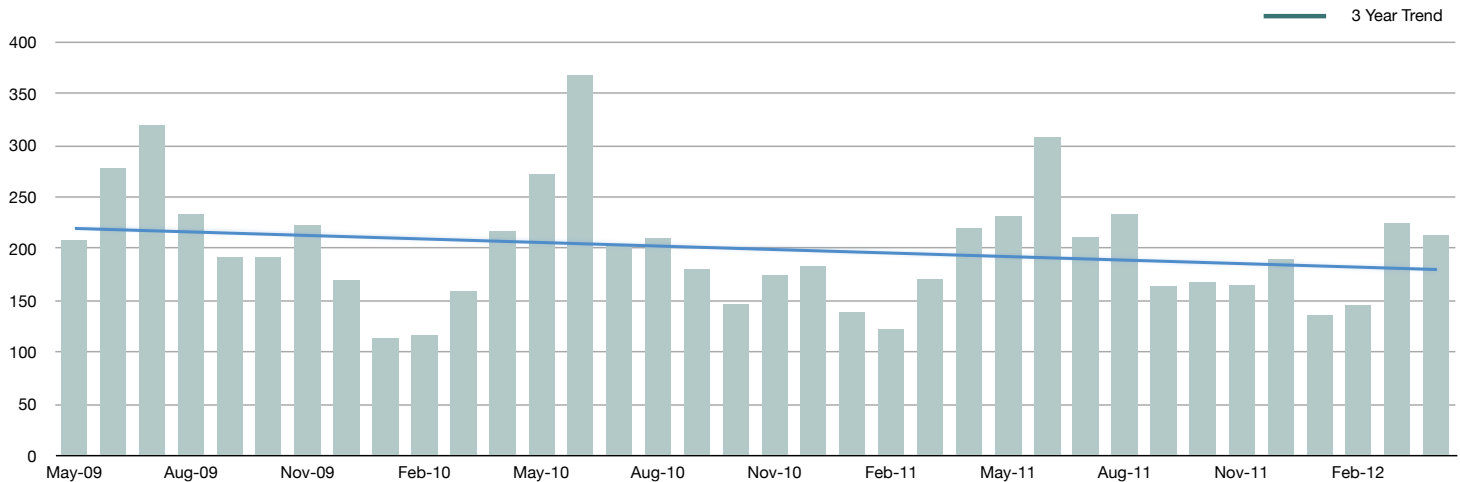


## Central Virginia / Charlottesville Market Trend: Market-Wide

After a very strong first quarter, sales numbers leveled off a bit in April. Overall, total sales in Central Virginia in April totaled 213, down slightly from last April's count of 220. Median prices across the region fell slightly: from \$255,000 in April 2011 to \$245,000 in April 2012. While those numbers are not spectacular, inventory levels continue to drop. Total year-over-year inventory fell from 2714 units to 2530 units (a reduction of almost 7%). Months of inventory in Central Virginia also fell from 12.33 months in April 2011 to 11.87 months in April 2012. This reduction of inventory is becoming a trend not only in the Charlottesville region, but also throughout many parts of the country. It's vital that inventory levels continue to fall in order for the housing recovery to continue.

### Three Year Trend of Sales Activity (Number of Sales)



The City of Charlottesville continued to steal the show in April. Total year-over-year sales were up 38.71% in the City. In addition, months of inventory fell 39.21% from last April to 7.41 months. Lastly, contracts written in the City were up 34% from April 2011. Albemarle County overall sales and statistics were relatively flat from April 2011: median prices were down 5.84%, sales were off 2%, but inventory levels also fell ever-so-slightly.

### MSA (Albemarle, Charlottesville, Fluvanna, Greene, Louisa, and Nelson)

Single Family		Average List Price	Average Sale Price	Median Sale Price	Avg Days on Market	Total Sales	Total Inventory	Months of Inventory
	April 2012	\$357,368	\$334,108	\$268,750	127	163	1737	10.65
	Change	-9%	-10.7%	-2%	-7%	-11%	-5%	6%
	April 2011	\$391,555	\$373,943	\$275,000	136	183	1838	10.04
	Change	4%	5%	2%	5%	6%	-8%	-13%
April 2010	\$375,758	\$355,508	\$269,000	129	172	1993	11.58	

Attached / Condo		Average List Price	Average Sale Price	Median Sale Price	Avg Days on Market	Total Sales	Total Inventory	Months of Inventory
	April 2012	\$206,981	\$200,044	\$187,000	97	50	474	9.48
	Change	15%	17%	17%	13%	35%	-8%	-10%
	April 2011	\$180,189	\$171,434	\$160,000	86	37	517	10.55
	Change	-21%	-24%	-16%	-14%	-18%	-12%	-19%
April 2010	\$229,222	\$224,744	\$189,900	100	45	588	13.06	

## Albemarle County

	Median Sale Price	Avg Days on Market	Total Sales	Total Inventory	Months of Inventory
April 2012	\$286,289	104	110	1158	10.52
Change	-5.84%	-20.61%	-1.79%	-2.69%	-0.94%
April 2011	\$304,052	131	112	1190	10.62

Contracts Written  
in April:  
135

## Charlottesville City

	Median Sale Price	Avg Days on Market	Total Sales	Total Inventory	Months of Inventory
April 2012	\$211,500	95	43	319	7.41
Change	-12.24%	-20.83%	38.71%	-15.61%	-39.21%
April 2011	\$241,000	120	31	378	12.19

Contracts Written  
in April:  
67

## Fluvanna County

	Median Sale Price	Avg Days on Market	Total Sales	Total Inventory	Months of Inventory
April 2012	\$158,000	82	27	329	12.18
Change	-18.56%	-33.87%	12.50%	-4.36%	-15.00%
April 2011	\$194,000	124	24	344	14.33

Contracts Written  
in April:  
40

## Greene County

	Median Sale Price	Avg Days on Market	Total Sales	Total Inventory	Months of Inventory
April 2012	\$169,900	128	13	201	15.46
Change	-30.37%	7.56%	-18.75%	-9.05%	11.95%
April 2011	\$244,000	119	16	221	13.81

Contracts Written  
in April:  
18

## Louisa County

	Median Sale Price	Avg Days on Market	Total Sales	Total Inventory	Months of Inventory
April 2012	\$190,000	131	7	196	28
Change	41.22%	63.75%	-53.33%	-9.68%	93.64%
April 2011	\$134,540	80	15	217	14.46

Contracts Written  
in April:  
15

## Nelson County

	Median Sale Price	Avg Days on Market	Total Sales	Total Inventory	Months of Inventory
April 2012	\$192,500	188	13	327	25.15
Change	-24.95%	16.05%	-40.91%	-10.16%	52.06%
April 2011	\$256,500	162	22	364	16.54

Contracts Written  
in April:  
10