

THE NEST REPORT

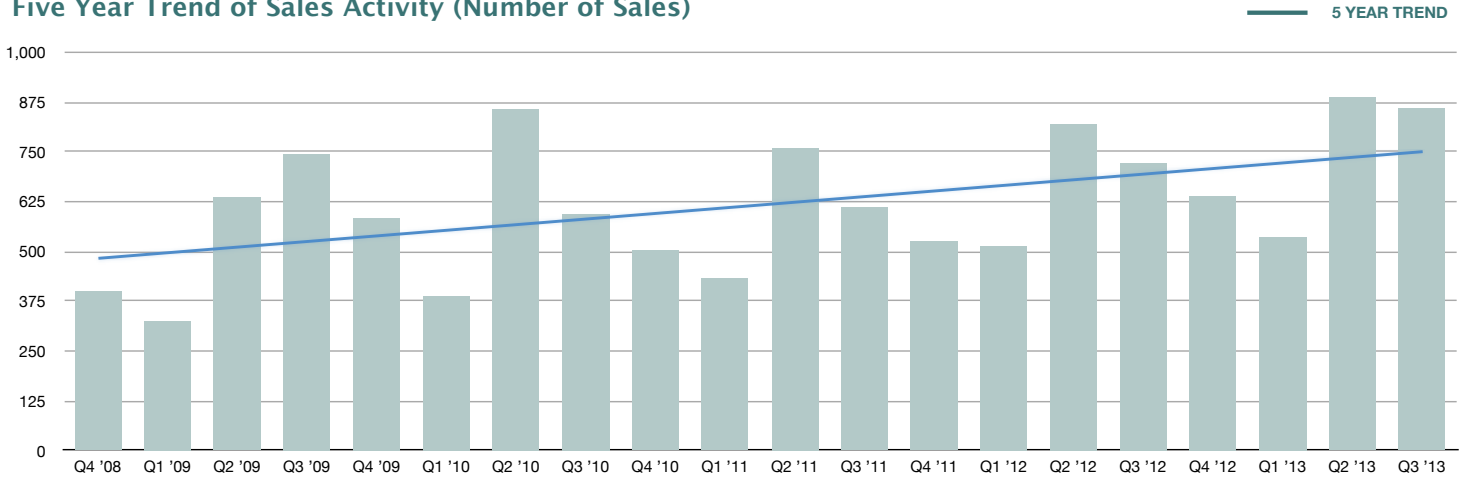
Charlottesville / Central Virginia Region

Q3 2013

Central Virginia/Charlottesville MSA Real Estate Market Snapshot

The sales trend for the Charlottesville MSA continues in a positive direction. For the 9th straight quarter, total year-over-year sales were up. Overall Q3 sales were up 19% from Q3 2012 (859 vs. 722). Single family home sales in the Charlottesville MSA continue to perform well with a 14.9% increase from Q3 2012. Attached and condo sales performed even better, with an increase of 31.5%. Days on market levels dropped across the board: -21.7% to 83 days for single family homes and -12.2% to 86 days for attached and condominiums.

Five Year Trend of Sales Activity (Number of Sales)



Median prices in Q3 rose fairly significantly in the major Charlottesville MSA housing segments. Single family home median prices rose by 10% to \$294,000. Attached/condo median prices increased by 19.5% to \$221,000. After seeing 5-year lows in inventory during the 2nd half of 2012, inventory levels have continued to increase in 2013. Q3 was no different. Single family home inventory rose by 6.5% to 1660 units. Attached and condominium inventory also rose by 4.7% to 403 units.

