



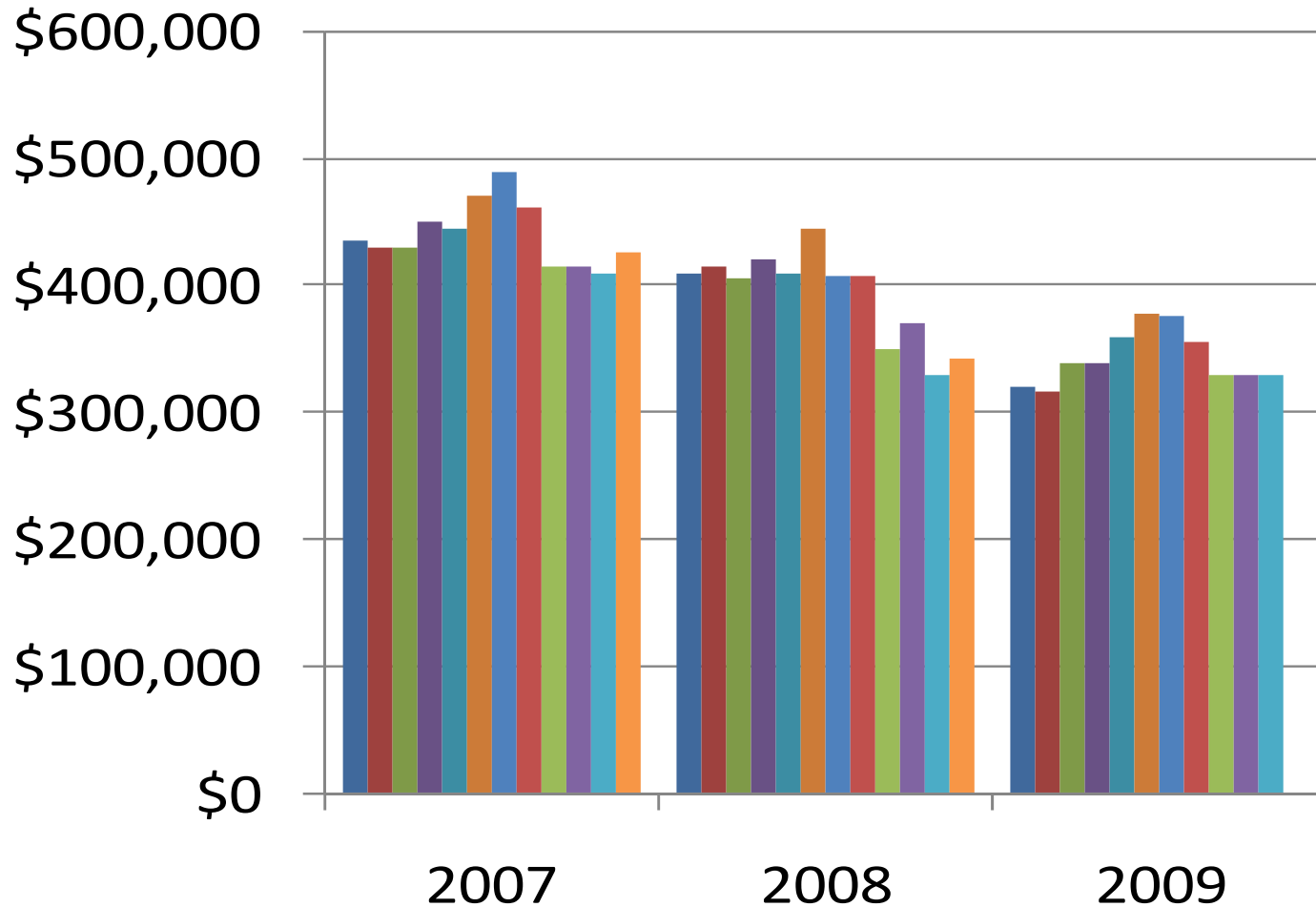
2009 YEAR IN REVIEW

*Serving Washington, DC and
Montgomery County, MD*

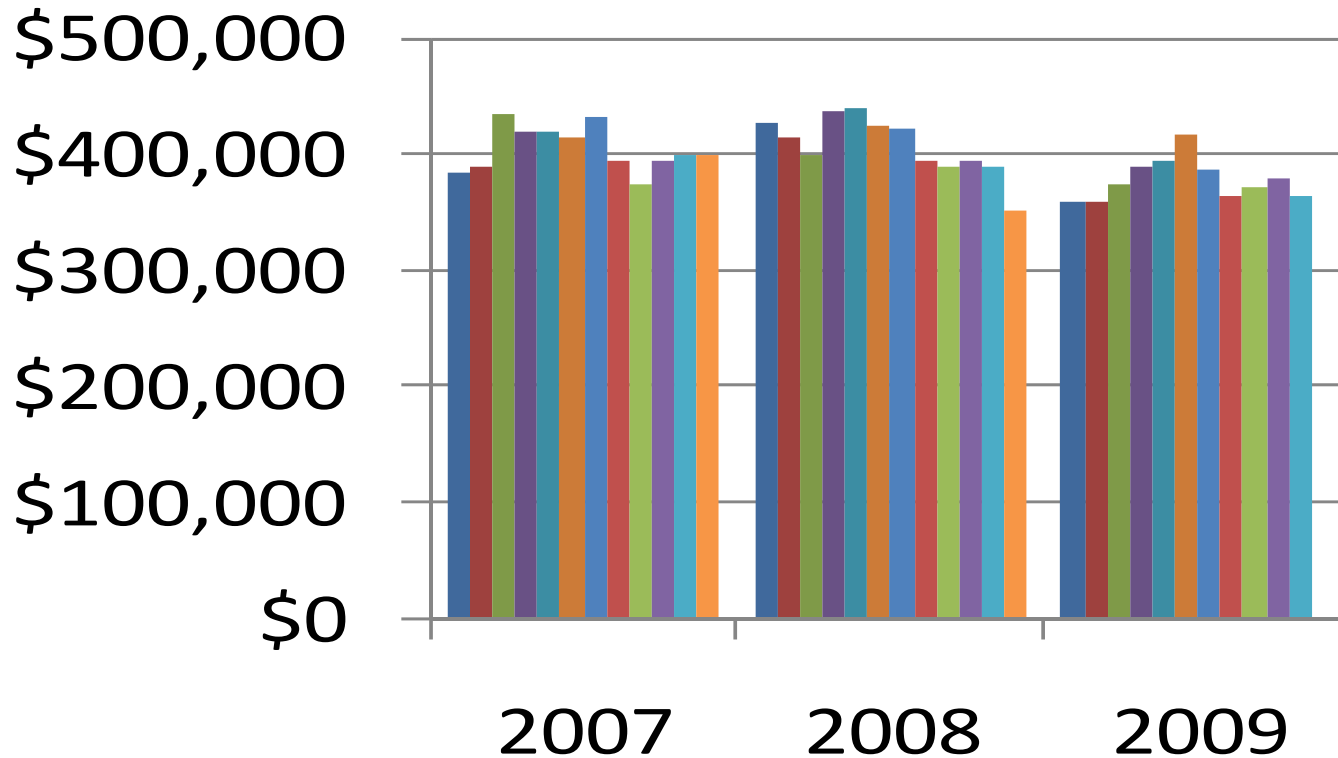


Shelly Murray
***President,
2010 Greater
Capital Area
Association of
REALTORS®***

