

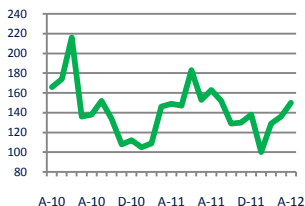


## Focus On: Spotsylvania County Housing Market

April 2012

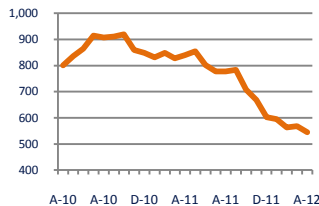
### Units Sold

150



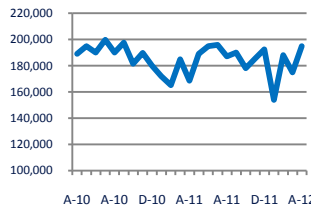
### Active Inventory

545



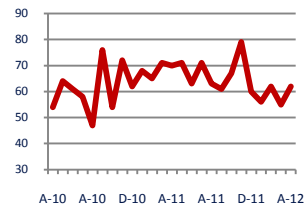
### Median Sale Price

\$195,000



### Days On Market

62



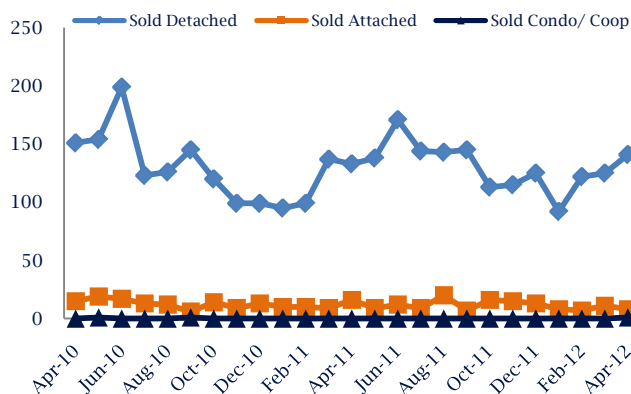
Up 1%  
Vs. Year Ago

Down -35%  
Vs. Year Ago

Up 16%  
Vs. Year Ago

Down -11%  
Vs. Year Ago

### Units Sold\*



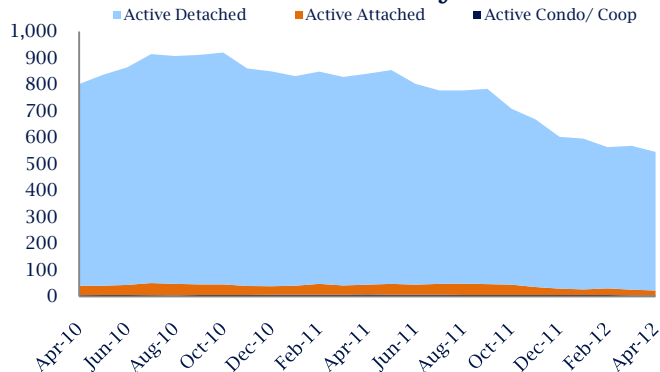
### Units Sold

There was an increase in total units sold in April, with 150 sold this month in Spotsylvania County versus 136 last month, an increase of 10%. This month's total units sold was higher than at this time last year, an increase of 1% versus April 2011.

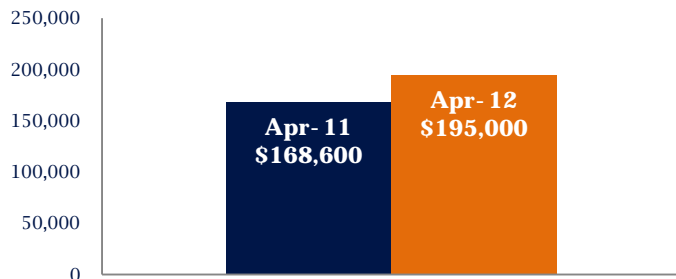
### Active Inventory

Versus last year, the total number of homes available this month is lower by 295 units or 35%. The total number of active inventory this April was 545 compared to 840 in April 2011. This month's total of 545 is lower than the previous month's total supply of available inventory of 568, a decrease of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for Spotsylvania County Homes was \$168,600. This April, the median sale price was \$195,000, an increase of 16% or \$26,400 compared to last year. The current median sold price is 11% 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.



