

MARKET ACTION REPORT

Sub Division: Georgetown

October 2010

COLDWELL BANKER GEORGETOWN

3000 K Street NW Suite 101

Direct: (202) 333.6100

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www.cbmove.com/Georgetown



Price Range: All | Properties: Single Family - TwnHm

Market Profile & Trends Overview

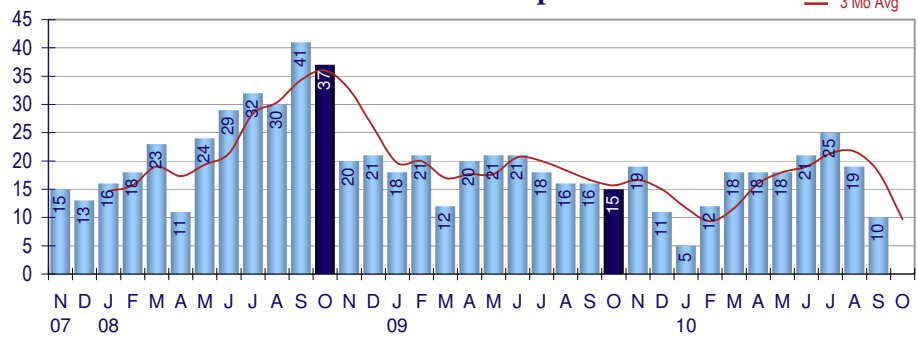
| | Month | Trending versus*: | | | | YTD | Trending versus*: | |
|--|-------------|-------------------|-----|-----|-----------|-----|-------------------|------------|
| | | LM | L3M | PYM | LY | | Prior YTD | Prior Year |
| Median List Price of all Current Listings | \$1,599,000 | ↔ | | ↑ | | | | |
| Average List Price of all Current Listings | \$2,246,498 | ↑ | | ↓ | | | | |
| October Median Sales Price | \$0 | ↓ | ↓ | ↓ | \$772,250 | ↑ | | ↑ |
| October Average Sales Price | \$0 | ↓ | ↓ | ↓ | \$913,566 | ↑ | | ↑ |
| Total Properties Currently for Sale (Inventory) | 83 | ↔ | | ↓ | | | | |
| October Number of Properties Sold | 0 | ↓ | | ↓ | 146 | ↓ | | ↓ |
| October Average Days on Market (Solds) | 0 | ↓ | ↓ | ↓ | 56 | ↓ | | ↓ |
| Asking Price per Square Foot (based on New Listings) | \$338 | ↓ | ↓ | ↓ | \$449 | ↑ | | ↑ |
| October Sold Price per Square Foot | \$0 | ↑ | ↓ | ↓ | \$317 | ↑ | | ↑ |
| October Month's Supply of Inventory | 0.0 | ↓ | ↓ | ↓ | 6.3 | ↑ | | ↑ |
| October Sale Price vs List Price Ratio | 0.0% | ↓ | ↓ | ↓ | 94.3% | ↑ | | ↑ |

* 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

October Property sales were 0, down 100.0% from 15 in October of 2009 and 100.0% lower than the 10 sales last month. October 2010 sales were at their lowest level compared to October of 2009 and 2008. October YTD sales of 146 are running 18.0% behind last year's year-to-date sales of 178.

Number of Properties Sold



Prices

The Median Sales Price in October was \$0, down 100.0% from \$905,000 in October of 2009 and down 100.0% from \$971,465 last month. The Average Sales Price in October was \$0, down 100.0% from \$915,260 in October of 2009 and down 100.0% from \$1,019,093 last month. October 2010 ASP was at a mid range compared to October of 2009 and 2008.

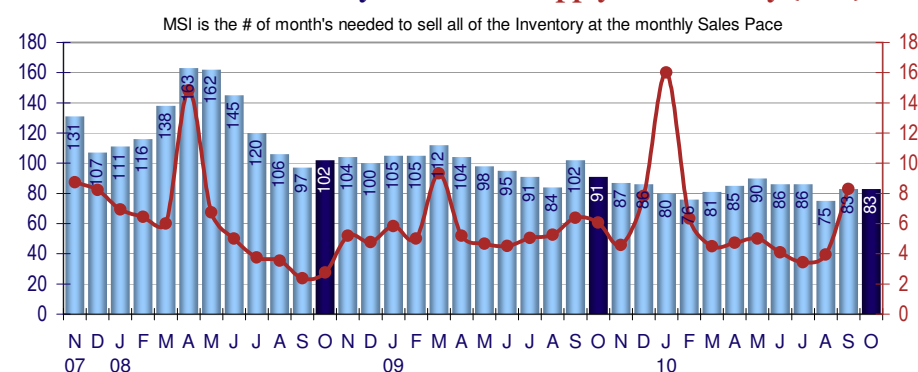
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of October was 83, equal to 83 last month and down 8.8% from 91 in October of last year. October 2010 Inventory was at its lowest level compared with October 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 October 2010 MSI of 0.0 months was at a mid level compared with October of 2009 and 2008.