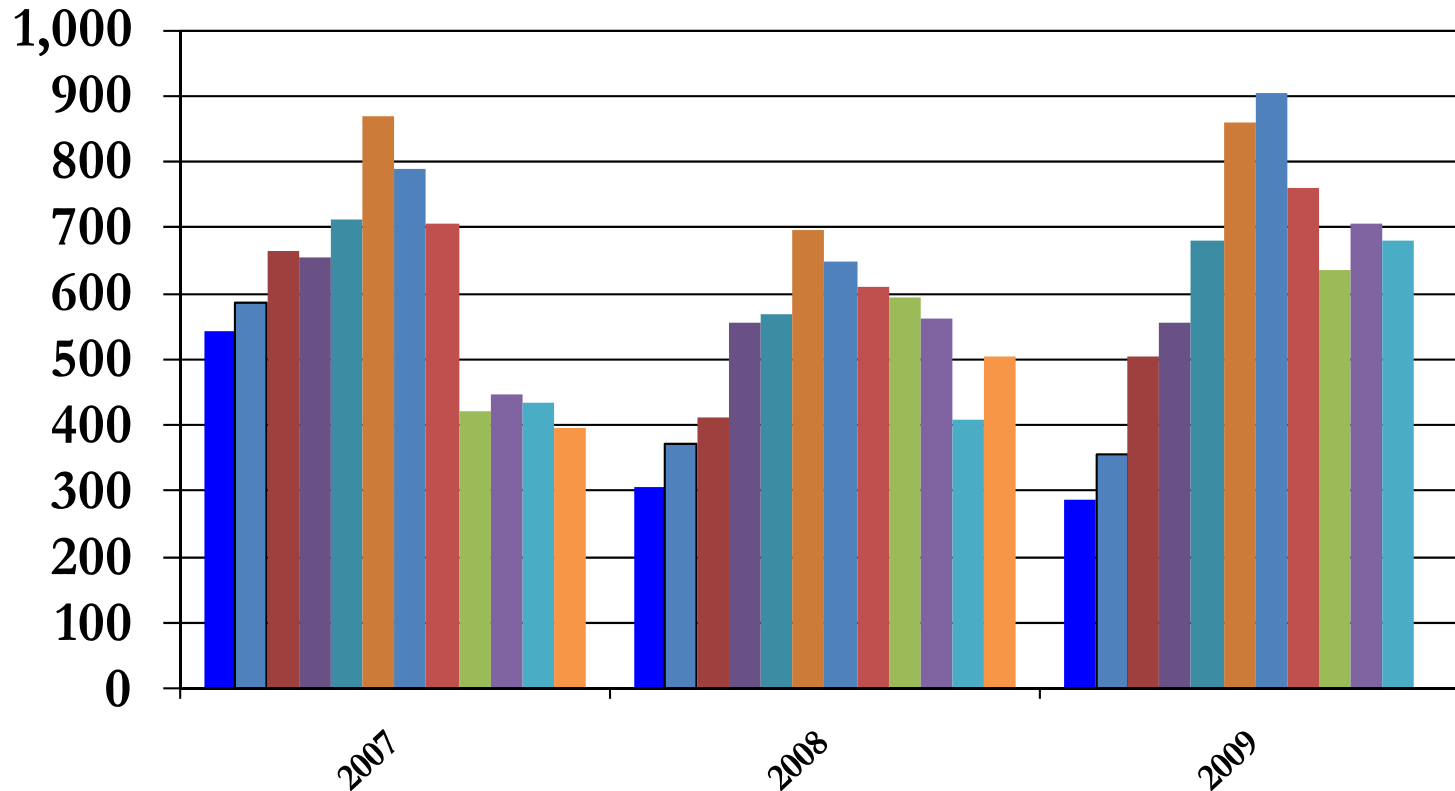
Montgomery County Median Prices



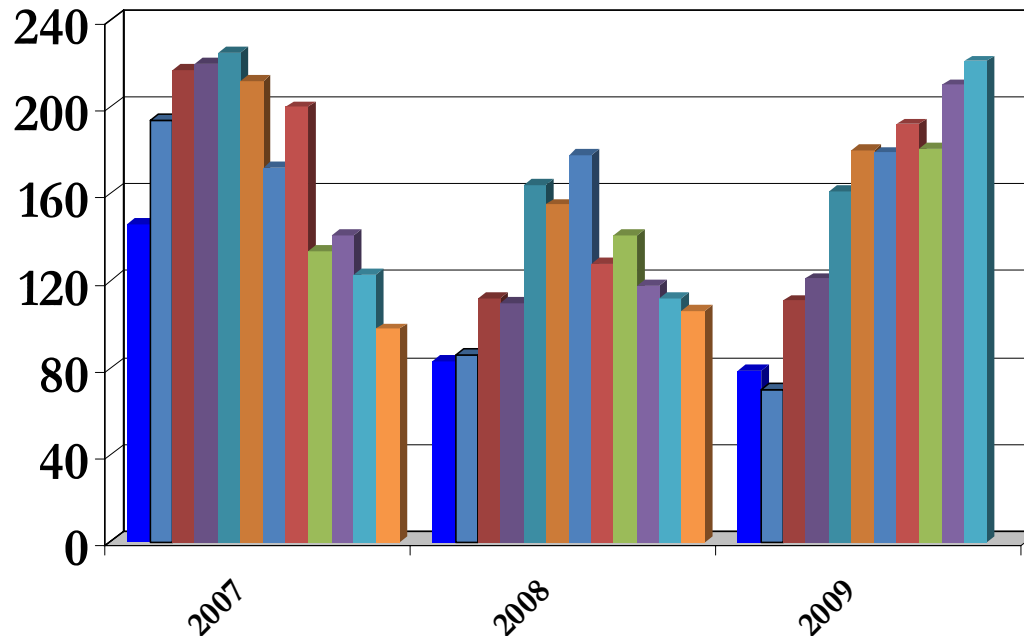
District of Columbia Median Prices



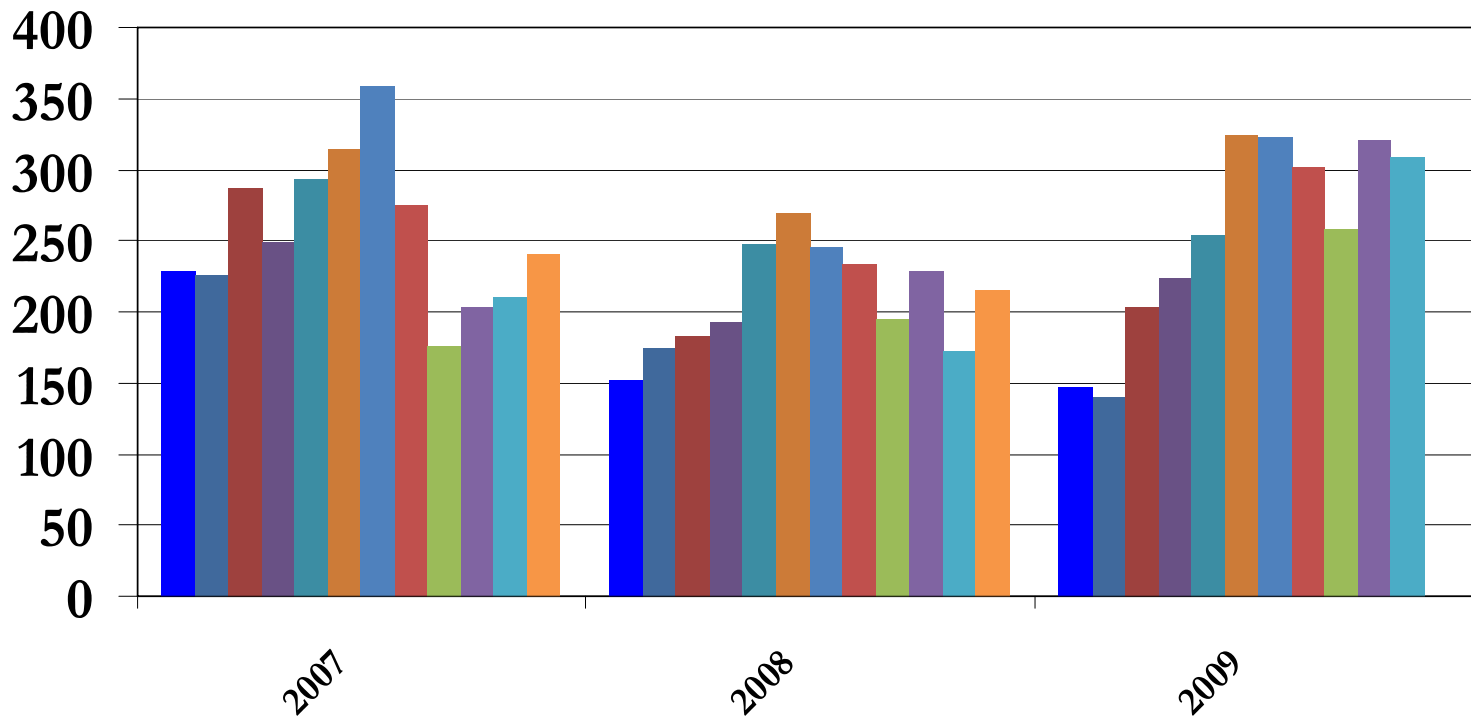
Montgomery County Settlements Single Family



