

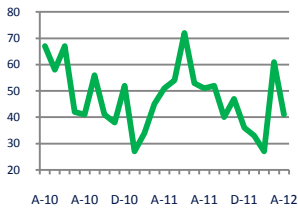


Focus On: Pasadena and Gibson Island Housing Market

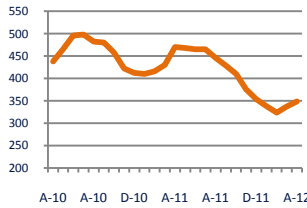
April 2012

Zip Code(s): 21122 and 21056

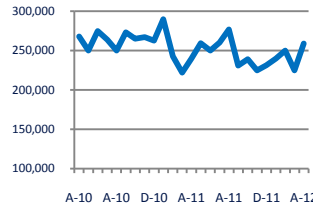
Units Sold
41



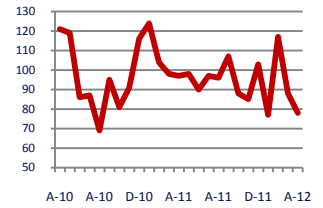
Active Inventory
349



Median Sale Price
\$259,000



Days On Market
78



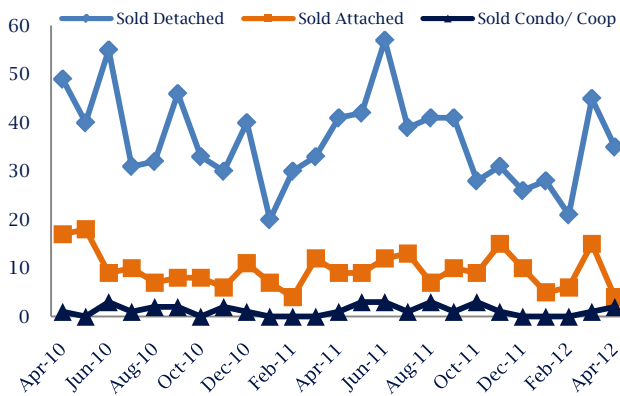
Down -20%
Vs. Year Ago

Down -26%
Vs. Year Ago

Up 8%
Vs. Year Ago

Down -20%
Vs. Year Ago

Units Sold*



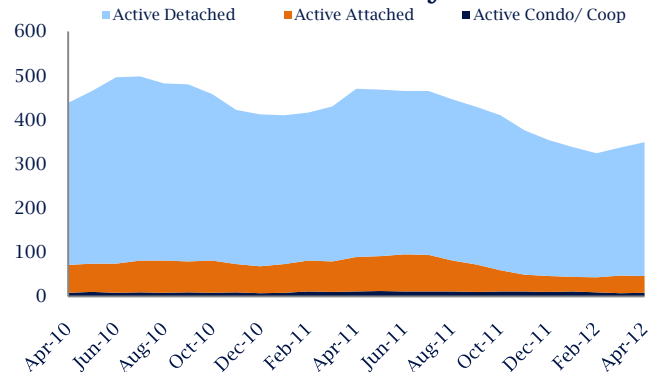
Units Sold

There was a decrease in total units sold in April, with 41 sold this month in Pasadena and Gibson Island versus 61 last month, a decrease of 33%. This month's total units sold was lower than at this time last year, a decrease of 20% versus April 2011.

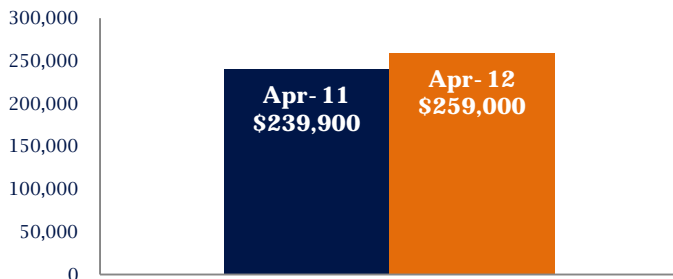
Active Inventory

Versus last year, the total number of homes available this month is lower by 121 units or 26%. The total number of active inventory this April was 349 compared to 470 in April 2011. This month's total of 349 is higher than the previous month's total supply of available inventory of 337, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Pasadena and Gibson Island Homes was \$239,900. This April, the median sale price was \$259,000, an increase of 8% or \$19,100 compared to last year. The current median sold price is 15% 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.

Pasadena and Gibson Island are defined as properties listed in zip code/s 21122 and 21056.

