

Zip Codes: 20005 - Washington, 20009 - Washington

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: Condo

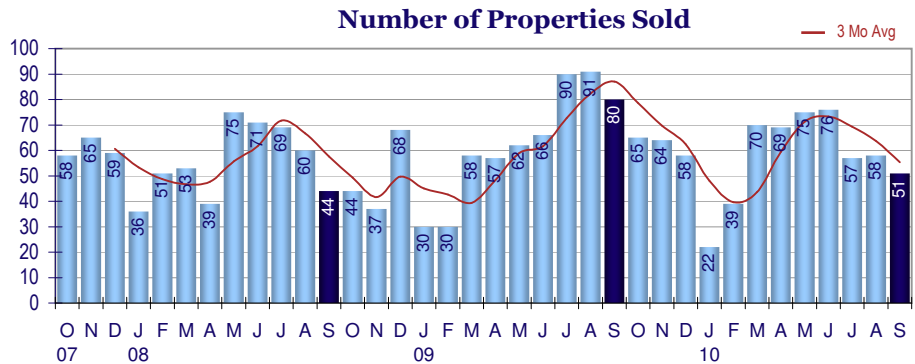
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$394,750	4%		-12%				
Average List Price of all Current Listings	\$429,594	-1%		-14%				
September Median Sales Price	\$389,000	-5%	-4%	-2%	1%	\$399,000	6%	4%
September Average Sales Price	\$442,072	-1%	-3%	6%	6%	\$443,093	9%	6%
Total Properties Currently for Sale (Inventory)	198	7%		-14%				
September Number of Properties Sold	51	-12%		-36%		517	-8%	
September Average Days on Market (Solds)	51	4%	16%	-42%	-28%	48	-34%	-32%
Asking Price per Square Foot (based on New Listings)	\$505	-2%	-1%	1%	-0%	\$514	3%	1%
September Sold Price per Square Foot	\$488	3%	0%	-1%	2%	\$498	5%	4%
September Month's Supply of Inventory	3.9	22%	7%	34%	-10%	4.0	-15%	-6%
September Sale Price vs List Price Ratio	98.0%	-7%	-4%	-4%	-4%	98.4%	.0%	-0.0%

* 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)

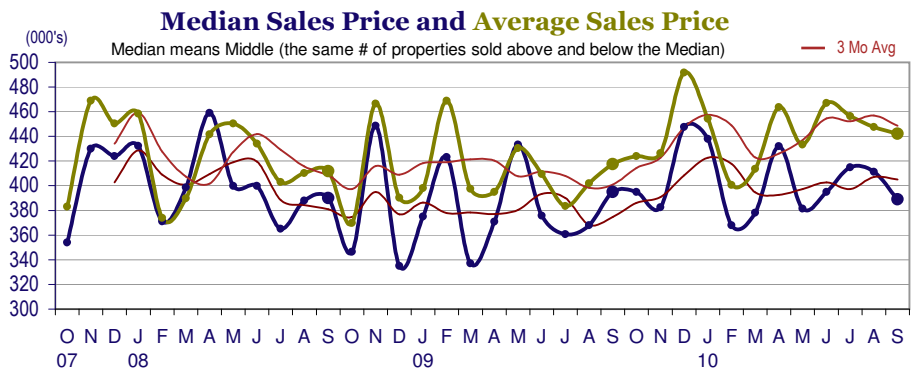
Property Sales

September Property sales were 51, down 36.3% from 80 in September of 2009 and 12.1% lower than the 58 sales last month. September 2010 sales were at a mid level compared to September of 2009 and 2008. September YTD sales of 517 are running 8.3% behind last year's year-to-date sales of 564.



