

Zip Code: 20036 - Washington

COLDWELL BANKER GEORGETOWN

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Direct: (202) 333.6100

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www.cbmove.com/Georgetown



Price Range: All | Properties: Condo

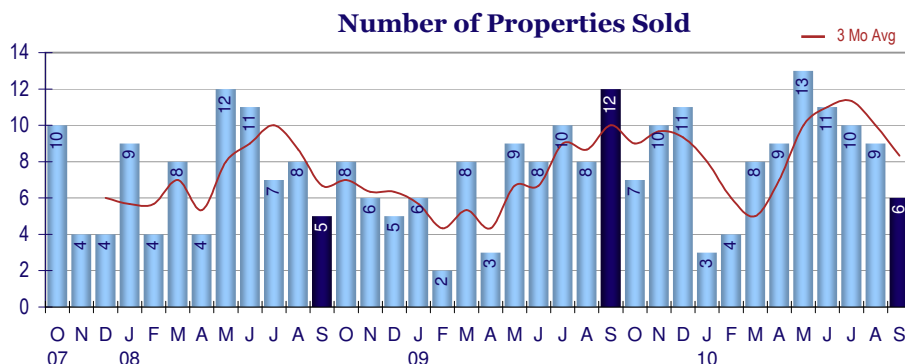
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$299,900	↓		↑				
Average List Price of all Current Listings	\$312,346	↓		↑				
September Median Sales Price	\$296,000	↓	↓	↓	\$325,000	↑		↑
September Average Sales Price	\$320,667	↓	↓	↔	\$334,553	↓		↔
Total Properties Currently for Sale (Inventory)	27	↑		↑				
September Number of Properties Sold	6	↓		↓	73	↑		
September Average Days on Market (Solds)	39	↑	↑	↓	32	↓		↓
Asking Price per Square Foot (based on New Listings)	\$515	↑	↔	↑	\$512	↑		↑
September Sold Price per Square Foot	\$505	↑	↔	↑	\$496	↔		↑
September Month's Supply of Inventory	4.5	↑	↑	↑	3.0	↔		↑
September Sale Price vs List Price Ratio	97.0%	↓	↓	↑	97.8%	↑		↑

\* 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)

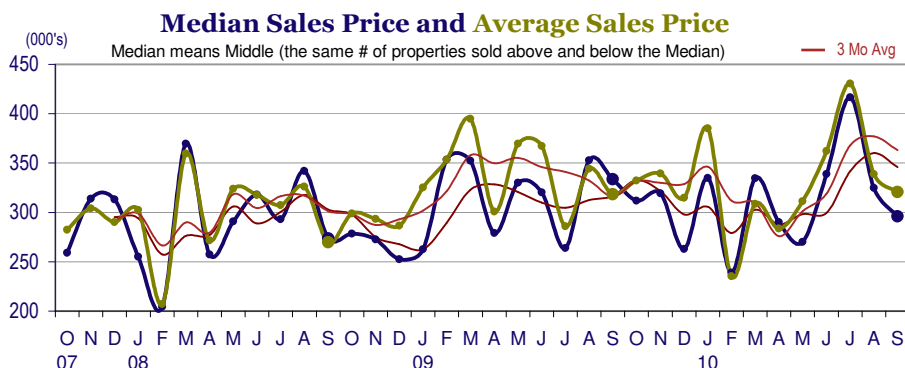
## Property Sales

September Property sales were 6, down 50.0% from 12 in September of 2009 and 33.3% lower than the 9 sales last month. September 2010 sales were at a mid level compared to September of 2009 and 2008. September YTD sales of 73 are running 10.6% ahead of last year's year-to-date sales of 66.



