

MARKET ACTION REPORT

September 2010

MLS Area - Woodley, Zip - 20008 -
Washington

COLDWELL BANKER GEORGETOWN

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Price Range: \$750,000 and Up | Properties: Single Family - TwnHm

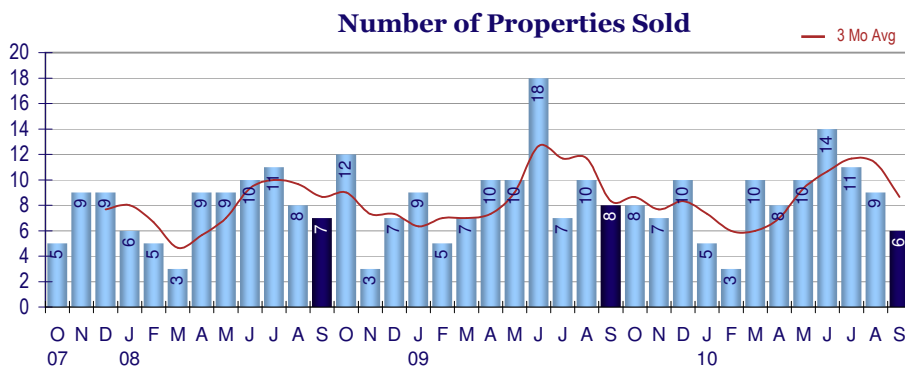
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,295,000	-4%		-2%				
Average List Price of all Current Listings	\$2,891,040	-6%		-22%				
September Median Sales Price	\$1,125,000	22%	-13%	2%	-2%	\$1,252,450	14%	9%
September Average Sales Price	\$1,880,000	74%	5%	48%	23%	\$1,732,958	16%	13%
Total Properties Currently for Sale (Inventory)	55	25%		-7%				
September Number of Properties Sold	6	-33%		-25%		76	-10%	
September Average Days on Market (Solds)	71	42%	3%	9%	16%	82	52%	34%
Asking Price per Square Foot (based on New Listings)	\$471	1%	-3%	9%	2%	\$514	14%	11%
September Sold Price per Square Foot	\$0	-100%	-100%	-100%	-100%	\$409	8%	3%
September Month's Supply of Inventory	9.2	88%	53%	24%	44%	6.6	2%	3%
September Sale Price vs List Price Ratio	94.3%	-2.9%	-1.1%	-3.1%	.8%	94.1%	.5%	.6%

* 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 6, down 25.0% from 8 in September of 2009 and 33.3% lower than the 9 sales last month. September 2010 sales were at their lowest level compared to September of 2009 and 2008. September YTD sales of 76 are running 9.5% behind last year's year-to-date sales of 84.



Prices

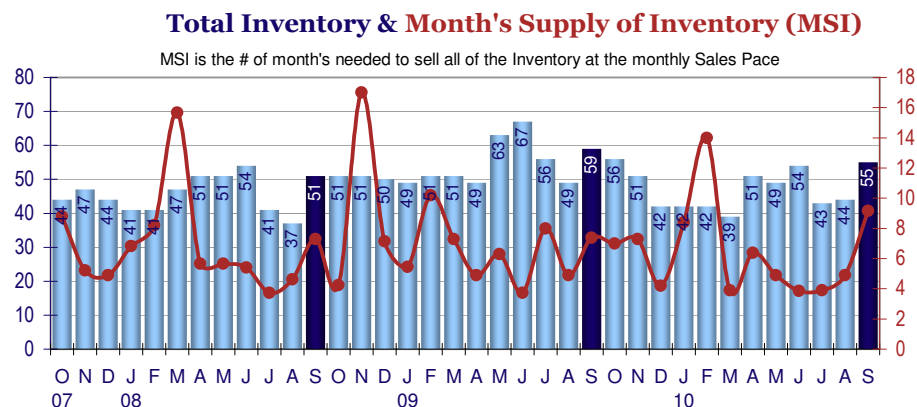
The Median Sales Price in September was \$1,125,000, up 1.9% from \$1,104,000 in September of 2009 and up 21.6% from \$925,000 last month. The Average Sales Price in September was \$1,880,000, up 48.5% from \$1,266,375 in September of 2009 and up 74.4% from \$1,078,222 last month. September 2010 ASP 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 55, up 25.0% from 44 last month and down 6.8% from 59 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 9.2 months was at its highest level compared with September of 2009 and 2008.



