



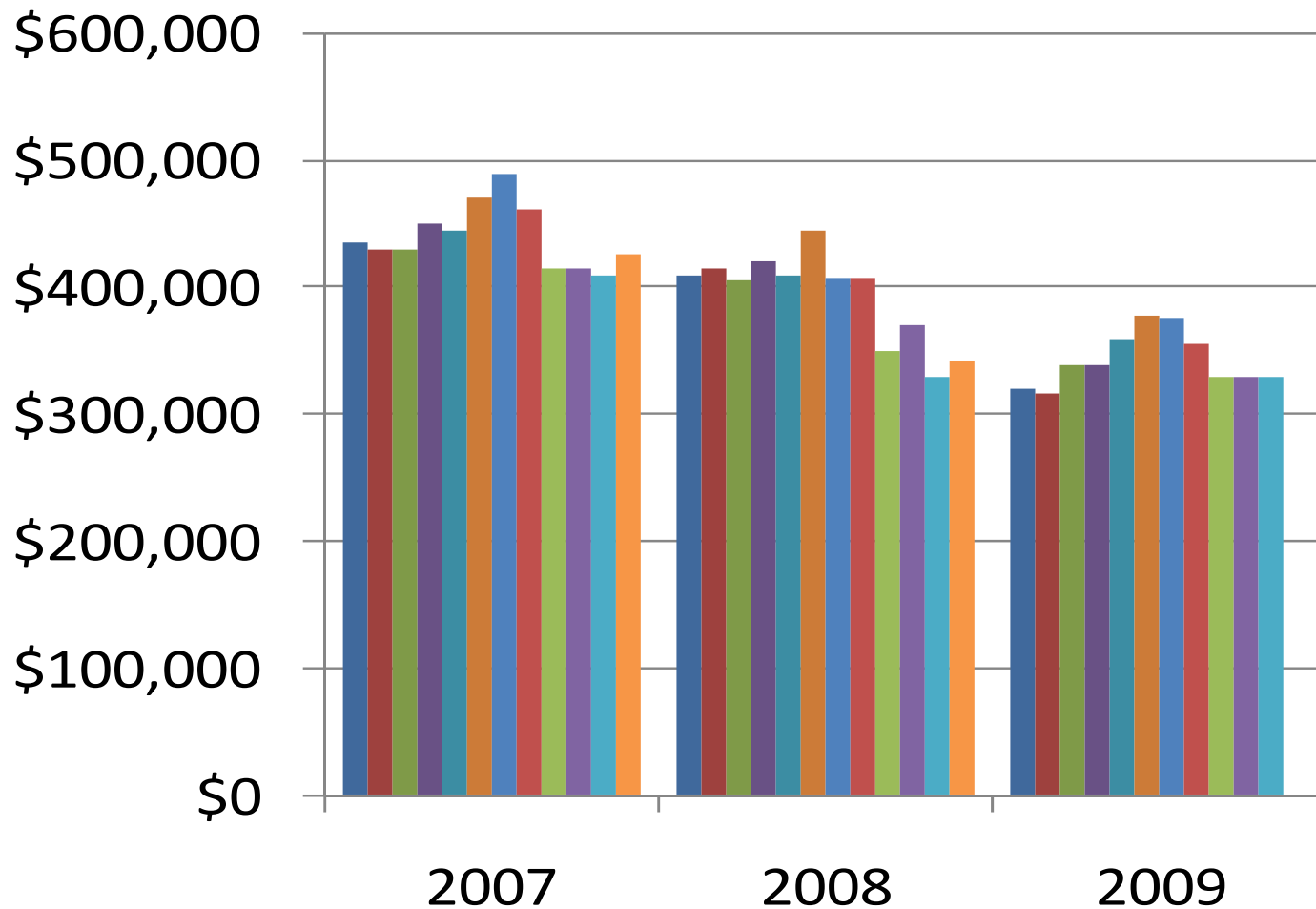
# 2009 YEAR IN REVIEW

*Serving Washington, DC and  
Montgomery County, MD*

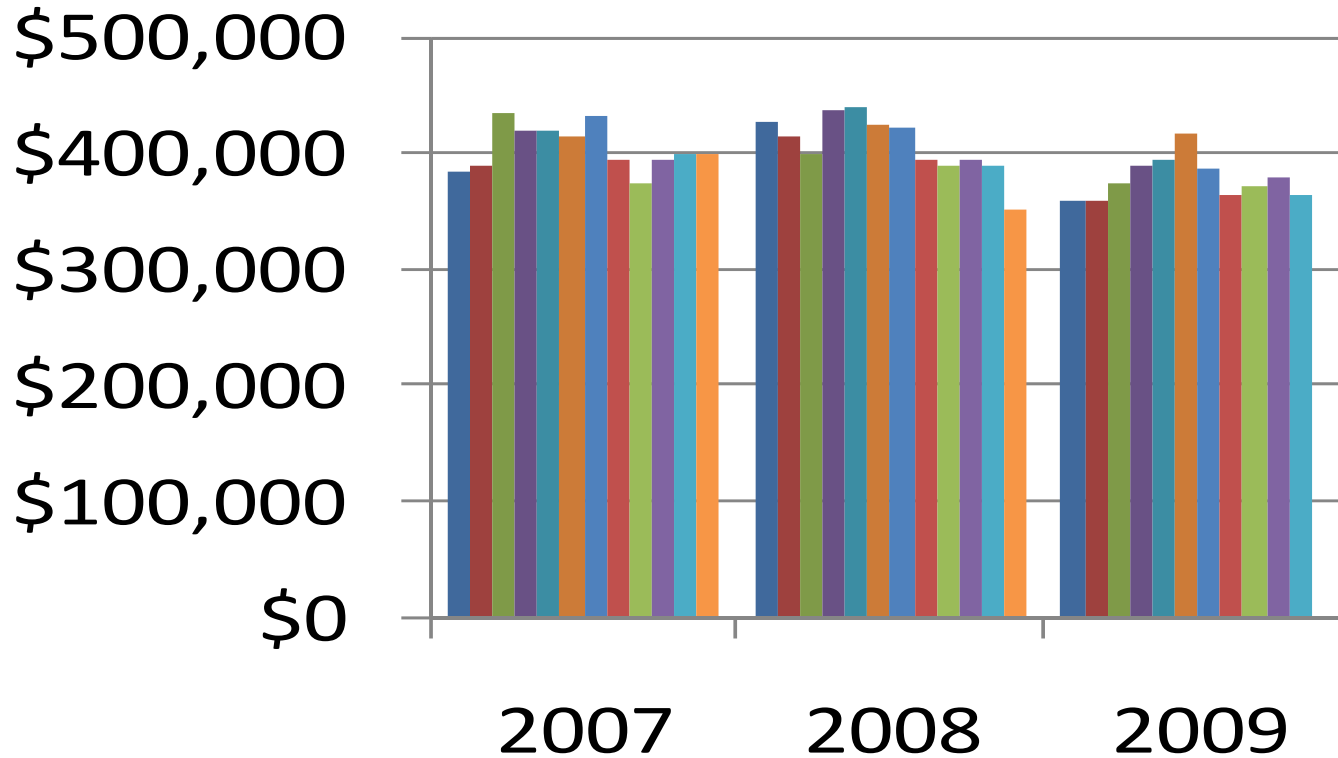


**Shelly Murray**  
*President,*  
*2010 Greater*  
*Capital Area*  
*Association of*  