## Prices

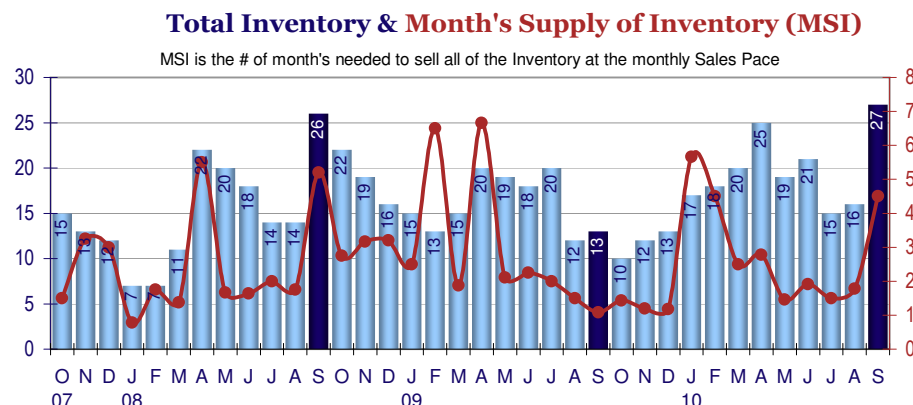
The Median Sales Price in September was \$296,000, down 11.2% from \$333,500 in September of 2009 and down 8.9% from \$325,000 last month. The Average Sales Price in September was \$320,667, up 0.8% from \$318,240 in September of 2009 and down 5.3% from \$338,644 last month. September 2010 ASP was at the highest level compared to September of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 27, up 68.8% from 16 last month and up 107.7% from 13 in September of last year. September 2010 Inventory was at its highest 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 4.5 months was at a mid level compared with September of 2009 and 2008.



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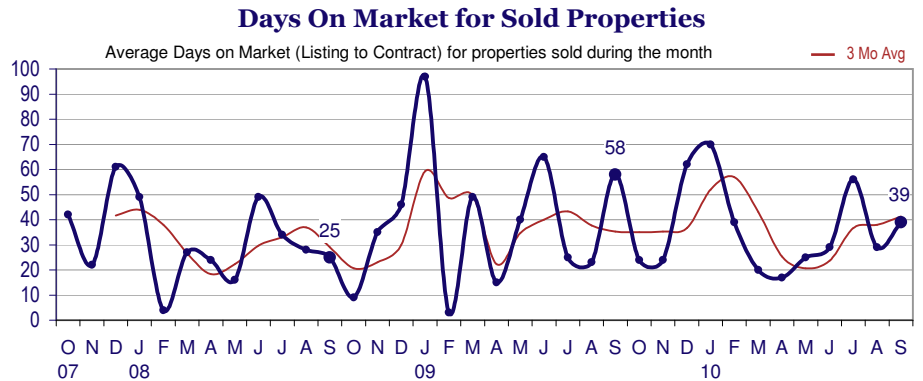
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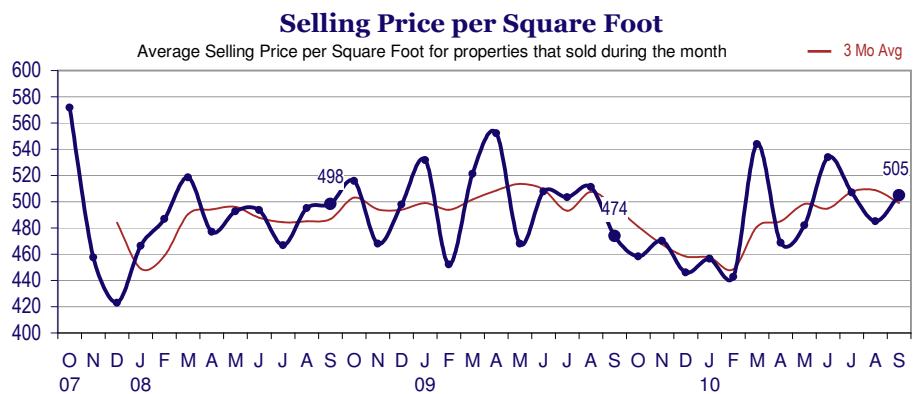
## Market Time

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 39, up 34.5% from 29 days last month and down 32.8% from 58 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.



