

Zip Code: 20016 - Washington

COLDWELL BANKER GEORGETOWN

3000 K Street NW Suite 101

Direct: (202) 333.6100

Fax: (202) 342.9118

www.cbmove.com/Georgetown



Price Range: All | Properties: Single Family - TwnHm

Market Profile & Trends Overview

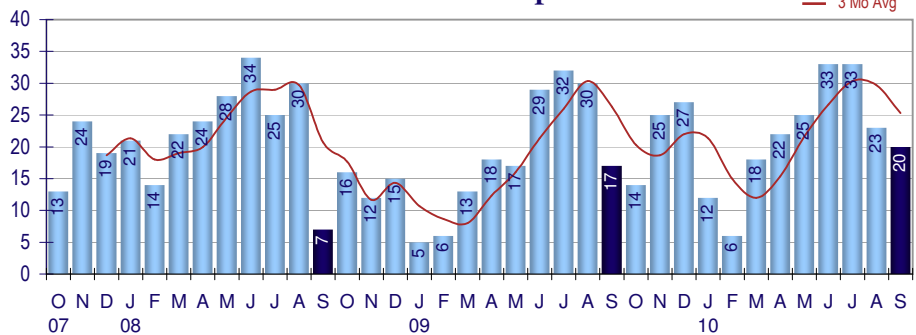
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,100,000	↓		↓				
Average List Price of all Current Listings	\$1,471,989	↓		↓				
September Median Sales Price	\$852,500	↓	↓	↑	↓	\$894,000	↑	↑
September Average Sales Price	\$984,095	↓	↓	↓	↓	\$1,095,204	↓	↓
Total Properties Currently for Sale (Inventory)	69	↑		↓				
September Number of Properties Sold	20	↓		↑		192	↑	
September Average Days on Market (Solds)	67	↑	↑	↑	↑	46	↓	↓
Asking Price per Square Foot (based on New Listings)	\$383	↑	↓	↓	↓	\$391	↓	↓
September Sold Price per Square Foot	\$367	↓	↓	↔	↓	\$373	↓	↓
September Month's Supply of Inventory	3.5	↑	↑	↓	↓	4.0	↓	↓
September Sale Price vs List Price Ratio	96.6%	↓	↓	↔	↑	97.4%	↑	↑

* 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 20, up 17.6% from 17 in September of 2009 and 13.0% lower than the 23 sales last month. September 2010 sales were at their highest level compared to September of 2009 and 2008. September YTD sales of 192 are running 15.0% ahead of last year's year-to-date sales of 167.

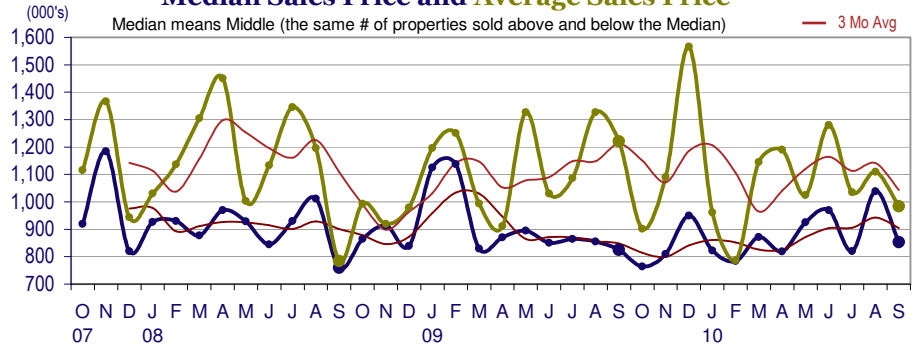
Number of Properties Sold



Prices

The Median Sales Price in September was \$852,500, up 3.3% from \$825,000 in September of 2009 and down 17.9% from \$1,039,000 last month. The Average Sales Price in September was \$984,095, down 19.4% from \$1,220,482 in September of 2009 and down 11.4% from \$1,110,091 last month. September 2010 ASP was at a mid range 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 69, up 1.5% from 68 last month and down 17.9% from 84 in September of last year. September 2010 Inventory was at its lowest 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 3.5 months was at its lowest level compared with September of 2009 and 2008.

