vs. February 2012 vs. February 2013

| City | Area #'s | February 2011 | | | February 2012 | | | February 2013 | | | % chg Units 2012-13 | % chg Mdn LP 2012-13 |
|--|----------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------------------|----------------------------|
| | | Units | Median List | Avg. List | Units | Median List | Avg. List | Units | Median List | Avg. List | | |
| Norfolk | 11-13 | 1,570 | \$169,900 | \$229,281 | 1,220 | \$174,900 | \$240,589 | 1,172 | \$169,650 | \$229,913 | -3.93% | -3.00% |
| Va. Beach | 41-48 | 2,860 | \$235,000 | \$361,192 | 2,211 | \$236,000 | \$353,475 | 1,902 | \$230,000 | \$363,991 | -13.98% | -2.54% |
| Portsmouth | 21-22 | 882 | \$145,000 | \$160,535 | 703 | \$134,900 | \$154,106 | 747 | \$130,000 | \$144,737 | 6.26% | -3.63% |
| Chesapeake | 31-33 | 1,412 | \$225,000 | \$251,949 | 1,140 | \$229,900 | \$252,809 | 1,003 | \$208,888 | \$243,229 | -12.02% | -9.14% |
| Suffolk | 61-63 | 654 | \$234,950 | \$283,997 | 542 | \$220,000 | \$269,829 | 540 | \$225,000 | \$273,814 | -0.37% | 2.27% |
| Smithfield/Isle Wight | 64-66 | 267 | \$268,500 | \$310,908 | 232 | \$251,340 | \$304,559 | 214 | \$282,450 | \$327,259 | -7.76% | 12.38% |
| Franklin | 67 | 101 | \$125,000 | \$152,588 | 78 | \$143,500 | \$157,279 | 80 | \$112,250 | \$150,848 | 2.56% | -21.78% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 174 | \$164,950 | \$179,859 | 131 | \$159,900 | \$191,147 | 137 | \$137,000 | \$161,997 | 4.58% | -14.32% |
| Southside Totals | | 7,920 | \$200,000 | \$278,507 | 6,257 | \$204,900 | \$275,820 | 5,795 | \$195,000 | \$270,233 | -7.38% | -4.83% |
| Northampton | 53 | 27 | \$314,000 | \$549,978 | 17 | \$375,000 | \$479,194 | 4 | \$84,950 | \$132,975 | -76.47% | -77.35% |
| Accomack | 54 | 20 | \$250,611 | \$515,566 | 19 | \$265,000 | \$323,448 | 19 | \$199,900 | \$500,053 | 0.00% | -24.57% |
| Outlying Virginia | Others | 127 | \$154,900 | \$226,364 | 74 | \$277,000 | \$358,923 | 74 | \$294,900 | \$414,721 | 0.00% | 6.46% |
| North Carolina | 200-290 | 301 | \$245,000 | \$290,811 | 266 | \$231,500 | \$295,626 | 282 | \$234,950 | \$278,982 | 6.02% | 1.49% |
| Other out of State | 59 | 5 | \$67,500 | \$385,500 | 3 | \$139,900 | \$132,567 | 4 | \$246,950 | \$236,850 | 33.33% | 76.52% |
| Outlying VA/NC and Other Totals | | 480 | \$225,000 | \$298,689 | 379 | \$241,900 | \$316,323 | 383 | \$240,999 | \$314,210 | 1.06% | -0.37% |
| Hampton | 101-105 | 965 | \$164,900 | \$194,438 | 761 | \$153,000 | \$183,732 | 752 | \$145,000 | \$178,480 | -1.18% | -5.23% |
| Newport News | 106-110 | 1,174 | \$175,000 | \$192,854 | 875 | \$165,000 | \$187,747 | 741 | \$152,000 | \$169,280 | -15.31% | -7.88% |
| James City County | 115-119 | 480 | \$329,900 | \$427,442 | 449 | \$349,000 | \$423,512 | 379 | \$334,900 | \$415,682 | -15.59% | -4.04% |
| York County | 112-113 | 380 | \$295,000 | \$341,743 | 282 | \$317,350 | \$360,898 | 297 | \$299,900 | \$355,150 | 5.32% | -5.50% |
| Poquoson | 111 | 84 | \$315,000 | \$380,086 | 66 | \$364,950 | \$400,677 | 65 | \$299,900 | \$344,631 | -1.52% | -17.82% |
| Williamsburg | 114 | 66 | \$322,450 | \$409,752 | 46 | \$276,000 | \$355,367 | 47 | \$350,000 | \$423,274 | 2.17% | 26.81% |
| Gloucester | 120-121 | 299 | \$241,900 | \$362,487 | 245 | \$237,900 | \$333,217 | 222 | \$229,900 | \$303,977 | -9.39% | -3.36% |
| Mathews County | 126 | 49 | \$288,000 | \$486,435 | 46 | \$319,900 | \$464,456 | 45 | \$279,995 | \$403,289 | -2.17% | -12.47% |
| Middlesex County | 125 | 20 | \$242,450 | \$253,555 | 26 | \$274,450 | \$306,154 | 17 | \$242,900 | \$418,115 | -34.62% | -11.50% |
| Peninsula Totals | | 3,517 | \$199,900 | \$268,791 | 2,796 | \$199,056 | \$268,163 | 2,565 | \$185,900 | \$256,417 | -8.26% | -6.61% |
| Totals | | 11,917 | \$200,000 | \$276,453 | 9,432 | \$201,250 | \$275,177 | 8,743 | \$195,000 | \$268,106 | -7.30% | -3.11% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Notes:

Active Statistics can vary depending when the data is queried.

Active - Detached / Attached New Construction by City - Month

February 2011 vs. February 2012 vs. February 2013

| City | Area #'s | February 2011 | | | February 2012 | | | February 2013 | | | % chg Units 2012-13 | % chg Mdn LP 2012-13 |
|--|----------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------------|----------------------|
| | | Units | Median List | Avg. List | Units | Median List | Avg. List | Units | Median List | Avg. List | | |
| Norfolk | 11-13 | 224 | \$325,000 | \$375,932 | 148 | \$249,950 | \$337,881 | 155 | \$229,900 | \$328,771 | 4.73% | -8.02% |
| Va. Beach | 41-48 | 439 | \$399,900 | \$555,181 | 331 | \$394,931 | \$516,618 | 278 | \$389,294 | \$500,846 | -16.01% | -1.43% |
| Portsmouth | 21-22 | 56 | \$184,450 | \$183,454 | 39 | \$189,900 | \$204,810 | 50 | \$204,500 | \$203,481 | 28.21% | 7.69% |
| Chesapeake | 31-33 | 503 | \$349,900 | \$351,920 | 588 | \$355,400 | \$346,916 | 389 | \$349,900 | \$347,246 | -33.84% | -1.55% |
| Suffolk | 61-63 | 255 | \$289,900 | \$305,946 | 241 | \$279,990 | \$311,944 | 187 | \$274,900 | \$312,673 | -22.41% | -1.82% |
| Smithfield/Isle Wight | 64-66 | 86 | \$279,945 | \$312,759 | 61 | \$249,900 | \$308,637 | 66 | \$252,538 | \$336,637 | 8.20% | 1.06% |
| Franklin | 67 | 30 | \$320,000 | \$301,323 | 30 | \$320,000 | \$311,153 | 6 | \$252,400 | \$208,600 | -80.00% | -21.13% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 35 | \$169,900 | \$205,740 | 31 | \$159,000 | \$174,061 | 29 | \$149,900 | \$174,224 | -6.45% | -5.72% |
| Southside Totals | | 1,628 | \$339,900 | \$390,895 | 1,469 | \$344,140 | \$368,766 | 1,160 | \$329,900 | \$364,172 | -21.03% | -4.14% |
| Northampton | 53 | 5 | \$249,000 | \$319,760 | 6 | \$362,450 | \$611,983 | 0 | \$0 | \$0 | -100.00% | -100.00% |
| Accomack | 54 | 3 | \$149,900 | \$161,107 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0.00% | 0.00% |
| Outlying Virginia | Others | 27 | \$199,000 | \$240,896 | 15 | \$182,000 | \$203,432 | 25 | \$187,900 | \$264,966 | 66.67% | 3.24% |
| North Carolina | 200-290 | 71 | \$257,900 | \$275,344 | 69 | \$218,900 | \$241,876 | 101 | \$232,250 | \$243,436 | 46.38% | 6.10% |
| Other out of State | 59 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 106 | \$239,900 | \$265,432 | 90 | \$214,850 | \$260,142 | 126 | \$226,990 | \$247,708 | 40.00% | 5.65% |
| Hampton | 101-105 | 91 | \$249,900 | \$252,333 | 104 | \$240,725 | \$251,177 | 70 | \$249,900 | \$264,081 | -32.69% | 3.81% |
| Newport News | 106-110 | 92 | \$217,400 | \$222,479 | 65 | \$199,500 | \$208,488 | 42 | \$180,700 | \$211,181 | -35.38% | -9.42% |
| James City County | 115-119 | 177 | \$296,990 | \$325,402 | 172 | \$304,500 | \$337,832 | 182 | \$301,950 | \$314,131 | 5.81% | -0.84% |
| York County | 112-113 | 50 | \$399,900 | \$404,836 | 38 | \$283,318 | \$329,624 | 47 | \$295,550 | \$331,111 | 23.68% | 4.32% |
| Poquoson | 111 | 11 | \$521,000 | \$535,918 | 5 | \$639,000 | \$812,400 | 10 | \$399,450 | \$481,230 | 100.00% | -37.49% |
| Williamsburg | 114 | 6 | \$267,390 | \$574,612 | 6 | \$244,940 | \$528,543 | 1 | \$444,900 | \$444,900 | -83.33% | 81.64% |
| Gloucester | 120-121 | 88 | \$284,900 | \$302,312 | 84 | \$280,850 | \$283,187 | 76 | \$273,950 | \$279,386 | -9.52% | -2.46% |
| Mathews County | 126 | 3 | \$239,900 | \$251,567 | 7 | \$399,000 | \$602,143 | 2 | \$1,037,500 | \$1,037,500 | -71.43% | 160.03% |
| Middlesex County | 125 | 1 | \$249,900 | \$249,900 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0.00% | 0.00% |
| Peninsula Totals | | 519 | \$275,990 | \$304,854 | 481 | \$266,900 | \$302,584 | 430 | \$273,950 | \$299,197 | -10.60% | 2.64% |
| Totals | | 2,253 | \$315,000 | \$365,171 | 2,040 | \$315,000 | \$348,369 | 1,716 | \$299,900 | \$339,339 | -15.88% | -4.79% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Notes:

Active Statistics can vary depending when the data is queried.

REIN, Inc.
New Listings Summary
Number of Units by Property Region
(Through February 2013)

| Month Year | Total New Listings | | | Change From 2012 | New Construction - Extract | | | Change From 2012 |
|-----------------------|---------------------------|------------------|--------------|---------------------------------|-----------------------------------|------------------|--------------|---------------------------------|
| | Southside | Peninsula | Total | | Southside | Peninsula | Total | |
| January | | | | | | | | |
| 2011 | 2,640 | 911 | 3,551 | | 259 | 106 | 365 | |
| 2012 | 2,224 | 776 | 3,000 | | 309 | 135 | 444 | |
| 2013 | 2,466 | 798 | 3,264 | 8.80% | 346 | 113 | 459 | 3.38% |
| February | | | | | | | | |
| 2011 | 2,422 | 844 | 3,266 | | 294 | 101 | 395 | |
| 2012 | 2,299 | 755 | 3,054 | | 316 | 83 | 399 | |
| 2013 | 2,337 | 771 | 3,108 | 1.77% | 340 | 91 | 431 | 8.02% |
| YTD Totals | | | | | | | | |
| 2011 | 5,062 | 1,755 | 6,817 | | 553 | 207 | 760 | |
| 2012 | 4,523 | 1,531 | 6,054 | | 625 | 218 | 843 | |
| 2013 | 4,803 | 1,569 | 6,372 | 5.25% | 686 | 204 | 890 | 5.58% |

New Listings by Property Type - Month

February 2011 vs. February 2012 vs. February 2013

| CUMULATIVE | | | | | | | | | | | |
|-------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------------------------|-------------------------------|
| Property Type | February 2011 | | | February 2012 | | | February 2013 | | | % change in Units 2012-13 | % change Mdn LP 2012-13 |
| | Units | Median List | Avg. List | Units | Median List | Avg. List | Units | Median List | Avg. List | | |
| Detached | 2,315 | \$225,000 | \$266,639 | 2,090 | \$232,250 | \$279,965 | 2,241 | \$234,900 | \$281,690 | 7.22% | 1.14% |
| Attached | 659 | \$168,000 | \$189,441 | 618 | \$171,450 | \$202,948 | 545 | \$169,900 | \$203,110 | -11.81% | -0.90% |
| Duplex | 28 | \$139,500 | \$166,410 | 22 | \$120,000 | \$138,175 | 29 | \$154,900 | \$153,421 | 31.82% | 29.08% |
| Apartments | 29 | \$319,900 | \$448,252 | 7 | \$249,900 | \$287,243 | 15 | \$350,000 | \$393,219 | 114.29% | 40.06% |
| Commercial | 34 | \$287,000 | \$454,112 | 30 | \$377,000 | \$1,123,910 | 24 | \$347,450 | \$414,246 | -20.00% | -7.84% |
| Land & Farms | 201 | \$99,900 | \$191,397 | 287 | \$60,000 | \$167,557 | 254 | \$89,900 | \$165,189 | -11.50% | 49.83% |
| TOTALS | 3,266 | \$199,999 | \$249,136 | 3,054 | \$207,495 | \$261,102 | 3,108 | \$210,000 | \$258,755 | 1.77% | 1.21% |
| SOUTHSIDE | | | | | | | | | | | |
| Detached | 1,670 | \$229,900 | \$273,807 | 1,528 | \$239,000 | \$288,039 | 1,665 | \$234,900 | \$283,285 | 8.97% | -1.72% |
| Attached | 513 | \$167,900 | \$194,842 | 489 | \$174,757 | \$211,904 | 419 | \$170,000 | \$211,914 | -14.31% | -2.72% |
| Duplex | 27 | \$149,000 | \$171,392 | 22 | \$120,000 | \$138,175 | 27 | \$160,000 | \$159,419 | 22.73% | 33.33% |
| Apartments | 27 | \$350,000 | \$471,093 | 7 | \$249,900 | \$287,243 | 15 | \$350,000 | \$393,219 | 114.29% | 40.06% |
| Commercial | 25 | \$289,000 | \$513,920 | 22 | \$417,000 | \$1,211,105 | 20 | \$347,450 | \$426,145 | -9.09% | -16.68% |
| Land & Farms | 160 | \$98,850 | \$182,478 | 231 | \$54,900 | \$138,043 | 191 | \$90,000 | \$157,284 | -17.32% | 63.93% |
| TOTALS | 2,422 | \$200,000 | \$254,584 | 2,299 | \$209,900 | \$264,170 | 2,337 | \$214,900 | \$260,688 | 1.65% | 2.38% |
| PENINSULA | | | | | | | | | | | |
| Detached | 645 | \$219,000 | \$248,079 | 562 | \$219,250 | \$258,012 | 576 | \$229,900 | \$277,079 | 2.49% | 4.86% |
| Attached | 146 | \$168,950 | \$170,460 | 129 | \$165,730 | \$169,000 | 126 | \$149,900 | \$173,835 | -2.33% | -9.55% |
| Duplex | 1 | \$31,900 | \$31,900 | 0 | \$0 | \$0 | 2 | \$72,450 | \$72,450 | 0.00% | 0.00% |
| Apartments | 2 | \$139,900 | \$139,900 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0.00% | 0.00% |
| Commercial | 9 | \$199,900 | \$287,978 | 8 | \$285,000 | \$884,125 | 4 | \$337,500 | \$354,750 | -50.00% | 18.42% |
| Land & Farms | 41 | \$160,000 | \$226,204 | 56 | \$147,450 | \$289,303 | 63 | \$84,900 | \$189,156 | 12.50% | -42.42% |
| TOTALS | 844 | \$199,900 | \$233,502 | 755 | \$199,900 | \$251,759 | 771 | \$199,900 | \$252,894 | 2.12% | 0.00% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

