

HOW'S THE MARKET?

THIRD QUARTER 2014 NEST REPORT

Albemarle County

City of Charlottesville

Fluvanna County

Greene County

Louisa County

Nelson County



CHARLOTTEVILLE MSA MARKET ANALYSIS

Third Quarter 2014



Market Snapshot

-7%

TOTAL SALES

There were 827 total sales this past quarter compared to 894 in Q3 2013. This translates to a 7% year-over-year decrease.

\$290,000

MEDIAN SALES PRICE

The median sales price in the Charlottesville MSA this past quarter was \$290,000 compared to \$268,000 in Q3 2013.

11%

TOTAL INVENTORY

At the end of this past quarter, inventory levels were up 11% compared to the end of Q3 2013.

84

DAYS ON MARKET

Homes sold in the Charlottesville MSA this past quarter spent an average of 84 days on market before being sold.

7%

CONTRACTS WRITTEN

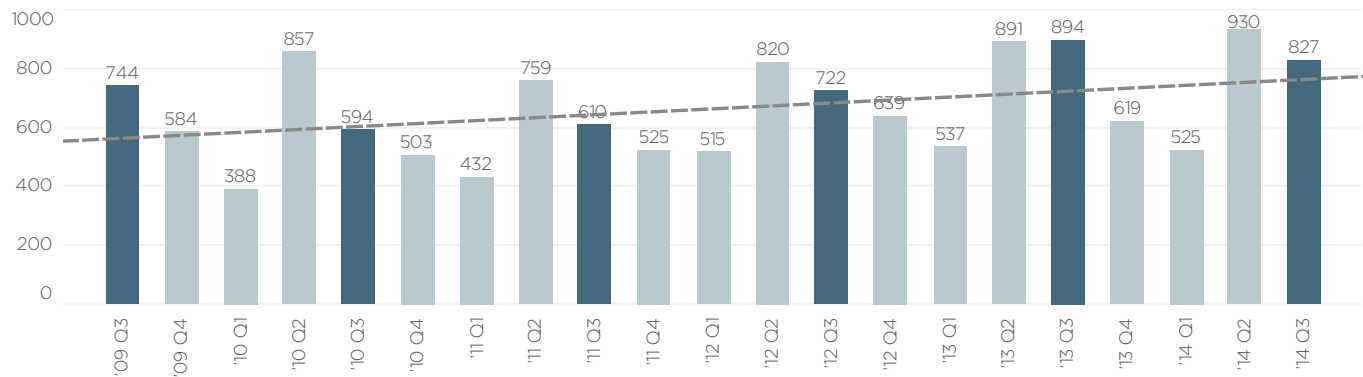
There were 792 contracts written this past quarter compared to 743 in Q3 2013. This translates to a 7% year-over-year increase.

13

MONTHS OF INVENTORY

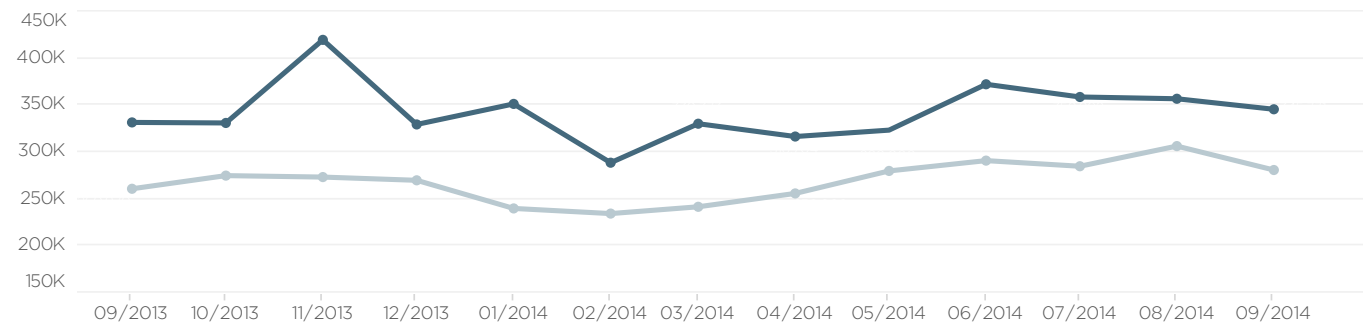
At the end of this past quarter, there were 13 months of inventory available in the Charlottesville MSA.

Five Year Sales Trend (Total Sales)



Average & Median Price Trends

■ AVG. SALES PRICE ■ MEDIAN SALES PRICE



	09/2013	10/2013	11/2013	12/2013	01/2014	02/2014	03/2014	04/2014	05/2014	06/2014	07/2014	08/2014	09/2014
Average	331,758	331,181	419,827	329,589	351,500	288,775	330,373	316,704	323,529	372,449	358,892	356,997	345,771
Median	260,970	275,000	273,450	270,000	240,000	234,500	241,750	256,000	280,000	291,000	285,000	306,500	280,985

