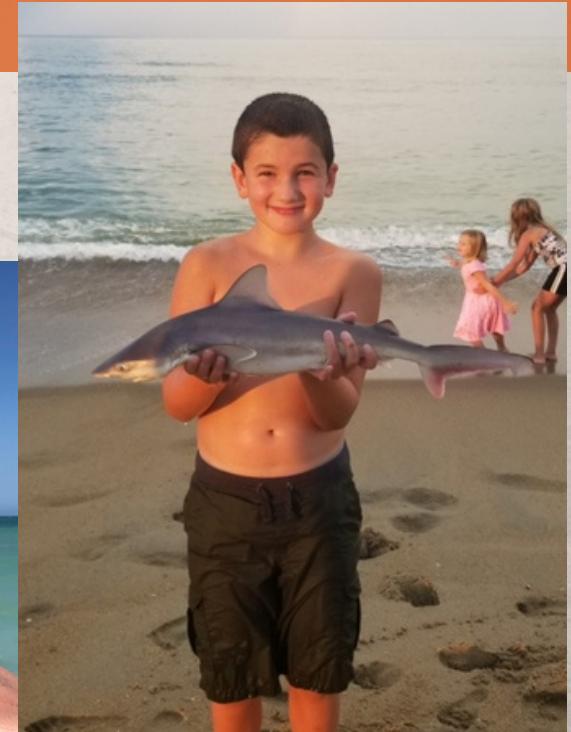
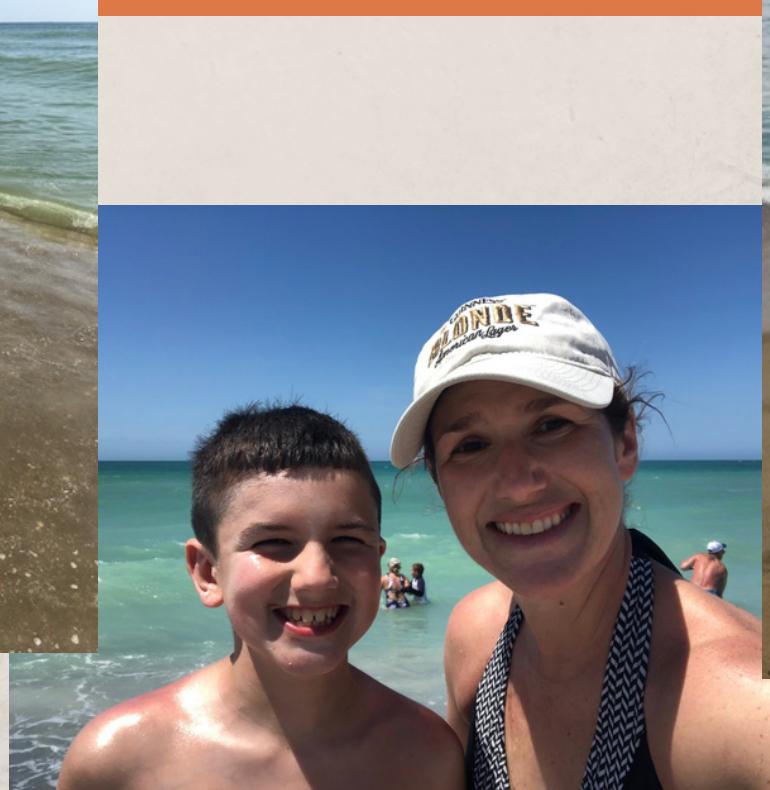


