

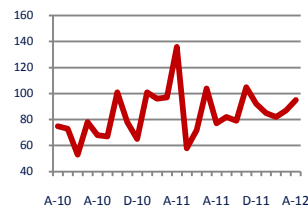
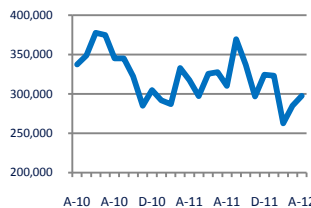
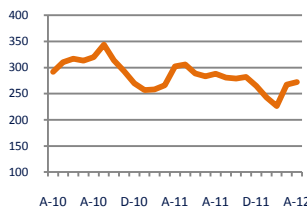
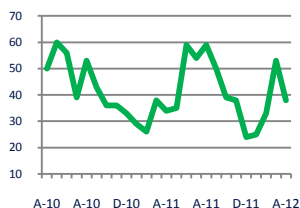


Focus On: Mount Airy, New Market, and Ijamsville Housing Market

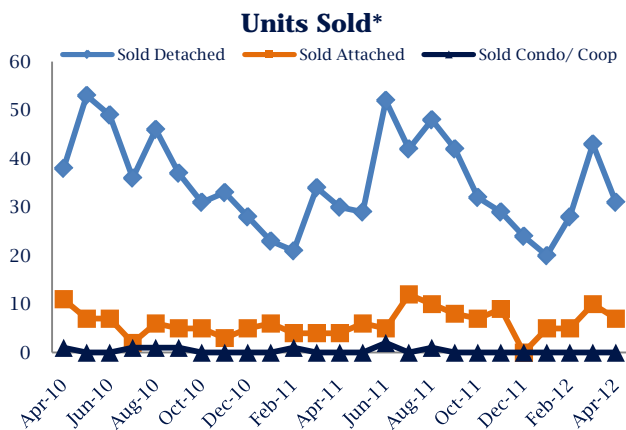
April 2012

Zip Code(s): 21771, 21774, 21754 and 21770

Units Sold 38	Active Inventory 272	Median Sale Price \$297,500	Days On Market 95
--------------------------------	---------------------------------------	--	------------------------------------



Up 12% Vs. Year Ago	Down -10% Vs. Year Ago	Down -6% Vs. Year Ago	Down -30% Vs. Year Ago
-------------------------------	----------------------------------	---------------------------------	----------------------------------

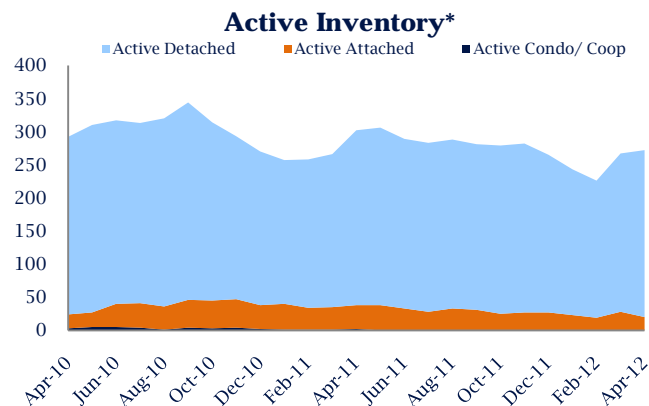


Units Sold

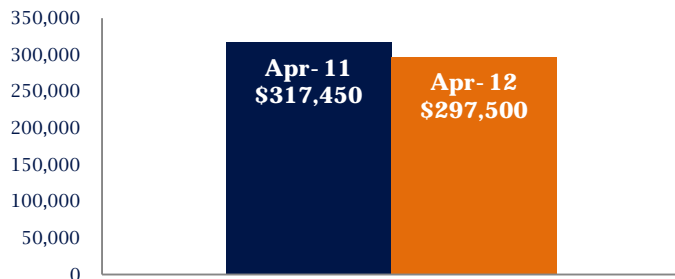
There was a decrease in total units sold in April, with 38 sold this month in Mount Airy, New Market, and Ijamsville versus 53 last month, a decrease of 28%. This month's total units sold was higher than at this time last year, an increase of 12% versus April 2011.

Active Inventory

Versus last year, the total number of homes available this month is lower by 30 units or 10%. The total number of active inventory this April was 272 compared to 302 in April 2011. This month's total of 272 is higher than the previous month's total supply of available inventory of 267, an increase of 2%.



Median Sale Price



Median Sale Price

Last April, the median sale price for Mount Airy, New Market, and Ijamsville Homes was \$317,450. This April, the median sale price was \$297,500, a decrease of 6% or \$19,950 compared to last year. The current median sold price is 4% 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.

