

MARKET ACTION REPORT

County: Anne Arundel

January 2010



Market Profile & Trends Overview

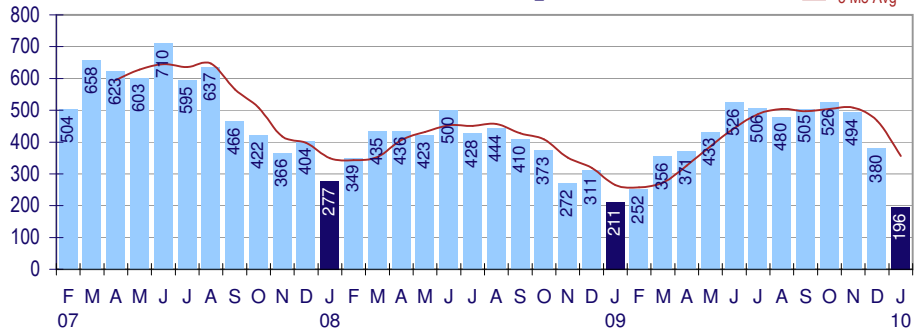
| | Month | Trending versus*: | | | | YTD | Trending versus*: | |
|---|-----------|-------------------|-----|-----|----|-----------|-------------------|------------|
| | | LM | L3M | PYM | LY | | Prior YTD | Prior Year |
| Median List Price of all Current Listings | \$375,000 | ↓ | | ↓ | | | | |
| Average List Price of all Current Listings | \$587,100 | ↔ | | ↓ | | | | |
| January Median Sales Price | \$305,000 | ↑ | ↑ | ↑ | ↑ | \$305,000 | ↑ | ↑ |
| January Average Sales Price | \$388,206 | ↑ | ↑ | ↑ | ↑ | \$388,206 | ↑ | ↑ |
| Total Properties Currently for Sale (Inventory) | 3,081 | ↓ | | ↓ | | | | |
| January Number of Properties Sold | 196 | ↓ | | ↓ | | 196 | ↓ | |
| January Average Days on Market (Solds) | 108 | ↑ | ↑ | ↑ | ↑ | 108 | ↑ | ↑ |
| January Month's Supply of Inventory | 15.7 | ↑ | ↑ | ↓ | ↑ | 15.7 | ↓ | ↑ |
| January Sale Price vs List Price Ratio | 90.6% | ↓ | ↑ | ↑ | ↑ | 88.5% | ↑ | ↓ |

* 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 196, down -7.1% from 211 in January of 2009 and -48.4% lower than the 380 sales last month. January 2010 sales were at their lowest level compared to January of 2009 and 2008. January YTD sales of 196 are running -7.1% behind last year's year-to-date sales of 211.

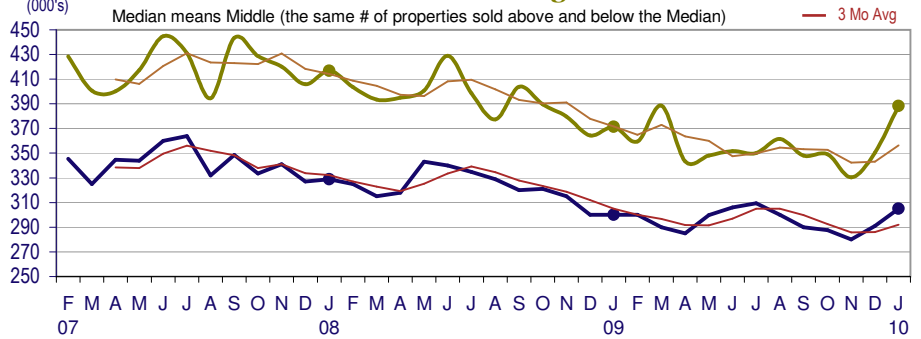
Number of Properties Sold



Prices

The Median Sales Price in January was \$305,000, up 1.7% from \$300,000 in January of 2009 and up 4.8% from \$291,000 last month. The Average Sales Price in January was \$388,206, up 4.5% from \$371,322 in January of 2009 and up 10.8% from \$350,260 last month. January 2010 ASP was at a mid range compared to January of 2009 and 2008.

