



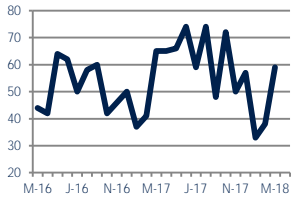
# The Long & Foster Market Minute™

Focus On: Prince George County and Hopewell City Housing Market

March 2018

## Units Sold

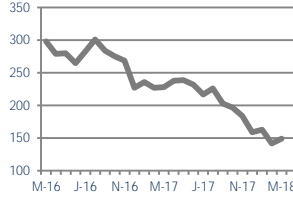
59



Down -9%  
Vs. Year Ago

## Active Inventory

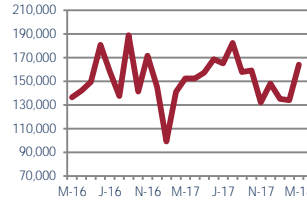
149



Down -35%  
Vs. Year Ago

## Median Sale Price

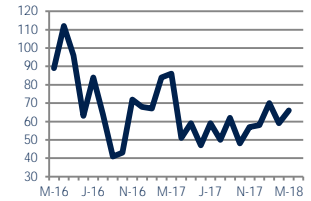
\$164,000



Up 8%  
Vs. Year Ago

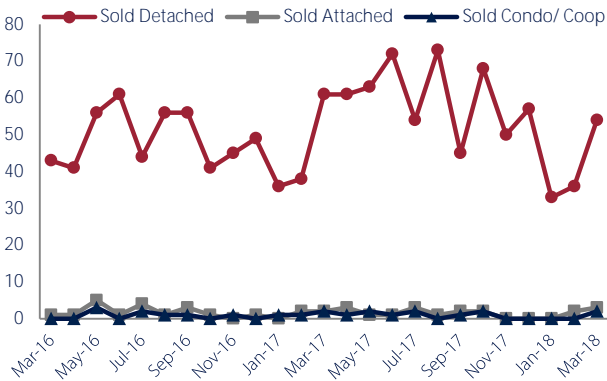
## Days On Market

66



Down -23%  
Vs. Year Ago

## Units Sold\*



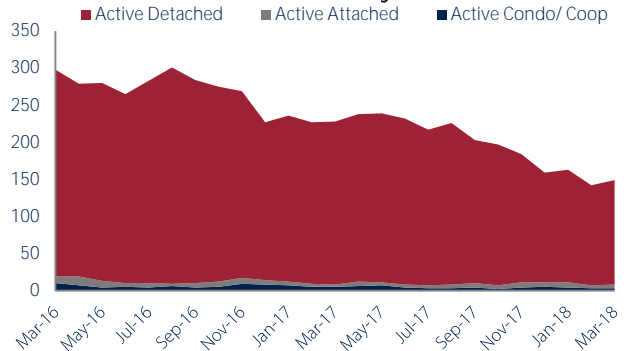
## Units Sold

There was an increase in total units sold in March, with 59 sold this month in Prince George County and Hopewell City. This month's total units sold was lower than at this time last year.

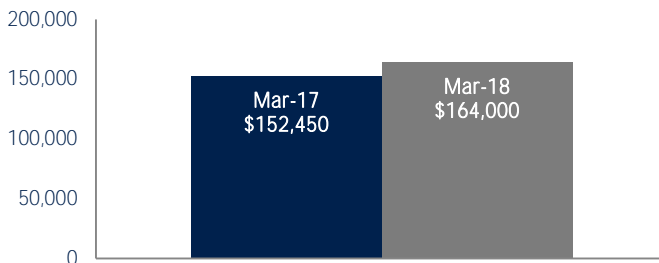
## Active Inventory

Versus last year, the total number of homes available this month is lower by 79 units or 35%. The total number of active inventory this March was 149 compared to 228 in March 2017. This month's total of 149 is higher than the previous month's total supply of available inventory of 142, an increase of 5%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last March, the median sale price for Prince George County and Hopewell City Homes was \$152,450. This March, the median sale price was \$164,000, an increase of 8% or \$11,550 compared to last year. The current median sold price is 22% higher than in February.