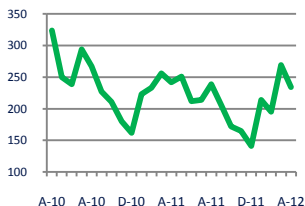


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April 2012

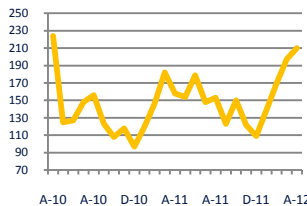
### New Listings

234



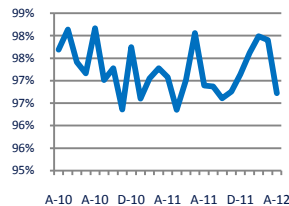
### Current Contracts

210



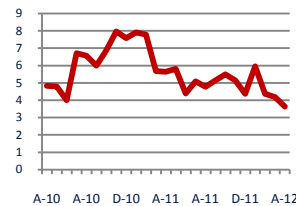
### Sold Vs. List Price

96.7%



### Months of Supply

3.6



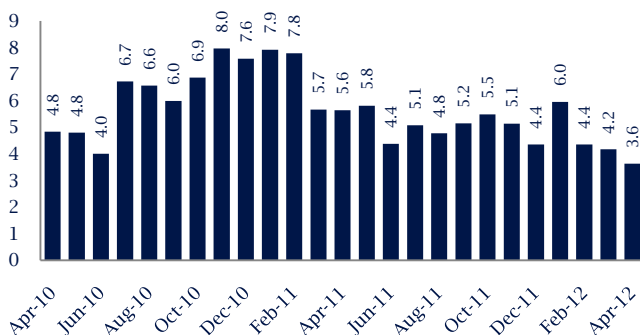
**Down -3%**  
Vs. Year Ago

**Up 33%**  
Vs. Year Ago

**No Change**  
Vs. Year Ago

**Down -36%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

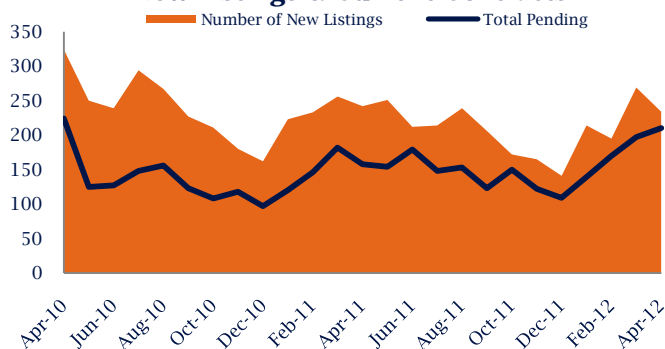
In April, there was 3.6 months of supply available in Spotsylvania County, compared to 5.6 in April 2011. That is a decrease of 36% versus a year ago.

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.

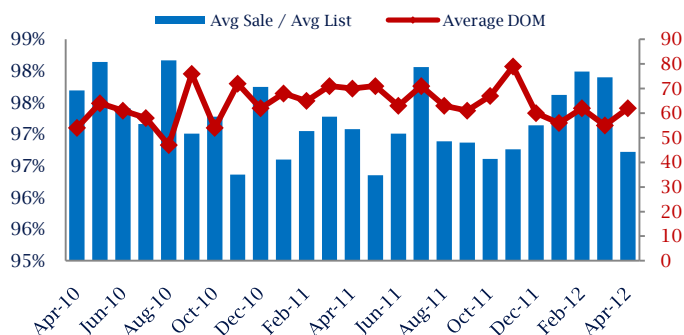
### New Listings & Current Contracts

This month there were 234 homes newly listed for sale in Spotsylvania County compared to 242 in April 2011, a decrease of 3%. There were 210 current contracts pending sale this April compared to 158 a year ago. The number of current contracts is 33% 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 Spotsylvania County was 96.7% 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 62, lower than the average last year, which was 70, a decrease of 11%.

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