

# MARKET ACTION REPORT

## County: Washington MD

January 2010



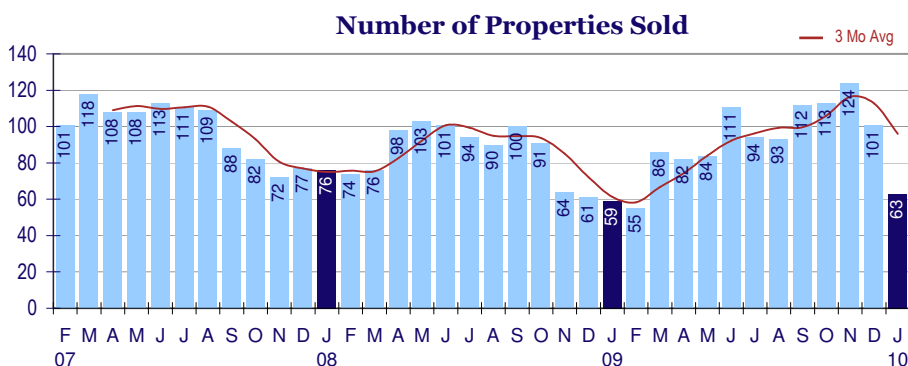
### Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$209,900	↔		↓				
Average List Price of all Current Listings	\$248,790	↓		↓				
January Median Sales Price	\$157,000	↓	↓	↓	\$157,000	↓	↓	
January Average Sales Price	\$180,274	↓	↓	↓	\$180,274	↓	↓	
Total Properties Currently for Sale (Inventory)	963	↓		↓				
January Number of Properties Sold	63	↓		↑	63	↑		
January Average Days on Market (Solds)	120	↑	↑	↓	120	↓	↑	
January Month's Supply of Inventory	15.3	↑	↑	↓	15.3	↓	↑	
January Sale Price vs List Price Ratio	86.9%	↓	↓	↑	85.8%	↓	↓	

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

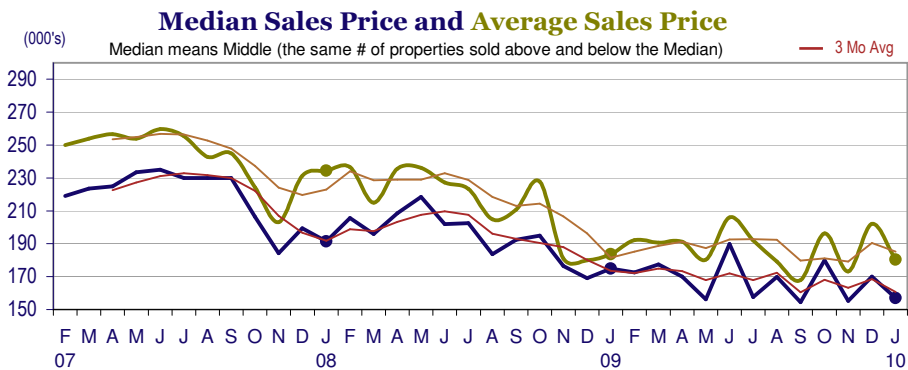
### Property Sales

January Property sales were 63, up 6.8% from 59 in January of 2009 and -37.6% lower than the 101 sales last month. January 2010 sales were at a mid level compared to January of 2009 and 2008. January YTD sales of 63 are running 6.8% ahead of last year's year-to-date sales of 59.



