

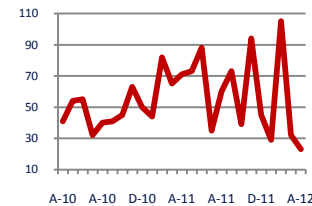
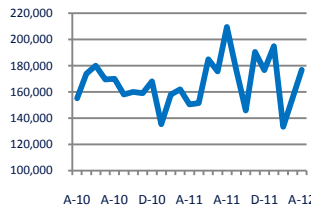
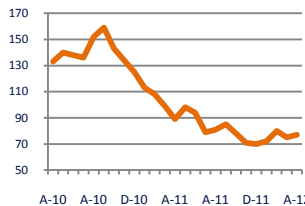
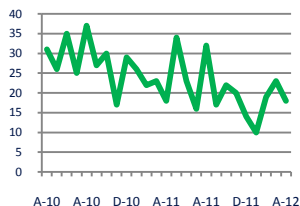


## Focus On: Stephens City Housing Market

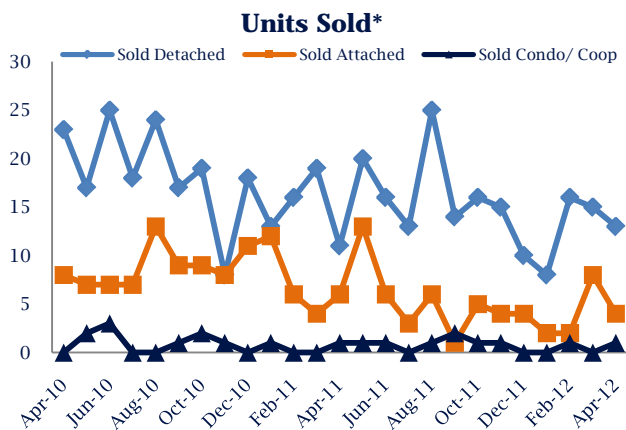
April 2012

Zip Code(s): 22655

<b>Units Sold</b> <b>18</b>	<b>Active Inventory</b> <b>77</b>	<b>Median Sale Price</b> <b>\$176,750</b>	<b>Days On Market</b> <b>23</b>
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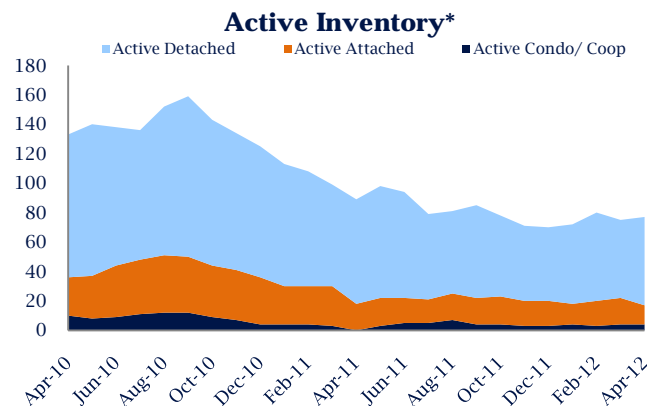


<b>No Change</b> Vs. Year Ago	<b>Down - 13%</b> Vs. Year Ago	<b>Up 17%</b> Vs. Year Ago	<b>Down</b> Vs. Year Ago
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### Units Sold

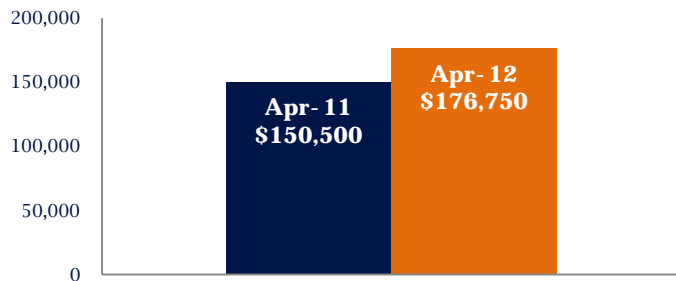
There was a decrease in total units sold in April, with 18 sold this month in Stephens City, a decrease of 22%. This month's total units sold is similar compared to a year ago.



### Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 13%. The total number of active inventory this April was 77 compared to 89 in April 2011. This month's total of 77 is higher than the previous month's total supply of available inventory of 75, an increase of 3%.

