

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

Charles County, MD

From: 12/01/2007 to 12/31/2007

Statistics generated on: 01/08/2008

| 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  | 16 |
| \$30,000-\$39,000   | 0  | 0  | 0         | 0                          | 0               | 1                          | 31-60 Days  | 15 |
| \$40,000-\$49,999   | 0  | 0  | 0         | 0                          | 0               | 1                          | 61 - 90 Days  | 13 |
| \$50,000-\$59,999   | 0  | 0  | 0         | 0                          | 0               | 0                          | 91-120 Days   | 7  |
| \$60,000-\$69,999   | 0  | 0  | 0         | 0                          | 0               | 0                          | Over 120 Days   | 43 |
| \$70,000-\$79,999   | 0  | 0  | 0         | 0                          | 0               | 0                          | Total   | 94 |
| \$80,000-\$89,999   | 0  | 0  | 0         | 1                          | 0               | 0                          |   |    |
| \$90,000-\$99,999   | 0  | 0  | 0         | 0                          | 0               | 1                          |   |    |
| \$100,000-\$119,999 | 1  | 0  | 0         | 0                          | 0               | 2                          |   |    |
| \$120,000-\$139,999 | 0  | 0  | 0         | 0                          | 1               | 4                          |   |    |
| \$140,000-\$159,999 | 0  | 0  | 0         | 0                          | 2               | 2                          |   |    |
| \$160,000-\$179,999 | 0  | 1  | 1         | 0                          | 4               | 0                          |   |    |
| \$180,000-\$199,999 | 0  | 1  | 0         | 0                          | 6               | 1                          |   |    |
| \$200,000-\$249,999 | 2  | 13 | 0         | 0                          | 117             | 2                          |   |    |
| \$250,000-\$299,999 | 1  | 14 | 4         | 2                          | 223             | 2                          |   |    |
| \$300,000-\$399,999 | 1  | 19 | 20        | 0                          | 479             | 3                          |   |    |
| \$400,000-\$499,999 | 0  | 0  | 10        | 0                          | 314             | 0                          |   |    |
| Over \$500,000      | 0  | 0  | 3         | 0                          | 317             | 2                          |   |    |
| Totals              | 5  | 48 | 38        | 3                          | 1463            | 21                         |   |    |
| Grand Totals        | 94   |    |           |                            | 1484            |                            |   |    |
|                     |  |    |           |                            |                 |                            | <b>Type of Financing of Units Sold (No. of Units)</b> |    |
|                     |  |    |           |                            |                 |                            | Conventional  | 63 |
|                     |  |    |           |                            |                 |                            | FHA   | 9  |
|                     |  |    |           |                            |                 |                            | VA  | 8  |
|                     |  |    |           |                            |                 |                            | Assumption  | 7  |
|                     |  |    |           |                            |                 |                            | Cash  | 5  |
|                     |  |    |           |                            |                 |                            | Owner Finance   | 0  |
|                     |  |    |           |                            |                 |                            | All Other   | 2  |
|                     |  |    |           |                            |                 |                            | Unreported  | 0  |
|                     |  |    |           |                            |                 |                            | Total   | 94 |

|  | <u>2007</u>   | <u>2006</u>   | <u>% Change</u> |   |
|--|---------------|---------------|-----------------|---|
| <b>Total Sold Dollar Volume:</b>                         | \$ 30,183,436 | \$ 60,989,705 | - 50.51 %       | <b>Total Number of NEW listings taken for the month: 225</b><br><br><b>Total Number of Properties marked Contract for the month: 74</b><br><br><b>Total Number of Properties marked Contingent for the month: 19</b><br><br><b>Total Number of NEW pendings (CONTRACTS + CONTINGENTS): 93</b> |
| <b>Average Sold Price:</b>                               | \$ 321,100    | \$ 350,516    | - 8.39 %        |   |
| <b>Median Sold Price:</b>                                | \$ 313,950    | \$ 324,450    | - 3.24 %        |   |
| <b>Total Units Sold:</b>                                 | 94            | 174           | - 45.98 %       |   |
| <b>Average Days on Market:</b>                           | 151           | 77            | 96.10 %         |   |
| <b>Average List Price for Solds:</b>                     | \$ 348,656    | \$ 360,826    | - 3.37 %        |   |
| <b>Avg Sale Price as a percentage of Avg List Price:</b> | 92.10 %       | 97.14 %       |                 |   |

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