

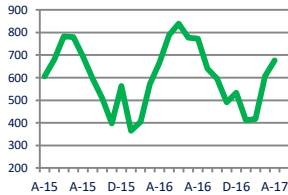


Focus On: Prince William County Housing Market

April 2017

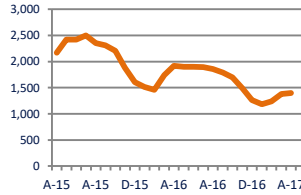
Units Sold

677



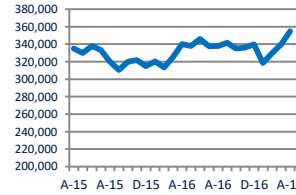
Active Inventory

1,398



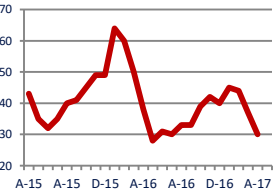
Median Sale Price

\$355,000



Days On Market

30



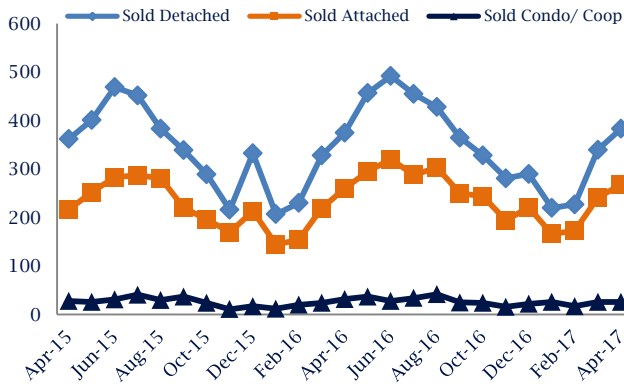
Up 1%
Vs. Year Ago

Down -27%
Vs. Year Ago

Up 4%
Vs. Year Ago

Down -21%
Vs. Year Ago

Units Sold*



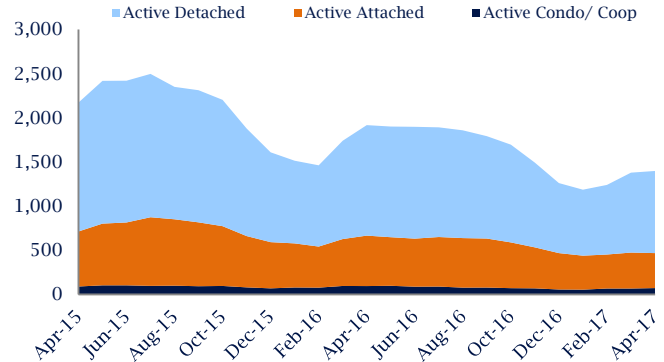
Units Sold

There was an increase in total units sold in April, with 677 sold this month in Prince William County versus 607 last month, an increase of 12%. This month's total units sold was higher than at this time last year, an increase of 1% versus April 2016.

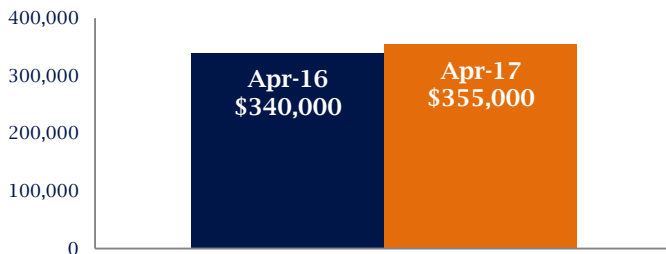
Active Inventory

Versus last year, the total number of homes available this month is lower by 519 units or 27%. The total number of active inventory this April was 1,398 compared to 1,917 in April 2016. This month's total of 1,398 is higher than the previous month's total supply of available inventory of 1,379, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Prince William County Homes was \$340,000. This April, the median sale price was \$355,000, an increase of 4% or \$15,000 compared to last year. The current median sold price is 4% 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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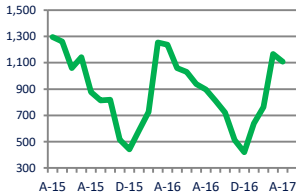


