

Sales and Inventory Report
Category - Residential
Statistics for Entire MLS from 11/1/2008 - 10/31/2012

Fluvanna County
 Courtesy Jim Duncan
 Nest Realty | RealCentralVA.com
 434-242-7140

Category:1
 Area:08

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
November	2008	12	\$3,867,275	\$334,031	\$322,272	\$296,650	93	181	96.47%	379	31.58
December	2008	21	\$5,110,500	\$251,609	\$243,357	\$202,000	89	109	96.72%	354	16.85
January	2009	9	\$3,145,581	\$356,642	\$349,509	\$325,176	114	123	97.99%	319	35.44
February	2009	15	\$3,151,802	\$211,315	\$210,120	\$189,800	151	159	99.43%	340	22.66
March	2009	24	\$5,279,690	\$231,204	\$219,987	\$193,495	115	166	95.14%	358	14.91
April	2009	27	\$5,379,050	\$207,661	\$199,224	\$190,000	120	151	95.93%	369	13.66
May	2009	17	\$4,647,878	\$288,566	\$273,404	\$235,000	114	183	94.74%	388	22.82
June	2009	26	\$5,283,074	\$204,918	\$203,195	\$200,750	150	192	99.15%	398	15.30
July	2009	22	\$6,145,695	\$294,442	\$279,349	\$240,550	143	171	94.87%	397	18.04
August	2009	26	\$6,040,520	\$235,220	\$232,327	\$194,250	103	159	98.77%	380	14.61
September	2009	25	\$6,218,137	\$256,613	\$248,725	\$222,900	94	132	96.92%	374	14.96
October	2009	33	\$7,094,850	\$217,203	\$214,995	\$202,000	78	141	98.98%	376	11.39
Annual:		257	\$61,364,052	\$246,060	\$238,770	\$205,000	112	155	97.03%	369	17.22

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
November	2009	30	\$6,848,383	\$233,011	\$228,279	\$206,750	165	216	97.96%	369	12.30
December	2009	18	\$3,641,183	\$206,607	\$202,287	\$183,125	121	139	97.90%	320	17.77
January	2010	25	\$5,516,155	\$219,733	\$220,646	\$209,000	63	73	100.41%	309	12.36
February	2010	13	\$2,991,770	\$238,855	\$230,136	\$210,000	123	187	96.34%	341	26.23
March	2010	19	\$3,947,750	\$217,418	\$207,776	\$187,500	118	140	95.56%	354	18.63
April	2010	22	\$4,769,860	\$224,354	\$216,811	\$176,940	92	128	96.63%	384	17.45
May	2010	35	\$8,067,968	\$231,892	\$230,513	\$200,000	83	108	99.40%	387	11.05
June	2010	42	\$10,669,199	\$255,334	\$254,028	\$235,400	79	133	99.48%	403	9.59
July	2010	25	\$6,533,231	\$262,950	\$261,329	\$248,824	75	97	99.38%	400	16.00
August	2010	26	\$5,368,205	\$212,453	\$206,469	\$182,250	107	170	97.18%	386	14.84
September	2010	24	\$5,683,620	\$241,983	\$236,817	\$197,800	68	91	97.86%	372	15.50
October	2010	27	\$6,436,795	\$246,561	\$238,399	\$229,365	135	202	96.68%	347	12.85
Annual:		306	\$70,474,119	\$234,565	\$230,307	\$205,000	100	139	98.18%	364	14.27

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
November	2010	28	\$5,561,375	\$205,770	\$198,620	\$185,000	122	131	96.52%	322	11.50
December	2010	19	\$3,629,035	\$194,340	\$191,001	\$173,185	117	167	98.28%	296	15.57
January	2011	12	\$3,134,300	\$267,075	\$261,191	\$210,000	116	163	97.79%	279	23.25
February	2011	12	\$2,472,915	\$219,936	\$206,076	\$213,950	87	158	93.69%	313	26.08
March	2011	20	\$4,851,790	\$255,209	\$242,589	\$184,975	92	126	95.05%	327	16.35
April	2011	24	\$4,702,404	\$204,007	\$195,933	\$194,000	124	155	96.04%	344	14.33
May	2011	26	\$5,192,868	\$216,498	\$199,725	\$180,000	153	188	92.25%	370	14.23
June	2011	28	\$6,747,500	\$247,883	\$240,982	\$216,910	115	135	97.21%	387	13.82
July	2011	29	\$6,694,099	\$246,107	\$230,831	\$200,000	110	168	93.79%	389	13.41
August	2011	28	\$6,148,779	\$231,951	\$219,599	\$207,700	133	173	94.67%	383	13.67
September	2011	14	\$2,931,626	\$225,812	\$209,401	\$178,500	102	120	92.73%	379	27.07
October	2011	21	\$5,948,432	\$305,714	\$283,258	\$189,000	158	251	92.65%	364	17.33
Annual:		261	\$58,015,123	\$234,028	\$222,280	\$197,000	122	162	94.98%	346	15.90

