

Zip Code: 20008 - Washington

COLDWELL BANKER GEORGETOWN

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www.cbmove.com/Georgetown



Price Range: All | Properties: Single Family - TwnHm

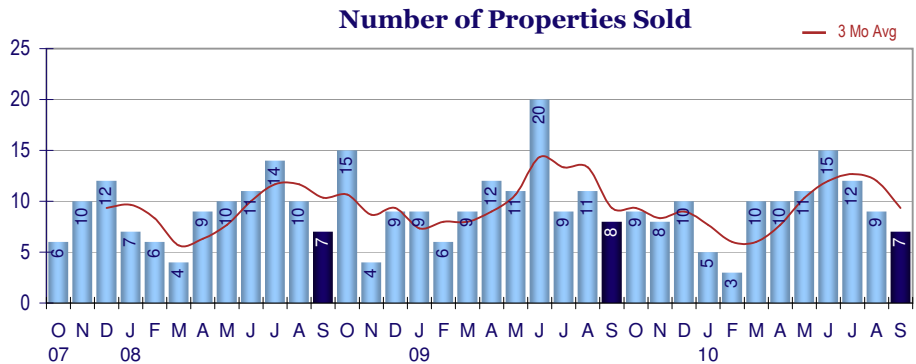
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,198,611	-4%		-6%				
Average List Price of all Current Listings	\$2,767,521	-8%		-25%				
September Median Sales Price	\$1,100,000	19%	-11%	-0%	0%	\$1,176,500	19%	7%
September Average Sales Price	\$1,677,857	56%	-0%	32%	17%	\$1,640,674	17%	14%
Total Properties Currently for Sale (Inventory)	58	29%		-2%				
September Number of Properties Sold	7	-22%		-13%		82	-14%	
September Average Days on Market (Solds)	62	24%	-3%	-5%	3%	76	43%	27%
Asking Price per Square Foot (based on New Listings)	\$430	-8%	-7%	-0%	-7%	\$513	14%	11%
September Sold Price per Square Foot	\$480	18%	2%	-22%	20%	\$429	12%	7%
September Month's Supply of Inventory	8.3	66%	47%	12%	45%	6.3	10%	10%
September Sale Price vs List Price Ratio	94.8%	-2.4%	-6%	-2.6%	1.2%	94.3%	.4%	.6%

* 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)

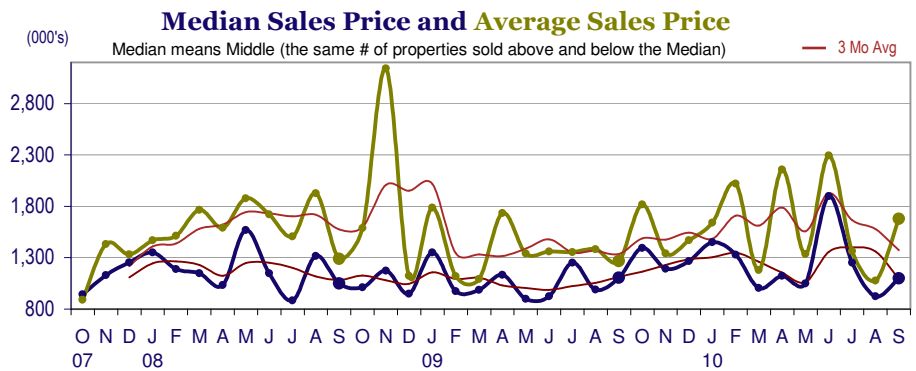
Property Sales

September Property sales were 7, down 12.5% from 8 in September of 2009 and 22.2% lower than the 9 sales last month. September 2010 sales were at their lowest level compared to September of 2009 and 2008. September YTD sales of 82 are running 13.7% behind last year's year-to-date sales of 95.