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

		Average List Price	Average Sale Price	Median Sale Price	Price per Square Foot	Avg Days on Market	Total Sales	Total Inventory	Months of Inventory
Single Family	Q3 2013	\$367,427	\$353,904	\$294,000	\$142.00	83	625	1660	8.85
	Change	-7.2%	-0.5%	10.0%	7.6%	-21.7%	14.9%	6.5%	-5.7%
	Q3 2012	\$395,749	\$355,753	\$267,250	\$132.00	106	544	1558	9.38
	Change	15.8%	9.2%	-1.2%	-1.5%	11.6%	20.1%	-13.6%	-33.3%
	Q3 2011	\$341,680	\$325,721	\$270,500	\$134.00	95	453	1803	14.06

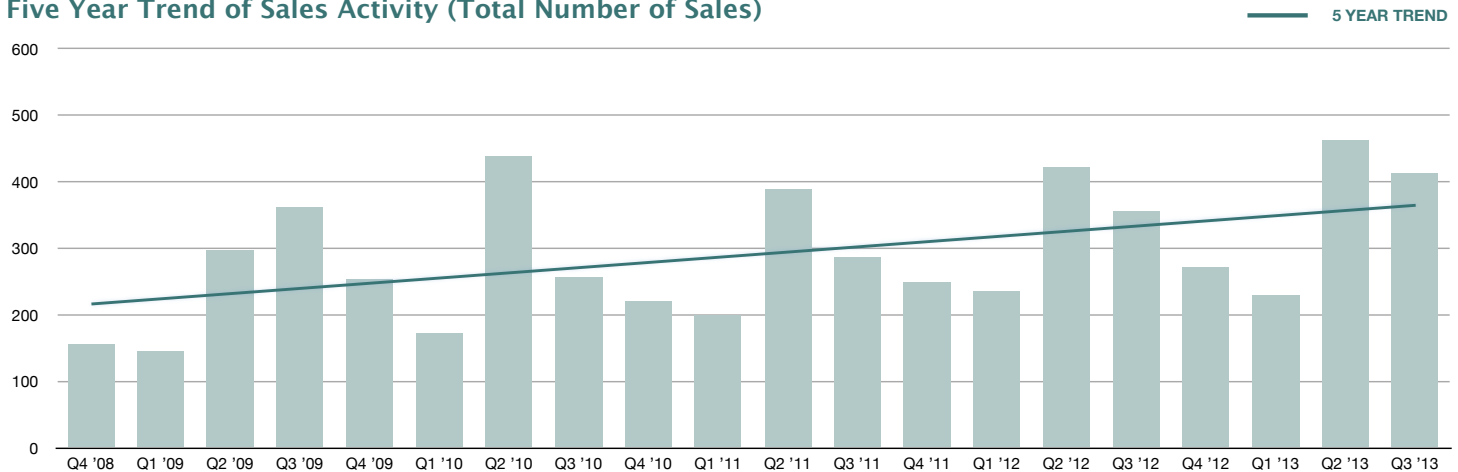
		Average List Price	Average Sale Price	Median Sale Price	Price per Square Foot	Avg Days on Market	Total Sales	Total Inventory	Months of Inventory
Attached / Condo	Q3 2013	\$238,945	\$234,121	\$221,000	\$145.00	86	234	403	5.77
	Change	11.3%	12.0%	19.5%	4.3%	-12.2%	31.5%	4.7%	-29.5%
	Q3 2012	\$214,625	\$209,006	\$185,000	\$139.00	98	178	385	8.19
	Change	3.1%	4.9%	-1.0%	-0.7%	-14.0%	13.4%	-23.6%	-33.4%
	Q3 2011	\$208,171	\$199,197	\$186,900	\$140.00	114	157	504	12.29

THE NEST REPORT

Albemarle County Real Estate Market Snapshot

Albemarle County home sales were up 16% (413 vs. 356) as compared to Q3 2012. This marks the second consecutive quarter of increased home sales after a disappointing Q1 2013. Single family home sales (+12.1%) and attached (+45.2%) were both up, but condominiums (-22.5%) were down double digits. Median prices were also mixed among the three housing categories: single family (+16.2%), condominiums (-4.6%), and attached (+14.6%).

Five Year Trend of Sales Activity (Total Number of Sales)



Single family and attached homes were the best performing segments of the Albemarle County real estate market. Contracts written in Q3 were positive for single family homes (+16.9%) and attached (+1.1%). Contracts written for condominiums were down 34.3% (from 35 to 23) in Q3. Based on the sales numbers and contracts written in Q3, condominiums again clearly struggled with sales down (-22.5%), median prices down (-4.6%) and contracts written down significantly.

