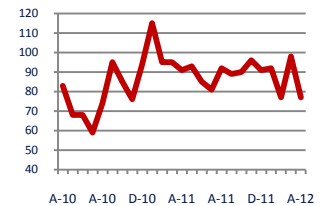
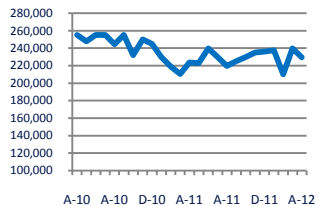
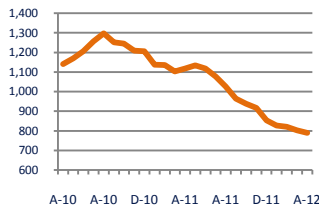
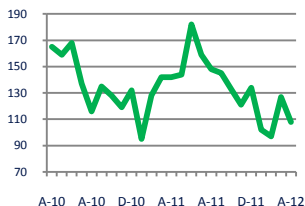




Focus On: Charles County Housing Market

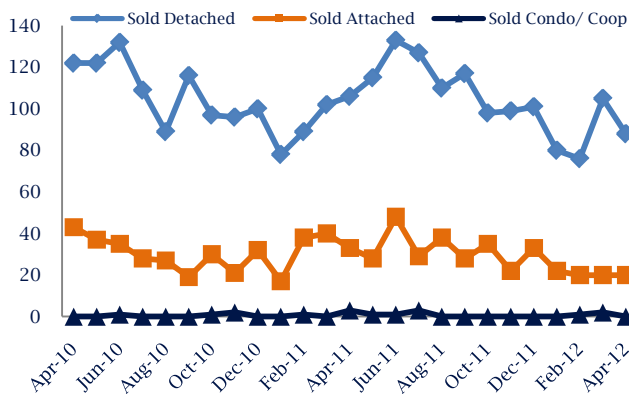
April 2012

Units Sold 108	Active Inventory 789	Median Sale Price \$229,500	Days On Market 77
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Down -24% Vs. Year Ago	Down -29% Vs. Year Ago	Up 3% Vs. Year Ago	Down -15% Vs. Year Ago
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Units Sold*



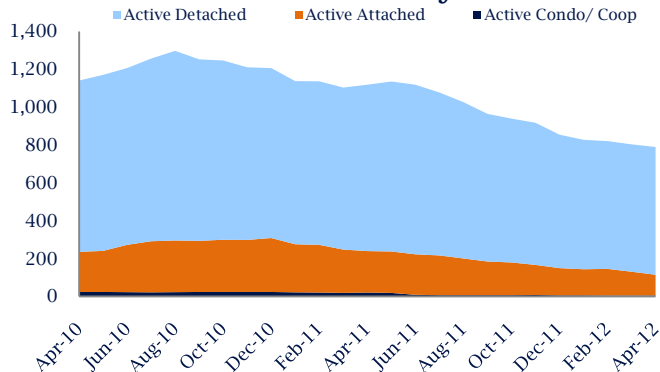
Units Sold

There was a decrease in total units sold in April, with 108 sold this month in Charles County versus 127 last month, a decrease of 15%. This month's total units sold was lower than at this time last year, a decrease of 24% versus April 2011.

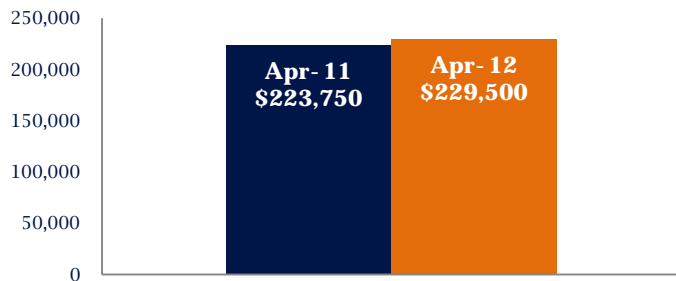
Active Inventory

Versus last year, the total number of homes available this month is lower by 329 units or 29%. The total number of active inventory this April was 789 compared to 1,118 in April 2011. This month's total of 789 is lower than the previous month's total supply of available inventory of 803, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Charles County Homes was \$223,750. This April, the median sale price was \$229,500, an increase of 3% or \$5,750 compared to last year. The current median sold price is 4% 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.

