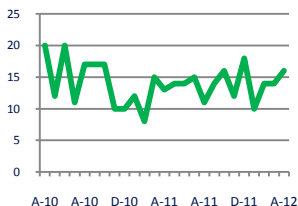




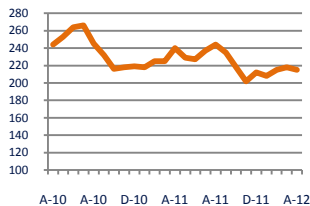
## Focus On: New Kent County Housing Market

April 2012

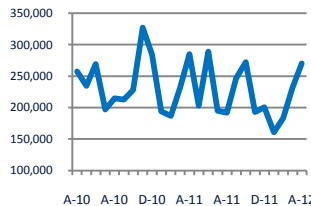
**Units Sold**  
**16**



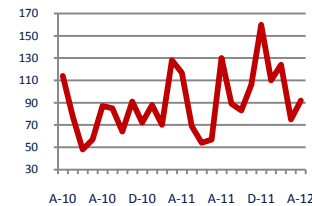
**Active Inventory**  
**215**



**Median Sale Price**  
**\$270,140**



**Days On Market**  
**92**



**Up 23%**  
Vs. Year Ago

**Down -10%**  
Vs. Year Ago

**Down -5%**  
Vs. Year Ago

**Down -21%**  
Vs. Year Ago

### Units Sold\*



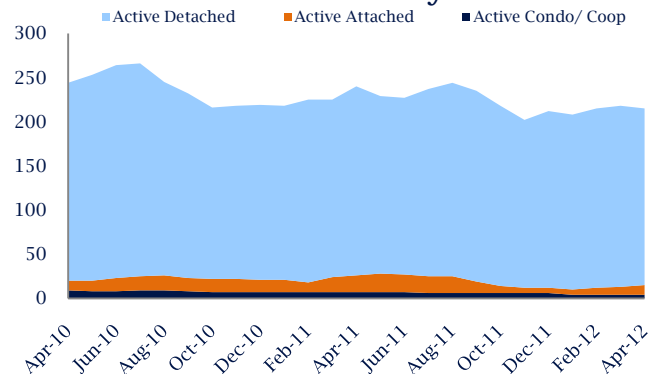
### Units Sold

There was an increase in total units sold in April, with 16 sold this month in New Kent County versus 14 last month, an increase of 14%. This month's total units sold was higher than at this time last year, an increase of 23% versus April 2011.

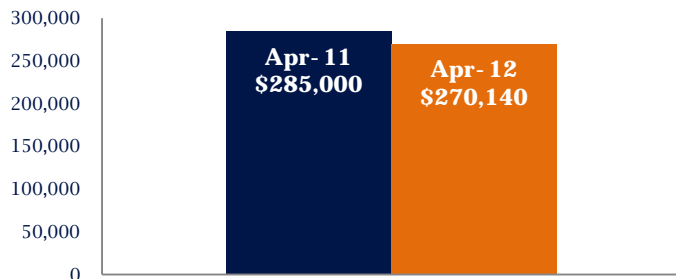
### Active Inventory

Versus last year, the total number of homes available this month is lower by 25 units or 10%. The total number of active inventory this April was 215 compared to 240 in April 2011. This month's total of 215 is lower than the previous month's total supply of available inventory of 218, a decrease of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for New Kent County Homes was \$285,000. This April, the median sale price was \$270,140, a decrease of 5% or \$14,860 compared to last year. The current median sold price is 17% 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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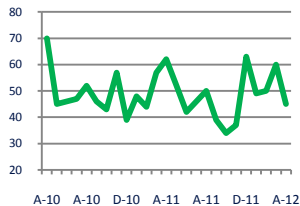


## Focus On: New Kent County Housing Market

April 2012

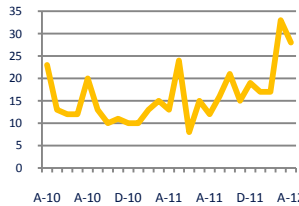
### New Listings

45



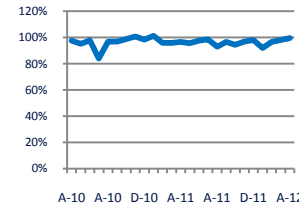
### Current Contracts

28



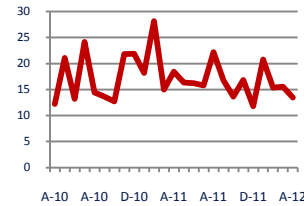
### Sold Vs. List Price

99.6%



### Months of Supply

13.4



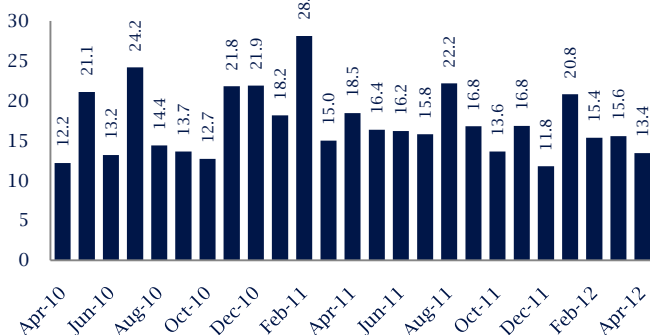
**Down -27%**  
Vs. Year Ago

**Up 115%**  
Vs. Year Ago

**Up 3%**  
Vs. Year Ago

**Down -27%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

In April, there was 13.4 months of supply available in New Kent County, compared to 18.5 in April 2011. That is a decrease of 27% versus a year ago.

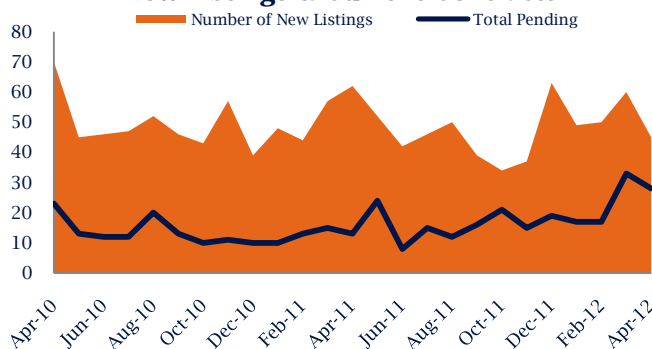
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

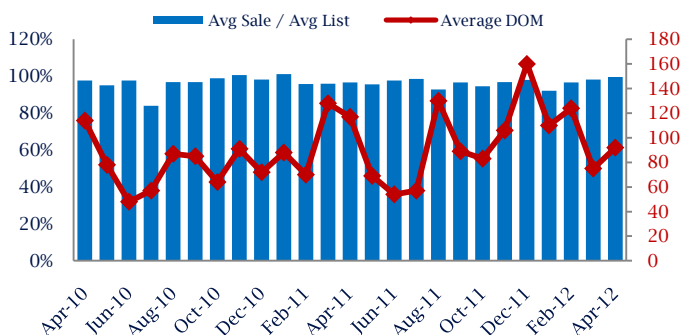
This month there were 45 homes newly listed for sale in New Kent County compared to 62 in April 2011, a decrease of 27%.

There were 28 current contracts pending sale this April compared to 13 a year ago. The number of current contracts is 115% 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 New Kent County was 99.6% of the average list price, which is 2.9% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 92, lower than the average last year, which was 117, a decrease of 21%.

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