



Focus On: Chesapeake City Housing Market

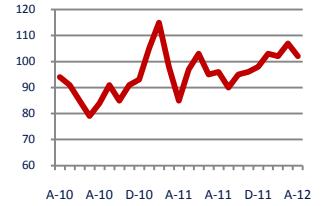
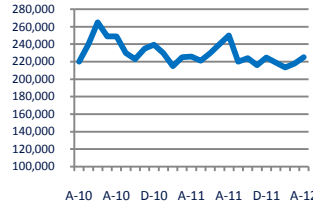
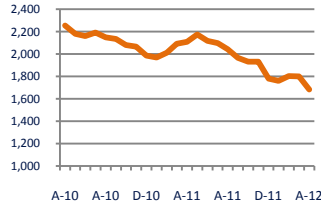
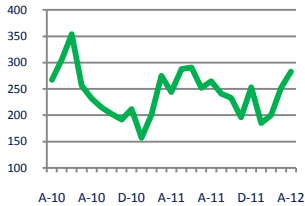
April 2012

Units Sold
283

Active Inventory
1,683

Median Sale Price
\$225,000

Days On Market
102



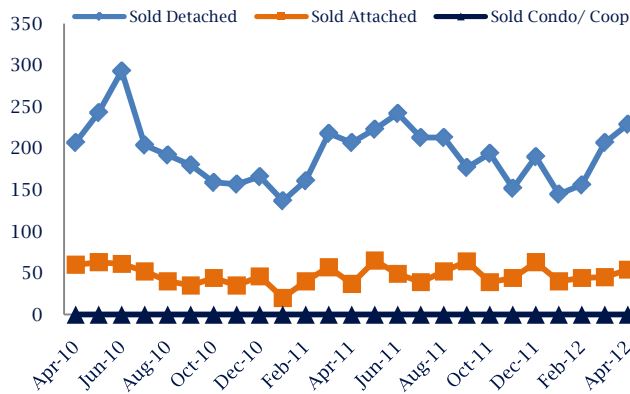
Up 16%
Vs. Year Ago

Down -20%
Vs. Year Ago

No Change
Vs. Year Ago

Up 20%
Vs. Year Ago

Units Sold*



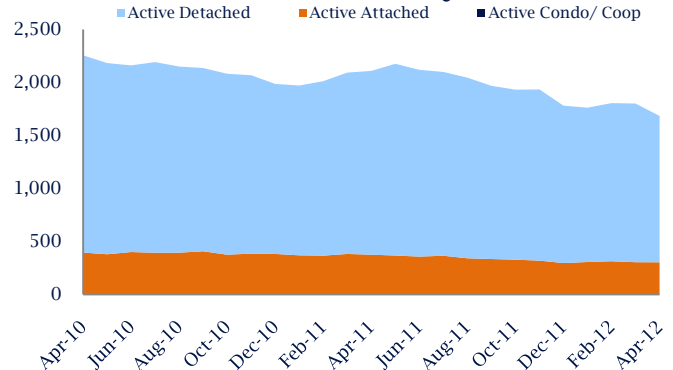
Units Sold

There was an increase in total units sold in April, with 283 sold this month in Chesapeake City versus 252 last month, an increase of 12%. This month's total units sold was higher than at this time last year, an increase of 16% versus April 2011.

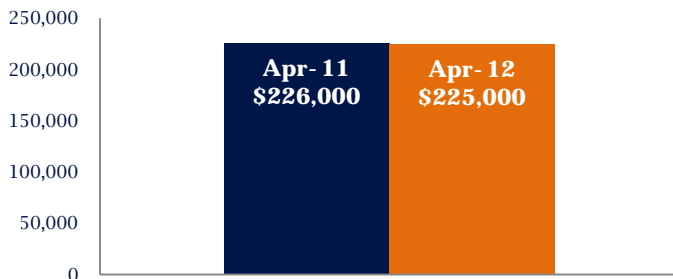
Active Inventory

Versus last year, the total number of homes available this month is lower by 425 units or 20%. The total number of active inventory this April was 1,683 compared to 2,108 in April 2011. This month's total of 1,683 is lower than the previous month's total supply of available inventory of 1,800, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Chesapeake City Homes was \$226,000. This April, the median sale price was \$225,000, which is similar compared to a year ago. The current median sold price is 3% 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.

