

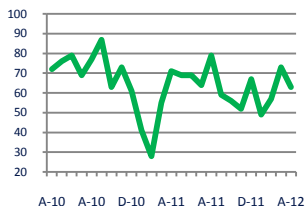


Focus On: Fauquier County Housing Market

April 2012

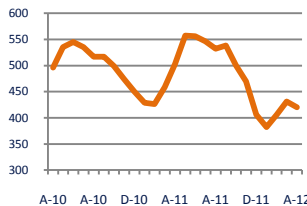
Units Sold

63



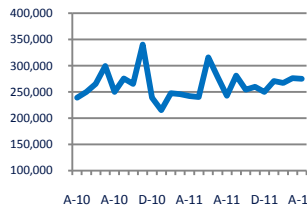
Active Inventory

420



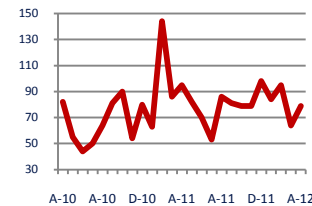
Median Sale Price

\$275,000



Days On Market

79



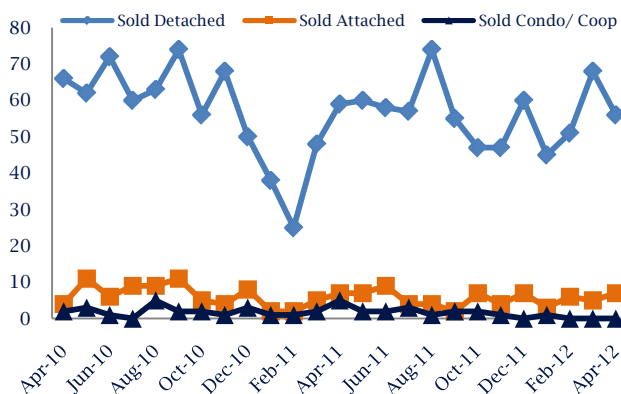
Down - 11%
Vs. Year Ago

Down - 17%
Vs. Year Ago

Up 14%
Vs. Year Ago

Down - 17%
Vs. Year Ago

Units Sold*



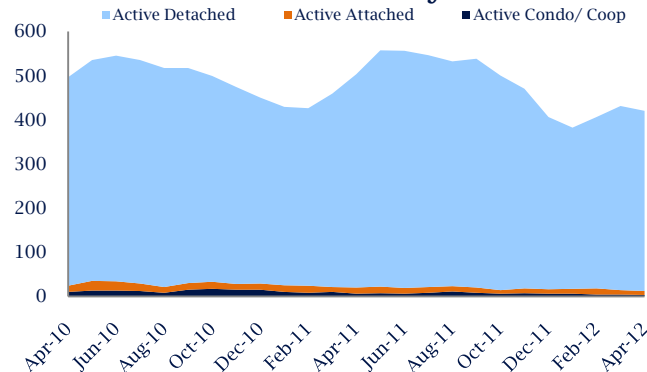
Units Sold

There was a decrease in total units sold in April, with 63 sold this month in Fauquier County versus 73 last month, a decrease of 14%. This month's total units sold was lower than at this time last year, a decrease of 11% versus April 2011.

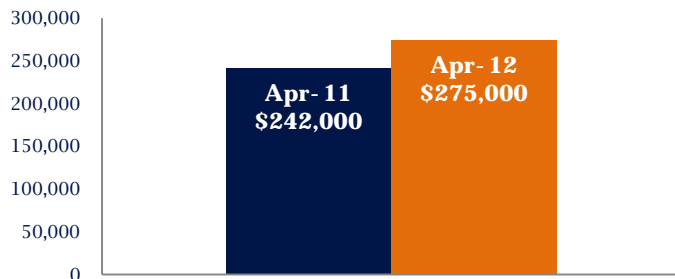
Active Inventory

Versus last year, the total number of homes available this month is lower by 83 units or 17%. The total number of active inventory this April was 420 compared to 503 in April 2011. This month's total of 420 is lower than the previous month's total supply of available inventory of 431, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Fauquier County Homes was \$242,000. This April, the median sale price was approximately the same at \$275,000. The current median sold price is 14% higher than in April 2011.

