

Zip Code: 22101 - McLean

COLDWELL BANKER GEORGETOWN

3000 K Street NW Suite 101

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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	\$1,307,500	↔		↓				
Average List Price of all Current Listings	\$1,654,265	↓		↓				
September Median Sales Price	\$1,000,000	↑	↑	↑	\$845,000	↑	↑	
September Average Sales Price	\$1,042,412	↑	↑	↑	\$1,031,617	↑	↔	
Total Properties Currently for Sale (Inventory)	162	↔		↓				
September Number of Properties Sold	17	↓		↓	286	↓		
September Average Days on Market (Solds)	47	↑	↓	↓	51	↓		↓
Asking Price per Square Foot (based on New Listings)	\$319	↔	↓	↓	\$319	↑		↑
September Sold Price per Square Foot	\$307	↓	↑	↑	\$297	↑		↑
September Month's Supply of Inventory	9.5	↑	↑	↑	5.3	↓		↓
September Sale Price vs List Price Ratio	95.4%	↓	↓	↔	95.0%	↑		↑

* 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)

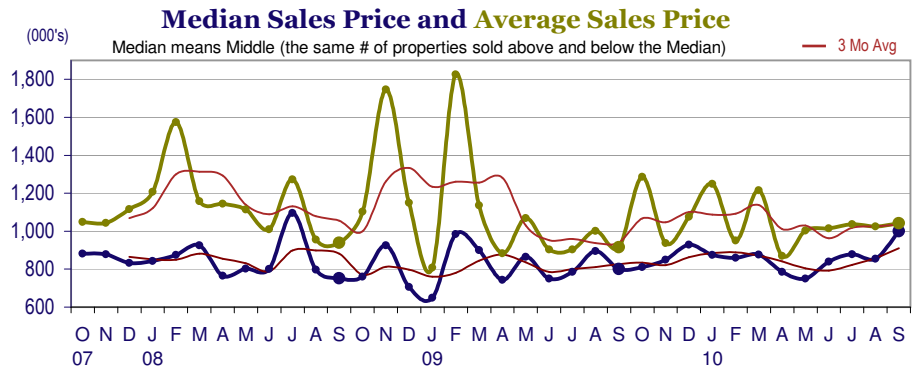
Property Sales

September Property sales were 17, down 58.5% from 41 in September of 2009 and 54.1% lower than the 37 sales last month. September 2010 sales were at a mid level compared to September of 2009 and 2008. September YTD sales of 286 are running 7.4% behind last year's year-to-date sales of 309.



Prices

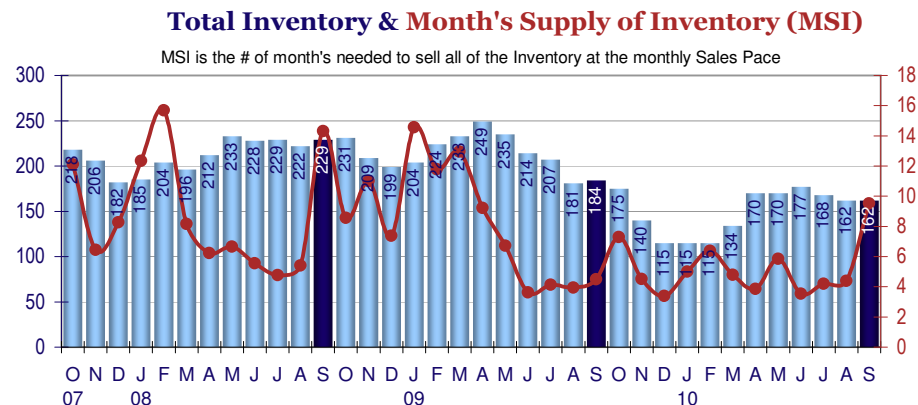
The Median Sales Price in September was \$1,000,000, up 25.0% from \$800,000 in September of 2009 and up 17.0% from \$855,000 last month. The Average Sales Price in September was \$1,042,412, up 14.0% from \$914,778 in September of 2009 and up 1.8% from \$1,024,304 last month. September 2010 ASP was 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 162, equal to 162 last month and down 12.0% from 184 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 9.5 months was at a mid level compared with September of 2009 and 2008.



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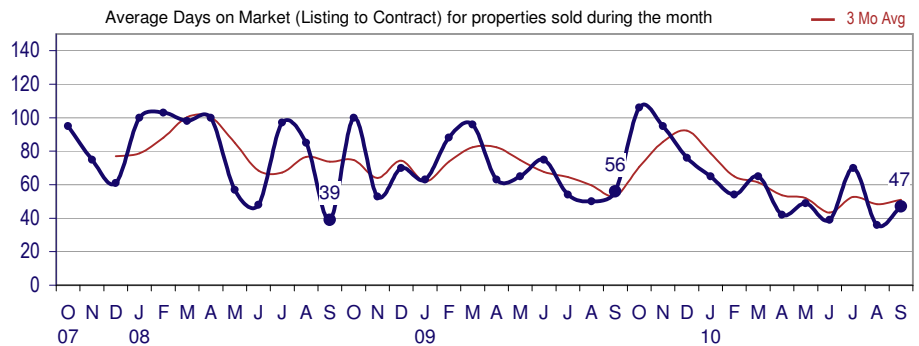


