

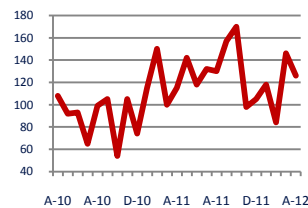
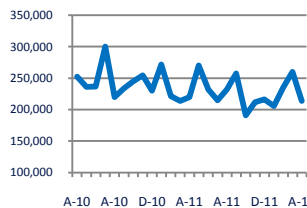
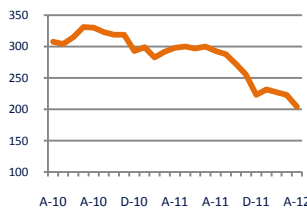
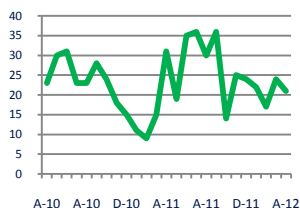


Focus On: Hampstead, Finksburg, and Manchester Housing Market

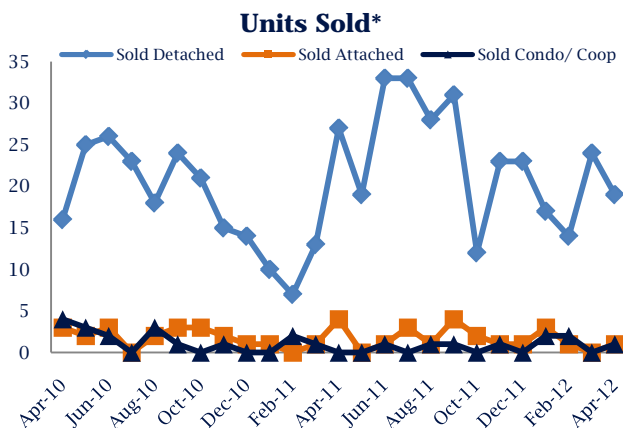
April 2012

Zip Code(s): 21074, 21048, 21102 and 21088

Units Sold 21	Active Inventory 204	Median Sale Price \$214,000	Days On Market 126
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Down - 32% Vs. Year Ago	Down - 32% Vs. Year Ago	Down - 3% Vs. Year Ago	Up 10% Vs. Year Ago
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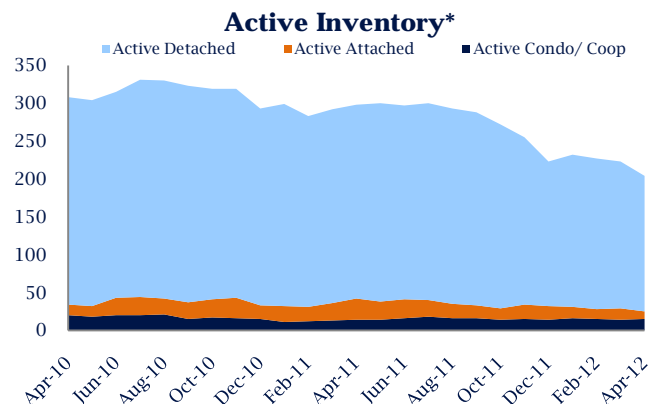


Units Sold

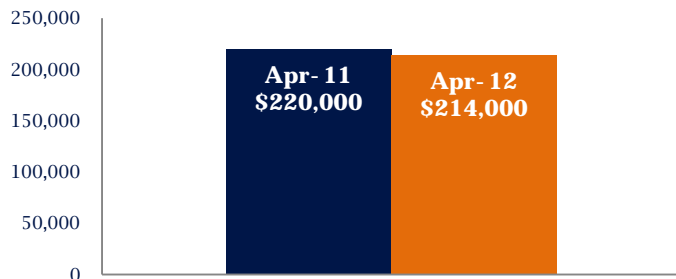
There was a decrease in total units sold in April, with 21 sold this month in Hampstead, Finksburg, and Manchester versus 24 last month, a decrease of 13%. This month's total units sold was lower than at this time last year, a decrease of 32% versus April 2011.

