

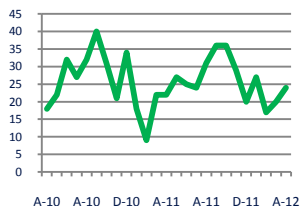


Focus On: Garrett County Housing Market

April 2012

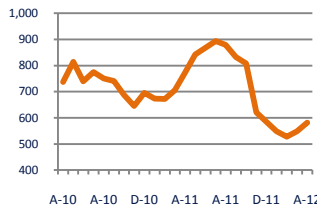
Units Sold

24



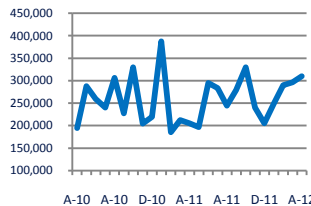
Active Inventory

582



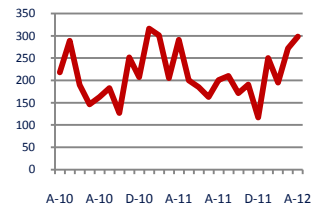
Median Sale Price

\$310,000



Days On Market

298



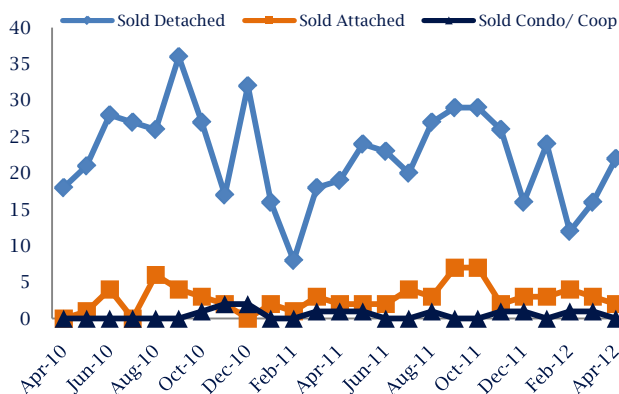
Up 9%
Vs. Year Ago

Down -25%
Vs. Year Ago

Up
Vs. Year Ago

Up 2%
Vs. Year Ago

Units Sold*



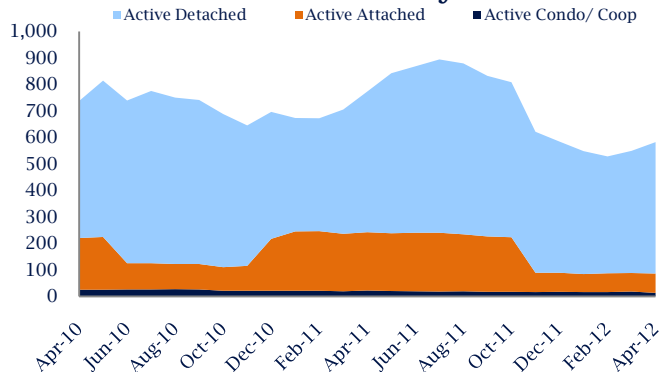
Units Sold

There was an increase in total units sold in April, with 24 sold this month in Garrett County versus 20 last month, an increase of 20%. This month's total units sold was higher than at this time last year, an increase of 9% versus April 2011.

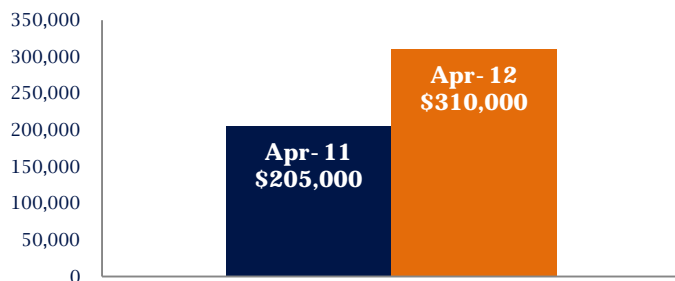
Active Inventory

Versus last year, the total number of homes available this month is lower by 191 units or 25%. The total number of active inventory this April was 582 compared to 773 in April 2011. This month's total of 582 is higher than the previous month's total supply of available inventory of 549, an increase of 6%.

