

Zip Codes: 20005 - Washington, 20009 - Washington

COLDWELL BANKER GEORGETOWN

3000 K Street NW Suite 101

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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	\$844,450	5%		4%				
Average List Price of all Current Listings	\$1,070,675	-5%		4%				
September Median Sales Price	\$600,000	-16%	-8%	-1%	0%	\$612,500	2%	2%
September Average Sales Price	\$679,829	-10%	-8%	1%	1%	\$716,622	5%	7%
Total Properties Currently for Sale (Inventory)	90	25%		13%				
September Number of Properties Sold	17	-19%		-37%		232	11%	
September Average Days on Market (Solds)	54	32%	38%	10%	0%	45	-20%	-17%
Asking Price per Square Foot (based on New Listings)	\$514	3%	4%	12%	11%	\$483	6%	5%
September Sold Price per Square Foot	\$462	-12%	-2%	1%	5%	\$464	5%	5%
September Month's Supply of Inventory	5.3	54%	47%	79%	14%	3.3	-36%	-28%
September Sale Price vs List Price Ratio	97.6%	-5%	.1%	-1.0%	.4%	97.4%	.7%	.2%

\* 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)

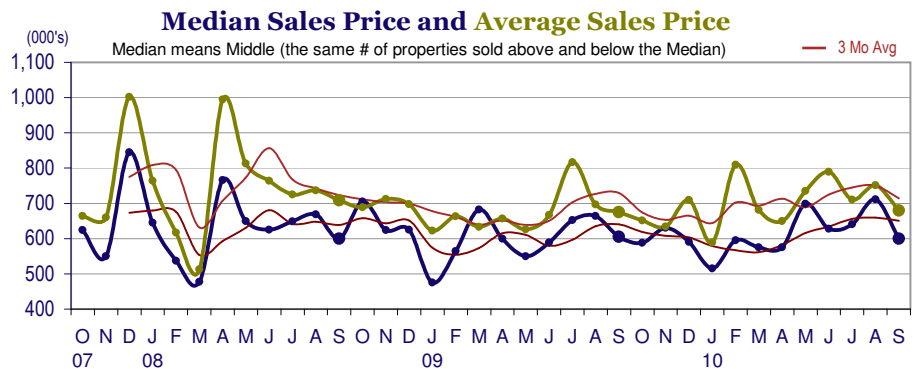
## Property Sales

September Property sales were 17, down 37.0% from 27 in September of 2009 and 19.0% lower than the 21 sales last month. September 2010 sales were at their lowest level compared to September of 2009 and 2008. September YTD sales of 232 are running 11.0% ahead of last year's year-to-date sales of 209.



## Prices

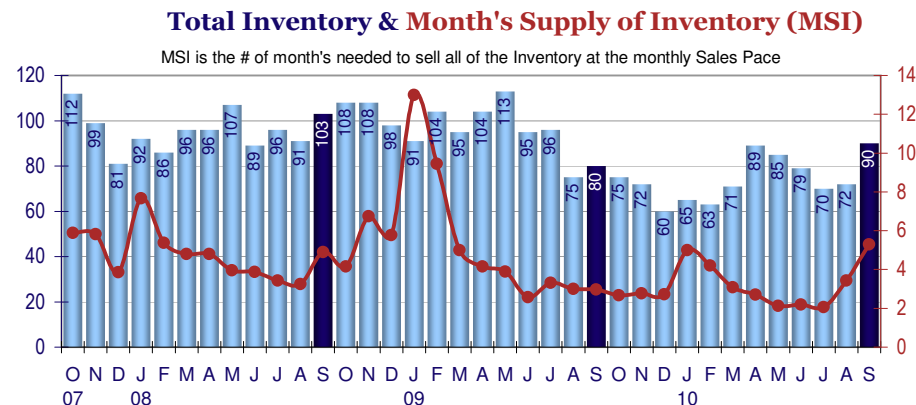
The Median Sales Price in September was \$600,000, down 0.8% from \$605,000 in September of 2009 and down 15.6% from \$711,000 last month. The Average Sales Price in September was \$679,829, up 0.7% from \$675,178 in September of 2009 and down 9.5% from \$751,381 last month. September 2010 ASP was at a mid range compared to September of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 90, up 25.0% from 72 last month and up 12.5% from 80 in September of last year. September 2010 Inventory was at a mid 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 5.3 months was at its highest level compared with September of 2009 and 2008.