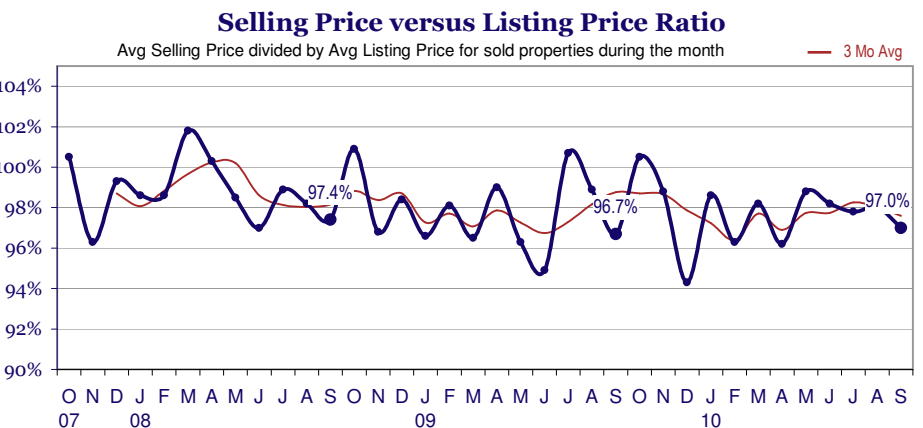
## Selling Price per Square Foot

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 \$505 was up 4.1% from \$485 last month and up 6.6% from 474 in September of last year.



## 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 97.0% was down from 98.0% last month and up from 96.7% in September of last year.



## 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 17, up 240.0% from 5 last month and up 30.8% from 13 in September of last year.



# Inventory / Listings / Sales

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Price Range: All | Properties: Condo

September 2010

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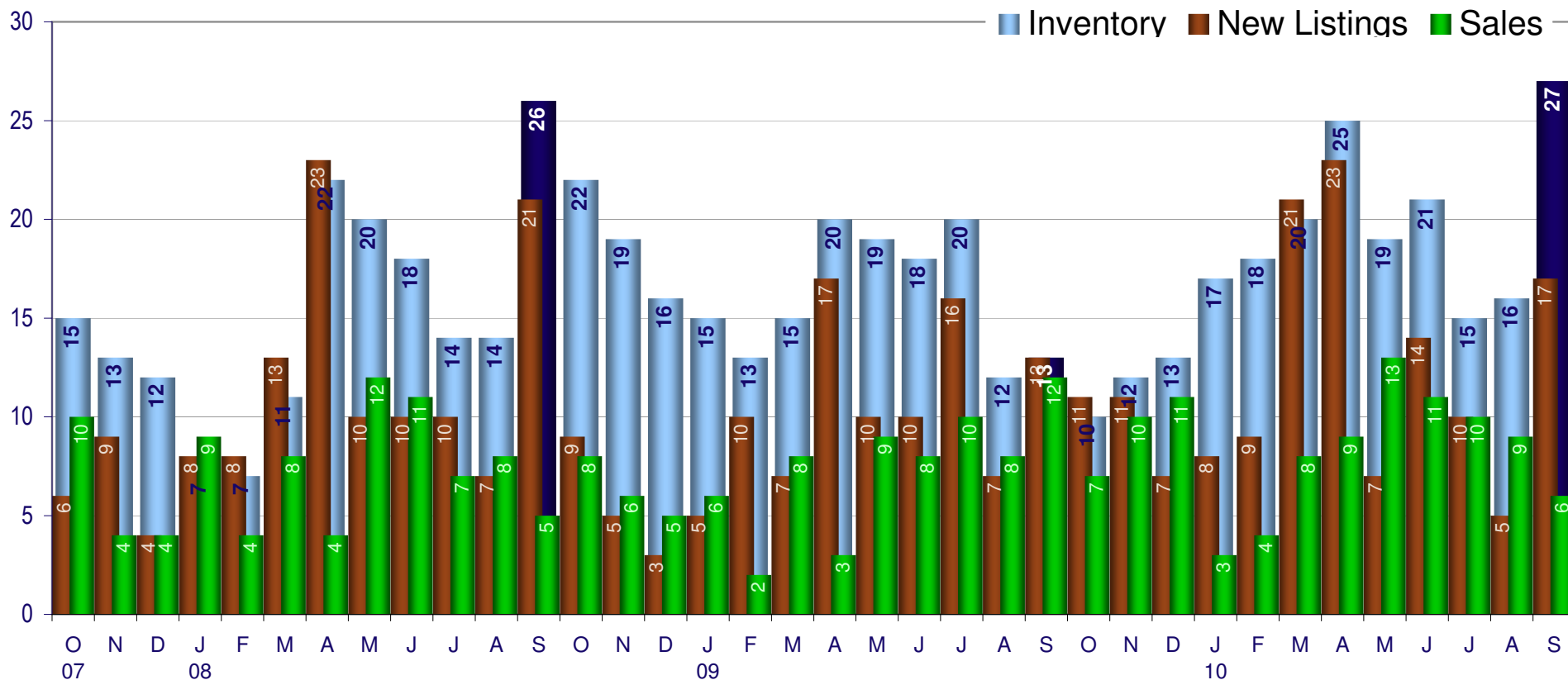
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## Zip Code: 20036 - Washington

