

Sub Division: *Kalorama*

COLDWELL BANKER GEORGETOWN

3000 K Street NW Suite 101

Direct: (202) 333.6100

Fax: (202) 342.9118

www.cbmove.com/Georgetown



Price Range: All | Properties: Single Family - TwnHm

## Market Profile & Trends Overview

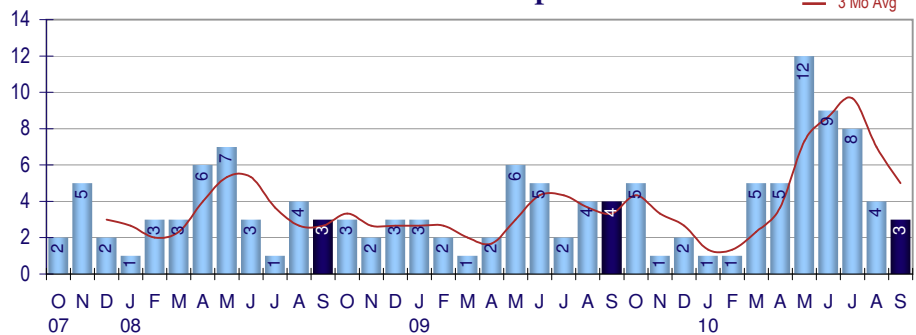
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$3,200,000	-28%		62%				
Average List Price of all Current Listings	\$3,355,760	-20%		13%				
September Median Sales Price	\$600,000	-46%	-43%	3%	-42%	\$969,000	8%	-6%
September Average Sales Price	\$780,000	-40%	-47%	22%	-52%	\$1,447,679	-5%	-11%
Total Properties Currently for Sale (Inventory)	25	47%		0%				
September Number of Properties Sold	3	-25%		-25%		48	66%	
September Average Days on Market (Solds)	8	-93%	-89%	-88%	-90%	81	-12%	-4%
Asking Price per Square Foot (based on New Listings)	\$515		-7%	8%	1%	\$536	10%	5%
September Sold Price per Square Foot	\$551		7%	9%	13%	\$506	3%	4%
September Month's Supply of Inventory	8.3	96%	73%	33%	-14%	9.3	7%	-4%
September Sale Price vs List Price Ratio	99.3%	6.1%	6.0%	2.0%	8.9%	93.4%	2.1%	2.4%

\* 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 3, down 25.0% from 4 in September of 2009 and 25.0% lower than the 4 sales last month. September 2010 sales were at their lowest level compared to September of 2009 and 2008. September YTD sales of 48 are running 65.5% ahead of last year's year-to-date sales of 29.

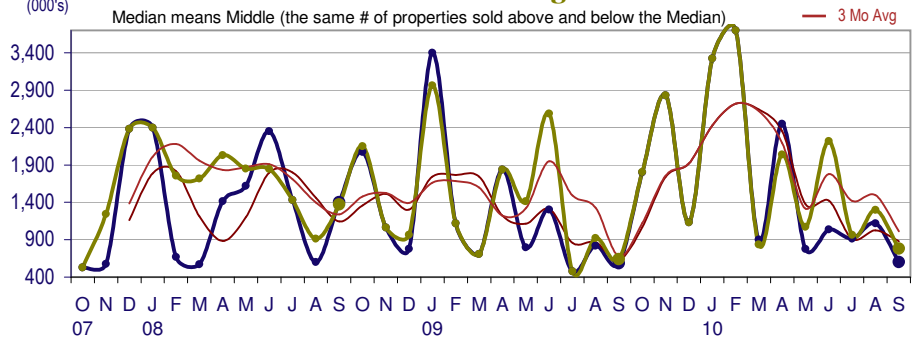
## Number of Properties Sold



## Prices

The Median Sales Price in September was \$600,000, up 2.6% from \$585,000 in September of 2009 and down 46.5% from \$1,121,000 last month. The Average Sales Price in September was \$780,000, up 22.1% from \$639,000 in September of 2009 and down 39.8% from \$1,296,750 last month. September 2010 ASP was at a mid range 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 25, up 47.1% from 17 last month and equal to 25 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)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2010 MSI of 8.3 months was at its highest level compared with September of 2009 and 2008.

