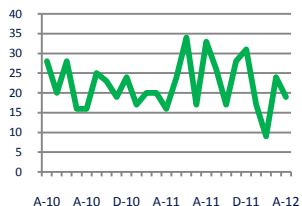




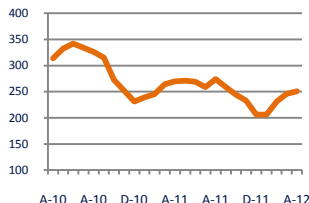
## Focus On: Powhatan County Housing Market

## April 2012

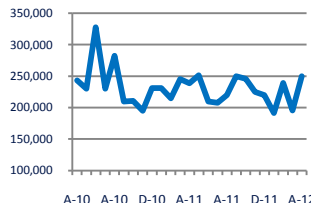
**Units Sold**  
**19**



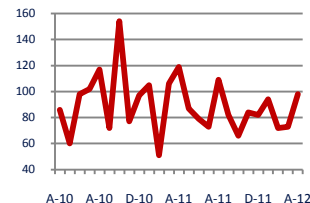
**Active Inventory**  
**251**



**Median Sale Price**  
**\$250,000**



**Days On Market**  
**98**



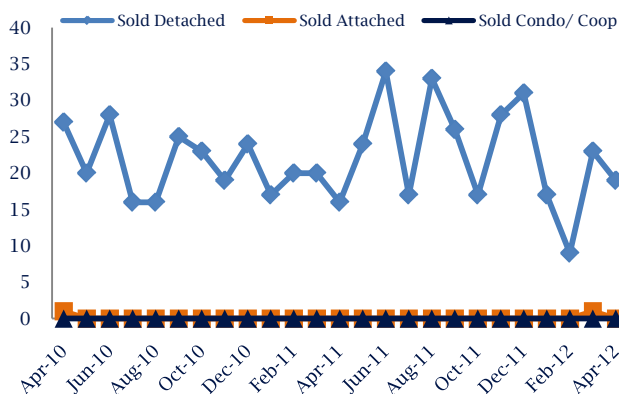
**Up 19%**  
**Vs. Year Ago**

**Down -7%**  
**Vs. Year Ago**

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

**Down -18%**  
**Vs. Year Ago**

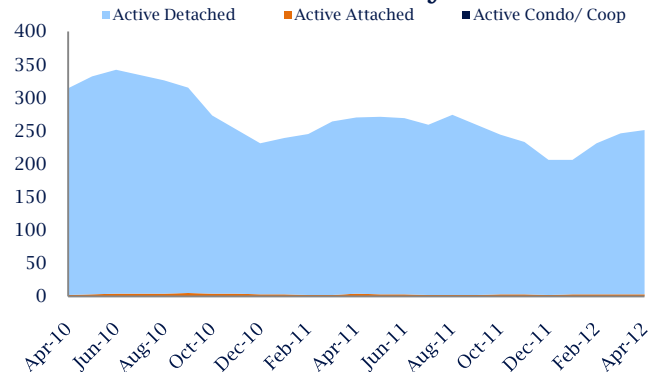
### Units Sold\*



### Units Sold

There was a decrease in total units sold in April, with 19 sold this month in Powhatan County versus 24 last month, a decrease of 21%. This month's total units sold was higher than at this time last year, an increase of 19% versus April 2011.

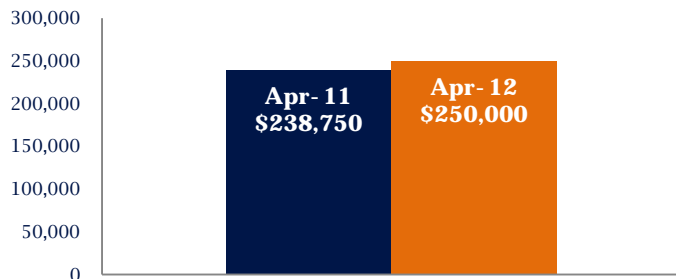
### Active Inventory\*



### Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 7%. The total number of active inventory this April was 251 compared to 270 in April 2011. This month's total of 251 is higher than the previous month's total supply of available inventory of 246, an increase of 2%.

