

MARKET ACTION REPORT

September 2010

Zip Code: 22207 - Arlington

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	\$949,950	↓		↓				
Average List Price of all Current Listings	\$1,136,347	↓		↓				
September Median Sales Price	\$715,000	↓	↓	↑	↔	\$767,625	↑	↑
September Average Sales Price	\$672,368	↓	↓	↓	↓	\$867,539	↑	↑
Total Properties Currently for Sale (Inventory)	134	↑		↑				
September Number of Properties Sold	19	↓		↓		288	↑	
September Average Days on Market (Solds)	50	↓	↑	↓	↓	42	↓	↓
Asking Price per Square Foot (based on New Listings)	\$334	↑	↑	↑	↑	\$317	↑	↔
September Sold Price per Square Foot	\$306	↓	↔	↑	↑	\$308	↑	↑
September Month's Supply of Inventory	7.1	↑	↑	↑	↑	4.0	↓	↓
September Sale Price vs List Price Ratio	98.0%	↑	↑	↑	↑	97.0%	↑	↑

* 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)

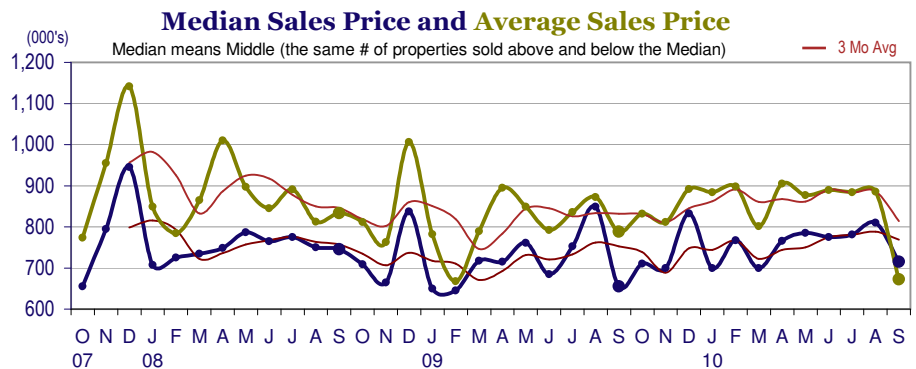
Property Sales

September Property sales were 19, down 29.6% from 27 in September of 2009 and 29.6% lower than the 27 sales last month. September 2010 sales were at their lowest level compared to September of 2009 and 2008. September YTD sales of 288 are running 20.0% ahead of last year's year-to-date sales of 240.



Prices

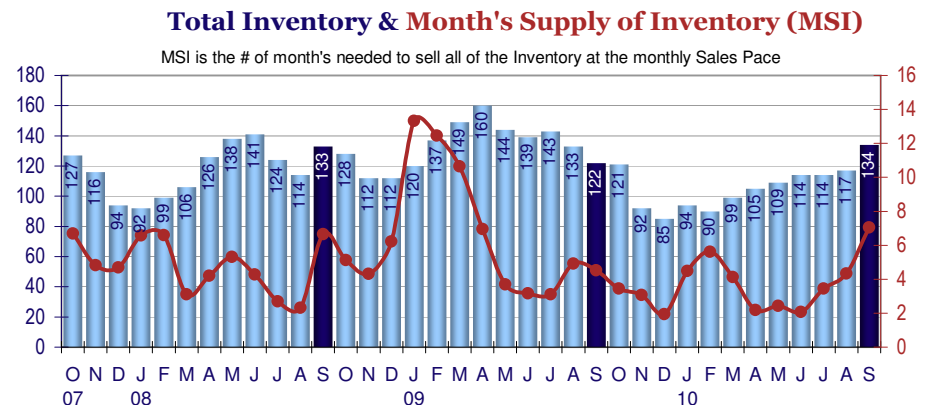
The Median Sales Price in September was \$715,000, up 9.2% from \$654,950 in September of 2009 and down 11.7% from \$810,000 last month. The Average Sales Price in September was \$672,368, down 14.7% from \$788,570 in September of 2009 and down 24.1% from \$885,467 last month. September 2010 ASP was at the lowest level compared to September of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 134, up 14.5% from 117 last month and up 9.8% from 122 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 7.1 months was at its highest level compared with September of 2009 and 2008.



