

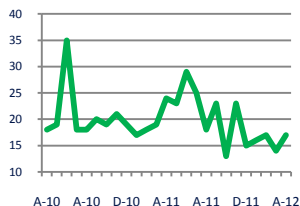


Focus On: Caroline County Housing Market

April 2012

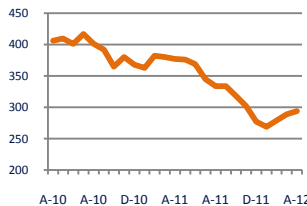
Units Sold

17



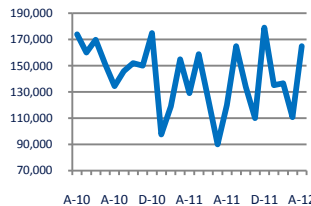
Active Inventory

294



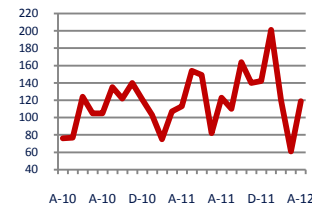
Median Sale Price

\$165,000



Days On Market

119



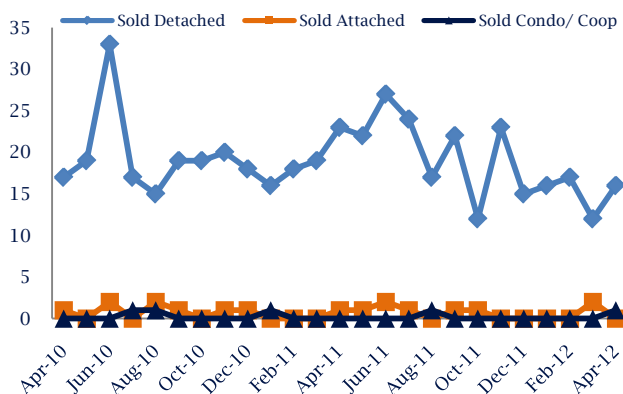
Down -29%
Vs. Year Ago

Down -22%
Vs. Year Ago

Up
Vs. Year Ago

Up 5%
Vs. Year Ago

Units Sold*



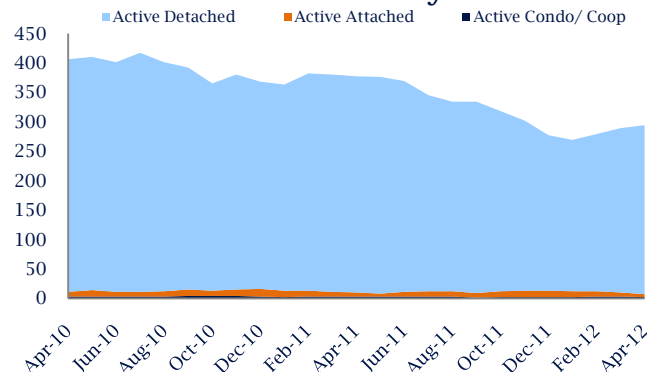
Units Sold

There was an increase in total units sold in April, with 17 sold this month in Caroline County versus 14 last month, an increase of 21%. This month's total units sold was lower than at this time last year, a decrease of 29% versus April 2011.

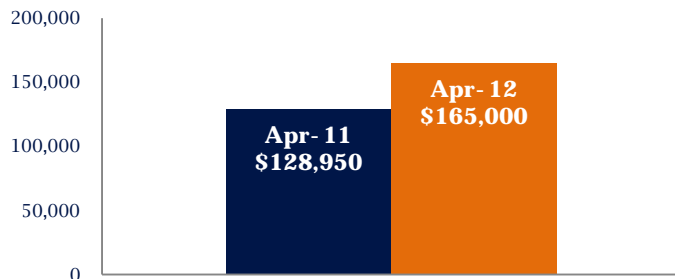
Active Inventory

Versus last year, the total number of homes available this month is lower by 83 units or 22%. The total number of active inventory this April was 294 compared to 377 in April 2011. This month's total of 294 is higher than the previous month's total supply of available inventory of 289, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last April, the median sale price for Caroline County Homes was \$128,950. This April, the median sale price was \$165,000, an increase of \$36,050 compared to last year. The current median sold price is 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.

