

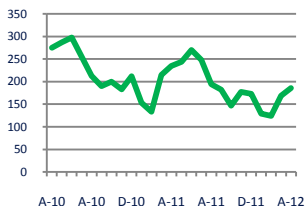


Focus On: Harford County Housing Market

April 2012

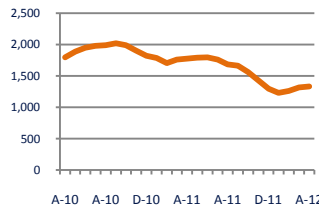
Units Sold

186



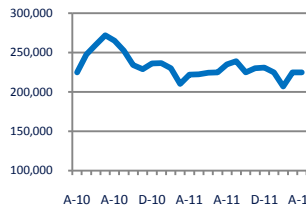
Active Inventory

1,334



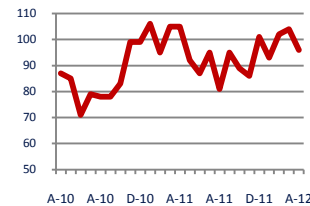
Median Sale Price

\$224,950



Days On Market

96



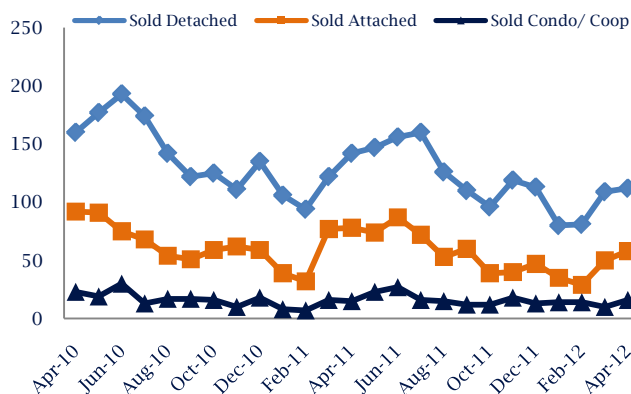
Down -21%
Vs. Year Ago

Down -25%
Vs. Year Ago

Up 1%
Vs. Year Ago

Down -9%
Vs. Year Ago

Units Sold*



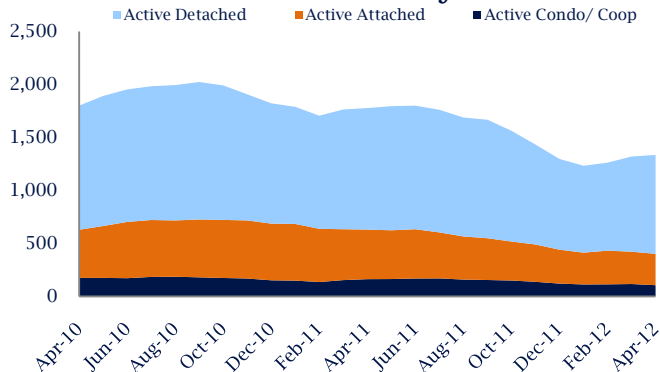
Units Sold

There was an increase in total units sold in April, with 186 sold this month in Harford County versus 169 last month, an increase of 10%. This month's total units sold was lower than at this time last year, a decrease of 21% versus April 2011.

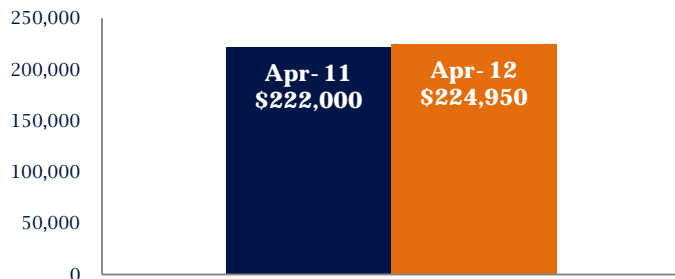
Active Inventory

Versus last year, the total number of homes available this month is lower by 442 units or 25%. The total number of active inventory this April was 1,334 compared to 1,776 in April 2011. This month's total of 1,334 is higher than the previous month's total supply of available inventory of 1,319, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Harford County Homes was \$222,000. This April, the median sale price was approximately the same at \$224,950. The current median sold price is 1% higher than in April 2011.

