

County: Fauquier



Price Range: All | Properties: Single Family - Condo - TwnHm

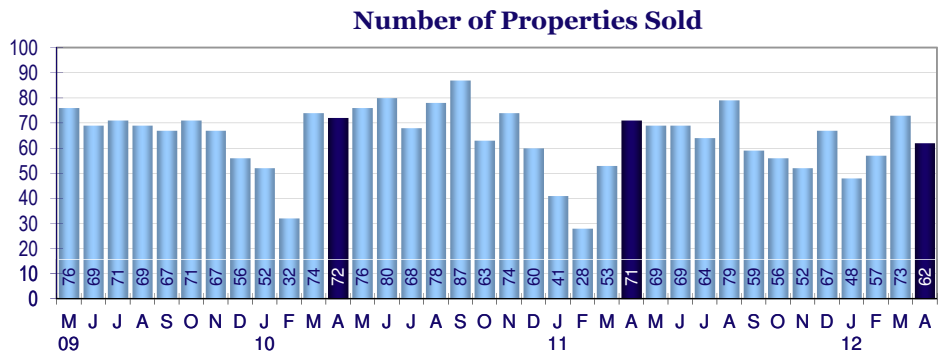
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$449,000	↑		↑				
Average List Price of all Current Listings	\$984,387	↑		↑				
April Median Sales Price	\$273,500	↔	↑	↑	↑	\$270,500	↑	↑
April Average Sales Price	\$320,875	↓	↓	↑	↓	\$326,193	↑	↓
Total Properties Currently for Sale (Inventory)	405	↓	↓	↓				
April Number of Properties Sold	62	↓	↓	↓		240	↑	
April Average Days on Market (Solds)	82	↑	↓	↓	↓	89	↓	↑
April Month's Supply of Inventory	6.5	↑	↔	↓	↓	6.9	↓	↓
April Sale Price vs List Price Ratio	96.6%	↑	↑	↓	↑	95.9%	↑	↑

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2011) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

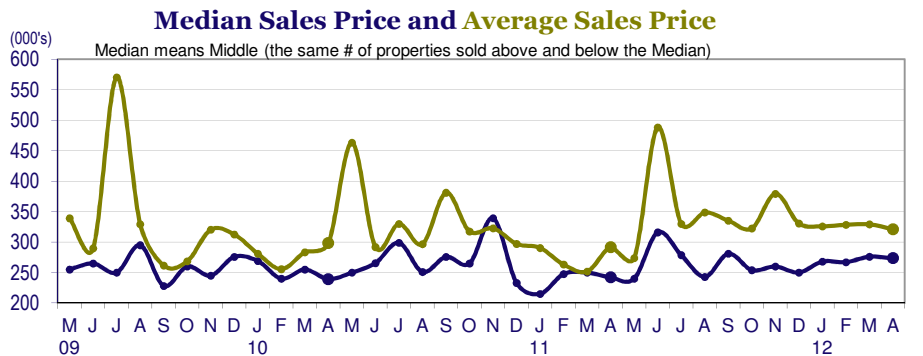
## Property Sales

April Property sales were 62, down 12.7% from 71 in April of 2011 and 15.1% lower than the 73 sales last month. April 2012 sales were at their lowest level compared to April of 2011 and 2010. April YTD sales of 240 are running 24.4% ahead of last year's year-to-date sales of 193.