### Prices

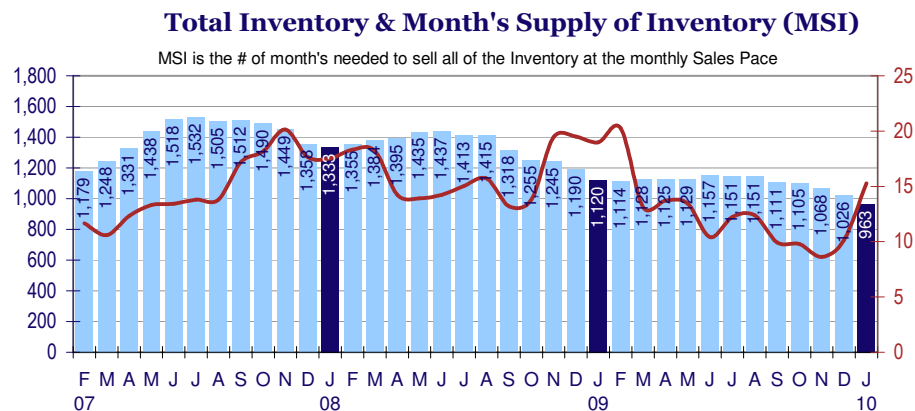
The Median Sales Price in January was \$157,000, down -10.3% from \$175,000 in January of 2009 and down -7.6% from \$170,000 last month. The Average Sales Price in January was \$180,274, down -1.8% from \$183,612 in January of 2009 and down -10.8% from \$202,170 last month. January 2010 ASP was at the lowest level compared to January of 2009 and 2008.



### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 963, down -6.1% from 1,026 last month and down -14.0% from 1,120 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 15.3 months was at its lowest level compared with January of 2009 and 2008.

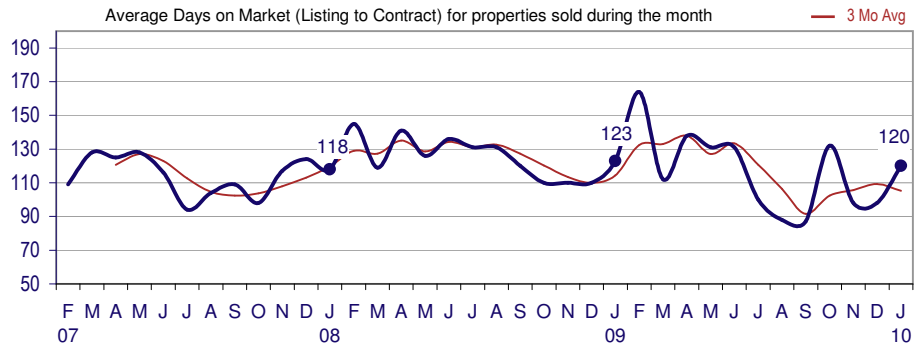




### Market Time

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 120, up 22.4% from 98 days last month and down -2.4% from 123 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

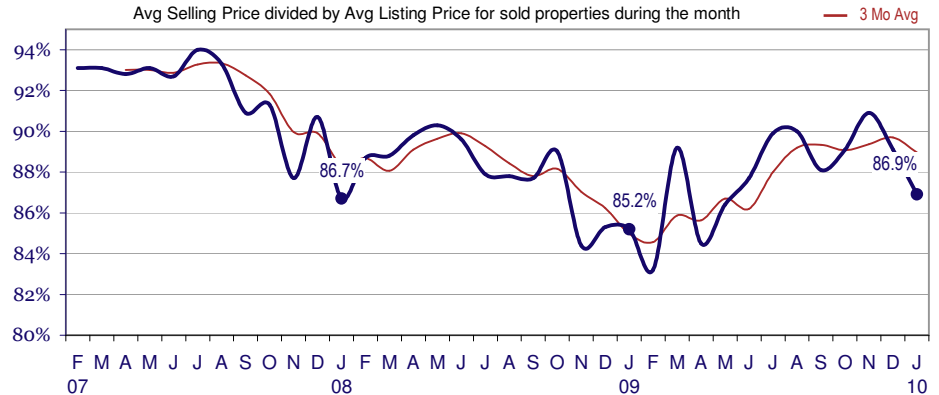
### Days On Market for Sold Properties



### 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 86.9% was down from 89.1% last month and up from 85.2% 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 182, up 26.4% from 144 last month and up 21.3% from 150 in January of last year.

### Inventory / New Listings / Sales

