

City: *Washington*

Coldwell Banker Georgetown

3000 K Street NW Suite 101
Washington, DC 20007
www.cbmove.com/Georgetown
(202) 333-6100



Price Range: All | Properties: Condo

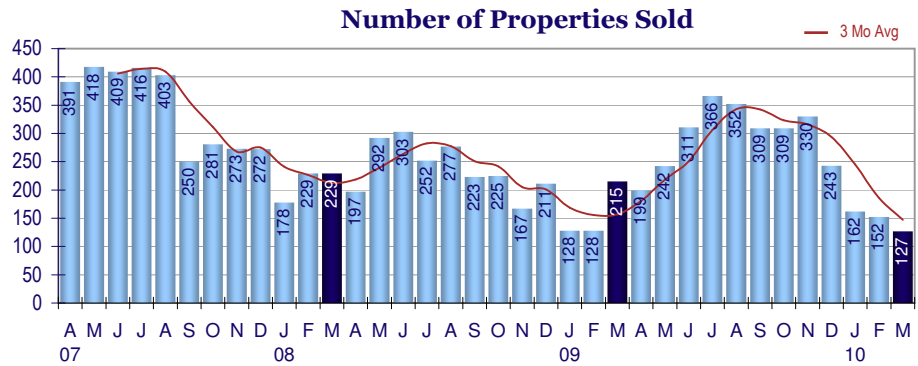
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$321,000	4%		-8%				
Average List Price of all Current Listings	\$513,395	10%		4%				
March Median Sales Price	\$320,000	-2%	-4%	-9%	-5%	\$320,000	-8%	-5%
March Average Sales Price	\$425,220	9%	6%	-13%	4%	\$391,877	-14%	-4%
Total Properties Currently for Sale (Inventory)	1,383	7%		-19%				
March Number of Properties Sold	127	-16%		-41%		441	-6%	
March Average Days on Market (Solds)	85	25%	10%	9%	12%	74	-11%	-3%
Asking Price per Square Foot (based on New Listings)	\$432	1%	1%	-6%	-2%	\$437	-4%	-1%
March Sold Price per Square Foot	\$421	2%	4%	-6%	-0%	\$408	-6%	-3%
March Month's Supply of Inventory	10.9	28%	21%	37%	59%	9.0	-20%	31%
March Sale Price vs List Price Ratio	92.9%	-1.7%	-2%	.5%	-4%	93.2%	1.8%	-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)

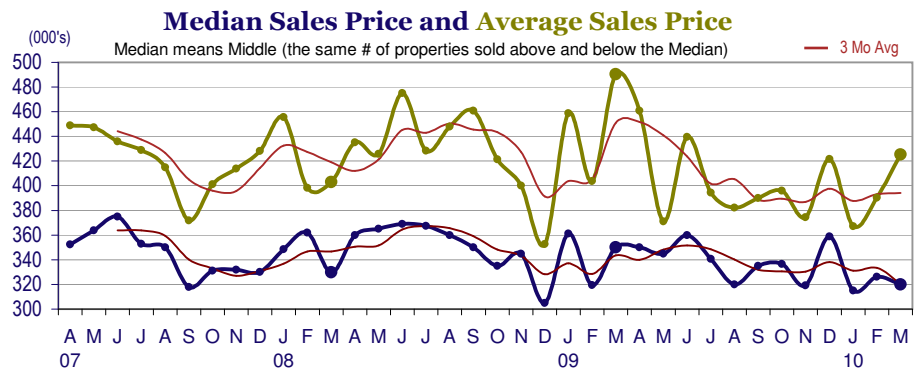
Property Sales

March Property sales were 127, down -40.9% from 215 in March of 2009 and -16.4% lower than the 152 sales last month. March 2010 sales were at their lowest level compared to March of 2009 and 2008. March YTD sales of 441 are running -6.4% behind last year's year-to-date sales of 471.



Prices

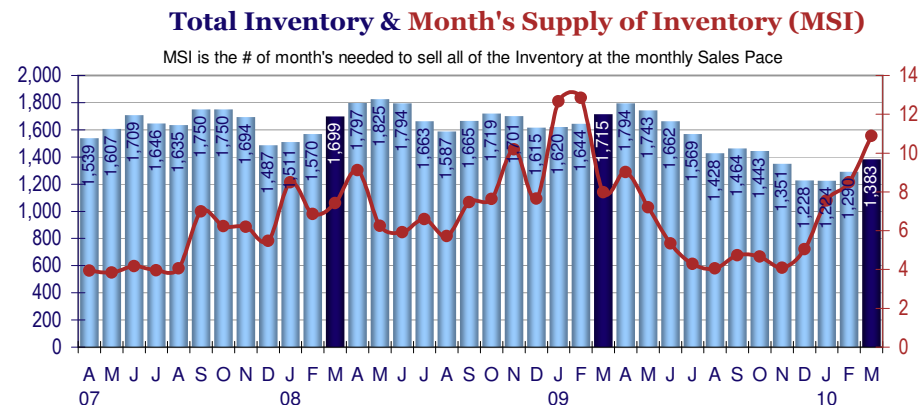
The Median Sales Price in March was \$320,000, down -8.6% from \$350,000 in March of 2009 and down -1.9% from \$326,250 last month. The Average Sales Price in March was \$425,220, down -13.3% from \$490,479 in March of 2009 and up 9.0% from \$390,259 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 1,383, up 7.2% from 1,290 last month and down -19.4% from 1,715 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 10.9 months was at its highest level compared with March of 2009 and 2008.



