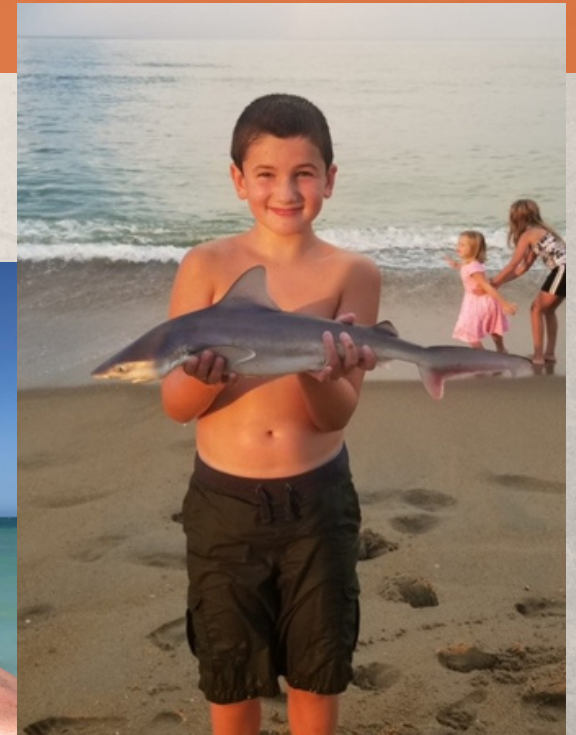


KIM MCCLELLAN FREDERICKSBURG AREA ASSOCIATION OF REALTORS



Real Estate is an Essential Part of the State's Economy

Economic Impact of a Typical Home Sale in Virginia



\$96,722