Prices

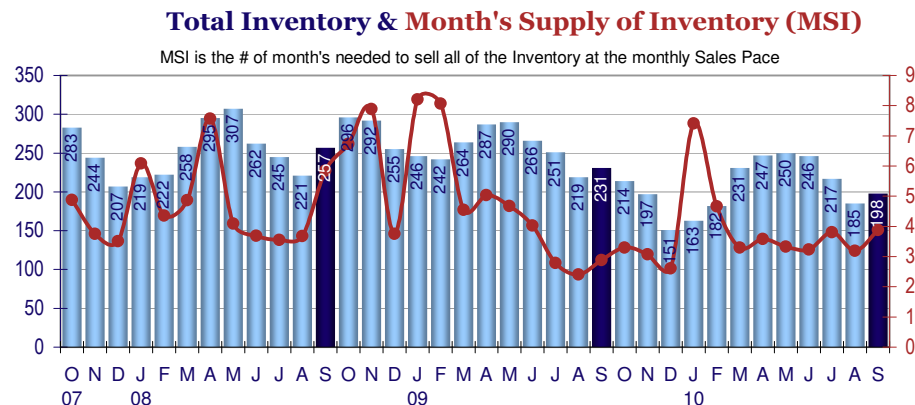
The Median Sales Price in September was \$389,000, down 1.5% from \$395,000 in September of 2009 and down 5.4% from \$411,200 last month. The Average Sales Price in September was \$442,072, up 5.9% from \$417,497 in September of 2009 and down 1.2% from \$447,473 last month. September 2010 ASP was at the highest level compared to September of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 198, up 7.0% from 185 last month and down 14.3% from 231 in September of last year. September 2010 Inventory was at its lowest 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 3.9 months was at a mid level compared with September of 2009 and 2008.



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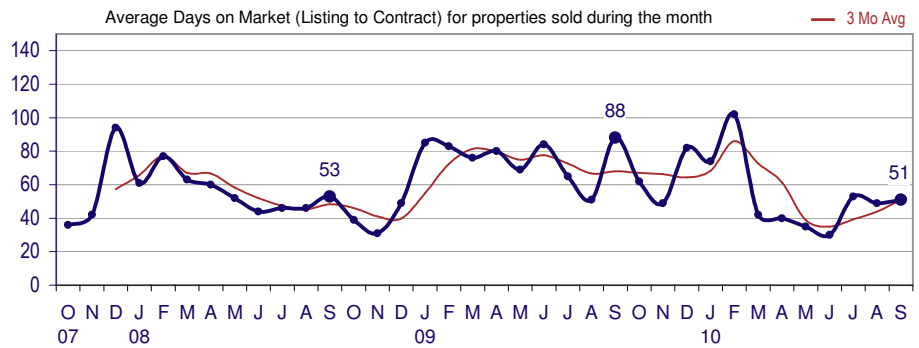
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Market Time

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 51, up 4.1% from 49 days last month and down 42.0% from 88 days in September of last year. The September 2010 DOM was at its lowest level compared with September of 2009 and 2008.

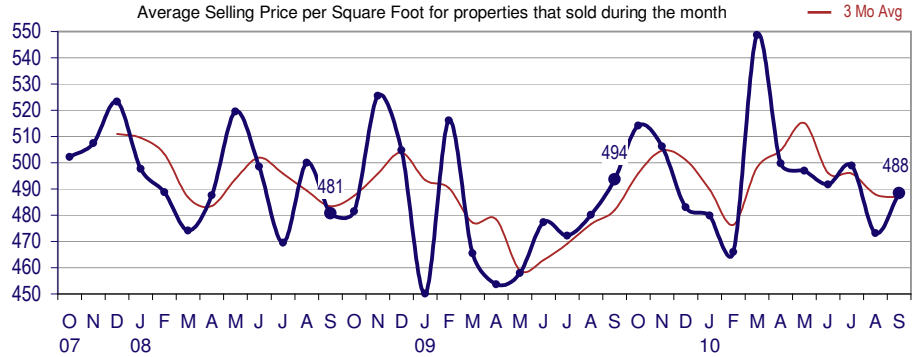
Days On Market for Sold Properties



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 \$488 was up 3.2% from \$473 last month and down 1.1% from 494 in September of last year.

