

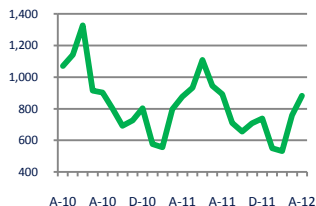


Focus On: Montgomery County Housing Market

April 2012

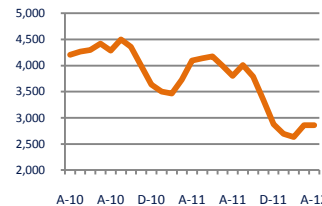
Units Sold

883



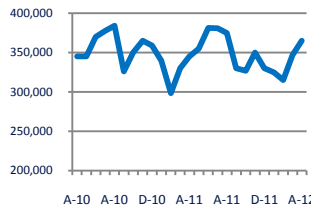
Active Inventory

2,860



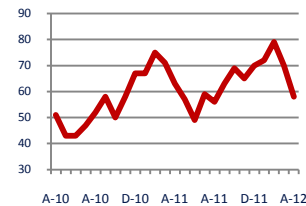
Median Sale Price

\$365,000



Days On Market

58



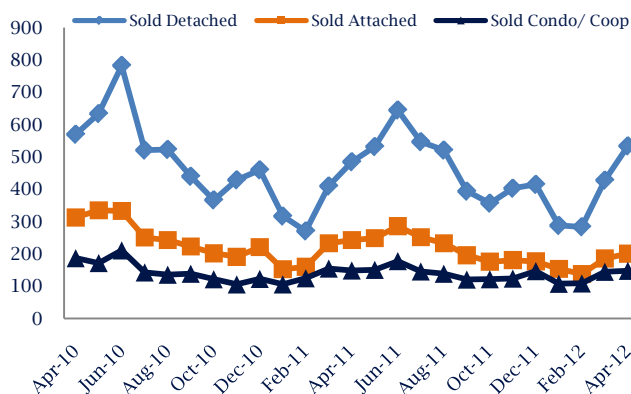
Up 1%
Vs. Year Ago

Down -30%
Vs. Year Ago

Up 6%
Vs. Year Ago

Down -8%
Vs. Year Ago

Units Sold*



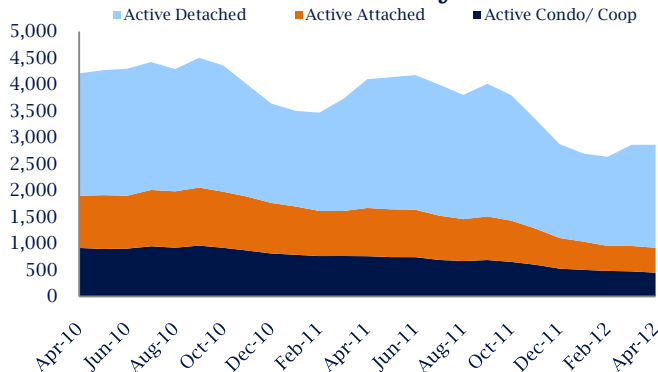
Units Sold

There was an increase in total units sold in April, with 883 sold this month in Montgomery County versus 759 last month, an increase of 16%. This month's total units sold was higher than at this time last year, an increase of 1% versus April 2011.

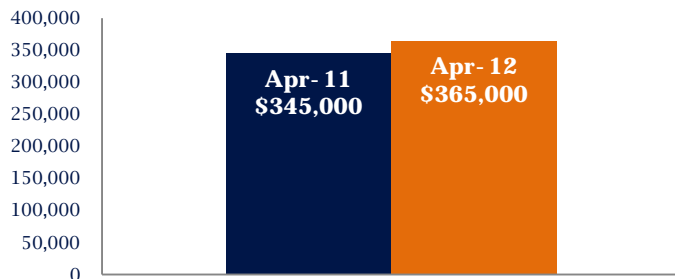
Active Inventory

Versus last year, the total number of homes available this month is lower by 1,236 units or 30%. The total number of active inventory this April was 2860 compared to 4096 in April 2011. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Montgomery County Homes was \$345,000. This April, the median sale price was \$365,000, an increase of 6% or \$20,000 compared to last year. The current median sold price is 5% 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.



