

# MARKET ACTION REPORT

## County: Worcester

January 2010



### Market Profile & Trends Overview

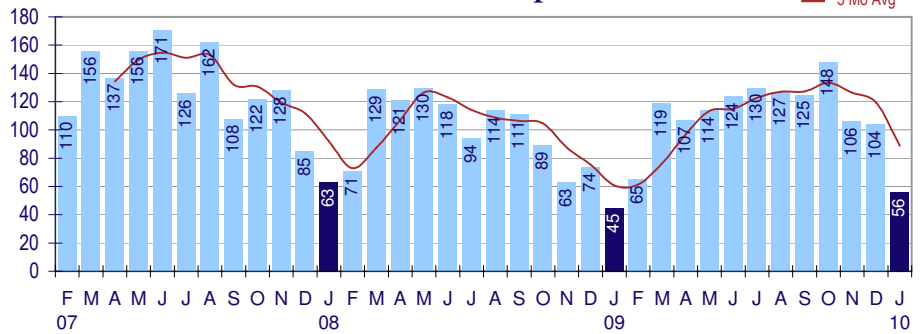
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$352,450	↓		↓				
Average List Price of all Current Listings	\$515,665	↔		↑				
January Median Sales Price	\$272,500	↓	↓	↔	↓	\$272,500	↔	↓
January Average Sales Price	\$272,551	↓	↓	↓	↓	\$272,551	↓	↓
Total Properties Currently for Sale (Inventory)	2,520	↓	↓	↓				
January Number of Properties Sold	56	↓		↑		56	↑	
January Average Days on Market (Solds)	216	↓	↓	↑	↓	216	↑	↓
January Month's Supply of Inventory	45.0	↑	↑	↓	↑	45.0	↓	↑
January Sale Price vs List Price Ratio	84.8%	↑	↑	↑	↑	83.7%	↑	↑

\* 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 56, up 24.4% from 45 in January of 2009 and -46.2% lower than the 104 sales last month. January 2010 sales were at a mid level compared to January of 2009 and 2008. January YTD sales of 56 are running 24.4% ahead of last year's year-to-date sales of 45.

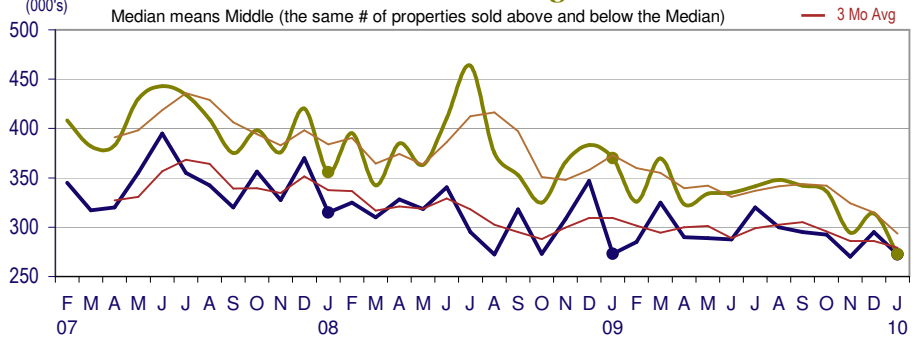
### Number of Properties Sold



### Prices

The Median Sales Price in January was \$272,500, down -0.1% from \$272,900 in January of 2009 and down -7.7% from \$295,125 last month. The Average Sales Price in January was \$272,551, down -26.4% from \$370,074 in January of 2009 and down -13.2% from \$313,930 last month. January 2010 ASP was at the lowest level compared to January of 2009 and 2008.

