

Zip Code: 20010 - Washington

COLDWELL BANKER GEORGETOWN

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Direct: (202) 333.6100

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www.cbmove.com/Georgetown



Price Range: All | Properties: Single Family - TwnHm

Market Profile & Trends Overview

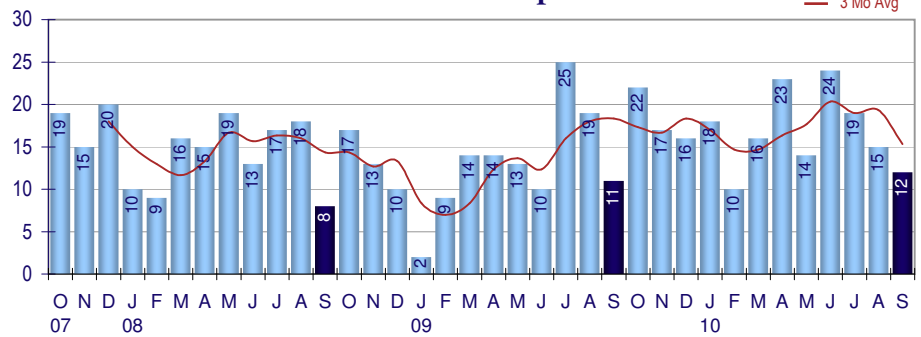
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$525,000	5%		21%				
Average List Price of all Current Listings	\$534,002	1%		10%				
September Median Sales Price	\$462,500	10%	-11%	23%	10%	\$465,000	12%	11%
September Average Sales Price	\$499,375	17%	-6%	39%	13%	\$503,411	15%	14%
Total Properties Currently for Sale (Inventory)	41	-13%		-43%				
September Number of Properties Sold	12	-20%		9%		151	29%	
September Average Days on Market (Solds)	24	-20%	-11%	-74%	-54%	35	-43%	-33%
Asking Price per Square Foot (based on New Listings)	\$323	-2%	2%	-6%	8%	\$317	8%	6%
September Sold Price per Square Foot	\$296	34%	3%	32%	8%	\$286	10%	5%
September Month's Supply of Inventory	3.4	9%	6%	-48%	-56%	3.3	-64%	-58%
September Sale Price vs List Price Ratio	98.6%	1.8%	.2%	5.1%	.7%	98.6%	1.6%	.7%

* 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 12, up 9.1% from 11 in September of 2009 and 20.0% lower than the 15 sales last month. September 2010 sales were at their highest level compared to September of 2009 and 2008. September YTD sales of 151 are running 29.1% ahead of last year's year-to-date sales of 117.

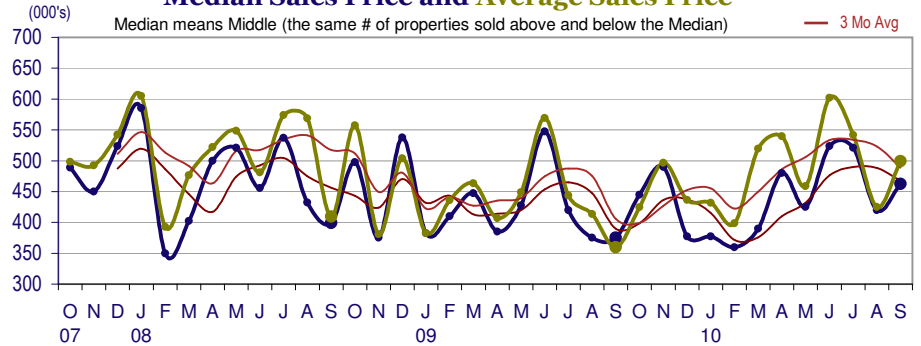
Number of Properties Sold



Prices

The Median Sales Price in September was \$462,500, up 23.3% from \$375,000 in September of 2009 and up 10.1% from \$419,900 last month. The Average Sales Price in September was \$499,375, up 38.8% from \$359,809 in September of 2009 and up 17.5% from \$425,027 last month. September 2010 ASP was at the highest 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 41, down 12.8% from 47 last month and down 43.1% from 72 in September of last year. September 2010 Inventory was at its lowest 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 3.4 months was at its lowest level compared with September of 2009 and 2008.