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	4	4	9	4	8	4	12	11	7	8	5	8	6	5	6	2	8	3	9	8	10	8	12	7	10	11	3	4	8	9	13	11	10	9	6
3 Mo. Roll Avg			6	6	6	7	5	8	9	10	9	7	7	6	6	6	4	5	4	7	7	9	9	10	9	10	9	8	6	5	7	10	11	11	10	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
Median Sale Price	259	314	313	255	204	370	258	291	318	293	342	274	279	273	252	263	354	353	279	330	320	264	353	334	312	319	263	335	239	335	290	270	339	416	325	296
3 Mo. Roll Avg			295	294	258	276	277	306	289	301	318	303	298	275	268	263	290	323	328	321	310	305	312	317	333	322	298	306	279	303	288	298	300	342	360	346

	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	15	13	12	7	7	11	22	20	18	14	14	26	22	19	16	15	13	15	20	19	18	20	12	13	10	12	13	17	18	20	25	19	21	15	16	27
MSI	2	3	3	1	2	1	6	2	2	2	2	5	3	3	3	3	7	2	7	2	2	2	2	1	1	1	1	6	5	3	3	1	2	2	2	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	42	22	61	49	4	27	24	16	49	34	28	25	9	35	46	97	3	49	15	40	65	25	23	58	24	24	62	70	39	20	17	25	29	56	29	39
3 Mo. Roll Avg			42	44	38	27	18	22	30	33	37	29	21	23	30	59	49	50	22	35	40	43	38	35	35	35	37	52	57	43	25	21	24	37	38	41

	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	572	458	423	466	487	519	477	493	494	467	495	498	516	468	498	532	452	521	552	468	508	503	511	474	458	470	446	457	443	544	469	482	534	507	485	505
3 Mo. Roll Avg			484	449	459	491	494	496	488	484	485	487	503	494	494	499	494	502	508	514	509	493	507	496	481	467	458	448	481	485	498	495	508	509	499	

	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	1.005	0.963	0.993	0.986	0.986	1.018	1.003	0.985	0.970	0.989	0.982	0.974	1.009	0.968	0.984	0.966	0.981	0.965	0.990	0.963	0.949	1.007	0.989	0.967	1.005	0.988	0.943	0.986	0.963	0.982	0.962	0.988	0.982	0.978	0.980	0.970
3 Mo. Roll Avg			0.987	0.981	0.988	0.997	1.002	1.002	0.986	0.981	0.980	0.982	0.988	0.984	0.987	0.973	0.977	0.971	0.979	0.973	0.967	0.973	0.982	0.988	0.987	0.987	0.979	0.972	0.964	0.977	0.969	0.977	0.977	0.983	0.980	0.976

	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	9	4	8	8	13	23	10	10	10	7	21	9	5	3	5	10	7	17	10	10	16	7	13	11	11	7	8	9	21	23	7	14	10	5	17
Inventory	15	13	12	7	7	11	22	20	18	14	14	26	22	19	16	15	13	15	20	19	18	20	12	13	10	12	13	17	18	20	25	19	21	15	16	27
Sales	10	4	4	9	4	8	4	12	11	7	8	5	8	6	5	6	2	8	3	9	8	10	8	12	7	10	11	3	4	8	9	13	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
Avg Sale Price	282	304	290	303	207	359	272	324	318	307	326	270	299	293	286	325	354	395	301	370	367	286	344	318	332	339	315	385	236	309	284	311	362	430	339	321
3 Mo. Roll Avg			292	299	267	290	279	318	305	316	317	301	298	287	293	302	322	358	350	355	346	341	332	316	332	330	329	346	312	310	276	301	319	368	377	363

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