### Median Sales Price and Average Sales Price

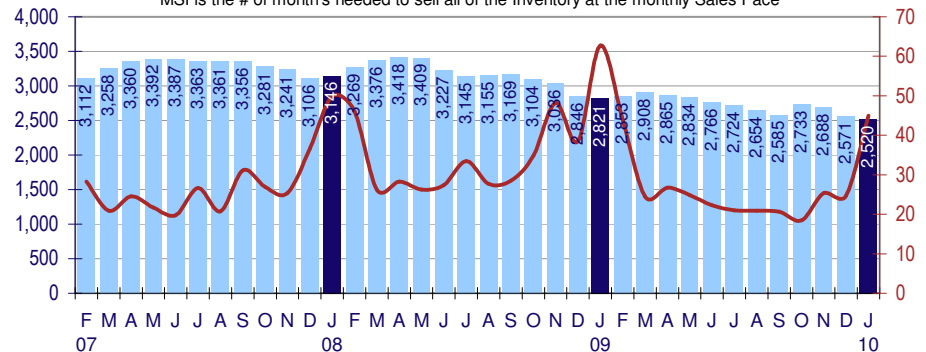


### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 2,520, down -2.0% from 2,571 last month and down -10.7% from 2,821 in January of last year. January 2010 Inventory was at its lowest level compared with January of 2009 and 2008.

### Total Inventory & Month's Supply of Inventory (MSI)

MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace

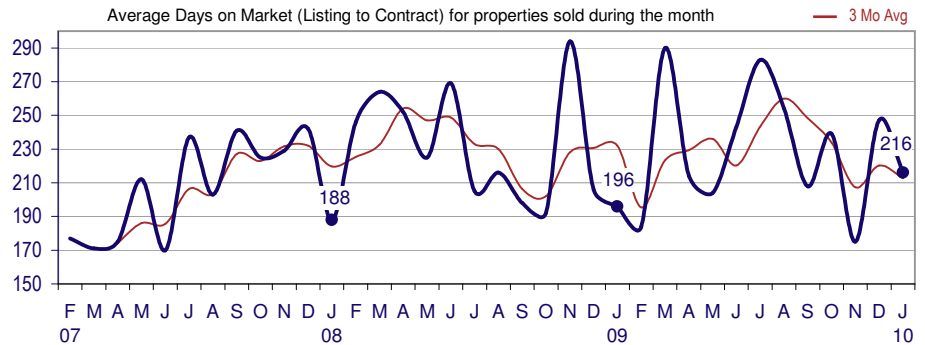




### Market Time

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 216, down -12.6% from 247 days last month and up 10.2% from 196 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

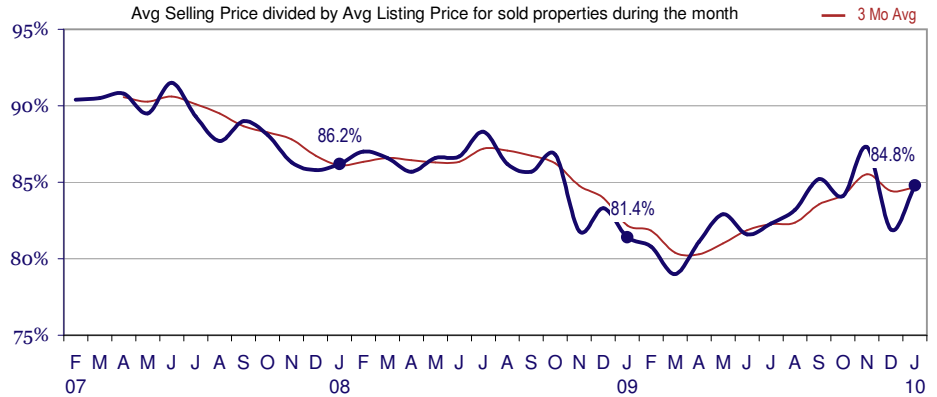
### Days On Market for Sold Properties



### 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 84.8% was up from 81.9% last month and up from 81.4% 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 252, up 44.0% from 175 last month and down -16.6% from 302 in January of last year.

### Inventory / New Listings / Sales

