

# MARKET ACTION REPORT

## County: Queen Annes

January 2010



### Market Profile & Trends Overview

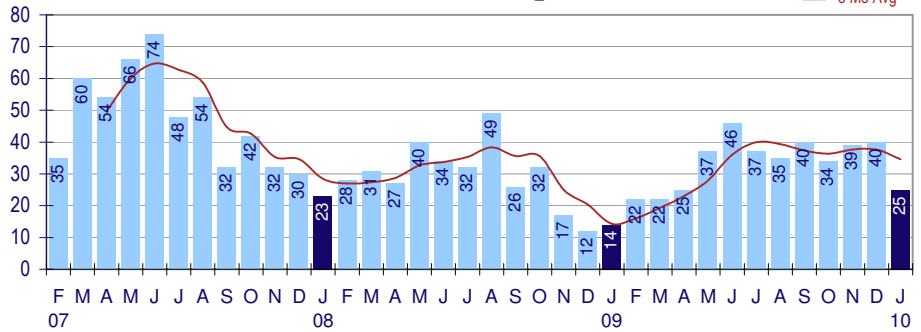
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$399,000	↔		↓				
Average List Price of all Current Listings	\$696,524	↓		↓				
January Median Sales Price	\$319,900	↑	↑	↑	\$319,900	↑	↑	
January Average Sales Price	\$417,671	↑	↑	↑	\$417,671	↑	↑	
Total Properties Currently for Sale (Inventory)	580	↔		↓				
January Number of Properties Sold	25	↓		↑	25	↑		
January Average Days on Market (Solds)	173	↑	↑	↓	173	↓	↑	
January Month's Supply of Inventory	23.2	↑	↑	↓	23.2	↓	↑	
January Sale Price vs List Price Ratio	85.5%	↓	↓	↑	82.4%	↓	↓	

\* 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 25, up 78.6% from 14 in January of 2009 and -37.5% lower than the 40 sales last month. January 2010 sales were at their highest level compared to January of 2009 and 2008. January YTD sales of 25 are running 78.6% ahead of last year's year-to-date sales of 14.

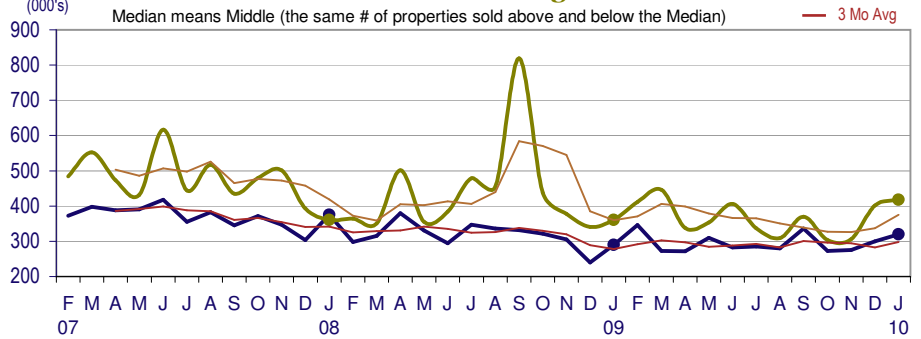
### Number of Properties Sold



### Prices

The Median Sales Price in January was \$319,900, up 10.3% from \$290,000 in January of 2009 and up 6.7% from \$299,950 last month. The Average Sales Price in January was \$417,671, up 15.7% from \$360,929 in January of 2009 and up 3.9% from \$401,839 last month. January 2010 ASP was at the highest level compared to January of 2009 and 2008.

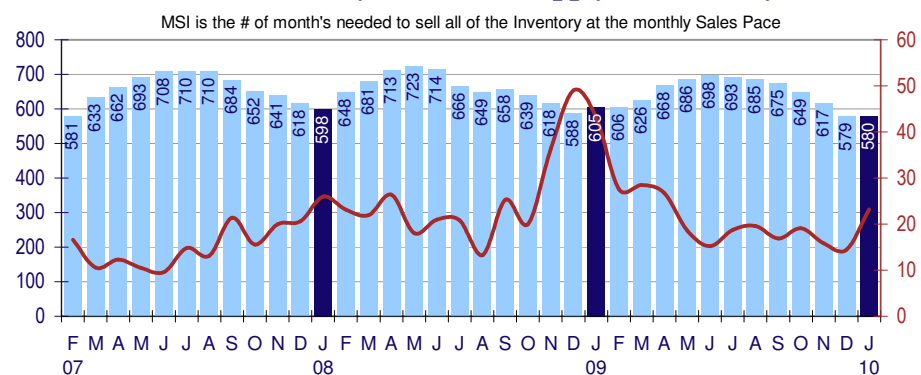
### Median Sales Price and Average Sales Price



### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 580, up 0.2% from 579 last month and down -4.1% from 605 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)



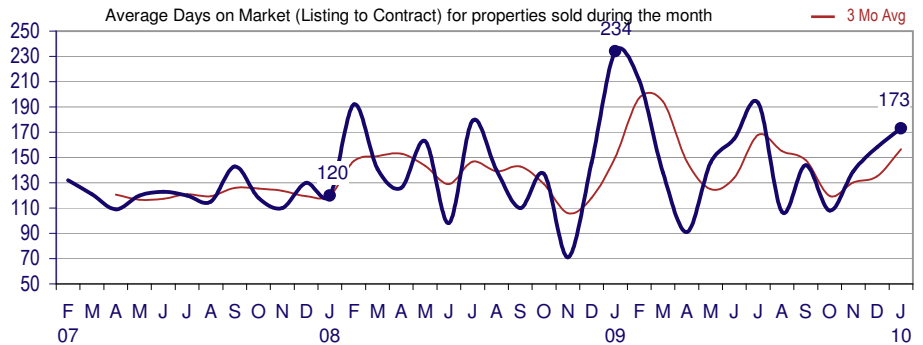
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2010 MSI of 23.2 months was at its lowest level compared with January of 2009 and 2008.



### 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 173, up 9.5% from 158 days last month and down -26.1% from 234 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

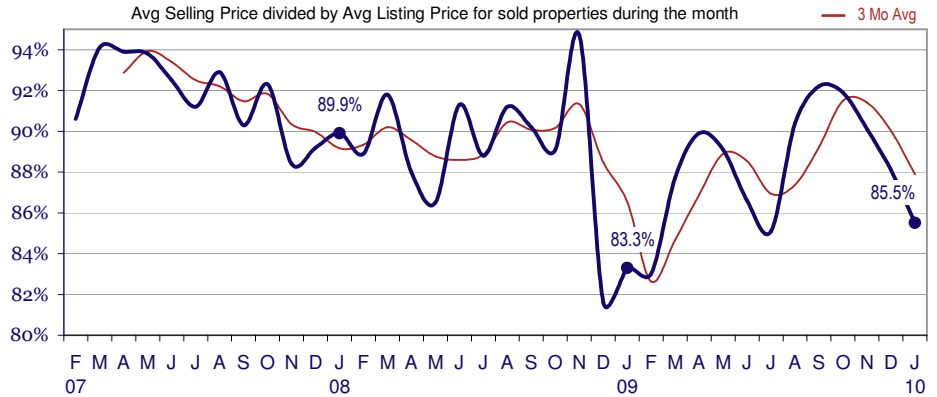
### Days On Market for Sold Properties



### 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 85.5% was down from 88.1% last month and up from 83.3% 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 105, up 128.3% from 46 last month and up 1.9% from 103 in January of last year.

### Inventory / New Listings / Sales