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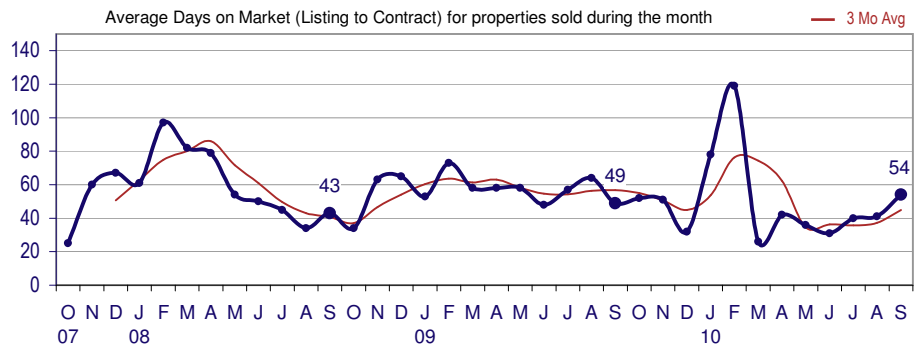


Price Range: All | Properties: Single Family - TwnHm

## 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 September was 54, up 31.7% from 41 days last month and up 10.2% from 49 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

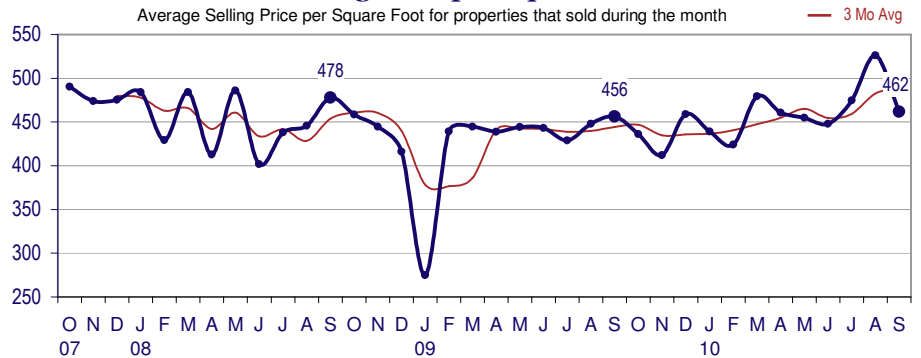
## Days On Market for Sold Properties



## 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 \$462 was down 12.2% from \$526 last month and up 1.2% from 456 in September of last year.

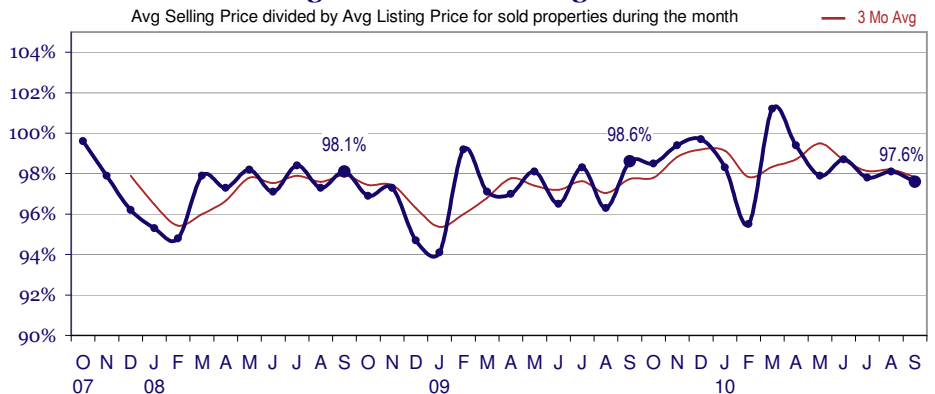
## Selling Price per Square Foot



## 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 97.6% was down from 98.1% last month and down from 98.6% in September of last year.