## Prices

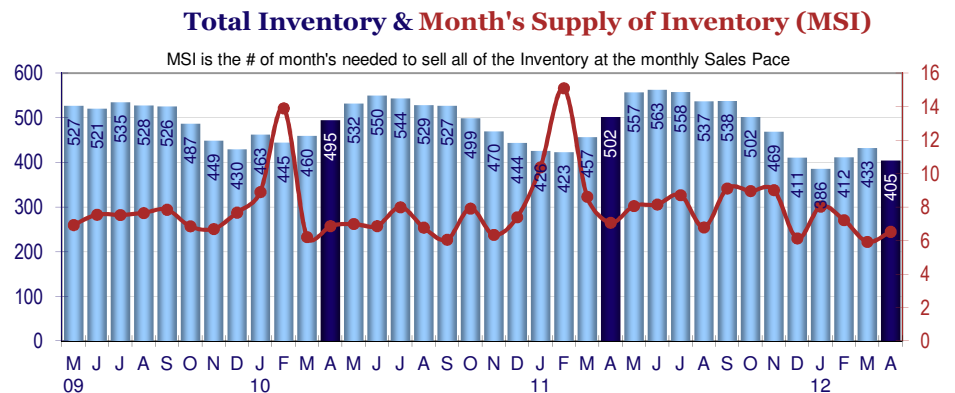
The Median Sales Price in April was \$273,500, up 13.0% from \$242,000 in April of 2011 and down 0.9% from \$276,000 last month. The Average Sales Price in April was \$320,875, up 10.1% from \$291,354 in April of 2011 and down 2.5% from \$329,174 last month. April 2012 ASP was at the highest level compared to April of 2011 and 2010.



## Inventory & MSI

The Total Inventory of Properties available for sale as of April was 405, down 6.5% from 433 last month and down 19.3% from 502 in April of last year. April 2012 Inventory was at its lowest level compared with April of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2012 MSI of 6.5 months was at its lowest level compared with April of 2011 and 2010.



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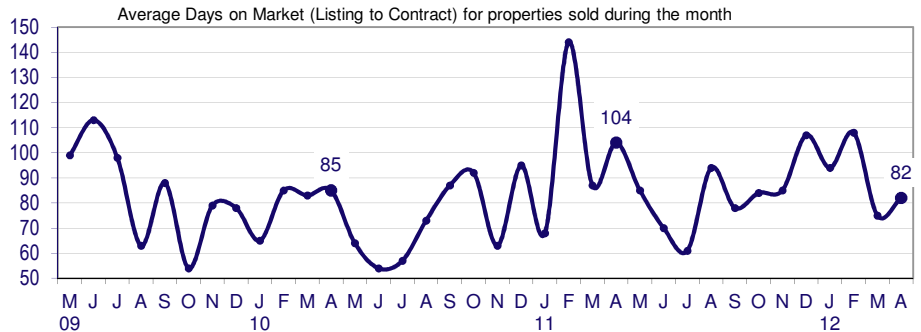


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## Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for April was 82, up 9.3% from 75 days last month and down 21.2% from 104 days in April of last year. The April 2012 DOM was at its lowest level compared with April of 2011 and 2010.

## Days On Market for Sold Properties



## Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2012 Selling Price vs Original List Price of 96.6% was up from 96.4% last month and down from 96.9% in April of last year.

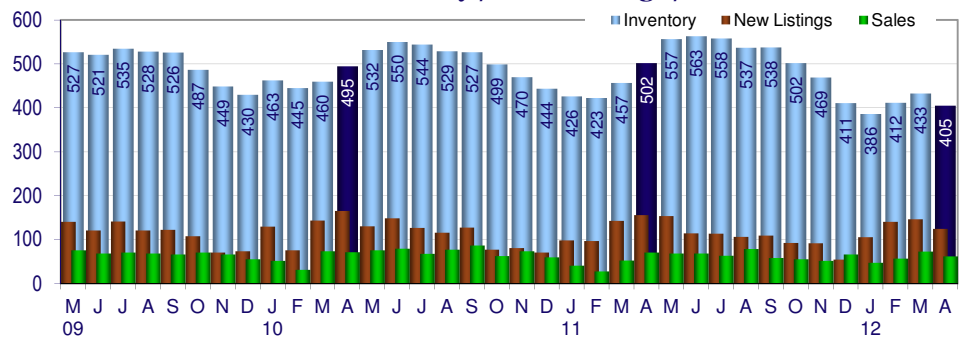
## Selling Price versus Listing Price Ratio



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in April 2012 was 125, down 15.0% from 147 last month and down 19.9% from 156 in April of last year.

## Inventory / New Listings / Sales



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