



The Long & Foster Market Minute™

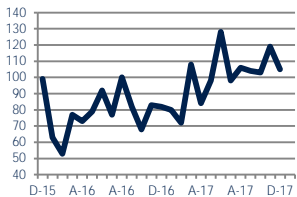
Focus On: Anacostia and Hillcrest Housing Market

December 2017

Zip Code(s): 20019, 20020 and 20032

Units Sold

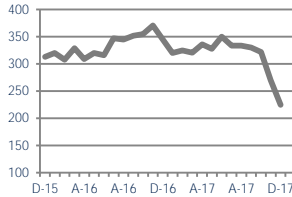
105



Up 28%
Vs. Year Ago

Active Inventory

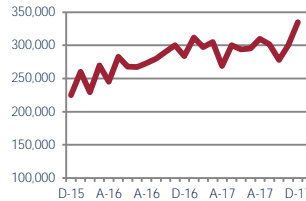
225



Down -35%
Vs. Year Ago

Median Sale Price

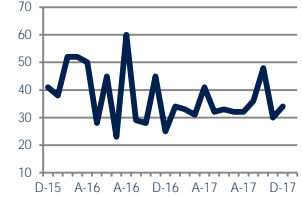
\$335,000



Up 18%
Vs. Year Ago

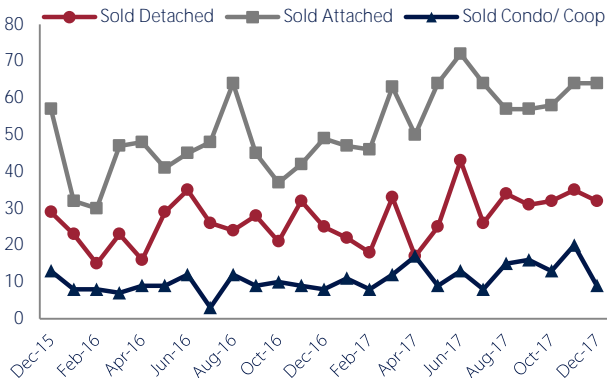
Days On Market

34



Up 36%
Vs. Year Ago

Units Sold*



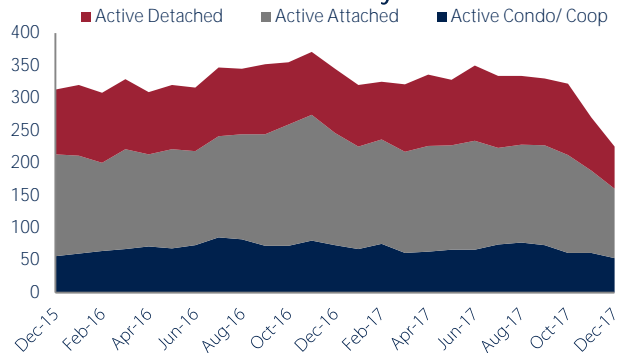
Units Sold

There was a decrease in total units sold in December, with 105 sold this month in Anacostia and Hillcrest versus 119 last month, a decrease of 12%. This month's total units sold was higher than at this time last year, an increase of 28% versus December 2016.

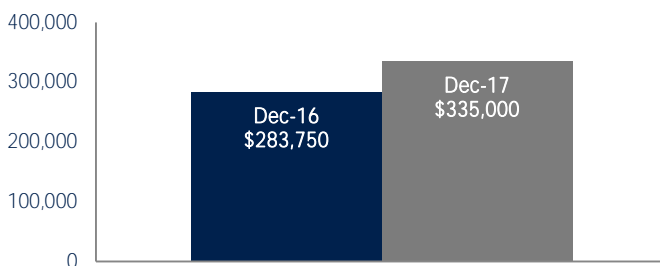
Active Inventory

Versus last year, the total number of homes available this month is lower by 120 units or 35%. The total number of active inventory this December was 225 compared to 345 in December 2016. This month's total of 225 is lower than the previous month's total supply of available inventory of 270, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Anacostia and Hillcrest Homes was \$283,750. This December, the median sale price was \$335,000, an increase of 18% or \$51,250 compared to last year. The current median sold price is 12% higher than in November.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Anacostia and Hillcrest are defined as properties in zip codes 20019/20020/20032.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