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

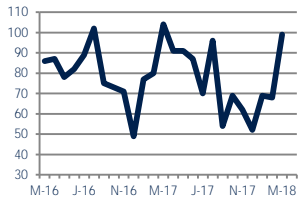


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.  
Information included in this report is based on data supplied by CVRMLS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

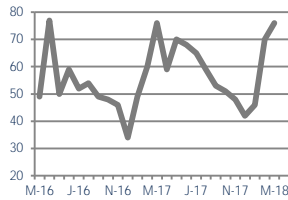
99



Down -5%  
Vs. Year Ago

### Current Contracts

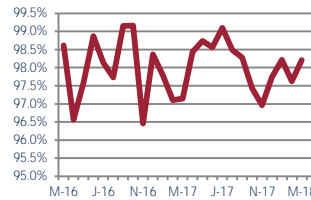
76



No Change  
Vs. Year Ago

### Sold Vs. List Price

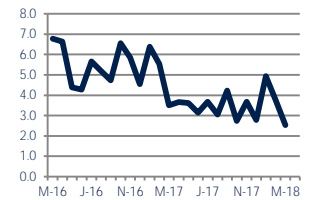
98.2%



Up 1.1%  
Vs. Year Ago

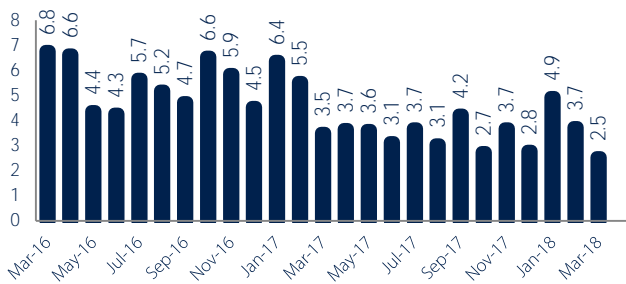
### Months of Supply

2.5



Down -28%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

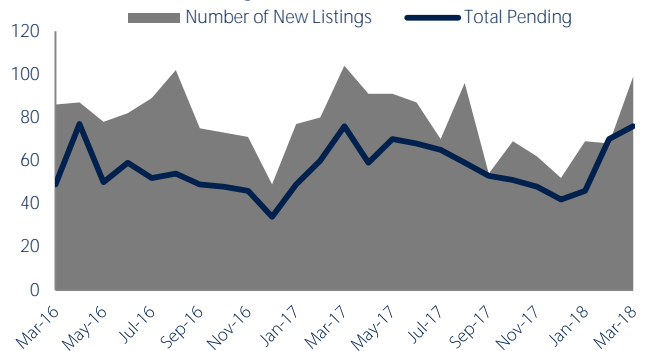
In March, there was 2.5 months of supply available in Prince George County and Hopewell City, compared to 3.5 in March 2017. That is a decrease of 28% versus a year ago.

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.

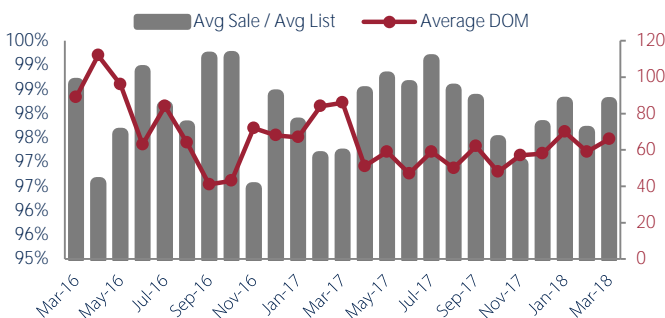
### New Listings & Current Contracts

This month there were 99 homes newly listed for sale in Prince George County and Hopewell City compared to 104 in March 2017, a decrease of 5%. There were 76 current contracts pending sale this March, consistent with the volume a year ago. The number of current contracts is 9% higher than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Prince George County and Hopewell City was 98.2% of the average list price, which is 1.1% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 66, lower than the average last year, which was 86, a decrease of 23%.



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