

# MARKET ACTION REPORT

## County: Caroline MD

February 2010



### Market Profile & Trends Overview

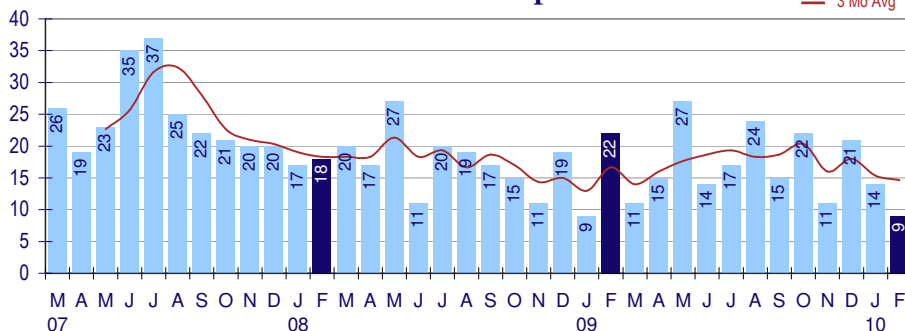
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$239,000	↔		↓				
Average List Price of all Current Listings	\$286,551	↓		↓				
February Median Sales Price	\$200,000	↑	↑	↑	\$176,000	↑	↓	
February Average Sales Price	\$304,322	↑	↑	↑	\$227,622	↑	↑	
Total Properties Currently for Sale (Inventory)	346	↓		↓				
February Number of Properties Sold	9	↓		↓	23	↓		
February Average Days on Market (Solds)	71	↓	↓	↓	132	↔	↓	
February Month's Supply of Inventory	38.4	↑	↑	↑	31.8	↑	↑	
February Sale Price vs List Price Ratio	87.0%	↑	↑	↑	77.3%	↓	↓	

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

### Property Sales

February Property sales were 9, down -59.1% from 22 in February of 2009 and -35.7% lower than the 14 sales last month. February 2010 sales were at their lowest level compared to February of 2009 and 2008. February YTD sales of 23 are running -25.8% behind last year's year-to-date sales of 31.

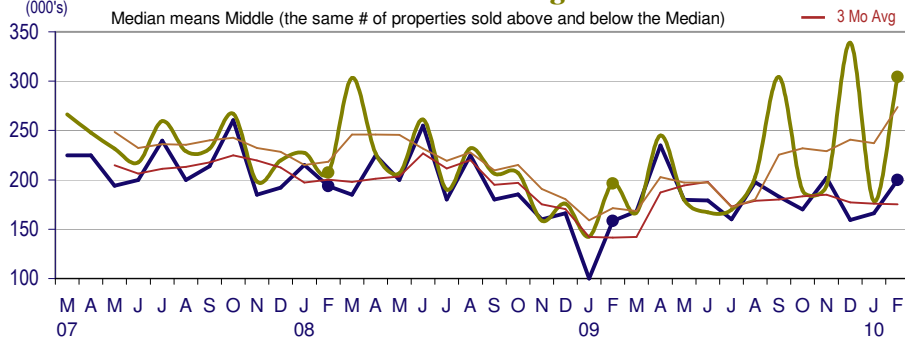
Number of Properties Sold



### Prices

The Median Sales Price in February was \$200,000, up 26.2% from \$158,450 in February of 2009 and up 20.5% from \$166,000 last month. The Average Sales Price in February was \$304,322, up 55.2% from \$196,143 in February of 2009 and up 70.7% from \$178,314 last month. February 2010 ASP was at the highest level compared to February of 2009 and 2008.

