

# MARKET ACTION REPORT

## County: Stafford

January 2010



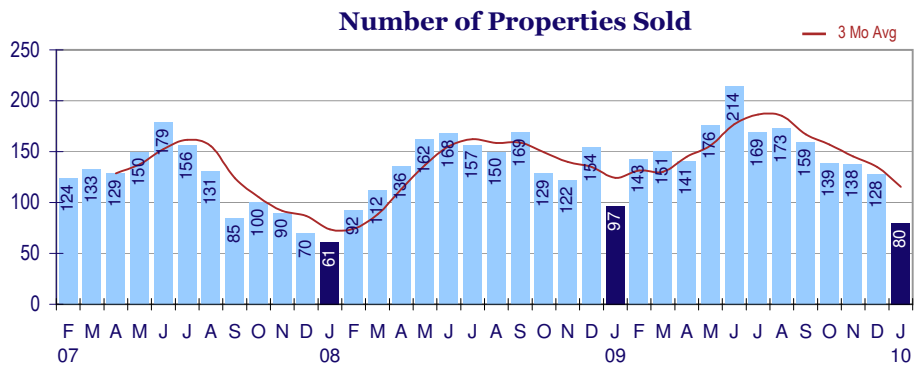
### Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$316,495	↑		↑				
Average List Price of all Current Listings	\$363,644	↔		↑				
January Median Sales Price	\$230,000	↔	↑	↔	↔	\$230,000	↔	
January Average Sales Price	\$257,263	↑	↑	↓	↑	\$257,263	↓	
Total Properties Currently for Sale (Inventory)	552	↓		↓				
January Number of Properties Sold	80	↓		↓		80	↓	
January Average Days on Market (Solds)	69	↑	↑	↓	↔	69	↓	
January Month's Supply of Inventory	6.9	↑	↑	↓	↑	6.9	↓	
January Sale Price vs List Price Ratio	96.4%	↑	↑	↑	↑	94.2%	↑	

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

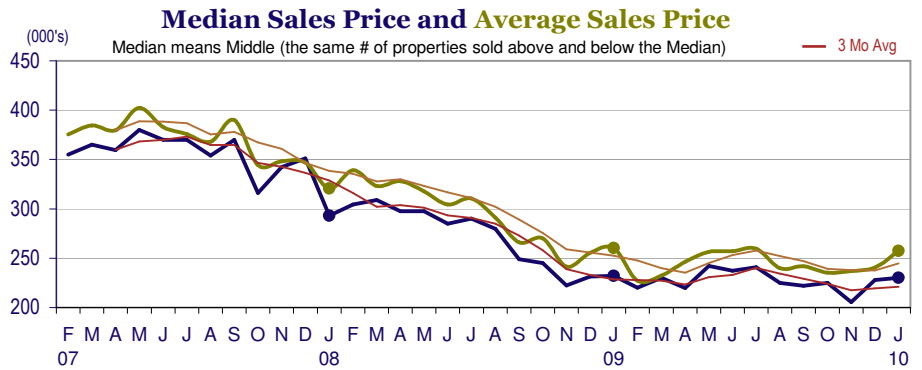
### Property Sales

January Property sales were 80, down -17.5% from 97 in January of 2009 and -37.5% lower than the 128 sales last month. January 2010 sales were at a mid level compared to January of 2009 and 2008. January YTD sales of 80 are running -17.5% behind last year's year-to-date sales of 97.