Active Inventory

Versus last year, the total number of homes available this month is lower by 94 units or 32%. The total number of active inventory this April was 204 compared to 298 in April 2011. This month's total of 204 is lower than the previous month's total supply of available inventory of 223, a decrease of 9%.



Median Sale Price



Median Sale Price

Last April, the median sale price for Hampstead, Finksburg, and Manchester Homes was \$220,000. This April, the median sale price was \$214,000, a decrease of 3% or \$6,000 compared to last year. The current median sold price is 18% 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.

Hampstead, Finksburg, and Manchester are defined as properties listed in zip code/s 21074, 21048, 21102 and 21088.

*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.



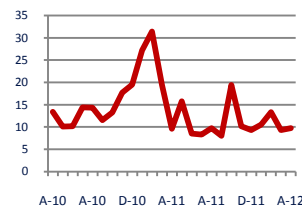
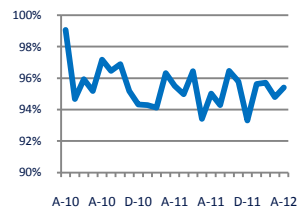
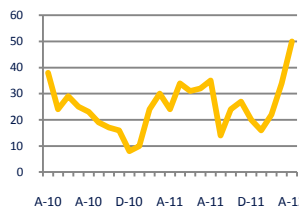
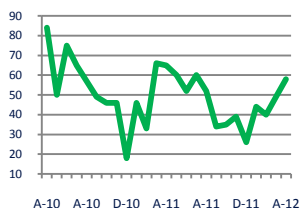


Focus On: Hampstead, Finksburg, and Manchester Housing Market

April 2012

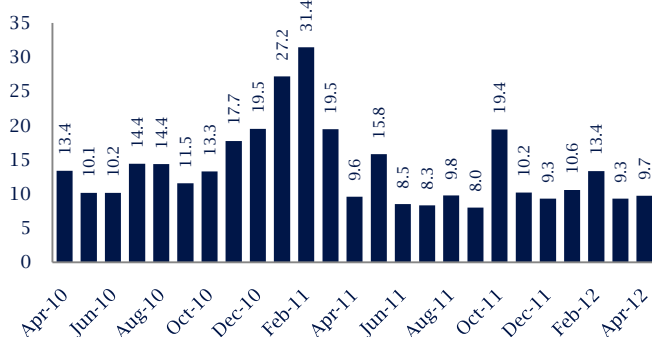
Zip Code(s): 21074, 21048, 21102 and 21088

New Listings 58	Current Contracts 50	Sold Vs. List Price 95.4%	Months of Supply 9.7
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Down - 11% Vs. Year Ago	Up 108% Vs. Year Ago	No Change Vs. Year Ago	Up 1% Vs. Year Ago
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Months Of Supply



Months of Supply

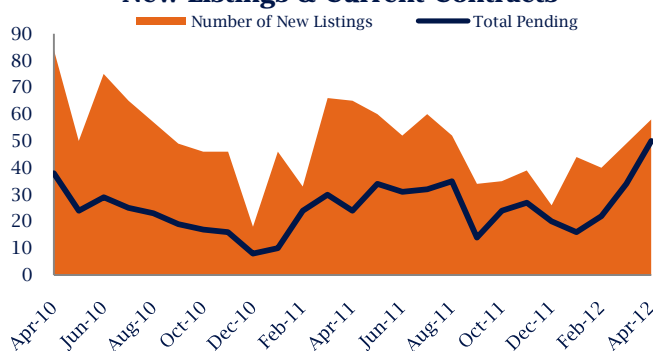
In April, there was 9.7 months of supply available in Hampstead, Finksburg, and Manchester, compared to 9.6 in April 2011. That is an increase of 1% versus a year ago.

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 58 homes newly listed for sale in Hampstead, Finksburg, and Manchester compared to 65 in April 2011, a decrease of 11%. There were 50 current contracts pending sale this April compared to 24 a year ago. The number of current contracts is 108% 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 Hampstead, Finksburg, and Manchester was 95.4% 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 126, higher than the average last year, which was 115, an increase of 10%.

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