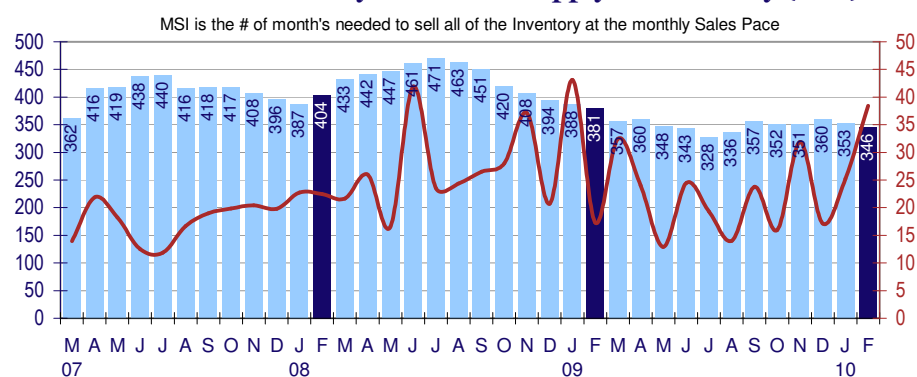
Median Sales Price and Average Sales Price



### Inventory & MSI

The Total Inventory of Properties available for sale as of February was 346, down -2.0% from 353 last month and down -9.2% from 381 in February of last year. February 2010 Inventory was at its lowest level compared with February of 2009 and 2008.

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

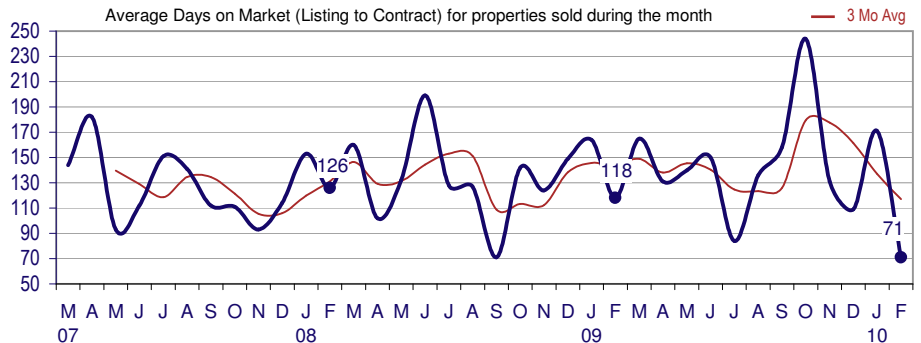




### Market Time

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 February was 71, down -58.5% from 171 days last month and down -39.8% from 118 days in February of last year. The February 2010 DOM was at its lowest level compared with February of 2009 and 2008.

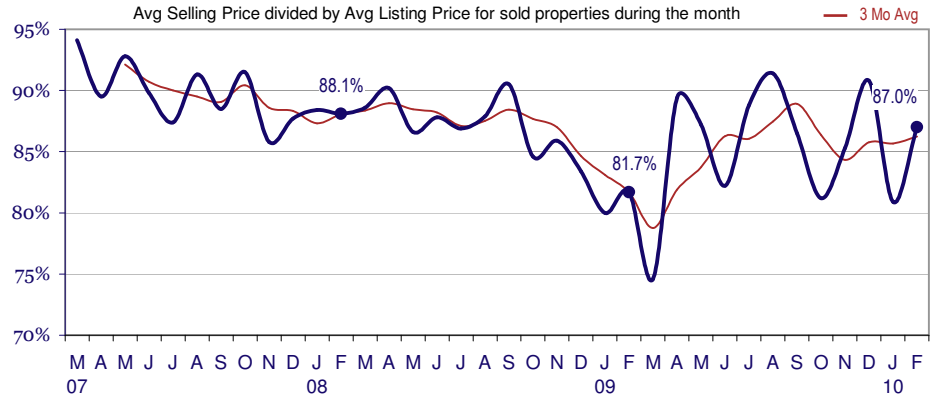
### Days On Market for Sold Properties



### 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 February 2010 Selling Price vs Original List Price of 87.0% was up from 80.9% last month and up from 81.7% in February 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 February 2010 was 39, down -30.4% from 56 last month and down -11.4% from 44 in February of last year.

### Inventory / New Listings / Sales