# KIM MCCLELLAN

# 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

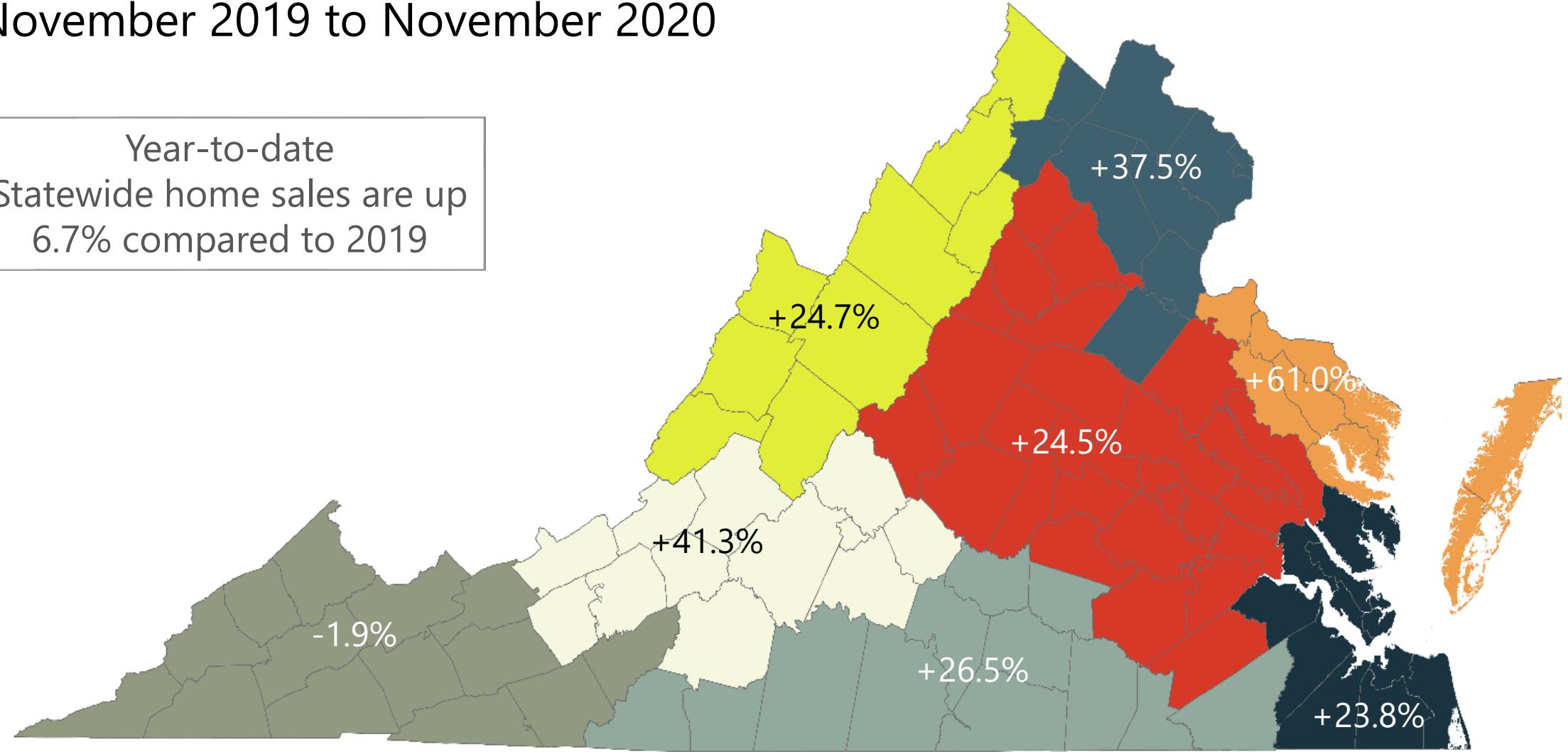
# Virginia Home Sales



# Change in Home