

Sub Division: Woodley

**Coldwell Banker Georgetown**  
 3000 K Street NW Suite 101  
 Washington, DC 20007  
 www.cbmove.com/Georgetown  
 (202) 333-6100



Price Range: All | Properties: Single Family - TwnHm

## Market Profile & Trends Overview

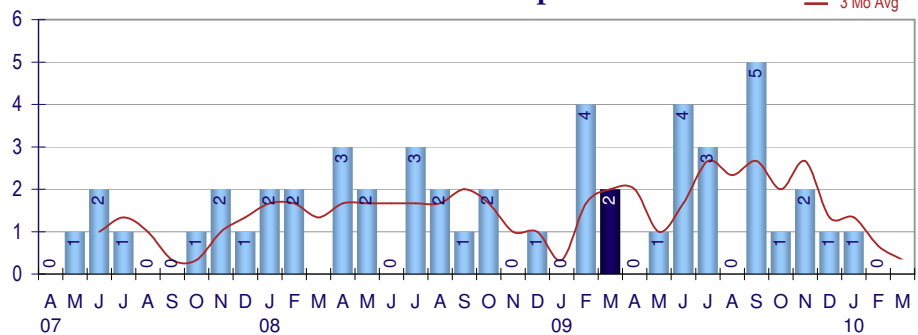
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,787,000	↑		↑				
Average List Price of all Current Listings	\$1,704,750	↑		↑				
March Median Sales Price	\$0	↑	↓	↓	↓	\$825,000	↑	↑
March Average Sales Price	\$0	↑	↓	↓	↓	\$825,000	↑	↑
Total Properties Currently for Sale (Inventory)	4	↓		↓				
March Number of Properties Sold	0	↑		↓		1	↓	
March Average Days on Market (Solds)	0	↑	↓	↓	↓	9	↓	↓
Asking Price per Square Foot (based on New Listings)	\$0			↓	↓	\$0	↓	↓
March Sold Price per Square Foot	\$0	↑		↓	↓	\$0	↓	↓
March Month's Supply of Inventory	0.0		↓	↓	↓	6.0	↑	↑
March Sale Price vs List Price Ratio	0.0%	↑	↓	↓	↓	110.0%	↑	↑

\* 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

March Property sales were 0, down -100.0% from 2 in March of 2009 and higher than the 0 sales last month. March 2010 sales were at their lowest level compared to March of 2009 and 2008. March YTD sales of 1 are running -83.3% behind last year's year-to-date sales of 6.

## Number of Properties Sold



## Prices

The Median Sales Price in March was \$0, down -100.0% from \$245,450 in March of 2009 and up from \$0 last month. The Average Sales Price in March was \$0, down -100.0% from \$245,450 in March of 2009 and up from \$0 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.

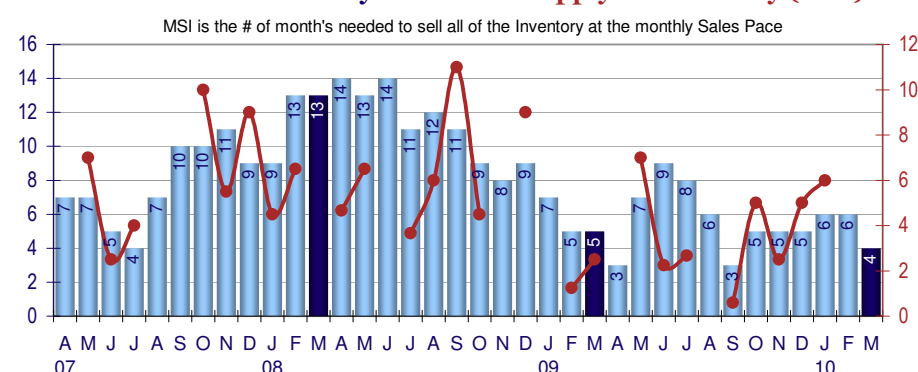
## Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 4, down -33.3% from 6 last month and down -20.0% from 5 in March of last year. March 2010 Inventory was at its lowest level compared with March 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 March 2010 MSI of 0.0 months was at a mid level compared with March of 2009 and 2008.

