

County: Somerset



Price Range: Below to 100,000,000,000 | Properties: Single Family - Condo - TwnHm

## Market Profile & Trends Overview

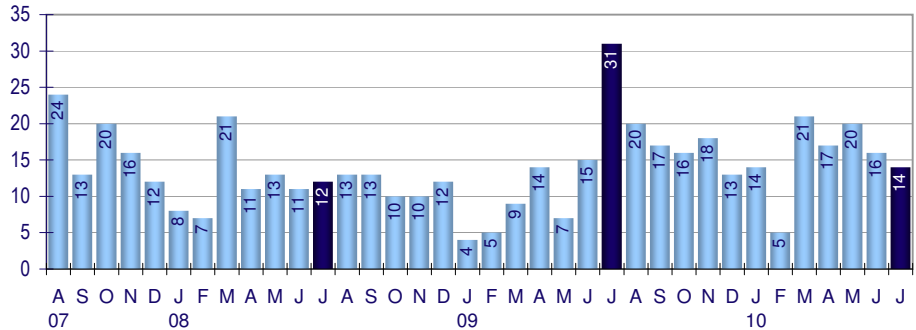
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$174,900	↔		↓				
Average List Price of all Current Listings	\$274,003	↑		↓				
July Median Sales Price	\$84,450	↓	↓	↑		\$135,000	↓	↓
July Average Sales Price	\$163,978	↑	↑	↑	↔	\$138,715	↓	↓
Total Properties Currently for Sale (Inventory)	405	↔		↓				
July Number of Properties Sold	14	↓		↓		107	↑	
July Average Days on Market (Solds)	200	↑	↑	↓	↓	170	↓	↓
Asking Price per Square Foot (based on New Listings)	\$115	↑	↑	↑	↓	\$111	↓	↓
July Sold Price per Square Foot	\$73	↑	↓	↓	↓	\$87	↓	↓
July Month's Supply of Inventory	28.9	↑	↑	↑	↓	32.1	↓	↓
July Sale Price vs List Price Ratio	85.0%	↓	↓	↓	↓	90.0%	↓	↔

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

## Property Sales

July Property sales were 14, down 54.8% from 31 in July of 2009 and 12.5% lower than the 16 sales last month. July 2010 sales were at a mid level compared to July of 2009 and 2008. July YTD sales of 107 are running 25.9% ahead of last year's year-to-date sales of 85.

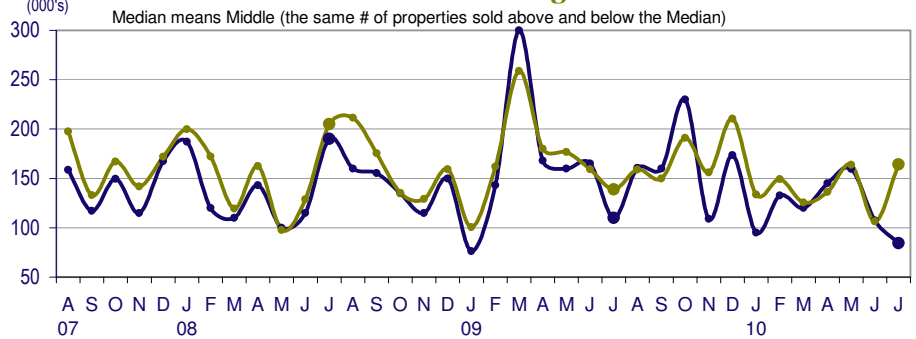
### Number of Properties Sold



## Prices

The Median Sales Price in July was \$84,450, down 23.2% from \$110,000 in July of 2009 and down 21.4% from \$107,500 last month. The Average Sales Price in July was \$163,978, up 18.1% from \$138,894 in July of 2009 and up 54.3% from \$106,306 last month. July 2010 ASP was at a mid range compared to July of 2009 and 2008.

### Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of July was 405, equal to 405 last month and down 8.2% from 441 in July of last year. July 2010 Inventory was at its lowest level compared with July of 2009 and 2008.

### Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2010 MSI of 28.9 months was at a mid level compared with July of 2009 and 2008.