Zip Code: 20016 - Washington

COLDWELL BANKER GEORGETOWN

3000 K Street NW Suite 101

Direct: (202) 333.6100

Fax: (202) 342.9118

www.cbmove.com/Georgetown

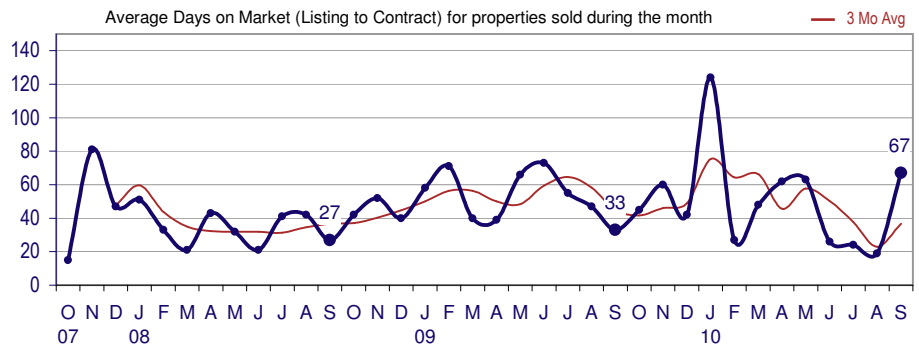


Price Range: All | Properties: Single Family - TwnHm

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 67, up 252.6% from 19 days last month and up 103.0% from 33 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

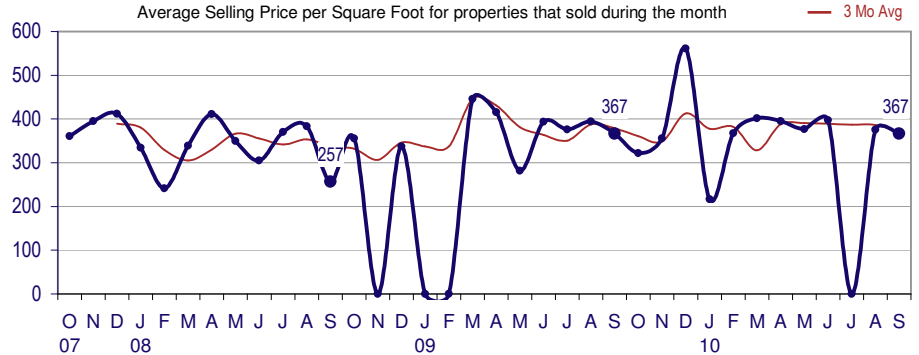
Days On Market for Sold Properties



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 \$367 was down 2.4% from \$376 last month and down 0.0% from 367 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 96.6% was down from 99.7% last month and up from 96.5% in September of last year.

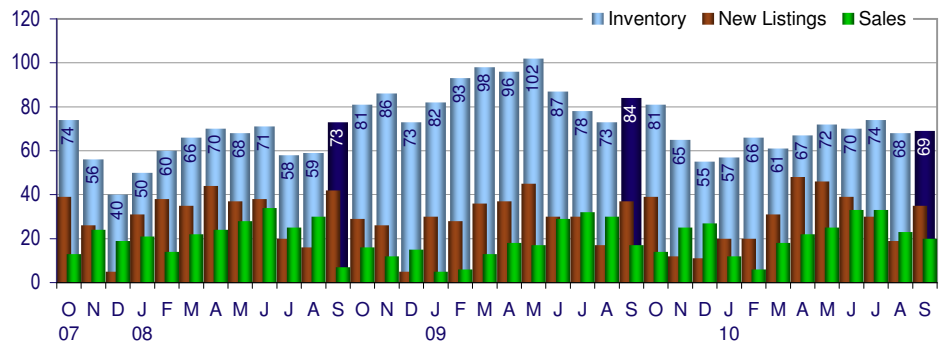
Selling Price versus Listing Price Ratio



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 35, up 84.2% from 19 last month and down 5.4% from 37 in September of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