| CUMULATIVE | | | | | | | | |
|---------------|------------------------------|-------------------|------------------|------------------------------|-------------------|------------------|---------------------------|-------------------------|
| Property Type | January 2012 - February 2012 | | | January 2013 - February 2013 | | | % change in Units 2012-13 | % change Mdn LP 2012-13 |
| | Units | Median List Price | Avg. List Price | Units | Median List Price | Avg. List Price | | |
| Detached | 4,239 | \$229,900 | \$274,894 | 4,576 | \$229,900 | \$281,007 | 7.95% | 0.00% |
| Attached | 1,230 | \$166,950 | \$194,967 | 1,166 | \$165,950 | \$197,762 | -5.20% | -0.60% |
| Duplex | 42 | \$128,450 | \$137,572 | 53 | \$155,000 | \$163,808 | 26.19% | 20.67% |
| Apartments | 17 | \$240,000 | \$248,726 | 45 | \$259,900 | \$324,199 | 164.71% | 8.29% |
| Commercial | 55 | \$250,000 | \$767,495 | 56 | \$212,000 | \$429,517 | 1.82% | -15.20% |
| Land & Farms | 471 | \$69,900 | \$166,779 | 476 | \$84,950 | \$161,617 | 1.06% | 21.53% |
| TOTALS | 6,054 | \$204,900 | \$253,693 | 6,372 | \$207,000 | \$257,491 | 5.25% | 1.02% |
| SOUTHSIDE | | | | | | | | |
| Detached | 3,090 | \$234,900 | \$282,583 | 3,402 | \$233,174 | \$285,796 | 10.10% | -0.73% |
| Attached | 964 | \$165,450 | \$201,112 | 902 | \$169,450 | \$205,771 | -6.43% | 2.42% |
| Duplex | 42 | \$128,450 | \$137,572 | 50 | \$162,500 | \$168,718 | 19.05% | 26.51% |
| Apartments | 17 | \$240,000 | \$248,726 | 44 | \$249,900 | \$313,408 | 158.82% | 4.13% |
| Commercial | 40 | \$247,500 | \$808,610 | 45 | \$199,000 | \$463,872 | 12.50% | -19.60% |
| Land & Farms | 370 | \$64,500 | \$152,244 | 360 | \$85,000 | \$160,324 | -2.70% | 31.78% |
| TOTALS | 4,523 | \$209,000 | \$257,735 | 4,803 | \$210,000 | \$262,065 | 6.19% | 0.48% |
| PENINSULA | | | | | | | | |
| Detached | 1,149 | \$215,000 | \$254,218 | 1,174 | \$220,000 | \$267,131 | 2.18% | 2.33% |
| Attached | 266 | \$169,500 | \$172,697 | 264 | \$159,900 | \$170,398 | -0.75% | -5.66% |
| Duplex | 0 | \$0 | \$0 | 3 | \$99,900 | \$81,967 | 0.00% | 0.00% |
| Apartments | 0 | \$0 | \$0 | 1 | \$799,000 | \$799,000 | 0.00% | 0.00% |
| Commercial | 15 | \$250,000 | \$657,853 | 11 | \$230,000 | \$288,973 | -26.67% | -8.00% |
| Land & Farms | 101 | \$91,500 | \$220,026 | 116 | \$84,900 | \$165,630 | 14.85% | -7.21% |
| TOTALS | 1,531 | \$199,900 | \$241,753 | 1,569 | \$190,000 | \$243,488 | 2.48% | -4.95% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

New Listings by City - Month

February 2011 vs. February 2012 vs. February 2013

| City | Area #'s | February 2011 | | | February 2012 | | | February 2013 | | | % chg Units 2012- 13 | % chg Mdn LP 2012-13 |
|--------------------------------------|----------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|----------------------------|----------------------------|
| | | Units | Median List | Avg. List | Units | Median List | Avg. List | Units | Median List | Avg. List | | |
| Norfolk | 11-13 | 455 | \$169,500 | \$231,607 | 375 | \$178,300 | \$261,917 | 398 | \$184,700 | \$220,326 | 6.13% | 3.59% |
| Va. Beach | 41-48 | 777 | \$244,900 | \$310,706 | 732 | \$239,900 | \$328,862 | 698 | \$250,000 | \$344,213 | -4.64% | 4.21% |
| Portsmouth | 21-22 | 247 | \$138,000 | \$151,176 | 173 | \$135,000 | \$150,456 | 231 | \$139,000 | \$149,273 | 33.53% | 2.96% |
| Chesapeake | 31-33 | 486 | \$245,500 | \$259,322 | 452 | \$240,372 | \$265,678 | 491 | \$244,900 | \$264,358 | 8.63% | 1.88% |
| Suffolk | 61-63 | 180 | \$219,450 | \$233,176 | 215 | \$230,000 | \$270,351 | 226 | \$229,900 | \$252,741 | 5.12% | -0.04% |
| Smithfield/Isle Wight | 64-66 | 58 | \$240,950 | \$335,976 | 63 | \$232,900 | \$276,845 | 85 | \$207,000 | \$242,457 | 34.92% | -11.12% |
| Franklin | 67 | 5 | \$189,900 | \$159,440 | 15 | \$140,000 | \$147,407 | 15 | \$69,900 | \$100,720 | 0.00% | -50.07% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 58 | \$125,900 | \$147,286 | 67 | \$59,900 | \$139,412 | 51 | \$79,400 | \$102,125 | -23.88% | 32.55% |
| Southside Totals | | 2,266 | \$201,550 | \$256,385 | 2,092 | \$214,950 | \$273,508 | 2,195 | \$215,000 | \$262,724 | 4.92% | 0.02% |

| | | | | | | | | | | | | |
|--|---------|------------|------------------|------------------|------------|------------------|------------------|------------|------------------|------------------|----------------|---------------|
| Northampton | 53 | 12 | \$112,450 | \$361,042 | 11 | \$89,900 | \$149,918 | 3 | \$38,000 | \$132,667 | -72.73% | -57.73% |
| Accomack | 54 | 6 | \$167,450 | \$203,633 | 5 | \$129,000 | \$182,200 | 8 | \$49,000 | \$204,375 | 60.00% | -62.02% |
| Outlying Virginia | Others | 43 | \$97,650 | \$155,362 | 28 | \$181,000 | \$245,576 | 15 | \$259,000 | \$434,920 | -46.43% | 43.09% |
| North Carolina | 200-290 | 92 | \$200,228 | \$252,449 | 163 | \$125,000 | \$157,738 | 114 | \$182,450 | \$207,487 | -30.06% | 45.96% |
| Other out of State | 59 | 3 | \$49,000 | \$58,000 | 0 | \$0 | \$0 | 2 | \$169,450 | \$169,450 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 156 | \$149,200 | \$228,424 | 207 | \$129,150 | \$169,795 | 142 | \$186,000 | \$229,220 | -31.40% | 44.02% |

| | | | | | | | | | | | | |
|-------------------------|---------|--------------|------------------|------------------|--------------|------------------|------------------|--------------|------------------|------------------|--------------|--------------|
| Hampton | 101-105 | 227 | \$168,500 | \$181,485 | 201 | \$169,761 | \$177,696 | 208 | \$149,950 | \$185,142 | 3.48% | -11.67% |
| Newport News | 106-110 | 268 | \$169,900 | \$169,345 | 215 | \$165,000 | \$195,354 | 176 | \$161,940 | \$178,199 | -18.14% | -1.85% |
| James City County | 115-119 | 142 | \$312,450 | \$353,716 | 163 | \$284,900 | \$345,834 | 167 | \$309,990 | \$338,871 | 2.45% | 8.81% |
| York County | 112-113 | 81 | \$267,775 | \$306,030 | 86 | \$277,900 | \$323,171 | 95 | \$319,900 | \$341,567 | 10.47% | 15.11% |
| Poquoson | 111 | 33 | \$305,000 | \$353,575 | 14 | \$234,500 | \$283,211 | 19 | \$359,000 | \$433,068 | 35.71% | 53.09% |
| Williamsburg | 114 | 13 | \$319,900 | \$386,399 | 12 | \$332,500 | \$385,850 | 13 | \$570,000 | \$488,531 | 8.33% | 71.43% |
| Gloucester | 120-121 | 70 | \$202,900 | \$239,678 | 55 | \$185,000 | \$321,000 | 74 | \$207,400 | \$227,151 | 34.55% | 12.11% |
| Mathews County | 126 | 7 | \$114,900 | \$197,086 | 9 | \$225,500 | \$216,233 | 12 | \$142,450 | \$317,125 | 33.33% | -36.83% |
| Middlesex County | 125 | 3 | \$249,900 | \$209,933 | 0 | \$0 | \$0 | 7 | \$64,900 | \$124,957 | 0.00% | 0.00% |
| Peninsula Totals | | 844 | \$199,900 | \$233,502 | 755 | \$199,900 | \$251,759 | 771 | \$199,900 | \$252,894 | 2.12% | 0.00% |
| Totals | | 3,266 | \$199,999 | \$249,136 | 3,054 | \$207,495 | \$261,102 | 3,108 | \$210,000 | \$258,755 | 1.77% | 1.21% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

| City | Area #'s | January 2012 - February 2012 | | | January 2013 - February 2013 | | | % change in Units 2012-13 | % change Mdn LP 2012-13 |
|---------------------------------------|----------|------------------------------|-------------------|------------------|------------------------------|-------------------|------------------|---------------------------|-------------------------|
| | | Units | Median List Price | Avg. List Price | Units | Median List Price | Avg. List Price | | |
| Norfolk | 11-13 | 765 | \$169,900 | \$229,994 | 855 | \$184,500 | \$224,803 | 11.76% | 8.59% |
| Va. Beach | 41-48 | 1,493 | \$239,900 | \$319,831 | 1,451 | \$240,000 | \$340,365 | -2.81% | 0.04% |
| Portsmouth | 21-22 | 338 | \$129,900 | \$143,819 | 463 | \$137,800 | \$143,514 | 36.98% | 6.08% |
| Chesapeake | 31-33 | 920 | \$239,950 | \$264,641 | 982 | \$237,500 | \$257,751 | 6.74% | -1.02% |
| Suffolk | 61-63 | 392 | \$225,000 | \$258,002 | 446 | \$229,000 | \$256,325 | 13.78% | 1.78% |
| Smithfield/Isle Wight | 64-66 | 142 | \$215,000 | \$242,450 | 174 | \$250,000 | \$277,453 | 22.54% | 16.28% |
| Franklin | 67 | 32 | \$132,500 | \$137,634 | 38 | \$137,900 | \$237,560 | 18.75% | 4.08% |
| SOHM, SURC, S USC, EMP and Greenville | 68-72 | 111 | \$69,000 | \$139,187 | 121 | \$72,900 | \$93,350 | 9.01% | 5.65% |
| Southside Totals | | 4,193 | \$210,000 | \$262,569 | 4,530 | \$210,000 | \$262,374 | 8.04% | 0.00% |

| | | | | | | | | | |
|--|---------|------------|------------------|------------------|------------|------------------|------------------|----------------|---------------|
| Northampton | 53 | 16 | \$132,450 | \$198,062 | 4 | \$118,750 | \$149,375 | -75.00% | -10.34% |
| Accomack | 54 | 10 | \$194,950 | \$407,490 | 16 | \$174,950 | \$201,425 | 60.00% | -10.26% |
| Outlying Virginia | Others | 43 | \$159,000 | \$268,568 | 45 | \$275,000 | \$462,636 | 4.65% | 72.96% |
| North Carolina | 200-290 | 261 | \$159,900 | \$176,207 | 204 | \$192,775 | \$220,843 | -21.84% | 20.56% |
| Other out of State | 59 | 0 | \$0 | \$0 | 4 | \$60,250 | \$113,350 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 330 | \$159,900 | \$196,310 | 273 | \$199,995 | \$256,939 | -17.27% | 25.08% |

| | | | | | | | | | |
|-------------------------|---------|--------------|------------------|------------------|--------------|------------------|------------------|--------------|---------------|
| Hampton | 101-105 | 400 | \$163,500 | \$181,319 | 421 | \$150,000 | \$178,747 | 5.25% | -8.26% |
| Newport News | 106-110 | 443 | \$169,900 | \$187,961 | 426 | \$160,000 | \$172,106 | -3.84% | -5.83% |
| James City County | 115-119 | 304 | \$282,750 | \$334,623 | 313 | \$309,990 | \$353,749 | 2.96% | 9.63% |
| York County | 112-113 | 192 | \$258,665 | \$310,266 | 183 | \$319,900 | \$338,667 | -4.69% | 23.67% |
| Poquoson | 111 | 31 | \$300,000 | \$368,134 | 32 | \$292,450 | \$394,941 | 3.23% | -2.52% |
| Williamsburg | 114 | 23 | \$229,900 | \$291,175 | 20 | \$362,750 | \$430,305 | -13.04% | 57.79% |
| Gloucester | 120-121 | 118 | \$182,400 | \$247,737 | 130 | \$216,950 | \$233,914 | 10.17% | 18.94% |
| Mathews County | 126 | 11 | \$249,500 | \$275,909 | 30 | \$143,000 | \$234,326 | 172.73% | -42.69% |
| Middlesex County | 125 | 9 | \$284,950 | \$295,150 | 14 | \$77,400 | \$148,664 | 55.56% | -72.84% |
| Peninsula Totals | | 1,531 | \$199,900 | \$241,753 | 1,569 | \$190,000 | \$243,488 | 2.48% | -4.95% |
| Totals | | 6,054 | \$204,900 | \$253,693 | 6,372 | \$207,000 | \$257,491 | 5.25% | 1.02% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

