



The Long & Foster[®] Market Minute[™]

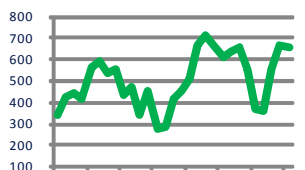


Focus On: Washington DC

May, 2010

Units Sold

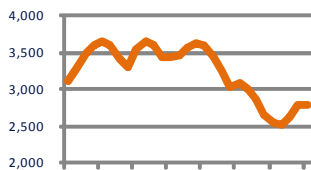
661



J-08 M-08 S-08 J-09 M-09 S-09 J-10 M-10

Active Inventory

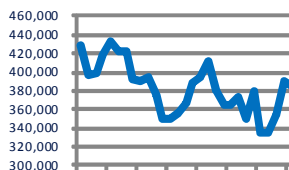
2,783



J-08 M-08 S-08 J-09 M-09 S-09 J-10 M-10

Median Sale Price

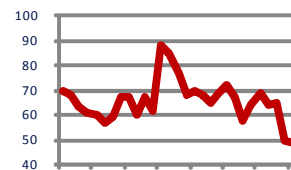
\$387,000



J-08 M-08 S-08 J-09 M-09 S-09 J-10 M-10

Days On Market

49



J-08 M-08 S-08 J-09 M-09 S-09 J-10 M-10

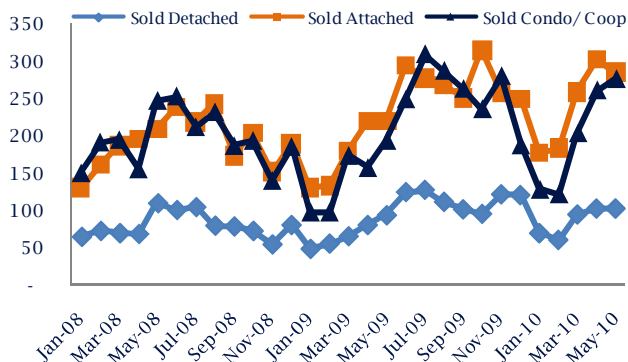
Up 31%
Vs. Year Ago

Down -23%
Vs. Year Ago

Down -2%
Vs. Year Ago

Down -30%
Vs. Year Ago

Units Sold*



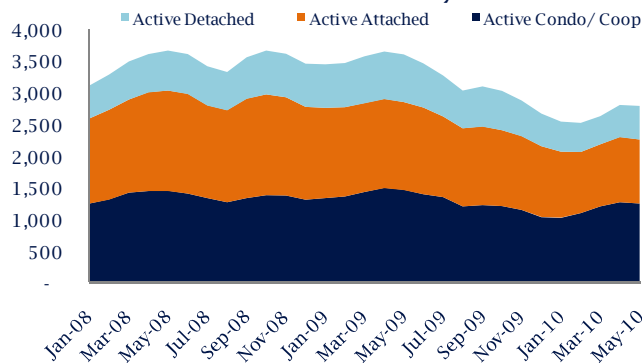
Units Sold

There was a decrease in total units sold in May, with 661 sold this month in Washington DC versus 663 last month, a decrease of 0.3%. This month's total units sold was higher than at this time last year, an increase of 31% versus May, 2009. The current month's total is higher than the twelve month average of 594.

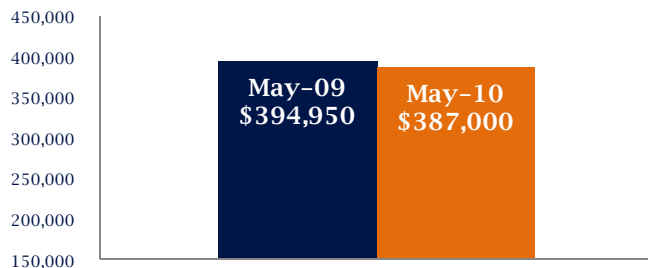
Active Inventory

Versus last year, the total number of homes available this month is lower by 811 units or 23%. The total number of active inventory this May was 2,783 compared to 3,594 in May, 2009. This month's total of 2,783 is lower than the previous month's total supply of available inventory of 2,802, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price in Washington DC was \$394,950. This May, the median sale price was \$387,000, a decrease of 2% or \$7,950 compared to last year. The current median sold price is 1% lower than in April.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

*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."