*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.



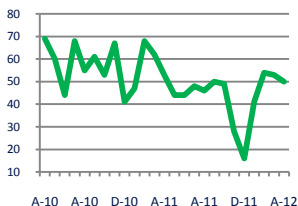


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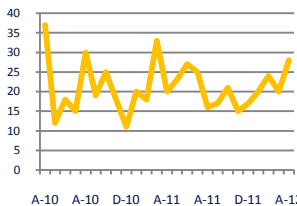
New Listings

50



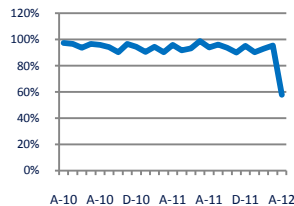
Current Contracts

28



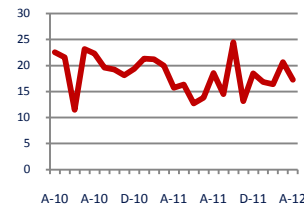
Sold Vs. List Price

57.8%



Months of Supply

17.3



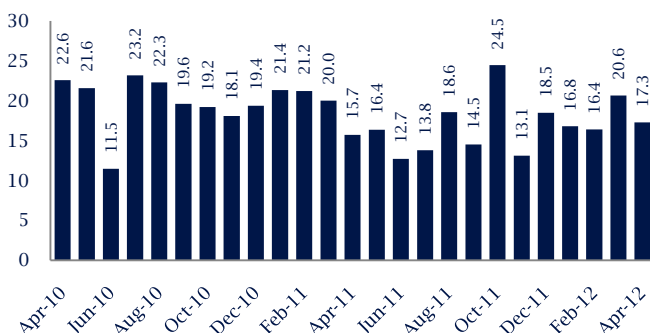
Down - 6%
Vs. Year Ago

Up 40%
Vs. Year Ago

Down
Vs. Year Ago

Up 10%
Vs. Year Ago

Months Of Supply



Months of Supply

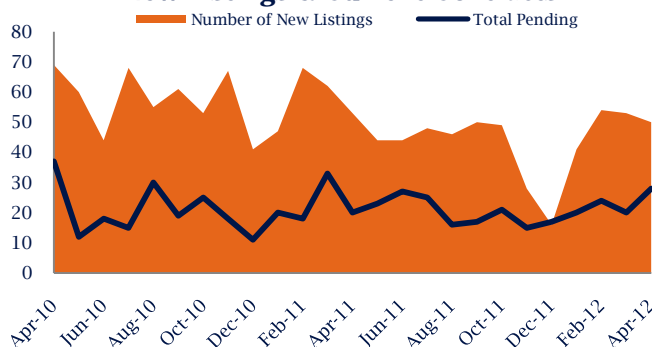
In April, there was 17.3 months of supply available in Caroline County, compared to 15.7 in April 2011. That is an increase of 10% versus a year ago.

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.

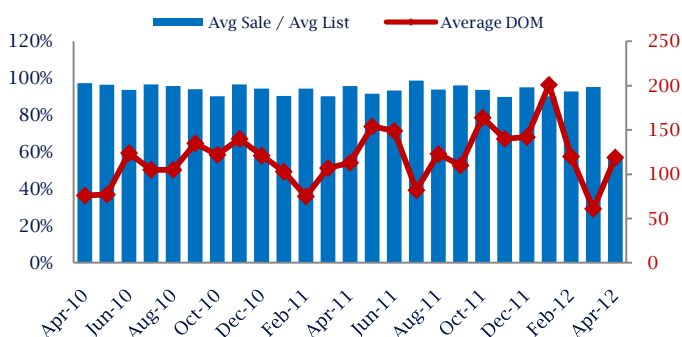
New Listings & Current Contracts

This month there were 50 homes newly listed for sale in Caroline County compared to 53 in April 2011, a decrease of 6%. There were 28 current contracts pending sale this April compared to 20 a year ago. The number of current contracts is 40% 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 Caroline County was 57.8% of the average list price, which is lower than at this time last year.

Days On Market

This month, the average number of days on market was 119, higher than the average last year, which was 113, an increase of 5%.

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