



Focus On: Saint Mary's County Housing Market

April 2012

Units Sold

70

Active Inventory

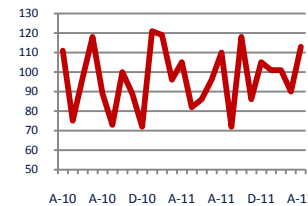
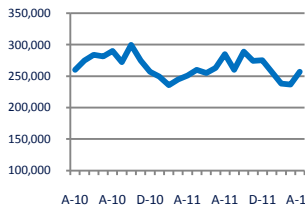
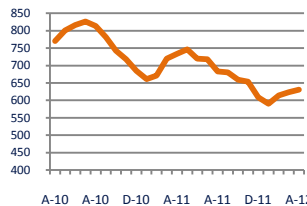
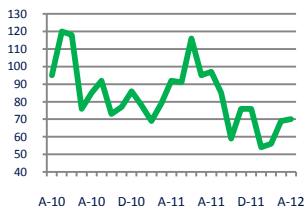
631

Median Sale Price

\$257,200

Days On Market

113



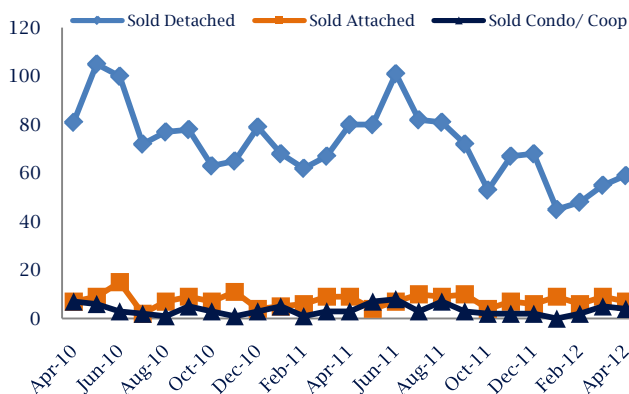
Down -24%
Vs. Year Ago

Down -14%
Vs. Year Ago

Up 2%
Vs. Year Ago

Up 8%
Vs. Year Ago

Units Sold*



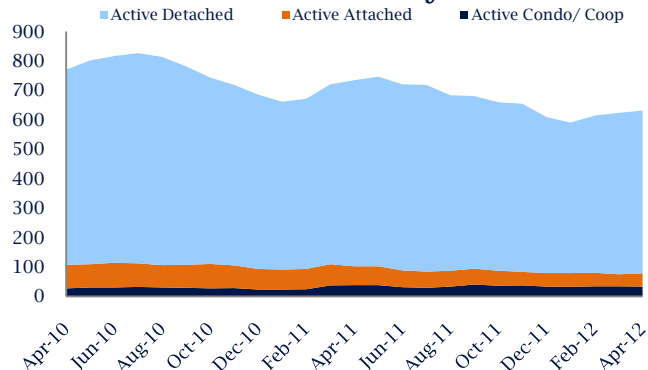
Units Sold

There was an increase in total units sold in April, with 70 sold this month in Saint Mary's County versus 69 last month, an increase of 1%. This month's total units sold was lower than at this time last year, a decrease of 24% versus April 2011.

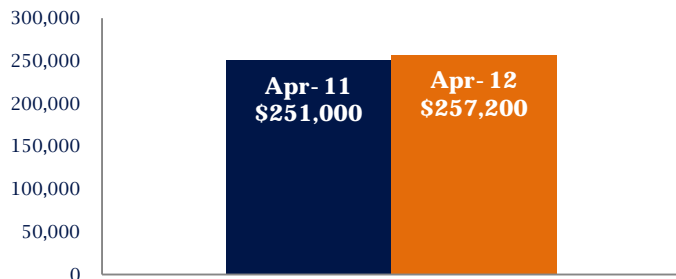
Active Inventory

Versus last year, the total number of homes available this month is lower by 103 units or 14%. The total number of active inventory this April was 631 compared to 734 in April 2011. This month's total of 631 is higher than the previous month's total supply of available inventory of 623, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Saint Mary's County Homes was \$251,000. This April, the median sale price was \$257,200, an increase of 2% or \$6,200 compared to last year. The current median sold price is 9% 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.