CHARLOTTEVILLE MSA MARKET ANALYSIS

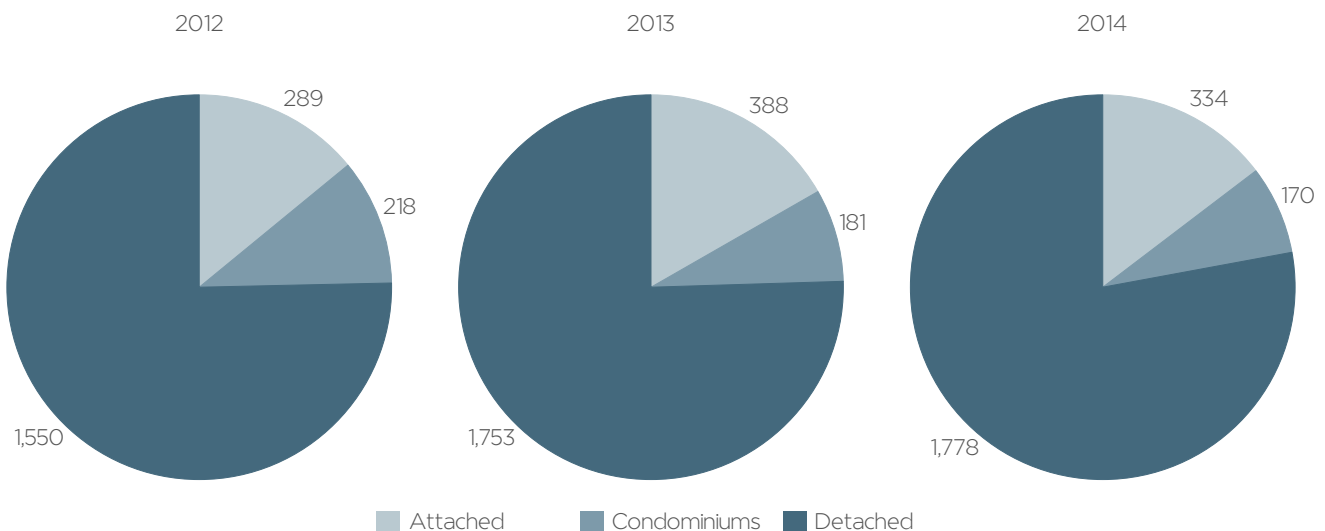
Third Quarter 2014



Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN	
SINGLE FAMILY	2014 Q3	650	399,538	385,196	315,000	152	76	617
	% Change	-0.46%	7.21%	7.44%	7.51%	6.25%	-8.70%	10.57%
	2013 Q3	653	372,677	358,516	293,000	143	83	558
	% Change	20.04%	-5.83%	0.78%	9.64%	8.17%	-21.86%	13.18%
	2012 Q3	544	395,750	355,754	267,250	132	107	493
ATTACHED	2014 Q3	109	268,675	267,280	245,000	139	96	106
	% Change	-33.54%	3.57%	4.44%	0.20%	1.23%	25.24%	-7.83%
	2013 Q3	164	259,403	255,911	244,500	138	76	115
	% Change	67.35%	8.90%	9.57%	14.52%	5.63%	-16.67%	7.48%
	2012 Q3	98	238,206	233,562	213,500	130	92	107
CONDO	2014 Q3	68	216,207	206,982	156,000	166	134	69
	% Change	-11.69%	11.05%	10.92%	-8.24%	0.54%	28.11%	-1.43%
	2013 Q3	77	194,685	186,597	170,000	165	105	70
	% Change	-3.75%	3.58%	4.29%	14.48%	10.33%	-0.89%	-4.11%
	2012 Q3	80	187,965	178,926	148,500	150	106	73

Year-to-Date Sales by Property Type



CHARLOTTEVILLE MSA MARKET ANALYSIS

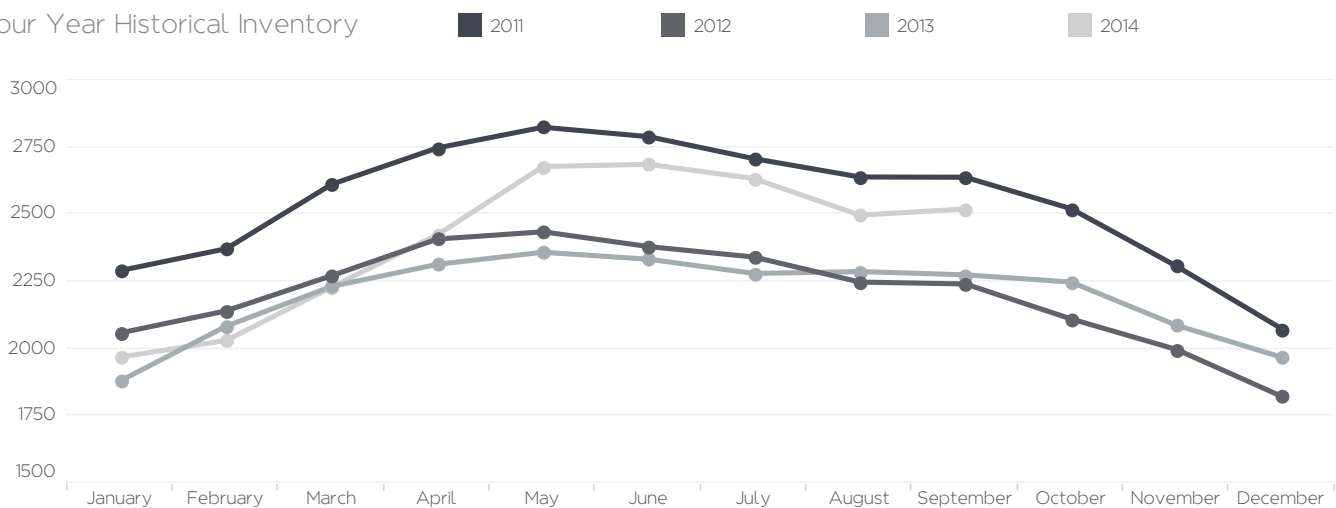
Third Quarter 2014



Inventory Levels & Months of Inventory

	September 2014		August 2014		September 2013	
	INVENTORY	MONTHS OF INVENTORY	INVENTORY	MONTHS OF INVENTORY	INVENTORY	MONTHS OF INVENTORY
Single Family	2,062	13.65	2,022	9.86	1,541	8.60
Attached	233	10.59	241	7.08	212	3.92
Condo	225	9.78	234	13.00	184	8.76
All	2,520	12.85	2,497	9.68	1,937	8.96

Four Year Historical Inventory



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2011	Inventory	2,291	2,372	2,612	2,747	2,824	2,789	2,707	2,639	2,638	2,521	2,307	2,073
	New Listings	462	450	648	567	539	447	371	372	403	331	243	206
2012	Inventory	2,059	2,141	2,272	2,408	2,435	2,380	2,341	2,248	2,241	2,111	1,997	1,822
	New Listings	400	449	563	603	492	411	377	351	378	335	304	212
2013	Inventory	1,881	2,084	2,232	2,314	2,359	2,333	2,280	2,287	2,275	2,248	2,087	1,968
	New Listings	433	564	573	613	527	428	438	450	413	388	245	294
2014	Inventory	1,969	2,031	2,230	2,424	2,678	2,686	2,633	2,497	2,520			
	New Listings	351	427	656	655	550	478	440	424	381			

3 KEY TAKEAWAYS

1. Total sales in Q3 2014 were off 7% year-over-year. After a quick start to 2014, overall sales are off 2% year-to-date as compared to 2013.

2. The combination of lower sales numbers and an 11% year-over-year bump in inventory levels has resulted in the Months of Inventory levels to rise to almost 13 months. Based on these numbers, we are leaning towards a 'Buyer's Market' again.

3. We have seen a steady rise in median prices over the last 7 months. Even though prices dipped slightly from last month, year-over-year median prices are up approximately 7.5%.

ALBEMARLE MARKET ANALYSIS

Third Quarter 2014



Market Snapshot

-5%

TOTAL SALES

There were 408 total sales this past quarter compared to 431 in Q3 2013. This translates to a 5% decrease on a year-over-year basis.

\$336,680

MEDIAN SALES PRICE

The median sales price was \$336,680 this past quarter compared to \$315,000 in Q3 2013.

8%

TOTAL INVENTORY

At the end of this past quarter, total inventory levels were up 8% compared to the end of Q3 2013.

