

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: Single Family - TwnHm

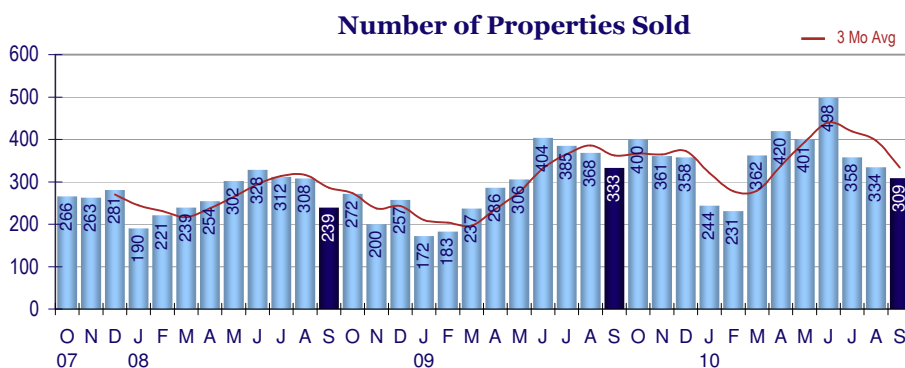
Market Profile & Trends Overview

	Month	Trending versus*:				Trending versus*:		
		LM	L3M	PYM	LY	YTD	Prior YTD	Prior Year
Median List Price of all Current Listings	\$399,000	5%		14%				
Average List Price of all Current Listings	\$725,706	1%		-3%				
September Median Sales Price	\$428,000	-3%	-6%	7%	3%	\$420,000	-2%	1%
September Average Sales Price	\$544,605	1%	-6%	9%	1%	\$545,166	-1%	1%
Total Properties Currently for Sale (Inventory)	1,605	4%		-9%				
September Number of Properties Sold	309	-7%		-7%		3,157	18%	
September Average Days on Market (Solds)	58	23%	14%	-19%	-18%	56	-22%	-21%
Asking Price per Square Foot (based on New Listings)	\$349	16%	5%	9%	10%	\$336	6%	6%
September Sold Price per Square Foot	\$342	26%	5%	14%	11%	\$317	1%	3%
September Month's Supply of Inventory	5.2	13%	9%	-2%	-19%	4.6	-35%	-28%
September Sale Price vs List Price Ratio	97.7%	-7%	.2%	.5%	1.8%	97.1%	1.4%	1.2%

* 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)

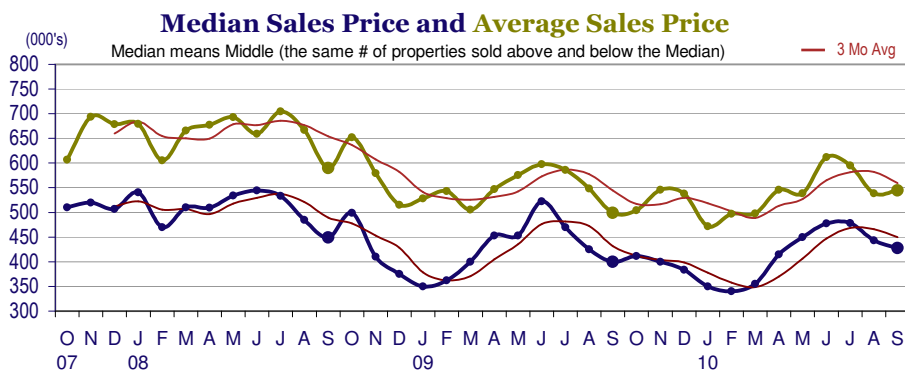
Property Sales

September Property sales were 309, down 7.2% from 333 in September of 2009 and 7.5% lower than the 334 sales last month. September 2010 sales were at a mid level compared to September of 2009 and 2008. September YTD sales of 3,157 are running 18.1% ahead of last year's year-to-date sales of 2,674.