**REALTORS<sup>®</sup>**

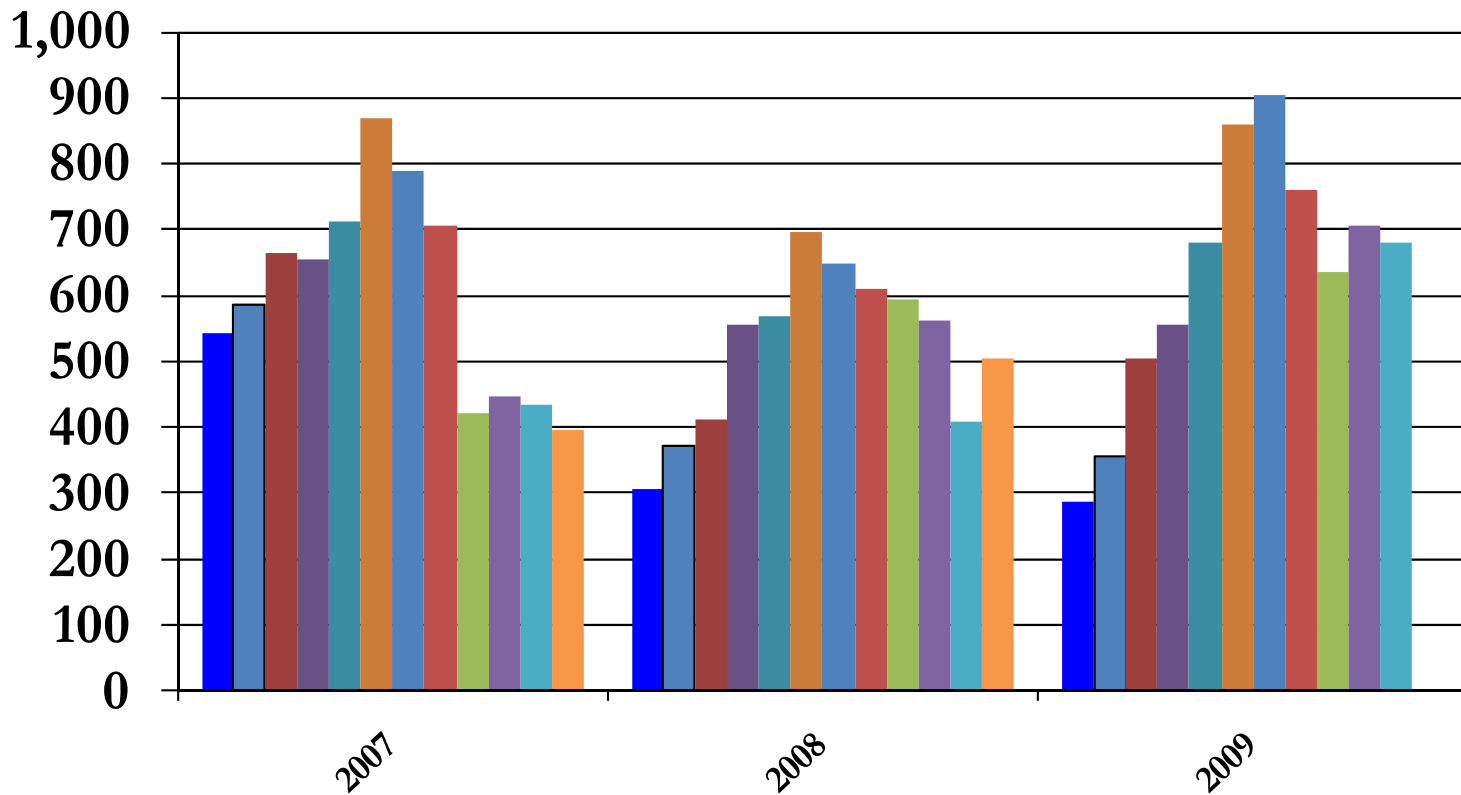
# Montgomery County Median Prices



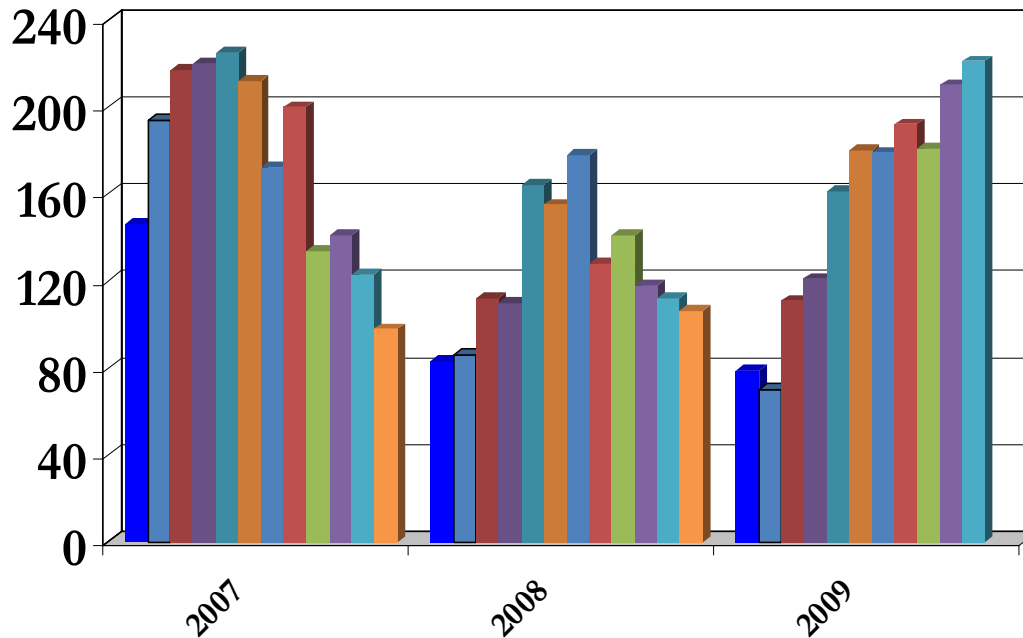
# District of Columbia Median Prices



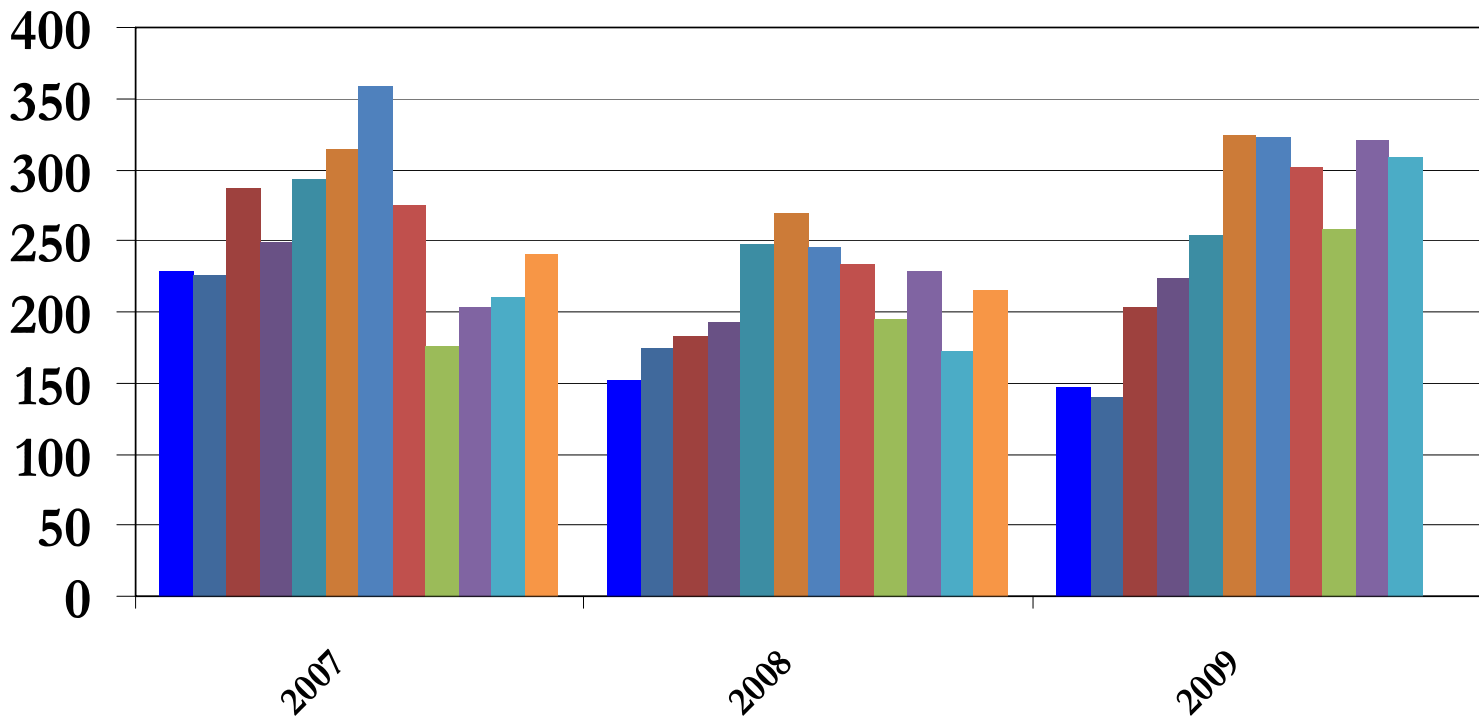
# Montgomery County Settlements Single Family



