

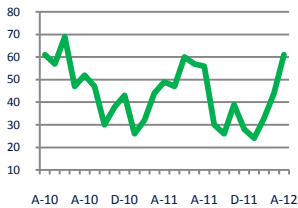


Focus On: Burke Housing Market

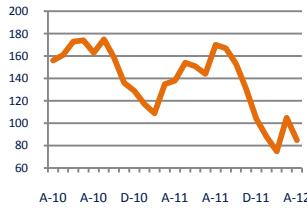
April 2012

Zip Code(s): 22015

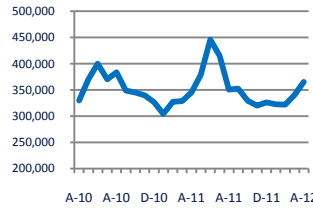
Units Sold
61



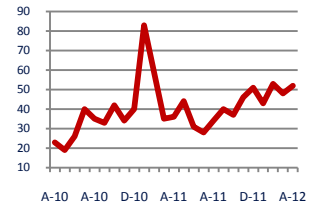
Active Inventory
85



Median Sale Price
\$365,000



Days On Market
52

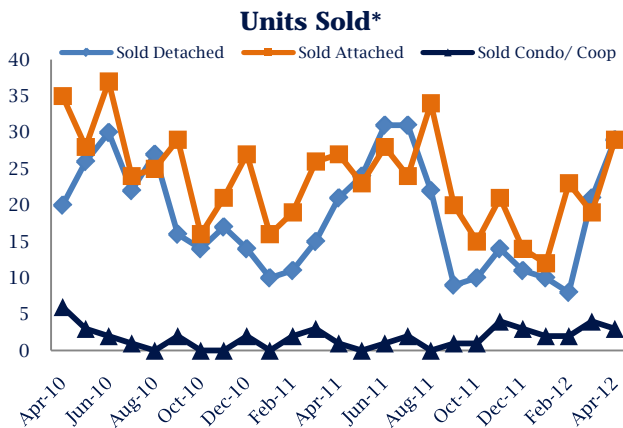


Up
Vs. Year Ago

Down - 38%
Vs. Year Ago

Up 6%
Vs. Year Ago

Up 44%
Vs. Year Ago

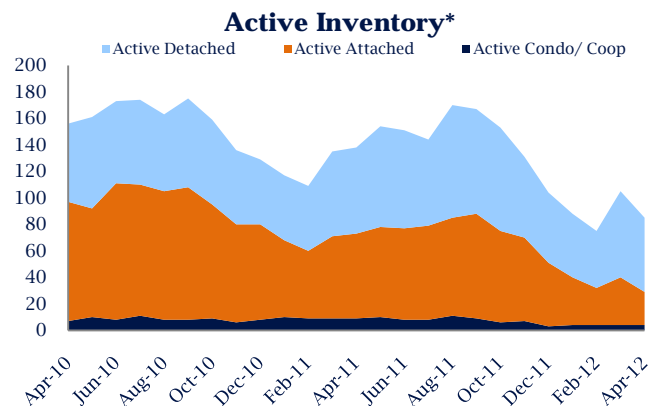


Units Sold

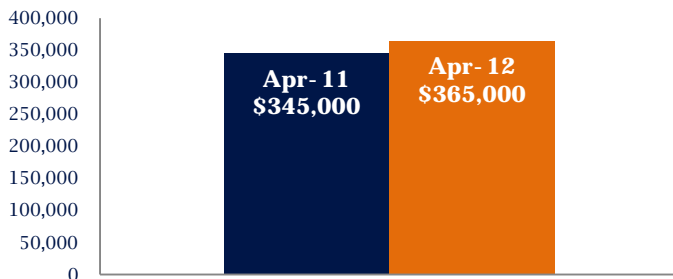
There was an increase in total units sold in April, with 61 sold this month in Burke. This month's total units sold was higher than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 53 units or 38%. The total number of active inventory this April was 85 compared to 138 in April 2011. This month's total of 85 is lower than the previous month's total supply of available inventory of 105, a decrease of 19%.



Median Sale Price



Median Sale Price

Last April, the median sale price for Burke Homes was \$345,000. This April, the median sale price was \$365,000, an increase of 6% or \$20,000 compared to last year. The current median sold price is 7% 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.

