

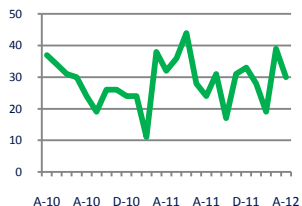


## Focus On: Cleveland Park and Kalorama Housing Market

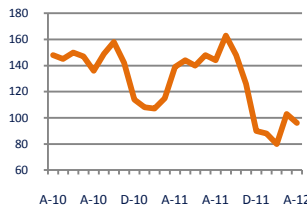
April 2012

Zip Code(s): 20008

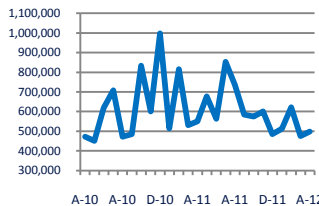
**Units Sold**  
30



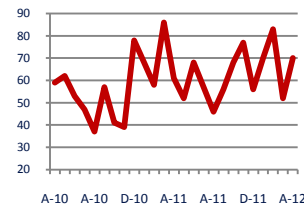
**Active Inventory**  
96



**Median Sale Price**  
\$497,500



**Days On Market**  
70



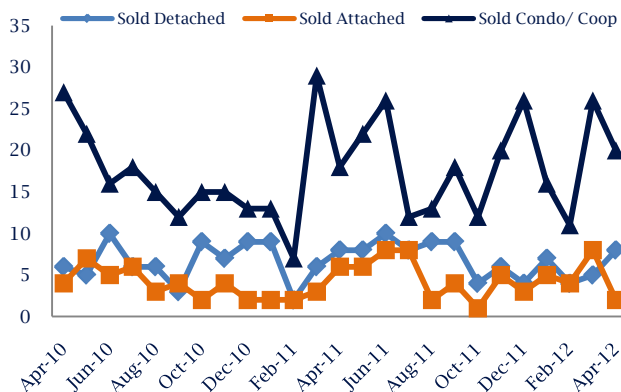
**Down - 6%**  
Vs. Year Ago

**Down - 31%**  
Vs. Year Ago

**Down - 10%**  
Vs. Year Ago

**Up 15%**  
Vs. Year Ago

### Units Sold\*



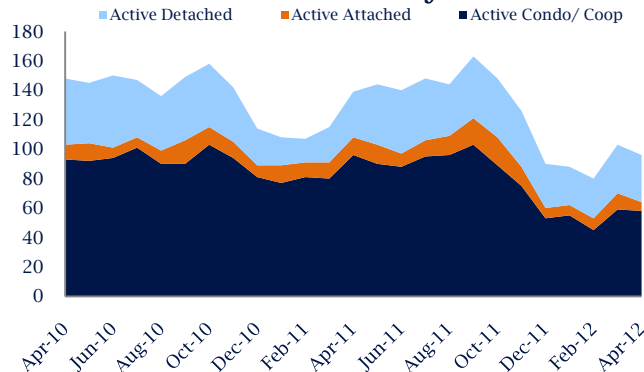
### Units Sold

There was a decrease in total units sold in April, with 30 sold this month in Cleveland Park and Kalorama versus 39 last month, a decrease of 23%. This month's total units sold was lower than at this time last year, a decrease of 6% versus April 2011.

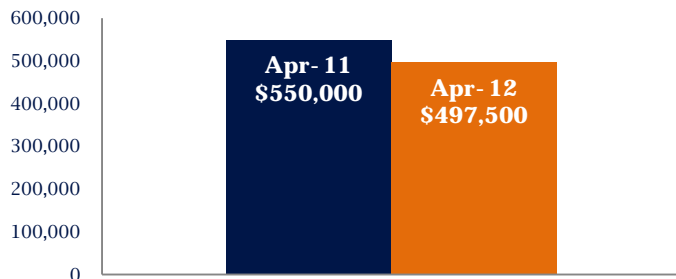
### Active Inventory

Versus last year, the total number of homes available this month is lower by 43 units or 31%. The total number of active inventory this April was 96 compared to 139 in April 2011. This month's total of 96 is lower than the previous month's total supply of available inventory of 103, a decrease of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for Cleveland Park and Kalorama Homes was \$550,000. This April, the median sale price was \$497,500, a decrease of 10% or \$52,500 compared to last year. The current median sold price is 5% 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.

Cleveland Park and Kalorama are defined as properties in zip code 20008 and includes, but is not limited to these neighborhoods: Cleveland Park, Forest Hills, and Kalorama. \*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.

