

Zip Code: 22314 - Alexandria

COLDWELL BANKER GEORGETOWN

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Direct: (202) 333.6100

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www.cbmove.com/Georgetown



Price Range: All | Properties: Single Family - TwnHm

Market Profile & Trends Overview

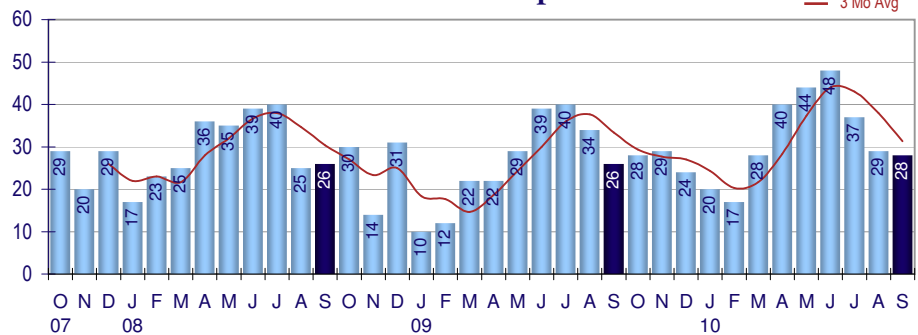
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$800,000	↔		↓				
Average List Price of all Current Listings	\$979,978	↔		↓				
September Median Sales Price	\$655,000	↔	↑	↓	\$611,800	↑	↔	
September Average Sales Price	\$741,611	↓	↔	↑	\$705,904	↑	↑	
Total Properties Currently for Sale (Inventory)	177	↑		↑				
September Number of Properties Sold	28	↓		↑	291	↑		
September Average Days on Market (Solds)	37	↓	↓	↓	56	↑	↑	
Asking Price per Square Foot (based on New Listings)	\$408	↑	↑	↑	\$390	↑	↑	
September Sold Price per Square Foot	\$343	↓	↓	↓	\$361	↔	↔	
September Month's Supply of Inventory	6.3	↑	↑	↑	5.0	↓	↓	
September Sale Price vs List Price Ratio	97.7%	↑	↑	↑	96.3%	↑	↔	

* 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 28, up 7.7% from 26 in September of 2009 and 3.4% lower than the 29 sales last month. September 2010 sales were at their highest level compared to September of 2009 and 2008. September YTD sales of 291 are running 24.4% ahead of last year's year-to-date sales of 234.

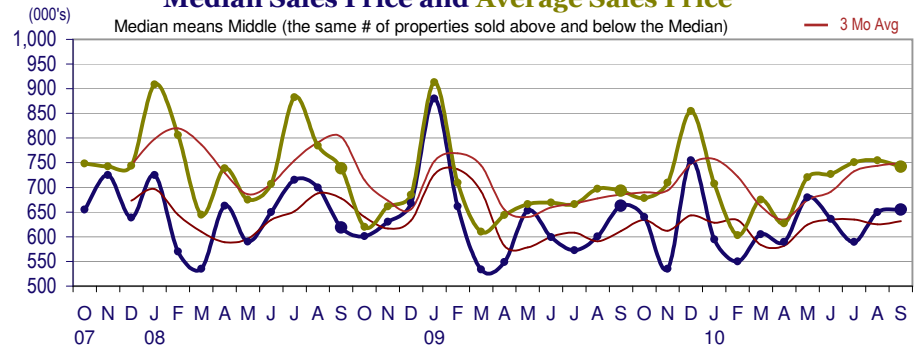
Number of Properties Sold



Prices

The Median Sales Price in September was \$655,000, down 1.1% from \$662,500 in September of 2009 and up 0.8% from \$650,000 last month. The Average Sales Price in September was \$741,611, up 7.0% from \$693,412 in September of 2009 and down 1.7% from \$754,714 last month. September 2010 ASP was at the highest level compared to September of 2009 and 2008.

