

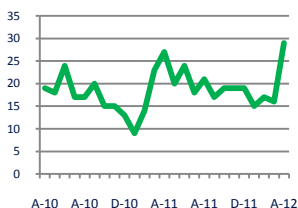


Focus On: Fredericksburg City Housing Market

April 2012

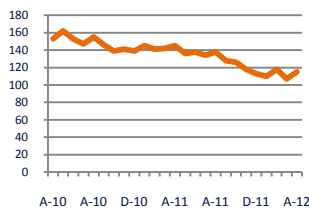
Units Sold

29



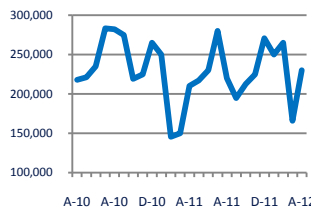
Active Inventory

115



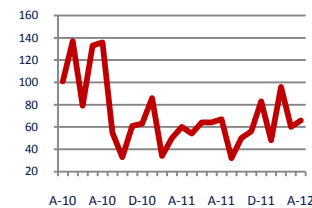
Median Sale Price

\$230,000



Days On Market

66



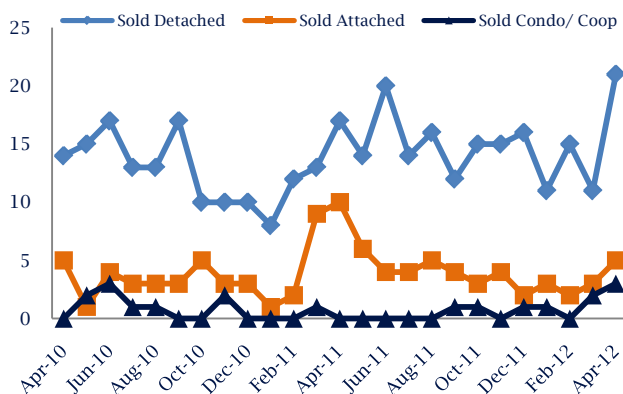
Up
Vs. Year Ago

Down -21%
Vs. Year Ago

Up
Vs. Year Ago

Up 10%
Vs. Year Ago

Units Sold*



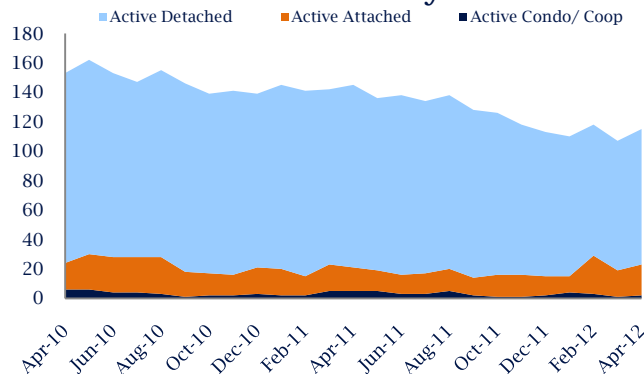
Units Sold

With relatively few transactions, there was an increase in total units sold in April, with 29 sold this month in Fredericksburg City. This month's total units sold was higher than at this time last year, an increase from April 2011.

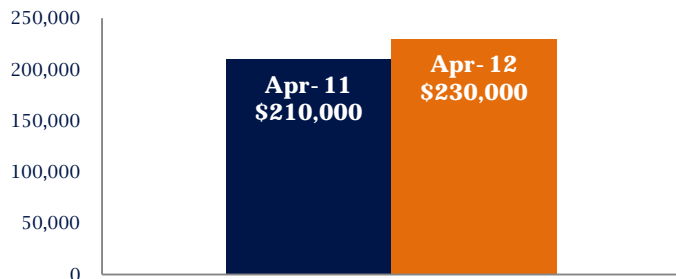
Active Inventory

Versus last year, the total number of homes available this month is lower by 30 units or 21%. The total number of active inventory this April was 115 compared to 145 in April 2011. This month's total of 115 is higher than the previous month's total supply of available inventory of 107, an increase of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last April, the median sale price for Fredericksburg City Homes was \$210,000. This April, the median sale price was \$230,000, an increase of \$20,000 compared to last year. The current median sold price is 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.

