

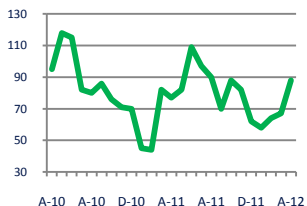


Focus On: Columbia Housing Market

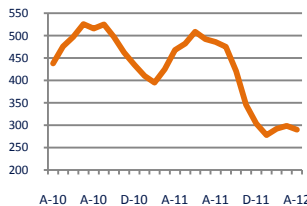
April 2012

Zip Code(s): 21044, 21045 and 21046

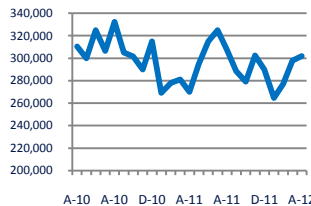
Units Sold
88



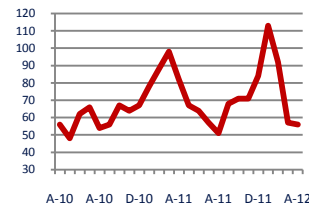
Active Inventory
290



Median Sale Price
\$301,750



Days On Market
56



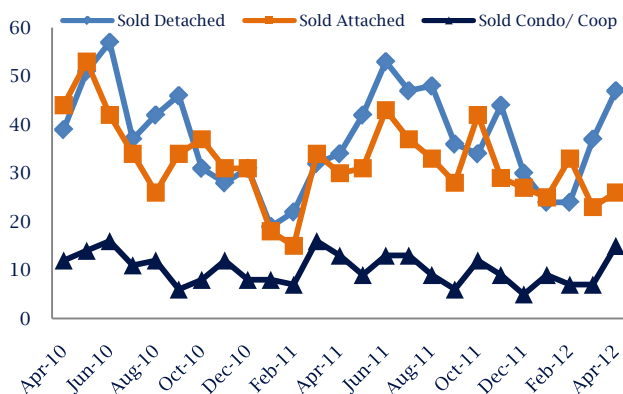
Up 14%
Vs. Year Ago

Down -38%
Vs. Year Ago

Up 12%
Vs. Year Ago

Down -32%
Vs. Year Ago

Units Sold*



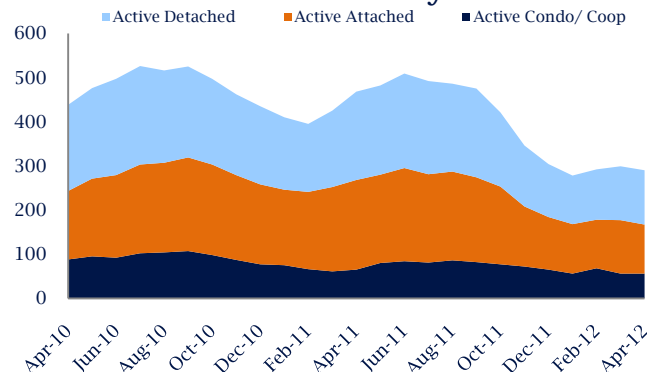
Units Sold

There was an increase in total units sold in April, with 88 sold this month in Columbia versus 67 last month, an increase of 31%. This month's total units sold was higher than at this time last year, an increase of 14% versus April 2011.

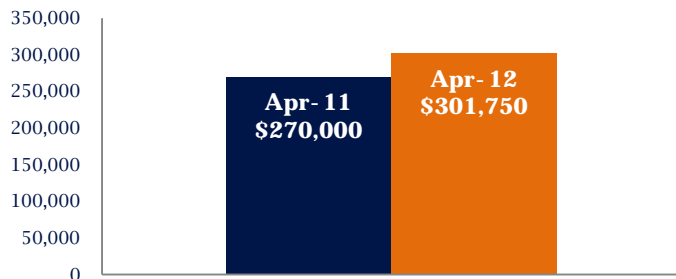
Active Inventory

Versus last year, the total number of homes available this month is lower by 178 units or 38%. The total number of active inventory this April was 290 compared to 468 in April 2011. This month's total of 290 is lower than the previous month's total supply of available inventory of 299, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Columbia Homes was \$270,000. This April, the median sale price was \$301,750, an increase of 12% or \$31,750 compared to last year. The current median sold price is 1% 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.

