



The Long & Foster Market Minute™

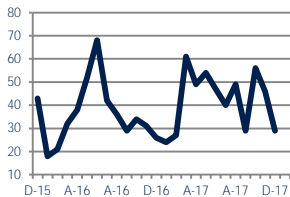
Focus On: Capitol Hill (SE) Housing Market

December 2017

Zip Code(s): 20003

Units Sold

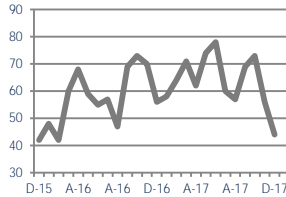
29



Up
Vs. Year Ago

Active Inventory

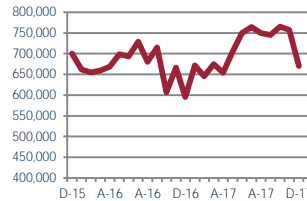
44



Down -21%
Vs. Year Ago

Median Sale Price

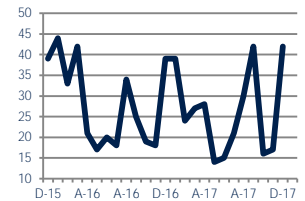
\$670,000



Up 13%
Vs. Year Ago

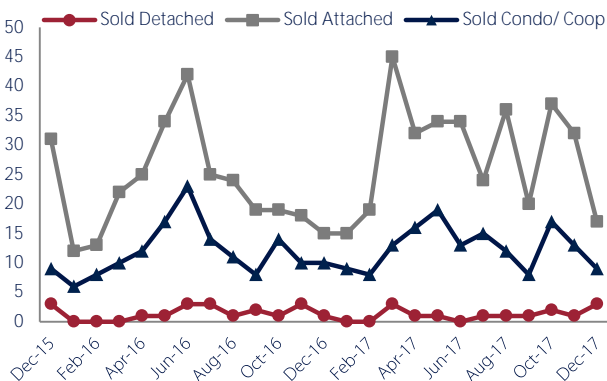
Days On Market

42



Up 8%
Vs. Year Ago

Units Sold*



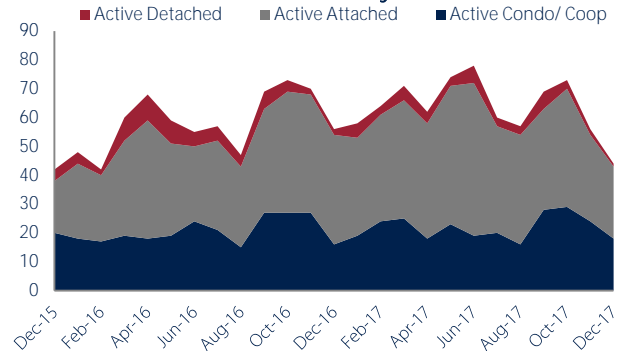
Units Sold

With relatively few transactions, there was a decrease in total units sold in December, with 29 sold this month in Capitol Hill (SE). This month's total units sold was higher than at this time last year, an increase from December 2016.

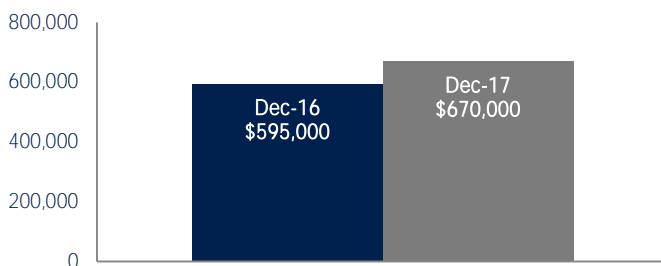
Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 21%. The total number of active inventory this December was 44 compared to 56 in December 2016. This month's total of 44 is lower than the previous month's total supply of available inventory of 56, a decrease of 21%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Capitol Hill (SE) Homes was \$595,000. This December, the median sale price was \$670,000, an increase of 13% or \$75,000 compared to last year. The current median sold price is 12% lower 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.

Capitol Hill (SE) is defined as properties in zip code 20003.

