



# The Long & Foster® Market Minute™

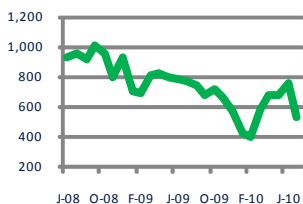


**Focus On: Prince William County, Virginia**

**July, 2010**

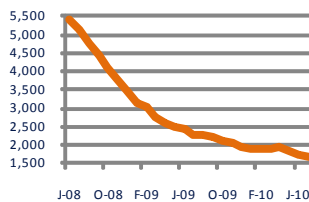
## Units Sold

**537**



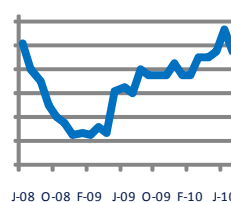
## Active Inventory

**1,663**



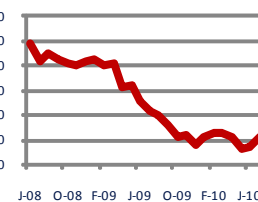
## Median Sale Price

**\$245,000**



## Days On Market

**31**



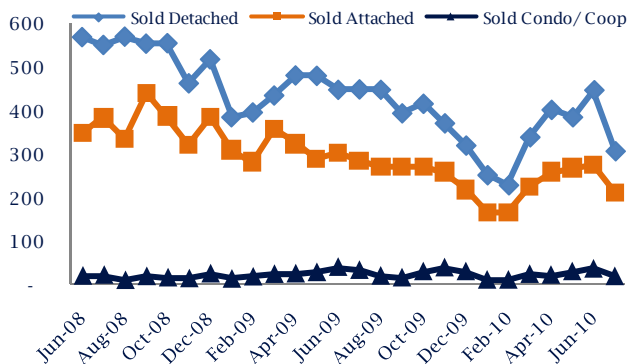
**Down -30%**  
Vs. Year Ago

**Down -27%**  
Vs. Year Ago

**Up 17%**  
Vs. Year Ago

**Down -26%**  
Vs. Year Ago

### Units Sold\*



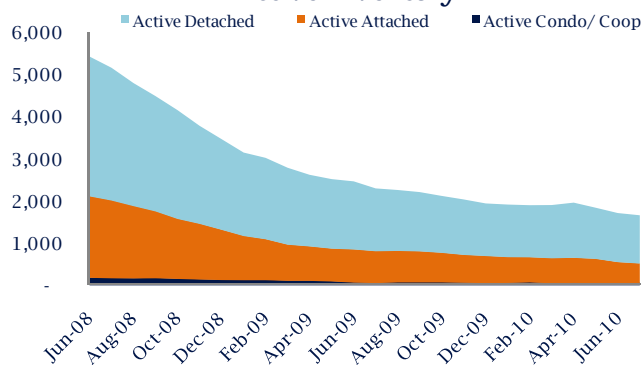
## Units Sold

There was a decrease in total units sold in July, with 537 sold this month in Prince William County versus 756 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 30% versus July, 2009. The current month's total is lower than the twelve month average of 621.

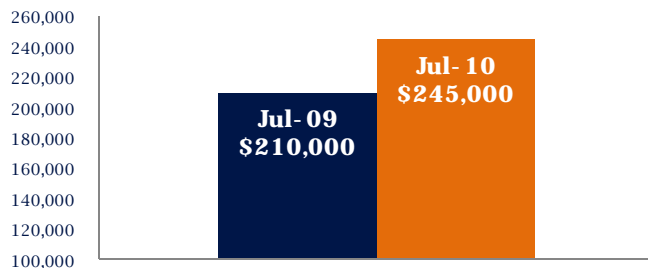
## Active Inventory

Versus last year, the total number of homes available this month is lower by 628 units or 27%. The total number of active inventory this July was 1,663 compared to 2,291 in July, 2009. This month's total of 1,663 is lower than the previous month's total supply of available inventory of 1,715, a decrease of 3%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last July, the median sale price in Prince William County was \$210,000. This July, the median sale price was \$245,000, an increase of 17% or \$35,000 compared to last year. The current median sold price is 7% 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 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."