Zip Code: 20016 - Washington

Price Range: All | Properties: Single Family - TwnHm

September 2010

COLDWELL BANKER GEORGETOWN

3000 K Street NW Suite 101

Direct: (202) 333.6100

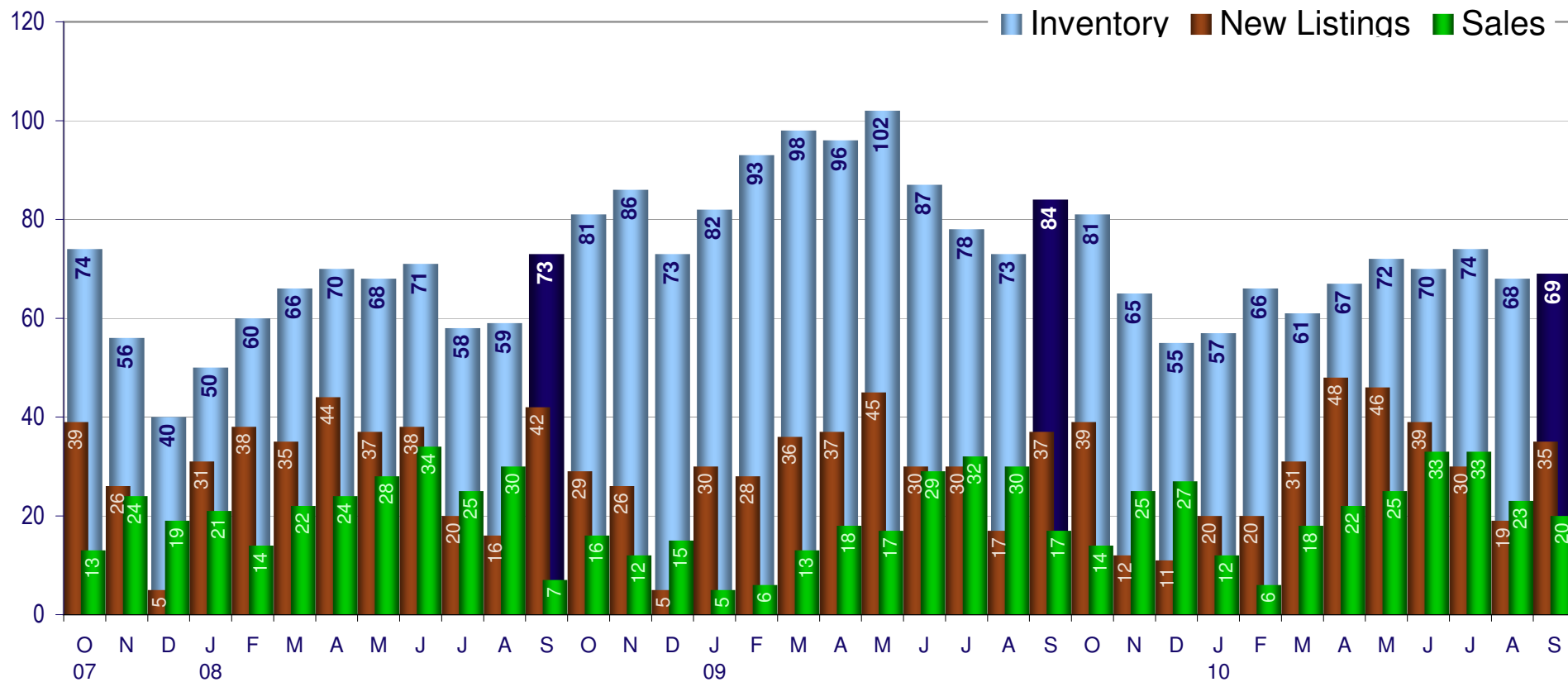
Fax: (202) 342.9118

www.cbmove.com/Georgetown



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 35, up 84.2% from 19 last month and down 5.4% from 37 in September of last year.



Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family - TwnHm

Data is provided courtesy of Metropolitan Regional Information Services Incorporated, The Coastal Association of Realtors MLS and Sussex County of Realtors MLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.