in direct and indirect spending



The real estate industry accounts for

\$102. Billion

or

nearly **1/5** of Virginia's
Gross State Product

Virginia Home Sales

Virginia Y-o-Y Change in Monthly Homes Sales



Nov '20
+30.1%

Change in Home Sales by Region

November 2019 to November 2020

Year-to-date
Statewide home sales are up
6.7% compared to 2019

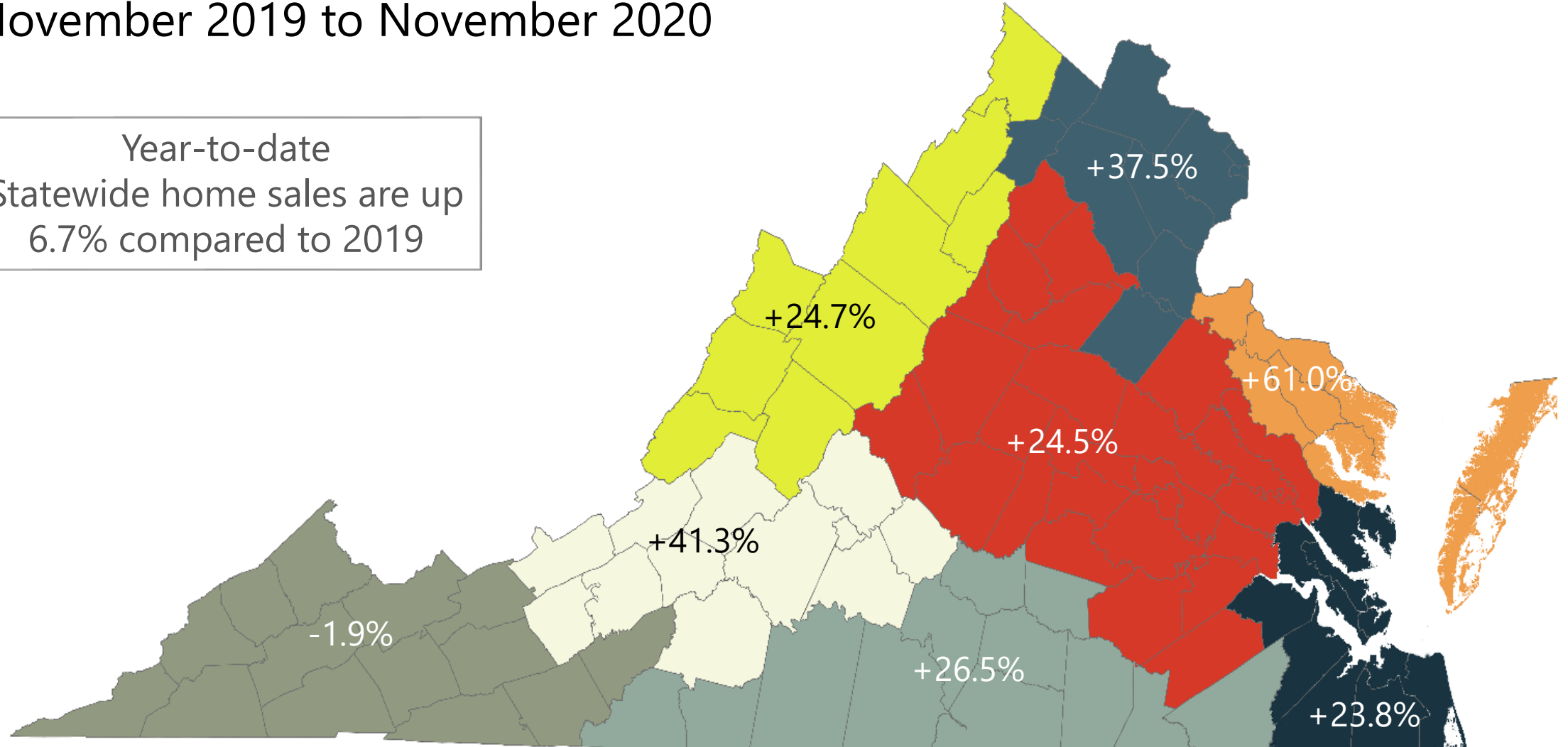
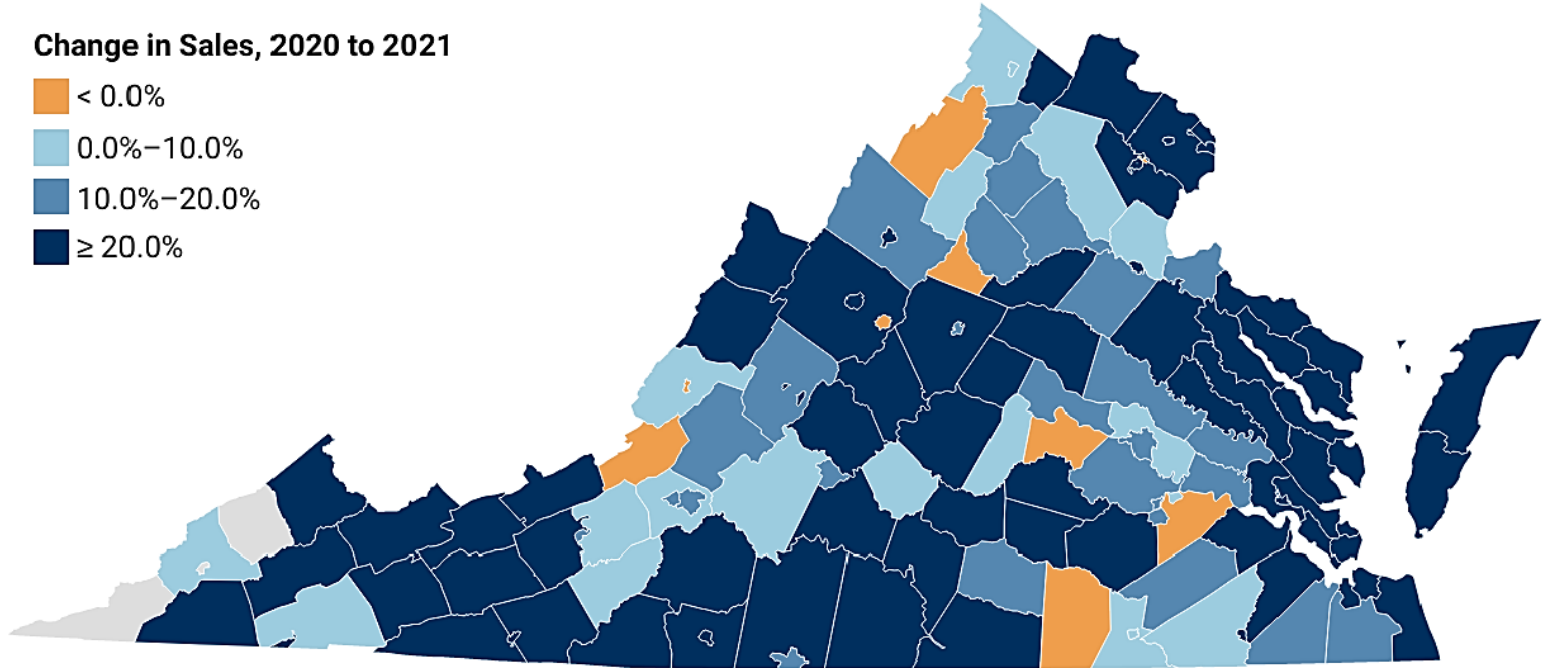
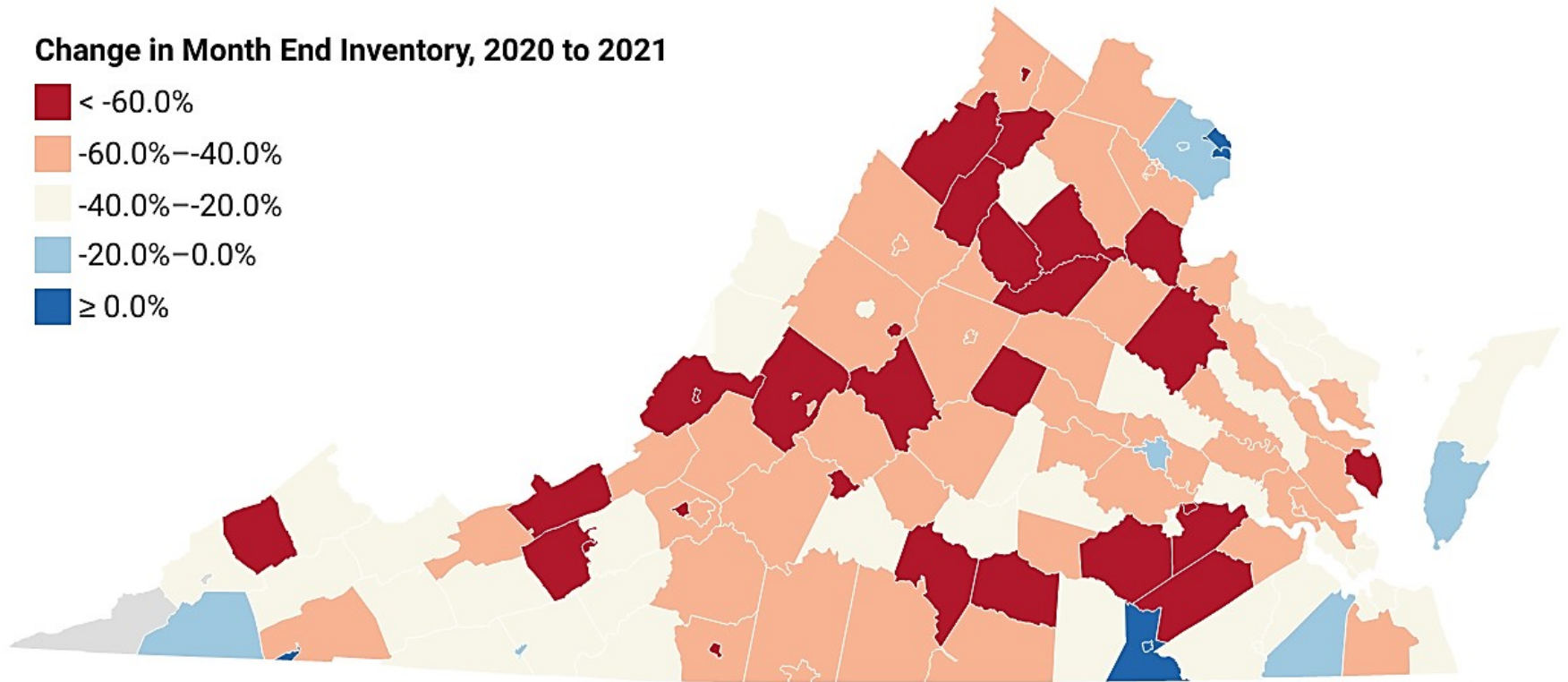


