

**Metropolitan Regional Information Systems, Inc. Real Estate Trend Indicator - <\$30K to >\$500K Format**

Saint Marys County, MD

From: 06/01/2006 to 06/30/2006

Statistics generated on: 07/06/2006

| Price Class         | Residential Unit Sales<br>Number of Bedrooms |    |           |                            | Active Listings |                            | Time on Market                                 |     |
|---------------------|--|----|-----------|----------------------------|-----------------|----------------------------|--|-----|
|                     | 2 Or Less                                    | 3  | 4 or More | Condo Coop and Ground Rent | Residential     | Condo Coop and Ground Rent | of Units Sold (No. of Units)                   |     |
| Under \$30,000      | 0  | 0  | 0         | 0                          | 0               | 0                          | 1 -30 Days                                     | 74  |
| \$30,000-\$39,000   | 0  | 0  | 0         | 0                          | 0               | 0                          | 31-60 Days                                     | 33  |
| \$40,000-\$49,999   | 0  | 0  | 0         | 0                          | 0               | 0                          | 61 - 90 Days                                   | 11  |
| \$50,000-\$59,999   | 0  | 0  | 0         | 0                          | 0               | 0                          | 91-120 Days                                    | 5   |
| \$60,000-\$69,999   | 0  | 0  | 0         | 0                          | 0               | 0                          | Over 120 Days                                  | 9   |
| \$70,000-\$79,999   | 0  | 0  | 0         | 0                          | 0               | 0                          | Total  | 132 |
| \$80,000-\$89,999   | 0  | 0  | 0         | 0                          | 0               | 0                          |  |     |
| \$90,000-\$99,999   | 0  | 0  | 0         | 0                          | 0               | 0                          |  |     |
| \$100,000-\$119,999 | 0  | 0  | 0         | 0                          | 0               | 0                          |  |     |
| \$120,000-\$139,999 | 1  | 1  | 0         | 0                          | 3               | 0                          | Type of Financing of Units Sold (No. of Units) |     |
| \$140,000-\$159,999 | 1  | 5  | 0         | 0                          | 8               | 1                          | Conventional                                   | 105 |
| \$160,000-\$179,999 | 2  | 3  | 0         | 1                          | 15              | 2                          | FHA  | 3   |
| \$180,000-\$199,999 | 0  | 6  | 0         | 1                          | 16              | 2                          | VA   | 11  |
| \$200,000-\$249,999 | 2  | 7  | 1         | 0                          | 33              | 4                          | Assumption                                     | 8   |
| \$250,000-\$299,999 | 1  | 14 | 5         | 0                          | 89              | 3                          | Cash   | 4   |
| \$300,000-\$399,999 | 1  | 23 | 27        | 1                          | 206             | 0                          | Owner Finance                                  | 0   |
| \$400,000-\$499,999 | 0  | 3  | 8         | 2                          | 155             | 2                          | All Other                                      | 1   |
| Over \$500,000      | 1  | 5  | 10        | 0                          | 221             | 0                          | Unreported                                     | 0   |
| Totals              | 9  | 67 | 51        | 5                          | 746             | 14                         | Total  | 132 |
| Grand Totals        | 132  |    |           |                            | 760             |                            |  |     |