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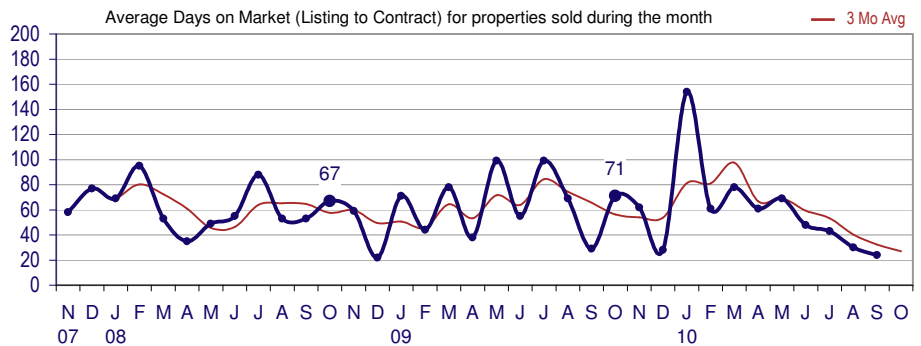


Price Range: All | Properties: Single Family - TwnHm

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 October was 0, down 100.0% from 24 days last month and down 100.0% from 71 days in October of last year. The October 2010 DOM was at a mid level compared with October of 2009 and 2008.

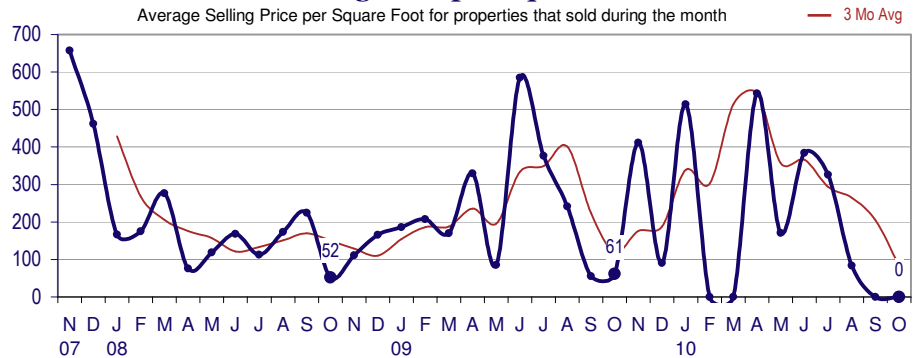
Days On Market for Sold Properties



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 October 2010 Selling Price per Square Foot of \$0 was up from \$0 last month and down 100.0% from 61 in October of last year.

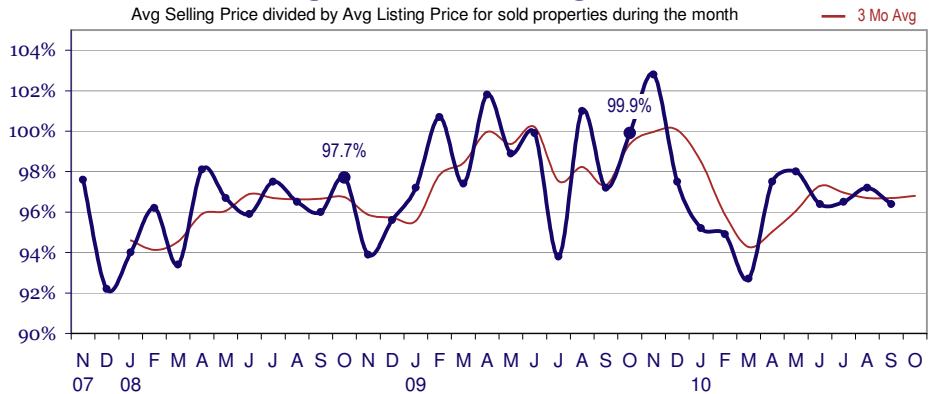
Selling Price per Square Foot



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 October 2010 Selling Price vs Original List Price of 0.0% was down from 96.4% last month and down from 99.9% in October of last year.

