

Zip Code: 20015 - Washington

COLDWELL BANKER GEORGETOWN

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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	\$967,500	↑		↑				
Average List Price of all Current Listings	\$1,039,427	↑		↑				
September Median Sales Price	\$809,500	↓	↓	↑	↑	\$817,000	↑	↑
September Average Sales Price	\$907,688	↑	↑	↑	↑	\$842,017	↔	↓
Total Properties Currently for Sale (Inventory)	26	↓		↓				
September Number of Properties Sold	8	↓		↓		133	↑	
September Average Days on Market (Solds)	49	↑	↑	↓	↑	33	↓	↓
Asking Price per Square Foot (based on New Listings)	\$241	↓	↓	↓	↓	\$337	↔	↔
September Sold Price per Square Foot	\$0	↓	↓	↓	↓	\$361	↓	↑
September Month's Supply of Inventory	3.3	↑	↑	↑	↓	2.9	↓	↓
September Sale Price vs List Price Ratio	97.3%	↓	↓	↑	↓	99.3%	↑	↑

\* 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)

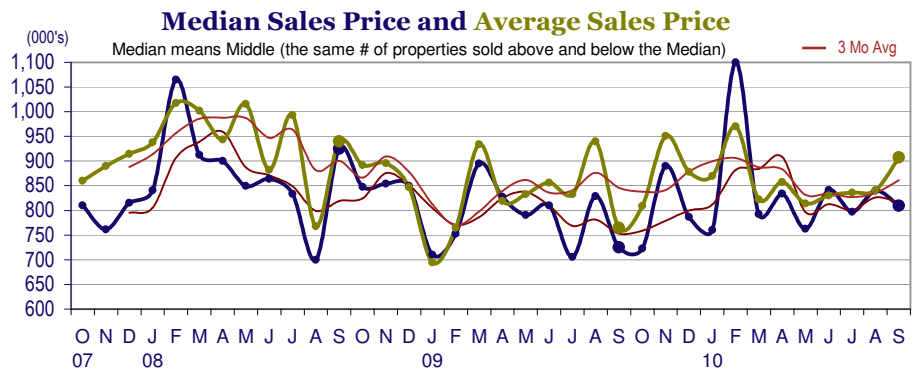
## Property Sales

September Property sales were 8, down 38.5% from 13 in September of 2009 and 46.7% lower than the 15 sales last month. September 2010 sales were at their lowest level compared to September of 2009 and 2008. September YTD sales of 133 are running 7.3% ahead of last year's year-to-date sales of 124.



## Prices

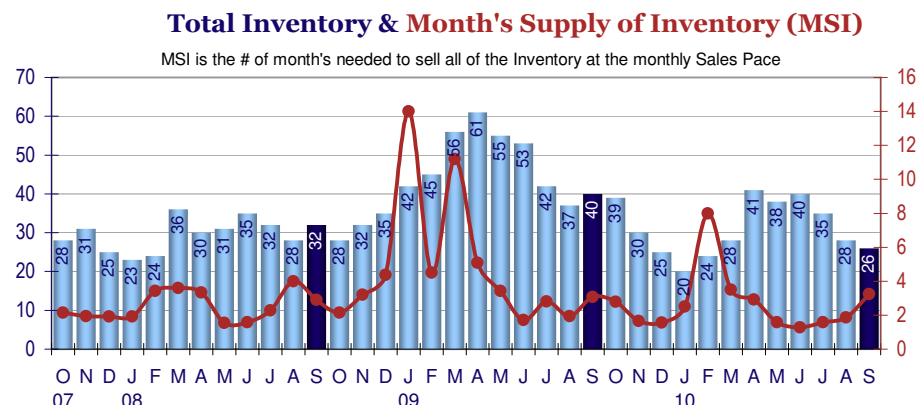
The Median Sales Price in September was \$809,500, up 11.7% from \$725,000 in September of 2009 and down 3.6% from \$840,000 last month. The Average Sales Price in September was \$907,688, up 18.7% from \$764,846 in September of 2009 and up 8.0% from \$840,660 last month. September 2010 ASP was at a mid range compared to September of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 26, down 7.1% from 28 last month and down 35.0% from 40 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 3.3 months was at its highest level compared with September of 2009 and 2008.





