

Zip Code: 20007 - Washington

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	\$1,695,000	-6%		8%				
Average List Price of all Current Listings	\$2,173,296	-13%		-8%				
September Median Sales Price	\$849,000	-15%	-7%	15%	-13%	\$1,020,000	7%	5%
September Average Sales Price	\$1,145,664	3%	1%	20%	-2%	\$1,240,011	5%	6%
Total Properties Currently for Sale (Inventory)	138	16%		1%				
September Number of Properties Sold	27	23%		59%		192	12%	
September Average Days on Market (Solds)	52	21%	11%	-15%	-24%	67	14%	-1%
Asking Price per Square Foot (based on New Listings)	\$556	-2%	-1%	-28%	4%	\$541	-0%	2%
September Sold Price per Square Foot	\$429	-25%	-10%	21%	-4%	\$455	2%	2%
September Month's Supply of Inventory	5.1	-6%	-3%	-37%	-32%	6.6	-19%	-13%
September Sale Price vs List Price Ratio	96.2%	-1.8%	.3%	2.9%	2.6%	95.0%	1.8%	1.3%

* 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)

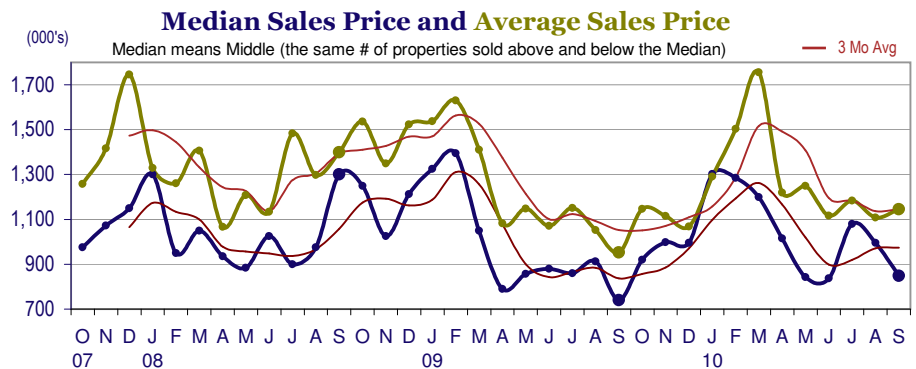
Property Sales

September Property sales were 27, up 58.8% from 17 in September of 2009 and 22.7% higher than the 22 sales last month. September 2010 sales were at their highest level compared to September of 2009 and 2008. September YTD sales of 192 are running 11.6% ahead of last year's year-to-date sales of 172.



Prices

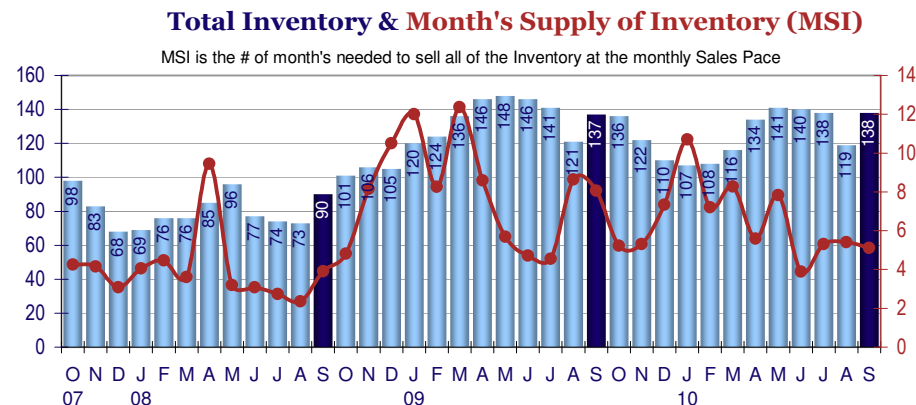
The Median Sales Price in September was \$849,000, up 14.7% from \$740,000 in September of 2009 and down 14.7% from \$994,750 last month. The Average Sales Price in September was \$1,145,664, up 20.3% from \$952,708 in September of 2009 and up 3.4% from \$1,108,182 last month. September 2010 ASP was 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 138, up 16.0% from 119 last month and up 0.7% from 137 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 5.1 months was at a mid level compared with September of 2009 and 2008.



