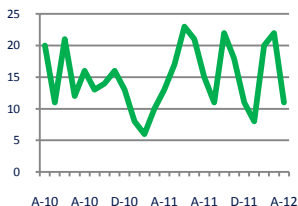




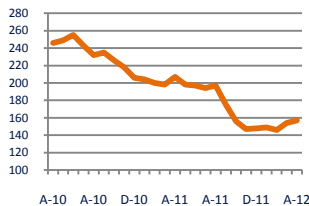
Focus On: Prince George County Housing Market

April 2012

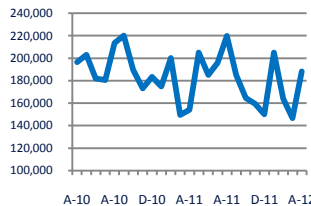
Units Sold 11



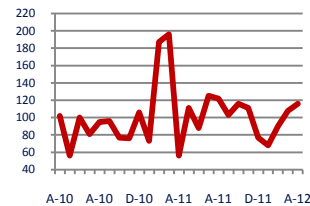
Active Inventory 157



Median Sale Price \$188,300



Days On Market 116



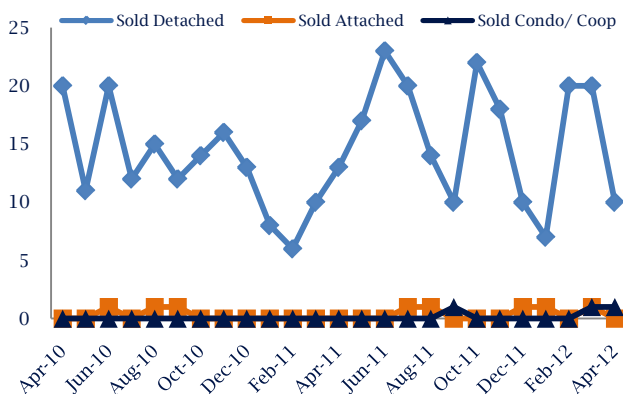
Down
Vs. Year Ago

Down - 24%
Vs. Year Ago

Up
Vs. Year Ago

Up
Vs. Year Ago

Units Sold*



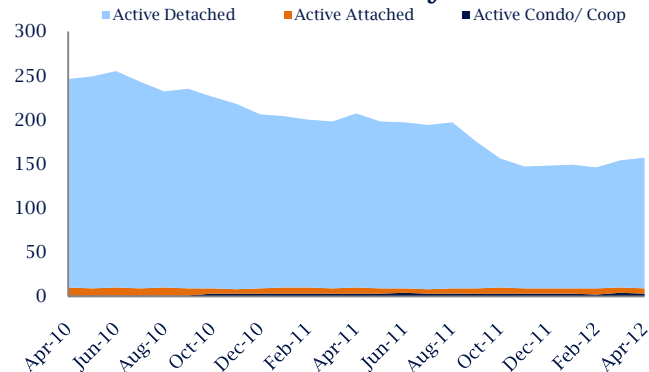
Units Sold

With relatively few transactions, there was a decrease in total units sold in April, with 11 sold this month in Prince George County. This month's total units sold was lower than at this time last year, a decrease from April 2011.

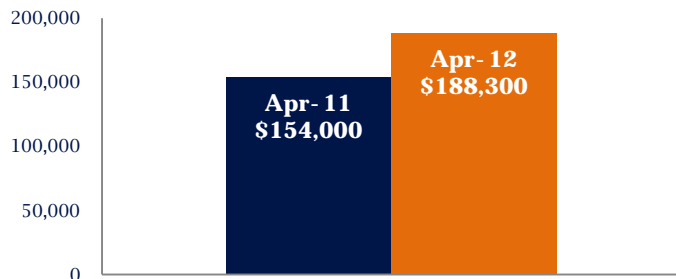
Active Inventory

Versus last year, the total number of homes available this month is lower by 50 units or 24%. The total number of active inventory this April was 157 compared to 207 in April 2011. This month's total of 157 is higher than the previous month's total supply of available inventory of 154, an increase of 2%.