Figure 4. County/City Home Sales, YTD Through April



Source: Virginia REALTORS®, data accessed May 15, 2021

Figure 13. Active Listings by County/City, End of April



Source: Virginia REALTORS®, data accessed May 15, 2021

Change in Median Sales Price by Region

November 2019 to November 2020

Fastest price growth has been in small and rural markets.

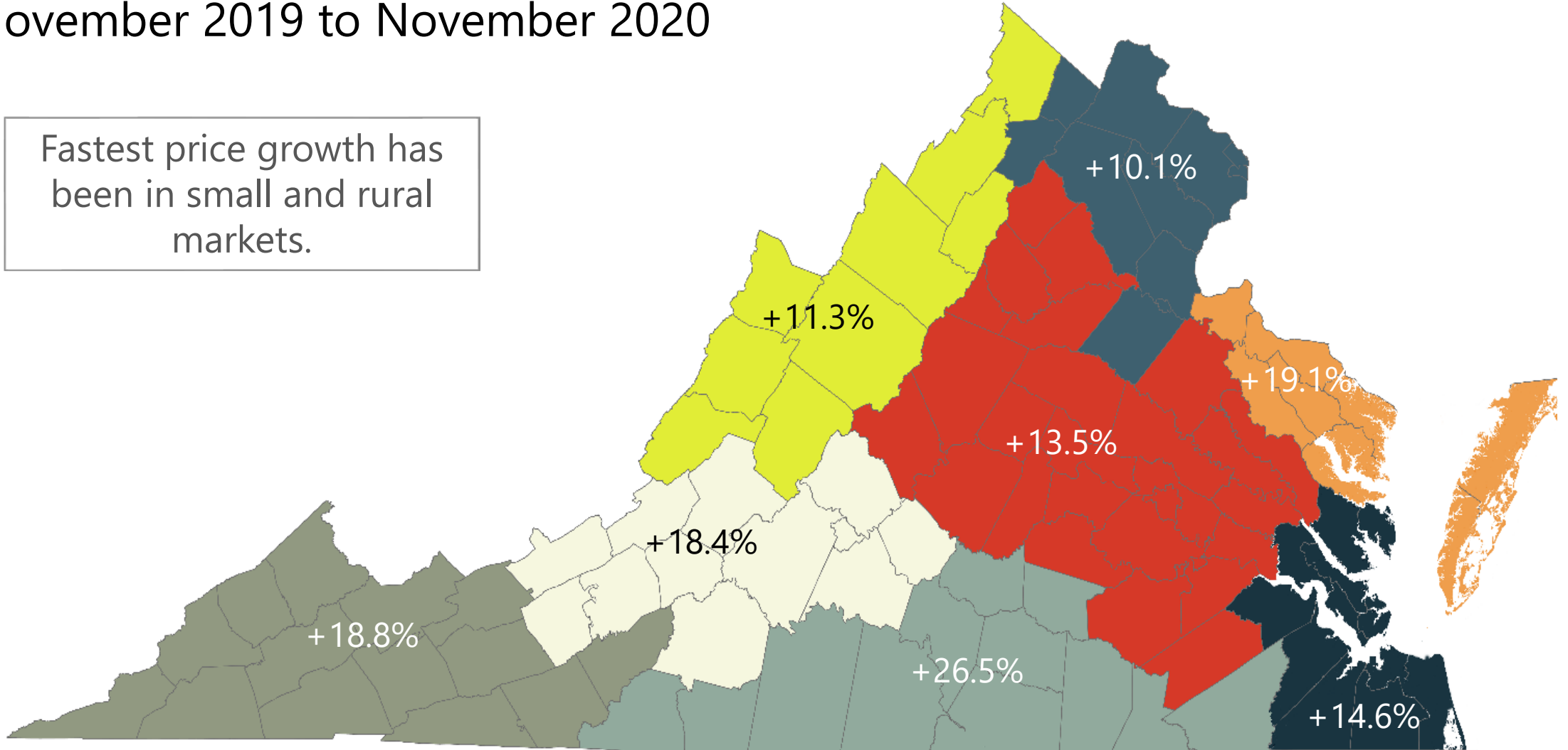
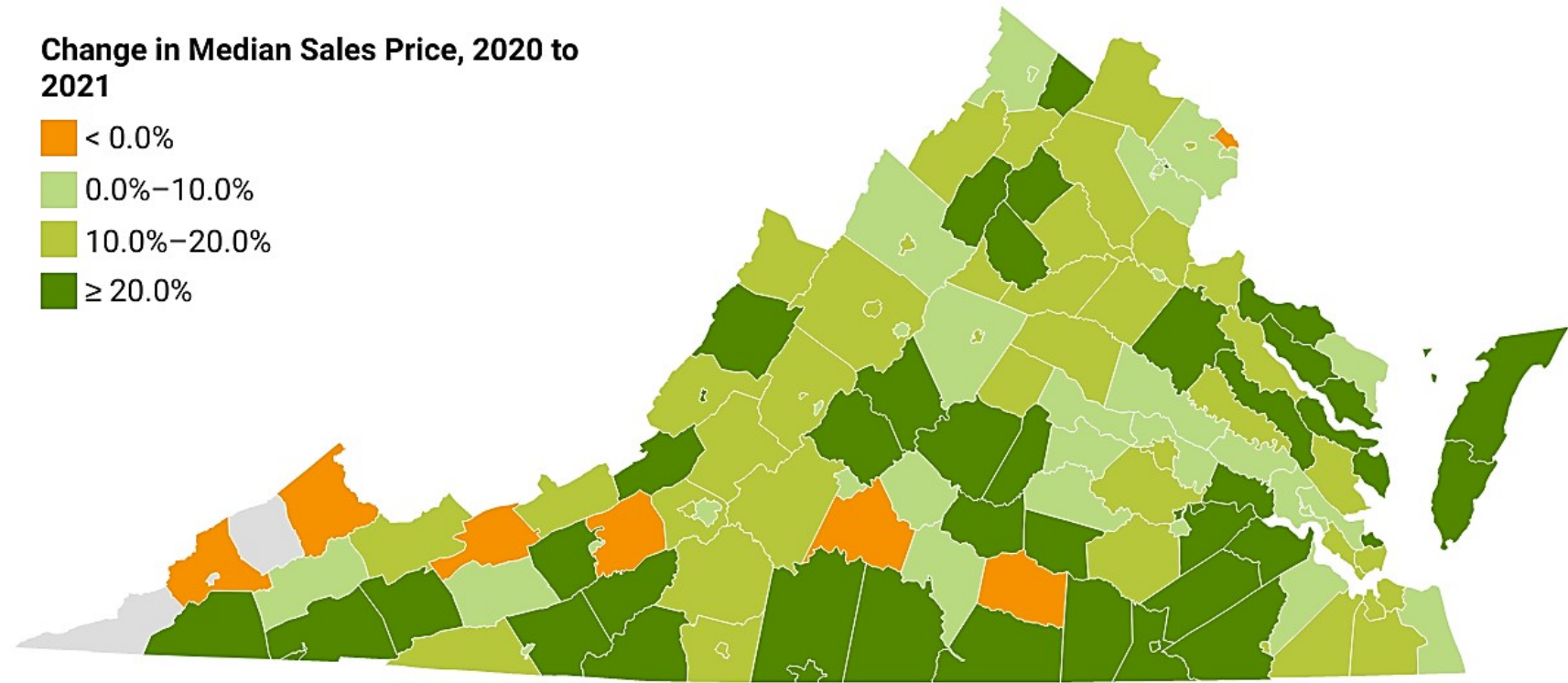