Montgomery County Settlements Condominium/Co-ops

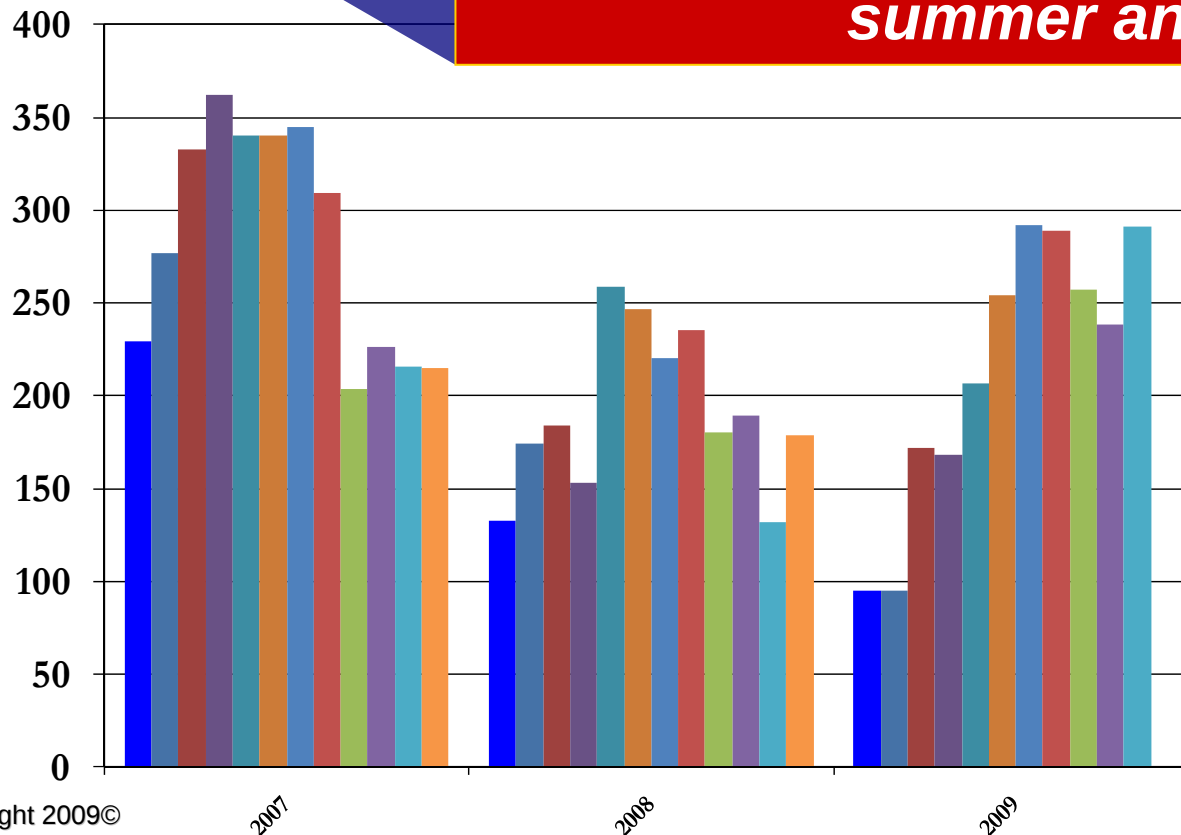


District of Columbia Settlements Single Family



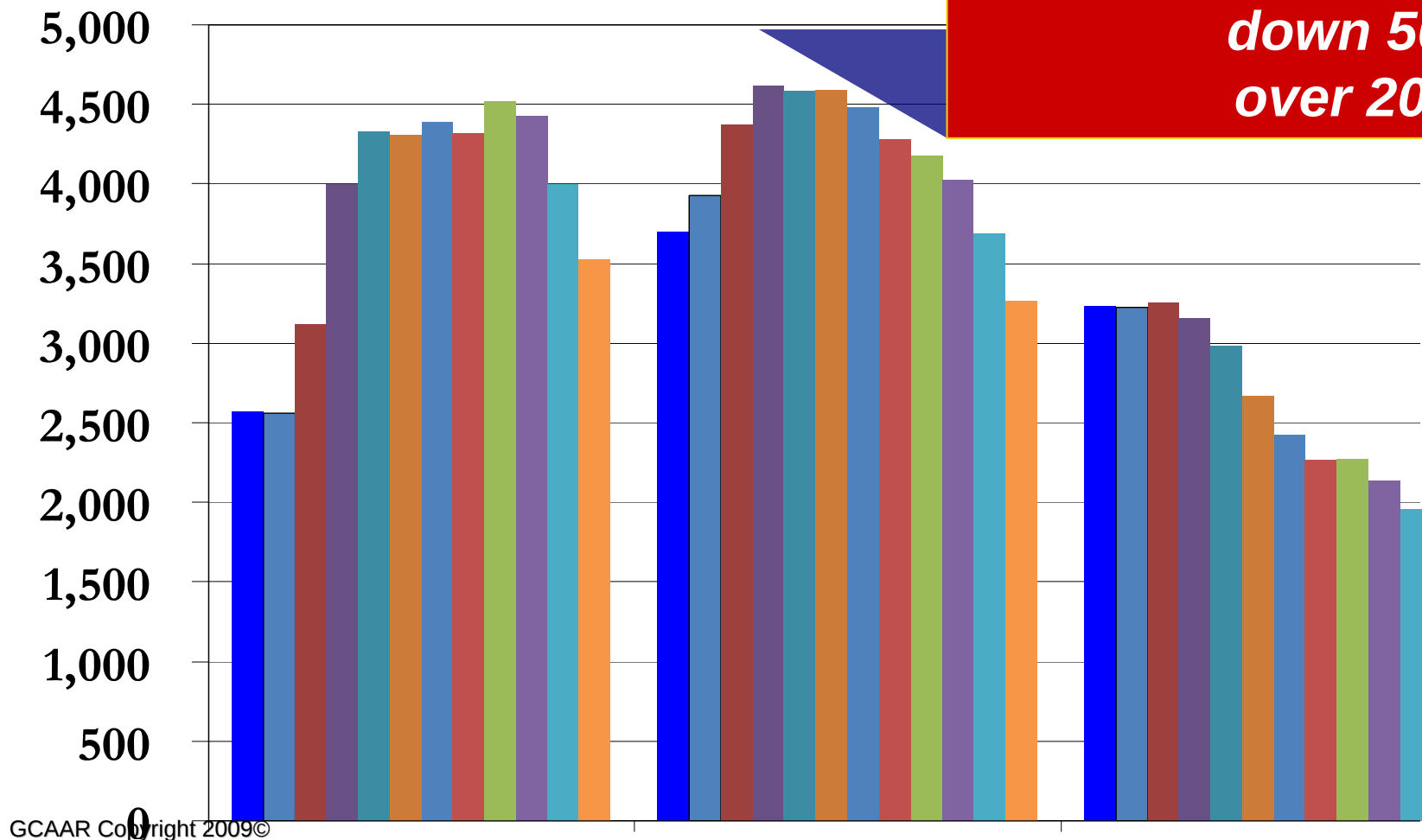
District of Columbia Settlements Condominium/Co-ops

