

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

Nelson County
 Courtesy Jim Duncan
 Nest Realty | 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
November	2008	12	\$3,589,500	\$319,841	\$299,125	\$283,550	214	251	93.52%	347	28.91
December	2008	8	\$2,271,900	\$313,087	\$283,987	\$222,450	185	232	90.70%	356	44.50
January	2009	4	\$1,384,500	\$398,125	\$346,125	\$229,750	85	187	86.93%	362	90.50
February	2009	3	\$970,000	\$352,633	\$323,333	\$320,000	344	376	91.69%	363	121.00
March	2009	14	\$7,234,150	\$575,485	\$516,725	\$319,950	138	137	89.78%	374	26.71
April	2009	11	\$2,762,900	\$274,427	\$251,172	\$265,000	223	222	91.52%	389	35.36
May	2009	10	\$2,876,000	\$316,679	\$287,600	\$171,500	161	222	90.81%	388	38.80
June	2009	7	\$2,075,500	\$321,557	\$296,500	\$345,000	61	90	92.20%	401	57.28
July	2009	15	\$5,679,405	\$416,940	\$378,627	\$389,000	196	251	90.81%	406	27.06
August	2009	15	\$4,098,500	\$295,780	\$273,233	\$237,000	159	206	92.37%	409	27.26
September	2009	16	\$5,986,944	\$399,252	\$374,184	\$360,000	112	147	93.72%	407	25.43
October	2009	9	\$3,613,600	\$423,916	\$401,511	\$257,000	151	245	94.71%	407	45.22
Annual:		124	\$42,542,899	\$374,036	\$343,087	\$286,500	164	205	91.72%	384	37.16

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
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%	391	24.43
January	2010	8	\$2,402,000	\$322,400	\$300,250	\$285,000	92	152	93.12%	379	47.37
February	2010	17	\$5,313,000	\$335,364	\$312,529	\$245,000	160	203	93.19%	379	22.29
March	2010	18	\$4,625,800	\$280,644	\$256,988	\$179,950	239	269	91.57%	375	20.83
April	2010	18	\$6,193,900	\$367,877	\$344,105	\$342,500	143	247	93.53%	383	21.27
May	2010	12	\$4,438,399	\$390,706	\$369,866	\$332,750	150	187	94.66%	401	33.41
June	2010	14	\$4,346,400	\$331,514	\$310,457	\$266,000	129	169	93.64%	423	30.21
July	2010	15	\$6,838,400	\$481,066	\$455,893	\$359,000	194	267	94.76%	431	28.73
August	2010	19	\$4,378,345	\$249,294	\$230,439	\$204,000	139	279	92.43%	417	21.94
September	2010	18	\$5,382,700	\$331,769	\$299,038	\$264,750	220	316	90.13%	419	23.27
October	2010	19	\$4,155,650	\$237,898	\$218,718	\$210,000	216	247	91.93%	412	21.68
Annual:		194	\$60,620,844	\$341,027	\$312,478	\$252,500	172	238	91.62%	400	24.74

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
November	2010	19	\$9,498,500	\$593,326	\$499,921	\$375,000	219	286	84.25%	388	20.42
December	2010	19	\$5,280,700	\$305,184	\$277,931	\$226,000	178	208	91.06%	369	19.42
January	2011	16	\$5,582,275	\$379,848	\$348,892	\$325,000	163	182	91.85%	341	21.31
February	2011	15	\$5,304,900	\$391,806	\$353,660	\$275,000	154	253	90.26%	356	23.73
March	2011	14	\$2,680,300	\$208,975	\$191,450	\$177,000	173	218	91.61%	357	25.50
April	2011	22	\$7,719,321	\$372,061	\$350,878	\$256,500	162	197	94.30%	365	16.59
May	2011	11	\$2,267,999	\$218,583	\$206,181	\$197,000	155	269	94.32%	374	34.00
June	2011	15	\$4,620,800	\$339,980	\$308,053	\$265,000	196	288	90.60%	380	25.33
July	2011	9	\$2,865,600	\$341,850	\$318,400	\$260,000	226	245	93.14%	378	42.00
August	2011	8	\$1,644,400	\$229,012	\$205,550	\$193,450	85	161	89.75%	368	46.00
September	2011	10	\$1,916,350	\$215,238	\$191,635	\$117,750	437	487	89.03%	365	36.50
October	2011	24	\$5,770,200	\$261,538	\$240,425	\$204,500	180	256	91.92%	358	14.91
Annual:		182	\$55,151,345	\$335,052	\$303,029	\$232,500	190	249	90.44%	367	24.19

