



The Long & Foster Market Minute™

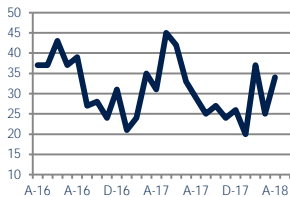
Focus On: Cleveland Park and Kalorama Housing Market

April 2018

Zip Code(s): 20008

Units Sold

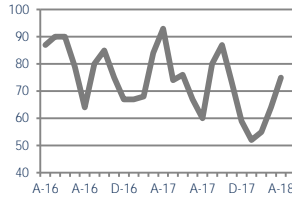
34



Up
Vs. Year Ago

Active Inventory

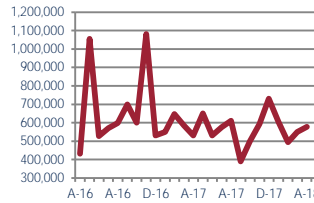
75



Down -19%
Vs. Year Ago

Median Sale Price

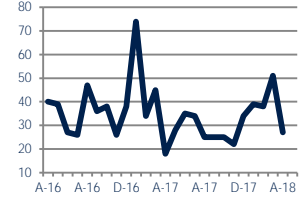
\$577,250



Up 9%
Vs. Year Ago

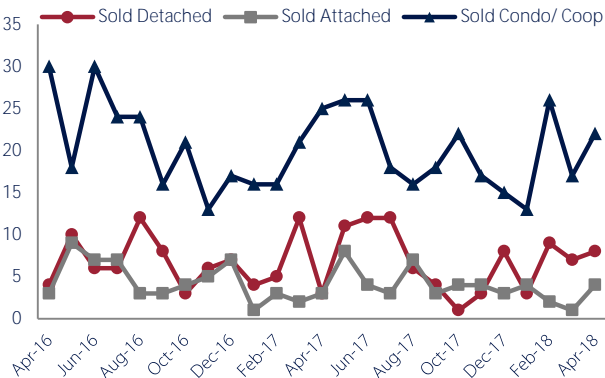
Days On Market

27



Up
Vs. Year Ago

Units Sold*



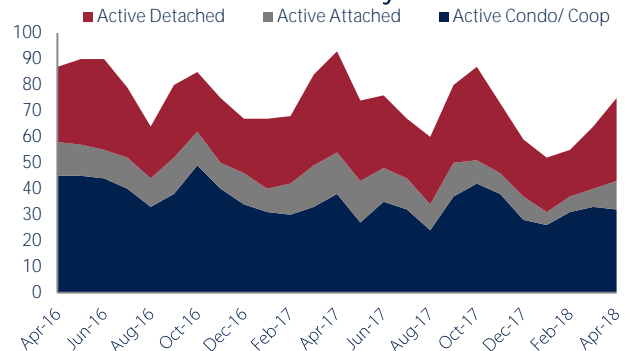
Units Sold

With relatively few transactions, there was an increase in total units sold in April, with 34 sold this month in Cleveland Park and Kalorama. This month's total units sold was higher than at this time last year, an increase from April 2017.

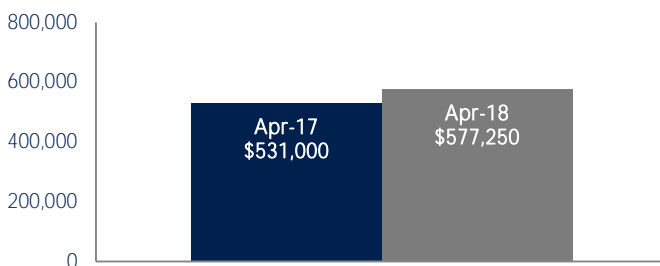
Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 19%. The total number of active inventory this April was 75 compared to 93 in April 2017. This month's total of 75 is higher than the previous month's total supply of available inventory of 64, an increase of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Cleveland Park and Kalorama Homes was \$531,000. This April, the median sale price was \$577,250, an increase of 9% or \$46,250 compared to last year. The current median sold price is 5% higher than in March.

