

# MARKET ACTION REPORT

September 2010

Zip Codes: 20005 - Washington, 20008 - Washington, 20009 - Washington, 20036 - Washington, 20037 - Washington

COLDWELL BANKER GEORGETOWN

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Price Range: \$500,000 and Up | Properties: Single Family - TwnHm

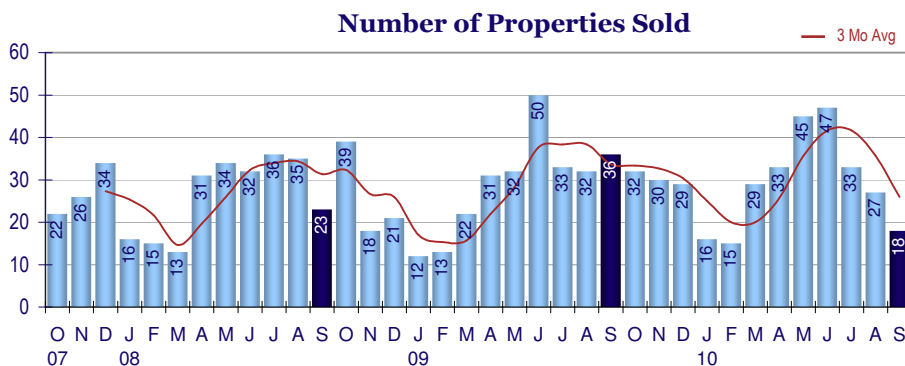
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,297,000	↓		↔				
Average List Price of all Current Listings	\$1,866,537	↓		↓				
September Median Sales Price	\$977,500	↑	↑	↑	\$850,000	↑	↑	
September Average Sales Price	\$1,212,950	↑	↑	↑	\$1,104,443	↑	↑	
Total Properties Currently for Sale (Inventory)	144	↑		↑				
September Number of Properties Sold	18	↓		↓	263	↔		
September Average Days on Market (Solds)	60	↑	↑	↑	55	↔	↓	
Asking Price per Square Foot (based on New Listings)	\$531	↑	↑	↑	\$494	↑	↑	
September Sold Price per Square Foot	\$447	↓	↔	↓	\$438	↔	↔	
September Month's Supply of Inventory	8.0	↑	↑	↑	4.6	↓	↓	
September Sale Price vs List Price Ratio	96.3%	↓	↔	↓	95.6%	↑	↑	

\* 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)

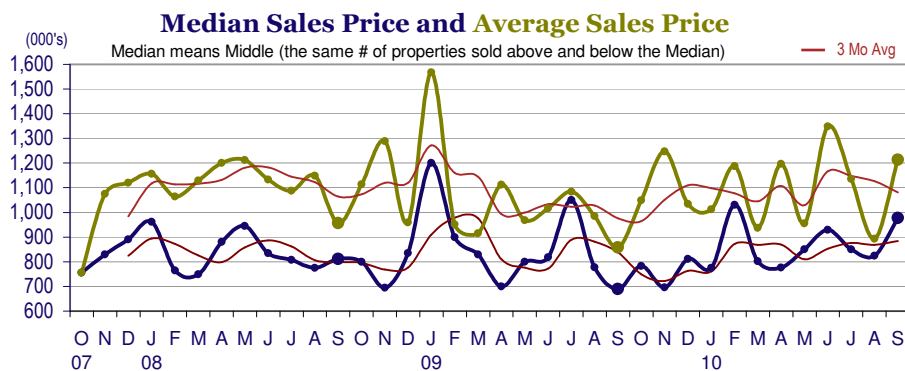
## Property Sales

September Property sales were 18, down 50.0% from 36 in September of 2009 and 33.3% 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 263 are running 0.8% ahead of last year's year-to-date sales of 261.



## Prices

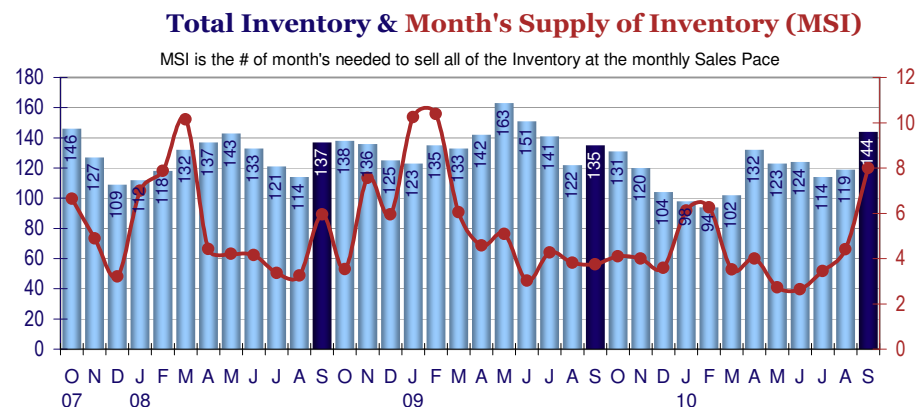
The Median Sales Price in September was \$977,500, up 41.8% from \$689,500 in September of 2009 and up 18.5% from \$825,000 last month. The Average Sales Price in September was \$1,212,950, up 41.2% from \$858,744 in September of 2009 and up 35.7% from \$893,704 last month. September 2010 ASP was at the highest level compared to September of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 144, up 21.0% from 119 last month and up 6.7% from 135 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 8.0 months was at its highest level compared with September of 2009 and 2008.