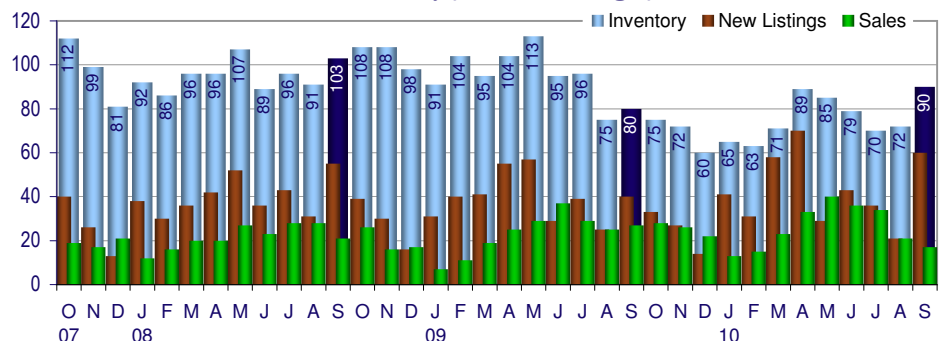
## Selling Price versus Listing Price Ratio



## 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 60, up 185.7% from 21 last month and up 50.0% from 40 in September of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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September 2010

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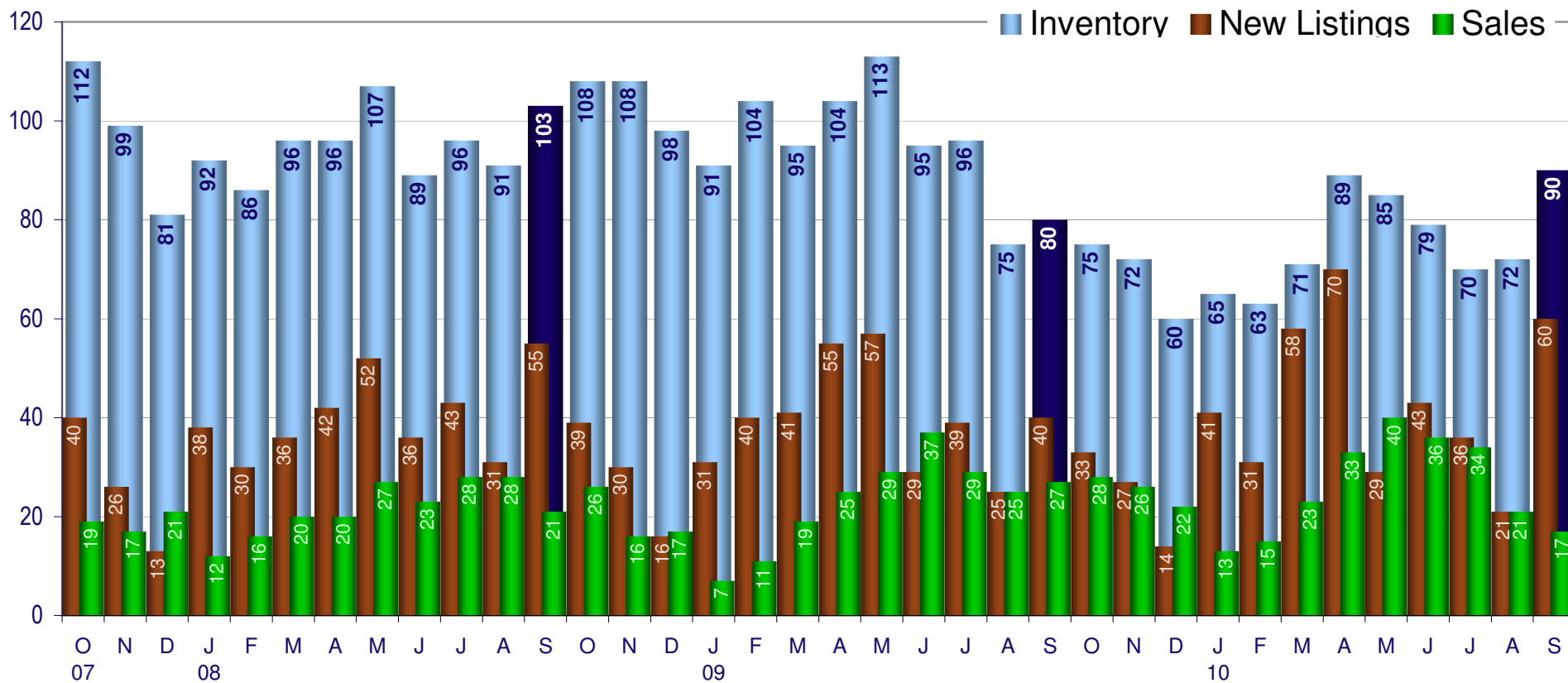
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Price Range: All | Properties: Single Family - TwnHm

