

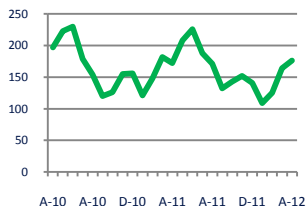


Focus On: Alexandria City Housing Market

April 2012

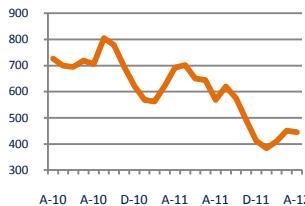
Units Sold

176



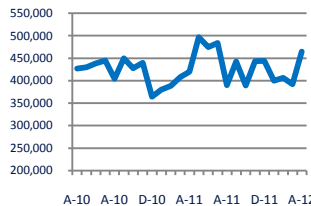
Active Inventory

445



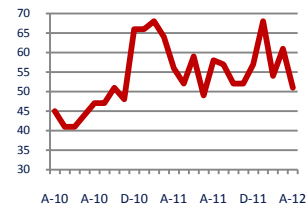
Median Sale Price

\$464,950



Days On Market

51



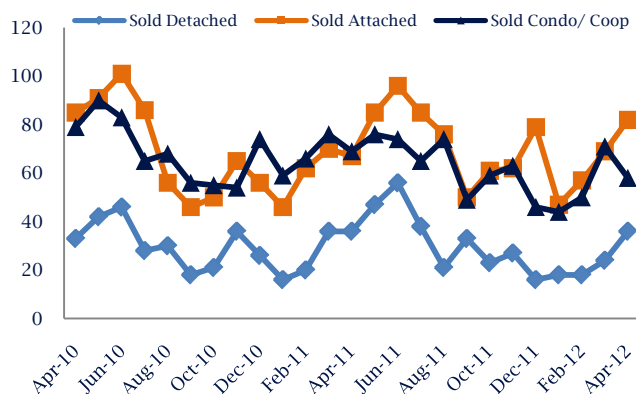
Up 2%
Vs. Year Ago

Down -36%
Vs. Year Ago

Up 11%
Vs. Year Ago

Down -9%
Vs. Year Ago

Units Sold*



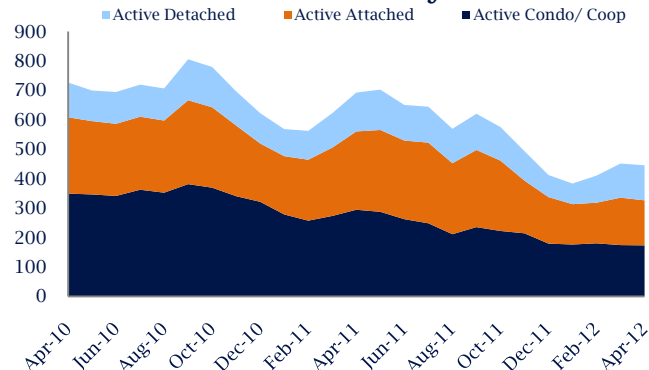
Units Sold

There was an increase in total units sold in April, with 176 sold this month in Alexandria City versus 164 last month, an increase of 7%. This month's total units sold was higher than at this time last year, an increase of 2% versus April 2011.

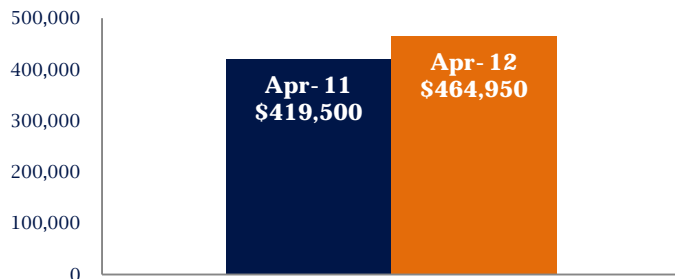
Active Inventory

Versus last year, the total number of homes available this month is lower by 247 units or 36%. The total number of active inventory this April was 445 compared to 692 in April 2011. This month's total of 445 is lower than the previous month's total supply of available inventory of 451, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Alexandria City Homes was \$419,500. This April, the median sale price was \$464,950, an increase of 11% or \$45,450 compared to last year. The current median sold price is 19% 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.



