

Sales and Inventory Report
Category - Residential
Statistics for Entire MLS from 1/1/2010 - 12/31/2013

Nest Realty, Charlottesville, VA

Category:1
 Property Type:DET
 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
January	2010	79	\$23,087,093	\$306,554	\$292,241	\$235,000	108	159	95.33%	1377	17.43
February	2010	82	\$29,687,214	\$387,890	\$362,039	\$304,499	142	203	93.33%	1457	17.76
March	2010	101	\$38,049,347	\$402,009	\$376,726	\$305,000	143	170	93.71%	1575	15.59
April	2010	148	\$56,063,142	\$400,982	\$378,805	\$305,000	137	178	94.46%	1815	12.26
May	2010	180	\$57,721,140	\$334,537	\$320,673	\$289,750	106	138	95.85%	1850	10.27
June	2010	249	\$92,229,231	\$383,741	\$370,398	\$303,000	88	117	96.52%	1885	7.57
July	2010	135	\$52,990,156	\$409,847	\$392,519	\$309,035	104	142	95.77%	1884	13.95
August	2010	140	\$47,643,951	\$357,834	\$340,313	\$282,450	99	141	95.10%	1833	13.09
September	2010	124	\$41,364,924	\$352,498	\$333,588	\$271,977	95	114	94.63%	1816	14.64
October	2010	110	\$49,784,851	\$471,870	\$452,589	\$285,000	102	155	95.91%	1736	15.78
November	2010	135	\$53,366,596	\$429,290	\$395,308	\$270,065	114	149	92.08%	1603	11.87
December	2010	126	\$45,450,521	\$386,132	\$360,718	\$257,500	132	164	93.41%	1480	11.74
Annual:		1609	\$587,438,166	\$384,953	\$365,095	\$289,900	111	148	94.84%	1693	12.62

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
January	2011	94	\$38,124,373	\$440,190	\$405,578	\$285,995	125	158	92.13%	1381	14.69
February	2011	85	\$25,768,837	\$322,270	\$303,162	\$268,000	122	178	94.07%	1429	16.81
March	2011	111	\$37,070,232	\$351,218	\$333,966	\$265,940	148	180	95.08%	1542	13.89
April	2011	168	\$66,052,174	\$412,039	\$393,167	\$282,000	141	179	95.41%	1683	10.01
May	2011	165	\$52,215,350	\$332,559	\$316,456	\$274,000	108	138	95.15%	1739	10.53
June	2011	207	\$73,387,600	\$374,230	\$354,529	\$283,500	108	142	94.73%	1756	8.48
July	2011	140	\$47,767,395	\$358,697	\$341,195	\$289,500	95	126	95.12%	1740	12.42
August	2011	155	\$54,056,164	\$368,948	\$348,749	\$286,470	100	127	94.52%	1667	10.75
September	2011	111	\$34,996,275	\$326,652	\$315,281	\$270,000	82	104	96.51%	1654	14.90
October	2011	121	\$42,522,778	\$371,908	\$351,427	\$302,000	125	167	94.49%	1629	13.46
November	2011	111	\$39,372,604	\$372,499	\$354,708	\$269,000	117	139	95.22%	1501	13.52
December	2011	141	\$47,170,456	\$357,619	\$334,542	\$242,000	151	180	93.54%	1340	9.50
Annual:		1609	\$558,504,238	\$366,533	\$347,112	\$278,000	118	151	94.70%	1588	11.84

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
January	2012	97	\$29,516,697	\$322,107	\$304,295	\$255,000	112	171	94.47%	1249	12.87
February	2012	92	\$28,571,853	\$334,787	\$310,563	\$236,570	134	178	92.76%	1256	13.65
March	2012	164	\$51,824,241	\$330,816	\$316,001	\$269,000	109	151	95.52%	1344	8.19
April	2012	165	\$56,870,190	\$368,293	\$344,667	\$279,000	108	176	93.58%	1500	9.09
May	2012	190	\$61,055,964	\$331,740	\$321,347	\$284,500	105	152	96.86%	1542	8.11
June	2012	223	\$83,450,774	\$394,640	\$374,218	\$320,000	108	141	94.82%	1562	7.00
July	2012	171	\$57,630,731	\$351,101	\$337,021	\$299,000	94	111	95.98%	1513	8.84
August	2012	183	\$69,349,142	\$406,760	\$378,957	\$260,000	102	117	93.16%	1480	8.08
September	2012	147	\$58,327,374	\$493,040	\$396,784	\$270,000	133	179	80.47%	1447	9.84
October	2012	142	\$51,895,806	\$407,215	\$365,463	\$286,000	105	129	89.74%	1368	9.63
November	2012	149	\$58,627,691	\$418,682	\$393,474	\$319,000	117	148	93.97%	1279	8.58
December	2012	150	\$50,628,924	\$358,046	\$337,526	\$277,000	102	128	94.26%	1196	7.97
Annual:		1873	\$657,749,387	\$378,521	\$351,174	\$285,000	109	146	92.77%	1395	8.93