Sub Division: *Kalorama*

COLDWELL BANKER GEORGETOWN

3000 K Street NW Suite 101

Direct: (202) 333.6100

Fax: (202) 342.9118

www.cbmove.com/Georgetown

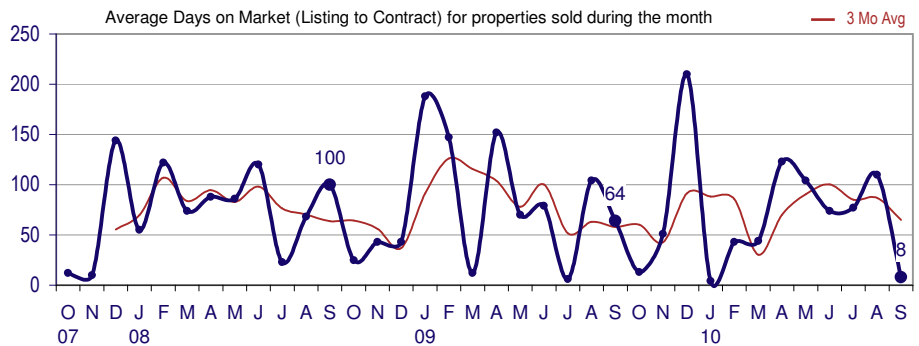


Price Range: All | Properties: Single Family - TwnHm

## 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 8, down 92.7% from 110 days last month and down 87.5% from 64 days in September of last year. The September 2010 DOM was at its lowest level compared with September of 2009 and 2008.

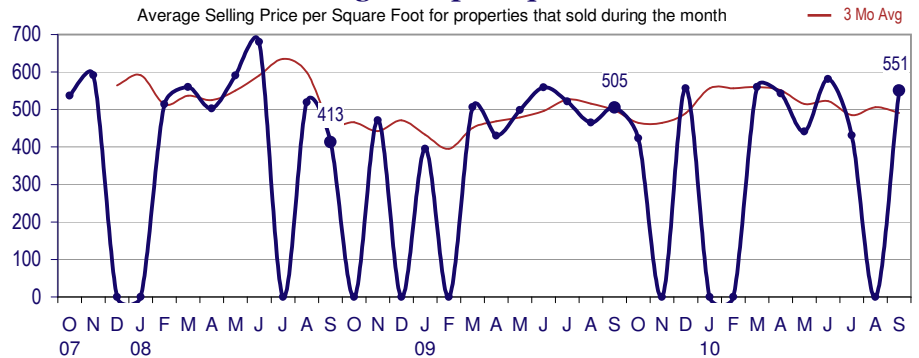
## Days On Market for Sold Properties



## 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 \$551 was up from \$0 last month and up 9.1% from 505 in September of last year.

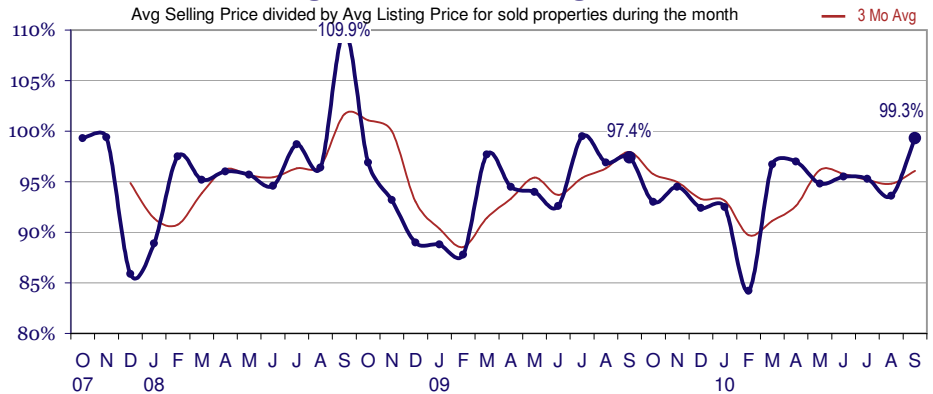
## Selling Price per Square Foot



## 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 99.3% was up from 93.6% last month and up from 97.4% in September of last year.