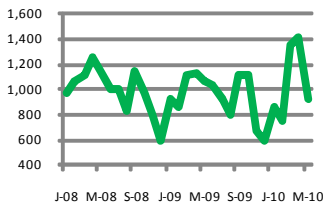
The Long & Foster® Market Minute™



Focus On: Washington DC

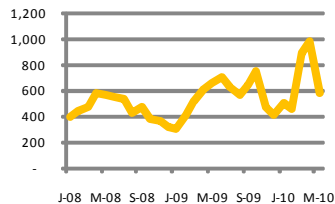
May, 2010

New Listings
921



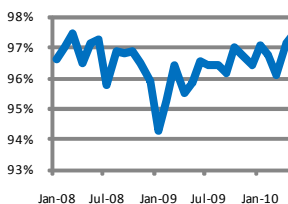
Down -14%
Vs. Year Ago

Current Contracts
585



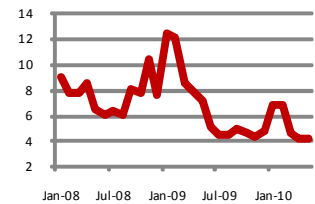
Down -11%
Vs. Year Ago

Sold Vs. List Price
97.5%



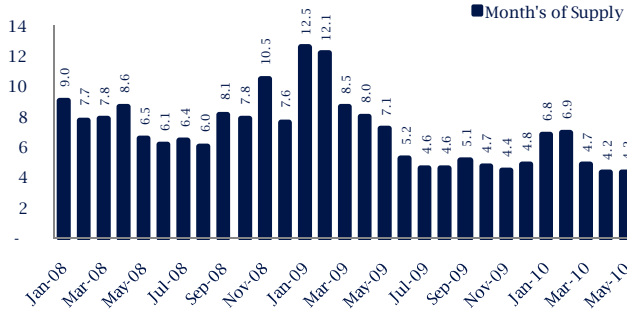
Up 1.7%
Vs. Year Ago

Months of Supply
4.2



Down -41%
Vs. Year Ago

Months Of Supply



Months Of Supply

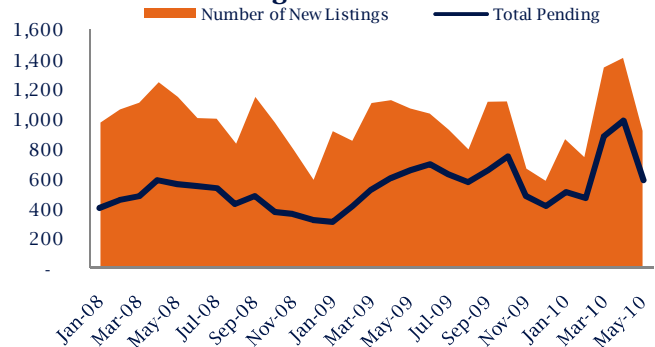
In May, there was 4.2 months of supply available in Washington DC, compared to 7.1 in May, 2009. That is a decrease of 41% versus a year ago.

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.

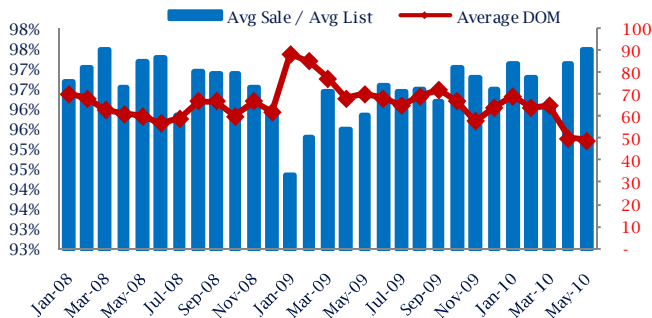
New Listings & Current Contracts

This month there were 921 homes newly listed for sale in Washington DC compared to 1,072 in May, 2009, a decrease of 14%. There were 585 current contracts pending sale this May compared to 656 a year ago. The number of current contracts is 41% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Washington DC was 97.5 percent of the average list price, which is 1.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 49, lower than the average last year, which was 70, a decrease of 30%.

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