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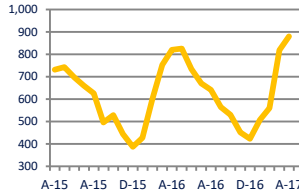
New Listings

1,108



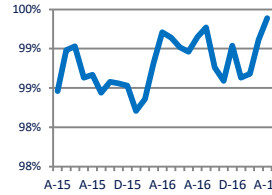
Current Contracts

879



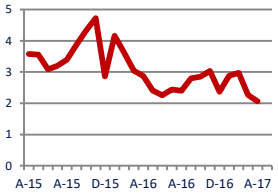
Sold Vs. List Price

99.4%



Months of Supply

2.1



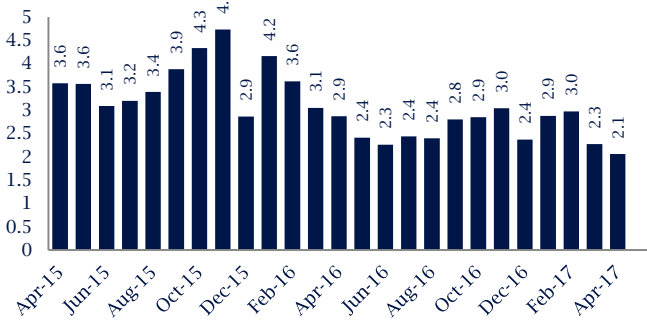
Down -11%
Vs. Year Ago

Up 7%
Vs. Year Ago

No Change
Vs. Year Ago

Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

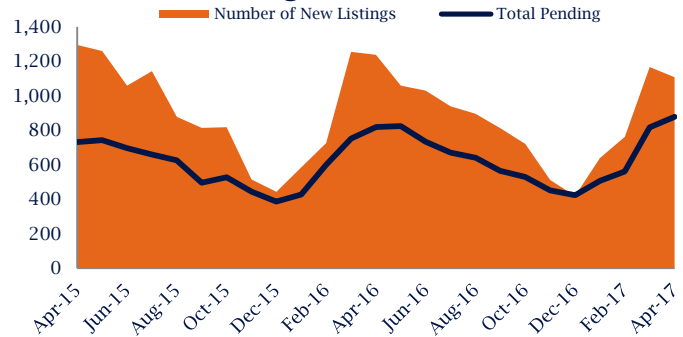
In April, there was 2.1 months of supply available in Prince William County, compared to 2.9 in April 2016. That is a decrease of 28% versus a year ago.

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.

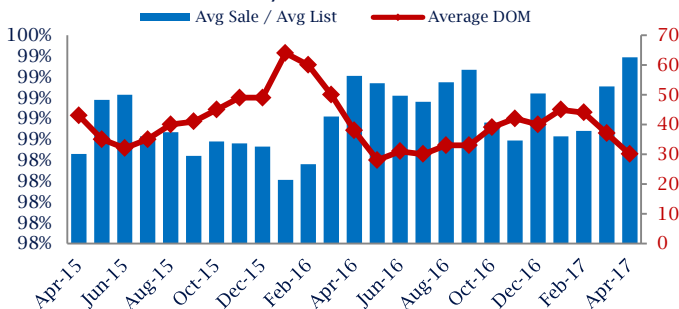
New Listings & Current Contracts

This month there were 1,108 homes newly listed for sale in Prince William County compared to 1,238 in April 2016, a decrease of 11%. There were 879 current contracts pending sale this April compared to 819 a year ago. The number of current contracts is 7% 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 Prince William County was 99.4% 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 30, lower than the average last year, which was 38, a decrease of 21%.

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