Single Family		Average List Price	Average Sale Price	Median Sale Price	Avg Days on Market	Avg \$ PSF	Total Sales #
	Q3 2013	489,894	473,468	397,500	70	\$157	260
Change	-0.3%	0.6%	0.6%	-27.1%	0.6%	-18.0%	
Q2 2013	491,323	470,448	395,000	96	\$156	317	
Q3 2013	489,894	473,468	397,500	70	\$157	260	
Change	-15.3%	-5.7%	16.2%	-29.3%	6.8%	12.1%	
Q3 2012	578,662	502,021	342,032	99	\$147	232	

Attached		Average List Price	Average Sale Price	Median Sale Price	Avg Days on Market	Avg \$ PSF	Total Sales #
	Q3 2013	268,657	266,110	248,137	82	\$140	122
Change	0.6%	0.2%	3.3%	24.2%	-0.7%	-1.6%	
Q2 2013	267,059	265,638	240,122	66	\$141	124	
Q3 2013	268,657	266,110	248,137	82	\$140	122	
Change	8.4%	9.3%	14.6%	-8.9%	6.9%	45.2%	
Q3 2012	247,821	243,412	216,432	90	\$131	84	

Condos		Average List Price	Average Sale Price	Median Sale Price	Avg Days on Market	Avg \$ PSF	Total Sales #
	Q3 2013	161,662	155,935	115,000	120	\$134	31
Change	-23.3%	-22.8%	-10.9%	9.1%	0.0%	47.6%	
Q2 2013	210,826	202,011	129,050	110	\$134	21	
Q3 2013	161,662	155,935	115,000	120	\$134	31	
Change	-8.9%	-7.0%	-4.6%	64.4%	3.9%	-22.5%	
Q3 2012	177,540	167,695	120,500	73	\$129	40	

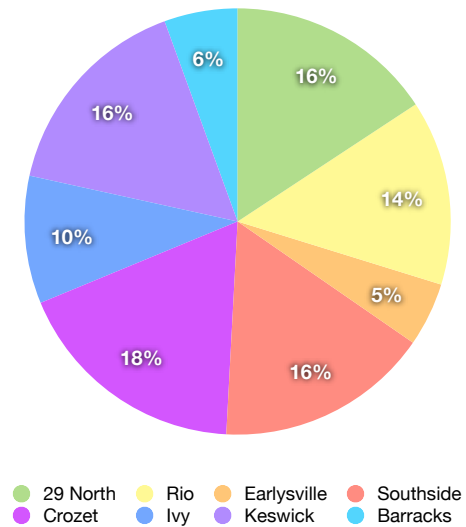
Contracts Written

	Q3 2012	Q3 2013	Change
Single Family	183	214	16.9%
Attached	94	95	1.1%
Condos	35	23	-34.3%

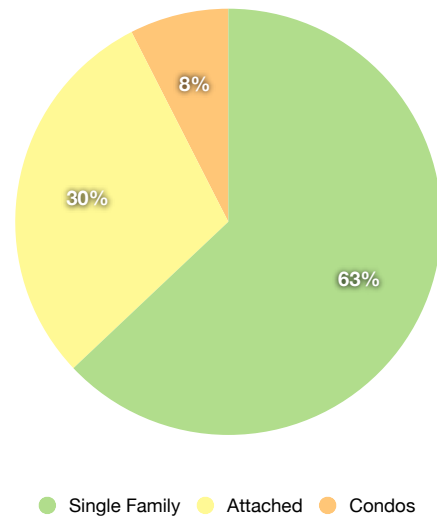
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Albemarle County Market Snapshot (Part 2)

