

Sales and Inventory Report
Category - Residential
Statistics for Entire MLS from 10/1/2006 - 9/30/2010

Courtesy Jim Duncan,
 RealCentralVA.com
 & Charlottesville MLS

Category:1
 Area:01,05,08,10,13

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
October	2006	223	\$78,977,861	\$368,914	\$354,160	\$284,981	87	87	96.00%	2233	10.01
November	2006	229	\$96,867,185	\$442,107	\$423,000	\$294,200	90	90	95.67%	2121	9.26
December	2006	192	\$77,716,466	\$423,511	\$404,773	\$298,000	98	98	95.57%	1978	10.30
January	2007	152	\$50,472,181	\$344,885	\$332,053	\$272,500	115	115	96.27%	1954	12.85
February	2007	169	\$51,586,177	\$313,070	\$305,243	\$267,000	105	105	97.49%	2077	12.28
March	2007	263	\$82,838,891	\$325,749	\$314,976	\$269,000	100	100	96.69%	2215	8.42
April	2007	247	\$90,398,683	\$376,583	\$365,986	\$304,000	92	92	97.18%	2404	9.73
May	2007	342	\$119,580,629	\$358,679	\$349,650	\$285,000	69	69	97.48%	2522	7.37
June	2007	374	\$138,221,298	\$379,073	\$369,575	\$315,000	69	69	97.49%	2566	6.86
July	2007	322	\$110,908,381	\$357,212	\$344,435	\$285,000	77	77	96.42%	2489	7.72
August	2007	317	\$120,828,589	\$392,565	\$381,162	\$297,500	81	81	97.09%	2478	7.81
September	2007	170	\$58,445,540	\$355,448	\$343,797	\$290,000	101	101	96.72%	2468	14.51
Annual:		3000	\$1,076,841,881	\$371,059	\$358,947	\$289,900	87	87	96.73%	2292	9.16

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
October	2007	203	\$80,497,327	\$412,751	\$396,538	\$305,000	101	104	96.07%	2418	11.91
November	2007	183	\$64,062,471	\$362,190	\$350,068	\$281,000	91	102	96.65%	2331	12.73
December	2007	162	\$62,609,790	\$398,529	\$386,480	\$316,215	122	134	96.97%	2262	13.96
January	2008	128	\$49,196,549	\$403,818	\$384,348	\$295,317	122	142	95.17%	2215	17.30
February	2008	139	\$51,295,822	\$389,286	\$369,034	\$279,000	148	162	94.79%	2332	16.77
March	2008	166	\$54,267,132	\$340,656	\$326,910	\$289,950	130	136	95.96%	2500	15.06
April	2008	185	\$62,523,016	\$354,287	\$337,962	\$281,000	117	126	95.39%	2611	14.11
May	2008	260	\$86,652,633	\$350,766	\$333,279	\$269,538	109	123	95.01%	2593	9.97
June	2008	296	\$110,064,669	\$398,470	\$371,840	\$287,000	108	122	93.31%	2602	8.79
July	2008	285	\$118,055,441	\$430,130	\$414,229	\$291,000	111	132	96.30%	2562	8.98
August	2008	207	\$90,120,069	\$467,225	\$435,362	\$294,500	100	130	93.18%	2578	12.45
September	2008	179	\$59,846,140	\$351,982	\$334,335	\$257,732	110	135	94.98%	2482	13.86
Annual:		2393	\$889,191,059	\$390,295	\$371,580	\$287,500	112	127	95.20%	2457	12.32

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
October	2008	140	\$53,128,327	\$406,883	\$379,488	\$275,000	120	147	93.26%	2474	17.67
November	2008	96	\$39,981,351	\$443,483	\$416,472	\$295,150	116	144	93.90%	2395	24.94
December	2008	121	\$48,940,825	\$433,956	\$404,469	\$281,000	117	152	93.20%	2291	18.93
January	2009	72	\$24,550,638	\$353,273	\$340,981	\$289,950	91	124	96.52%	2232	31.00
February	2009	101	\$39,194,500	\$405,908	\$388,064	\$267,000	150	148	95.60%	2353	23.29
March	2009	132	\$47,673,535	\$377,341	\$361,163	\$257,569	132	144	95.71%	2473	18.73
April	2009	135	\$44,594,590	\$355,865	\$330,330	\$225,000	135	160	92.82%	2608	19.31
May	2009	199	\$65,739,242	\$347,921	\$330,347	\$281,440	109	152	94.94%	2677	13.45
June	2009	261	\$77,392,719	\$309,450	\$296,523	\$247,000	100	128	95.82%	2629	10.07
July	2009	296	\$104,032,550	\$376,399	\$351,461	\$274,000	106	135	93.37%	2571	8.68
August	2009	216	\$71,509,345	\$347,677	\$331,061	\$275,000	108	144	95.22%	2548	11.79
September	2009	174	\$54,737,977	\$329,585	\$314,586	\$277,130	96	121	95.44%	2510	14.42
Annual:		1943	\$671,475,599	\$365,514	\$345,587	\$270,000	112	141	94.54%	2480	15.31

