

County: *Culpeper*



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

Market Profile & Trends Overview

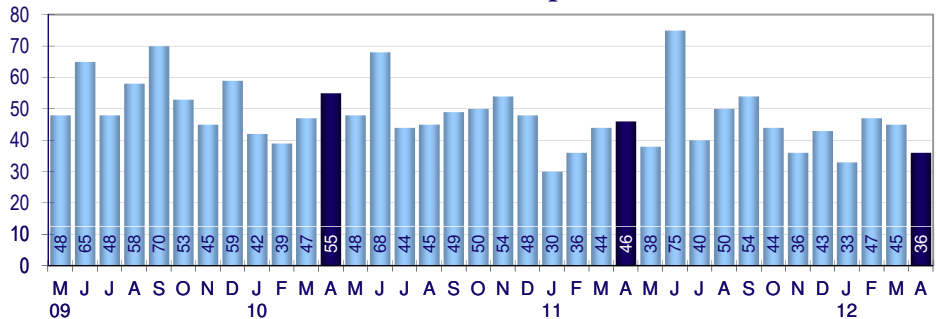
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$279,450	↑		↑				
Average List Price of all Current Listings	\$376,863	↑		↑				
April Median Sales Price	\$209,750	↑	↑	↑	↑	\$189,000	↑	↑
April Average Sales Price	\$214,011	↑	↑	↑	↑	\$203,028	↑	↑
Total Properties Currently for Sale (Inventory)	238	↓		↓				
April Number of Properties Sold	36	↓		↓		161	↑	
April Average Days on Market (Solds)	111	↑	↑	↑	↑	92	↔	↑
April Month's Supply of Inventory	6.6	↑	↑	↓	↓	6.6	↓	↓
April Sale Price vs List Price Ratio	97.0%	↓	↑	↓	↔	96.4%	↓	↓

* 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 36, down 21.7% from 46 in April of 2011 and 20.0% lower than the 45 sales last month. April 2012 sales were at their lowest level compared to April of 2011 and 2010. April YTD sales of 161 are running 3.2% ahead of last year's year-to-date sales of 156.

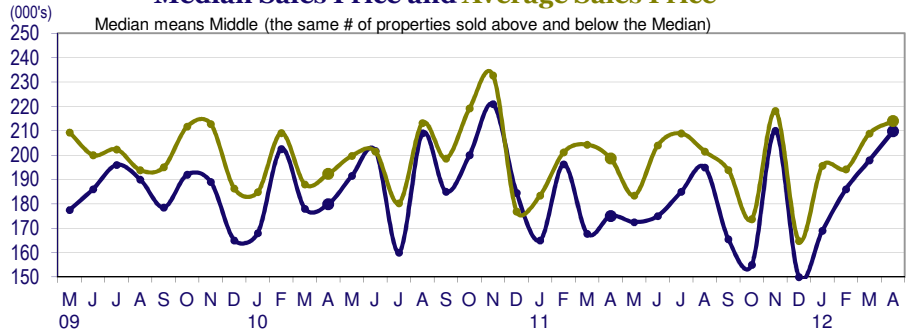
Number of Properties Sold



Prices

The Median Sales Price in April was \$209,750, up 19.9% from \$175,000 in April of 2011 and up 6.0% from \$197,912 last month. The Average Sales Price in April was \$214,011, up 7.7% from \$198,655 in April of 2011 and up 2.5% from \$208,870 last month. April 2012 ASP was at the highest level compared to April of 2011 and 2010.

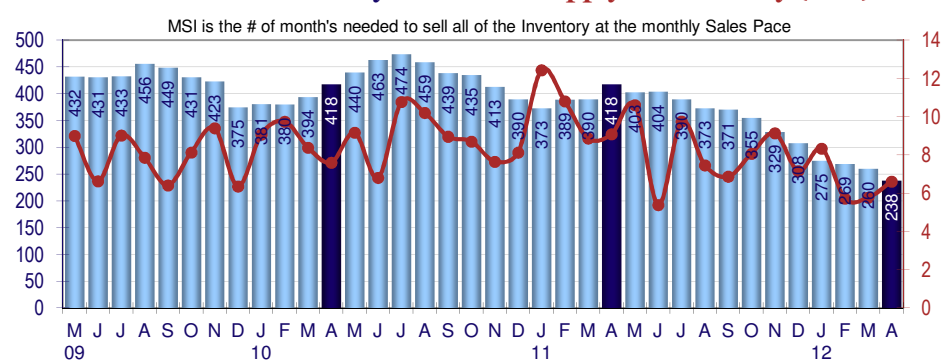
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 238, down 8.5% from 260 last month and down 43.1% from 418 in April of last year. April 2012 Inventory was at its lowest level compared with April of 2011 and 2010.

Total Inventory & Month's Supply of Inventory (MSI)



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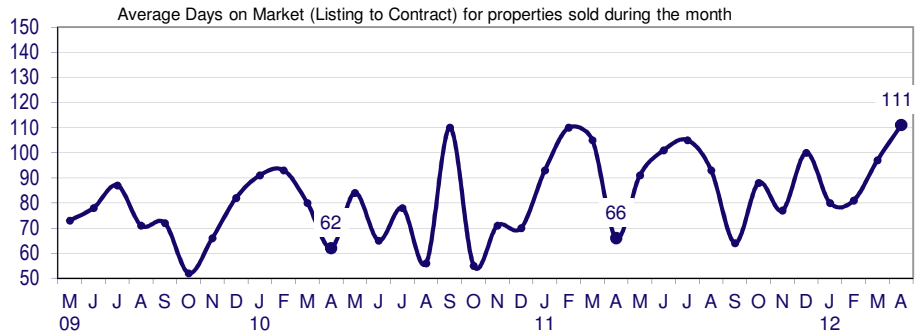


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Market Time

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 111, up 14.4% from 97 days last month and up 68.2% from 66 days in April of last year. The April 2012 DOM was at a mid 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 97.0% was down from 97.9% last month and down from 98.9% in April of last year.

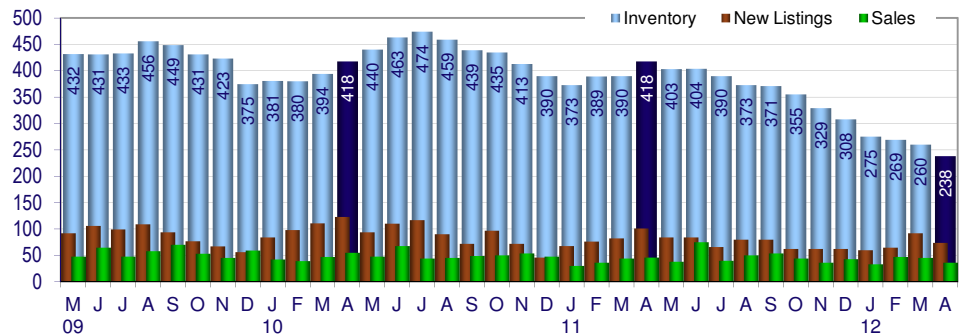
Selling Price versus Listing Price Ratio



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 74, down 19.6% from 92 last month and down 26.7% from 101 in April of last year.

Inventory / New Listings / Sales



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