

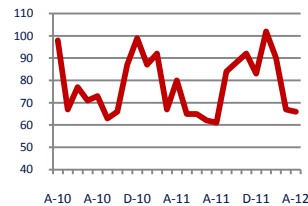
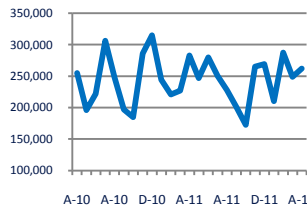
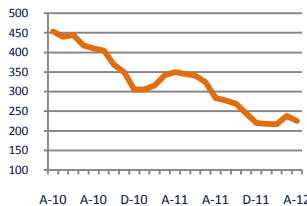
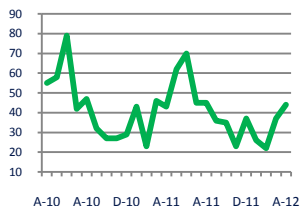


Focus On: Windsor Farms, The Fan, and Museum District Housing Market

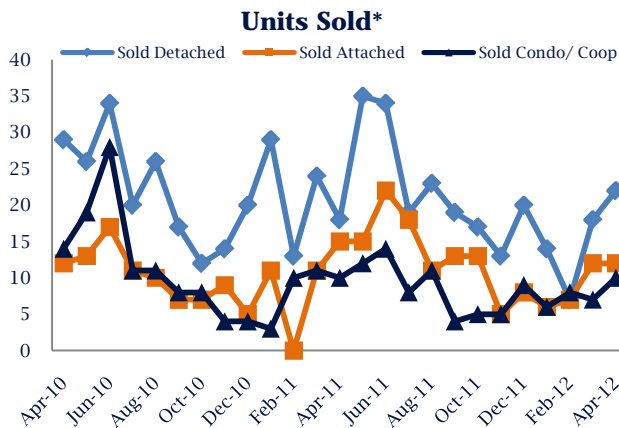
April 2012

Zip Code(s): 23221, 23220, 23241 and 23219

Units Sold 44	Active Inventory 225	Median Sale Price \$262,000	Days On Market 66
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Up 2% Vs. Year Ago	Down -36% Vs. Year Ago	Down -7% Vs. Year Ago	Down -18% Vs. Year Ago
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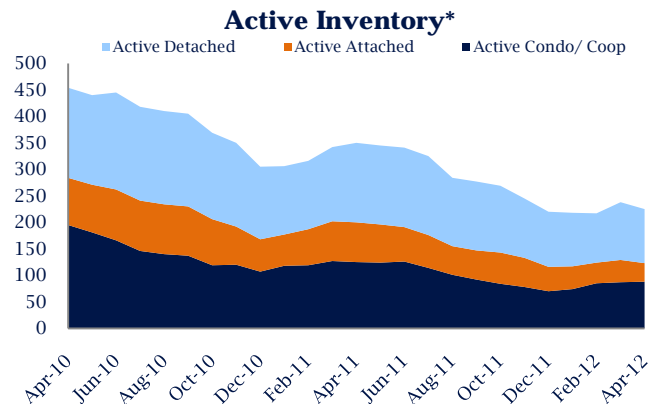


Units Sold

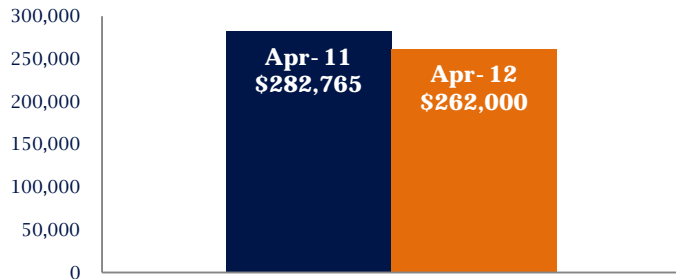
There was an increase in total units sold in April, with 44 sold this month in Windsor Farms, The Fan, and Museum District versus 37 last month, an increase of 19%. This month's total units sold was higher than at this time last year, an increase of 2% versus April 2011.

Active Inventory

Versus last year, the total number of homes available this month is lower by 125 units or 36%. The total number of active inventory this April was 225 compared to 350 in April 2011. This month's total of 225 is lower than the previous month's total supply of available inventory of 238, a decrease of 5%.



Median Sale Price



Median Sale Price

Last April, the median sale price for Windsor Farms, The Fan, and Museum District Homes was \$282,765. This April, the median sale price was \$262,000, a decrease of 7% or \$20,765 compared to last year. The current median sold price is 5% 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.

