

MARKET ACTION REPORT

County: Caroline MD

January 2010



Market Profile & Trends Overview

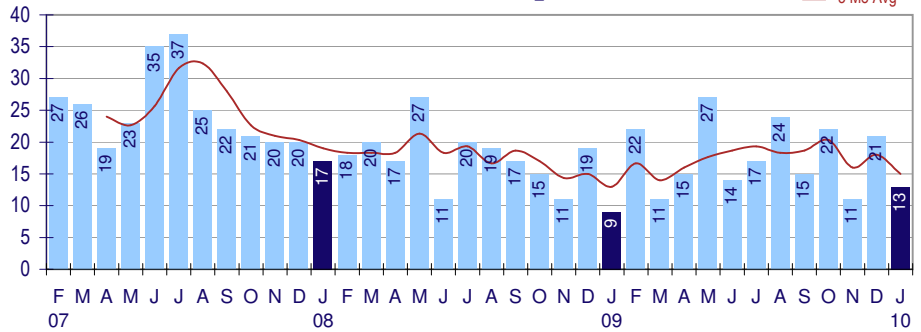
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$237,000	↑		↓				
Average List Price of all Current Listings	\$293,698	↔		↓				
January Median Sales Price	\$176,000	↑	↔	↑	↓	\$176,000	↑	
January Average Sales Price	\$187,500	↓	↓	↑	↓	\$187,500	↑	
Total Properties Currently for Sale (Inventory)	346	↓		↓				
January Number of Properties Sold	13	↓		↑		13	↑	
January Average Days on Market (Solds)	175	↑	↑	↑	↑	175	↑	
January Month's Supply of Inventory	26.6	↑	↑	↓	↑	26.6	↓	
January Sale Price vs List Price Ratio	79.4%	↓	↓	↓	↓	78.6%	↑	

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

Property Sales

January Property sales were 13, up 44.4% from 9 in January of 2009 and -38.1% lower than the 21 sales last month. January 2010 sales were at a mid level compared to January of 2009 and 2008. January YTD sales of 13 are running 44.4% ahead of last year's year-to-date sales of 9.

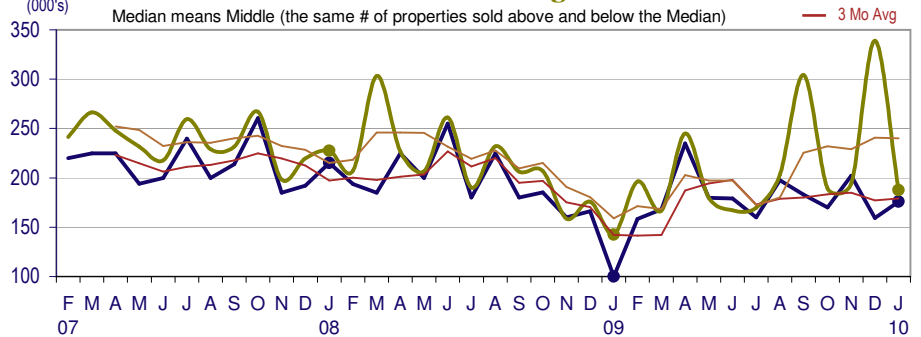
Number of Properties Sold



Prices

The Median Sales Price in January was \$176,000, up 76.0% from \$100,000 in January of 2009 and up 10.3% from \$159,500 last month. The Average Sales Price in January was \$187,500, up 31.7% from \$142,316 in January of 2009 and down -44.7% from \$338,973 last month. January 2010 ASP was at a mid range compared to January of 2009 and 2008.

