

**Metropolitan Regional Information Systems, Inc. Real Estate Trend Indicator - Detached/Attached Report - <\$100K to >\$5M Format**

Charles County, MD

From: 09/01/2007 to 09/30/2007

Statistics generated on: 10/09/2007

| Price Class               | Residential Unit Sales<br>Number of Bedrooms |                         |                               |                                  | Active Listings              |                                  | Time on Market                                       |     |  |
|---------------------------|--|-------------------------|-------------------------------|----------------------------------|------------------------------|----------------------------------|--|-----|--|
|                           | 2<br>Or Less<br>Detach/Attach                | 3<br>Detach/Attach      | 4<br>or More<br>Detach/Attach | Condo<br>Coop and<br>Ground Rent | Residential<br>Detach/Attach | Condo<br>Coop and<br>Ground Rent | of Units Sold<br>(No. of Units)                      |     |  |
| Under \$100,000           | 0   0  | 0   0                   | 0   0                         | 1                                | 0   0                        | 3                                | 1 -30 Days   | 27  |  |
| \$100,000 - 149,999       | 0   0  | 0   1                   | 0   0                         | 0                                | 1   0                        | 6                                | 31-60 Days   | 18  |  |
| \$150,000 - 199,999       | 1   5  | 0   0                   | 0   0                         | 0                                | 4   6                        | 0                                | 61 - 90 Days   | 14  |  |
| \$200,000 - 249,999       | 1   0  | 1   13                  | 1   1                         | 1                                | 22   80                      | 5                                | 91-120 Days  | 16  |  |
| \$250,000 - 299,999       | 1   0  | 8   8                   | 3   2                         | 0                                | 117   105                    | 3                                | Over 120 Days  | 44  |  |
| \$300,000 - 349,999       | 0   0  | 11   1                  | 12   2                        | 0                                | 228   83                     | 0                                | Total  | 119 |  |
| \$350,000 - 399,999       | 0   0  | 4   0                   | 12   1                        | 1                                | 245   21                     | 1                                | Type of Financing<br>of Units Sold<br>(No. of Units) |     |  |
| \$400,000 - 449,999       | 0   0  | 1   0                   | 10   0                        | 0                                | 175   2                      | 2                                |  |     |  |
| \$450,000 - 499,999       | 0   0  | 3   0                   | 2   0                         | 0                                | 187   0                      | 1                                | Conventional   | 89  |  |
| \$500,000 - 599,999       | 0   0  | 2   0                   | 6   0                         | 0                                | 236   1                      | 1                                | FHA  | 9   |  |
| \$600,000 - 699,999       | 0   0  | 0   0                   | 1   0                         | 0                                | 92   0                       | 0                                | VA   | 10  |  |
| \$700,000 - 799,999       | 0   0  | 0   0                   | 1   0                         | 0                                | 42   0                       | 1                                | Assumption   | 9   |  |
| \$800,000 - 899,999       | 0   0  | 0   0                   | 1   0                         | 0                                | 22   1                       | 0                                | Cash   | 2   |  |
| \$900,000 - 999,999       | 0   0  | 0   0                   | 0   0                         | 0                                | 15   0                       | 0                                | Owner Finance  | 0   |  |
| \$1,000,000 - 2,499,999   | 0   0  | 0   0                   | 0   0                         | 0                                | 24   0                       | 0                                | All Other  | 0   |  |
| \$2,500,000 - 4,999,999   | 0   0  | 0   0                   | 0   0                         | 0                                | 4   1                        | 0                                | Unreported   | 0   |  |
| \$5,000,000 & Over        | 0   0  | 0   0                   | 0   0                         | 0                                | 0   0                        | 0                                | Total  | 119 |  |
| <b>Totals</b>             | 3   5  | 30   23                 | 49   6                        | 3                                | 1714                         | 23                               |  |     |  |
| Detach/Attach Totals      | 82   34                                      |                         |                               |                                  | 1414   300                   |                                  |  |     |  |
| Grand Totals              | 119  |                         |                               |                                  | 1737                         |                                  |  |     |  |
| Average Sold Prices       | \$ 221,333   \$ 181,100                      | \$ 347,152   \$ 241,004 | \$ 411,299   \$ 303,167       | \$ 222,667                       |                              |                                  |  |     |  |
| Last Year Avg Sold Prices | \$ 273,000   \$ 231,100                      | \$ 369,041   \$ 269,125 | \$ 432,743   \$ 297,587       | \$ 226,133                       |                              |                                  |  |     |  |
| Average Sold % Change     | - 18.93 %   - 21.64 %                        | - 5.93 %   - 10.45 %    | - 4.96 %   1.88 %             | - 1.53 %                         |                              |                                  |  |     |  |
| Last Year Units Sold      | 5   5  | 50   55                 | 96   17                       | 9                                |                              |                                  |  |     |  |

|  | 2007                    | 2006                 | % Change  | Total Number of NEW listings<br>taken for the month: 368                |     |
|--|-------------------------|----------------------|---|---|-----|
| <b>Total Sold Dollar Volume:</b>                     | \$ 40,167,798           | \$ 84,411,941        | - 52.41 %   | <b>Total # of Listings that are New Construction</b>                    |     |
| Average Sold Price:                                  | \$ 337,545              | \$ 356,169           | - 5.23 %  | <b>Active Listings:</b>   | 271 |
| Median Sold Price:                                   | \$ 328,000              | \$ 325,000           | 0.92 %  | <b>Sold Listings:</b>   | 8   |
| Total Units Sold:                                    | 119                     | 237                  | - 49.79 %   | <b>Total Number of Properties<br/>marked Contract for the month: 81</b> |     |
| Detach/Attach Average Sold: \$ 380,880   \$ 243,165  | \$ 406,360   \$ 272,940 | - 6.27 %   - 10.91 % | <b>Total Number of Properties<br/>marked Contingent for the month: 26</b> |   |     |
| Average Days on Market:                              | 117                     | 64                   | 82.81 %   | <b>Total Number of NEW pendings<br/>(CONTRACTS + CONTINGENTS): 107</b>  |     |
| Average List Price for Sold:                         | \$ 364,209              | \$ 368,471           | - 1.16 %  |   |     |
| Avg Sale Price as a<br>percentage of Avg List Price: | 92.68 %                 | 96.66 %              |   |   |     |

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

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