REIN, Inc.
Pending Sales Statistics
Number of Units by Property Region
(Through February 2013)

| Month Year | Total Pending Listings | | | Change From 2012 | New Construction - Extract | | | Change From 2012 |
|-----------------------|-------------------------------|------------------|--------------|---------------------------------|-----------------------------------|------------------|--------------|---------------------------------|
| | Southside | Peninsula | Total | | Southside | Peninsula | Total | |
| January | | | | | | | | |
| 2011 | 951 | 307 | 1,258 | | 118 | 45 | 163 | |
| 2012 | 1,132 | 388 | 1,520 | | 148 | 62 | 210 | |
| 2013 | 1,264 | 418 | 1,682 | 10.66% | 205 | 52 | 257 | 22.38% |
| February | | | | | | | | |
| 2011 | 1,137 | 323 | 1,460 | | 143 | 37 | 180 | |
| 2012 | 1,209 | 408 | 1,617 | | 191 | 73 | 264 | |
| 2013 | 1,473 | 460 | 1,933 | 19.54% | 237 | 62 | 299 | 13.26% |
| YTD Totals | | | | | | | | |
| 2011 | 2,088 | 630 | 2,718 | | 261 | 82 | 343 | |
| 2012 | 2,341 | 796 | 3,137 | | 339 | 135 | 474 | |
| 2013 | 2,737 | 878 | 3,615 | 15.24% | 442 | 114 | 556 | 17.30% |

Pending Sales by Property Type - Month

February 2011 vs. February 2012 vs. February 2013

| CUMULATIVE | | | | | | | | | | | |
|-------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------------------|-------------------------|
| Property Type | February 2011 | | | February 2012 | | | February 2013 | | | % change in Units 2012-13 | % change Mdn LP 2012-13 |
| | Units | Median List | Avg. List | Units | Median List | Avg. List | Units | Median List | Avg. List | | |
| Detached | 1,107 | \$208,000 | \$232,344 | 1,207 | \$219,900 | \$245,244 | 1,420 | \$214,900 | \$247,472 | 17.65% | -2.27% |
| Attached | 299 | \$167,900 | \$190,401 | 336 | \$166,082 | \$188,054 | 395 | \$149,900 | \$179,710 | 17.56% | -9.74% |
| Duplex | 12 | \$65,450 | \$97,808 | 13 | \$99,900 | \$136,121 | 15 | \$119,900 | \$136,840 | 15.38% | 20.02% |
| Apartments | 5 | \$69,900 | \$83,120 | 4 | \$202,000 | \$253,500 | 11 | \$385,000 | \$383,482 | 175.00% | 90.59% |
| Commercial | 2 | \$445,000 | \$445,000 | 7 | \$200,000 | \$347,700 | 13 | \$325,000 | \$343,615 | 85.71% | 62.50% |
| Land & Farms | 35 | \$99,900 | \$118,380 | 50 | \$122,450 | \$192,736 | 79 | \$84,900 | \$104,047 | 58.00% | -30.67% |
| TOTALS | 1,460 | \$193,900 | \$219,697 | 1,617 | \$200,000 | \$231,323 | 1,933 | \$194,900 | \$228,325 | 19.54% | -2.55% |
| SOUTHSIDE | | | | | | | | | | | |
| Detached | 848 | \$209,900 | \$235,613 | 895 | \$224,900 | \$254,130 | 1,067 | \$220,000 | \$256,593 | 19.22% | -2.18% |
| Attached | 243 | \$169,900 | \$199,276 | 254 | \$157,700 | \$189,879 | 312 | \$150,000 | \$186,816 | 22.83% | -4.88% |
| Duplex | 12 | \$65,450 | \$97,808 | 13 | \$99,900 | \$136,121 | 15 | \$119,900 | \$136,840 | 15.38% | 20.02% |
| Apartments | 5 | \$69,900 | \$83,120 | 4 | \$202,000 | \$253,500 | 11 | \$385,000 | \$383,482 | 175.00% | 90.59% |
| Commercial | 2 | \$445,000 | \$445,000 | 4 | \$187,500 | \$192,475 | 12 | \$352,000 | \$369,500 | 200.00% | 87.73% |
| Land & Farms | 27 | \$99,000 | \$115,504 | 39 | \$75,000 | \$175,115 | 56 | \$93,200 | \$107,639 | 43.59% | 24.27% |
| TOTALS | 1,137 | \$195,000 | \$223,238 | 1,209 | \$205,000 | \$236,608 | 1,473 | \$199,999 | \$236,798 | 21.84% | -2.44% |
| PENINSULA | | | | | | | | | | | |
| Detached | 259 | \$202,400 | \$221,643 | 312 | \$199,900 | \$219,751 | 353 | \$190,000 | \$219,901 | 13.14% | -4.95% |
| Attached | 56 | \$155,950 | \$151,890 | 82 | \$179,500 | \$182,403 | 83 | \$142,040 | \$152,997 | 1.22% | -20.87% |
| Duplex | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0.00% | 0.00% |
| Apartments | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0.00% | 0.00% |
| Commercial | 0 | \$0 | \$0 | 3 | \$695,000 | \$554,667 | 1 | \$33,000 | \$33,000 | -66.67% | -95.25% |
| Land & Farms | 8 | \$107,500 | \$128,088 | 11 | \$229,000 | \$255,209 | 23 | \$84,900 | \$95,300 | 109.09% | -62.93% |
| TOTALS | 323 | \$185,500 | \$207,233 | 408 | \$194,950 | \$215,663 | 460 | \$175,000 | \$201,193 | 12.75% | -10.23% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Pending Statistics can vary depending when the data is queried.

Pending Sales by Property Type - YTD

January - February 2012 - 2013

| CUMULATIVE | | | | | | | | | | |
|-------------------|------------------------------|------------------|------------------|------------|------------------------------|------------------|------------------|------------|---------------------------|-------------------------|
| Property Type | January 2012 - February 2012 | | | | January 2013 - February 2013 | | | | % change in Units 2012-13 | % change Mdn LP 2012-13 |
| | Units | Median List | Avg. List | Avg. MT | Units | Median List | Avg. List | Avg. MT | | |
| Detached | 2,346 | \$214,900 | \$239,542 | 103 | 2,642 | \$219,000 | \$244,219 | 95 | 12.62% | 1.91% |
| Attached | 653 | \$159,777 | \$176,168 | 111 | 769 | \$152,900 | \$177,013 | 107 | 17.76% | -4.30% |
| Duplex | 27 | \$84,900 | \$120,488 | 103 | 27 | \$95,000 | \$130,967 | 77 | 0.00% | 11.90% |
| Apartments | 7 | \$229,000 | \$254,429 | 151 | 24 | \$282,450 | \$331,100 | 62 | 242.86% | 23.34% |
| Commercial | 8 | \$265,000 | \$491,738 | 100 | 16 | \$237,000 | \$368,494 | 156 | 100.00% | -10.57% |
| Land & Farms | 96 | \$85,190 | \$162,275 | 294 | 137 | \$82,500 | \$102,952 | 220 | 42.71% | -3.16% |
| TOTALS | 3,137 | \$195,000 | \$223,637 | 111 | 3,615 | \$195,000 | \$224,850 | 102 | 15.24% | 0.00% |
| SOUTHSIDE | | | | | | | | | | |
| Detached | 1,734 | \$219,050 | \$246,327 | 98 | 1,970 | \$224,900 | \$250,807 | 90 | 13.61% | 2.67% |
| Attached | 501 | \$154,000 | \$179,139 | 105 | 606 | \$154,070 | \$183,001 | 105 | 20.96% | 0.05% |
| Duplex | 24 | \$99,900 | \$128,507 | 105 | 25 | \$109,900 | \$134,724 | 79 | 4.17% | 10.01% |
| Apartments | 7 | \$229,000 | \$254,429 | 151 | 24 | \$282,450 | \$331,100 | 62 | 242.86% | 23.34% |
| Commercial | 5 | \$200,000 | \$453,980 | 113 | 15 | \$325,000 | \$390,860 | 162 | 200.00% | 62.50% |
| Land & Farms | 70 | \$85,190 | \$161,543 | 266 | 97 | \$88,500 | \$112,615 | 221 | 38.57% | 3.89% |
| TOTALS | 2,341 | \$199,000 | \$228,673 | 105 | 2,737 | \$199,900 | \$231,307 | 98 | 16.92% | 0.45% |
| PENINSULA | | | | | | | | | | |
| Detached | 612 | \$199,400 | \$220,317 | 119 | 672 | \$197,450 | \$224,908 | 107 | 9.80% | -0.98% |
| Attached | 152 | \$169,338 | \$166,378 | 128 | 163 | \$149,900 | \$154,751 | 117 | 7.24% | -11.48% |
| Duplex | 3 | \$74,500 | \$56,333 | 85 | 2 | \$84,000 | \$84,000 | 46 | -33.33% | 12.75% |
| Apartments | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Commercial | 3 | \$695,000 | \$554,667 | 79 | 1 | \$33,000 | \$33,000 | 73 | -66.67% | -95.25% |
| Land & Farms | 26 | \$104,000 | \$164,246 | 367 | 40 | \$81,200 | \$79,518 | 219 | 53.85% | -21.92% |
| TOTALS | 796 | \$184,950 | \$208,828 | 129 | 878 | \$179,400 | \$204,720 | 114 | 10.30% | -3.00% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Pending Statistics can vary depending when the data is queried.

Pending Sales by City - Month
February 2011 vs. February 2012 vs. February 2013

| City | Area #'s | February 2011 | | | February 2012 | | | February 2013 | | | % chg Units 2012-13 | % chg Mdn LP 2012-13 |
|--|----------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------------------|----------------------------|
| | | Units | Median List | Avg. List | Units | Median List | Avg. List | Units | Median List | Avg. List | | |
| Norfolk | 11-13 | 196 | \$155,000 | \$182,323 | 202 | \$160,000 | \$187,609 | 248 | \$162,450 | \$195,421 | 22.77% | 1.53% |
| Va. Beach | 41-48 | 419 | \$235,000 | \$279,884 | 463 | \$229,900 | \$289,776 | 494 | \$225,000 | \$298,836 | 6.70% | -2.13% |
| Portsmouth | 21-22 | 88 | \$94,450 | \$111,042 | 90 | \$112,250 | \$127,166 | 129 | \$99,900 | \$123,713 | 43.33% | -11.00% |
| Chesapeake | 31-33 | 242 | \$224,900 | \$229,481 | 236 | \$223,358 | \$230,246 | 342 | \$224,950 | \$240,274 | 44.92% | 0.71% |
| Suffolk | 61-63 | 86 | \$205,000 | \$206,813 | 109 | \$229,000 | \$244,423 | 111 | \$219,900 | \$221,200 | 1.83% | -3.97% |
| Smithfield/Isle Wight | 64-66 | 17 | \$205,000 | \$226,866 | 33 | \$224,900 | \$237,863 | 36 | \$259,950 | \$281,101 | 9.09% | 15.58% |
| Franklin | 67 | 5 | \$199,900 | \$165,540 | 5 | \$160,000 | \$189,480 | 8 | \$142,450 | \$127,075 | 60.00% | -10.97% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 26 | \$107,450 | \$136,574 | 20 | \$112,950 | \$122,165 | 25 | \$77,000 | \$124,890 | 25.00% | -31.83% |
| Southside Totals | | 1,079 | \$199,000 | \$226,445 | 1,158 | \$204,950 | \$238,108 | 1,393 | \$200,000 | \$239,077 | 20.29% | -2.42% |
| Northampton | 53 | 2 | \$67,144 | \$67,144 | 1 | \$149,900 | \$149,900 | 3 | \$109,900 | \$116,800 | 200.00% | -26.68% |
| Accomack | 54 | 3 | \$55,000 | \$97,667 | 0 | \$0 | \$0 | 2 | \$202,000 | \$202,000 | 0.00% | 0.00% |
| Outlying Virginia | Others | 26 | \$132,000 | \$143,250 | 9 | \$84,900 | \$148,800 | 11 | \$194,900 | \$206,555 | 22.22% | 129.56% |
| North Carolina | 200-290 | 23 | \$199,900 | \$214,347 | 41 | \$238,000 | \$215,637 | 63 | \$189,900 | \$201,069 | 53.66% | -20.21% |
| Other out of State | 59 | 4 | \$98,100 | \$101,475 | 0 | \$0 | \$0 | 1 | \$76,500 | \$76,500 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 58 | \$138,800 | \$163,581 | 51 | \$214,995 | \$202,553 | 80 | \$189,900 | \$197,129 | 56.86% | -11.67% |
| Hampton | 101-105 | 87 | \$148,000 | \$162,168 | 101 | \$150,000 | \$164,393 | 110 | \$135,750 | \$144,478 | 8.91% | -9.50% |
| Newport News | 106-110 | 118 | \$155,950 | \$159,122 | 133 | \$162,900 | \$171,167 | 163 | \$149,000 | \$158,971 | 22.56% | -8.53% |
| James City County | 115-119 | 44 | \$276,750 | \$333,691 | 84 | \$265,990 | \$284,227 | 89 | \$257,750 | \$293,944 | 5.95% | -3.10% |
| York County | 112-113 | 34 | \$243,950 | \$298,910 | 54 | \$267,200 | \$313,196 | 51 | \$245,000 | \$266,817 | -5.56% | -8.31% |
| Poquoson | 111 | 12 | \$237,450 | \$264,656 | 5 | \$194,000 | \$224,200 | 7 | \$229,000 | \$223,329 | 40.00% | 18.04% |
| Williamsburg | 114 | 5 | \$300,000 | \$327,983 | 5 | \$269,900 | \$335,884 | 9 | \$170,000 | \$248,744 | 80.00% | -37.01% |
| Gloucester | 120-121 | 22 | \$177,450 | \$186,367 | 21 | \$169,900 | \$178,226 | 30 | \$223,000 | \$234,411 | 42.86% | 31.25% |
| Mathews County | 126 | 1 | \$289,900 | \$289,900 | 3 | \$249,900 | \$221,600 | 1 | \$140,900 | \$140,900 | -66.67% | -43.62% |
| Middlesex County | 125 | 0 | \$0 | \$0 | 2 | \$313,050 | \$313,050 | 0 | \$0 | \$0 | -100.00% | -100.00% |
| Peninsula Totals | | 323 | \$185,500 | \$207,233 | 408 | \$194,950 | \$215,663 | 460 | \$175,000 | \$201,193 | 12.75% | -10.23% |
| Totals | | 1,460 | \$193,900 | \$219,697 | 1,617 | \$200,000 | \$231,323 | 1,933 | \$194,900 | \$228,325 | 19.54% | -2.55% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Notes:

Pending Statistics can vary depending when the data is queried.

