

# MARKET ACTION REPORT

July 2010

Sub Division: Georgetown

COLDWELL BANKER GEORGETOWN

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Direct: (202) 333.6100

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www.cbmove.com/Georgetown



Price Range: All | Properties: Condo

## Market Profile & Trends Overview

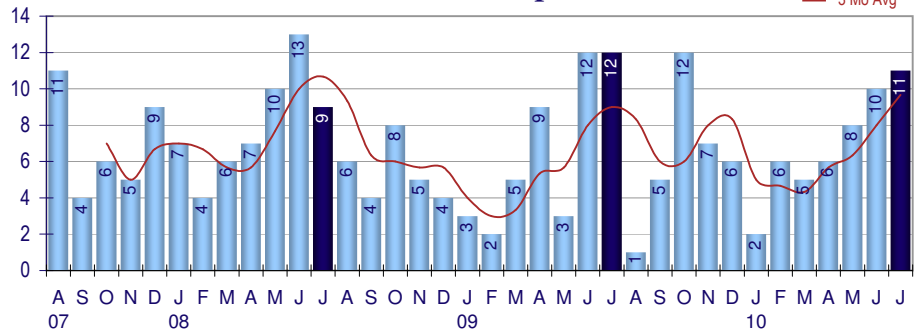
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$859,000	↓		↓				
Average List Price of all Current Listings	\$1,393,677	↓		↓				
July Median Sales Price	\$675,000	↑	↔	↑	↓	\$694,000	↓	↓
July Average Sales Price	\$1,016,636	↑	↓	↑	↓	\$1,212,142	↓	↑
Total Properties Currently for Sale (Inventory)	35	↓		↓				
July Number of Properties Sold	11	↑		↓		48	↑	
July Average Days on Market (Solds)	73	↑	↓	↓	↓	76	↑	↓
July Month's Supply of Inventory	3.2	↓	↓	↓	↓	7.3	↓	↓
July Sale Price vs List Price Ratio	98.4%	↑	↑	↑	↑	94.0%	↓	↓

\* 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

July Property sales were 11, down 8.3% from 12 in July of 2009 and 10.0% higher than the 10 sales last month. July 2010 sales were at a mid level compared to July of 2009 and 2008. July YTD sales of 48 are running 4.3% ahead of last year's year-to-date sales of 46.

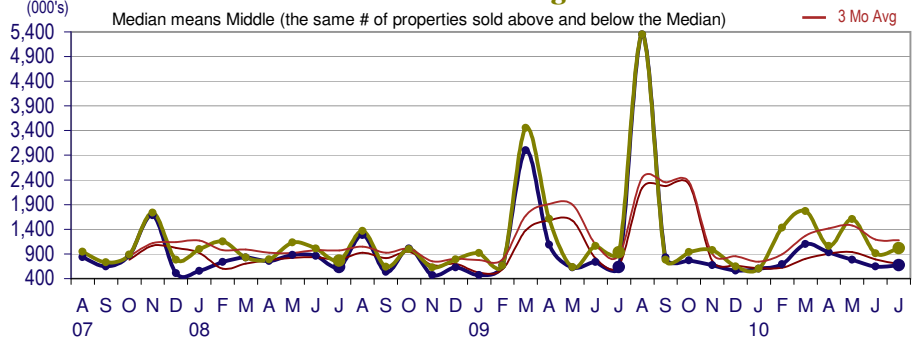
Number of Properties Sold



## Prices

The Median Sales Price in July was \$675,000, up 6.3% from \$635,000 in July of 2009 and up 4.5% from \$646,000 last month. The Average Sales Price in July was \$1,016,636, up 9.3% from \$930,167 in July of 2009 and up 11.2% from \$914,400 last month. July 2010 ASP was at the highest level compared to July of 2009 and 2008.

