

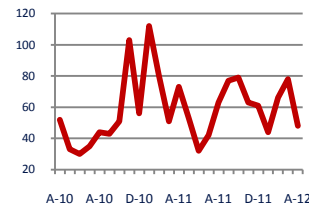
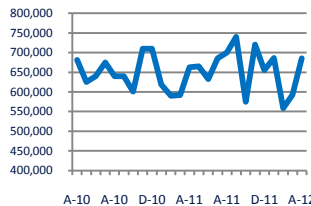
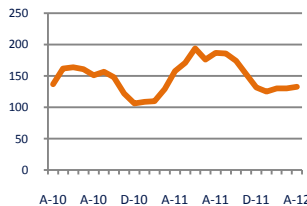
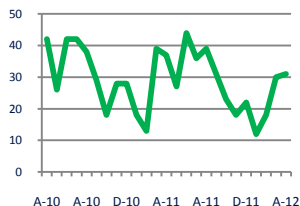


Focus On: Clifton and Fairfax Station Housing Market

April 2012

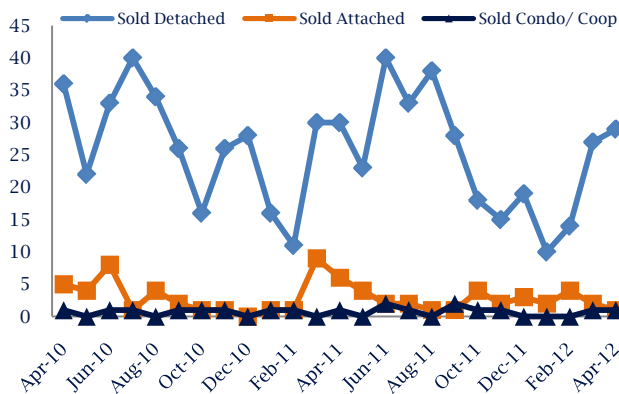
Zip Code(s): 20124 and 22039

Units Sold 31	Active Inventory 133	Median Sale Price \$685,000	Days On Market 48
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Down - 16% Vs. Year Ago	Down - 16% Vs. Year Ago	Up 3% Vs. Year Ago	Down - 34% Vs. Year Ago
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Units Sold*



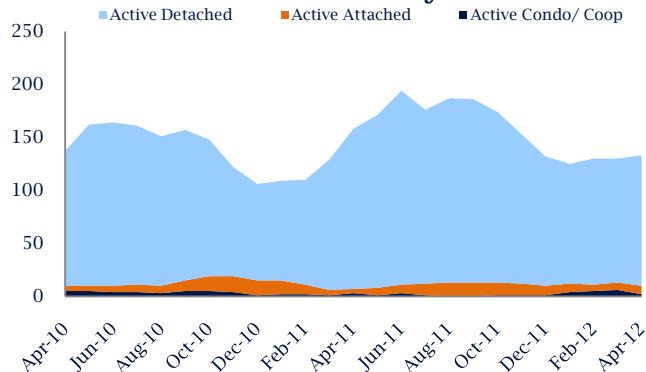
Units Sold

There was an increase in total units sold in April, with 31 sold this month in Clifton and Fairfax Station versus 30 last month, an increase of 3%. This month's total units sold was lower than at this time last year, a decrease of 16% versus April 2011.

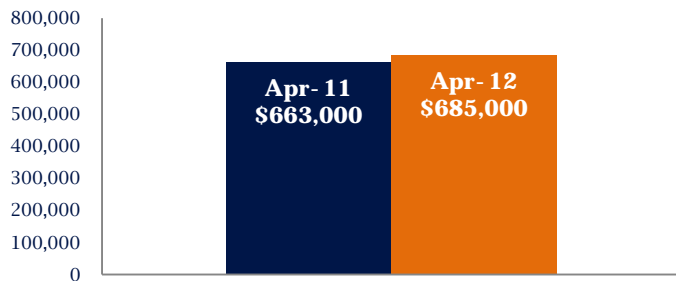
Active Inventory

Versus last year, the total number of homes available this month is lower by 25 units or 16%. The total number of active inventory this April was 133 compared to 158 in April 2011. This month's total of 133 is higher than the previous month's total supply of available inventory of 130, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Clifton and Fairfax Station Homes was \$663,000. This April, the median sale price was \$685,000, an increase of 3% or \$22,000 compared to last year. The current median sold price is 16% 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.

