

MARKET ACTION REPORT

July 2010

County: *Wicomico*



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

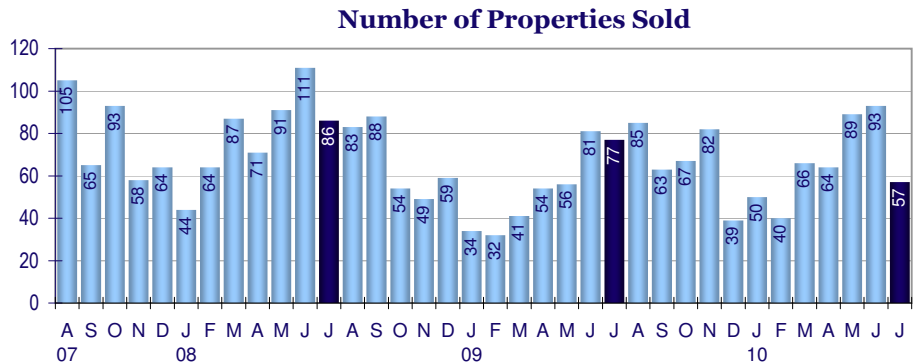
Market Profile & Trends Overview

| | Month | Trending versus*: | | | | YTD | Trending versus*: | |
|--|-----------|-------------------|-----|-----|----|-----------|-------------------|------------|
| | | LM | L3M | PYM | LY | | Prior YTD | Prior Year |
| Median List Price of all Current Listings | \$179,691 | ↑ | | ↓ | | | | |
| Average List Price of all Current Listings | \$219,993 | ↓ | | ↓ | | | | |
| July Median Sales Price | \$145,000 | ↓ | | ↓ | ↓ | \$152,000 | ↓ | ↓ |
| July Average Sales Price | \$161,185 | ↑ | ↔ | ↓ | ↓ | \$162,952 | ↓ | ↓ |
| Total Properties Currently for Sale (Inventory) | 1,056 | ↔ | | ↓ | | | | |
| July Number of Properties Sold | 57 | ↓ | | ↓ | | 459 | ↑ | |
| July Average Days on Market (Solds) | 120 | ↓ | ↓ | ↓ | ↓ | 130 | ↓ | ↓ |
| Asking Price per Square Foot (based on New Listings) | \$111 | ↑ | ↔ | ↓ | ↓ | \$110 | ↓ | ↓ |
| July Sold Price per Square Foot | \$93 | ↓ | ↓ | ↓ | ↓ | \$96 | ↓ | ↓ |
| July Month's Supply of Inventory | 18.5 | ↑ | ↑ | ↑ | ↓ | 16.7 | ↓ | ↓ |
| July Sale Price vs List Price Ratio | 92.8% | ↓ | ↓ | ↓ | ↓ | 94.4% | ↑ | ↑ |

* 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)

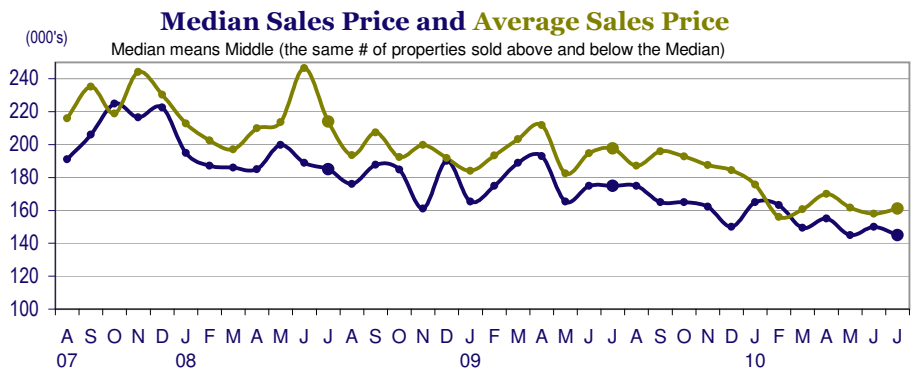
Property Sales

July Property sales were 57, down 26.0% from 77 in July of 2009 and 38.7% lower than the 93 sales last month. July 2010 sales were at their lowest level compared to July of 2009 and 2008. July YTD sales of 459 are running 22.4% ahead of last year's year-to-date sales of 375.



