

MARKET ACTION REPORT

April 2012

County: Charles



Price Range: All | Properties: Single Family - Condo - TwnHm

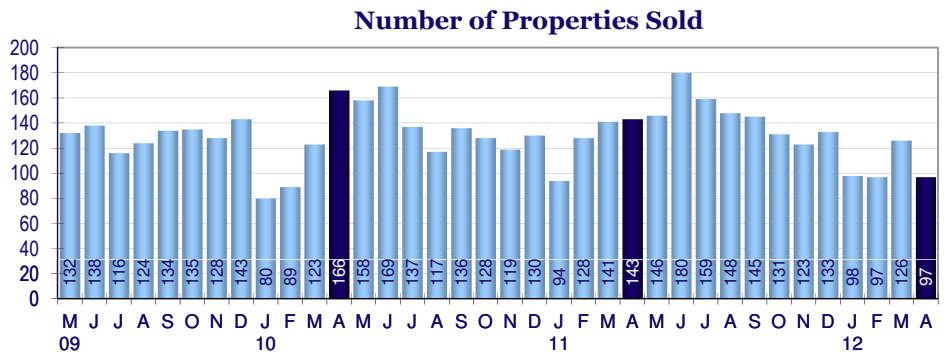
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$284,990	↑		↑				
Average List Price of all Current Listings	\$320,643	↑		↑				
April Median Sales Price	\$225,000	↓	↔	↔	↔	\$224,000	↑	↓
April Average Sales Price	\$230,595	↓	↓	↑	↔	\$234,195	↑	↔
Total Properties Currently for Sale (Inventory)	759	↓		↓				
April Number of Properties Sold	97	↓		↓		418	↓	
April Average Days on Market (Solds)	90	↓	↓	↓	↓	95	↓	↔
April Month's Supply of Inventory	7.8	↑	↑	↑	↑	7.7	↓	↑
April Sale Price vs List Price Ratio	98.3%	↑	↑	↑	↑	97.6%	↔	↔

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2011) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

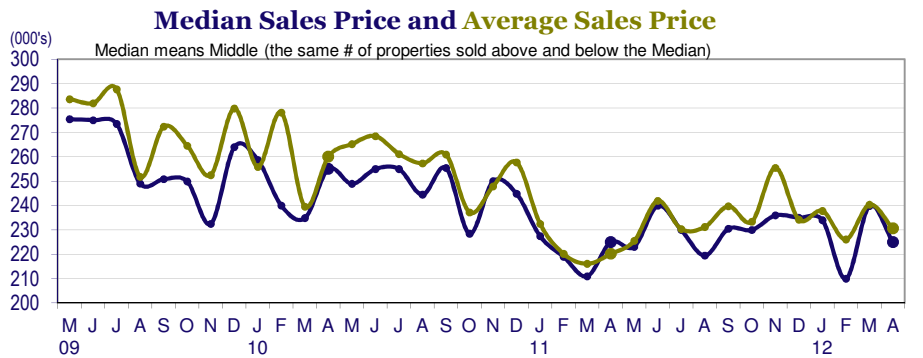
Property Sales

April Property sales were 97, down 32.2% from 143 in April of 2011 and 23.0% lower than the 126 sales last month. April 2012 sales were at their lowest level compared to April of 2011 and 2010. April YTD sales of 418 are running 17.4% behind last year's year-to-date sales of 506.



