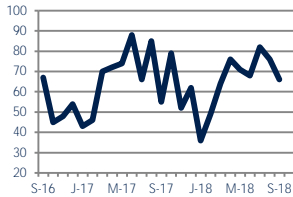


Units Sold

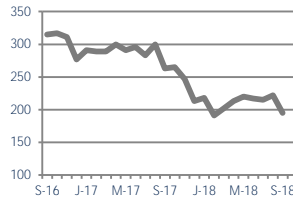
66



Up 20%
Vs. Year Ago

Active Inventory

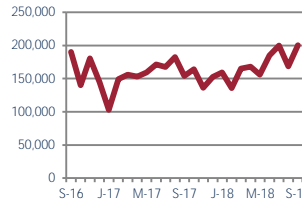
195



Down -26%
Vs. Year Ago

Median Sale Price

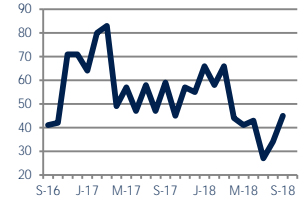
\$200,500



Up 30%
Vs. Year Ago

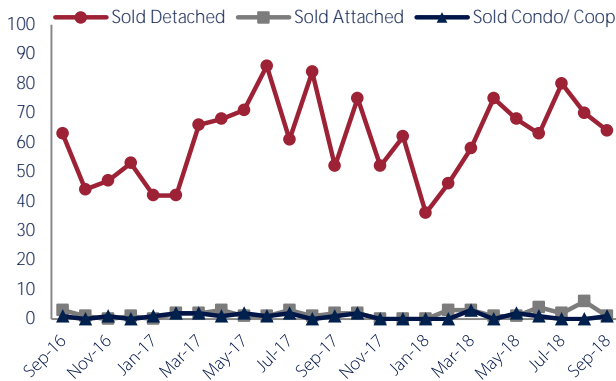
Days On Market

45



Down -24%
Vs. Year Ago

Units Sold*



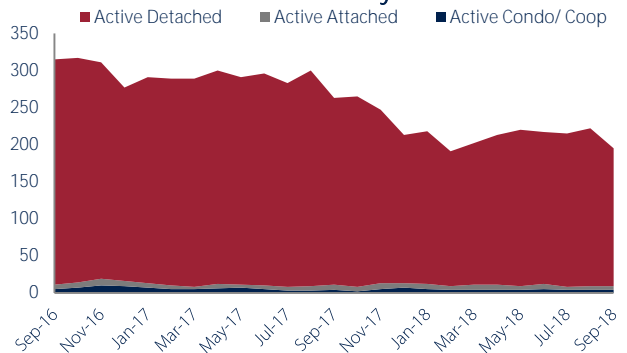
Units Sold

There was a decrease in total units sold in September, with 66 sold this month in Prince George County and Hopewell City versus 76 last month, a decrease of 13%. This month's total units sold was higher than at this time last year, an increase of 20% versus September 2017.

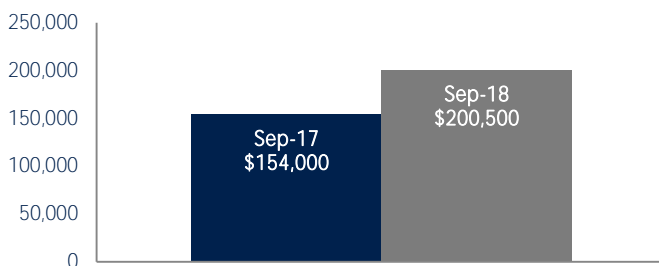
Active Inventory

Versus last year, the total number of homes available this month is lower by 68 units or 26%. The total number of active inventory this September was 195 compared to 263 in September 2017. This month's total of 195 is lower than the previous month's total supply of available inventory of 222, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Prince George County and Hopewell City Homes was \$154,000. This September, the median sale price was \$200,500, an increase of \$46,500 compared to last year. The current median sold price is higher than in August.

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.