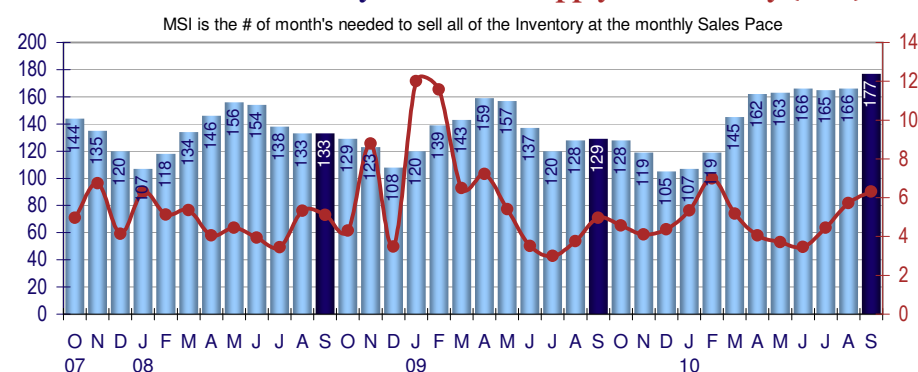
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 177, up 6.6% from 166 last month and up 37.2% from 129 in September of last year. September 2010 Inventory was at its highest level compared with September of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)



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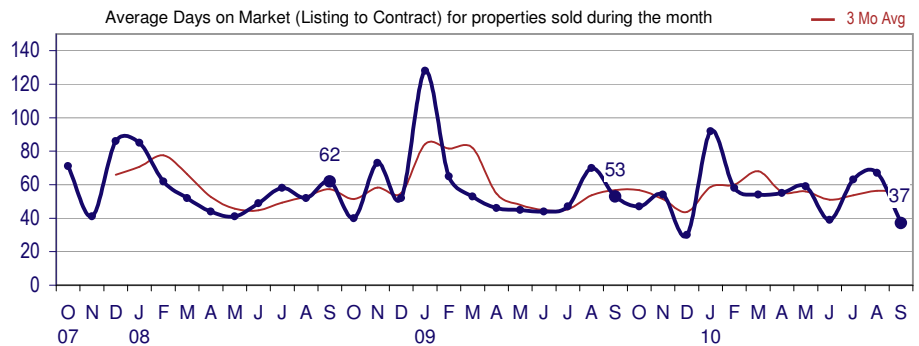


Price Range: All | Properties: Single Family - TwnHm

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 37, down 44.8% from 67 days last month and down 30.2% from 53 days in September of last year. The September 2010 DOM was at its lowest level compared with September of 2009 and 2008.

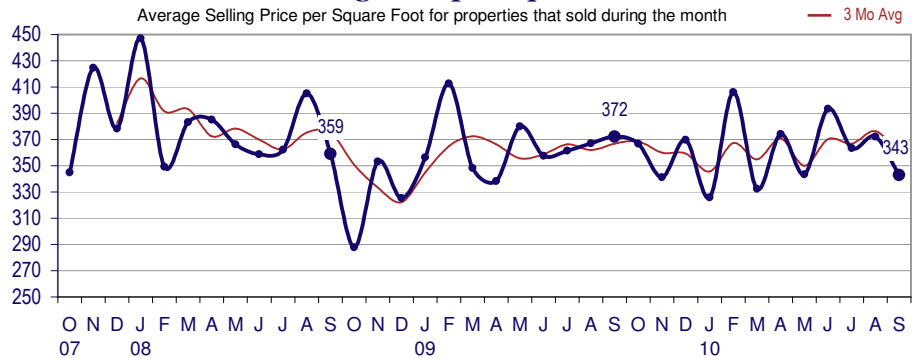
Days On Market for Sold Properties



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 \$343 was down 7.8% from \$372 last month and down 7.8% from 372 in September of last year.

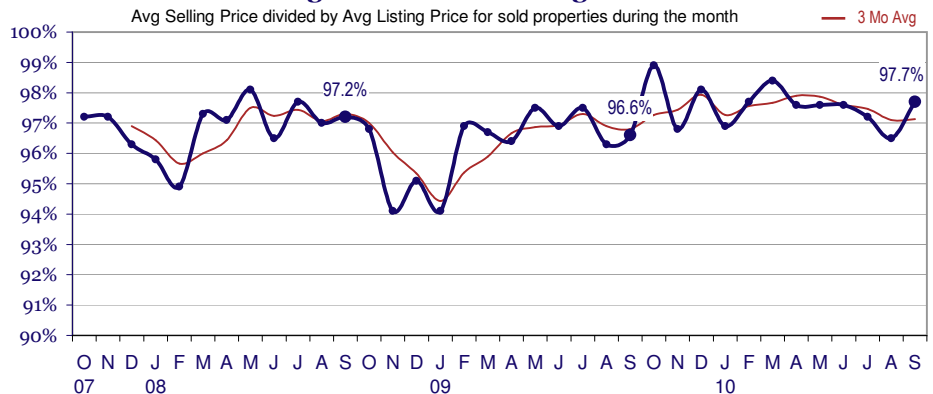
Selling Price per Square Foot



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 97.7% was up from 96.5% last month and up from 96.6% in September of last year.

