



NEST  
REALTY

# QUARTERLY MARKET REPORT

BROUGHT TO YOU BY: **JEREMY HART**

2<sup>ND</sup> QUARTER / 2013  
NEW RIVER VALLEY\*

## SO, HOW'S THE MARKET DOING?

- ➊ **Total Sales:** Total sales increased by 8.32% for the overall MSA in comparison to the first half of 2012, indicating that buyer demand is growing as the market strengthens.
- ➋ **Inventory:** While inventory levels are nearly identical to where they were at this point of the year in 2012, inventory increased by 16.67% from Q1 to Q2 this year.
- ➌ **Median Home Prices:** Median sale prices rose by 10.46% in the overall MSA, which is a positive indicator for home owners considering putting their house on the market.

OVERALL MSA	TOTAL SALES	MEDIAN \$	AVERAGE \$	TOTAL INVENTORY	SOLD VOLUME
YTD 2013	781	167,900	190,703	2,933	148,939,382
YTD 2012	721	152,000	177,444	2,924	127,937,414
% CHANGE	8.32%	10.46%	7.47%	0.31%	16.42%

21.6%

OF HOMES SOLD IN THE OVERALL MSA IN 1H WENT UNDER CONTRACT IN LESS THAN 14 DAYS (169)

BLACKSBURG	TOTAL SALES	MEDIAN \$	AVERAGE \$	TOTAL INVENTORY	SOLD VOLUME
YTD 2013	171	228,500	240,779	395	41,173,213
YTD 2012	137	220,000	235,772	359	32,300,800
% CHANGE	24.82%	3.86%	2.12%	10.03%	27.47%

58.3%

OF HOMES SOLD IN BLACKSBURG IN 1H HAVE HARDWOOD FLOORS (92)

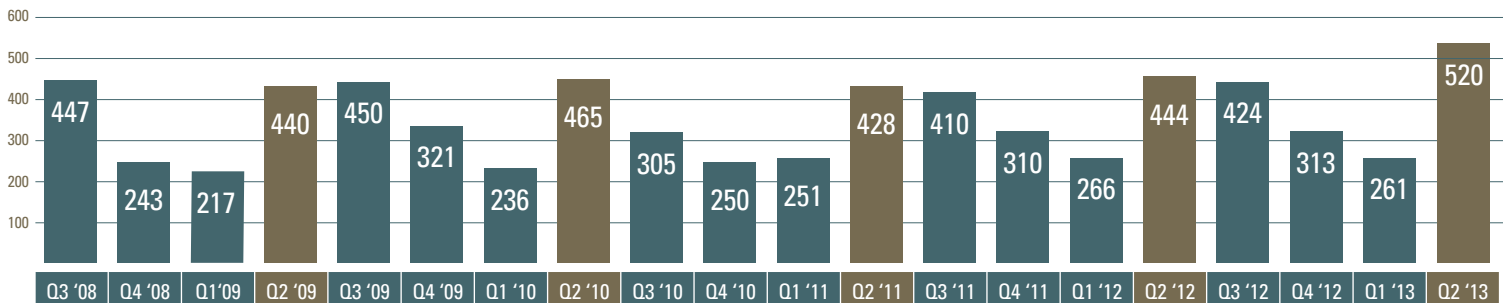
CHRISTIANSBURG	TOTAL SALES	MEDIAN \$	AVERAGE \$	TOTAL INVENTORY	SOLD VOLUME
YTD 2013	133	168,500	176,204	425	23,435,158
YTD 2012	130	159,750	176,586	393	22,956,300
% CHANGE	2.31%	5.48%	-0.22%	8.14%	2.09%

66.9%

OF HOMES SOLD IN CHRISTIANSBURG IN 1H HAVE EITHER A DECK OR PORCH (89)

### TOTAL SALES:

Q2 sales are the highest they've been since 2008.



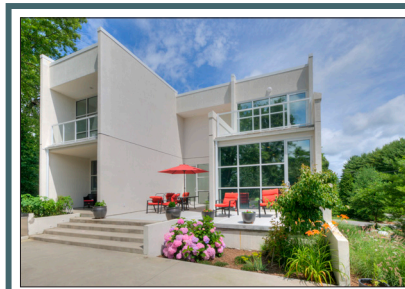
\* The New River Valley MSA consists of the cities of Blacksburg and Christiansburg, and the counties of Giles, Montgomery, and Pulaski. Data as of 7/30/13. YTD sales data from 01/01/2013 - 06/30/2013.

# WHAT'S NEW WITH NEST:

- Nest Realty is growing! We now have four locations throughout Virginia with the recent opening of a new office in Fredericksburg.
- Nest Realty was named a finalist in the 2013 Inman Innovator Awards in the category of "Most Innovative Digital Marketing Campaign" for its "Live Where You Love" video series.
- NestRealty.com is getting a face lift! The Nest marketing team has recently launched a major overhaul of our website. We believe in using cutting-edge technology to make the buying and selling process easier, so stay tuned for a Fall 2013 launch to see what new tools and experiences we will be providing our clients!



## JEREMY HART'S FEATURED PROPERTIES



**PENDING: \$455,000**  
1210 DRAPER RD.  
BLACKSBURG



**AVAILABLE AT \$159,900**  
75 HIGHVIEW ST.  
CHRISTIANSBURG



**SOLD IN 8 DAYS**  
402 LANDSDOWNE ST  
BLACKSBURG



**REPRESENTED SELLER**  
1225 VILLAGE WAY S  
BLACKSBURG



**SOLD IN 4 DAYS**  
2722 WELLESLEY CT  
BLACKSBURG



**SOLD IN 10 DAYS**  
814 VILLAGE WAY N  
BLACKSBURG

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