Prices

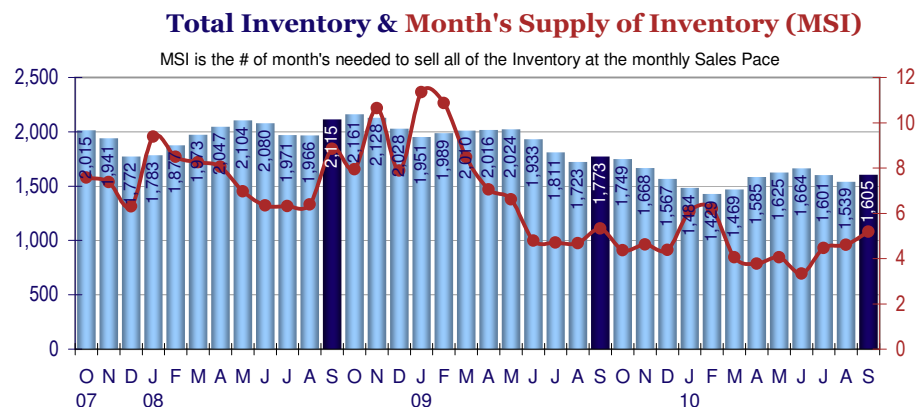
The Median Sales Price in September was \$428,000, up 7.0% from \$400,000 in September of 2009 and down 3.4% from \$443,000 last month. The Average Sales Price in September was \$544,605, up 9.1% from \$499,337 in September of 2009 and up 1.1% from \$538,808 last month. September 2010 ASP was at a mid range compared to September of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 1,605, up 4.3% from 1,539 last month and down 9.5% from 1,773 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 5.2 months was at its lowest level compared with September of 2009 and 2008.



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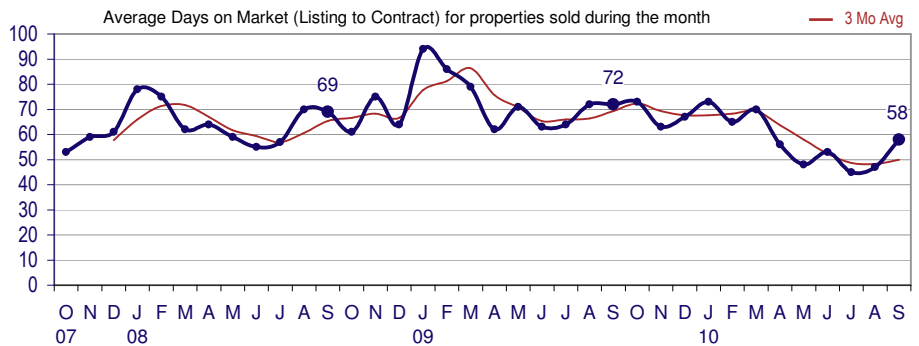


Price Range: All | Properties: Single Family - TwnHm

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 58, up 23.4% from 47 days last month and down 19.4% from 72 days in September of last year. The September 2010 DOM was at its lowest level compared with September of 2009 and 2008.

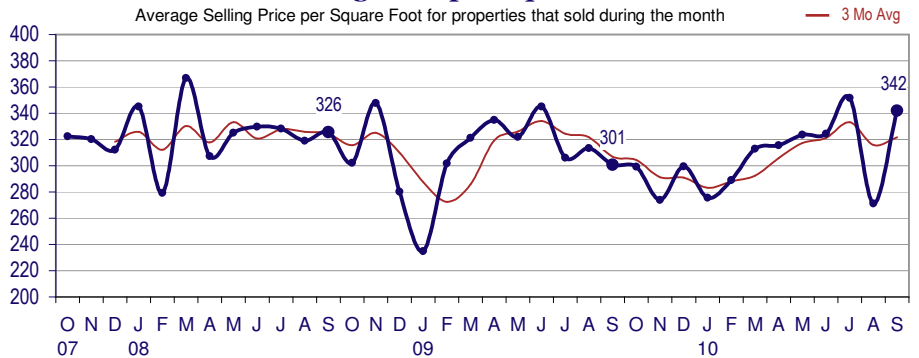
Days On Market for Sold Properties



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 \$342 was up 26.0% from \$271 last month and up 13.7% from 301 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 97.7% was down from 98.4% last month and up from 97.2% in September of last year.