Pending Sales by City - YTD

January - February 2012 - 2013

| City | Area #'s | January 2012 - February 2012 | | | | January 2013 - February 2013 | | | | % change in Units 2012-13 | % change Mdn LP 2012-13 |
|--------------------------------------|----------|------------------------------|-------------------|------------------|------------|------------------------------|-------------------|------------------|-----------|---------------------------|-------------------------|
| | | Units | Median List Price | Avg. List Price | Avg. MT | Units | Median List Price | Avg. List Price | Avg. MT | | |
| Norfolk | 11-13 | 410 | \$149,900 | \$176,433 | 103 | 471 | \$159,999 | \$190,550 | 108 | 14.88% | 6.74% |
| Va. Beach | 41-48 | 882 | \$223,700 | \$278,861 | 97 | 963 | \$225,000 | \$278,983 | 89 | 9.18% | 0.58% |
| Portsmouth | 21-22 | 176 | \$119,450 | \$131,389 | 101 | 200 | \$102,500 | \$122,573 | 103 | 13.64% | -14.19% |
| Chesapeake | 31-33 | 476 | \$219,900 | \$229,853 | 101 | 631 | \$222,425 | \$239,474 | 85 | 32.56% | 1.15% |
| Suffolk | 61-63 | 192 | \$219,450 | \$229,708 | 116 | 220 | \$224,950 | \$221,148 | 104 | 14.58% | 2.51% |
| Smithfield/Isle Wight | 64-66 | 62 | \$226,700 | \$255,837 | 147 | 65 | \$250,000 | \$280,732 | 99 | 4.84% | 10.28% |
| Franklin | 67 | 11 | \$90,000 | \$135,436 | 71 | 14 | \$45,000 | \$101,829 | 157 | 27.27% | -50.00% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 28 | \$126,000 | \$140,993 | 223 | 37 | \$62,500 | \$109,017 | 147 | 32.14% | -50.40% |
| Southside Totals | | 2,237 | \$199,900 | \$230,769 | 103 | 2,601 | \$200,000 | \$233,138 | 95 | 16.27% | 0.05% |

| | | | | | | | | | | | |
|--|---------|------------|------------------|------------------|------------|------------|------------------|------------------|------------|---------------|--------------|
| Northampton | 53 | 2 | \$169,900 | \$169,900 | 122 | 5 | \$130,000 | \$155,880 | 95 | 150.00% | -23.48% |
| Accomack | 54 | 1 | \$50,000 | \$50,000 | 42 | 2 | \$202,000 | \$202,000 | 407 | 100.00% | 304.00% |
| Outlying Virginia | Others | 19 | \$84,900 | \$141,920 | 181 | 15 | \$219,900 | \$217,587 | 221 | -21.05% | 159.01% |
| North Carolina | 200-290 | 82 | \$210,998 | \$195,199 | 126 | 112 | \$191,435 | \$191,047 | 146 | 36.59% | -9.27% |
| Other out of State | 59 | 0 | \$0 | \$0 | 0 | 2 | \$426,250 | \$426,250 | 16 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 104 | \$184,078 | \$183,582 | 135 | 136 | \$193,935 | \$196,301 | 154 | 30.77% | 5.35% |

| | | | | | | | | | | | |
|-------------------------|---------|--------------|------------------|------------------|------------|--------------|------------------|------------------|------------|---------------|---------------|
| Hampton | 101-105 | 213 | \$144,900 | \$164,050 | 117 | 223 | \$136,000 | \$146,761 | 110 | 4.69% | -6.14% |
| Newport News | 106-110 | 257 | \$159,900 | \$164,785 | 106 | 296 | \$150,950 | \$156,723 | 97 | 15.18% | -5.60% |
| James City County | 115-119 | 141 | \$271,105 | \$293,442 | 151 | 172 | \$265,000 | \$308,625 | 133 | 21.99% | -2.25% |
| York County | 112-113 | 101 | \$244,000 | \$278,242 | 113 | 100 | \$252,450 | \$278,328 | 100 | -0.99% | 3.46% |
| Poquoson | 111 | 8 | \$246,950 | \$242,100 | 163 | 13 | \$225,000 | \$214,668 | 125 | 62.50% | -8.89% |
| Williamsburg | 114 | 14 | \$264,950 | \$299,630 | 121 | 12 | \$172,500 | \$234,633 | 141 | -14.29% | -34.89% |
| Gloucester | 120-121 | 52 | \$187,450 | \$199,757 | 209 | 57 | \$225,000 | \$234,798 | 183 | 9.62% | 20.03% |
| Mathews County | 126 | 8 | \$192,000 | \$288,988 | 454 | 5 | \$155,000 | \$144,160 | 32 | -37.50% | -19.27% |
| Middlesex County | 125 | 2 | \$313,050 | \$313,050 | 26 | 0 | \$0 | \$0 | 0 | -100.00% | -100.00% |
| Peninsula Totals | | 796 | \$184,950 | \$208,828 | 129 | 878 | \$179,400 | \$204,720 | 114 | 10.30% | -3.00% |
| Totals | | 3,137 | \$195,000 | \$223,637 | 111 | 3,615 | \$195,000 | \$224,850 | 102 | 15.24% | 0.00% |

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Pending Statistics can vary depending when the data is queried.

Pending Sales - Detached / Attached by City - Month

February 2011 vs. February 2012 vs. February 2013

| City | Area #'s | February 2011 | | | February 2012 | | | February 2013 | | | % chg Units 2012-13 | % chg Mdn LP 2012-13 |
|--|----------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------------------|----------------------------|
| | | Units | Median List | Avg. List | Units | Median List | Avg. List | Units | Median List | Avg. List | | |
| Norfolk | 11-13 | 188 | \$157,000 | \$185,749 | 189 | \$164,900 | \$189,986 | 224 | \$165,000 | \$191,568 | 18.52% | 0.06% |
| Va. Beach | 41-48 | 413 | \$234,500 | \$279,304 | 456 | \$229,900 | \$287,780 | 484 | \$225,000 | \$296,708 | 6.14% | -2.13% |
| Portsmouth | 21-22 | 80 | \$104,450 | \$114,206 | 84 | \$118,950 | \$130,212 | 121 | \$100,000 | \$125,875 | 44.05% | -15.93% |
| Chesapeake | 31-33 | 237 | \$225,000 | \$232,683 | 225 | \$224,900 | \$232,558 | 325 | \$230,000 | \$247,124 | 44.44% | 2.27% |
| Suffolk | 61-63 | 79 | \$215,000 | \$220,838 | 97 | \$229,900 | \$256,985 | 103 | \$219,900 | \$227,008 | 6.19% | -4.35% |
| Smithfield/Isle Wight | 64-66 | 14 | \$223,500 | \$223,702 | 30 | \$229,900 | \$247,786 | 33 | \$254,900 | \$274,459 | 10.00% | 10.87% |
| Franklin | 67 | 5 | \$199,900 | \$165,540 | 5 | \$160,000 | \$189,480 | 8 | \$142,450 | \$127,075 | 60.00% | -10.97% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 23 | \$114,900 | \$140,527 | 17 | \$125,000 | \$137,671 | 17 | \$99,900 | \$117,085 | 0.00% | -20.08% |
| Southside Totals | | 1,039 | \$199,900 | \$230,215 | 1,103 | \$209,000 | \$241,203 | 1,315 | \$201,980 | \$241,453 | 19.22% | -3.36% |
| Northampton | 53 | 2 | \$67,144 | \$67,144 | 1 | \$149,900 | \$149,900 | 3 | \$109,900 | \$116,800 | 200.00% | -26.68% |
| Accomack | 54 | 2 | \$119,000 | \$119,000 | 0 | \$0 | \$0 | 2 | \$202,000 | \$202,000 | 0.00% | 0.00% |
| Outlying Virginia | Others | 25 | \$135,000 | \$148,860 | 8 | \$68,450 | \$95,025 | 7 | \$219,900 | \$248,900 | -12.50% | 221.26% |
| North Carolina | 200-290 | 19 | \$219,000 | \$238,447 | 37 | \$249,900 | \$235,632 | 51 | \$223,910 | \$235,057 | 37.84% | -10.40% |
| Other out of State | 59 | 4 | \$98,100 | \$101,475 | 0 | \$0 | \$0 | 1 | \$76,500 | \$76,500 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 52 | \$148,450 | \$173,657 | 46 | \$224,950 | \$209,315 | 64 | \$213,450 | \$227,518 | 39.13% | -5.11% |
| Hampton | 101-105 | 87 | \$148,000 | \$162,168 | 100 | \$149,950 | \$159,087 | 109 | \$136,500 | \$145,253 | 9.00% | -8.97% |
| Newport News | 106-110 | 118 | \$155,950 | \$159,122 | 132 | \$163,900 | \$171,839 | 153 | \$152,000 | \$165,453 | 15.91% | -7.26% |
| James City County | 115-119 | 43 | \$279,000 | \$339,361 | 78 | \$270,552 | \$287,272 | 87 | \$257,750 | \$295,512 | 11.54% | -4.73% |
| York County | 112-113 | 33 | \$244,900 | \$304,938 | 50 | \$267,200 | \$300,792 | 48 | \$249,450 | \$276,747 | -4.00% | -6.64% |
| Poquoson | 111 | 11 | \$249,900 | \$284,170 | 4 | \$254,500 | \$259,500 | 7 | \$229,000 | \$223,329 | 75.00% | -10.02% |
| Williamsburg | 114 | 5 | \$300,000 | \$327,983 | 4 | \$340,000 | \$352,380 | 7 | \$380,000 | \$289,814 | 75.00% | 11.76% |
| Gloucester | 120-121 | 18 | \$194,900 | \$200,287 | 21 | \$169,900 | \$178,226 | 24 | \$235,900 | \$268,777 | 14.29% | 38.85% |
| Mathews County | 126 | 0 | \$0 | \$0 | 3 | \$249,900 | \$221,600 | 1 | \$140,900 | \$140,900 | -66.67% | -43.62% |
| Middlesex County | 125 | 0 | \$0 | \$0 | 2 | \$313,050 | \$313,050 | 0 | \$0 | \$0 | -100.00% | -100.00% |
| Peninsula Totals | | 315 | \$189,900 | \$209,243 | 394 | \$194,245 | \$211,978 | 436 | \$179,900 | \$207,165 | 10.66% | -7.39% |
| Totals | | 1,406 | \$196,950 | \$223,425 | 1,543 | \$204,900 | \$232,790 | 1,815 | \$199,900 | \$232,725 | 17.63% | -2.44% |

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Notes:

Pending Statistics can vary depending when the data is queried.

Pending Sales - Detached / Attached by City - YTD

January - February 2012 - 2013

| City | Area #'s | January 2012 - February 2012 | | | | January 2013 - February 2013 | | | | % change in Units 2012-13 | % change Mdn LP 2012-13 |
|---------------------------------------|----------|------------------------------|-------------------|------------------|-----------|------------------------------|-------------------|------------------|-----------|---------------------------|-------------------------|
| | | Units | Median List Price | Avg. List Price | Avg. MT | Units | Median List Price | Avg. List Price | Avg. MT | | |
| Norfolk | 11-13 | 381 | \$154,900 | \$180,373 | 102 | 426 | \$161,250 | \$186,554 | 107 | 11.81% | 4.10% |
| Va. Beach | 41-48 | 868 | \$220,950 | \$276,623 | 94 | 937 | \$225,000 | \$278,427 | 84 | 7.95% | 1.83% |
| Portsmouth | 21-22 | 169 | \$125,900 | \$133,523 | 99 | 188 | \$107,000 | \$124,062 | 104 | 11.24% | -15.01% |
| Chesapeake | 31-33 | 456 | \$220,000 | \$232,867 | 94 | 603 | \$229,900 | \$246,002 | 83 | 32.24% | 4.50% |
| Suffolk | 61-63 | 175 | \$225,000 | \$238,540 | 106 | 209 | \$226,900 | \$224,914 | 106 | 19.43% | 0.84% |
| Smithfield/Isle Wight | 64-66 | 57 | \$234,900 | \$253,441 | 130 | 58 | \$252,450 | \$288,356 | 87 | 1.75% | 7.47% |
| Franklin | 67 | 11 | \$90,000 | \$135,436 | 71 | 14 | \$45,000 | \$101,829 | 157 | 27.27% | -50.00% |
| SOHM, SURC, S USC, EMP and Greenville | 68-72 | 23 | \$149,900 | \$156,387 | 172 | 25 | \$79,900 | \$108,158 | 123 | 8.70% | -46.70% |
| Southside Totals | | 2,140 | \$199,900 | \$233,113 | 99 | 2,460 | \$203,750 | \$235,725 | 92 | 14.95% | 1.93% |

| | | | | | | | | | | | |
|--|---------|-----------|------------------|------------------|------------|------------|------------------|------------------|------------|---------------|--------------|
| Northampton | 53 | 2 | \$169,900 | \$169,900 | 122 | 5 | \$130,000 | \$155,880 | 95 | 150.00% | -23.48% |
| Accomack | 54 | 1 | \$50,000 | \$50,000 | 42 | 2 | \$202,000 | \$202,000 | 407 | 100.00% | 304.00% |
| Outlying Virginia | Others | 18 | \$83,194 | \$117,638 | 176 | 11 | \$223,900 | \$248,545 | 174 | -38.89% | 169.13% |
| North Carolina | 200-290 | 74 | \$225,000 | \$209,624 | 111 | 96 | \$202,450 | \$211,824 | 127 | 29.73% | -10.02% |
| Other out of State | 59 | 0 | \$0 | \$0 | 0 | 2 | \$426,250 | \$426,250 | 16 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 95 | \$190,000 | \$189,679 | 123 | 116 | \$202,450 | \$216,423 | 133 | 22.11% | 6.55% |

| | | | | | | | | | | | |
|-------------------------|---------|--------------|------------------|------------------|------------|--------------|------------------|------------------|------------|---------------|---------------|
| Hampton | 101-105 | 207 | \$149,900 | \$163,979 | 118 | 217 | \$137,900 | \$149,321 | 102 | 4.83% | -8.01% |
| Newport News | 106-110 | 252 | \$160,750 | \$166,096 | 106 | 278 | \$159,900 | \$162,460 | 100 | 10.32% | -0.53% |
| James City County | 115-119 | 132 | \$271,352 | \$297,352 | 117 | 165 | \$275,000 | \$318,285 | 124 | 25.00% | 1.34% |
| York County | 112-113 | 96 | \$244,500 | \$271,921 | 111 | 96 | \$266,770 | \$285,000 | 96 | 0.00% | 9.11% |
| Poquoson | 111 | 7 | \$299,900 | \$264,829 | 130 | 13 | \$225,000 | \$214,668 | 125 | 85.71% | -24.97% |
| Williamsburg | 114 | 13 | \$260,000 | \$301,917 | 127 | 10 | \$220,000 | \$260,560 | 124 | -23.08% | -15.38% |
| Gloucester | 120-121 | 47 | \$209,900 | \$218,131 | 188 | 51 | \$234,900 | \$251,016 | 164 | 8.51% | 11.91% |
| Mathews County | 126 | 8 | \$192,000 | \$288,988 | 454 | 5 | \$155,000 | \$144,160 | 32 | -37.50% | -19.27% |
| Middlesex County | 125 | 2 | \$313,050 | \$313,050 | 26 | 0 | \$0 | \$0 | 0 | -100.00% | -100.00% |
| Peninsula Totals | | 764 | \$188,735 | \$209,586 | 121 | 835 | \$184,900 | \$211,213 | 109 | 9.29% | -2.03% |
| Totals | | 2,999 | \$199,000 | \$225,743 | 105 | 3,411 | \$199,900 | \$229,068 | 97 | 13.74% | 0.45% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Pending Statistics can vary depending when the data is queried.

