

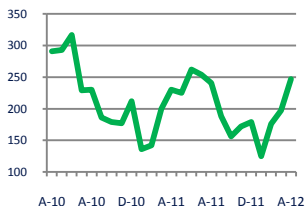


Focus On: Arlington County Housing Market

April 2012

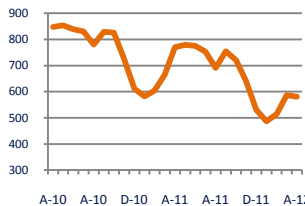
Units Sold

247



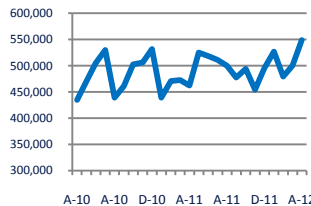
Active Inventory

581



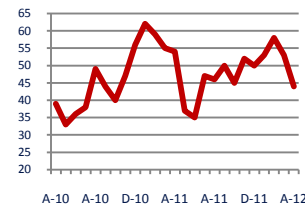
Median Sale Price

\$549,000



Days On Market

44



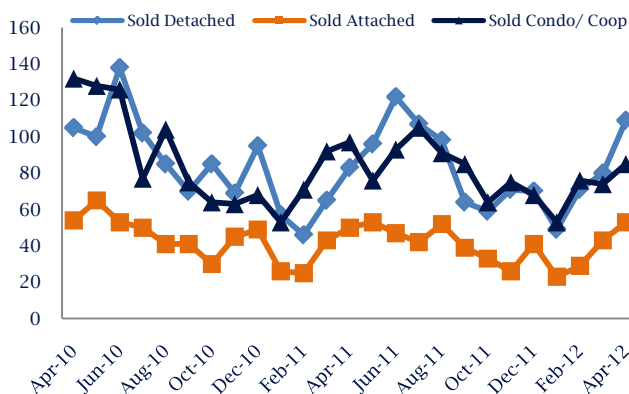
Up 7%
Vs. Year Ago

Down -25%
Vs. Year Ago

Up 19%
Vs. Year Ago

Down -19%
Vs. Year Ago

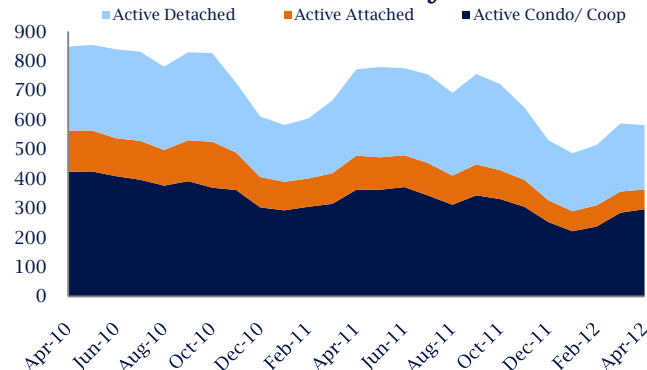
Units Sold*



Units Sold

There was an increase in total units sold in April, with 247 sold this month in Arlington County versus 197 last month, an increase of 25%. This month's total units sold was higher than at this time last year, an increase of 7% versus April 2011.

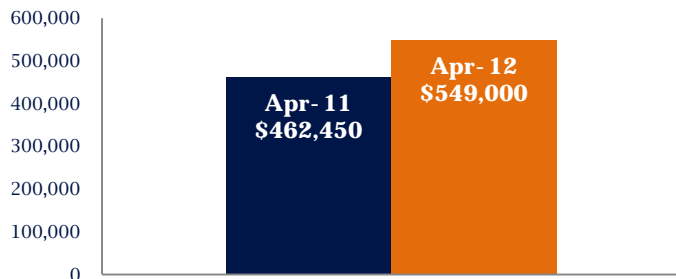
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 190 units or 25%. The total number of active inventory this April was 581 compared to 771 in April 2011. This month's total of 581 is lower than the previous month's total supply of available inventory of 587, a decrease of 1%.

Median Sale Price



Median Sale Price

Last April, the median sale price for Arlington County Homes was \$462,450. This April, the median sale price was \$549,000, an increase of 19% or \$86,550 compared to last year. The current median sold price is 10% 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.