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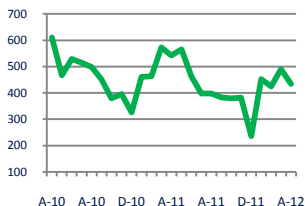


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April 2012

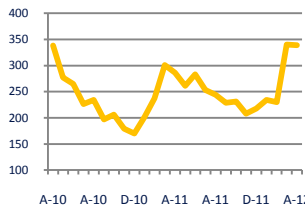
New Listings

434



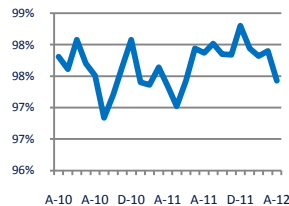
Current Contracts

339



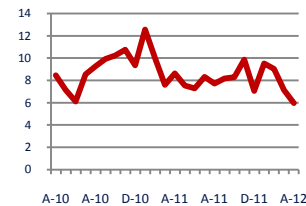
Sold Vs. List Price

97.4%



Months of Supply

6.0



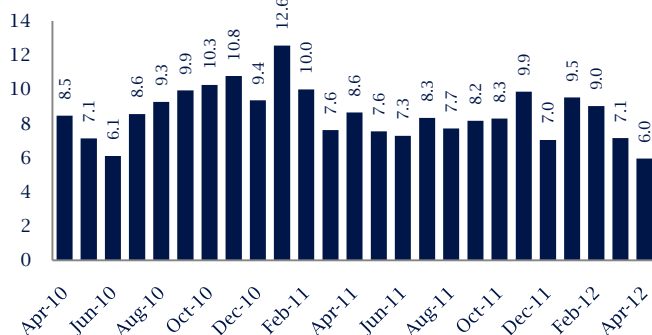
Down -20%
Vs. Year Ago

Up 19%
Vs. Year Ago

No Change
Vs. Year Ago

Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

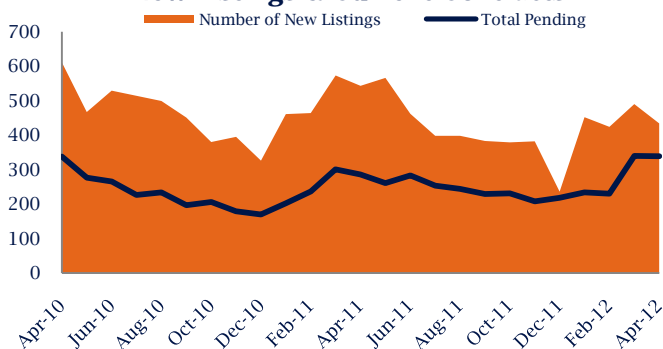
In April, there was 5.9 months of supply available in Chesapeake City, compared to 8.6 in April 2011. That is a decrease of 31% versus a year ago.

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.

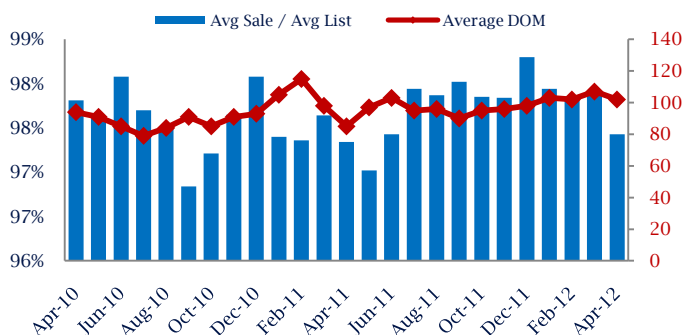
New Listings & Current Contracts

This month there were 434 homes newly listed for sale in Chesapeake City compared to 543 in April 2011, a decrease of 20%. There were 339 current contracts pending sale this April compared to 286 a year ago. The number of current contracts remained stable as compared to last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Chesapeake City was 97.4% 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 102, higher than the average last year, which was 85, an increase of 20%.

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