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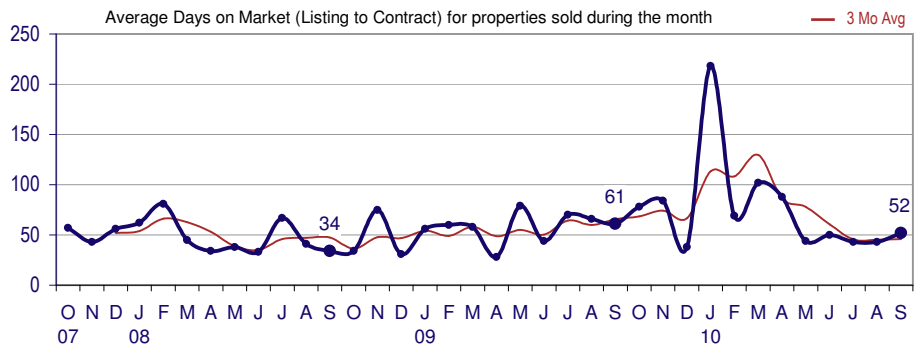


Price Range: All | Properties: Single Family - TwnHm

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 52, up 20.9% from 43 days last month and down 14.8% from 61 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

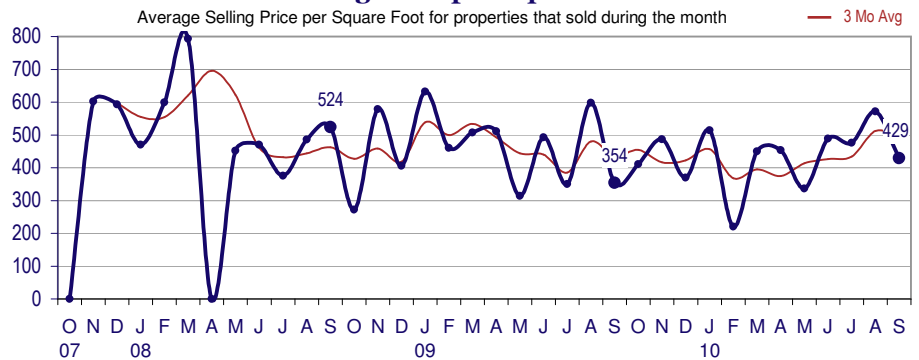
Days On Market for Sold Properties



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 \$429 was down 25.0% from \$572 last month and up 21.0% from 354 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 96.2% was down from 98.0% last month and up from 93.5% in September of last year.

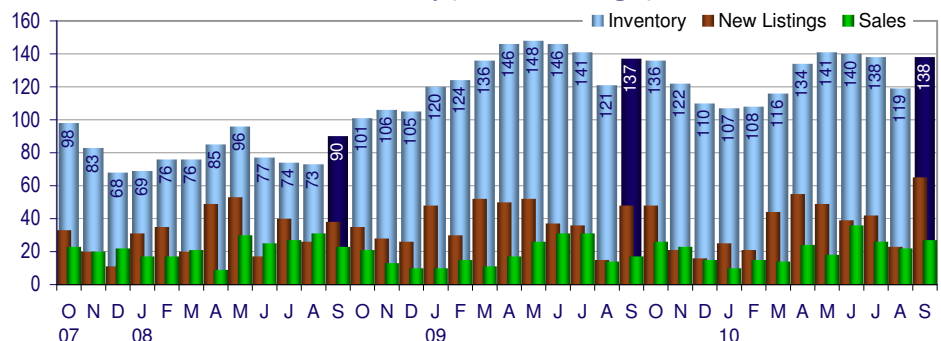
Selling Price versus Listing Price Ratio