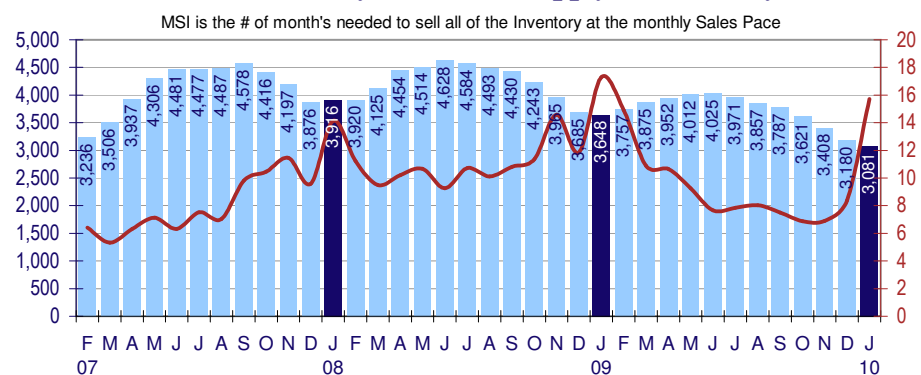
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 3,081, down -3.1% from 3,180 last month and down -15.5% from 3,648 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)



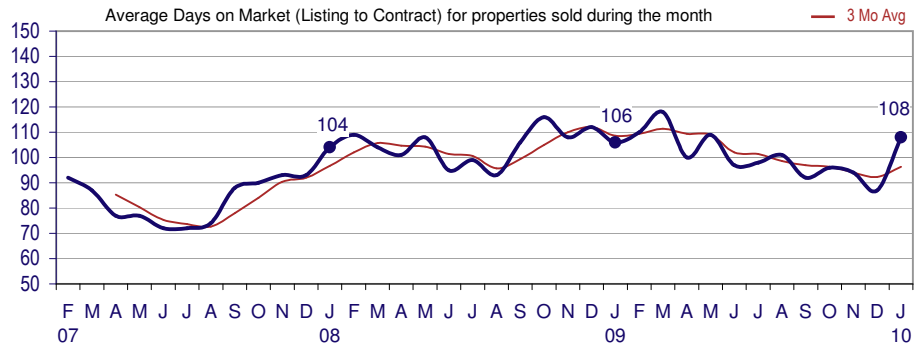
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2010 MSI of 15.7 months was at a mid level compared with January of 2009 and 2008.



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 108, up 24.1% from 87 days last month and up 1.9% from 106 days in January of last year. The January 2010 DOM was at a mid level compared with January of 2009 and 2008.

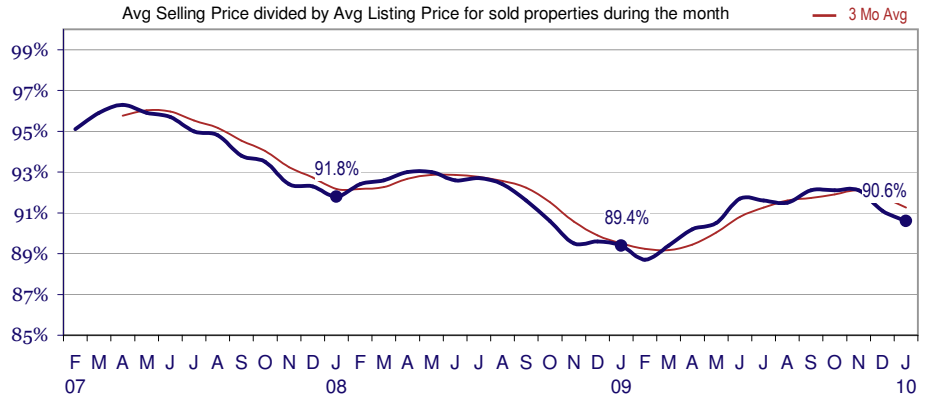
Days On Market for Sold Properties



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 90.6% was down from 91.1% last month and up from 89.4% 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 736, up 67.3% from 440 last month and up 2.1% from 721 in January of last year.

Inventory / New Listings / Sales