REIN, Inc.
Settled Sales Summary
Number of Units by Property Region
(Through February 2013)

| Month Year | Total Settled Sales | | | Change From 2012 | New Construction - Extract | | | Change From 2012 |
|-----------------------|----------------------------|------------------|--------------|---------------------------------|-----------------------------------|------------------|--------------|---------------------------------|
| | Southside | Peninsula | Total | | Southside | Peninsula | Total | |
| January | | | | | | | | |
| 2011 | 838 | 275 | 1,113 | | 94 | 36 | 130 | |
| 2012 | 885 | 274 | 1,159 | | 109 | 38 | 147 | |
| 2013 | 1,039 | 366 | 1,405 | 21.23% | 153 | 32 | 185 | 25.85% |
| February | | | | | | | | |
| 2011 | 857 | 248 | 1,105 | | 101 | 25 | 126 | |
| 2012 | 1,032 | 305 | 1,337 | | 134 | 27 | 161 | |
| 2013 | 1,052 | 346 | 1,398 | 4.56% | 146 | 29 | 175 | 8.70% |
| YTD Totals | | | | | | | | |
| 2011 | 1,695 | 523 | 2,218 | | 195 | 61 | 256 | |
| 2012 | 1,917 | 579 | 2,496 | | 243 | 65 | 308 | |
| 2013 | 2,091 | 712 | 2,803 | 12.30% | 299 | 61 | 360 | 16.88% |

Settled Sales by Property Type - Month

February 2011 vs. February 2012 vs. February 2013

| CUMULATIVE | | | | | | | | | | | |
|-------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------------------|-------------------------|
| Property Type | February 2011 | | | February 2012 | | | February 2013 | | | % change in Units 2012-13 | % change Mdn SP 2012-13 |
| | Units | Median Sale | Avg. Sale | Units | Median Sale | Avg. Sale | Units | Median Sale | Avg. Sale | | |
| Detached | 801 | \$200,000 | \$226,802 | 1,002 | \$200,000 | \$222,607 | 1,037 | \$205,000 | \$229,271 | 3.49% | 2.50% |
| Attached | 252 | \$165,900 | \$185,365 | 272 | \$148,000 | \$159,902 | 296 | \$145,000 | \$169,134 | 8.82% | -2.03% |
| Duplex | 13 | \$70,000 | \$108,173 | 15 | \$82,750 | \$130,188 | 7 | \$74,671 | \$110,195 | -53.33% | -9.76% |
| Apartments | 2 | \$115,000 | \$115,000 | 2 | \$85,550 | \$85,550 | 13 | \$275,000 | \$285,154 | 550.00% | 221.45% |
| Commercial | 1 | \$545,000 | \$545,000 | 5 | \$357,000 | \$367,400 | 2 | \$210,000 | \$210,000 | -60.00% | -41.18% |
| Land & Farms | 36 | \$85,000 | \$102,743 | 41 | \$75,000 | \$157,039 | 43 | \$75,700 | \$114,926 | 4.88% | 0.93% |
| TOTALS | 1,105 | \$185,400 | \$212,000 | 1,337 | \$179,000 | \$207,139 | 1,398 | \$183,000 | \$212,917 | 4.56% | 2.23% |
| SOUTHSIDE | | | | | | | | | | | |
| Detached | 612 | \$207,500 | \$236,238 | 767 | \$201,199 | \$224,372 | 772 | \$214,900 | \$237,323 | 0.65% | 6.81% |
| Attached | 204 | \$170,000 | \$190,974 | 219 | \$147,600 | \$165,377 | 229 | \$146,000 | \$176,004 | 4.57% | -1.08% |
| Duplex | 13 | \$70,000 | \$108,173 | 13 | \$115,000 | \$140,987 | 7 | \$74,671 | \$110,195 | -46.15% | -35.07% |
| Apartments | 2 | \$115,000 | \$115,000 | 2 | \$85,550 | \$85,550 | 13 | \$275,000 | \$285,154 | 550.00% | 221.45% |
| Commercial | 1 | \$545,000 | \$545,000 | 3 | \$290,000 | \$293,333 | 1 | \$360,000 | \$360,000 | -66.67% | 24.14% |
| Land & Farms | 25 | \$79,000 | \$94,070 | 28 | \$77,500 | \$175,647 | 30 | \$79,250 | \$135,640 | 7.14% | 2.26% |
| TOTALS | 857 | \$190,000 | \$219,451 | 1,032 | \$182,450 | \$209,412 | 1,052 | \$190,000 | \$220,937 | 1.94% | 4.14% |
| PENINSULA | | | | | | | | | | | |
| Detached | 189 | \$185,000 | \$196,245 | 235 | \$185,000 | \$216,847 | 265 | \$175,000 | \$205,816 | 12.77% | -5.41% |
| Attached | 48 | \$153,248 | \$161,526 | 53 | \$148,000 | \$137,277 | 67 | \$142,900 | \$145,653 | 26.42% | -3.45% |
| Duplex | 0 | \$0 | \$0 | 2 | \$60,000 | \$60,000 | 0 | \$0 | \$0 | -100.00% | -100.00% |
| Apartments | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0.00% | 0.00% |
| Commercial | 0 | \$0 | \$0 | 2 | \$478,500 | \$478,500 | 1 | \$60,000 | \$60,000 | -50.00% | -87.46% |
| Land & Farms | 11 | \$91,000 | \$122,455 | 13 | \$65,000 | \$116,962 | 13 | \$59,000 | \$67,123 | 0.00% | -9.23% |
| TOTALS | 248 | \$168,500 | \$186,252 | 305 | \$170,000 | \$199,450 | 346 | \$165,394 | \$188,533 | 13.44% | -2.71% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

| CUMULATIVE | | | | | | | | | | |
|-------------------|------------------------------|--------------------|------------------|------------|------------------------------|--------------------|------------------|------------|---------------------------|-------------------------|
| PROPERTY TYPE | January 2012 - February 2012 | | | | January 2013 - February 2013 | | | | % change in Units 2012-13 | % change Mdn SP 2012-13 |
| | Units | Median Sales Price | Avg. Sales Price | Avg. MT | Units | Median Sales Price | Avg. Sales Price | Avg. MT | | |
| Detached | 1,835 | \$195,450 | \$217,314 | 107 | 2,095 | \$204,000 | \$226,885 | 96 | 14.17% | 4.37% |
| Attached | 557 | \$145,000 | \$162,400 | 110 | 587 | \$153,000 | \$175,030 | 109 | 5.39% | 5.52% |
| Duplex | 25 | \$82,750 | \$123,685 | 131 | 14 | \$82,650 | \$142,169 | 100 | -44.00% | -0.12% |
| Apartments | 5 | \$112,900 | \$189,220 | 167 | 21 | \$224,500 | \$254,362 | 72 | 320.00% | 98.85% |
| Commercial | 8 | \$222,500 | \$262,750 | 119 | 7 | \$125,000 | \$177,814 | 239 | -12.50% | -43.82% |
| Land & Farms | 66 | \$72,200 | \$132,270 | 294 | 79 | \$75,000 | \$110,658 | 225 | 19.70% | 3.88% |
| TOTALS | 2,496 | \$175,000 | \$201,962 | 113 | 2,803 | \$186,500 | \$212,410 | 103 | 12.30% | 6.57% |
| SOUTHSIDE | | | | | | | | | | |
| Detached | 1,389 | \$200,000 | \$222,371 | 103 | 1,537 | \$214,000 | \$236,266 | 91 | 10.66% | 7.00% |
| Attached | 452 | \$146,750 | \$168,720 | 105 | 462 | \$153,950 | \$182,417 | 101 | 2.21% | 4.91% |
| Duplex | 22 | \$91,375 | \$129,778 | 130 | 12 | \$82,650 | \$150,197 | 101 | -45.45% | -9.55% |
| Apartments | 4 | \$108,950 | \$112,775 | 108 | 21 | \$224,500 | \$254,362 | 72 | 425.00% | 106.06% |
| Commercial | 5 | \$155,000 | \$214,000 | 86 | 4 | \$237,000 | \$239,750 | 137 | -20.00% | 52.90% |
| Land & Farms | 45 | \$75,000 | \$142,252 | 283 | 55 | \$75,000 | \$124,517 | 274 | 22.22% | 0.00% |
| TOTALS | 1,917 | \$180,000 | \$206,527 | 108 | 2,091 | \$195,000 | \$221,124 | 98 | 9.08% | 8.33% |
| PENINSULA | | | | | | | | | | |
| Detached | 446 | \$174,200 | \$201,563 | 120 | 558 | \$175,000 | \$201,043 | 109 | 25.11% | 0.46% |
| Attached | 105 | \$140,000 | \$135,192 | 134 | 125 | \$147,000 | \$147,728 | 140 | 19.05% | 5.00% |
| Duplex | 3 | \$60,000 | \$79,000 | 134 | 2 | \$94,000 | \$94,000 | 92 | -33.33% | 56.67% |
| Apartments | 1 | \$495,000 | \$495,000 | 401 | 0 | \$0 | \$0 | 0 | -100.00% | -100.00% |
| Commercial | 3 | \$357,000 | \$344,000 | 174 | 3 | \$110,700 | \$95,233 | 374 | 0.00% | -68.99% |
| Land & Farms | 21 | \$45,000 | \$110,881 | 316 | 24 | \$71,200 | \$78,900 | 113 | 14.29% | 58.22% |
| TOTALS | 579 | \$168,800 | \$186,847 | 131 | 712 | \$165,394 | \$186,820 | 116 | 22.97% | -2.02% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Settled Sales by City - Month
February 2011 vs. February 2012 vs. February 2013

| City | Area #'s | February 2011 | | | February 2012 | | | February 2013 | | | % chg Units 2012-13 | % chg Mdn SP 2012-13 |
|--------------------------------------|----------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------------------|----------------------------|
| | | Units | Median Sale | Avg. Sale | Units | Median Sale | Avg. Sale | Units | Median Sale | Avg. Sale | | |
| Norfolk | 11-13 | 154 | \$142,400 | \$173,973 | 183 | \$134,900 | \$155,619 | 183 | \$164,500 | \$180,220 | 0.00% | 21.94% |
| Va. Beach | 41-48 | 343 | \$217,900 | \$262,627 | 389 | \$216,000 | \$255,269 | 393 | \$215,000 | \$268,410 | 1.03% | -0.46% |
| Portsmouth | 21-22 | 60 | \$126,050 | \$123,876 | 98 | \$104,450 | \$115,322 | 77 | \$100,000 | \$104,587 | -21.43% | -4.26% |
| Chesapeake | 31-33 | 176 | \$202,000 | \$218,945 | 195 | \$226,500 | \$240,606 | 216 | \$208,250 | \$219,054 | 10.77% | -8.06% |
| Suffolk | 61-63 | 65 | \$214,900 | \$216,869 | 73 | \$175,000 | \$189,293 | 94 | \$219,950 | \$221,340 | 28.77% | 25.69% |
| Smithfield/Isle Wight | 64-66 | 21 | \$220,000 | \$219,912 | 19 | \$225,000 | \$251,705 | 28 | \$245,000 | \$271,993 | 47.37% | 8.89% |
| Franklin | 67 | 5 | \$55,900 | \$97,030 | 15 | \$89,900 | \$121,054 | 4 | \$52,500 | \$75,500 | -73.33% | -41.60% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 13 | \$90,000 | \$111,719 | 15 | \$123,000 | \$147,383 | 13 | \$100,000 | \$104,000 | -13.33% | -18.70% |
| Southside Totals | | 837 | \$190,000 | \$219,226 | 987 | \$183,500 | \$211,373 | 1,008 | \$191,200 | \$222,133 | 2.13% | 4.20% |

| | | | | | | | | | | | | |
|--|---------|-----------|------------------|------------------|-----------|------------------|------------------|-----------|------------------|------------------|---------------|--------------|
| Northampton | 53 | 0 | \$0 | \$0 | 1 | \$145,500 | \$145,500 | 1 | \$31,000 | \$31,000 | 0.00% | -78.69% |
| Accomack | 54 | 1 | \$50,000 | \$50,000 | 0 | \$0 | \$0 | 1 | \$250,000 | \$250,000 | 0.00% | 0.00% |
| Outlying Virginia | Others | 6 | \$199,950 | \$182,817 | 10 | \$215,372 | \$213,953 | 8 | \$165,000 | \$207,000 | -20.00% | -23.39% |
| North Carolina | 200-290 | 13 | \$180,000 | \$263,915 | 34 | \$152,450 | \$153,029 | 33 | \$175,000 | \$197,598 | -2.94% | 14.79% |
| Other out of State | 59 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 1 | \$58,000 | \$58,000 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 20 | \$180,000 | \$228,890 | 45 | \$170,000 | \$166,400 | 44 | \$171,250 | \$193,540 | -2.22% | 0.74% |

| | | | | | | | | | | | | |
|-------------------------|---------|--------------|------------------|------------------|--------------|------------------|------------------|--------------|------------------|------------------|---------------|---------------|
| Hampton | 101-105 | 67 | \$142,000 | \$140,130 | 92 | \$125,000 | \$147,036 | 106 | \$129,500 | \$140,875 | 15.22% | 3.60% |
| Newport News | 106-110 | 98 | \$138,500 | \$139,039 | 90 | \$156,600 | \$158,253 | 121 | \$139,900 | \$154,766 | 34.44% | -10.66% |
| James City County | 115-119 | 30 | \$274,750 | \$282,659 | 58 | \$275,000 | \$298,267 | 53 | \$241,130 | \$290,652 | -8.62% | -12.32% |
| York County | 112-113 | 28 | \$286,450 | \$299,943 | 33 | \$249,000 | \$270,874 | 43 | \$269,000 | \$264,599 | 30.30% | 8.03% |
| Poquoson | 111 | 9 | \$240,000 | \$236,044 | 5 | \$326,000 | \$342,400 | 3 | \$450,000 | \$425,000 | -40.00% | 38.04% |
| Williamsburg | 114 | 3 | \$400,000 | \$338,333 | 5 | \$375,000 | \$338,800 | 2 | \$264,000 | \$264,000 | -60.00% | -29.60% |
| Gloucester | 120-121 | 10 | \$194,450 | \$184,845 | 17 | \$168,800 | \$164,218 | 17 | \$170,000 | \$173,277 | 0.00% | 0.71% |
| Mathews County | 126 | 3 | \$360,000 | \$436,667 | 3 | \$115,100 | \$113,367 | 0 | \$0 | \$0 | -100.00% | -100.00% |
| Middlesex County | 125 | 0 | \$0 | \$0 | 2 | \$143,000 | \$143,000 | 1 | \$42,000 | \$42,000 | -50.00% | -70.63% |
| Peninsula Totals | | 248 | \$168,500 | \$186,252 | 305 | \$170,000 | \$199,450 | 346 | \$165,394 | \$188,533 | 13.44% | -2.71% |
| Totals | | 1,105 | \$185,400 | \$212,000 | 1,337 | \$179,000 | \$207,139 | 1,398 | \$183,000 | \$212,917 | 4.56% | 2.23% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Settled Sales by City - YTD

