

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

Calvert County, MD

From: 10/01/2008 to 10/31/2008

Statistics generated on: 11/06/2008

| Price Class             | Residential Unit Sales<br>Number of Bedrooms |    |           |            |             | Active Listings |            |             | Time on Market                                 |    |
|-------------------------|--|----|-----------|------------|-------------|-----------------|------------|-------------|--|----|
|                         | 2 Or Less                                    | 3  | 4 or More | Condo Coop | Ground Rent | Residential     | Condo Coop | Ground Rent | of Units Sold (No. of Units)                   |    |
| Under \$100,000         | 0  | 0  | 0         | 0          | 1           | 1               | 0          | 2           | 1 -30 Days                                     | 6  |
| \$100,000 - 149,999     | 2  | 1  | 0         | 0          | 0           | 9               | 0          | 0           | 31-60 Days                                     | 5  |
| \$150,000 - 199,999     | 0  | 2  | 1         | 1          | 0           | 41              | 0          | 0           | 61 - 90 Days                                   | 7  |
| \$200,000 - 249,999     | 1  | 6  | 3         | 0          | 0           | 72              | 4          | 0           | 91-120 Days                                    | 9  |
| \$250,000 - 299,999     | 0  | 7  | 4         | 1          | 0           | 134             | 9          | 0           | Over 120 Days                                  | 32 |
| \$300,000 - 349,999     | 0  | 3  | 3         | 0          | 0           | 120             | 10         | 1           | Total  | 59 |
| \$350,000 - 399,999     | 1  | 0  | 2         | 0          | 0           | 150             | 15         | 0           | Type of Financing of Units Sold (No. of Units) |    |
| \$400,000 - 449,999     | 0  | 1  | 5         | 0          | 0           | 115             | 6          | 1           | Conventional                                   | 26 |
| \$450,000 - 499,999     | 1  | 1  | 2         | 1          | 0           | 108             | 4          | 0           | FHA  | 13 |
| \$500,000 - 599,999     | 0  | 0  | 2         | 0          | 0           | 81              | 7          | 0           | VA   | 7  |
| \$600,000 - 699,999     | 0  | 0  | 1         | 0          | 0           | 52              | 1          | 1           | Assumption                                     | 7  |
| \$700,000 - 799,999     | 0  | 0  | 3         | 0          | 0           | 34              | 0          | 0           | Cash   | 4  |
| \$800,000 - 899,999     | 0  | 0  | 1         | 0          | 0           | 24              | 0          | 0           | Owner Finance                                  | 0  |
| \$900,000 - 999,999     | 0  | 0  | 0         | 0          | 0           | 11              | 0          | 0           | All Other                                      | 2  |
| \$1,000,000 - 2,499,999 | 0  | 0  | 2         | 0          | 0           | 27              | 0          | 0           | Unreported                                     | 0  |
| \$2,500,000 - 4,999,999 | 0  | 0  | 0         | 0          | 0           | 2               | 0          | 0           | Total  | 59 |
| \$5,000,000 & Over      | 0  | 0  | 0         | 0          | 0           | 1               | 0          | 0           | Grand Totals                                   |    |
| Totals                  | 5  | 21 | 29        | 3          | 1           | 982             | 56         | 5           | 59   |    |
| Grand Totals            | 59   |    |           |            |             | 1043            |            |             |  |    |

|  |               |                 |   |           |
|--|---------------|-----------------|---|-----------|
| <b>2008</b>  | <b>2007</b>   | <b>% Change</b> | <b>Total Number of NEW listings taken for the month: 156</b><br><br><b>Total Number of Properties marked Contract for the month: 37</b><br><br><b>Total Number of Properties marked Contingent for the month: 17</b><br><br><b>Total Number of NEW pendings (CONTRACTS + CONTINGENTS): 54</b> |           |
| <b>Total Sold Dollar Volume:</b>                         | \$ 21,537,988 | \$ 27,086,260   |   | - 20.48 % |
| <b>Average Sold Price:</b>                               | \$ 365,051    | \$ 376,198      |   | - 2.96 %  |
| <b>Median Sold Price:</b>                                | \$ 280,000    | \$ 348,000      |   | - 19.54 % |
| <b>Total Units Sold:</b>                                 | 59            | 72              |   | - 18.06 % |
| <b>Average Days on Market:</b>                           | 186           | 130             |   | 43.08 %   |
| <b>Average List Price for Solds:</b>                     | \$ 416,240    | \$ 404,155      |   | 2.99 %    |
| <b>Avg Sale Price as a percentage of Avg List Price:</b> | 87.70 %       | 93.08 %         |   |           |

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

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