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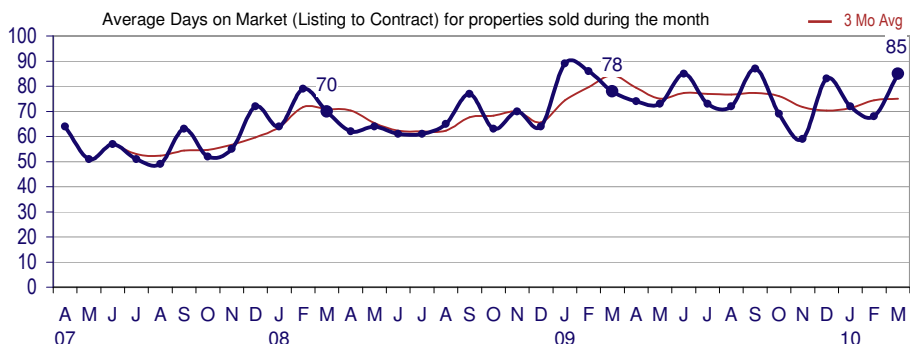


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Market Time

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 March was 85, up 25.0% from 68 days last month and up 9.0% from 78 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.

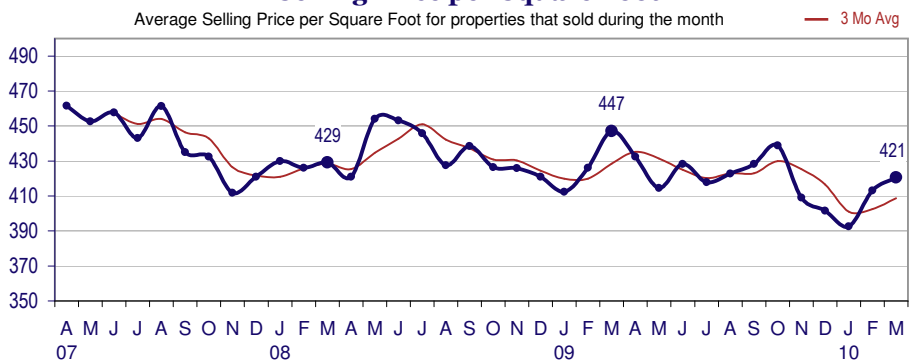
Days On Market for Sold Properties



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 March 2010 Selling Price per Square Foot of \$421 was up 1.8% from \$413 last month and down -5.9% from 447 in March of last year.

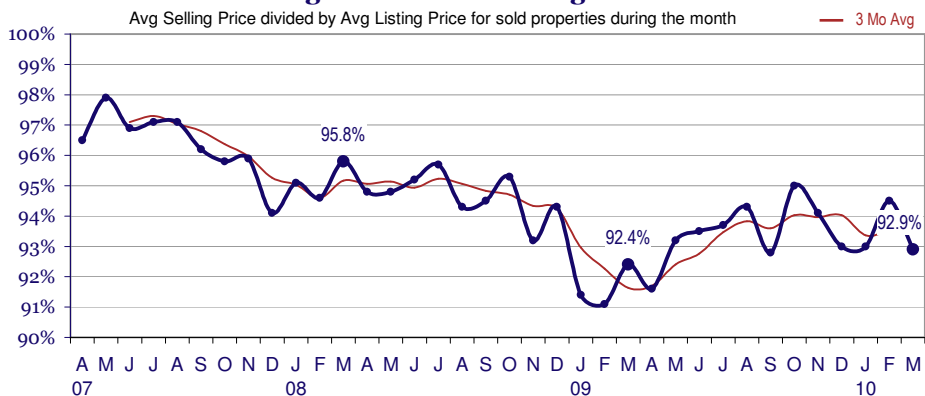
Selling Price per Square Foot



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 March 2010 Selling Price vs Original List Price of 92.9% was down from 94.5% last month and up from 92.4% in March of last year.