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



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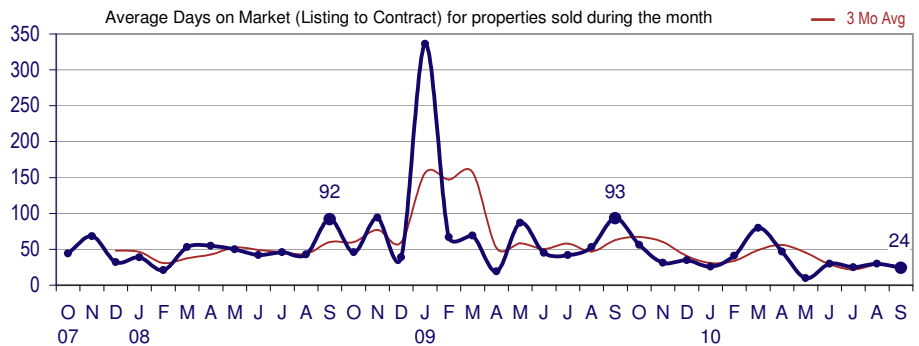


Price Range: All | Properties: Single Family - TwnHm

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 24, down 20.0% from 30 days last month and down 74.2% from 93 days in September of last year. The September 2010 DOM was at its lowest level compared with September of 2009 and 2008.

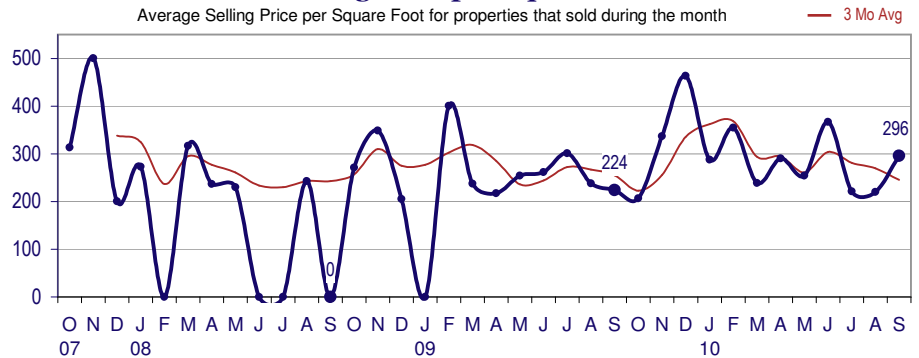
Days On Market for Sold Properties



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 \$296 was up 34.4% from \$220 last month and up 31.9% from 224 in September of last year.

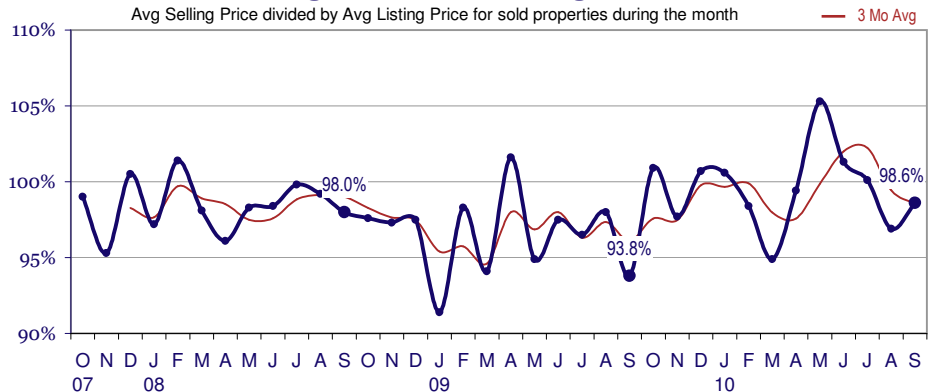
Selling Price per Square Foot



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 98.6% was up from 96.9% last month and up from 93.8% in September of last year.

