

MARKET ACTION REPORT

Zip Code: 22066 - Great Falls

September 2010

COLDWELL BANKER GEORGETOWN

3000 K Street NW Suite 101

Direct: (202) 333.6100

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www.cbmove.com/Georgetown



Price Range: All | Properties: Single Family - TwnHm

Market Profile & Trends Overview

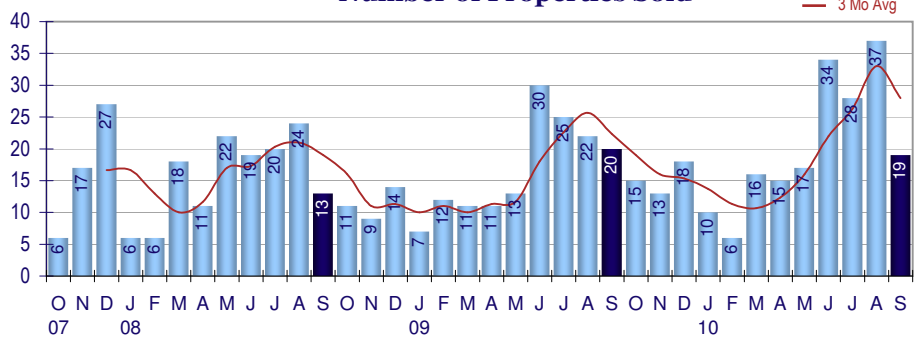
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,399,000	↔		↓				
Average List Price of all Current Listings	\$1,757,883	↑		↓				
September Median Sales Price	\$1,230,000	↑		↑	\$1,030,000	↑	↑	
September Average Sales Price	\$1,188,979	↓	↔	↑	\$1,180,197	↑	↑	
Total Properties Currently for Sale (Inventory)	161	↓		↓				
September Number of Properties Sold	19	↓		↓	182	↑		
September Average Days on Market (Solds)	102	↑	↑	↑	97	↓	↓	
Asking Price per Square Foot (based on New Listings)	\$422	↑	↑	↑	\$280	↑	↑	
September Sold Price per Square Foot	\$207	↓	↓	↓	\$222	↓	↓	
September Month's Supply of Inventory	8.5	↑	↑	↓	10.8	↓	↓	
September Sale Price vs List Price Ratio	95.7%	↑	↑	↔	93.8%	↔	↑	

* 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 19, down 5.0% from 20 in September of 2009 and 48.6% lower than the 37 sales last month. September 2010 sales were at a mid level compared to September of 2009 and 2008. September YTD sales of 182 are running 20.5% ahead of last year's year-to-date sales of 151.

Number of Properties Sold



Prices

The Median Sales Price in September was \$1,230,000, up 53.3% from \$802,500 in September of 2009 and up 10.0% from \$1,118,000 last month. The Average Sales Price in September was \$1,188,979, up 23.4% from \$963,273 in September of 2009 and down 4.4% from \$1,244,038 last month. September 2010 ASP was at a mid range compared to September of 2009 and 2008.

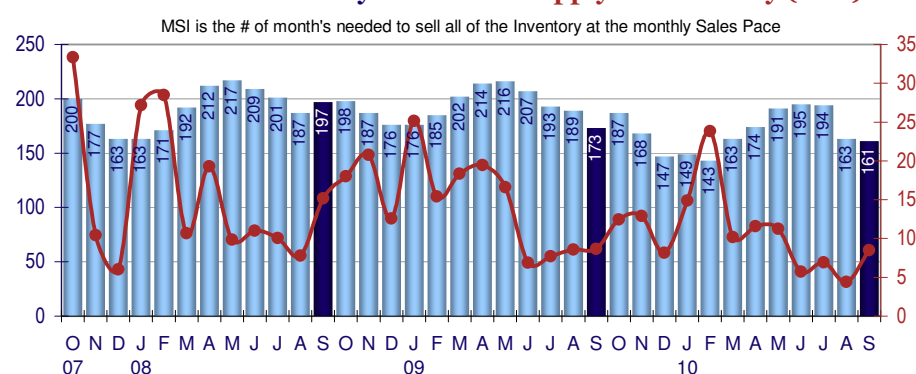
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 161, down 1.2% from 163 last month and down 6.9% from 173 in September of last year. September 2010 Inventory was at its lowest 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 8.5 months was at its lowest level compared with September of 2009 and 2008.