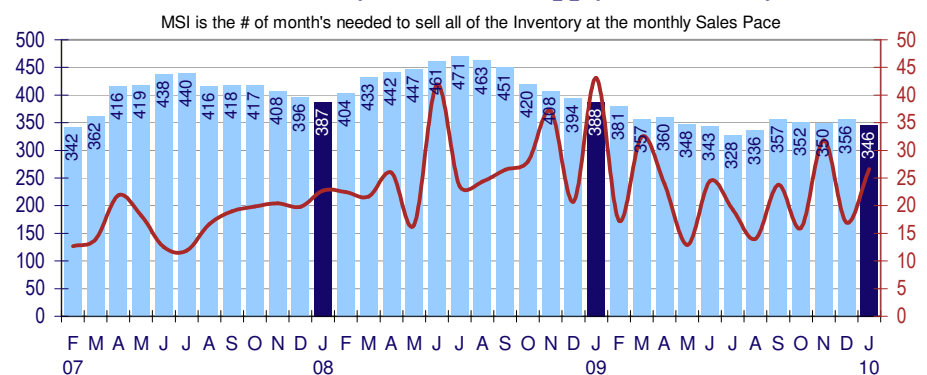
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 346, down -2.8% from 356 last month and down -10.8% from 388 in January of last year. January 2010 Inventory was at its lowest level compared with January of 2009 and 2008.

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



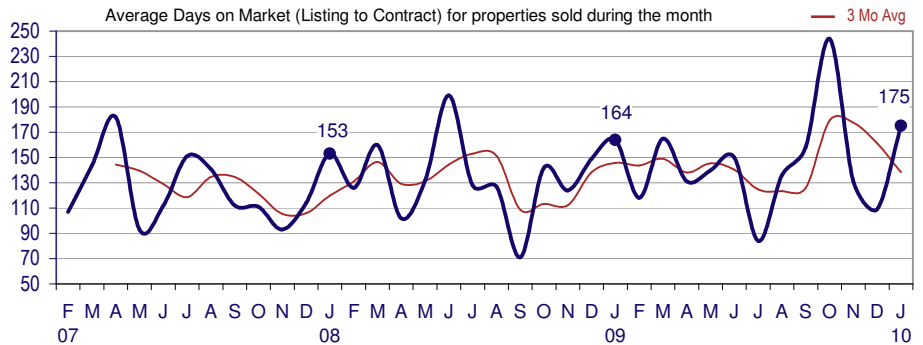
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2010 MSI of 26.6 months was at a mid level compared with January of 2009 and 2008.



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 January was 175, up 60.6% from 109 days last month and up 6.7% from 164 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

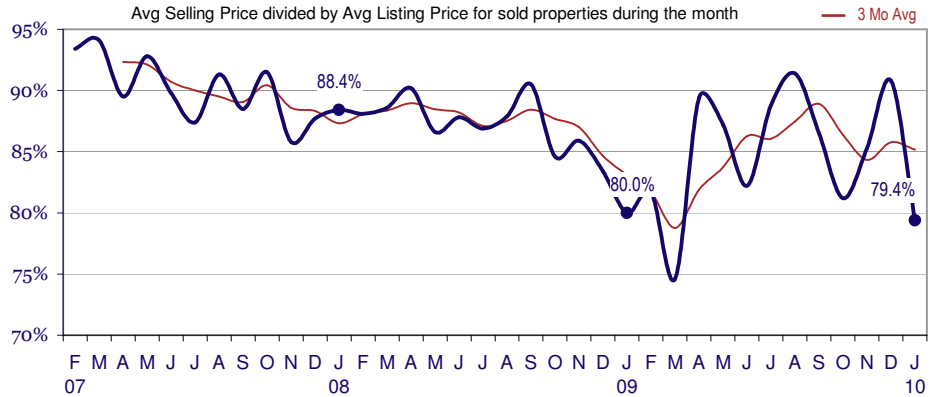
Days On Market for Sold Properties



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 January 2010 Selling Price vs Original List Price of 79.4% was down from 90.8% last month and down from 80.0% in January 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 January 2010 was 56, up 12.0% from 50 last month and up 14.3% from 49 in January of last year.

Inventory / New Listings / Sales

