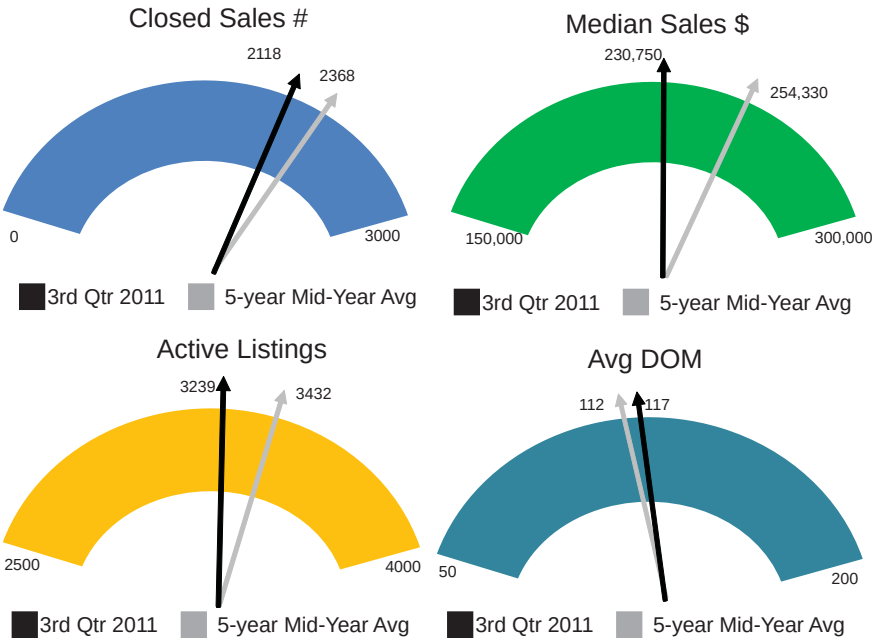
2011 3rd Quarter Market Report

CHARLOTTESVILLE AREA ASSOCIATION OF REALTORS®
The voice of real estate in Central Virginia



The data in these gauges highlight activity for the first three quarters of 2011. Data for just the third quarter of 2011 is highlighted on the reverse side.

YTD 3rd Quarter Market Highlights:

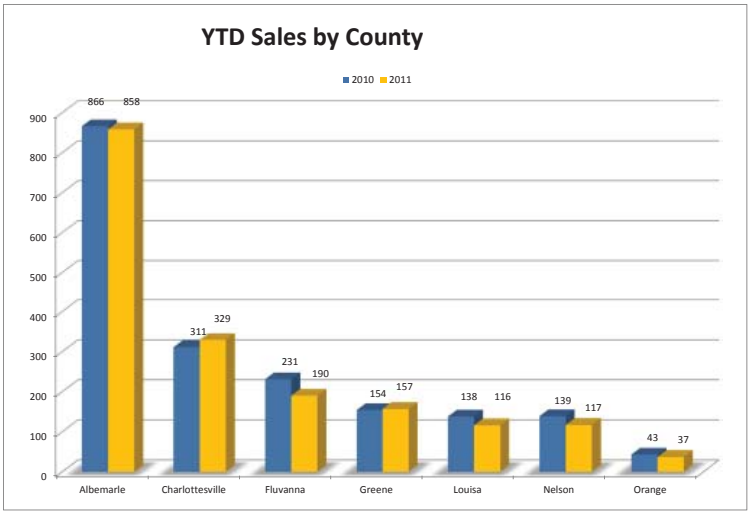
(References Charts below)

- Top three areas for sales in 2011 remain Albemarle, Charlottesville, and Fluvanna.
- The most affordable areas in our market remain Fluvanna, Louisa, and Orange.
- Overall sales are down by 2.3% year to date from 2010.
- Active inventory is down at 3,239 which is 7.6% less than 2010.