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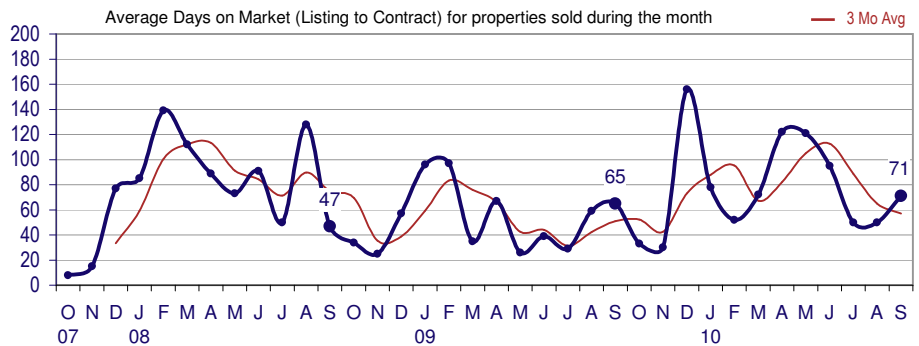
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Market Time

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 71, up 42.0% from 50 days last month and up 9.2% from 65 days in September of last year. The September 2010 DOM was at a mid level compared with September of 2009 and 2008.

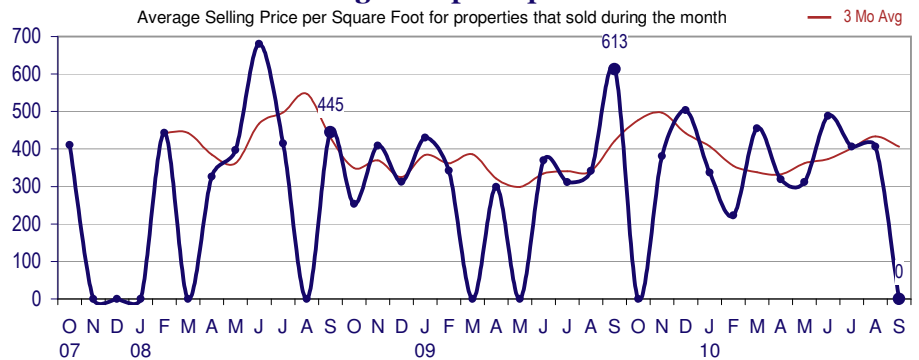
Days On Market for Sold Properties



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 \$0 was down 100.0% from \$406 last month and down 100.0% from 613 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 94.3% was down from 97.1% last month and down from 97.3% in September of last year.

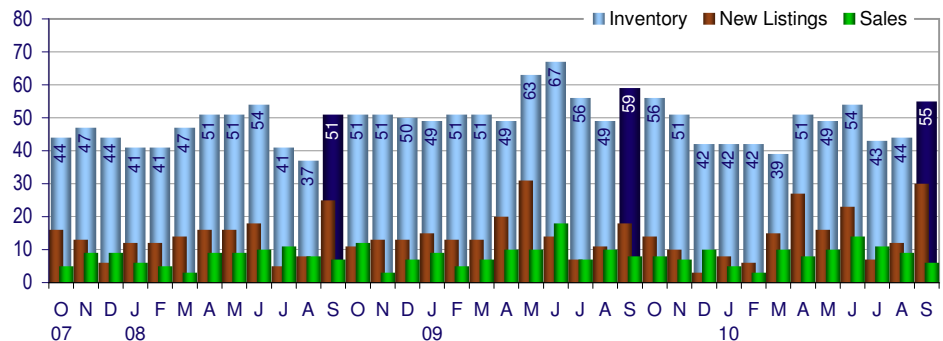
Selling Price versus Listing Price Ratio



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 30, up 150.0% from 12 last month and up 66.7% from 18 in September of last year.