### Prices

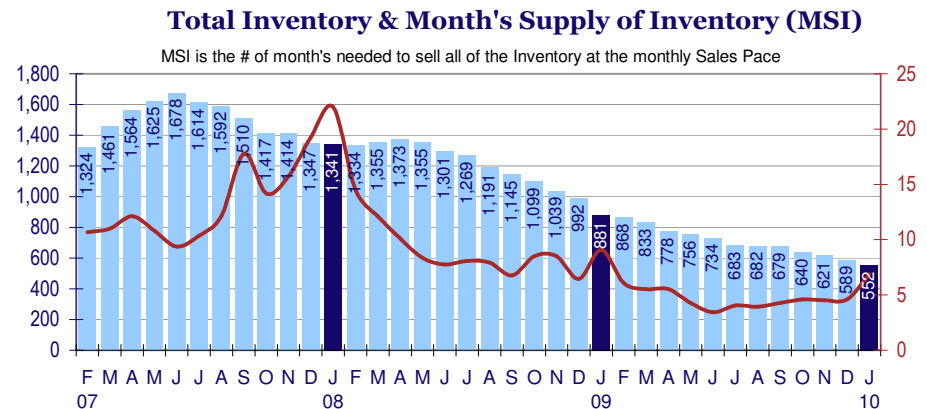
The Median Sales Price in January was \$230,000, down -0.9% from \$232,000 in January of 2009 and up 0.9% from \$227,900 last month. The Average Sales Price in January was \$257,263, down -1.2% from \$260,446 in January of 2009 and up 7.0% from \$240,419 last month. January 2010 ASP was at the lowest level compared to January of 2009 and 2008.



### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 552, down -6.3% from 589 last month and down -37.3% from 881 in January of last year. January 2010 Inventory was at its lowest level compared with January of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2010 MSI of 6.9 months was at its lowest level compared with January of 2009 and 2008.

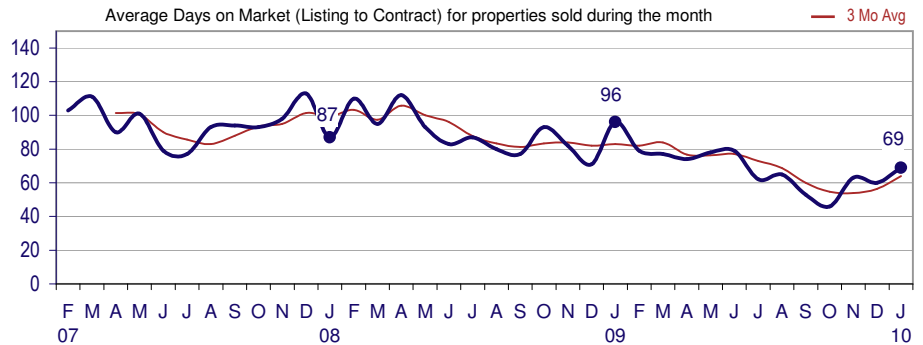




**Market Time**

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 69, up 15.0% from 60 days last month and down -28.1% from 96 days in January of last year. The January 2010 DOM was at its lowest level compared with January of 2009 and 2008.

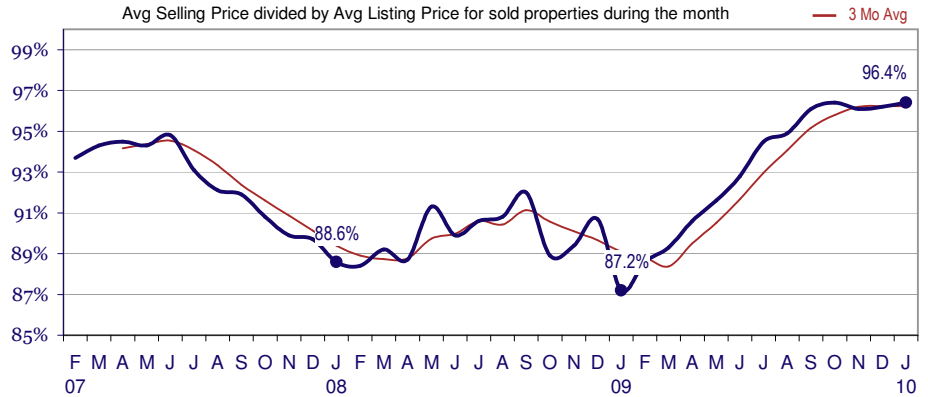
**Days On Market for Sold Properties**



**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 96.4% was up from 96.2% last month and up from 87.2% 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 203, up 43.0% from 142 last month and down -8.1% from 221 in January of last year.

**Inventory / New Listings / Sales**