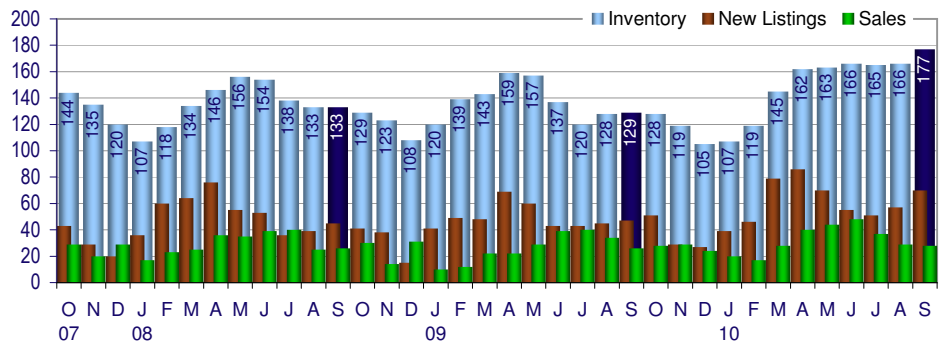
Selling Price versus Listing Price Ratio



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 70, up 22.8% from 57 last month and up 48.9% from 47 in September of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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September 2010

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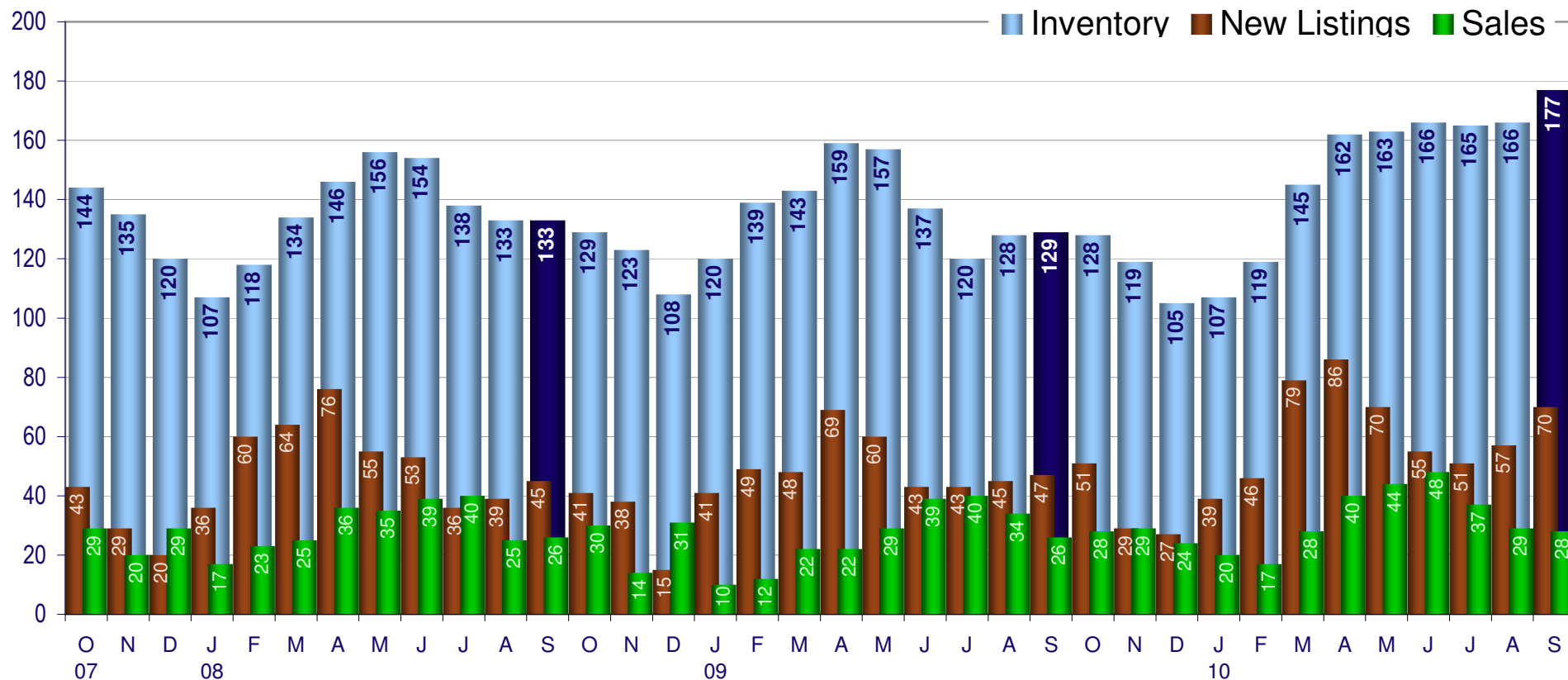
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Price Range: All | Properties: Single Family - TwnHm

