

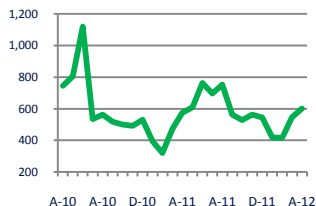


Focus On: Montgomery County Housing Market

April 2012

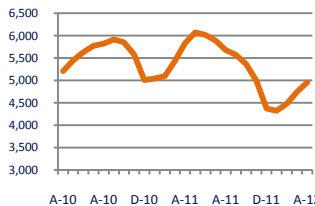
Units Sold

602



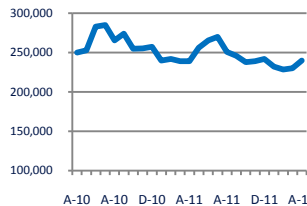
Active Inventory

4,961



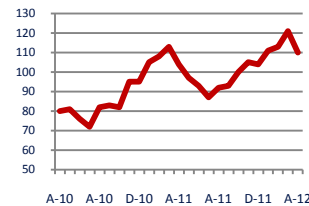
Median Sale Price

\$240,000



Days On Market

110



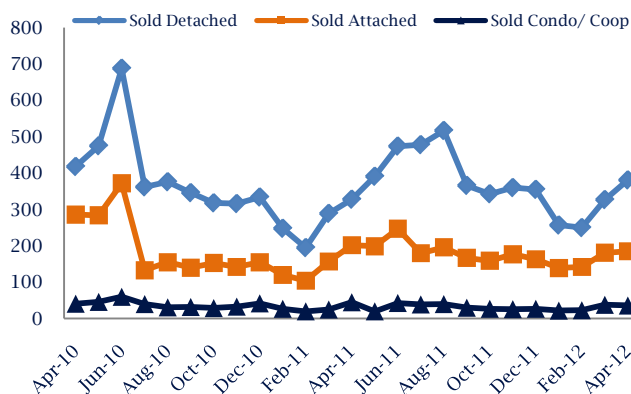
Up 5%
Vs. Year Ago

Down -15%
Vs. Year Ago

No Change
Vs. Year Ago

Up 6%
Vs. Year Ago

Units Sold*



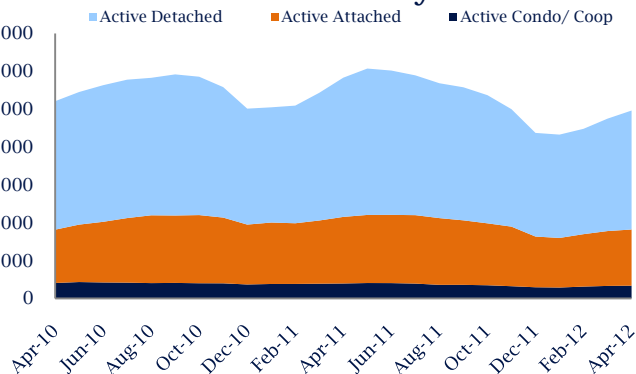
Units Sold

There was an increase in total units sold in April, with 602 sold this month in Montgomery County versus 546 last month, an increase of 10%. This month's total units sold was higher than at this time last year, an increase of 5% versus April 2011.

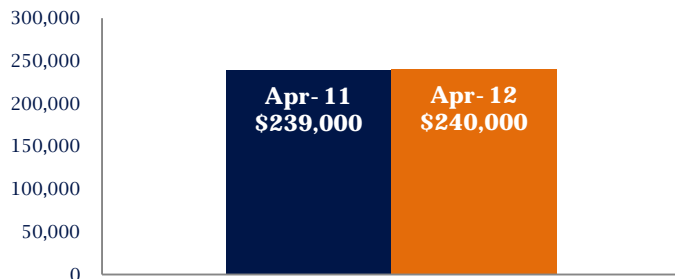
Active Inventory

Versus last year, the total number of homes available this month is lower by 868 units or 15%. The total number of active inventory this April was 4,961 compared to 5,829 in April 2011. This month's total of 4,961 is higher than the previous month's total supply of available inventory of 4,747, an increase of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Montgomery County Homes was \$239,000. This April, the median sale price was \$240,000, which is similar compared to a year ago. 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.