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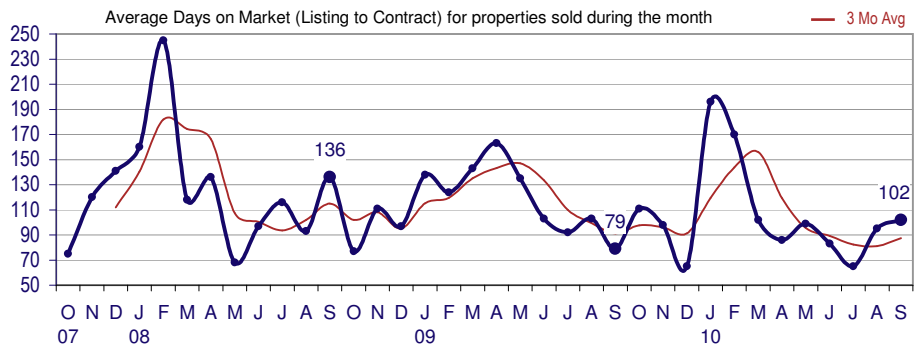


Price Range: All | Properties: Single Family - TwnHm

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 102, up 7.4% from 95 days last month and up 29.1% from 79 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

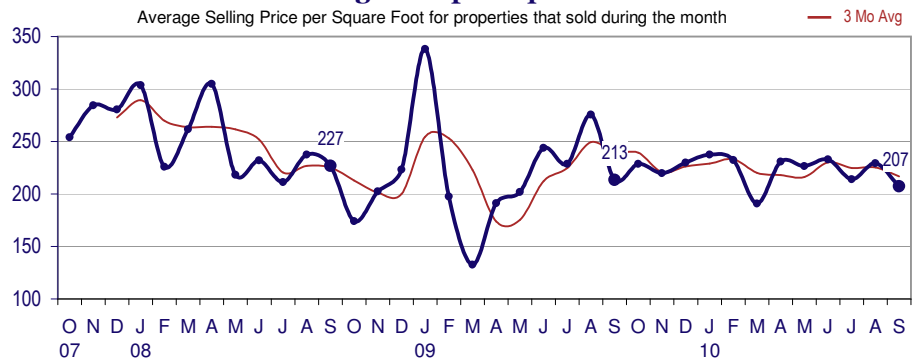
Days On Market for Sold Properties



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 \$207 was down 9.5% from \$229 last month and down 2.8% from 213 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 95.7% was up from 95.1% last month and up from 95.6% in September of last year.

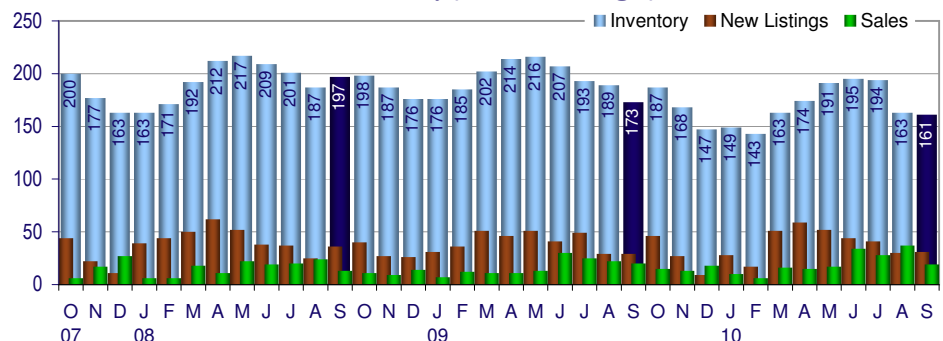
Selling Price versus Listing Price Ratio



