

Weekly Market Activity Report

A RESEARCH TOOL PROVIDED BY REALESTATE BUSINESS INTELLIGENCE – AN MRIS COMPANY



For Week Ending July 2, 2011

More buyers entered into more purchase agreements than during the same week in 2010, though sellers did not exceed their year-ago activity levels. Increased sales and slowed listings could draw down the active supply of homes. Be sure to watch for higher-level trends and keep an eye on other notable indicators as they can sometimes shed light where listings, sales and even prices fall short.

In the Mid-Atlantic region, for the week ending July 2:

- New Listings decreased 18.1% to 3,212
- Pending Sales increased 24.8% to 2,705
- Inventory decreased 15.3% to 58,860

For the month of June:

- Median Sales Price increased 1.8% to \$285,000
- Days on Market increased 15.7% to 84
- Percent of Original List Price Received decreased 1.4% to 93.4%

Quick Facts

- 18.1%

Change in
New Listings

+ 24.8%

Change in
Pending Sales

- 15.3%

Change in
Inventory

Metrics by Week

| | |
|-----------------------------|---|
| New Listings | 2 |
| Pending Sales | 3 |
| Inventory of Homes for Sale | 4 |

Metrics by Month

| | |
|---|---|
| Days on Market Until Sale | 5 |
| Median Sales Price | 6 |
| Percent of Original List Price Received | 7 |
| Housing Affordability Index | 8 |
| Months Supply of Inventory | 9 |

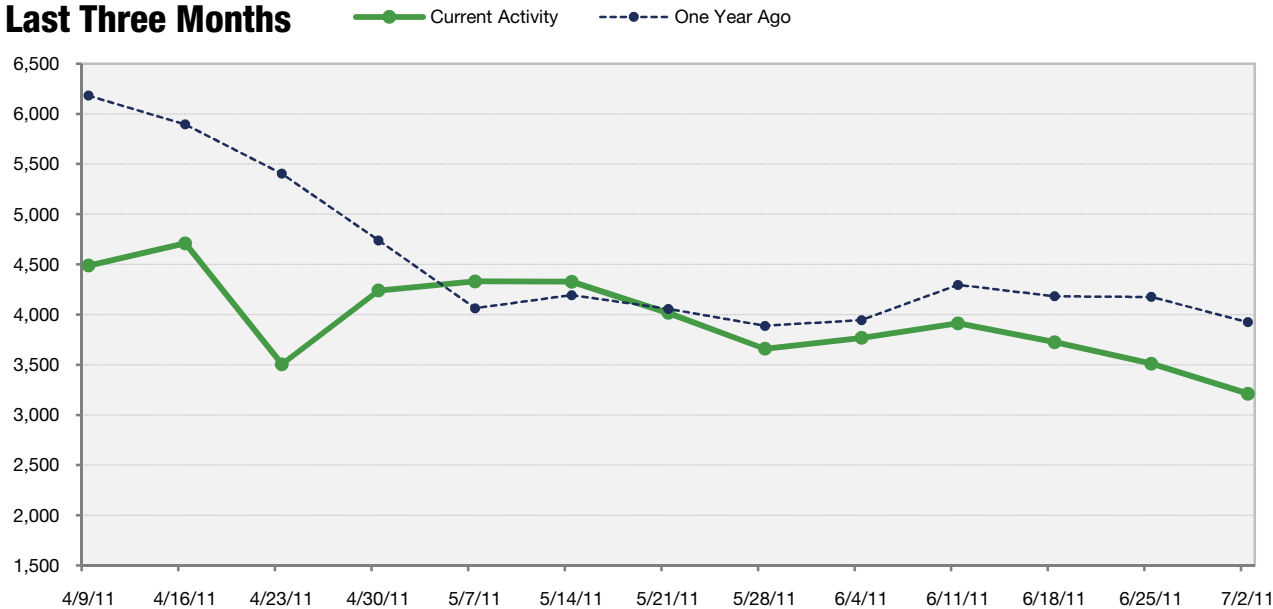
Click on desired metric to jump to that page.



New Listings

A count of the properties that have been newly listed on the market in a given month.

