

Sales and Inventory Report
Category - Residential
Statistics for Entire MLS from 8/1/2008 - 7/31/2012

City of Charlottesville -
 provided by Jim Duncan, RealCentralVA.com
 - 434-242-7140

Category:1
 Area:05

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2008	49	\$13,927,883	\$299,184	\$284,242	\$256,250	81	116	95.00%	418	8.53
September	2008	52	\$13,021,879	\$263,288	\$250,420	\$207,000	58	74	95.11%	389	7.48
October	2008	29	\$7,567,953	\$273,696	\$260,963	\$235,000	86	88	95.34%	375	12.93
November	2008	22	\$7,225,308	\$335,423	\$328,423	\$307,058	91	87	97.91%	351	15.95
December	2008	22	\$7,120,534	\$356,893	\$323,660	\$256,008	140	169	90.68%	337	15.31
January	2009	11	\$2,940,237	\$284,208	\$267,294	\$251,000	104	128	94.04%	345	31.36
February	2009	31	\$9,665,080	\$318,033	\$311,776	\$295,750	166	126	98.03%	375	12.09
March	2009	27	\$6,843,822	\$260,315	\$253,474	\$258,069	188	131	97.37%	381	14.11
April	2009	27	\$6,382,490	\$249,358	\$236,388	\$227,000	180	181	94.79%	396	14.66
May	2009	44	\$13,473,510	\$325,875	\$306,216	\$248,450	103	141	93.96%	417	9.47
June	2009	73	\$19,223,406	\$275,194	\$263,334	\$235,500	95	125	95.69%	380	5.20
July	2009	68	\$18,759,509	\$289,524	\$275,875	\$243,000	95	116	95.28%	369	5.42
Annual:		455	\$126,151,611	\$290,947	\$277,256	\$247,000	107	120	95.29%	378	9.96

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2009	44	\$12,435,555	\$291,170	\$282,626	\$252,750	113	136	97.06%	358	8.13
September	2009	34	\$9,920,100	\$304,751	\$291,767	\$256,450	102	121	95.73%	341	10.02
October	2009	34	\$10,608,425	\$332,023	\$312,012	\$227,500	103	111	93.97%	353	10.38
November	2009	37	\$10,236,420	\$287,549	\$276,660	\$244,000	123	126	96.21%	353	9.54
December	2009	20	\$5,845,174	\$309,057	\$292,258	\$275,990	68	79	94.56%	342	17.10
January	2010	15	\$3,783,300	\$266,706	\$252,220	\$210,000	89	96	94.56%	326	21.73
February	2010	12	\$2,996,500	\$263,783	\$249,708	\$251,250	74	98	94.66%	358	29.83
March	2010	30	\$7,947,095	\$280,056	\$264,903	\$248,950	105	129	94.58%	385	12.83
April	2010	34	\$9,655,215	\$300,079	\$283,976	\$245,000	141	155	94.63%	434	12.76
May	2010	46	\$12,523,022	\$283,122	\$272,239	\$237,500	88	124	96.15%	428	9.30
June	2010	65	\$20,036,423	\$321,660	\$308,252	\$249,000	108	131	95.83%	429	6.60
July	2010	32	\$10,383,910	\$344,298	\$324,497	\$292,500	121	158	94.24%	410	12.81
Annual:		403	\$116,371,139	\$302,733	\$288,762	\$248,000	107	127	95.38%	376	11.19

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2010	49	\$14,118,531	\$297,322	\$288,133	\$227,259	100	131	96.90%	388	7.91
September	2010	28	\$8,587,880	\$311,083	\$306,710	\$251,500	106	154	98.59%	393	14.03
October	2010	14	\$4,345,000	\$326,264	\$310,357	\$240,000	63	117	95.12%	370	26.42
November	2010	21	\$9,150,874	\$476,009	\$435,755	\$245,000	74	89	91.54%	334	15.90
December	2010	31	\$11,518,193	\$411,384	\$371,554	\$245,000	153	194	90.31%	293	9.45
January	2011	28	\$8,238,327	\$311,926	\$294,225	\$228,682	101	112	94.32%	266	9.50
February	2011	15	\$4,215,116	\$301,106	\$281,007	\$206,513	197	212	93.32%	291	19.40
March	2011	33	\$8,907,651	\$277,508	\$269,928	\$236,500	116	171	97.26%	337	10.21
April	2011	31	\$8,006,153	\$269,441	\$258,263	\$241,000	120	162	95.85%	379	12.22
May	2011	35	\$9,658,250	\$294,314	\$275,950	\$219,000	89	114	93.76%	381	10.88
June	2011	70	\$17,973,935	\$270,111	\$256,770	\$232,500	104	144	95.06%	357	5.10
July	2011	41	\$13,327,495	\$347,724	\$325,060	\$239,700	79	100	93.48%	340	8.29
Annual:		396	\$118,047,405	\$315,208	\$298,099	\$234,500	106	140	94.57%	344	10.42