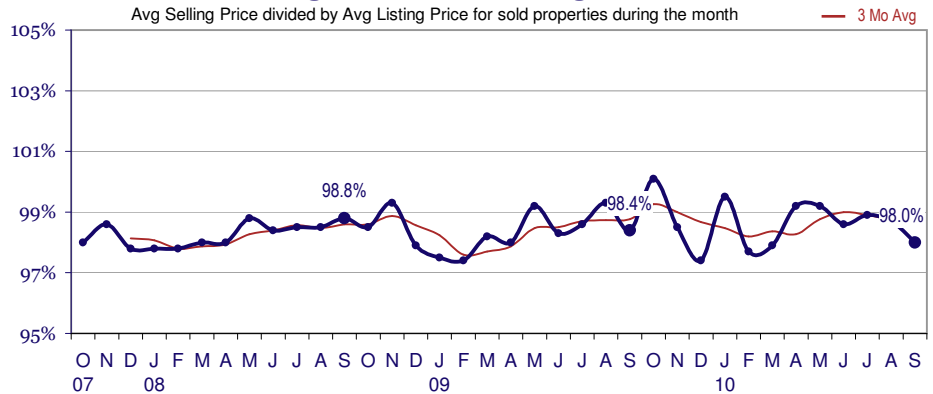
Selling Price per Square Foot



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 98.0% was down from 98.7% last month and down from 98.4% in September of last year.

Selling Price versus Listing Price Ratio



Inventory / Listings / Sales

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September 2010

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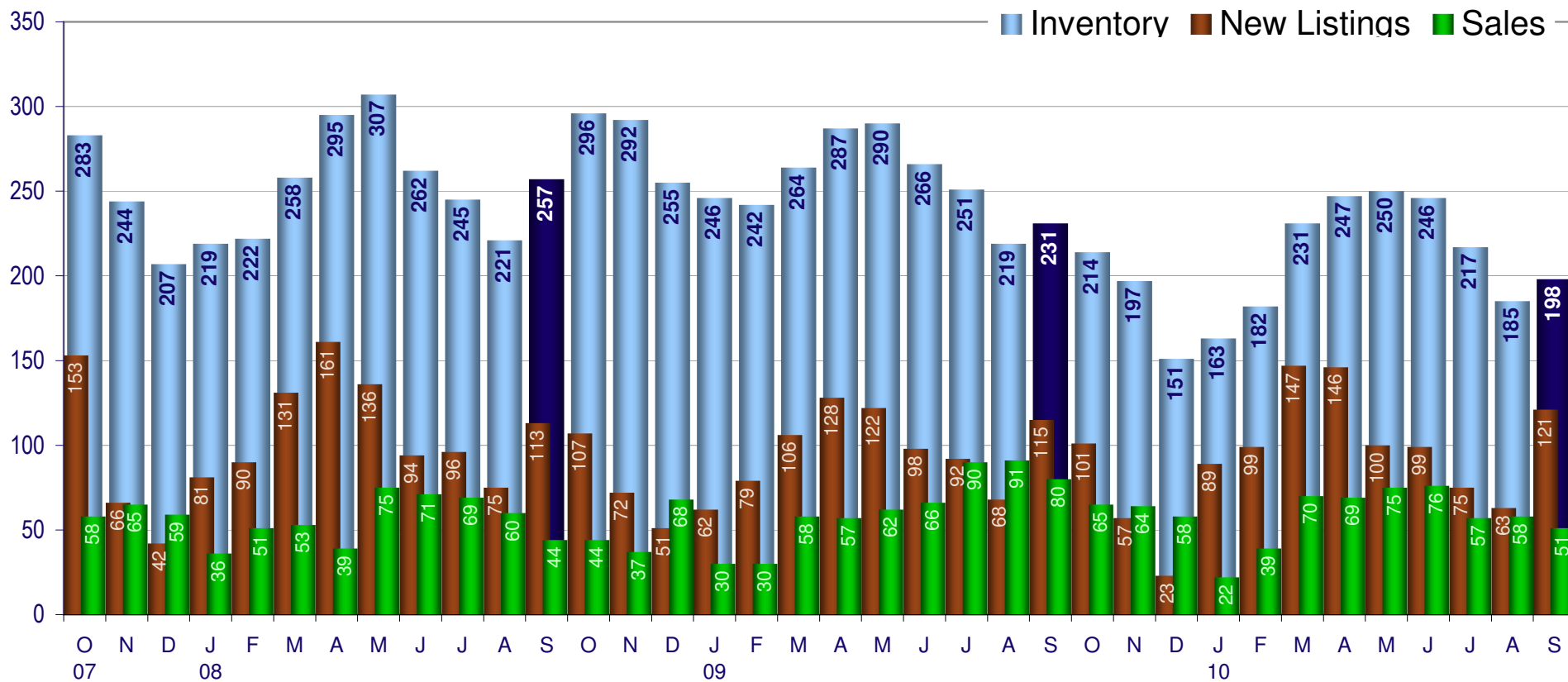
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Inventory / New Listings / Sales

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 121, up 92.1% from 63 last month and up 5.2% from 115 in September of last year.