81

DAYS ON MARKET

Homes sold this past quarter spent an average of 81 days on market before being sold.

15%

CONTRACTS WRITTEN

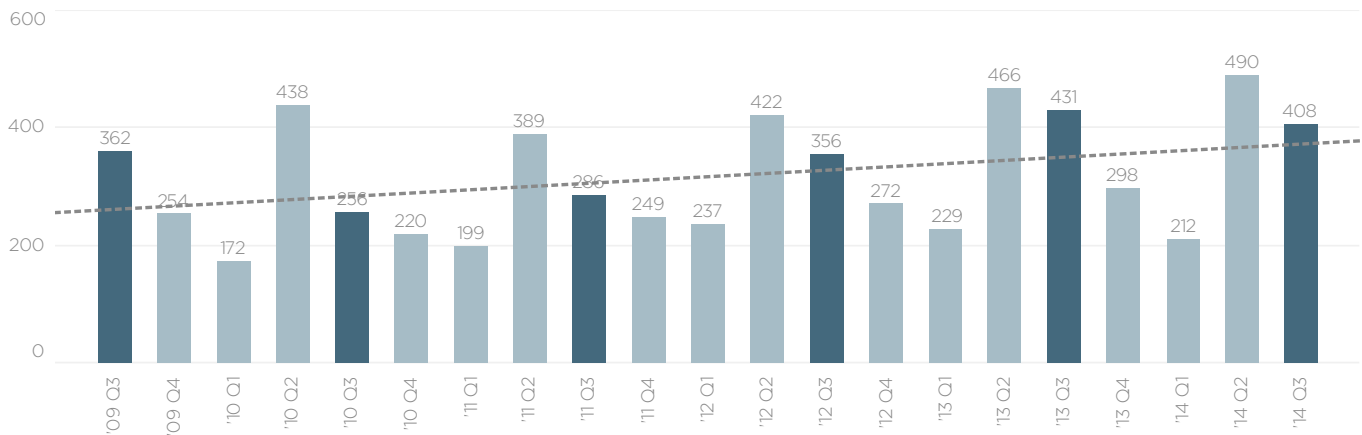
There were 382 contracts written this past quarter compared to 332 in Q3 2013. This translates to a 15% increase on a year-over-year basis.

12

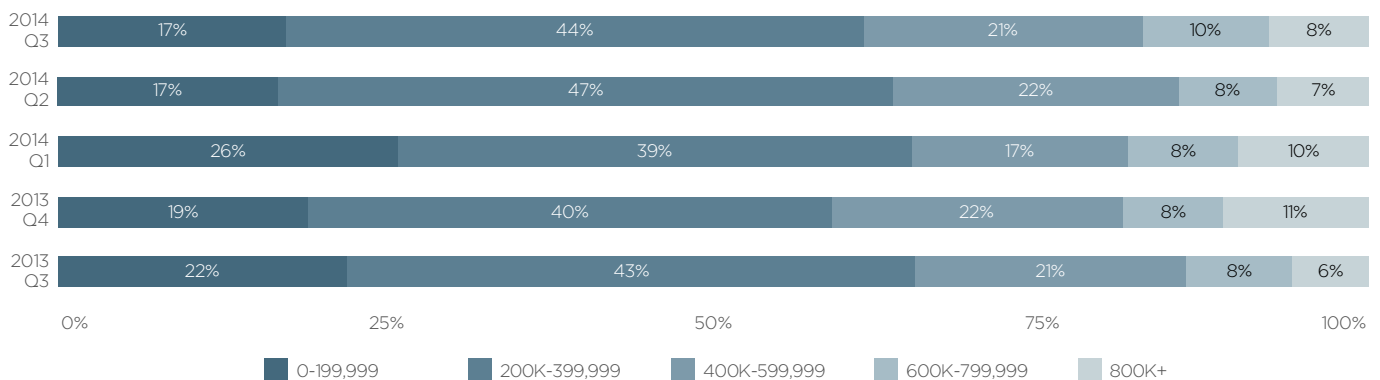
MONTHS OF INVENTORY

At the end of this past quarter, there were 12 months of inventory available.

Five Year Sales Trend (Total Sales)



Sales by Price Range



ALBEMARLE MARKET ANALYSIS

Third Quarter 2014



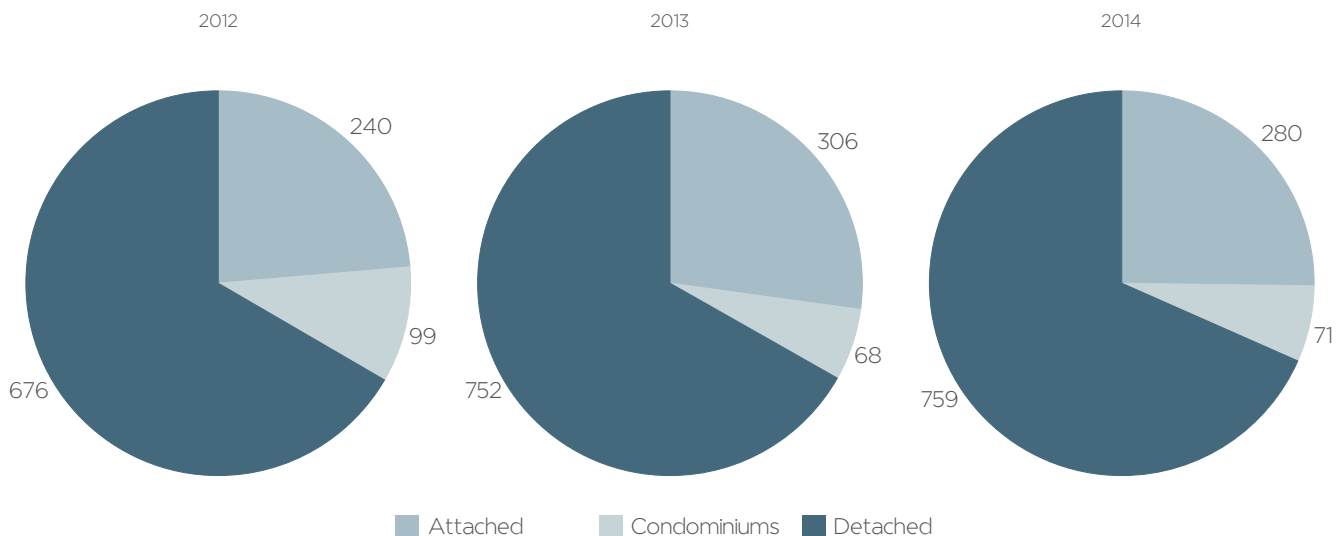
Quarterly Performance & Yearly Growth

SINGLE FAMILY		TOTAL SALES	AVG. LIST PRICE	AVG. SOLD PRICE	MEDIAN SOLD PRICE	AVG. \$/SQFT	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
	2014 Q3	290	518,657	500,155	400,000	166	70	264
% Change	6.23%	3.45%	3.56%	-1.34%	4.42%	-0.50%	23.36%	
2013 Q3	273	501,366	482,984	405,431	159	70	214	
% Change	17.67%	-13.36%	-3.79%	18.54%	7.64%	-29.49%	17.58%	
2012 Q3	232	578,662	502,021	342,032	147	100	182	

