



The Long & Foster Market Minute™

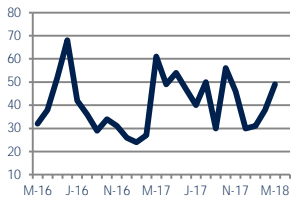
Focus On: Capitol Hill (SE) Housing Market

March 2018

Zip Code(s): 20003

Units Sold

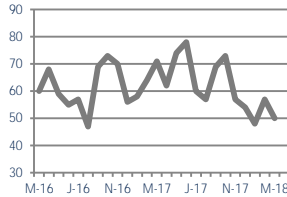
49



Down -20%
Vs. Year Ago

Active Inventory

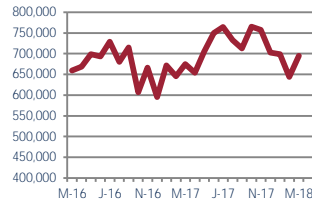
50



Down -30%
Vs. Year Ago

Median Sale Price

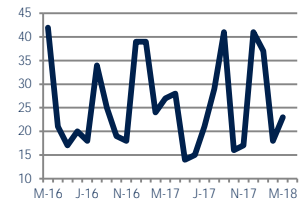
\$695,000



Up 3%
Vs. Year Ago

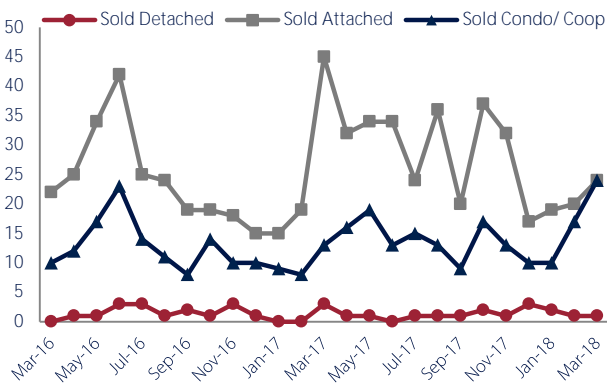
Days On Market

23



Down -15%
Vs. Year Ago

Units Sold*



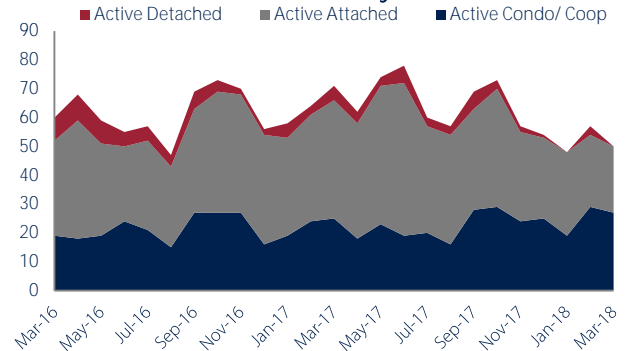
Units Sold

There was an increase in total units sold in March, with 49 sold this month in Capitol Hill (SE) versus 38 last month, an increase of 29%. This month's total units sold was lower than at this time last year, a decrease of 20% versus March 2017.

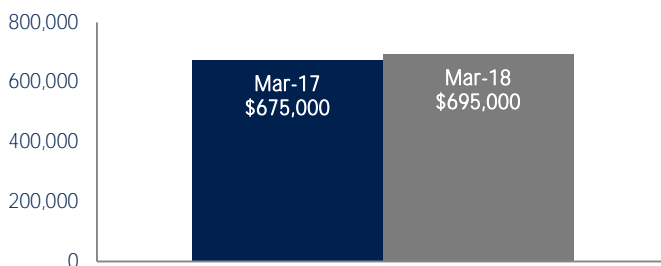
Active Inventory

Versus last year, the total number of homes available this month is lower by 21 units or 30%. The total number of active inventory this March was 50 compared to 71 in March 2017. This month's total of 50 is lower than the previous month's total supply of available inventory of 57, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Capitol Hill (SE) Homes was \$675,000. This March, the median sale price was \$695,000, an increase of 3% or \$20,000 compared to last year. The current median sold price is 8% 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.