Mount Airy, New Market, and Ijamsville are defined as properties listed in zip code/s 21771, 21774, 21754 and 21770.

*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.



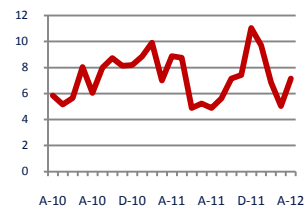
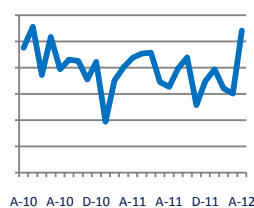
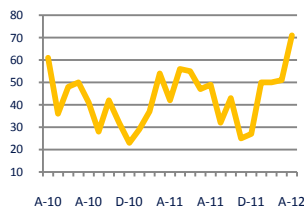
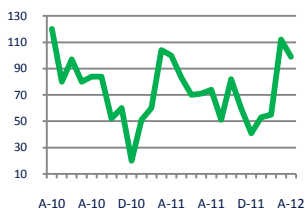


Focus On: Mount Airy, New Market, and Ijamsville Housing Market

April 2012

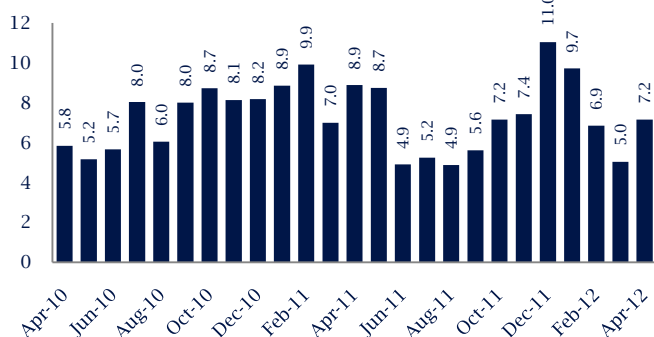
Zip Code(s): 21771, 21774, 21754 and 21770

New Listings 99	Current Contracts 71	Sold Vs. List Price 98.4%	Months of Supply 7.2
---------------------------	--------------------------------	-------------------------------------	--------------------------------



Down - 1% Vs. Year Ago	Up 69% Vs. Year Ago	Up 1.1% Vs. Year Ago	Down - 19% Vs. Year Ago
----------------------------------	-------------------------------	--------------------------------	-----------------------------------

Months Of Supply



Months of Supply

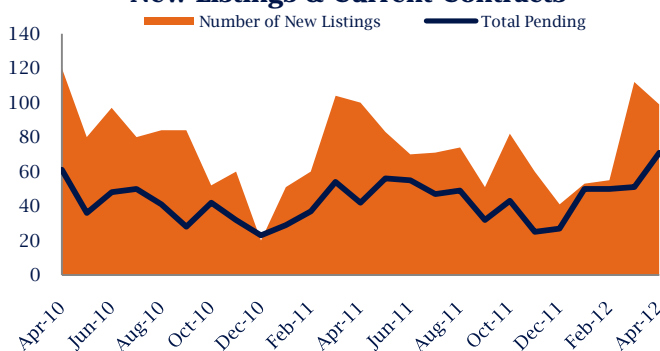
In April, there was 7.2 months of supply available in Mount Airy, New Market, and Ijamsville, compared to 8.9 in April 2011. That is a decrease of 19% versus a year ago.

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.

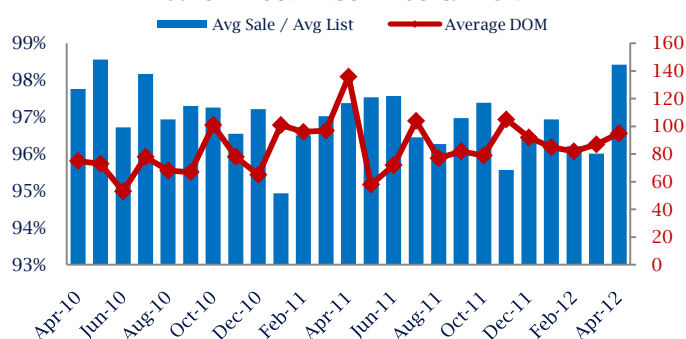
New Listings & Current Contracts

This month there were 99 homes newly listed for sale in Mount Airy, New Market, and Ijamsville compared to 100 in April 2011, a decrease of 1%. There were 71 current contracts pending sale this April compared to 42 a year ago. The number of current contracts is 69% 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 Mount Airy, New Market, and Ijamsville was 98.4% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 95, lower than the average last year, which was 136, a decrease of 30%.

Mount Airy, New Market, and Ijamsville are defined as properties listed in zip code/s 21771, 21774, 21754 and 21770.

*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.

