

MARKET ACTION REPORT

County: Washington MD

February 2010



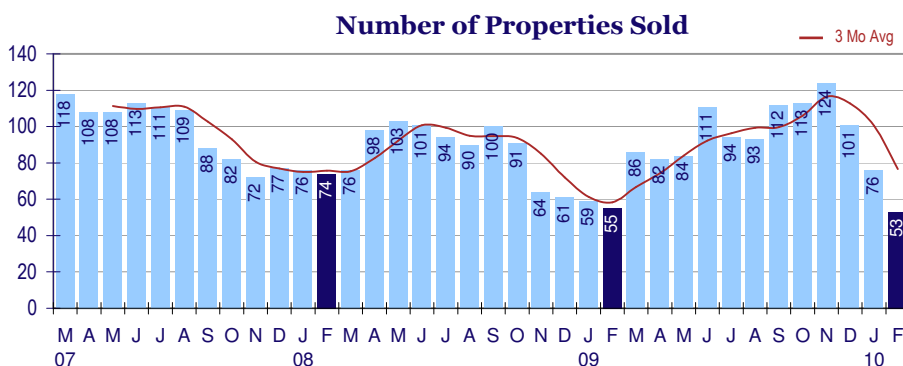
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$209,900	↔		↓				
Average List Price of all Current Listings	\$246,728	↔		↓				
February Median Sales Price	\$164,777	↑	↑	↓	\$159,900	↓	↓	
February Average Sales Price	\$162,590	↓	↓	↓	\$174,808	↓	↓	
Total Properties Currently for Sale (Inventory)	967	↔		↓				
February Number of Properties Sold	53	↓		↓	129	↑		
February Average Days on Market (Solds)	124	↑	↑	↓	118	↓	↑	
February Month's Supply of Inventory	18.2	↑	↑	↓	15.5	↓	↑	
February Sale Price vs List Price Ratio	88.2%	↑	↓	↑	86.5%	↑	↓	

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

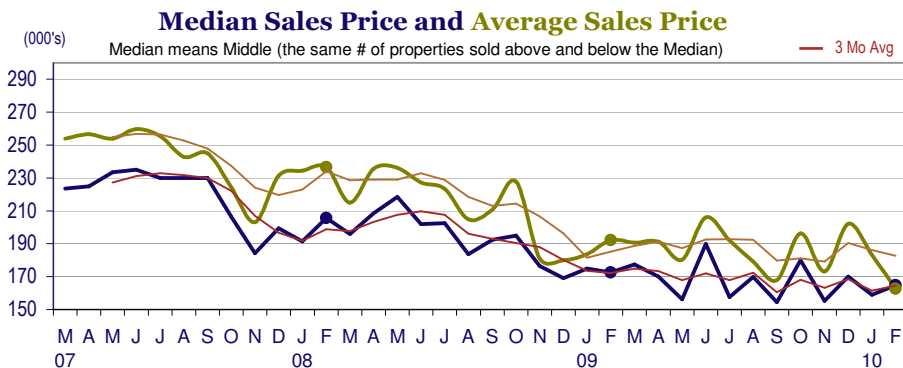
Property Sales

February Property sales were 53, down -3.6% from 55 in February of 2009 and -30.3% lower than the 76 sales last month. February 2010 sales were at their lowest level compared to February of 2009 and 2008. February YTD sales of 129 are running 13.2% ahead of last year's year-to-date sales of 114.