### 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 Powhatan County Homes was \$238,750. This April, the median sale price was \$250,000, an increase of \$11,250 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.

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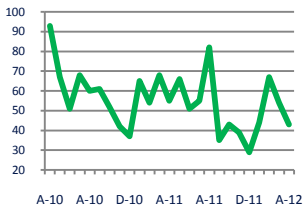


## Focus On: Powhatan County Housing Market

April 2012

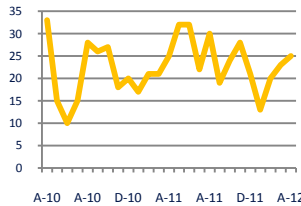
### New Listings

43



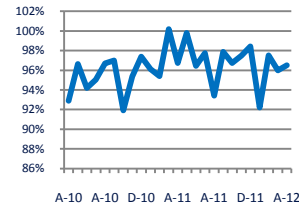
### Current Contracts

25



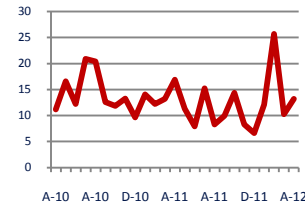
### Sold Vs. List Price

96.5%



### Months of Supply

13.2



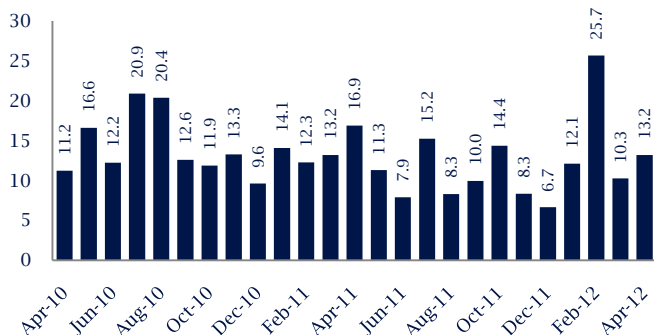
**Down - 22%**  
Vs. Year Ago

**No Change**  
Vs. Year Ago

**No Change**  
Vs. Year Ago

**Down - 22%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

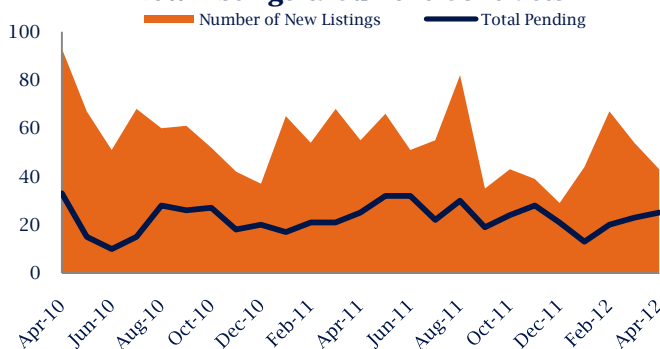
In April, there was 13.2 months of supply available in Powhatan County, compared to 16.9 in April 2011. That is a decrease of 22% versus a year ago.

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.

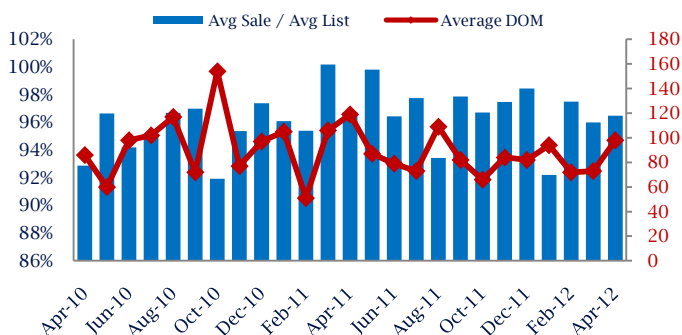
### New Listings & Current Contracts

This month there were 43 homes newly listed for sale in Powhatan County compared to 55 in April 2011, a decrease of 22%. There were 25 current contracts pending sale this April, consistent with the volume a year ago. The number of current contracts is 9% higher than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Powhatan County was 96.5% 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 98, lower than the average last year, which was 119, a decrease of 18%.

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