

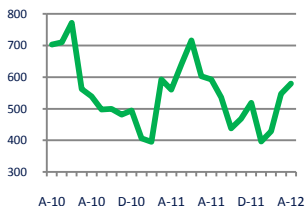


Focus On: Washington DC Housing Market

April 2012

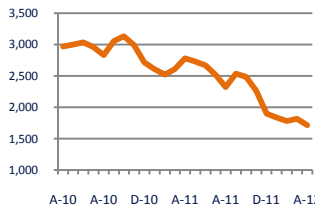
Units Sold

580



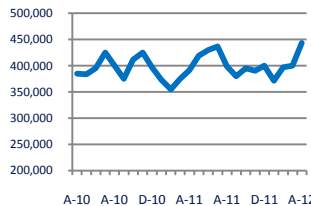
Active Inventory

1,717



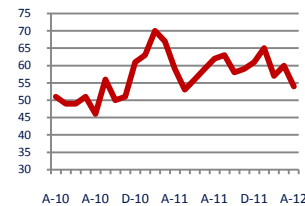
Median Sale Price

\$443,500



Days On Market

54



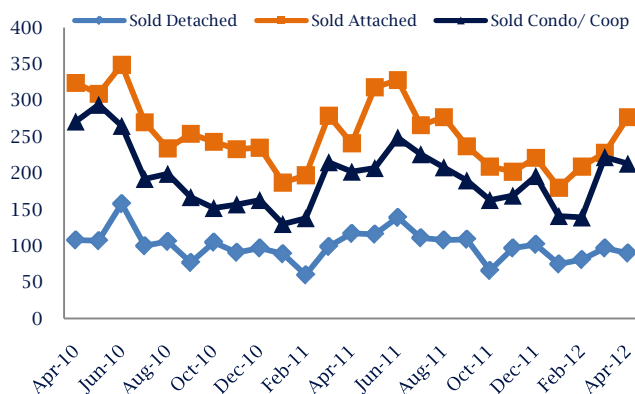
Up 4%
Vs. Year Ago

Down -38%
Vs. Year Ago

Up 13%
Vs. Year Ago

Down -8%
Vs. Year Ago

Units Sold*



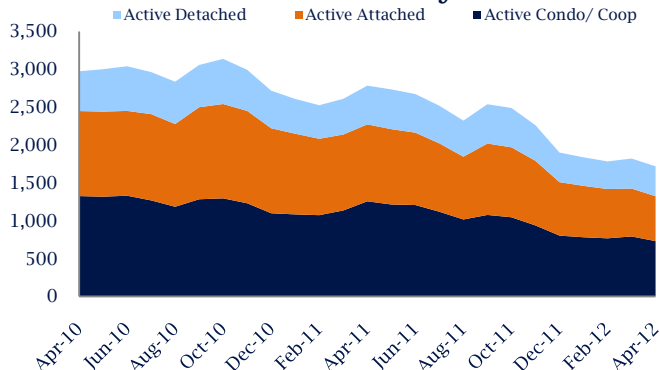
Units Sold

There was an increase in total units sold in April, with 580 sold this month in Washington DC versus 547 last month, an increase of 6%. This month's total units sold was higher than at this time last year, an increase of 4% versus April 2011.

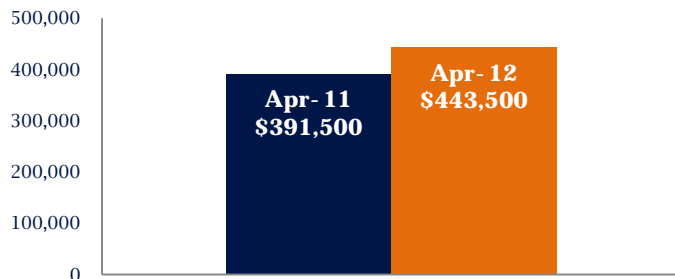
Active Inventory

Versus last year, the total number of homes available this month is lower by 1,066 units or 38%. The total number of active inventory this April was 1,717 compared to 2,783 in April 2011. This month's total of 1,717 is lower than the previous month's total supply of available inventory of 1,820, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Washington DC Homes was \$391,500. This April, the median sale price was \$443,500, an increase of 13% or \$52,000 compared to last year. The current median sold price is 11% 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.

