



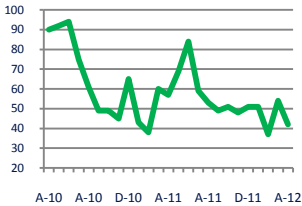
Focus On: North Potomac Housing Market

April 2012

Zip Code(s): 20878

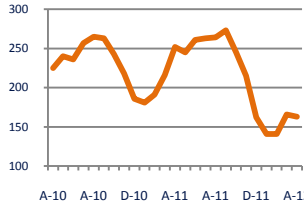
Units Sold

42



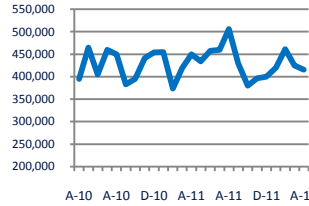
Active Inventory

163



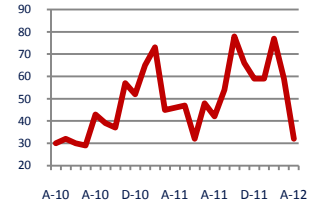
Median Sale Price

\$415,500



Days On Market

32



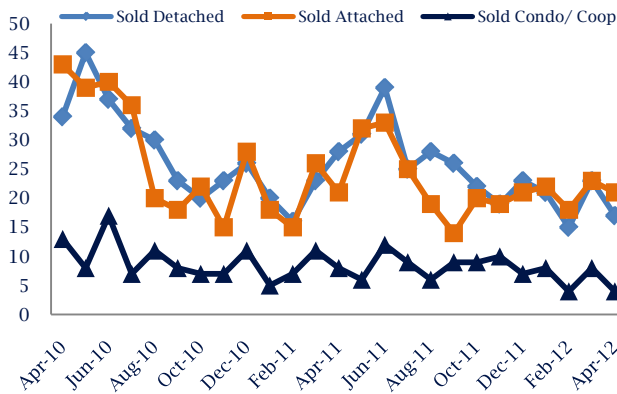
Down -26%
Vs. Year Ago

Down -35%
Vs. Year Ago

Down -8%
Vs. Year Ago

Down -30%
Vs. Year Ago

Units Sold*



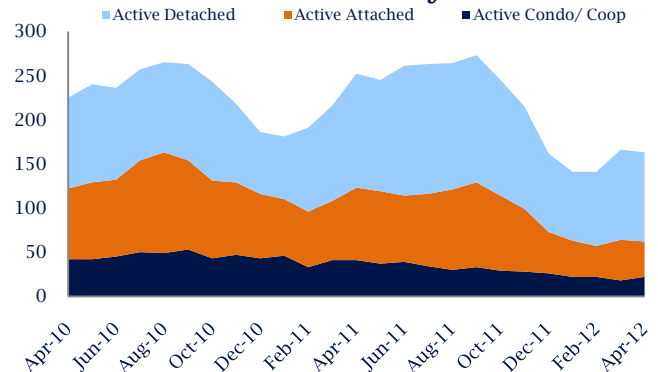
Units Sold

There was a decrease in total units sold in April, with 42 sold this month in North Potomac versus 54 last month, a decrease of 22%. This month's total units sold was lower than at this time last year, a decrease of 26% versus April 2011.

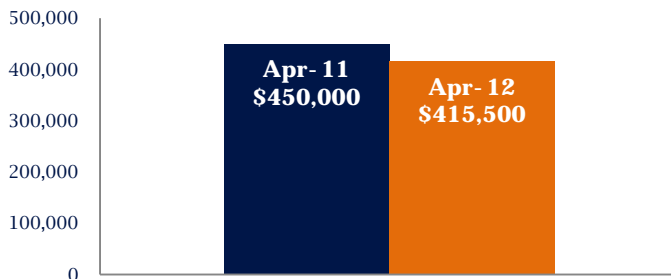
Active Inventory

Versus last year, the total number of homes available this month is lower by 89 units or 35%. The total number of active inventory this April was 163 compared to 252 in April 2011. This month's total of 163 is lower than the previous month's total supply of available inventory of 166, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for North Potomac Homes was \$450,000. This April, the median sale price was \$415,500, a decrease of 8% or \$34,500 compared to last year. The current median sold price is 2% 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.