Albemarle County Sales by Sub-Area

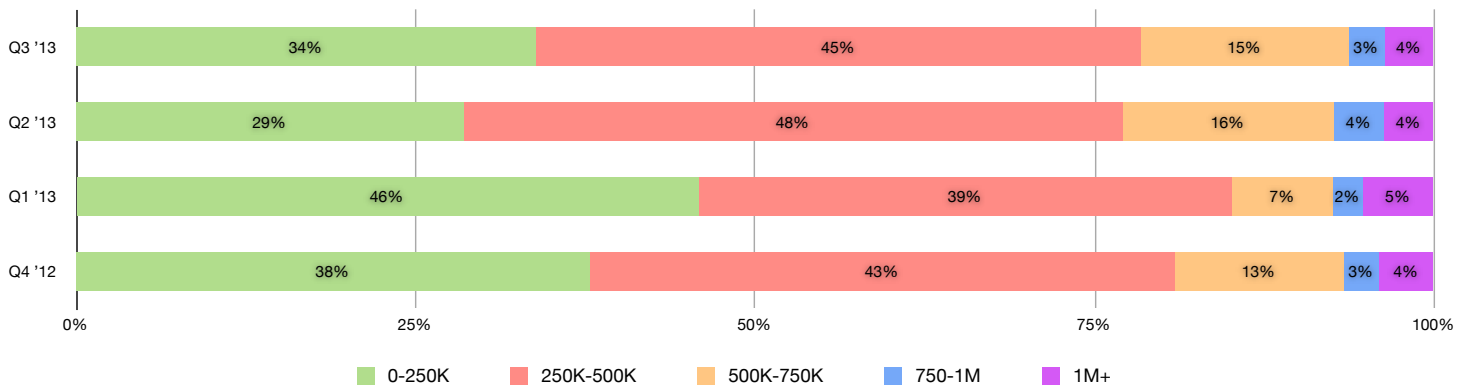


Albemarle County Sales by Type



Sales throughout Albemarle County were fairly even among the 8 areas. 6 of the 8 areas had double-digit percentages of sales. As has been the story for the last 10 quarters, strong new construction sales have helped boost sales in Crozet. Sales distribution across housing types was fairly consistent. The Albemarle condominium market made up just 8% of all sales (as compared to 10% in 2012). This has been a consistent theme for the last few years.

Albemarle County Percent of Sales by Price Range



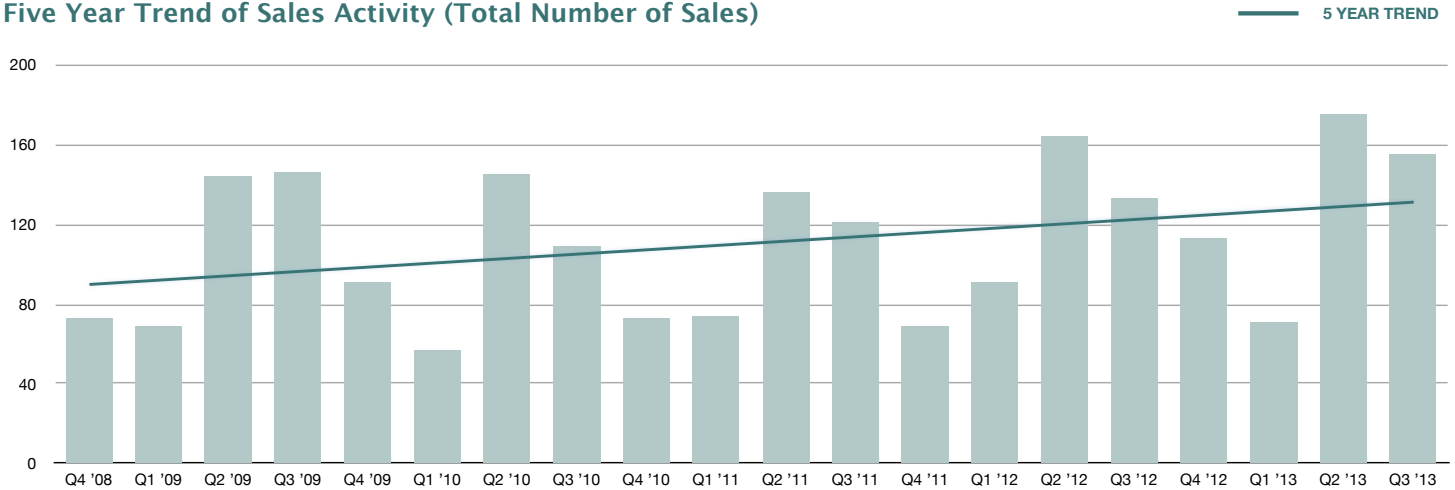
Home sale price distribution was relatively normal for this past quarter. After strong fluctuations in Q2 and Q1 of 2013 in the percentage of sub-\$250k homes sold, the distributions leveled out in Q3. 34% of homes sold in Q3 were under \$250,000, while 45% were between \$250,000 and \$500,000. Overall, the percentage of homes sold above \$500,000 was in line with we've come to expect.