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
October	2009	167	\$53,349,297	\$344,644	\$319,456	\$230,000	115	147	92.69%	2485	14.88
November	2009	206	\$61,717,790	\$309,794	\$299,600	\$260,832	128	161	96.70%	2391	11.60
December	2009	152	\$63,516,039	\$445,005	\$417,868	\$264,632	105	138	93.90%	2254	14.82
January	2010	104	\$28,931,443	\$294,436	\$278,186	\$228,497	112	161	94.48%	2134	20.51
February	2010	108	\$35,233,114	\$348,435	\$326,232	\$272,450	137	190	93.62%	2223	20.58
March	2010	146	\$47,160,947	\$343,514	\$323,020	\$248,500	141	167	94.03%	2386	16.34
April	2010	191	\$65,603,660	\$361,704	\$343,474	\$266,265	126	165	94.96%	2613	13.68
May	2010	256	\$73,989,793	\$298,900	\$289,022	\$250,195	104	135	96.69%	2659	10.38
June	2010	343	\$114,423,495	\$343,168	\$333,596	\$272,000	83	107	97.21%	2685	7.82
July	2010	181	\$64,162,135	\$368,983	\$354,486	\$286,557	111	153	96.07%	2675	14.77
August	2010	186	\$58,336,233	\$327,904	\$313,635	\$248,000	112	155	95.64%	2596	13.95
September	2010	169	\$52,159,277	\$324,486	\$308,634	\$255,000	98	127	95.11%	2604	15.40
Annual:		2209	\$718,583,223	\$341,034	\$325,297	\$258,379	111	145	95.38%	2475	13.44

Annual:	2006 - 2010	9545	\$3,356,091,762	\$367,804	\$351,607	\$277,500	121	104	95.59%	2426	12.19
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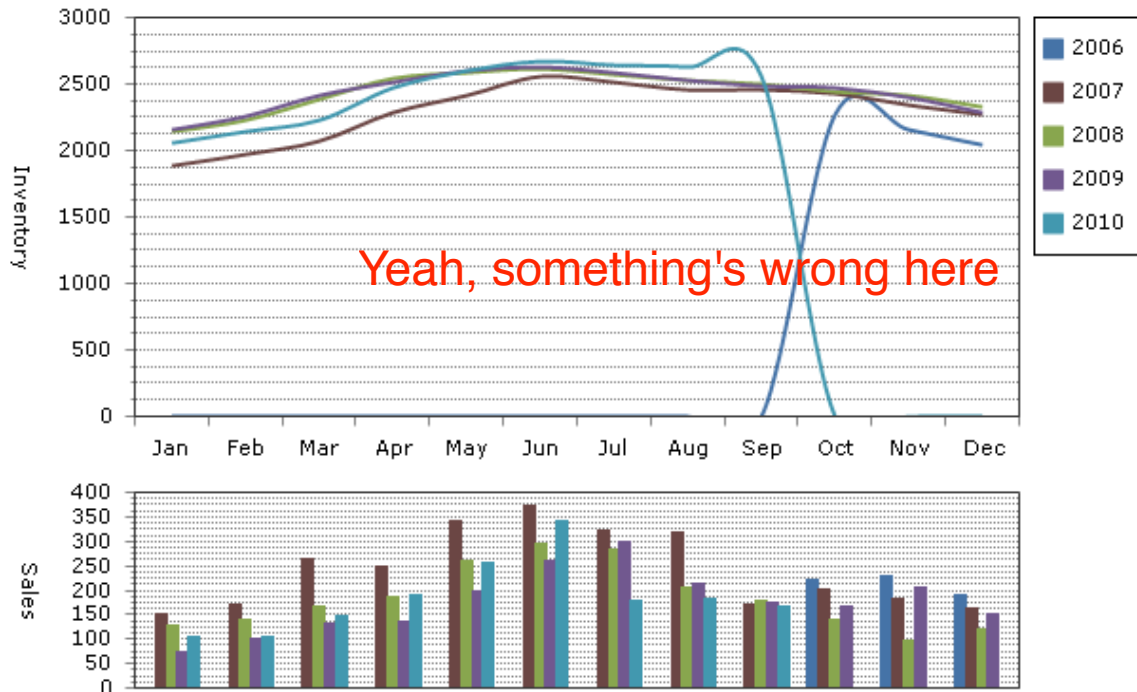
Note: The "Current Inventory" column(s) reflect the number of active(on market) listings on the 16th day of each month.

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: 10/1/2006 - 9/30/2010



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Prepared by JIM DUNCAN of NEST REALTY GROUP on Friday, October 29, 2010 10:55 AM.