

Zip Code: 20010 - Washington

COLDWELL BANKER GEORGETOWN

3000 K Street NW Suite 101

Direct: (202) 333.6100

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www.cbmove.com/Georgetown



Price Range: All | Properties: Condo

Market Profile & Trends Overview

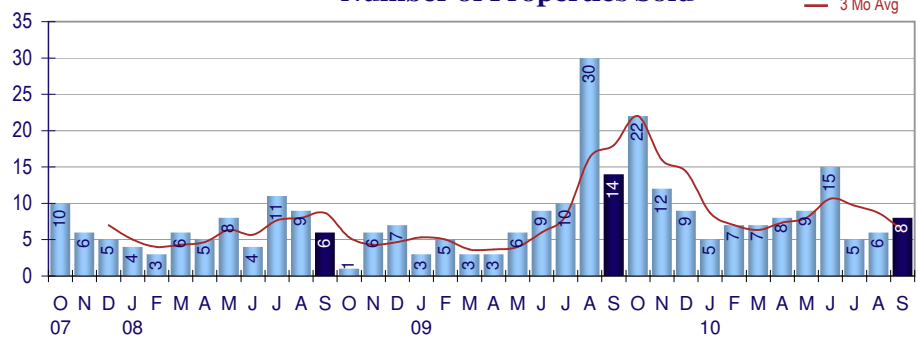
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$299,900	1%		23%				
Average List Price of all Current Listings	\$321,014	5%		23%				
September Median Sales Price	\$291,450	-7%	-5%	10%	0%	\$334,375	15%	15%
September Average Sales Price	\$279,713	-6%	-9%	-12%	-12%	\$337,061	5%	6%
Total Properties Currently for Sale (Inventory)	43	43%		13%				
September Number of Properties Sold	8	33%		-43%		70	-16%	
September Average Days on Market (Solds)	80	48%	4%	19%	36%	71	37%	20%
Asking Price per Square Foot (based on New Listings)	\$423	10%	-0%	3%	5%	\$425	7%	6%
September Sold Price per Square Foot	\$392	-14%	-2%	-4%	-2%	\$426	11%	7%
September Month's Supply of Inventory	5.4	8%	-9%	98%	-24%	4.8	-43%	-32%
September Sale Price vs List Price Ratio	97.6%	-4.4%	-1.0%	-4%	-3%	98.3%	.3%	.4%

* 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 8, down 42.9% from 14 in September of 2009 and 33.3% higher than the 6 sales last month. September 2010 sales were at a mid level compared to September of 2009 and 2008. September YTD sales of 70 are running 15.7% behind last year's year-to-date sales of 83.

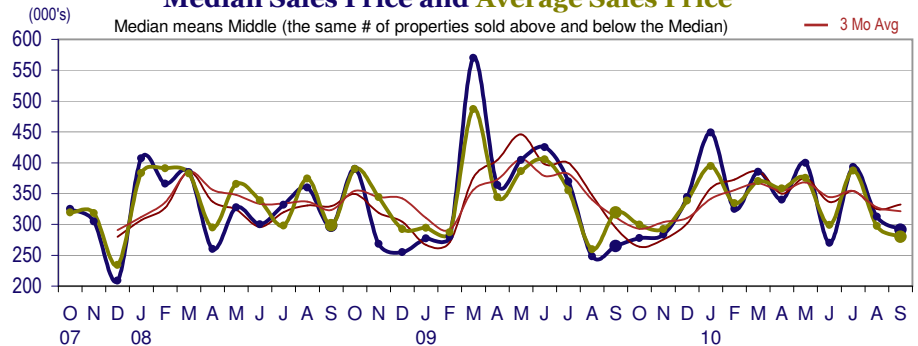
Number of Properties Sold



Prices

The Median Sales Price in September was \$291,450, up 10.0% from \$265,000 in September of 2009 and down 6.7% from \$312,450 last month. The Average Sales Price in September was \$279,713, down 12.4% from \$319,143 in September of 2009 and down 5.9% from \$297,300 last month. September 2010 ASP was at the lowest level compared to September of 2009 and 2008.