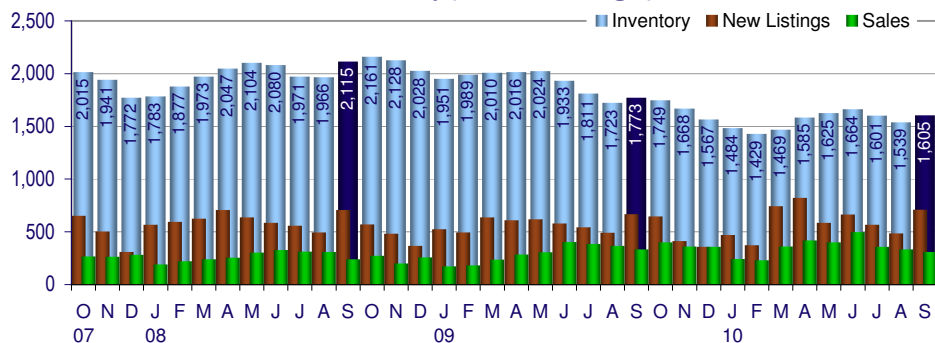
Selling Price versus Listing Price Ratio



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 709, up 45.9% from 486 last month and up 6.3% from 667 in September of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

City: Washington

September 2010

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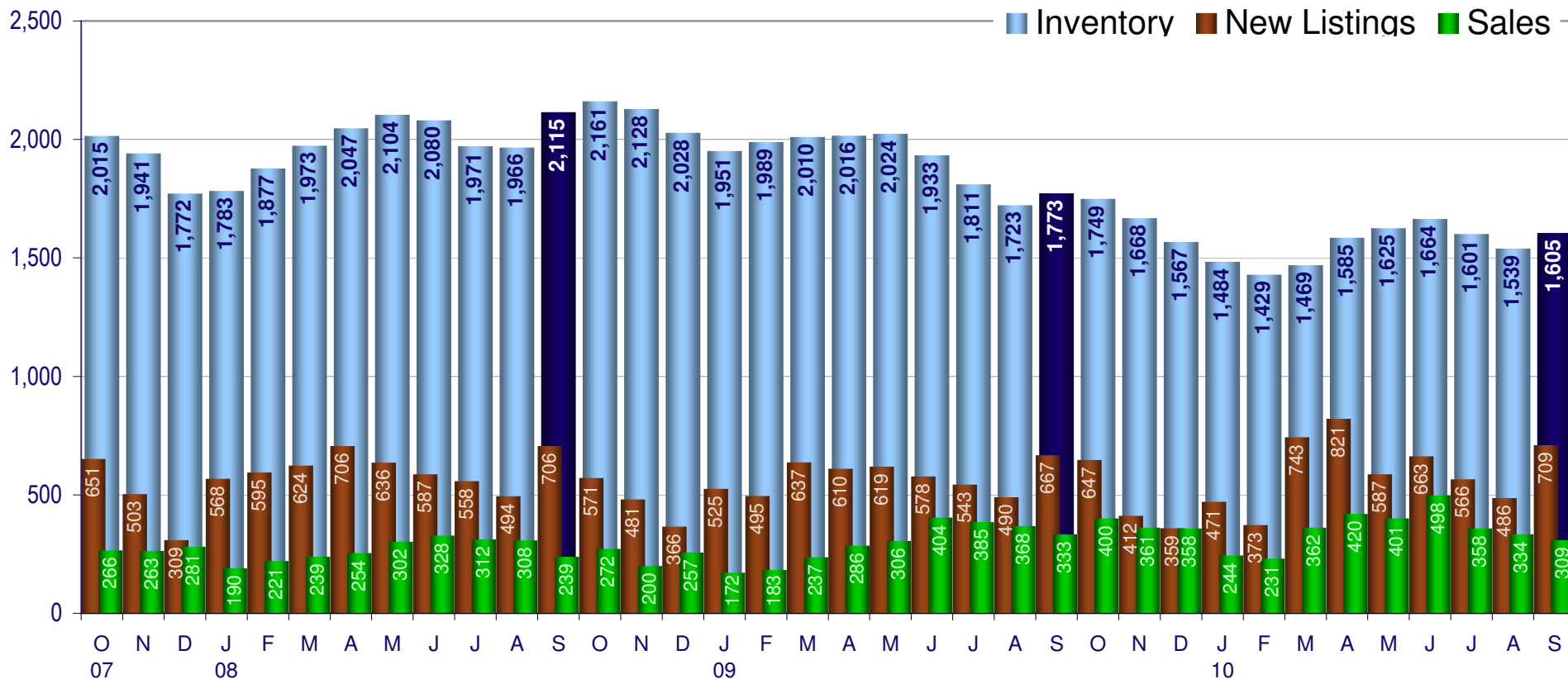
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Price Range: All | Properties: Single Family - TwnHm

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Data is provided courtesy of Metropolitan Regional Information Services Incorporated, The Coastal Association of Realtors MLS and Sussex County of Realtors MLS and may not reflect all relevant real estate activity. Coldwell Banker Residential Brokerage the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.