# Montgomery County Settlements Condominium/Co-ops

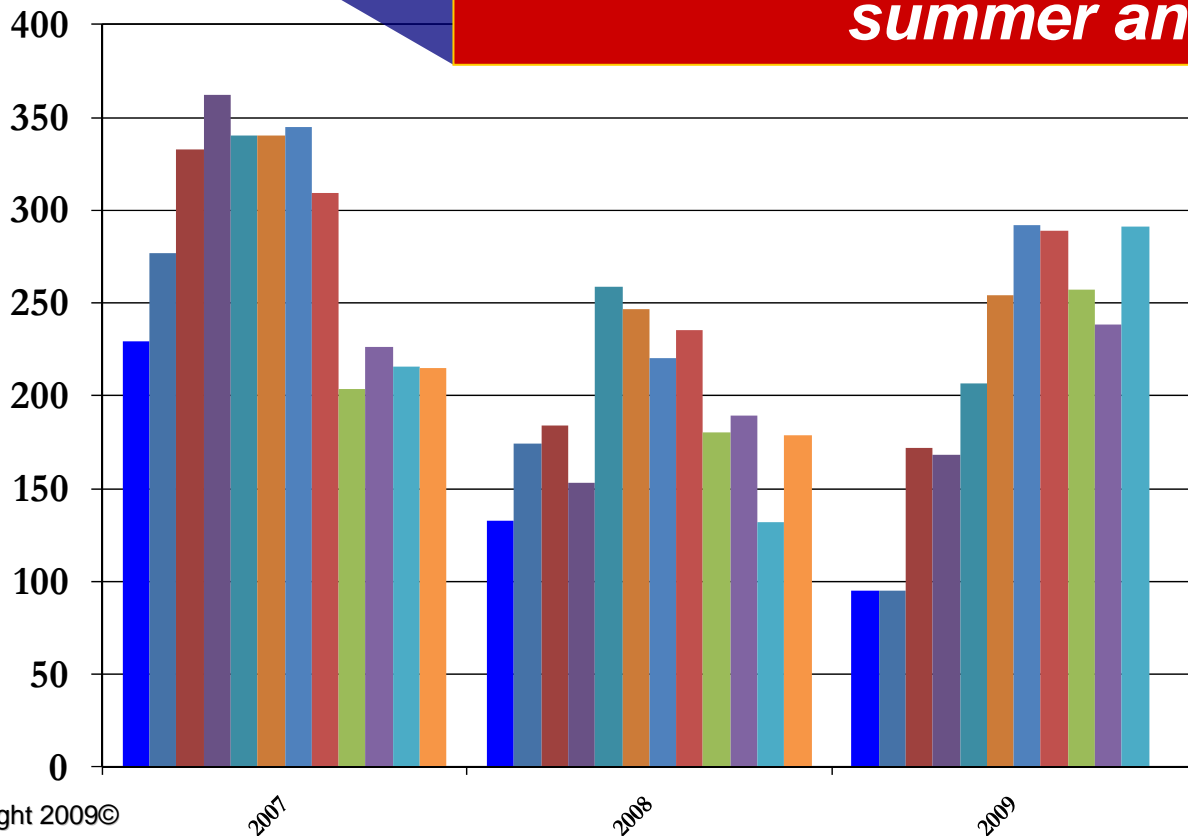


# District of Columbia Settlements Single Family



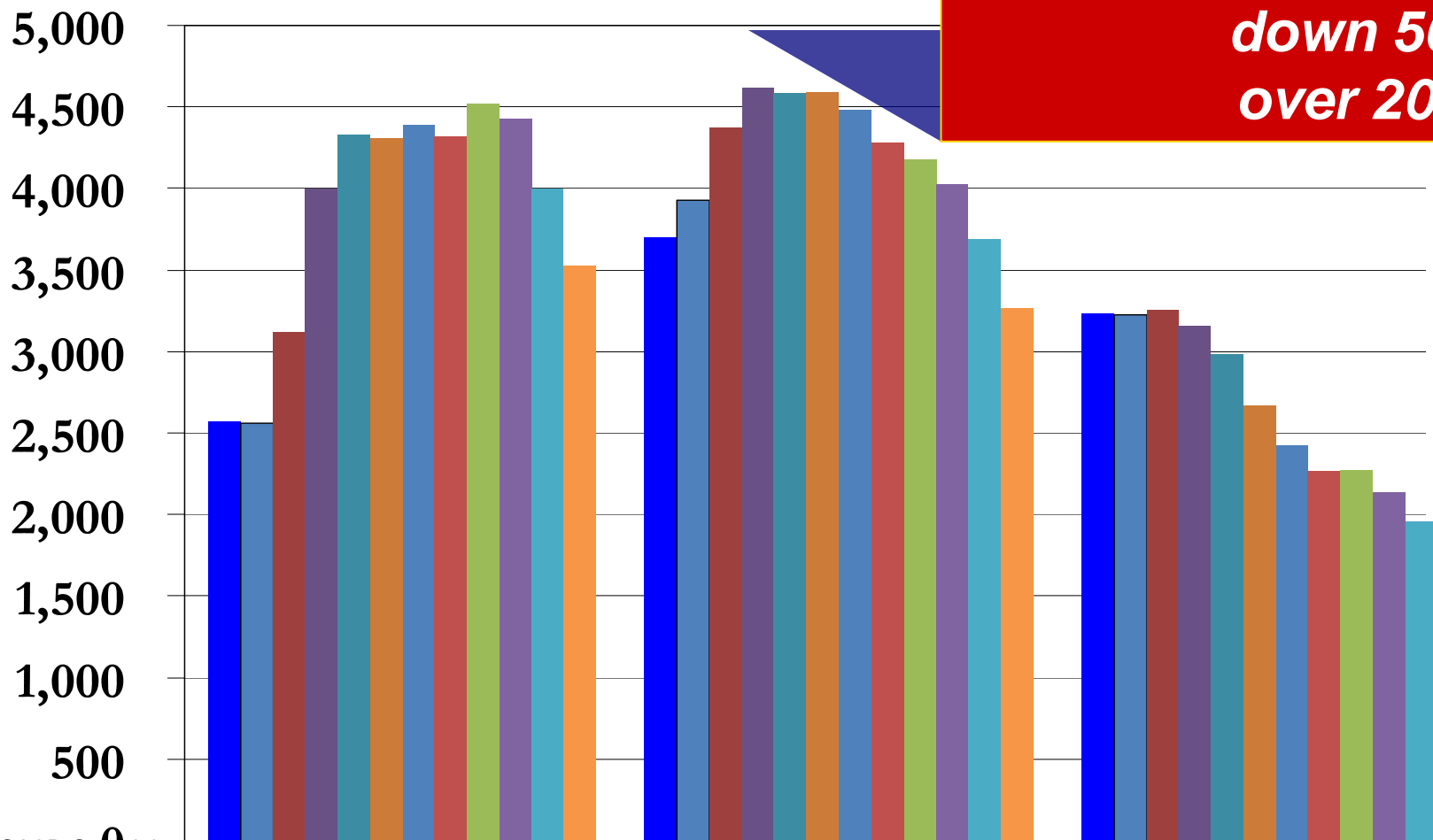
# District of Columbia Settlements Condominium/Co-ops