Sales by Region

November 2019 to November 2020

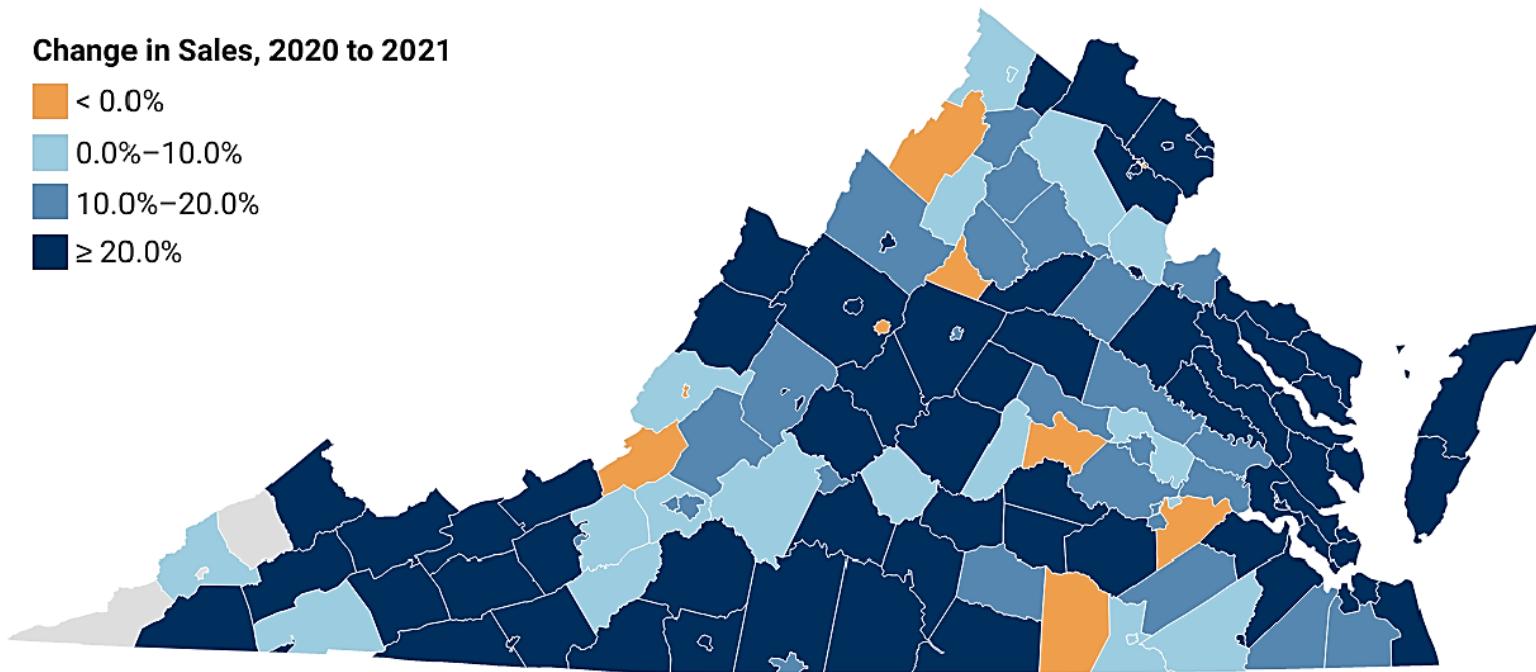
Year-to-date  
Statewide home sales are up  
6.7% compared to 2019