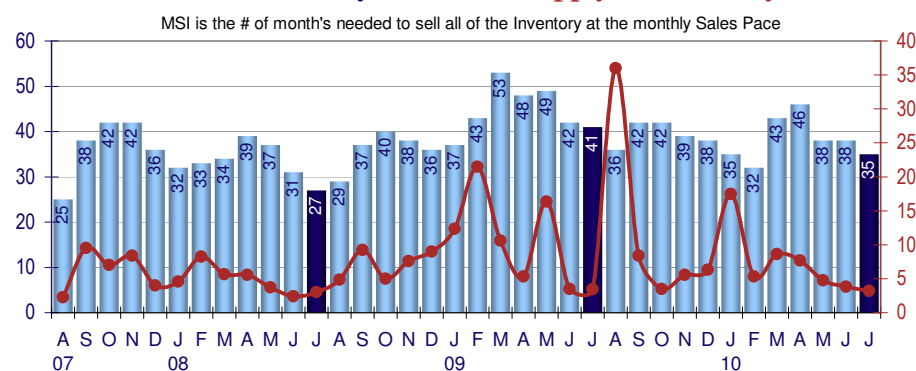
Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of July was 35, down 7.9% from 38 last month and down 14.6% from 41 in July of last year. July 2010 Inventory was at a mid level compared with July 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 July 2010 MSI of 3.2 months was at a mid level compared with July of 2009 and 2008.

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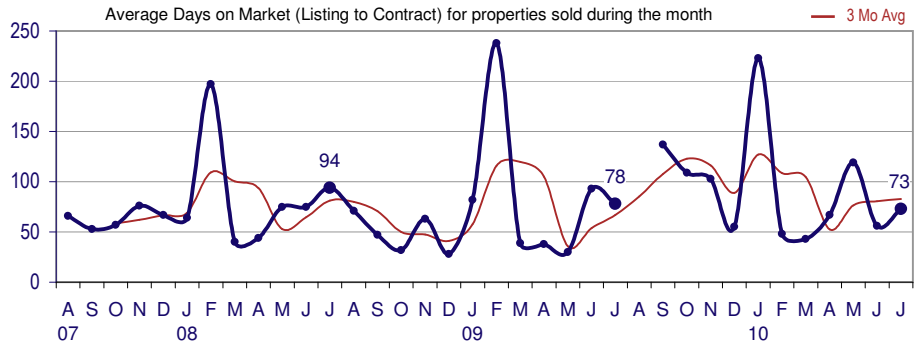


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## Market Time

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 July was 73, up 30.4% from 56 days last month and down 6.4% from 78 days in July of last year. The July 2010 DOM was at its lowest level compared with July of 2009 and 2008.

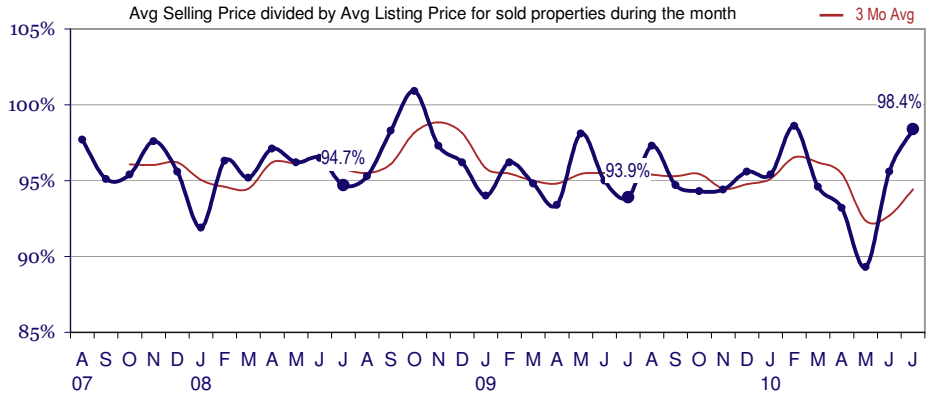
## Days On Market for Sold Properties



## 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 July 2010 Selling Price vs Original List Price of 98.4% was up from 95.6% last month and up from 93.9% in July of last year.

