

MARKET ACTION REPORT

County: Wicomico

February 2010



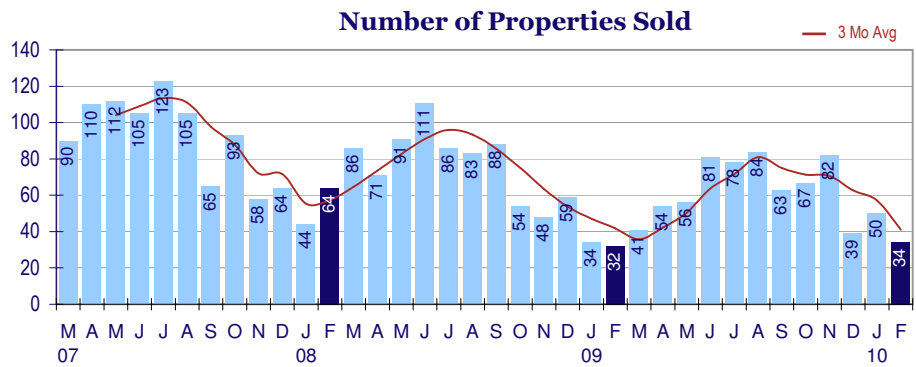
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$195,000	↓		↓				
Average List Price of all Current Listings	\$274,093	↓		↓				
February Median Sales Price	\$151,000	↓	↓	↓	\$163,250	↓	↓	
February Average Sales Price	\$150,207	↓	↓	↓	\$165,372	↓	↓	
Total Properties Currently for Sale (Inventory)	909	↓		↓				
February Number of Properties Sold	34	↓		↑	84	↑		
February Average Days on Market (Solds)	189	↑	↑	↑	146	↑	↑	
February Month's Supply of Inventory	26.7	↑	↑	↓	22.6	↓	↑	
February Sale Price vs List Price Ratio	85.7%	↓	↓	↓	87.3%	↓	↔	

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

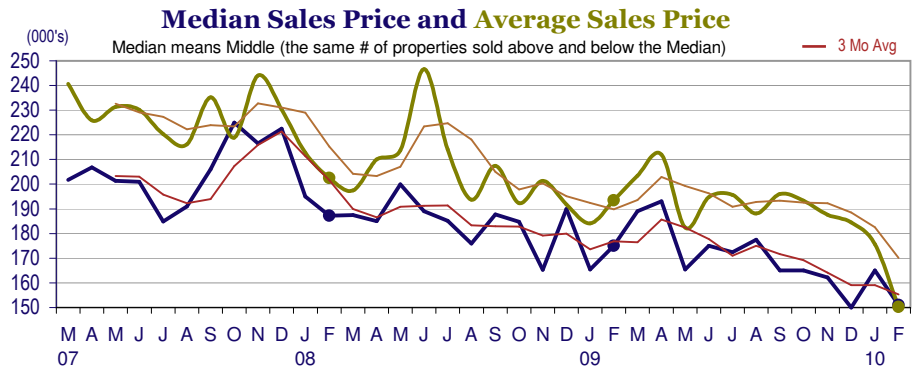
Property Sales

February Property sales were 34, up 6.3% from 32 in February of 2009 and -32.0% lower than the 50 sales last month. February 2010 sales were at a mid level compared to February of 2009 and 2008. February YTD sales of 84 are running 27.3% ahead of last year's year-to-date sales of 66.



