

County: Washington MD



Price Range: Below to 100,000,000,000 | Properties: Single Family - Condo - TwnHm

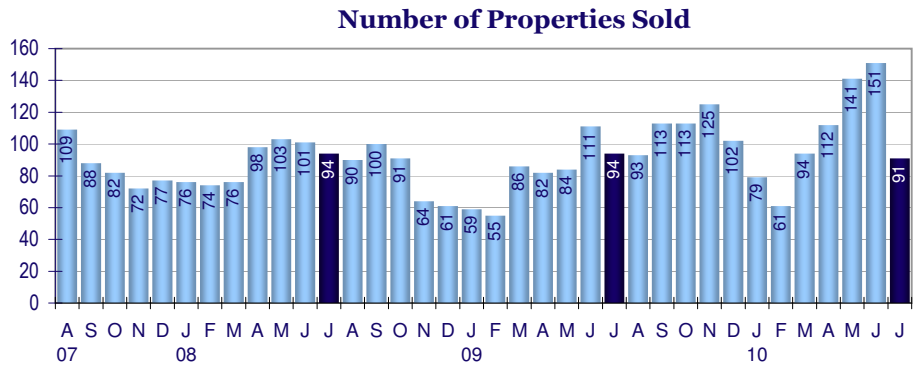
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$185,000	↓		↓				
Average List Price of all Current Listings	\$224,406	↔	↔	↓				
July Median Sales Price	\$165,900	↑	↑	↑	↓	\$155,000	↓	↓
July Average Sales Price	\$179,540	↔	↔	↓	↓	\$175,652	↓	↓
Total Properties Currently for Sale (Inventory)	1,128	↔		↓				
July Number of Properties Sold	91	↓		↓		729	↑	
July Average Days on Market (Solds)	82	↓	↓	↓	↓	97	↓	↓
Asking Price per Square Foot (based on New Listings)	\$103	↓	↓	↓	↓	\$105	↓	↓
July Sold Price per Square Foot	\$91	↔	↓	↓	↓	\$91	↓	↓
July Month's Supply of Inventory	12.4	↑	↑	↔	↓	11.3	↓	↓
July Sale Price vs List Price Ratio	94.5%	↓	↓	↓	↓	95.4%	↑	↔

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

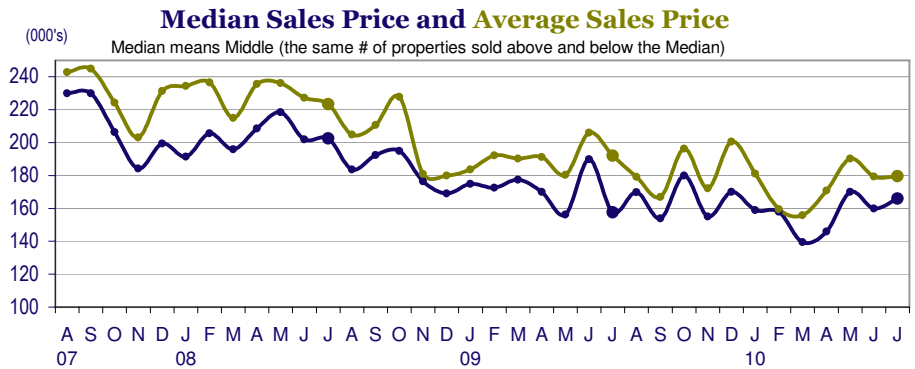
Property Sales

July Property sales were 91, down 3.2% from 94 in July of 2009 and 39.7% lower than the 151 sales last month. July 2010 sales were at their lowest level compared to July of 2009 and 2008. July YTD sales of 729 are running 27.7% ahead of last year's year-to-date sales of 571.



Prices

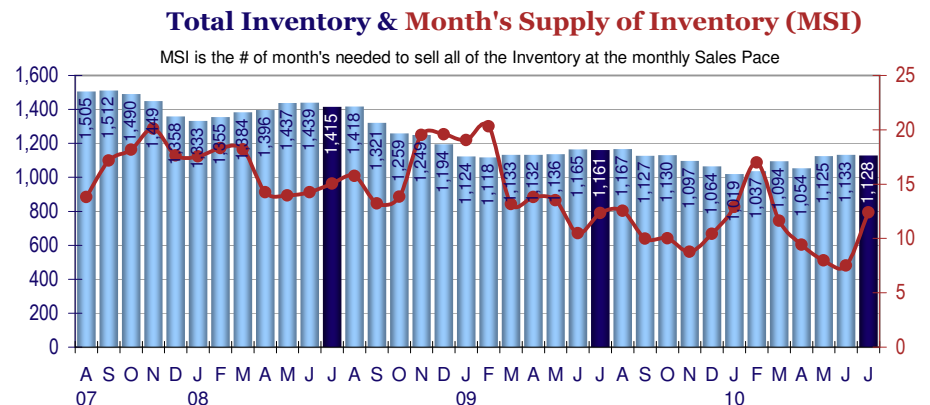
The Median Sales Price in July was \$165,900, up 5.3% from \$157,500 in July of 2009 and up 3.7% from \$160,000 last month. The Average Sales Price in July was \$179,540, down 6.5% from \$192,080 in July of 2009 and up 0.1% from \$179,319 last month. July 2010 ASP was at the lowest level compared to July of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of July was 1,128, down 0.4% from 1,133 last month and down 2.8% from 1,161 in July of last year. July 2010 Inventory was at its lowest level compared with July of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2010 MSI of 12.4 months was at a mid level compared with July of 2009 and 2008.