Last Three Months



| For the Week Ending | Current Activity | One Year Ago | +/- |
|----------------------|------------------|---------------|----------------|
| 4/9/2011 | 4,488 | 6,181 | - 27.4% |
| 4/16/2011 | 4,710 | 5,895 | - 20.1% |
| 4/23/2011 | 3,504 | 5,403 | - 35.1% |
| 4/30/2011 | 4,239 | 4,738 | - 10.5% |
| 5/7/2011 | 4,330 | 4,062 | + 6.6% |
| 5/14/2011 | 4,328 | 4,194 | + 3.2% |
| 5/21/2011 | 4,017 | 4,057 | - 1.0% |
| 5/28/2011 | 3,659 | 3,888 | - 5.9% |
| 6/4/2011 | 3,767 | 3,944 | - 4.5% |
| 6/11/2011 | 3,913 | 4,295 | - 8.9% |
| 6/18/2011 | 3,725 | 4,182 | - 10.9% |
| 6/25/2011 | 3,511 | 4,176 | - 15.9% |
| 7/2/2011 | 3,212 | 3,924 | - 18.1% |
| 3-Month Total | 51,403 | 58,939 | - 12.8% |

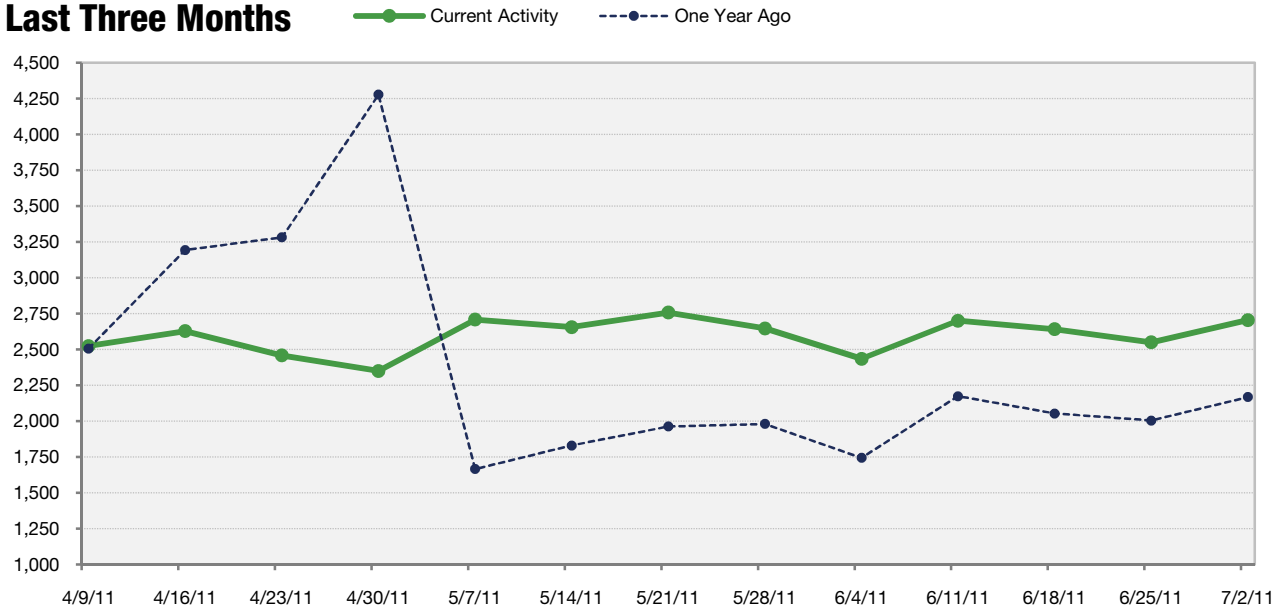
Historical New Listing Activity



Pending Sales

A count of the properties on which contracts have been accepted in a given month.

Last Three Months



| For the Week Ending | Current Activity | One Year Ago | +/- |
|----------------------|------------------|---------------|---------------|
| 4/9/2011 | 2,524 | 2,506 | + 0.7% |
| 4/16/2011 | 2,628 | 3,193 | - 17.7% |
| 4/23/2011 | 2,458 | 3,281 | - 25.1% |
| 4/30/2011 | 2,350 | 4,277 | - 45.1% |
| 5/7/2011 | 2,708 | 1,666 | + 62.5% |
| 5/14/2011 | 2,656 | 1,830 | + 45.1% |
| 5/21/2011 | 2,757 | 1,962 | + 40.5% |
| 5/28/2011 | 2,647 | 1,980 | + 33.7% |
| 6/4/2011 | 2,434 | 1,744 | + 39.6% |
| 6/11/2011 | 2,700 | 2,173 | + 24.3% |
| 6/18/2011 | 2,641 | 2,053 | + 28.6% |
| 6/25/2011 | 2,550 | 2,004 | + 27.2% |
| 7/2/2011 | 2,705 | 2,168 | + 24.8% |
| 3-Month Total | 33,758 | 30,837 | + 9.5% |

