

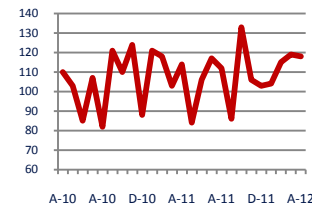
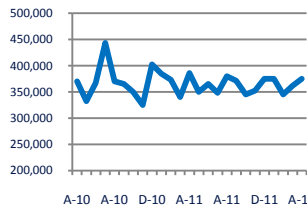
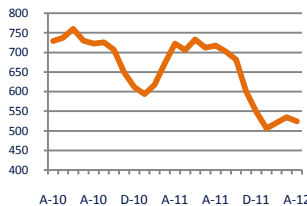
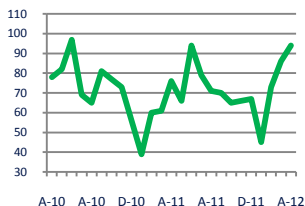


Focus On: Annapolis Housing Market

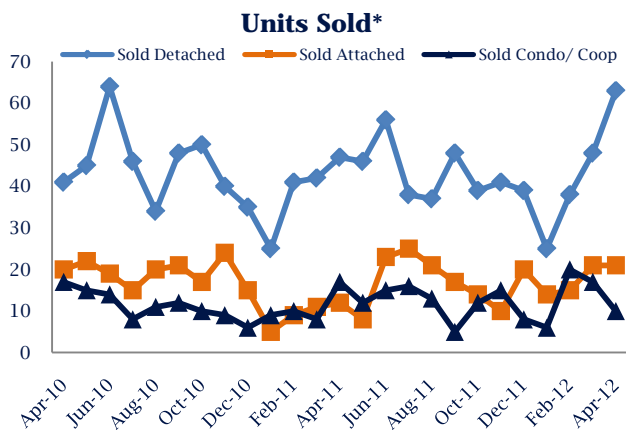
April 2012

Zip Code(s): 21401, 21403, 21402 and 21405

Units Sold 94	Active Inventory 524	Median Sale Price \$374,900	Days On Market 118
-------------------------	--------------------------------	---------------------------------------	------------------------------

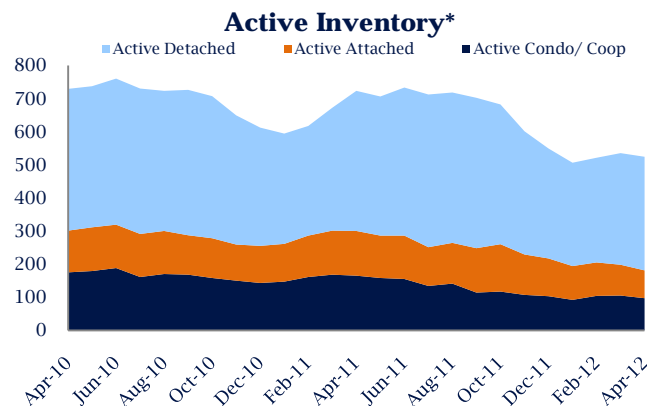


Up 24% Vs. Year Ago	Down -28% Vs. Year Ago	Down -3% Vs. Year Ago	Up 4% Vs. Year Ago
-------------------------------	----------------------------------	---------------------------------	------------------------------



Units Sold

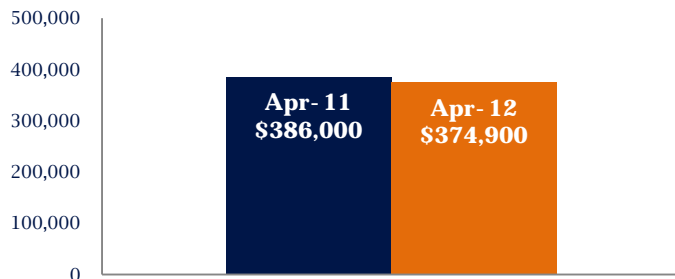
There was an increase in total units sold in April, with 94 sold this month in Annapolis versus 86 last month, an increase of 9%. This month's total units sold was higher than at this time last year, an increase of 24% versus April 2011.



Active Inventory

Versus last year, the total number of homes available this month is lower by 199 units or 28%. The total number of active inventory this April was 524 compared to 723 in April 2011. This month's total of 524 is lower than the previous month's total supply of available inventory of 535, a decrease of 2%.

Median Sale Price



Median Sale Price

Last April, the median sale price for Annapolis Homes was \$386,000. This April, the median sale price was \$374,900, a decrease of 3% or \$11,100 compared to last year. The current median sold price is 4% 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.