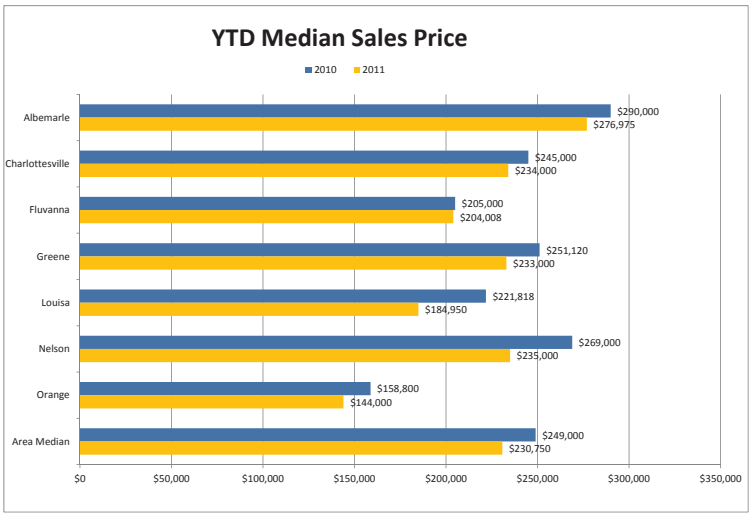
Quarterly Highlights:

(References Key Metrics on next page)

- Median sales price for the region is down 5.5% over the last quarter from $240,765 to $227,500.
- New listings are down by 26.8%.
- The Days on Market (DOM) for homes decreased 5.9% since the second quarter.



This chart represents the number of closed sales for the first nine months of 2011 for each locality noted.



Median sales price indicates the price at the middle of the market of properties that sold. Half of the homes sold were above that price and half were below.

The Bottom Line:

Our market is slowly absorbing existing inventory, as we see inventory levels continue to decrease. Affordability is the highlight so far this year, as evidenced by a 17.27% increase year to date in the number of sales for homes priced under $200,000. REALTORS® understand the current market and are experts in evaluating your unique needs.

As we move into the fourth quarter, sellers will compete with historically lighter buyer traffic, making it essential to come on market at the right time and at the right price. It is still vital to consult a REALTOR® to prepare a thorough analysis of your options.

This 2011 3rd Quarter Market Report is produced by the Charlottesville Area Association of REALTORS® using data from the CAAR MLS. For more information on this report or the real estate market, pick up a copy of the CAAR Real Estate Weekly, visit www.caar.com, or contact your REALTOR®.

See Reverse for More

CAAR 2011 3rd Quarter Market Report

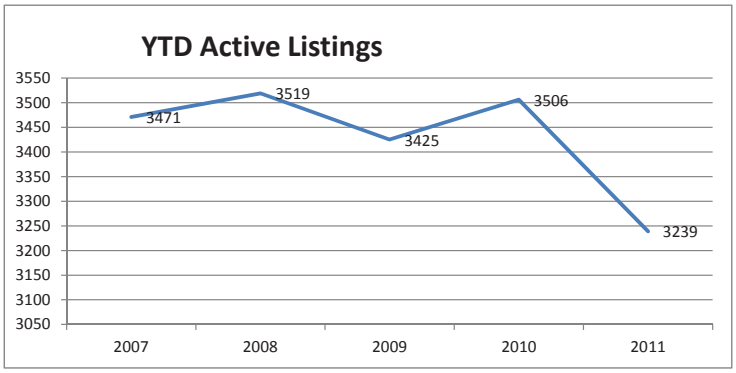
Currently, there are 3,239 homes on the market, compared to 3,506 at this time one year ago. This continual float down of active inventory represents progress toward what is considered a balanced, neither buyer's nor seller's advantaged, market of 2,000 to 2,500 listings. The median price of homes sold so far in 2011 is $230,750, which is down 7.3% from the same period last year. The average Days on Market (DOM) of active listings is 108 days in the third quarter—a 5.9% decrease from previous quarter—and 117 days for the year to date, remaining unchanged since the same period last year. 2011 CAAR President Barbara McMurry observes, "It is mixed news this quarter. We are continuing to see stabilization in our local market, as evidenced by our average DOM and decreasing inventory. However, prices remain weak despite ideal conditions."

Inventory continues on the decline and is 7.6% down from the same time last year. There are fewer new listings coming on the market, down 26.8% from 1,990 in the second quarter to 1,457 in this quarter. The year to date year-over-year comparison shows a decrease of 9.1% in new listings. These factors, coupled with lower median sales prices are helping to improve the absorption rate. "However, there is still caution with predicting price stability and pace of sales until we reach what would be considered historically level inventory," cautions Brad Conner, 2011 CAAR President-Elect.