Figure 8. County/City Median Sales Price, YTD Through April



Source: Virginia REALTORS®, data accessed May 15, 2021

A large, multi-story house with a prominent porch and a stone wall in the foreground. The house has a gabled roof with a dormer window and a balcony. The porch is supported by white columns. The house is surrounded by greenery, including bushes and trees. The sky is overcast.

THE END
**THANK YOU
FOR LISTENING!**

Kim McClellan
Public Policy Director
Fredericksburg Area Association of Realtors
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RISE

Resilience Innovations

RISE Update to Coastal Resilience Economic Development Subcommittee

Dr. Paul A. Robinson

June 2nd, 2021

RISE's Inception

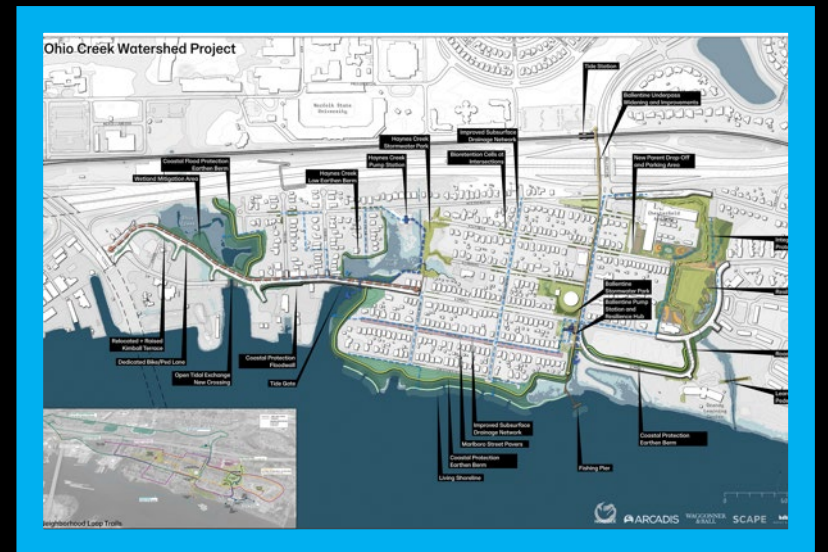
NDRC Grant to
Virginia
2017

\$112M

\$5M HUD

+

\$5M State



Ohio Creek Watershed



The RISE Model

**A. Identify
resilience
problems
(cities,
residents)**

**B. Identify solution
developers with the most
potential to develop
efficient and scalable
delivery (*Challenge*)**

**C. Enable
business
readiness
(Funding &
Accelerator)**

**D. Testing
and refining
(*Living Lab*)**



RISE

Resilience Innovations

RISE Resilience Challenge Topic Areas

- Flood management
 - Data analytics
 - Protection of buildings
 - Re-establishing critical utilities
 - Transportation



