



The Long & Foster Market Minute™

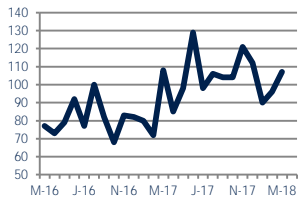
Focus On: Anacostia and Hillcrest Housing Market

March 2018

Zip Code(s): 20019, 20020 and 20032

Units Sold

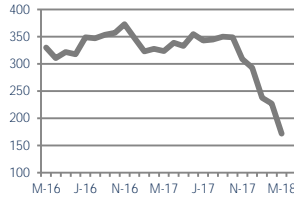
107



Down -1%
Vs. Year Ago

Active Inventory

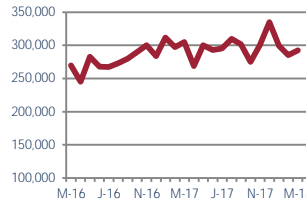
172



Down -47%
Vs. Year Ago

Median Sale Price

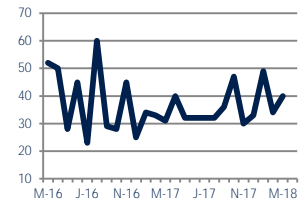
\$292,500



Down -4%
Vs. Year Ago

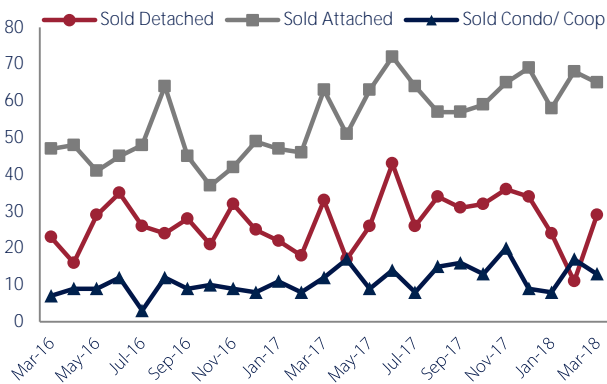
Days On Market

40



Up 29%
Vs. Year Ago

Units Sold*



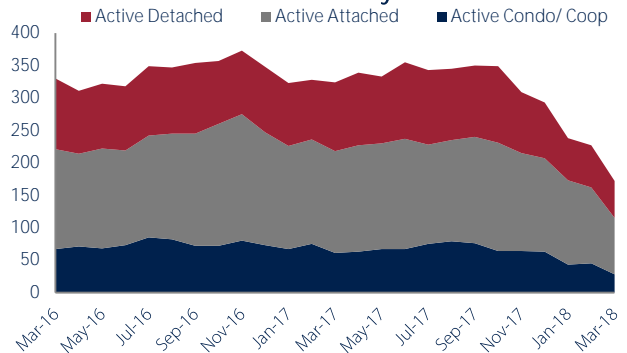
Units Sold

There was an increase in total units sold in March, with 107 sold this month in Anacostia and Hillcrest versus 96 last month, an increase of 11%. This month's total units sold was lower than at this time last year, a decrease of 1% versus March 2017.

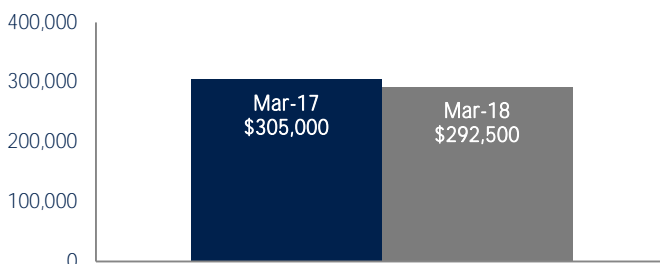
Active Inventory

Versus last year, the total number of homes available this month is lower by 152 units or 47%. The total number of active inventory this March was 172 compared to 324 in March 2017. This month's total of 172 is lower than the previous month's total supply of available inventory of 227, a decrease of 24%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Anacostia and Hillcrest Homes was \$305,000. This March, the median sale price was \$292,500, a decrease of 4% or \$12,500 compared to last year. The current median sold price is 3% higher than in February.

