

MARKET ACTION REPORT

County: Cecil

February 2010



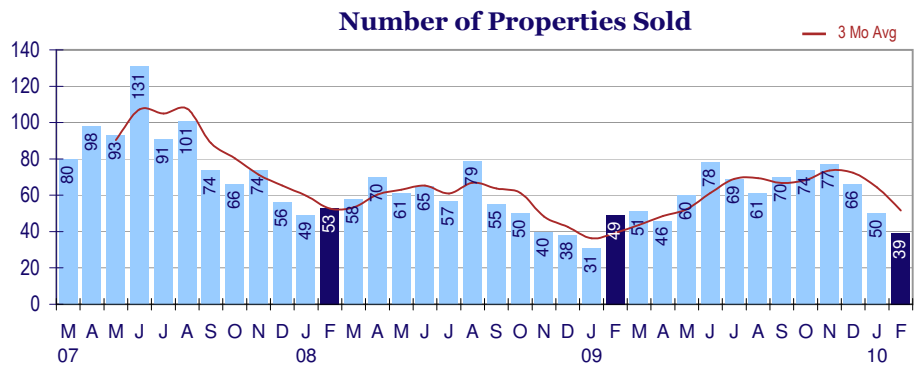
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$279,000	↑		↓				
Average List Price of all Current Listings	\$360,027	↔		↓				
February Median Sales Price	\$255,000	↑	↑	↑	\$237,000	↑	↑	
February Average Sales Price	\$257,854	↑	↑	↑	\$240,034	↑	↔	
Total Properties Currently for Sale (Inventory)	904	↔		↑				
February Number of Properties Sold	39	↓		↓	89	↑		
February Average Days on Market (Solds)	101	↑	↑	↓	95	↓	↓	
February Month's Supply of Inventory	23.2	↑	↑	↑	20.6	↓	↑	
February Sale Price vs List Price Ratio	91.7%	↔	↔	↑	90.6%	↑	↑	

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

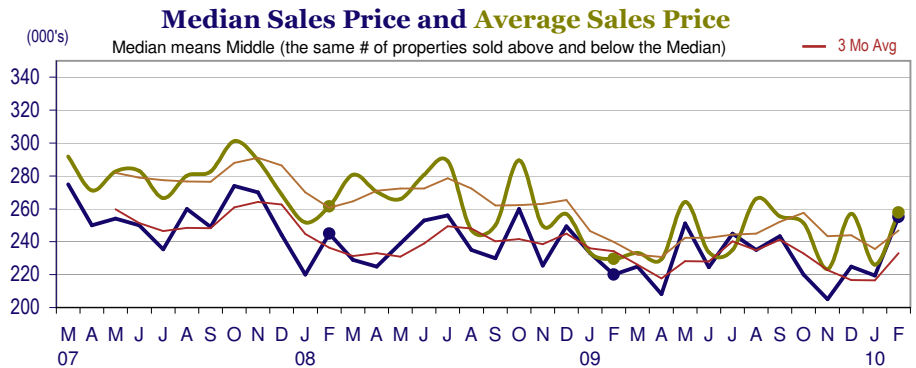
Property Sales

February Property sales were 39, down -20.4% from 49 in February of 2009 and -22.0% lower than the 50 sales last month. February 2010 sales were at their lowest level compared to February of 2009 and 2008. February YTD sales of 89 are running 11.3% ahead of last year's year-to-date sales of 80.