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 65, up 182.6% from 23 last month and up 35.4% from 48 in September of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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September 2010

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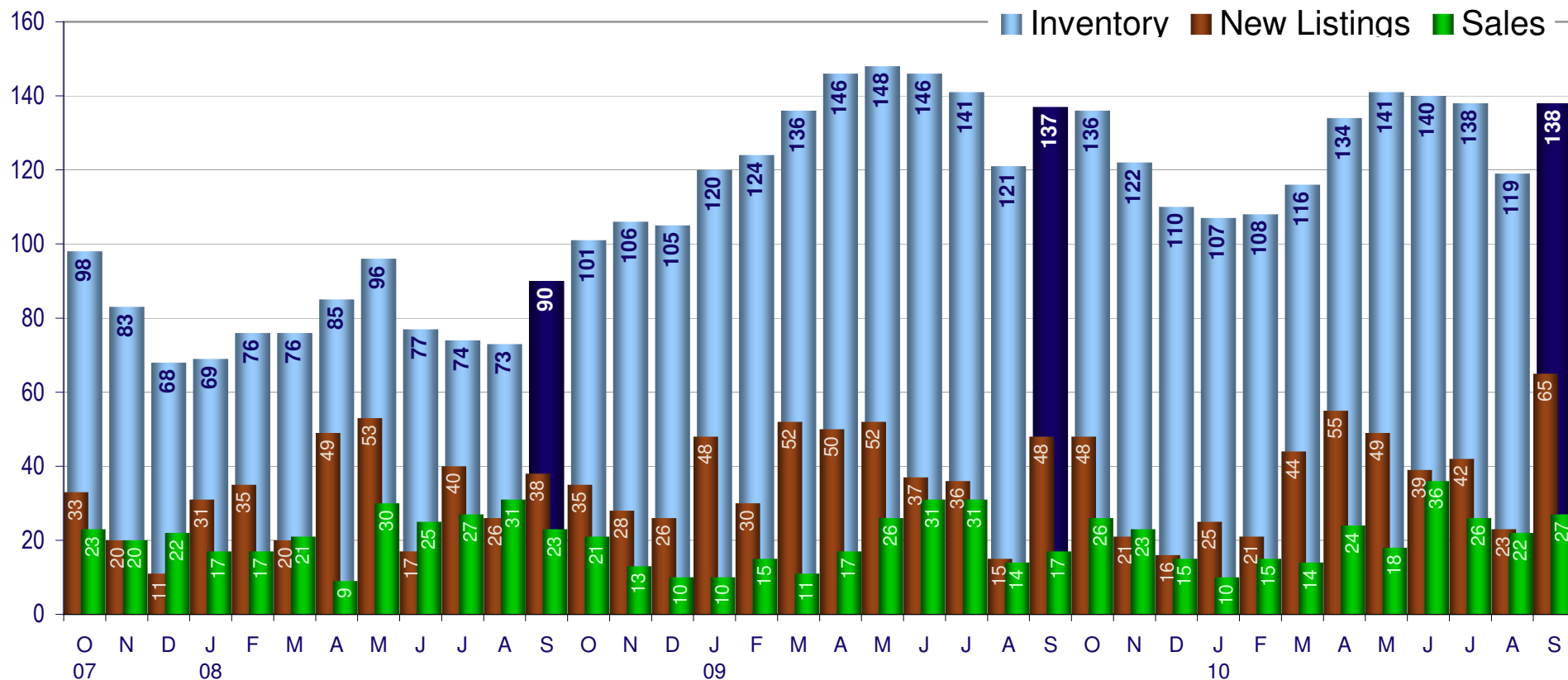
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Zip Code: 20007 - Washington