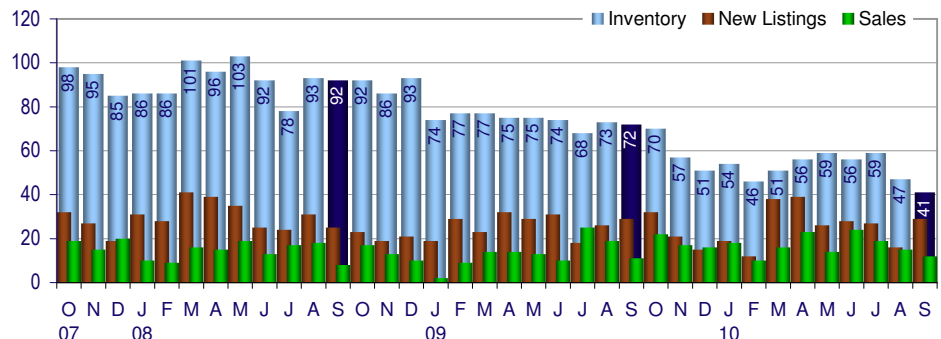
Selling Price versus Listing Price Ratio



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 29, up 81.3% from 16 last month and equal to 29 in September of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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September 2010

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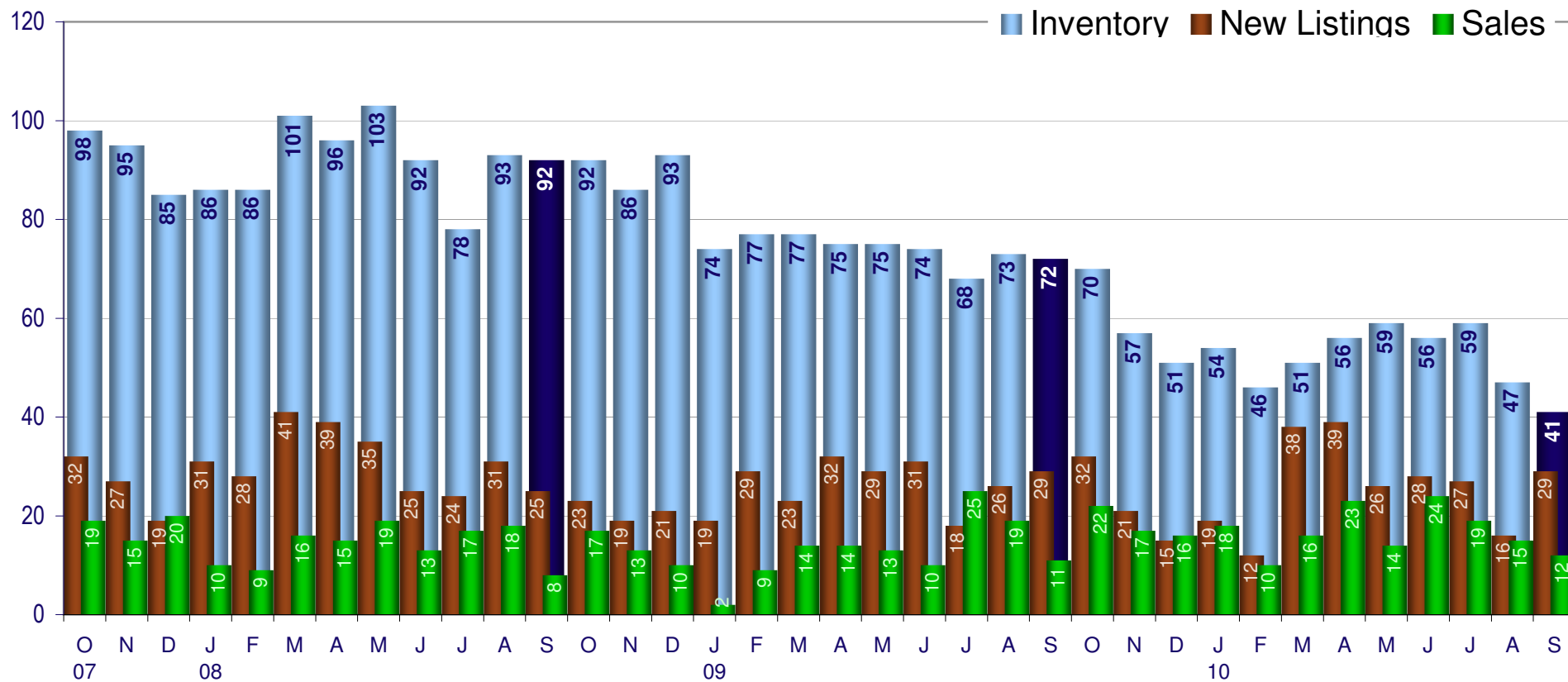
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Zip Code: 20010 - Washington

