

Zip Code: 22308

Coldwell Banker Georgetown

3000 K Street NW Suite 101
Washington, DC 20007
www.cbmove.com/Georgetown
(202) 333-6100



Price Range: All | Properties: Single Family - TwnHm

Market Profile & Trends Overview

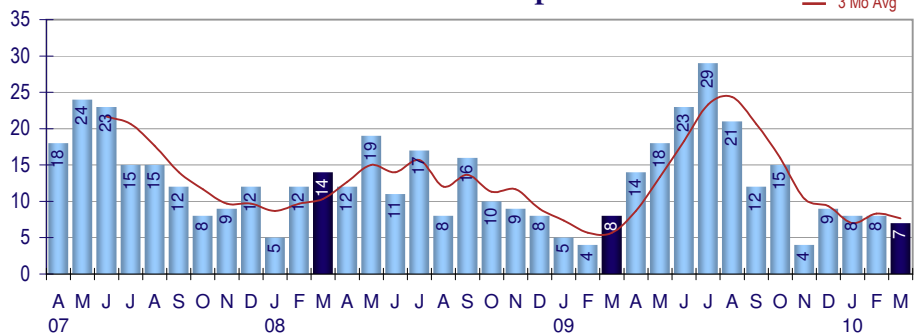
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$699,000	1%		-9%				
Average List Price of all Current Listings	\$945,798	1%		-4%				
March Median Sales Price	\$595,000	1%	5%	8%	6%	\$565,000	13%	0%
March Average Sales Price	\$576,986	-29%	-12%	-29%	-11%	\$671,900	8%	4%
Total Properties Currently for Sale (Inventory)	49	-4%		-29%				
March Number of Properties Sold	7	-13%		-13%		23	35%	
March Average Days on Market (Solds)	110	9%	29%	64%	96%	88	110%	57%
Asking Price per Square Foot (based on New Listings)	\$218	-9%	-2%	-6%	-15%	\$224	-11%	-13%
March Sold Price per Square Foot	\$0	-100%	-100%	-100%	-100%	\$320	36%	31%
March Month's Supply of Inventory	7.0	10%	7%	-19%	-1%	6.5	-48%	-7%
March Sale Price vs List Price Ratio	97.0%	1.4%	1.8%	9.0%	4.6%	95.4%	8.8%	2.9%

* 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

March Property sales were 7, down -12.5% from 8 in March of 2009 and -12.5% lower than the 8 sales last month. March 2010 sales were at their lowest level compared to March of 2009 and 2008. March YTD sales of 23 are running 35.3% ahead of last year's year-to-date sales of 17.

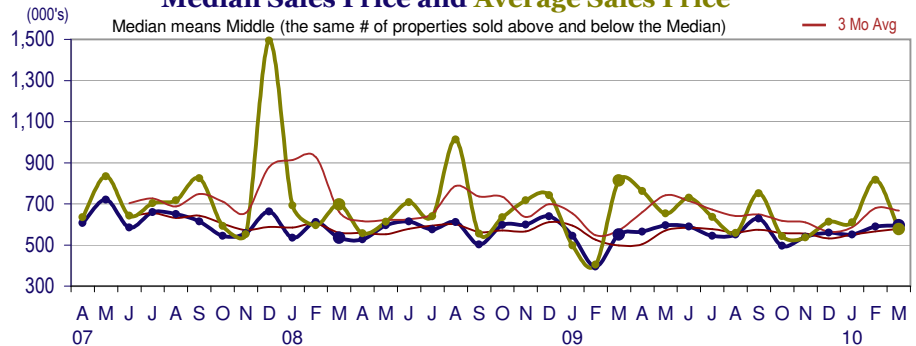
Number of Properties Sold



Prices

The Median Sales Price in March was \$595,000, up 7.9% from \$551,250 in March of 2009 and up 1.1% from \$588,750 last month. The Average Sales Price in March was \$576,986, down -29.0% from \$813,188 in March of 2009 and down -29.3% from \$816,375 last month. March 2010 ASP was at the lowest level compared to March of 2009 and 2008.

