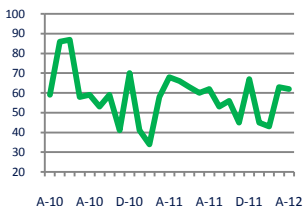




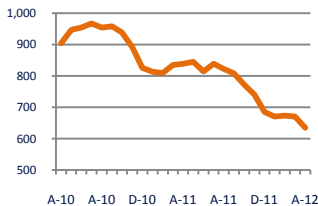
Focus On: Wicomico County Housing Market

April 2012

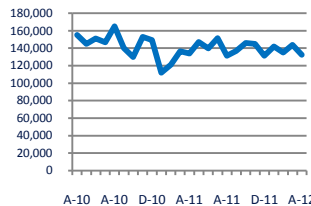
Units Sold
62



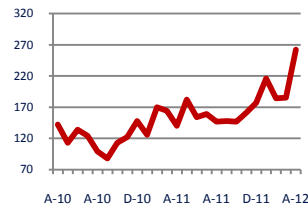
Active Inventory
635



Median Sale Price
\$132,500



Days On Market
262



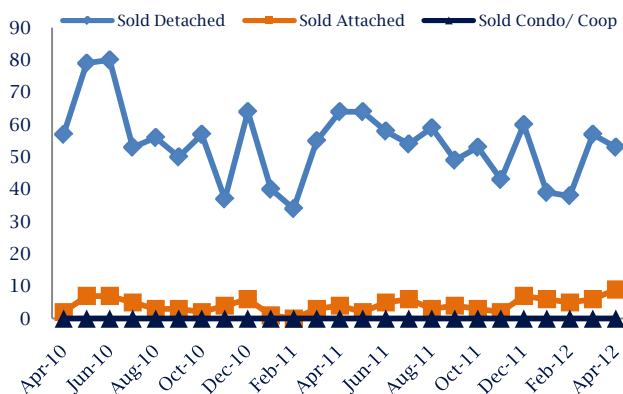
Down - 9%
Vs. Year Ago

Down - 24%
Vs. Year Ago

Down - 1%
Vs. Year Ago

Up
Vs. Year Ago

Units Sold*



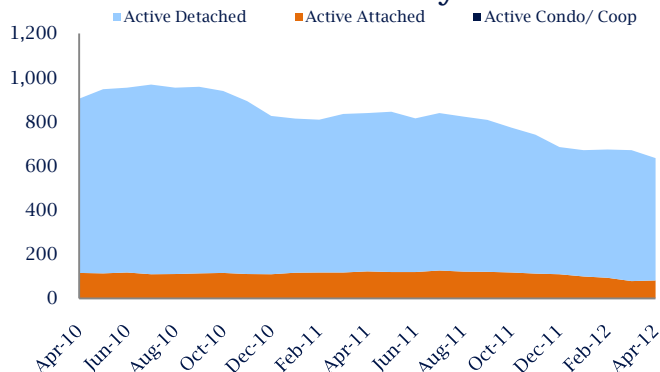
Units Sold

There was a decrease in total units sold in April, with 62 sold this month in Wicomico County versus 63 last month, a decrease of 2%. This month's total units sold was lower than at this time last year, a decrease of 9% versus April 2011.

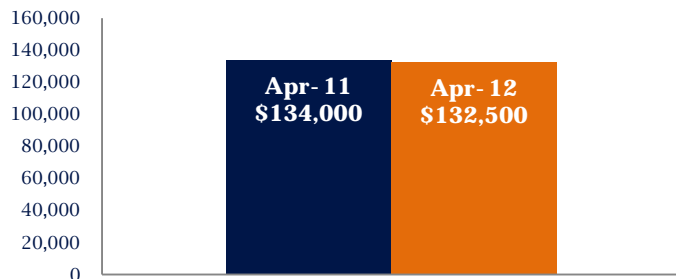
Active Inventory

Versus last year, the total number of homes available this month is lower by 204 units or 24%. The total number of active inventory this April was 635 compared to 839 in April 2011. This month's total of 635 is lower than the previous month's total supply of available inventory of 671, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Wicomico County Homes was \$134,000. This April, the median sale price was \$132,500, a decrease of 1% or \$1,500 compared to last year. The current median sold price is 8% lower 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.

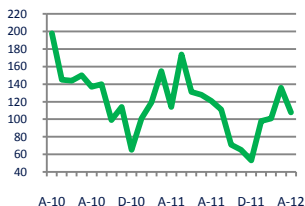




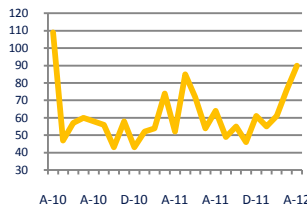
Focus On: Wicomico County Housing Market

April 2012

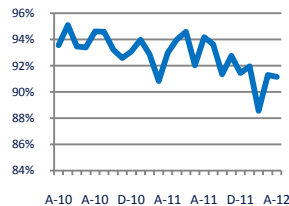
New Listings
108



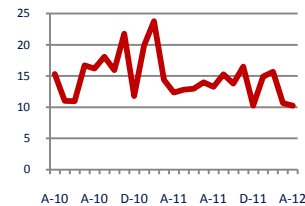
Current Contracts
90



Sold Vs. List Price
91.1%



Months of Supply
10.2



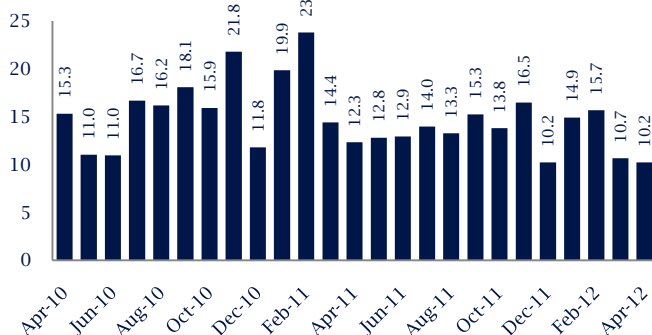
Down -5%
Vs. Year Ago

Up 73%
Vs. Year Ago

Down -2%
Vs. Year Ago

Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

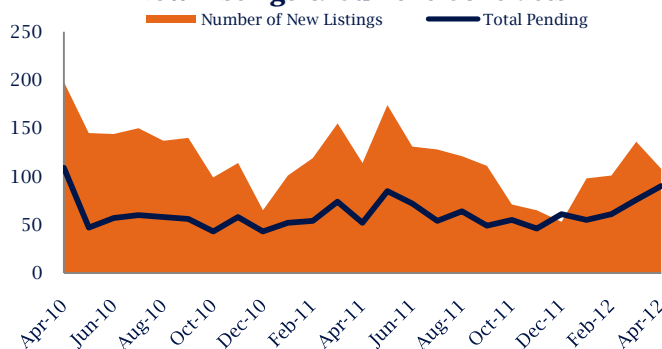
In April, there was 10.2 months of supply available in Wicomico County, compared to 12.3 in April 2011. That is a decrease of 17% versus a year ago.

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 108 homes newly listed for sale in Wicomico County compared to 114 in April 2011, a decrease of 5%. There were 90 current contracts pending sale this April compared to 52 a year ago. The number of current contracts is 73% 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 Wicomico County was 91.1% of the average list price, which is 1.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 262, higher than the average last year, which was 140.

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