



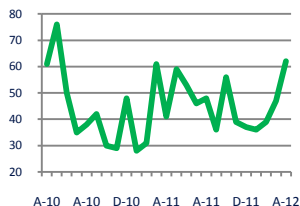
Focus On: Penn Quarter and Shaw Housing Market

April 2012

Zip Code(s): 20001

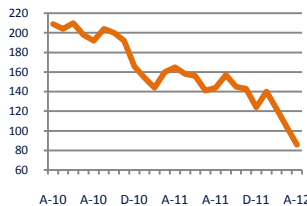
Units Sold

62



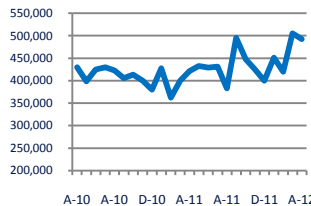
Active Inventory

86



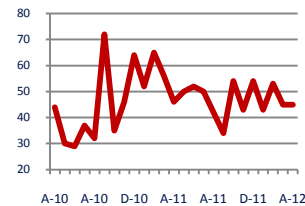
Median Sale Price

\$492,500



Days On Market

45



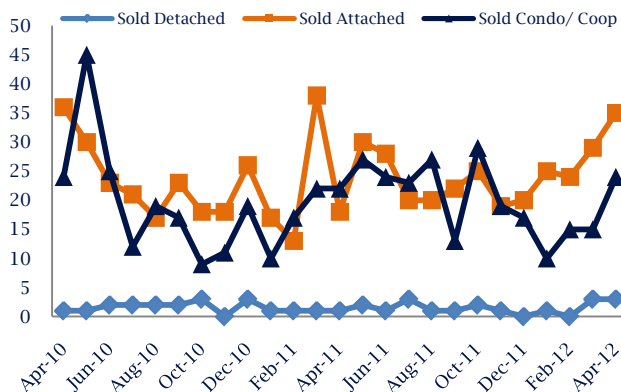
Up
Vs. Year Ago

Down - 48%
Vs. Year Ago

Up 17%
Vs. Year Ago

Down - 2%
Vs. Year Ago

Units Sold*



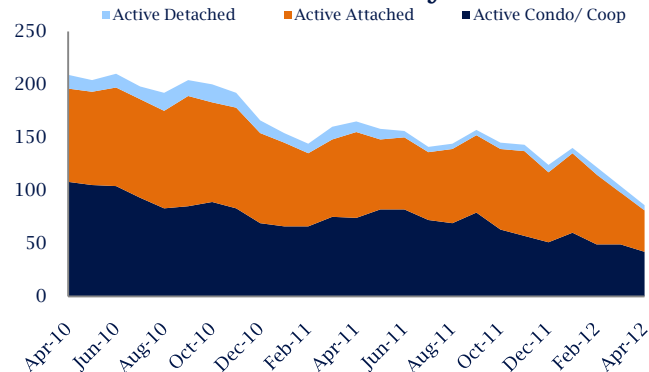
Units Sold

There was an increase in total units sold in April, with 62 sold this month in Penn Quarter and Shaw. This month's total units sold was higher than at this time last year.

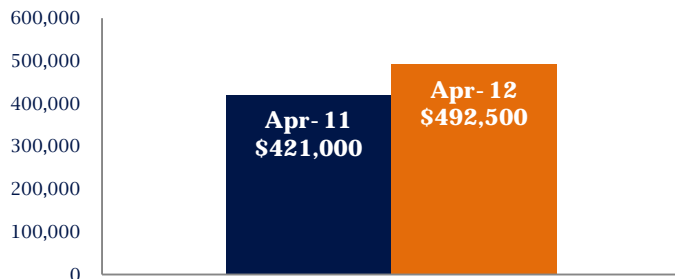
Active Inventory

Versus last year, the total number of homes available this month is lower by 79 units or 48%. The total number of active inventory this April was 86 compared to 165 in April 2011. This month's total of 86 is lower than the previous month's total supply of available inventory of 104, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Penn Quarter and Shaw Homes was \$421,000. This April, the median sale price was \$492,500, an increase of 17% or \$71,500 compared to last year. The current median sold price is 2% 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.

Penn Quarter and Shaw are defined as properties in zip code 20001 and includes, but is not limited to these neighborhoods: Penn Quarter, Shaw, and LeDroit Park.

*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.