Zip Code: 20016 - 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	24	19	21	14	22	24	28	34	25	30	7	16	12	15	5	6	13	18	17	29	32	30	17	14	25	27	12	6	18	22	25	33	33	23	20
3 Mo. Roll Avg			19	21	18	19	20	25	29	29	30	21	18	12	14	11	9	8	12	16	21	26	30	26	20	19	22	21	15	12	15	22	27	30	30	25

(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	920	1185	820	927	931	878	970	928	845	930	1012	760	865	914	839	1125	1138	830	870	895	851	865	855	825	764	810	950	822	785	872	820	925	970	820	1039	853
3 Mo. Roll Avg			975	977	893	912	926	925	914	901	929	901	879	846	872	959	1034	1031	946	865	872	870	857	848	815	800	841	861	852	826	825	872	905	905	943	904

	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	74	56	40	50	60	66	70	68	71	58	59	73	81	86	73	82	93	98	96	102	87	78	73	84	81	65	55	57	66	61	67	72	70	74	68	69
MSI	6	2	2	2	4	3	3	2	2	2	2	10	5	7	5	16	16	8	5	6	3	2	2	5	6	3	2	5	11	3	3	3	2	2	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	15	81	47	51	33	21	43	32	21	41	42	27	42	52	40	58	71	40	39	66	73	55	47	33	45	60	42	124	27	48	62	63	26	24	19	67
3 Mo. Roll Avg			48	60	44	35	32	32	32	31	35	37	37	40	45	50	56	56	50	48	59	65	58	45	42	46	49	75	64	66	46	58	50	38	23	37

	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	360	395	412	335	242	338	411	350	305	370	384	257	356	0	337	0	0	446	416	282	393	376	394	367	322	356	561	217	368	401	395	377	397	0	376	367
3 Mo. Roll Avg			389	381	330	305	330	366	355	342	353	337	332	306	346	337	337	446	431	381	364	351	388	379	361	348	413	378	382	329	388	391	390	387	386	371

	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	0.979	0.977	0.979	0.981	0.997	0.975	0.978	0.983	0.971	0.973	0.980	0.975	0.967	0.954	0.926	0.966	0.961	0.958	0.953	0.966	0.965	0.964	0.965	0.984	0.983	0.959	0.941	0.961	0.986	0.974	0.981	0.988	1.000	0.997	0.966
3 Mo. Roll Avg			0.981	0.978	0.979	0.986	0.984	0.983	0.979	0.977	0.976	0.975	0.976	0.974	0.965	0.949	0.949	0.951	0.962	0.957	0.959	0.961	0.965	0.965	0.971	0.977	0.975	0.961	0.954	0.963	0.974	0.980	0.981	0.990	0.995	0.988

	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	39	26	5	31	38	35	44	37	38	20	16	42	29	26	5	30	28	36	37	45	30	30	17	37	39	12	11	20	20	31	48	46	39	30	19	35
Inventory	74	56	40	50	60	66	70	68	71	58	59	73	81	86	73	82	93	98	96	102	87	78	73	84	81	65	55	57	66	61	67	72	70	74	68	69
Sales	13	24	19	21	14	22	24	28	34	25	30	7	16	12	15	5	6	13	18	17	29	32	30	17	14	25	27	12	6	18	22	25	33	33	23	20

(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	1115	1367	944	1030	1136	1305	1450	1003	1133	1346	1196	784	993	919	979	1196	1251	995	912	1327	1031	1086	1327	1220	902	1090	1566	962	786	1145	1190	1024	1280	1035	1110	984
3 Mo. Roll Avg			1142	1114	1037	1157	1297	1253	1196	1161	1225	1109	991	898	964	1031	1142	1147	1052	1078	1090	1148	1148	1211	1150	1071	1186	1206	1105	964	1040	1120	1165	1113	1142	1043

Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family - TwnHm

Data is provided courtesy of Metropolitan Regional Information Services Incorporated, The Coastal Association of Realtors MLS and Sussex County of Realtors MLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.