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

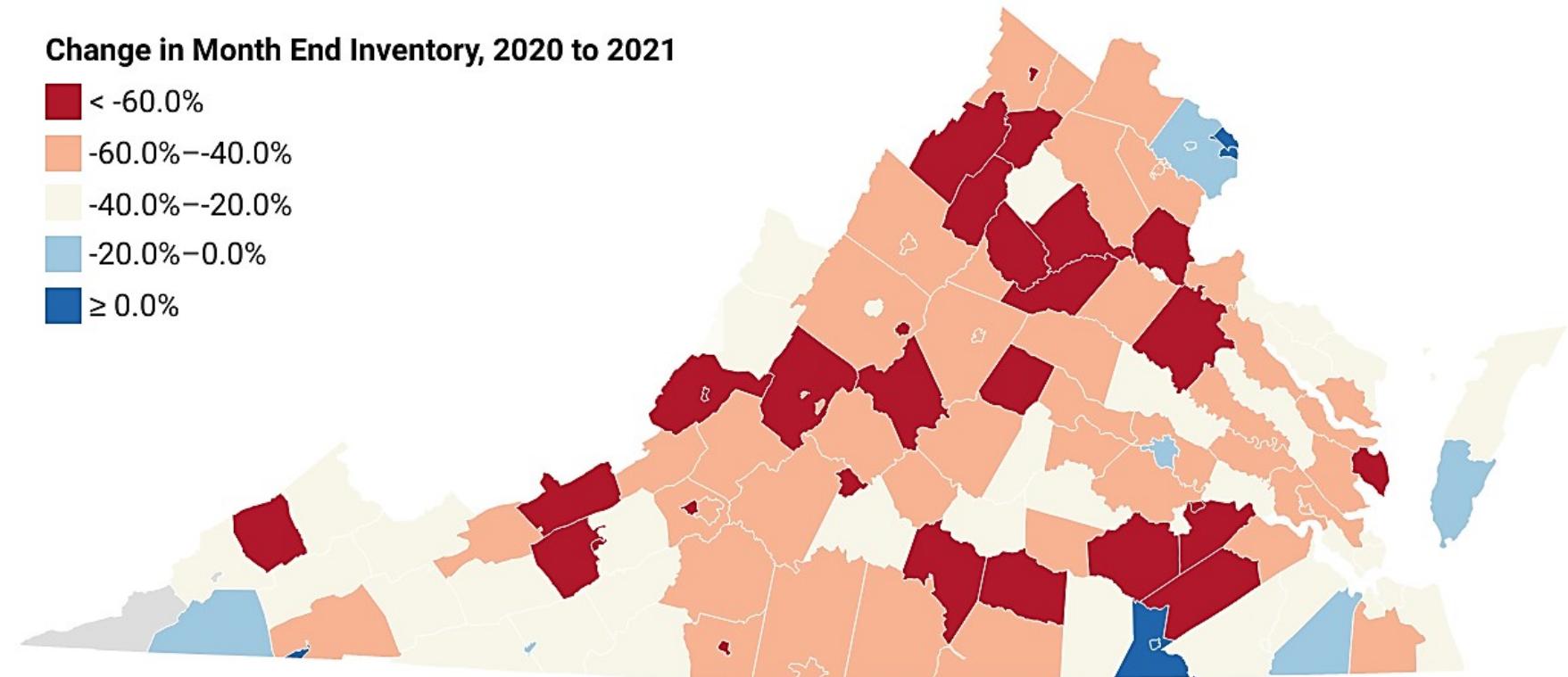
**Change in Sales, 2020 to 2021**

- < 0.0%
- 0.0%–10.0%
- 10.0%–20.0%
- ≥ 20.0%



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.

