

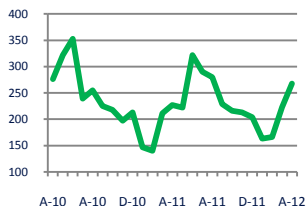


Focus On: Howard County Housing Market

April 2012

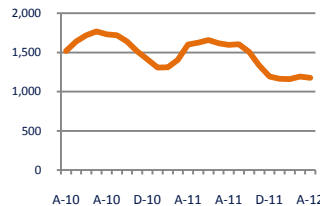
Units Sold

268



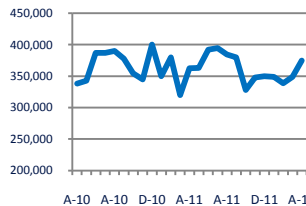
Active Inventory

1,177



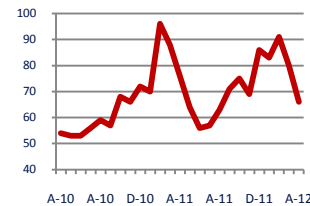
Median Sale Price

\$375,000



Days On Market

66



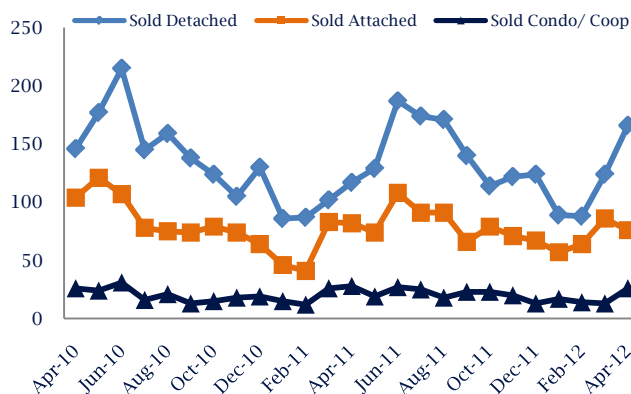
Up 18%
Vs. Year Ago

Down -26%
Vs. Year Ago

Up 3%
Vs. Year Ago

Down -13%
Vs. Year Ago

Units Sold*



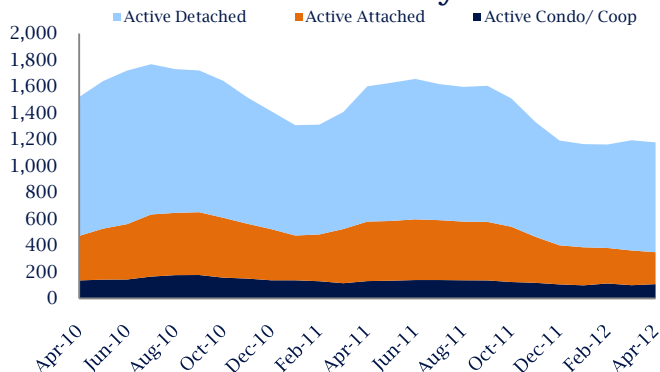
Units Sold

There was an increase in total units sold in April, with 268 sold this month in Howard County versus 223 last month, an increase of 20%. This month's total units sold was higher than at this time last year, an increase of 18% versus April 2011.

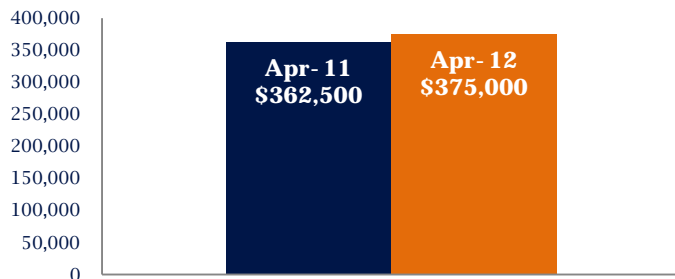
Active Inventory

Versus last year, the total number of homes available this month is lower by 423 units or 26%. The total number of active inventory this April was 1,177 compared to 1,600 in April 2011. This month's total of 1,177 is lower than the previous month's total supply of available inventory of 1,193, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Howard County Homes was \$362,500. This April, the median sale price was \$375,000, an increase of 3% or \$12,500 compared to last year. The current median sold price is 7% 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.