*Settlements up throughout  
summer and into fall*

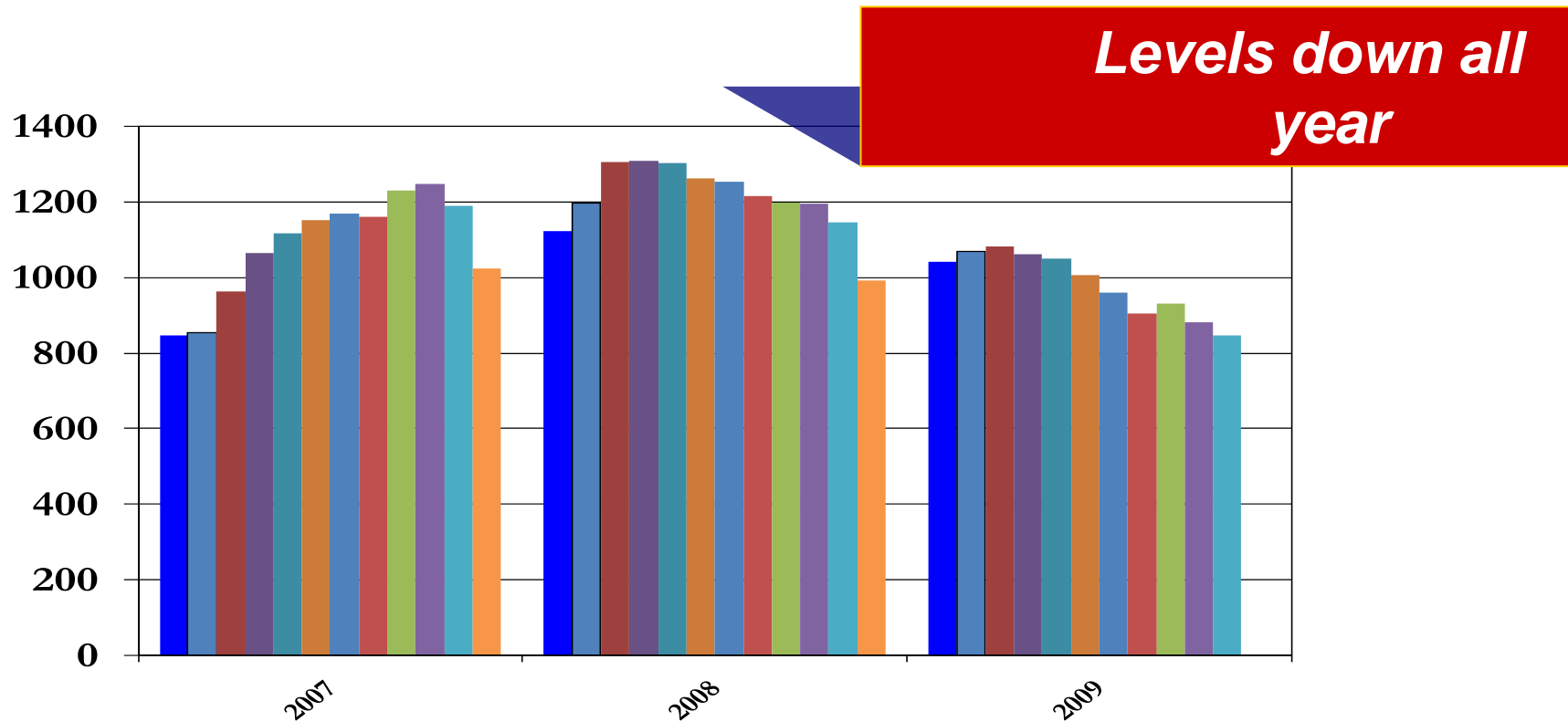


# Montgomery County Inventory Single Family

*October level  
down 50%  
over 2008*

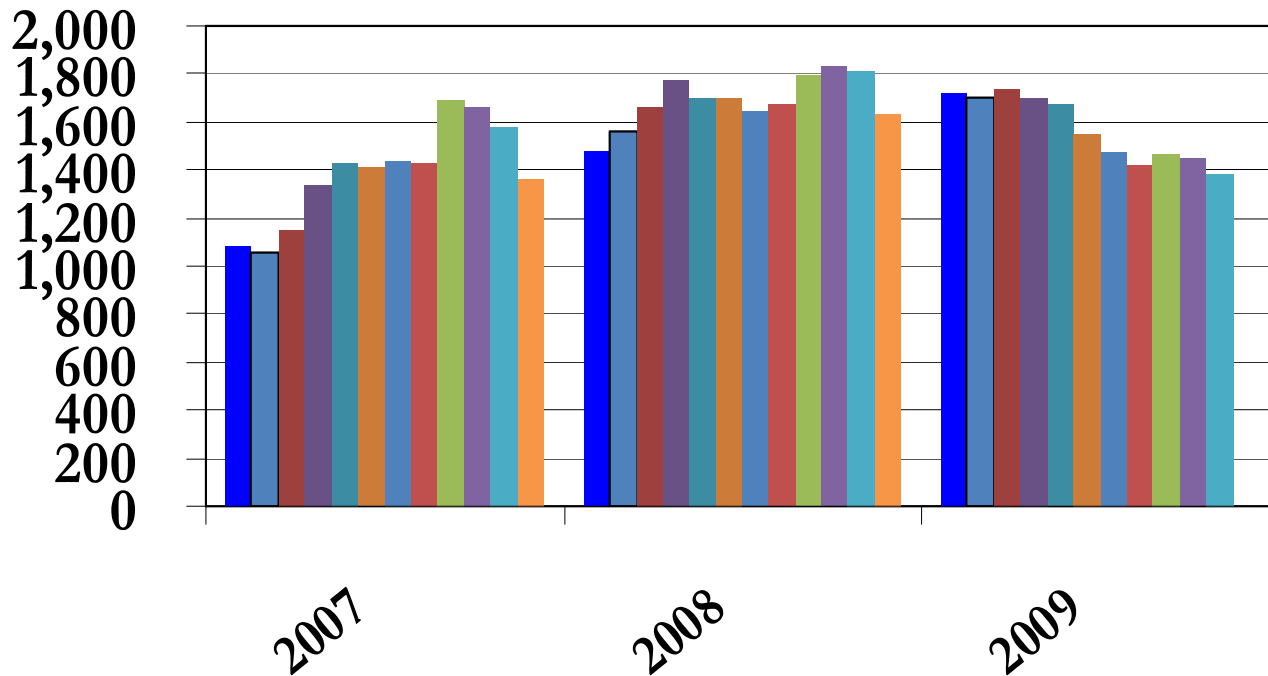


# Montgomery County Inventory Condominium/Co-ops

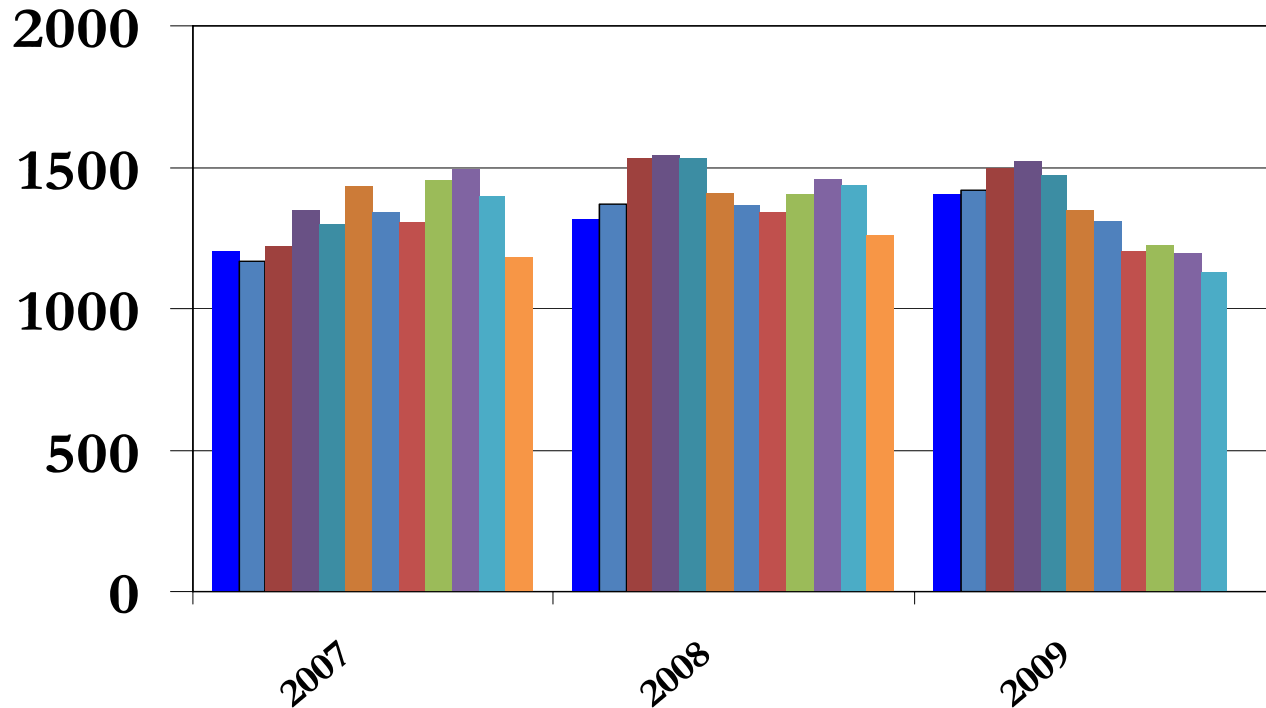


# District of Columbia Inventory Single Family

*Levels have been  