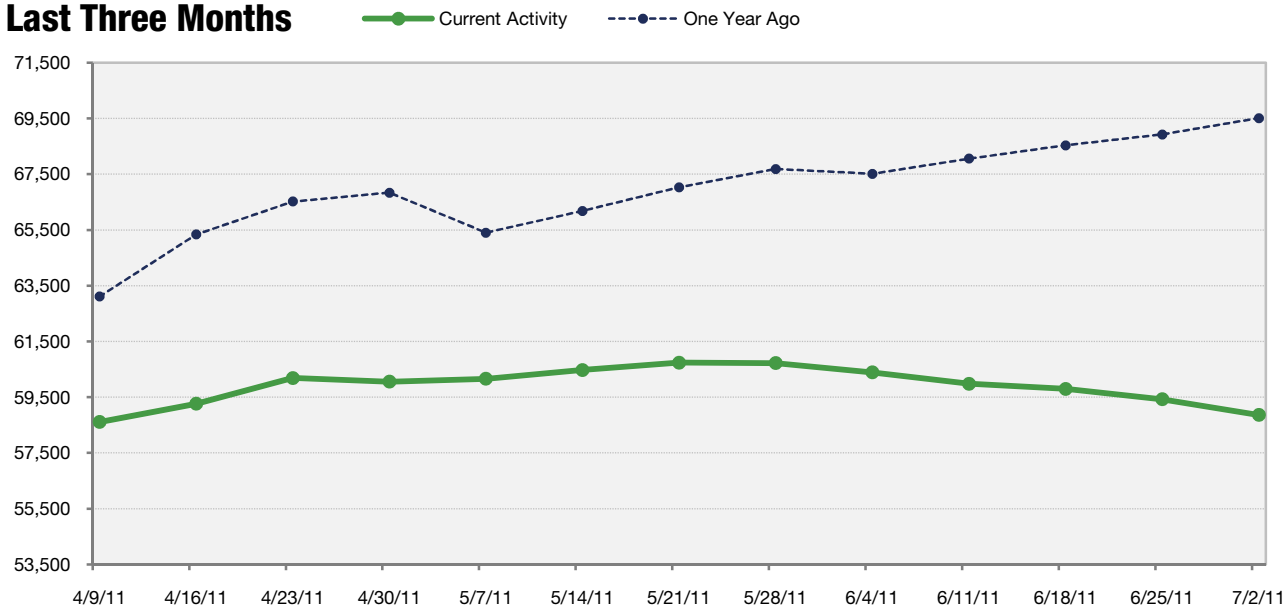
Historical Pending Sales Activity



Inventory of Homes for Sale

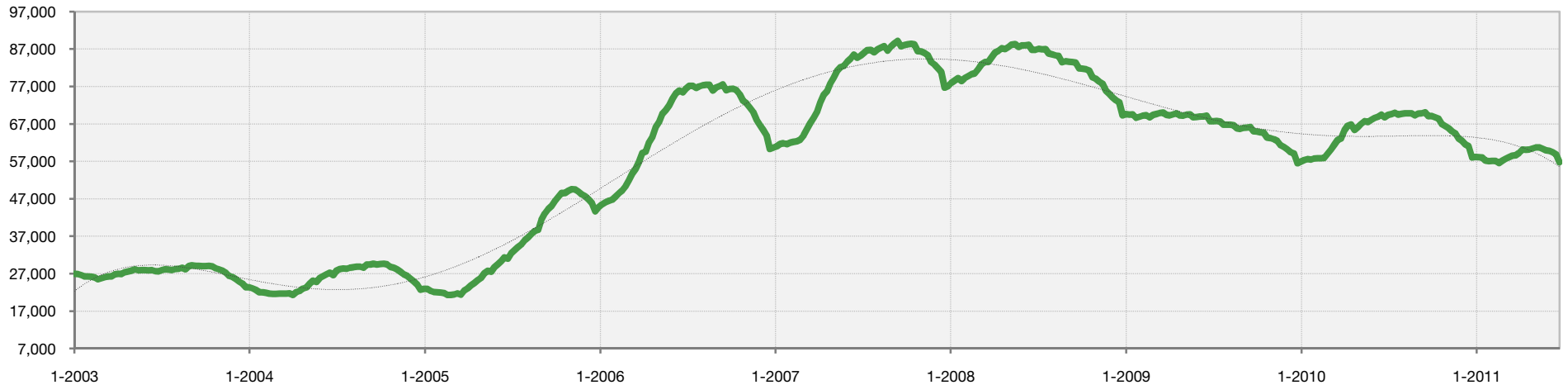
The number of properties available for sale in active status at the end of a given month.