January - February 2012 - 2013

| City | Area #'s | January 2012 - February 2012 | | | | January 2013 - February 2013 | | | | % change in Units 2012-13 | % change Mdn SP 2012-13 |
|---------------------------------------|----------|------------------------------|-------------------|------------------|------------|------------------------------|-------------------|------------------|-----------|---------------------------|-------------------------|
| | | Units | Median Sale Price | Avg. Sale Price | Avg. MT | Units | Median Sale Price | Avg. Sale Price | Avg. MT | | |
| Norfolk | 11-13 | 346 | \$128,550 | \$150,051 | 100 | 353 | \$155,000 | \$182,480 | 102 | 2.02% | 20.58% |
| Va. Beach | 41-48 | 709 | \$211,000 | \$253,095 | 100 | 768 | \$218,250 | \$267,096 | 90 | 8.32% | 3.44% |
| Portsmouth | 21-22 | 186 | \$105,500 | \$118,706 | 94 | 164 | \$100,000 | \$110,882 | 101 | -11.83% | -5.21% |
| Chesapeake | 31-33 | 384 | \$220,000 | \$226,899 | 104 | 453 | \$214,000 | \$224,832 | 95 | 17.97% | -2.73% |
| Suffolk | 61-63 | 129 | \$184,900 | \$200,765 | 125 | 184 | \$217,576 | \$208,915 | 100 | 42.64% | 17.67% |
| Smithfield/Isle Wight | 64-66 | 37 | \$229,000 | \$250,922 | 166 | 53 | \$245,000 | \$269,058 | 98 | 43.24% | 6.99% |
| Franklin | 67 | 18 | \$87,450 | \$113,045 | 125 | 11 | \$50,000 | \$76,618 | 134 | -38.89% | -42.82% |
| SOHM, SURC, S USC, EMP and Greenville | 68-72 | 28 | \$97,000 | \$125,245 | 185 | 26 | \$102,500 | \$120,296 | 204 | -7.14% | 5.67% |
| Southside Totals | | 1,837 | \$180,000 | \$207,564 | 105 | 2,012 | \$195,650 | \$221,794 | 97 | 9.53% | 8.69% |

| | | | | | | | | | | | |
|--|---------|-----------|------------------|------------------|------------|-----------|------------------|------------------|------------|---------------|---------------|
| Northampton | 53 | 2 | \$172,875 | \$172,875 | 122 | 2 | \$83,094 | \$83,094 | 37 | 0.00% | -51.93% |
| Accomack | 54 | 2 | \$74,000 | \$74,000 | 124 | 1 | \$250,000 | \$250,000 | 489 | -50.00% | 237.84% |
| Outlying Virginia | Others | 23 | \$232,287 | \$213,205 | 197 | 16 | \$145,700 | \$180,735 | 129 | -30.43% | -37.28% |
| North Carolina | 200-290 | 53 | \$170,000 | \$173,970 | 166 | 58 | \$185,222 | \$206,514 | 124 | 9.43% | 8.95% |
| Other out of State | 59 | 0 | \$0 | \$0 | 0 | 2 | \$417,000 | \$417,000 | 16 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 80 | \$172,000 | \$182,723 | 172 | 79 | \$169,000 | \$204,048 | 124 | -1.25% | -1.74% |

| | | | | | | | | | | | |
|-------------------------|---------|--------------|------------------|------------------|------------|--------------|------------------|------------------|------------|---------------|---------------|
| Hampton | 101-105 | 160 | \$128,450 | \$147,023 | 121 | 201 | \$127,000 | \$136,010 | 101 | 25.63% | -1.13% |
| Newport News | 106-110 | 194 | \$140,500 | \$143,311 | 106 | 247 | \$138,000 | \$144,531 | 116 | 27.32% | -1.78% |
| James City County | 115-119 | 100 | \$247,050 | \$274,669 | 136 | 105 | \$272,075 | \$289,139 | 129 | 5.00% | 10.13% |
| York County | 112-113 | 55 | \$235,000 | \$249,582 | 122 | 88 | \$260,500 | \$265,691 | 123 | 60.00% | 10.85% |
| Poquoson | 111 | 9 | \$270,000 | \$293,756 | 130 | 17 | \$249,000 | \$281,624 | 120 | 88.89% | -7.78% |
| Williamsburg | 114 | 9 | \$313,130 | \$326,681 | 100 | 10 | \$247,850 | \$271,220 | 105 | 11.11% | -20.85% |
| Gloucester | 120-121 | 40 | \$164,400 | \$188,922 | 236 | 38 | \$197,500 | \$201,617 | 139 | -5.00% | 20.13% |
| Mathews County | 126 | 8 | \$122,250 | \$249,100 | 473 | 4 | \$184,950 | \$219,925 | 81 | -50.00% | 51.29% |
| Middlesex County | 125 | 4 | \$122,500 | \$132,750 | 80 | 2 | \$98,500 | \$98,500 | 360 | -50.00% | -19.59% |
| Peninsula Totals | | 579 | \$168,800 | \$186,847 | 131 | 712 | \$165,394 | \$186,820 | 116 | 22.97% | -2.02% |
| Totals | | 2,496 | \$175,000 | \$201,962 | 113 | 2,803 | \$186,500 | \$212,410 | 103 | 12.30% | 6.57% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Settled Sales - Detached / Attached by City - Month

February 2012 vs. February 2013

| City | Area #'s | February 2012 | | | | February 2013 | | | | % change in Units 2012-13 | % change Mdn SP 2012-13 |
|--------------------------------------|----------|---------------|--------------------|------------------|------------|---------------|--------------------|------------------|-----------|---------------------------|-------------------------|
| | | Units | Median Sales Price | Avg. Sales Price | Avg. MT | Units | Median Sales Price | Avg. Sales Price | Avg. MT | | |
| Norfolk | 11-13 | 174 | \$135,000 | \$159,348 | 101 | 165 | \$157,500 | \$173,325 | 102 | -5.17% | 16.67% |
| Va. Beach | 41-48 | 382 | \$215,500 | \$254,849 | 93 | 383 | \$217,000 | \$270,094 | 85 | 0.26% | 0.70% |
| Portsmouth | 21-22 | 96 | \$104,950 | \$116,673 | 100 | 72 | \$100,000 | \$106,397 | 125 | -25.00% | -4.72% |
| Chesapeake | 31-33 | 189 | \$227,705 | \$232,359 | 101 | 205 | \$220,000 | \$225,756 | 96 | 8.47% | -3.38% |
| Suffolk | 61-63 | 64 | \$199,450 | \$203,222 | 130 | 92 | \$220,000 | \$223,793 | 103 | 43.75% | 10.30% |
| Smithfield/Isle Wight | 64-66 | 16 | \$256,250 | \$277,869 | 175 | 27 | \$240,000 | \$261,696 | 107 | 68.75% | -6.34% |
| Franklin | 67 | 15 | \$89,900 | \$121,054 | 142 | 3 | \$55,000 | \$84,000 | 220 | -80.00% | -38.82% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 12 | \$147,750 | \$167,446 | 195 | 12 | \$105,000 | \$109,417 | 177 | 0.00% | -28.93% |
| Southside Totals | | 948 | \$185,950 | \$212,524 | 103 | 959 | \$195,000 | \$224,405 | 97 | 1.16% | 4.87% |

| | | | | | | | | | | | |
|--|---------|-----------|------------------|------------------|------------|-----------|------------------|------------------|------------|---------------|---------------|
| Northampton | 53 | 1 | \$145,500 | \$145,500 | 163 | 1 | \$31,000 | \$31,000 | 39 | 0.00% | -78.69% |
| Accomack | 54 | 0 | \$0 | \$0 | 0 | 1 | \$250,000 | \$250,000 | 489 | 0.00% | 0.00% |
| Outlying Virginia | Others | 8 | \$240,872 | \$242,441 | 73 | 8 | \$165,000 | \$207,000 | 102 | 0.00% | -31.50% |
| North Carolina | 200-290 | 29 | \$170,000 | \$163,899 | 138 | 31 | \$177,500 | \$203,824 | 91 | 6.90% | 4.41% |
| Other out of State | 59 | 0 | \$0 | \$0 | 0 | 1 | \$58,000 | \$58,000 | 28 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 38 | \$184,500 | \$179,950 | 125 | 42 | \$174,250 | \$197,942 | 100 | 10.53% | -5.56% |

| | | | | | | | | | | | |
|-------------------------|---------|--------------|------------------|------------------|------------|--------------|------------------|------------------|------------|---------------|---------------|
| Hampton | 101-105 | 88 | \$125,450 | \$145,083 | 120 | 103 | \$130,000 | \$143,920 | 103 | 17.05% | 3.63% |
| Newport News | 106-110 | 88 | \$156,600 | \$156,855 | 115 | 115 | \$142,900 | \$159,557 | 95 | 30.68% | -8.75% |
| James City County | 115-119 | 53 | \$282,000 | \$308,103 | 125 | 51 | \$242,900 | \$297,472 | 130 | -3.77% | -13.87% |
| York County | 112-113 | 33 | \$249,000 | \$270,874 | 155 | 42 | \$269,500 | \$268,041 | 121 | 27.27% | 8.23% |
| Poquoson | 111 | 5 | \$326,000 | \$342,400 | 154 | 3 | \$450,000 | \$425,000 | 142 | -40.00% | 38.04% |
| Williamsburg | 114 | 4 | \$377,000 | \$358,500 | 98 | 2 | \$264,000 | \$264,000 | 236 | -50.00% | -29.97% |
| Gloucester | 120-121 | 13 | \$215,000 | \$206,823 | 172 | 15 | \$180,000 | \$190,220 | 162 | 15.38% | -16.28% |
| Mathews County | 126 | 3 | \$115,100 | \$113,367 | 74 | 0 | \$0 | \$0 | 0 | -100.00% | -100.00% |
| Middlesex County | 125 | 1 | \$221,000 | \$221,000 | 67 | 1 | \$42,000 | \$42,000 | 392 | 0.00% | -81.00% |
| Peninsula Totals | | 288 | \$174,708 | \$202,204 | 125 | 332 | \$169,690 | \$193,674 | 111 | 15.28% | -2.87% |
| Totals | | 1,274 | \$184,900 | \$209,219 | 108 | 1,333 | \$189,000 | \$215,918 | 101 | 4.63% | 2.22% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Settled Sales - Detached / Attached by City - YTD

January - February 2012 - 2013

| City | Area #'s | January 2012 - February 2012 | | | | January 2013 - February 2013 | | | | % change in Units 2012-13 | % change Mdn SP 2012-13 |
|--------------------------------------|----------|------------------------------|--------------------|------------------|------------|------------------------------|--------------------|------------------|-----------|---------------------------|-------------------------|
| | | Units | Median Sales Price | Avg. Sales Price | Avg. MT | Units | Median Sales Price | Avg. Sales Price | Avg. MT | | |
| Norfolk | 11-13 | 329 | \$133,000 | \$153,927 | 99 | 326 | \$155,000 | \$179,207 | 100 | -0.91% | 16.54% |
| Va. Beach | 41-48 | 697 | \$210,500 | \$253,171 | 97 | 750 | \$219,450 | \$268,404 | 85 | 7.60% | 4.25% |
| Portsmouth | 21-22 | 181 | \$109,000 | \$120,635 | 95 | 156 | \$101,725 | \$112,227 | 103 | -13.81% | -6.67% |
| Chesapeake | 31-33 | 370 | \$220,750 | \$224,798 | 97 | 432 | \$220,000 | \$230,075 | 87 | 16.76% | -0.34% |
| Suffolk | 61-63 | 118 | \$207,450 | \$210,716 | 123 | 178 | \$219,950 | \$212,623 | 94 | 50.85% | 6.03% |
| Smithfield/Isle Wight | 64-66 | 34 | \$242,500 | \$263,165 | 161 | 49 | \$245,000 | \$271,328 | 102 | 44.12% | 1.03% |
| Franklin | 67 | 18 | \$87,450 | \$113,045 | 125 | 10 | \$44,950 | \$79,280 | 113 | -44.44% | -48.60% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 23 | \$111,000 | \$142,628 | 159 | 23 | \$110,000 | \$131,770 | 209 | 0.00% | -0.90% |
| Southside Totals | | 1,770 | \$184,450 | \$209,740 | 102 | 1,924 | \$199,900 | \$224,319 | 92 | 8.70% | 8.38% |

| | | | | | | | | | | | |
|--|---------|-----------|------------------|------------------|------------|-----------|------------------|------------------|------------|--------------|----------------|
| Northampton | 53 | 2 | \$172,875 | \$172,875 | 122 | 2 | \$83,094 | \$83,094 | 37 | 0.00% | -51.93% |
| Accomack | 54 | 2 | \$74,000 | \$74,000 | 124 | 1 | \$250,000 | \$250,000 | 489 | -50.00% | 237.84% |
| Outlying Virginia | Others | 21 | \$235,744 | \$223,986 | 158 | 15 | \$156,500 | \$188,784 | 121 | -28.57% | -33.61% |
| North Carolina | 200-290 | 46 | \$190,500 | \$189,098 | 133 | 55 | \$197,000 | \$213,571 | 118 | 19.57% | 3.41% |
| Other out of State | 59 | 0 | \$0 | \$0 | 0 | 2 | \$417,000 | \$417,000 | 16 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 71 | \$196,000 | \$195,718 | 140 | 75 | \$175,000 | \$211,045 | 118 | 5.63% | -10.71% |

| | | | | | | | | | | | |
|-------------------------|---------|--------------|------------------|------------------|------------|--------------|------------------|------------------|------------|---------------|---------------|
| Hampton | 101-105 | 153 | \$132,000 | \$147,737 | 120 | 194 | \$128,500 | \$138,631 | 101 | 26.80% | -2.65% |
| Newport News | 106-110 | 189 | \$142,000 | \$141,602 | 103 | 234 | \$142,450 | \$148,340 | 118 | 23.81% | 0.32% |
| James City County | 115-119 | 94 | \$249,995 | \$280,010 | 114 | 101 | \$275,000 | \$293,675 | 127 | 7.45% | 10.00% |
| York County | 112-113 | 55 | \$235,000 | \$249,582 | 122 | 86 | \$264,000 | \$270,183 | 110 | 56.36% | 12.34% |
| Poquoson | 111 | 9 | \$270,000 | \$293,756 | 130 | 17 | \$249,000 | \$281,624 | 120 | 88.89% | -7.78% |
| Williamsburg | 114 | 8 | \$344,065 | \$335,016 | 108 | 10 | \$247,850 | \$271,220 | 105 | 25.00% | -27.96% |
| Gloucester | 120-121 | 33 | \$173,000 | \$221,058 | 207 | 35 | \$212,000 | \$216,259 | 141 | 6.06% | 22.54% |
| Mathews County | 126 | 7 | \$119,000 | \$227,543 | 500 | 4 | \$184,950 | \$219,925 | 81 | -42.86% | 55.42% |
| Middlesex County | 125 | 3 | \$165,000 | \$155,333 | 84 | 2 | \$98,500 | \$98,500 | 360 | -33.33% | -40.30% |
| Peninsula Totals | | 551 | \$169,900 | \$188,915 | 123 | 683 | \$168,000 | \$191,286 | 115 | 23.96% | -1.12% |
| Totals | | 2,392 | \$179,312 | \$204,527 | 108 | 2,682 | \$190,000 | \$215,536 | 99 | 12.12% | 5.96% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Settled Sales - Detached / Attached Resale by City - Month