ATTACHED		TOTAL SALES	AVG. LIST PRICE	AVG. SOLD PRICE	MEDIAN SOLD PRICE	AVG. \$/SQFT	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
	2014 Q3	86	280,884	280,545	269,650	143	102	86
% Change	-32.28%	5.64%	6.67%	12.40%	1.91%	25.76%	-9.47%	
2013 Q3	127	265,881	263,004	239,900	140	81	95	
% Change	51.19%	7.29%	8.05%	10.84%	6.12%	-10.01%	0.00%	
2012 Q3	84	247,821	243,412	216,433	132	91	95	

CONDO		TOTAL SALES	AVG. LIST PRICE	AVG. SOLD PRICE	MEDIAN SOLD PRICE	AVG. \$/SQFT	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
	2014 Q3	32	199,422	190,141	145,500	133	127	32
% Change	3.23%	23.36%	21.94%	26.52%	6.16%	6.09%	39.13%	
2013 Q3	31	161,662	155,935	115,000	125	120	23	
% Change	-22.50%	-8.94%	-7.01%	-4.56%	-3.26%	62.26%	-34.29%	
2012 Q3	40	177,540	167,695	120,500	129	74	35	

Year-to-Date Sales by Property Type



ALBEMARLE MARKET ANALYSIS

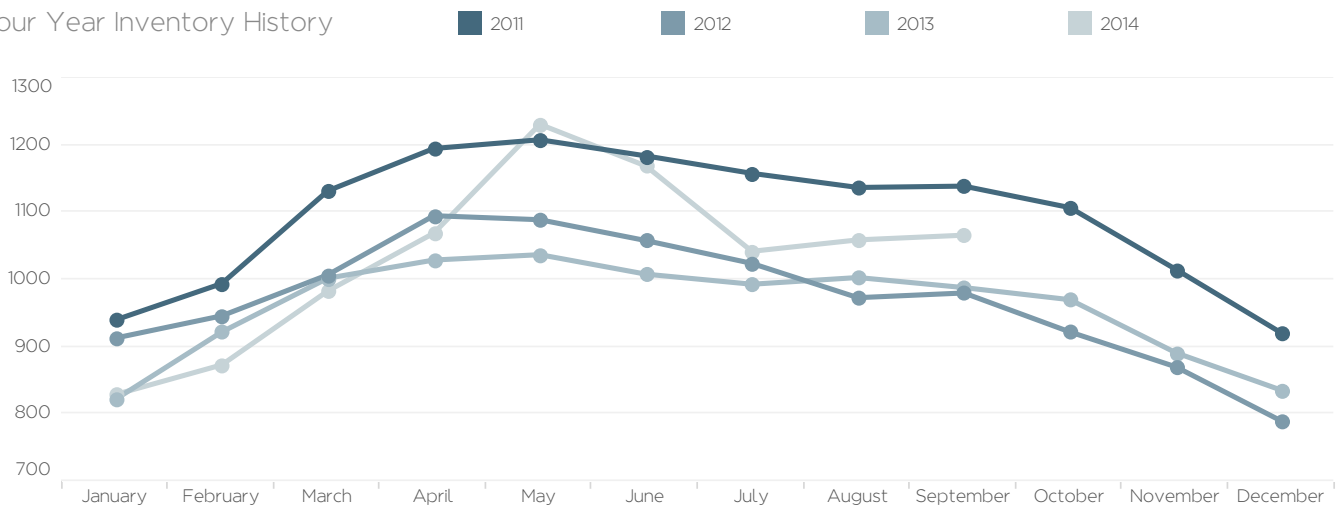
Third Quarter 2014



Inventory Levels & Months of Inventory

	September 2014		August 2014		September 2013	
	INVENTORY	MONTHS OF INVENTORY	INVENTORY	MONTHS OF INVENTORY	INVENTORY	MONTHS OF INVENTORY
Single Family	818	13.19	798	8.06	610	8.97
Attached	162	10.12	170	5.31	157	3.41
Condo	86	10.75	91	9.10	50	7.14
ALL	1,066	11.38	1,059	7.42	817	8.13

Four Year Inventory History



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2011	Inventory	940	994	1,132	1,195	1,208	1,184	1,158	1,137	1,139	1,107	1,015	920
	New Listings	199	215	317	264	236	189	180	174	173	143	102	94
2012	Inventory	913	946	1,007	1,095	1,089	1,058	1,024	973	980	922	870	789
	New Listings	185	206	282	295	225	195	159	158	178	142	117	108
2013	Inventory	822	922	1,002	1,029	1,037	1,008	993	1,003	988	970	891	835
	New Listings	192	259	292	292	231	192	193	195	187	165	96	132
2014	Inventory	829	873	983	1,069	1,231	1,169	1,042	1,059	1,066			
	New Listings	158	221	316	305	246	226	202	191	174			

3 KEY TAKEAWAYS

1. After near record sales numbers in Q2, total year-over-year sales dipped by 5% in Albemarle County. Single family homes (+6%) and condos (+3%) were positive, but attached home sales dropped significantly (-32%).
2. While year-over-year inventory levels increased by 8%, new listings to the market in Q3 were actually down from the same time in 2013. This could lead to lower levels moving forward.
3. Median sales prices in Albemarle County increased 7% from Q3 2013 to \$336,680. Surprisingly, single-family home median prices fell slightly while attached and condos both saw increases from Q3 2013.

CITY OF CHARLOTTEVILLE MARKET ANALYSIS

Third Quarter 2014



Market Snapshot

-8%

TOTAL SALES

There were 148 total sales this past quarter compared to 160 total sales in Q3 2013 representing a 8% drop on a year-over-year basis.

\$269,250

MEDIAN SALES PRICE

The median sales price was \$269,250 this past quarter compared to \$257,050 in Q3 2013.

18%

TOTAL INVENTORY

At the end of this past quarter, total inventory levels were up 18% compared to the end of Q3 2013.

57

DAYS ON MARKET

Homes sold this past quarter spent an average of 57 days on market before being sold.