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 Prince George County Homes was \$154,000. This April, the median sale price was \$188,300, an increase of \$34,300 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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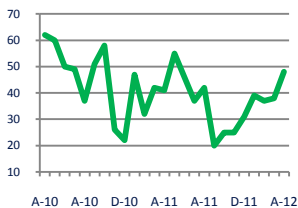


Focus On: Prince George County Housing Market

April 2012

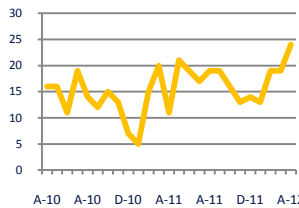
New Listings

48



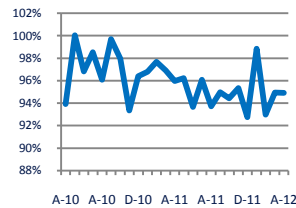
Current Contracts

24



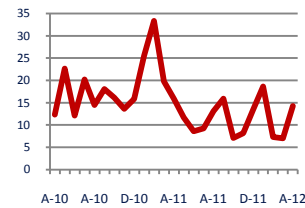
Sold Vs. List Price

94.9%



Months of Supply

14.3



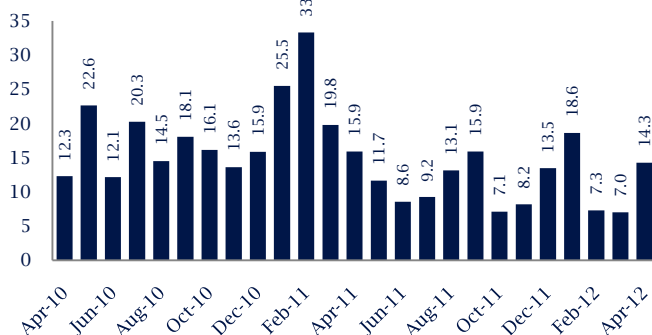
Up 17%
Vs. Year Ago

Up 118%
Vs. Year Ago

Down - 1.1%
Vs. Year Ago

Down - 10%
Vs. Year Ago

Months Of Supply



Months of Supply

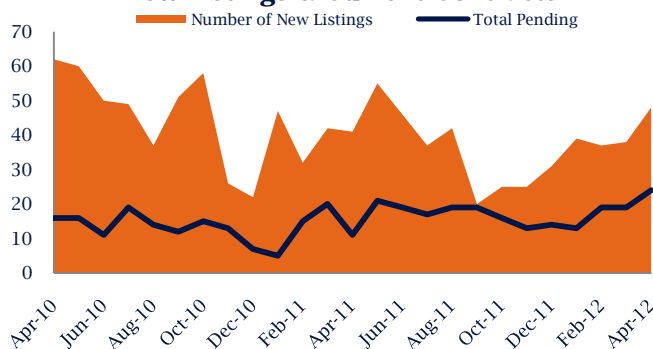
In April, there was 14.3 months of supply available in Prince George County, compared to 15.9 in April 2011. That is a decrease of 10% versus a year ago.

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.

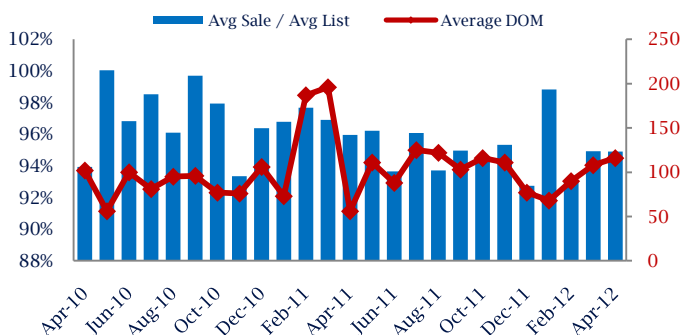
New Listings & Current Contracts

This month there were 48 homes newly listed for sale in Prince George County compared to 41 in April 2011, an increase of 17%. There were 24 current contracts pending sale this April compared to 11 a year ago. The number of current contracts is 118% 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 Prince George County was 94.9% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 116, higher than the average last year, which was 56. This increase was impacted by the limited number of sales.

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