

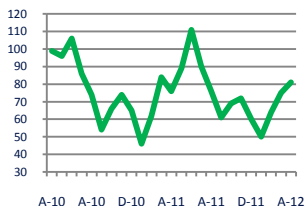


Focus On: West End Housing Market

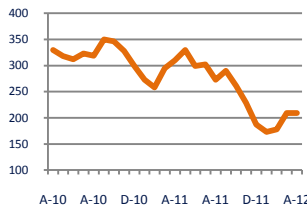
April 2012

Zip Code(s): 22302, 22304 and 22311

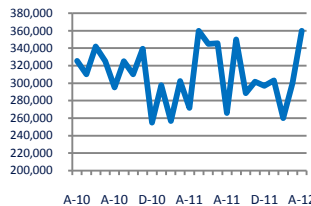
Units Sold
81



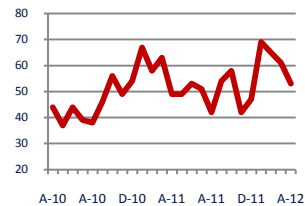
Active Inventory
209



Median Sale Price
\$360,000



Days On Market
53



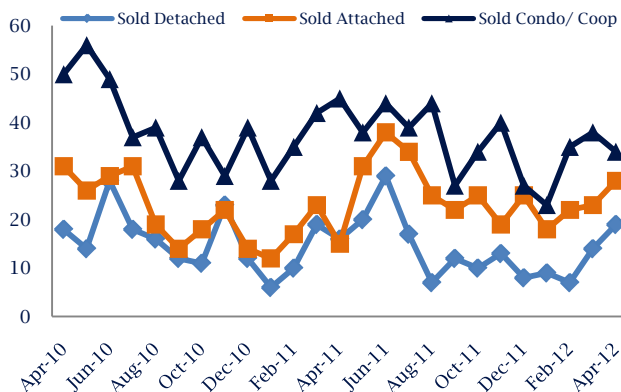
Up 7%
Vs. Year Ago

Down -33%
Vs. Year Ago

Up
Vs. Year Ago

Up 8%
Vs. Year Ago

Units Sold*



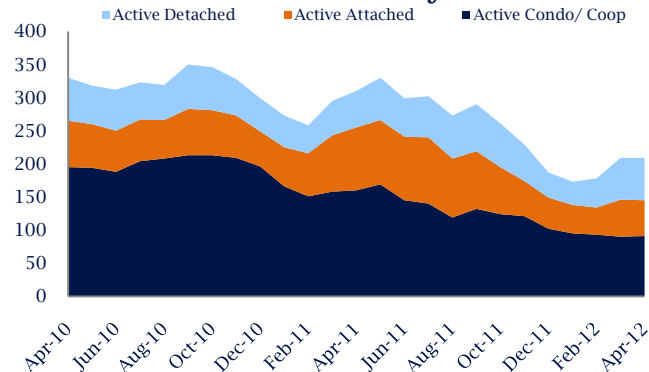
Units Sold

There was an increase in total units sold in April, with 81 sold this month in West End versus 75 last month, an increase of 8%. This month's total units sold was higher than at this time last year, an increase of 7% versus April 2011.

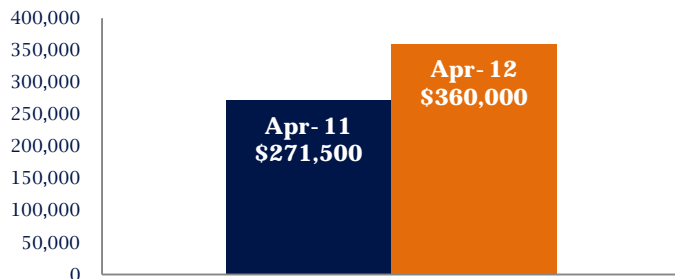
Active Inventory

Versus last year, the total number of homes available this month is lower by 101 units or 33%. The total number of active inventory this April was 209 compared to 310 in April 2011. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for West End Homes was \$271,500. This April, the median sale price was \$360,000, an increase of \$88,500 compared to last year. The current median sold price is 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.

West End are defined as properties listed in zip code/s 22302, 22304 and 22311.

*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.