*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.



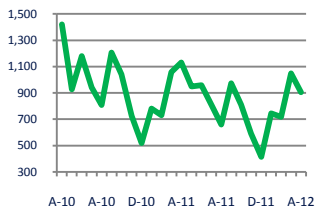


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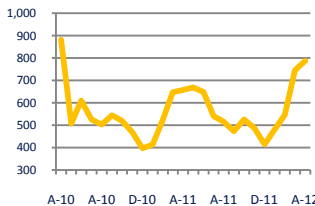
New Listings

905



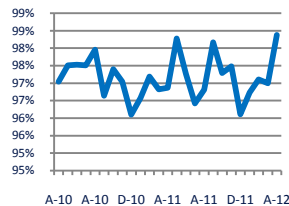
Current Contracts

788



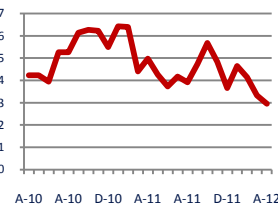
Sold Vs. List Price

98.4%



Months of Supply

3.0



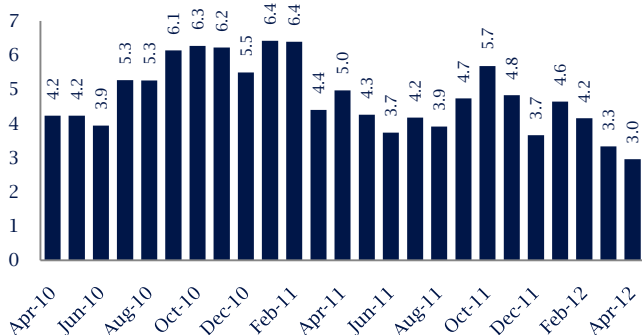
Down -20%
Vs. Year Ago

Up 20%
Vs. Year Ago

Up 1.6%
Vs. Year Ago

Down -40%
Vs. Year Ago

Months Of Supply



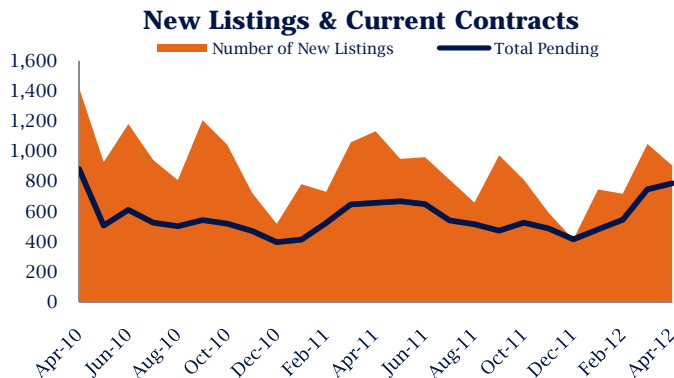
Months of Supply

In April, there was 3.0 months of supply available in Washington DC, compared to 5.0 in April 2011. That is a decrease of 40% versus a year ago.

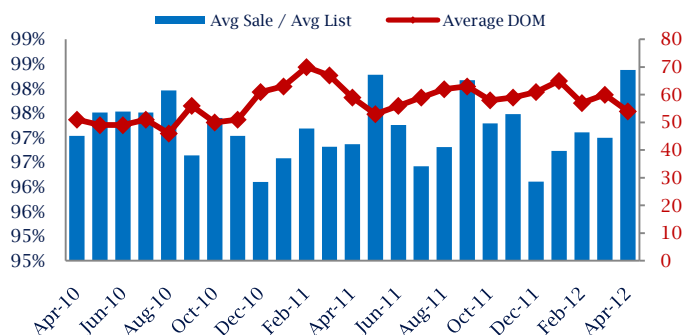
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 905 homes newly listed for sale in Washington DC compared to 1,132 in April 2011, a decrease of 20%. There were 788 current contracts pending sale this April compared to 657 a year ago. The number of current contracts is 20% higher than last April.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Washington DC was 98.4% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 54, lower than the average last year, which was 59, a decrease of 8%.

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