

MARKET ACTION REPORT

County: Howard

January 2010



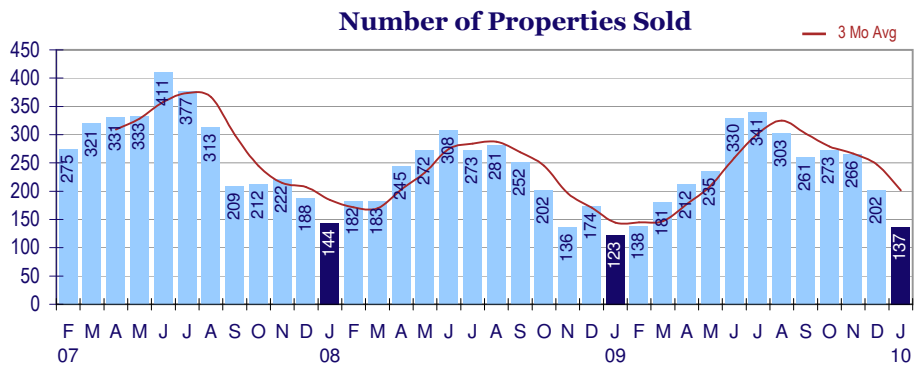
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$474,900	↔		↑				
Average List Price of all Current Listings	\$581,451	↔		↑				
January Median Sales Price	\$370,000	↑	↑	↑	\$370,000	↑	↑	
January Average Sales Price	\$393,752	↓	↑	↑	\$393,752	↑	↔	
Total Properties Currently for Sale (Inventory)	1,087	↓		↓				
January Number of Properties Sold	137	↓		↑	137	↑		
January Average Days on Market (Solds)	85	↑	↑	↓	85	↓	↑	
January Month's Supply of Inventory	7.9	↑	↑	↓	7.9	↓	↑	
January Sale Price vs List Price Ratio	92.6%	↓	↓	↑	91.6%	↑	↓	

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

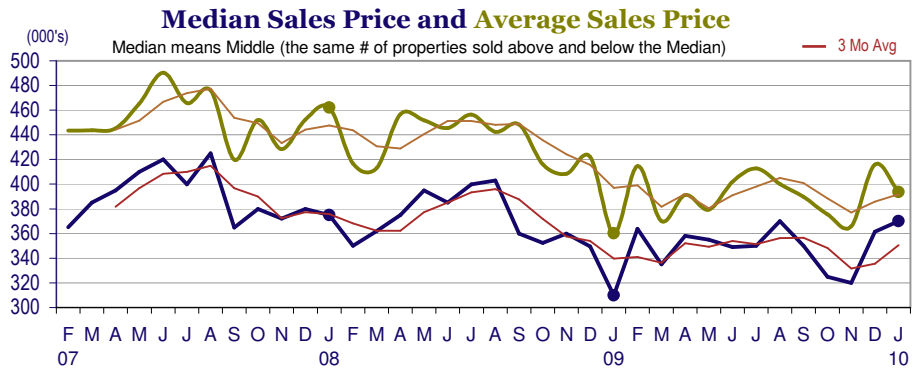
Property Sales

January Property sales were 137, up 11.4% from 123 in January of 2009 and -32.2% lower than the 202 sales last month. January 2010 sales were at a mid level compared to January of 2009 and 2008. January YTD sales of 137 are running 11.4% ahead of last year's year-to-date sales of 123.



