

# MARKET ACTION REPORT

## County: Howard

February 2010



### Market Profile & Trends Overview

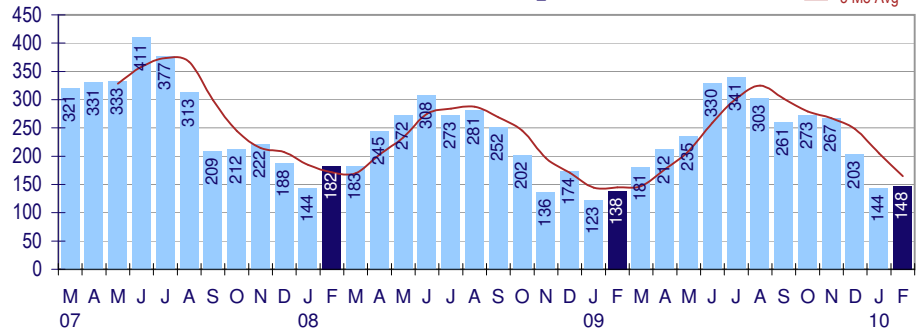
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$479,000	↑		↑				
Average List Price of all Current Listings	\$587,715	↑		↑				
February Median Sales Price	\$335,000	↓	↔	↓	\$341,950	↔	↔	
February Average Sales Price	\$377,852	↓	↓	↓	\$390,459	↔	↔	
Total Properties Currently for Sale (Inventory)	1,100	↓		↓				
February Number of Properties Sold	148	↑		↑	292	↑		
February Average Days on Market (Solds)	79	↓	↑	↓	81	↓	↑	
February Month's Supply of Inventory	7.4	↓	↑	↓	7.6	↓	↑	
February Sale Price vs List Price Ratio	93.4%	↑	↑	↑	92.3%	↑	↔	

\* 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 148, up 7.2% from 138 in February of 2009 and 2.8% higher than the 144 sales last month. February 2010 sales were at a mid level compared to February of 2009 and 2008. February YTD sales of 292 are running 11.9% ahead of last year's year-to-date sales of 261.

### Number of Properties Sold



### Prices

The Median Sales Price in February was \$335,000, down -7.9% from \$363,750 in February of 2009 and down -11.1% from \$377,000 last month. The Average Sales Price in February was \$377,852, down -8.9% from \$414,732 in February of 2009 and down -6.3% from \$403,417 last month. February 2010 ASP was at the lowest level compared to February of 2009 and 2008.

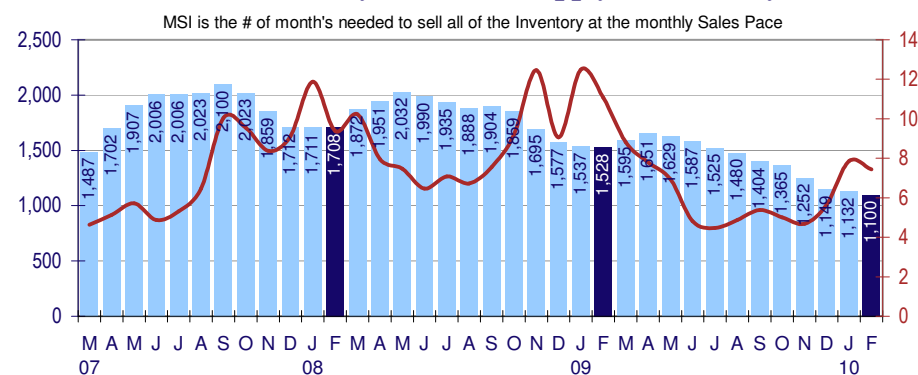
### Median Sales Price and Average Sales Price



### Inventory & MSI

The Total Inventory of Properties available for sale as of February was 1,100, down -2.8% from 1,132 last month and down -28.0% from 1,528 in February of last year. February 2010 Inventory was at its lowest level compared with February of 2009 and 2008.

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



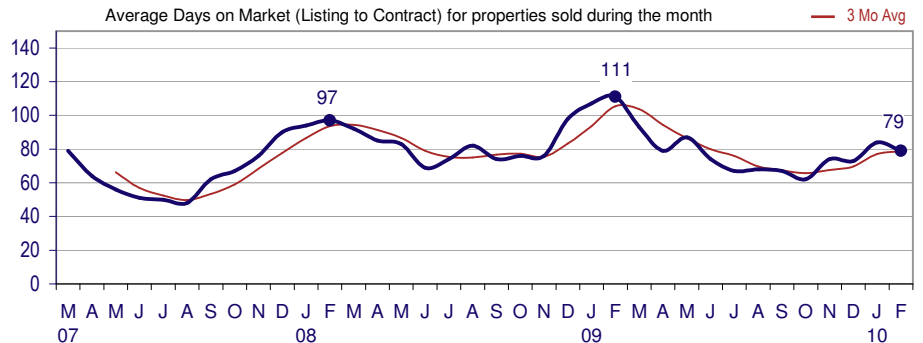
A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2010 MSI of 7.4 months was at its lowest level compared with February of 2009 and 2008.



**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 79, down -6.0% from 84 days last month and down -28.8% from 111 days in February of last year. The February 2010 DOM was at its lowest level compared with February of 2009 and 2008.

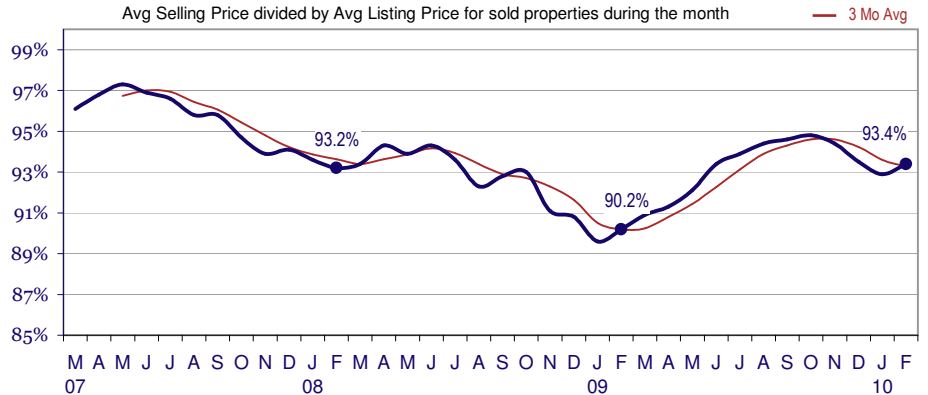
**Days On Market for Sold Properties**



**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 93.4% was up from 92.9% last month and up from 90.2% 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 336, down -3.7% from 349 last month and down -11.3% from 379 in February of last year.

**Inventory / New Listings / Sales**

