REALESTATE BUSINESS INTELLIGENCE

March 2013

Calvert County, MD

Sold Summary

	Mar 2013	Mar 2012	% Change		
Sold Dollar Volume	\$25,469,752	\$16,735,648	52.19%		
Avg Sold Price	\$310,607	\$293,608	5.79%		
Median Sold Price	\$284,188	\$279,900	1.53%		
Units Sold	82	57	43.86%		
Avg Days on Market	147	162	-9.26%		
Avg List Price for Solds	\$316,572	\$298,461	6.07%		
Avg SP to OLP Ratio	93.4%	95.5%	-2.26%		
Ratio of Avg SP to Avg OLP	92.6%	95.3%	-2.79%		
Attached Avg Sold Price	\$277,202	\$302,394	-8.33%		
Detached Avg Sold Price	\$314,218	\$293,120	7.20%		
Attached Units Sold	8	3	166.67%		
Detached Units Sold	74	54	37.04%		

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

	Mar 2013	Mar 2012	% Change		
Active Listings	578	624	-7.37%		
New Listings	166	182	-8.79%		
New Under Contracts	52	73	-28.77%		
New Contingents	51	50	2.00%		
New Pendings	103	123	-16.26%		
All Pendings	251	223	12.56%		

Financing (Sold)

Assumption	0
Cash	4
Conventional	31
FHA	12
Other	17
Owner	0
VA	18

Days on Market (Sold)

0	3
1 to 10	9
11 to 20	6
21 to 30	5
31 to 60	5
61 to 90	10
91 to 120	10
121 to 180	7
181 to 360	19
361 to 720	7
721+	1

Sold Detail Active Detail

	Residential					Condo/Coop	Active Listings			
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
Price Ranges	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	4	2	0
\$50K to \$99,999	0	0	1	0	0	0	0	6	1	0
\$100K to \$149,999	2	0	2	0	0	0	0	32	3	0
\$150K to \$199,999	0	0	5	0	4	1	0	50	2	2
\$200K to \$299,999	0	1	6	2	16	2	1	125	22	12
\$300K to \$399,999	0	0	5	0	13	0	0	107	12	13
\$400K to \$499,999	0	0	0	0	16	0	0	72	1	3
\$500K to \$599,999	0	0	0	0	2	0	0	47	1	0
\$600K to \$799,999	0	0	0	0	2	1	0	37	0	0
\$800K to \$999,999	0	0	0	0	0	0	0	11	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	13	0	0
\$2.5M to \$4,999,999	0	0	0	0	0	0	0	0	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	2	1	19	2	53	4	1	504	44	30
Avg Sold Price	\$137,000	\$205,000	\$225,910	\$229,820	\$352,563	\$324,495	\$255,000			
Prev Year - Avg Sold Price	\$146,000	\$0	\$228,688	\$0	\$352,934	\$291,092	\$325,000			
Avg Sold % Change	-6.16%	0.00%	-1.21%	0.00%	-0.11%	11.48%	-21.54%			

0

30

2



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Prev Year - # of Solds