FLAT

CONTRACTS WRITTEN

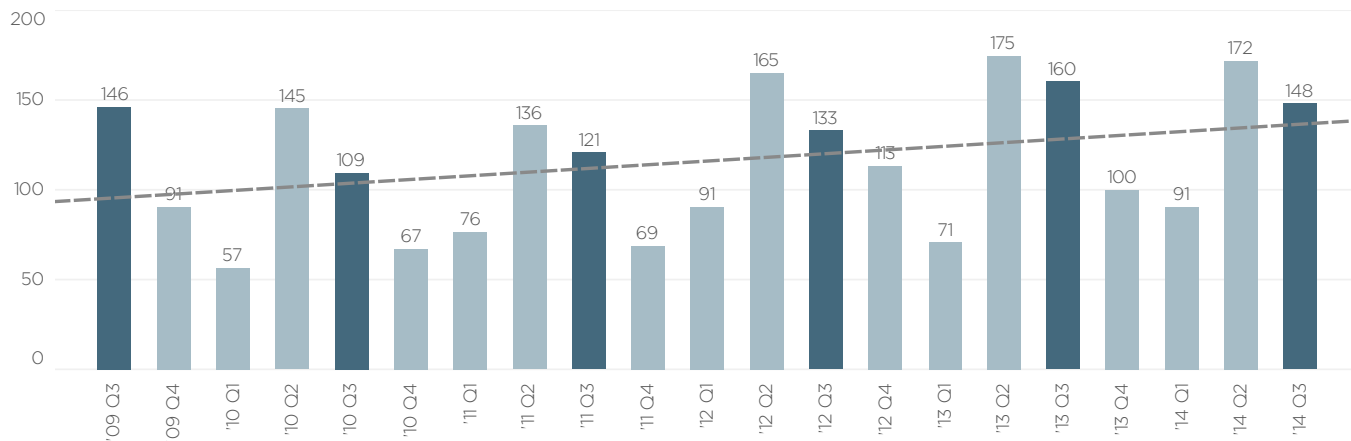
There were 119 contracts written this past quarter compared to 119 in Q3 2013. This translates to a 0% year-over-year increase.

9

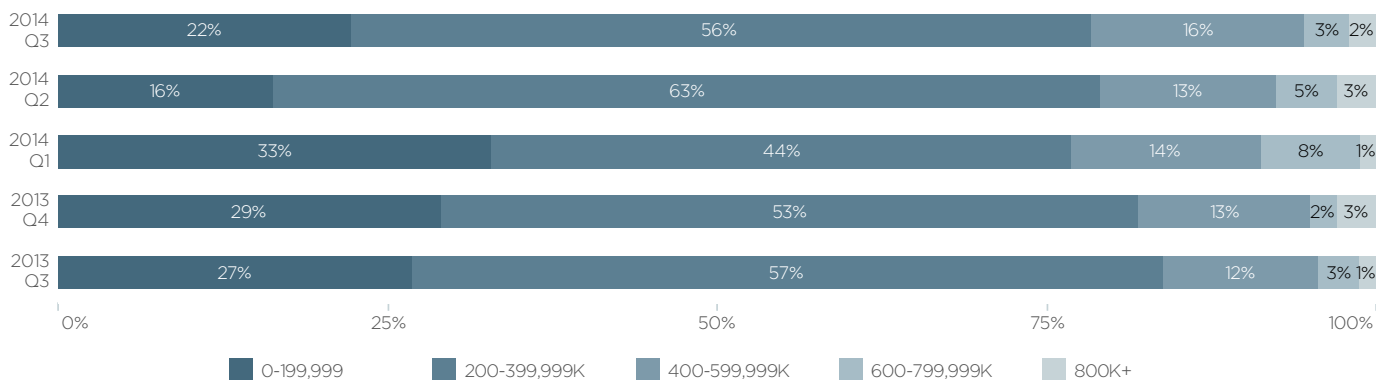
MONTHS OF INVENTORY

At the end of this past quarter there were 9 months of inventory available.

Five Year Sales Trend (Total Sales)