Prices

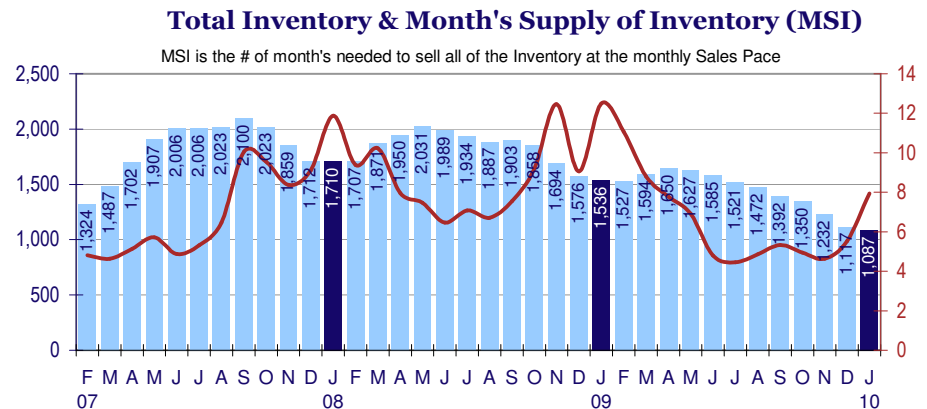
The Median Sales Price in January was \$370,000, up 19.4% from \$309,900 in January of 2009 and up 2.3% from \$361,600 last month. The Average Sales Price in January was \$393,752, up 9.4% from \$360,057 in January of 2009 and down -5.3% from \$415,879 last month. January 2010 ASP was at a mid range compared to January of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 1,087, down -2.7% from 1,117 last month and down -29.2% from 1,536 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 7.9 months was at its lowest level compared with January of 2009 and 2008.



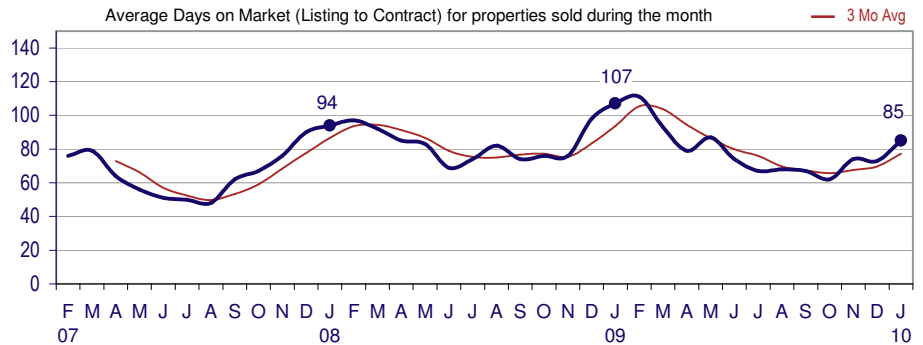
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Market Time

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 January was 85, up 16.4% from 73 days last month and down -20.6% from 107 days in January of last year. The January 2010 DOM was at its lowest level compared with January of 2009 and 2008.

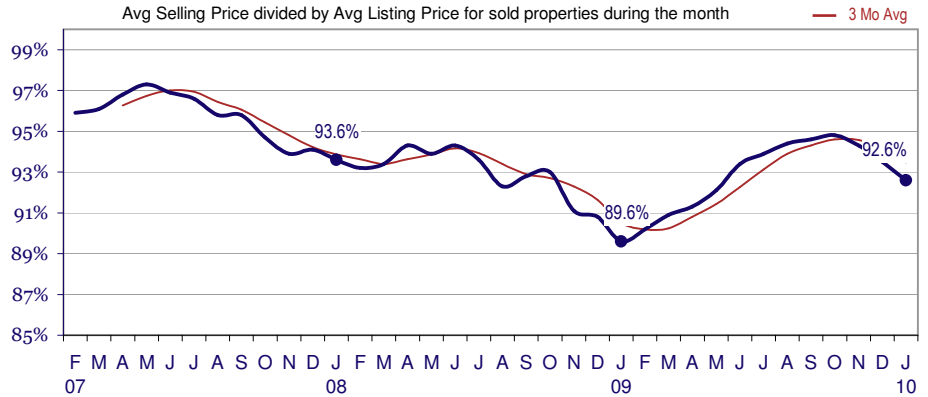
Days On Market for Sold Properties



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 92.6% was down from 93.5% last month and up from 89.6% 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 349, up 60.8% from 217 last month and down -10.5% from 390 in January of last year.

Inventory / New Listings / Sales