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



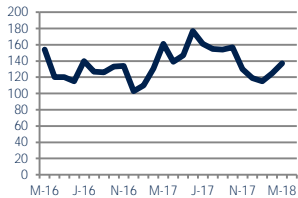
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March 2018

Zip Code(s): 20019, 20020 and 20032

New Listings

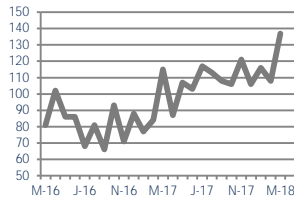
137



Down -15%
Vs. Year Ago

Current Contracts

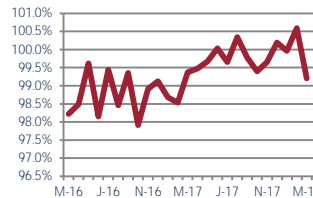
137



Up 19%
Vs. Year Ago

Sold Vs. List Price

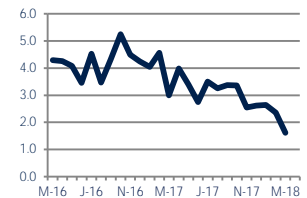
99.2%



No Change
Vs. Year Ago

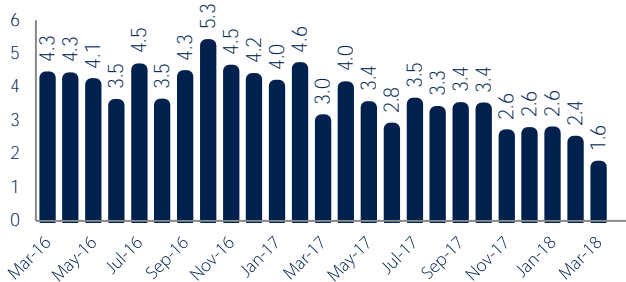
Months of Supply

1.6



Down -46%
Vs. Year Ago

Months Of Supply



Months of Supply

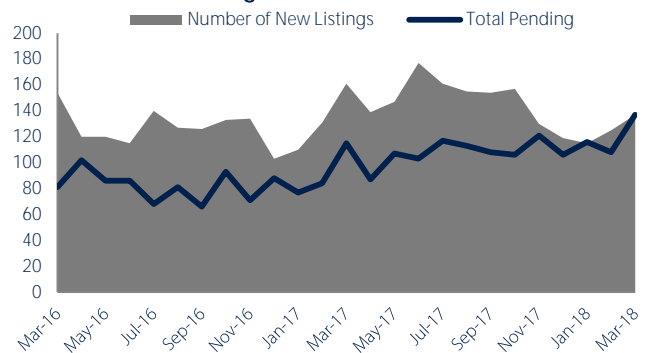
In March, there was 1.6 months of supply available in Anacostia and Hillcrest, compared to 3.0 in March 2017. That is a decrease of 46% versus a year ago.

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.

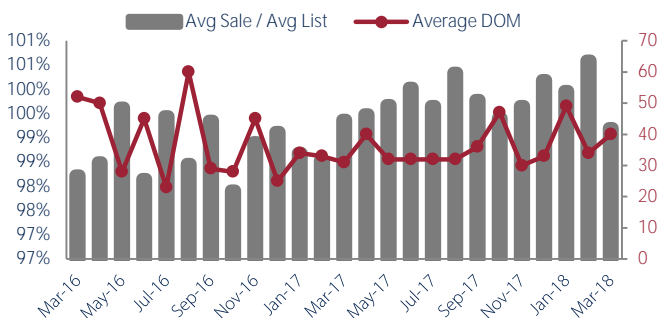
New Listings & Current Contracts

This month there were 137 homes newly listed for sale in Anacostia and Hillcrest compared to 161 in March 2017, a decrease of 15%. There were 137 current contracts pending sale this March compared to 115 a year ago. The number of current contracts is 19% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Anacostia and Hillcrest was 99.2% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 40, higher than the average last year, which was 31, an increase of 29%.



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