THE NEST REPORT

Charlottesville City Real Estate Market Snapshot

After hitting a slight bump in the road in Q1 2013, the Charlottesville City real estate market has had two straight strong quarters. Total year-over-year sales were up by 16% (155 vs 133). While single family home sales were off by 1%, condominiums (+20%) and attached homes (+163.6%) performed well. Median prices were up in all housing segments and price per square foot values were up in all three categories also.

Five Year Trend of Sales Activity (Total Number of Sales)



Median prices for single family homes increased by 12.5% (\$299,500). Attached homes (+40.2%) and condominiums (+18.6%) also had significant median price increases. The success of attached home sales and median price increase was directly related to the success of the new townhome community, McGinnis Row. A bump in sales from Walker Square and the Linden Town Lofts (among others) helped move condominium sales upward.

	Average List Price	Average Sale Price	Median Sale Price	Avg Days on Market	Avg \$ PSF	Total Sales #	
Single Family	Q3 2013	337,583	324,610	299,500	51	\$174	96
	Change	3.6%	2.1%	6.2%	-3.8%	1.2%	-20.7%
	Q2 2013	325,973	317,989	282,000	53	\$172	121
	Q3 2013	337,583	324,610	299,500	51	\$174	96
	Change	7.2%	8.8%	12.5%	-44.0%	12.3%	-1.0%
	Q3 2012	314,955	298,453	266,250	91	\$155	97

	Average List Price	Average Sale Price	Median Sale Price	Avg Days on Market	Avg \$ PSF	Total Sales #	
Attached	Q3 2013	227,300	222,640	244,000	49	\$133	29
	Change	3.7%	5.4%	9.8%	-2.0%	0.8%	383.3%
	Q2 2013	219,261	211,205	222,250	50	\$132	6
	Q3 2013	227,300	222,640	244,000	49	\$133	29
	Change	27.6%	31.2%	40.2%	-53.3%	11.8%	163.6%
	Q3 2012	178,117	169,721	174,000	105	\$119	11

	Average List Price	Average Sale Price	Median Sale Price	Avg Days on Market	Avg \$ PSF	Total Sales #	
Condos	Q3 2013	232,211	223,083	213,500	42	\$210	30
	Change	-10.3%	-9.9%	12.4%	-6.7%	-6.7%	25.0%
	Q2 2013	259,000	247,729	190,000	45	\$225	24
	Q3 2013	232,211	223,083	213,500	42	\$210	30
	Change	17.0%	15.6%	18.6%	-48.1%	18.6%	20.0%
	Q3 2012	198,488	192,936	180,000	81	\$177	25

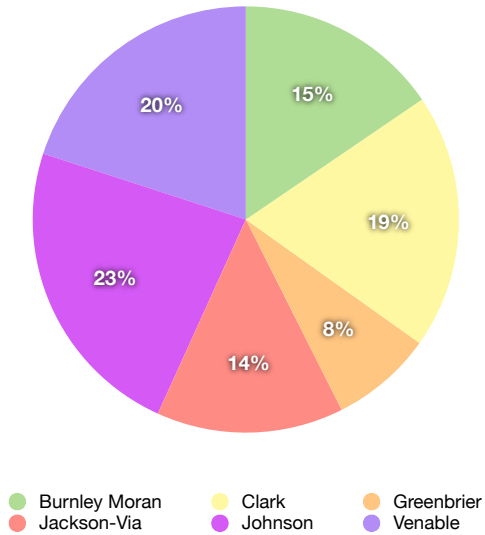
Contracts Written

	Q3 2012	Q3 2013	Change
Single Family	86	76	-11.63%
Attached	7	16	128.57%
Condos	15	28	86.67%