Last Three Months



| For the Week Ending | Current Activity | One Year Ago | +/- |
|---------------------|------------------|---------------|----------------|
| 4/9/2011 | 58,610 | 63,109 | - 7.1% |
| 4/16/2011 | 59,262 | 65,335 | - 9.3% |
| 4/23/2011 | 60,189 | 66,517 | - 9.5% |
| 4/30/2011 | 60,054 | 66,833 | - 10.1% |
| 5/7/2011 | 60,162 | 65,400 | - 8.0% |
| 5/14/2011 | 60,477 | 66,182 | - 8.6% |
| 5/21/2011 | 60,742 | 67,033 | - 9.4% |
| 5/28/2011 | 60,722 | 67,682 | - 10.3% |
| 6/4/2011 | 60,387 | 67,513 | - 10.6% |
| 6/11/2011 | 59,980 | 68,056 | - 11.9% |
| 6/18/2011 | 59,801 | 68,535 | - 12.7% |
| 6/25/2011 | 59,423 | 68,925 | - 13.8% |
| 7/2/2011 | 58,860 | 69,508 | - 15.3% |
| 3-Month Avg | 59,898 | 66,971 | - 10.6% |

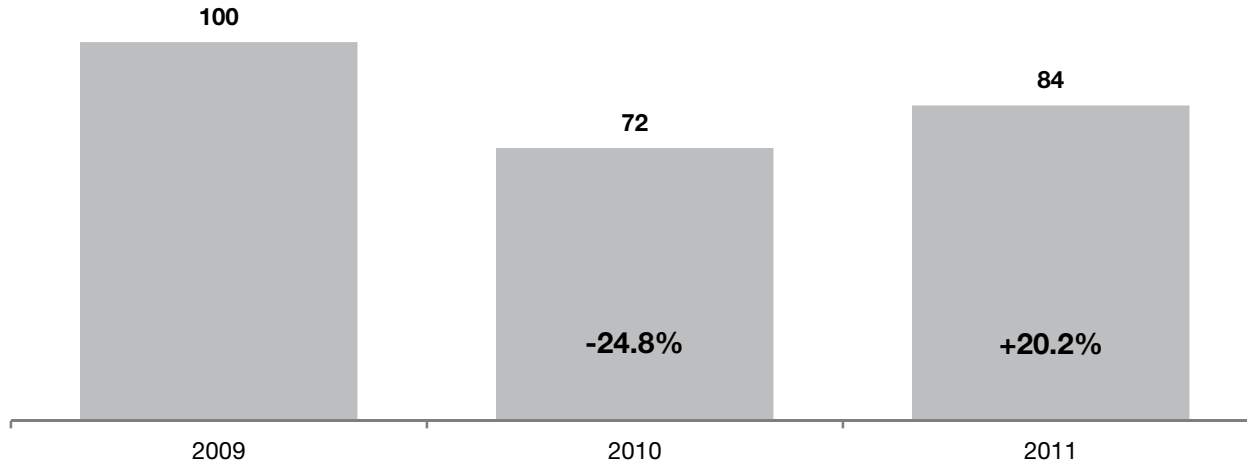
Historical Inventory Activity



Days on Market Until Sale

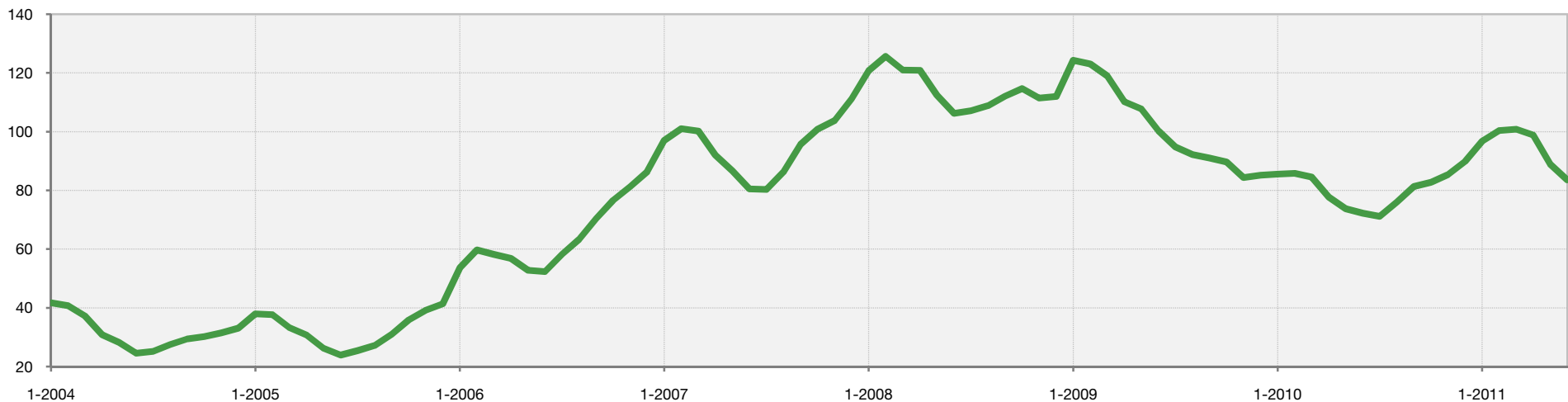
Average number of days between when a property is listed and when an offer is accepted in a given month.

