

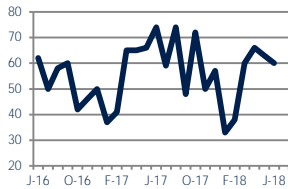


# The Long & Foster Market Minute™

Focus On: Prince George County and Hopewell City Housing Market

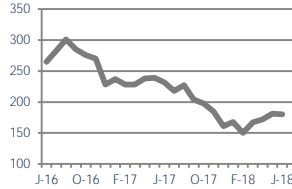
June 2018

**Units Sold**  
60



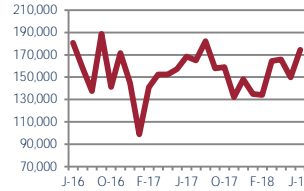
Down -19%  
Vs. Year Ago

**Active Inventory**  
180



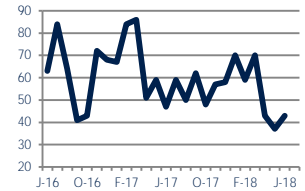
Down -22%  
Vs. Year Ago

**Median Sale Price**  
\$174,448



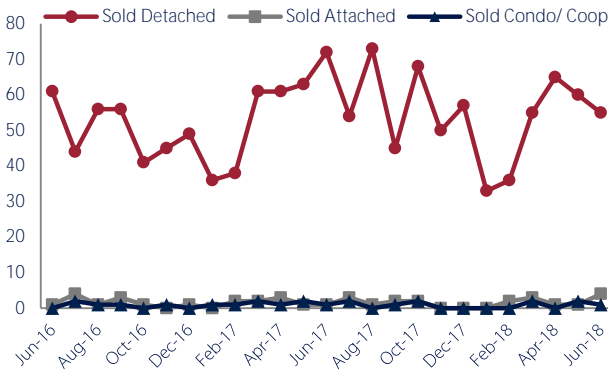
Up 4%  
Vs. Year Ago

**Days On Market**  
43



Down -9%  
Vs. Year Ago

## Units Sold\*



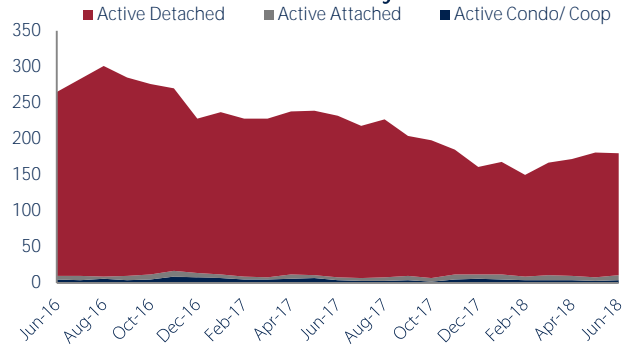
## Units Sold

There was a decrease in total units sold in June, with 60 sold this month in Prince George County and Hopewell City versus 63 last month, a decrease of 5%. This month's total units sold was lower than at this time last year, a decrease of 19% versus June 2017.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 52 units or 22%. The total number of active inventory this June was 180 compared to 232 in June 2017. This month's total of 180 is lower than the previous month's total supply of available inventory of 181, a decrease of 1%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last June, the median sale price for Prince George County and Hopewell City Homes was \$168,500. This June, the median sale price was \$174,448, an increase of 4% or \$5,948 compared to last year. The current median sold price is 16% higher than in May.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



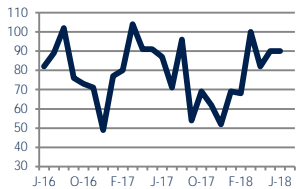
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and 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 CVRMLS or Long & Foster Real Estate, Inc.





### New Listings

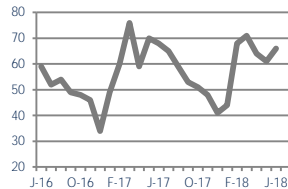
90



Up 3%  
Vs. Year Ago

### Current Contracts

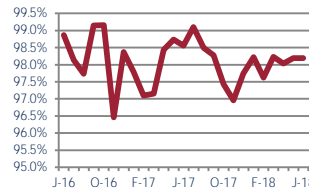
66



Down -3%  
Vs. Year Ago

### Sold Vs. List Price

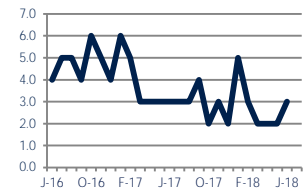
98.2%



No Change  
Vs. Year Ago

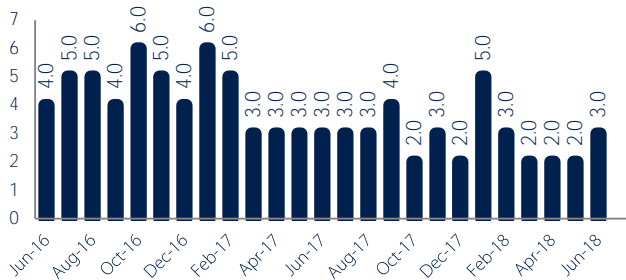
### Months of Supply

3.0



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

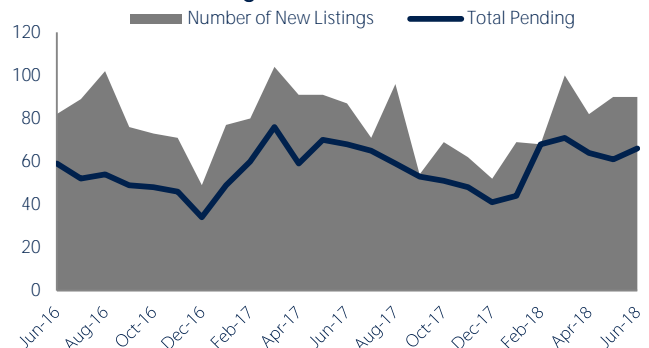
In June, there was 3.0 months of supply available in Prince George County and Hopewell City, compared to 3.1 in June 2017. That is a decrease of 4% versus a year ago.

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.

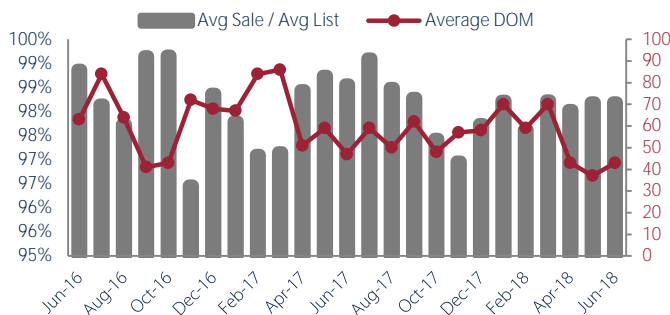
### New Listings & Current Contracts

This month there were 90 homes newly listed for sale in Prince George County and Hopewell City compared to 87 in June 2017, an increase of 3%. There were 66 current contracts pending sale this June compared to 68 a year ago. The number of current contracts is 3% lower than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Prince George County and Hopewell City was 98.2% 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 43, lower than the average last year, which was 47, a decrease of 9%.



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