

Zip Code: 22102 - McLean

COLDWELL BANKER GEORGETOWN

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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	\$1,732,838	↓		↑				
Average List Price of all Current Listings	\$2,133,484	↓		↓				
September Median Sales Price	\$1,030,000	↑	↓	↑	↑	\$1,037,500	↑	↑
September Average Sales Price	\$1,200,500	↓	↓	↑	↔	\$1,308,219	↑	↑
Total Properties Currently for Sale (Inventory)	116	↓		↓				
September Number of Properties Sold	10	↓		↓		106	↑	
September Average Days on Market (Solds)	42	↓	↓	↓	↓	92	↓	↓
Asking Price per Square Foot (based on New Listings)	\$297	↑	↔	↓	↓	\$297	↓	↓
September Sold Price per Square Foot	\$271	↓	↓	↓	↓	\$274	↓	↔
September Month's Supply of Inventory	11.6	↑	↑	↑	↓	10.3	↓	↓
September Sale Price vs List Price Ratio	93.9%	↓	↑	↓	↑	93.3%	↑	↑

\* 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)

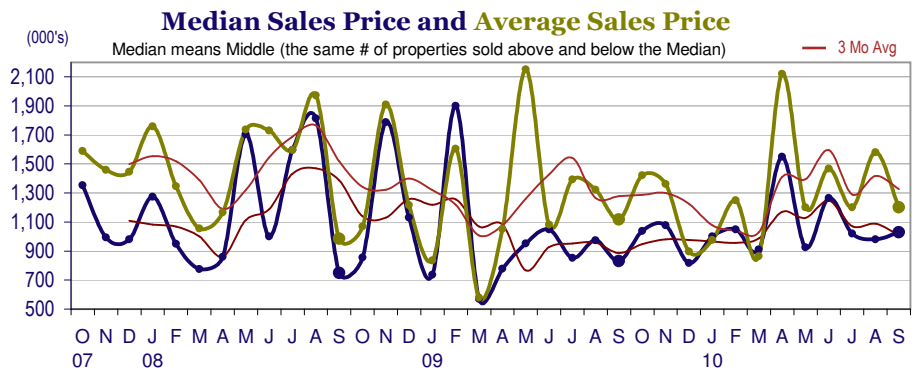
## Property Sales

September Property sales were 10, down 9.1% from 11 in September of 2009 and 23.1% lower than the 13 sales last month. September 2010 sales were at a mid level compared to September of 2009 and 2008. September YTD sales of 106 are running 24.7% ahead of last year's year-to-date sales of 85.



## Prices

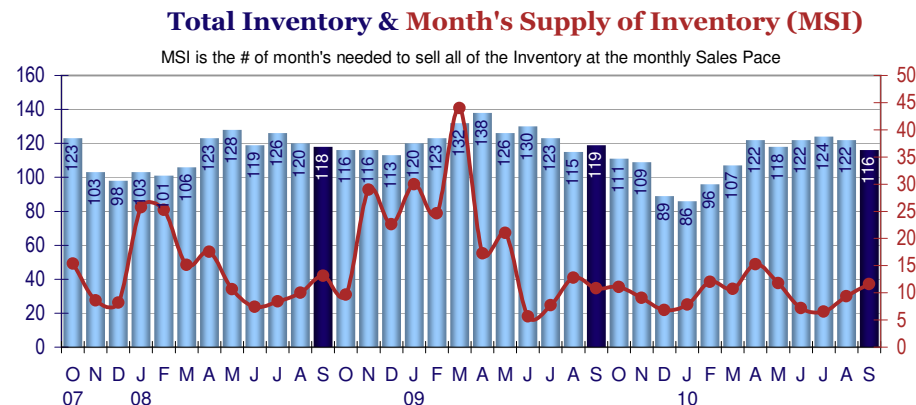
The Median Sales Price in September was \$1,030,000, up 24.1% from \$830,000 in September of 2009 and up 5.1% from \$980,000 last month. The Average Sales Price in September was \$1,200,500, up 7.4% from \$1,118,136 in September of 2009 and down 24.1% from \$1,581,254 last month. September 2010 ASP was 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 116, down 4.9% from 122 last month and down 2.5% from 119 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 11.6 months was at a mid level compared with September of 2009 and 2008.