Inventory / New Listings / Sales



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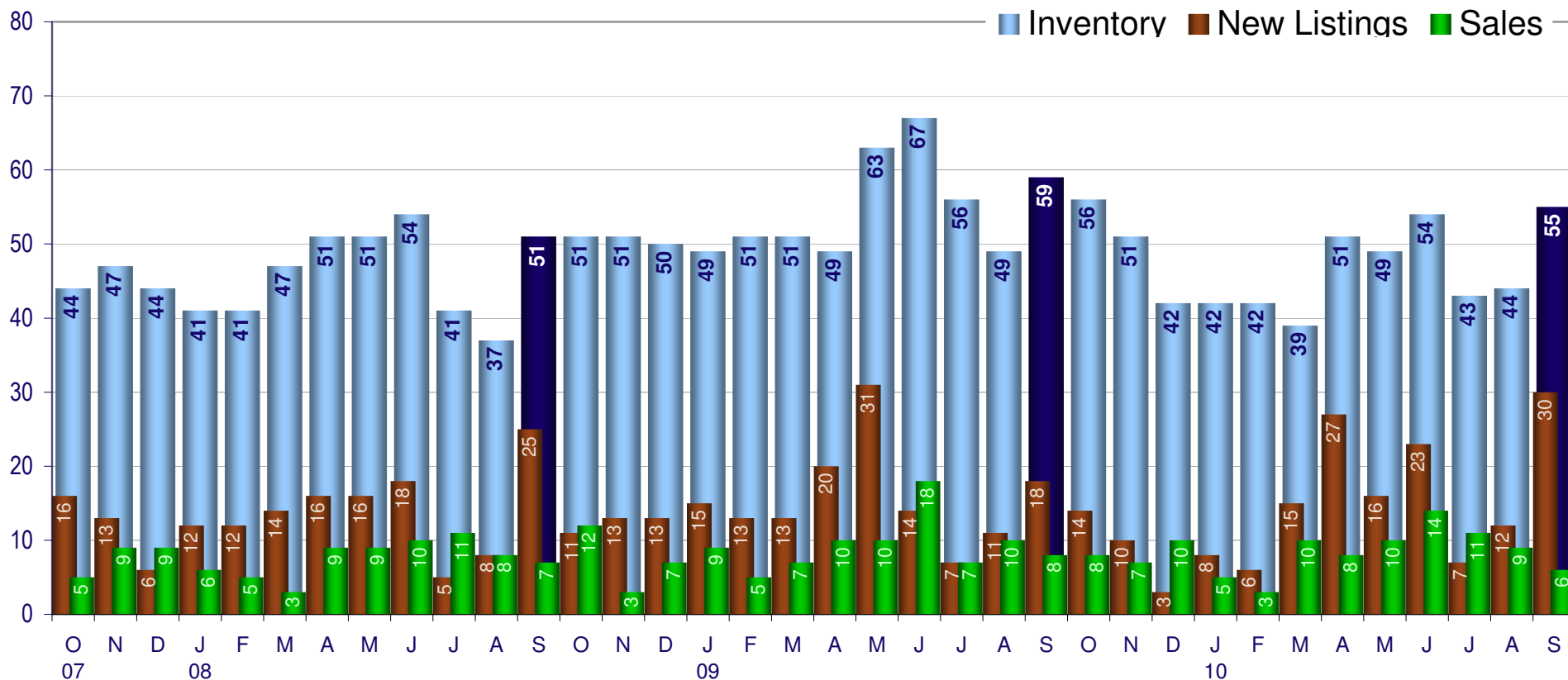
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Price Range: \$750,000 and Up | Properties: Single Family - TwnHm

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Copyright © Coldwell Banker Residential Brokerage | Price Range: \$750,000 and Up | Property Types: Single Family - TwnHm

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MLS Area - Woodley, Zip - 20008 - Washington