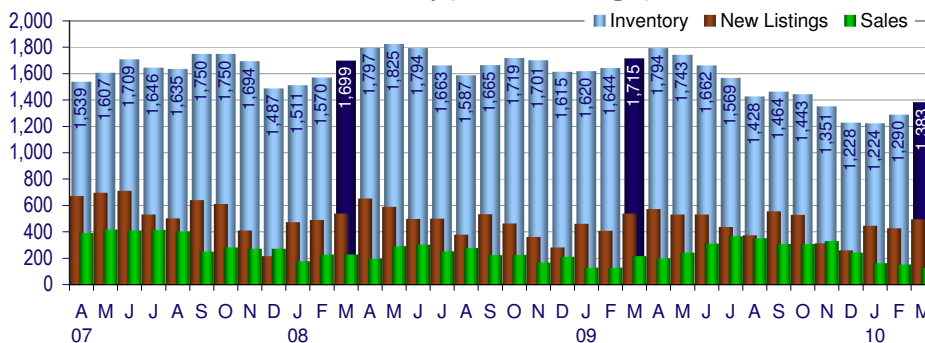
Selling Price versus Listing Price Ratio



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 March 2010 was 495, up 15.7% from 428 last month and down -8.3% from 540 in March of last year.

Inventory / New Listings / Sales



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March 2010

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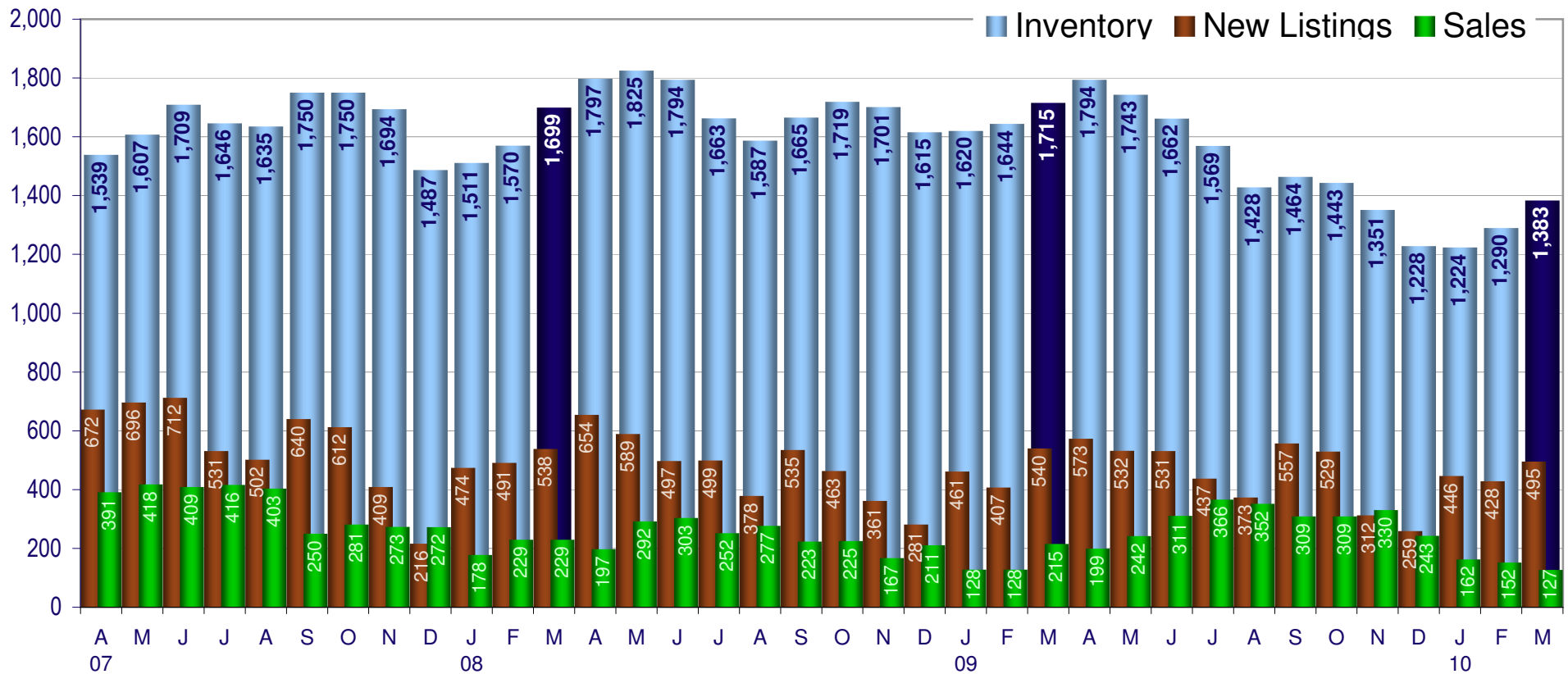
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