

Zip Code: 20008 - Washington

COLDWELL BANKER GEORGETOWN

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Direct: (202) 333.6100

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www.cbmove.com/Georgetown



Price Range: All | Properties: Condo

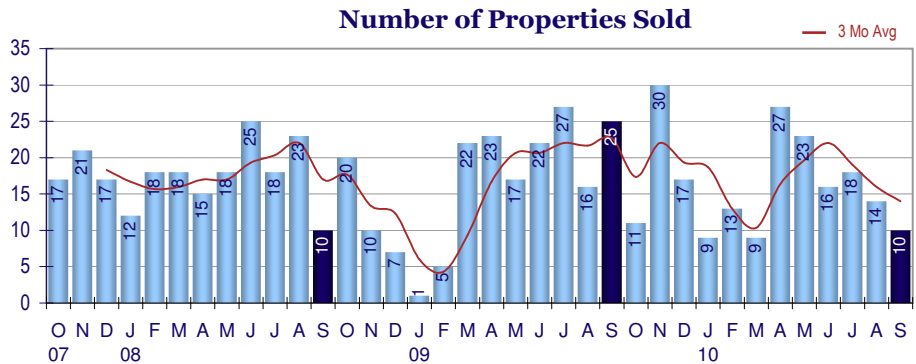
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$379,500	-7%		-11%				
Average List Price of all Current Listings	\$573,003	0%		-12%				
September Median Sales Price	\$366,000	-9%	-6%	-12%	2%	\$370,000	4%	3%
September Average Sales Price	\$449,700	-6%	-9%	0%	3%	\$470,224	10%	8%
Total Properties Currently for Sale (Inventory)	84	-3%		15%				
September Number of Properties Sold	10	-29%		-60%		139	-12%	
September Average Days on Market (Solds)	32	7%	-3%	-49%	-32%	38	-27%	-19%
Asking Price per Square Foot (based on New Listings)	\$457	-4%	-2%	8%	0%	\$467	2%	2%
September Sold Price per Square Foot	\$409	-7%	-8%	-5%	-5%	\$430	0%	0%
September Month's Supply of Inventory	8.4	35%	26%	188%	-20%	5.5	-57%	-48%
September Sale Price vs List Price Ratio	97.1%	-2.1%	.5%	.1%	.2%	96.8%	-1%	-1%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

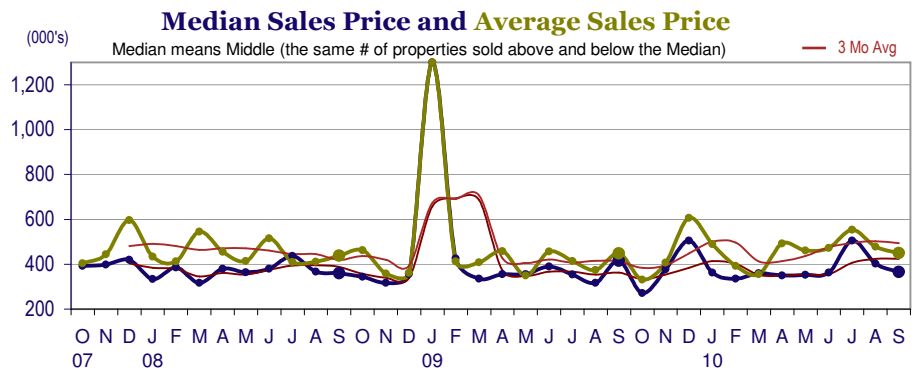
## Property Sales

September Property sales were 10, down 60.0% from 25 in September of 2009 and 28.6% lower than the 14 sales last month. September 2010 sales were at their lowest level compared to September of 2009 and 2008. September YTD sales of 139 are running 12.0% behind last year's year-to-date sales of 158.