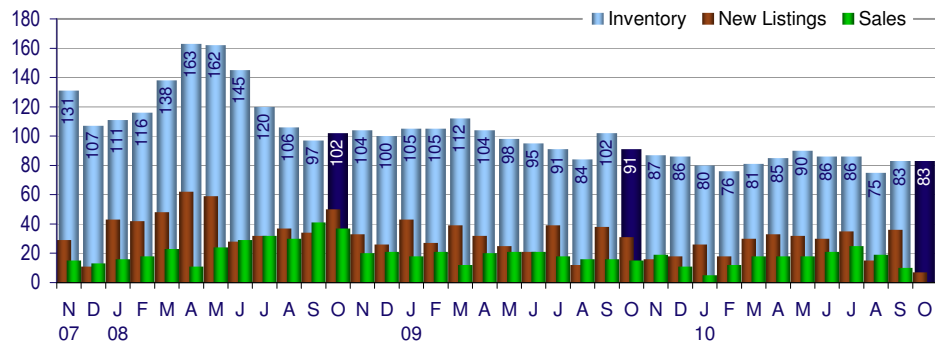
Selling Price versus Listing Price Ratio



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 October 2010 was 7, down 80.6% from 36 last month and down 77.4% from 31 in October of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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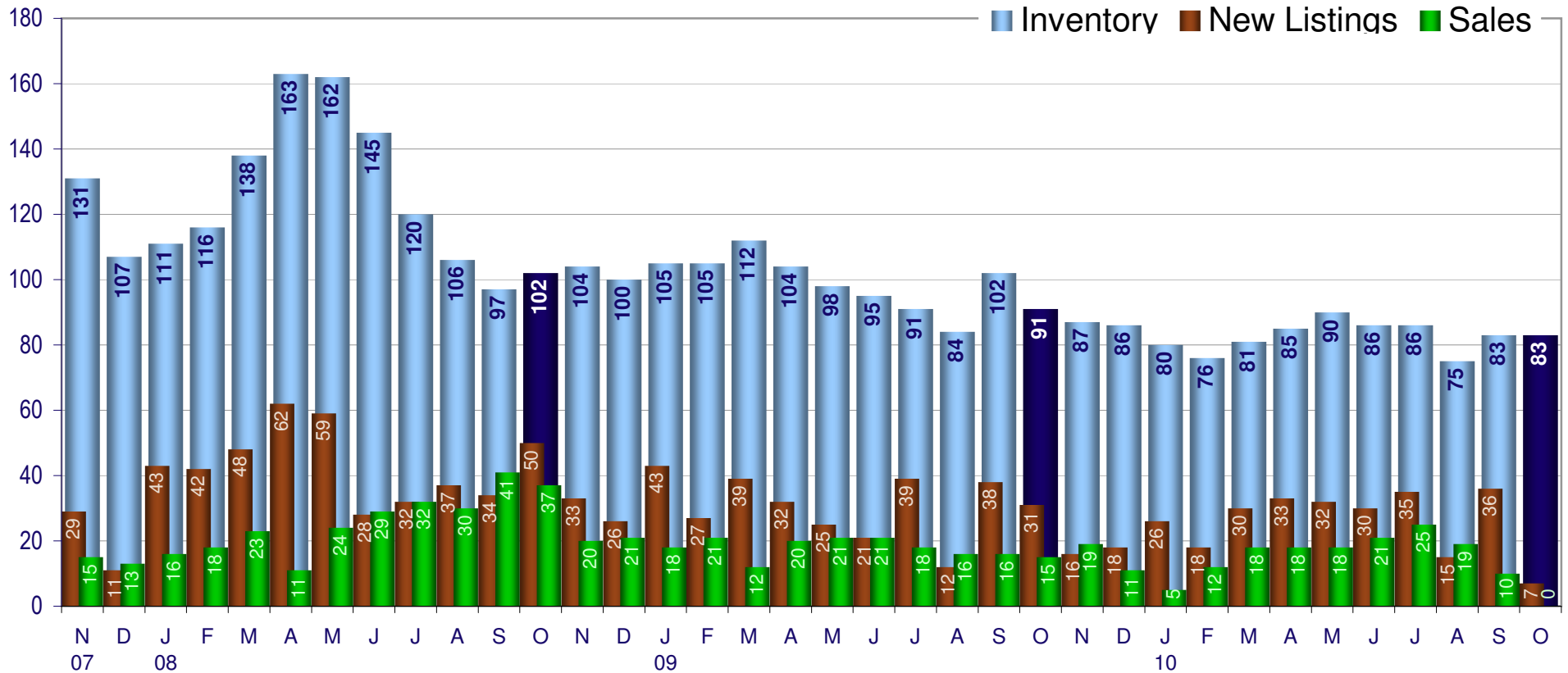
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Price Range: All | Properties: Single Family - TwnHm