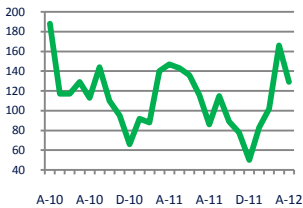
Focus On: West End Housing Market

April 2012

Zip Code(s): 22302, 22304 and 22311

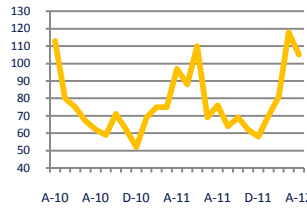
New Listings

129



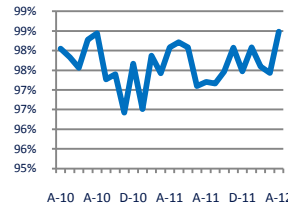
Current Contracts

105



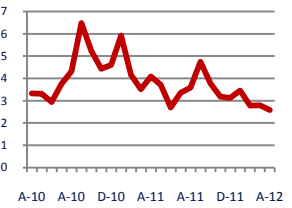
Sold Vs. List Price

98.5%



Months of Supply

2.6



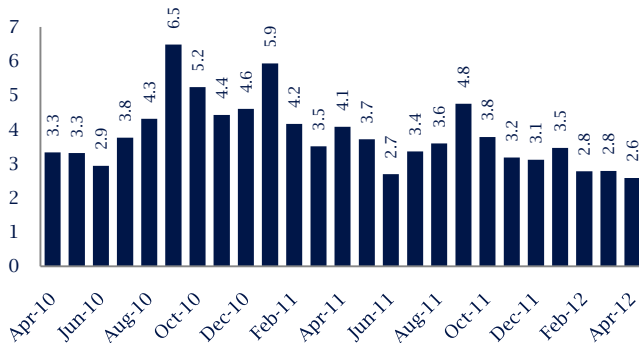
Down -12%
Vs. Year Ago

Up 8%
Vs. Year Ago

No Change
Vs. Year Ago

Down -37%
Vs. Year Ago

Months Of Supply



Months of Supply

In April, there was 2.6 months of supply available in West End, compared to 4.1 in April 2011. That is a decrease of 37% versus a year ago.

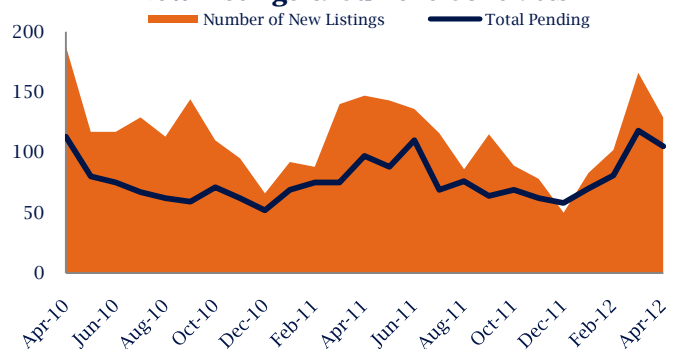
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

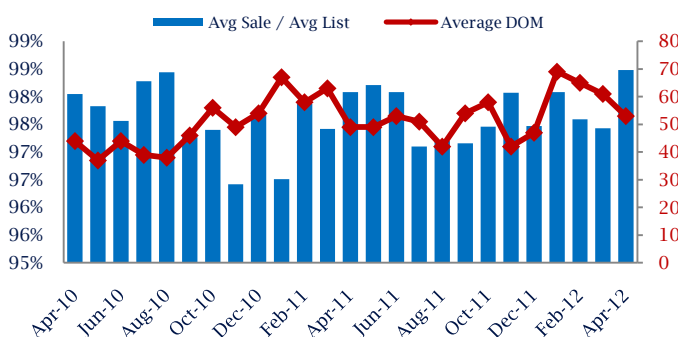
This month there were 129 homes newly listed for sale in West End compared to 147 in April 2011, a decrease of 12%.

There were 105 current contracts pending sale this April compared to 97 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 West End was 98.5% 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 53, higher than the average last year, which was 49, an increase of 8%.

West End are defined as properties listed in zip code/s 22302, 22304 and 22311.

*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.