Clifton and Fairfax Station are defined as properties listed in zip code/s 20124 and 22039.

*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.





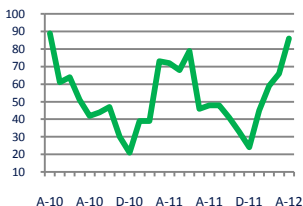
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April 2012

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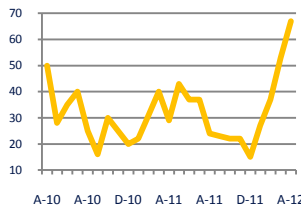
New Listings

86



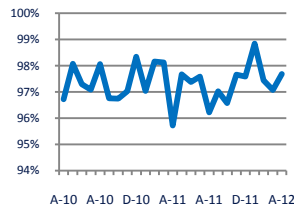
Current Contracts

67



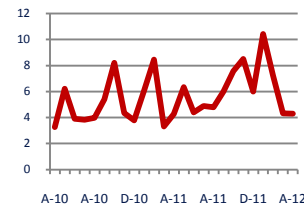
Sold Vs. List Price

97.7%



Months of Supply

4.3



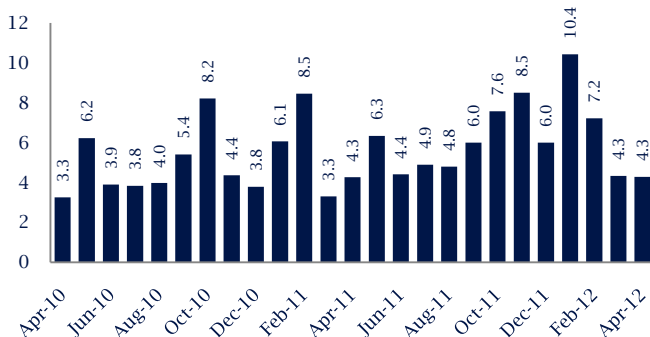
Up 19%
Vs. Year Ago

Up 131%
Vs. Year Ago

Up 2%
Vs. Year Ago

No Change
Vs. Year Ago

Months Of Supply



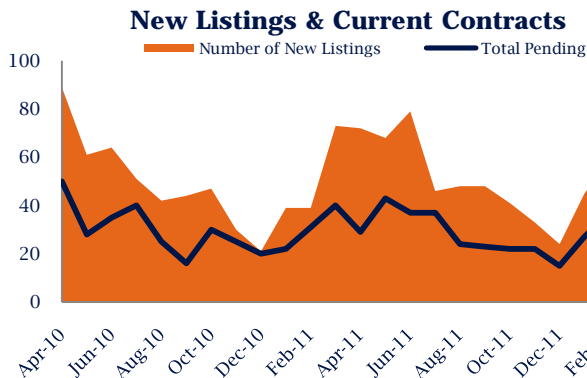
Months of Supply

In April, there was 4.3 months of supply available in Clifton and Fairfax Station. The amount of supply is similar compared to 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 86 homes newly listed for sale in Clifton and Fairfax Station compared to 72 in April 2011, an increase of 19%. There were 67 current contracts pending sale this April compared to 29 a year ago. The number of current contracts is 131% higher than last April.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Clifton and Fairfax Station was 97.7% of the average list price, which is 2.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 48, lower than the average last year, which was 73, a decrease of 34%.

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