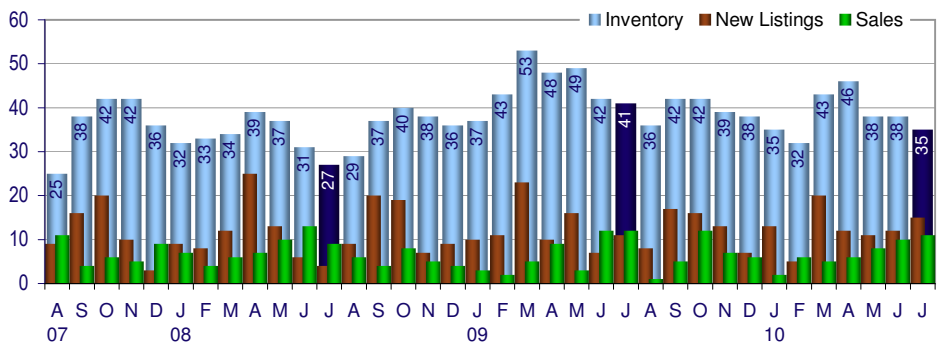
## Selling Price versus Listing Price Ratio



## 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 July 2010 was 15, up 25.0% from 12 last month and up 36.4% from 11 in July of last year.

## Inventory / New Listings / Sales



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# Inventory / Listings / Sales

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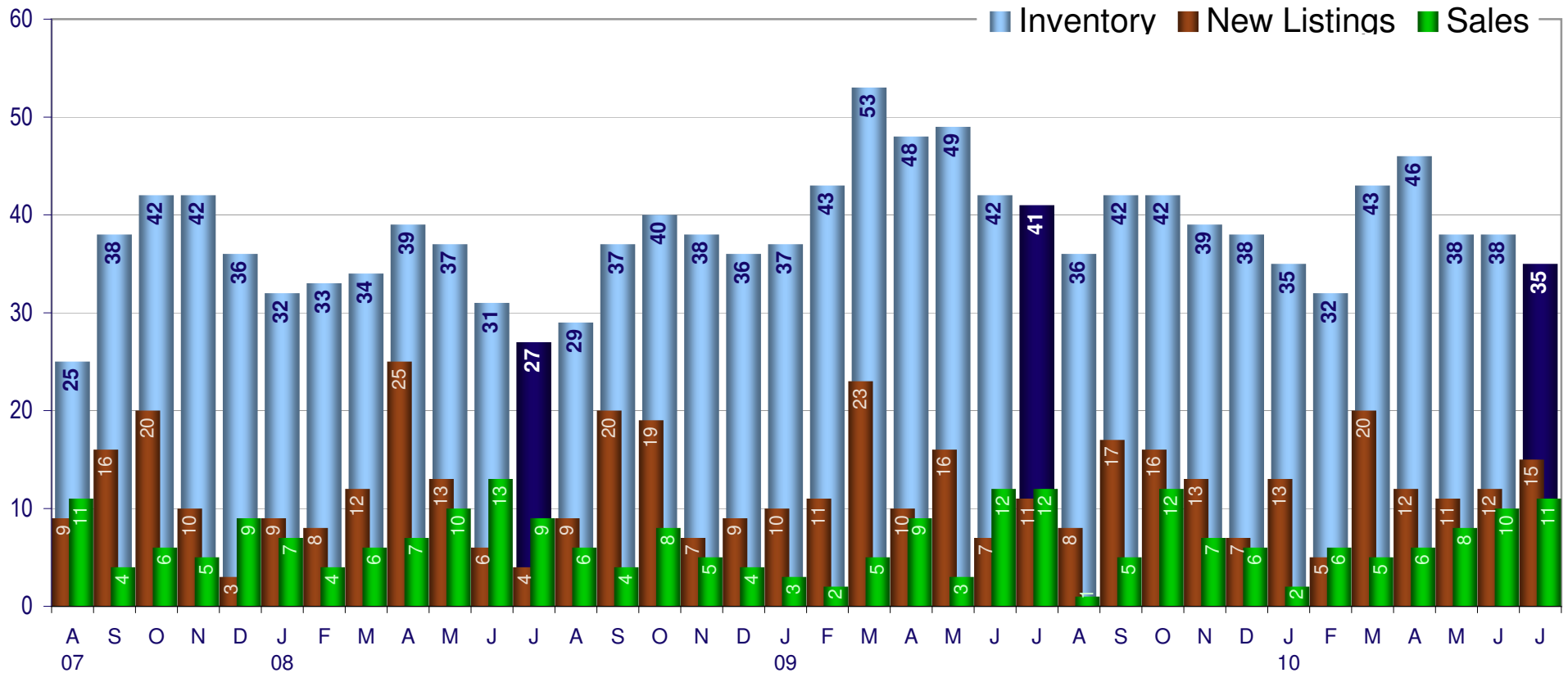
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