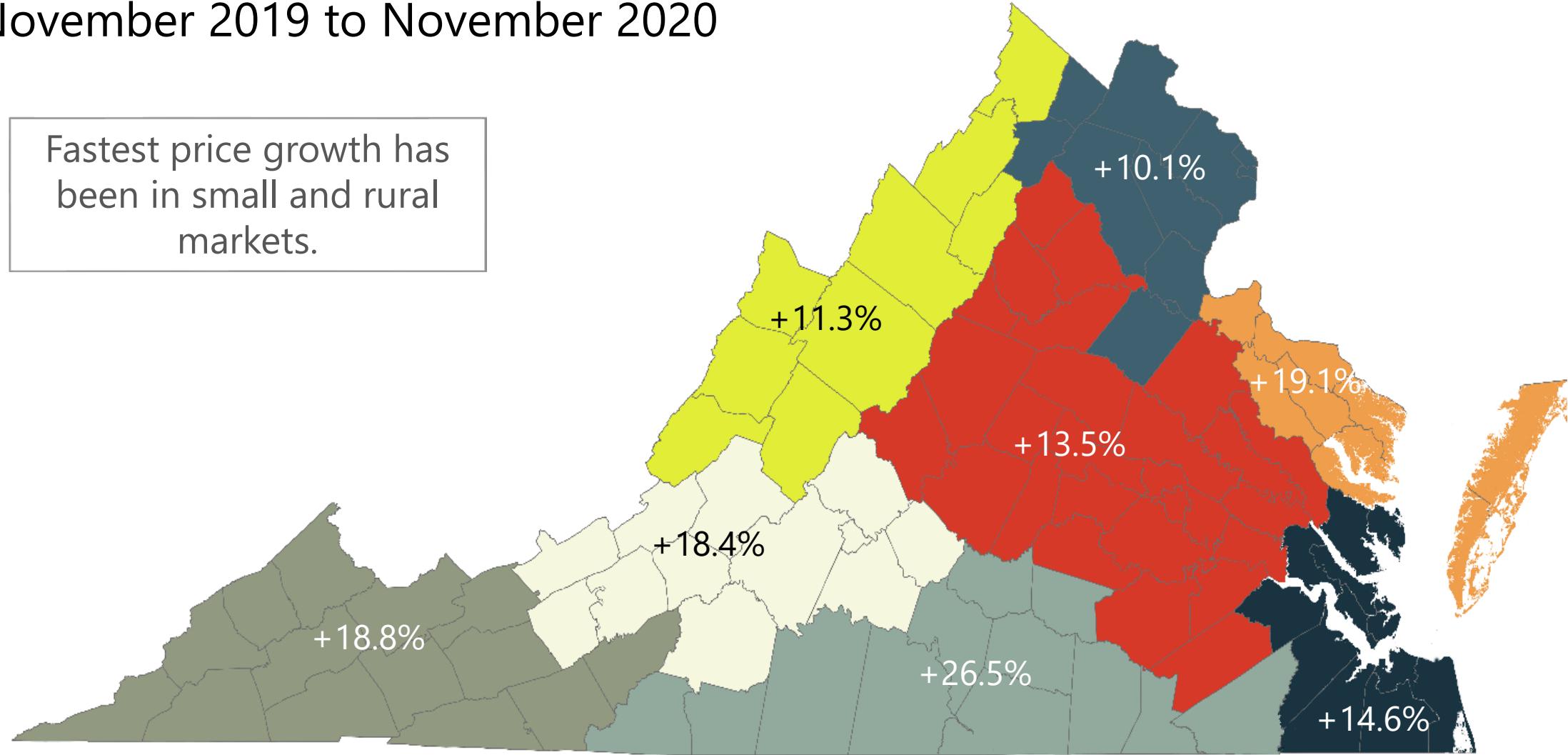
