



The Long & Foster® Market Minute™

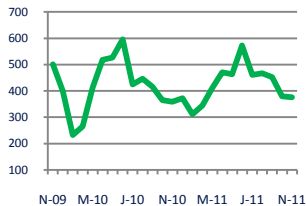


Focus On: Anne Arundel County Housing Market

November 2011

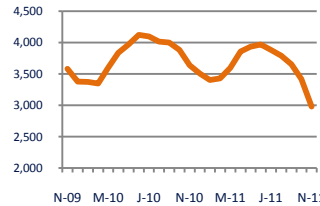
Units Sold

376



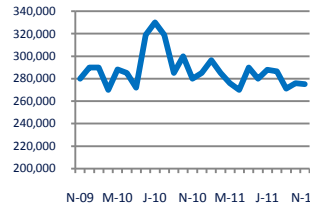
Active Inventory

2,981



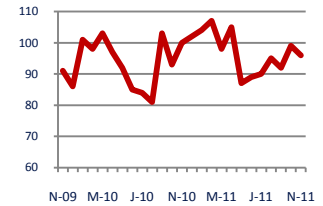
Median Sale Price

\$275,000



Days On Market

96



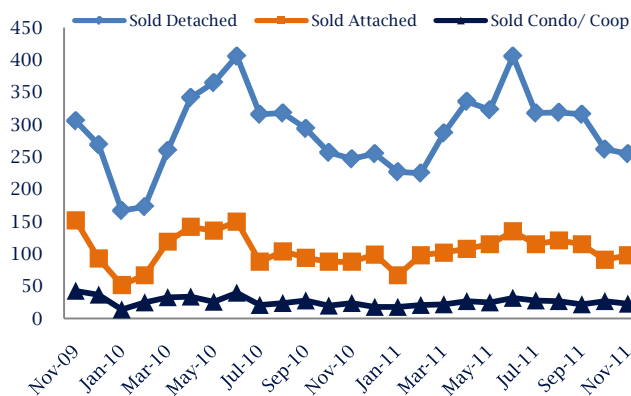
Up 5%
Vs. Year Ago

Down - 18%
Vs. Year Ago

Down - 2%
Vs. Year Ago

Down - 4%
Vs. Year Ago

Units Sold*



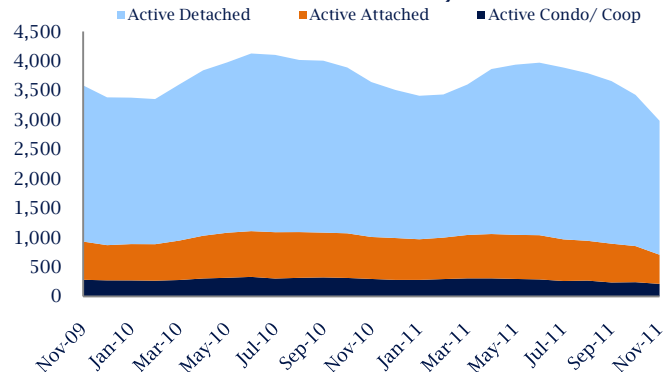
Units Sold

There was a decrease in total units sold in November, with 376 sold this month in Anne Arundel County versus 380 last month, a decrease of 1%. This month's total units sold was higher than at this time last year, an increase of 5% versus November 2010.

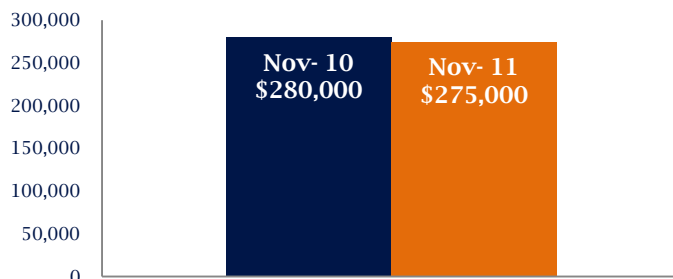
Active Inventory

Versus last year, the total number of homes available this month is lower by 658 units or 18%. The total number of active inventory this November was 2,981 compared to 3,639 in November 2010. This month's total of 2,981 is lower than the previous month's total supply of available inventory of 3,421, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last November, the median sale price for Anne Arundel County Homes was \$280,000. This November, the median sale price was approximately the same at \$275,000. The current median sold price is 2% lower than in November 2010.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.