## Prices

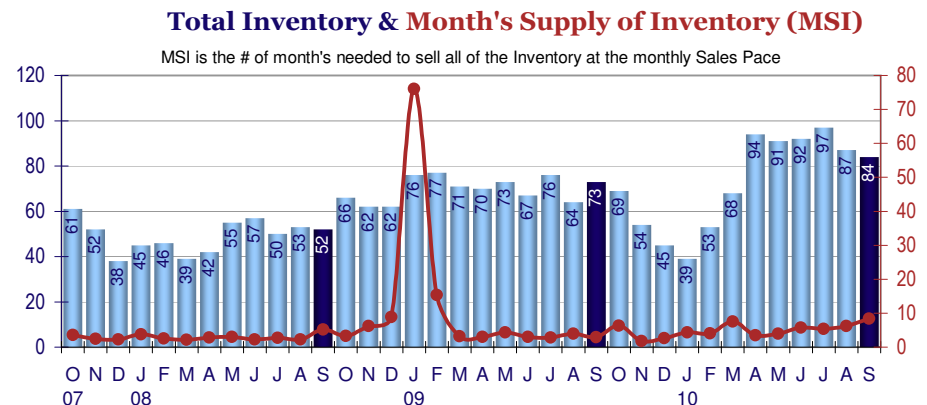
The Median Sales Price in September was \$366,000, down 11.8% from \$415,000 in September of 2009 and down 9.0% from \$402,000 last month. The Average Sales Price in September was \$449,700, up 0.4% from \$447,900 in September of 2009 and down 6.1% from \$478,806 last month. September 2010 ASP was at the highest level compared to September of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 84, down 3.4% from 87 last month and up 15.1% from 73 in September of last year. September 2010 Inventory was at its highest level compared with September of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2010 MSI of 8.4 months was at its highest level compared with September of 2009 and 2008.



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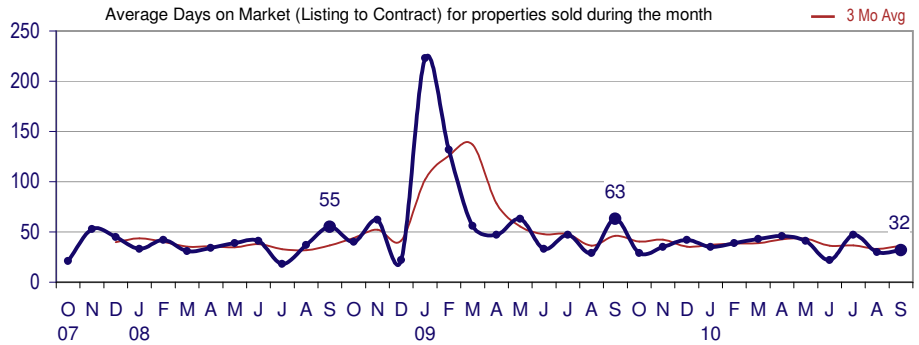


Price Range: All | Properties: Condo

## 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 September was 32, up 6.7% from 30 days last month and down 49.2% from 63 days in September of last year. The September 2010 DOM was at its lowest level compared with September of 2009 and 2008.

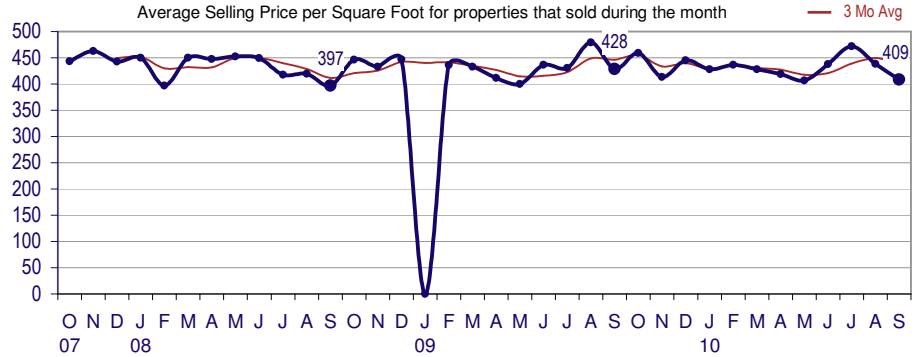
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The September 2010 Selling Price per Square Foot of \$409 was down 6.8% from \$438 last month and down 4.6% from 428 in September of last year.

## Selling Price per Square Foot



## 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 September 2010 Selling Price vs Original List Price of 97.1% was down from 99.2% last month and up from 97.0% in September of last year.