down since April*

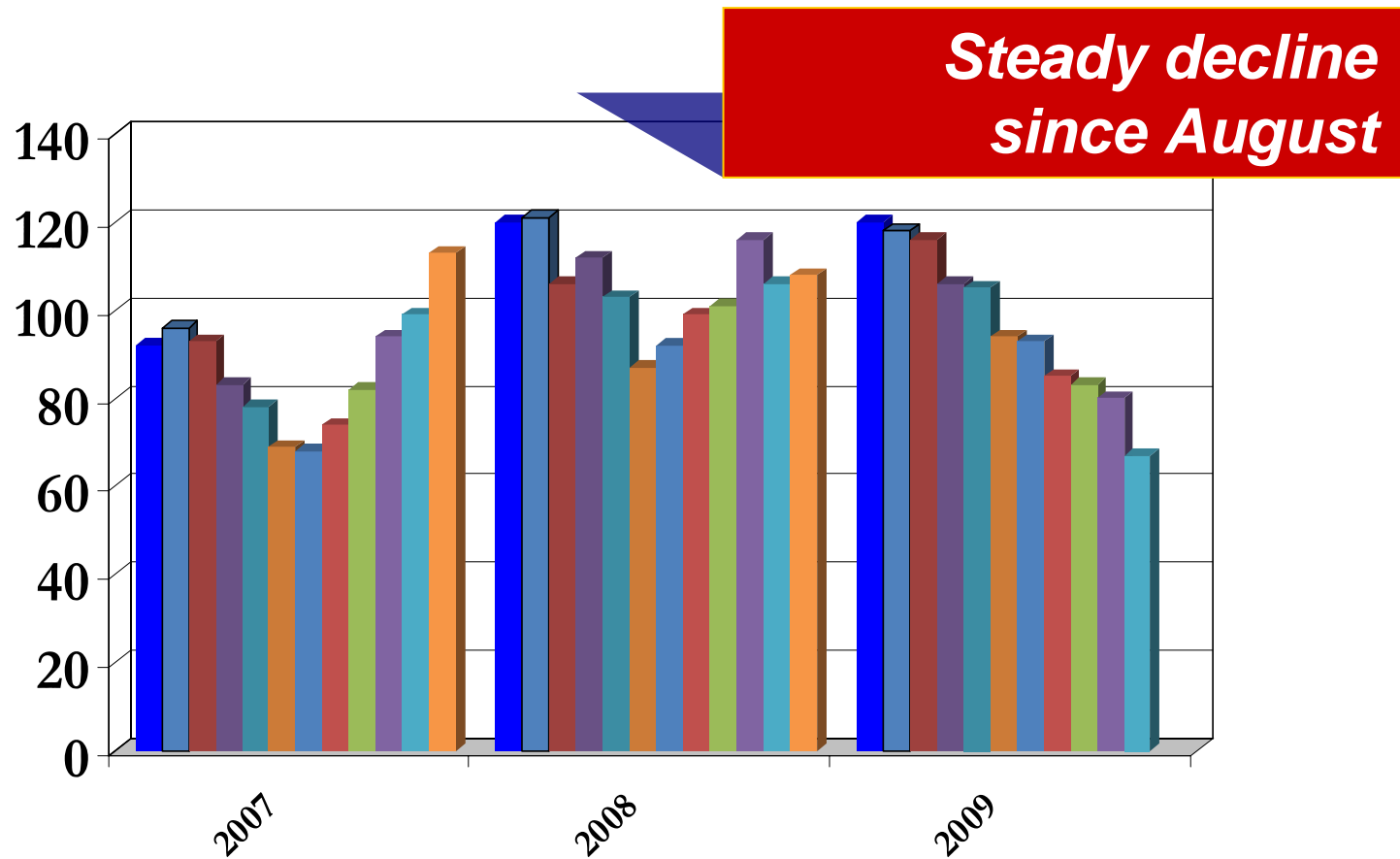


# District of Columbia Inventory Condominium/Co-ops



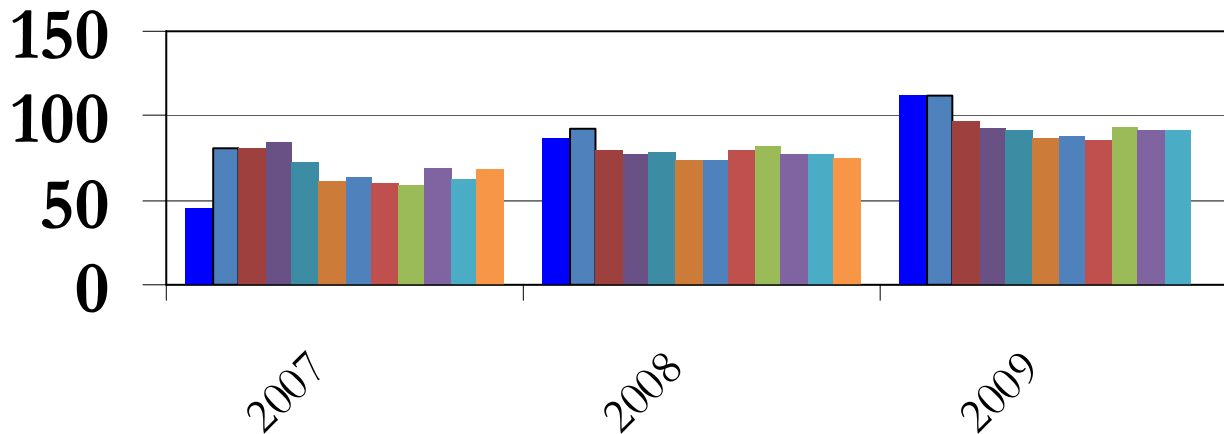
*Levels began  
shrinking in  
March*

# Montgomery County Average Days on Market

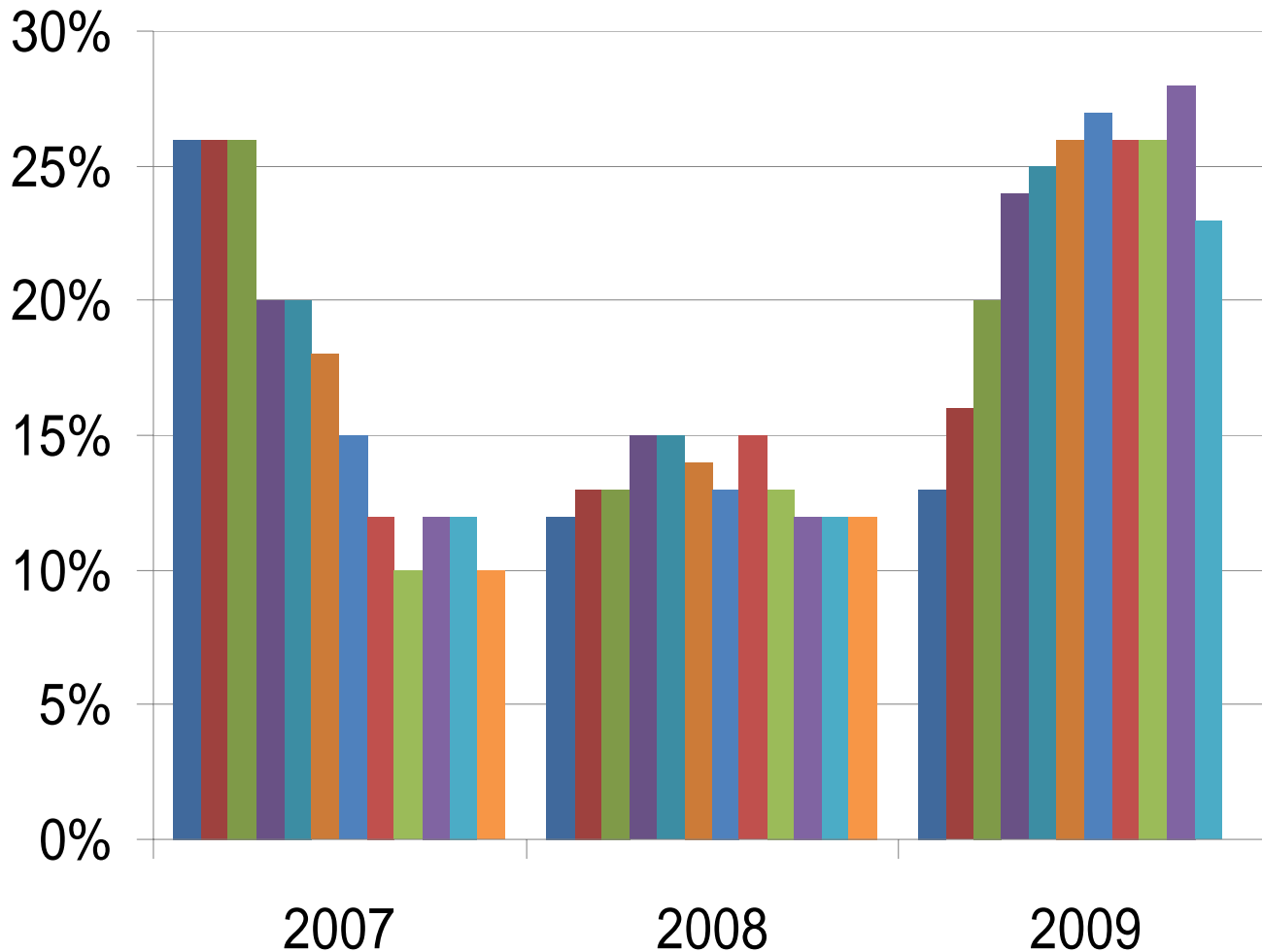


# District of Columbia Average Days on Market

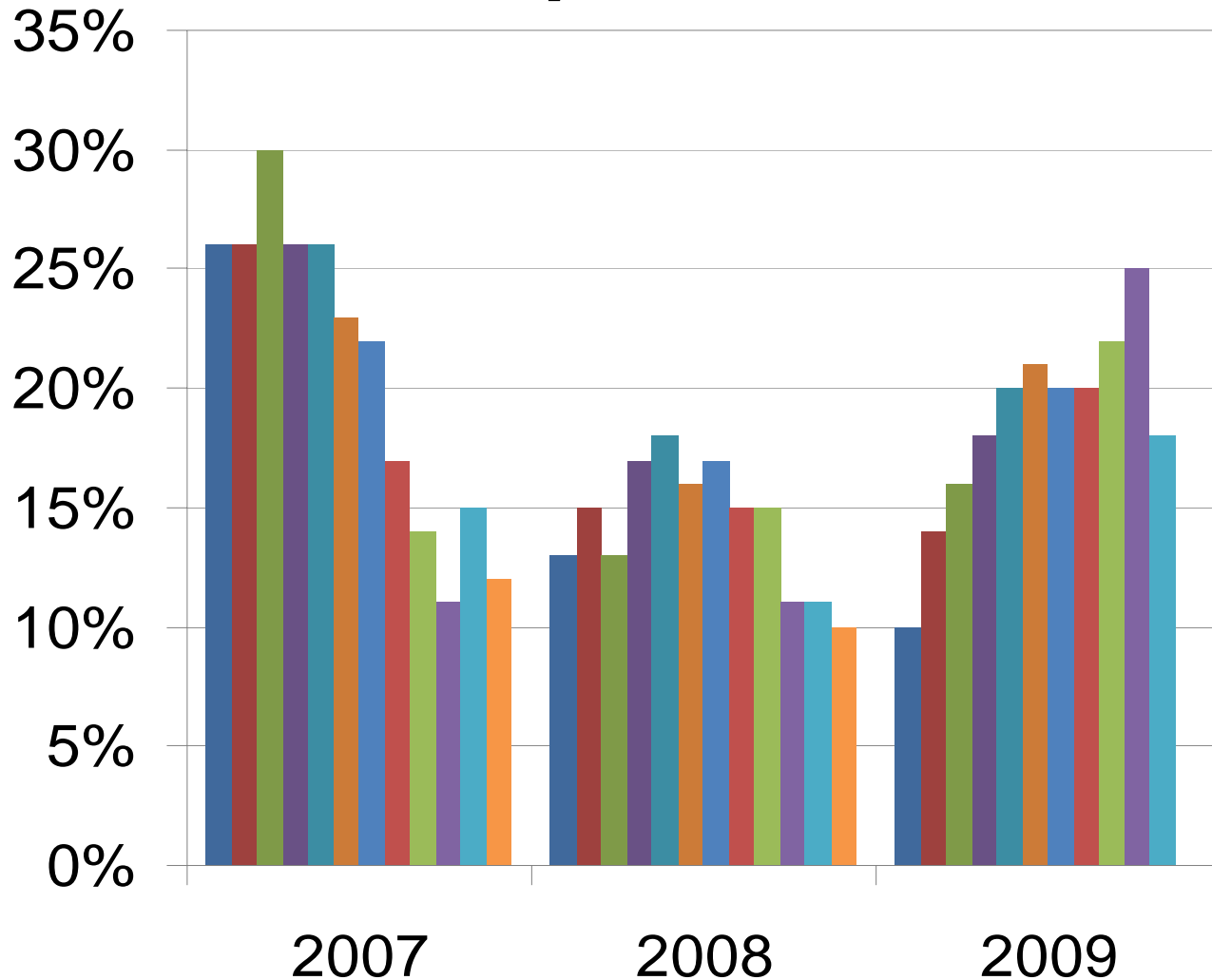
