

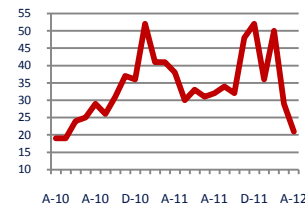
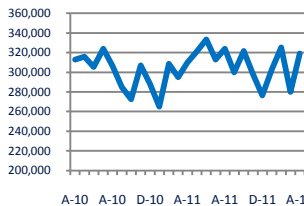
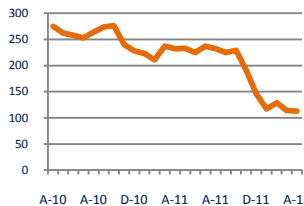
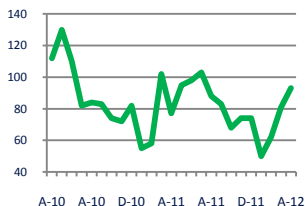


Focus On: Centreville Housing Market

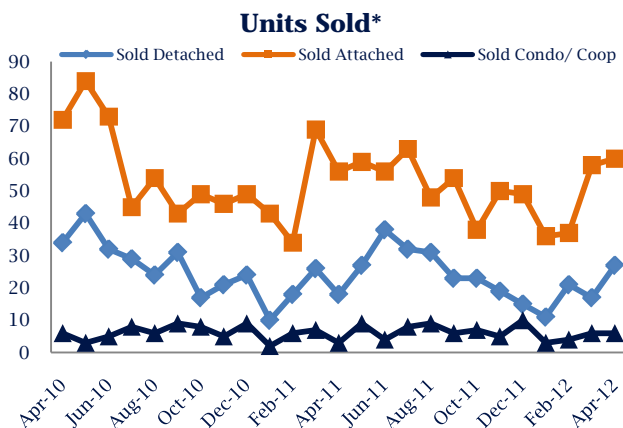
April 2012

Zip Code(s): 20120 and 20121

Units Sold 93	Active Inventory 113	Median Sale Price \$319,000	Days On Market 21
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Up 21% Vs. Year Ago	Down -51% Vs. Year Ago	Up 3% Vs. Year Ago	Down -45% Vs. Year Ago
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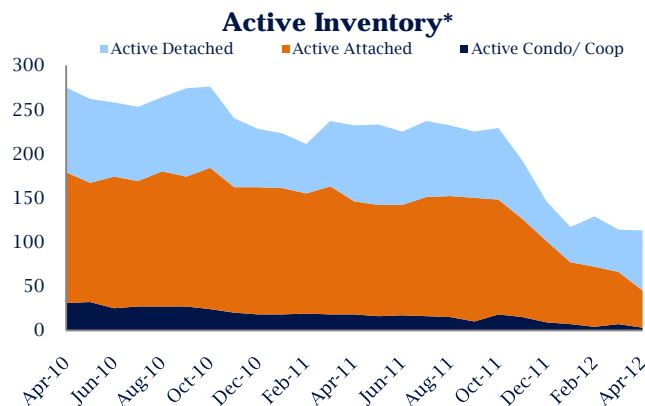


Units Sold

There was an increase in total units sold in April, with 93 sold this month in Centreville versus 81 last month, an increase of 15%. This month's total units sold was higher than at this time last year, an increase of 21% versus April 2011.

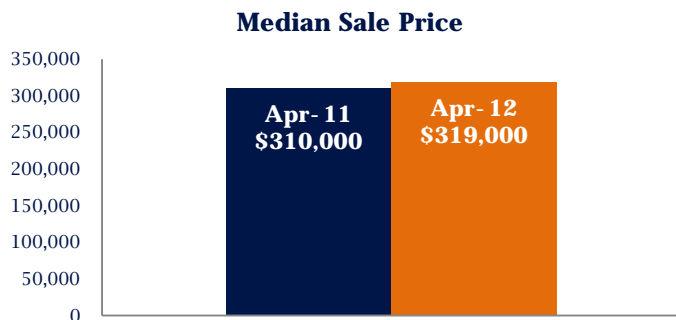
Active Inventory

Versus last year, the total number of homes available this month is lower by 119 units or 51%. The total number of active inventory this April was 113 compared to 232 in April 2011. This month's total of 113 is lower than the previous month's total supply of available inventory of 114, a decrease of 1%.