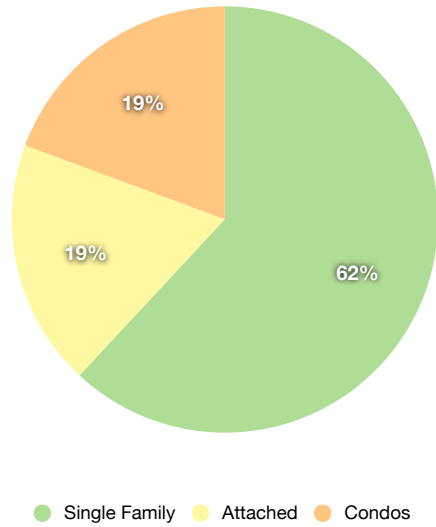
THE NEST REPORT

Charlottesville City Market Snapshot (Part 2)

Charlottesville City Sales by Elementary School Area

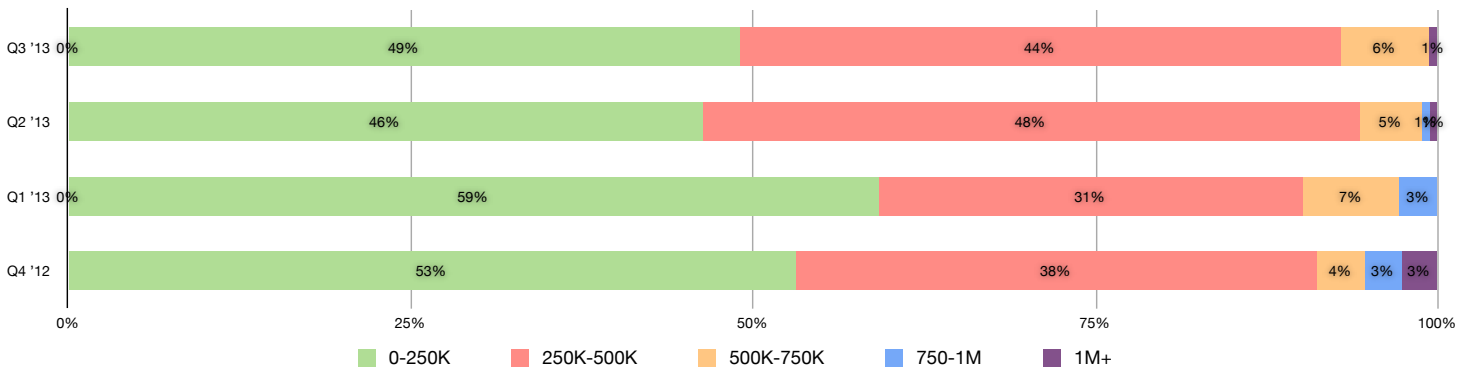


Charlottesville City Sales by Type



As was the case with Albemarle County, sales among Charlottesville's districts were relatively even. 5 of the 6 areas saw a least 14% of the total area's sales. With regards to the types of properties selling in the market: strong attached and condominium sales helped increase the percentages for those two categories. In previous quarters, it was typical for single family home sales to make up approximately 70% of sales in the City. In Q3, single family homes comprised 62% of all sales.

Charlottesville City Percent of Sales by Price Range



Sales distribution by price range was relatively standard in Q3. 49% of all sales were under \$250,000 and 93% were under \$500,000. These numbers fall in line with expectations set from the previous 8 quarters of sales in the City. As was the case in Q2, there was 1 sale in Q3 in the City of Charlottesville over \$1,000,000.

