



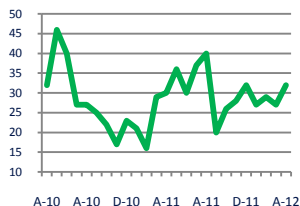
Focus On: Bon Air and Huguenot Farms Housing Market

April 2012

Zip Code(s): 23235

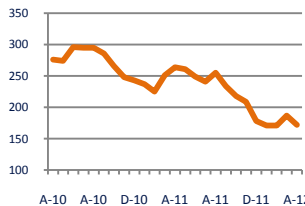
Units Sold

32



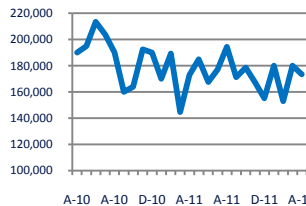
Active Inventory

172



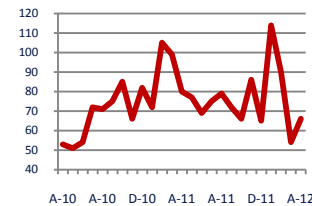
Median Sale Price

\$173,500



Days On Market

66



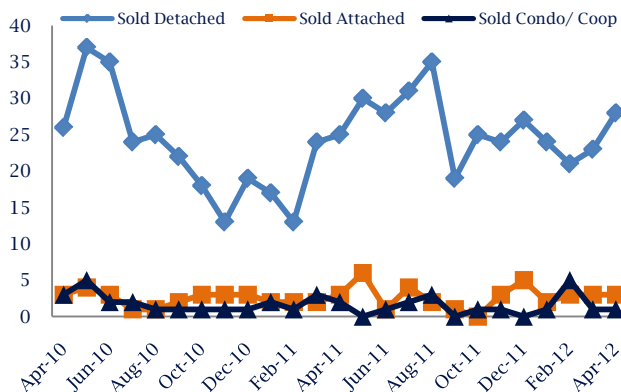
Up 7%
Vs. Year Ago

Down -35%
Vs. Year Ago

No Change
Vs. Year Ago

Down -18%
Vs. Year Ago

Units Sold*



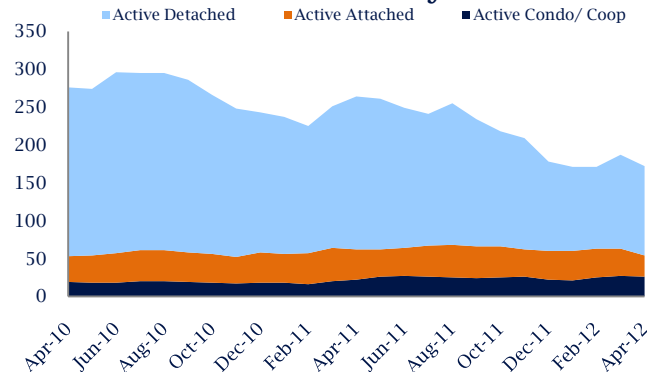
Units Sold

There was an increase in total units sold in April, with 32 sold this month in Bon Air and Huguenot Farms versus 27 last month, an increase of 19%. This month's total units sold was higher than at this time last year, an increase of 7% versus April 2011.

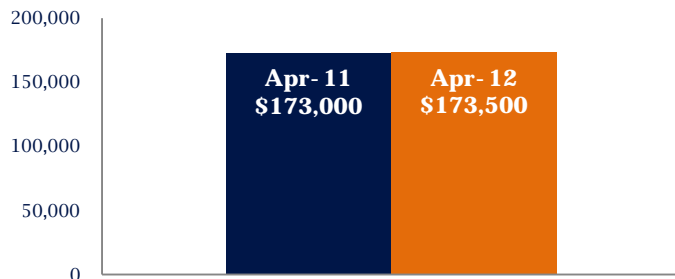
Active Inventory

Versus last year, the total number of homes available this month is lower by 92 units or 35%. The total number of active inventory this April was 172 compared to 264 in April 2011. This month's total of 172 is lower than the previous month's total supply of available inventory of 187, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Bon Air and Huguenot Farms Homes was \$173,000. This April, the median sale price was \$173,500, which is similar compared to a year ago. The current median sold price is 4% higher than in March.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Bon Air and Huguenot Farms are defined as properties listed in zip code/s 23235.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by CVRMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CVRMLS or Long & Foster Real Estate, Inc.