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## Zip Codes: 20005 - Washington, 20009 - Washington

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	19	17	21	12	16	20	20	27	23	28	28	21	26	16	17	7	11	19	25	29	37	29	25	27	28	26	22	13	15	23	33	40	36	34	21	17
3 Mo. Roll Avg			19	17	16	16	19	22	23	26	26	26	25	21	20	13	12	12	18	24	30	32	30	27	27	27	25	20	17	17	24	32	36	37	30	24

(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	624	550	845	645	538	478	766	650	625	649	669	600	705	624	625	475	564	682	600	550	589	652	664	605	588	631	591	515	595	575	575	699	628	641	711	600
3 Mo. Roll Avg			673	680	676	553	594	631	680	641	648	639	658	643	651	575	555	574	615	611	580	597	635	640	619	608	603	579	567	562	582	616	634	656	660	651

	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	112	99	81	92	86	96	96	107	89	96	91	103	108	108	98	91	104	95	104	113	95	96	75	80	75	72	60	65	63	71	89	85	79	70	72	90
MSI	6	6	4	8	5	5	5	4	4	3	3	5	4	7	6	13	9	5	4	4	3	3	3	3	3	3	3	5	4	3	3	2	2	2	3	5

	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	25	60	67	61	97	82	79	54	50	45	34	43	34	63	65	53	73	58	58	58	48	57	64	49	52	51	32	78	119	26	42	36	31	40	41	54
3 Mo. Roll Avg			51	63	75	80	86	72	61	50	43	41	37	47	54	60	64	61	63	58	55	54	56	57	55	51	45	54	76	74	62	35	36	36	37	45

	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	490	474	476	484	429	484	413	486	402	438	446	478	459	445	416	275	439	445	439	444	443	429	448	456	436	412	459	439	424	479	461	455	448	475	526	462
3 Mo. Roll Avg			480	478	463	466	442	461	433	442	428	454	461	460	440	379	377	386	441	443	442	439	440	444	447	435	436	437	441	448	455	465	455	459	483	487

	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	0.996	0.979	0.962	0.953	0.948	0.979	0.973	0.982	0.971	0.984	0.973	0.981	0.969	0.973	0.947	0.941	0.992	0.971	0.970	0.981	0.965	0.983	0.963	0.986	0.985	0.994	0.997	0.983	0.955	1.012	0.994	0.979	0.987	0.978	0.981	0.976
3 Mo. Roll Avg			0.979	0.965	0.954	0.960	0.967	0.978	0.975	0.979	0.976	0.979	0.974	0.974	0.963	0.954	0.960	0.968	0.978	0.974	0.972	0.976	0.970	0.977	0.978	0.988	0.992	0.991	0.978	0.983	0.987	0.995	0.987	0.981	0.982	0.978

	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	40	26	13	38	30	36	42	52	36	43	31	55	39	30	16	31	40	41	55	57	29	39	25	40	33	27	14	41	31	58	70	29	43	36	21	60
Inventory	112	99	81	92	86	96	96	107	89	96	91	103	108	108	98	91	104	95	104	113	95	96	75	80	75	72	60	65	63	71	89	85	79	70	72	90
Sales	19	17	21	12	16	20	20	27	23	28	28	21	26	16	17	7	11	19	25	29	37	29	25	27	28	26	22	13	15	23	33	40	36	34	21	17

(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	664	659	1002	764	617	513	994	813	764	725	737	709	689	713	698	622	664	634	657	626	667	817	697	675	651	635	710	589	809	681	650	735	790	711	751	680
3 Mo. Roll Avg			775	809	795	631	708	773	857	767	742	724	711	703	700	677	661	640	651	639	650	703	727	730	674	654	665	644	703	693	714	689	725	745	751	714

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