Price Range: All | Properties: Single Family - TwnHm

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 47, up 30.6% from 36 days last month and down 16.1% from 56 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

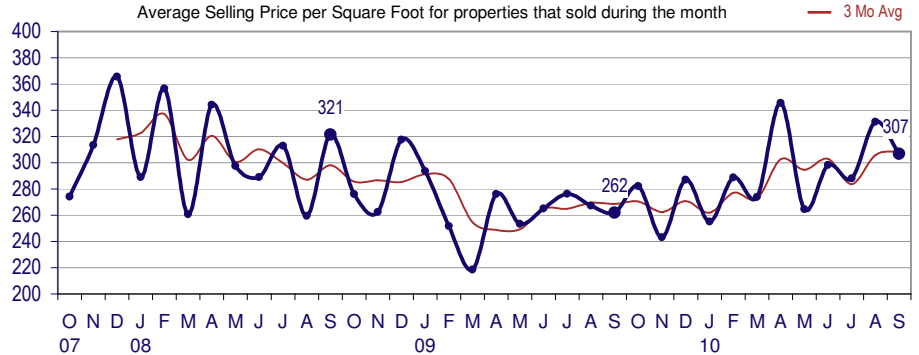
Days On Market for Sold Properties



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 \$307 was down 7.4% from \$331 last month and up 17.2% from 262 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 95.4% was down from 97.1% last month and up from 95.3% in September of last year.

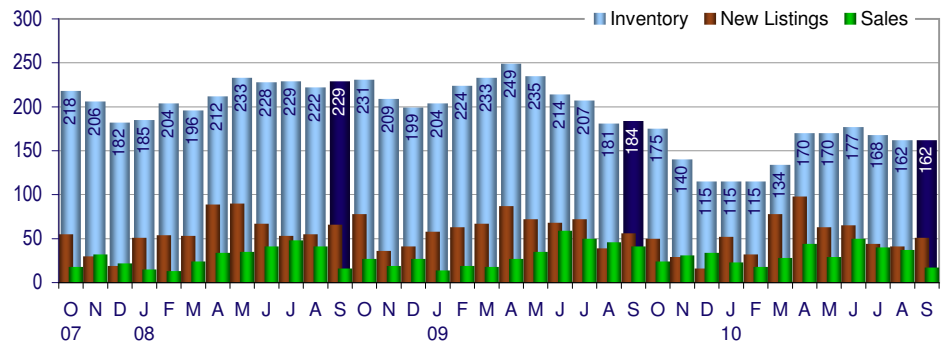
Selling Price versus Listing Price Ratio



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 51, up 24.4% from 41 last month and down 8.9% from 56 in September of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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September 2010

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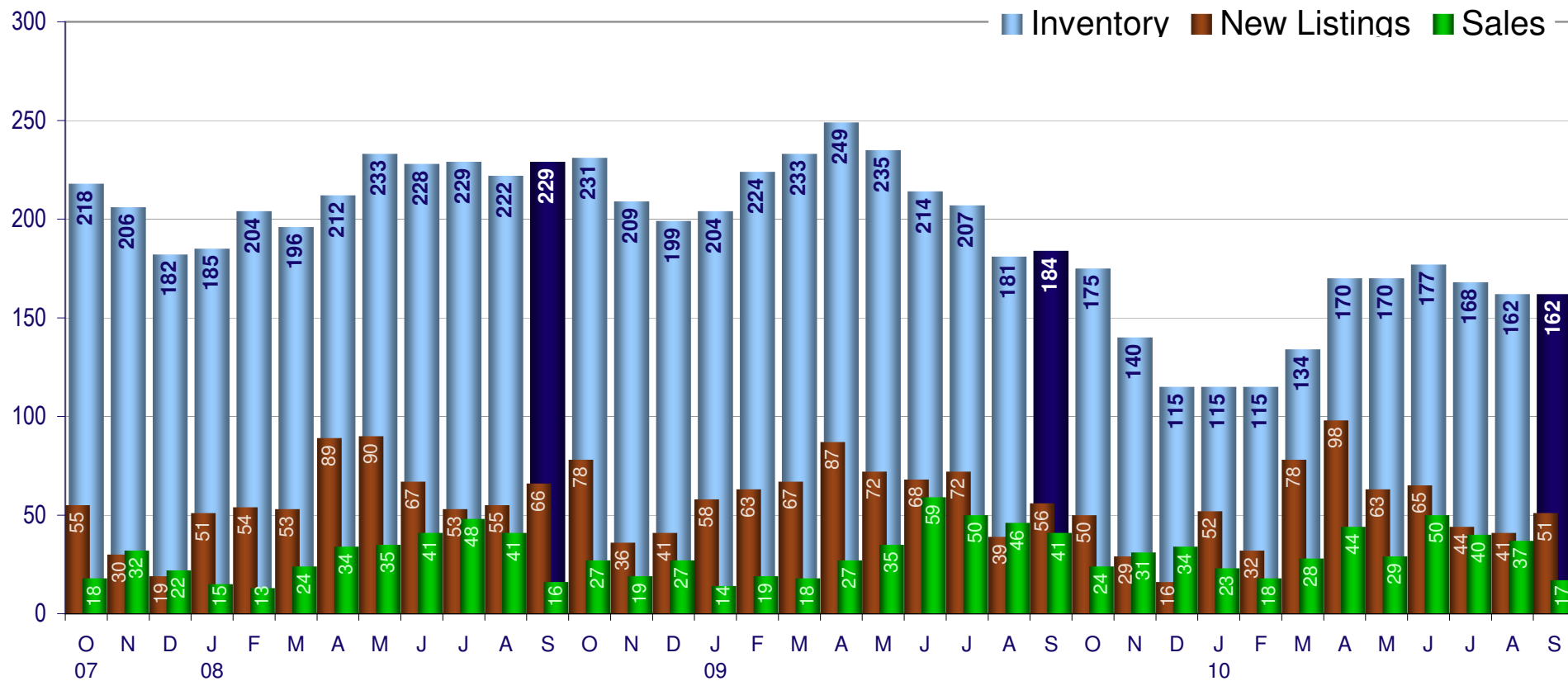
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Price Range: Below to 100,000,000 | Property Types: Single Family - TwnHm