### Median Sale Price



### Median Sale Price

Last April, the median sale price for Stephens City Homes was \$150,500. This April, the median sale price was \$176,750, an increase of 17% or \$26,250 compared to last year. The current median sold price is 14% 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.

Stephens City are defined as properties listed in zip code/s 22655.

\*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.





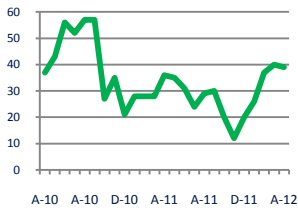
## Focus On: Stephens City Housing Market

April 2012

Zip Code(s): 22655

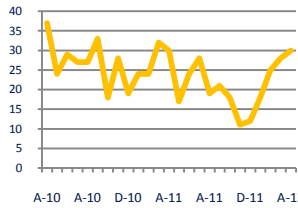
### New Listings

39



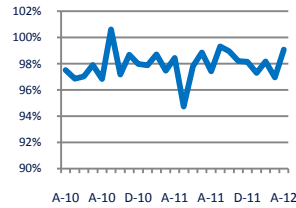
### Current Contracts

30



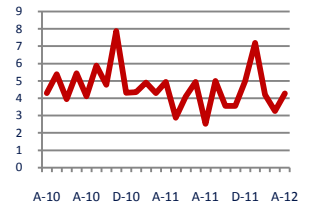
### Sold Vs. List Price

99.1%



### Months of Supply

4.3



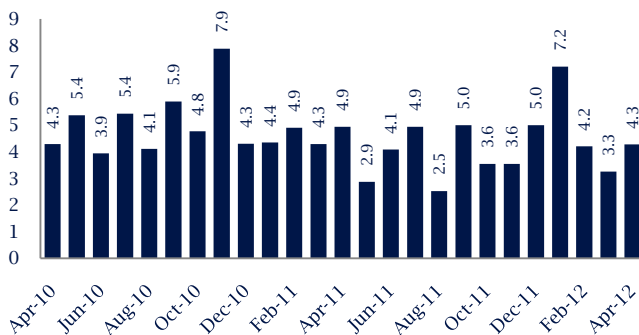
**Up 8%**  
Vs. Year Ago

**No Change**  
Vs. Year Ago

**Up 0.7%**  
Vs. Year Ago

**Down -13%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

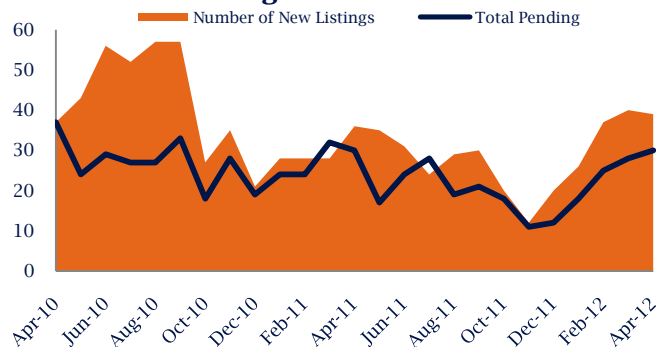
In April, there was 4.3 months of supply available in Stephens City, compared to 4.9 in April 2011. That is a decrease of 13% versus a year ago.

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.

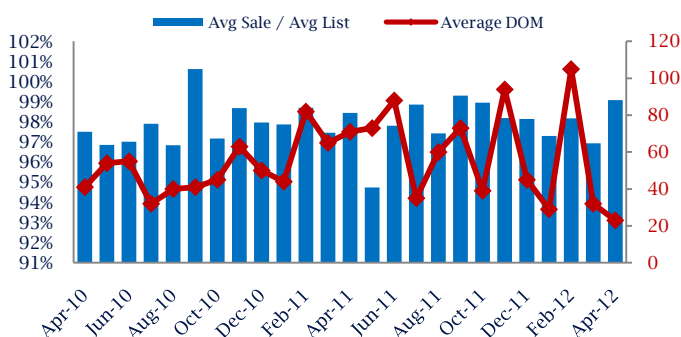
### New Listings & Current Contracts

This month there were 39 homes newly listed for sale in Stephens City compared to 36 in April 2011, an increase of 8%. There were 30 current contracts pending sale this April, consistent with the volume a year ago. The number of current contracts is 7% higher than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Stephens City was 99.1% of the average list price, which is 0.6% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 23, lower than the average last year, which was 71. This decrease was impacted by the limited number of sales.

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