

Zip Code: 20037 - 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: Condo

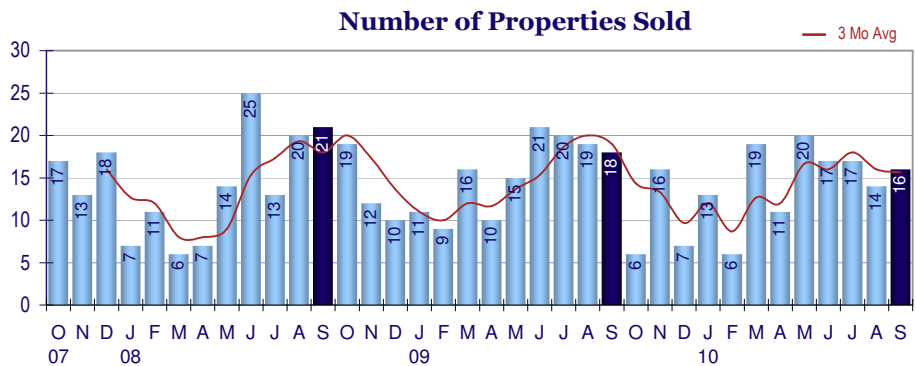
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$674,856	↑		↓				
Average List Price of all Current Listings	\$855,333	↑		↓				
September Median Sales Price	\$394,000	↑	↓	↓	↓	\$415,000	↑	↓
September Average Sales Price	\$496,379	↓	↓	↓	↓	\$603,924	↓	↓
Total Properties Currently for Sale (Inventory)	126	↔		↑				
September Number of Properties Sold	16	↑		↓		133	↓	
September Average Days on Market (Solds)	49	↓	↓	↓	↓	91	↑	↓
Asking Price per Square Foot (based on New Listings)	\$611	↑	↑	↑	↑	\$561	↓	↓
September Sold Price per Square Foot	\$540	↑	↑	↑	↑	\$519	↔	↓
September Month's Supply of Inventory	7.9	↓	↓	↑	↓	9.0	↑	↓
September Sale Price vs List Price Ratio	97.2%	↑	↑	↑	↑	95.6%	↑	↑

* 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 16, down 11.1% from 18 in September of 2009 and 14.3% higher than the 14 sales last month. September 2010 sales were at their lowest level compared to September of 2009 and 2008. September YTD sales of 133 are running 4.3% behind last year's year-to-date sales of 139.



Prices

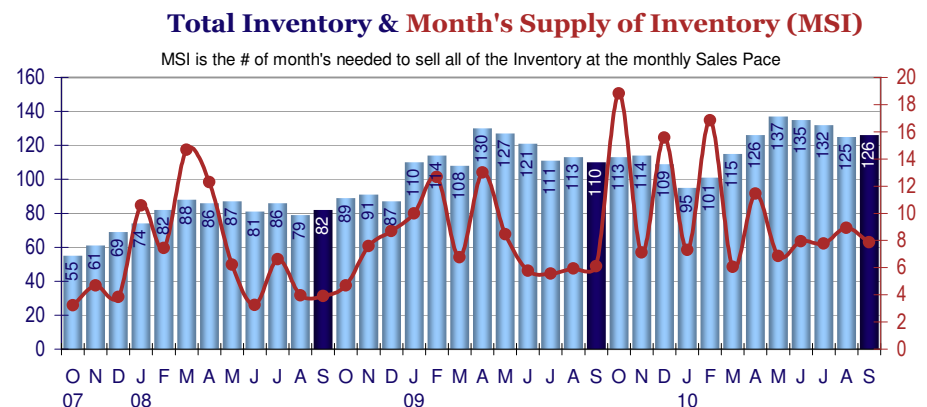
The Median Sales Price in September was \$394,000, down 8.9% from \$432,500 in September of 2009 and up 7.6% from \$366,250 last month. The Average Sales Price in September was \$496,379, down 30.8% from \$717,583 in September of 2009 and down 37.3% from \$792,179 last month. September 2010 ASP was at the lowest level compared to September of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 126, up 0.8% from 125 last month and up 14.5% from 110 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 7.9 months was at its highest level compared with September of 2009 and 2008.



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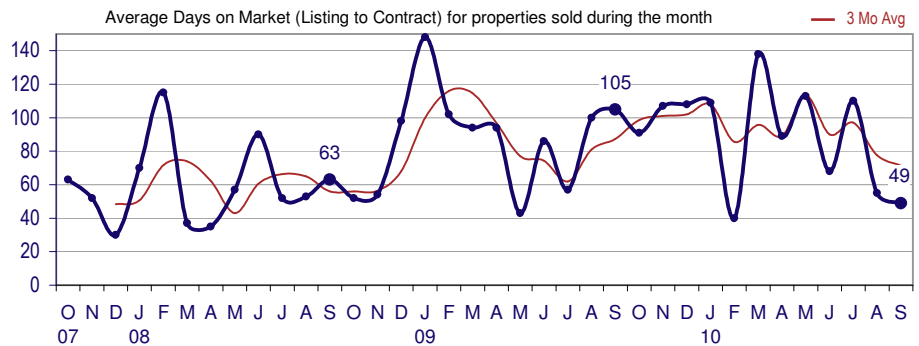


Price Range: All | Properties: Condo

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 49, down 10.9% from 55 days last month and down 53.3% from 105 days in September of last year. The September 2010 DOM was at its lowest level compared with September of 2009 and 2008.