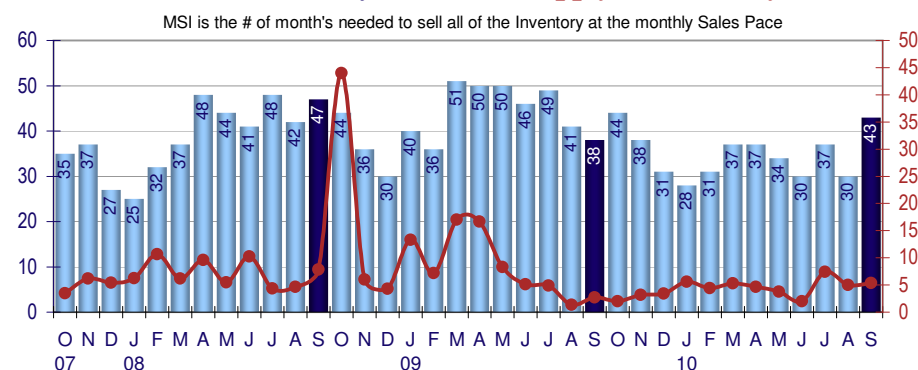
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 43, up 43.3% from 30 last month and up 13.2% from 38 in September of last year. September 2010 Inventory was at a mid level compared with September 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 September 2010 MSI of 5.4 months was at a mid level compared with September of 2009 and 2008.

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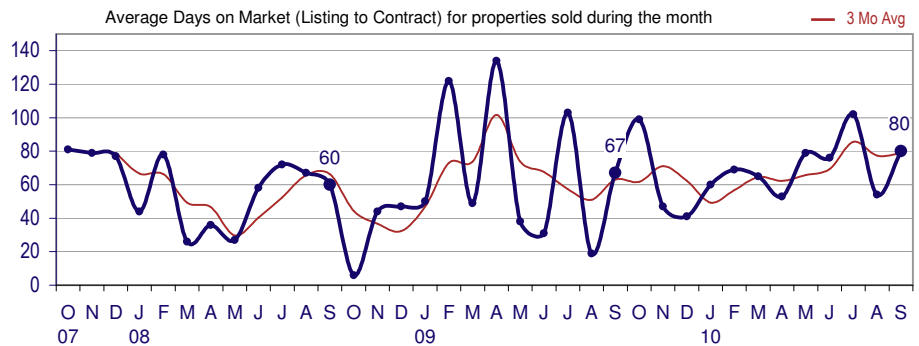


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Market Time

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 80, up 48.1% from 54 days last month and up 19.4% from 67 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

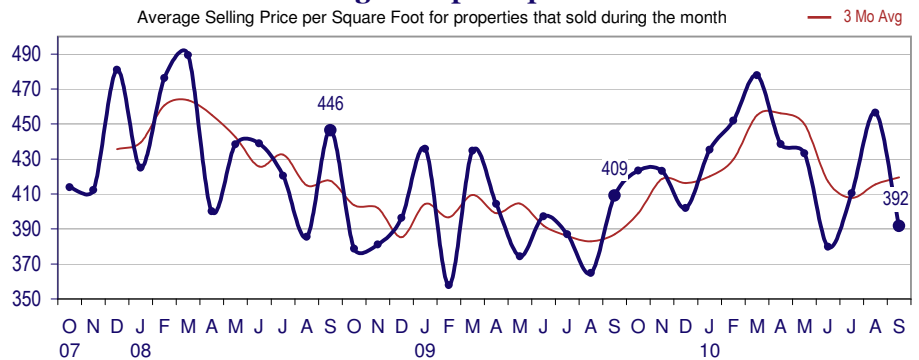
Days On Market for Sold Properties



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 \$392 was down 14.2% from \$457 last month and down 4.3% from 409 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 97.6% was down from 102.1% last month and down from 98.0% in September of last year.