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



Cleveland Park and Kalorama are defined as properties in zip code 20008 and includes, but is not limited to these neighborhoods: Cleveland Park, Forest Hills, and Kalorama.

*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.

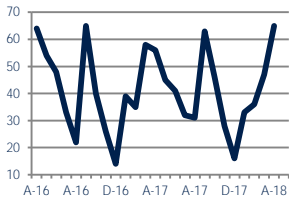
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20008

New Listings

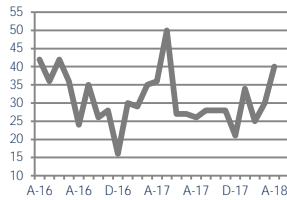
65



Up 16%
Vs. Year Ago

Current Contracts

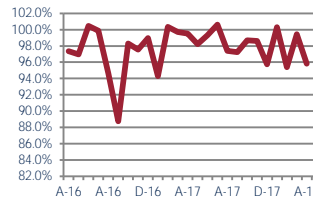
40



Up 11%
Vs. Year Ago

Sold Vs. List Price

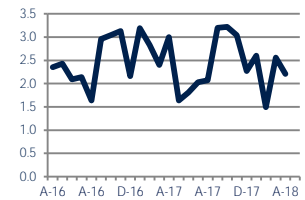
95.8%



Down -3.7%
Vs. Year Ago

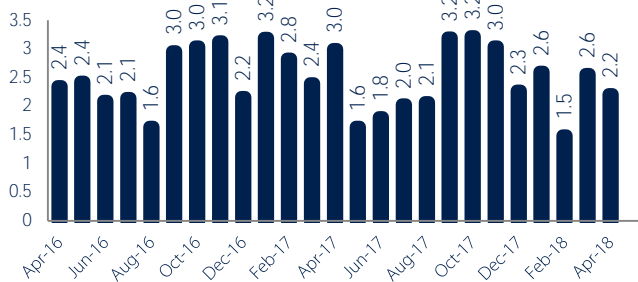
Months of Supply

2.2



Down -26%
Vs. Year Ago

Months Of Supply



Months of Supply

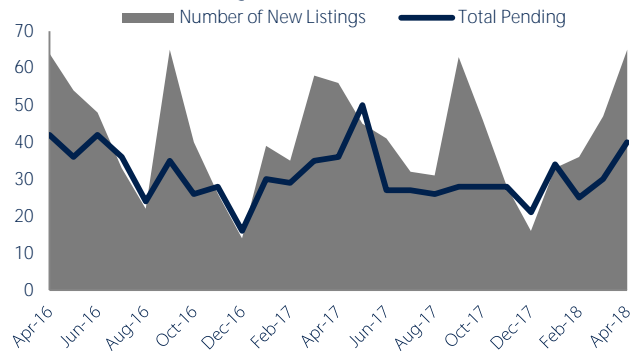
In April, there was 2.2 months of supply available in Cleveland Park and Kalorama, compared to 3.0 in April 2017. That is a decrease of 26% versus a year ago.

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.

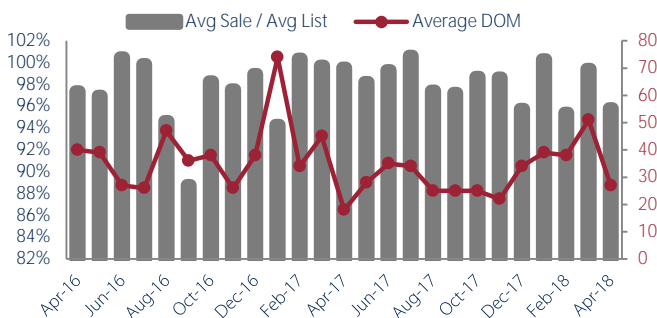
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Cleveland Park and Kalorama compared to 56 in April 2017, an increase of 16%. There were 40 current contracts pending sale this April compared to 36 a year ago. The number of current contracts is 11% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Cleveland Park and Kalorama was 95.8% of the average list price, which is 3.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 27, higher than the average last year, which was 18. This increase was impacted by the limited number of sales.



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