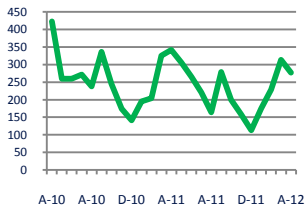


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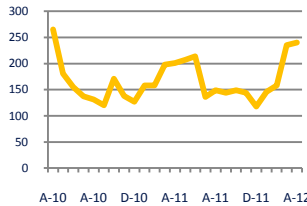
New Listings

277



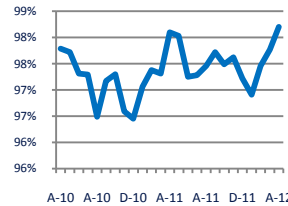
Current Contracts

240



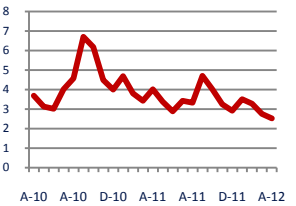
Sold Vs. List Price

98.2%



Months of Supply

2.5



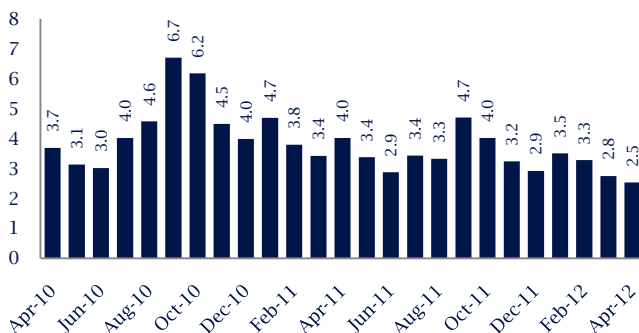
Down - 19%
Vs. Year Ago

Up 19%
Vs. Year Ago

No Change
Vs. Year Ago

Down - 37%
Vs. Year Ago

Months Of Supply



Months of Supply

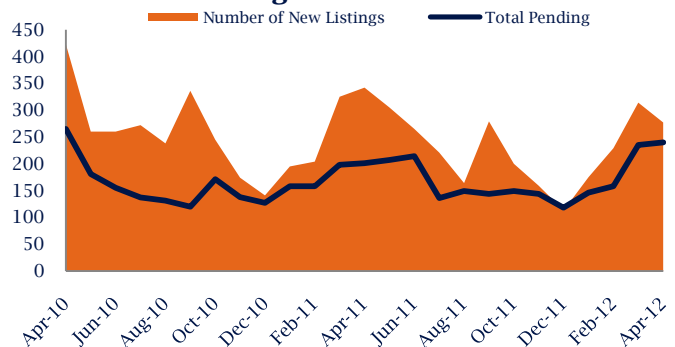
In April, there was 2.5 months of supply available in Alexandria City, compared to 4.0 in April 2011. That is a decrease of 37% versus a year ago.

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.

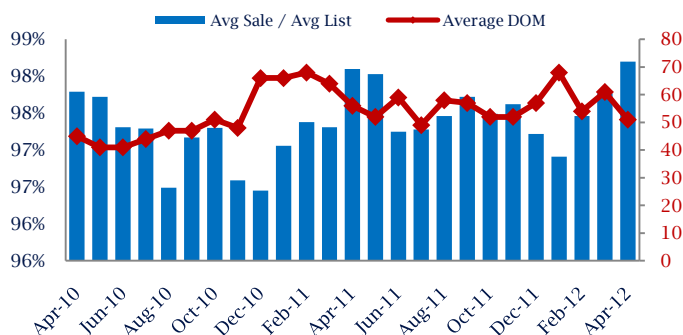
New Listings & Current Contracts

This month there were 277 homes newly listed for sale in Alexandria City compared to 342 in April 2011, a decrease of 19%. There were 240 current contracts pending sale this April compared to 201 a year ago. The number of current contracts is 19% 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 Alexandria City was 98.2% 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 51, lower than the average last year, which was 56, a decrease of 9%.

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