Prices

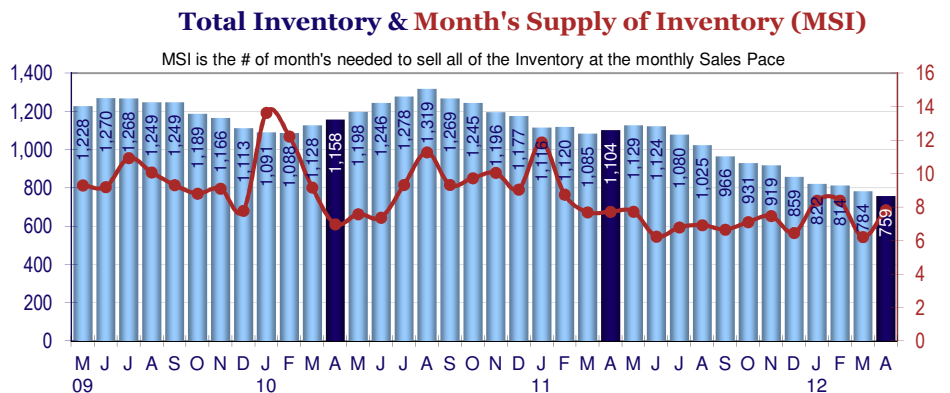
The Median Sales Price in April was \$225,000, equal to \$225,000 in April of 2011 and down 6.2% from \$239,825 last month. The Average Sales Price in April was \$230,595, up 4.7% from \$220,205 in April of 2011 and down 4.1% from \$240,393 last month. April 2012 ASP was at a mid range compared to April of 2011 and 2010.



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 759, down 3.2% from 784 last month and down 31.3% from 1,104 in April of last year. April 2012 Inventory was at its lowest level compared with April of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2012 MSI of 7.8 months was at its highest level compared with April of 2011 and 2010.



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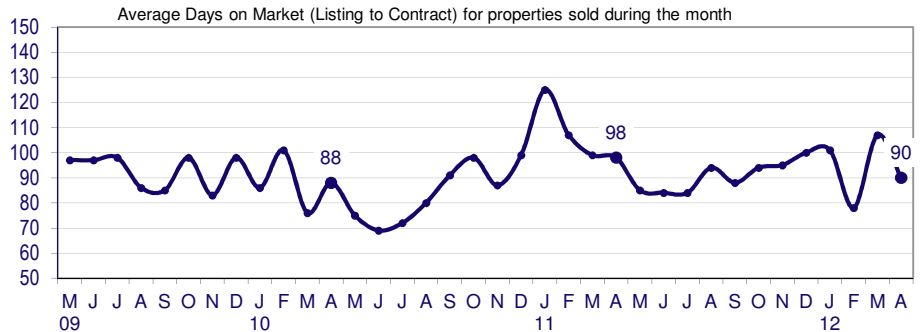


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Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for April was 90, down 15.9% from 107 days last month and down 8.2% from 98 days in April of last year. The April 2012 DOM was at a mid level compared with April of 2011 and 2010.

Days On Market for Sold Properties



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2012 Selling Price vs Original List Price of 98.3% was up from 97.8% last month and up from 96.3% in April of last year.

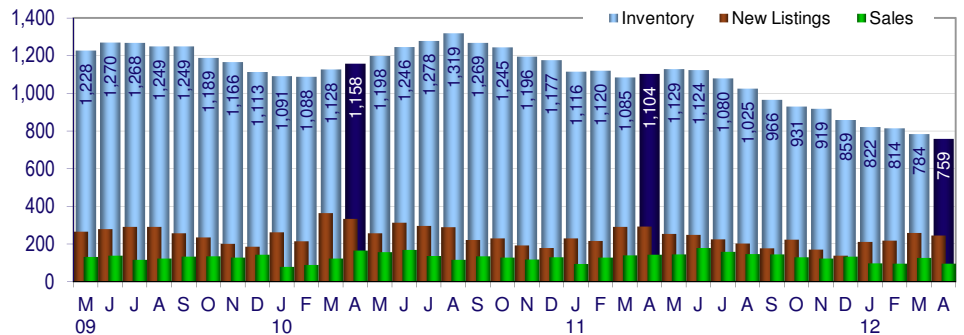
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in April 2012 was 246, down 5.0% from 259 last month and down 16.0% from 293 in April of last year.

Inventory / New Listings / Sales



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