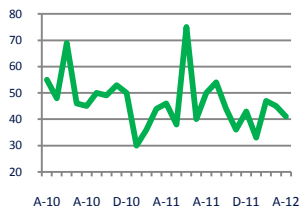




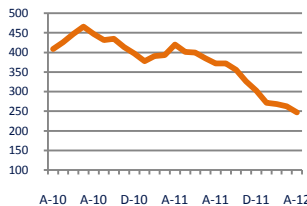
## Focus On: Culpeper County Housing Market

### April 2012

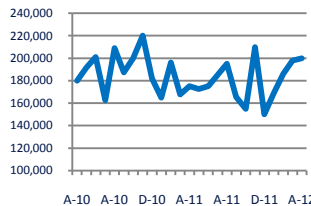
**Units Sold**  
**41**



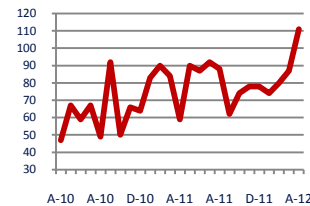
**Active Inventory**  
**247**



**Median Sale Price**  
**\$200,000**



**Days On Market**  
**111**



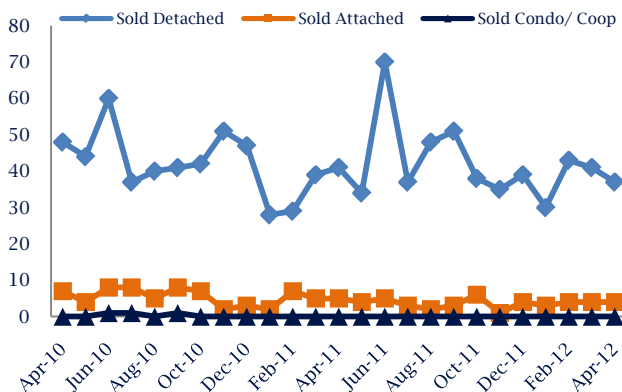
**Down - 11%**  
**Vs. Year Ago**

**Down - 41%**  
**Vs. Year Ago**

**Up 14%**  
**Vs. Year Ago**

**Up**  
**Vs. Year Ago**

### Units Sold\*



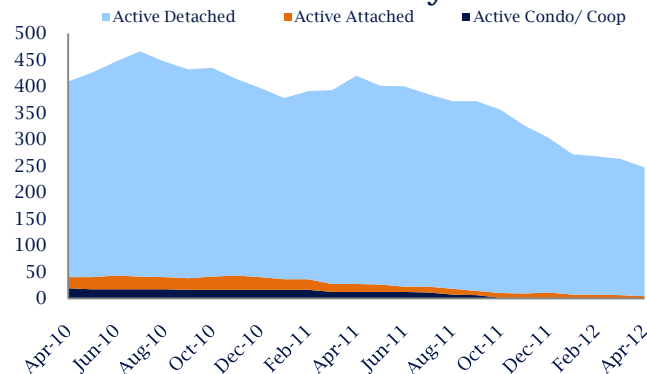
### Units Sold

There was a decrease in total units sold in April, with 41 sold this month in Culpeper County versus 45 last month, a decrease of 9%. This month's total units sold was lower than at this time last year, a decrease of 11% versus April 2011.

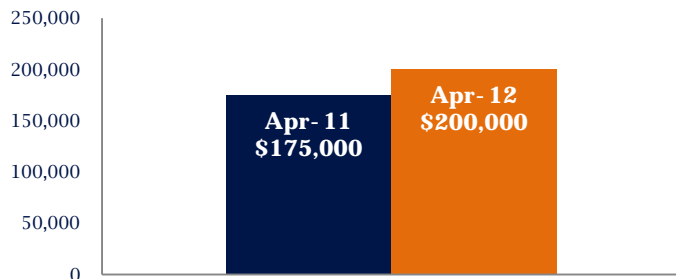
### Active Inventory

Versus last year, the total number of homes available this month is lower by 173 units or 41%. The total number of active inventory this April was 247 compared to 420 in April 2011. This month's total of 247 is lower than the previous month's total supply of available inventory of 263, a decrease of 6%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for Culpeper County Homes was \$175,000. This April, the median sale price was \$200,000, an increase of 14% or \$25,000 compared to last year. The current median sold price is 1% 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.

