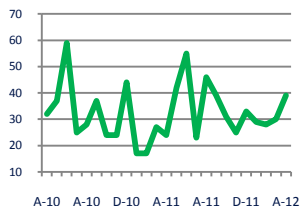




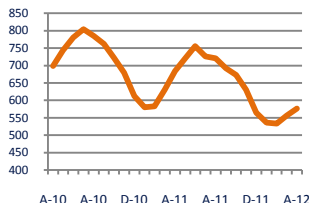
Focus On: Talbot County Housing Market

April 2012

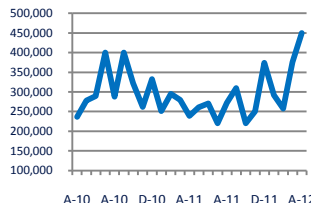
Units Sold
39



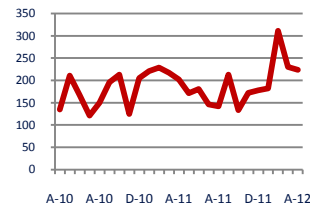
Active Inventory
577



Median Sale Price
\$450,000



Days On Market
224



Up
Vs. Year Ago

Down - 16%
Vs. Year Ago

Up
Vs. Year Ago

Up 11%
Vs. Year Ago

Units Sold*



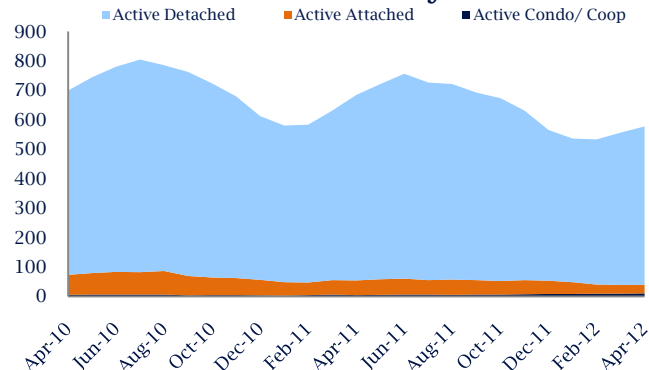
Units Sold

With relatively few transactions, there was an increase in total units sold in April, with 39 sold this month in Talbot County. This month's total units sold was higher than at this time last year, an increase from April 2011.

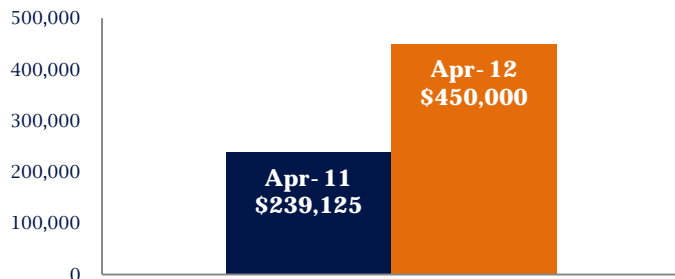
Active Inventory

Versus last year, the total number of homes available this month is lower by 107 units or 16%. The total number of active inventory this April was 577 compared to 684 in April 2011. This month's total of 577 is higher than the previous month's total supply of available inventory of 556, 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 Talbot County Homes was \$239,125. This April, the median sale price was \$450,000, an increase of \$210,875 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.

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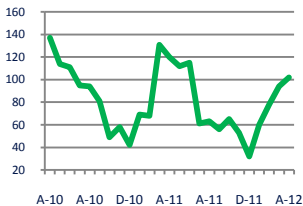




Focus On: Talbot County Housing Market

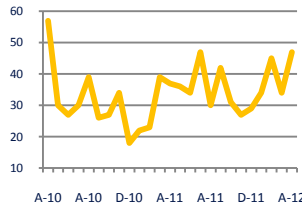
April 2012

New Listings
102



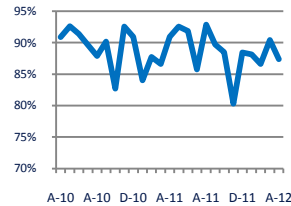
Down - 15%
Vs. Year Ago

Current Contracts
47



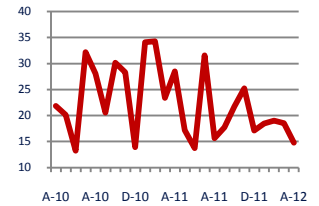
Up 27%
Vs. Year Ago

Sold Vs. List Price
87.4%



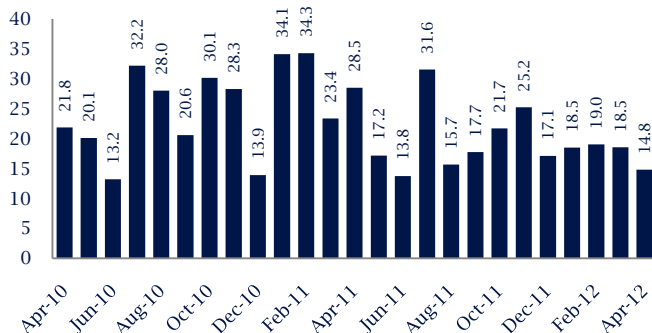
Down - 3.9%
Vs. Year Ago

Months of Supply
14.8



Down - 48%
Vs. Year Ago

Months Of Supply



Months of Supply

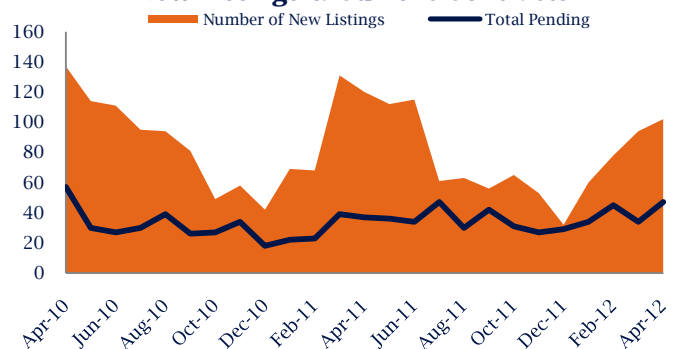
In April, there was 14.8 months of supply available in Talbot County, compared to 28.5 in April 2011. That is a decrease of 48% versus a year ago.

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.

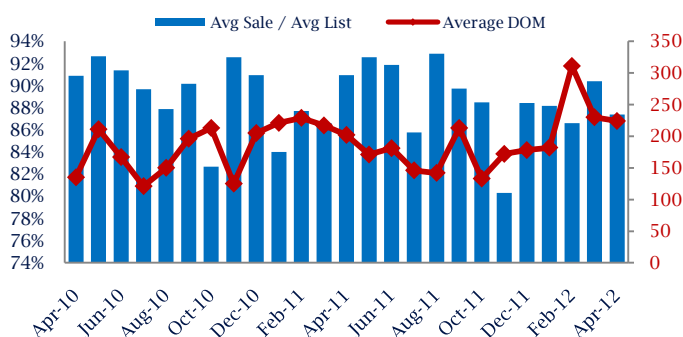
New Listings & Current Contracts

This month there were 102 homes newly listed for sale in Talbot County compared to 120 in April 2011, a decrease of 15%. There were 47 current contracts pending sale this April compared to 37 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 Talbot County was 87.4% of the average list price, which is 3.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 224, higher than the average last year, which was 202, an increase of 11%.

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