Prices

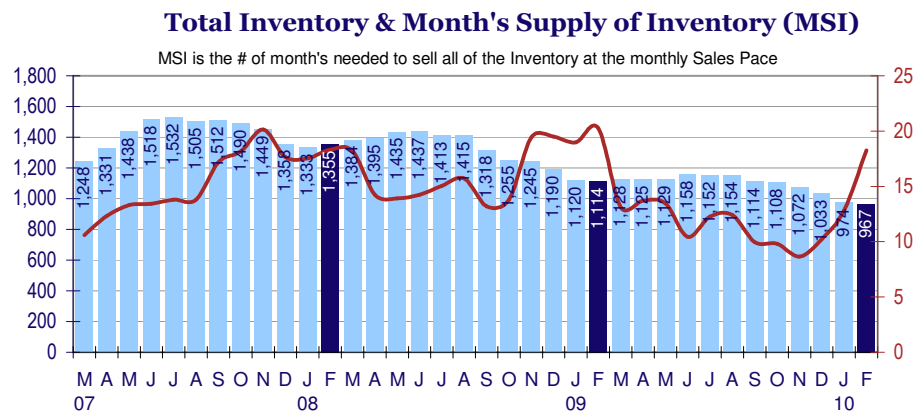
The Median Sales Price in February was \$164,777, down -4.5% from \$172,500 in February of 2009 and up 3.6% from \$159,000 last month. The Average Sales Price in February was \$162,590, down -15.4% from \$192,237 in February of 2009 and down -11.3% from \$183,329 last month. February 2010 ASP was at the lowest level compared to February of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of February was 967, down -0.7% from 974 last month and down -13.2% from 1,114 in February of last year. February 2010 Inventory was at its lowest 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 18.2 months was at its lowest level compared with February of 2009 and 2008.

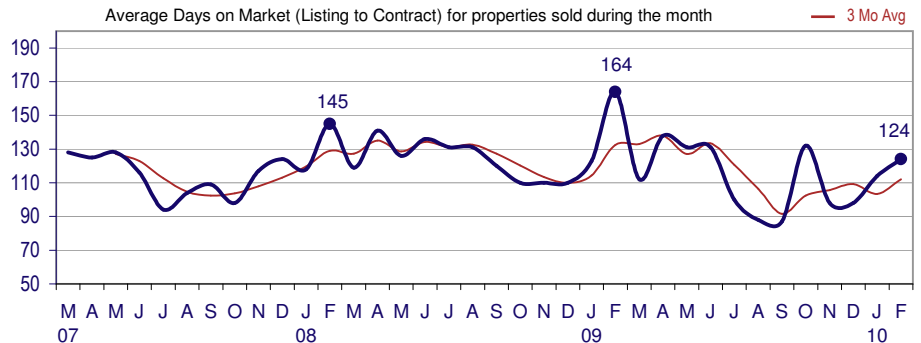




Market Time

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 February was 124, up 8.8% from 114 days last month and down -24.4% from 164 days in February of last year. The February 2010 DOM was at its lowest level compared with February of 2009 and 2008.

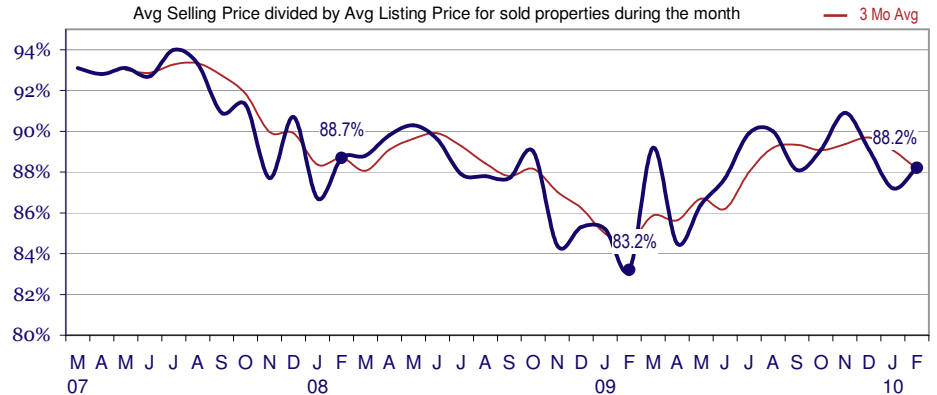
Days On Market for Sold Properties



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 88.2% was up from 87.2% last month and up from 83.2% 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 169, down -7.1% from 182 last month and down -16.7% from 203 in February of last year.

Inventory / New Listings / Sales