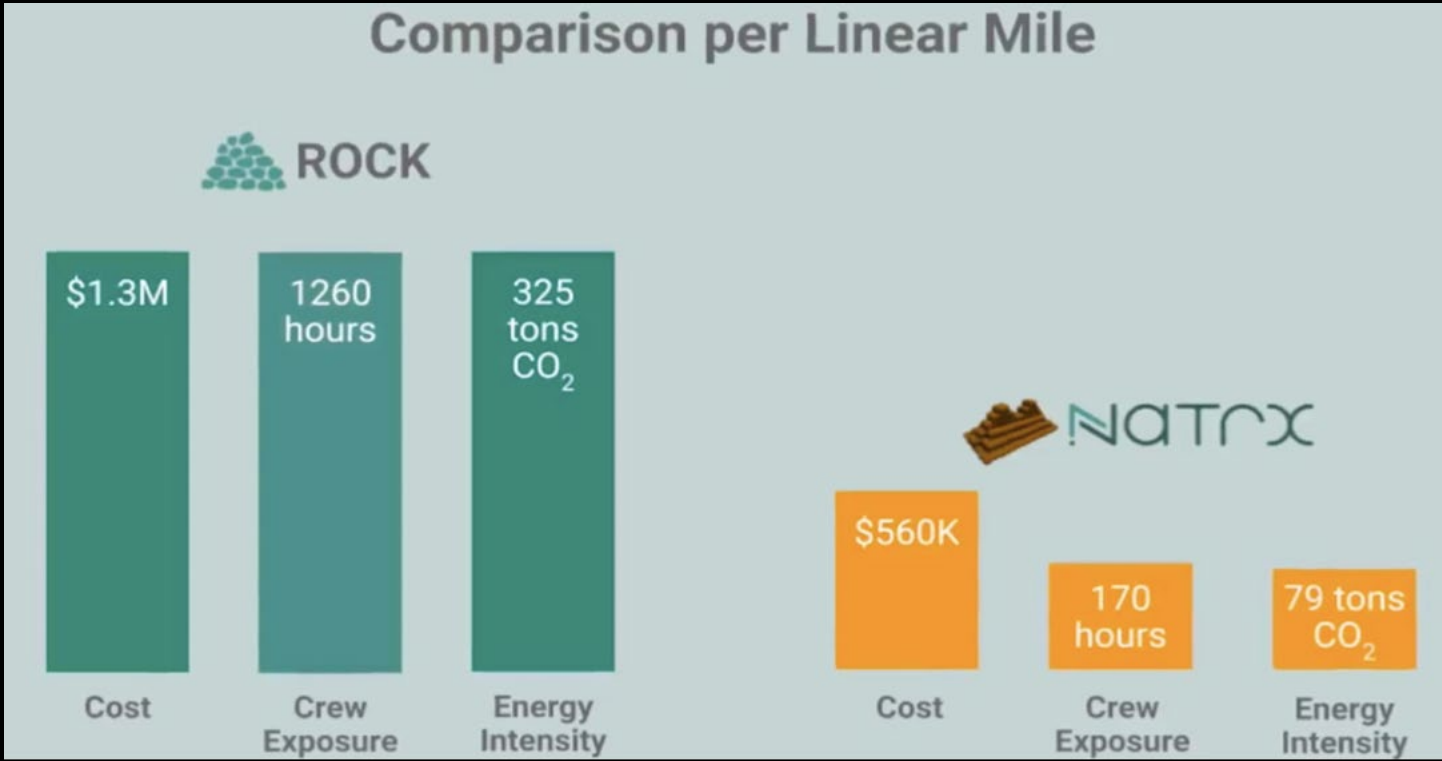
RISE

Metrics

Metric	Outcome
Number of Challenge applicants	145
Number of winners (small businesses)	27
Number of resilience products/services being developed	19
Number of jobs created/retained	38+
Number of people trained/upskilled	110+



RISE



RISE

Resilience Innovations

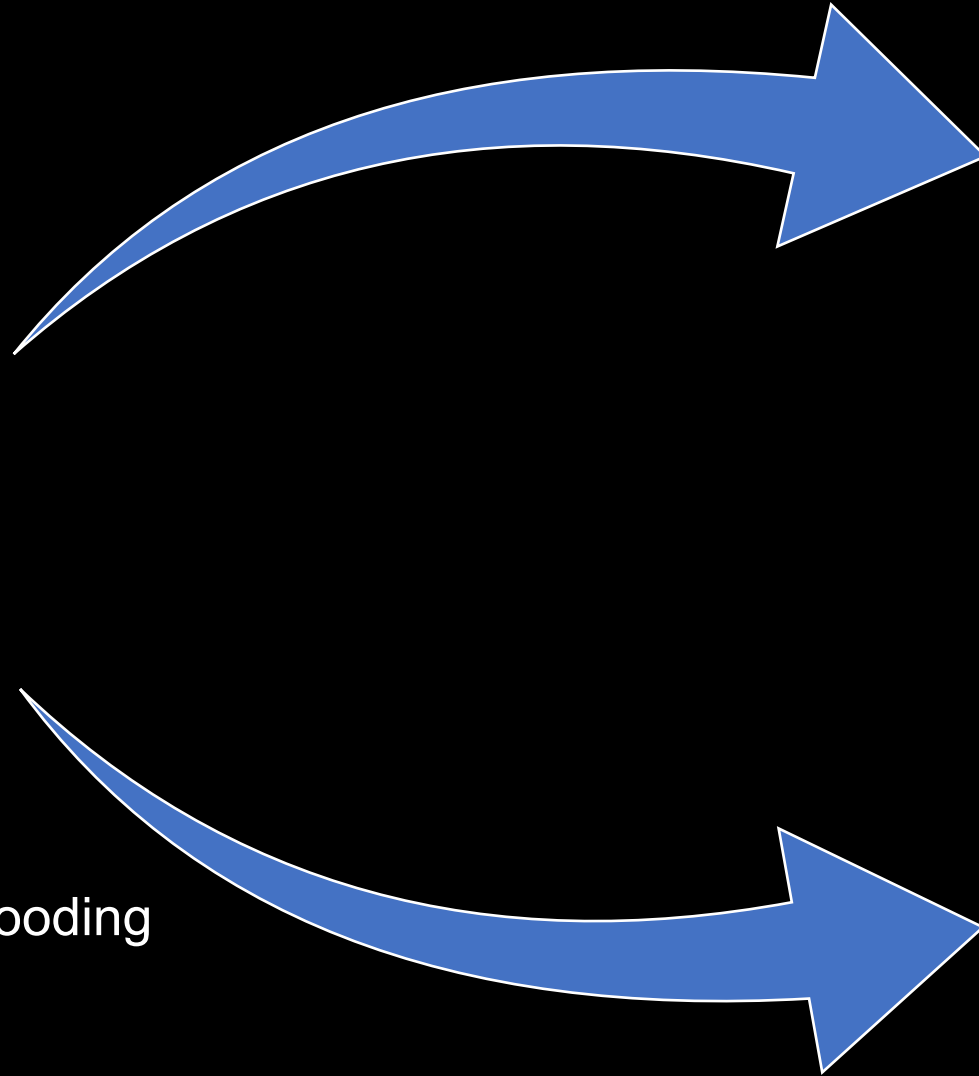
RISE's Future

Government
resilience
infrastructure
funding

- Virginia Community Flooding Preparedness Fund
- Go Virginia
- American Jobs Act
- Federal resilience infrastructure



Resilience Innovations



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RISE

Resilience Innovations