

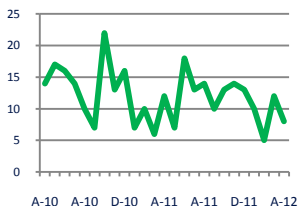


## Focus On: Somerset County Housing Market

April 2012

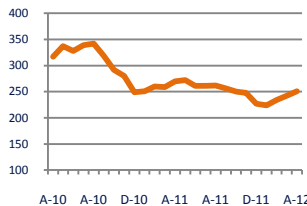
### Units Sold

8



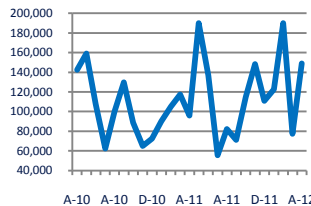
### Active Inventory

251



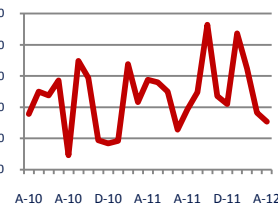
### Median Sale Price

\$148,950



### Days On Market

127



**Down -33%**  
Vs. Year Ago

**Down -7%**  
Vs. Year Ago

**Up**  
Vs. Year Ago

**Down -35%**  
Vs. Year Ago

### Units Sold\*



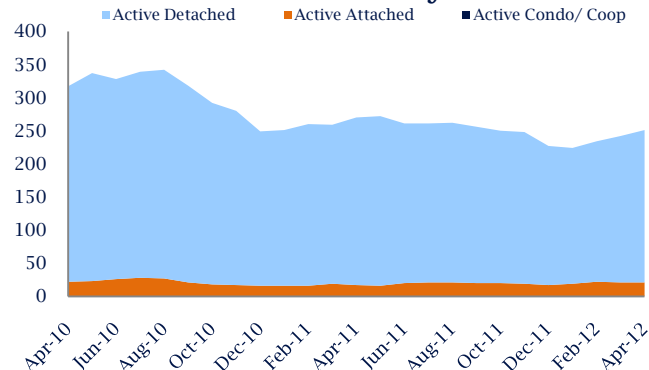
### Units Sold

There was a decrease in total units sold in April, with 8 sold this month in Somerset County versus 12 last month, a decrease of 33%. This month's total units sold was lower than at this time last year, a decrease of 33% versus April 2011.

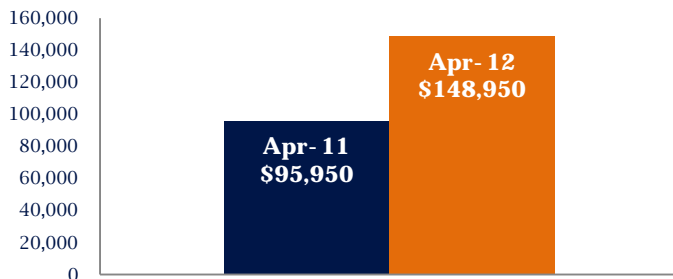
### Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 7%. The total number of active inventory this April was 251 compared to 270 in April 2011. This month's total of 251 is higher than the previous month's total supply of available inventory of 242, an increase of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last April, the median sale price for Somerset County Homes was \$95,950. This April, the median sale price was \$148,950, an increase of \$53,000 compared to last year. The current median sold price is 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 CAR 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 CAR or Long & Foster Real Estate, Inc.



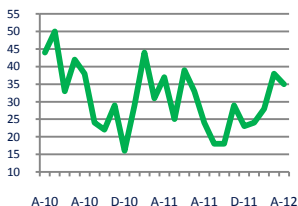


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April 2012

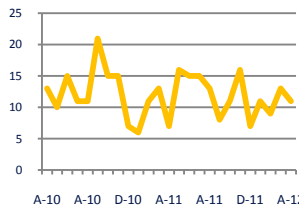
### New Listings

35



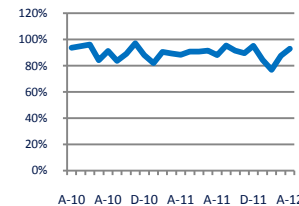
### Current Contracts

11



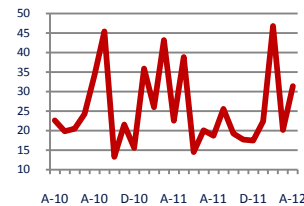
### Sold Vs. List Price

93.0%



### Months of Supply

31.4



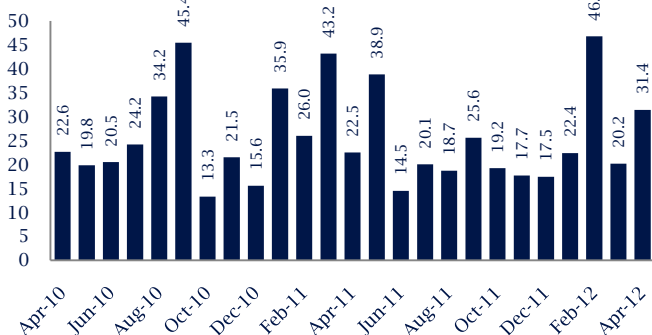
**Down -5%**  
Vs. Year Ago

**Up 57%**  
Vs. Year Ago

**Up**  
Vs. Year Ago

**Up 39%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

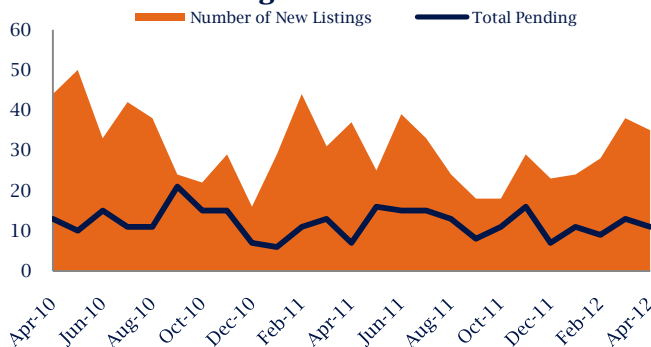
In April, there was 31.4 months of supply available in Somerset County, compared to 22.5 in April 2011. That is an increase of 39% versus a year ago.

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 35 homes newly listed for sale in Somerset County compared to 37 in April 2011, a decrease of 5%. There were 11 current contracts pending sale this April compared to 7 a year ago. The number of current contracts is 57% 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 Somerset County was 93.0% of the average list price, which is higher than at this time last year.

### Days On Market

This month, the average number of days on market was 127, lower than the average last year, which was 194, a decrease of 35%.

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