*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 TREND 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 TREND or Long & Foster Real Estate, Inc.



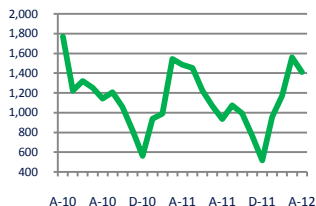


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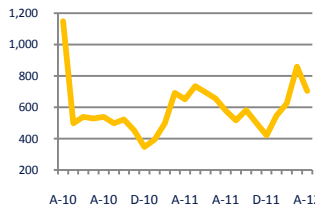
New Listings

1,410



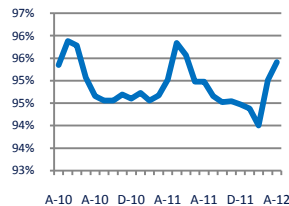
Current Contracts

704



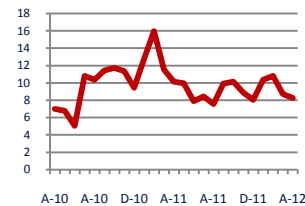
Sold Vs. List Price

95.4%



Months of Supply

8.2



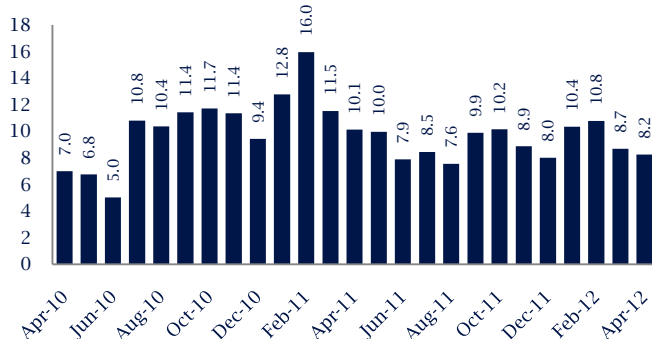
Down -5%
Vs. Year Ago

Up 8%
Vs. Year Ago

No Change
Vs. Year Ago

Down -19%
Vs. Year Ago

Months Of Supply



Months of Supply

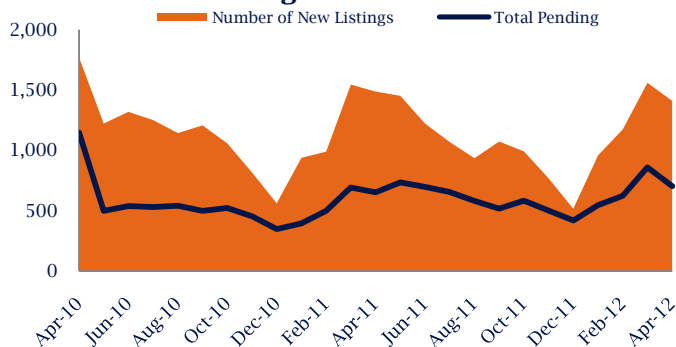
In April, there was 8.2 months of supply available in Montgomery County, compared to 10.1 in April 2011. That is a decrease of 19% versus a year ago.

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.

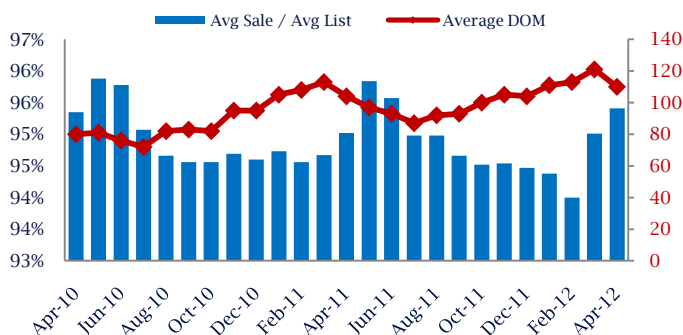
New Listings & Current Contracts

This month there were 1,410 homes newly listed for sale in Montgomery County compared to 1,487 in April 2011, a decrease of 5%. There were 704 current contracts pending sale this April compared to 651 a year ago. The number of current contracts is 8% 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 95.4% 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 110, higher than the average last year, which was 104, an increase of 6%.

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