\*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.

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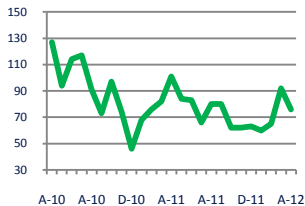


## Focus On: Culpeper County Housing Market

April 2012

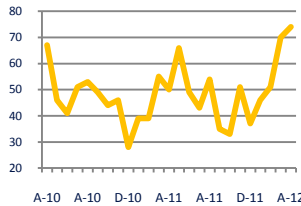
### New Listings

76



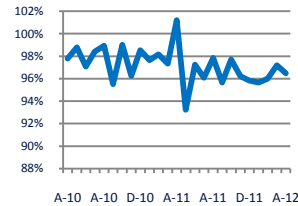
### Current Contracts

74



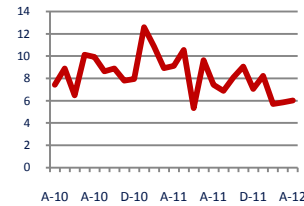
### Sold Vs. List Price

96.5%



### Months of Supply

6.0



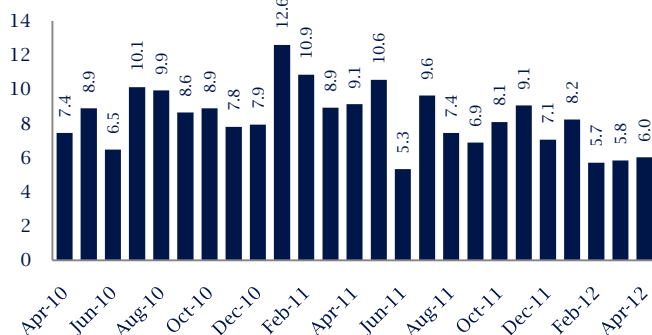
**Down -25%**  
Vs. Year Ago

**Up 48%**  
Vs. Year Ago

**Down -4.7%**  
Vs. Year Ago

**Down -34%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

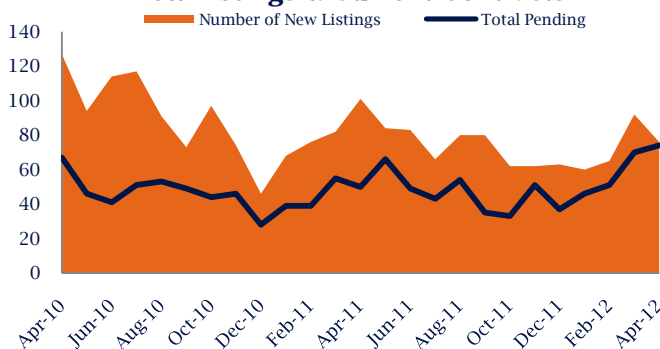
In April, there was 6.0 months of supply available in Culpeper County, compared to 9.1 in April 2011. That is a decrease of 34% versus a year ago.

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.

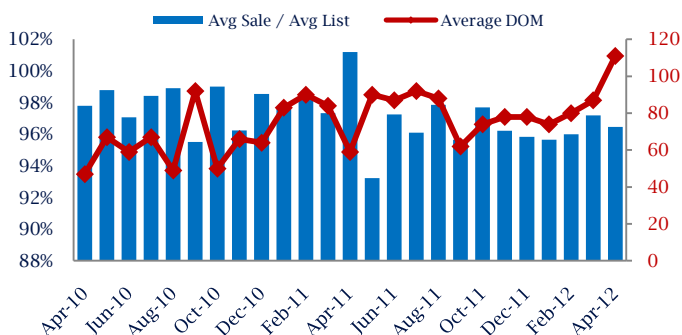
### New Listings & Current Contracts

This month there were 76 homes newly listed for sale in Culpeper County compared to 101 in April 2011, a decrease of 25%. There were 74 current contracts pending sale this April compared to 50 a year ago. The number of current contracts is 48% 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 Culpeper County was 96.5% of the average list price, which is 4.7% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 111, higher than the average last year, which was 59.

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