

City: *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

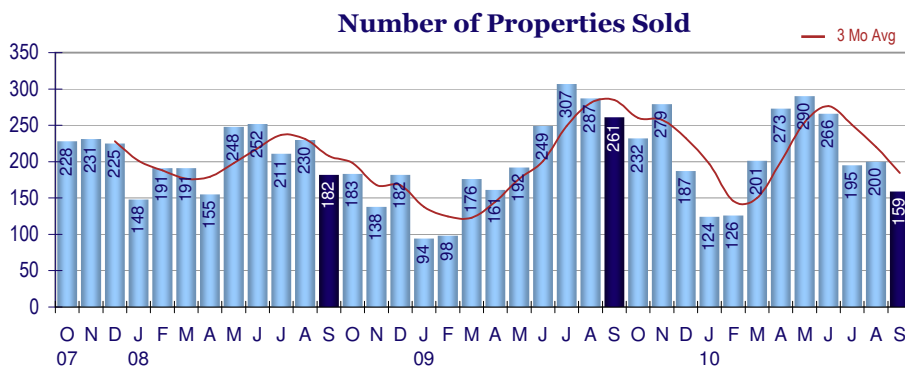
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$310,000	0%		-3%				
Average List Price of all Current Listings	\$418,470	1%		-9%				
September Median Sales Price	\$340,000	-6%	-6%	0%	-1%	\$355,000	3%	3%
September Average Sales Price	\$379,574	-13%	-9%	-3%	-5%	\$411,990	2%	3%
Total Properties Currently for Sale (Inventory)	1,201	6%		0%				
September Number of Properties Sold	159	-21%		-39%		1,834	0%	
September Average Days on Market (Solds)	66	25%	14%	-21%	-12%	60	-24%	-20%
Asking Price per Square Foot (based on New Listings)	\$446	3%	1%	7%	4%	\$434	1%	1%
September Sold Price per Square Foot	\$423	-2%	-1%	-3%	-1%	\$424	-1%	-1%
September Month's Supply of Inventory	7.6	33%	16%	65%	8%	6.4	-18%	-9%
September Sale Price vs List Price Ratio	97.3%	-8%	-1%	1%	4%	97.1%	4%	2%

\* 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)

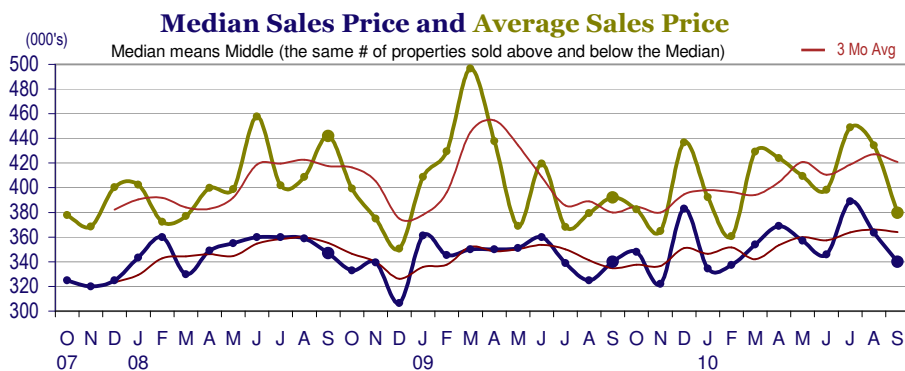
## Property Sales

September Property sales were 159, down 39.1% from 261 in September of 2009 and 20.5% lower than the 200 sales last month. September 2010 sales were at their lowest level compared to September of 2009 and 2008. September YTD sales of 1,834 are running 0.5% ahead of last year's year-to-date sales of 1,825.



