

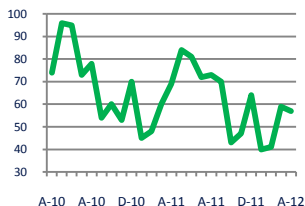


Focus On: Cecil County Housing Market

April 2012

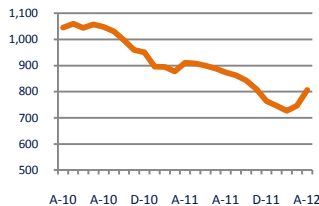
Units Sold

57



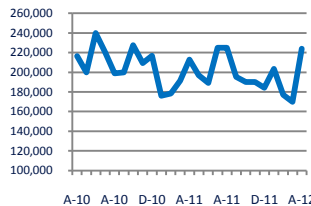
Active Inventory

807



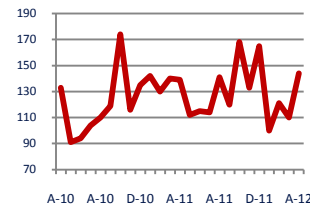
Median Sale Price

\$224,000



Days On Market

144



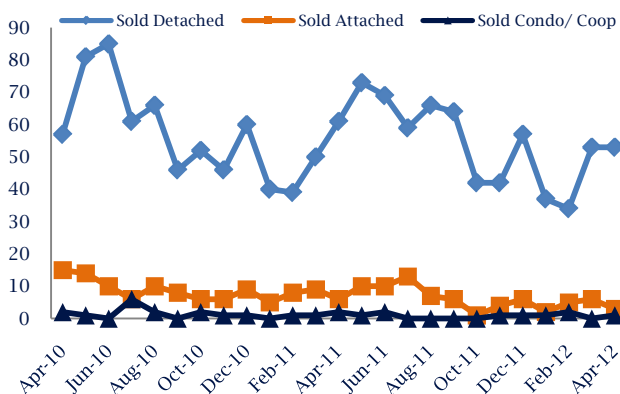
Down - 17%
Vs. Year Ago

Down - 11%
Vs. Year Ago

Up
Vs. Year Ago

Up 4%
Vs. Year Ago

Units Sold*



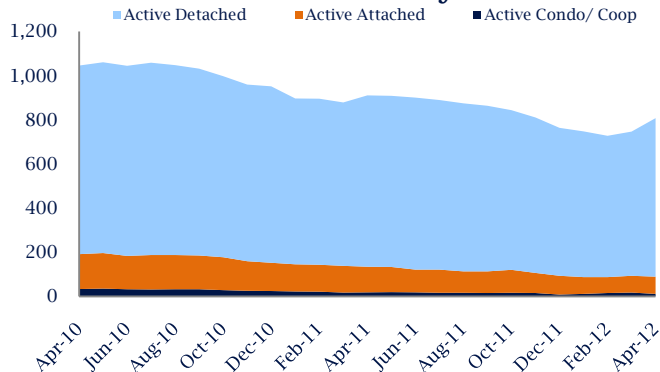
Units Sold

There was a decrease in total units sold in April, with 57 sold this month in Cecil County versus 59 last month, a decrease of 3%. This month's total units sold was lower than at this time last year, a decrease of 17% versus April 2011.

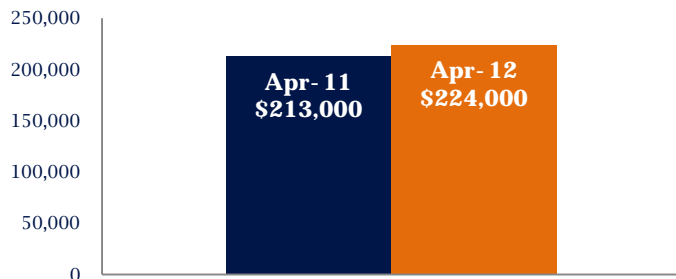
Active Inventory

Versus last year, the total number of homes available this month is lower by 103 units or 11%. The total number of active inventory this April was 807 compared to 910 in April 2011. This month's total of 807 is higher than the previous month's total supply of available inventory of 746, an increase of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Cecil County Homes was \$213,000. This April, the median sale price was \$224,000, an increase of \$11,000 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.