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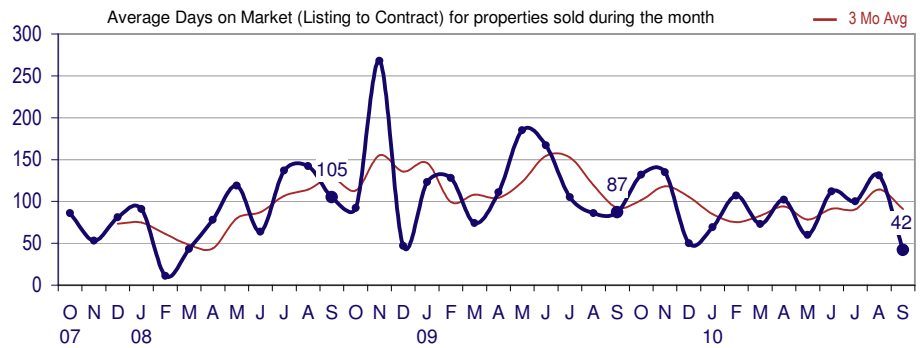


Price Range: All | Properties: Single Family - TwnHm

## 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 42, down 67.9% from 131 days last month and down 51.7% from 87 days in September of last year. The September 2010 DOM was at its lowest level compared with September of 2009 and 2008.

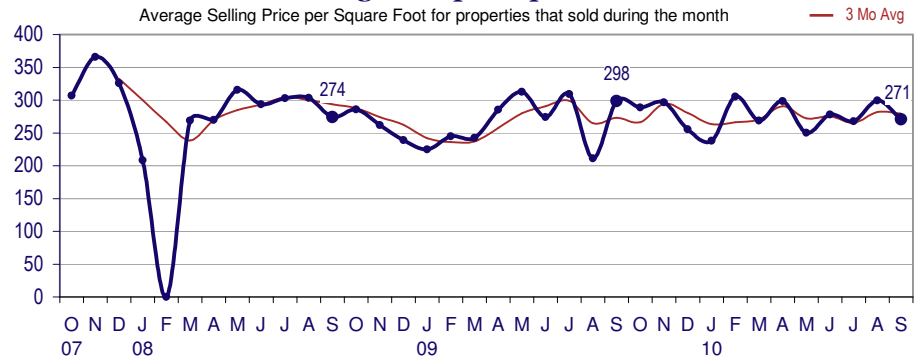
## Days On Market for Sold Properties



## 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 \$271 was down 9.5% from \$299 last month and down 9.2% from 298 in September of last year.

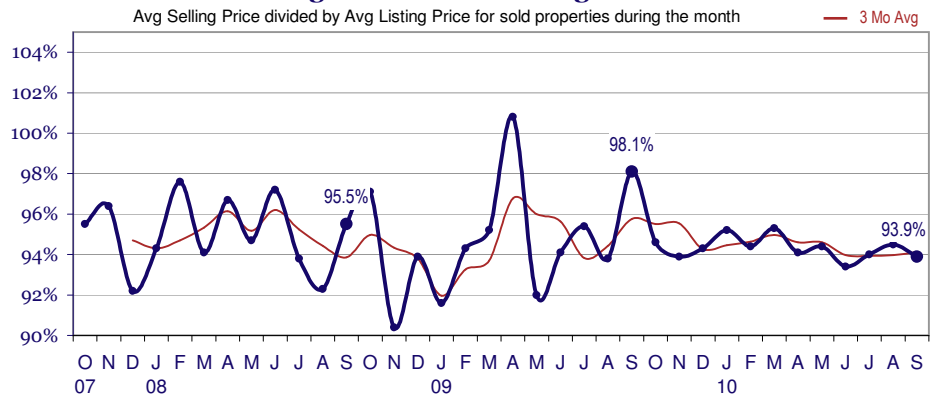
## Selling Price per Square Foot



## 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 93.9% was down from 94.5% last month and down from 98.1% in September of last year.

