

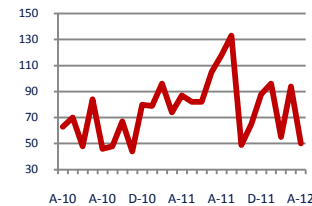
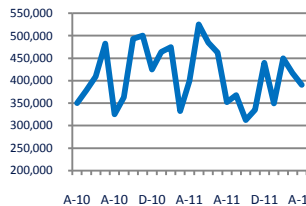
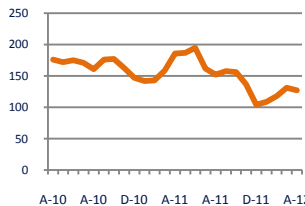
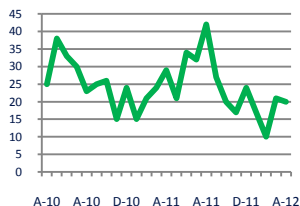


Focus On: Foggy Bottom and West End Housing Market

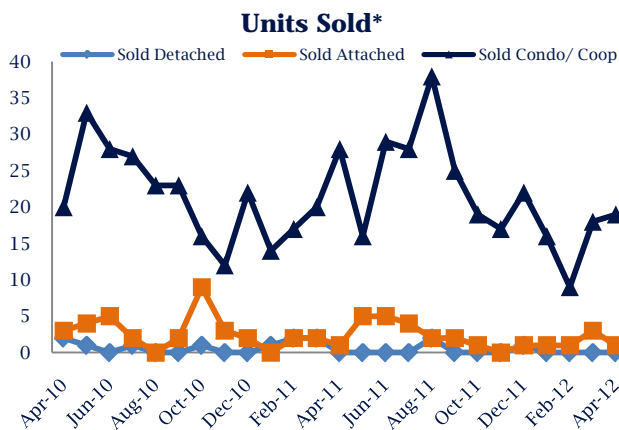
April 2012

Zip Code(s): 20036 and 20037

Units Sold 20	Active Inventory 127	Median Sale Price \$390,500	Days On Market 50
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Down -31% Vs. Year Ago	Down -32% Vs. Year Ago	Down -2% Vs. Year Ago	Down -43% Vs. Year Ago
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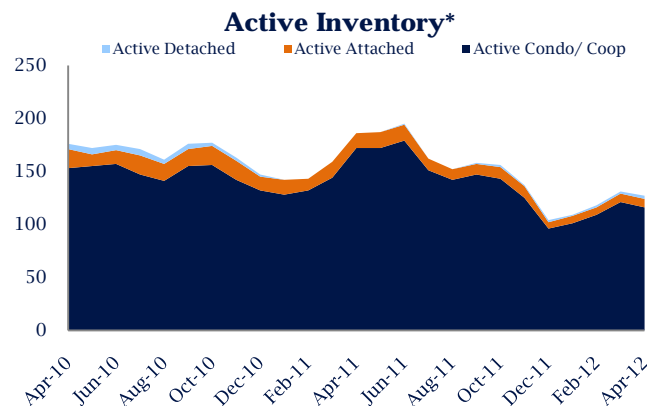


Units Sold

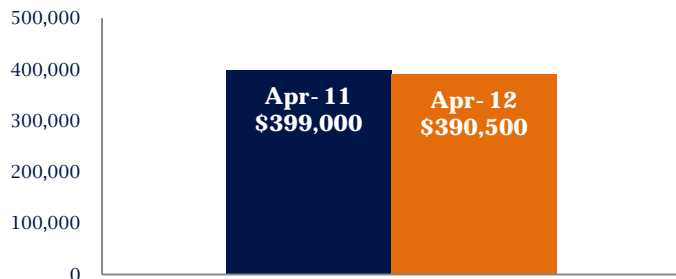
There was a decrease in total units sold in April, with 20 sold this month in Foggy Bottom and West End versus 21 last month, a decrease of 5%. This month's total units sold was lower than at this time last year, a decrease of 31% versus April 2011.

Active Inventory

Versus last year, the total number of homes available this month is lower by 59 units or 32%. The total number of active inventory this April was 127 compared to 186 in April 2011. This month's total of 127 is lower than the previous month's total supply of available inventory of 131, a decrease of 3%.



Median Sale Price



Median Sale Price

Last April, the median sale price for Foggy Bottom and West End Homes was \$399,000. This April, the median sale price was \$390,500, a decrease of 2% or \$8,500 compared to last year. The current median sold price is 6% lower 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.

