

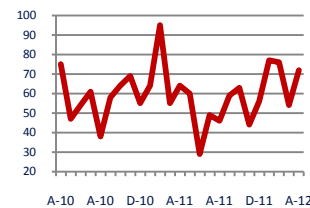
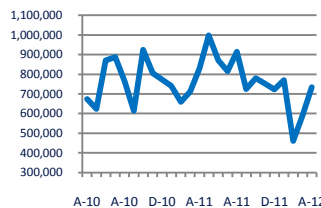
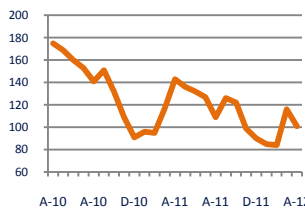
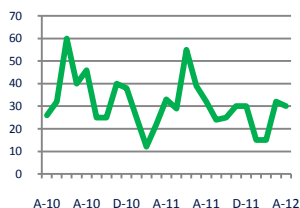


Focus On: Chevy Chase North Housing Market

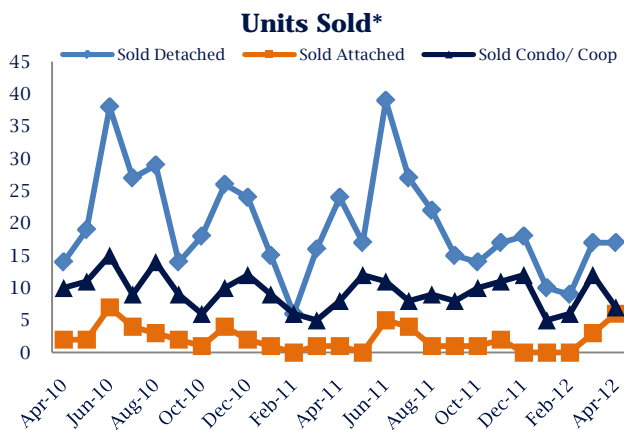
April 2012

Zip Code(s): 20815

Units Sold 30	Active Inventory 101	Median Sale Price \$733,808	Days On Market 72
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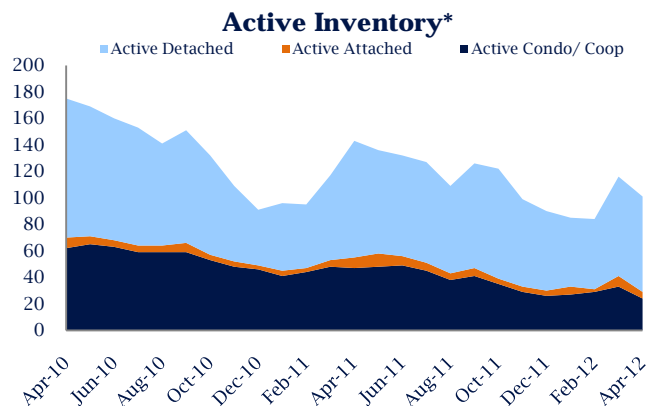


Down - 9% Vs. Year Ago	Down - 29% Vs. Year Ago	Down - 11% Vs. Year Ago	Up 13% Vs. Year Ago
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Units Sold

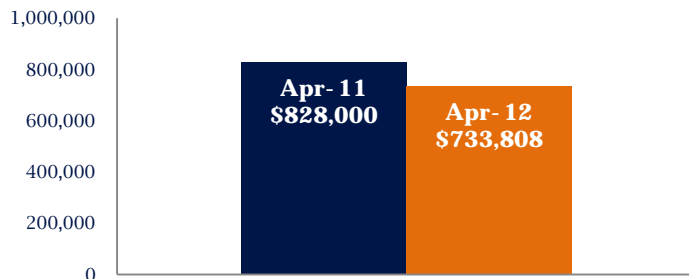
There was a decrease in total units sold in April, with 30 sold this month in Chevy Chase North versus 32 last month, a decrease of 6%. This month's total units sold was lower than at this time last year, a decrease of 9% versus April 2011.



Active Inventory

Versus last year, the total number of homes available this month is lower by 42 units or 29%. The total number of active inventory this April was 101 compared to 143 in April 2011. This month's total of 101 is lower than the previous month's total supply of available inventory of 116, a decrease of 13%.