*Days on Market up*



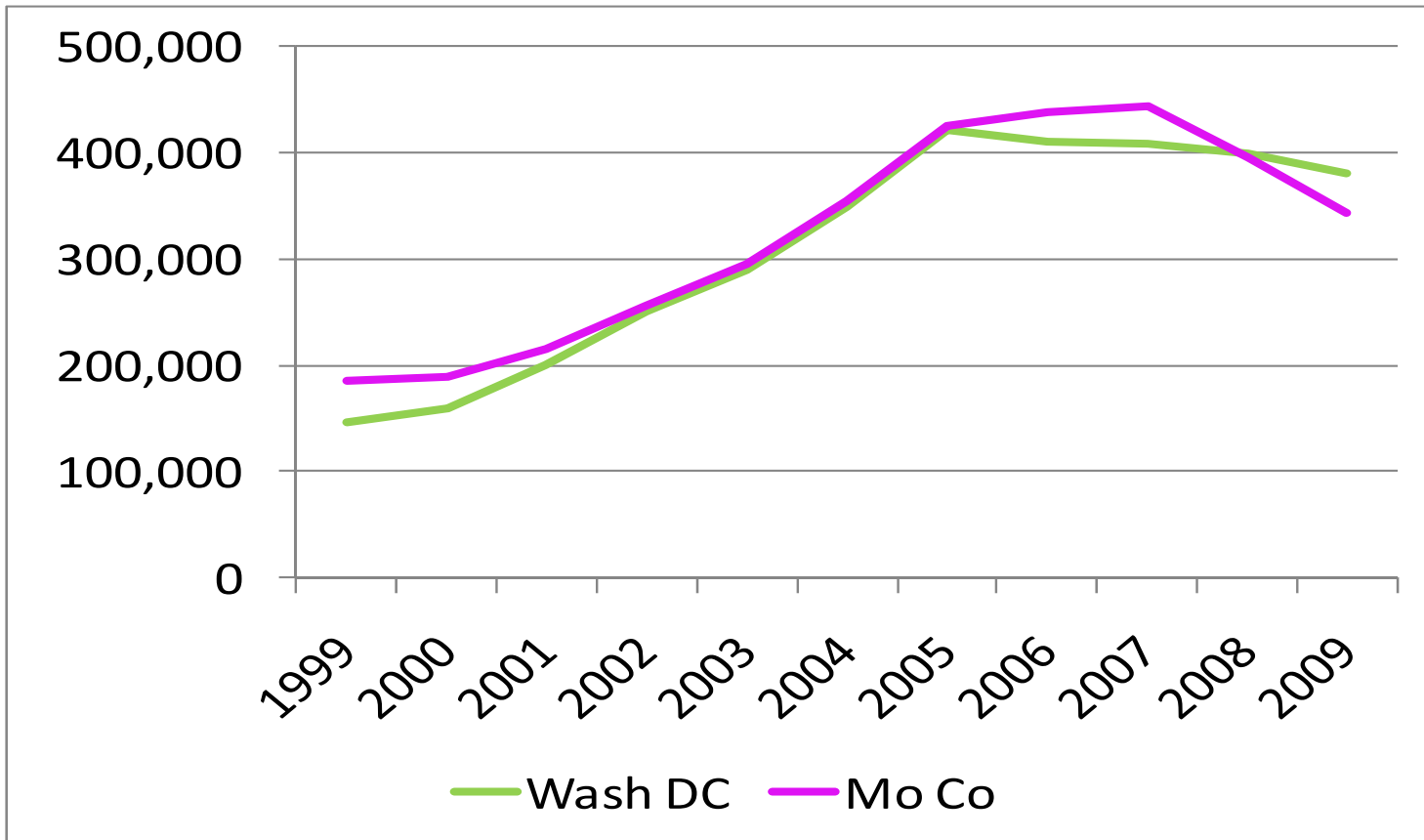
# Montgomery County Absorption Rate



# District of Columbia Absorption Rate

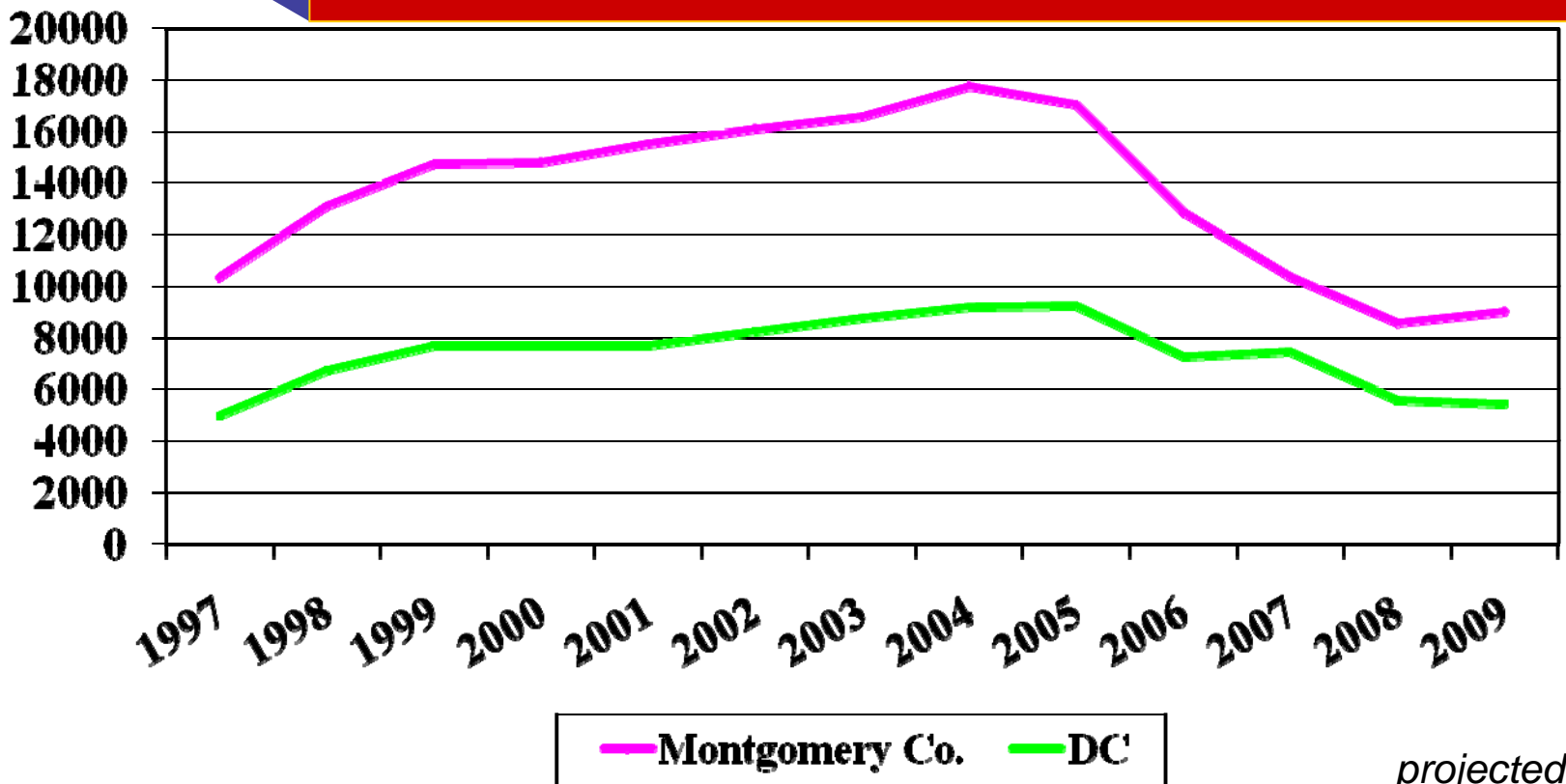


# District of Columbia & Montgomery County Median Year End Price



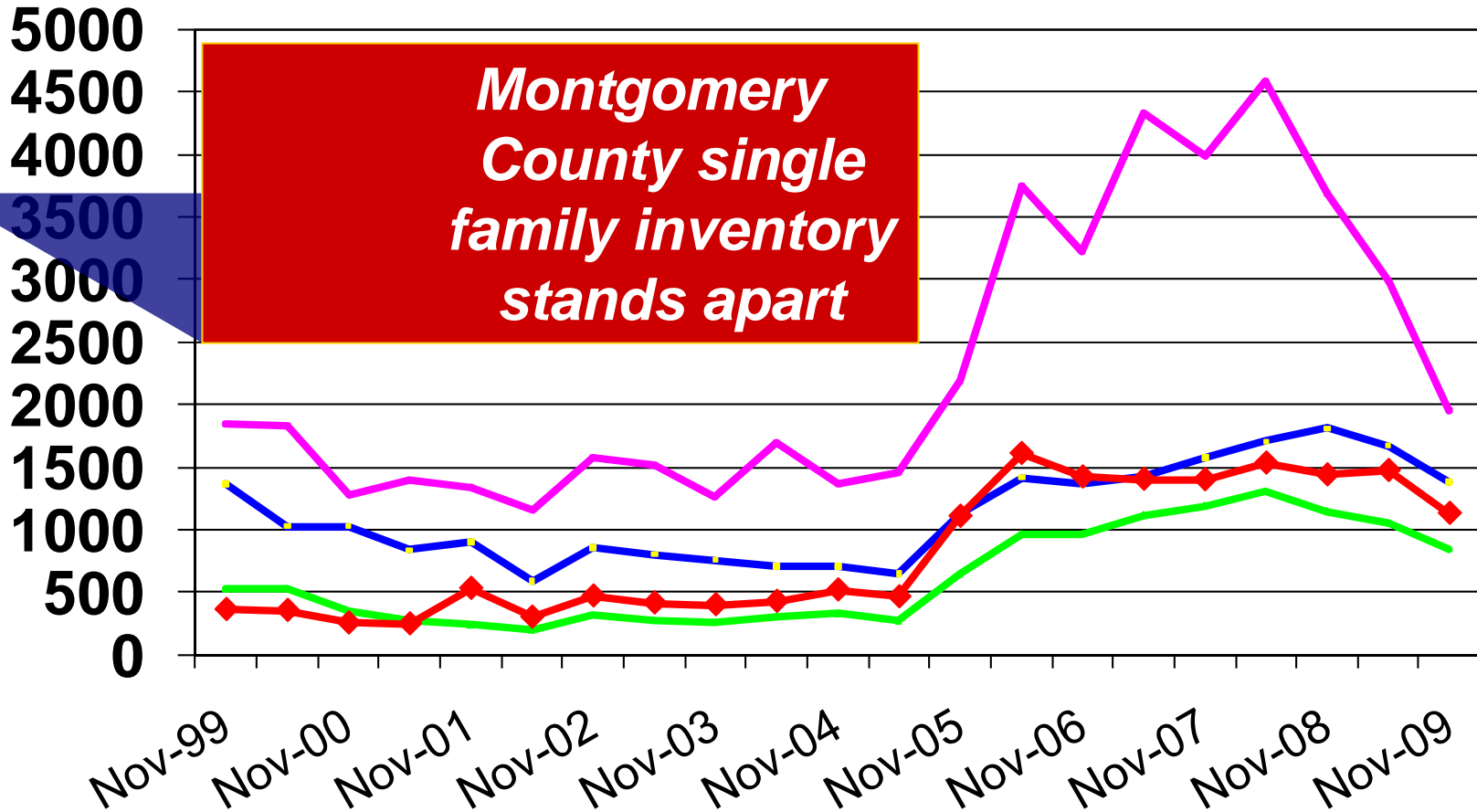
# Total Units Sold - Historic

Total sales now closely resembling 1997 "Normal Market" numbers