Prices

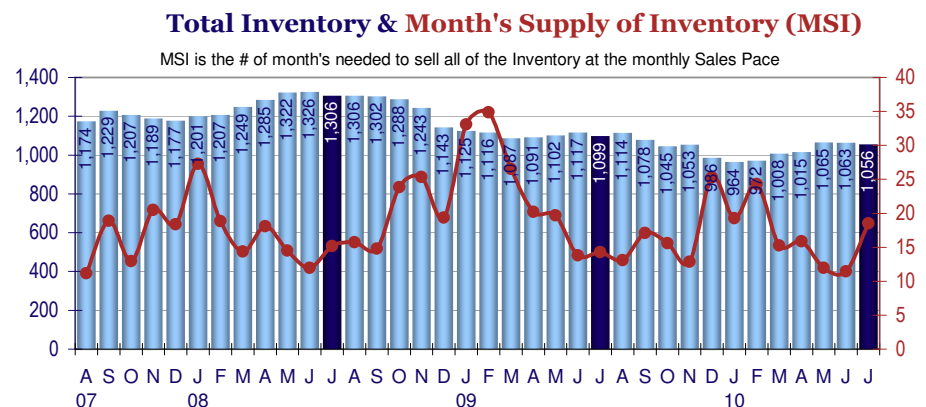
The Median Sales Price in July was \$145,000, down 17.1% from \$175,000 in July of 2009 and down 3.3% from \$150,000 last month. The Average Sales Price in July was \$161,185, down 18.4% from \$197,640 in July of 2009 and up 2.0% from \$158,052 last month. July 2010 ASP was at the lowest level compared to July of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of July was 1,056, down 0.7% from 1,063 last month and down 3.9% from 1,099 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 18.5 months was at its highest level compared with July of 2009 and 2008.



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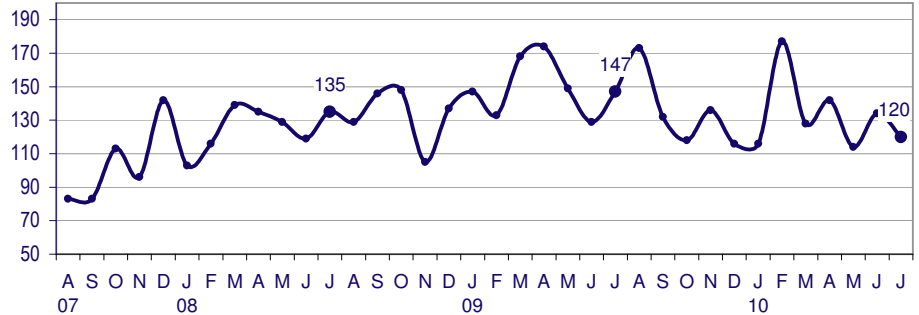
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Market Time

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 120, down 10.4% from 134 days last month and down 18.4% from 147 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

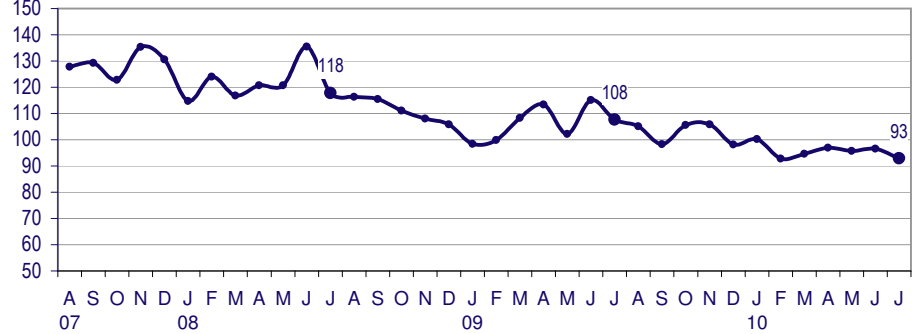


Selling Price per Square Foot

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 \$93 was down 3.7% from \$97 last month and down 13.7% from 108 in July of last year.

Selling Price per Square Foot

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

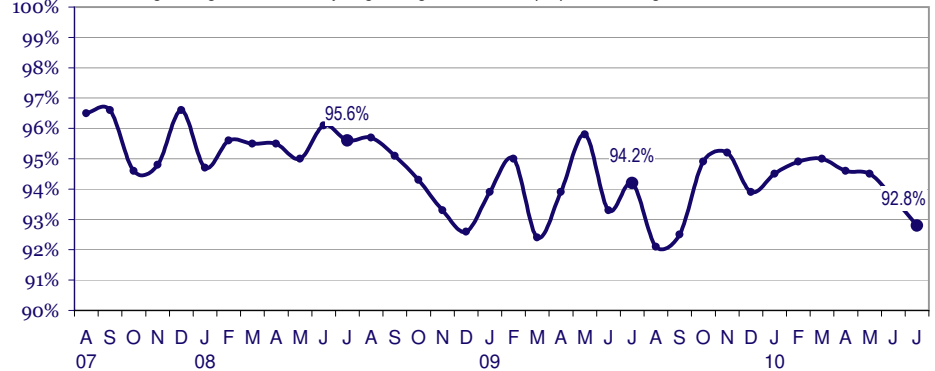


Selling Price vs Original Listing Price

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 92.8% was down from 93.7% last month and down from 94.2% 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 162, up 1.9% from 159 last month and up 24.6% from 130 in July of last year.

Inventory / New Listings / Sales

