

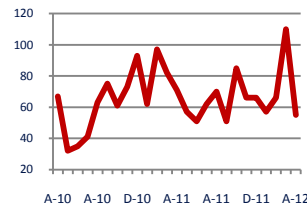
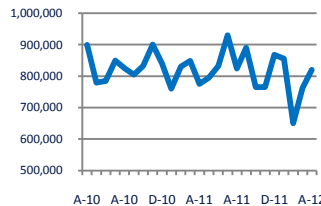
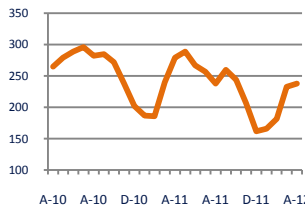
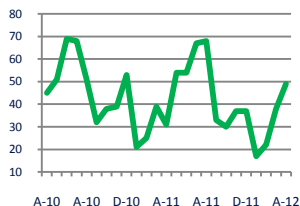


Focus On: Potomac Housing Market

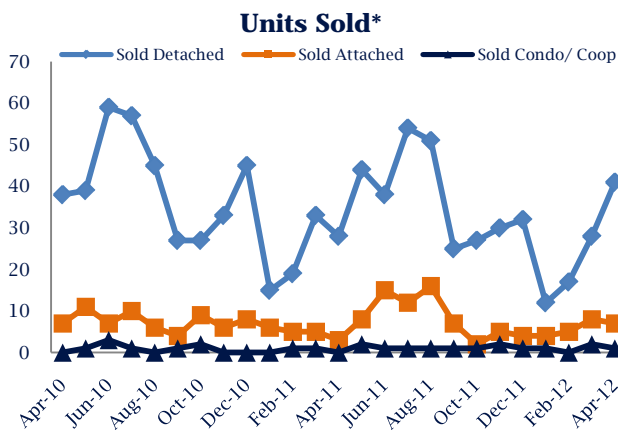
April 2012

Zip Code(s): 20854

Units Sold 49	Active Inventory 238	Median Sale Price \$820,000	Days On Market 55
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Up Vs. Year Ago	Down - 15% Vs. Year Ago	Up 6% Vs. Year Ago	Down - 23% Vs. Year Ago
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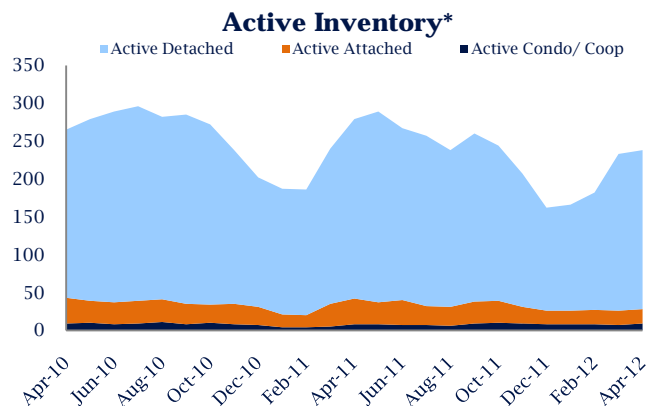


Units Sold

There was an increase in total units sold in April, with 49 sold this month in Potomac. This month's total units sold was higher than at this time last year.

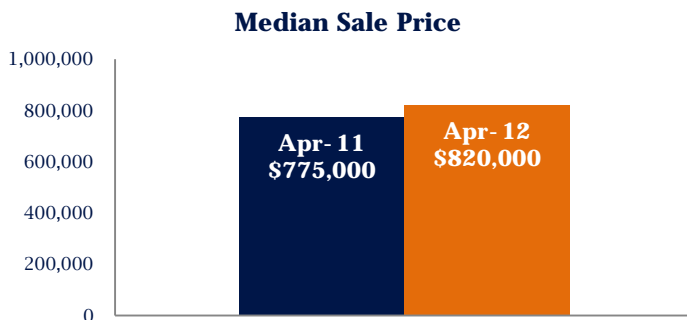
Active Inventory

Versus last year, the total number of homes available this month is lower by 41 units or 15%. The total number of active inventory this April was 238 compared to 279 in April 2011. This month's total of 238 is higher than the previous month's total supply of available inventory of 233, an increase of 2%.



