



The Long & Foster® Market Minute™



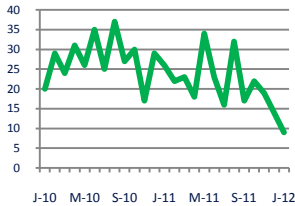
Focus On: Stephens City Housing Market

January 2012

Zip Code(s): 22655

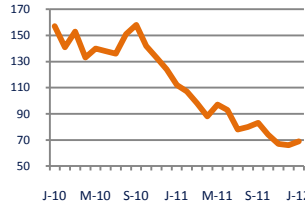
Units Sold

9



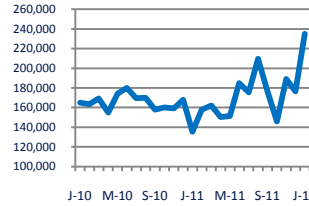
Active Inventory

69



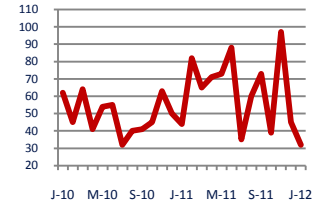
Median Sale Price

\$235,000



Days On Market

32



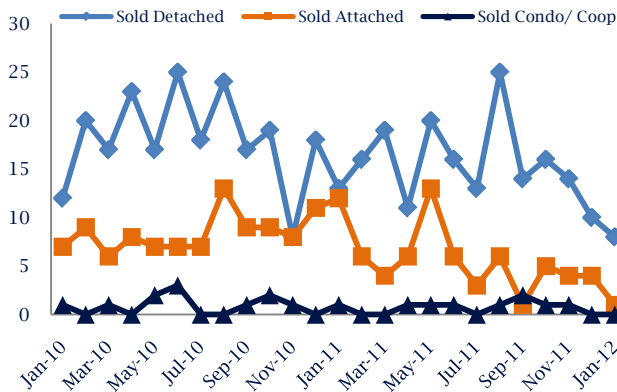
Down
Vs. Year Ago

Down - 38%
Vs. Year Ago

Up
Vs. Year Ago

Down - 27%
Vs. Year Ago

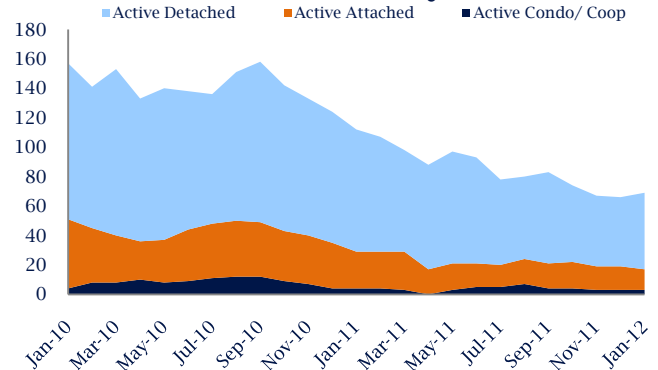
Units Sold*



Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 9 sold this month in Stephens City. This month's total units sold was lower than at this time last year, a decrease from January 2011.

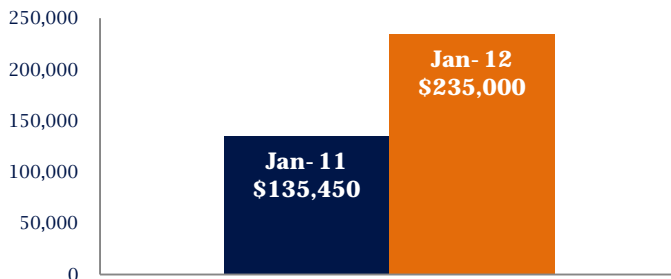
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 43 units or 38%. The total number of active inventory this January was 69 compared to 112 in January 2011. This month's total of 69 is higher than the previous month's total supply of available inventory of 66, an increase of 5%.

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 January, the median sale price for Stephens City Homes was \$135,450. This January, the median sale price was \$235,000, an increase of \$99,550 compared to last year. The current median sold price is higher than in December.

