

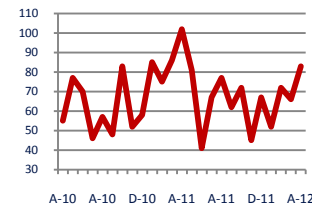
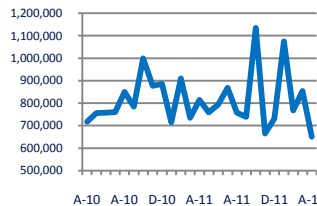
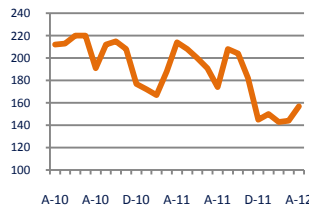
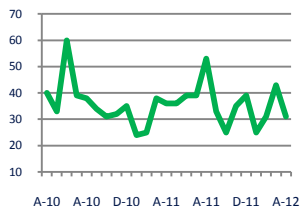


Focus On: Georgetown Housing Market

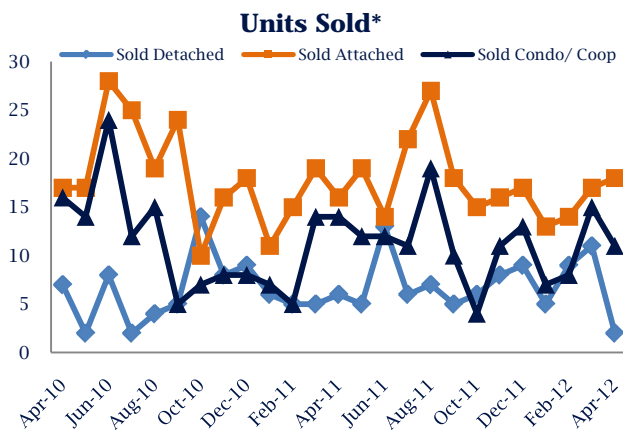
April 2012

Zip Code(s): 20007

Units Sold 31	Active Inventory 157	Median Sale Price \$650,000	Days On Market 83
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Down - 14% Vs. Year Ago	Down - 27% Vs. Year Ago	Down - 20% Vs. Year Ago	Down - 19% Vs. Year Ago
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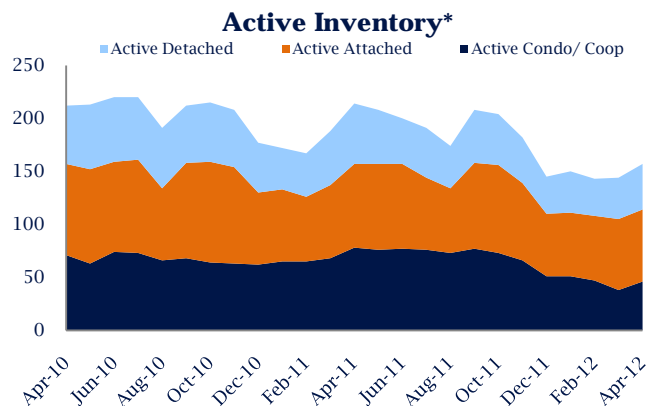


Units Sold

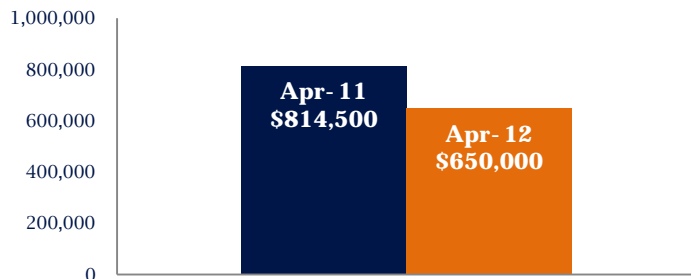
There was a decrease in total units sold in April, with 31 sold this month in Georgetown versus 43 last month, a decrease of 28%. This month's total units sold was lower than at this time last year, a decrease of 14% versus April 2011.

Active Inventory

Versus last year, the total number of homes available this month is lower by 57 units or 27%. The total number of active inventory this April was 157 compared to 214 in April 2011. This month's total of 157 is higher than the previous month's total supply of available inventory of 144, an increase of 9%.



