

Metropolitan Regional Information Systems, Inc. Real Estate Trend Indicator - Detached/Attached Report - <\$30K to >\$500K

Saint Marys County, MD
From: 01/01/2007 to 01/31/2007

Statistics generated on: 02/08/2007

| 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 | 25 |
| \$30,000-\$39,000 | 0 / 0 | 0 / 0 | 0 / 0 | 0 | 0 / 0 | 0 | 31-60 Days | 10 |
| \$40,000-\$49,999 | 0 / 0 | 0 / 0 | 0 / 0 | 0 | 0 / 0 | 0 | 61 - 90 Days | 14 |
| \$50,000-\$59,999 | 0 / 0 | 0 / 0 | 0 / 0 | 0 | 0 / 0 | 0 | 91-120 Days | 13 |
| \$60,000-\$69,999 | 0 / 0 | 0 / 0 | 0 / 0 | 0 | 0 / 0 | 0 | Over 120 Days | 31 |
| \$70,000-\$79,999 | 0 / 0 | 0 / 0 | 0 / 0 | 0 | 0 / 0 | 0 | Total | 93 |
| \$80,000-\$89,999 | 0 / 0 | 0 / 0 | 0 / 0 | 0 | 0 / 0 | 0 | Type of Financing of Units Sold (No. of Units) | |
| \$90,000- \$99,999 | 0 / 0 | 0 / 0 | 0 / 0 | 0 | 0 / 0 | 0 | Conventional | 78 |
| \$100,000-\$119,999 | 0 / 0 | 0 / 0 | 0 / 0 | 0 | 1 / 0 | 0 | FHA | 2 |
| \$120,000-\$139,999 | 1 / 0 | 0 / 0 | 0 / 0 | 0 | 0 / 2 | 0 | VA | 6 |
| \$140,000-\$159,999 | 1 / 0 | 0 / 0 | 0 / 0 | 1 | 1 / 4 | 0 | Assumption | 3 |
| \$160,000-\$179,999 | 0 / 0 | 1 / 1 | 0 / 0 | 1 | 3 / 1 | 4 | Cash | 3 |
| \$180,000-\$199,999 | 0 / 3 | 0 / 1 | 0 / 0 | 0 | 14 / 15 | 7 | Owner Finance | 0 |
| \$200,000-\$249,999 | 1 / 2 | 5 / 3 | 1 / 0 | 1 | 21 / 10 | 6 | All Other | 1 |
| \$250,000-\$299,999 | 1 / 0 | 6 / 0 | 6 / 0 | 0 | 66 / 9 | 0 | Unreported | 0 |
| \$300,000-\$399,999 | 0 / 1 | 10 / 0 | 14 / 1 | 3 | 208 / 11 | 0 | Total | 93 |
| \$400,000-\$499,999 | 0 / 0 | 2 / 0 | 15 / 1 | 0 | 150 / 6 | 0 | | |
| Over \$500,000 | 0 / 0 | 1 / 1 | 8 / 0 | 0 | 203 / 3 | 0 | | |
| Totals | 4 / 6 | 25 / 6 | 44 / 2 | 6 | 728 | 17 | | |
| Detach/Attach Totals | 73 / 14 | | | | 667 / 61 | | | |
| Grand Totals | 93 | | | | 745 | | | |
| Average Sold Prices | \$ 197,950 / \$ 230,717 | \$ 310,949 / \$ 265,412 | \$ 417,606 / \$ 400,000 | \$ 251,276 | | | | |
| Last Year Avg Sold Prices | \$ 235,925 / \$ 193,658 | \$ 318,779 / \$ 200,170 | \$ 380,885 / \$ 284,990 | \$ 281,075 | | | | |
| Average Sold % Change | - 16.10 % / 19.14 % | - 2.46 % / 32.59 % | 9.64 % / 40.36 % | - 10.60 % | | | | |
| Last Year Units Sold | 8 / 4 | 27 / 10 | 36 / 1 | 4 | | | | |

| | 2007 | 2006 | % Change | Total Number of NEW listings taken for the month: 181 | |
|--|-------------------------|-------------------------|------------------|---|-----|
| Total Sold Dollar Volume: | \$ 32,224,626 | \$ 28,391,925 | 13.50 % | Total # of Listings that are New Construction | |
| Average Sold Price: | \$ 346,501 | \$ 315,466 | 9.84 % | Active Listings: | 254 |
| Median Sold Price: | \$ 327,000 | \$ 286,182 | 14.26 % | Sold Listings: | 22 |
| Total Units Sold: | 93 | 90 | 3.33 % | Total Number of Properties marked Contract for the month: 86 | |
| Detach/Attach Average Sold: | \$ 369,044 / \$ 269,769 | \$ 340,934 / \$ 204,088 | 8.24 % / 32.18 % | Total Number of Properties marked Contingent for the month: 18 | |
| Average Days on Market: | 106 | 46 | 130.43 % | Total Number of NEW pendings (CONTRACTS + CONTINGENTS): 104 | |
| Average List Price for Sold: | \$ 364,116 | \$ 342,648 | 6.27 % | | |
| Avg Sale Price as a percentage of Avg List Price: | 95.16 % | 92.07 % | | | |

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