June



| Month | Current Activity | One Year Previous | +/- |
|---------------------|------------------|-------------------|---------------|
| July | 71 | 95 | - 24.9% |
| August | 76 | 92 | - 17.6% |
| September | 81 | 91 | - 10.7% |
| October | 83 | 90 | - 7.8% |
| November | 85 | 84 | + 1.2% |
| December | 90 | 85 | + 5.5% |
| January | 97 | 86 | + 13.1% |
| February | 100 | 86 | + 17.0% |
| March | 101 | 85 | + 19.3% |
| April | 99 | 78 | + 27.2% |
| May | 89 | 74 | + 20.5% |
| June | 84 | 72 | + 15.7% |
| 12-Month Avg | 87 | 84 | + 3.6% |

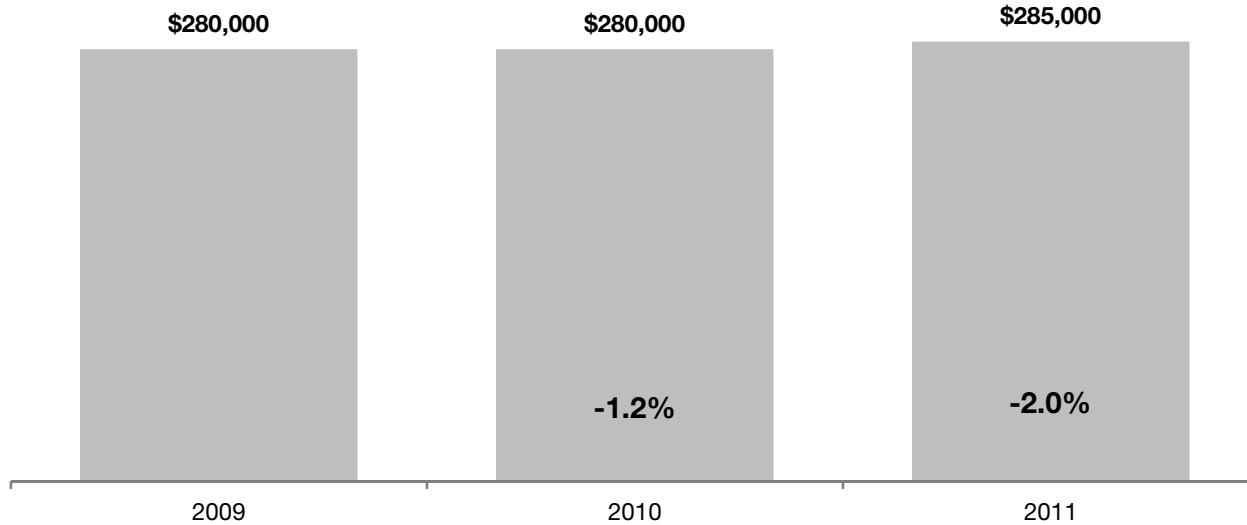
Historical Days on Market Until Sale



Median Sales Price

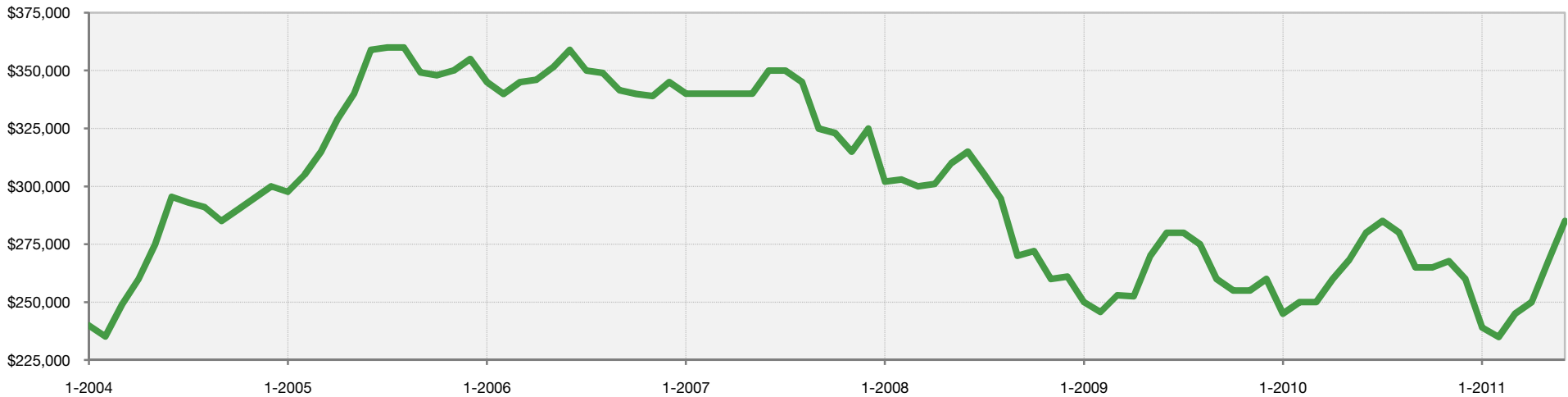
Median price point for all closed sales, not accounting for seller concessions, in a given month.

