

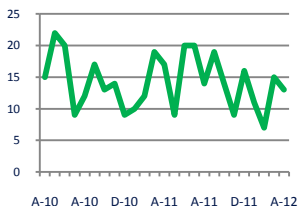


Focus On: Southwest and Waterfront Housing Market

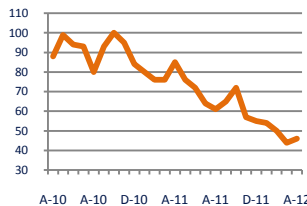
April 2012

Zip Code(s): 20024

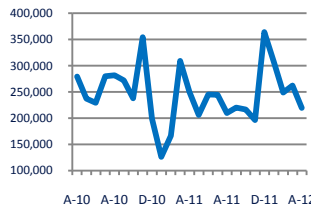
Units Sold
13



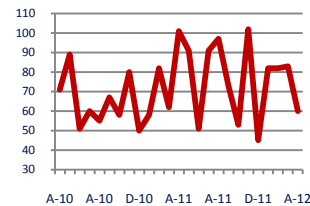
Active Inventory
46



Median Sale Price
\$219,500



Days On Market
60



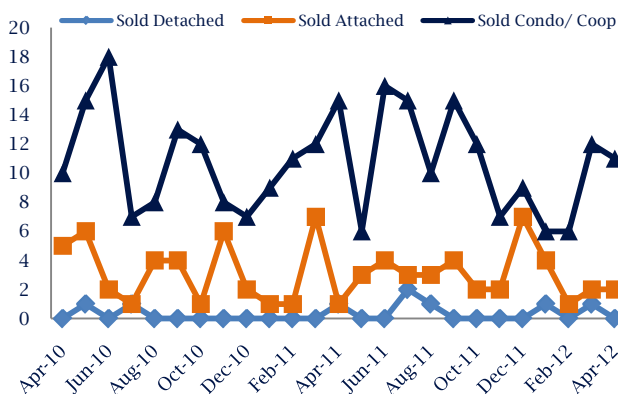
Down -24%
Vs. Year Ago

Down -46%
Vs. Year Ago

Down -12%
Vs. Year Ago

Down -41%
Vs. Year Ago

Units Sold*



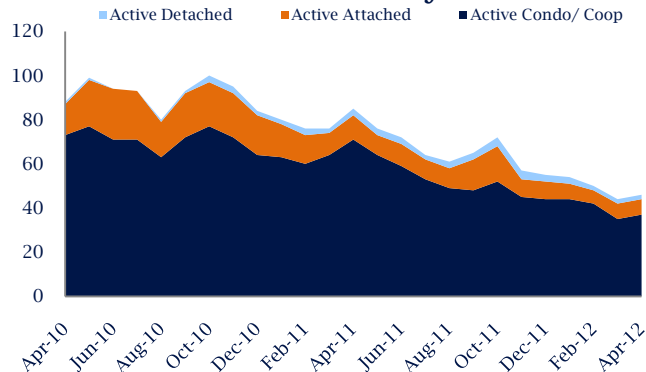
Units Sold

There was a decrease in total units sold in April, with 13 sold this month in Southwest and Waterfront versus 15 last month, a decrease of 13%. This month's total units sold was lower than at this time last year, a decrease of 24% versus April 2011.

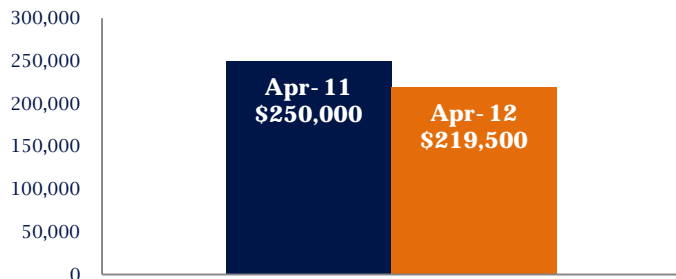
Active Inventory

Versus last year, the total number of homes available this month is lower by 39 units or 46%. The total number of active inventory this April was 46 compared to 85 in April 2011. This month's total of 46 is higher than the previous month's total supply of available inventory of 44, an increase of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Southwest and Waterfront Homes was \$250,000. This April, the median sale price was \$219,500, a decrease of 12% or \$30,500 compared to last year. The current median sold price is 16% 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.