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

Stephens City are defined as properties listed in zip code/s 22655.

*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 MRIS 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 MRIS or Long & Foster Real Estate, Inc.





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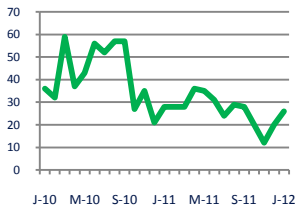
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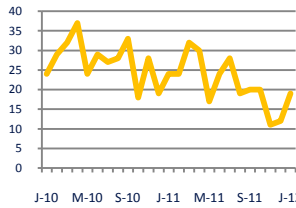
New Listings

26



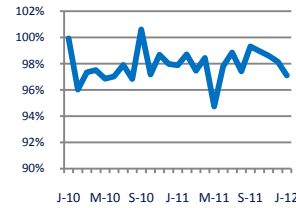
Current Contracts

19



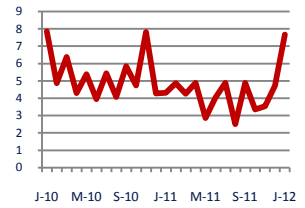
Sold Vs. List Price

97.1%



Months of Supply

7.7



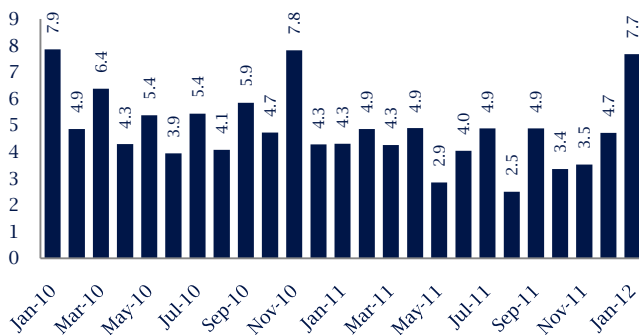
Down - 7%
Vs. Year Ago

Down - 21%
Vs. Year Ago

Down - 0.8%
Vs. Year Ago

Up 78%
Vs. Year Ago

Months Of Supply



Months of Supply

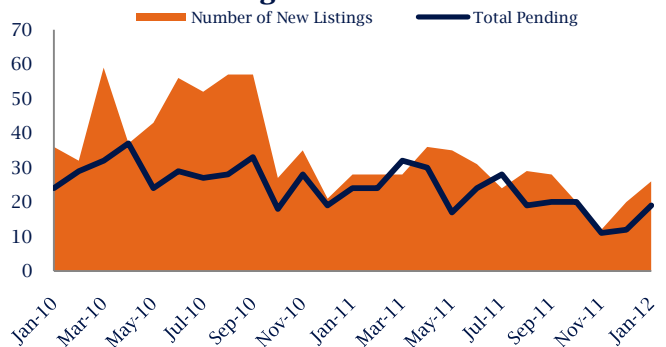
In January, there was 7.7 months of supply available in Stephens City, compared to 4.3 in January 2011. That is an increase of 78% versus a year ago.

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.

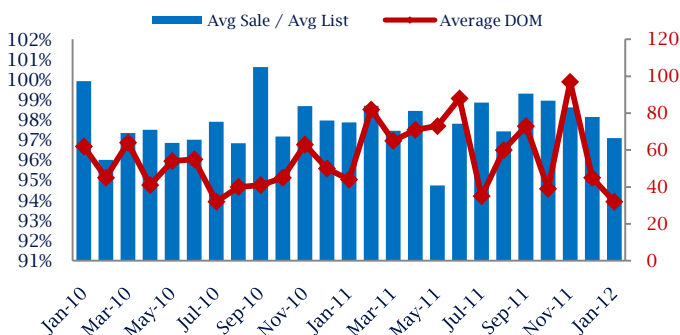
New Listings & Current Contracts

This month there were 26 homes newly listed for sale in Stephens City compared to 28 in January 2011, a decrease of 7%. There were 19 current contracts pending sale this January compared to 24 a year ago. The number of current contracts is 21% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Stephens City was 97.1% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 32, lower than the average last year, which was 44, a decrease of 27%.

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