

MARKET ACTION REPORT

County: Wicomico

January 2010



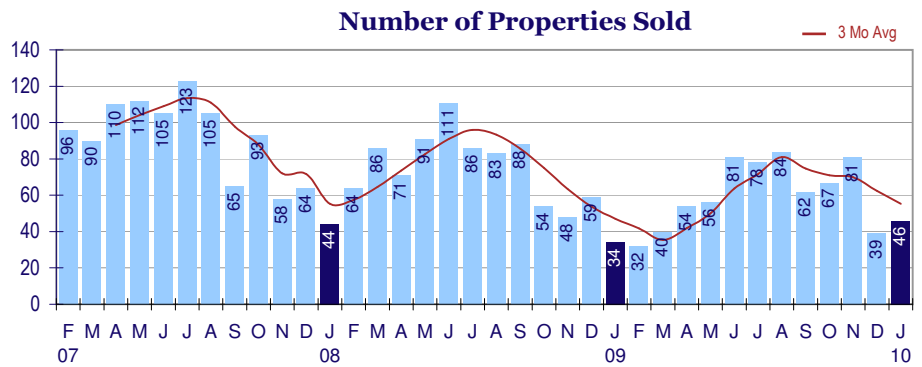
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$199,900	↔		↓				
Average List Price of all Current Listings	\$279,316	↔		↓				
January Median Sales Price	\$164,750	↑	↑	↔	\$164,750	↔	↓	
January Average Sales Price	\$176,541	↓	↓	↓	\$176,541	↓	↓	
Total Properties Currently for Sale (Inventory)	909	↓		↓				
January Number of Properties Sold	46	↑		↑	46	↑		
January Average Days on Market (Solds)	116	↔	↓	↓	116	↓	↓	
January Month's Supply of Inventory	19.8	↓	↑	↓	19.8	↓	↓	
January Sale Price vs List Price Ratio	89.0%	↑	↑	↑	88.7%	↑	↑	

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

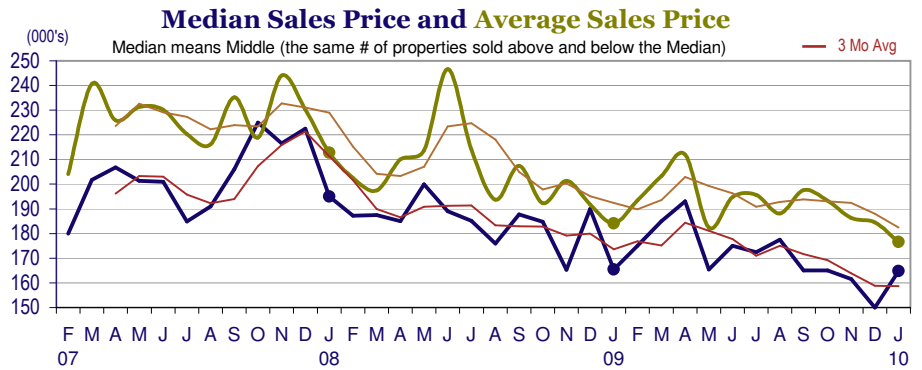
Property Sales

January Property sales were 46, up 35.3% from 34 in January of 2009 and 17.9% higher than the 39 sales last month. January 2010 sales were at their highest level compared to January of 2009 and 2008. January YTD sales of 46 are running 35.3% ahead of last year's year-to-date sales of 34.