June



| Month | Current Activity | One Year Previous | +/- |
|---------------------|------------------|-------------------|---------------|
| July | \$285,000 | \$280,000 | + 1.8% |
| August | \$280,080 | \$275,000 | + 1.8% |
| September | \$265,000 | \$260,000 | + 1.9% |
| October | \$265,000 | \$255,000 | + 3.9% |
| November | \$267,700 | \$255,000 | + 5.0% |
| December | \$260,000 | \$260,000 | 0.0% |
| January | \$239,000 | \$245,000 | - 2.4% |
| February | \$235,000 | \$250,000 | - 6.0% |
| March | \$245,000 | \$250,000 | - 2.0% |
| April | \$250,000 | \$260,000 | - 3.8% |
| May | \$268,000 | \$268,278 | - 0.1% |
| June | \$285,000 | \$280,000 | + 1.8% |
| 12-Month Avg | \$264,900 | \$264,000 | + 0.3% |

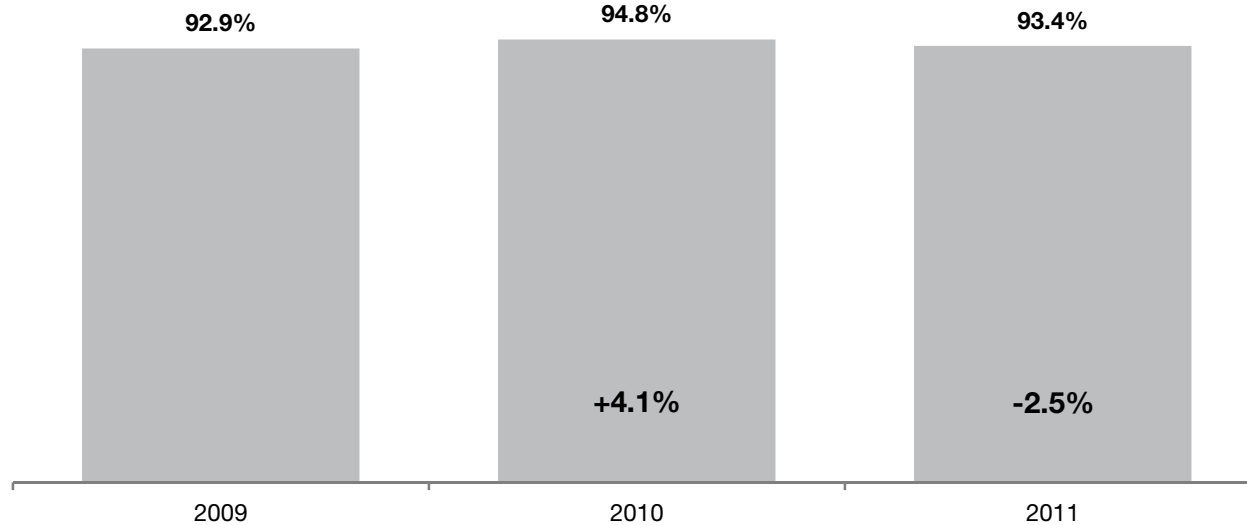
Historical Median Sales Price



Percent of Original List Price Received

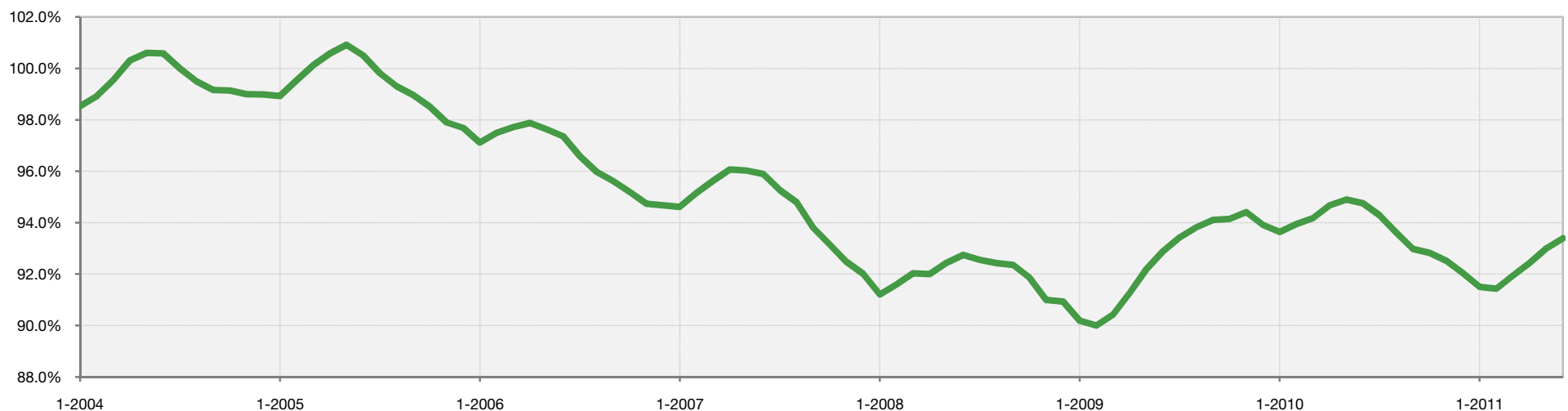
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June