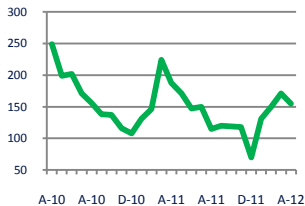


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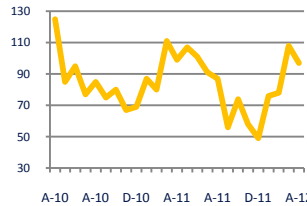
New Listings

155



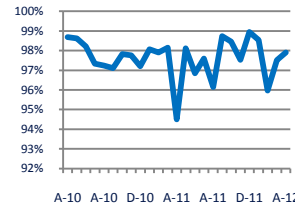
Current Contracts

97



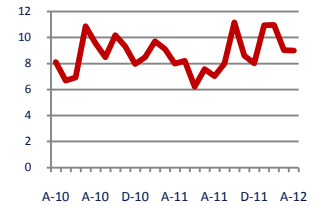
Sold Vs. List Price

97.9%



Months of Supply

9.0



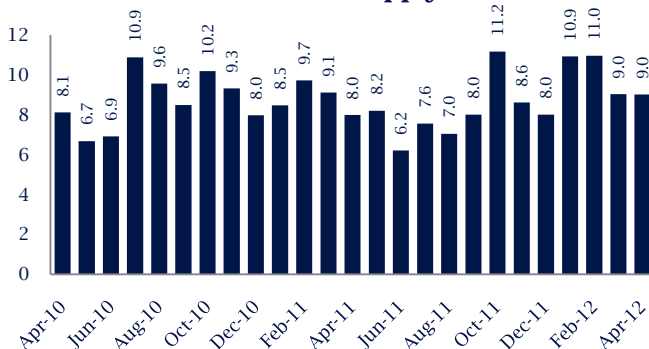
Down -18%
Vs. Year Ago

Down -2%
Vs. Year Ago

Up 3.6%
Vs. Year Ago

Up 13%
Vs. Year Ago

Months Of Supply



Months of Supply

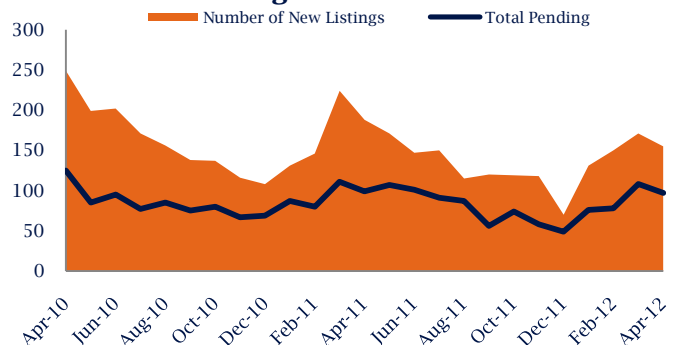
In April, there was 9.0 months of supply available in Saint Mary's County, compared to 8.0 in April 2011. That is an increase of 13% versus a year ago.

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.

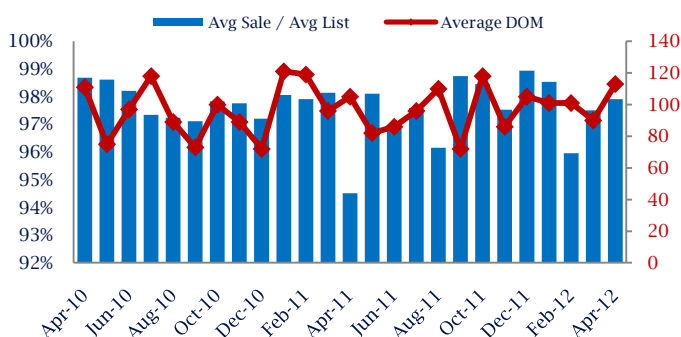
New Listings & Current Contracts

This month there were 155 homes newly listed for sale in Saint Mary's County compared to 188 in April 2011, a decrease of 18%. There were 97 current contracts pending sale this April compared to 99 a year ago. The number of current contracts is 2% lower 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 Saint Mary's County was 97.9% of the average list price, which is 3.4% higher than at this time last year.

Days On Market

This month, the average number of days on market was 113, higher than the average last year, which was 105, an increase of 8%.

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