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 Garrett County Homes was \$205,000. This April, the median sale price was \$310,000, an increase of \$105,000 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.

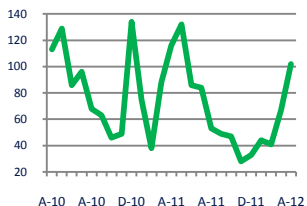




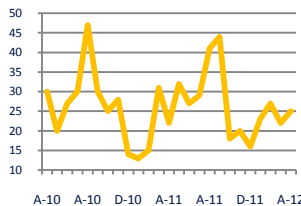
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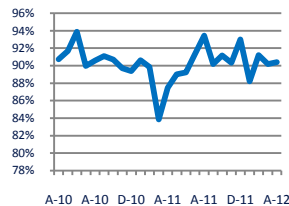
New Listings
102



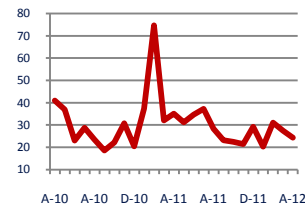
Current Contracts
25



Sold Vs. List Price
90.4%



Months of Supply
24.3



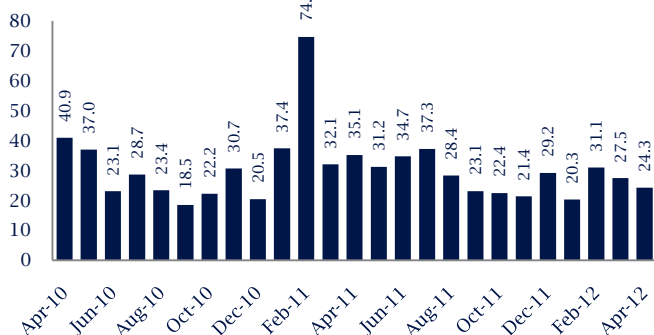
Down -12%
Vs. Year Ago

Up 14%
Vs. Year Ago

Up 3.3%
Vs. Year Ago

Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

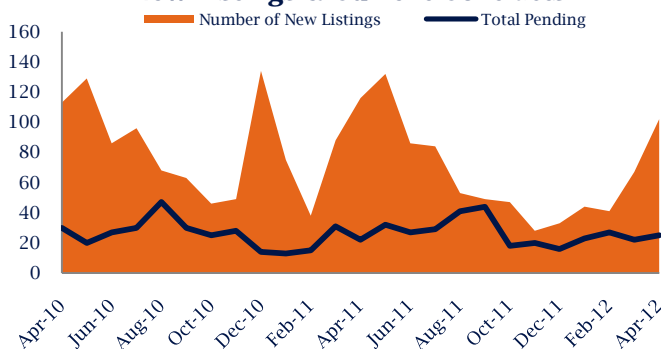
In April, there was 24.3 months of supply available in Garrett County, compared to 35.1 in April 2011. That is a decrease of 31% versus a year ago.

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.

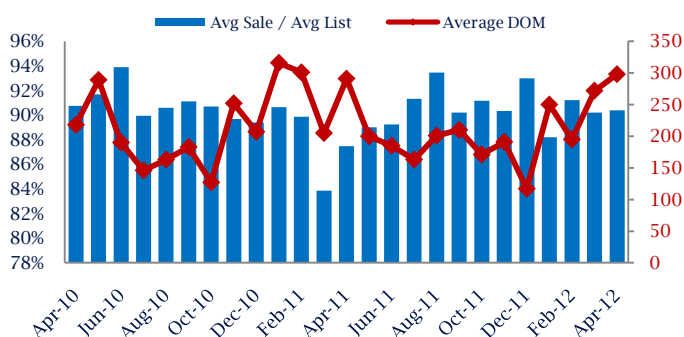
New Listings & Current Contracts

This month there were 102 homes newly listed for sale in Garrett County compared to 116 in April 2011, a decrease of 12%. There were 25 current contracts pending sale this April compared to 22 a year ago. The number of current contracts is 14% 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 Garrett County was 90.4% of the average list price, which is 2.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 298, higher than the average last year, which was 291, an increase of 2%.

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