Median Sale Price



Median Sale Price

Last April, the median sale price for Georgetown Homes was \$814,500. This April, the median sale price was \$650,000, a decrease of 20% or \$164,500 compared to last year. The current median sold price is 24% 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.

Georgetown is defined as properties in zip code 20007.

*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.





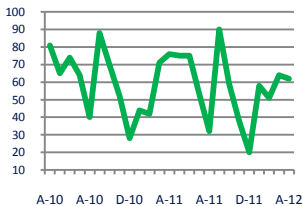
Focus On: Georgetown Housing Market

April 2012

Zip Code(s): 20007

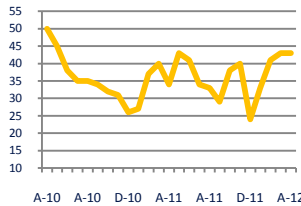
New Listings

62



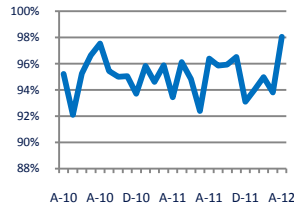
Current Contracts

43



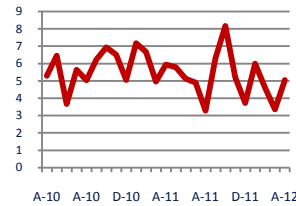
Sold Vs. List Price

98.1%



Months of Supply

5.1



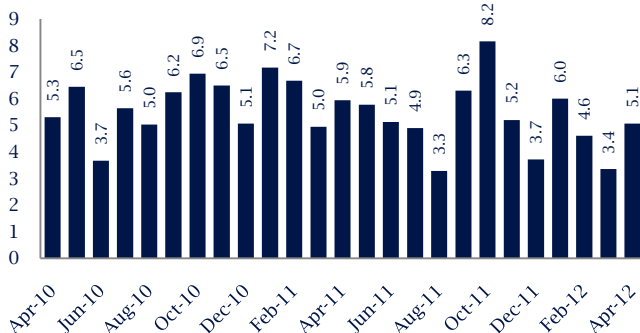
Down -18%
Vs. Year Ago

Up 26%
Vs. Year Ago

Up 5%
Vs. Year Ago

Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

In April, there was 5.1 months of supply available in Georgetown, compared to 5.9 in April 2011. That is a decrease of 15% versus a year ago.

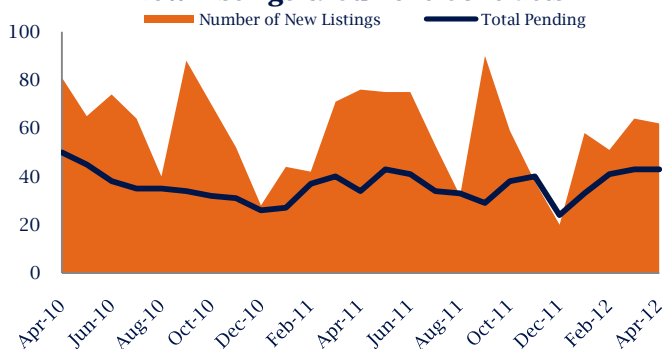
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

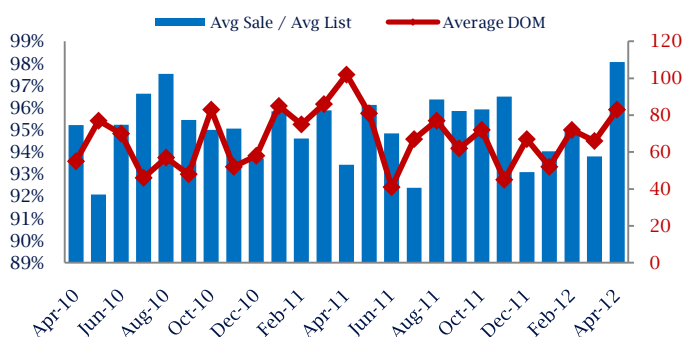
This month there were 62 homes newly listed for sale in Georgetown compared to 76 in April 2011, a decrease of 18%.

There were 43 current contracts pending sale this April compared to 34 a year ago. The number of current contracts remained stable as compared to last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Georgetown was 98.1% of the average list price, which is 4.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 83, lower than the average last year, which was 102, a decrease of 19%.

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