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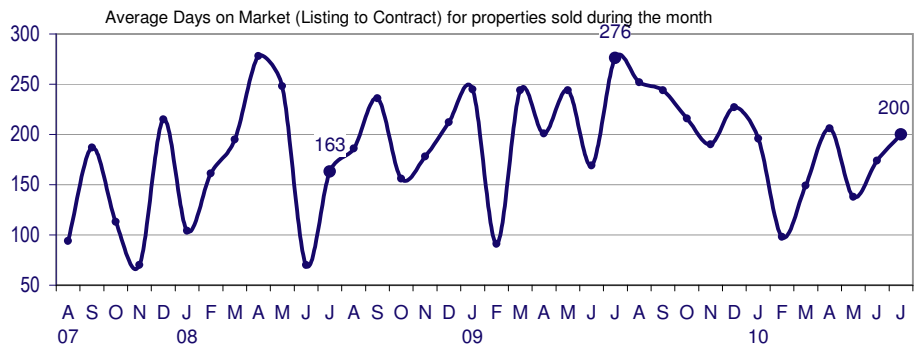


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## Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for July was 200, up 14.9% from 174 days last month and down 27.5% from 276 days in July of last year. The July 2010 DOM was at a mid level compared with July of 2009 and 2008.

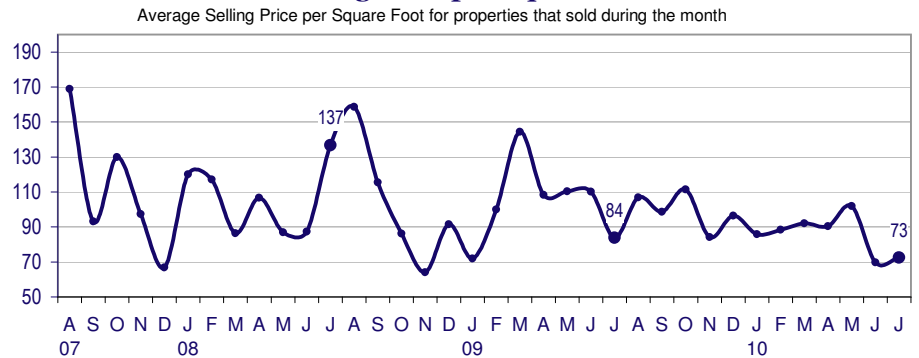
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The July 2010 Selling Price per Square Foot of \$73 was up 4.0% from \$70 last month and down 13.5% from 84 in July of last year.

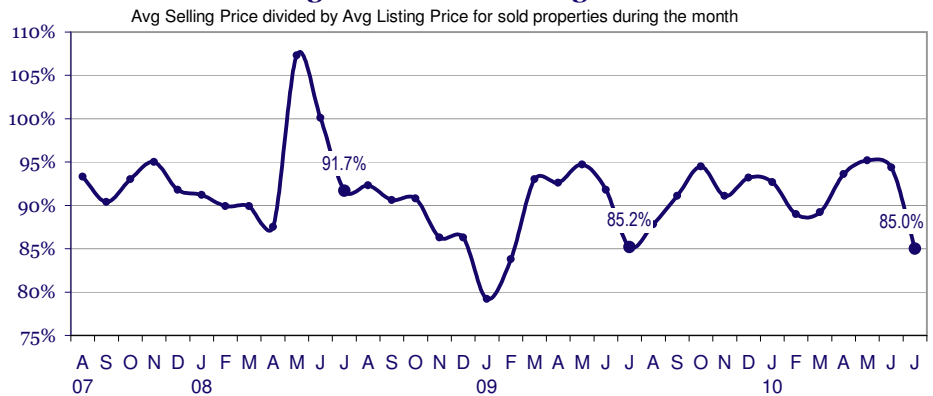
## Selling Price per Square Foot



## Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2010 Selling Price vs Original List Price of 85.0% was down from 94.4% last month and down from 85.2% in July of last year.

## Selling Price versus Listing Price Ratio



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in July 2010 was 51, up 27.5% from 40 last month and down 13.6% from 59 in July of last year.

## Inventory / New Listings / Sales