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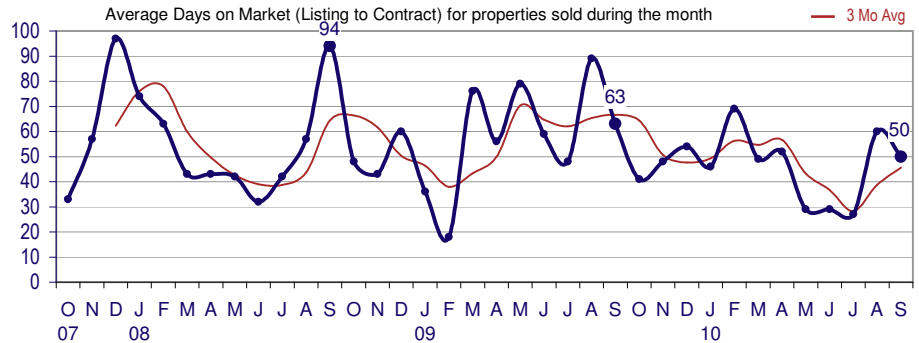


Price Range: All | Properties: Single Family - TwnHm

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 50, down 16.7% from 60 days last month and down 20.6% from 63 days in September of last year. The September 2010 DOM was at its lowest level compared with September of 2009 and 2008.

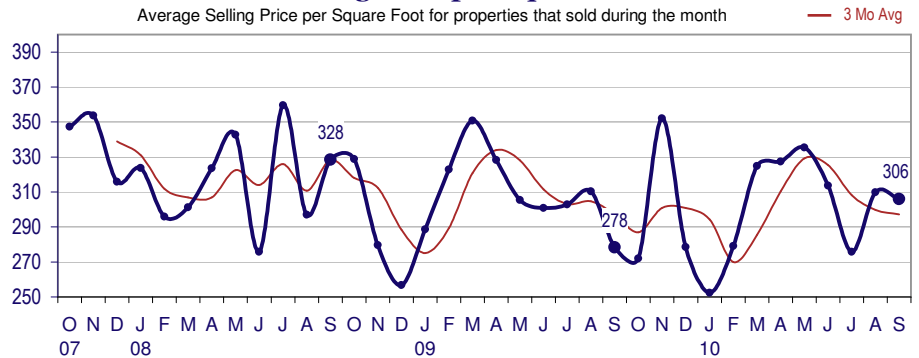
Days On Market for Sold Properties



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 \$306 was down 1.3% from \$310 last month and up 9.9% from 278 in September of last year.

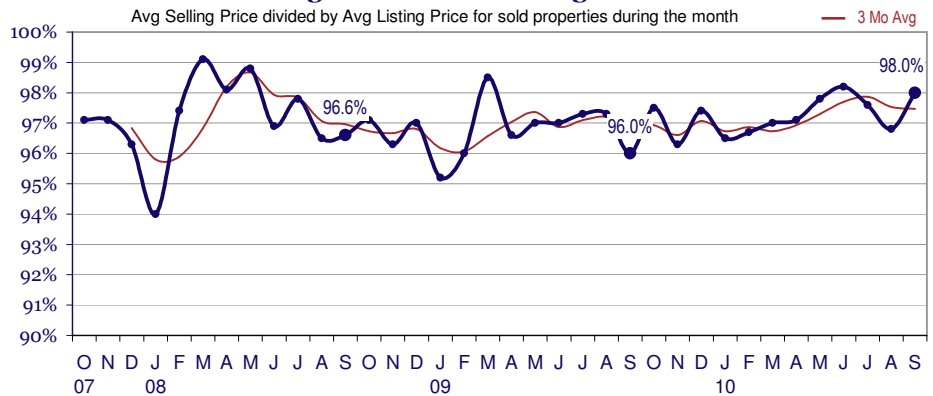
Selling Price per Square Foot



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 98.0% was up from 96.8% last month and up from 96.0% in September of last year.