North Potomac are defined as properties listed in zip code/s 20878.

*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.





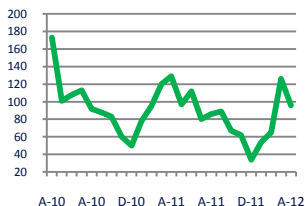
Focus On: North Potomac Housing Market

April 2012

Zip Code(s): 20878

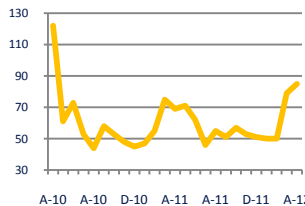
New Listings

96



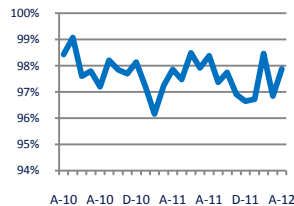
Current Contracts

85



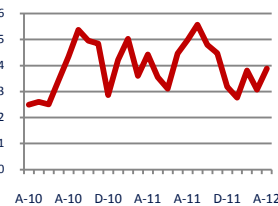
Sold Vs. List Price

97.9%



Months of Supply

3.9



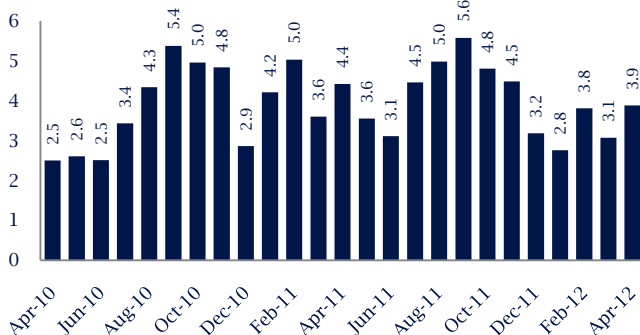
Down -26%
Vs. Year Ago

Up 23%
Vs. Year Ago

No Change
Vs. Year Ago

Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

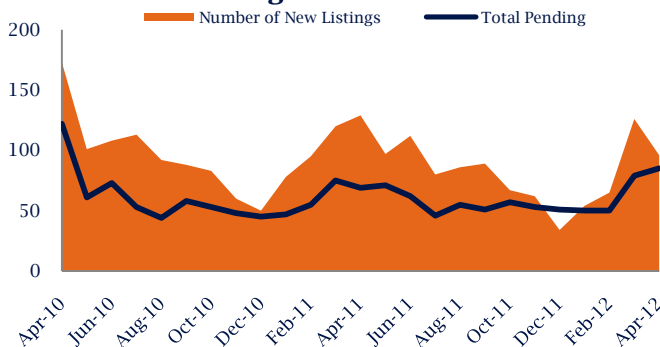
In April, there was 3.9 months of supply available in North Potomac, compared to 4.4 in April 2011. That is a decrease of 12% versus a year ago.

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.

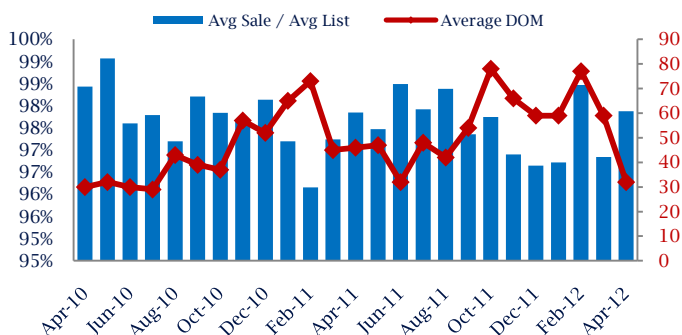
New Listings & Current Contracts

This month there were 96 homes newly listed for sale in North Potomac compared to 129 in April 2011, a decrease of 26%. There were 85 current contracts pending sale this April compared to 69 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 North Potomac was 97.9% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 32, lower than the average last year, which was 46, a decrease of 30%.

North Potomac are defined as properties listed in zip code/s 20878.

*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.