Median Sale Price



Median Sale Price

Last April, the median sale price for Chevy Chase North Homes was \$828,000. This April, the median sale price was \$733,808, a decrease of 11% or \$94,192 compared to last year. The current median sold price is 24% 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.

Chevy Chase North are defined as properties listed in zip code/s 20815.

*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.

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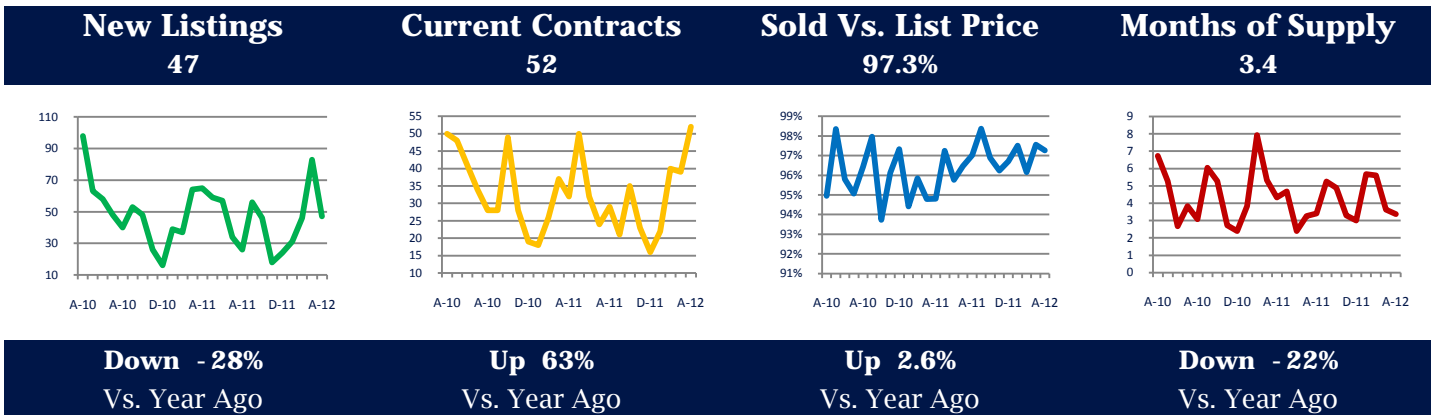




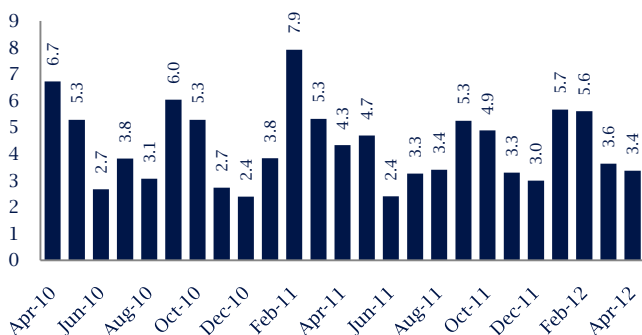
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Months Of Supply



Months of Supply

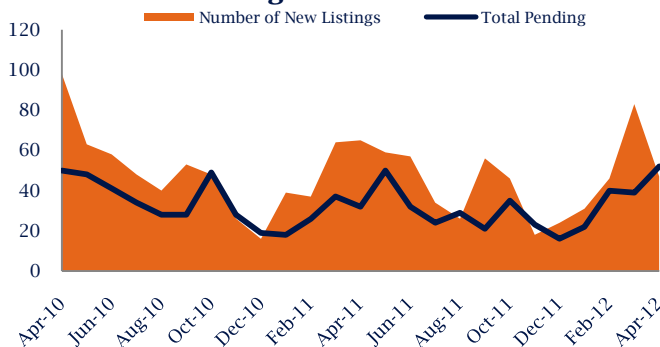
In April, there was 3.4 months of supply available in Chevy Chase North, compared to 4.3 in April 2011. That is a decrease of 22% versus a year ago.

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 47 homes newly listed for sale in Chevy Chase North compared to 65 in April 2011, a decrease of 28%. There were 52 current contracts pending sale this April compared to 32 a year ago. The number of current contracts is 63% 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 Chevy Chase North was 97.3% of the average list price, which is 2.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 72, higher than the average last year, which was 64, an increase of 13%.

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