THE NEST REPORT

Fluvanna County

Overall		Average List Price	Average Sale Price	Median Sale Price	Avg Days on Market	Total Sales #	Total Inventory	Months of Inventory
	Q3 2013	\$236,370	\$227,287	\$186,000	95	99	286	7.52
	Change	16.8%	18.4%	6.3%	-15.9%	10.0%	11.3%	-41.5%
	Q3 2012	\$202,341	\$192,004	\$175,000	113	90	257	12.85
	Change	-14.5%	-13.6%	-11.4%	-4.2%	26.8%	-22.6%	-45.8%
Q3 2011	\$236,523	\$222,176	\$197,500	118	71	332	23.71	

Fluvanna had another extremely strong quarter in Q3. Median prices were up 6.3% to \$186,000. Inventory did jump up by 11.3% to 286 units. However, Fluvanna's Months of Inventory dropped by 41.5%, thanks to the increase in sales. Contracts written in Q3 were up 31.7% from Q3 2012.

Contracts Written

Q3 2012	Q3 2013	Change
82	108	31.7%

Greene County

Overall		Average List Price	Average Sale Price	Median Sale Price	Avg Days on Market	Total Sales #	Total Inventory	Months of Inventory
	Q3 2013	\$234,043	\$226,261	\$219,000	94	61	255	10.2
	Change	-12.2%	-10.6%	-14.1%	-25.4%	15.1%	63.5%	30.8%
	Q3 2012	\$266,468	\$253,213	\$255,000	126	53	156	7.8
	Change	17.9%	12.0%	14.3%	53.7%	-7.0%	-16.6%	-20.7%
Q3 2011	\$225,989	\$226,032	\$223,000	82	57	187	9.84	

Year-over-year sales in Greene County were up by 15.1%. However, median prices dropped by 14.1%. Inventory (+63.5% to 255 units) and months of inventory (+30.8% to 10.2 months) were also up. Contracts written dropped by 28% over Q3 2012. This could lead to lower sales numbers in Greene County in Q4.

Contracts Written

Q3 2012	Q3 2013	Change
75	54	-28.0%

THE NEST REPORT

Louisa County

Overall		Average List Price	Average Sale Price	Median Sale Price	Avg Days on Market	Total Sales #	Total Inventory	Months of Inventory
	Q3 2013	\$244,412	\$239,208	\$190,000	77	58	152	10.13
	Change	25.0%	23.8%	7.0%	-10.5%	31.8%	-5.6%	-18.2%
	Q3 2012	\$195,575	\$193,144	\$177,500	86	44	161	12.38
	Change	-17.9%	-16.0%	-6.2%	-19.6%	-8.3%	-0.6%	-8.3%
Q3 2011	\$238,295	\$229,832	\$189,250	107	48	162	13.5	

Sales in Louisa were up by 31.8% to 58 units in Q3. Median prices increased by 7% to \$190,000 also. Inventory decreased by 5.6% (152 units) at the end of Q3. Contracts written in Q3 were up a dramatic 69.4% as compared to Q3 2012, setting Louisa up for a strong sales number in Q4.

Contracts Written

Q3 2012	Q3 2013	Change
36	61	69.4%

Nelson County

Overall		Average List Price	Average Sale Price	Median Sale Price	Avg Days on Market	Total Sales #	Total Inventory	Months of Inventory
	Q3 2013	\$309,260	\$288,823	\$285,500	175	73	347	13.88
	Change	8.7%	8.3%	12.0%	-10.7%	58.7%	8.4%	-21.9%
	Q3 2012	\$284,561	\$266,750	\$255,000	196	46	320	17.77
	Change	8.8%	12.1%	27.5%	-25.5%	70.4%	-8.3%	-49.1%
Q3 2011	\$261,523	\$238,012	\$200,000	263	27	349	34.9	

Sales activity in Nelson was up dramatically in Q3. Total sales increased by 58.7% to 73 total sales. Median prices increased by 12% to \$285,500. Inventory levels in Nelson County bumped up slightly (+8.4%) to 347 units. Moving forward, sales in Nelson County appear to be on the rise as contracts written were up 33.9% this past quarter.

Contracts Written

Q3 2012	Q3 2013	Change
59	79	33.9%

*Some statistics in this report come courtesy of the Charlottesville Area MLS as of 10/12/13.