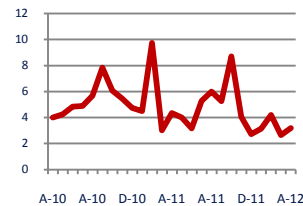
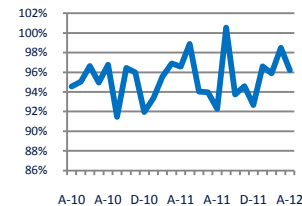
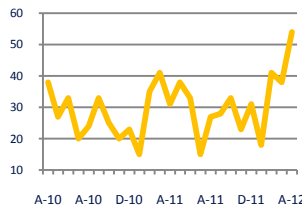
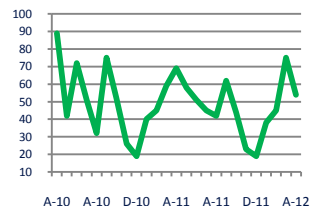
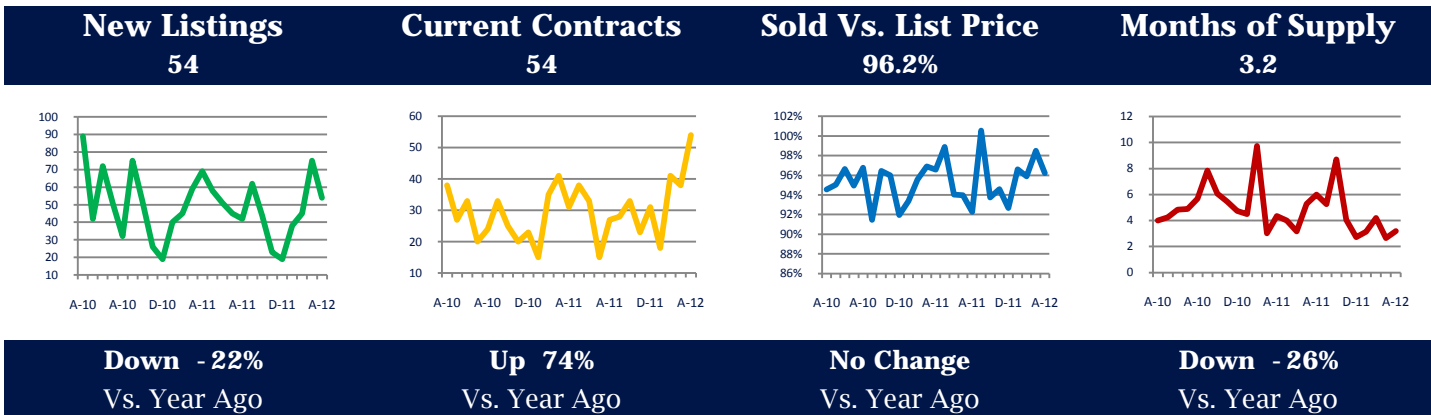




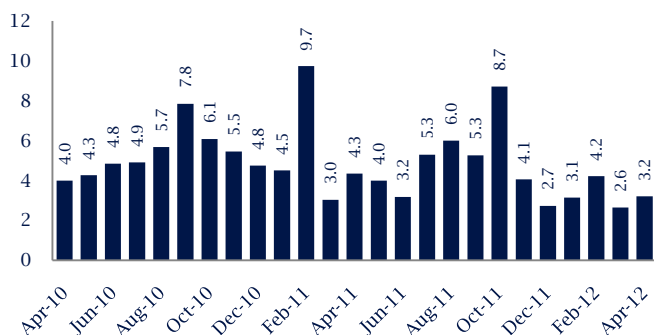
## Focus On: Cleveland Park and Kalorama Housing Market

April 2012

Zip Code(s): 20008



### Months Of Supply



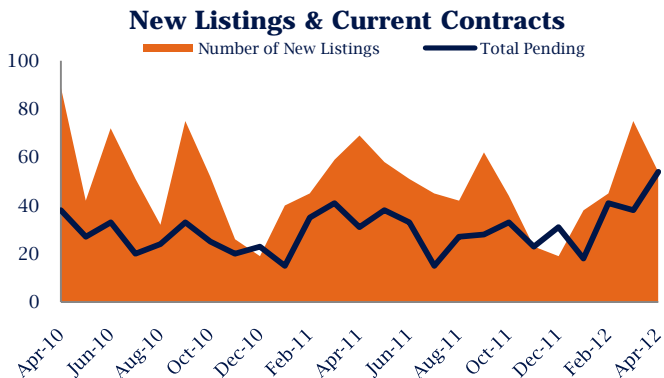
### Months of Supply

In April, there was 3.2 months of supply available in Cleveland Park and Kalorama, compared to 4.3 in April 2011. That is a decrease of 26% versus a year ago.

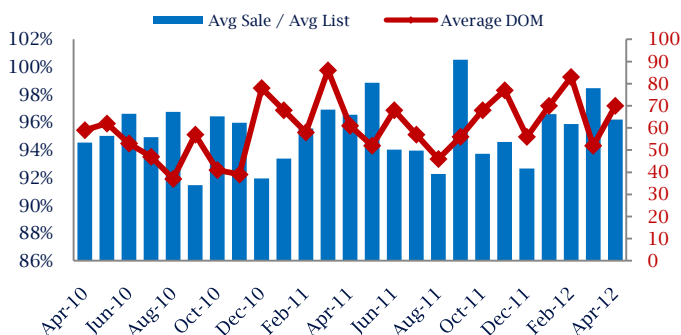
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

This month there were 54 homes newly listed for sale in Cleveland Park and Kalorama compared to 69 in April 2011, a decrease of 22%. There were 54 current contracts pending sale this April compared to 31 a year ago. The number of current contracts is 74% higher than last April.



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Cleveland Park and Kalorama was 96.2% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 70, higher than the average last year, which was 61, an increase of 15%.

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