



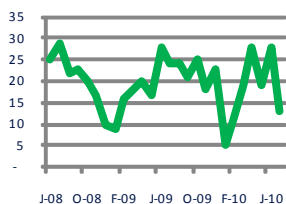
The Long & Foster[®] Market Minute[™]



Focus On: Powhatan County, Virginia

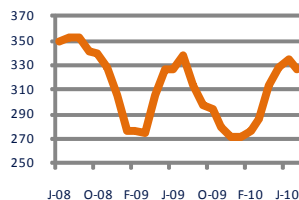
July, 2010

Units Sold
13



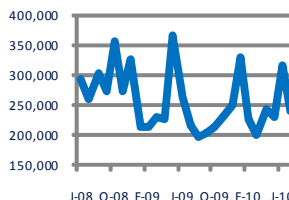
Down -46%
Vs. Year Ago

Active Inventory
326



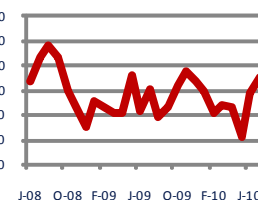
Down -4%
Vs. Year Ago

Median Sale Price
\$242,000

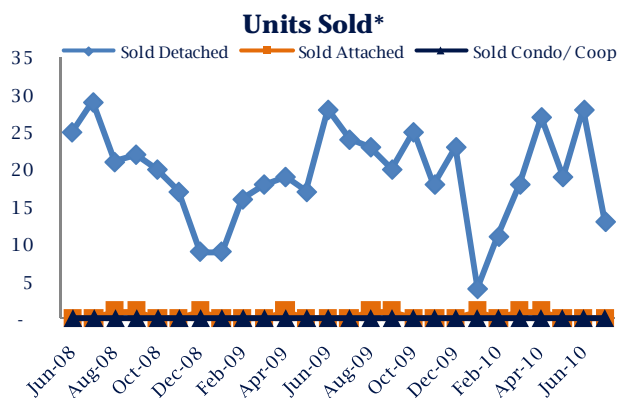


Up 11%
Vs. Year Ago

Days On Market
110



Up 9%
Vs. Year Ago

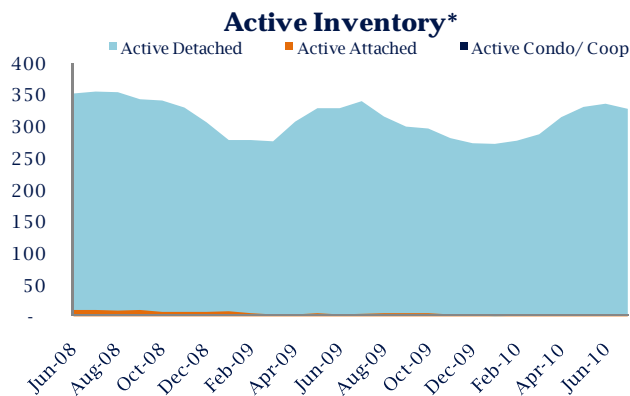


Units Sold

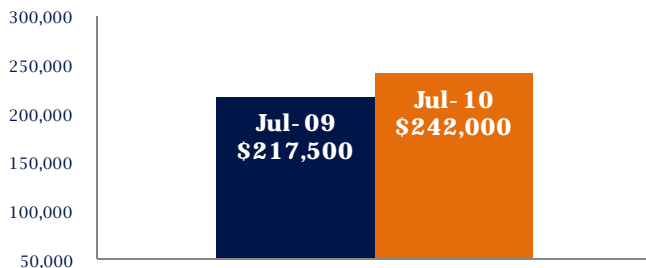
There was a decrease in total units sold in July, with 13 sold this month in Powhatan County versus 28 last month, a decrease of 54%. This month's total units sold was lower than at this time last year, a decrease of 46% versus July, 2009. The current month's total is lower than the twelve month average of 20.

Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 4%. The total number of active inventory this July was 326 compared to 338 in July, 2009. This month's total of 326 is lower than the previous month's total supply of available inventory of 334, a decrease of 2%.



Median Sale Price



Median Sale Price

Last July, the median sale price in Powhatan County was \$217,500. This July, the median sale price was \$242,000, an increase of 11% or \$24,500 compared to last year. The current median sold price is 24% lower 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."





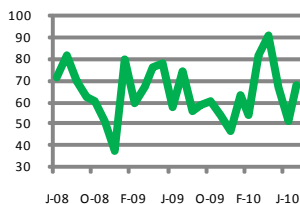
The Long & Foster® Market Minute™



Focus On: Powhatan County, Virginia

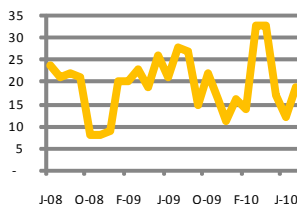
July, 2010

New Listings 68



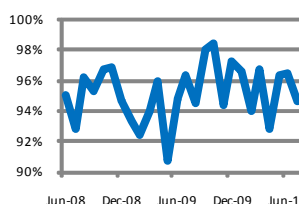
Down -8%
Vs. Year Ago

Current Contracts 19



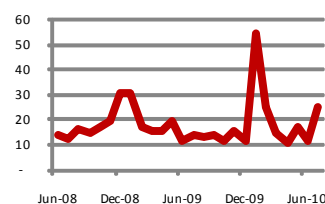
Down -32%
Vs. Year Ago

Sold Vs. List Price 94.7%



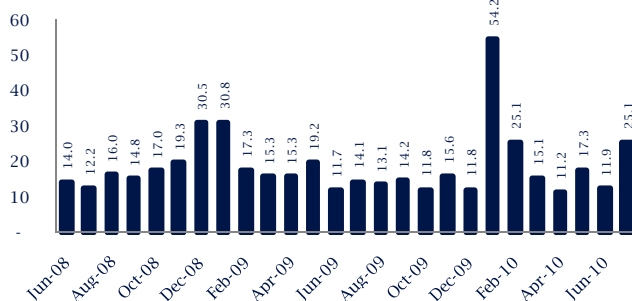
Down -1.7%
Vs. Year Ago

Months of Supply 25.1



Up 78%
Vs. Year Ago

Months Of Supply



Months Of Supply

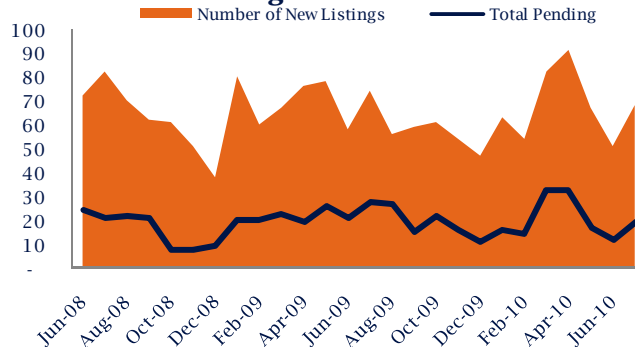
In July, there was 25.1 months of supply available in Powhatan County, compared to 14.1 in July, 2009. That is an increase of 78% versus a year ago.

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 68 homes newly listed for sale in Powhatan County compared to 74 in July, 2009, a decrease of 8%. There were 19 current contracts pending sale this July compared to 28 a year ago. The number of current contracts is 58% 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 Powhatan County was 94.7% percent of the average list price, which is 1.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 110, higher than the average last year, which was 101, an increase of 9%.

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