| Month | Current Activity | One Year Previous | +/- |
|---------------------|------------------|-------------------|---------------|
| July | 94.3% | 93.4% | + 0.9% |
| August | 93.6% | 93.8% | - 0.2% |
| September | 93.0% | 94.1% | - 1.2% |
| October | 92.8% | 94.1% | - 1.4% |
| November | 92.5% | 94.4% | - 2.0% |
| December | 92.0% | 93.9% | - 2.0% |
| January | 91.5% | 93.6% | - 2.3% |
| February | 91.4% | 93.9% | - 2.7% |
| March | 91.9% | 94.2% | - 2.4% |
| April | 92.4% | 94.7% | - 2.4% |
| May | 93.0% | 94.9% | - 2.0% |
| June | 93.4% | 94.8% | - 1.4% |
| 12-Month Avg | 92.7% | 94.2% | - 1.5% |

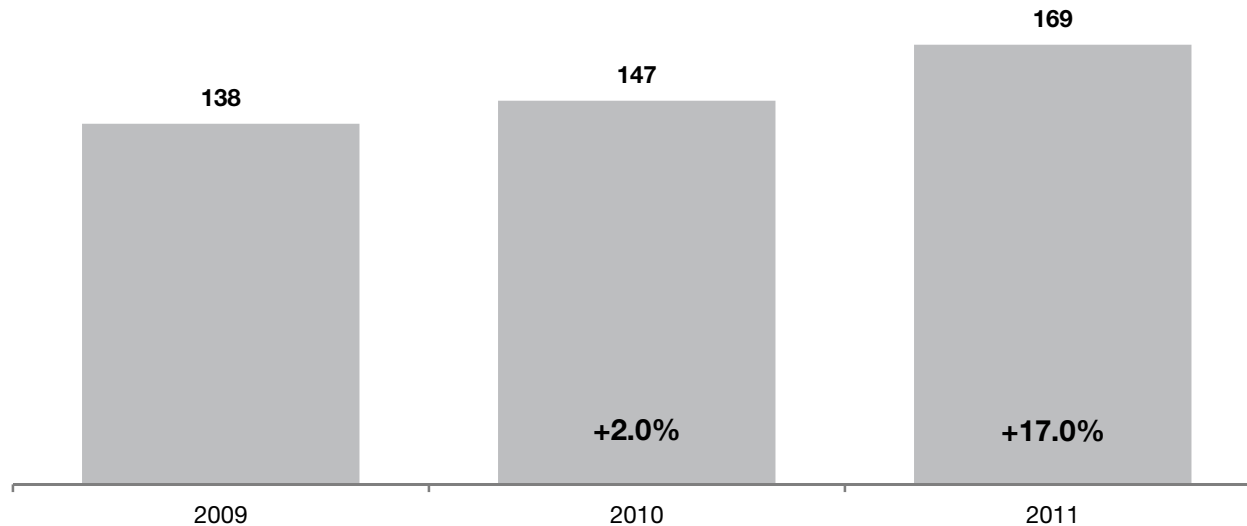
Historical Percent of Original List Price Received