*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.



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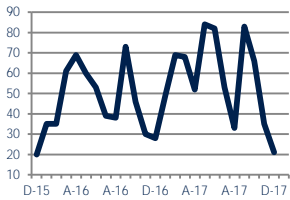
Focus On: Capitol Hill (SE) Housing Market

December 2017

Zip Code(s): 20003

New Listings

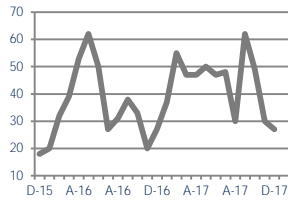
21



Down -25%
Vs. Year Ago

Current Contracts

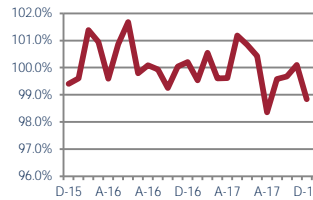
27



No Change
Vs. Year Ago

Sold Vs. List Price

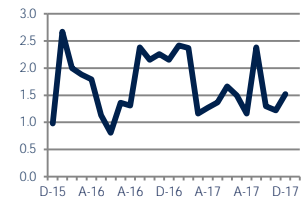
98.8%



Down -1.4%
Vs. Year Ago

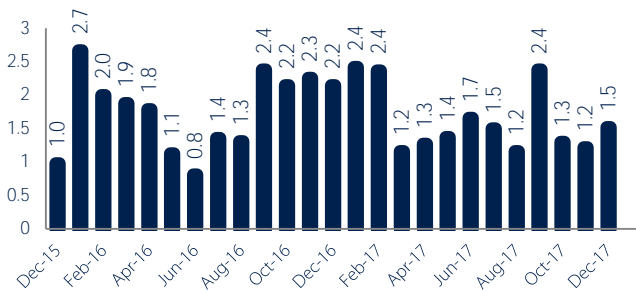
Months of Supply

1.5



Down -29%
Vs. Year Ago

Months Of Supply



Months of Supply

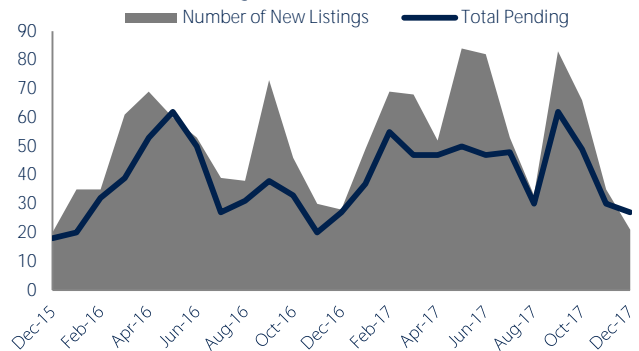
In December, there was 1.5 months of supply available in Capitol Hill (SE), compared to 2.2 in December 2016. That is a decrease of 30% versus a year ago.

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.

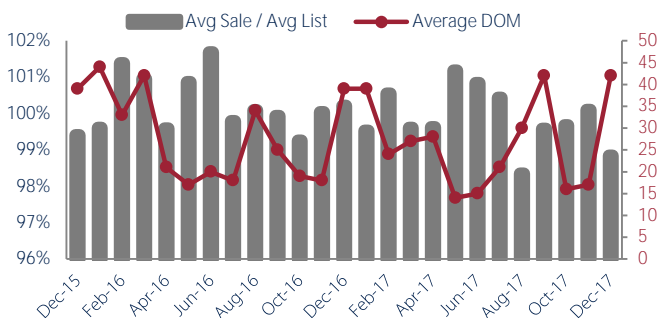
New Listings & Current Contracts

This month there were 21 homes newly listed for sale in Capitol Hill (SE) compared to 28 in December 2016, a decrease of 25%. There were 27 current contracts pending sale this December, consistent with the volume a year ago. The number of current contracts is 10% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Capitol Hill (SE) was 98.8% of the average list price, which is 1.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 42, higher than the average last year, which was 39, an increase of 8%.



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