Annapolis are defined as properties listed in zip code/s 21401, 21403, 21402 and 21405.

*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.





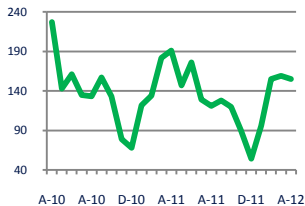
Focus On: Annapolis Housing Market

April 2012

Zip Code(s): 21401, 21403, 21402 and 21405

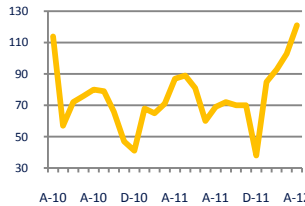
New Listings

155



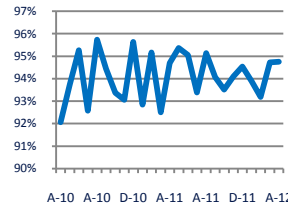
Current Contracts

121



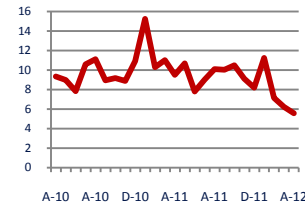
Sold Vs. List Price

94.8%



Months of Supply

5.6



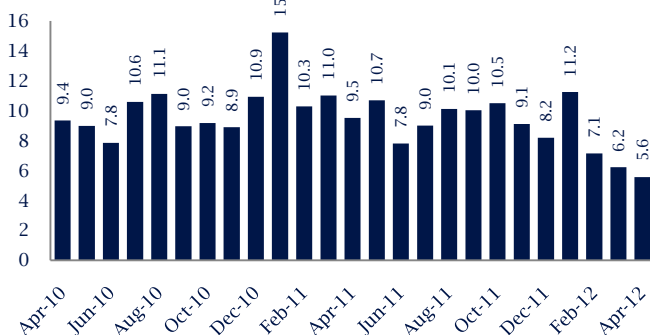
Down - 19%
Vs. Year Ago

Up 39%
Vs. Year Ago

No Change
Vs. Year Ago

Down - 41%
Vs. Year Ago

Months Of Supply



Months of Supply

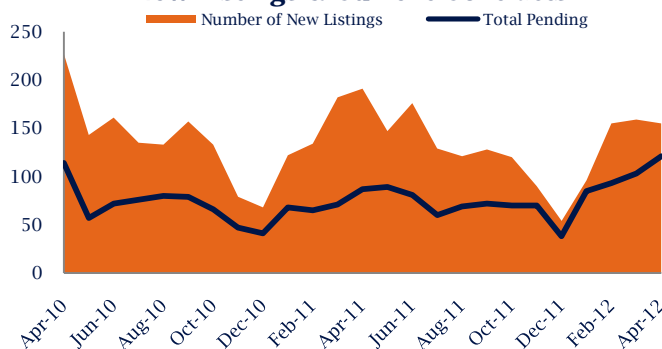
In April, there was 5.6 months of supply available in Annapolis, compared to 9.5 in April 2011. That is a decrease of 41% versus a year ago.

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.

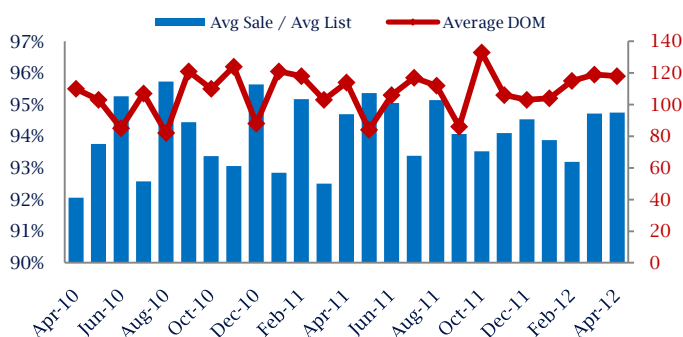
New Listings & Current Contracts

This month there were 155 homes newly listed for sale in Annapolis compared to 191 in April 2011, a decrease of 19%. There were 121 current contracts pending sale this April compared to 87 a year ago. The number of current contracts is 39% 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 Annapolis was 94.8% 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 118, higher than the average last year, which was 114, an increase of 4%.

Annapolis are defined as properties listed in zip code/s 21401, 21403, 21402 and 21405.

*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.