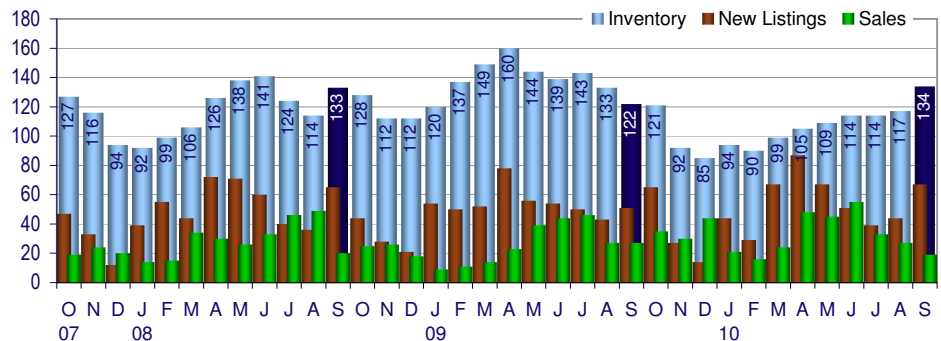
Selling Price versus Listing Price Ratio



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 67, up 52.3% from 44 last month and up 31.4% from 51 in September of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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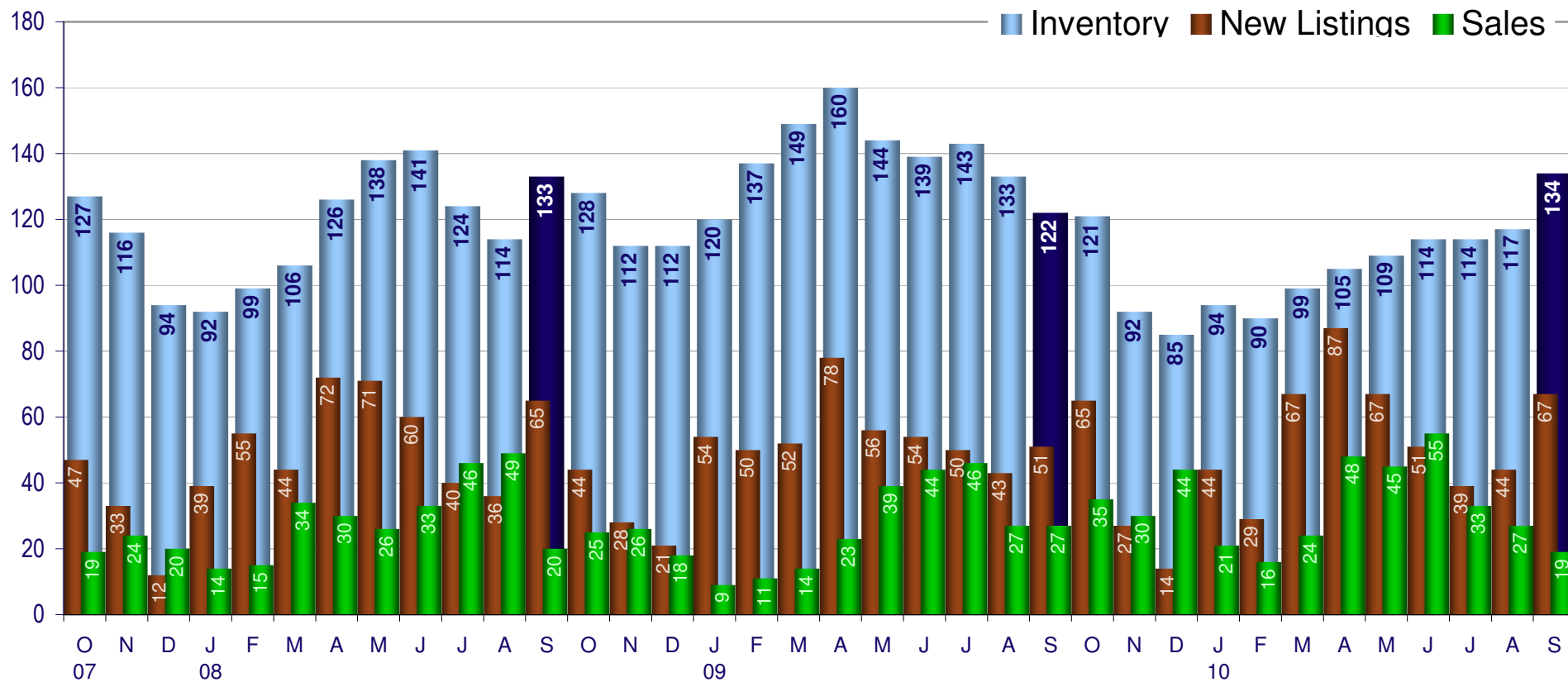
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Price Range: Below to 100,000,000 | Property Types: Single Family - TwnHm

