

August 2014  
Charles County, MD

Sold Summary

|                            | Aug 2014     | Aug 2013     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$48,651,954 | \$50,593,256 | -3.84%   |
| Avg Sold Price             | \$265,858    | \$273,477    | -2.79%   |
| Median Sold Price          | \$260,000    | \$254,900    | 2.00%    |
| Units Sold                 | 183          | 185          | -1.08%   |
| Avg Days on Market         | 66           | 60           | 10.00%   |
| Avg List Price for Solds   | \$270,281    | \$278,828    | -3.07%   |
| Avg SP to OLP Ratio        | 95.4%        | 96.7%        | -1.26%   |
| Ratio of Avg SP to Avg OLP | 95.1%        | 95.5%        | -0.41%   |
| Attached Avg Sold Price    | \$185,415    | \$168,049    | 10.33%   |
| Detached Avg Sold Price    | \$289,819    | \$302,561    | -4.21%   |
| Attached Units Sold        | 42           | 40           | 5.00%    |
| Detached Units Sold        | 141          | 145          | -2.76%   |

- 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     | 908      | 763      | 19.00%   |
| New Listings        | 297      | 274      | 8.39%    |
| New Under Contracts | 135      | 129      | 4.65%    |
| New Contingents     | 98       | 97       | 1.03%    |
| New Pendings        | 233      | 226      | 3.10%    |
| All Pendings        | 523      | 511      | 2.35%    |

Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 16 |
| Conventional | 68 |
| FHA          | 58 |
| Other        | 16 |
| Owner        | 0  |
| VA           | 48 |

Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 15 |
| 1 to 10    | 25 |
| 11 to 20   | 25 |
| 21 to 30   | 20 |
| 31 to 60   | 38 |
| 61 to 90   | 31 |
| 91 to 120  | 16 |
| 121 to 180 | 19 |
| 181 to 360 | 10 |
| 361 to 720 | 6  |
| 721+       | 1  |

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           | 2          |
| \$50K to \$99,999          | 1            | 0           | 1         | 3           | 0            | 0           | 0          |
| \$100K to \$149,999        | 1            | 1           | 1         | 8           | 3            | 0           | 0          |
| \$150K to \$199,999        | 0            | 0           | 9         | 9           | 7            | 2           | 0          |
| \$200K to \$299,999        | 1            | 0           | 19        | 14          | 36           | 2           | 0          |
| \$300K to \$399,999        | 0            | 0           | 8         | 1           | 41           | 0           | 0          |
| \$400K to \$499,999        | 0            | 0           | 1         | 0           | 9            | 0           | 0          |
| \$500K to \$599,999        | 0            | 0           | 0         | 0           | 3            | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 0            | 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                      | 3            | 1           | 39        | 35          | 99           | 4           | 2          |
| Avg Sold Price             | \$167,125    | \$106,001   | \$242,954 | \$195,276   | \$311,999    | \$195,098   | \$33,200   |
| Prev Year - Avg Sold Price | \$164,143    | \$180,000   | \$251,223 | \$158,802   | \$335,997    | \$253,830   | \$0        |
| Avg Sold % Change          | 1.82%        | -41.11%     | -3.29%    | 22.97%      | -7.14%       | -23.14%     | 0.00%      |
| Prev Year - # of Solds     | 7            | 4           | 43        | 33          | 95           | 3           | 0          |

Active Detail

| Active Listings |             |            |
|-----------------|-------------|------------|
| Residential     |             | Condo/Coop |
| Detached        | Attached/TH | Attached   |
| 7               | 3           | 6          |
| 17              | 3           | 3          |
| 24              | 22          | 1          |
| 58              | 18          | 2          |
| 182             | 51          | 5          |
| 276             | 10          | 0          |
| 132             | 0           | 0          |
| 30              | 0           | 0          |
| 35              | 0           | 0          |
| 12              | 0           | 0          |
| 10              | 0           | 0          |
| 1               | 0           | 0          |
| 0               | 0           | 0          |
| 784             | 107         | 17         |