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
November	2011	19	\$4,655,900	\$269,449	\$245,047	\$182,000	189	236	90.94%	349	18.36
December	2011	21	\$6,494,683	\$333,180	\$309,270	\$240,000	262	288	92.82%	329	15.66
January	2012	19	\$5,045,500	\$290,787	\$265,552	\$225,000	209	289	91.32%	308	16.21
February	2012	10	\$2,250,300	\$258,600	\$225,030	\$242,250	302	301	87.01%	314	31.40
March	2012	8	\$1,815,500	\$247,162	\$226,937	\$231,500	209	275	91.81%	318	39.75
April	2012	13	\$3,347,500	\$276,046	\$257,500	\$192,500	188	299	93.28%	323	24.84
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%	334	27.83
July	2012	11	\$3,037,500	\$287,072	\$276,136	\$200,000	305	354	96.19%	330	30.00
August	2012	17	\$4,908,900	\$310,081	\$288,758	\$275,000	134	185	93.12%	338	19.88
September	2012	18	\$4,324,125	\$258,925	\$240,229	\$230,000	189	255	92.77%	335	18.61
October	2012	19	\$5,069,500	\$294,931	\$266,815	\$220,000	326	416	90.46%	338	17.78
Annual:		177	\$45,667,403	\$280,253	\$258,007	\$227,900	222	294	92.06%	329	22.30

Annual:	2008 - 2012	677	\$203,982,491	\$329,577	\$301,303	\$250,000	188	249	91.42%	370	26.23
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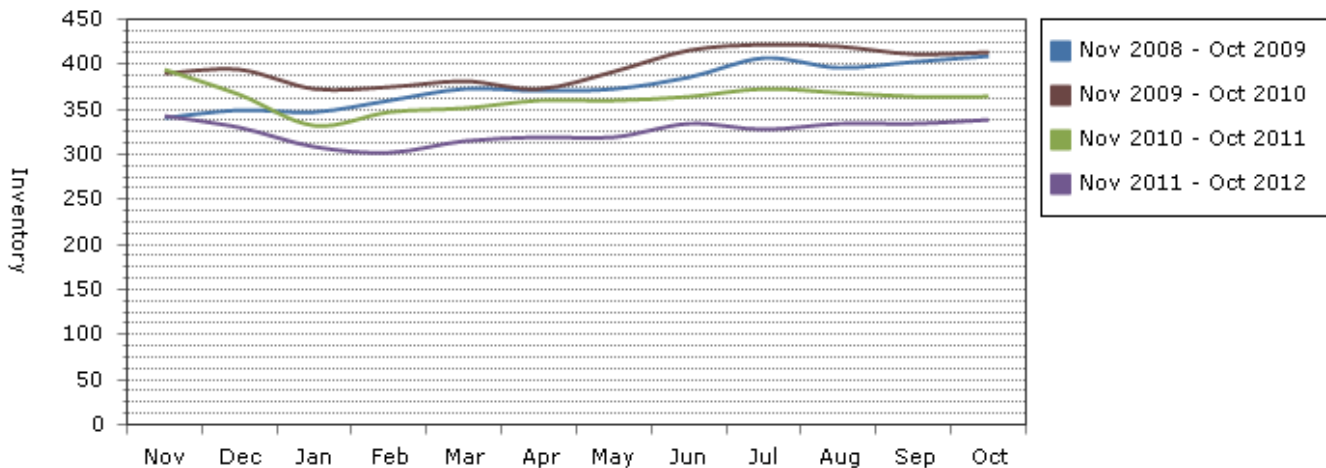
Note: The "Current Inventory" column(s) reflect the number of active(on market) listings on the 12th day of each month.

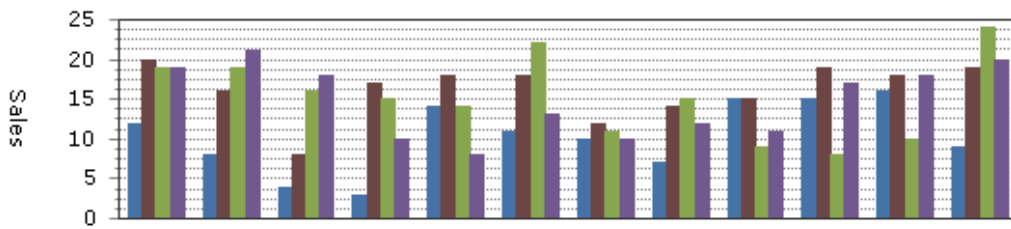
The "Months Inventory" column(s) value(s) equal "Current Inventory" divided by "Monthly Sales".

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 6:50 AM.