

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

Nelson County -
 provided by Jim Duncan,
 RealCentralVA.com - 434-242-7140

Category:1
 Area:13

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|-----------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
| August | 2008 | 14 | \$5,689,250 | \$427,770 | \$406,375 | \$394,500 | 85 | 112 | 94.99% | 371 | 26.50 |
| September | 2008 | 17 | \$6,535,000 | \$415,002 | \$384,411 | \$317,500 | 150 | 187 | 92.62% | 355 | 20.88 |
| October | 2008 | 14 | \$4,648,500 | \$344,464 | \$332,035 | \$383,750 | 161 | 186 | 96.39% | 348 | 24.85 |
| November | 2008 | 12 | \$3,589,500 | \$319,841 | \$299,125 | \$283,550 | 214 | 251 | 93.52% | 348 | 29.00 |
| December | 2008 | 8 | \$2,271,900 | \$313,087 | \$283,987 | \$222,450 | 185 | 232 | 90.70% | 360 | 45.00 |
| January | 2009 | 4 | \$1,384,500 | \$398,125 | \$346,125 | \$229,750 | 85 | 187 | 86.93% | 359 | 89.75 |
| February | 2009 | 3 | \$970,000 | \$352,633 | \$323,333 | \$320,000 | 344 | 376 | 91.69% | 372 | 124.00 |
| March | 2009 | 14 | \$7,234,150 | \$575,485 | \$516,725 | \$319,950 | 138 | 137 | 89.78% | 371 | 26.50 |
| April | 2009 | 11 | \$2,762,900 | \$274,427 | \$251,172 | \$265,000 | 223 | 222 | 91.52% | 387 | 35.18 |
| May | 2009 | 10 | \$2,876,000 | \$316,679 | \$287,600 | \$171,500 | 161 | 222 | 90.81% | 389 | 38.90 |
| June | 2009 | 7 | \$2,075,500 | \$321,557 | \$296,500 | \$345,000 | 61 | 90 | 92.20% | 400 | 57.14 |
| July | 2009 | 15 | \$5,679,405 | \$416,940 | \$378,627 | \$389,000 | 196 | 251 | 90.81% | 406 | 27.06 |
| Annual: | | 129 | \$45,716,605 | \$384,549 | \$354,392 | \$300,000 | 161 | 194 | 92.15% | 372 | 34.60 |

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|-----------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
| August | 2009 | 15 | \$4,098,500 | \$295,780 | \$273,233 | \$237,000 | 159 | 206 | 92.37% | 412 | 27.46 |
| September | 2009 | 16 | \$5,986,944 | \$399,252 | \$374,184 | \$360,000 | 112 | 147 | 93.72% | 411 | 25.68 |
| October | 2009 | 9 | \$3,613,600 | \$423,916 | \$401,511 | \$257,000 | 151 | 245 | 94.71% | 404 | 44.88 |
| November | 2009 | 20 | \$6,149,500 | \$338,357 | \$307,475 | \$242,500 | 175 | 263 | 90.87% | 396 | 19.80 |
| December | 2009 | 16 | \$6,396,750 | \$479,009 | \$399,796 | \$237,500 | 142 | 172 | 83.46% | 393 | 24.56 |
| January | 2010 | 8 | \$2,402,000 | \$322,400 | \$300,250 | \$285,000 | 92 | 152 | 93.12% | 383 | 47.87 |
| February | 2010 | 17 | \$5,313,000 | \$335,364 | \$312,529 | \$245,000 | 160 | 203 | 93.19% | 378 | 22.23 |
| March | 2010 | 18 | \$4,625,800 | \$280,644 | \$256,988 | \$179,950 | 239 | 269 | 91.57% | 376 | 20.88 |
| April | 2010 | 18 | \$6,193,900 | \$367,877 | \$344,105 | \$342,500 | 143 | 247 | 93.53% | 386 | 21.44 |
| May | 2010 | 12 | \$4,438,399 | \$390,706 | \$369,866 | \$332,750 | 150 | 187 | 94.66% | 398 | 33.16 |
| June | 2010 | 14 | \$4,346,400 | \$331,514 | \$310,457 | \$266,000 | 129 | 169 | 93.64% | 430 | 30.71 |
| July | 2010 | 15 | \$6,838,400 | \$481,066 | \$455,893 | \$359,000 | 194 | 267 | 94.76% | 421 | 28.06 |
| Annual: | | 178 | \$60,403,193 | \$368,375 | \$339,343 | \$269,500 | 158 | 215 | 92.11% | 399 | 26.89 |

