

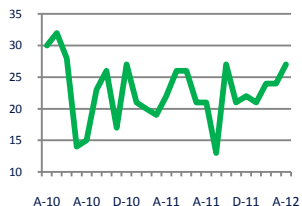


Focus On: Dorchester County Housing Market

April 2012

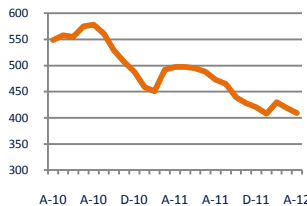
Units Sold

27



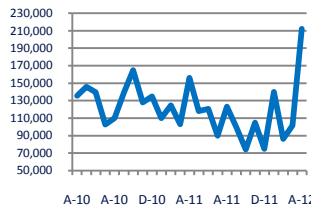
Active Inventory

409



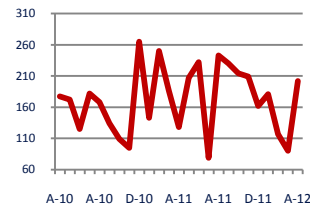
Median Sale Price

\$212,000



Days On Market

202



Up 23%
Vs. Year Ago

Down -18%
Vs. Year Ago

Up
Vs. Year Ago

Up
Vs. Year Ago

Units Sold*



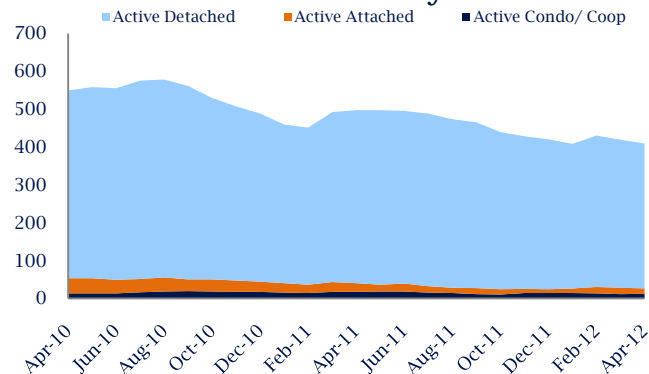
Units Sold

There was an increase in total units sold in April, with 27 sold this month in Dorchester County versus 24 last month, an increase of 13%. This month's total units sold was higher than at this time last year, an increase of 23% versus April 2011.

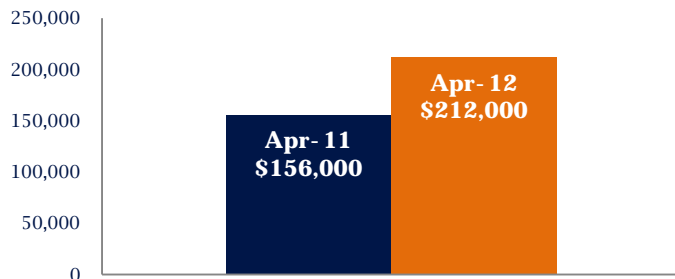
Active Inventory

Versus last year, the total number of homes available this month is lower by 88 units or 18%. The total number of active inventory this April was 409 compared to 497 in April 2011. This month's total of 409 is lower than the previous month's total supply of available inventory of 419, a decrease 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 Dorchester County Homes was \$156,000. This April, the median sale price was \$212,000, an increase of \$56,000 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.



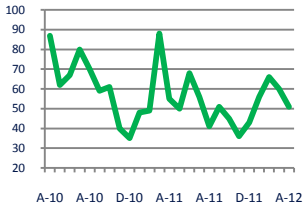


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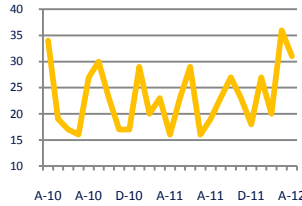
New Listings

51



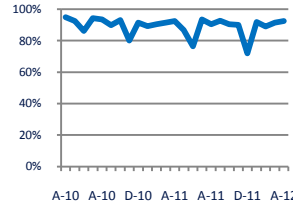
Current Contracts

31



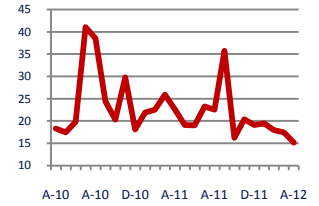
Sold Vs. List Price

92.4%



Months of Supply

15.2



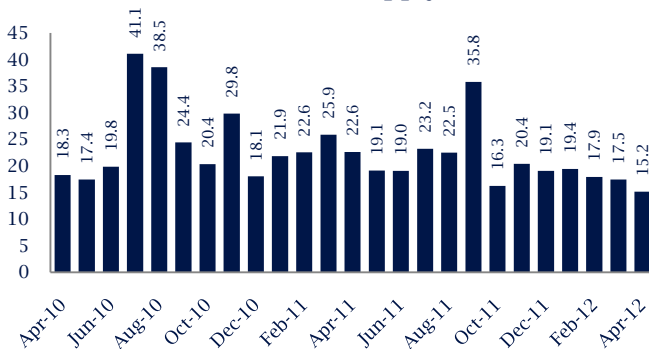
Down - 7%
Vs. Year Ago

Up 94%
Vs. Year Ago

No Change
Vs. Year Ago

Down - 33%
Vs. Year Ago

Months Of Supply



Months of Supply

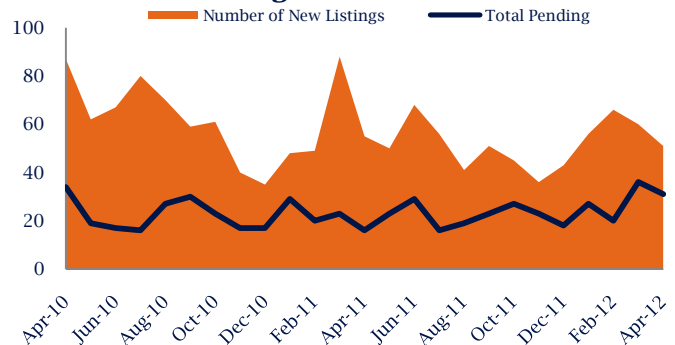
In April, there was 15.1 months of supply available in Dorchester County, compared to 22.6 in April 2011. That is a decrease of 33% versus a year ago.

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 51 homes newly listed for sale in Dorchester County compared to 55 in April 2011, a decrease of 7%. There were 31 current contracts pending sale this April compared to 16 a year ago. The number of current contracts is 94% 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 Dorchester County was 92.4% 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 202, higher than the average last year, which was 128. This increase was impacted by the limited number of sales.

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