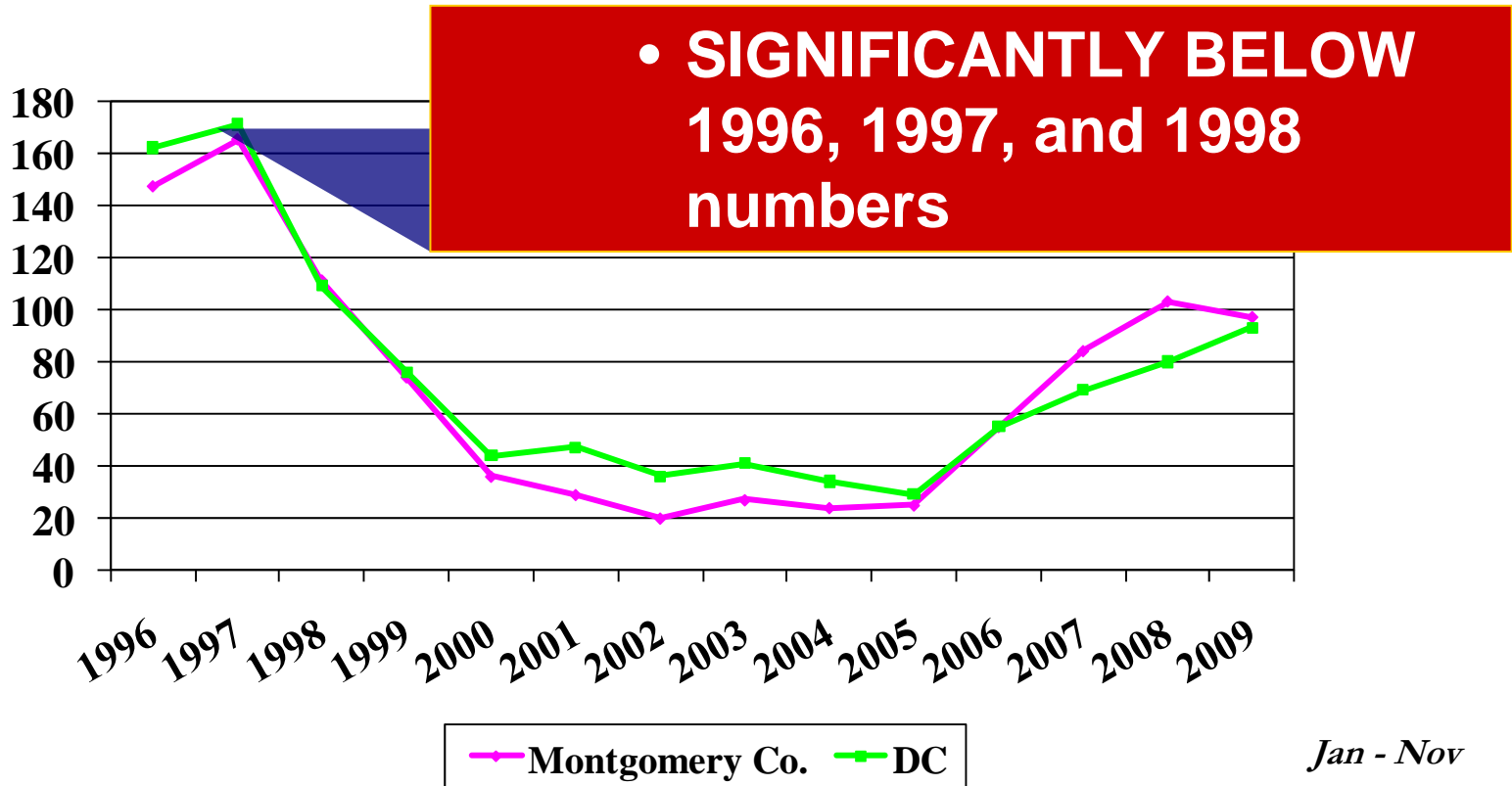


*projected*

# November & May Inventories - Historic



# Days on Market - Historic



# Good Market Fundamentals

- Low interest rates
- Relatively strong local job market
- Healthy inventory
- Extension and expansion of home buyer tax credits



# What's holding us back?

- Availability of mortgages
- Appraisal Issues



# 2010 FORECAST

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- Steady inventory, sales & prices
- Stabilizing economy
- More confident buyers



**For more information,  
please visit**

**[www.GCAAR.com](http://www.GCAAR.com)**

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***Statistics available around  
the 6<sup>th</sup> of every month***