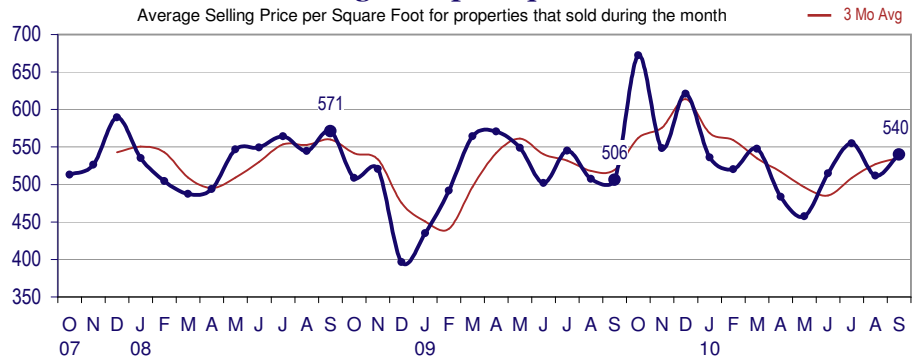
Days On Market for Sold Properties



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 \$540 was up 5.5% from \$512 last month and up 6.6% from 506 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 97.2% was up from 94.1% last month and up from 95.1% in September of last year.

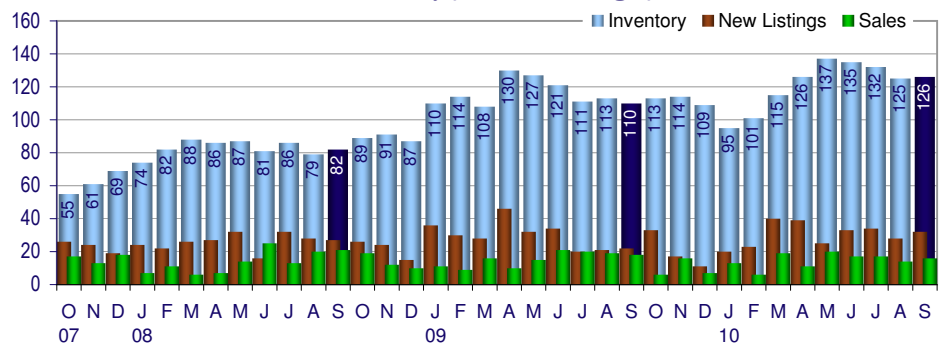
Selling Price versus Listing Price Ratio



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 32, up 14.3% from 28 last month and up 45.5% from 22 in September of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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September 2010

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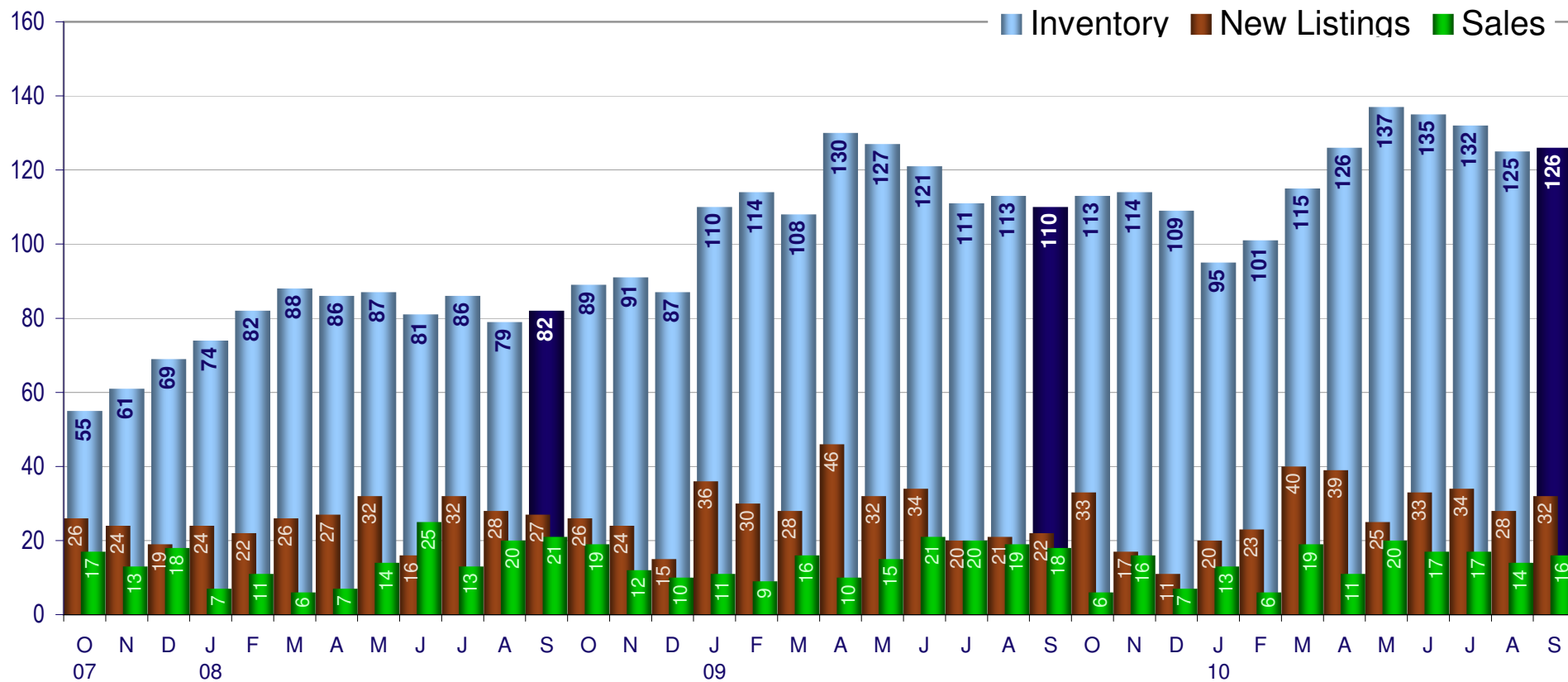
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Inventory / New Listings / Sales