Inventory / New Listings / Sales

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Zip Code: 22314 - Alexandria

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	29	20	29	17	23	25	36	35	39	40	25	26	30	14	31	10	12	22	22	29	39	40	34	26	28	29	24	20	17	28	40	44	48	37	29	28
3 Mo. Roll Avg			26	22	23	22	28	32	37	38	35	30	27	23	25	18	18	15	19	24	30	36	38	33	29	28	27	24	20	22	28	37	44	43	38	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	655	725	639	725	570	535	663	590	650	715	700	619	601	631	668	880	662	534	549	653	599	572	601	663	640	535	755	595	550	605	590	680	636	590	650	655
3 Mo. Roll Avg			673	696	645	610	589	596	634	652	688	678	640	617	633	726	737	692	581	579	600	608	591	612	634	613	643	628	633	583	582	625	635	635	625	632

	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	144	135	120	107	118	134	146	156	154	138	133	133	129	123	108	120	139	143	159	157	137	120	128	129	128	119	105	107	119	145	162	163	166	165	166	177
MSI	5	7	4	6	5	5	4	4	4	3	5	5	4	9	3	12	12	7	7	5	4	3	4	5	5	4	4	5	7	5	4	4	3	4	6	6

	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	71	41	86	85	62	52	44	41	49	58	52	62	40	73	52	128	65	53	46	45	44	47	70	53	47	54	30	92	58	54	55	59	39	63	67	37
3 Mo. Roll Avg			66	71	78	66	53	46	45	49	53	57	51	58	55	84	82	82	55	48	45	45	54	57	57	51	44	59	60	68	56	56	51	54	56	56

	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	345	425	378	447	349	383	385	366	359	362	405	359	288	353	325	356	413	348	338	380	358	361	367	372	367	341	370	326	406	332	374	344	393	363	372	343
3 Mo. Roll Avg			383	417	392	393	372	378	370	362	375	375	351	333	322	345	365	372	366	356	359	366	362	367	369	360	359	346	367	355	371	350	370	367	376	359

	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	0.972	0.972	0.963	0.958	0.949	0.973	0.971	0.981	0.965	0.977	0.970	0.972	0.968	0.941	0.951	0.941	0.969	0.967	0.964	0.975	0.969	0.975	0.963	0.966	0.989	0.968	0.981	0.969	0.977	0.984	0.976	0.976	0.976	0.972	0.965	0.977
3 Mo. Roll Avg			0.969	0.964	0.957	0.960	0.964	0.975	0.972	0.974	0.971	0.973	0.970	0.960	0.953	0.944	0.954	0.959	0.967	0.969	0.969	0.973	0.969	0.968	0.973	0.974	0.979	0.973	0.976	0.977	0.979	0.979	0.976	0.975	0.971	0.971

	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	43	29	20	36	60	64	76	55	53	36	39	45	41	38	15	41	49	48	69	60	43	43	45	47	51	29	27	39	46	79	86	70	55	51	57	70
Inventory	144	135	120	107	118	134	146	156	154	138	133	133	129	123	108	120	139	143	159	157	137	120	128	129	128	119	105	107	119	145	162	163	166	165	166	177
Sales	29	20	29	17	23	25	36	35	39	40	25	26	30	14	31	10	12	22	22	29	39	40	34	26	28	29	24	20	17	28	40	44	48	37	29	28

(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	748	743	744	909	806	644	739	675	707	883	785	739	620	661	685	913	710	610	644	666	669	666	697	693	679	709	855	708	603	675	627	721	727	751	755	742
3 Mo. Roll Avg			745	798	820	786	730	686	707	755	791	802	715	673	655	753	769	744	655	640	660	667	678	686	690	694	748	757	722	662	635	674	691	733	744	749

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