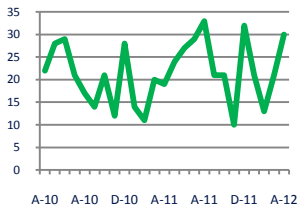




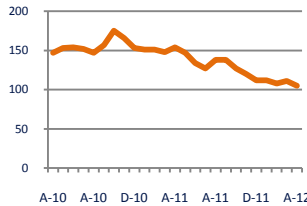
## Focus On: Winchester City Housing Market

April 2012

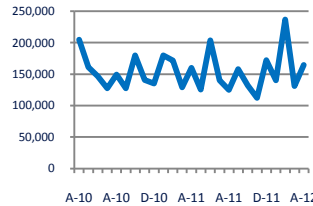
**Units Sold**  
**30**



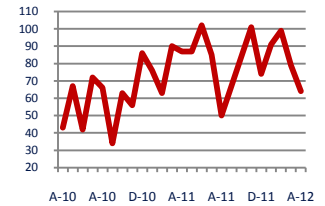
**Active Inventory**  
**105**



**Median Sale Price**  
**\$164,500**



**Days On Market**  
**64**



**Up**  
Vs. Year Ago

**Down - 32%**  
Vs. Year Ago

**Up**  
Vs. Year Ago

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

### Units Sold\*



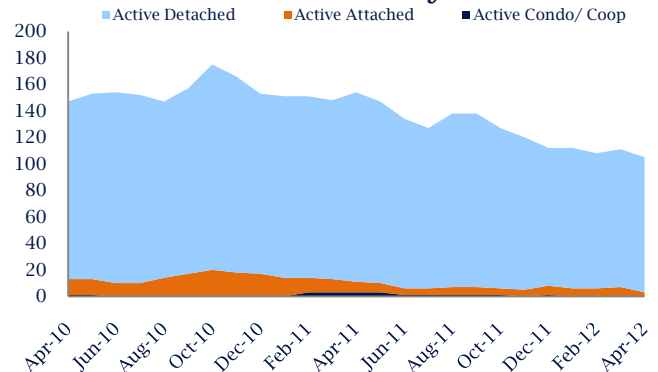
### Units Sold

With relatively few transactions, there was an increase in total units sold in April, with 30 sold this month in Winchester City. This month's total units sold was higher than at this time last year, an increase from April 2011.

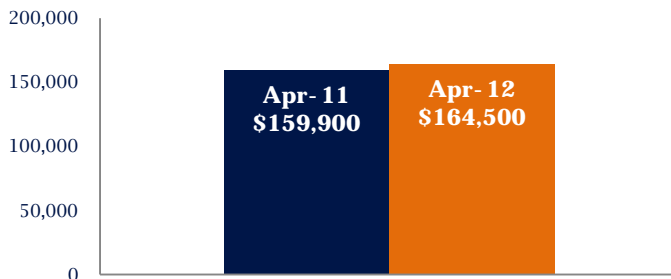
### Active Inventory

Versus last year, the total number of homes available this month is lower by 49 units or 32%. The total number of active inventory this April was 105 compared to 154 in April 2011. This month's total of 105 is lower than the previous month's total supply of available inventory of 111, a decrease of 5%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last April, the median sale price for Winchester City Homes was \$159,900. This April, the median sale price was \$164,500, an increase of \$4,600 compared to last year. The current median sold price is 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.

\*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.

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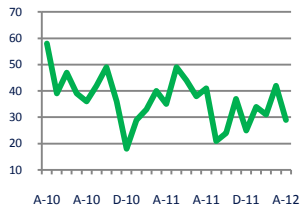


## Focus On: Winchester City Housing Market

April 2012

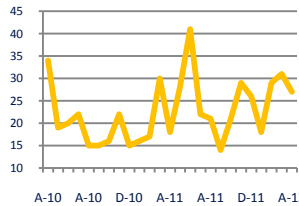
### New Listings

29



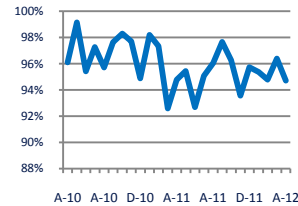
### Current Contracts

27



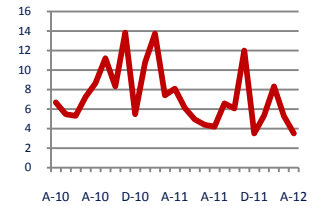
### Sold Vs. List Price

94.7%



### Months of Supply

3.5



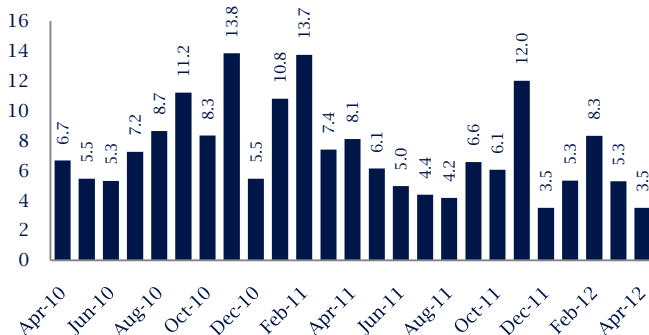
**Down - 17%**  
Vs. Year Ago

**Up 50%**  
Vs. Year Ago

**No Change**  
Vs. Year Ago

**Down - 57%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

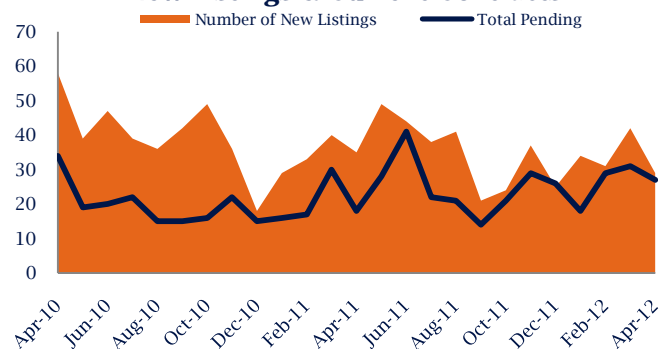
In April, there was 3.5 months of supply available in Winchester City, compared to 8.1 in April 2011. That is a decrease of 57% versus a year ago.

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.

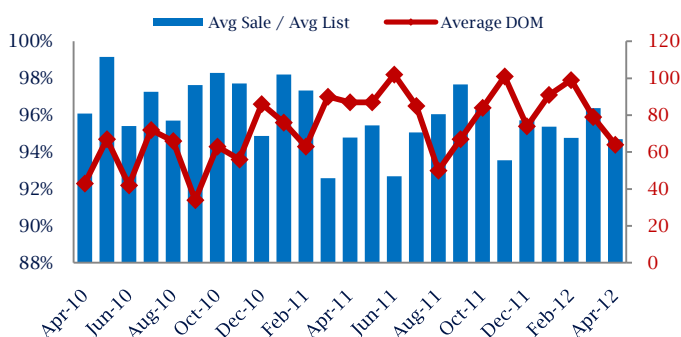
### New Listings & Current Contracts

This month there were 29 homes newly listed for sale in Winchester City compared to 35 in April 2011, a decrease of 17%. There were 27 current contracts pending sale this April compared to 18 a year ago. The number of current contracts is 50% higher than last April.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Winchester City was 94.7% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 64, lower than the average last year, which was 87, a decrease of 26%.

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