City: Washington

Price Range: Below to 100,000,000 | Property Types: Single Family - TwnHm

	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	266	263	281	190	221	239	254	302	328	312	308	239	272	200	257	172	183	237	286	306	404	385	368	333	400	361	358	244	231	362	420	401	498	358	334	309
3 Mo. Roll Avg			270	245	231	217	238	265	295	314	316	286	273	237	243	210	204	197	235	276	332	365	386	362	367	365	373	321	278	279	338	394	440	419	397	334

(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	510	520	507	541	470	510	510	534	545	534	485	449	499	410	375	350	363	400	453	453	523	470	425	400	412	400	384	350	340	355	415	450	478	478	443	428
3 Mo. Roll Avg			512	523	506	507	497	518	529	537	521	489	478	453	428	378	363	371	405	435	476	482	472	432	412	404	398	378	358	348	370	407	448	469	466	450

	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	2015	1941	1772	1783	1877	1973	2047	2104	2080	1971	1966	2115	2161	2128	2028	1951	1989	2010	2016	2024	1933	1811	1723	1773	1749	1668	1567	1484	1429	1469	1585	1625	1664	1601	1539	1605	
MSI	8	7	6	9	8	8	8	7	6	6	6	9	8	11	8	11	11	8	7	7	5	5	5	5	4	5	4	6	6	4	4	4	4	3	4	5	5

	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	53	59	61	78	75	62	64	59	55	57	70	69	61	75	64	94	86	79	62	71	63	64	72	72	73	63	67	73	65	70	56	48	53	45	47	58
3 Mo. Roll Avg			58	66	71	72	67	62	59	57	61	65	67	68	67	78	81	86	76	71	65	66	66	69	72	69	68	68	68	69	64	58	52	49	48	50

	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	322	320	312	345	279	367	307	325	330	328	319	326	302	348	280	235	302	321	335	322	345	306	313	301	299	274	300	276	289	313	316	324	324	352	271	342
3 Mo. Roll Avg			318	326	312	330	318	333	321	328	326	324	316	325	310	288	272	286	319	326	334	324	322	307	305	291	291	283	288	292	306	317	321	333	316	322

	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	0.975	0.969	0.966	0.969	0.977	0.969	0.975	0.973	0.971	0.974	0.965	0.969	0.963	0.962	0.960	0.950	0.964	0.967	0.966	0.974	0.965	0.965	0.972	0.978	0.977	0.975	0.978	0.978	0.978	0.988	0.986	0.985	0.981	0.984	0.977
3 Mo. Roll Avg			0.975	0.970	0.968	0.971	0.972	0.974	0.972	0.973	0.973	0.970	0.969	0.966	0.965	0.962	0.957	0.958	0.960	0.966	0.969	0.968	0.968	0.967	0.972	0.976	0.977	0.977	0.977	0.978	0.981	0.984	0.986	0.984	0.983	0.981

	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	651	503	309	568	595	624	706	636	587	558	494	706	571	481	366	525	495	637	610	619	578	543	490	667	647	412	359	471	373	743	821	587	663	566	486	709
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Sales	266	263	281	190	221	239	254	302	328	312	308	239	272	200	257	172	183	237	286	306	404	385	368	333	400	361	358	244	231	362	420	401	498	358	334	309

(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	607	694	679	679	606	666	678	693	659	704	667	590	652	580	515	529	543	506	547	575	598	586	548	499	505	546	538	472	497	498	546	538	612	595	539	545
3 Mo. Roll Avg			660	684	655	650	650	679	677	686	677	654	636	607	582	541	529	526	532	543	573	586	577	545	517	517	530	519	502	489	513	527	565	582	582	559

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