# Inventory / Listings / Sales

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September 2010

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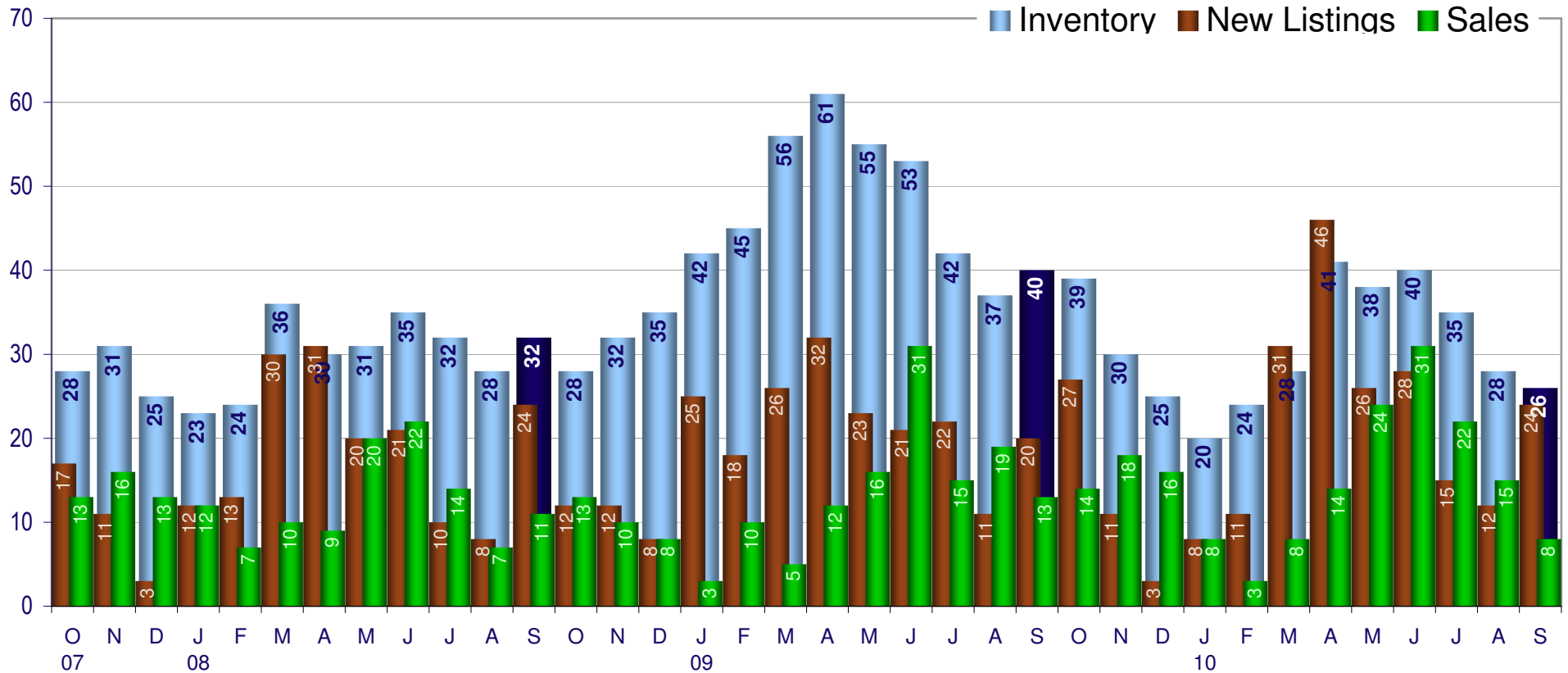
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## Inventory / New Listings / Sales

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 24, up 100.0% from 12 last month and up 20.0% from 20 in September of last year.