*Settlements up throughout
summer and into fall*

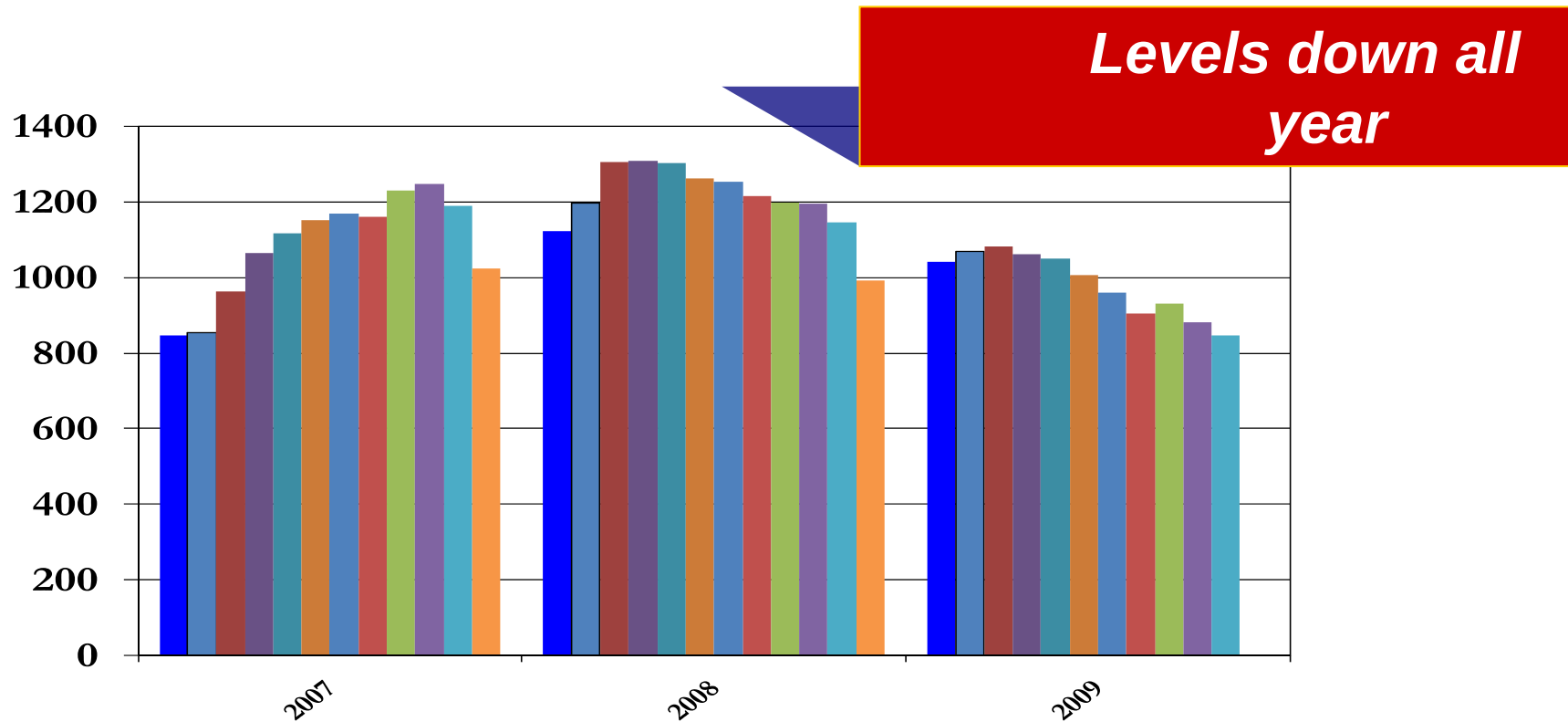


Montgomery County Inventory Single Family

*October level
down 50%
over 2008*

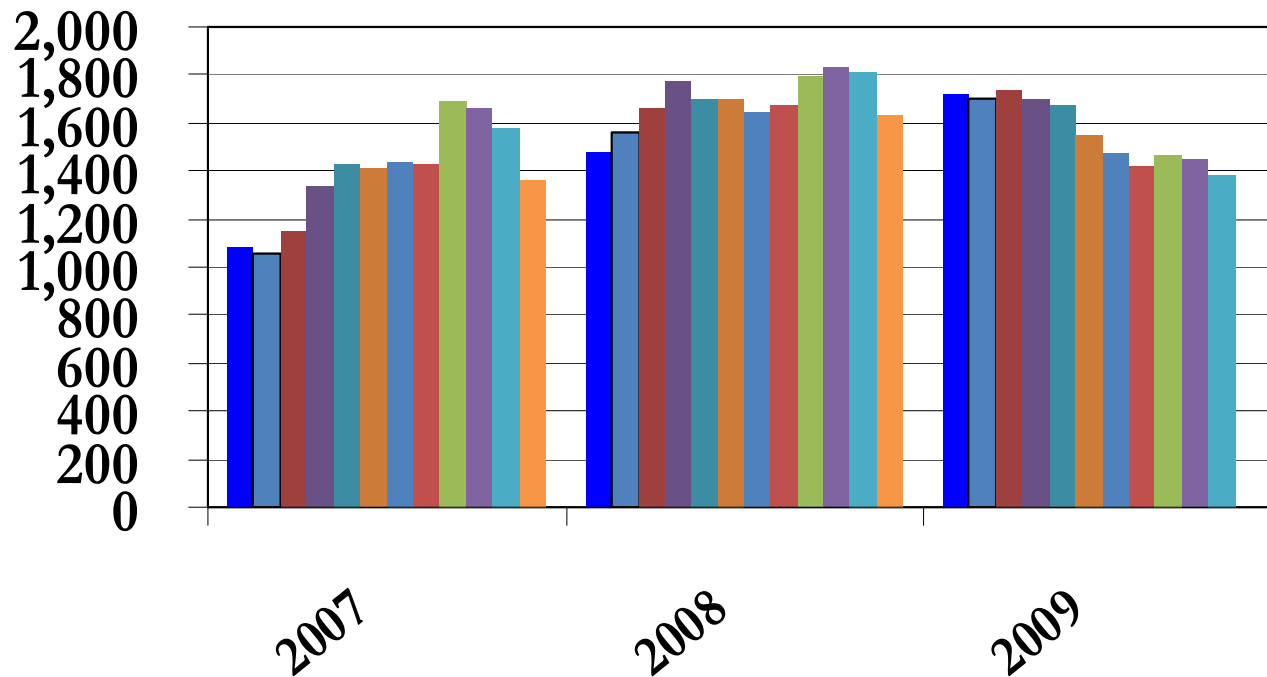


Montgomery County Inventory Condominium/Co-ops