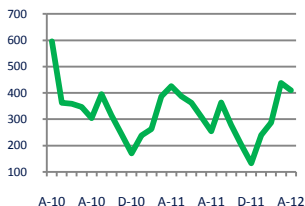


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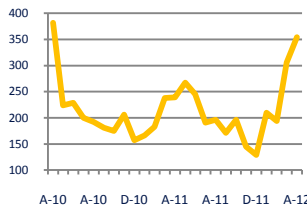
New Listings

410



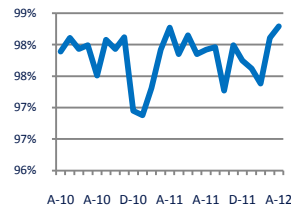
Current Contracts

354



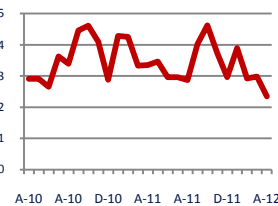
Sold Vs. List Price

98.3%



Months of Supply

2.4



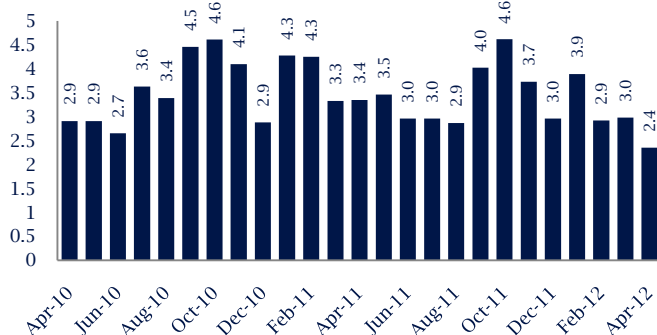
Down -4%
Vs. Year Ago

Up 48%
Vs. Year Ago

No Change
Vs. Year Ago

Down -30%
Vs. Year Ago

Months Of Supply



Months of Supply

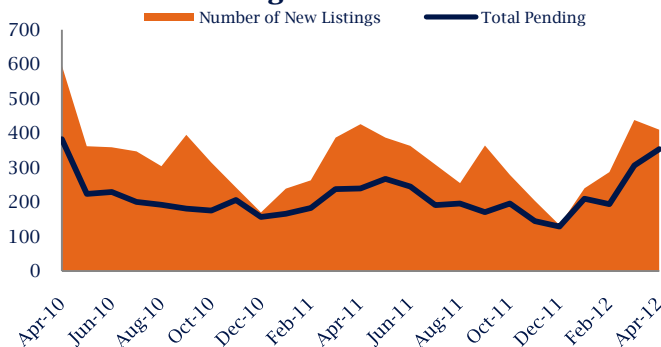
In April, there was 2.4 months of supply available in Arlington County, compared to 3.4 in April 2011. That is a decrease of 30% versus a year ago.

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.

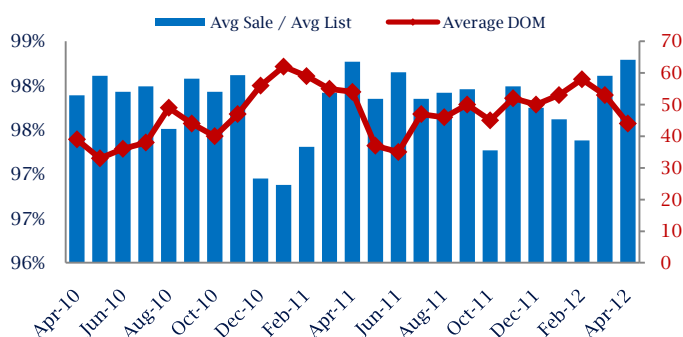
New Listings & Current Contracts

This month there were 410 homes newly listed for sale in Arlington County compared to 426 in April 2011, a decrease of 4%. There were 354 current contracts pending sale this April compared to 239 a year ago. The number of current contracts is 48% 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 Arlington County was 98.3% 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 44, lower than the average last year, which was 54, a decrease of 19%.

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