## Prices

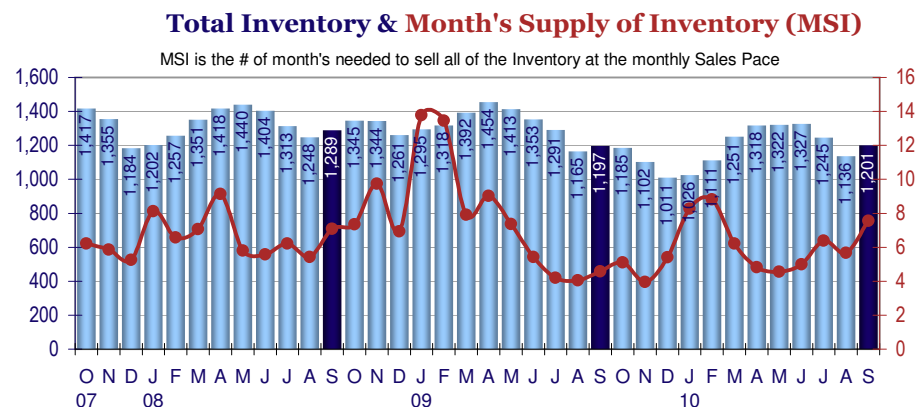
The Median Sales Price in September was \$340,000, equal to \$340,000 in September of 2009 and down 6.5% from \$363,500 last month. The Average Sales Price in September was \$379,574, down 3.2% from \$391,984 in September of 2009 and down 12.6% from \$434,488 last month. September 2010 ASP was at the lowest level compared to September of 2009 and 2008.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 1,201, up 5.7% from 1,136 last month and up 0.3% from 1,197 in September of last year. September 2010 Inventory was at a mid 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 7.6 months was at its highest level compared with September of 2009 and 2008.



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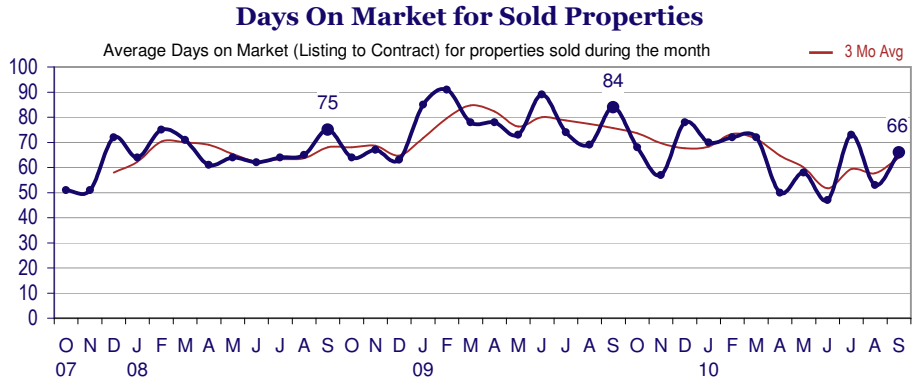
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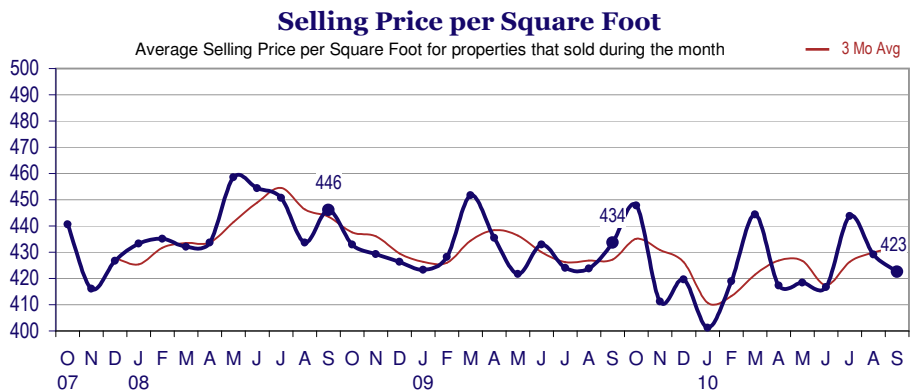
## Market Time

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 66, up 24.5% from 53 days last month and down 21.4% from 84 days in September of last year. The September 2010 DOM was at its lowest level compared with September of 2009 and 2008.



## 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 \$423 was down 1.5% from \$429 last month and down 2.6% from 434 in September of last year.