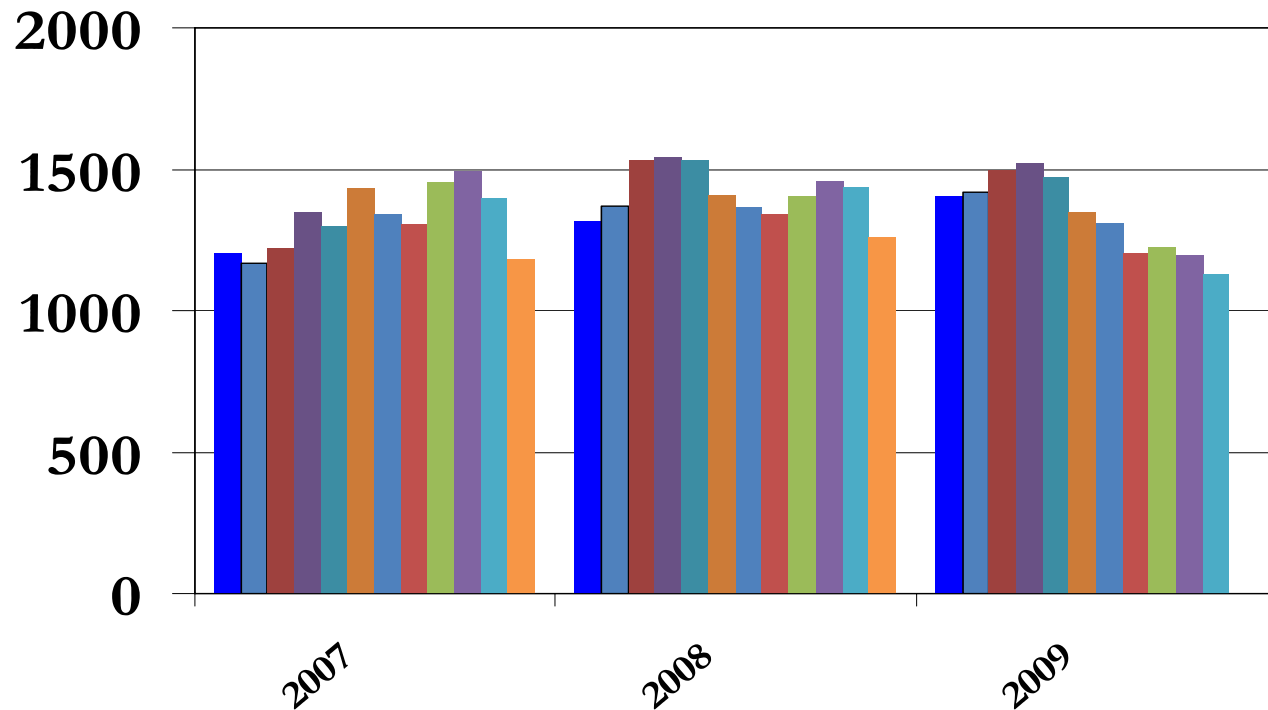


District of Columbia Inventory Single Family

*Levels have been
down since April*

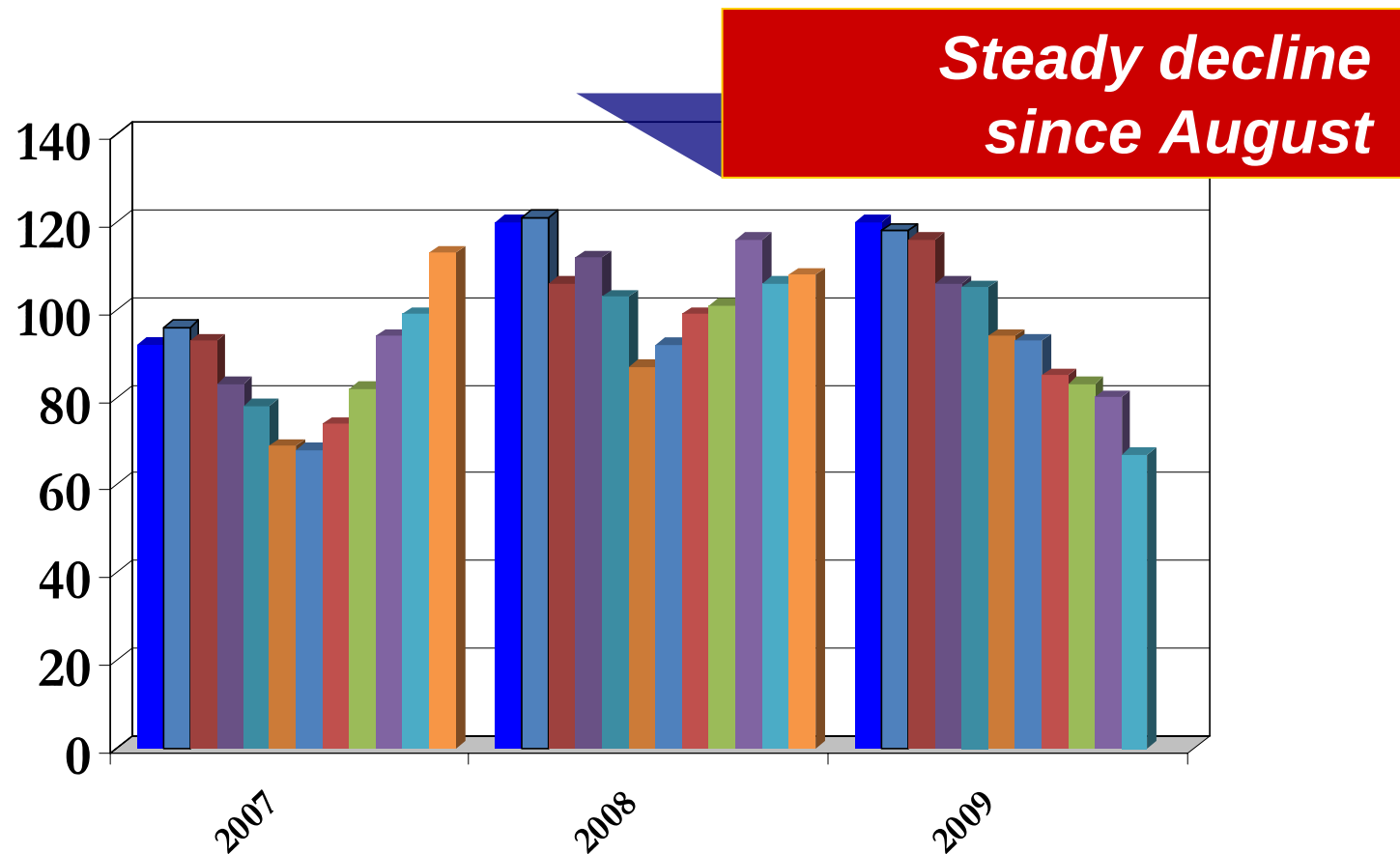


District of Columbia Inventory Condominium/Co-ops



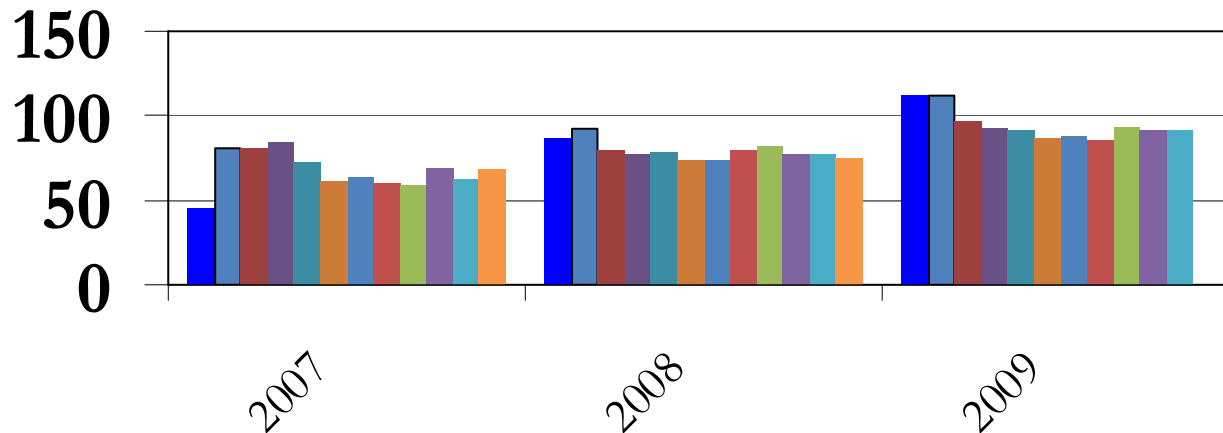
*Levels began
shrinking in