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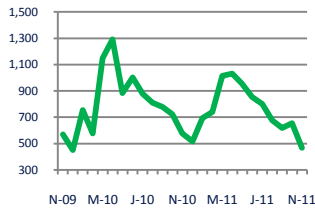


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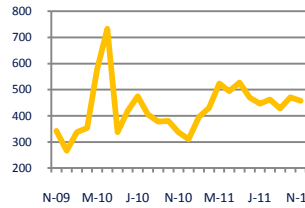
New Listings

467



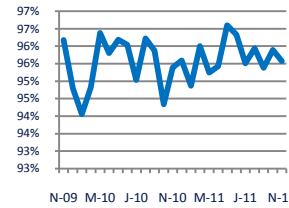
Current Contracts

457



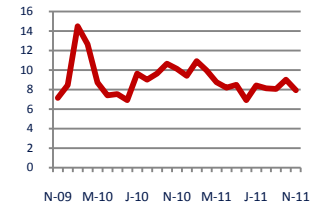
Sold Vs. List Price

95.6%



Months of Supply

7.9



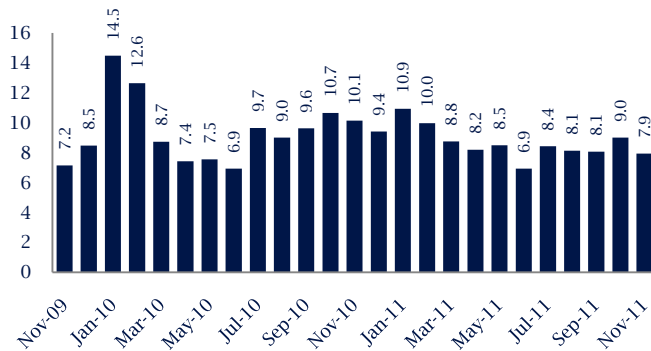
Down - 19%
Vs. Year Ago

Up 35%
Vs. Year Ago

No Change
Vs. Year Ago

Down - 22%
Vs. Year Ago

Months Of Supply



Months of Supply

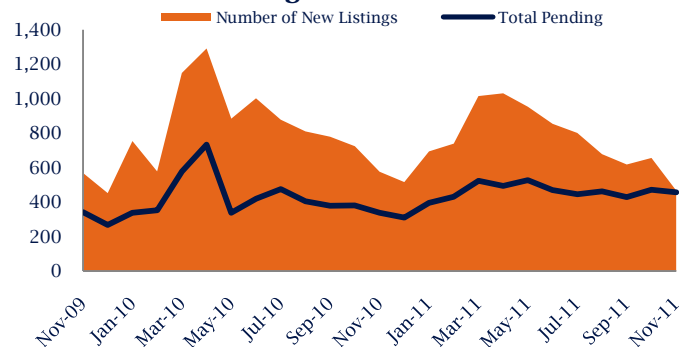
In November, there was 7.9 months of supply available in Anne Arundel County, compared to 10.1 in November 2010. That is a decrease of 22% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

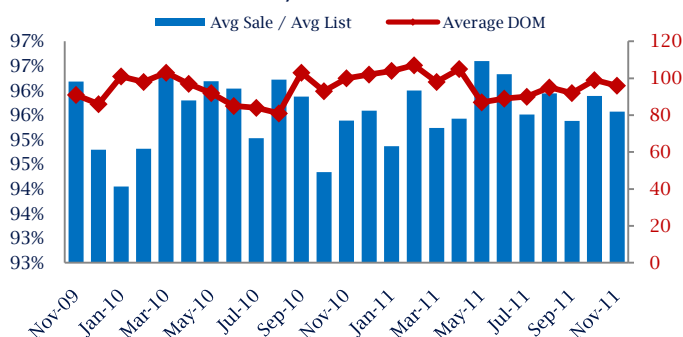
New Listings & Current Contracts

This month there were 467 homes newly listed for sale in Anne Arundel County compared to 576 in November 2010, a decrease of 19%. There were 457 current contracts pending sale this November compared to 338 a year ago. The number of current contracts is 35% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In November, the average sale price in Anne Arundel County was 95.6% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 96, lower than the average last year, which was 100, a decrease of 4%.

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