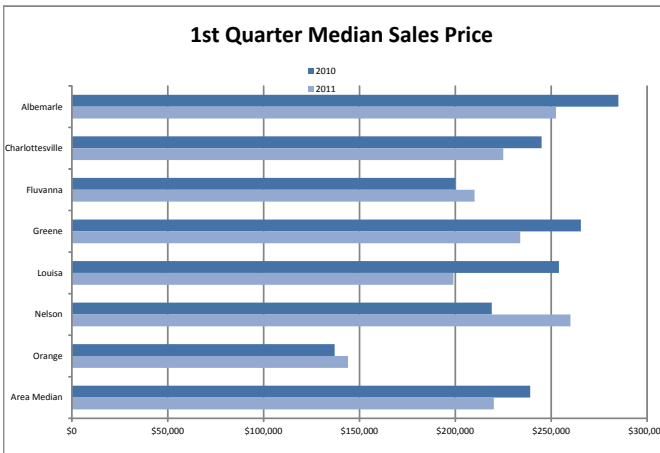
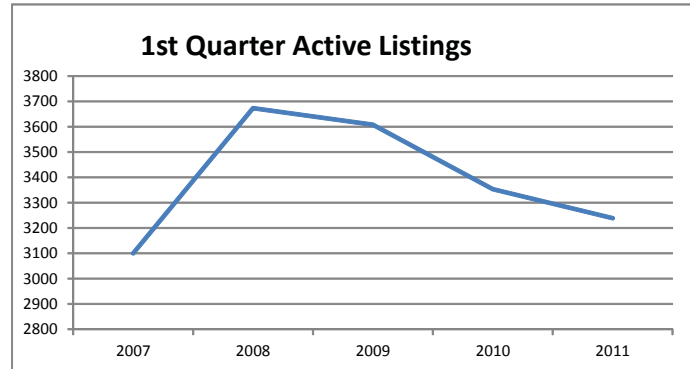
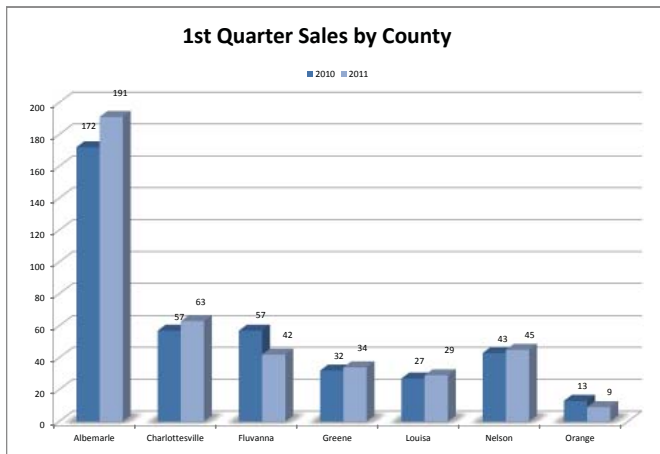


Market Summary:

- Results in our local market are in line with national figures.
- The numbers indicate we are continuing to work toward a sustainable and saleable market.
- Overall, pricing rules the day. Median sales price for the region is \$19,000 less than the median for the first quarter of 2010 reflecting continual declines, making homes more affordable; The most affordable markets remain in the outlying localities of Fluvanna, Louisa, and Orange.
- Home sales increased by 23 homes over this same time last year, and is only 11% below the five-year average.
- Active listing inventory is at 3,239 which is 114 lower than active listings this same time last year, and 156 below the five-year average. Pending sales is at 217.
- The Days on Market (DOM) for homes has been essentially flat for the first quarter each year.



County	2007	2008	2009	2010	2011
Albemarle	116	135	114	142	145
Charlottesville	75	141	165	95	143
Fluvanna	108	135	127	95	101
Greene	99	90	84	130	123
Louisa	158	110	50	126	83
Nelson	118	152	158	181	164
Orange	95	125	163	132	89
Area Average	107	132	133	135	135

The Bottom Line:

Price sensitivity is still a key factor in this market and if you plan to sell a home in 2011, be sure to have a REALTOR® prepare a Comparative Market Analysis (CMA) so that you can price it to sell. And if you are looking to buy, a REALTOR® can help you understand the current market and evaluate your options.