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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	58	65	59	36	51	53	39	75	71	69	60	44	44	37	68	30	30	58	57	62	66	90	91	80	65	64	58	22	39	70	69	75	76	57	58	51
3 Mo. Roll Avg			61	53	49	47	48	56	62	72	67	58	49	42	50	45	43	39	48	59	62	73	82	87	79	70	62	48	40	44	59	71	73	69	64	55

(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	354	430	424	432	371	399	459	400	400	365	388	390	347	449	335	375	423	337	371	433	376	361	368	395	395	383	447	438	368	378	432	382	395	415	411	389
3 Mo. Roll Avg			403	429	409	401	410	419	420	388	384	381	375	395	377	386	378	378	377	380	393	390	368	375	386	391	408	423	418	395	393	397	403	397	407	405

	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	283	244	207	219	222	258	295	307	262	245	221	257	296	292	255	246	242	264	287	290	266	251	219	231	214	197	151	163	182	231	247	250	246	217	185	198
MSI	5	4	4	6	4	5	8	4	4	4	4	6	7	8	4	8	8	5	5	5	4	3	2	3	3	3	3	7	5	3	4	3	3	4	3	4

	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	36	42	94	61	77	63	60	52	44	46	46	53	39	31	49	85	83	76	80	69	84	65	51	88	62	49	82	74	102	42	40	35	30	53	49	51
3 Mo. Roll Avg			57	66	77	67	67	58	52	47	45	48	46	41	40	55	72	81	80	75	78	73	67	68	67	66	64	68	86	73	61	39	35	39	44	51

	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	502	507	523	498	489	474	488	520	499	470	500	481	481	526	505	450	516	466	454	458	477	472	480	494	514	506	483	480	466	549	500	497	492	499	473	488
3 Mo. Roll Avg			511	509	503	487	484	494	502	496	489	483	487	496	504	493	490	477	478	459	463	469	477	482	496	505	501	490	476	498	505	515	496	496	488	487

	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	0.980	0.986	0.978	0.978	0.978	0.980	0.980	0.988	0.984	0.985	0.985	0.988	0.985	0.993	0.979	0.975	0.974	0.982	0.980	0.992	0.983	0.986	0.993	0.984	1.001	0.985	0.974	0.995	0.977	0.979	0.992	0.992	0.986	0.989	0.987	0.980
3 Mo. Roll Avg			0.981	0.981	0.978	0.979	0.979	0.983	0.984	0.986	0.985	0.986	0.986	0.989	0.986	0.982	0.976	0.977	0.979	0.985	0.985	0.987	0.987	0.988	0.993	0.990	0.987	0.985	0.982	0.984	0.983	0.988	0.990	0.989	0.987	0.985

	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	153	66	42	81	90	131	161	136	94	96	75	113	107	72	51	62	79	106	128	122	98	92	68	115	101	57	23	89	99	147	146	100	99	75	63	121
Inventory	283	244	207	219	222	258	295	307	262	245	221	257	296	292	255	246	242	264	287	290	266	251	219	231	214	197	151	163	182	231	247	250	246	217	185	198
Sales	58	65	59	36	51	53	39	75	71	69	60	44	44	37	68	30	30	58	57	62	66	90	91	80	65	64	58	22	39	70	69	75	76	57	58	51

(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	383	469	451	458	374	390	442	450	434	403	410	412	370	466	390	398	469	397	395	430	409	383	402	417	424	426	492	454	401	414	464	433	467	456	447	442
3 Mo. Roll Avg			434	459	428	407	402	427	442	429	416	408	397	416	409	418	419	422	420	408	412	408	398	401	414	423	447	457	449	423	426	437	455	452	457	449

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