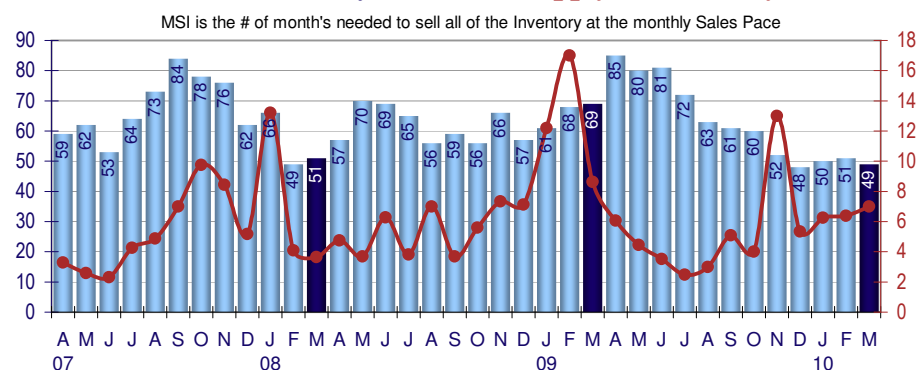
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 49, down -3.9% from 51 last month and down -29.0% from 69 in March of last year. March 2010 Inventory was at its lowest level compared with March 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 March 2010 MSI of 7.0 months was at a mid level compared with March of 2009 and 2008.

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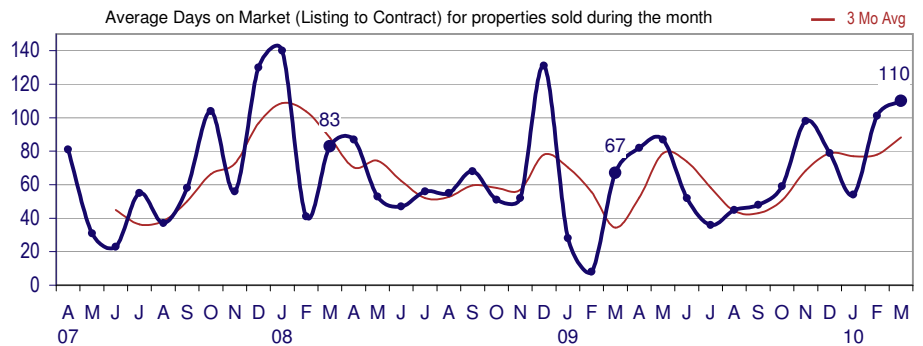


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Market Time

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 March was 110, up 8.9% from 101 days last month and up 64.2% from 67 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.

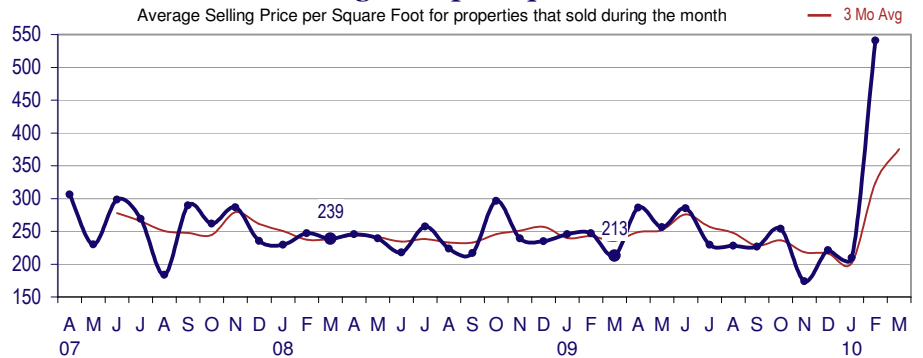
Days On Market for Sold Properties



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 March 2010 Selling Price per Square Foot of \$0 was down -100.0% from \$541 last month and down -100.0% from 213 in March 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 March 2010 Selling Price vs Original List Price of 97.0% was up from 95.7% last month and up from 89.0% in March of last year.