March*

Montgomery County Average Days on Market

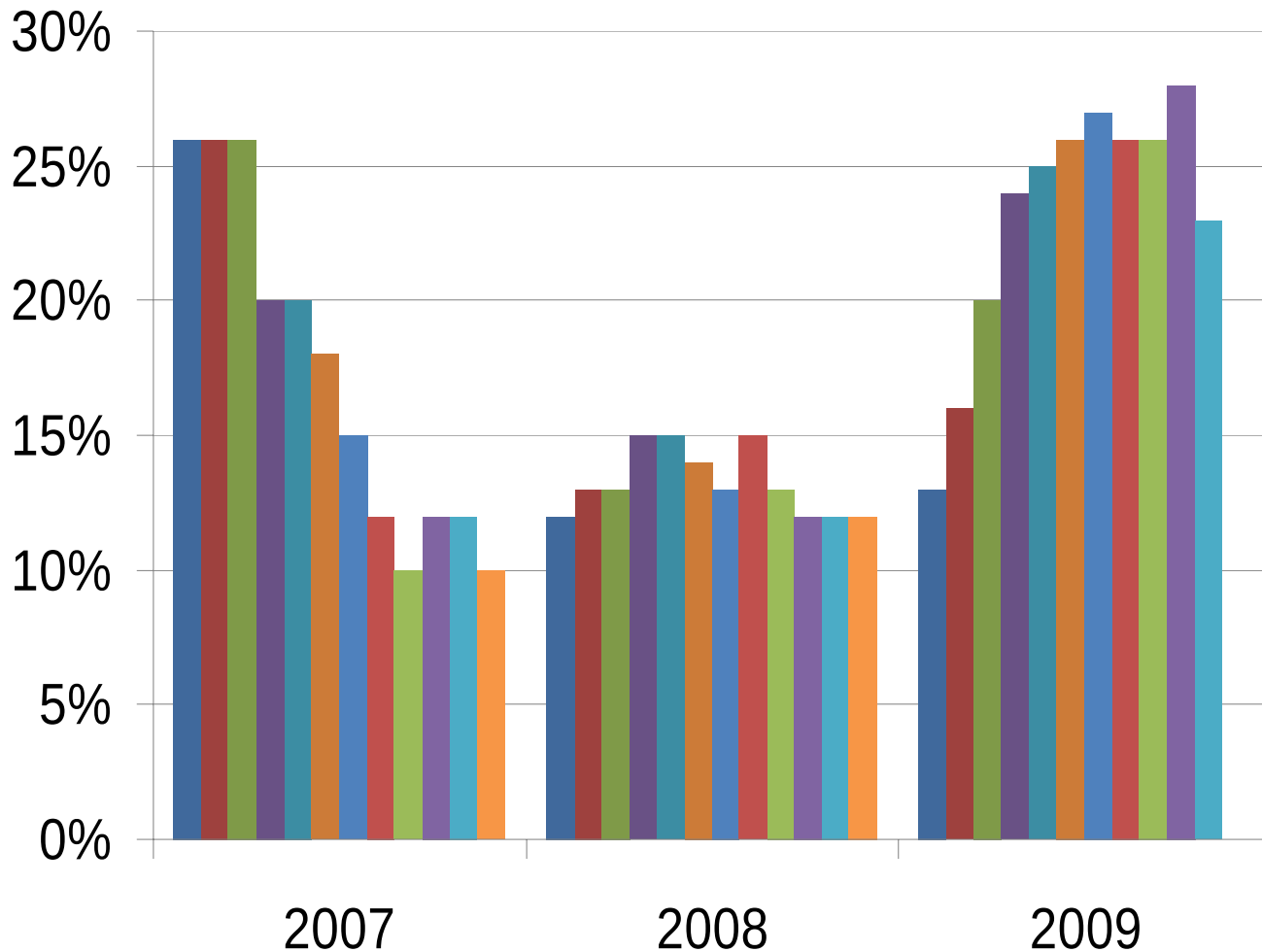


District of Columbia Average Days on Market

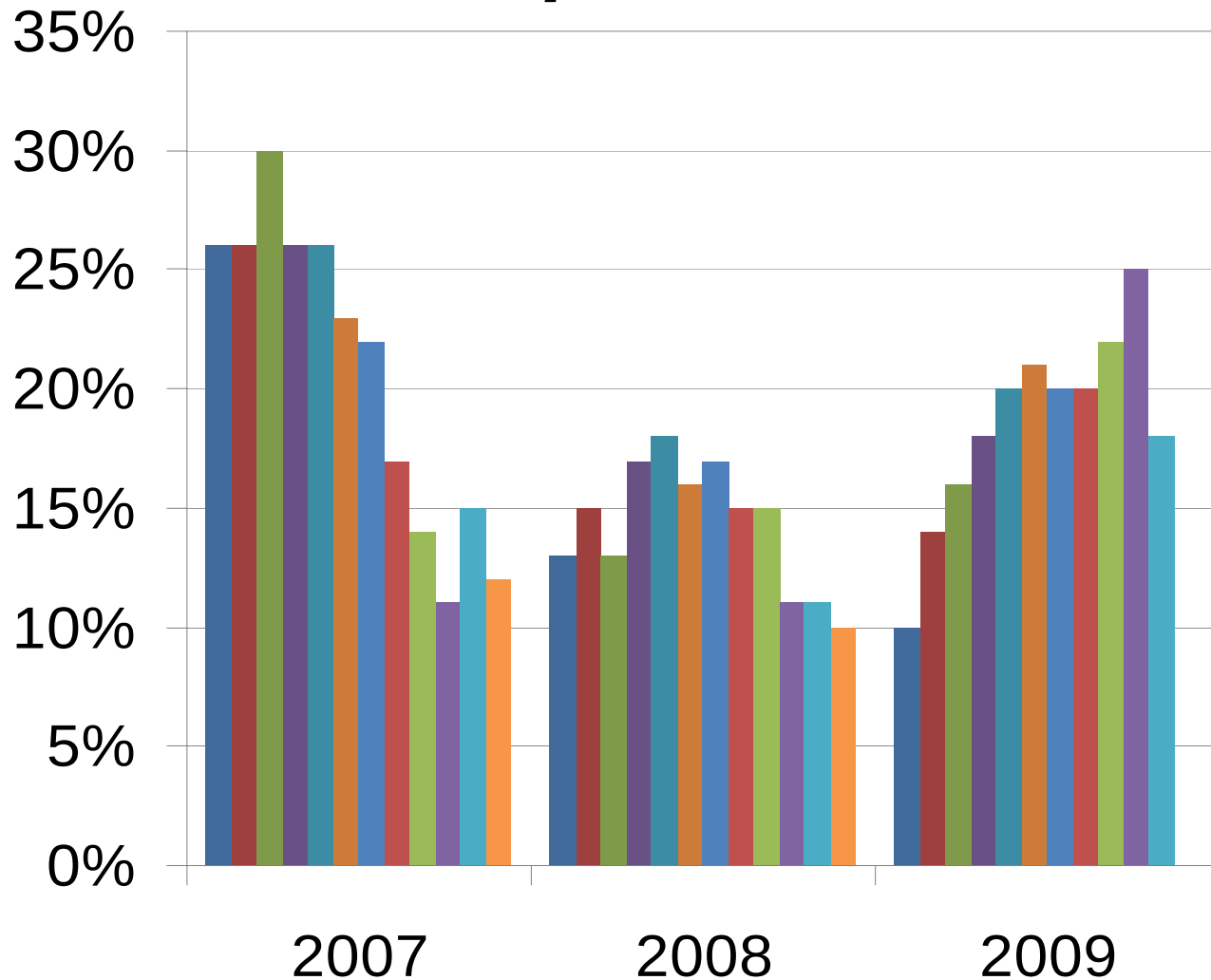
*Days on
Market up*



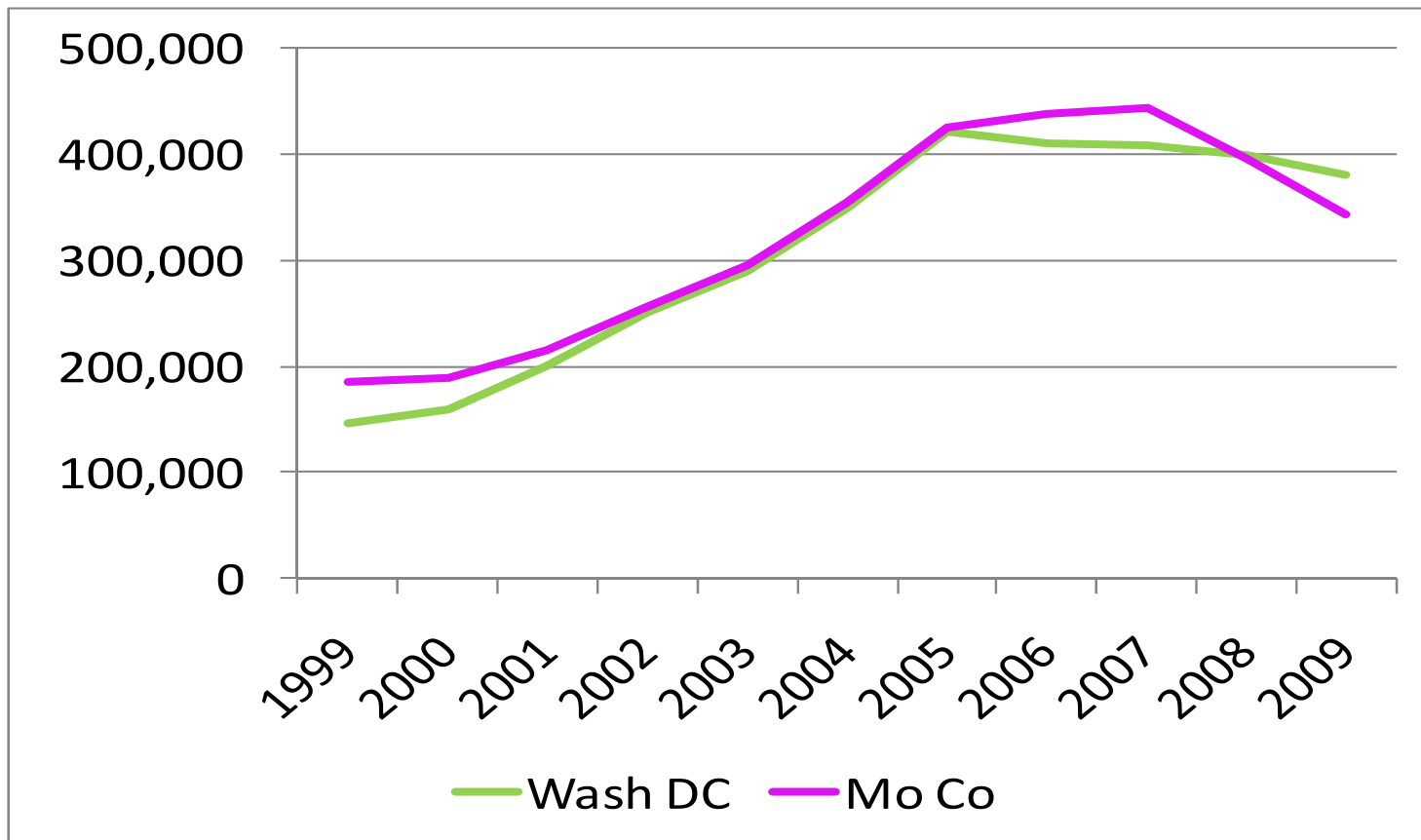
Montgomery County Absorption Rate



