

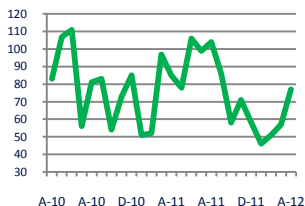


Focus On: Calvert County Housing Market

April 2012

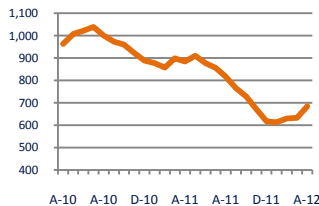
Units Sold

77



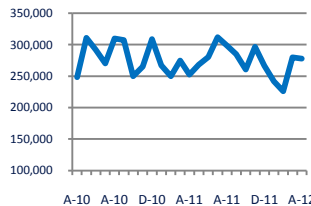
Active Inventory

684



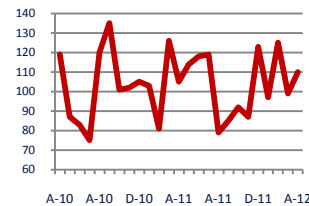
Median Sale Price

\$278,000



Days On Market

110



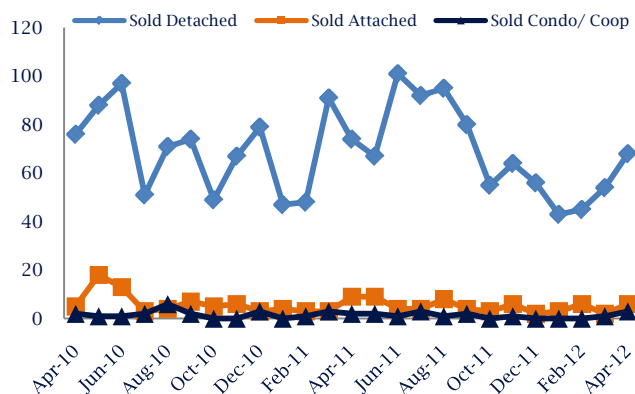
Down
Vs. Year Ago

Down - 23%
Vs. Year Ago

Up 10%
Vs. Year Ago

Up 5%
Vs. Year Ago

Units Sold*



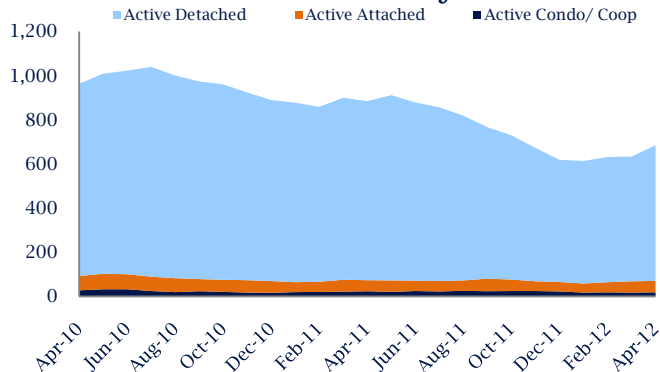
Units Sold

There was an increase in total units sold in April, with 77 sold this month in Calvert County. This month's total units sold was lower than at this time last year.

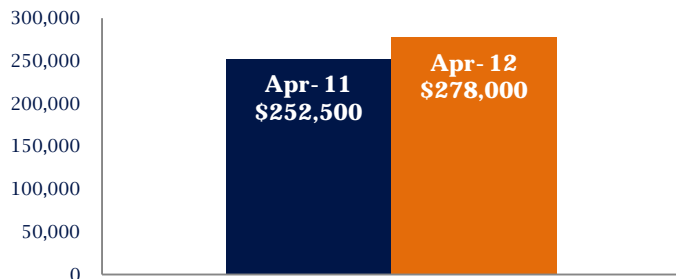
Active Inventory

Versus last year, the total number of homes available this month is lower by 200 units or 23%. The total number of active inventory this April was 684 compared to 884 in April 2011. This month's total of 684 is higher than the previous month's total supply of available inventory of 633, an increase of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Calvert County Homes was \$252,500. This April, the median sale price was \$278,000, an increase of 10% or \$25,500 compared to last year. The current median sold price is 1% lower 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.