Sales by Price Range



CITY OF CHARLOTTESVILLE MARKET ANALYSIS

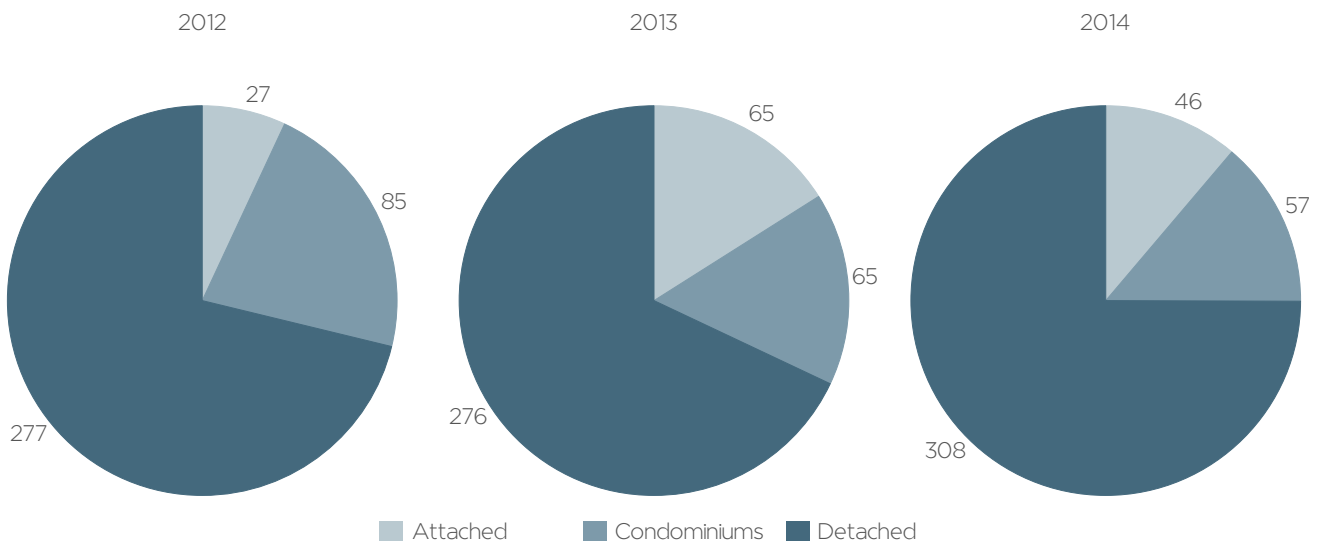
Third Quarter 2014



Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SALES PRICE	MEDIAN SALES PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN	
SINGLE FAMILY	2014 Q3	108	366,331	353,136	306,000	181	45	83
	% Change	9.09%	6.94%	7.29%	2.68%	3.48%	-13.02%	7.79%
	2013 Q3	99	342,544	329,148	298,000	175	52	77
	% Change	2.06%	8.76%	10.28%	11.92%	12.41%	-42.91%	-10.47%
	2012 Q3	97	314,956	298,453	266,250	156	91	86
ATTACHED	2014 Q3	19	215,037	209,516	180,000	133	72	16
	% Change	-34.48%	-5.40%	-5.89%	-26.23%	-0.08%	46.23%	0.00%
	2013 Q3	29	227,300	222,640	244,000	133	49	16
	% Change	163.64%	27.61%	31.18%	40.23%	11.53%	-53.25%	128.57%
	2012 Q3	11	178,118	169,722	174,000	119	106	7
CONDO	2014 Q3	21	272,833	264,745	195,000	235	104	20
	% Change	-34.38%	14.95%	15.90%	-8.67%	8.90%	145.15%	-23.08%
	2013 Q3	32	237,355	228,422	213,500	216	43	26
	% Change	28.00%	19.58%	18.39%	18.61%	21.77%	-47.71%	73.33%
	2012 Q3	25	198,488	192,936	180,000	178	81	15

Year to Date Sales by Property Type



CITY OF CHARLOTTESVILLE MARET ANALYSIS

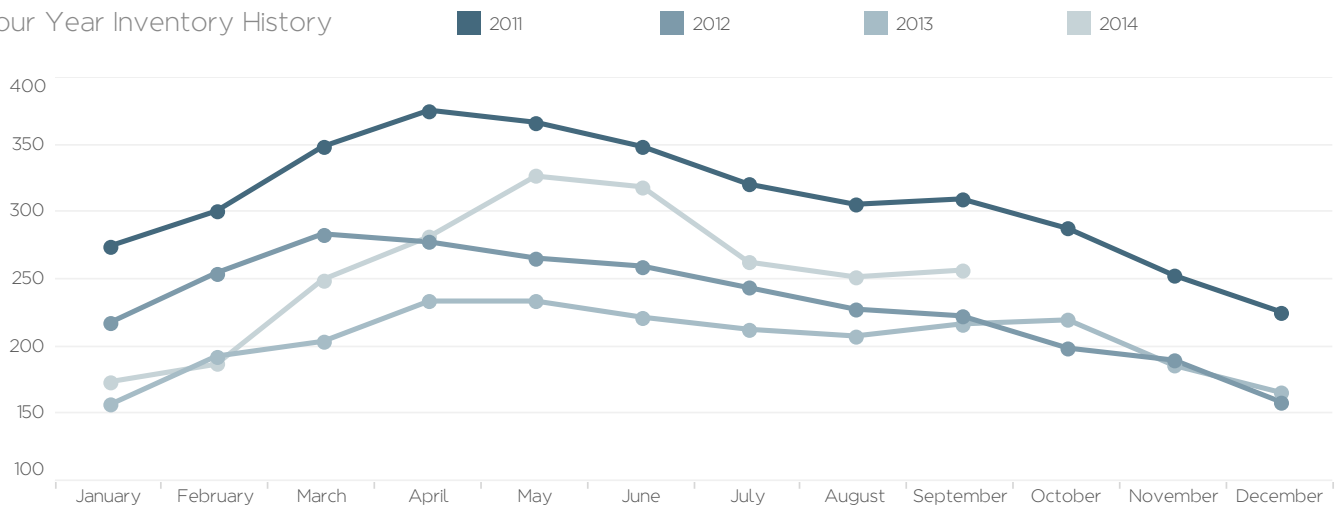
Third Quarter 2014



Inventory Levels & Months of Inventory

	September 2014		August 2014		September 2013	
	TOTAL INVENTORY	MONTHS OF INVENTORY	TOTAL INVENTORY	MONTHS OF INVENTORY	TOTAL INVENTORY	MONTHS OF INVENTORY
Single Family	184	12.26	173	4.55	141	7.42
Attached	41	6.83	40	20.00	26	4.33
Condo	32	4.00	39	9.75	36	3.60
All	257	8.56	252	5.72	203	6.31

Four Year Inventory History



		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2011	Inventory	275	301	349	376	367	349	321	306	310	288	253	226
	New Listings	59	73	115	94	70	74	52	58	59	39	26	20
2012	Inventory	218	255	284	278	266	260	244	228	223	199	190	159
	New Listings	60	91	99	89	73	52	45	44	54	41	40	18
2013	Inventory	157	193	204	234	234	222	213	208	217	220	186	166
	New Listings	55	85	92	106	91	62	61	56	59	69	26	40
2014	Inventory	174	187	250	282	327	319	263	252	257			
	New Listings	47	60	140	94	77	75	66	42	48			

3 KEY TAKEAWAYS

1. After Q3 sales increasing for 3 straight years, Q3 2014 sales were off 8% from 2013. With contracts written being flat in Q3, we would expect sales in Q4 to be slightly off from 2013 totals.
2. Median prices in the City of Charlottesville are up a modest 4.5% year-over-year. In addition, year-to-date sales are essentially flat from 2013.
3. Inventory levels have increased fairly dramatically in the City (+18%). This is likely a result in softer demand, as well as increased new home construction within the City limits. With several other new City developments starting soon, City inventory could continue to rise.

FLUVANNA COUNTY MARKET ANALYSIS

Second Quarter 2014



Market Snapshot

-16%

TOTAL SALES

There were 86 total sales this past quarter compared to 102 total sales in Q3 2013. This translates to a 16% year-over-year decrease.

\$188,500

MEDIAN SALES PRICE

The median sales price this past quarter was \$188,500 compared to \$186,250 in Q3 2013.

13%

TOTAL INVENTORY

At the end of this past quarter, total inventory levels were up 13% compared to the end of Q3 2013.

74

DAYS ON MARKET

Homes sold this past quarter spent an average of 74 days on market before being sold.