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
August	2011	49	\$14,511,121	\$320,761	\$296,145	\$250,880	93	126	92.32%	316	6.44
September	2011	31	\$8,145,645	\$275,229	\$262,762	\$224,000	91	104	95.47%	309	9.96
October	2011	17	\$5,780,700	\$367,950	\$340,041	\$280,000	78	137	92.41%	305	17.94
November	2011	23	\$5,115,025	\$235,517	\$222,392	\$190,000	65	86	94.42%	283	12.30
December	2011	29	\$7,926,670	\$291,273	\$273,333	\$199,000	173	234	93.84%	239	8.24
January	2012	18	\$4,950,633	\$291,032	\$275,035	\$238,250	113	130	94.50%	224	12.44
February	2012	29	\$8,238,670	\$295,738	\$284,092	\$245,500	96	127	96.06%	242	8.34

March	2012	44	\$10,844,359	\$261,689	\$246,462	\$202,500	108	122	94.18%	266	6.04
April	2012	45	\$10,967,550	\$256,248	\$243,723	\$206,000	94	137	95.11%	294	6.53
May	2012	56	\$15,752,295	\$290,850	\$281,290	\$230,500	80	102	96.71%	281	5.01
June	2012	60	\$22,504,520	\$407,687	\$375,075	\$262,500	101	149	92.00%	275	4.58
July	2012	51	\$15,095,997	\$308,229	\$295,999	\$255,000	81	87	96.03%	274	5.37
Annual:		452	\$129,833,185	\$304,640	\$287,241	\$234,000	97	126	94.28%	276	7.32

Annual:	2008 - 2012	1706	\$490,403,340	\$302,991	\$287,458	\$240,000	104	128	94.87%	343	9.65
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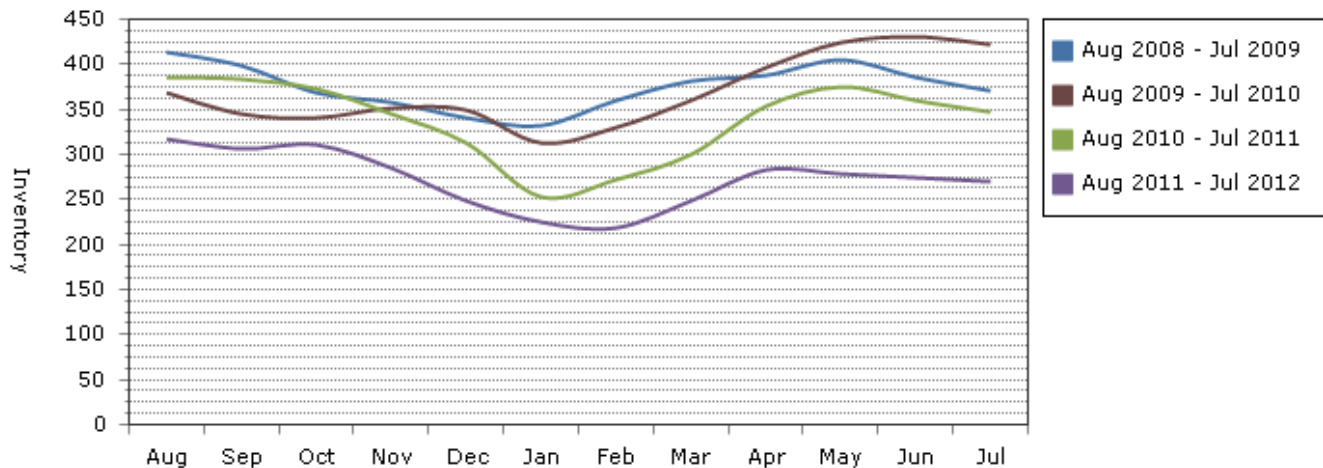
Note: The "Current Inventory" column(s) reflect the number of active(on market) listings on the 16th day of each month.

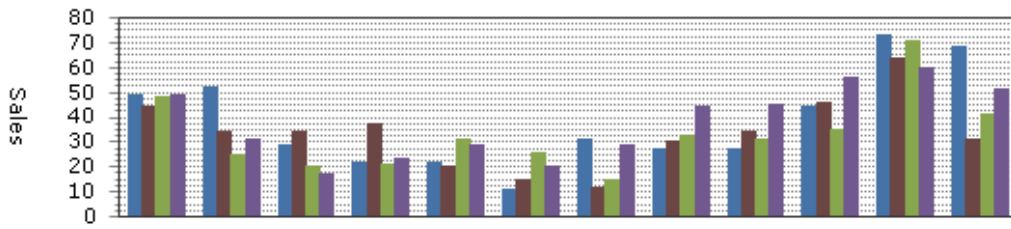
The "Months Inventory" column(s) value(s) equal "Current Inventory" divided by "Monthly Sales".

This reflects how many months it would take to sell out of inventory at the current month's rate of sale.

- Total Months Inventory = Total Current Inventory / (Total Monthly Sales/12 Months)

Sales and Inventory: 8/1/2008 - 7/31/2012





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Prepared by JIM DUNCAN of NEST REALTY GROUP on Tuesday, August 07, 2012 3:28 PM.