Price Range: 750,000 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	5	9	9	6	5	3	9	9	10	11	8	7	12	3	7	9	5	7	10	10	18	7	10	8	8	7	10	5	3	10	8	10	14	11	9	6
3 Mo. Roll Avg			8	8	7	5	6	7	9	10	10	9	9	7	7	6	7	7	7	9	13	12	12	8	9	8	8	7	6	6	7	9	11	12	11	9

(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	955	1160	1325	1375	1420	1525	1032	1639	1283	925	1735	1050	1075	1500	958	1350	1035	1031	1410	1063	935	1435	1083	1104	1598	1195	1268	1450	1330	1005	1305	1055	1988	1270	925	1125
3 Mo. Roll Avg			1147	1287	1373	1440	1326	1399	1318	1282	1314	1237	1287	1208	1178	1269	1114	1139	1159	1168	1136	1144	1151	1207	1261	1299	1353	1304	1349	1262	1213	1122	1449	1438	1394	1107

	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	44	47	44	41	41	47	51	51	54	41	37	51	51	51	50	49	51	51	49	63	67	56	49	59	56	51	42	42	42	39	51	49	54	43	44	55
MSI	9	5	5	7	8	16	6	6	5	4	5	7	4	17	7	5	10	7	5	6	4	8	5	7	7	7	4	8	14	4	6	5	4	4	5	9

	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	8	15	77	85	139	112	89	73	91	50	128	47	34	25	57	96	97	35	67	26	39	29	59	65	33	30	156	78	52	72	122	121	95	50	50	71
3 Mo. Roll Avg			33	59	100	112	113	91	84	71	90	75	70	35	39	59	83	76	66	43	44	31	42	51	52	43	73	88	95	67	82	105	113	89	65	57

	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	411	0	0	0	443	0	326	397	680	415	0	445	254	409	313	430	343	0	299	0	370	312	342	613	0	380	504	337	223	455	319	311	489	406	406	0
3 Mo. Roll Avg			411		443	443	385	362	468	497	548	430	349	369	325	384	362	386	321	299	334	341	341	422	477	497	442	407	355	338	332	362	373	402	434	406

	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	0.995	0.993	0.938	0.965	0.949	0.910	0.960	0.938	0.974	0.948	0.961	0.967	0.969	0.965	0.957	0.954	0.871	0.979	0.947	0.959	0.981	0.954	0.948	0.973	0.924	0.990	0.934	0.976	0.908	0.953	0.967	0.949	0.972	0.968	0.971	0.943
3 Mo. Roll Avg			0.975	0.965	0.951	0.941	0.940	0.936	0.957	0.953	0.961	0.959	0.966	0.967	0.964	0.959	0.927	0.935	0.932	0.962	0.962	0.965	0.961	0.958	0.948	0.962	0.949	0.967	0.939	0.946	0.943	0.956	0.963	0.963	0.970	0.961

	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	16	13	6	12	12	14	16	16	18	5	8	25	11	13	13	15	13	13	20	31	14	7	11	18	14	10	3	8	6	15	27	16	23	7	12	30
Inventory	44	47	44	41	41	47	51	51	54	41	37	51	51	51	50	49	51	51	49	63	67	56	49	59	56	51	42	42	42	39	51	49	54	43	44	55
Sales	5	9	9	6	5	3	9	9	10	11	8	7	12	3	7	9	5	7	10	10	18	7	10	8	8	7	10	5	3	10	8	10	14	11	9	6

(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	934	1509	1537	1611	1879	2115	1591	2012	1823	1728	2245	1289	1824	3967	1267	1787	1202	1225	1952	1414	1431	1576	1456	1266	1955	1433	1469	1639	2020	1181	2540	1397	2478	1425	1078	1880
3 Mo. Roll Avg			1327	1552	1676	1868	1862	1906	1809	1854	1932	1754	1786	2360	2352	2340	1419	1405	1460	1530	1599	1473	1487	1433	1559	1551	1619	1514	1709	1613	1914	1706	2138	1767	1661	1461

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