

MARKET ACTION REPORT

Sub Division: *Cleveland Park*

September 2010

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

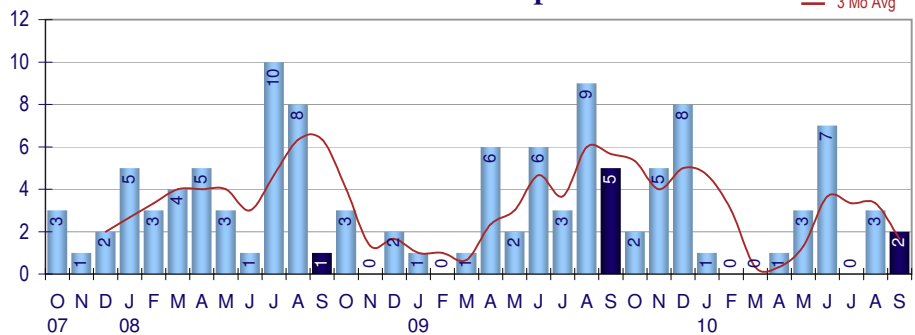
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,235,000	↓						
Average List Price of all Current Listings	\$1,490,896	↓						
September Median Sales Price	\$1,015,000	↑	↓	↓	↑	\$1,155,500	↑	↑
September Average Sales Price	\$1,015,000	↑	↓	↓	↓	\$1,363,494	↑	↓
Total Properties Currently for Sale (Inventory)	12	↔						
September Number of Properties Sold	2	↓				17	↓	
September Average Days on Market (Solds)	61	↑	↑	↓	↓	20	↓	↓
Asking Price per Square Foot (based on New Listings)	\$447	↓	↑	↓	↓	\$427	↓	↓
September Sold Price per Square Foot	\$0	↓	↓	↓	↓	\$390	↓	↓
September Month's Supply of Inventory	6.0	↑	↑	↑	↑	4.7	↓	↑
September Sale Price vs List Price Ratio	93.7%	↓	↓	↓	↔	97.1%	↑	↑

* 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 2, down 60.0% from 5 in September of 2009 and 33.3% lower than the 3 sales last month. September 2010 sales were at a mid level compared to September of 2009 and 2008. September YTD sales of 17 are running 48.5% behind last year's year-to-date sales of 33.

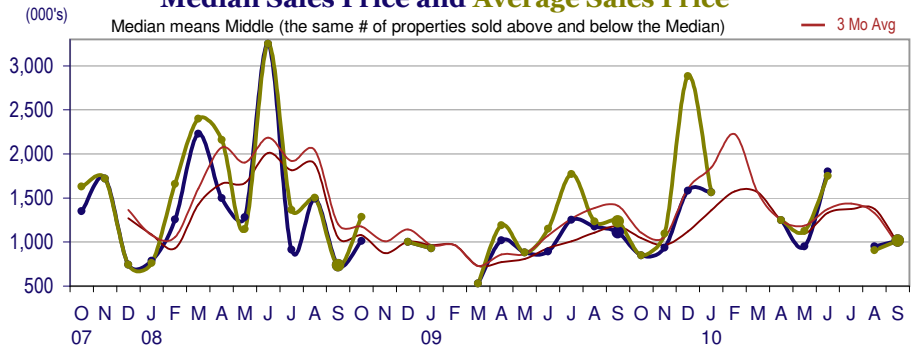
Number of Properties Sold



Prices

The Median Sales Price in September was \$1,015,000, down 8.6% from \$1,110,000 in September of 2009 and up 6.8% from \$950,000 last month. The Average Sales Price in September was \$1,015,000, down 17.6% from \$1,231,900 in September of 2009 and up 11.7% from \$908,333 last month. September 2010 ASP was at a mid range compared to September of 2009 and 2008.