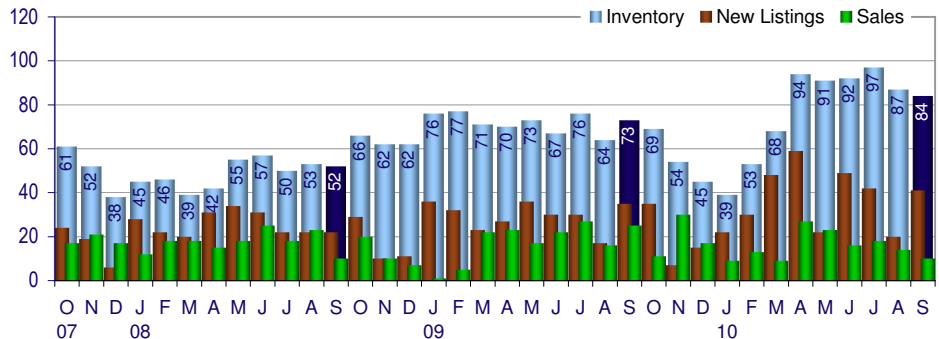
## Selling Price versus Listing Price Ratio



## 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 September 2010 was 41, up 105.0% from 20 last month and up 17.1% from 35 in September of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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September 2010

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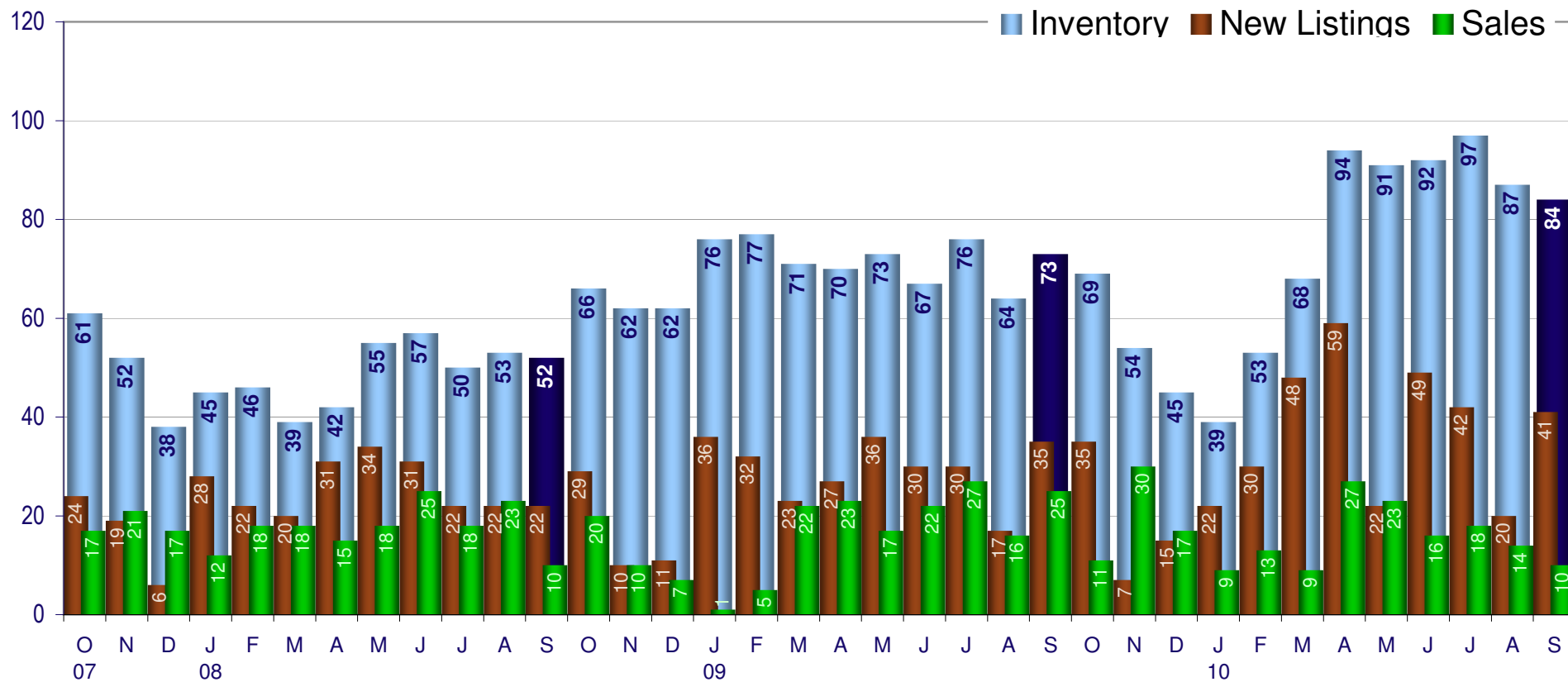
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## Zip Code: 20008 - Washington