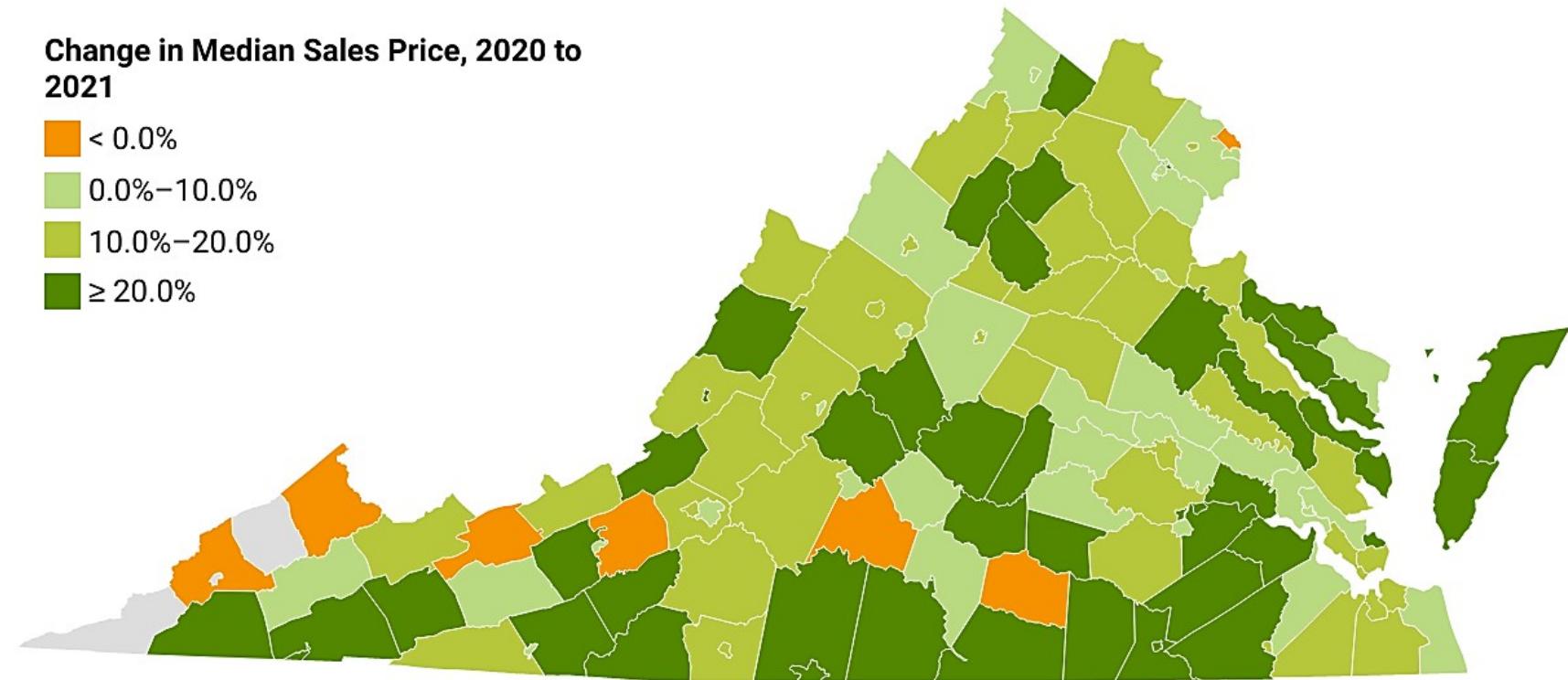