*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.





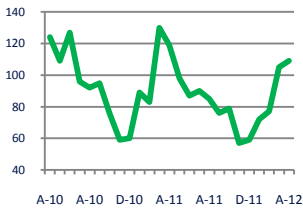
Focus On: Pasadena and Gibson Island Housing Market

April 2012

Zip Code(s): 21122 and 21056

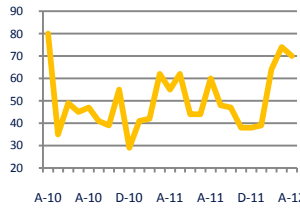
New Listings

109



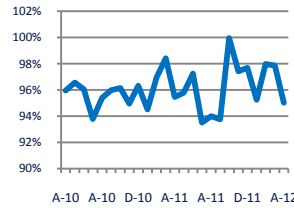
Current Contracts

70



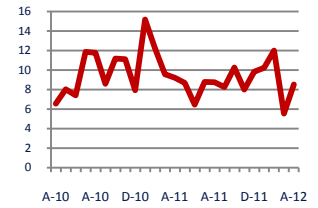
Sold Vs. List Price

95.0%



Months of Supply

8.5



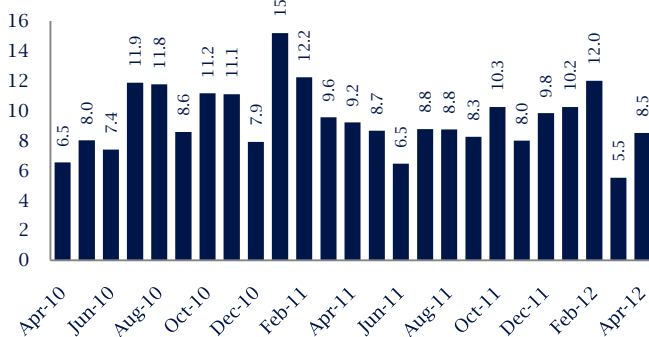
Down - 8%
Vs. Year Ago

Up 27%
Vs. Year Ago

No Change
Vs. Year Ago

Down - 8%
Vs. Year Ago

Months Of Supply



Months of Supply

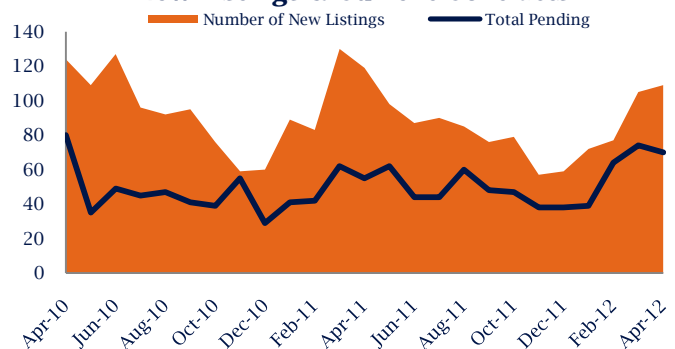
In April, there was 8.5 months of supply available in Pasadena and Gibson Island, compared to 9.2 in April 2011. That is a decrease of 8% versus a year ago.

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.

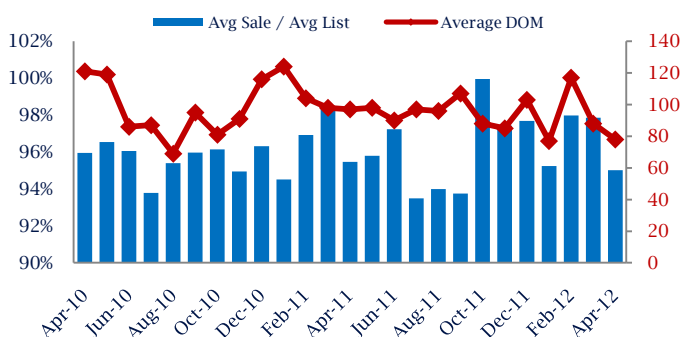
New Listings & Current Contracts

This month there were 109 homes newly listed for sale in Pasadena and Gibson Island compared to 119 in April 2011, a decrease of 8%. There were 70 current contracts pending sale this April compared to 55 a year ago. The number of current contracts is 27% 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 Pasadena and Gibson Island was 95.0% 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 78, lower than the average last year, which was 97, a decrease of 20%.

Pasadena and Gibson Island are defined as properties listed in zip code/s 21122 and 21056.

*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.