-7%

CONTRACTS WRITTEN

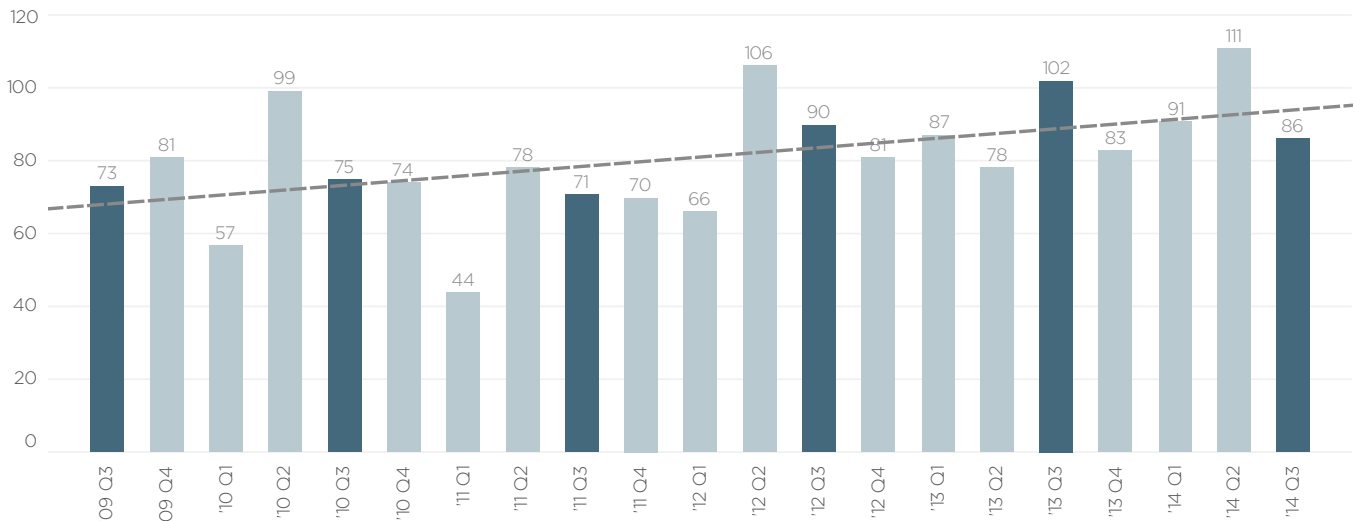
There were 97 contracts written this past quarter compared to 104 in Q3 2013. This translates to a 7% year-over-year decrease.

16

MONTHS OF INVENTORY

At the end of this past quarter, there were 16 months of inventory available.

Five Year Sales Trend (Total Sales)



Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SOLD PRICE	MEDIAN SOLD PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
2014 Q3	86	236,122	227,709	188,500	104	74	97
% Change	-15.69%	-0.21%	0.19%	1.21%	0.30%	-21.57%	-6.73%
2013 Q3	102	236,614	227,279	186,250	103	94	104
% Change	13.33%	16.94%	18.37%	6.43%	4.75%	-16.95%	26.83%
2012 Q3	90	202,342	192,005	175,000	99	113	82

GREENE COUNTY MARKET ANALYSIS

Second Quarter 2014



Market Snapshot

14%

TOTAL SALES

There were 73 total sales this past quarter compared to 64 in Q3 2013. This translates to a 14% year-over-year increase.

\$217,500

MEDIAN SALES PRICE

The median sales price was \$217,500 this past quarter compared to \$214,000 in Q3 2013.

-3%

TOTAL INVENTORY

At the end of this past quarter, total inventory levels were down 3% compared to the end of Q3 2013.

125

DAYS ON MARKET

Homes sold this past quarter spent an average of 125 days on market before being sold.

21%

CONTRACTS WRITTEN

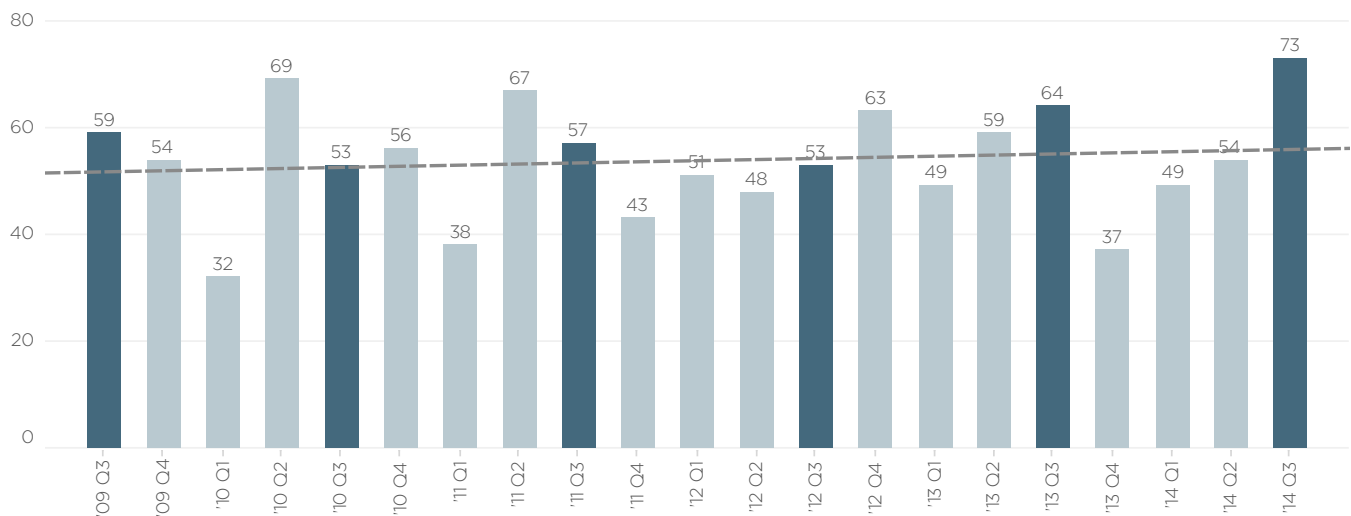
There were 64 contracts written this past quarter compared to 53 in Q3 2013. This translates to a 21% year-over-year increase.

15

MONTHS OF INVENTORY

At the end of this past quarter, there were 15 months of inventory available.

Five Year Sales Trend (Total Sales)



Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SOLD PRICE	MEDIAN SOLD PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
2014 Q3	73	252,962	247,313	217,500	118	125	64
% Change	14.06%	9.16%	9.86%	164%	4.58%	25.97%	20.75%
2013 Q3	64	231,728	225,123	214,000	112	99	53
% Change	20.75%	-13.04%	-11.09%	-16.08%	3.32%	-21.74%	-29.33%
2012 Q3	53	266,468	253,213	255,000	109	127	75

LOUISA COUNTY MARKET ANALYSIS

Third Quarter 2014



Market Snapshot

-3%

TOTAL SALES

There were 61 total sales this past quarter compared to 63 in Q3 2013. This translates to a 3% year-over-year decrease.

\$235,000

MEDIAN SALES PRICE

The median sales price this past quarter was \$235,000 compared to \$194,000 in Q3 2013.

16%

TOTAL INVENTORY

At the end of this past quarter, total inventory levels were up 16% compared to the end of Q3 2013.

73

DAYS ON MARKET

Homes sold this past quarter spent an average of 87 days on market before being sold.