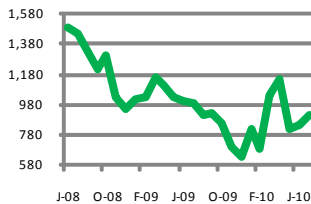
# The Long & Foster<sup>®</sup> Market Minute<sup>™</sup>



## Focus On: Prince William County, Virginia

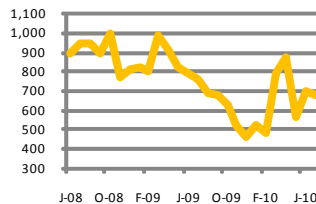
July, 2010

### New Listings 915



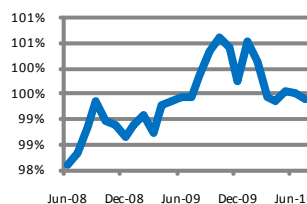
**Down -8%**  
Vs. Year Ago

### Current Contracts 677



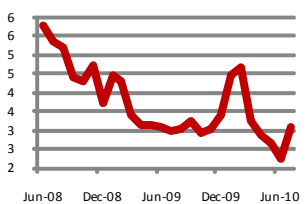
**Down -11%**  
Vs. Year Ago

### Sold Vs. List Price 99.4%



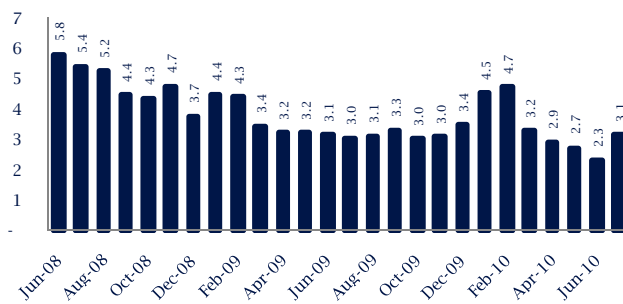
**Down -0.1%**  
Vs. Year Ago

### Months of Supply 3.1



**Up 4%**  
Vs. Year Ago

### Months Of Supply



### Months Of Supply

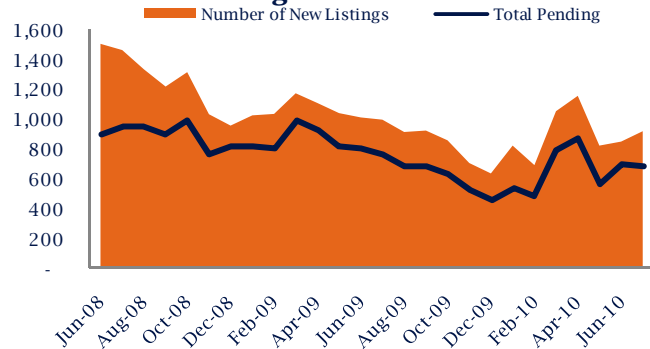
In July, there was 3.1 months of supply available in Prince William County, compared to 3.0 in July, 2009. That is an increase of 4% versus a year ago.

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.

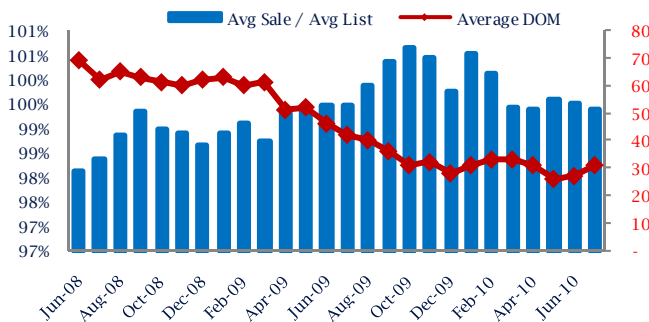
### New Listings & Current Contracts

This month there were 915 homes newly listed for sale in Prince William County compared to 992 in July, 2009, a decrease of 8%. There were 677 current contracts pending sale this July compared to 759 a year ago. The number of current contracts is 3% 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 Prince William County was 99.4% percent of the average list price, which is 0.1% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 31, lower than the average last year, which was 42, a decrease of 26%.

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