Prices

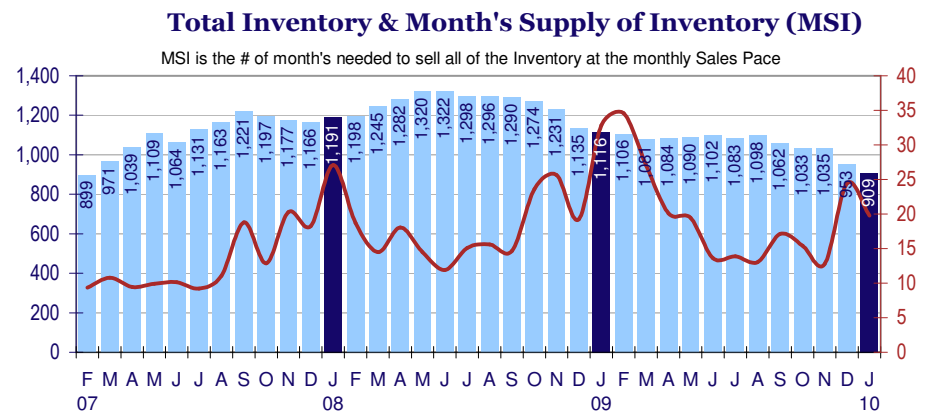
The Median Sales Price in January was \$164,750, down -0.4% from \$165,450 in January of 2009 and up 9.8% from \$150,000 last month. The Average Sales Price in January was \$176,541, down -4.1% from \$184,139 in January of 2009 and down -4.3% from \$184,454 last month. January 2010 ASP was at the lowest level compared to January of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 909, down -4.6% from 953 last month and down -18.5% from 1,116 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 19.8 months was at its lowest level compared with January of 2009 and 2008.

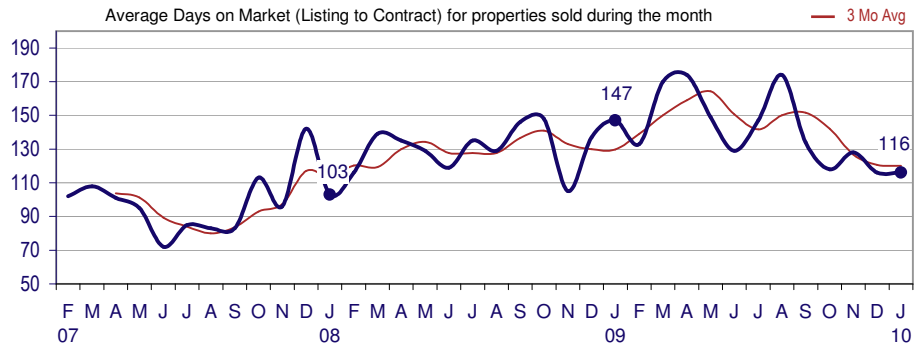




Market Time

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 116, equal to 116 days last month and down -21.1% from 147 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

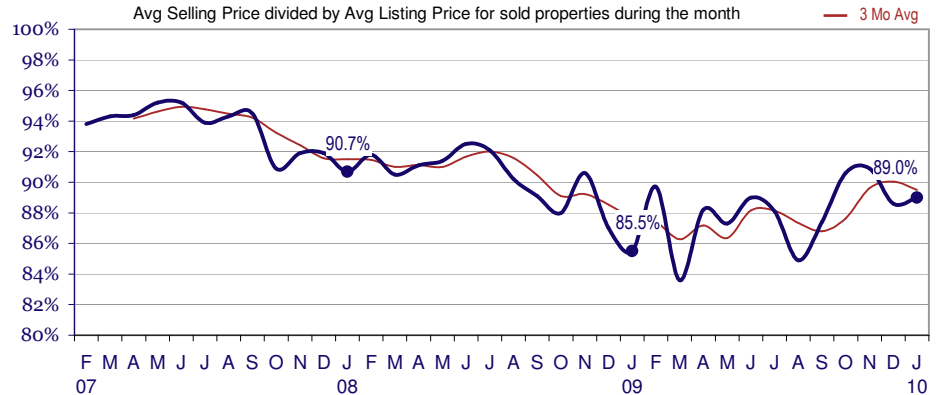
Days On Market for Sold Properties



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 89.0% was up from 88.6% last month and up from 85.5% 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 132, up 38.9% from 95 last month and down -5.7% from 140 in January of last year.

Inventory / New Listings / Sales