Prices

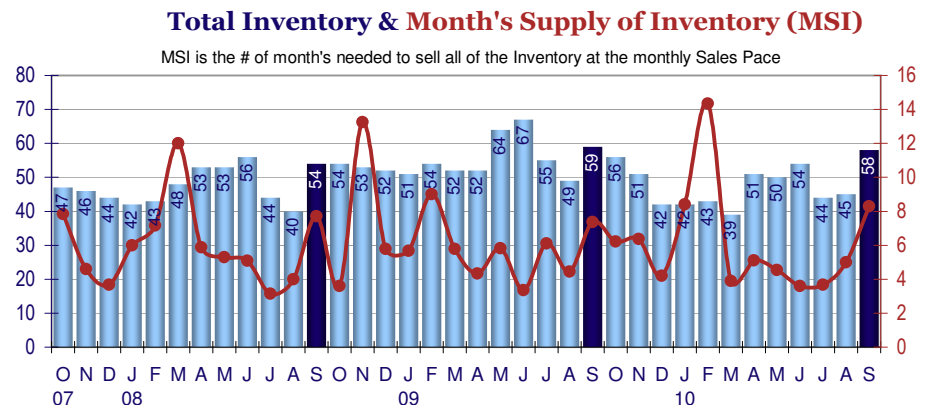
The Median Sales Price in September was \$1,100,000, down 0.4% from \$1,104,000 in September of 2009 and up 18.9% from \$925,000 last month. The Average Sales Price in September was \$1,677,857, up 32.5% from \$1,266,375 in September of 2009 and up 55.6% from \$1,078,222 last month. September 2010 ASP 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 58, up 28.9% from 45 last month and down 1.7% from 59 in September of last year. September 2010 Inventory was at a mid 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 8.3 months was at its highest level compared with September of 2009 and 2008.



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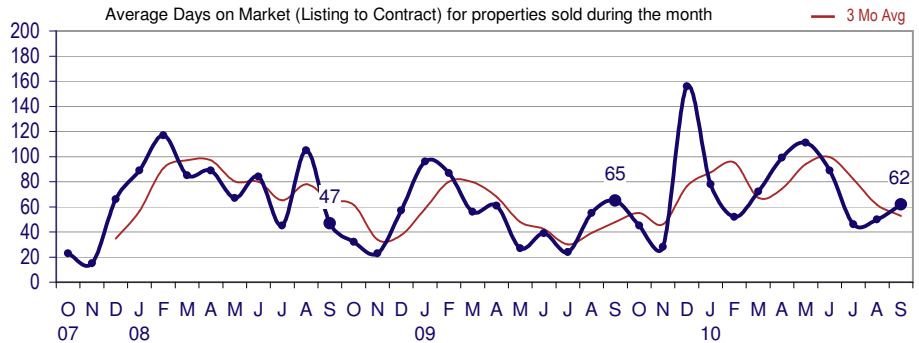


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Market Time

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 September was 62, up 24.0% from 50 days last month and down 4.6% from 65 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

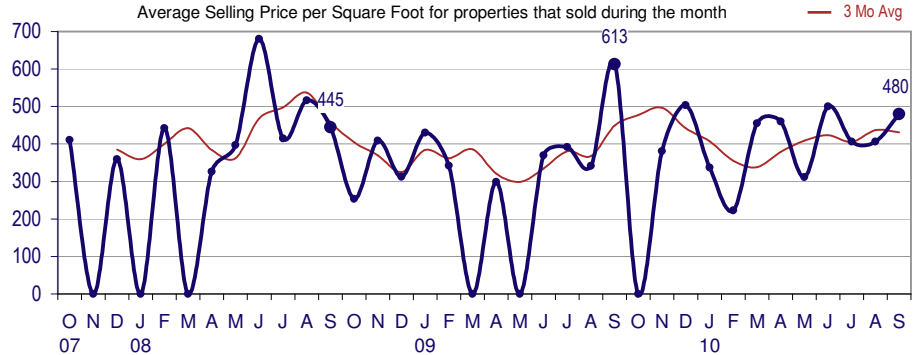
Days On Market for Sold Properties



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 \$480 was up 18.1% from \$406 last month and down 21.7% from 613 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 94.8% was down from 97.1% last month and down from 97.3% in September of last year.

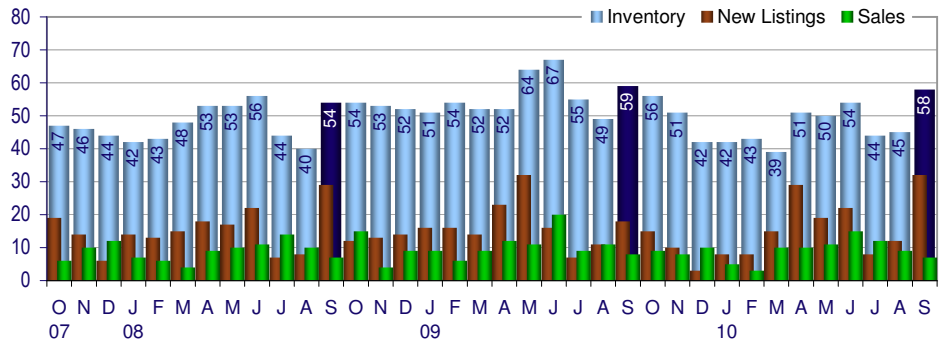
Selling Price versus Listing Price Ratio



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 32, up 166.7% from 12 last month and up 77.8% from 18 in September of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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September 2010

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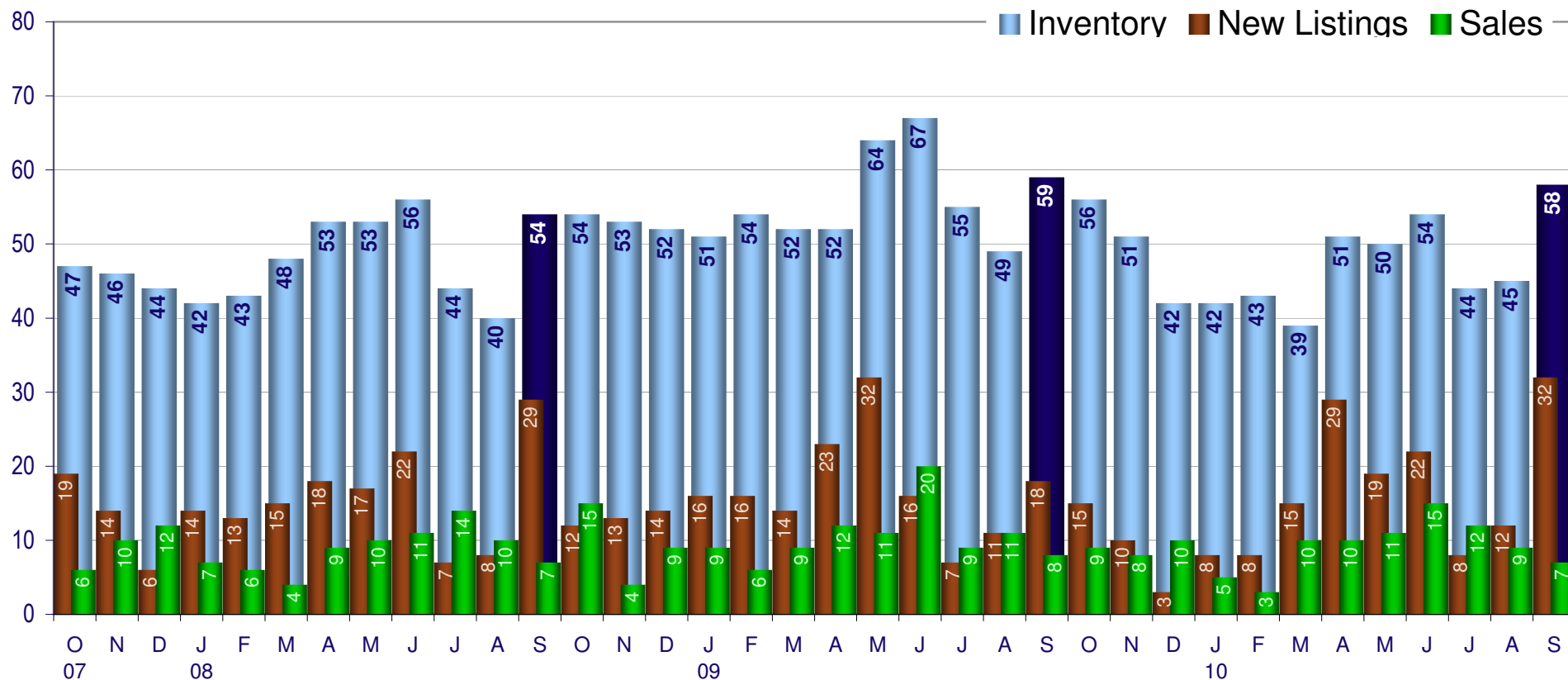
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Price Range: Below to 100,000,000 | Property Types: Single Family - TwnHm