District of Columbia Absorption Rate

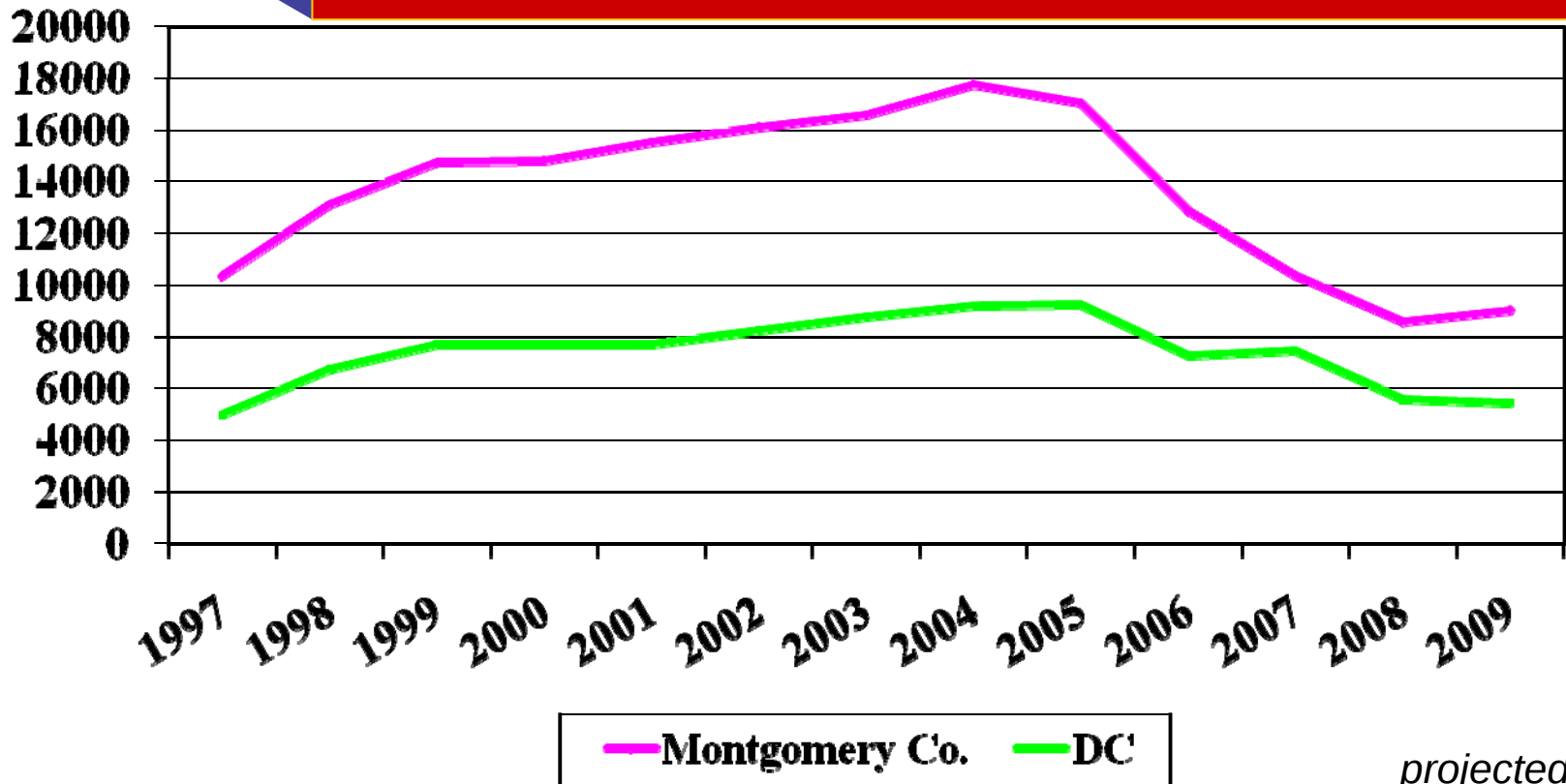


District of Columbia & Montgomery County Median Year End Price



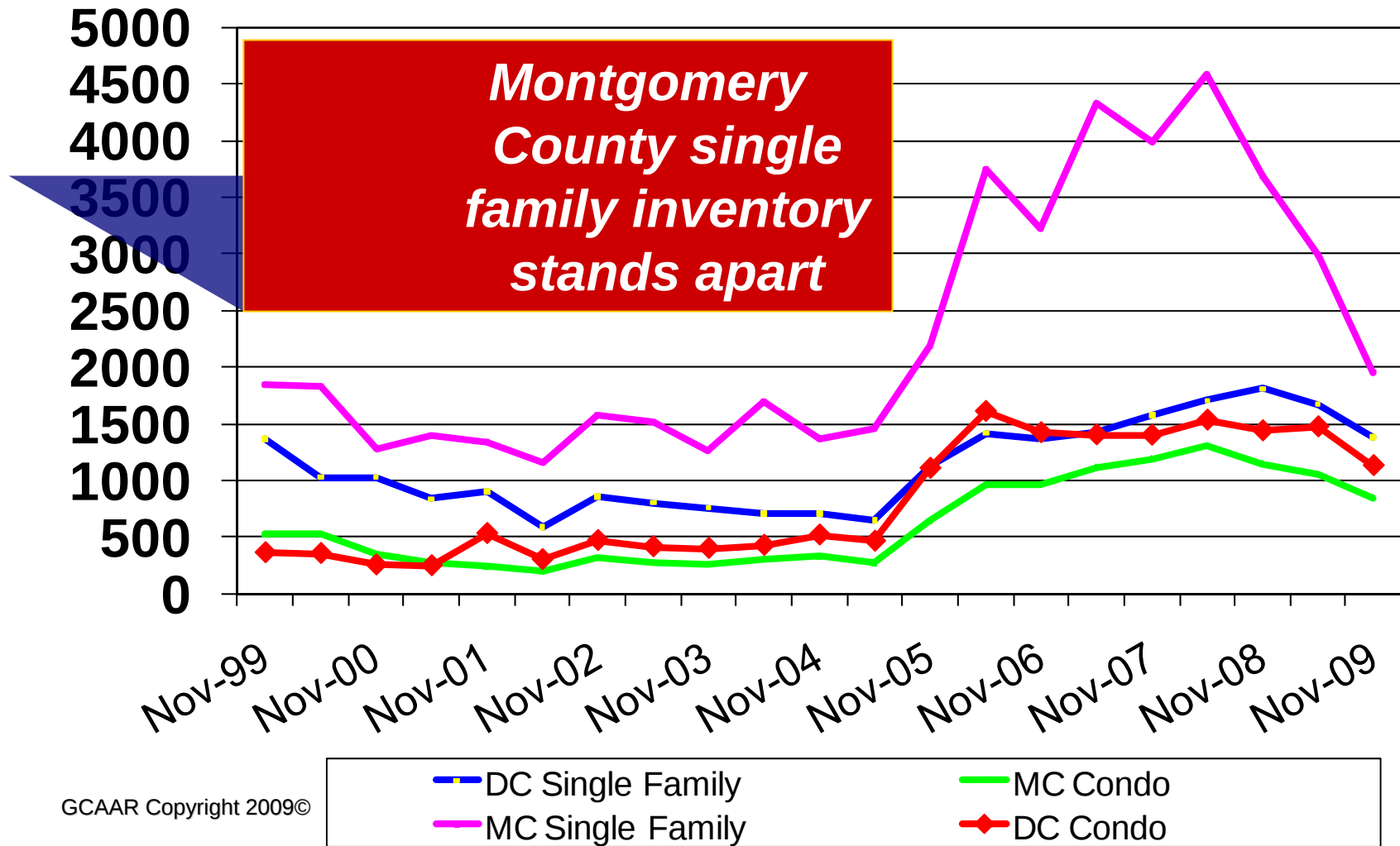
Total Units Sold - Historic

Total sales now closely resembling
1997 "Normal Market" numbers