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.



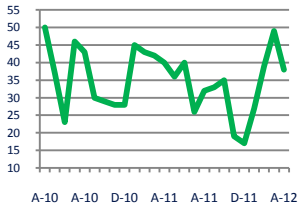


Focus On: Fredericksburg City Housing Market

April 2012

New Listings

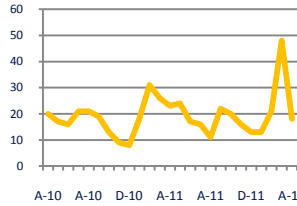
38



Down - 5%
Vs. Year Ago

Current Contracts

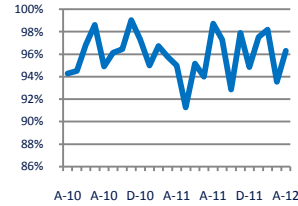
18



Down - 22%
Vs. Year Ago

Sold Vs. List Price

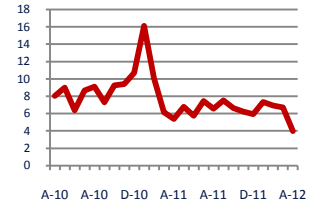
96.3%



Up 1.4%
Vs. Year Ago

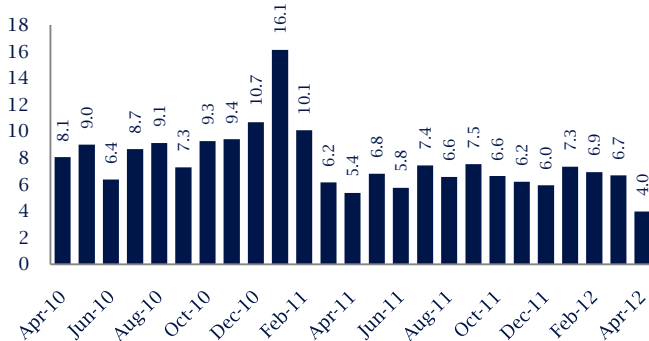
Months of Supply

4.0



Down - 26%
Vs. Year Ago

Months Of Supply



Months of Supply

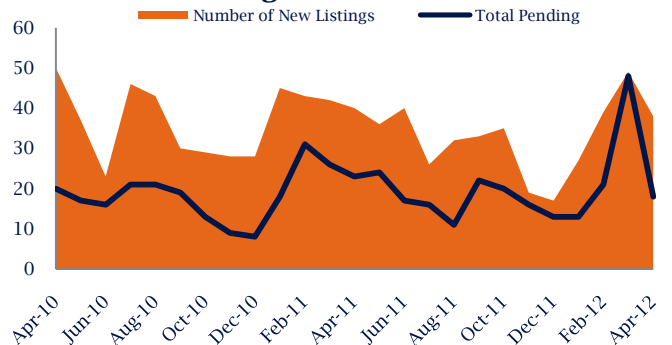
In April, there was 4.0 months of supply available in Fredericksburg City, compared to 5.4 in April 2011. That is a decrease of 26% versus a year ago.

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.

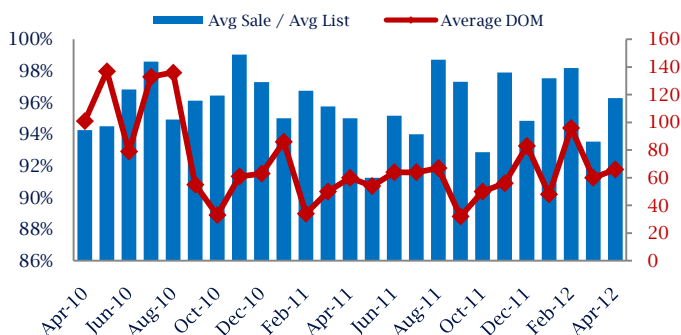
New Listings & Current Contracts

This month there were 38 homes newly listed for sale in Fredericksburg City compared to 40 in April 2011, a decrease of 5%. There were 18 current contracts pending sale this April compared to 23 a year ago. The number of current contracts is 22% lower 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 Fredericksburg City was 96.3% of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 66, higher than the average last year, which was 60, an increase of 10%.

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