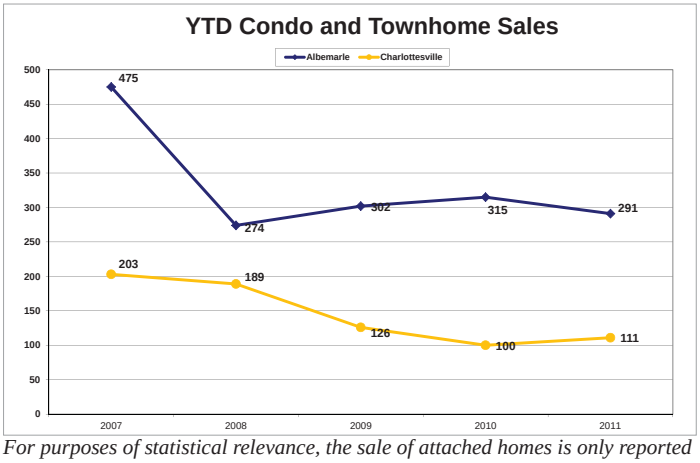
Housing affordability continues to be the positive aspect of this market. There are 1,022 homes for sale at $200,000 or less. The sale of condos and townhomes is still an attractive options for buyers in this market. The sale of attached homes in the City of Charlottesville increased 11% compared to the previous year.

The local market has taken advantage of stabilizing home prices as well as historically low mortgage rates, offering many the realization of home ownership. We will continue to monitor these factors. Any declines in the health of the regional economy and access to home loans could continue to impact the sustainability of incremental increases and decreases month to month in the marketplace. For now, we will keep watching the inventory of homes for sale and the number of foreclosures coming into our local market. If we see inventory levels continue to decline and the pace of foreclosures stays steady, it is logical, although not predictable, to see prices begin to inch upward.

Key Metrics	Q1-2010	Q2-2010	Q3-2010	Q1-2011	Q2-2011	Q3-2011	Q/Q +/-	YTD 2010	YTD 2011	Y/Y +/-
New Listings	2047	2205	1664	1,931	1990	1457	-26.8%	5916	5378	-9.1%
Pending Sales	769	893	669	762	902	701	-22.3%	2331	2365	1.5%
Closed Sales	468	986	713	523	889	706	-20.6%	2167	2118	-2.3%
Days on Market Until Sale	135	107	118	132	115	108	-5.9%	117	117	0.0%
Median Sales Price	$239,000	$253,250	$249,640	$219,465	$240,765	$227,500	-5.5%	$249,000	$230,750	-7.3%
Average Sales Price	$292,253	$306,502	$304,957	$282,535	$303,521	$286,360	-5.7%	$311,034	$306,496	-1.5%



Active listings are those properties listed for sale in the CAAR MLS database.



For purposes of statistical relevance, the sale of attached homes is only reported in Charlottesville and Albemarle because few properties in this category are located in other counties, except the resort market in Nelson County.

Year to Date (thru September) Median Prices					
County	2007	2008	2009	2010	2011
Albemarle	$308,095	$315,000	$285,000	$290,000	$276,975
Charlottesville	$278,000	$265,000	$247,000	$245,000	$234,000
Fluvanna	$255,000	$244,900	$201,400	$205,000	$204,008
Greene	$278,000	$265,000	$254,000	$251,120	$233,000
Louisa	$258,900	$249,450	$209,500	$221,818	$184,950
Nelson	$305,000	$300,000	$300,000	$269,000	$235,000
Orange	$271,500	$220,000	$155,000	$158,800	$144,000
Area Median	**$275,000**	**$267,000**	**$249,900**	**$249,000**	**$230,750**

Median sales price indicates the price at the middle of the market of properties that sold. Half of the homes sold were above that price and half were below.

Year to Date (thru September) Average Days on Market					
County	2007	2008	2009	2010	2011
Albemarle	89	114	103	108	106
Charlottesville	71	112	119	107	105
Fluvanna	86	124	122	87	120
Greene	90	102	95	102	101
Louisa	129	113	134	116	98
Nelson	108	139	157	169	188
Orange	105	142	138	121	115
Area Average	**91**	**118**	**119**	**117**	**117**

The Days on Market represent the number of days a property is on the market before it is sold.

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