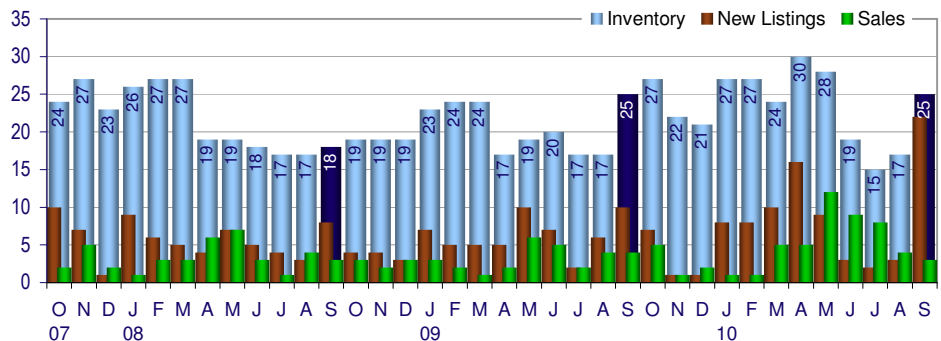
## Selling Price versus Listing Price Ratio



## 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 22, up 633.3% from 3 last month and up 120.0% from 10 in September of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

Sub Division: Kaborama

September 2010

COLDWELL BANKER GEORGETOWN

3000 K Street NW Suite 101

Direct: (202) 333.6100

Fax: (202) 342.9118

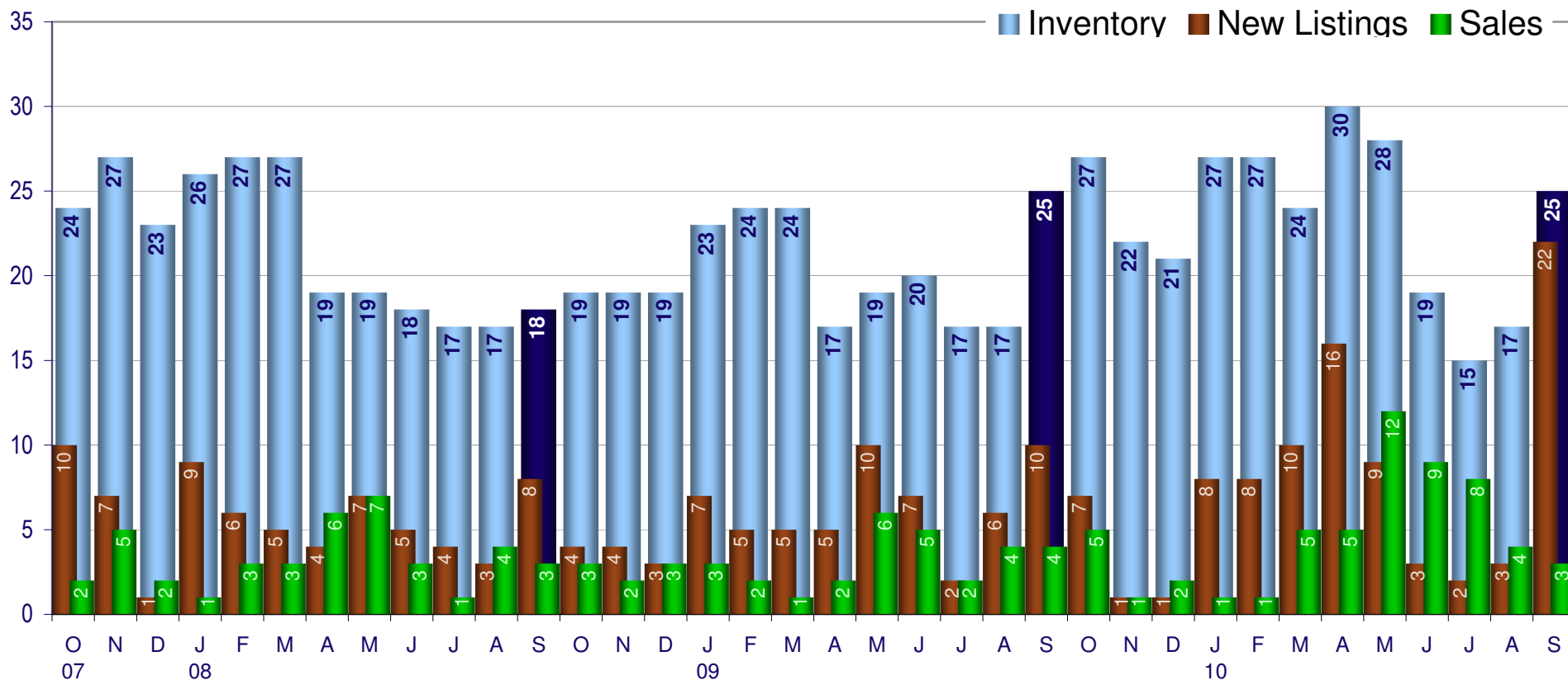
www.cbmove.com/Georgetown



Price Range: All | Properties: Single Family - TwnHm

## 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 22, up 633.3% from 3 last month and up 120.0% from 10 in September of last year.



Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family - TwnHm

Data is provided courtesy of Metropolitan Regional Information Services Incorporated, The Coastal Association of Realtors MLS and Sussex County of Realtors MLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.

## Sub Division: Kalorama

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	2	5	2	1	3	3	6	7	3	1	4	3	3	2	3	3	2	1	2	6	5	2	4	4	5	1	2	1	1	5	5	12	9	8	4	3
3 Mo. Roll Avg			3	3	2	2	4	5	5	4	3	3	3	3	3	3	2	2	3	4	4	4	3	4	3	3	1	1	2	4	7	9	10	7	5	

(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	527	575	2380	2400	670	570	1413	1620	2350	1431	603	1400	2075	1063	775	3400	1119	709	1840	796	1305	477	820	585	1800	2830	1133	3325	3700	900	2450	775	1038	914	1121	600
3 Mo. Roll Avg			1161	1785	1817	1213	884	1201	1794	1800	1461	1144	1359	1513	1304	1746	1765	1742	1222	1115	1314	859	867	627	1068	1738	1921	2429	2719	2642	2350	1375	1421	909	1024	878

	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	24	27	23	26	27	27	19	19	18	17	17	18	19	19	19	23	24	24	17	19	20	17	17	25	27	22	21	27	27	24	30	28	19	15	17	25
MSI	12	5	12	26	9	9	3	3	6	17	4	6	6	10	6	8	12	24	9	3	4	9	4	6	5	22	11	27	27	5	6	2	2	2	4	8

	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	12	10	144	55	122	74	88	86	120	23	68	100	25	43	43	188	147	12	152	70	79	6	104	64	13	51	210	4	43	44	123	104	74	77	110	8
3 Mo. Roll Avg			55	70	107	84	95	83	98	76	70	64	64	56	37	91	126	116	104	78	100	52	63	58	60	43	91	88	86	30	70	90	100	85	87	65

	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	537	591	0	0	514	560	502	591	680	0	519	413	0	471	0	395	0	506	431	499	559	522	465	505	424	0	557	0	0	560	543	442	582	432	0	551
3 Mo. Roll Avg			564	591	514	537	525	551	591	635	599	466	466	442	471	433	395	451	468	479	496	527	516	497	465	464	490	557	557	560	551	515	522	485	507	491

	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	0.993	0.994	0.859	0.889	0.975	0.952	0.960	0.957	0.946	0.987	0.964	1.099	0.969	0.932	0.890	0.888	0.878	0.977	0.945	0.940	0.926	0.995	0.969	0.974	0.930	0.945	0.924	0.925	0.842	0.967	0.970	0.948	0.955	0.953	0.936	0.993
3 Mo. Roll Avg			0.949	0.914	0.908	0.939	0.962	0.956	0.954	0.963	0.966	1.017	1.011	1.000	0.930	0.903	0.885	0.914	0.933	0.954	0.937	0.954	0.963	0.979	0.958	0.950	0.933	0.931	0.897	0.911	0.926	0.962	0.958	0.952	0.948	0.961

	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	10	7	1	9	6	5	4	7	5	4	3	8	4	4	3	7	5	5	5	10	7	2	6	10	7	1	1	8	8	10	16	9	3	2	3	22
Inventory	24	27	23	26	27	27	19	19	18	17	17	18	19	19	19	23	24	24	17	19	20	17	17	25	27	22	21	27	27	24	30	28	19	15	17	25
Sales	2	5	2	1	3	3	6	7	3	1	4	3	3	2	3	3	2	1	2	6	5	2	4	4	5	1	2	1	1	5	5	12	9	8	4	3

(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	527	1244	2380	2400	1758	1717	2031	1851	1848	1431	914	1370	2150	1063	967	2965	1119	709	1840	1415	2587	477	922	639	1802	2830	1133	3325	3700	836	2038	1073	2219	965	1297	780
3 Mo. Roll Avg			1384	2008	2179	1958	1835	1866	1910	1710	1397	1238	1478	1527	1393	1665	1683	1597	1222	1321	1947	1493	1329	679	1121	1757	1922	2429	2719	2620	2191	1316	1777	1419	1494	1014

Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: Single Family - TwnHm

Data is provided courtesy of Metropolitan Regional Information Services Incorporated, The Coastal Association of Realtors MLS and Sussex County of Realtors MLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction