



# THE LONG & FOSTER® MARKETMINUTE

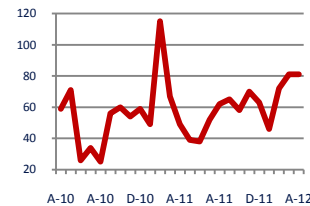
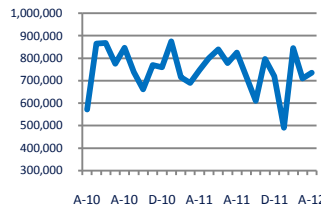
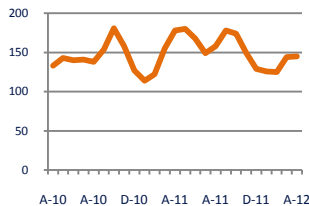
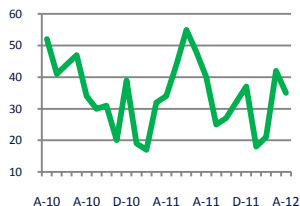


## Focus On: American University Park and the Palisades Housing Market

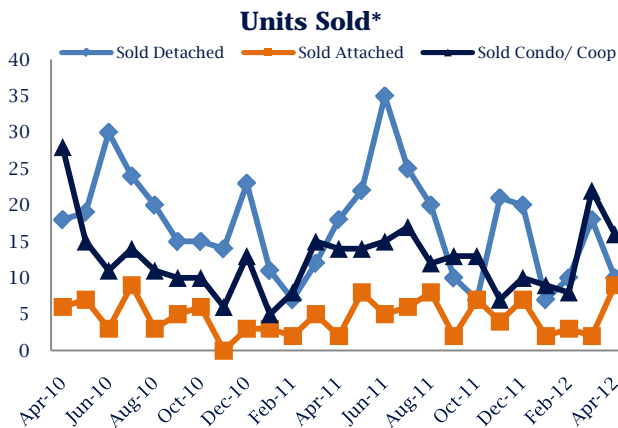
April 2012

Zip Code(s): 20016

<b>Units Sold</b> 35	<b>Active Inventory</b> 145	<b>Median Sale Price</b> \$735,000	<b>Days On Market</b> 81
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<b>Up 3%</b> Vs. Year Ago	<b>Down -19%</b> Vs. Year Ago	<b>Down -2%</b> Vs. Year Ago	<b>Up</b> Vs. Year Ago
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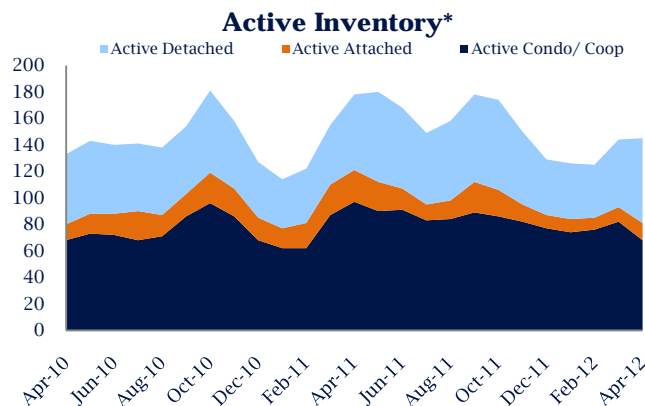


### Units Sold

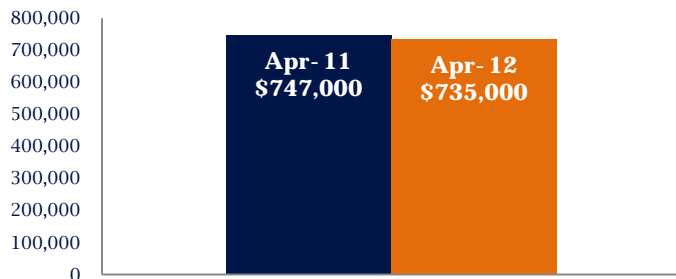
There was a decrease in total units sold in April, with 35 sold this month in American University Park and the Palisades versus 42 last month, a decrease of 17%. This month's total units sold was higher than at this time last year, an increase of 3% versus April 2011.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 33 units or 19%. The total number of active inventory this April was 145 compared to 178 in April 2011. This month's total of 145 is higher than the previous month's total supply of available inventory of 144, an increase of 1%.



### Median Sale Price



### Median Sale Price

Last April, the median sale price for American University Park and the Palisades Homes was \$747,000. This April, the median sale price was \$735,000, a decrease of 2% or \$12,000 compared to last year. The current median sold price is 4% higher than in March.

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

American University Park and the Palisades are defined as properties listed in zip code/s 20016 and includes, but is not limited to these neighborhoods: Spring Valley, Wesley Heights, AU Park, and the Palisades. \*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.



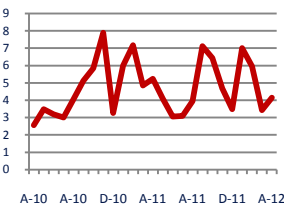
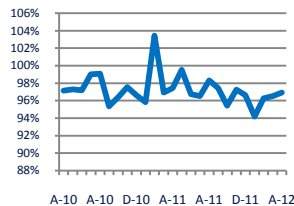
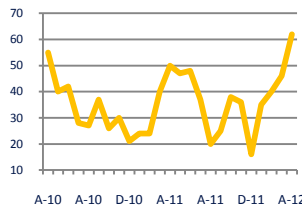
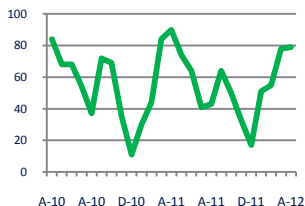


**Focus On: American University Park and the Palisades Housing Market**

**April 2012**

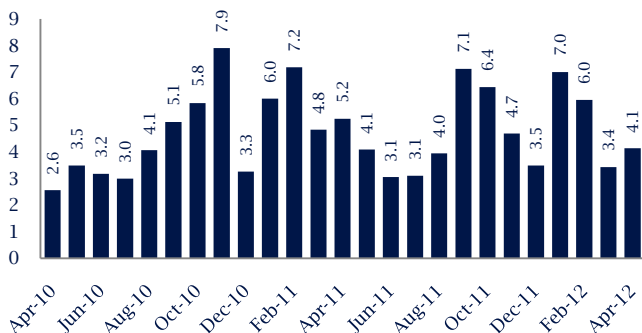
**Zip Code(s): 20016**

<b>New Listings</b> <b>79</b>	<b>Current Contracts</b> <b>62</b>	<b>Sold Vs. List Price</b> <b>96.9%</b>	<b>Months of Supply</b> <b>4.1</b>
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<b>Down -12%</b> Vs. Year Ago	<b>Up 24%</b> Vs. Year Ago	<b>Down -0.5%</b> Vs. Year Ago	<b>Down -21%</b> Vs. Year Ago
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**Months Of Supply**



**Months of Supply**

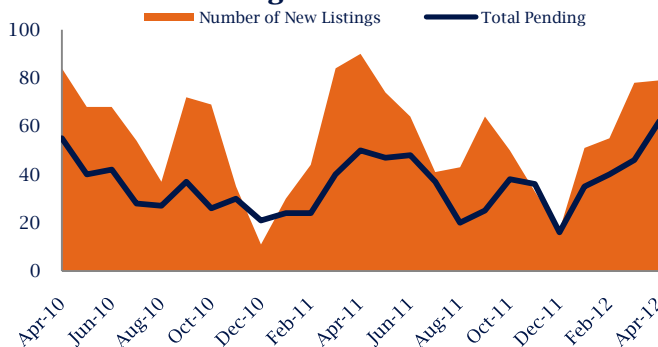
In April, there was 4.1 months of supply available in American University Park and the Palisades, compared to 5.2 in April 2011. That is a decrease of 21% versus a year ago.

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 79 homes newly listed for sale in American University Park and the Palisades compared to 90 in April 2011, a decrease of 12%. There were 62 current contracts pending sale this April compared to 50 a year ago. The number of current contracts is 24% higher than last April.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In April, the average sale price in American University Park and the Palisades was 96.9% of the average list price, which is 0.5% lower than at this time last year.

**Days On Market**

This month, the average number of days on market was 81, higher than the average last year, which was 49. This increase was impacted by the limited number of sales.

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