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
January	2013	122	\$33,501,734	\$290,396	\$274,604	\$246,000	137	163	94.56%	1127	9.23
February	2013	117	\$41,155,110	\$372,835	\$351,753	\$259,500	118	161	94.34%	1207	10.31
March	2013	136	\$43,905,716	\$337,534	\$322,836	\$256,000	116	176	95.64%	1305	9.59
April	2013	170	\$68,003,118	\$445,437	\$400,018	\$303,750	95	122	89.80%	1358	7.98
May	2013	213	\$83,217,264	\$403,697	\$390,691	\$312,678	99	115	96.77%	1403	6.58
June	2013	227	\$85,276,709	\$392,868	\$375,668	\$330,000	91	122	95.62%	1446	6.37
July	2013	223	\$83,321,255	\$383,744	\$373,637	\$315,000	78	111	97.36%	1426	6.39
August	2013	209	\$74,551,075	\$371,388	\$356,703	\$295,000	77	91	96.04%	1366	6.53
September	2013	162	\$61,260,838	\$400,455	\$378,153	\$290,000	96	125	94.43%	1370	8.45

October	2013	159	\$58,273,792	\$384,721	\$366,501	\$292,000	88	115	95.26%	1427	8.97
November	2013	138	\$68,352,810	\$565,262	\$495,310	\$324,950	99	108	87.62%	1327	9.61
December	2013	143	\$52,646,706	\$383,853	\$368,158	\$287,500	84	107	95.91%	1214	8.48
Annual:		2019	\$753,466,127	\$395,237	\$373,187	\$295,000	96	123	94.42%	1331	7.91

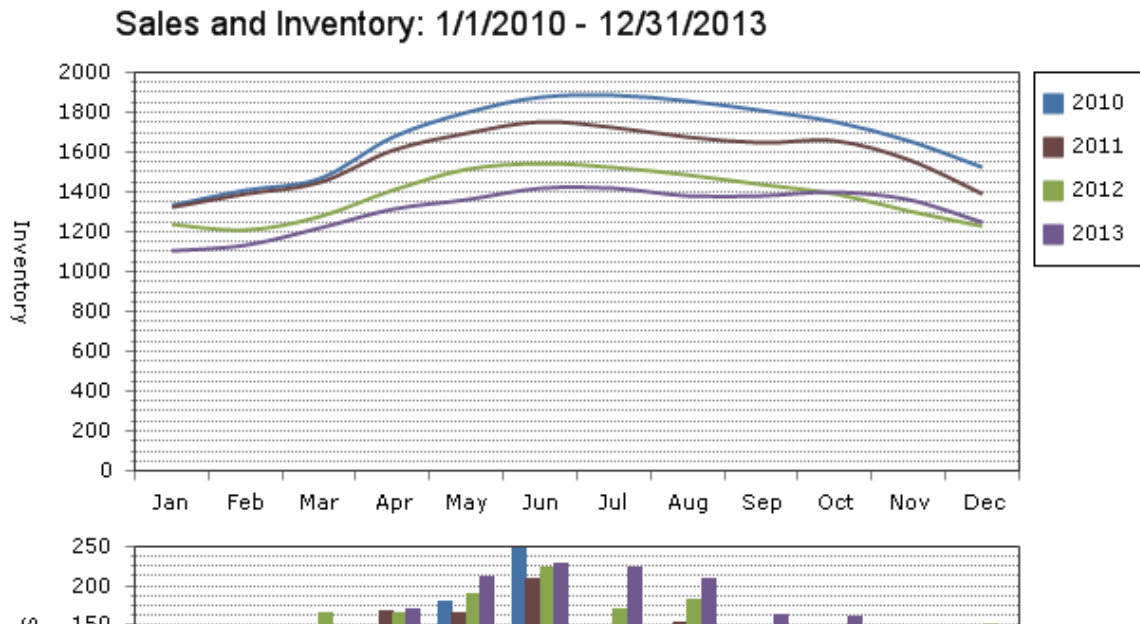
Annual:	2010 - 2013	7110	\$2,557,157,918	\$382,010	\$359,656	\$287,317	108	141	94.14%	1502	10.14
----------------	---------------------------------	-------------	------------------------	------------------	------------------	------------------	------------	------------	---------------	-------------	--------------

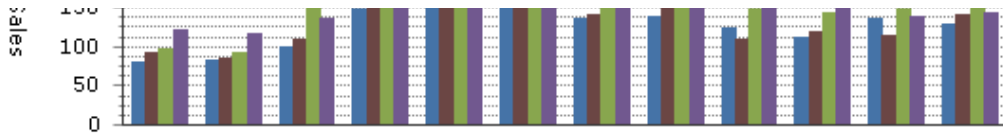
Note: The "Current Inventory" column(s) reflect the number of active(on market) listings on the 16th day of each month.

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)





--Information on this report is not guaranteed. There is no express or implied warranty by MLS of the accuracy of information which should be independently verified.--

Copyright: 2014 by the Charlottesville Area Association of REALTORS®.

Jim Duncan - www.RealCentralVA.com - 434-242-7140

Prepared by JIM DUNCAN of NEST REALTY GROUP on Friday, January 31, 2014 7:12 AM.