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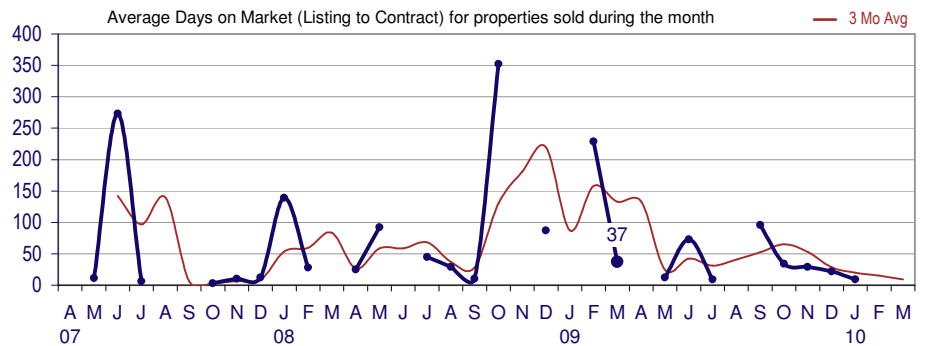


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## Market Time

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 March was 0, up from 0 days last month and down -100.0% from 37 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.

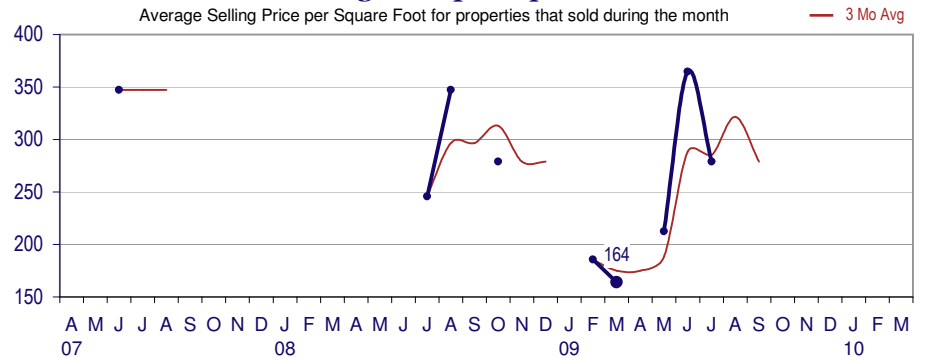
## Days On Market for Sold Properties



## 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 March 2010 Selling Price per Square Foot of \$0 was up from \$0 last month and down -100.0% from 164 in March of last year.

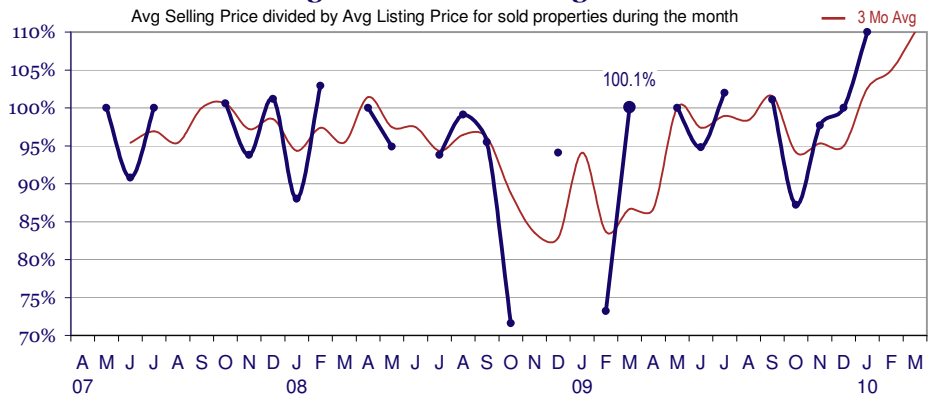
## Selling Price per Square Foot



## 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 March 2010 Selling Price vs Original List Price of 0.0% was up from 0.0% last month and down from 100.1% in March of last year.