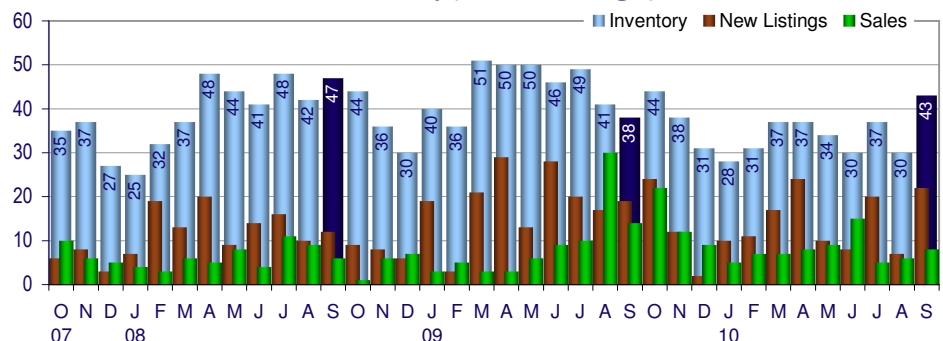
Selling Price versus Listing Price Ratio



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 22, up 214.3% from 7 last month and up 15.8% from 19 in September of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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September 2010

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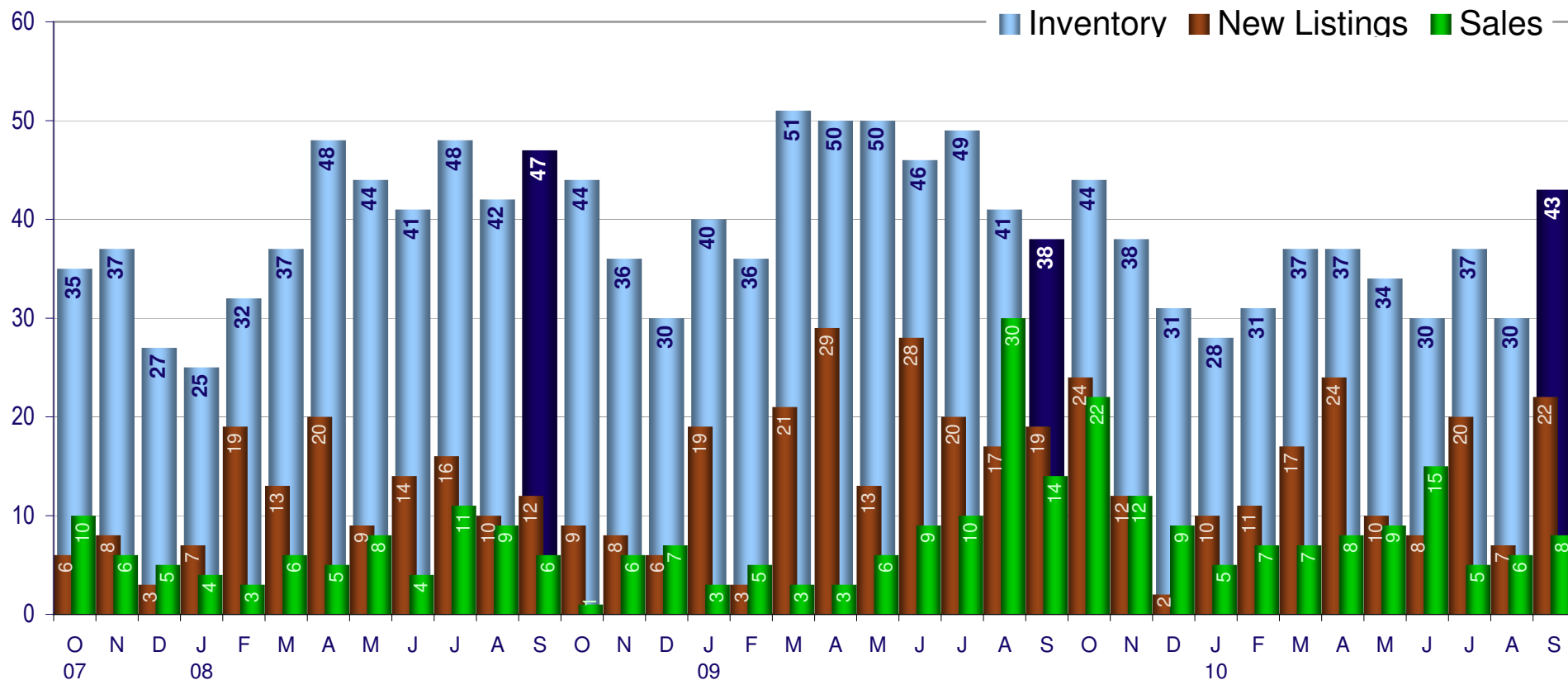
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Zip Code: 20010 - Washington