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.



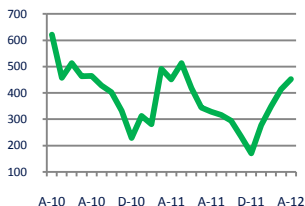


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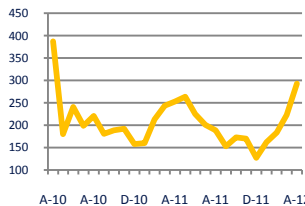
New Listings

452



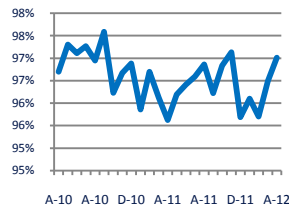
Current Contracts

293



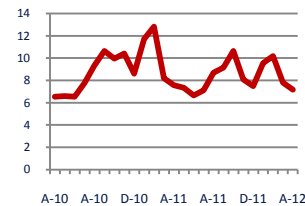
Sold Vs. List Price

97.0%



Months of Supply

7.2



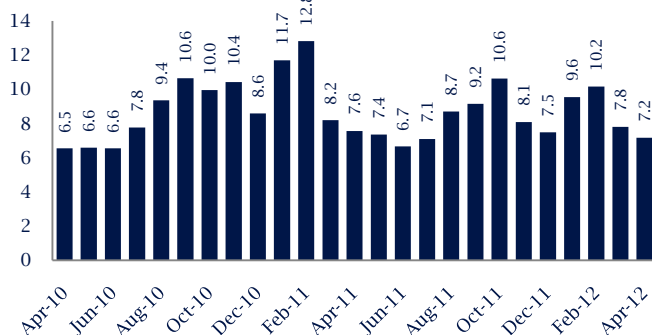
No Change
Vs. Year Ago

Up 16%
Vs. Year Ago

Up 1.5%
Vs. Year Ago

Down -5%
Vs. Year Ago

Months Of Supply



Months of Supply

In April, there was 7.2 months of supply available in Harford County, compared to 7.6 in April 2011. That is a decrease of 5% versus a year ago.

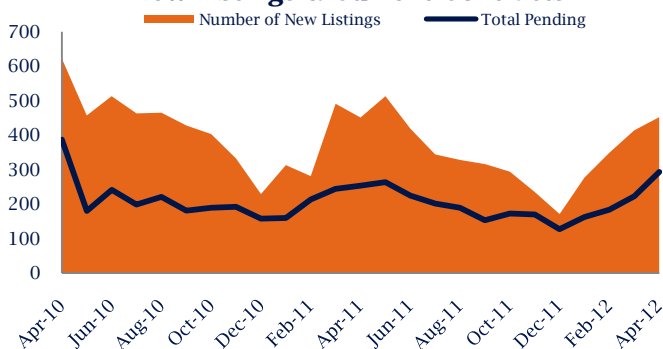
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

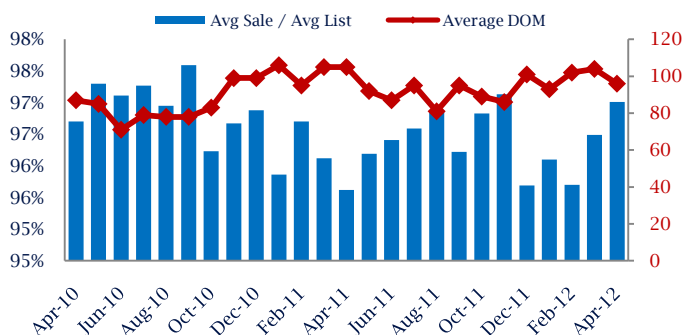
This month there were 452 homes newly listed for sale in Harford County, which is similar to the amount in April 2011.

There were 293 current contracts pending sale this April compared to 253 a year ago. The number of current contracts is 16% 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 Harford County was 97.0% of the average list price, which is 1.4% higher than at this time last year.

Days On Market

This month, the average number of days on market was 96, lower than the average last year, which was 105, a decrease of 9%.

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