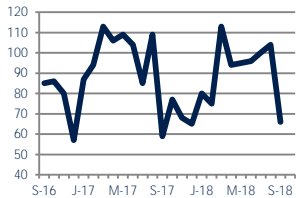
The Long & Foster Market Minute™

Focus On: Prince George County and Hopewell City Housing Market

September 2018

New Listings

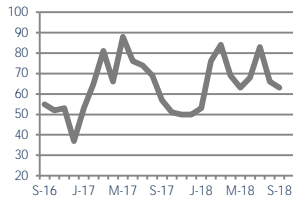
66



Up 12%
Vs. Year Ago

Current Contracts

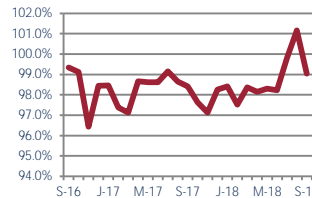
63



Up 11%
Vs. Year Ago

Sold Vs. List Price

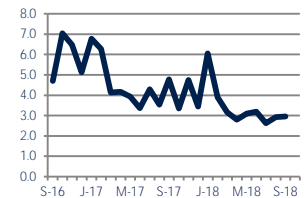
99.0%



Up 0.6%
Vs. Year Ago

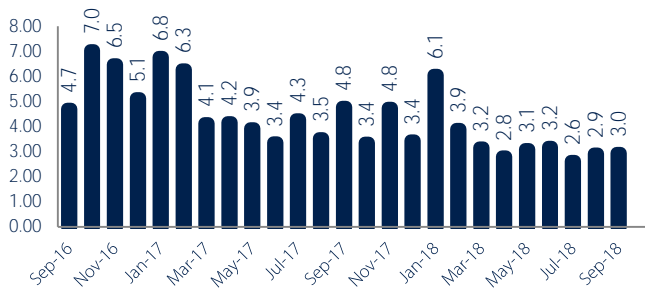
Months of Supply

3.0



Down -38%
Vs. Year Ago

Months Of Supply



Months of Supply

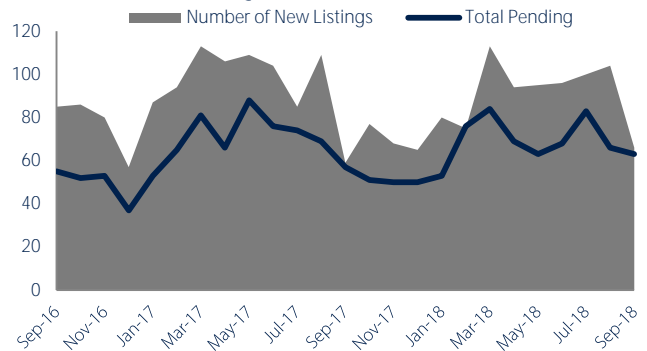
In September, there was 3.0 months of supply available in Prince George County and Hopewell City, compared to 4.8 in September 2017. That is a decrease of 38% versus a year ago.

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.

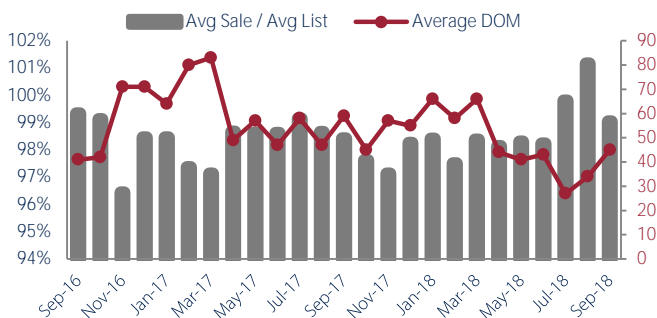
New Listings & Current Contracts

This month there were 66 homes newly listed for sale in Prince George County and Hopewell City compared to 59 in September 2017, an increase of 12%. There were 63 current contracts pending sale this September compared to 57 a year ago. The number of current contracts is 11% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Prince George County and Hopewell City was 99.0% 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 45, lower than the average last year, which was 59, a decrease of 24%.



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