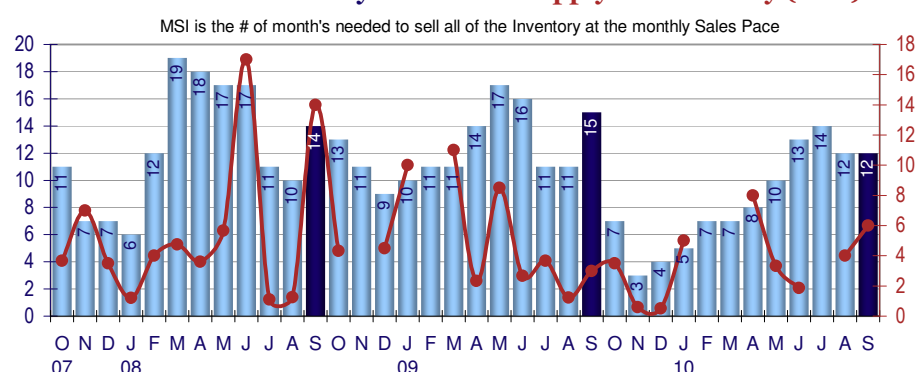
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 12, equal to 12 last month and down 20.0% from 15 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 6.0 months was at a mid level compared with September of 2009 and 2008.

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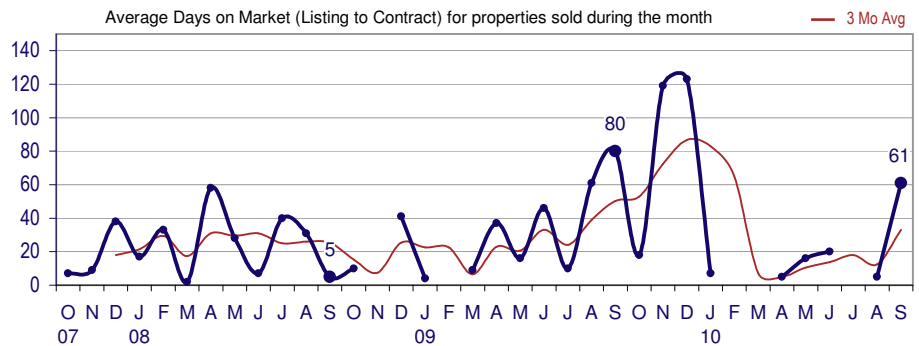


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Market Time

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 September was 61, up 1120.0% from 5 days last month and down 23.8% from 80 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

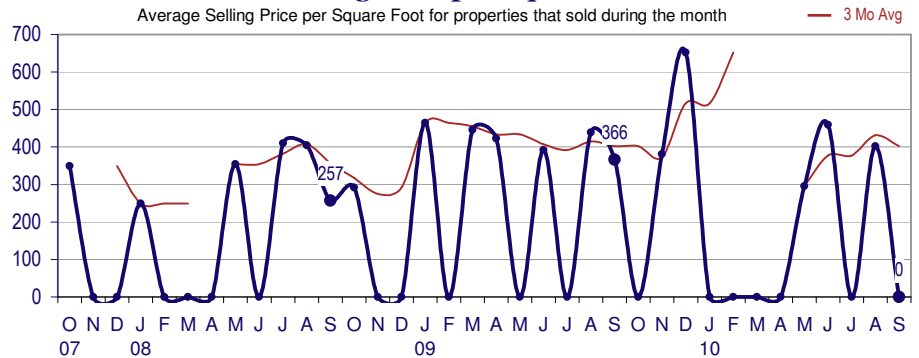
Days On Market for Sold Properties



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 \$0 was down 100.0% from \$402 last month and down 100.0% from 366 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 93.7% was down from 102.4% last month and down from 95.5% in September of last year.

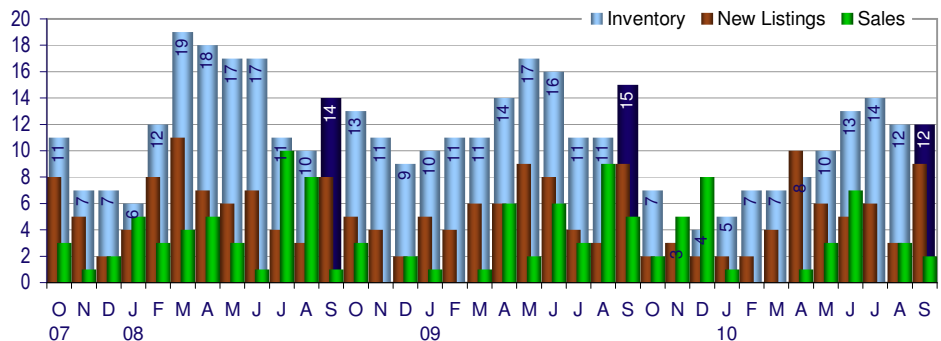
Selling Price versus Listing Price Ratio



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 9, up 200.0% from 3 last month and equal to 9 in September of last year.