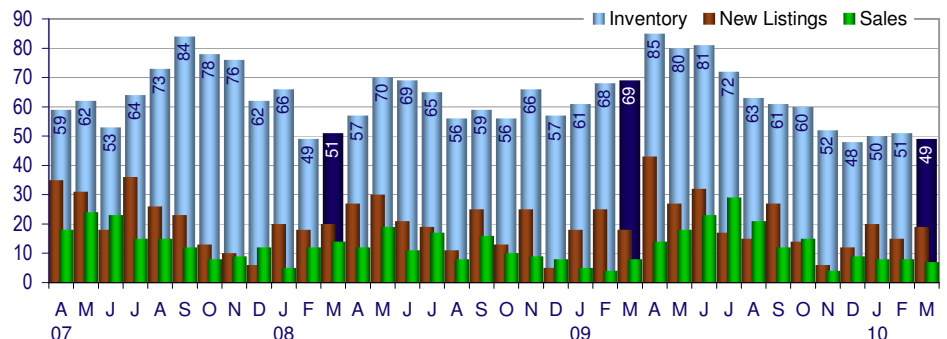
Selling Price versus Listing Price Ratio



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 March 2010 was 19, up 26.7% from 15 last month and up 5.6% from 18 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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March 2010

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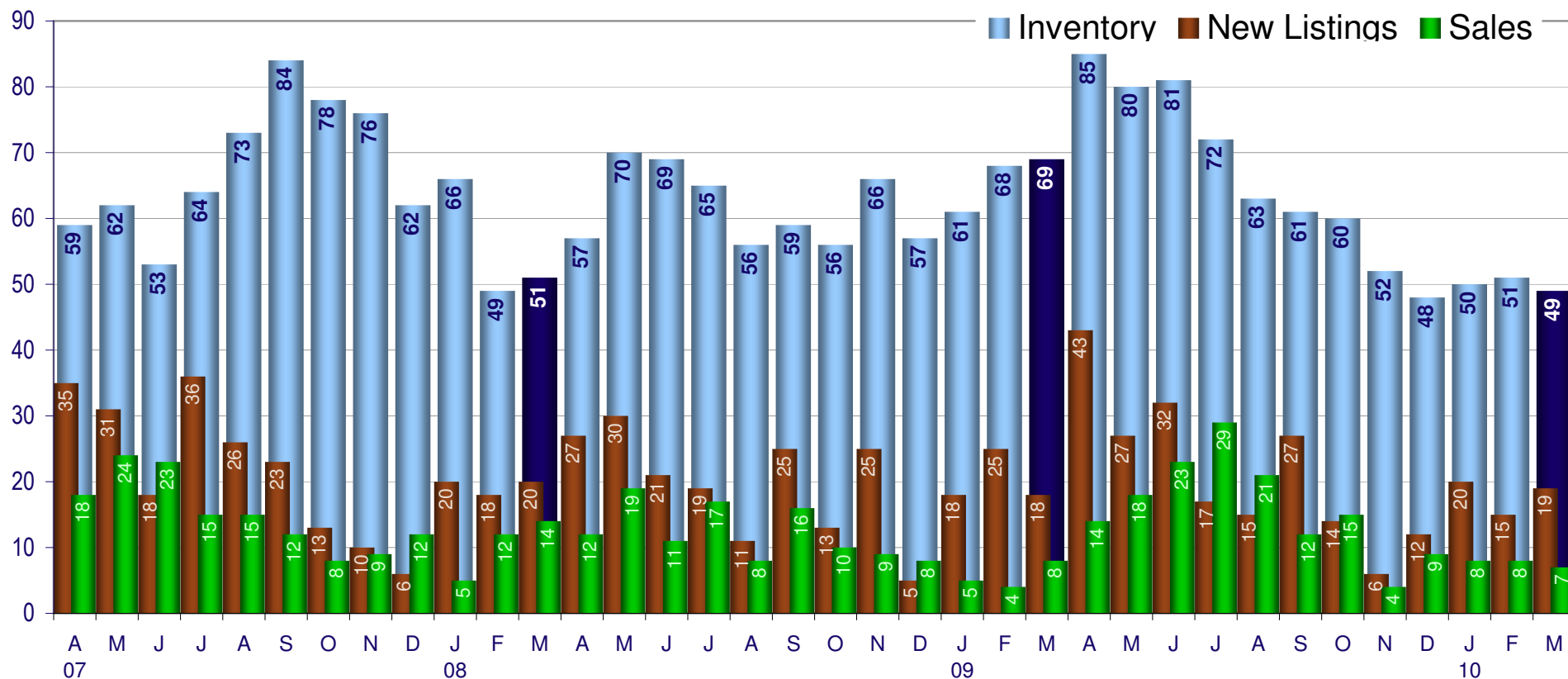
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