

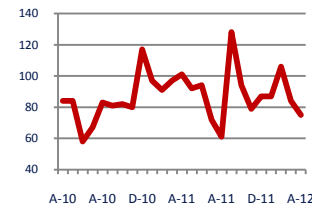
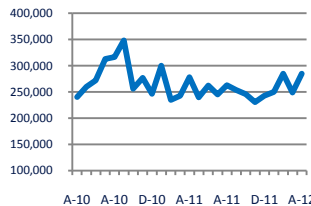
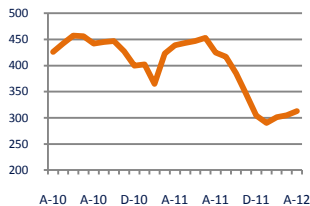
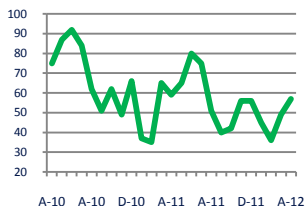


## Focus On: Bel Air Housing Market

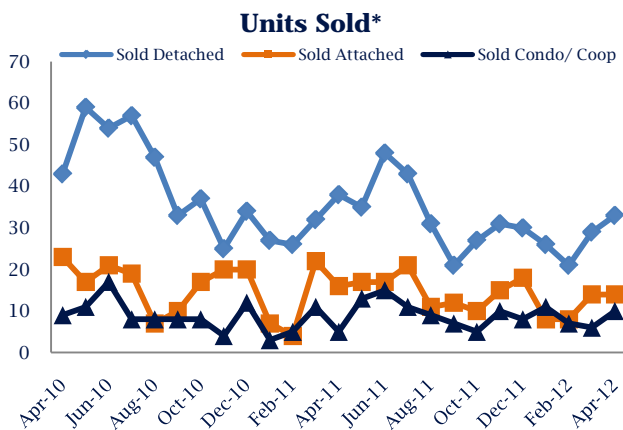
April 2012

Zip Code(s): 21014 and 21015

<b>Units Sold</b> 57	<b>Active Inventory</b> 313	<b>Median Sale Price</b> \$285,000	<b>Days On Market</b> 75
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<b>Down - 3%</b> Vs. Year Ago	<b>Down - 29%</b> Vs. Year Ago	<b>Up 3%</b> Vs. Year Ago	<b>Down - 26%</b> Vs. Year Ago
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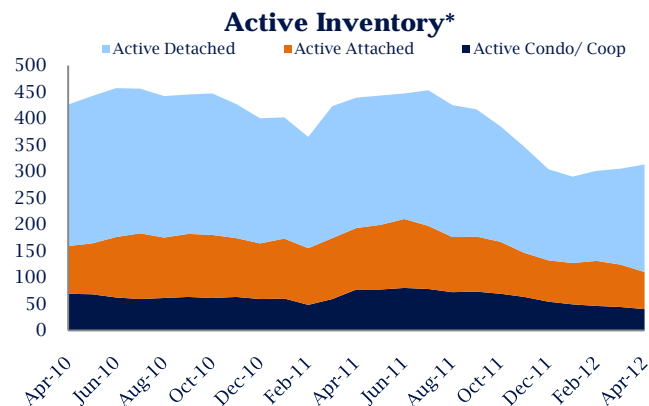


### Units Sold

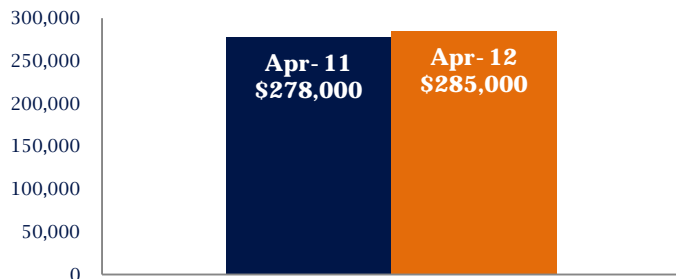
There was an increase in total units sold in April, with 57 sold this month in Bel Air versus 49 last month, an increase of 16%. This month's total units sold was lower than at this time last year, a decrease of 3% versus April 2011.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 126 units or 29%. The total number of active inventory this April was 313 compared to 439 in April 2011. This month's total of 313 is higher than the previous month's total supply of available inventory of 305, an increase of 3%.