Price Range: Below to 100,000,000 | Property Types: Condo

	O 07	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S
Homes Sold	17	21	17	12	18	18	15	18	25	18	23	10	20	10	7	1	5	22	23	17	22	27	16	25	11	30	17	9	13	9	27	23	16	18	14	10
3 Mo. Roll Avg			18	17	16	16	17	17	19	20	22	17	18	13	12	6	4	9	17	21	21	22	22	23	17	22	19	19	13	10	16	20	22	19	16	14

(000's)	O 07	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S
Median Sale Price	393	399	420	335	385	317	380	365	380	438	367	360	344	317	356	1300	425	336	355	355	390	355	317	415	272	376	505	362	335	360	350	352	362	506	402	366
3 Mo. Roll Avg			404	385	380	346	361	354	375	394	395	388	357	340	339	658	694	687	372	349	367	367	354	362	335	354	384	414	401	352	348	354	355	407	423	425

	O 07	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S
Inventory	61	52	38	45	46	39	42	55	57	50	53	52	66	62	62	76	77	71	70	73	67	76	64	73	69	54	45	39	53	68	94	91	92	97	87	84
MSI	4	2	2	4	3	2	3	3	2	3	2	5	3	6	9	76	15	3	3	4	3	3	4	3	6	2	3	4	4	8	3	4	6	5	6	8

	O 07	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S
Days on Market	21	53	45	33	42	31	34	39	41	18	37	55	40	62	22	223	132	56	47	63	33	47	29	63	29	35	42	35	39	43	46	41	22	47	30	32
3 Mo. Roll Avg			40	44	40	35	36	35	38	33	32	37	44	52	41	102	126	137	78	55	48	48	36	46	40	42	35	37	39	39	43	43	36	37	33	36

	O 07	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S
Price per Sq Ft	443	463	443	450	397	450	448	453	449	418	419	397	446	433	447	0	436	433	411	400	437	430	480	428	459	414	445	428	437	428	419	407	438	472	438	409
3 Mo. Roll Avg			450	452	430	432	432	450	450	440	429	411	421	425	442	440	441	435	427	415	416	422	449	446	456	434	439	429	437	431	428	418	421	439	449	440

	O 07	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S
Sale to List Price	0.980	0.975	0.960	0.971	0.983	0.984	0.992	0.983	0.989	0.980	0.984	0.980	0.994	0.962	0.983	0.867	0.979	0.975	0.960	0.978	0.982	0.982	0.989	0.970	0.983	0.982	0.968	0.960	0.985	0.977	0.986	0.973	0.992	0.953	0.992	0.971
3 Mo. Roll Avg			0.972	0.969	0.971	0.979	0.986	0.986	0.988	0.984	0.984	0.981	0.986	0.979	0.980	0.937	0.943	0.940	0.971	0.971	0.973	0.981	0.984	0.980	0.981	0.978	0.978	0.970	0.971	0.974	0.983	0.979	0.984	0.973	0.979	0.972

	O 07	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S
New Listings	24	19	6	28	22	20	31	34	31	22	22	22	29	10	11	36	32	23	27	36	30	30	17	35	35	7	15	22	30	48	59	22	49	42	20	41
Inventory	61	52	38	45	46	39	42	55	57	50	53	52	66	62	62	76	77	71	70	73	67	76	64	73	69	54	45	39	53	68	94	91	92	97	87	84
Sales	17	21	17	12	18	18	15	18	25	18	23	10	20	10	7	1	5	22	23	17	22	27	16	25	11	30	17	9	13	9	27	23	16	18	14	10

(000's)	O 07	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S
Avg Sale Price	404	443	596	435	412	546	455	413	515	410	412	438	462	359	361	1300	412	409	459	349	457	414	374	448	332	407	607	490	393	356	493	461	473	554	479	450
3 Mo. Roll Avg			481	491	481	464	471	471	461	446	445	420	437	420	394	673	691	707	426	406	422	407	415	412	385	396	449	501	497	413	414	436	475	496	502	494

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