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 31, up 3.3% from 30 last month and up 6.9% from 29 in September of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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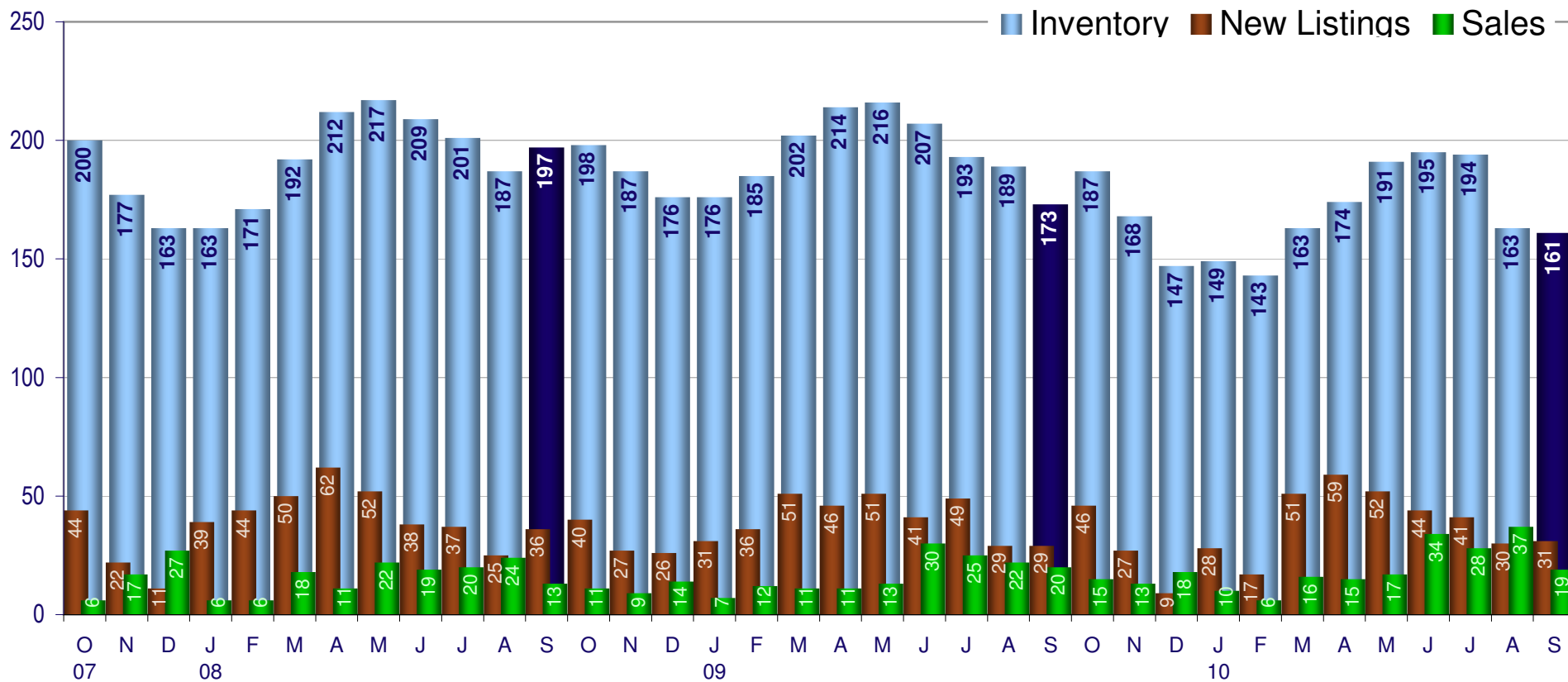
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Data is provided courtesy of Metropolitan Regional Information Services Incorporated, The Coastal Association of Realtors MLS and Sussex County of Realtors MLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage 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.