Inventory / New Listings / Sales



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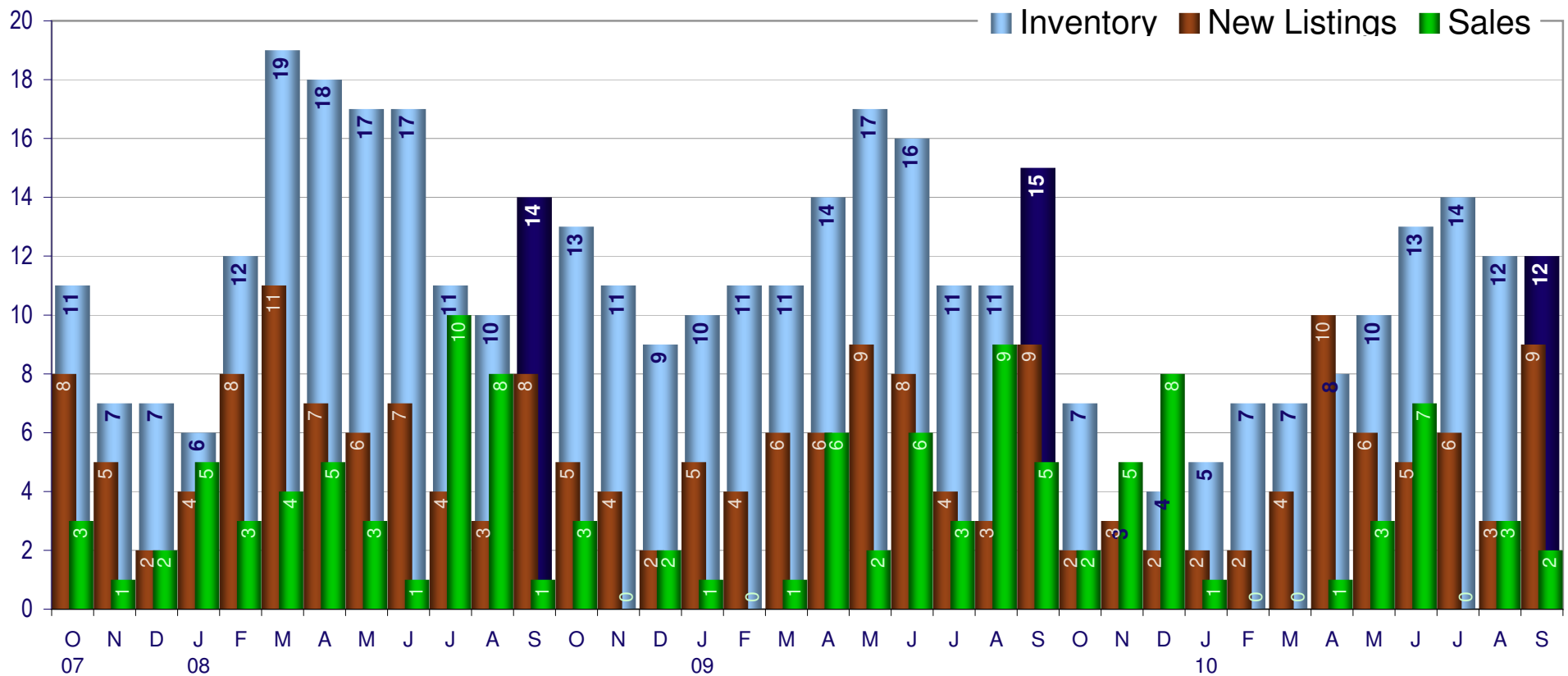
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