



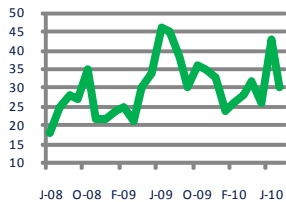
The Long & Foster[®] Market Minute[™]



Focus On: Caroline County, Virginia

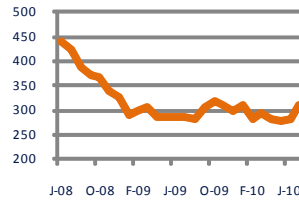
July, 2010

Units Sold
30



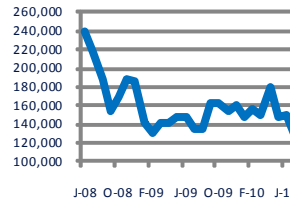
Down - 33%
Vs. Year Ago

Active Inventory
309



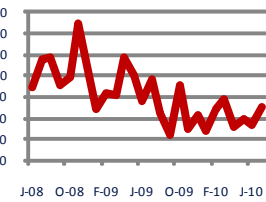
Up 8%
Vs. Year Ago

Median Sale Price
\$127,950



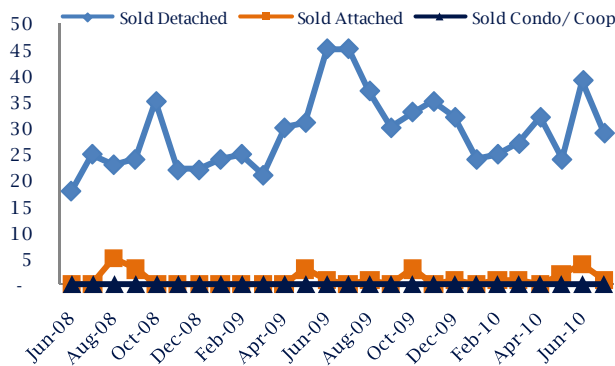
Down - 5%
Vs. Year Ago

Days On Market
70



Down - 28%
Vs. Year Ago

Units Sold*



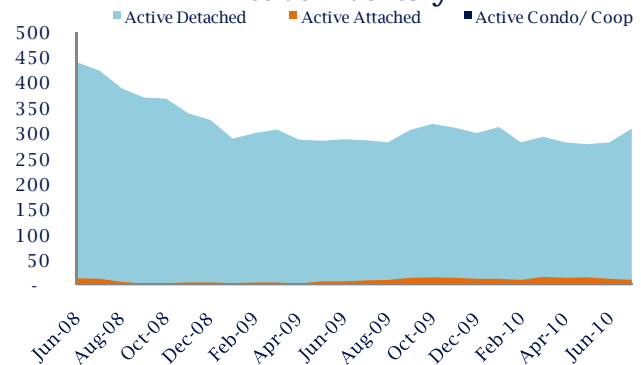
Units Sold

There was a decrease in total units sold in July, with 30 sold this month in Caroline County versus 43 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 33% versus July, 2009. The current month's total is lower than the twelve month average of 32.

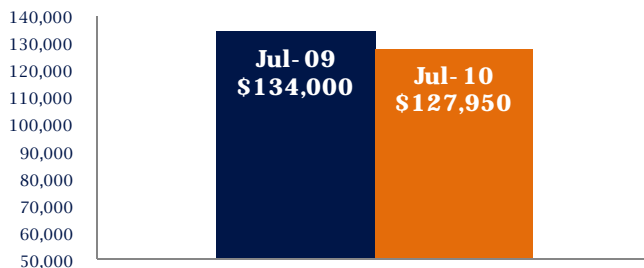
Active Inventory

Versus last year, the total number of homes available this month is higher by 23 units or 8%. The total number of active inventory this July was 309 compared to 286 in July, 2009. This month's total of 309 is higher than the previous month's total supply of available inventory of 282, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

The median sale price in Caroline County this July was \$127,950. This is \$6,050 lower than the median sale price last July, which was \$134,000. The current median sale price is 16% lower than the twelve month average of \$153,091.

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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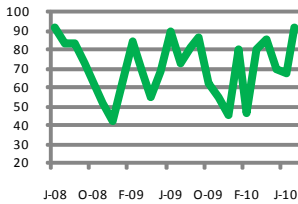


Focus On: Caroline County, Virginia

July, 2010

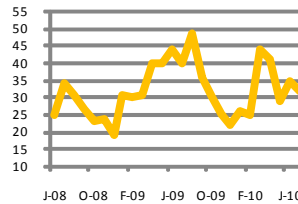
New Listings

92



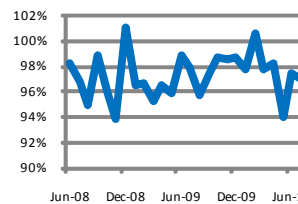
Current Contracts

32



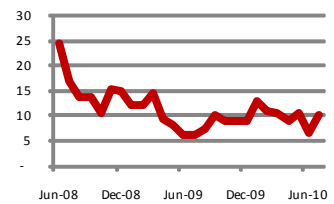
Sold Vs. List Price

97.0%



Months of Supply

10.3



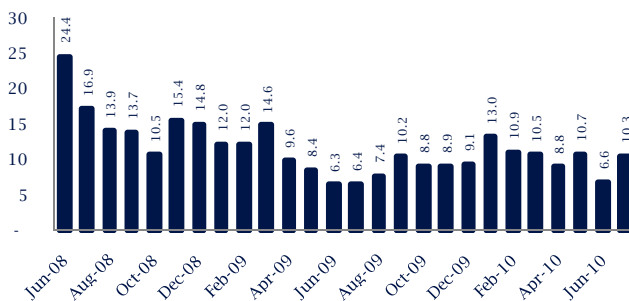
Up 26%
Vs. Year Ago

Down -20%
Vs. Year Ago

Down -1.0%
Vs. Year Ago

Up 62%
Vs. Year Ago

Months Of Supply



Months Of Supply

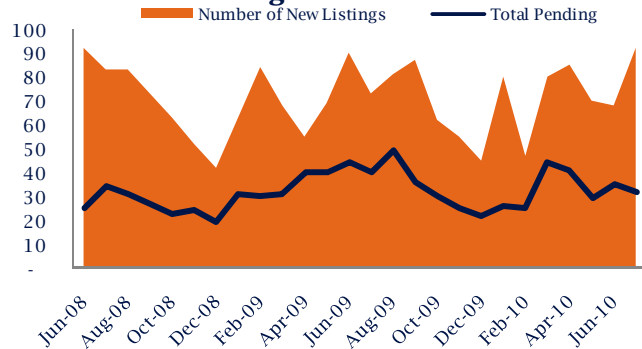
In July, there was 10.3 months of supply available in Caroline County, compared to 6.4 in July, 2009. That is an increase of 62% versus a year ago.

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 92 homes newly listed for sale in Caroline County compared to 73 in July, 2009, an increase of 26%. There were 32 current contracts pending sale this July compared to 40 a year ago. The number of current contracts is 9% lower 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 Caroline County was 97.0% percent of the average list price, which is 1.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 70, lower than the average last year, which was 97, a decrease of 28%.

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