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Price Range: Below to 100,000,000 | Property Types: Condo

	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	17	13	18	7	11	6	7	14	25	13	20	21	19	12	10	11	9	16	10	15	21	20	19	18	6	16	7	13	6	19	11	20	17	17	14	16
3 Mo. Roll Avg			16	13	12	8	8	9	15	17	19	18	20	17	14	11	10	12	12	14	15	19	20	19	14	13	10	12	9	13	12	17	16	18	16	16

(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	375	399	565	395	580	435	490	495	425	435	440	457	476	353	395	408	410	650	606	350	425	415	355	433	800	628	785	575	243	415	449	395	475	515	366	394
3 Mo. Roll Avg			446	453	513	470	502	473	470	452	433	444	458	429	408	385	404	489	555	535	460	397	398	401	529	620	738	663	534	411	369	420	440	462	452	425

	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	55	61	69	74	82	88	86	87	81	86	79	82	89	91	87	110	114	108	130	127	121	111	113	110	113	114	109	95	101	115	126	137	135	132	125	126
MSI	3	5	4	11	7	15	12	6	3	7	4	4	5	8	9	10	13	7	13	8	6	6	6	6	19	7	16	7	17	6	11	7	8	8	9	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	63	52	30	70	115	37	35	57	90	52	53	63	52	54	98	148	102	94	94	43	86	57	100	105	91	107	108	109	40	138	89	113	68	110	55	49
3 Mo. Roll Avg			48	51	72	74	62	43	61	66	65	56	56	56	68	100	116	115	97	77	74	62	81	87	99	101	102	108	86	96	89	113	90	97	78	71

	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	513	526	589	535	504	487	494	547	549	564	545	571	509	521	397	435	492	564	570	549	502	545	507	506	672	548	621	536	520	548	484	458	515	555	512	540
3 Mo. Roll Avg			543	550	543	509	495	509	530	553	553	560	542	534	475	451	441	497	542	561	540	532	518	520	562	576	614	568	559	535	517	496	485	509	527	535

	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	0.964	0.965	0.953	0.972	0.981	0.973	0.926	0.990	0.962	0.986	0.976	0.955	0.965	0.969	0.951	0.903	0.940	0.918	0.930	0.972	0.957	0.957	0.951	0.951	0.950	0.967	0.953	0.955	0.985	0.960	0.953	0.955	0.955	0.959	0.941	0.972
3 Mo. Roll Avg			0.961	0.963	0.969	0.975	0.960	0.963	0.959	0.979	0.975	0.972	0.965	0.963	0.962	0.941	0.931	0.920	0.929	0.940	0.953	0.962	0.955	0.953	0.951	0.956	0.957	0.958	0.964	0.967	0.966	0.956	0.954	0.956	0.952	0.957

	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	26	24	19	24	22	26	27	32	16	32	28	27	26	24	15	36	30	28	46	32	34	20	21	22	33	17	11	20	23	40	39	25	33	34	28	32
Inventory	55	61	69	74	82	88	86	87	81	86	79	82	89	91	87	110	114	108	130	127	121	111	113	110	113	114	109	95	101	115	126	137	135	132	125	126
Sales	17	13	18	7	11	6	7	14	25	13	20	21	19	12	10	11	9	16	10	15	21	20	19	18	6	16	7	13	6	19	11	20	17	17	14	16

(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	657	532	715	528	608	472	757	523	762	571	707	854	565	432	349	637	828	789	673	455	628	571	445	718	853	669	907	811	334	570	575	431	557	794	792	496
3 Mo. Roll Avg			635	592	617	536	612	584	681	619	680	711	709	617	448	473	605	751	763	639	585	551	548	578	672	746	810	795	684	571	493	525	521	594	715	694

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