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Sub Division: Georgetown

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

| | N 07 | 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 | O |
|----------------|------|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|
| Homes Sold | 15 | 13 | 16 | 18 | 23 | 11 | 24 | 29 | 32 | 30 | 41 | 37 | 20 | 21 | 18 | 21 | 12 | 20 | 21 | 21 | 18 | 16 | 16 | 15 | 19 | 11 | 5 | 12 | 18 | 18 | 18 | 21 | 25 | 19 | 10 | 0 |
| 3 Mo. Roll Avg | | | 15 | 16 | 19 | 17 | 19 | 21 | 28 | 30 | 34 | 36 | 33 | 26 | 20 | 20 | 17 | 18 | 18 | 21 | 20 | 18 | 17 | 16 | 17 | 15 | 12 | 9 | 12 | 16 | 18 | 19 | 21 | 22 | 18 | 10 |

| (000's) | N 07 | 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 | O |
|-------------------|------|------|------|-----|-----|-----|-----|----|----|----|----|----|----|----|------|----|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|-----|-----|-----|-----|-----|-----|-----|-----|
| Median Sale Price | 850 | 1050 | 1225 | 720 | 610 | 105 | 99 | 78 | 85 | 82 | 75 | 76 | 71 | 55 | 68 | 82 | 77 | 288 | 75 | 800 | 900 | 85 | 78 | 905 | 112 | 515 | 708 | 1313 | 750 | 111 | 653 | 680 | 995 | 870 | 971 | |
| 3 Mo. Roll Avg | | | 1042 | 998 | 852 | 478 | 271 | 94 | 87 | 82 | 81 | 78 | 74 | 67 | 64 | 68 | 76 | 149 | 147 | 388 | 592 | 595 | 354 | 356 | 365 | 511 | 445 | 845 | 923 | 724 | 504 | 481 | 776 | 848 | 945 | 921 |

| | N 07 | 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 | O |
|-----------|------|-----|------|-----|-----|-----|-----|-----|-----|-----|----|-----|-----|-----|------|-----|-----|-----|----|----|----|----|-----|----|----|----|------|----|----|----|----|----|----|----|----|----|
| Inventory | 131 | 107 | 111 | 116 | 138 | 163 | 162 | 145 | 120 | 106 | 97 | 102 | 104 | 100 | 105 | 105 | 112 | 104 | 98 | 95 | 91 | 84 | 102 | 91 | 87 | 86 | 80 | 76 | 81 | 85 | 90 | 86 | 86 | 75 | 83 | 83 |
| MSI | 9 | 8 | 7 | 6 | 6 | 15 | 7 | 5 | 4 | 4 | 2 | 3 | 5 | 5 | 6 | 5 | 9 | 5 | 5 | 5 | 5 | 5 | 6 | 6 | 5 | 8 | 16 | 6 | 5 | 5 | 5 | 4 | 3 | 4 | 8 | |

| | N 07 | 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 | O |
|----------------|------|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|----|----|------|----|----|----|----|----|----|----|----|----|
| Days on Market | 58 | 77 | 69 | 95 | 53 | 35 | 49 | 55 | 88 | 53 | 53 | 67 | 59 | 22 | 71 | 44 | 78 | 38 | 99 | 55 | 99 | 69 | 29 | 71 | 62 | 28 | 154 | 61 | 78 | 61 | 69 | 48 | 43 | 30 | 24 | |
| 3 Mo. Roll Avg | | | 68 | 80 | 72 | 61 | 46 | 46 | 64 | 65 | 65 | 58 | 60 | 49 | 51 | 46 | 64 | 53 | 72 | 64 | 84 | 74 | 66 | 56 | 54 | 54 | 81 | 81 | 98 | 67 | 69 | 59 | 53 | 40 | 32 | 27 |