### Median Sale Price



### Median Sale Price

Last April, the median sale price for Bel Air Homes was \$278,000. This April, the median sale price was \$285,000, an increase of 3% or \$7,000 compared to last year. The current median sold price is 15% 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.

Bel Air are defined as properties listed in zip code/s 21014 and 21015.

\*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.





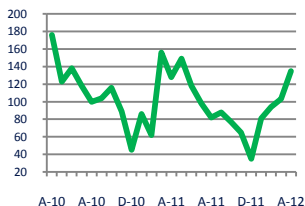
## Focus On: Bel Air Housing Market

April 2012

Zip Code(s): 21014 and 21015

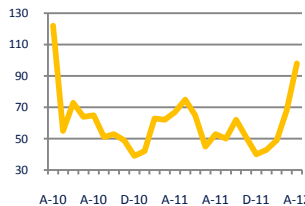
### New Listings

135



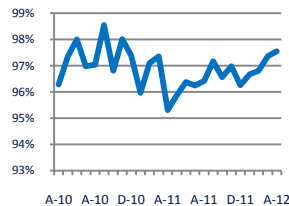
### Current Contracts

98



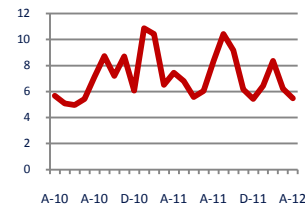
### Sold Vs. List Price

97.6%



### Months of Supply

5.5



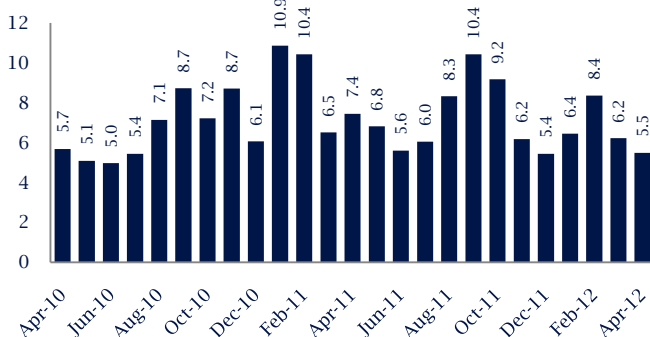
Up 5%  
Vs. Year Ago

Up 46%  
Vs. Year Ago

Up 2.4%  
Vs. Year Ago

Down -26%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

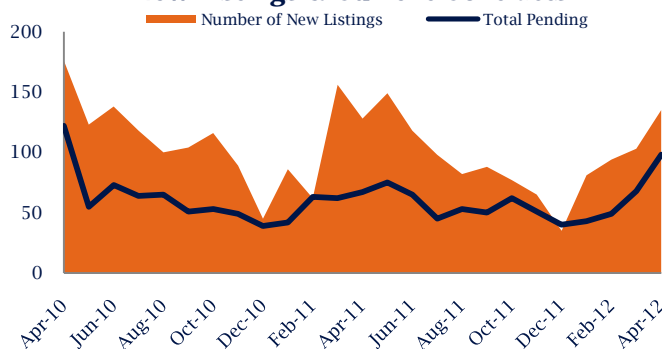
In April, there was 5.5 months of supply available in Bel Air, compared to 7.4 in April 2011. That is a decrease of 26% versus a year ago.

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.

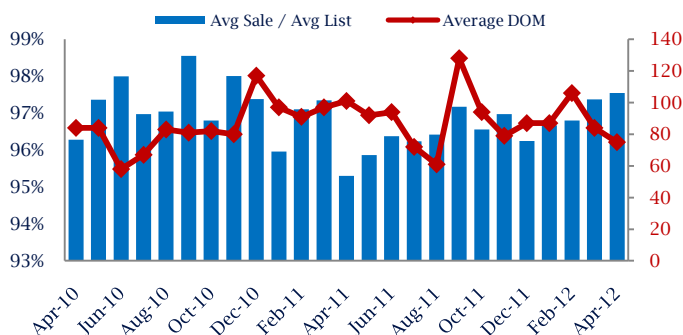
### New Listings & Current Contracts

This month there were 135 homes newly listed for sale in Bel Air compared to 128 in April 2011, an increase of 5%. There were 98 current contracts pending sale this April compared to 67 a year ago. The number of current contracts is 46% 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 Bel Air was 97.6% of the average list price, which is 2.3% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 75, lower than the average last year, which was 101, a decrease of 26%.

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