Prices

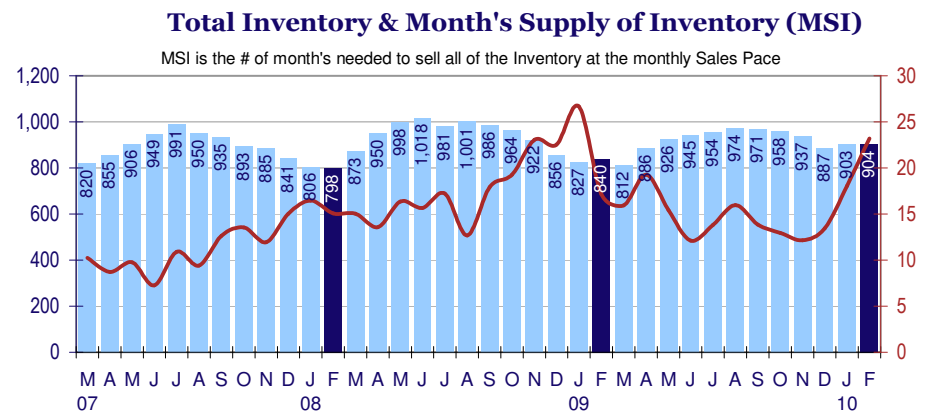
The Median Sales Price in February was \$255,000, up 15.9% from \$220,000 in February of 2009 and up 16.2% from \$219,500 last month. The Average Sales Price in February was \$257,854, up 12.3% from \$229,515 in February of 2009 and up 14.0% from \$226,135 last month. February 2010 ASP was at a mid range compared to February of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of February was 904, up 0.1% from 903 last month and up 7.6% from 840 in February of last year. February 2010 Inventory was at its highest level compared with February of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2010 MSI of 23.2 months was at its highest level compared with February of 2009 and 2008.



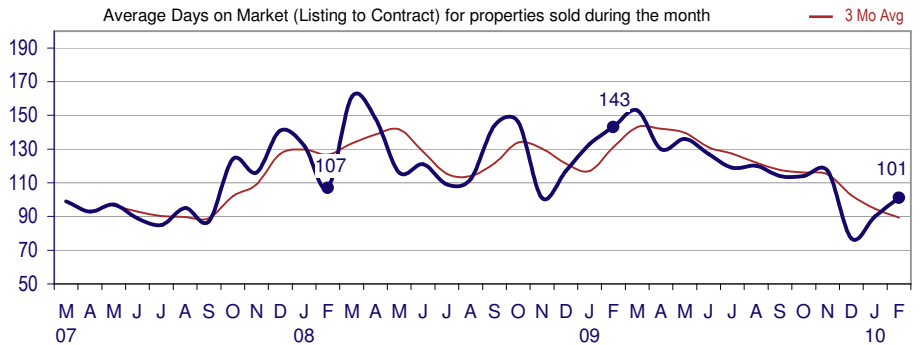
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Market Time

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 February was 101, up 12.2% from 90 days last month and down -29.4% from 143 days in February of last year. The February 2010 DOM was at its lowest level compared with February of 2009 and 2008.

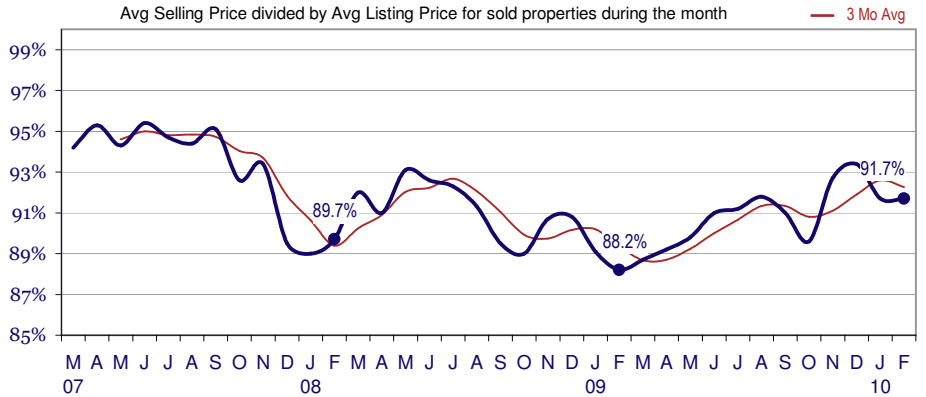
Days On Market for Sold Properties



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 91.7% was equal to 91.7% last month and up from 88.2% 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 125, down -30.6% from 180 last month and down -15.5% from 148 in February of last year.

Inventory / New Listings / Sales