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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INTERNATIONAL REAL ESTATE



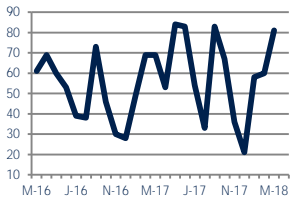
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March 2018

Zip Code(s): 20003

New Listings

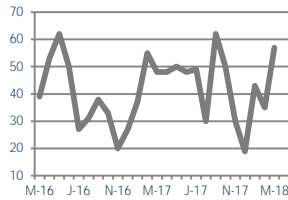
81



Up 17%
Vs. Year Ago

Current Contracts

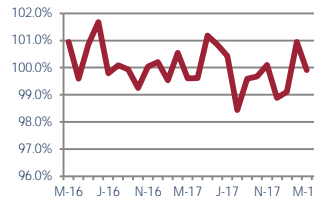
57



Up 19%
Vs. Year Ago

Sold Vs. List Price

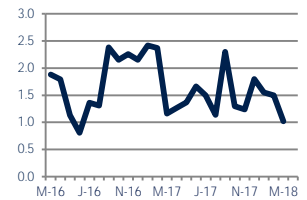
99.9%



No Change
Vs. Year Ago

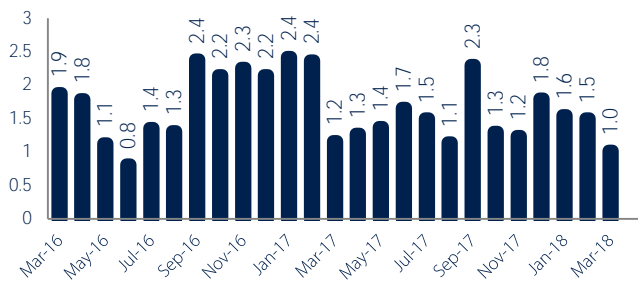
Months of Supply

1.0



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

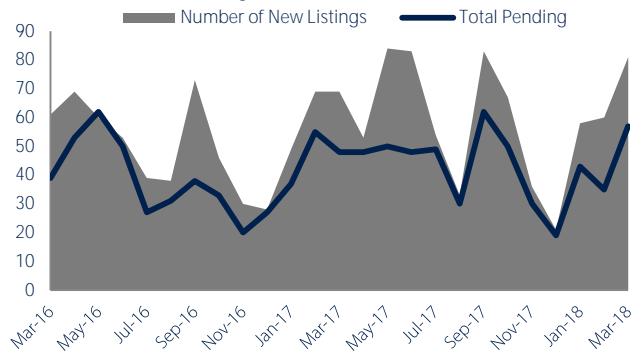
In March, there was 1.0 months of supply available in Capitol Hill (SE), compared to 1.2 in March 2017. That is a decrease of 12% versus a year ago.

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.

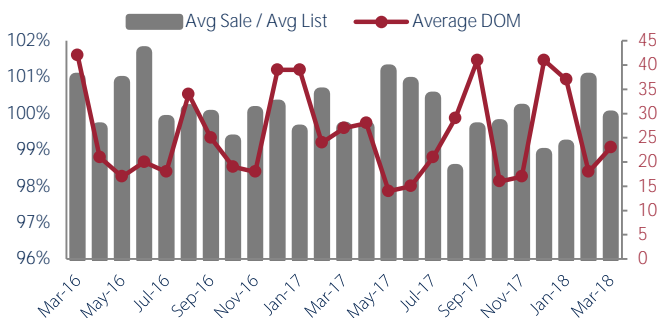
New Listings & Current Contracts

This month there were 81 homes newly listed for sale in Capitol Hill (SE) compared to 69 in March 2017, an increase of 17%. There were 57 current contracts pending sale this March compared to 48 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 Capitol Hill (SE) was 99.9% 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 23, lower than the average last year, which was 27, a decrease of 15%.



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