



The Long & Foster[®] Market Minute[™]

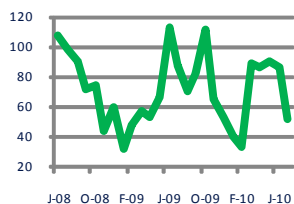


Focus On: Hanover County, Virginia

July, 2010

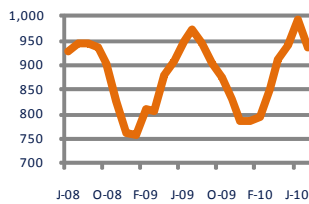
Units Sold

52



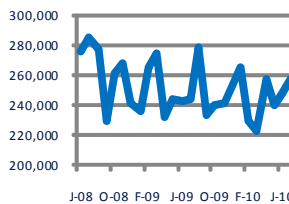
Active Inventory

938



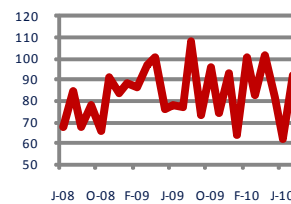
Median Sale Price

\$258,000



Days On Market

92



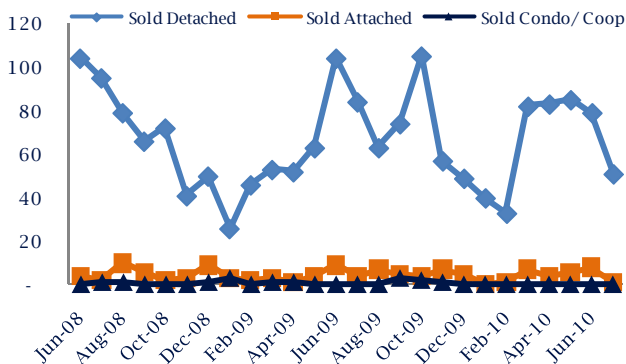
Down -41%
Vs. Year Ago

Down -3%
Vs. Year Ago

Up 5%
Vs. Year Ago

Up 19%
Vs. Year Ago

Units Sold*



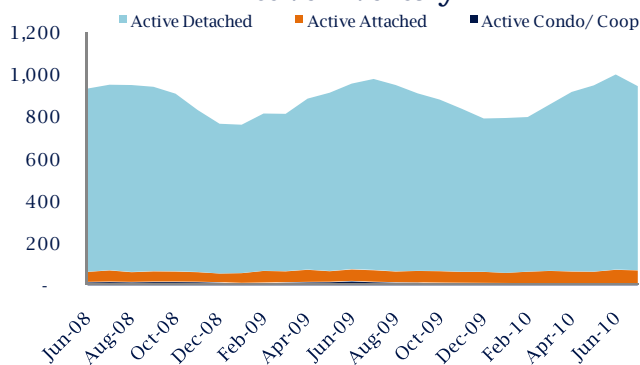
Units Sold

There was a decrease in total units sold in July, with 52 sold this month in Hanover County versus 87 last month, a decrease of 40%. This month's total units sold was lower than at this time last year, a decrease of 41% versus July, 2009. The current month's total is lower than the twelve month average of 72.

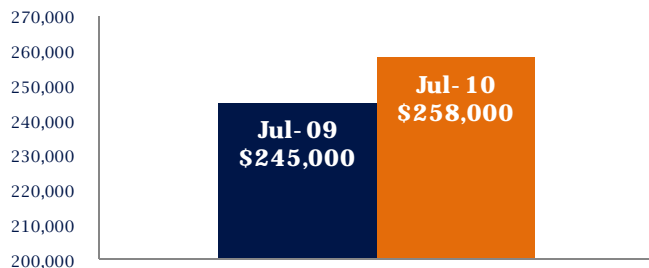
Active Inventory

Versus last year, the total number of homes available this month is lower by 34 units or 3%. The total number of active inventory this July was 938 compared to 972 in July, 2009. This month's total of 938 is lower than the previous month's total supply of available inventory of 993, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price in Hanover County was \$245,000. This July, the median sale price was \$258,000, an increase of 5% or \$13,000 compared to last year. The current median sold price is 4% higher than in June.