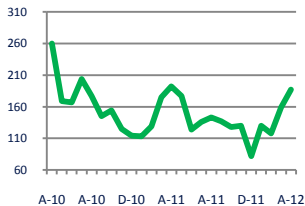




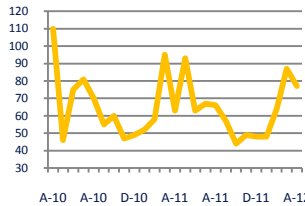
Focus On: Cecil County Housing Market

April 2012

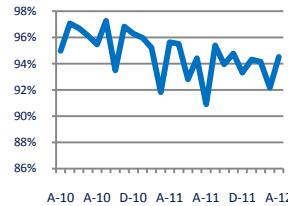
New Listings 187



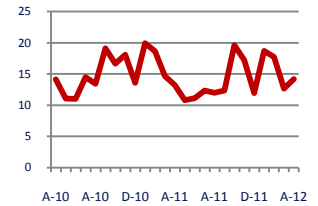
Current Contracts 77



Sold Vs. List Price 94.5%



Months of Supply 14.2



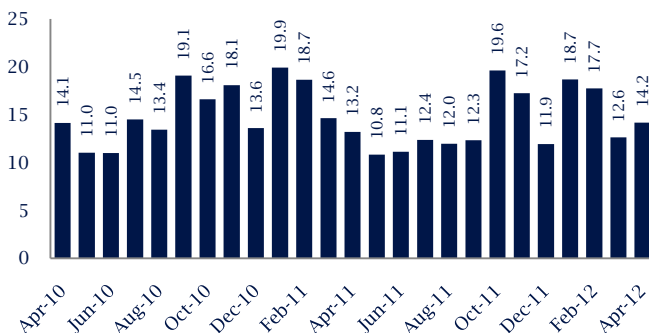
Down - 3%
Vs. Year Ago

Up 22%
Vs. Year Ago

Down - 1.2%
Vs. Year Ago

Up 7%
Vs. Year Ago

Months Of Supply



Months of Supply

In April, there was 14.2 months of supply available in Cecil County, compared to 13.2 in April 2011. That is an increase of 7% versus a year ago.

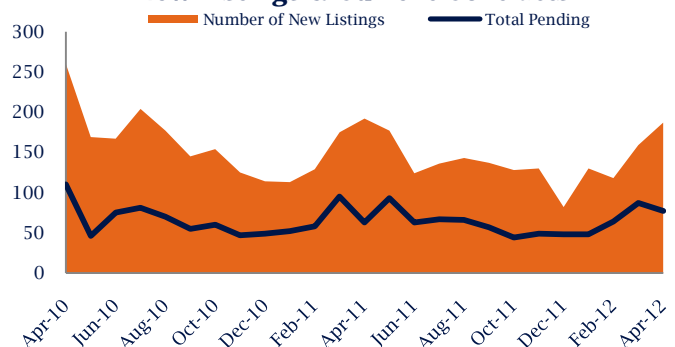
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

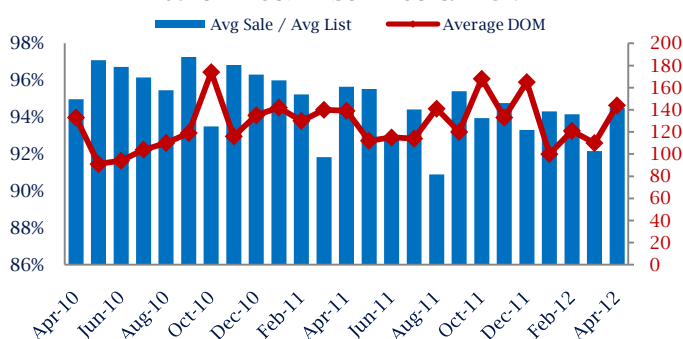
This month there were 187 homes newly listed for sale in Cecil County compared to 192 in April 2011, a decrease of 3%.

There were 77 current contracts pending sale this April compared to 63 a year ago. The number of current contracts is 22% 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 Cecil County was 94.5% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 144, higher than the average last year, which was 139, an increase of 4%.

*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.