Zip Code: 22066 - Great Falls

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	6	17	27	6	6	18	11	22	19	20	24	13	11	9	14	7	12	11	11	13	30	25	22	20	15	13	18	10	6	16	15	17	34	28	37	19
3 Mo. Roll Avg			17	17	13	10	12	17	17	20	21	19	16	11	11	10	11	10	11	12	18	23	26	22	19	16	15	14	11	11	12	16	22	26	33	28

(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	1100	1025	1200	915	1638	1055	1095	1043	1000	983	918	940	1105	1100	1060	999	1267	1088	840	730	810	960	1050	803	715	1000	860	1045	865	963	1100	1100	925	1115	1118	1230
3 Mo. Roll Avg			1108	1047	1251	1203	1263	1064	1046	1009	967	947	987	1048	1088	1053	1109	1118	1065	886	793	833	940	938	856	839	858	968	923	957	976	1054	1042	1047	1053	1154

	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	200	177	163	163	171	192	212	217	209	201	187	197	198	187	176	176	185	202	214	216	207	193	189	173	187	168	147	149	143	163	174	191	195	194	163	161
MSI	33	10	6	27	29	11	19	10	11	10	8	15	18	21	13	25	15	18	19	17	7	8	9	9	12	13	8	15	24	10	12	11	6	7	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	75	120	141	160	245	118	136	68	97	116	93	136	77	111	97	138	124	143	163	135	103	92	103	79	111	98	65	196	170	102	86	99	83	65	95	102
3 Mo. Roll Avg			112	140	182	174	166	107	100	94	102	115	102	108	95	115	120	135	143	147	134	110	99	91	98	96	91	120	144	156	119	96	89	82	81	87

	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	254	284	280	304	226	261	305	218	232	211	237	227	174	202	223	338	198	133	191	202	244	229	276	213	229	220	230	237	232	191	231	227	233	214	229	207
3 Mo. Roll Avg			273	289	270	264	264	262	252	221	227	225	213	201	200	255	253	223	174	175	212	225	249	239	239	221	226	229	233	220	218	216	230	225	225	217

	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	0.918	0.941	0.930	0.938	0.948	0.947	0.956	0.943	0.931	0.961	0.948	0.922	0.946	0.863	0.926	0.944	0.937	0.929	0.938	0.966	0.951	0.945	0.947	0.956	0.932	0.957	0.958	0.940	0.966	0.960	0.931	0.940	0.959	0.959	0.951	0.957
3 Mo. Roll Avg			0.930	0.936	0.939	0.944	0.950	0.949	0.943	0.945	0.947	0.944	0.939	0.910	0.912	0.911	0.936	0.937	0.935	0.944	0.952	0.954	0.948	0.949	0.945	0.948	0.949	0.952	0.955	0.955	0.952	0.944	0.943	0.953	0.956	0.956

	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	44	22	11	39	44	50	62	52	38	37	25	36	40	27	26	31	36	51	46	51	41	49	29	29	46	27	9	28	17	51	59	52	44	41	30	31
Inventory	200	177	163	163	171	192	212	217	209	201	187	197	198	187	176	176	185	202	214	216	207	193	189	173	187	168	147	149	143	163	174	191	195	194	163	161
Sales	6	17	27	6	6	18	11	22	19	20	24	13	11	9	14	7	12	11	11	13	30	25	22	20	15	13	18	10	6	16	15	17	34	28	37	19

(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	1666	1548	1351	1245	1603	1092	1151	1217	1168	1057	1062	1212	1079	1444	1393	1053	1182	1150	972	1337	990	1075	1089	963	1152	1124	976	1208	798	997	1335	1226	1035	1333	1244	1189
3 Mo. Roll Avg			1521	1381	1399	1313	1282	1153	1179	1147	1096	1110	1118	1245	1305	1297	1210	1129	1101	1153	1099	1134	1051	1042	1068	1080	1084	1103	994	1001	1043	1186	1198	1198	1204	1255

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