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|-----------|------|---------------|----------------|-------------|-------------|----------------|---------|----------|-------------|-------------------|------------------|
| August | 2010 | 19 | \$4,378,345 | \$249,294 | \$230,439 | \$204,000 | 139 | 279 | 92.43% | 414 | 21.78 |
| September | 2010 | 18 | \$5,382,700 | \$331,769 | \$299,038 | \$264,750 | 220 | 316 | 90.13% | 416 | 23.11 |
| October | 2010 | 19 | \$4,155,650 | \$237,898 | \$218,718 | \$210,000 | 216 | 247 | 91.93% | 412 | 21.68 |
| November | 2010 | 19 | \$9,498,500 | \$593,326 | \$499,921 | \$375,000 | 219 | 286 | 84.25% | 385 | 20.26 |
| December | 2010 | 19 | \$5,280,700 | \$305,184 | \$277,931 | \$226,000 | 178 | 208 | 91.06% | 358 | 18.84 |
| January | 2011 | 16 | \$5,582,275 | \$379,848 | \$348,892 | \$325,000 | 163 | 182 | 91.85% | 343 | 21.43 |
| February | 2011 | 15 | \$5,304,900 | \$391,806 | \$353,660 | \$275,000 | 154 | 253 | 90.26% | 355 | 23.66 |
| March | 2011 | 14 | \$2,680,300 | \$208,975 | \$191,450 | \$177,000 | 173 | 218 | 91.61% | 353 | 25.21 |
| April | 2011 | 22 | \$7,719,321 | \$372,061 | \$350,878 | \$256,500 | 162 | 197 | 94.30% | 364 | 16.54 |
| May | 2011 | 11 | \$2,267,999 | \$218,583 | \$206,181 | \$197,000 | 155 | 269 | 94.32% | 370 | 33.63 |
| June | 2011 | 15 | \$4,620,800 | \$339,980 | \$308,053 | \$265,000 | 196 | 288 | 90.60% | 381 | 25.40 |
| July | 2011 | 9 | \$2,865,600 | \$341,850 | \$318,400 | \$260,000 | 226 | 245 | 93.14% | 383 | 42.55 |
| Annual: | | 196 | \$59,737,090 | \$336,462 | \$304,781 | \$249,500 | 183 | 248 | 90.58% | 378 | 23.14 |

| Month | Year | Monthly Sales | Monthly Volume | Avg List \$ | Avg Sale \$ | Median Sold \$ | Avg DOM | Avg CDOM | % Sold/List | Current Inventory | Months Inventory |
|------------------|-------------|----------------------|-----------------------|--------------------|--------------------|-----------------------|----------------|-----------------|--------------------|--------------------------|-------------------------|
| August | 2011 | 8 | \$1,644,400 | \$229,012 | \$205,550 | \$193,450 | 85 | 161 | 89.75% | 365 | 45.62 |
| September | 2011 | 10 | \$1,916,350 | \$215,238 | \$191,635 | \$117,750 | 437 | 487 | 89.03% | 366 | 36.60 |
| October | 2011 | 24 | \$5,770,200 | \$261,538 | \$240,425 | \$204,500 | 180 | 256 | 91.92% | 361 | 15.04 |
| November | 2011 | 19 | \$4,655,900 | \$269,449 | \$245,047 | \$182,000 | 189 | 236 | 90.94% | 346 | 18.21 |
| December | 2011 | 21 | \$6,494,683 | \$333,180 | \$309,270 | \$240,000 | 262 | 288 | 92.82% | 328 | 15.61 |
| January | 2012 | 18 | \$5,027,500 | \$305,614 | \$279,305 | \$244,750 | 220 | 305 | 91.39% | 308 | 17.11 |
| February | 2012 | 10 | \$2,250,300 | \$258,600 | \$225,030 | \$242,250 | 302 | 301 | 87.01% | 316 | 31.60 |