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	23	20	22	17	17	21	9	30	25	27	31	23	21	13	10	10	15	11	17	26	31	31	14	17	26	23	15	10	15	14	24	18	36	26	22	27
3 Mo. Roll Avg			22	20	19	18	16	20	21	27	28	27	25	19	15	11	12	12	14	18	25	29	25	21	19	22	21	16	13	13	18	19	26	27	28	25

(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	975	1073	1150	1300	950	1050	935	885	1025	900	975	1300	1250	1025	1213	1325	1395	1050	790	858	880	860	913	740	920	998	995	1303	1285	1200	1015	843	838	1080	995	849
3 Mo. Roll Avg			1066	1174	1133	1100	978	957	948	937	967	1058	1175	1192	1163	1188	1311	1257	1078	899	843	866	884	838	858	886	971	1099	1194	1263	1167	1019	898	920	971	975

	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	98	83	68	69	76	76	85	96	77	74	73	90	101	106	105	120	124	136	146	148	146	141	121	137	136	122	110	107	108	116	134	141	140	138	119	138
MSI	4	4	3	4	4	4	9	3	3	3	2	4	5	8	11	12	8	12	9	6	5	5	9	8	5	5	7	11	7	8	6	8	4	5	5	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	57	43	56	62	81	45	34	38	33	67	41	34	34	75	31	56	60	58	28	79	44	70	66	61	78	84	38	218	69	102	88	44	50	43	43	52
3 Mo. Roll Avg			52	54	66	63	53	39	35	46	47	47	36	48	47	54	49	58	49	55	50	64	60	66	68	74	67	113	108	130	86	78	61	46	45	46

	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	0	602	594	470	599	793	0	451	471	376	486	524	272	579	406	632	461	507	512	314	493	350	598	354	410	486	369	514	221	450	454	337	489	476	572	429
3 Mo. Roll Avg			598	555	554	621	696	622	461	433	444	462	427	458	419	539	500	533	493	444	440	386	480	434	454	417	422	457	368	395	375	413	426	434	512	492

	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	0.967	0.976	0.958	0.968	0.957	0.969	0.994	0.970	0.996	0.964	0.971	0.956	0.983	0.953	0.939	0.933	0.947	0.943	0.950	0.952	0.961	0.947	0.955	0.935	0.946	0.966	0.968	0.962	0.950	0.930	0.954	0.961	0.958	0.968	0.980	0.962
3 Mo. Roll Avg			0.967	0.967	0.961	0.965	0.973	0.978	0.987	0.977	0.977	0.964	0.970	0.964	0.958	0.942	0.940	0.941	0.947	0.948	0.954	0.953	0.954	0.946	0.945	0.949	0.960	0.965	0.960	0.947	0.945	0.948	0.958	0.962	0.969	0.970

	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	33	20	11	31	35	20	49	53	17	40	26	38	35	28	26	48	30	52	50	52	37	36	15	48	48	21	16	25	21	44	55	49	39	42	23	65
Inventory	98	83	68	69	76	76	85	96	77	74	73	90	101	106	105	120	124	136	146	148	146	141	121	137	136	122	110	107	108	116	134	141	140	138	119	138
Sales	23	20	22	17	17	21	9	30	25	27	31	23	21	13	10	10	15	11	17	26	31	31	14	17	26	23	15	10	15	14	24	18	36	26	22	27

(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	1257	1416	1746	1329	1261	1406	1066	1208	1134	1484	1298	1399	1535	1349	1524	1538	1630	1411	1083	1148	1071	1151	1053	953	1146	1115	1069	1291	1503	1755	1219	1250	1117	1184	1108	1146
3 Mo. Roll Avg			1473	1497	1445	1332	1244	1227	1136	1275	1305	1394	1411	1428	1470	1470	1564	1526	1375	1214	1101	1123	1092	1052	1051	1071	1110	1158	1287	1516	1493	1408	1195	1183	1136	1146

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