Figure 8. County/City Median Sales Price, YTD Through April



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



THE END

# THANK YOU FOR LISTENING!

Kim McClellan  
Public Policy Director  
Fredericksburg Area Association of Realtors  
540-373-7711

[kmcclellan@faarmembers.com](mailto:kmcclellan@faarmembers.com)



RISE

Resilience Innovations

# RISE Update to Coastal Resilience Economic Development Subcommittee

Dr. Paul A. Robinson

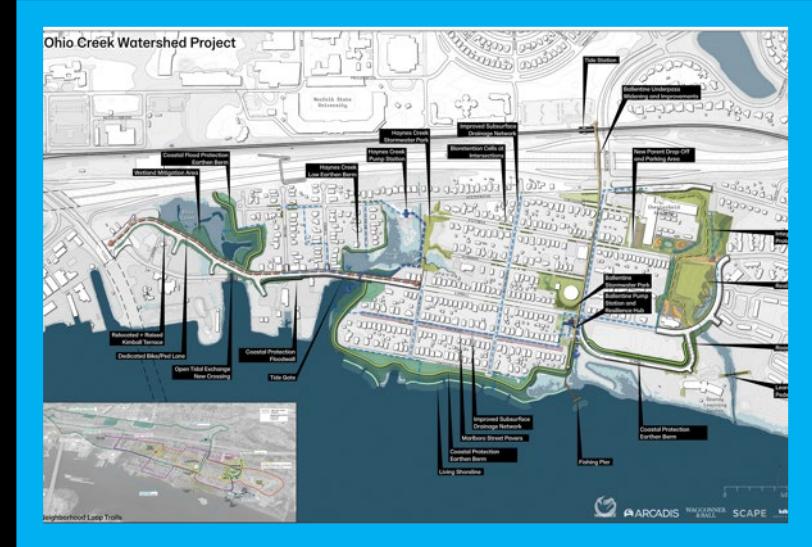
June 2<sup>nd</sup>, 2021

# RISE's Inception



\$112M

\$5M HUD  
+  
\$5M State



Ohio Creek Watershed



**RISE**  
Resilience Innovations



Resilience Innovations

# 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 Challenge Topic Areas

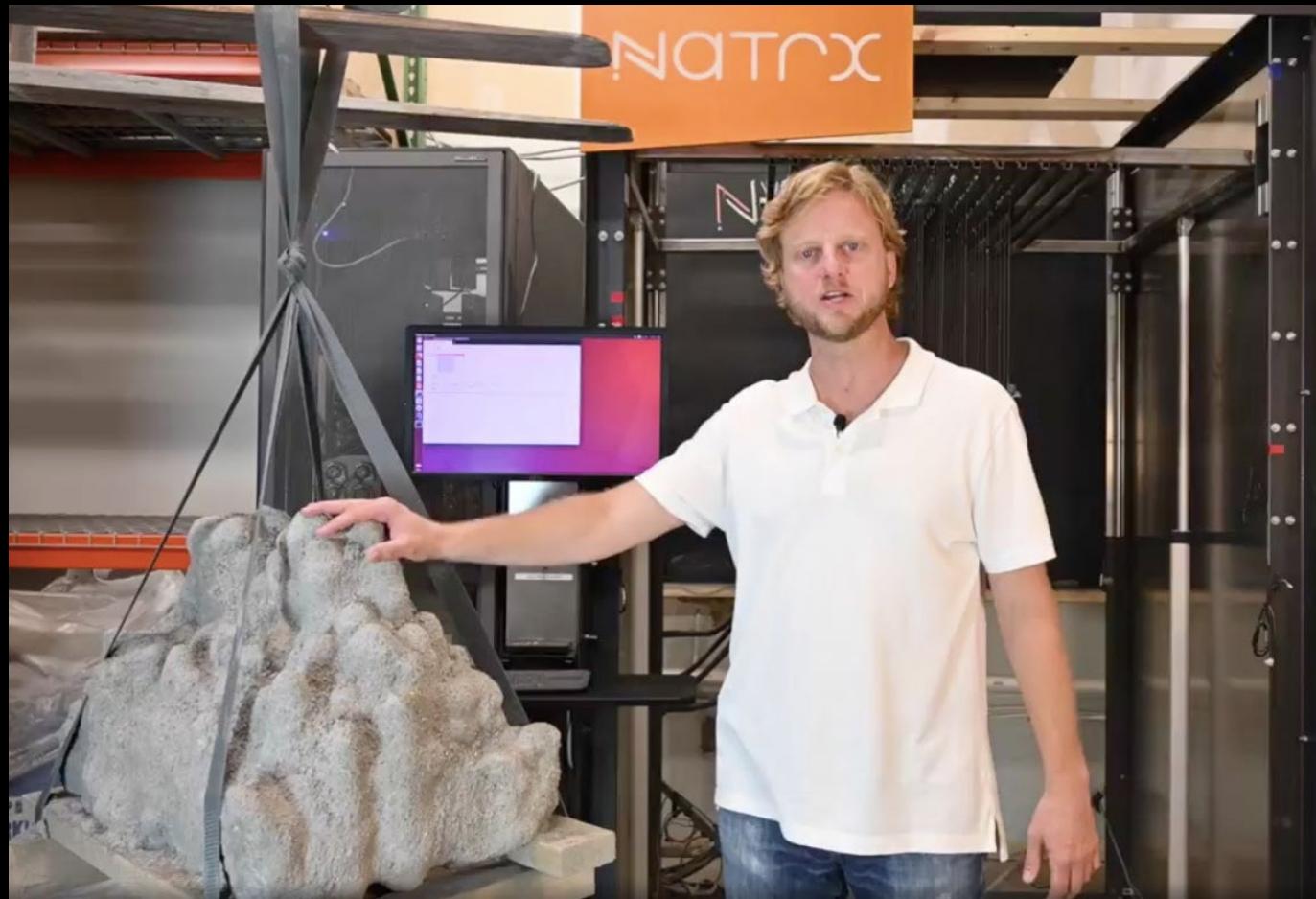
- Flood management
  - Data analytics
  - Protection of buildings
  - Re-establishing critical utilities
  - Transportation