	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	19	24	20	14	15	34	30	26	33	46	49	20	25	26	18	9	11	14	23	39	44	46	27	27	35	30	44	21	16	24	48	45	55	33	27	19
3 Mo. Roll Avg			21	19	16	21	26	30	30	35	43	38	31	24	23	18	13	11	16	25	35	43	39	33	30	31	36	32	27	20	29	39	49	44	38	26

(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	655	795	946	708	725	735	749	787	765	775	750	746	709	665	837	650	645	718	715	761	685	753	849	655	711	700	833	700	767	700	766	785	775	781	810	715
3 Mo. Roll Avg			798	816	793	723	736	757	767	776	763	757	735	706	737	717	711	671	693	731	720	733	762	752	738	688	748	744	767	722	744	750	775	780	789	769

	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	127	116	94	92	99	106	126	138	141	124	114	133	128	112	112	120	137	149	160	144	139	143	133	122	121	92	85	94	90	99	105	109	114	114	117	134
MSI	7	5	5	7	7	3	4	5	4	3	2	7	5	4	6	13	12	11	7	4	3	3	5	5	3	3	2	4	6	4	2	2	2	3	4	7

	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	57	97	74	63	43	43	42	32	42	57	94	48	43	60	36	18	76	56	79	59	48	89	63	41	48	54	46	69	49	52	29	29	27	60	50
3 Mo. Roll Avg			62	76	78	60	50	43	39	39	44	64	66	62	50	46	38	43	50	70	65	62	65	67	64	51	48	49	56	55	57	43	37	28	39	46

	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	347	354	316	324	296	301	324	343	276	359	297	328	329	280	257	289	323	351	328	305	301	303	310	278	272	352	278	252	279	325	327	335	314	276	310	306
3 Mo. Roll Avg			339	331	312	307	307	322	314	326	311	328	318	312	288	275	289	321	334	328	312	303	305	297	287	301	301	294	270	285	310	329	325	308	300	297

	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	0.971	0.971	0.963	0.940	0.974	0.991	0.981	0.988	0.969	0.978	0.965	0.966	0.971	0.963	0.970	0.952	0.960	0.985	0.966	0.970	0.970	0.973	0.973	0.960	0.975	0.963	0.974	0.965	0.967	0.970	0.971	0.978	0.982	0.976	0.968	0.980
3 Mo. Roll Avg			0.968	0.958	0.959	0.968	0.982	0.987	0.979	0.978	0.971	0.970	0.967	0.967	0.968	0.962	0.961	0.966	0.970	0.974	0.969	0.971	0.972	0.969	0.969	0.966	0.971	0.967	0.969	0.967	0.969	0.973	0.977	0.979	0.975	0.975

	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	47	33	12	39	55	44	72	71	60	40	36	65	44	28	21	54	50	52	78	56	54	50	43	51	65	27	14	44	29	67	87	67	51	39	44	67
Inventory	127	116	94	92	99	106	126	138	141	124	114	133	128	112	112	120	137	149	160	144	139	143	133	122	121	92	85	94	90	99	105	109	114	114	117	134
Sales	19	24	20	14	15	34	30	26	33	46	49	20	25	26	18	9	11	14	23	39	44	46	27	27	35	30	44	21	16	24	48	45	55	33	27	19

(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	774	955	1141	849	785	865	1010	897	845	891	812	833	812	763	1007	782	668	789	895	849	792	836	872	789	832	812	892	884	898	801	905	877	890	884	885	672
3 Mo. Roll Avg			957	982	925	833	887	924	917	878	849	846	819	802	860	851	819	746	784	844	845	826	833	832	831	811	845	862	891	861	868	861	891	884	886	814

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