*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.



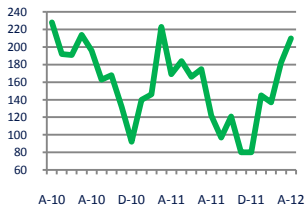


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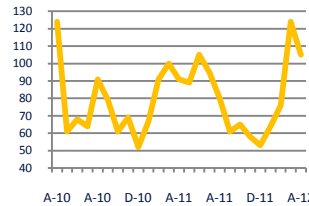
New Listings

210



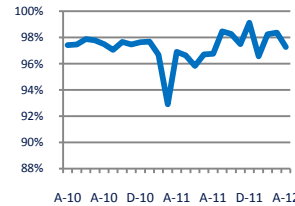
Current Contracts

105



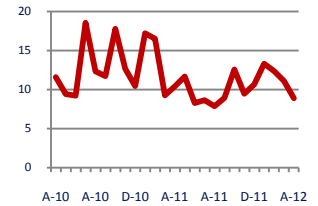
Sold Vs. List Price

97.3%



Months of Supply

8.9



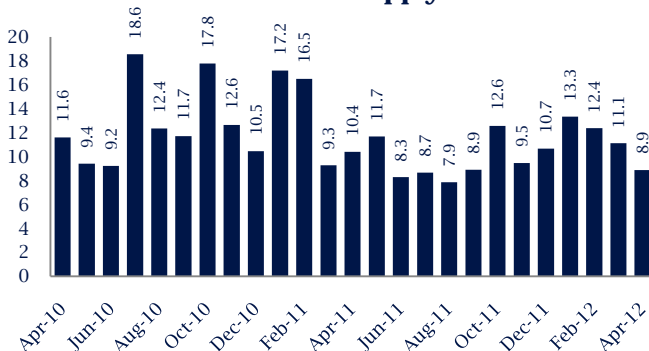
Up 24%
Vs. Year Ago

Up 15%
Vs. Year Ago

No Change
Vs. Year Ago

Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

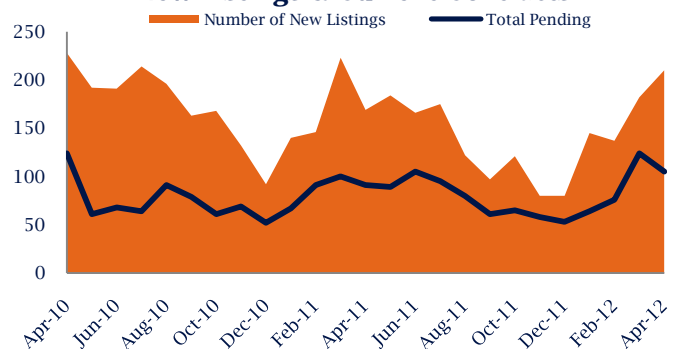
In April, there was 8.9 months of supply available in Calvert County, compared to 10.4 in April 2011. That is a decrease of 15% versus a year ago.

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.

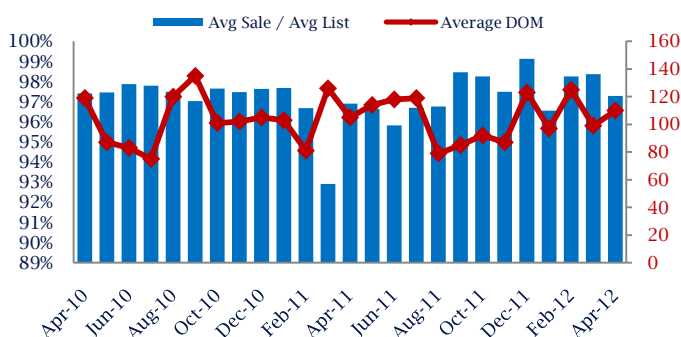
New Listings & Current Contracts

This month there were 210 homes newly listed for sale in Calvert County compared to 169 in April 2011, an increase of 24%. There were 105 current contracts pending sale this April compared to 91 a year ago. The number of current contracts is 15% 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 Calvert County was 97.3% 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 110, higher than the average last year, which was 105, an increase of 5%.

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