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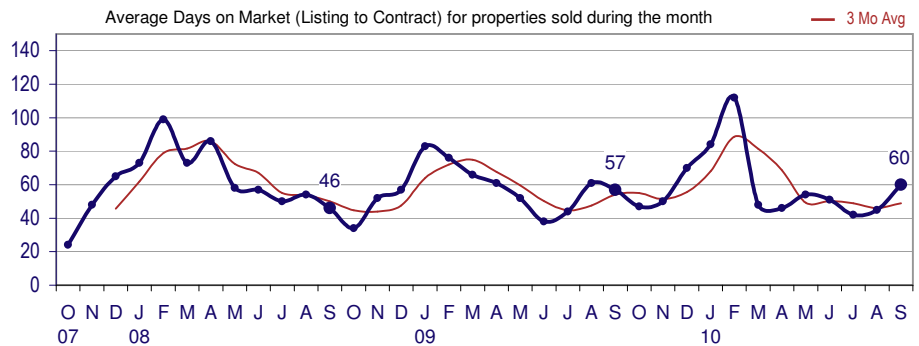


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## Market Time

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 September was 60, up 33.3% from 45 days last month and up 5.3% from 57 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

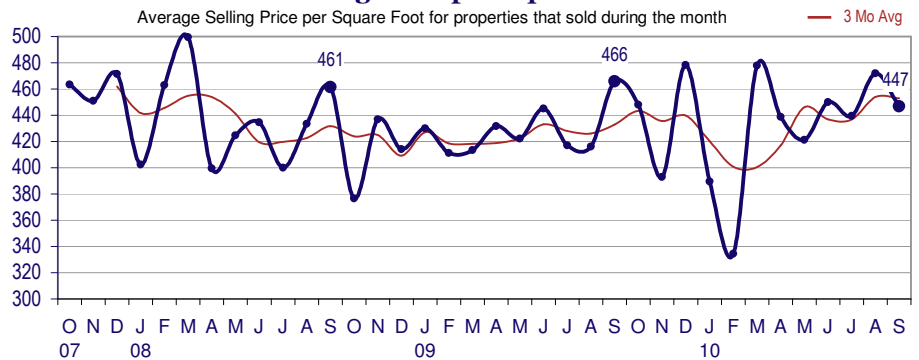
## Days On Market for Sold Properties



## 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 \$447 was down 5.3% from \$472 last month and down 4.1% from 466 in September of last year.

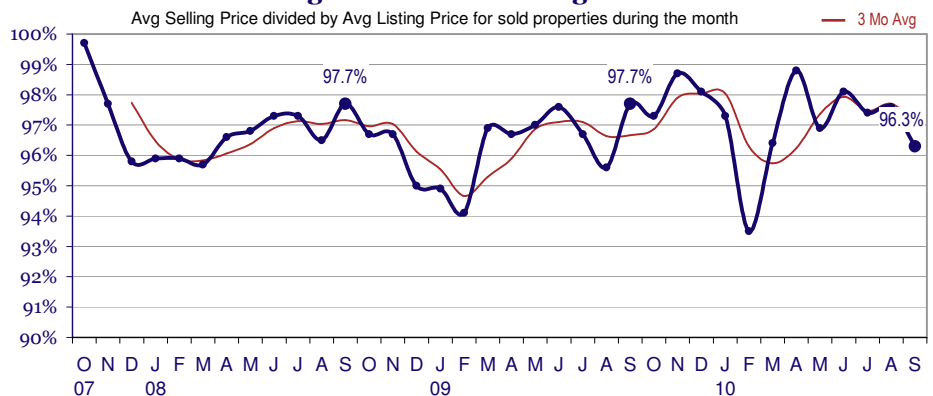
## Selling Price per Square Foot



## 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 96.3% was down from 97.6% last month and down from 97.7% in September of last year.