	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	18	32	22	15	13	24	34	35	41	48	41	16	27	19	27	14	19	18	27	35	59	50	46	41	24	31	34	23	18	28	44	29	50	40	37	17
3 Mo. Roll Avg			24	23	17	17	24	31	37	41	43	35	28	21	24	20	20	17	21	27	40	48	52	46	37	32	30	29	25	23	30	34	41	40	42	31

(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	882	879	832	843	875	925	765	802	800	1095	798	752	760	925	706	649	985	900	744	865	750	785	895	800	811	850	929	875	860	877	785	750	840	878	855	1000
3 Mo. Roll Avg			864	851	850	881	855	831	789	899	898	882	770	812	797	760	780	845	876	836	786	800	810	827	835	820	863	885	888	871	841	804	792	822	857	911

	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	218	206	182	185	204	196	212	233	228	229	222	229	231	209	199	204	224	233	249	235	214	207	181	184	175	140	115	115	115	134	170	170	177	168	162	162
MSI	12	6	8	12	16	8	6	7	6	5	5	14	9	11	7	15	12	13	9	7	4	4	4	4	7	5	3	5	6	5	4	6	4	4	4	10

	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	95	75	61	100	103	98	100	57	48	97	85	39	100	53	70	63	88	96	63	65	75	54	50	56	106	95	76	65	54	65	42	49	39	70	36	47
3 Mo. Roll Avg			77	79	88	100	100	85	68	67	77	74	75	64	74	62	74	82	82	75	68	65	60	53	71	86	92	79	65	61	54	52	43	53	48	51

	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	274	313	366	289	357	261	344	297	289	313	260	321	276	262	317	294	252	219	276	253	265	276	267	262	282	243	287	255	289	274	346	265	298	288	331	307
3 Mo. Roll Avg			318	323	337	302	320	301	310	300	287	298	286	287	285	291	288	255	249	249	265	265	270	269	270	262	271	262	277	273	303	295	303	284	306	309

	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	0.957	0.977	0.959	0.967	0.958	0.947	0.966	0.968	0.957	0.953	0.959	1.001	0.951	0.949	0.943	0.970	0.948	0.939	0.964	0.953	0.966	0.967	0.959	0.953	0.948	0.943	0.959	0.953	0.958	0.978	0.965	0.978	0.974	0.969	0.971	0.954
3 Mo. Roll Avg			0.964	0.968	0.961	0.957	0.957	0.960	0.964	0.959	0.956	0.971	0.970	0.967	0.948	0.954	0.954	0.952	0.950	0.952	0.961	0.962	0.964	0.960	0.953	0.948	0.950	0.952	0.957	0.963	0.967	0.974	0.972	0.974	0.971	0.965

	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	55	30	19	51	54	53	89	90	67	53	55	66	78	36	41	58	63	67	87	72	68	72	39	56	50	29	16	52	32	78	98	63	65	44	41	51
Inventory	218	206	182	185	204	196	212	233	228	229	222	229	231	209	199	204	224	233	249	235	214	207	181	184	175	140	115	115	115	134	170	170	177	168	162	162
Sales	18	32	22	15	13	24	34	35	41	48	41	16	27	19	27	14	19	18	27	35	59	50	46	41	24	31	34	23	18	28	44	29	50	40	37	17

(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	1048	1043	1115	1207	1575	1158	1145	1114	1010	1272	956	939	1102	1747	1149	807	1825	1136	883	1069	904	904	1001	915	1287	937	1076	1249	951	1216	870	1002	1015	1037	1024	1042
3 Mo. Roll Avg			1069	1122	1299	1313	1292	1139	1089	1132	1079	1056	999	1263	1333	1234	1260	1256	1281	1029	952	959	936	940	1067	1046	1100	1087	1092	1138	1012	1029	962	1018	1025	1034

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