

Metropolitan Regional Information Systems, Inc. Real Estate Trend Indicator - Detached/Attached Report

Saint Marys County, MD

From: 02/01/2004 to 02/29/2004

Statistics generated on: 03/08/2004

| Price Class | Residential Unit Sales Number of Bedrooms | | | | Active Listings | | Time on Market | |
|---------------------------|--|-------------------------|-------------------------------|----------------------------------|------------------------------|----------------------------------|---|----|
| | 2 Or Less Detach/Attach | 3 Detach/Attach | 4 or More Detach/Attach | Condo Coop and Ground Rent | Residential Detach/Attach | Condo Coop and Ground Rent | of Units Sold (No. of Units) | |
| Under \$30,000 | 0 / 0 | 0 / 0 | 0 / 0 | 0 | 0 / 0 | 0 | 1 -30 Days | 51 |
| \$30,000-\$39,000 | 0 / 0 | 0 / 0 | 0 / 0 | 0 | 0 / 0 | 0 | 31-61 Days | 14 |
| \$40,000-\$49,999 | 0 / 0 | 0 / 0 | 0 / 0 | 0 | 0 / 0 | 0 | 61 - 91 Days | 14 |
| \$50,000-\$59,999 | 0 / 0 | 0 / 0 | 0 / 0 | 0 | 0 / 0 | 0 | 91-120 Days | 6 |
| \$60,000-\$69,999 | 1 / 0 | 0 / 0 | 0 / 0 | 0 | 0 / 0 | 0 | Over 120 Days | 12 |
| \$70,000-\$79,999 | 0 / 1 | 2 / 1 | 0 / 0 | 0 | 1 / 2 | 0 | Total | 97 |
| \$80,000-\$89,999 | 0 / 1 | 0 / 0 | 0 / 0 | 1 | 0 / 2 | 0 | Type of Financing of Units Sold (No. of Units) | |
| \$90,000- \$99,999 | 0 / 0 | 2 / 0 | 0 / 0 | 0 | 0 / 1 | 0 | | |
| \$100,000-\$119,999 | 1 / 1 | 2 / 1 | 0 / 0 | 0 | 5 / 0 | 0 | Conventional | 48 |
| \$120,000-\$139,999 | 0 / 2 | 0 / 1 | 1 / 0 | 0 | 4 / 7 | 0 | FHA | 11 |
| \$140,000-\$159,999 | 0 / 0 | 6 / 1 | 2 / 0 | 0 | 4 / 1 | 2 | VA | 11 |
| \$160,000-\$179,999 | 0 / 0 | 6 / 1 | 2 / 0 | 0 | 6 / 0 | 0 | Assumption | 0 |
| \$180,000-\$199,999 | 0 / 0 | 8 / 0 | 4 / 0 | 0 | 12 / 0 | 0 | Cash | 2 |
| \$200,000-\$249,999 | 0 / 0 | 16 / 0 | 7 / 0 | 0 | 24 / 4 | 0 | Owner Finance | 1 |
| \$250,000-\$299,999 | 1 / 0 | 2 / 0 | 6 / 0 | 0 | 46 / 0 | 0 | All Other | 4 |
| \$300,000-\$399,999 | 1 / 0 | 0 / 0 | 13 / 0 | 0 | 33 / 0 | 0 | Unreported | 20 |
| \$400,000-\$499,999 | 0 / 0 | 0 / 0 | 2 / 0 | 0 | 12 / 0 | 0 | Total | 97 |
| Over \$500,000 | 0 / 0 | 0 / 0 | 1 / 0 | 0 | 19 / 1 | 0 | | |
| Totals | 4 / 5 | 44 / 5 | 38 / 0 | 1 | 184 | 2 | | |
| Detach/Attach Totals | 86 / 10 | | | | 166 / 18 | | | |
| Grand Totals | 97 | | | | 186 | | | |
| Average Sold Prices | \$ 202,000 / \$ 110,960 | \$ 185,026 / \$ 124,998 | \$ 277,476 / \$ 0 | \$ 80,000 | | | | |
| Last Year Avg Sold Prices | \$ 221,667 / \$ 0 | \$ 160,963 / \$ 83,175 | \$ 258,822 / \$ 0 | \$ 140,000 | | | | |
| Average Sold % Change | -8.87 % / N/A | 14.95 % / 50.28 % | 7.21 % / N/A | -42.86 % | | | | |
| Last Year Units Sold | 3 / 0 | 47 / 4 | 27 / 0 | 1 | | | | |

| | <u>2004</u> | <u>2003</u> | <u>% Change</u> | Total Number of NEW listings taken for the month: 95 | |
|--|-------------------------|------------------------|-------------------|---|----|
| Total Sold Dollar Volume: | \$ 20,753,031 | \$ 15,691,148 | 32.26 % | Total # of Listings that are New Construction | |
| Average Sold Price: | \$ 213,949 | \$ 191,355 | 11.81 % | Active Listings: | 63 |
| Median Sold Price: | \$ 208,275 | \$ 176,500 | 18.00 % | Sold Listings: | 30 |
| Total Units Sold: | 97 | 82 | 18.29 % | Total Number of Properties marked Contract for the month: 78 | |
| Detach/Attach Average Sold: | \$ 226,666 / \$ 117,979 | \$ 197,642 / \$ 83,175 | 14.69 % / 41.84 % | Total Number of Properties marked Contingent for the month: 26 | |
| Average Days on Market: | 63 | 66 | -4.55 % | Total Number of NEW pendings (CONTRACTS + CONTINGENTS): 104 | |
| Average List Price for Solds: | \$ 219,142 | \$ 194,932 | 12.42 % | | |
| Avg Sale Price as a percentage of Avg List Price: | 97.63 % | 98.17 % | | | |

Source: Metropolitan Regional Information Systems, Inc. - MLS Resale Data

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