Median Sale Price

Last April, the median sale price for Potomac Homes was \$775,000. This April, the median sale price was \$820,000, an increase of 6% or \$45,000 compared to last year. The current median sold price is 8% 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.

Potomac are defined as properties listed in zip code/s 20854.

*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.





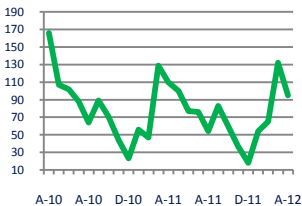
Focus On: Potomac Housing Market

April 2012

Zip Code(s): 20854

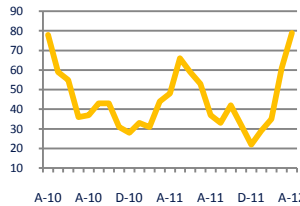
New Listings

95



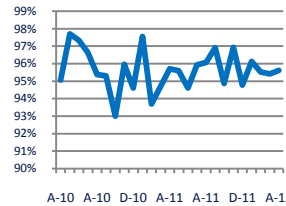
Current Contracts

79



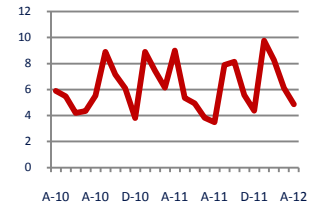
Sold Vs. List Price

95.6%



Months of Supply

4.9



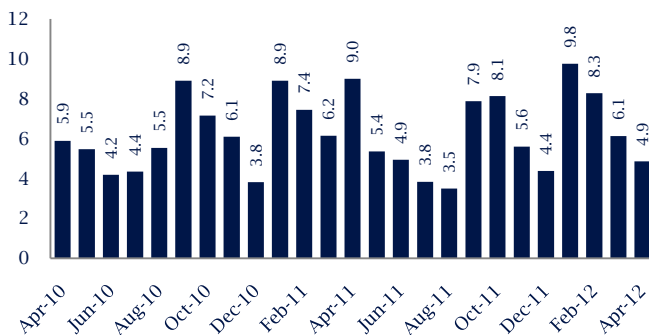
Down - 14%
Vs. Year Ago

Up 65%
Vs. Year Ago

No Change
Vs. Year Ago

Down - 46%
Vs. Year Ago

Months Of Supply



Months of Supply

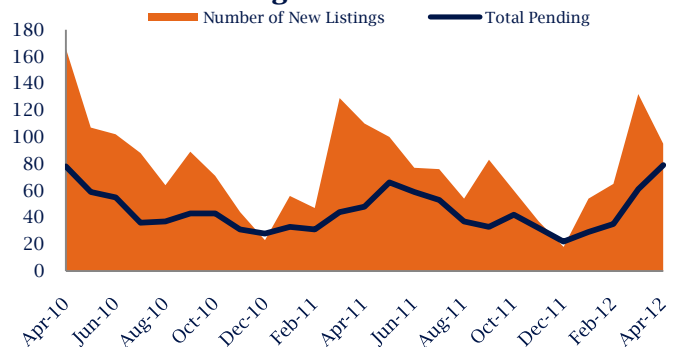
In April, there was 4.9 months of supply available in Potomac, compared to 9.0 in April 2011. That is a decrease of 46% versus a year ago.

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.

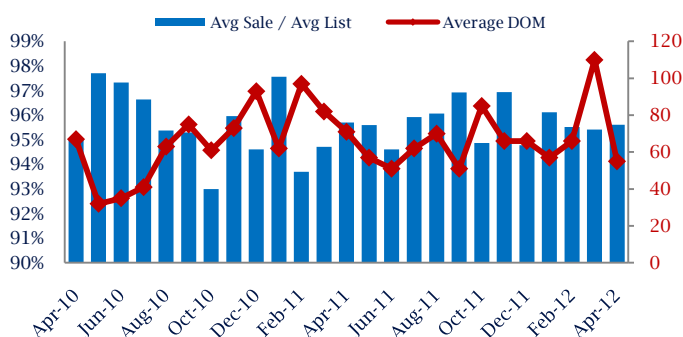
New Listings & Current Contracts

This month there were 95 homes newly listed for sale in Potomac compared to 110 in April 2011, a decrease of 14%. There were 79 current contracts pending sale this April compared to 48 a year ago. The number of current contracts is 65% 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 Potomac was 95.6% 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 55, lower than the average last year, which was 71, a decrease of 23%.

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