28%

CONTRACTS WRITTEN

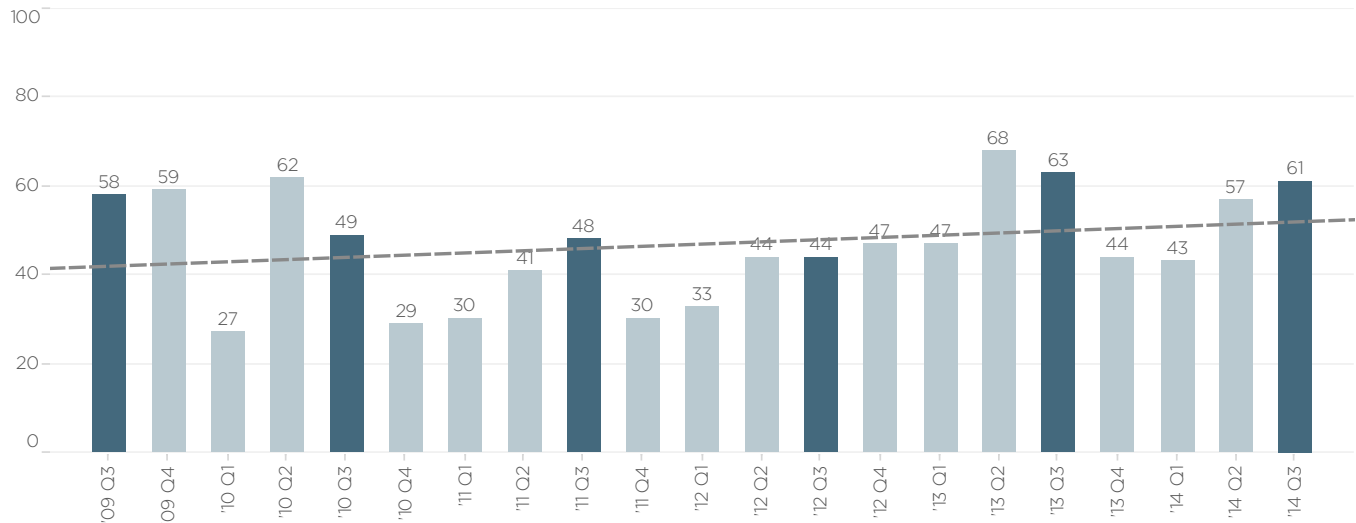
There were 73 contracts written this past quarter compared to 57 in Q3 2013. This translates to a 28% year-over-year increase.

11

MONTHS OF INVENTORY

At the end of this past quarter, there were 11 months of inventory available.

Five Year Sales Trend (Total Sales)



Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SOLD PRICE	MEDIAN SOLD PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
2014 Q3	61	285,383	277,263	235,000	118	73	73
% Change	-3.17%	17.02%	15.62%	21.13%	11.46%	-7.49%	28.07%
2013 Q3	63	243,883	239,797	194,000	106	79	57
% Change	43.18%	24.70%	24.15%	9.30%	10.91%	-9.26%	54.05%
2012 Q3	44	195,575	193,144	177,500	96	87	37

NELSON COUNTY MARKET ANALYSIS

Third Quarter 2014



Market Snapshot

-31%

TOTAL SALES

There were 51 total sales this past quarter compared to 74 total sales in Q3 2013. This translates to a 31% year-over-year decrease.

\$290,000

MEDIAN SALES PRICE

The median sales price was \$290,000 this past quarter compared to a median price of \$282,750 in Q3 2013.

19%

TOTAL INVENTORY

At the end of this past quarter, total inventory levels were down 19% compared to the end of Q3 2013.

148

DAYS ON MARKET

Homes sold this quarter spent an average of 148 days on market before being sold.

-23%

CONTRACTS WRITTEN

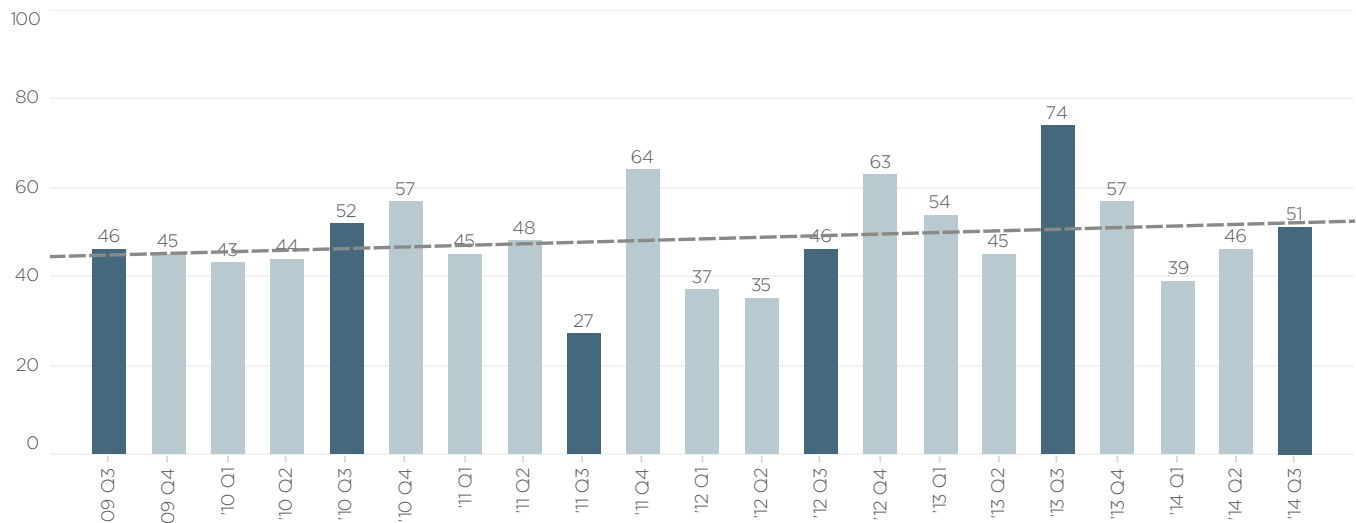
There were a total of 60 contracts written this past quarter compared to 78 in Q3 2013. This translates to a 23% year-over-year decrease.

17

MONTHS OF INVENTORY

At the end of this past quarter, there were 17 months of inventory available.

Five Year Sales Trend (Total Sales)



Quarterly Performance & Yearly Growth

	TOTAL SALES	AVG. LIST PRICE	AVG. SOLD PRICE	MEDIAN SOLD PRICE	AVG. \$/SQ.FT.	AVG. DAYS ON MARKET	CONTRACTS WRITTEN
2014 Q3	51	336,845	315,687	290,000	147	148	60
% Change	-31.08%	9.27%	9.63%	2.56%	9.54%	-15.58%	-23.08%
2013 Q3	74	308,256	287,961	282,750	134	176	78
% Change	60.87%	8.33%	7.95%	10.88%	-7.27%	-10.90%	32.20%
2012 Q3	46	284,562	266,751	255,000	144	197	59