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
November	2011	22	\$5,146,700	\$250,833	\$233,940	\$160,500	146	187	93.26%	338	15.36
December	2011	27	\$5,363,142	\$211,824	\$198,634	\$199,900	122	192	93.77%	303	11.22
January	2012	19	\$4,716,446	\$265,613	\$248,234	\$268,000	113	167	93.45%	275	14.47
February	2012	20	\$3,445,840	\$179,862	\$172,292	\$153,750	107	168	95.79%	265	13.25
March	2012	27	\$5,250,411	\$203,427	\$194,459	\$163,000	142	242	95.59%	275	10.18
April	2012	28	\$5,917,775	\$218,279	\$211,349	\$174,500	79	187	96.82%	307	10.96
May	2012	33	\$6,603,084	\$213,833	\$200,093	\$186,000	129	226	93.57%	323	9.78

June	2012	45	\$9,618,006	\$218,173	\$213,733	\$170,000	81	98	97.96%	332	7.37
July	2012	32	\$6,571,865	\$218,044	\$205,370	\$195,000	106	142	94.18%	340	10.62
August	2012	38	\$7,171,401	\$198,967	\$188,721	\$171,250	92	97	94.85%	336	8.84
September	2012	20	\$3,537,165	\$183,628	\$176,858	\$161,750	163	202	96.31%	320	16.00
October	2012	27	\$6,575,274	\$248,409	\$243,528	\$225,000	78	121	98.03%	315	11.66
Annual:		338	\$69,917,109	\$216,798	\$206,855	\$180,500	109	163	95.41%	311	11.04

Annual:	2008 - 2012	1162	\$259,770,403	\$231,819	\$223,554	\$197,000	110	155	96.43%	348	14.37
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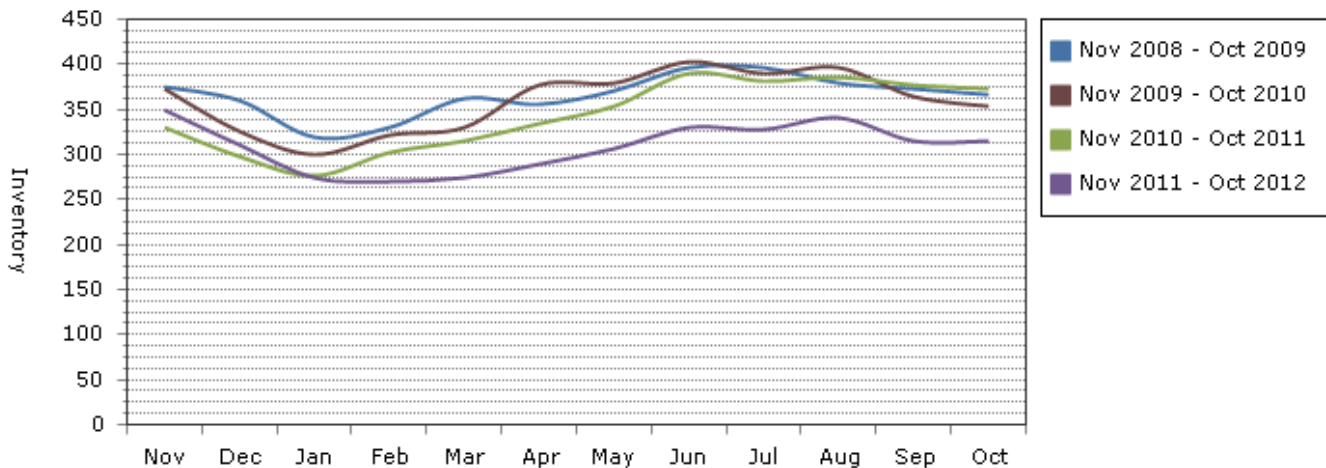
Note: The "Current Inventory" column(s) reflect the number of active(on market) listings on the 12th day of each month.

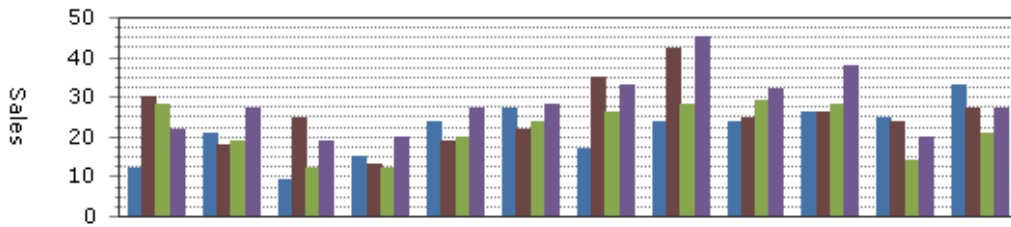
The "Months Inventory" column(s) value(s) equal "Current Inventory" divided by "Monthly Sales".

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: 11/1/2008 - 10/31/2012





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 Prepared by JIM DUNCAN of NEST REALTY GROUP on Tuesday, November 13, 2012 6:48 AM.