| | N 07 | 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 | O |
|-----------------|------|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|----|
| Price per Sq Ft | 658 | 462 | 166 | 175 | 276 | 76 | 118 | 168 | 113 | 173 | 224 | 52 | 111 | 166 | 186 | 207 | 170 | 330 | 86 | 585 | 376 | 242 | 56 | 61 | 411 | 91 | 514 | 0 | 0 | 543 | 171 | 384 | 326 | 83 | 0 | 0 |
| 3 Mo. Roll Avg | | | 429 | 268 | 206 | 176 | 157 | 121 | 133 | 151 | 170 | 150 | 129 | 110 | 154 | 186 | 188 | 236 | 195 | 334 | 349 | 401 | 224 | 120 | 176 | 188 | 339 | 302 | 514 | 543 | 357 | 366 | 294 | 264 | 205 | 83 |

| | N 07 | 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 | O |
|--------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sale to List Price | 0.976 | 0.922 | 0.940 | 0.962 | 0.934 | 0.981 | 0.967 | 0.959 | 0.975 | 0.965 | 0.960 | 0.977 | 0.939 | 0.956 | 0.972 | 1.007 | 0.974 | 1.018 | 0.989 | 0.999 | 0.938 | 1.010 | 0.972 | 0.999 | 1.028 | 0.975 | 0.952 | 0.949 | 0.927 | 0.975 | 0.980 | 0.964 | 0.965 | 0.972 | 0.964 | |
| 3 Mo. Roll Avg | | | 0.946 | 0.941 | 0.945 | 0.959 | 0.961 | 0.969 | 0.967 | 0.966 | 0.967 | 0.967 | 0.959 | 0.957 | 0.956 | 0.978 | 0.984 | 1.000 | 0.994 | 1.002 | 0.975 | 0.982 | 0.973 | 0.994 | 1.000 | 1.001 | 0.985 | 0.959 | 0.943 | 0.950 | 0.961 | 0.973 | 0.970 | 0.967 | 0.967 | 0.968 |

| | N 07 | 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 | O |
|--------------|------|-----|------|-----|-----|-----|-----|-----|-----|-----|----|-----|-----|-----|------|-----|-----|-----|----|----|----|----|-----|----|----|----|------|----|----|----|----|----|----|----|----|----|
| New Listings | 29 | 11 | 43 | 42 | 48 | 62 | 59 | 28 | 32 | 37 | 34 | 50 | 33 | 26 | 43 | 27 | 39 | 32 | 25 | 21 | 39 | 12 | 38 | 31 | 16 | 18 | 26 | 18 | 30 | 33 | 32 | 30 | 35 | 15 | 36 | 7 |
| Inventory | 131 | 107 | 111 | 116 | 138 | 163 | 162 | 145 | 120 | 106 | 97 | 102 | 104 | 100 | 105 | 105 | 112 | 104 | 98 | 95 | 91 | 84 | 102 | 91 | 87 | 86 | 80 | 76 | 81 | 85 | 90 | 86 | 86 | 75 | 83 | 83 |
| Sales | 15 | 13 | 16 | 18 | 23 | 11 | 24 | 29 | 32 | 30 | 41 | 37 | 20 | 21 | 18 | 21 | 12 | 20 | 21 | 21 | 18 | 16 | 16 | 15 | 19 | 11 | 5 | 12 | 18 | 18 | 18 | 21 | 25 | 19 | 10 | 0 |

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|----------------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-----|-----|-----|-----|-----|------|-----|
| Avg Sale Price | 1064 | 1399 | 1076 | 880 | 993 | 307 | 777 | 494 | 837 | 607 | 562 | 571 | 498 | 490 | 501 | 866 | 841 | 662 | 806 | 863 | 954 | 480 | 352 | 915 | 540 | 657 | 949 | 1362 | 1128 | 500 | 943 | 853 | 964 | 728 | 1019 | |
| 3 Mo. Roll Avg | | | 1180 | 1118 | 983 | 727 | 693 | 526 | 703 | 646 | 669 | 580 | 544 | 520 | 497 | 619 | 736 | 790 | 770 | 777 | 874 | 765 | 595 | 583 | 603 | 704 | 715 | 989 | 1146 | 997 | 857 | 765 | 920 | 848 | 904 | 874 |

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