Windsor Farms, The Fan, and Museum District are defined as properties listed in zip code/s 23221, 23220, 23241 and 23219.

*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 CVRMLS 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 CVRMLS or Long & Foster Real Estate, Inc.



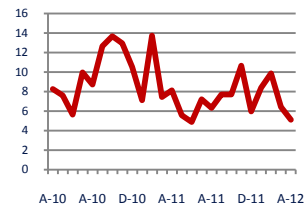
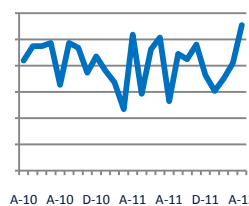
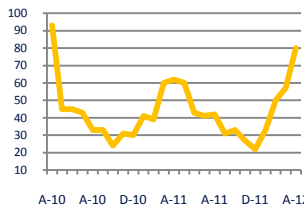
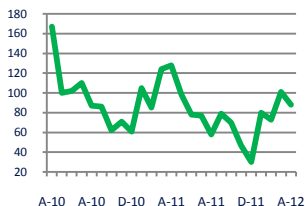


Focus On: Windsor Farms, The Fan, and Museum District Housing Market

April 2012

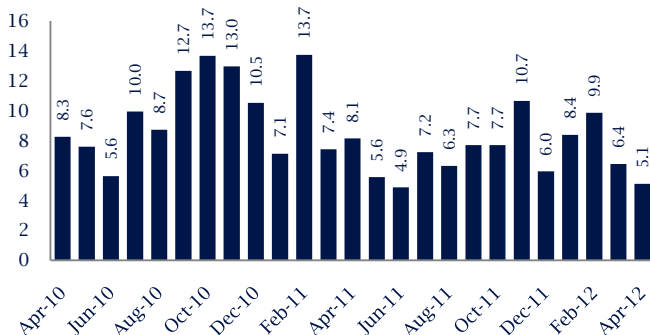
Zip Code(s): 23221, 23220, 23241 and 23219

New Listings 88	Current Contracts 80	Sold Vs. List Price 96.6%	Months of Supply 5.1
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Down -31% Vs. Year Ago	Up 29% Vs. Year Ago	No Change Vs. Year Ago	Down -37% Vs. Year Ago
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Months Of Supply



Months of Supply

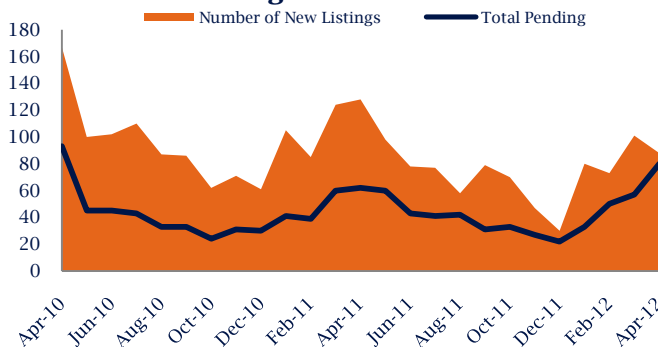
In April, there was 5.1 months of supply available in Windsor Farms, The Fan, and Museum District, compared to 8.1 in April 2011. That is a decrease of 37% versus a year ago.

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.

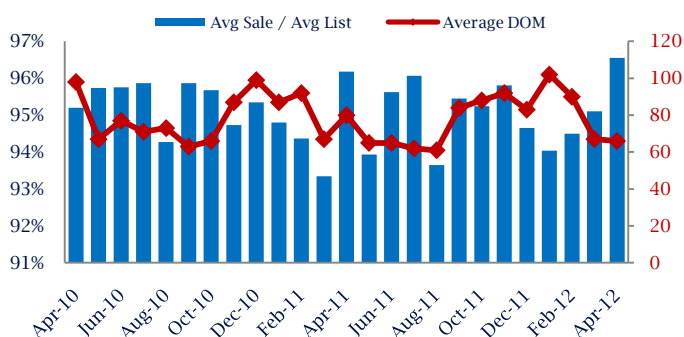
New Listings & Current Contracts

This month there were 88 homes newly listed for sale in Windsor Farms, The Fan, and Museum District compared to 128 in April 2011, a decrease of 31%. There were 80 current contracts pending sale this April compared to 62 a year ago. The number of current contracts is 29% 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 Windsor Farms, The Fan, and Museum District was 96.6% 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 66, lower than the average last year, which was 80, a decrease of 18%.

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