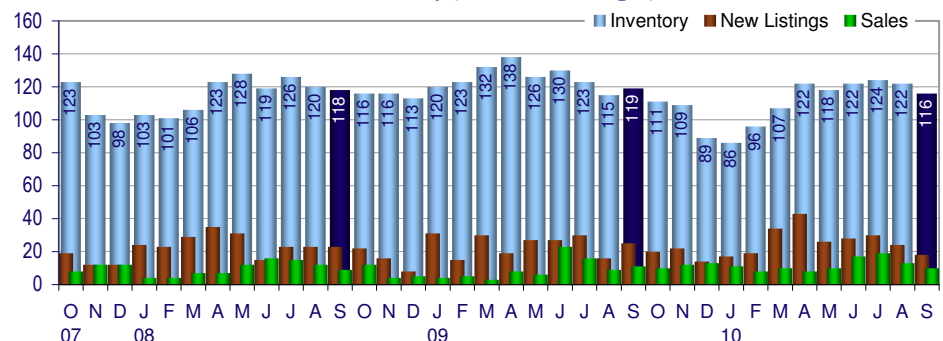
## Selling Price versus Listing Price Ratio



## 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 18, down 25.0% from 24 last month and down 28.0% from 25 in September of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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September 2010

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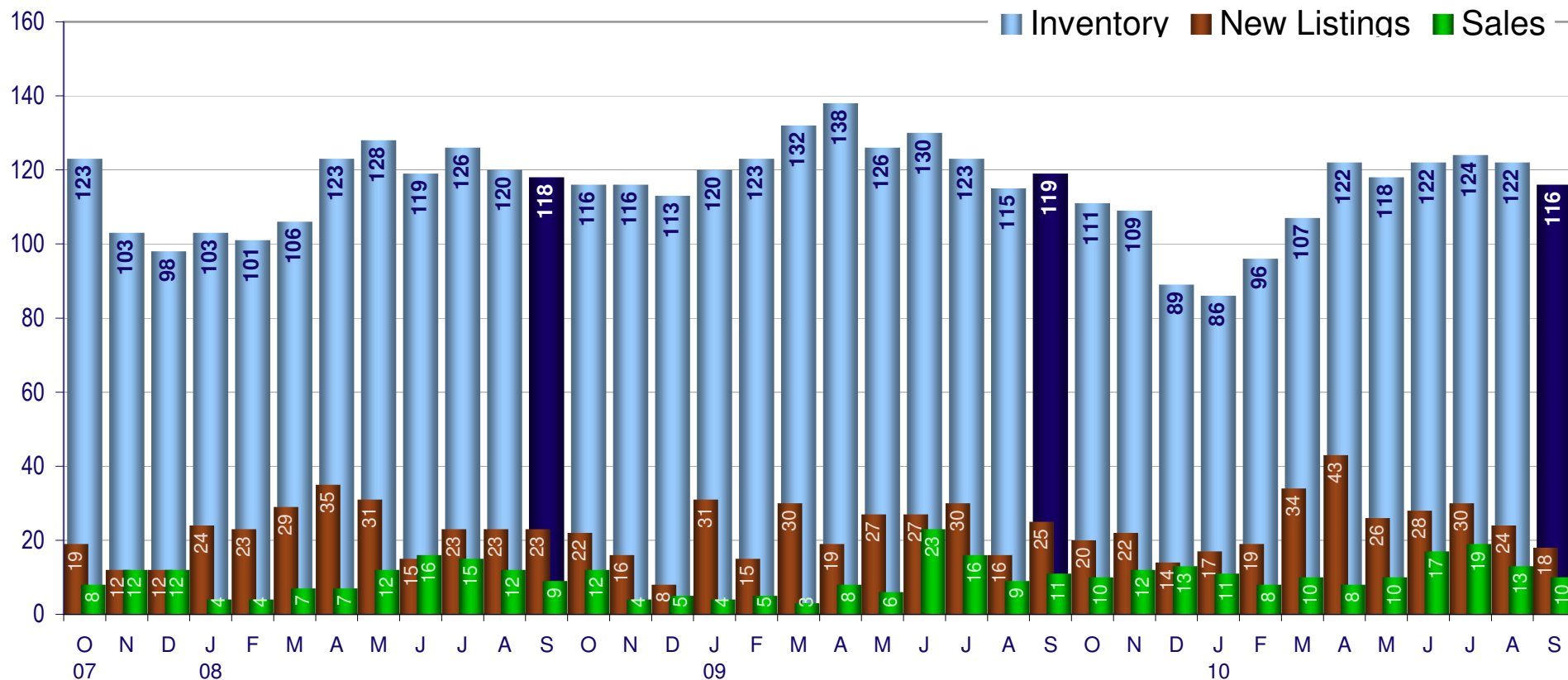
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Price Range: All | Properties: Single Family - TwnHm