Southwest and Waterfront are defined as properties in zip code 20024.

*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.





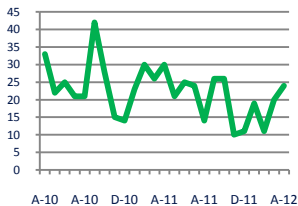
Focus On: Southwest and Waterfront Housing Market

April 2012

Zip Code(s): 20024

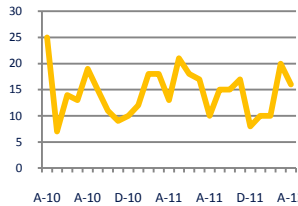
New Listings

24



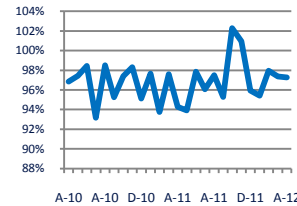
Current Contracts

16



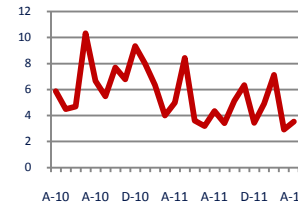
Sold Vs. List Price

97.3%



Months of Supply

3.5



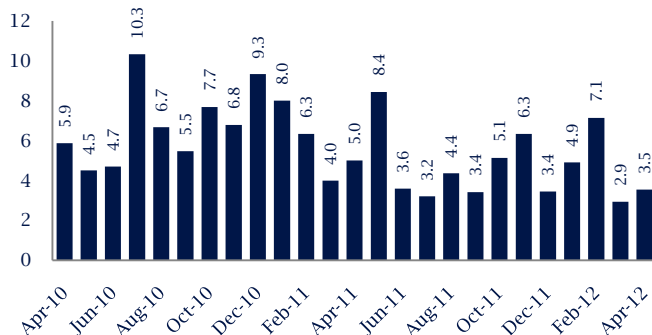
Down -20%
Vs. Year Ago

Up 23%
Vs. Year Ago

Up 3.2%
Vs. Year Ago

Down -29%
Vs. Year Ago

Months Of Supply



Months of Supply

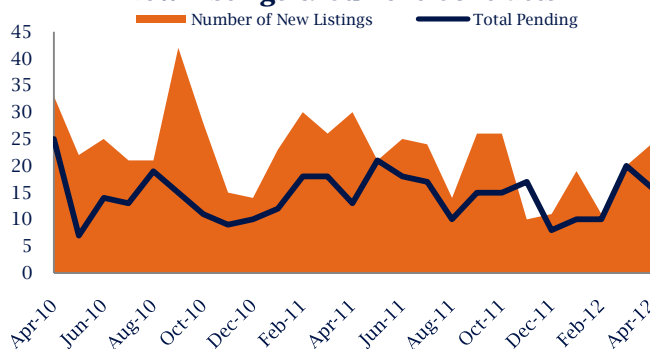
In April, there was 3.5 months of supply available in Southwest and Waterfront, compared to 5.0 in April 2011. That is a decrease of 29% versus a year ago.

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 24 homes newly listed for sale in Southwest and Waterfront compared to 30 in April 2011, a decrease of 20%. There were 16 current contracts pending sale this April compared to 13 a year ago. The number of current contracts is 23% 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 Southwest and Waterfront was 97.3% 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 60, lower than the average last year, which was 101, a decrease of 41%.

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