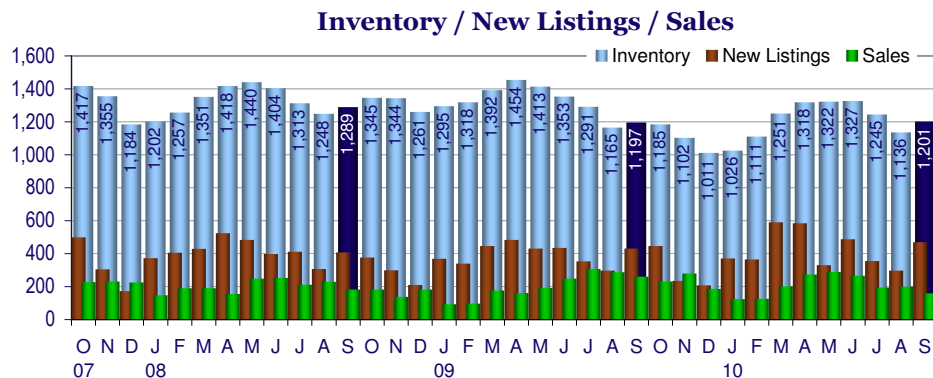
## Selling Price vs Original Listing Price

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 97.3% was down from 98.1% last month and up from 97.2% in September of last year.



## 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 470, up 58.2% from 297 last month and up 9.0% from 431 in September of last year.



# Inventory / Listings / Sales

City: *Washington*

September 2010

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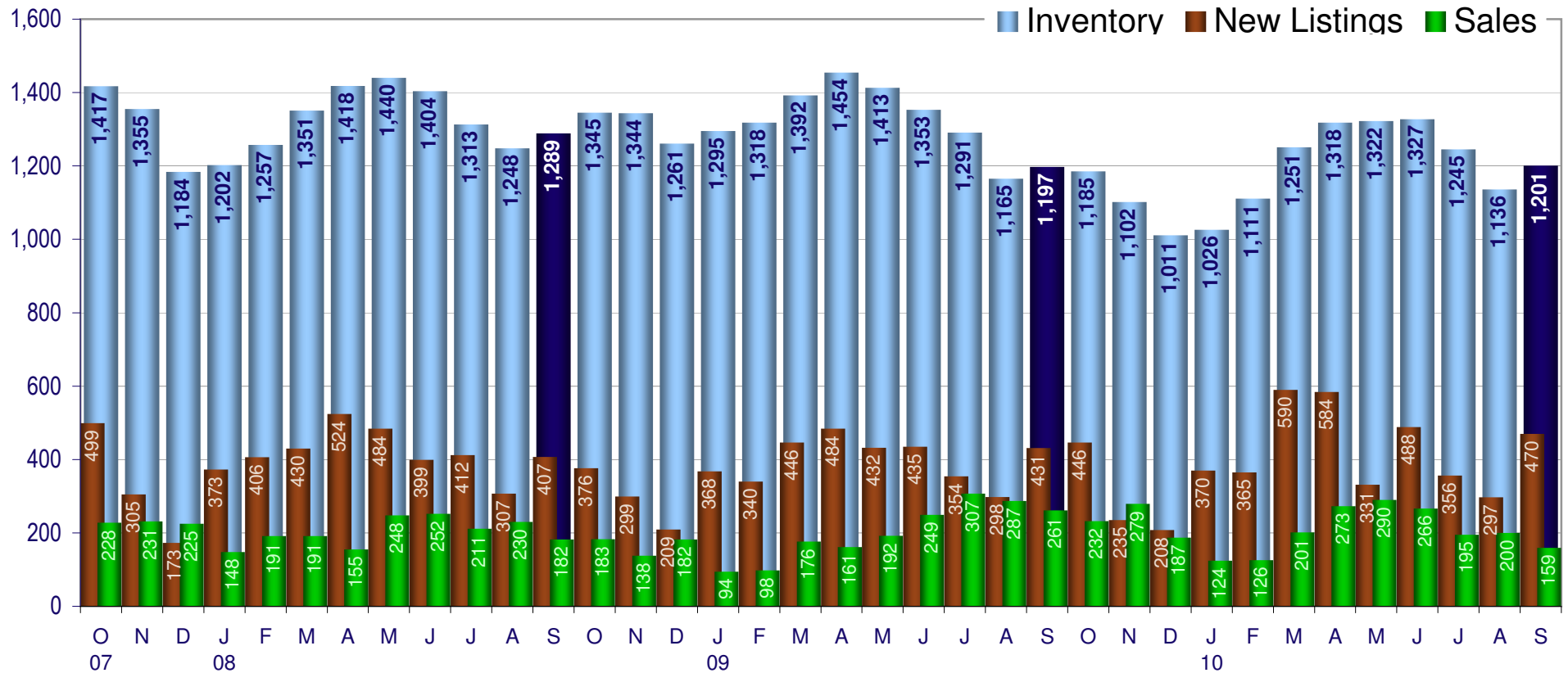
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## City: Washington