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	10	6	5	4	3	6	5	8	4	11	9	6	1	6	7	3	5	3	3	6	9	10	30	14	22	12	9	5	7	7	8	9	15	5	6	8
3 Mo. Roll Avg			7	5	4	4	5	6	6	8	8	9	5	4	5	5	5	4	4	4	6	8	16	18	22	16	14	9	7	6	7	8	11	10	9	6

(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	325	305	209	407	366	385	260	327	300	332	360	298	390	268	255	278	280	570	364	405	425	370	248	265	278	284	344	449	325	385	340	400	270	393	312	291
3 Mo. Roll Avg			280	307	327	386	337	324	296	320	331	330	349	319	304	267	271	376	405	446	398	400	348	294	264	276	302	359	373	386	350	375	337	354	325	332

	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	35	37	27	25	32	37	48	44	41	48	42	47	44	36	30	40	36	51	50	50	46	49	41	38	44	38	31	28	31	37	37	34	30	37	30	43
MSI	4	6	5	6	11	6	10	6	10	4	5	8	44	6	4	13	7	17	17	8	5	5	1	3	2	3	3	6	4	5	5	4	2	7	5	5

	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	81	79	77	44	78	26	36	27	58	72	67	60	6	44	47	50	122	49	134	38	31	103	19	67	99	47	41	60	69	65	53	79	76	102	54	80
3 Mo. Roll Avg			79	67	66	49	47	30	40	52	66	66	44	37	32	47	73	74	102	74	68	57	51	63	62	71	62	49	57	65	62	66	69	86	77	79

	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	414	412	481	425	476	489	400	438	439	420	386	446	379	381	396	436	358	435	404	374	397	387	365	409	423	423	402	435	452	478	438	433	380	410	457	392
3 Mo. Roll Avg			436	439	461	464	455	443	426	433	415	417	404	402	385	404	397	409	399	404	392	386	383	387	399	419	416	420	430	455	456	450	417	408	416	419

	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	0.982	0.988	1.010	0.969	0.961	0.991	0.968	1.000	0.973	0.962	0.965	0.976	1.000	0.994	0.984	0.948	0.947	0.993	0.961	0.987	0.992	0.981	0.987	0.980	0.979	0.980	0.981	0.986	0.968	0.994	0.991	0.984	0.983	0.974	1.021	0.976
3 Mo. Roll Avg			0.993	0.989	0.980	0.974	0.973	0.986	0.980	0.978	0.967	0.968	0.980	0.990	0.993	0.975	0.960	0.963	0.967	0.980	0.980	0.987	0.987	0.983	0.982	0.980	0.980	0.982	0.978	0.983	0.984	0.990	0.986	0.980	0.993	0.990

	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	6	8	3	7	19	13	20	9	14	16	10	12	9	8	6	19	3	21	29	13	28	20	17	19	24	12	2	10	11	17	24	10	8	20	7	22
Inventory	35	37	27	25	32	37	48	44	41	48	42	47	44	36	30	40	36	51	50	50	46	49	41	38	44	38	31	28	31	37	37	34	30	37	30	43
Sales	10	6	5	4	3	6	5	8	4	11	9	6	1	6	7	3	5	3	3	6	9	10	30	14	22	12	9	5	7	7	8	9	15	5	6	8

(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	319	318	234	383	391	382	295	365	339	298	374	299	390	344	292	294	287	487	344	386	405	355	260	319	300	292	339	395	334	370	358	375	299	387	297	280
3 Mo. Roll Avg			291	312	336	385	356	348	333	334	337	324	354	344	342	310	291	356	373	406	379	382	340	311	293	304	310	342	356	366	354	368	344	354	328	321

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