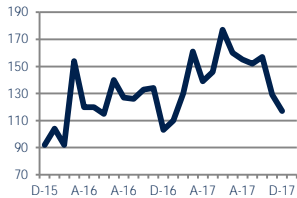
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20019, 20020 and 20032

New Listings

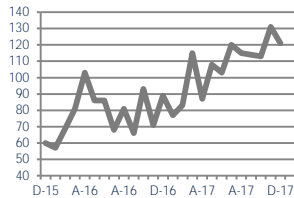
117



Up 14%
Vs. Year Ago

Current Contracts

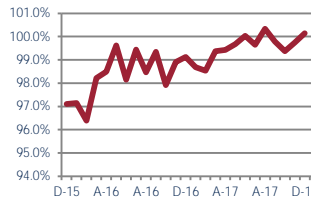
121



Up 36%
Vs. Year Ago

Sold Vs. List Price

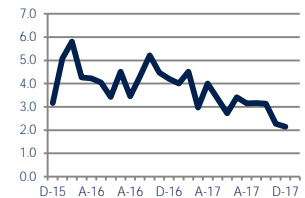
100.1%



Up 1%
Vs. Year Ago

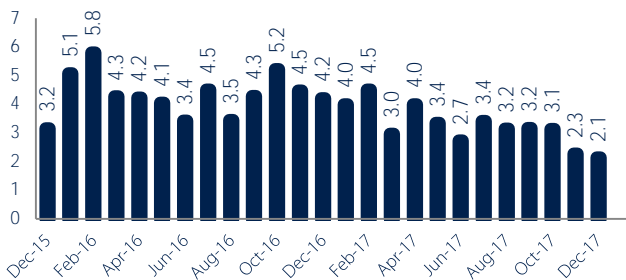
Months of Supply

2.1



Down -49%
Vs. Year Ago

Months Of Supply



Months of Supply

In December, there was 2.1 months of supply available in Anacostia and Hillcrest, compared to 4.2 in December 2016. That is a decrease of 49% versus a year ago.

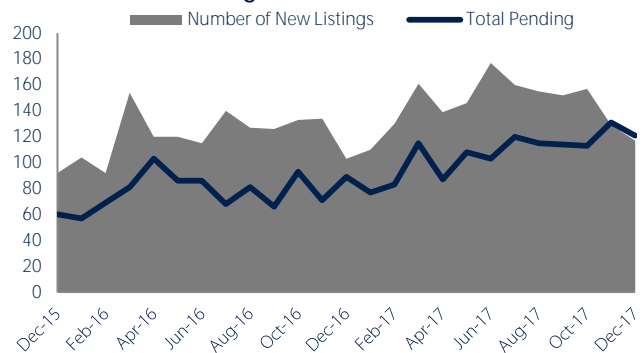
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

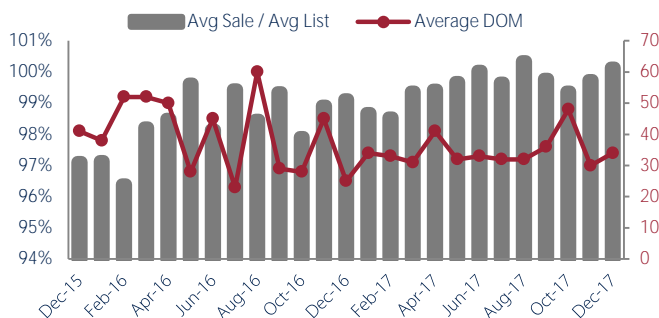
This month there were 117 homes newly listed for sale in Anacostia and Hillcrest compared to 103 in December 2016, an increase of 14%.

There were 121 current contracts pending sale this December compared to 89 a year ago. The number of current contracts is 36% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Anacostia and Hillcrest was 100.1% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 34, higher than the average last year, which was 25, an increase of 36%.



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