| | | | | | | | | | | | |
|----------------|------|------------|---------------------|------------------|------------------|------------------|------------|------------|---------------|------------|--------------|
| March | 2012 | 8 | \$1,815,500 | \$247,162 | \$226,937 | \$231,500 | 209 | 275 | 91.81% | 313 | 39.12 |
| April | 2012 | 13 | \$3,347,500 | \$276,046 | \$257,500 | \$192,500 | 188 | 299 | 93.28% | 322 | 24.76 |
| May | 2012 | 10 | \$2,083,500 | \$228,354 | \$208,350 | \$195,000 | 161 | 220 | 91.23% | 329 | 32.90 |
| June | 2012 | 12 | \$2,634,495 | \$236,220 | \$219,541 | \$223,900 | 190 | 425 | 92.93% | 332 | 27.66 |
| July | 2012 | 10 | \$2,647,500 | \$275,829 | \$264,750 | \$192,250 | 322 | 377 | 95.98% | 335 | 33.50 |
| Annual: | | 163 | \$40,287,828 | \$269,369 | \$247,164 | \$207,000 | 225 | 297 | 91.75% | 335 | 24.66 |

| | | | | | | | | | | | |
|----------------|--------------------|------------|----------------------|------------------|------------------|------------------|------------|------------|---------------|------------|--------------|
| Annual: | 2008 - 2012 | 666 | \$206,144,716 | \$337,885 | \$309,526 | \$259,500 | 182 | 241 | 91.60% | 371 | 26.73 |
|----------------|--------------------|------------|----------------------|------------------|------------------|------------------|------------|------------|---------------|------------|--------------|

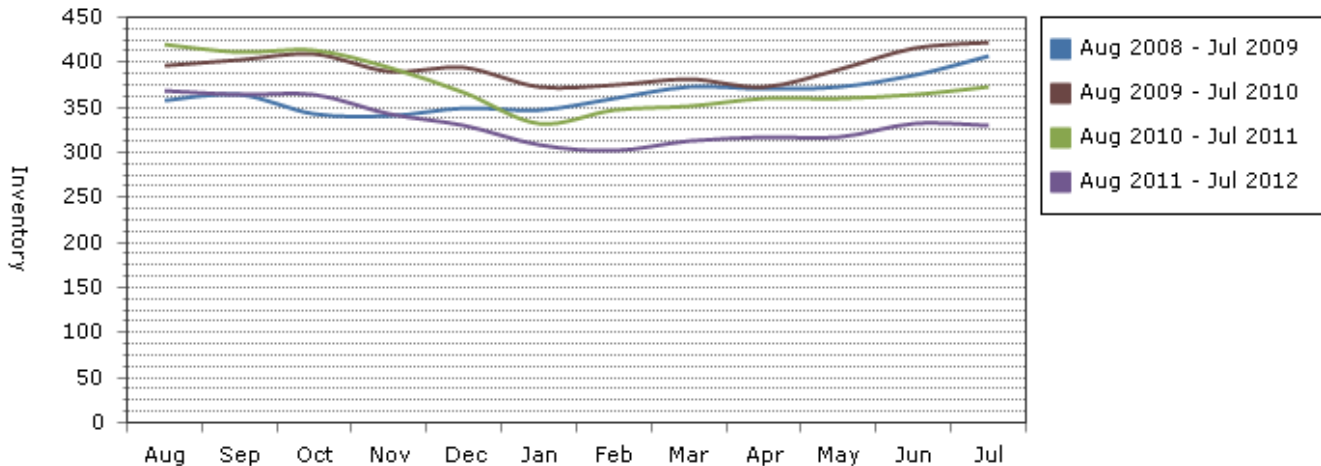
Note: The "Current Inventory" column(s) reflect the number of active(on market) listings on the 16th day of each month.

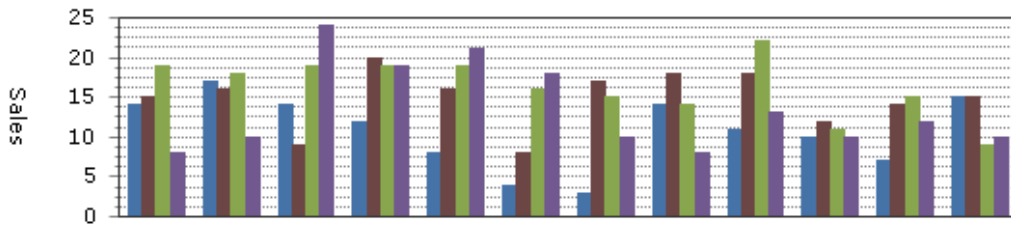
The "Months Inventory" column(s) value(s) equal "Current Inventory" divided by "Monthly Sales".

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 3:46 PM.