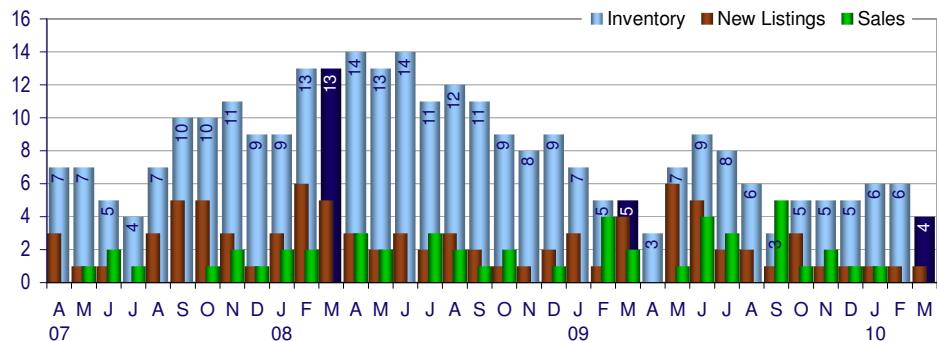
## Selling Price versus Listing Price Ratio



## 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 March 2010 was 1, equal to 1 last month and down -75.0% from 4 in March of last year.

## Inventory / New Listings / Sales



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Price Range: All | Property Types: Single Family - TwnHm

	A 07	M	J	J	A	S	O	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
Homes Sold	0	1	2	1	0	0	1	2	1	2	2	0	3	2	0	3	2	1	2	0	1	0	4	2	0	1	4	3	0	5	1	2	1	1	0	0
3 Mo. Roll Avg			1	1	1	0	0	1	1	2	2	1	2	2	2	2	2	2	2	1	1	0	2	2	2	1	2	3	2	3	2	3	1	1	1	0

(000's)	A 07	M	J	J	A	S	O	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
Median Sale Price		500	457	1400			653	1335	1311	2040	922		345	305		345	645	1050	295		268		234	245		425	703	290		520	1200	873	1395	825		
3 Mo. Roll Avg			479	786	929	1400	653	994	1100	1562	1424	1481	634	325	325	325	495	680	663	673	282	268	251	240	240	335	564	473	496	405	860	864	1156	1031	1110	825

	A 07	M	J	J	A	S	O	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
Inventory	7	7	5	4	7	10	10	11	9	9	13	13	14	13	14	11	12	11	9	8	9	7	5	5	3	7	9	8	6	3	5	5	5	6	6	4
MSI		7	3	4			10	6	9	5	7		5	7		4	6	11	5		9		1	3		7	2	3		1	5	3	5	6		

	A 07	M	J	J	A	S	O	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
Days on Market		11	273	6			3	10	12	139	28		25	92		45	29	10	352		87		229	37		12	73	9		96	34	29	22	9		
3 Mo. Roll Avg			142	97	140	6	3	7	8	54	60	84	27	59	59	69	37	28	130	181	220	87	158	133	133	25	43	31	41	53	65	53	28	20	16	9

	A 07	M	J	J	A	S	O	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
Price per Sq Ft			347													246	347		279				186	164		213	365	279								
3 Mo. Roll Avg			347	347	347											246	297	297	313	279	279		186	175	175	188	289	285	322	279						

	A 07	M	J	J	A	S	O	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
Sale to List Price		1.000	0.908	1.000			1.006	0.938	1.012	0.880	1.029		1.000	0.949		0.938	0.991	0.955	0.716		0.941		0.732	1.001		1.000	0.948	1.020		1.011	0.872	0.977	1.000	1.100		
3 Mo. Roll Avg			0.954	0.969	0.954	1.000	1.006	0.972	0.985	0.943	0.974	0.955	1.015	0.975	0.975	0.944	0.965	0.961	0.887	0.836	0.829	0.941	0.837	0.867	0.867	1.001	0.974	0.989	0.984	1.016	0.942	0.953	0.950	1.026	1.050	1.100

	A 07	M	J	J	A	S	O	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
New Listings	3	1	1	0	3	5	5	3	1	3	6	5	3	2	3	2	3	2	1	1	2	3	1	4	0	6	5	2	2	1	3	1	1	1	1	1
Inventory	7	7	5	4	7	10	10	11	9	9	13	13	14	13	14	11	12	11	9	8	9	7	5	5	3	7	9	8	6	3	5	5	5	6	6	4
Sales	0	1	2	1	0	0	1	2	1	2	2	0	3	2	0	3	2	1	2	0	1	0	4	2	0	1	4	3	0	5	1	2	1	1	0	0

(000's)	A 07	M	J	J	A	S	O	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
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