



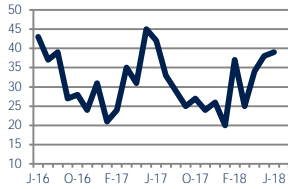
The Long & Foster Market Minute™

Focus On: Cleveland Park and Kalorama Housing Market

June 2018

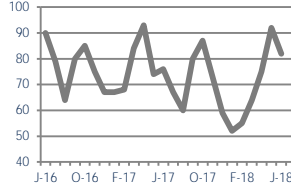
Zip Code(s): 20008

Units Sold
39



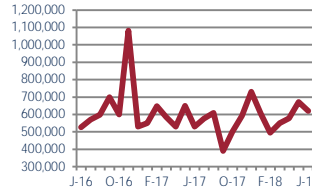
Down -7%
Vs. Year Ago

Active Inventory
82



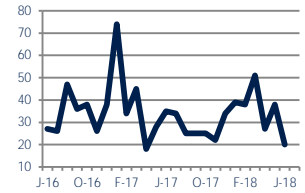
Up 8%
Vs. Year Ago

Median Sale Price
\$620,000



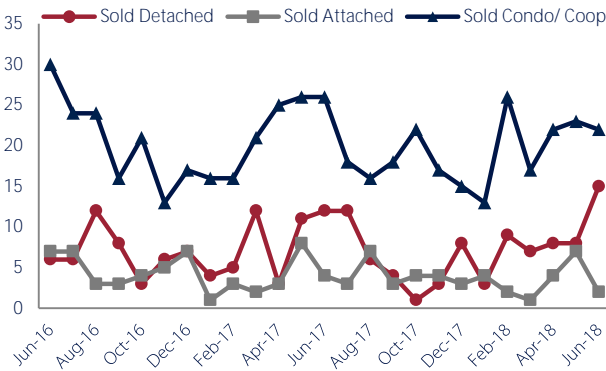
Up 17%
Vs. Year Ago

Days On Market
20



Down -43%
Vs. Year Ago

Units Sold*



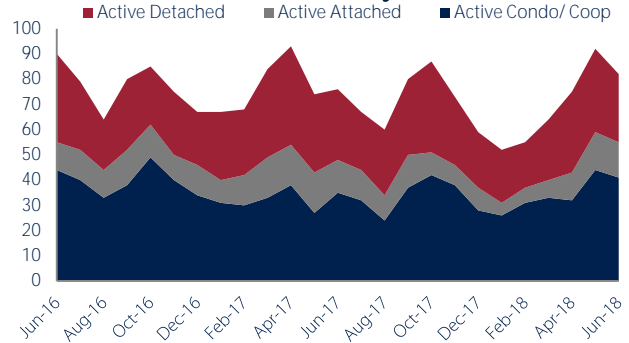
Units Sold

There was an increase in total units sold in June, with 39 sold this month in Cleveland Park and Kalorama versus 38 last month, an increase of 3%. This month's total units sold was lower than at this time last year, a decrease of 7% versus June 2017.

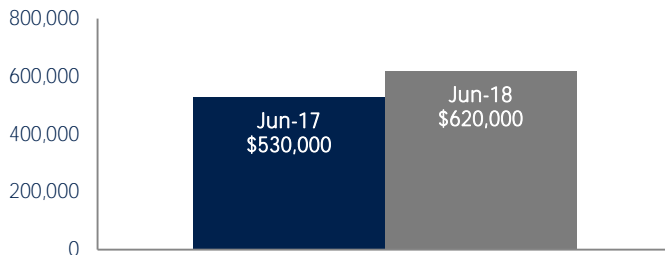
Active Inventory

Versus last year, the total number of homes available this month is higher by 6 units or 8%. The total number of active inventory this June was 82 compared to 76 in June 2017. This month's total of 82 is lower than the previous month's total supply of available inventory of 92, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Cleveland Park and Kalorama Homes was \$530,000. This June, the median sale price was \$620,000, an increase of 17% or \$90,000 compared to last year. The current median sold price is 8% lower than in May.