| <table> <thead> <tr> <th></th> <th>2006</th> <th>2005</th> <th>% Change</th> </tr> </thead> <tbody> <tr> <td><b>Total Sold Dollar Volume:</b></td> <td>\$ 44,766,208</td> <td>\$ 53,663,423</td> <td>- 16.58 %</td> </tr> <tr> <td><b>Average Sold Price:</b></td> <td>\$ 339,138</td> <td>\$ 323,274</td> <td>4.91 %</td> </tr> <tr> <td><b>Median Sold Price:</b></td> <td>\$ 335,000</td> <td>\$ 299,450</td> <td>11.87 %</td> </tr> <tr> <td><b>Total Units Sold:</b></td> <td>132</td> <td>166</td> <td>- 20.48 %</td> </tr> <tr> <td><b>Average Days on Market:</b></td> <td>39</td> <td>49</td> <td>- 20.41 %</td> </tr> <tr> <td><b>Average List Price for Solds:</b></td> <td>\$ 346,975</td> <td>\$ 327,946</td> <td>5.80 %</td> </tr> <tr> <td><b>Avg Sale Price as a percentage of Avg List Price:</b></td> <td>97.74 %</td> <td>98.58 %</td> <td></td> </tr> </tbody> </table> |               | 2006          | 2005      | % Change | <b>Total Sold Dollar Volume:</b> | \$ 44,766,208 | \$ 53,663,423 | - 16.58 % | <b>Average Sold Price:</b> | \$ 339,138 | \$ 323,274 | 4.91 % | <b>Median Sold Price:</b> | \$ 335,000 | \$ 299,450 | 11.87 % | <b>Total Units Sold:</b> | 132 | 166 | - 20.48 % | <b>Average Days on Market:</b> | 39 | 49 | - 20.41 % | <b>Average List Price for Solds:</b> | \$ 346,975 | \$ 327,946 | 5.80 % | <b>Avg Sale Price as a percentage of Avg List Price:</b> | 97.74 % | 98.58 % |  | <p><b>Total Number of NEW listings taken for the month: 303</b></p> <p><b>Total Number of Properties marked Contract for the month: 100</b></p> <p><b>Total Number of Properties marked Contingent for the month: 41</b></p> <p><b>Total Number of NEW pendings (CONTRACTS + CONTINGENTS): 141</b></p> |
|---|---------------|---------------|-----------|----------|----------------------------------|---------------|---------------|-----------|----------------------------|------------|------------|--------|---------------------------|------------|------------|---------|--------------------------|-----|-----|-----------|--------------------------------|----|----|-----------|--------------------------------------|------------|------------|--------|--|---------|---------|--|--|
|   | 2006          | 2005          | % Change  |          |                                  |               |               |           |                            |            |            |        |                           |            |            |         |                          |     |     |           |                                |    |    |           |                                      |            |            |        |  |         |         |  |  |
| <b>Total Sold Dollar Volume:</b>  | \$ 44,766,208 | \$ 53,663,423 | - 16.58 % |          |                                  |               |               |           |                            |            |            |        |                           |            |            |         |                          |     |     |           |                                |    |    |           |                                      |            |            |        |  |         |         |  |  |
| <b>Average Sold Price:</b>  | \$ 339,138    | \$ 323,274    | 4.91 %    |          |                                  |               |               |           |                            |            |            |        |                           |            |            |         |                          |     |     |           |                                |    |    |           |                                      |            |            |        |  |         |         |  |  |
| <b>Median Sold Price:</b>   | \$ 335,000    | \$ 299,450    | 11.87 %   |          |                                  |               |               |           |                            |            |            |        |                           |            |            |         |                          |     |     |           |                                |    |    |           |                                      |            |            |        |  |         |         |  |  |
| <b>Total Units Sold:</b>  | 132           | 166           | - 20.48 % |          |                                  |               |               |           |                            |            |            |        |                           |            |            |         |                          |     |     |           |                                |    |    |           |                                      |            |            |        |  |         |         |  |  |
| <b>Average Days on Market:</b>  | 39            | 49            | - 20.41 % |          |                                  |               |               |           |                            |            |            |        |                           |            |            |         |                          |     |     |           |                                |    |    |           |                                      |            |            |        |  |         |         |  |  |
| <b>Average List Price for Solds:</b>  | \$ 346,975    | \$ 327,946    | 5.80 %    |          |                                  |               |               |           |                            |            |            |        |                           |            |            |         |                          |     |     |           |                                |    |    |           |                                      |            |            |        |  |         |         |  |  |
| <b>Avg Sale Price as a percentage of Avg List Price:</b>  | 97.74 %       | 98.58 %       |           |          |                                  |               |               |           |                            |            |            |        |                           |            |            |         |                          |     |     |           |                                |    |    |           |                                      |            |            |        |  |         |         |  |  |

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

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