Housing Affordability Index

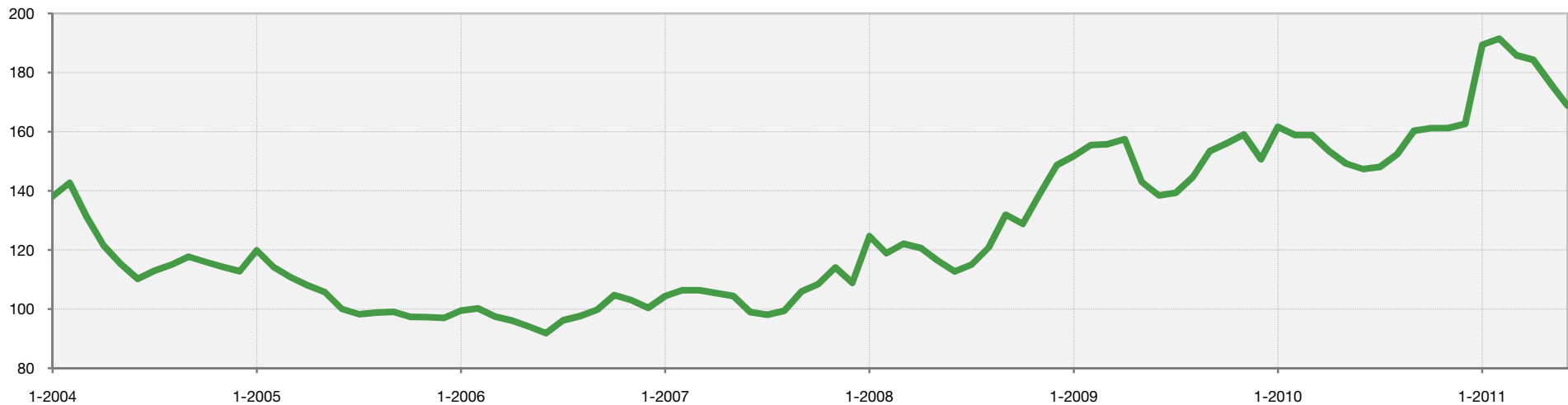
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

June



| Month | Current Activity | One Year Previous | +/- |
|---------------------|------------------|-------------------|----------------|
| July | 148 | 139 | + 6.2% |
| August | 152 | 145 | + 5.3% |
| September | 160 | 153 | + 4.5% |
| October | 161 | 156 | + 3.3% |
| November | 161 | 159 | + 1.3% |
| December | 163 | 151 | + 8.0% |
| January | 189 | 162 | + 17.1% |
| February | 191 | 159 | + 20.5% |
| March | 186 | 159 | + 17.0% |
| April | 184 | 153 | + 20.1% |
| May | 176 | 149 | + 18.2% |
| June | 169 | 147 | + 14.6% |
| 12-Month Avg | 170 | 153 | + 11.4% |

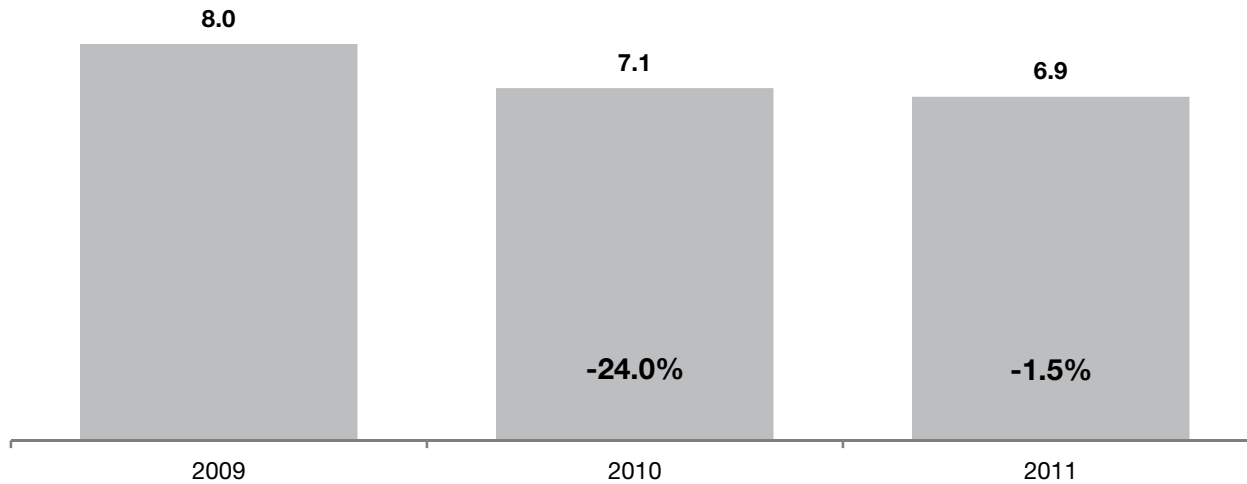
Historical Housing Affordability Index



Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

June



| Month | Current Activity | One Year Previous | +/- |
|---------------------|------------------|-------------------|---------------|
| July | 7.3 | 7.7 | - 5.4% |
| August | 7.6 | 7.6 | + 0.0% |
| September | 7.6 | 7.4 | + 3.7% |
| October | 7.8 | 7.2 | + 8.6% |
| November | 7.7 | 6.9 | + 12.4% |
| December | 7.3 | 6.6 | + 11.0% |
| January | 6.7 | 6.1 | + 10.0% |
| February | 6.6 | 6.2 | + 7.1% |
| March | 6.5 | 6.2 | + 3.9% |
| April | 6.8 | 6.6 | + 2.9% |
| May | 7.2 | 6.7 | + 8.0% |
| June | 6.9 | 7.1 | - 2.4% |
| 12-Month Avg | 7.2 | 6.8 | + 4.7% |

Historical Months Supply of Inventory

