

August 2014  
Calvert County, MD

Sold Summary

|                            | Aug 2014     | Aug 2013     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$35,031,046 | \$39,110,706 | -10.43%  |
| Avg Sold Price             | \$318,464    | \$325,923    | -2.29%   |
| Median Sold Price          | \$289,950    | \$307,000    | -5.55%   |
| Units Sold                 | 110          | 120          | -8.33%   |
| Avg Days on Market         | 84           | 78           | 7.69%    |
| Avg List Price for Solds   | \$325,668    | \$330,395    | -1.43%   |
| Avg SP to OLP Ratio        | 93.6%        | 96.8%        | -3.21%   |
| Ratio of Avg SP to Avg OLP | 94.3%        | 96.6%        | -2.35%   |
| Attached Avg Sold Price    | \$280,235    | \$271,826    | 3.09%    |
| Detached Avg Sold Price    | \$324,039    | \$330,840    | -2.06%   |
| Attached Units Sold        | 14           | 10           | 40.00%   |
| Detached Units Sold        | 96           | 110          | -12.73%  |

- Notes:
- SP = Sold Price
  - OLP = Original List Price
  - LP = List Price (at time of sale)
  - Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

|                     | Aug 2014 | Aug 2013 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 827      | 727      | 13.76%   |
| New Listings        | 177      | 214      | -17.29%  |
| New Under Contracts | 78       | 64       | 21.88%   |
| New Contingents     | 54       | 51       | 5.88%    |
| New Pendings        | 132      | 115      | 14.78%   |
| All Pendings        | 280      | 240      | 16.67%   |

Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 12 |
| Conventional | 56 |
| FHA          | 8  |
| Other        | 15 |
| Owner        | 0  |
| VA           | 23 |

Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 2  |
| 1 to 10    | 12 |
| 11 to 20   | 16 |
| 21 to 30   | 8  |
| 31 to 60   | 17 |
| 61 to 90   | 20 |
| 91 to 120  | 10 |
| 121 to 180 | 3  |
| 181 to 360 | 21 |
| 361 to 720 | 6  |
| 721+       | 0  |

Sold Detail

| Price Ranges               | Residential  |             |           |             |              |             | Condo/Coop |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|------------|
|                            | 2 or Less BR |             | 3 BR      |             | 4 or More BR |             | All        |
|                            | Detached     | Attached/TH | Detached  | Attached/TH | Detached     | Attached/TH | Attached   |
| < \$50,000                 | 0            | 0           | 0         | 0           | 0            | 0           | 0          |
| \$50K to \$99,999          | 2            | 0           | 3         | 0           | 0            | 0           | 0          |
| \$100K to \$149,999        | 1            | 0           | 6         | 0           | 0            | 0           | 0          |
| \$150K to \$199,999        | 2            | 0           | 5         | 1           | 1            | 0           | 1          |
| \$200K to \$299,999        | 2            | 1           | 17        | 3           | 9            | 2           | 3          |
| \$300K to \$399,999        | 1            | 0           | 5         | 0           | 12           | 0           | 2          |
| \$400K to \$499,999        | 0            | 0           | 2         | 0           | 15           | 0           | 0          |
| \$500K to \$599,999        | 0            | 0           | 1         | 0           | 6            | 1           | 0          |
| \$600K to \$799,999        | 0            | 0           | 2         | 0           | 4            | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0         | 0           | 0            | 0           | 0          |
| \$5,000,000+               | 0            | 0           | 0         | 0           | 0            | 0           | 0          |
| Total                      | 8            | 1           | 41        | 4           | 47           | 3           | 6          |
| Avg Sold Price             | \$182,788    | \$290,000   | \$255,373 | \$234,850   | \$407,982    | \$351,633   | \$273,165  |
| Prev Year - Avg Sold Price | \$166,233    | \$0         | \$253,058 | \$242,543   | \$392,705    | \$0         | \$315,750  |
| Avg Sold % Change          | 9.96%        | 0.00%       | 0.91%     | -3.17%      | 3.89%        | 0.00%       | -13.49%    |
| Prev Year - # of Solds     | 6            | 0           | 39        | 6           | 65           | 0           | 4          |

Active Detail

| Active Listings |             |            |
|-----------------|-------------|------------|
| Residential     |             | Condo/Coop |
| Detached        | Attached/TH | Attached   |
| 1               | 0           | 0          |
| 8               | 0           | 0          |
| 35              | 1           | 0          |
| 73              | 2           | 2          |
| 169             | 23          | 24         |
| 188             | 11          | 13         |
| 116             | 0           | 1          |
| 84              | 1           | 0          |
| 38              | 0           | 0          |
| 21              | 0           | 1          |
| 13              | 0           | 0          |
| 2               | 0           | 0          |
| 0               | 0           | 0          |
| 748             | 38          | 41         |