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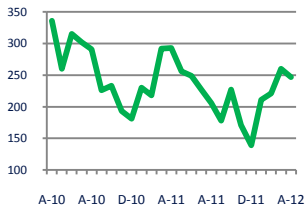


Focus On: Charles County Housing Market

April 2012

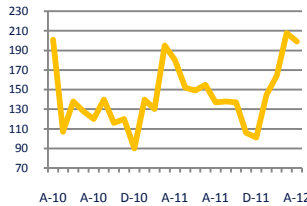
New Listings

247



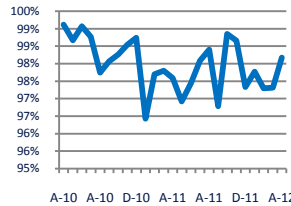
Current Contracts

199



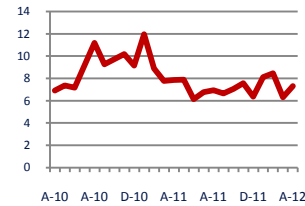
Sold Vs. List Price

98.2%



Months of Supply

7.3



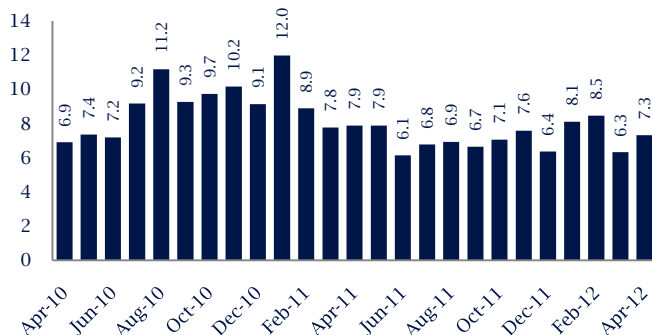
Down -16%
Vs. Year Ago

Up 11%
Vs. Year Ago

Up 0.6%
Vs. Year Ago

Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

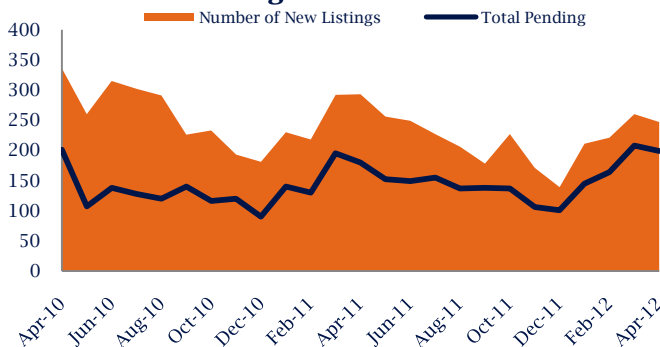
In April, there was 7.3 months of supply available in Charles County, compared to 7.9 in April 2011. That is a decrease of 7% versus a year ago.

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.

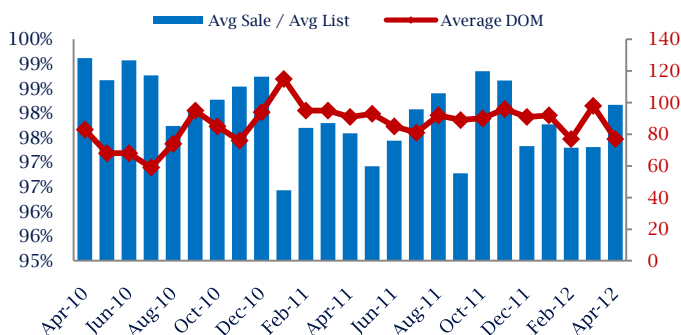
New Listings & Current Contracts

This month there were 247 homes newly listed for sale in Charles County compared to 293 in April 2011, a decrease of 16%. There were 199 current contracts pending sale this April compared to 180 a year ago. The number of current contracts is 11% 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 Charles County was 98.2% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 77, lower than the average last year, which was 91, a decrease of 15%.

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