# 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+





## Comparison per Linear Mile



ROCK

\$1.3M  
Cost

1260 hours  
Crew Exposure

325 tons CO<sub>2</sub>  
Energy Intensity



\$560K  
Cost

170 hours  
Crew Exposure

79 tons CO<sub>2</sub>  
Energy Intensity

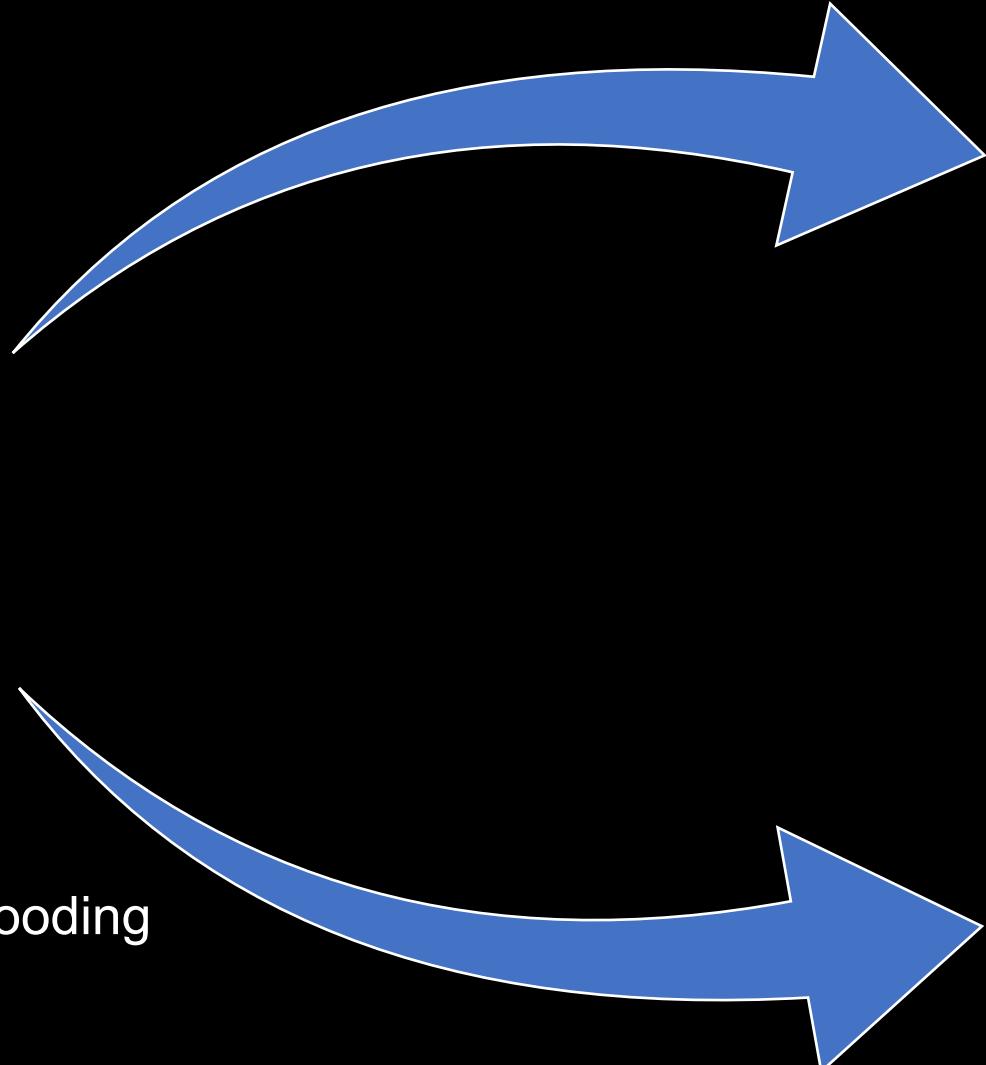


RISE  
Resilience Innovations

# RISE's Future

Government  
resilience  
infrastructure  
funding

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



[paulrobinson@riseresilience.org](mailto:paulrobinson@riseresilience.org)

[katerinaoskarsson@riseresilience.org](mailto:katerinaoskarsson@riseresilience.org)



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