

Metropolitan Regional Information Systems, Inc. Year End Real Estate Trend Indicator - Detach/Attach - <\$30K to >\$500K Format

Saint Marys County, MD

From: 01/01/2008 to 12/31/2008

Statistics generated on: 02/13/2009

| Price Class | Residential Unit Sales Number of Bedrooms | | | | Time on Market | |
|---------------------------|--|-------------------------|-------------------------------|----------------------------------|---|-----|
| | 2 Or Less Detach/Attach | 3 Detach/Attach | 4 or More Detach/Attach | Condo Coop and Ground Rent | of Units Sold (No. of Units) | |
| Under \$30,000 | 0 0 | 0 0 | 0 0 | 0 | 1 -30 Days | 258 |
| \$30,000-\$39,000 | 0 0 | 0 0 | 0 0 | 0 | 31-61 Days | 139 |
| \$40,000-\$49,999 | 0 0 | 0 0 | 0 0 | 0 | 61 - 91 Days | 106 |
| \$50,000-\$59,999 | 0 0 | 1 0 | 0 0 | 0 | 91-120 Days | 77 |
| \$60,000-\$69,999 | 2 0 | 1 0 | 0 0 | 0 | Over 120 Days | 378 |
| \$70,000-\$79,999 | 0 0 | 0 0 | 0 0 | 0 | Total | 958 |
| \$80,000-\$89,999 | 0 0 | 6 0 | 0 0 | 0 | Type of Financing of Units Sold (No. of Units) | |
| \$90,000- \$99,999 | 0 0 | 3 0 | 1 0 | 0 | Conventional | 518 |
| \$100,000-\$119,999 | 2 0 | 6 1 | 1 0 | 0 | FHA | 183 |
| \$120,000-\$139,999 | 2 1 | 5 1 | 2 0 | 0 | VA | 151 |
| \$140,000-\$159,999 | 3 1 | 8 7 | 2 0 | 3 | Assumption | 20 |
| \$160,000-\$179,999 | 6 4 | 8 4 | 0 0 | 11 | Cash | 65 |
| \$180,000-\$199,999 | 5 2 | 18 18 | 5 0 | 3 | Owner Finance | 3 |
| \$200,000-\$249,999 | 6 1 | 79 37 | 12 3 | 3 | All Other | 18 |
| \$250,000-\$299,999 | 4 1 | 104 19 | 66 0 | 0 | Unreported | 0 |
| \$300,000-\$399,999 | 6 0 | 84 10 | 173 1 | 3 | Total | 958 |
| \$400,000-\$499,999 | 2 0 | 14 0 | 108 0 | 0 | | |
| Over \$500,000 | 3 0 | 20 0 | 56 0 | 0 | | |
| Totals | 41 10 | 357 97 | 426 4 | 23 | | |
| Detach/Attach Totals | 824 111 | | | | | |
| Grand Totals | 958 | | | | | |
| Average Sold Prices | \$ 245,804 \$ 181,955 | \$ 282,361 \$ 229,498 | \$ 399,010 \$ 259,450 | \$ 197,041 | | |
| Last Year Avg Sold Prices | \$ 244,545 \$ 209,836 | \$ 314,600 \$ 231,398 | \$ 424,345 \$ 355,833 | \$ 223,669 | | |
| Average Sold % Change | 0.51 % / - 13.29 % | - 10.25 % / - 0.82 % | - 5.97 % / - 27.09 % | - 11.91 % | | |
| Last Year Units Sold | 36 47 | 392 93 | 564 3 | 44 | | |

| | 2008 | 2007 | % Change | | | | | |
|--|-------------------------|-------------------------|---------------------|---|--|--|-----------------------|-----|
| Total Sold Dollar Volume: | \$ 310,509,608 | \$ 413,675,193 | - 24.94 % | <table border="1"> <tr> <td colspan="2">Total # of Listings that are New Construction</td> </tr> <tr> <td>Sold Listings:</td> <td>227</td> </tr> </table> | Total # of Listings that are New Construction | | Sold Listings: | 227 |
| Total # of Listings that are New Construction | | | | | | | | |
| Sold Listings: | 227 | | | | | | | |
| Average Sold Price: | \$ 324,123 | \$ 350,870 | - 7.62 % | | | | | |
| Median Sold Price: | \$ 300,000 | \$ 329,000 | - 8.81 % | | | | | |
| Total Units Sold: | 958 | 1,179 | - 18.74 % | | | | | |
| Detach/Attach Average Sold: | \$ 340,848 \$ 226,294 | \$ 374,453 \$ 226,922 | - 8.97 % - 0.28 % | | | | | |
| Average Days on Market: | 129 | 108 | 19.44 % | | | | | |
| Average List Price for Sold: | \$ 349,762 | \$ 369,210 | - 5.27 % | | | | | |
| Avg Sale Price as a percentage of Avg List Price: | 92.67 % | 95.03 % | | | | | | |

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

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