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## Zip Code: 22102 - Mc Lean

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	8	12	12	4	4	7	7	12	16	15	12	9	12	4	5	4	5	3	8	6	23	16	9	11	10	12	13	11	8	10	8	10	17	19	13	10
3 Mo. Roll Avg			11	9	7	5	6	9	12	14	14	12	11	8	7	4	5	4	5	6	12	15	16	12	10	11	12	12	11	10	9	9	12	15	16	14

(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	1353	994	980	1275	950	775	860	1704	1000	1595	1814	750	855	1788	1130	737	1900	570	778	953	1050	853	975	830	1038	1077	817	1000	1050	910	1550	926	1265	1020	980	1030
3 Mo. Roll Avg			1109	1083	1068	1000	862	1113	1188	1433	1470	1386	1140	1131	1258	1218	1256	1069	1083	767	927	952	959	886	948	982	977	965	956	987	1170	1129	1247	1070	1088	1010

	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	123	103	98	103	101	106	123	128	119	126	120	118	116	116	113	120	123	132	138	126	130	123	115	119	111	109	89	86	96	107	122	118	122	124	122	116
MSI	15	9	8	26	25	15	18	11	7	8	10	13	10	29	23	30	25	44	17	21	6	8	13	11	11	9	7	8	12	11	15	12	7	7	9	12

	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	86	53	81	91	11	43	78	119	64	137	142	105	92	268	47	123	128	74	111	185	167	105	86	87	132	135	50	69	107	73	102	60	112	100	131	42
3 Mo. Roll Avg			73	75	61	48	44	80	87	107	114	128	113	155	136	146	99	108	104	123	154	152	119	93	102	118	106	85	75	83	94	78	91	91	114	91

	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	307	366	326	208	0	269	270	316	294	303	304	274	286	262	239	225	245	242	286	313	274	309	211	298	289	297	256	238	306	269	299	250	278	268	299	271
3 Mo. Roll Avg			333	300	267	239	269	285	293	304	300	294	288	274	262	242	236	237	258	280	291	299	265	273	266	295	280	263	266	271	291	272	276	265	282	279

	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	0.955	0.964	0.922	0.943	0.976	0.941	0.967	0.947	0.972	0.938	0.923	0.955	0.971	0.904	0.939	0.916	0.943	0.952	1.008	0.920	0.941	0.954	0.938	0.981	0.946	0.939	0.943	0.952	0.944	0.953	0.941	0.944	0.934	0.940	0.945	0.939
3 Mo. Roll Avg			0.947	0.943	0.947	0.953	0.961	0.952	0.962	0.952	0.944	0.939	0.950	0.943	0.938	0.920	0.933	0.937	0.968	0.960	0.956	0.938	0.944	0.958	0.955	0.955	0.943	0.945	0.946	0.950	0.946	0.946	0.940	0.939	0.940	0.941

	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	19	12	12	24	23	29	35	31	15	23	23	23	22	16	8	31	15	30	19	27	27	30	16	25	20	22	14	17	19	34	43	26	28	30	24	18
Inventory	123	103	98	103	101	106	123	128	119	126	120	118	116	116	113	120	123	132	138	126	130	123	115	119	111	109	89	86	96	107	122	118	122	124	122	116
Sales	8	12	12	4	4	7	7	12	16	15	12	9	12	4	5	4	5	3	8	6	23	16	9	11	10	12	13	11	8	10	8	10	17	19	13	10

(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	1590	1459	1446	1760	1348	1055	1166	1737	1730	1597	1973	986	1069	1910	1217	836	1605	578	1050	2151	1081	1393	1323	1118	1421	1362	896	976	1249	865	2121	1200	1469	1200	1581	1201
3 Mo. Roll Avg			1498	1555	1518	1388	1190	1319	1544	1688	1767	1518	1342	1321	1399	1321	1219	1006	1078	1260	1428	1542	1266	1278	1287	1300	1226	1078	1040	1030	1411	1395	1596	1290	1417	1327

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