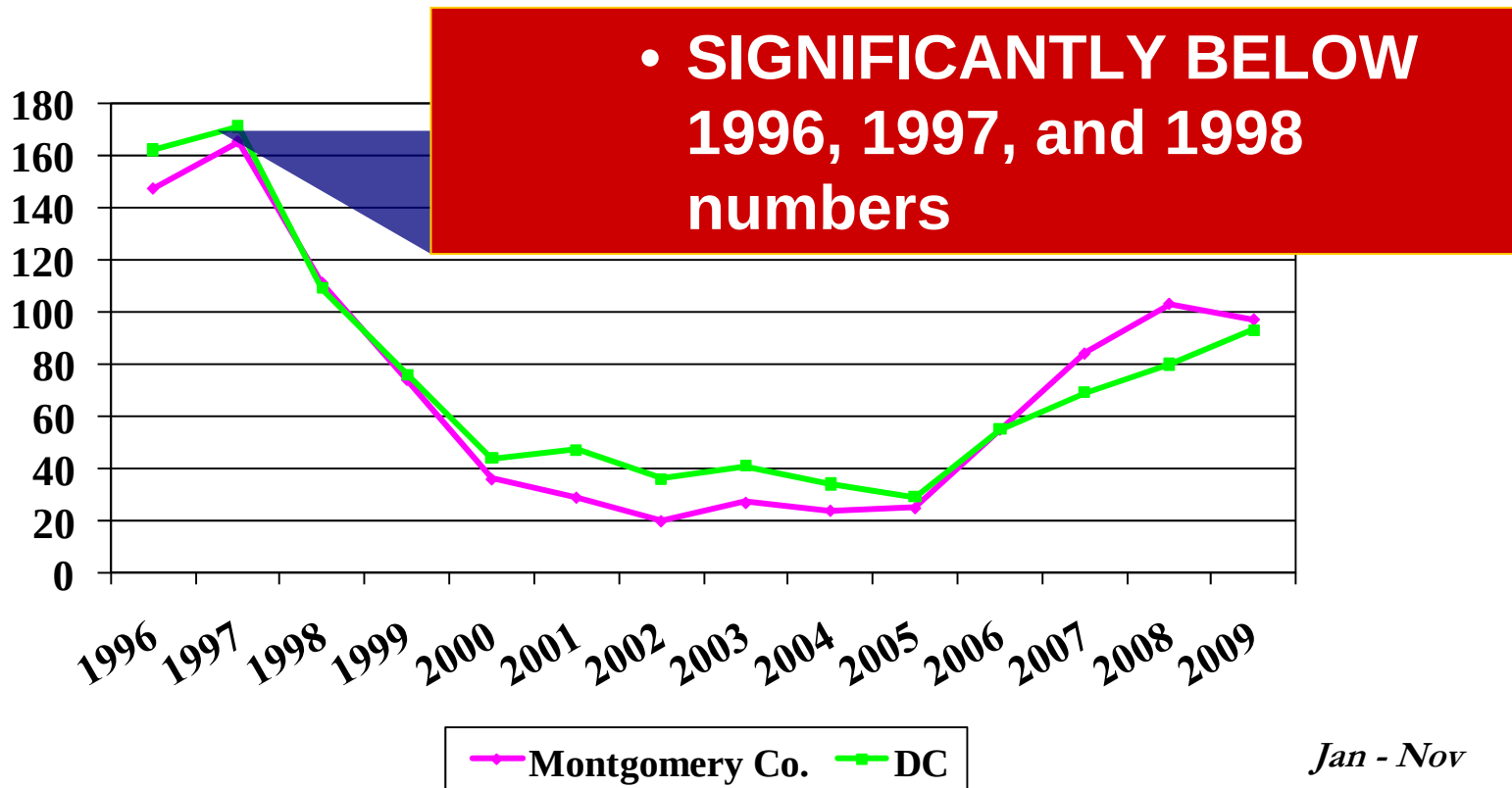


projected

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

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



**For more information,
please visit**

WWW.GCAAR.com

***Statistics available around
the 6th of every month***