	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	6	10	12	7	6	4	9	10	11	14	10	7	15	4	9	9	6	9	12	11	20	9	11	8	9	8	10	5	3	10	10	11	15	12	9	7
3 Mo. Roll Avg			9	10	8	6	6	8	10	12	12	10	11	9	9	7	8	8	9	11	14	13	13	9	9	8	9	8	6	6	8	10	12	13	12	9

(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	943	1130	1255	1350	1190	1148	1032	1569	1150	885	1318	1050	1011	1175	950	1350	975	987	1133	900	924	1250	990	1104	1395	1193	1268	1450	1330	1005	1125	1050	1900	1253	925	1100
3 Mo. Roll Avg			1109	1245	1265	1229	1123	1250	1250	1201	1118	1084	1126	1079	1045	1158	1092	1104	1032	1007	985	1025	1055	1115	1163	1231	1285	1303	1349	1262	1153	1060	1358	1401	1359	1093

	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	47	46	44	42	43	48	53	53	56	44	40	54	54	53	52	51	54	52	52	64	67	55	49	59	56	51	42	42	43	39	51	50	54	44	45	58
MSI	8	5	4	6	7	12	6	5	5	3	4	8	4	13	6	6	9	6	4	6	3	6	4	7	6	6	4	8	14	4	5	5	4	4	5	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	23	15	66	89	117	85	89	67	84	45	105	47	32	23	57	96	87	56	61	27	39	24	55	65	45	28	156	78	52	72	99	111	89	46	50	62
3 Mo. Roll Avg			35	57	91	97	97	80	80	65	78	66	61	34	37	59	80	80	68	48	42	30	39	48	55	46	76	87	95	67	74	94	100	82	62	53

	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	411	0	360	0	442	0	326	397	680	415	516	445	254	409	313	430	343	0	299	0	370	392	342	613	0	380	504	337	223	455	460	311	500	406	406	480
3 Mo. Roll Avg			385	360	401	442	384	362	468	497	537	459	405	369	325	384	362	386	321	299	334	381	368	449	477	497	442	407	355	338	379	409	424	406	437	431

	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	0.988	0.994	0.945	0.970	0.960	0.930	0.960	0.944	0.977	0.962	0.971	0.967	0.973	0.963	0.964	0.954	0.885	0.974	0.969	0.954	0.983	0.951	0.951	0.973	0.930	0.988	0.934	0.976	0.908	0.953	0.973	0.955	0.972	0.970	0.971	0.948
3 Mo. Roll Avg			0.976	0.970	0.958	0.953	0.950	0.945	0.960	0.961	0.970	0.967	0.970	0.968	0.967	0.960	0.934	0.938	0.943	0.966	0.969	0.963	0.962	0.958	0.951	0.964	0.951	0.966	0.939	0.946	0.945	0.960	0.967	0.966	0.971	0.963

	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	19	14	6	14	13	15	18	17	22	7	8	29	12	13	14	16	16	14	23	32	16	7	11	18	15	10	3	8	8	15	29	19	22	8	12	32
Inventory	47	46	44	42	43	48	53	53	56	44	40	54	54	53	52	51	54	52	52	64	67	55	49	59	56	51	42	42	43	39	51	50	54	44	45	58
Sales	6	10	12	7	6	4	9	10	11	14	10	7	15	4	9	9	6	9	12	11	20	9	11	8	9	8	10	5	3	10	10	11	15	12	9	7

(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	889	1430	1334	1470	1513	1764	1591	1877	1722	1508	1927	1289	1588	3142	1124	1787	1121	1091	1735	1341	1359	1355	1382	1266	1819	1343	1469	1639	2020	1181	2156	1334	2294	1365	1078	1678
3 Mo. Roll Avg			1218	1411	1439	1582	1622	1744	1730	1702	1719	1575	1601	2006	1951	2018	1344	1333	1316	1389	1478	1351	1365	1334	1489	1476	1544	1484	1709	1613	1785	1557	1928	1664	1579	1374

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