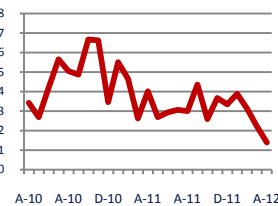
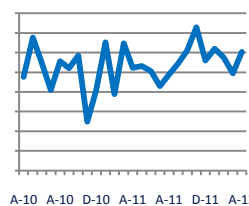
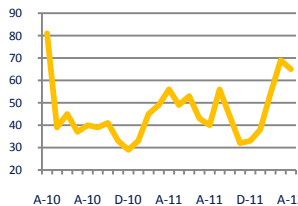
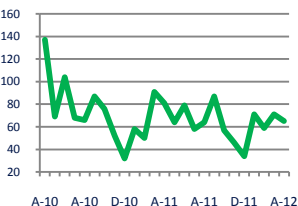
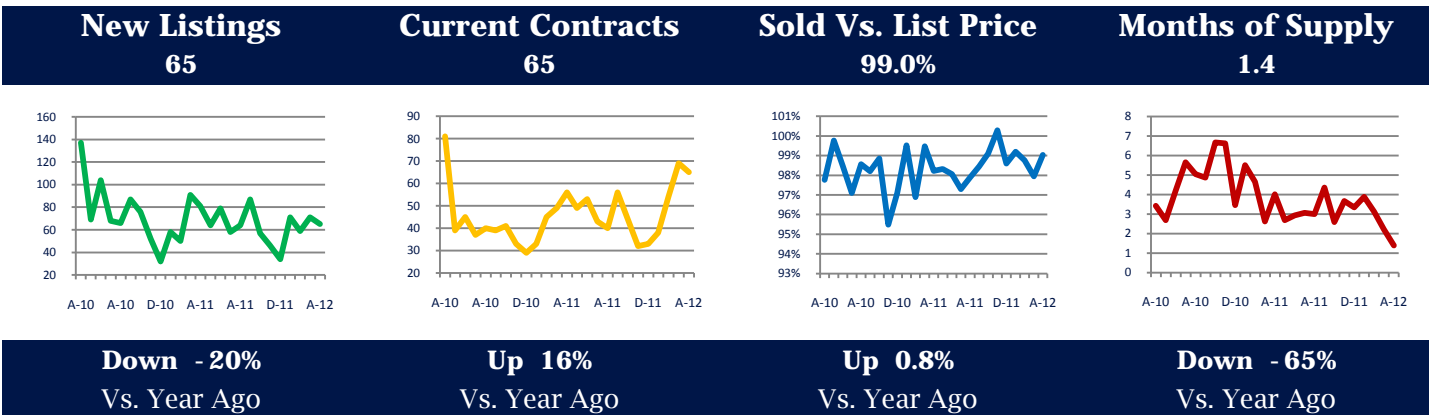




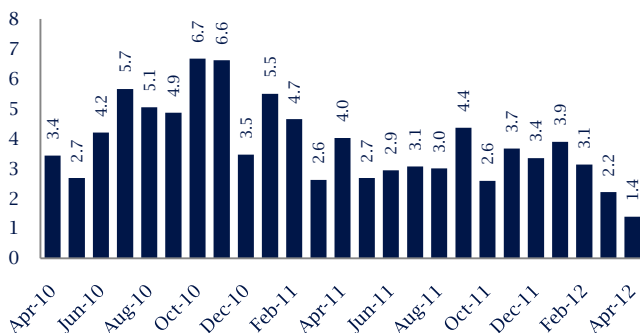
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Months Of Supply



Months of Supply

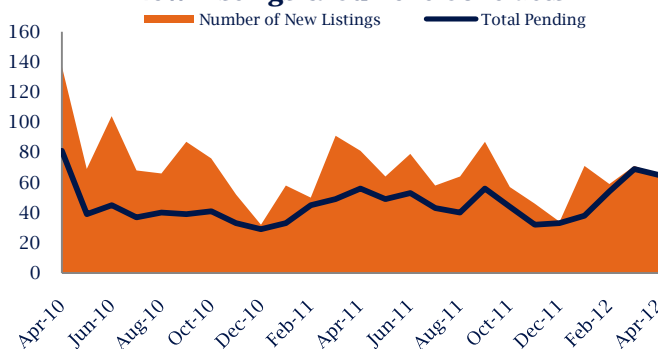
In April, there was 1.4 months of supply available in Penn Quarter and Shaw, compared to 4.0 in April 2011. That is a decrease of 66% versus a year ago.

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.

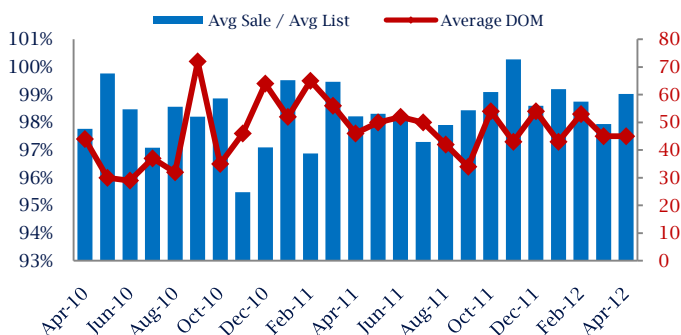
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Penn Quarter and Shaw compared to 81 in April 2011, a decrease of 20%. There were 65 current contracts pending sale this April compared to 56 a year ago. The number of current contracts is 16% 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 Penn Quarter and Shaw was 99.0% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 45, lower than the average last year, which was 46, a decrease of 2%.

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