

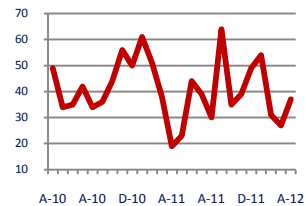
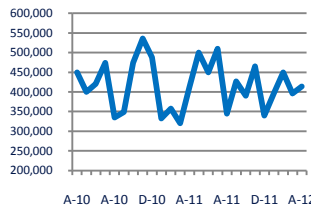
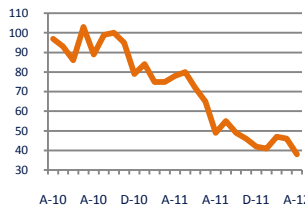
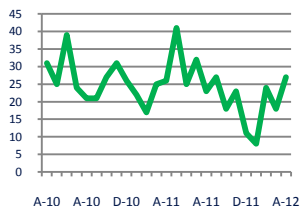


Focus On: Columbia Heights and Mt. Pleasant Housing Market

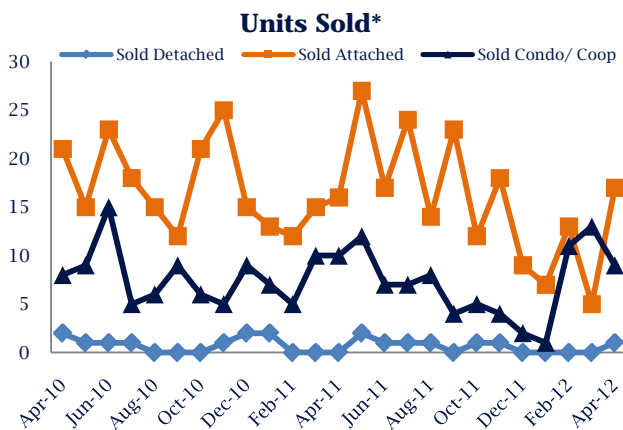
April 2012

Zip Code(s): 20010

Units Sold 27	Active Inventory 38	Median Sale Price \$413,926	Days On Market 37
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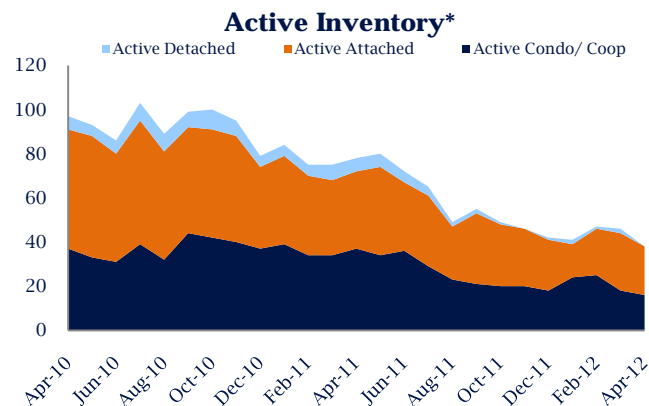


Up Vs. Year Ago	Down - 51% Vs. Year Ago	No Change Vs. Year Ago	Up Vs. Year Ago
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Units Sold

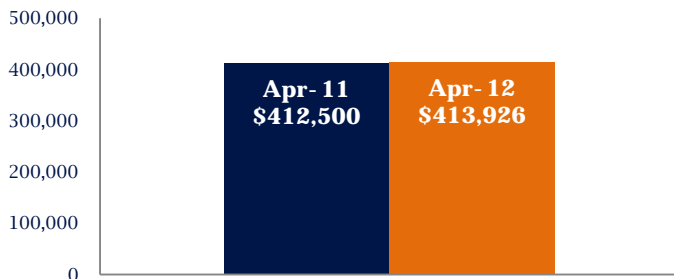
With relatively few transactions, there was an increase in total units sold in April, with 27 sold this month in Columbia Heights and Mt. Pleasant. This month's total units sold was higher than at this time last year, an increase from April 2011.



Active Inventory

Versus last year, the total number of homes available this month is lower by 40 units or 51%. The total number of active inventory this April was 38 compared to 78 in April 2011. This month's total of 38 is lower than the previous month's total supply of available inventory of 46, a decrease of 17%.

Median Sale Price



Median Sale Price

Last April, the median sale price for Columbia Heights and Mt. Pleasant Homes was \$412,500. This April, the median sale price was \$413,926, which is similar compared to a year ago. 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.

Columbia Heights and Mt. Pleasant are defined as properties in zip code 20010.

*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.