Prices

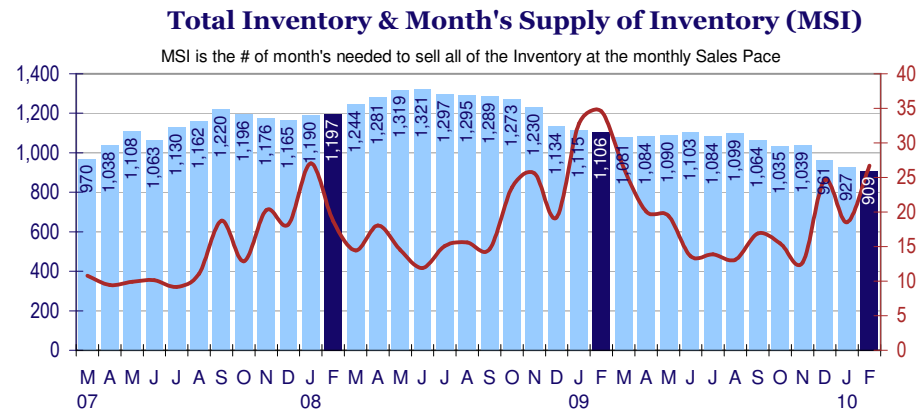
The Median Sales Price in February was \$151,000, down -13.7% from \$175,000 in February of 2009 and down -8.5% from \$165,000 last month. The Average Sales Price in February was \$150,207, down -22.3% from \$193,391 in February of 2009 and down -14.5% from \$175,684 last month. February 2010 ASP was 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 909, down -1.9% from 927 last month and down -17.8% from 1,106 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 26.7 months was at a mid level compared with February of 2009 and 2008.

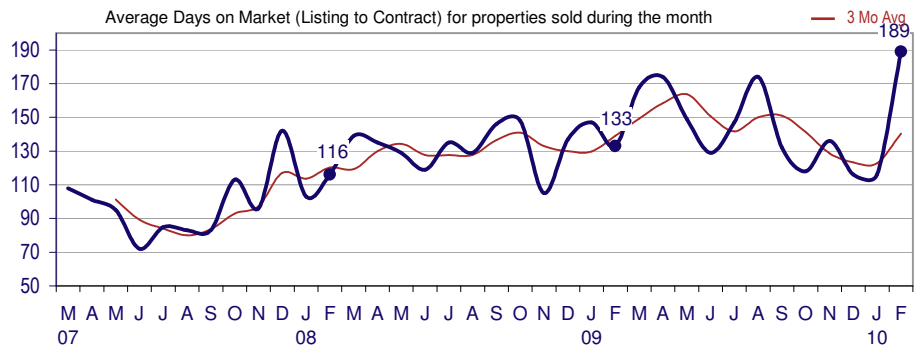




Market Time

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 189, up 62.9% from 116 days last month and up 42.1% from 133 days in February of last year. The February 2010 DOM was at a mid level compared with February of 2009 and 2008.

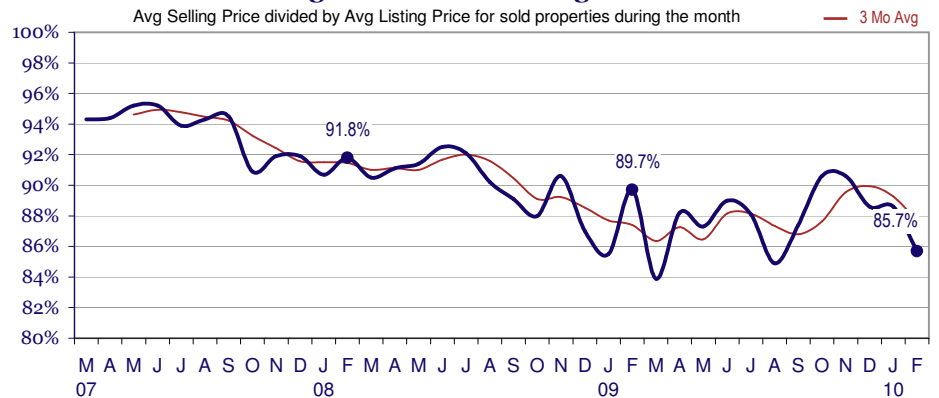
Days On Market for Sold Properties



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 85.7% was down from 88.6% last month and down from 89.7% 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 119, down -10.5% from 133 last month and down -8.5% from 130 in February of last year.

Inventory / New Listings / Sales