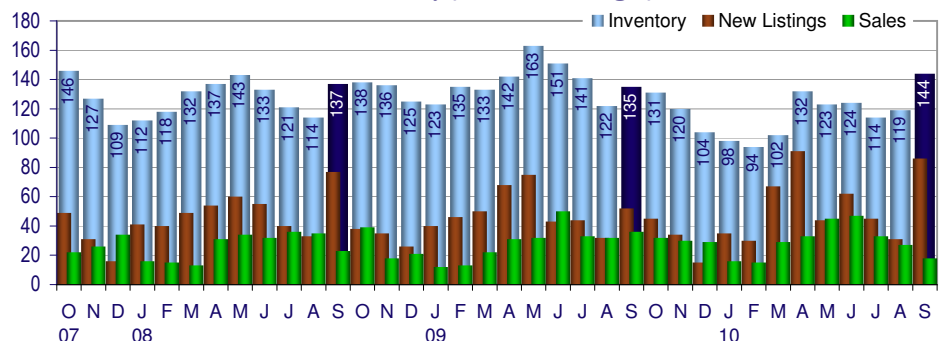
## Selling Price versus Listing Price Ratio



## 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 86, up 177.4% from 31 last month and up 65.4% from 52 in September of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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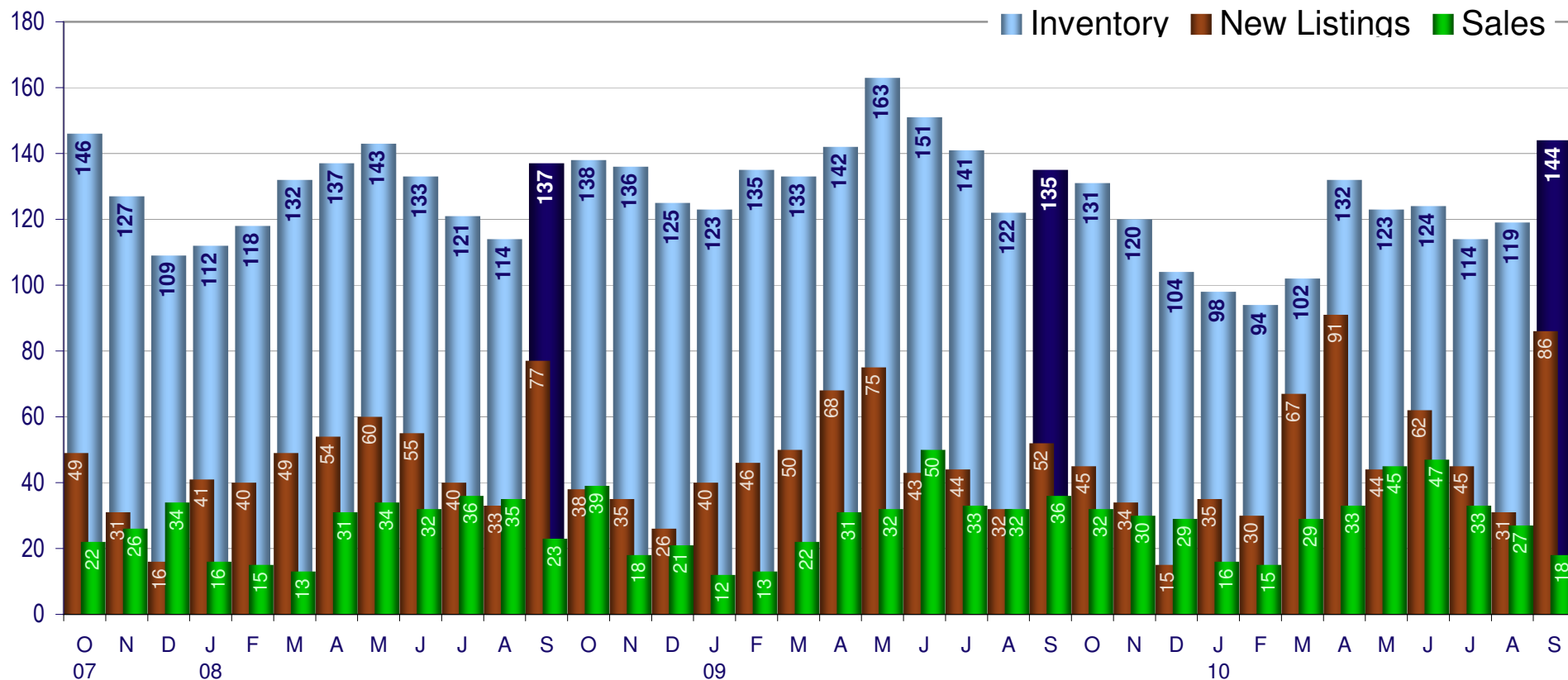
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