Price Range: Below to 100,000,000 | Property Types: 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	19	15	20	10	9	16	15	19	13	17	18	8	17	13	10	2	9	14	14	13	10	25	19	11	22	17	16	18	10	16	23	14	24	19	15	12
3 Mo. Roll Avg			18	15	13	12	13	17	16	16	16	14	14	13	13	8	7	8	12	14	12	16	18	18	17	17	18	17	15	15	16	18	20	19	19	15

(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	489	450	524	586	350	402	500	521	456	537	433	399	498	375	538	383	410	447	385	428	548	420	375	375	445	490	378	378	360	390	480	425	524	521	420	463
3 Mo. Roll Avg			488	520	486	446	417	474	492	505	475	456	443	424	470	432	443	413	414	420	453	465	448	390	398	437	438	415	372	376	410	432	476	490	488	468

	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	98	95	85	86	86	101	96	103	92	78	93	92	92	86	93	74	77	77	75	75	74	68	73	72	70	57	51	54	46	51	56	59	56	59	47	41
MSI	5	6	4	9	10	6	6	5	7	5	5	12	5	7	9	37	9	6	5	6	7	3	4	7	3	3	3	3	5	3	2	4	2	3	3	3

	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	44	68	32	39	21	53	55	50	42	46	43	92	46	94	39	336	67	69	19	87	45	42	53	93	56	31	35	26	41	80	47	10	30	25	30	24
3 Mo. Roll Avg			48	46	31	38	43	53	49	46	44	60	60	77	60	156	147	157	52	58	50	58	47	63	67	60	41	31	34	49	56	46	29	22	28	26

	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	313	501	201	273	0	317	237	230	0	0	243	0	271	349	205	0	400	237	217	254	262	301	238	224	206	336	463	288	355	239	290	254	367	221	220	296
3 Mo. Roll Avg			338	325	237	295	277	261	233	230	243	243	257	310	275	277	303	319	285	236	244	272	267	255	223	256	335	362	368	294	294	261	304	281	269	246

	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	0.990	0.953	1.005	0.972	1.014	0.981	0.961	0.983	0.984	0.998	0.992	0.980	0.976	0.973	0.975	0.914	0.983	0.941	1.016	0.949	0.975	0.965	0.980	0.938	1.009	0.977	1.007	1.006	0.984	0.949	0.994	1.053	1.013	1.001	0.969	0.986
3 Mo. Roll Avg			0.983	0.977	0.997	0.989	0.985	0.975	0.976	0.988	0.991	0.990	0.983	0.976	0.975	0.954	0.957	0.946	0.980	0.969	0.980	0.963	0.973	0.961	0.976	0.975	0.998	0.997	0.999	0.980	0.976	0.999	1.020	1.022	0.994	0.985

	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	32	27	19	31	28	41	39	35	25	24	31	25	23	19	21	19	29	23	32	29	31	18	26	29	32	21	15	19	12	38	39	26	28	27	16	29
Inventory	98	95	85	86	86	101	96	103	92	78	93	92	92	86	93	74	77	77	75	75	74	68	73	72	70	57	51	54	46	51	56	59	56	59	47	41
Sales	19	15	20	10	9	16	15	19	13	17	18	8	17	13	10	2	9	14	14	13	10	25	19	11	22	17	16	18	10	16	23	14	24	19	15	12

(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	498	493	542	605	393	476	522	549	481	574	569	410	557	381	504	383	436	463	407	449	569	444	414	360	425	497	437	432	399	520	540	459	602	542	425	499
3 Mo. Roll Avg			511	547	513	491	464	516	517	535	541	517	512	449	481	423	441	427	435	440	475	487	476	406	399	427	453	455	422	450	486	506	533	534	523	489

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