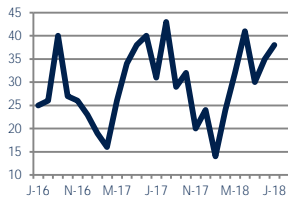


Units Sold

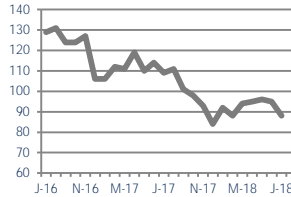
38



Up 23%
Vs. Year Ago

Active Inventory

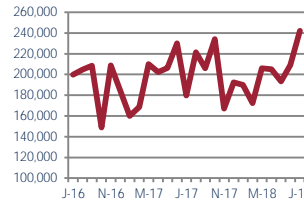
88



Down -19%
Vs. Year Ago

Median Sale Price

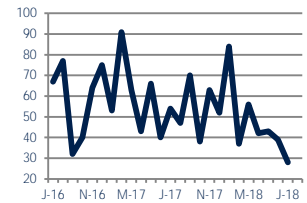
\$242,000



Up
Vs. Year Ago

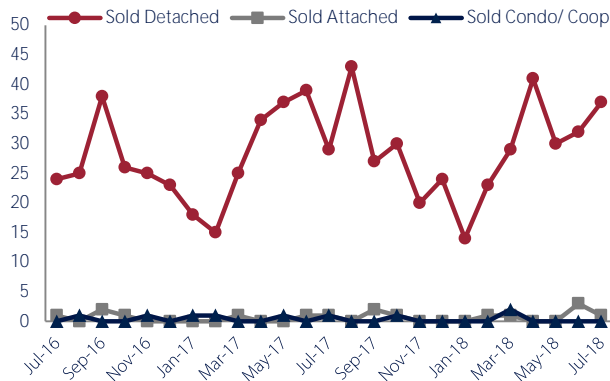
Days On Market

28



Down -48%
Vs. Year Ago

Units Sold*



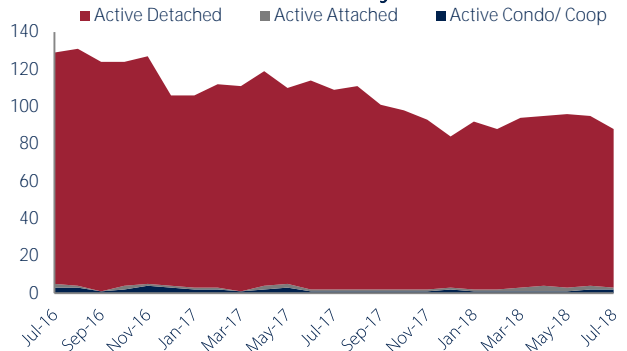
Units Sold

There was an increase in total units sold in July, with 38 sold this month in Prince George County versus 35 last month, an increase of 9%. This month's total units sold was higher than at this time last year, an increase of 23% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 21 units or 19%. The total number of active inventory this July was 88 compared to 109 in July 2017. This month's total of 88 is lower than the previous month's total supply of available inventory of 95, a decrease of 7%.

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 July, the median sale price for Prince George County Homes was \$179,900. This July, the median sale price was \$242,000, an increase of \$62,100 compared to last year. The current median sold price is higher than in June.

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

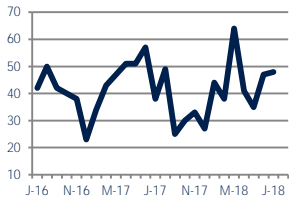


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

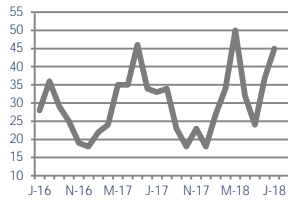
48



Up 26%
Vs. Year Ago

Current Contracts

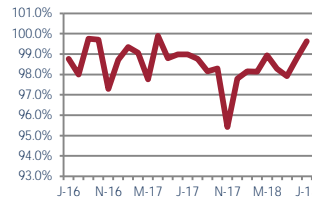
45



Up 36%
Vs. Year Ago

Sold Vs. List Price

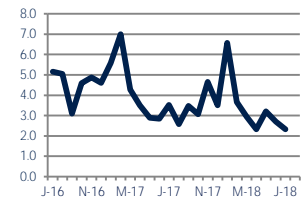
99.6%



Up 0.7%
Vs. Year Ago

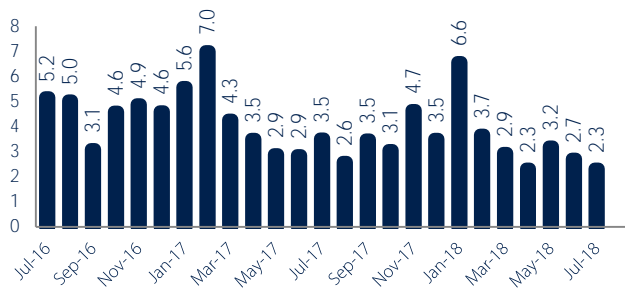
Months of Supply

2.3



Down -34%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

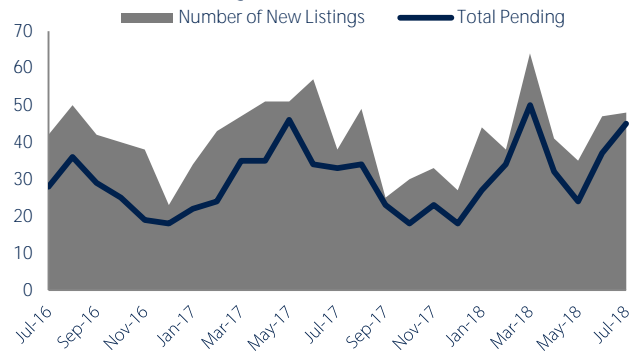
This month there were 48 homes newly listed for sale in Prince George County compared to 38 in July 2017, an increase of 26%. There were 45 current contracts pending sale this July compared to 33 a year ago. The number of current contracts is 36% higher than last July.

Months of Supply

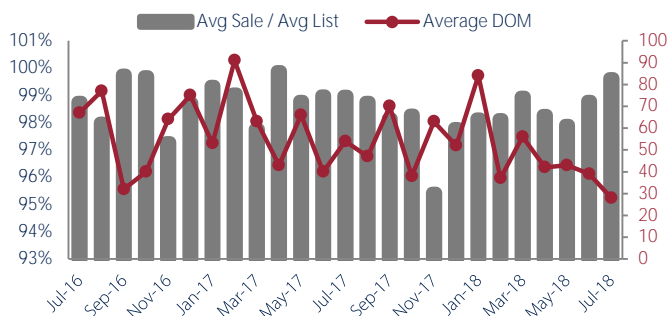
In July, there was 2.3 months of supply available in Prince George County, compared to 3.5 in July 2017. That is a decrease of 34% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Prince George County was 99.6% 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 28, lower than the average last year, which was 54, a decrease of 48%.



*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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