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.

Information included in this report is based on data supplied by MRIS 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 MRIS or Long & Foster Real Estate, Inc.



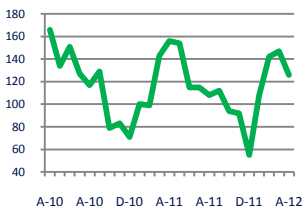


Focus On: Fauquier County Housing Market

April 2012

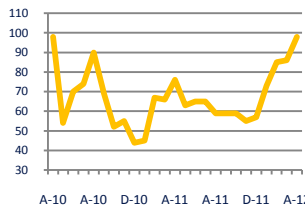
New Listings

126



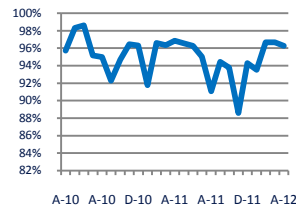
Current Contracts

98



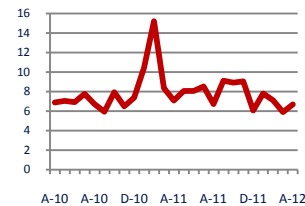
Sold Vs. List Price

96.3%



Months of Supply

6.7



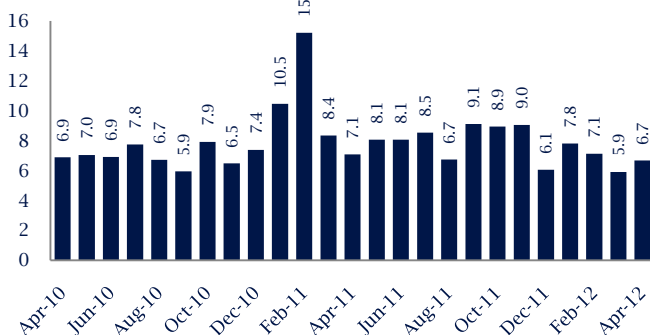
Down -19%
Vs. Year Ago

Up 29%
Vs. Year Ago

Down -0.6%
Vs. Year Ago

Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

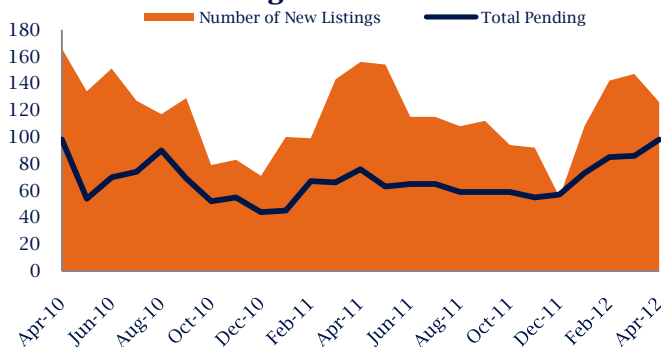
In April, there was 6.7 months of supply available in Fauquier County, compared to 7.1 in April 2011. That is a decrease of 6% versus a year ago.

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.

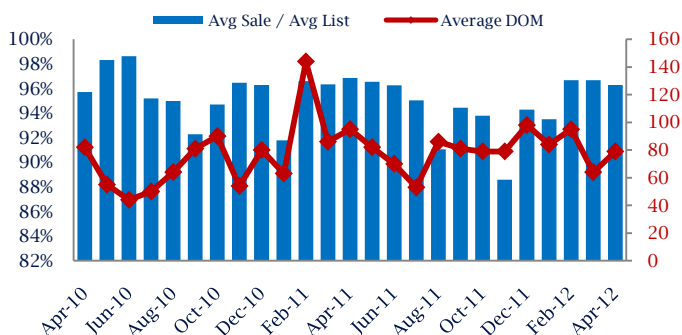
New Listings & Current Contracts

This month there were 126 homes newly listed for sale in Fauquier County compared to 156 in April 2011, a decrease of 19%. There were 98 current contracts pending sale this April compared to 76 a year ago. The number of current contracts is 29% 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 Fauquier County was 96.3% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 79, lower than the average last year, which was 95, a decrease of 17%.

*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 MRIS 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 MRIS or Long & Foster Real Estate, Inc.