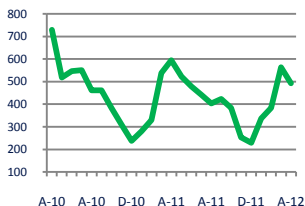


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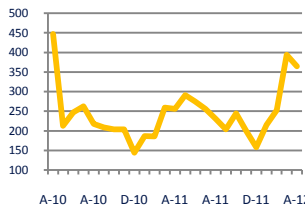
New Listings

493



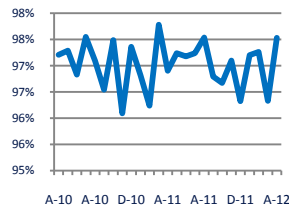
Current Contracts

365



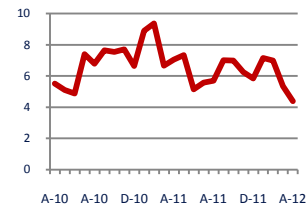
Sold Vs. List Price

97.5%



Months of Supply

4.4



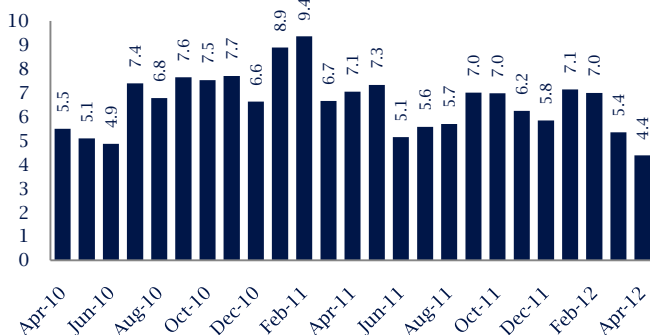
Down -17%
Vs. Year Ago

Up 43%
Vs. Year Ago

Up 0.7%
Vs. Year Ago

Down -38%
Vs. Year Ago

Months Of Supply



Months of Supply

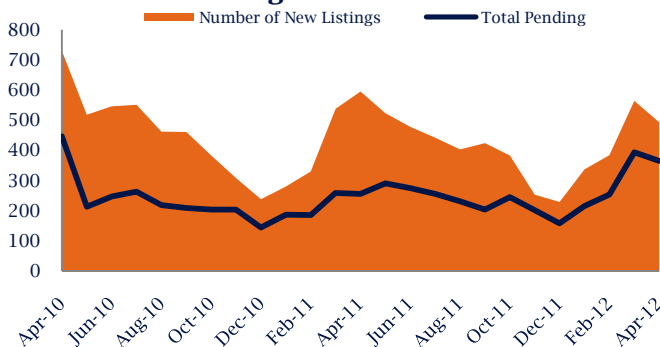
In April, there was 4.4 months of supply available in Howard County, compared to 7.0 in April 2011. That is a decrease of 38% versus a year ago.

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.

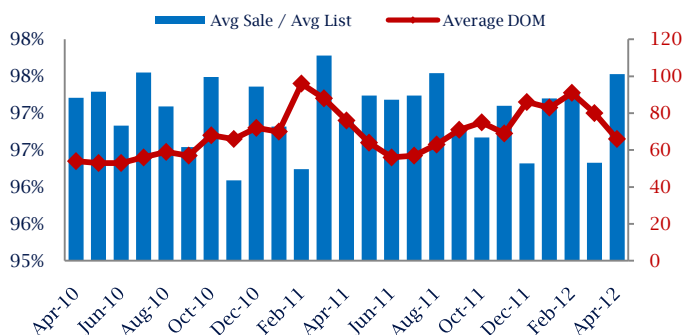
New Listings & Current Contracts

This month there were 493 homes newly listed for sale in Howard County compared to 595 in April 2011, a decrease of 17%. There were 365 current contracts pending sale this April compared to 256 a year ago. The number of current contracts is 43% 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 Howard County was 97.5% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 66, lower than the average last year, which was 76, a decrease of 13%.

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