Burke are defined as properties listed in zip code/s 22015.

*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.





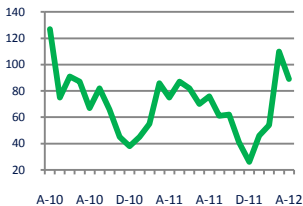
Focus On: Burke Housing Market

April 2012

Zip Code(s): 22015

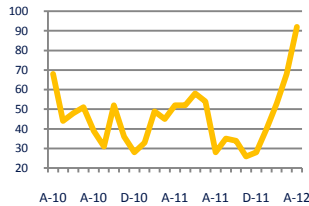
New Listings

89



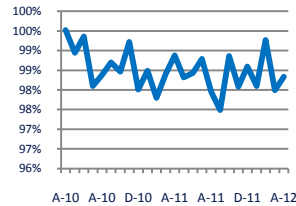
Current Contracts

92



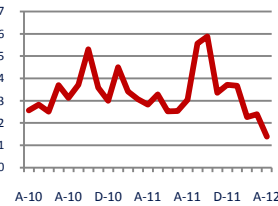
Sold Vs. List Price

98.3%



Months of Supply

1.4



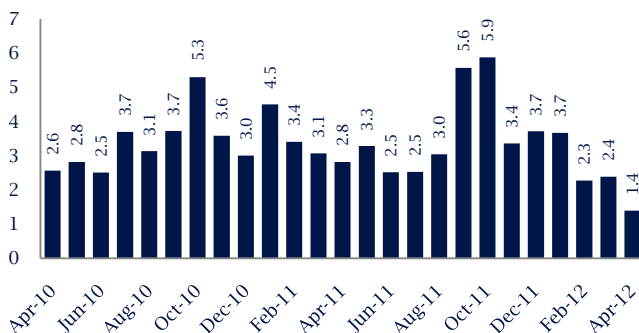
Up 19%
Vs. Year Ago

Up 77%
Vs. Year Ago

Down -0.6%
Vs. Year Ago

Down -51%
Vs. Year Ago

Months Of Supply



Months of Supply

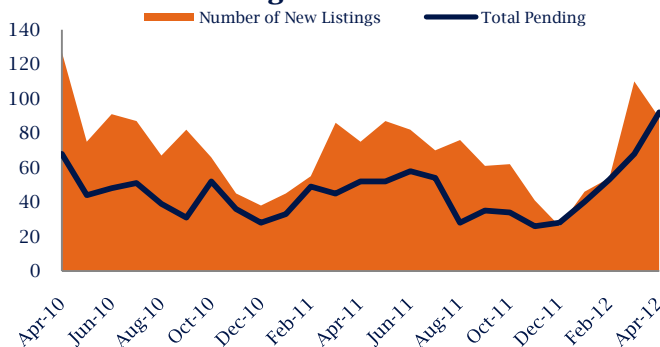
In April, there was 1.4 months of supply available in Burke, compared to 2.8 in April 2011. That is a decrease of 51% versus a year ago.

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.

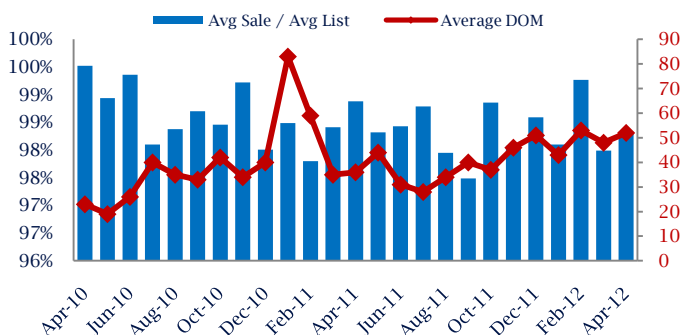
New Listings & Current Contracts

This month there were 89 homes newly listed for sale in Burke compared to 75 in April 2011, an increase of 19%. There were 92 current contracts pending sale this April compared to 52 a year ago. The number of current contracts is 77% 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 Burke was 98.3% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 52, higher than the average last year, which was 36, an increase of 44%.

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