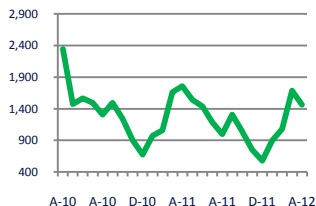


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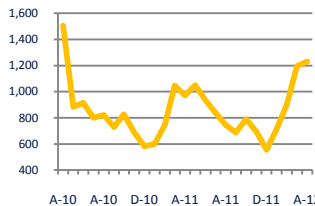
New Listings

1,466



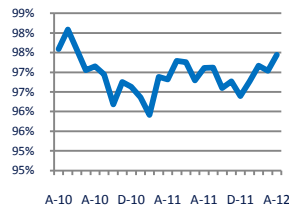
Current Contracts

1,231



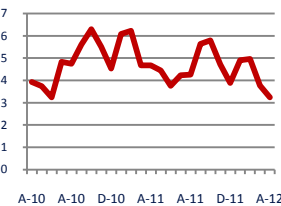
Sold Vs. List Price

97.4%



Months of Supply

3.2



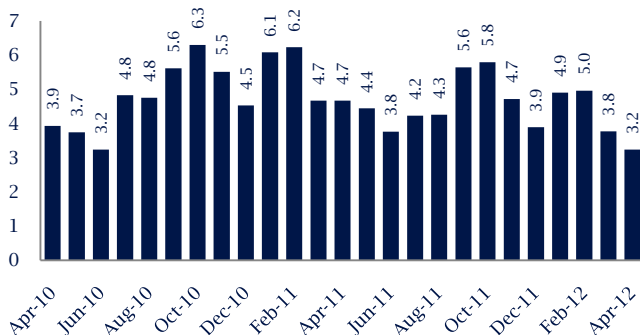
Down -17%
Vs. Year Ago

Up 27%
Vs. Year Ago

Up 0.6%
Vs. Year Ago

Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

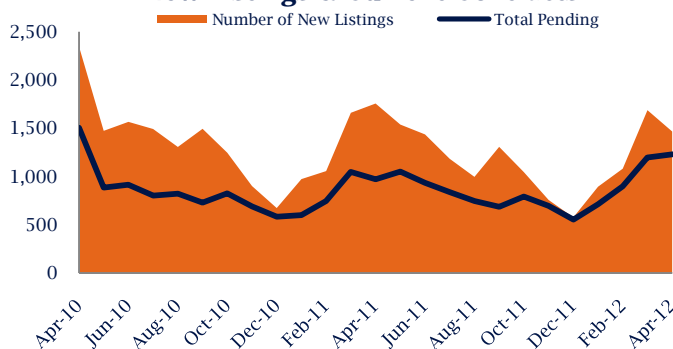
In April, there was 3.2 months of supply available in Montgomery County, compared to 4.7 in April 2011. That is a decrease of 31% versus a year ago.

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.

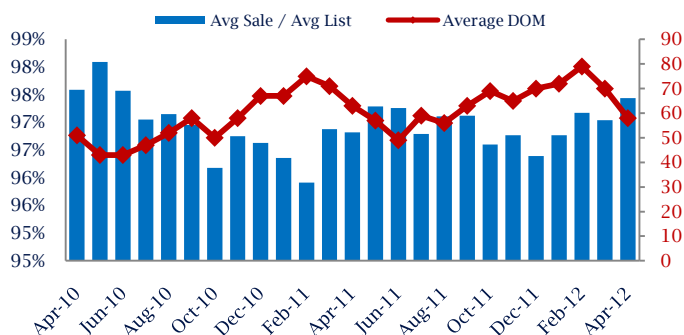
New Listings & Current Contracts

This month there were 1,466 homes newly listed for sale in Montgomery County compared to 1,756 in April 2011, a decrease of 17%. There were 1,231 current contracts pending sale this April compared to 970 a year ago. The number of current contracts is 27% 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 Montgomery County was 97.4% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 58, lower than the average last year, which was 63, a decrease of 8%.

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