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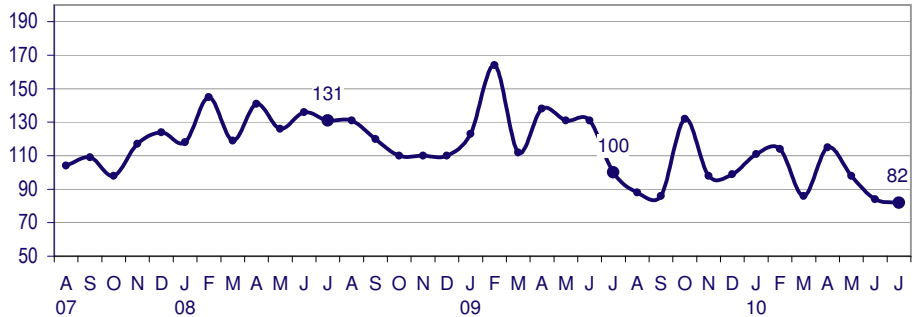
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Market Time

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 July was 82, down 2.4% from 84 days last month and down 18.0% from 100 days in July of last year. The July 2010 DOM was at its lowest level compared with July of 2009 and 2008.

Days On Market for Sold Properties

Average Days on Market (Listing to Contract) for properties sold during the month

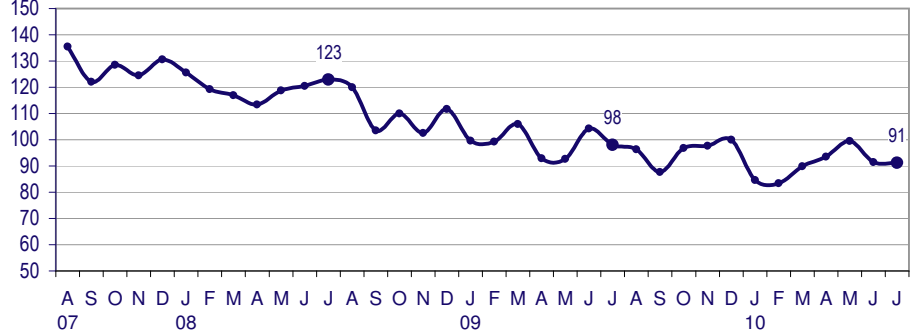


Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The July 2010 Selling Price per Square Foot of \$91 was down 0.3% from \$91 last month and down 7.0% from 98 in July of last year.

Selling Price per Square Foot

Average Selling Price per Square Foot for properties that sold during the month

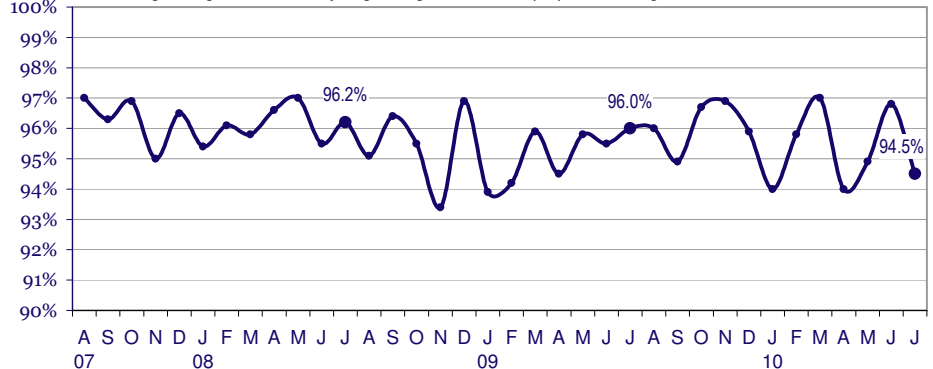


Selling Price vs Original Listing Price

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 July 2010 Selling Price vs Original List Price of 94.5% was down from 96.8% last month and down from 96.0% in July of last year.

Selling Price versus Listing Price Ratio

Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 July 2010 was 231, down 5.7% from 245 last month and up 10.5% from 209 in July of last year.

Inventory / New Listings / Sales