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	228	231	225	148	191	191	155	248	252	211	230	182	183	138	182	94	98	176	161	192	249	307	287	261	232	279	187	124	126	201	273	290	266	195	200	159
3 Mo. Roll Avg			228	201	188	177	179	198	218	237	231	208	198	168	168	138	125	123	145	176	201	249	281	285	260	257	233	197	146	150	200	255	276	250	220	185

(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	325	320	325	343	360	330	349	355	360	360	359	347	333	340	306	361	346	350	350	351	360	339	325	340	348	322	383	335	337	354	369	357	346	389	364	340
3 Mo. Roll Avg			323	329	343	344	346	345	355	358	360	355	346	340	326	336	338	352	349	350	354	350	341	335	338	337	351	347	352	342	353	360	357	364	366	364

	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	1417	1355	1184	1202	1257	1351	1418	1440	1404	1313	1248	1289	1345	1344	1261	1295	1318	1392	1454	1413	1353	1291	1165	1197	1185	1102	1011	1026	1111	1251	1318	1322	1327	1245	1136	1201
MSI	6	6	5	8	7	7	9	6	6	6	5	7	7	10	7	14	13	8	9	7	5	4	4	5	5	4	5	8	9	6	5	5	5	6	6	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	51	51	72	64	75	71	61	64	62	64	65	75	64	67	63	85	91	78	78	73	89	74	69	84	68	57	78	70	72	72	50	58	47	73	53	66
3 Mo. Roll Avg			58	62	70	70	69	65	62	63	64	68	68	69	65	72	80	85	82	76	80	79	77	76	74	70	68	68	73	71	65	60	52	59	58	64

	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	441	416	427	433	435	432	434	459	454	451	434	446	433	429	426	423	428	452	436	422	433	424	424	434	448	411	420	401	419	444	417	418	417	444	429	423
3 Mo. Roll Avg			428	425	432	434	434	441	449	455	446	444	438	436	430	426	426	434	438	436	430	426	427	427	435	431	426	411	413	421	427	427	417	426	430	432

	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	0.981	0.984	0.972	0.977	0.978	0.982	0.976	0.977	0.977	0.980	0.980	0.981	0.979	0.977	0.971	0.964	0.964	0.964	0.961	0.973	0.969	0.976	0.976	0.972	0.983	0.981	0.973	0.975	0.974	0.968	0.979	0.979	0.975	0.971	0.981	0.973
3 Mo. Roll Avg			0.979	0.978	0.976	0.979	0.979	0.978	0.977	0.978	0.979	0.980	0.980	0.979	0.976	0.971	0.966	0.964	0.963	0.966	0.968	0.973	0.974	0.975	0.977	0.979	0.979	0.976	0.974	0.972	0.974	0.975	0.978	0.975	0.976	0.975

	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	499	305	173	373	406	430	524	484	399	412	307	407	376	299	209	368	340	446	484	432	435	354	298	431	446	235	208	370	365	590	584	331	488	356	297	470
Inventory	1417	1355	1184	1202	1257	1351	1418	1440	1404	1313	1248	1289	1345	1344	1261	1295	1318	1392	1454	1413	1353	1291	1165	1197	1185	1102	1011	1026	1111	1251	1318	1322	1327	1245	1136	1201
Sales	228	231	225	148	191	191	155	248	252	211	230	182	183	138	182	94	98	176	161	192	249	307	287	261	232	279	187	124	126	201	273	290	266	195	200	159

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Avg Sale Price	378	369	400	402	372	377	400	399	458	402	409	442	399	375	351	409	429	497	438	369	420	368	379	392	382	365	437	392	361	429	424	410	398	449	434	380
3 Mo. Roll Avg			382	390	392	384	383	392	419	420	423	417	417	405	375	378	396	445	455	434	409	386	389	380	385	380	395	398	397	394	405	421	411	419	427	421

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