

# MARKET ACTION REPORT

## County: Alexandria City

January 2010



### Market Profile & Trends Overview

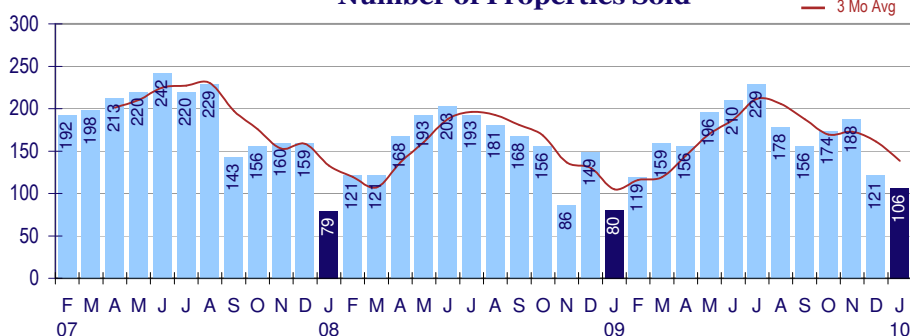
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$455,450	↑		↑				
Average List Price of all Current Listings	\$673,999	↓		↑				
January Median Sales Price	\$366,250	↓	↓	↑	↓	\$366,250	↑	↓
January Average Sales Price	\$413,236	↓	↓	↑	↓	\$413,236	↑	↓
Total Properties Currently for Sale (Inventory)	432	↓		↓				
January Number of Properties Sold	106	↓		↑		106	↑	
January Average Days on Market (Solds)	59	↑	↑	↓	↑	59	↓	↑
January Month's Supply of Inventory	4.1	↑	↑	↓	↑	4.1	↓	↑
January Sale Price vs List Price Ratio	93.9%	↓	↓	↑	↓	92.7%	↓	↓

\* 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 106, up 32.5% from 80 in January of 2009 and -12.4% lower than the 121 sales last month. January 2010 sales were at their highest level compared to January of 2009 and 2008. January YTD sales of 106 are running 32.5% ahead of last year's year-to-date sales of 80.

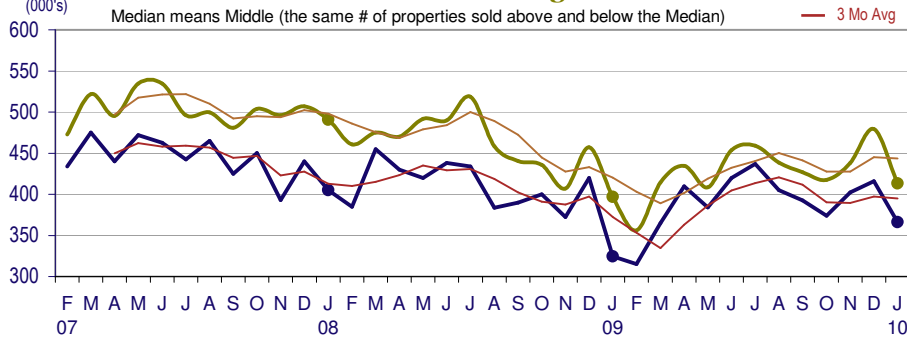
### Number of Properties Sold



### Prices

The Median Sales Price in January was \$366,250, up 12.9% from \$324,450 in January of 2009 and down -12.0% from \$416,000 last month. The Average Sales Price in January was \$413,236, up 4.1% from \$396,860 in January of 2009 and down -13.8% from \$479,242 last month. January 2010 ASP was at a mid range compared to January of 2009 and 2008.

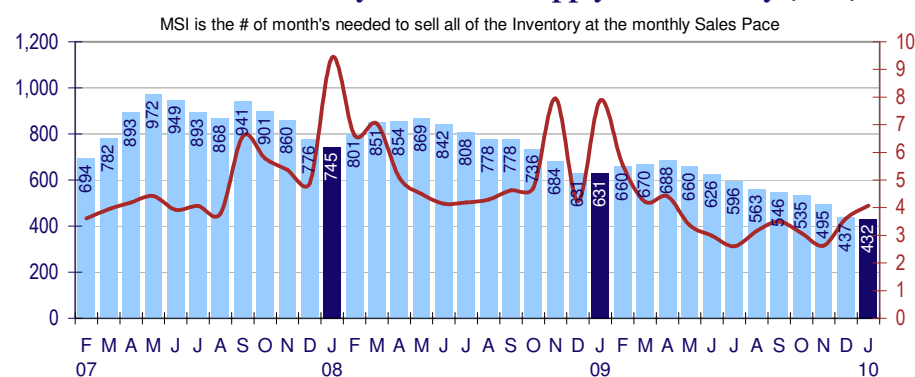
### Median Sales Price and Average Sales Price



### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 432, down -1.1% from 437 last month and down -31.5% from 631 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)



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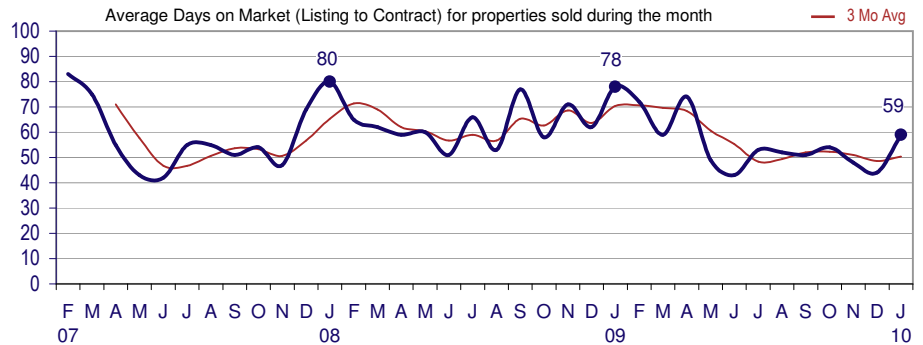
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### Market Time

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 59, up 34.1% from 44 days last month and down -24.4% from 78 days in January of last year. The January 2010 DOM was at its lowest level compared with January of 2009 and 2008.

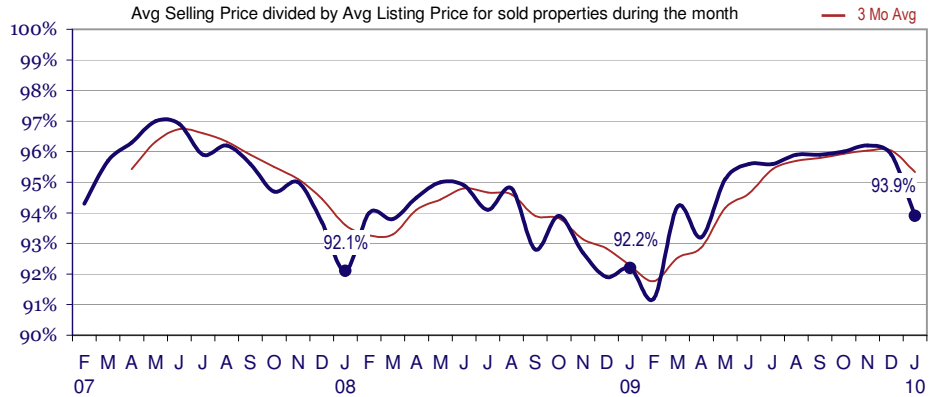
### Days On Market for Sold Properties



### 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 93.9% was down from 95.9% last month and up from 92.2% 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 223, up 64.0% from 136 last month and down -4.7% from 234 in January of last year.

### Inventory / New Listings / Sales