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

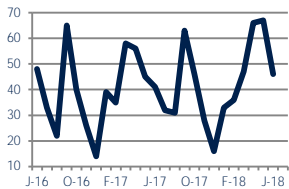




Zip Code(s): 20008

New Listings

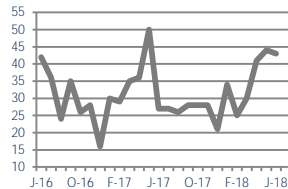
46



Up 12%
Vs. Year Ago

Current Contracts

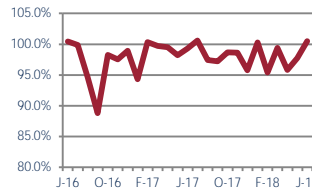
43



Up 59%
Vs. Year Ago

Sold Vs. List Price

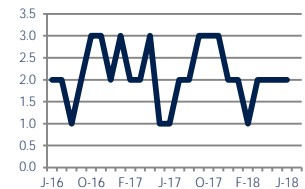
100.5%



Up 1.2%
Vs. Year Ago

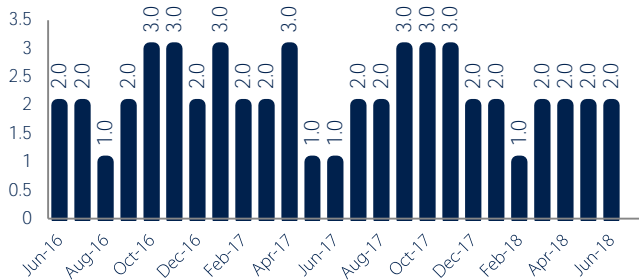
Months of Supply

2.0



Up 100%
Vs. Year Ago

Months Of Supply



Months of Supply

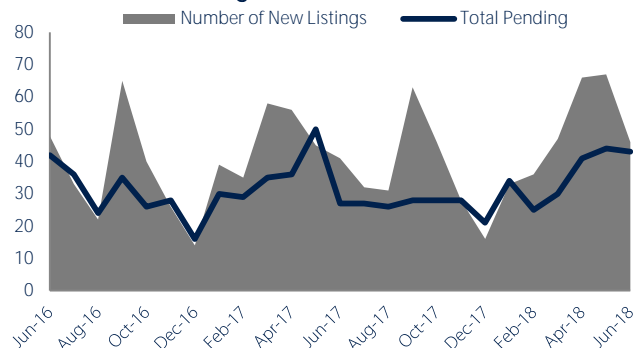
In June, there was 2.1 months of supply available in Cleveland Park and Kalorama, compared to 1.8 in June 2017. That is an increase of 16% versus a year ago.

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.

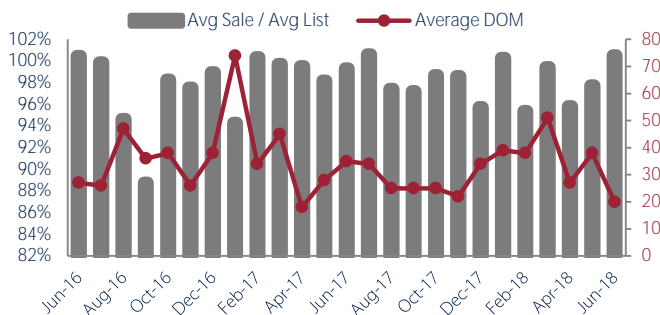
New Listings & Current Contracts

This month there were 46 homes newly listed for sale in Cleveland Park and Kalorama compared to 41 in June 2017, an increase of 12%. There were 43 current contracts pending sale this June compared to 27 a year ago. The number of current contracts is 59% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Cleveland Park and Kalorama was 100.5% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 20, lower than the average last year, which was 35, a decrease of 43%.



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.