February 2011 vs. February 2012 vs. February 2013

| City | Area #'s | February 2011 | | | February 2012 | | | February 2013 | | | % chg Units 2012-13 | % chg Mdn SP 2012-13 |
|--|----------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------------------|----------------------------|
| | | Units | Median Sale | Avg. Sale | Units | Median Sale | Avg. Sale | Units | Median Sale | Avg. Sale | | |
| Norfolk | 11-13 | 132 | \$143,450 | \$172,292 | 159 | \$126,000 | \$148,117 | 146 | \$138,650 | \$162,628 | -8.18% | 10.04% |
| Va. Beach | 41-48 | 295 | \$210,000 | \$250,442 | 339 | \$195,000 | \$234,634 | 347 | \$205,000 | \$257,021 | 2.36% | 5.13% |
| Portsmouth | 21-22 | 55 | \$123,900 | \$121,931 | 92 | \$102,000 | \$114,345 | 68 | \$94,950 | \$100,433 | -26.09% | -6.91% |
| Chesapeake | 31-33 | 137 | \$184,000 | \$202,007 | 148 | \$215,500 | \$217,874 | 150 | \$189,900 | \$205,501 | 1.35% | -11.88% |
| Suffolk | 61-63 | 48 | \$193,950 | \$195,920 | 50 | \$165,610 | \$188,999 | 69 | \$200,000 | \$196,252 | 38.00% | 20.77% |
| Smithfield/Isle Wight | 64-66 | 14 | \$259,750 | \$275,093 | 11 | \$255,000 | \$220,227 | 23 | \$240,000 | \$255,798 | 109.09% | -5.88% |
| Franklin | 67 | 5 | \$55,900 | \$97,030 | 15 | \$89,900 | \$121,054 | 3 | \$55,000 | \$84,000 | -80.00% | -38.82% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 11 | \$92,000 | \$121,673 | 9 | \$111,000 | \$143,222 | 12 | \$105,000 | \$109,417 | 33.33% | -5.41% |
| Southside Totals | | 697 | \$184,900 | \$209,588 | 823 | \$170,000 | \$195,424 | 818 | \$175,000 | \$209,749 | -0.61% | 2.94% |
| Northampton | 53 | 0 | \$0 | \$0 | 1 | \$145,500 | \$145,500 | 1 | \$31,000 | \$31,000 | 0.00% | -78.69% |
| Accomack | 54 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 1 | \$250,000 | \$250,000 | 0.00% | 0.00% |
| Outlying Virginia | Others | 6 | \$199,950 | \$182,817 | 5 | \$195,000 | \$236,800 | 8 | \$165,000 | \$207,000 | 60.00% | -15.38% |
| North Carolina | 200-290 | 12 | \$207,950 | \$279,450 | 23 | \$115,000 | \$137,585 | 26 | \$172,000 | \$187,458 | 13.04% | 49.57% |
| Other out of State | 59 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 1 | \$58,000 | \$58,000 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 18 | \$200,000 | \$247,239 | 29 | \$149,900 | \$154,964 | 37 | \$169,000 | \$185,646 | 27.59% | 12.74% |
| Hampton | 101-105 | 62 | \$137,950 | \$133,683 | 82 | \$122,500 | \$138,600 | 97 | \$128,000 | \$136,491 | 18.29% | 4.49% |
| Newport News | 106-110 | 91 | \$131,000 | \$136,825 | 84 | \$153,812 | \$152,470 | 110 | \$139,900 | \$157,250 | 30.95% | -9.04% |
| James City County | 115-119 | 22 | \$306,500 | \$310,452 | 41 | \$285,000 | \$317,351 | 37 | \$248,000 | \$309,657 | -9.76% | -12.98% |
| York County | 112-113 | 18 | \$311,000 | \$309,967 | 30 | \$242,000 | \$260,580 | 39 | \$269,000 | \$268,464 | 30.00% | 11.16% |
| Poquoson | 111 | 8 | \$245,000 | \$260,112 | 5 | \$326,000 | \$342,400 | 3 | \$450,000 | \$425,000 | -40.00% | 38.04% |
| Williamsburg | 114 | 2 | \$307,500 | \$307,500 | 3 | \$375,000 | \$351,667 | 2 | \$264,000 | \$264,000 | -33.33% | -29.60% |
| Gloucester | 120-121 | 7 | \$199,000 | \$206,543 | 12 | \$192,500 | \$204,892 | 14 | \$175,000 | \$186,071 | 16.67% | -9.09% |
| Mathews County | 126 | 2 | \$530,000 | \$530,000 | 3 | \$115,100 | \$113,367 | 0 | \$0 | \$0 | -100.00% | -100.00% |
| Middlesex County | 125 | 0 | \$0 | \$0 | 1 | \$221,000 | \$221,000 | 1 | \$42,000 | \$42,000 | 0.00% | -81.00% |
| Peninsula Totals | | 212 | \$165,000 | \$180,898 | 261 | \$169,000 | \$194,591 | 303 | \$162,500 | \$187,837 | 16.09% | -3.85% |
| Totals | | 927 | \$180,000 | \$203,758 | 1,113 | \$170,000 | \$194,174 | 1,158 | \$170,400 | \$203,245 | 4.04% | 0.24% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Settled Sales - Detached / Attached Resale by City - YTD

January - February 2012 - 2013

| City | Area #'s | January 2012 - February 2012 | | | | January 2013 - February 2013 | | | | % change in Units 2012-13 | % change Mdn SP 2012-13 |
|--------------------------------------|----------|------------------------------|-------------------|------------------|------------|------------------------------|-------------------|------------------|-----------|---------------------------|-------------------------|
| | | Units | Median Sale Price | Avg. Sale Price | Avg. MT | Units | Median Sale Price | Avg. Sale Price | Avg. MT | | |
| Norfolk | 11-13 | 298 | \$122,500 | \$144,091 | 99 | 287 | \$140,000 | \$164,470 | 103 | -3.69% | 14.29% |
| Va. Beach | 41-48 | 625 | \$195,000 | \$235,680 | 100 | 669 | \$205,000 | \$250,836 | 85 | 7.04% | 5.13% |
| Portsmouth | 21-22 | 169 | \$104,900 | \$116,403 | 98 | 151 | \$100,000 | \$109,380 | 102 | -10.65% | -4.67% |
| Chesapeake | 31-33 | 291 | \$212,000 | \$210,073 | 98 | 320 | \$193,750 | \$211,074 | 88 | 9.97% | -8.61% |
| Suffolk | 61-63 | 95 | \$165,900 | \$191,534 | 118 | 132 | \$189,400 | \$186,600 | 102 | 38.95% | 14.17% |
| Smithfield/Isle Wight | 64-66 | 26 | \$227,500 | \$230,992 | 148 | 41 | \$240,000 | \$255,509 | 91 | 57.69% | 5.49% |
| Franklin | 67 | 18 | \$87,450 | \$113,045 | 125 | 10 | \$44,950 | \$79,280 | 113 | -44.44% | -48.60% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 20 | \$97,000 | \$128,005 | 149 | 22 | \$107,500 | \$130,991 | 210 | 10.00% | 10.82% |
| Southside Totals | | 1,542 | \$167,750 | \$194,448 | 102 | 1,632 | \$178,000 | \$207,019 | 94 | 5.84% | 6.11% |

| | | | | | | | | | | | |
|--|---------|-----------|------------------|------------------|------------|-----------|------------------|------------------|------------|---------------|--------------|
| Northampton | 53 | 2 | \$172,875 | \$172,875 | 122 | 2 | \$83,094 | \$83,094 | 37 | 0.00% | -51.93% |
| Accomack | 54 | 2 | \$74,000 | \$74,000 | 124 | 1 | \$250,000 | \$250,000 | 489 | -50.00% | 237.84% |
| Outlying Virginia | Others | 16 | \$217,450 | \$224,494 | 170 | 15 | \$156,500 | \$188,784 | 121 | -6.25% | -28.03% |
| North Carolina | 200-290 | 36 | \$152,500 | \$166,413 | 137 | 48 | \$176,250 | \$202,423 | 119 | 33.33% | 15.57% |
| Other out of State | 59 | 0 | \$0 | \$0 | 0 | 2 | \$417,000 | \$417,000 | 16 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 56 | \$155,500 | \$179,938 | 146 | 68 | \$168,000 | \$202,916 | 120 | 21.43% | 8.04% |

| | | | | | | | | | | | |
|-------------------------|---------|--------------|------------------|------------------|------------|--------------|------------------|------------------|------------|---------------|--------------|
| Hampton | 101-105 | 140 | \$125,000 | \$139,066 | 119 | 183 | \$121,000 | \$131,484 | 97 | 30.71% | -3.20% |
| Newport News | 106-110 | 170 | \$125,000 | \$131,252 | 102 | 224 | \$139,700 | \$144,599 | 116 | 31.76% | 11.76% |
| James City County | 115-119 | 72 | \$247,050 | \$281,485 | 122 | 73 | \$275,000 | \$304,951 | 117 | 1.39% | 11.31% |
| York County | 112-113 | 50 | \$235,000 | \$243,894 | 123 | 81 | \$264,000 | \$269,926 | 110 | 62.00% | 12.34% |
| Poquoson | 111 | 8 | \$246,000 | \$276,750 | 122 | 17 | \$249,000 | \$281,624 | 120 | 112.50% | 1.22% |
| Williamsburg | 114 | 7 | \$313,130 | \$328,733 | 103 | 10 | \$247,850 | \$271,220 | 105 | 42.86% | -20.85% |
| Gloucester | 120-121 | 29 | \$170,000 | \$217,655 | 224 | 28 | \$184,500 | \$202,468 | 155 | -3.45% | 8.53% |
| Mathews County | 126 | 7 | \$119,000 | \$227,543 | 500 | 4 | \$184,950 | \$219,925 | 81 | -42.86% | 55.42% |
| Middlesex County | 125 | 3 | \$165,000 | \$155,333 | 84 | 2 | \$98,500 | \$98,500 | 360 | -33.33% | -40.30% |
| Peninsula Totals | | 486 | \$155,000 | \$179,279 | 125 | 622 | \$161,000 | \$184,602 | 112 | 27.98% | 3.87% |
| Totals | | 2,084 | \$165,000 | \$190,521 | 109 | 2,322 | \$172,700 | \$200,894 | 100 | 11.42% | 4.67% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Settled Sales - Detached / Attached New Construction by City - Month

February 2011 vs. February 2012 vs. February 2013

| City | Area #'s | February 2011 | | | February 2012 | | | February 2013 | | | % chg Units 2012-13 | % chg Mdn SP 2012-13 |
|--------------------------------------|----------|---------------|------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|---------------------------|----------------------------|
| | | Units | Median Sale | Avg. Sale | Units | Median Sale | Avg. Sale | Units | Median Sale | Avg. Sale | | |
| Norfolk | 11-13 | 8 | \$279,000 | \$377,738 | 15 | \$227,900 | \$278,395 | 19 | \$237,000 | \$255,524 | 26.67% | 3.99% |
| Va. Beach | 41-48 | 39 | \$350,000 | \$374,383 | 43 | \$375,000 | \$414,223 | 36 | \$361,782 | \$396,094 | -16.28% | -3.52% |
| Portsmouth | 21-22 | 3 | \$209,060 | \$217,120 | 4 | \$168,500 | \$170,225 | 4 | \$220,305 | \$207,776 | 0.00% | 30.74% |
| Chesapeake | 31-33 | 38 | \$284,950 | \$282,549 | 41 | \$284,389 | \$284,645 | 55 | \$279,900 | \$280,994 | 34.15% | -1.58% |
| Suffolk | 61-63 | 12 | \$297,450 | \$311,537 | 14 | \$242,452 | \$254,018 | 23 | \$284,151 | \$306,417 | 64.29% | 17.20% |
| Smithfield/Isle Wight | 64-66 | 1 | \$253,943 | \$253,943 | 5 | \$389,900 | \$404,680 | 4 | \$299,000 | \$295,610 | -20.00% | -23.31% |
| Franklin | 67 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0.00% | 0.00% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 0 | \$0 | \$0 | 3 | \$209,900 | \$240,117 | 0 | \$0 | \$0 | -100.00% | -100.00% |
| Southside Totals | | 101 | \$295,000 | \$326,767 | 125 | \$288,770 | \$325,111 | 141 | \$279,900 | \$309,434 | 12.80% | -3.07% |

| | | | | | | | | | | | | |
|--|---------|----------|------------|------------|----------|------------------|------------------|----------|------------------|------------------|----------------|---------------|
| Northampton | 53 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0.00% | 0.00% |
| Accomack | 54 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0.00% | 0.00% |
| Outlying Virginia | Others | 0 | \$0 | \$0 | 3 | \$246,000 | \$251,843 | 0 | \$0 | \$0 | -100.00% | -100.00% |
| North Carolina | 200-290 | 0 | \$0 | \$0 | 6 | \$288,750 | \$264,770 | 5 | \$343,155 | \$288,926 | -16.67% | 18.84% |
| Other out of State | 59 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 0 | \$0 | \$0 | 9 | \$273,785 | \$260,461 | 5 | \$343,155 | \$288,926 | -44.44% | 25.34% |

| | | | | | | | | | | | | |
|-------------------------|---------|------------|------------------|------------------|------------|------------------|------------------|------------|------------------|------------------|--------------|---------------|
| Hampton | 101-105 | 4 | \$273,950 | \$270,712 | 6 | \$245,338 | \$233,692 | 6 | \$271,625 | \$264,017 | 0.00% | 10.71% |
| Newport News | 106-110 | 7 | \$154,595 | \$167,827 | 4 | \$244,234 | \$248,935 | 5 | \$218,000 | \$210,298 | 25.00% | -10.74% |
| James City County | 115-119 | 7 | \$199,900 | \$231,404 | 12 | \$231,248 | \$276,508 | 14 | \$238,312 | \$265,268 | 16.67% | 3.05% |
| York County | 112-113 | 4 | \$437,500 | \$464,500 | 3 | \$264,900 | \$373,819 | 3 | \$279,285 | \$262,547 | 0.00% | 5.43% |
| Poquoson | 111 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0.00% | 0.00% |
| Williamsburg | 114 | 1 | \$400,000 | \$400,000 | 1 | \$379,000 | \$379,000 | 0 | \$0 | \$0 | -100.00% | -100.00% |
| Gloucester | 120-121 | 2 | \$178,825 | \$178,825 | 1 | \$230,000 | \$230,000 | 1 | \$248,305 | \$248,305 | 0.00% | 7.96% |
| Mathews County | 126 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0.00% | 0.00% |
| Middlesex County | 125 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 0.00% | 0.00% |
| Peninsula Totals | | 25 | \$237,000 | \$259,725 | 27 | \$259,900 | \$275,794 | 29 | \$248,305 | \$254,665 | 7.41% | -4.46% |
| Totals | | 126 | \$284,998 | \$313,465 | 161 | \$279,000 | \$313,227 | 175 | \$273,900 | \$299,772 | 8.70% | -1.83% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Settled Sales - Detached / Attached New Construction by City - YTD