Median Sale Price

Last April, the median sale price for Centreville Homes was \$310,000. This April, the median sale price was \$319,000, an increase of 3% or \$9,000 compared to last year. The current median sold price is 14% 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.

Centreville are defined as properties listed in zip code/s 20120 and 20121.

*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.





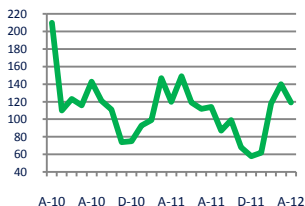
Focus On: Centreville Housing Market

April 2012

Zip Code(s): 20120 and 20121

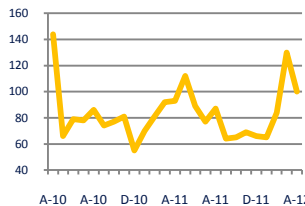
New Listings

119



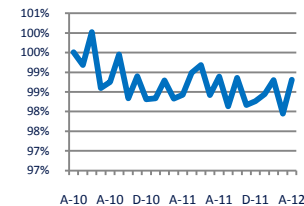
Current Contracts

100



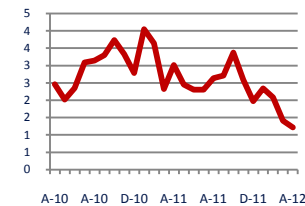
Sold Vs. List Price

98.8%



Months of Supply

1.2



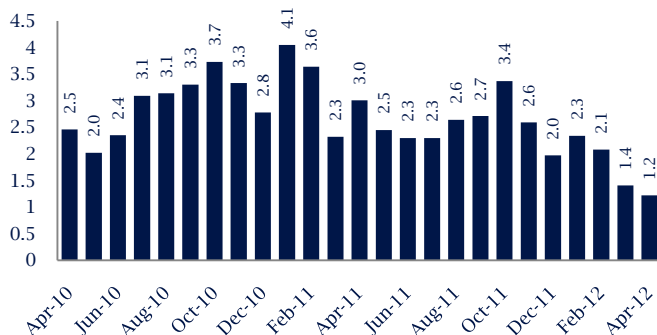
Down - 1%
Vs. Year Ago

Up 8%
Vs. Year Ago

No Change
Vs. Year Ago

Down - 59%
Vs. Year Ago

Months Of Supply



Months of Supply

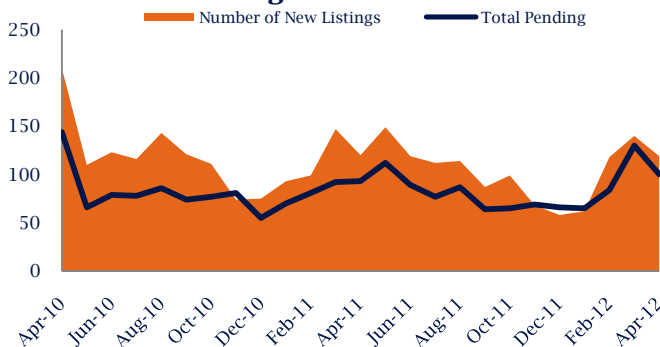
In April, there was 1.2 months of supply available in Centreville, compared to 3.0 in April 2011. That is a decrease of 60% versus a year ago.

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.

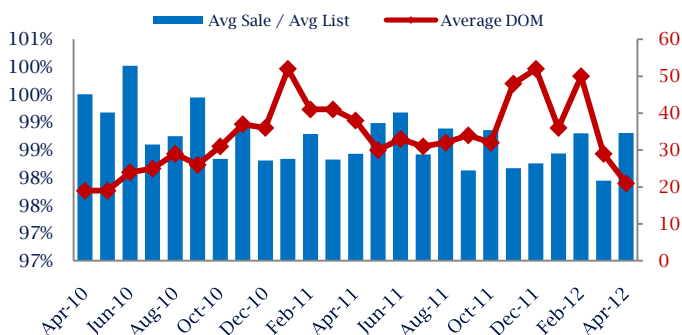
New Listings & Current Contracts

This month there were 119 homes newly listed for sale in Centreville compared to 120 in April 2011, a decrease of 1%. There were 100 current contracts pending sale this April compared to 93 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 Centreville was 98.8% 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 21, lower than the average last year, which was 38, a decrease of 45%.

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