Foggy Bottom and West End are defined as properties in zip codes 20036/20037.

*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.





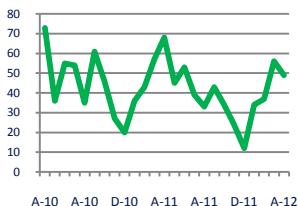
Focus On: Foggy Bottom and West End Housing Market

April 2012

Zip Code(s): 20036 and 20037

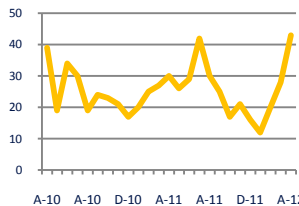
New Listings

49



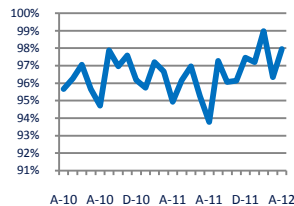
Current Contracts

43



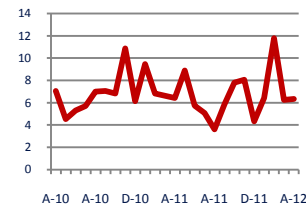
Sold Vs. List Price

98.0%



Months of Supply

6.4



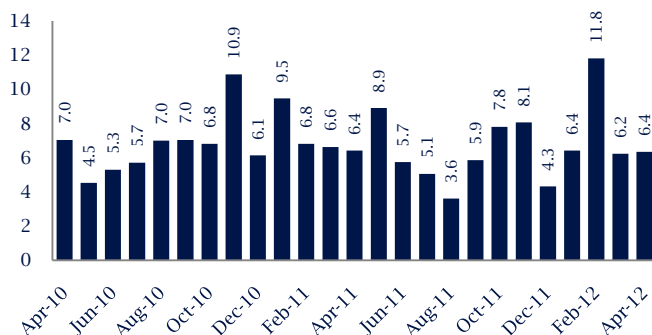
Down -28%
Vs. Year Ago

Up 43%
Vs. Year Ago

Up 3.2%
Vs. Year Ago

Down -1%
Vs. Year Ago

Months Of Supply



Months of Supply

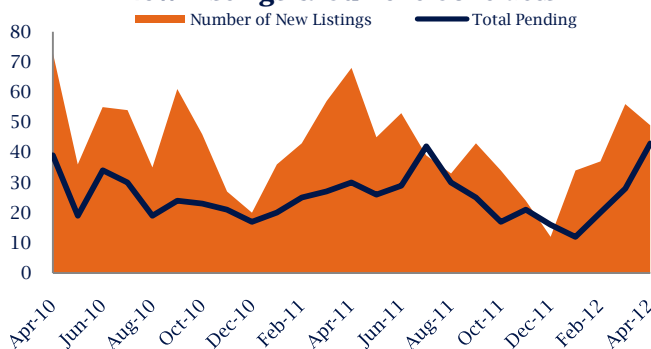
In April, there was 6.4 months of supply available in Foggy Bottom and West End, compared to 6.4 in April 2011. That is a decrease of 1% versus a year ago.

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.

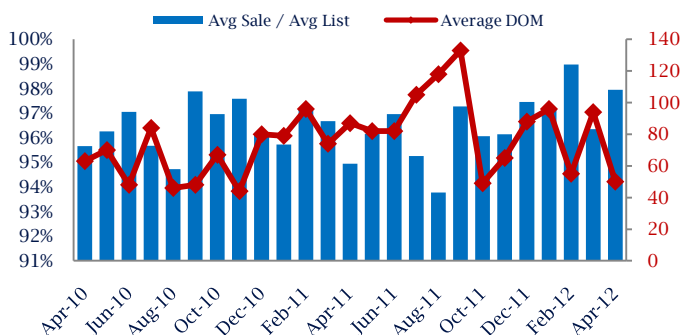
New Listings & Current Contracts

This month there were 49 homes newly listed for sale in Foggy Bottom and West End compared to 68 in April 2011, a decrease of 28%. There were 43 current contracts pending sale this April compared to 30 a year ago. The number of current contracts is 43% 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 Foggy Bottom and West End was 98.0% of the average list price, which is 3.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 50, lower than the average last year, which was 87, a decrease of 43%.

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