January - February 2012 - 2013

| City | Area #'s | January 2012 - February 2012 | | | | January 2013 - February 2013 | | | | % change in Units 2012-13 | % change Mdn SP 2012-13 |
|--------------------------------------|----------|------------------------------|-------------------|------------------|-----------|------------------------------|-------------------|------------------|-----------|---------------------------|-------------------------|
| | | Units | Median Sale Price | Avg. Sale Price | Avg. MT | Units | Median Sale Price | Avg. Sale Price | Avg. MT | | |
| Norfolk | 11-13 | 31 | \$220,000 | \$248,483 | 107 | 39 | \$237,000 | \$287,654 | 72 | 25.81% | 7.73% |
| Va. Beach | 41-48 | 72 | \$378,812 | \$404,998 | 72 | 81 | \$361,495 | \$413,502 | 86 | 12.50% | -4.57% |
| Portsmouth | 21-22 | 12 | \$179,200 | \$180,242 | 47 | 5 | \$215,710 | \$198,221 | 118 | -58.33% | 20.37% |
| Chesapeake | 31-33 | 79 | \$270,900 | \$279,040 | 95 | 112 | \$279,900 | \$284,362 | 83 | 41.77% | 3.32% |
| Suffolk | 61-63 | 23 | \$259,900 | \$289,944 | 144 | 46 | \$262,582 | \$287,297 | 73 | 100.00% | 1.03% |
| Smithfield/Isle Wight | 64-66 | 8 | \$344,704 | \$367,726 | 202 | 8 | \$393,475 | \$352,403 | 157 | 0.00% | 14.15% |
| Franklin | 67 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 3 | \$209,900 | \$240,117 | 221 | 1 | \$148,900 | \$148,900 | 183 | -66.67% | -29.06% |
| Southside Totals | | 228 | \$278,200 | \$313,161 | 97 | 292 | \$289,045 | \$321,013 | 84 | 28.07% | 3.90% |

| | | | | | | | | | | | |
|--|---------|-----------|------------------|------------------|------------|----------|------------------|------------------|------------|----------------|---------------|
| Northampton | 53 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Accomack | 54 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Outlying Virginia | Others | 5 | \$235,744 | \$222,363 | 120 | 0 | \$0 | \$0 | 0 | -100.00% | -100.00% |
| North Carolina | 200-290 | 10 | \$288,250 | \$270,762 | 117 | 7 | \$343,155 | \$290,016 | 105 | -30.00% | 19.05% |
| Other out of State | 59 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 15 | \$253,000 | \$254,629 | 118 | 7 | \$343,155 | \$290,016 | 105 | -53.33% | 35.63% |

| | | | | | | | | | | | |
|-------------------------|---------|------------|------------------|------------------|------------|------------|------------------|------------------|------------|---------------|--------------|
| Hampton | 101-105 | 13 | \$252,365 | \$241,110 | 122 | 11 | \$267,425 | \$257,529 | 172 | -15.38% | 5.97% |
| Newport News | 106-110 | 19 | \$240,000 | \$234,209 | 114 | 10 | \$231,192 | \$232,137 | 157 | -47.37% | -3.67% |
| James City County | 115-119 | 22 | \$262,995 | \$275,181 | 89 | 28 | \$268,050 | \$264,276 | 152 | 27.27% | 1.92% |
| York County | 112-113 | 5 | \$245,000 | \$306,457 | 105 | 5 | \$279,285 | \$274,351 | 106 | 0.00% | 13.99% |
| Poquoson | 111 | 1 | \$429,800 | \$429,800 | 196 | 0 | \$0 | \$0 | 0 | -100.00% | -100.00% |
| Williamsburg | 114 | 1 | \$379,000 | \$379,000 | 146 | 0 | \$0 | \$0 | 0 | -100.00% | -100.00% |
| Gloucester | 120-121 | 4 | \$220,000 | \$245,725 | 87 | 7 | \$254,900 | \$271,423 | 84 | 75.00% | 15.86% |
| Mathews County | 126 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Middlesex County | 125 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Peninsula Totals | | 65 | \$249,990 | \$260,960 | 106 | 61 | \$254,900 | \$259,437 | 145 | -6.15% | 1.96% |
| Totals | | 308 | \$267,515 | \$299,294 | 100 | 360 | \$279,900 | \$309,976 | 95 | 16.88% | 4.63% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Settled Sales - Detached / Attached Condo by City - Month

February 2012 vs. February 2013

| City | Area #'s | February 2012 | | | | February 2013 | | | | % change in Units 2012-13 | % change Mdn SP 2012-13 |
|--------------------------------------|----------|---------------|--------------------|------------------|------------|---------------|--------------------|------------------|------------|---------------------------|-------------------------|
| | | Units | Median Sales Price | Avg. Sales Price | Avg. MT | Units | Median Sales Price | Avg. Sales Price | Avg. MT | | |
| Norfolk | 11-13 | 15 | \$144,900 | \$154,146 | 124 | 22 | \$212,500 | \$205,326 | 129 | 46.67% | 46.65% |
| Va. Beach | 41-48 | 77 | \$206,000 | \$221,704 | 116 | 71 | \$225,000 | \$251,124 | 83 | -7.79% | 9.22% |
| Portsmouth | 21-22 | 5 | \$105,000 | \$124,160 | 64 | 3 | \$174,000 | \$163,237 | 519 | -40.00% | 65.71% |
| Chesapeake | 31-33 | 24 | \$204,400 | \$204,760 | 91 | 37 | \$169,690 | \$181,680 | 88 | 54.17% | -16.98% |
| Suffolk | 61-63 | 14 | \$212,450 | \$203,292 | 184 | 8 | \$216,508 | \$193,387 | 174 | -42.86% | 1.91% |
| Smithfield/Isle Wight | 64-66 | 1 | \$222,500 | \$222,500 | 115 | 2 | \$197,745 | \$197,745 | 86 | 100.00% | -11.13% |
| Franklin | 67 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Southside Totals | | 136 | \$189,900 | \$205,787 | 117 | 143 | \$204,295 | \$220,290 | 105 | 5.15% | 7.58% |

| | | | | | | | | | | | |
|--|---------|----------|------------------|------------------|-----------|----------|------------|------------|----------|-----------------|-----------------|
| Northampton | 53 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Accomack | 54 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Outlying Virginia | Others | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| North Carolina | 200-290 | 1 | \$170,000 | \$170,000 | 55 | 0 | \$0 | \$0 | 0 | -100.00% | -100.00% |
| Other out of State | 59 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 1 | \$170,000 | \$170,000 | 55 | 0 | \$0 | \$0 | 0 | -100.00% | -100.00% |

| | | | | | | | | | | | |
|-------------------------|---------|------------|------------------|------------------|------------|------------|------------------|------------------|------------|--------------|--------------|
| Hampton | 101-105 | 6 | \$172,000 | \$143,212 | 132 | 8 | \$168,750 | \$151,850 | 82 | 33.33% | -1.89% |
| Newport News | 106-110 | 12 | \$170,450 | \$153,900 | 127 | 12 | \$87,500 | \$113,875 | 124 | 0.00% | -48.67% |
| James City County | 115-119 | 6 | \$154,588 | \$151,161 | 171 | 7 | \$190,250 | \$185,661 | 186 | 16.67% | 23.07% |
| York County | 112-113 | 7 | \$104,000 | \$125,257 | 240 | 4 | \$243,700 | \$232,255 | 144 | -42.86% | 134.33% |
| Poquoson | 111 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Williamsburg | 114 | 0 | \$0 | \$0 | 0 | 1 | \$115,000 | \$115,000 | 273 | 0.00% | 0.00% |
| Gloucester | 120-121 | 1 | \$168,800 | \$168,800 | 634 | 0 | \$0 | \$0 | 0 | -100.00% | -100.00% |
| Mathews County | 126 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Middlesex County | 125 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Peninsula Totals | | 32 | \$155,500 | \$145,582 | 177 | 32 | \$164,250 | \$153,905 | 134 | 0.00% | 5.63% |
| Totals | | 169 | \$180,000 | \$194,175 | 128 | 175 | \$194,000 | \$208,151 | 111 | 3.55% | 7.78% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

Settled Sales - Detached / Attached Condo by City - YTD

January - February 2012 - 2013

| City | Area #'s | January 2012 - February 2012 | | | | January 2013 - February 2013 | | | | % change in Units 2012-13 | % change Mdn SP 2012-13 |
|--------------------------------------|----------|------------------------------|--------------------|------------------|------------|------------------------------|--------------------|------------------|------------|---------------------------|-------------------------|
| | | Units | Median Sales Price | Avg. Sales Price | Avg. MT | Units | Median Sales Price | Avg. Sales Price | Avg. MT | | |
| Norfolk | 11-13 | 37 | \$142,500 | \$156,220 | 108 | 34 | \$225,000 | \$221,614 | 153 | -8.11% | 57.89% |
| Va. Beach | 41-48 | 144 | \$205,500 | \$233,708 | 111 | 146 | \$222,750 | \$242,699 | 99 | 1.39% | 8.39% |
| Portsmouth | 21-22 | 13 | \$125,000 | \$140,754 | 74 | 9 | \$172,000 | \$159,523 | 259 | -30.77% | 37.60% |
| Chesapeake | 31-33 | 58 | \$186,400 | \$192,356 | 93 | 73 | \$178,015 | \$198,250 | 70 | 25.86% | -4.50% |
| Suffolk | 61-63 | 22 | \$199,950 | \$192,004 | 151 | 25 | \$221,500 | \$201,724 | 127 | 13.64% | 10.78% |
| Smithfield/Isle Wight | 64-66 | 3 | \$222,500 | \$223,800 | 98 | 5 | \$205,500 | \$210,296 | 100 | 66.67% | -7.64% |
| Franklin | 67 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| SOHM, SURC, SUSC, EMP and Greenville | 68-72 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Southside Totals | | 277 | \$182,900 | \$206,917 | 108 | 292 | \$208,450 | \$222,505 | 105 | 5.42% | 13.97% |

| | | | | | | | | | | | |
|--|---------|----------|------------------|------------------|-----------|----------|------------------|------------------|-----------|--------------|---------------|
| Northampton | 53 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Accomack | 54 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Outlying Virginia | Others | 0 | \$0 | \$0 | 0 | 1 | \$167,000 | \$167,000 | 94 | 0.00% | 0.00% |
| North Carolina | 200-290 | 1 | \$170,000 | \$170,000 | 55 | 0 | \$0 | \$0 | 0 | -100.00% | -100.00% |
| Other out of State | 59 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Outlying VA/NC and Other Totals | | 1 | \$170,000 | \$170,000 | 55 | 1 | \$167,000 | \$167,000 | 94 | 0.00% | -1.76% |

| | | | | | | | | | | | |
|-------------------------|---------|------------|------------------|------------------|------------|------------|------------------|------------------|------------|---------------|---------------|
| Hampton | 101-105 | 8 | \$169,995 | \$132,658 | 130 | 13 | \$165,000 | \$156,817 | 57 | 62.50% | -2.94% |
| Newport News | 106-110 | 25 | \$148,000 | \$137,715 | 135 | 24 | \$65,000 | \$103,137 | 134 | -4.00% | -56.08% |
| James City County | 115-119 | 10 | \$139,950 | \$150,407 | 156 | 18 | \$175,208 | \$193,686 | 216 | 80.00% | 25.19% |
| York County | 112-113 | 9 | \$104,000 | \$120,756 | 214 | 7 | \$226,000 | \$220,712 | 125 | -22.22% | 117.31% |
| Poquoson | 111 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Williamsburg | 114 | 1 | \$170,000 | \$170,000 | 82 | 1 | \$115,000 | \$115,000 | 273 | 0.00% | -32.35% |
| Gloucester | 120-121 | 1 | \$168,800 | \$168,800 | 634 | 0 | \$0 | \$0 | 0 | -100.00% | -100.00% |
| Mathews County | 126 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Middlesex County | 125 | 0 | \$0 | \$0 | 0 | 0 | \$0 | \$0 | 0 | 0.00% | 0.00% |
| Peninsula Totals | | 54 | \$139,950 | \$137,663 | 160 | 63 | \$163,345 | \$153,337 | 143 | 16.67% | 16.72% |
| Totals | | 332 | \$177,762 | \$195,542 | 117 | 356 | \$198,500 | \$210,109 | 112 | 7.23% | 11.67% |

* Statistics are based on REIN member listings and may not represent the total units in these areas.

REIN, Inc.
Rental Listings Summary
Number of Units by Property Region
(Through February 2013)

| Month Year | Total Newly Listed Rentals | | | Change From 2012 | Total Rented Rentals | | | Change From 2012 |
|-----------------------|-----------------------------------|------------------|--------------|---------------------------------|-----------------------------|------------------|--------------|---------------------------------|
| | Southside | Peninsula | Total | | Southside | Peninsula | Total | |
| January | | | | | | | | |
| 2011 | 621 | 175 | 796 | | 504 | 148 | 652 | |
| 2012 | 757 | 191 | 948 | | 576 | 162 | 738 | |
| 2013 | 836 | 220 | 1,056 | 11.39% | 641 | 170 | 811 | 9.89% |
| February | | | | | | | | |
| 2011 | 596 | 166 | 762 | | 552 | 140 | 692 | |
| 2012 | 662 | 191 | 853 | | 633 | 180 | 813 | |
| 2013 | 733 | 200 | 933 | 9.38% | 693 | 187 | 880 | 8.24% |
| YTD Totals | | | | | | | | |
| 2011 | 1,217 | 341 | 1,558 | | 1,056 | 288 | 1,344 | |
| 2012 | 1,419 | 382 | 1,801 | | 1,209 | 342 | 1,551 | |
| 2013 | 1,569 | 420 | 1,989 | 10.44% | 1,334 | 357 | 1,691 | 9.03% |