

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

Calvert County, MD

From: 10/01/2009 to 10/31/2009

Statistics generated on: 11/09/2009

| 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  | 1  | 0         | 0          | 0           | 1               | 0          | 2           | 1 -30 Days                                     | 15 |
| \$100,000 - 149,999     | 1  | 5  | 0         | 0          | 0           | 15              | 0          | 0           | 31-60 Days                                     | 17 |
| \$150,000 - 199,999     | 1  | 10 | 5         | 0          | 0           | 57              | 2          | 0           | 61 - 90 Days                                   | 14 |
| \$200,000 - 249,999     | 1  | 9  | 5         | 2          | 0           | 96              | 2          | 0           | 91-120 Days                                    | 9  |
| \$250,000 - 299,999     | 0  | 7  | 7         | 0          | 0           | 143             | 8          | 0           | Over 120 Days                                  | 42 |
| \$300,000 - 349,999     | 0  | 8  | 7         | 0          | 0           | 114             | 8          | 0           | Total  | 97 |
| \$350,000 - 399,999     | 0  | 1  | 2         | 0          | 0           | 124             | 6          | 0           | Type of Financing of Units Sold (No. of Units) |    |
| \$400,000 - 449,999     | 1  | 2  | 4         | 1          | 0           | 62              | 6          | 0           | Conventional                                   | 42 |
| \$450,000 - 499,999     | 0  | 1  | 5         | 0          | 0           | 69              | 2          | 0           | FHA  | 26 |
| \$500,000 - 599,999     | 0  | 0  | 5         | 0          | 0           | 108             | 1          | 0           | VA   | 12 |
| \$600,000 - 699,999     | 0  | 0  | 3         | 0          | 0           | 56              | 0          | 0           | Assumption                                     | 8  |
| \$700,000 - 799,999     | 0  | 0  | 0         | 0          | 0           | 22              | 1          | 0           | Cash   | 7  |
| \$800,000 - 899,999     | 0  | 1  | 2         | 0          | 0           | 21              | 0          | 0           | Owner Finance                                  | 0  |
| \$900,000 - 999,999     | 0  | 0  | 0         | 0          | 0           | 8               | 0          | 0           | All Other                                      | 2  |
| \$1,000,000 - 2,499,999 | 0  | 0  | 0         | 0          | 0           | 26              | 0          | 0           | Unreported                                     | 0  |
| \$2,500,000 - 4,999,999 | 0  | 0  | 0         | 0          | 0           | 4               | 0          | 0           | Total  | 97 |
| \$5,000,000 & Over      | 0  | 0  | 0         | 0          | 0           | 0               | 0          | 0           | Grand Totals                                   |    |
| Totals                  | 4  | 45 | 45        | 3          | 0           | 926             | 36         | 2           | 97   |    |
| Grand Totals            | 97   |    |           |            |             | 964             |            |             |  |    |

|  | <u>2009</u>   | <u>2008</u>   | <u>% Change</u> |   |
|--|---------------|---------------|-----------------|---|
| <b>Total Sold Dollar Volume:</b>                         | \$ 30,526,464 | \$ 21,537,988 | 41.73 %         | <b>Total Number of NEW listings taken for the month: 150</b>          |
| <b>Average Sold Price:</b>                               | \$ 314,706    | \$ 365,051    | - 13.79 %       | <b>Total Number of Properties marked Contract for the month: 65</b>   |
| <b>Median Sold Price:</b>                                | \$ 289,430    | \$ 280,000    | 3.37 %          | <b>Total Number of Properties marked Contingent for the month: 29</b> |
| <b>Total Units Sold:</b>                                 | 97            | 59            | 64.41 %         | <b>Total Number of NEW pendings</b>                                   |
| <b>Average Days on Market:</b>                           | 179           | 186           | - 3.76 %        | <b>(CONTRACTS + 94 CONTINGENTS):</b>                                  |
| <b>Average List Price for Solds:</b>                     | \$ 355,147    | \$ 416,240    | - 14.68 %       |   |
| <b>Avg Sale Price as a percentage of Avg List Price:</b> | 88.61 %       | 87.70 %       |                 |   |

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

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