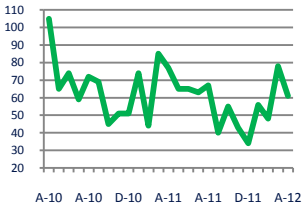


Focus On: Bon Air and Huguenot Farms Housing Market

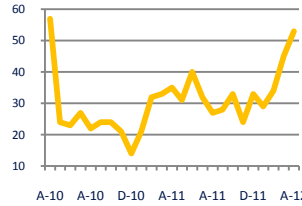
April 2012

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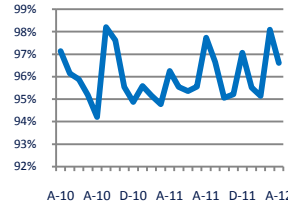
New Listings
61



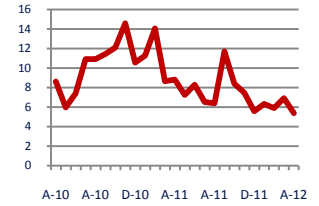
Current Contracts
53



Sold Vs. List Price
96.6%



Months of Supply
5.4



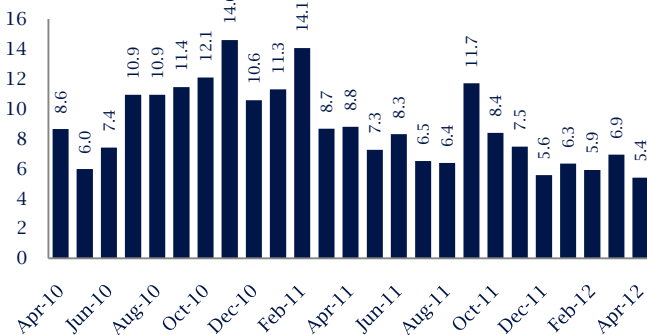
Down -21%
Vs. Year Ago

Up 51%
Vs. Year Ago

No Change
Vs. Year Ago

Down -39%
Vs. Year Ago

Months Of Supply



Months of Supply

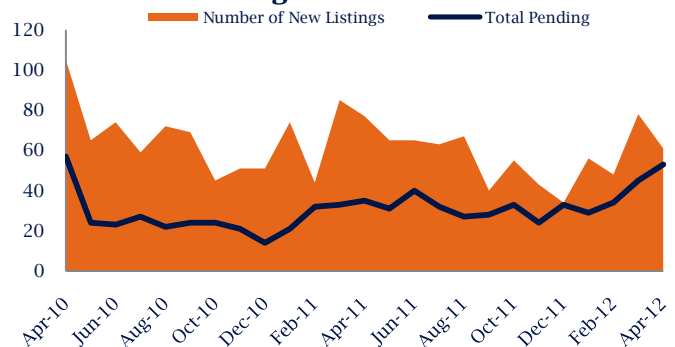
In April, there was 5.4 months of supply available in Bon Air and Huguenot Farms, compared to 8.8 in April 2011. That is a decrease of 39% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

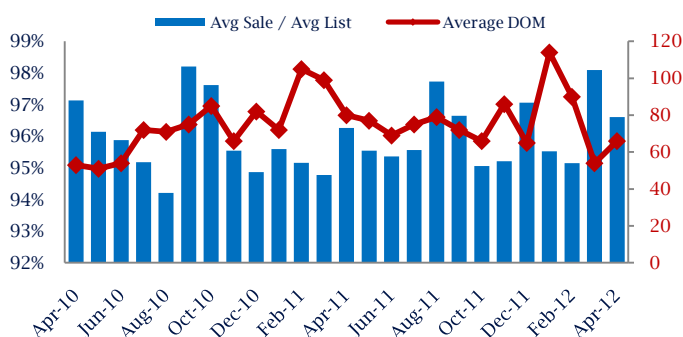
New Listings & Current Contracts

This month there were 61 homes newly listed for sale in Bon Air and Huguenot Farms compared to 77 in April 2011, a decrease of 21%. There were 53 current contracts pending sale this April compared to 35 a year ago. The number of current contracts is 51% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Bon Air and Huguenot Farms was 96.6% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 66, lower than the average last year, which was 80, a decrease of 18%.

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