

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

Charles 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         | 1  | 1         | 0         | 0          | 0           | 13              | 9          | 2           | 1 -30 Days                                     | 36         |
| \$100,000 - 149,999     | 0  | 6         | 1         | 0          | 0           | 55              | 12         | 1           | 31-60 Days                                     | 21         |
| \$150,000 - 199,999     | 0  | 11        | 12        | 0          | 0           | 132             | 14         | 0           | 61 - 90 Days                                   | 17         |
| \$200,000 - 249,999     | 1  | 15        | 16        | 0          | 0           | 198             | 2          | 0           | 91-120 Days                                    | 11         |
| \$250,000 - 299,999     | 1  | 15        | 12        | 0          | 0           | 229             | 9          | 0           | Over 120 Days                                  | 42         |
| \$300,000 - 349,999     | 0  | 2         | 8         | 0          | 0           | 164             | 5          | 0           | <b>Total</b>                                   | <b>127</b> |
| \$350,000 - 399,999     | 0  | 1         | 10        | 0          | 0           | 144             | 0          | 0           | Type of Financing of Units Sold (No. of Units) |            |
| \$400,000 - 449,999     | 0  | 1         | 7         | 0          | 0           | 72              | 1          | 0           |  |            |
| \$450,000 - 499,999     | 0  | 0         | 3         | 0          | 0           | 53              | 1          | 0           |  |            |
| \$500,000 - 599,999     | 0  | 0         | 3         | 0          | 0           | 36              | 0          | 0           |  |            |
| \$600,000 - 699,999     | 0  | 0         | 0         | 0          | 0           | 14              | 0          | 0           |  |            |
| \$700,000 - 799,999     | 0  | 0         | 0         | 0          | 0           | 20              | 0          | 0           |  |            |
| \$800,000 - 899,999     | 0  | 0         | 0         | 0          | 0           | 6               | 0          | 0           |  |            |
| \$900,000 - 999,999     | 0  | 0         | 0         | 0          | 0           | 8               | 0          | 0           |  |            |
| \$1,000,000 - 2,499,999 | 0  | 0         | 0         | 0          | 0           | 13              | 0          | 0           |  |            |
| \$2,500,000 - 4,999,999 | 0  | 0         | 0         | 0          | 0           | 3               | 0          | 0           |  |            |
| \$5,000,000 & Over      | 0  | 0         | 0         | 0          | 0           | 0               | 0          | 0           | Conventional                                   | 28         |
| <b>Totals</b>           | <b>3</b>                                     | <b>52</b> | <b>72</b> | <b>0</b>   | <b>0</b>    | <b>1160</b>     | <b>53</b>  | <b>3</b>    | FHA  | 63         |
| <b>Grand Totals</b>     | <b>127</b>                                   |           |           |            |             | <b>1216</b>     |            |             | VA   | 22         |
|                         |  |           |           |            |             |                 |            |             | Assumption                                     | 6          |
|                         |  |           |           |            |             |                 |            |             | Cash   | 4          |
|                         |  |           |           |            |             |                 |            |             | Owner Finance                                  | 0          |
|                         |  |           |           |            |             |                 |            |             | All Other                                      | 4          |
|                         |  |           |           |            |             |                 |            |             | Unreported                                     | 0          |
|                         |  |           |           |            |             |                 |            |             | <b>Total</b>                                   | <b>127</b> |

|  | <u>2009</u>   | <u>2008</u>   | <u>% Change</u> |   |
|--|---------------|---------------|-----------------|---|
| <b>Total Sold Dollar Volume:</b>                         | \$ 33,819,771 | \$ 24,887,552 | 35.89 %         | <b>Total Number of NEW listings taken for the month: 231</b>          |
| <b>Average Sold Price:</b>                               | \$ 266,297    | \$ 292,795    | - 9.05 %        | <b>Total Number of Properties marked Contract for the month: 103</b>  |
| <b>Median Sold Price:</b>                                | \$ 249,900    | \$ 269,999    | - 7.44 %        | <b>Total Number of Properties marked Contingent for the month: 47</b> |
| <b>Total Units Sold:</b>                                 | 127           | 85            | 49.41 %         | <b>Total Number of NEW pendings (CONTRACTS + CONTINGENTS): 150</b>    |
| <b>Average Days on Market:</b>                           | 126           | 147           | - 14.29 %       |   |
| <b>Average List Price for Solds:</b>                     | \$ 297,284    | \$ 317,183    | - 6.27 %        |   |
| <b>Avg Sale Price as a percentage of Avg List Price:</b> | 89.58 %       | 92.31 %       |                 |   |

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

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