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 CVR 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 CVR or Long & Foster Real Estate, Inc."





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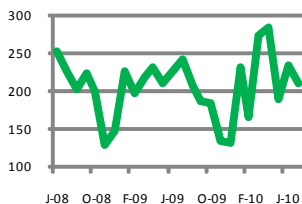


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July, 2010

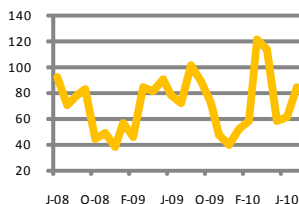
New Listings

210



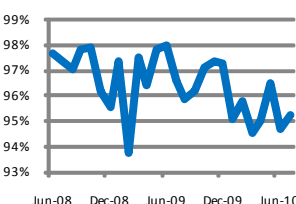
Current Contracts

85



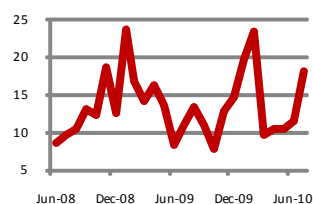
Sold Vs. List Price

95.3%



Months of Supply

18.0



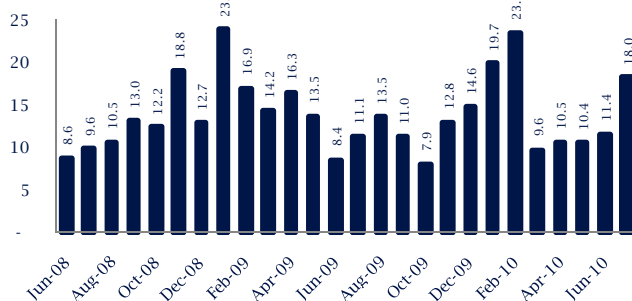
Down -14%
Vs. Year Ago

Up 18%
Vs. Year Ago

Down -1.3%
Vs. Year Ago

Up 63%
Vs. Year Ago

Months Of Supply



Months Of Supply

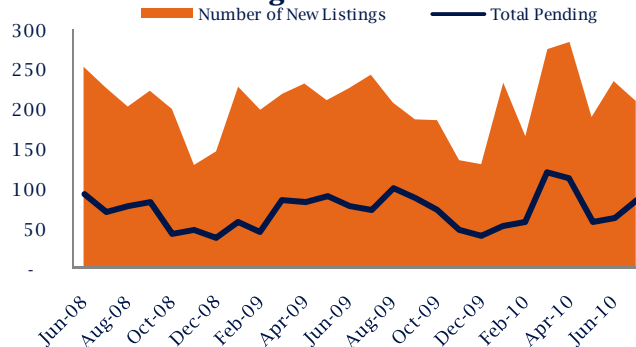
In July, there was 18.0 months of supply available in Hanover County, compared to 11.1 in July, 2009. That is an increase of 63% versus a year ago.

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.

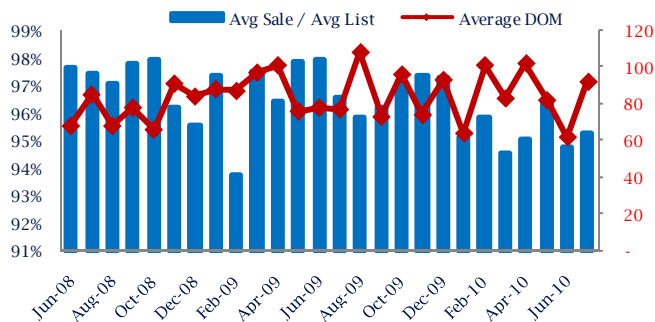
New Listings & Current Contracts

This month there were 210 homes newly listed for sale in Hanover County compared to 243 in July, 2009, a decrease of 14%. There were 85 current contracts pending sale this July compared to 72 a year ago. The number of current contracts is 37% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Hanover County was 95.3% percent of the average list price, which is 1.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 92, higher than the average last year, which was 77, an increase of 19%.

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