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## Zip Code: 20015 - 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	13	16	13	12	7	10	9	20	22	14	7	11	13	10	8	3	10	5	12	16	31	15	19	13	14	18	16	8	3	8	14	24	31	22	15	8
3 Mo. Roll Avg			14	14	11	10	9	13	17	19	14	11	10	11	10	7	7	6	9	11	20	21	22	16	15	15	16	14	9	6	8	15	23	26	23	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	810	761	815	841	1065	913	900	850	864	834	700	925	848	854	850	710	753	895	828	791	810	706	829	725	723	890	787	760	1100	793	834	763	842	797	840	810
3 Mo. Roll Avg			795	806	907	939	959	887	871	849	799	820	824	876	851	805	771	786	825	838	809	769	782	753	759	779	800	812	882	884	909	796	813	800	826	816

	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	28	31	25	23	24	36	30	31	35	32	28	32	28	32	35	42	45	56	61	55	53	42	37	40	39	30	25	20	24	28	41	38	40	35	28	26
MSI	2	2	2	2	3	4	3	2	2	2	4	3	2	3	4	14	5	11	5	3	2	3	2	3	3	2	2	3	8	4	3	2	1	2	2	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	33	22	50	59	94	53	27	34	19	26	19	57	27	40	43	57	41	60	39	36	44	50	64	67	50	45	37	60	66	41	29	13	24	49	27	49
3 Mo. Roll Avg			35	44	68	69	58	38	27	26	21	34	34	41	37	47	47	53	47	45	40	43	53	60	60	54	44	47	54	56	45	28	22	29	33	42

	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	0	344	247	294	231	0	0	335	247	411	373	0	423	250	245	0	319	0	427	298	416	0	420	308	403	340	335	291	0	361	0	459	392	371	173	0
3 Mo. Roll Avg			295	295	257	263	231	335	291	331	344	392	398	336	306	248	282	319	373	362	380	357	418	364	377	350	359	322	313	326	361	410	425	407	312	272

	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	0.986	0.996	0.963	0.998	0.984	0.996	0.960	0.984	0.992	0.980	0.982	0.968	0.995	0.997	0.986	0.994	0.995	0.971	0.985	0.998	0.989	0.987	0.975	0.964	0.983	0.995	0.966	0.984	1.005	0.992	1.012	1.002	0.995	0.993	0.994	0.973
3 Mo. Roll Avg			0.982	0.986	0.982	0.993	0.980	0.980	0.979	0.985	0.985	0.977	0.982	0.987	0.993	0.992	0.992	0.987	0.984	0.985	0.991	0.991	0.984	0.975	0.974	0.981	0.981	0.982	0.985	0.994	1.003	1.002	1.003	0.997	0.994	0.987

	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	17	11	3	12	13	30	31	20	21	10	8	24	12	12	8	25	18	26	32	23	21	22	11	20	27	11	3	8	11	31	46	26	28	15	12	24
Inventory	28	31	25	23	24	36	30	31	35	32	28	32	28	32	35	42	45	56	61	55	53	42	37	40	39	30	25	20	24	28	41	38	40	35	28	26
Sales	13	16	13	12	7	10	9	20	22	14	7	11	13	10	8	3	10	5	12	16	31	15	19	13	14	18	16	8	3	8	14	24	31	22	15	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	860	890	915	938	1018	1002	944	1015	882	993	768	940	892	896	847	695	765	934	819	833	856	833	940	765	809	951	878	870	970	822	857	814	830	836	841	908
3 Mo. Roll Avg			888	914	957	986	988	987	947	964	881	900	867	909	878	813	769	798	839	862	836	840	876	846	838	841	879	900	906	887	883	831	834	827	836	861

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