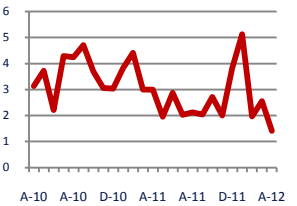
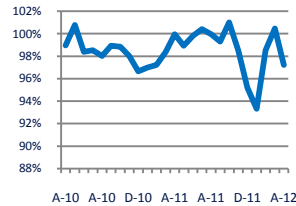
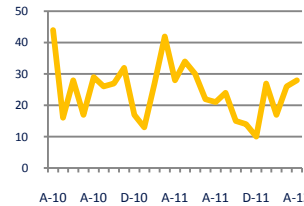
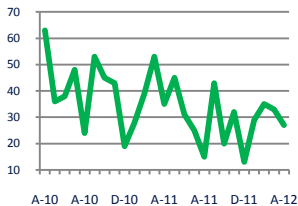
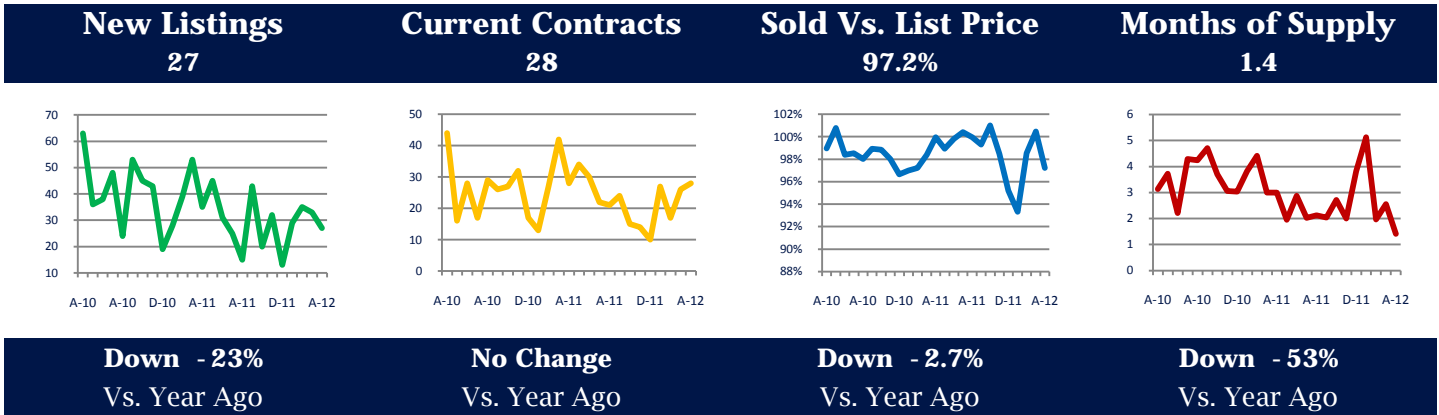




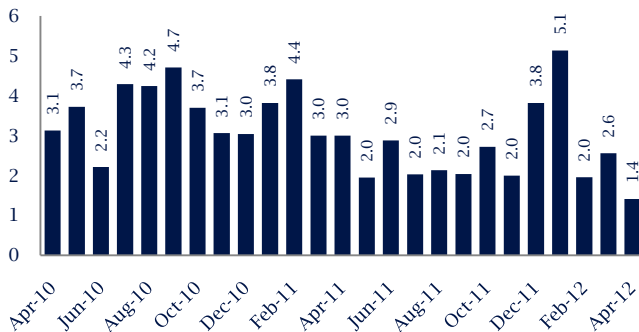
Focus On: Columbia Heights and Mt. Pleasant Housing Market

April 2012

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Months Of Supply



Months of Supply

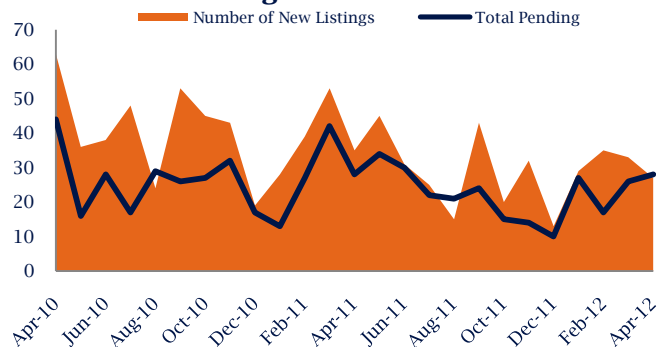
In April, there was 1.4 months of supply available in Columbia Heights and Mt. Pleasant, compared to 3.0 in April 2011. That is a decrease of 53% versus a year ago.

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.

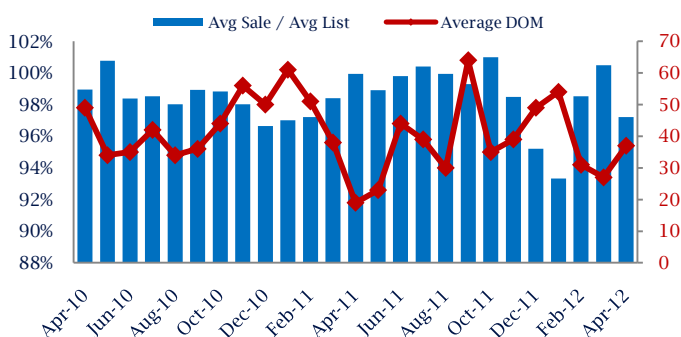
New Listings & Current Contracts

This month there were 27 homes newly listed for sale in Columbia Heights and Mt. Pleasant compared to 35 in April 2011, a decrease of 23%. There were 28 current contracts pending sale this April, consistent with the volume a year ago. The number of current contracts is 8% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Columbia Heights and Mt. Pleasant was 97.2% of the average list price, which is 2.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 37, higher than the average last year, which was 19. This increase was impacted by the limited number of sales.

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