Columbia are defined as properties listed in zip code/s 21044, 21045 and 21046.

*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.





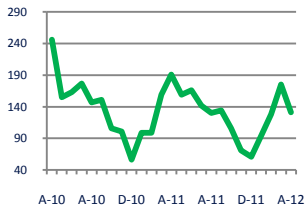
Focus On: Columbia Housing Market

April 2012

Zip Code(s): 21044, 21045 and 21046

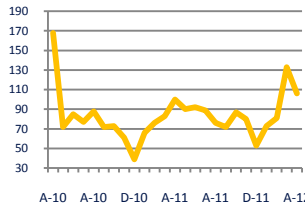
New Listings

131



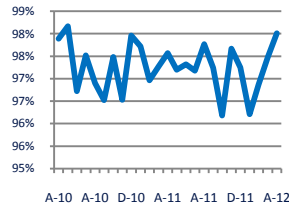
Current Contracts

106



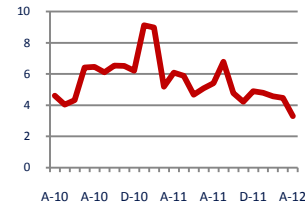
Sold Vs. List Price

98.0%



Months of Supply

3.3



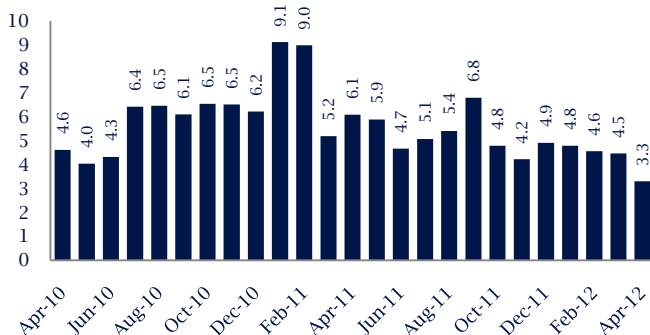
Down -31%
Vs. Year Ago

Up 6%
Vs. Year Ago

No Change
Vs. Year Ago

Down -46%
Vs. Year Ago

Months Of Supply



Months of Supply

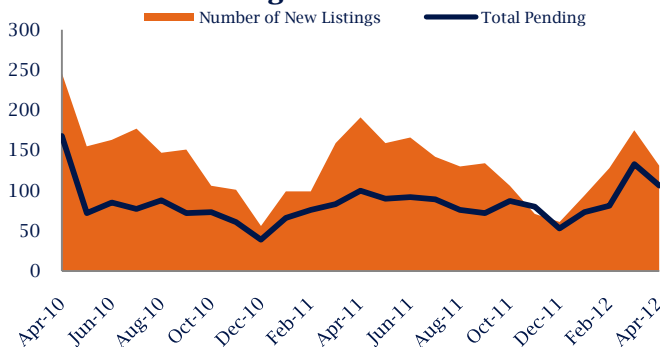
In April, there was 3.3 months of supply available in Columbia, compared to 6.1 in April 2011. That is a decrease of 46% versus a year ago.

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.

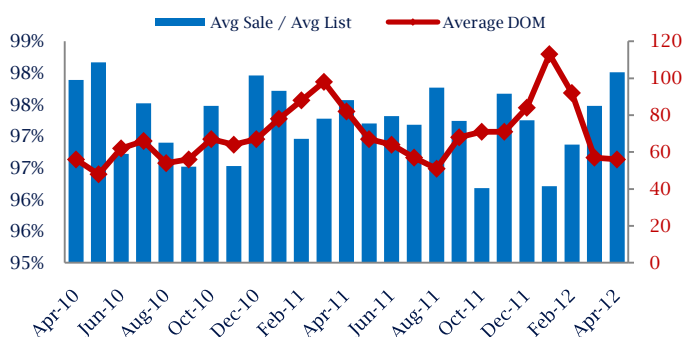
New Listings & Current Contracts

This month there were 131 homes newly listed for sale in Columbia compared to 191 in April 2011, a decrease of 31%. There were 106 current contracts pending sale this April compared to 100 a year ago. The number of current contracts is 6% 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 Columbia was 98.0% 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 56, lower than the average last year, which was 82, a decrease of 32%.

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