



The Long & Foster Market Minute™

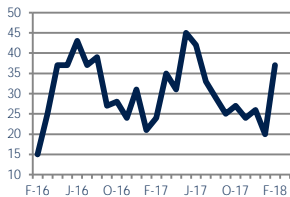
Focus On: Cleveland Park and Kalorama Housing Market

February 2018

Zip Code(s): 20008

Units Sold

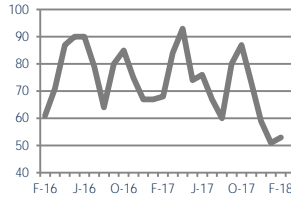
37



Up
Vs. Year Ago

Active Inventory

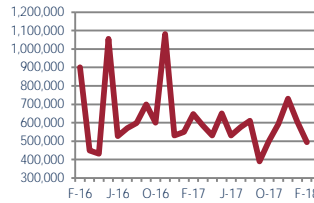
53



Down -22%
Vs. Year Ago

Median Sale Price

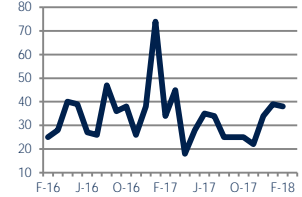
\$495,000



Down -23%
Vs. Year Ago

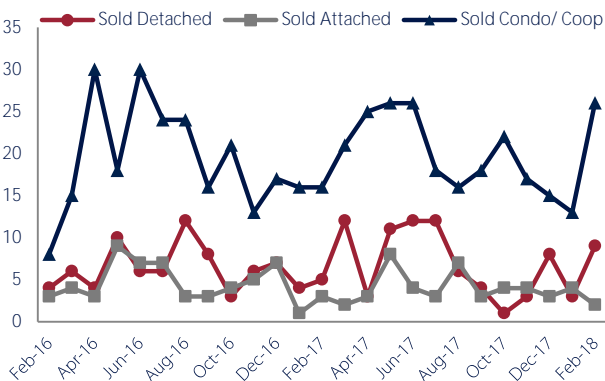
Days On Market

38



Up 12%
Vs. Year Ago

Units Sold*



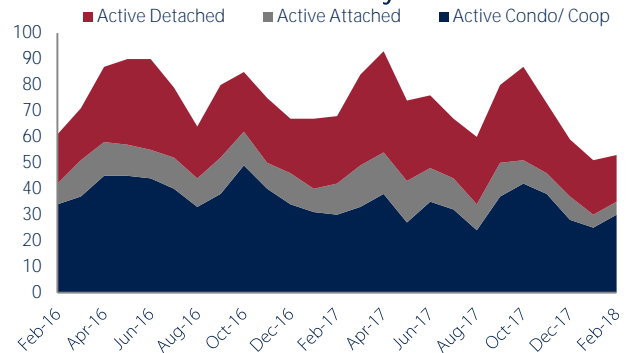
Units Sold

With relatively few transactions, there was an increase in total units sold in February, with 37 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 February 2017.

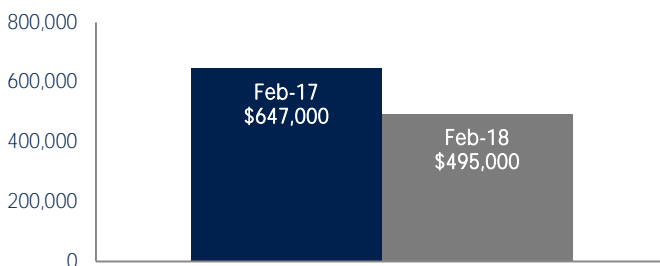
Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 22%. The total number of active inventory this February was 53 compared to 68 in February 2017. This month's total of 53 is higher than the previous month's total supply of available inventory of 51, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Cleveland Park and Kalorama Homes was \$647,000. This February, the median sale price was \$495,000, a decrease of 23% or \$152,000 compared to last year. The current median sold price is 18% lower than in January.

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.

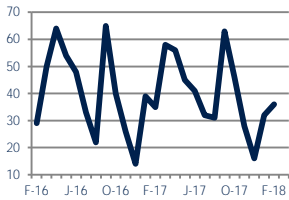
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20008

New Listings

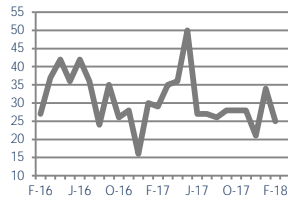
36



Up 3%
Vs. Year Ago

Current Contracts

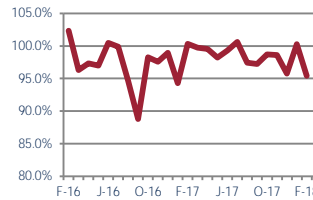
25



Down -14%
Vs. Year Ago

Sold Vs. List Price

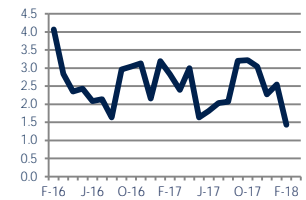
95.4%



Down -4.9%
Vs. Year Ago

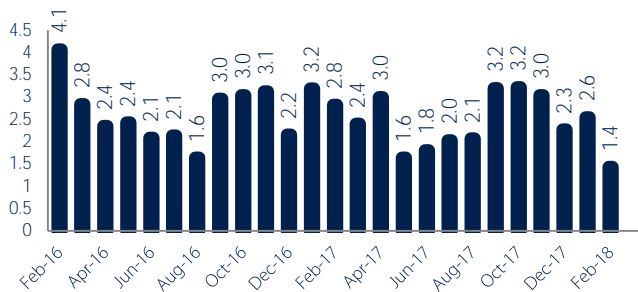
Months of Supply

1.4



Down -49%
Vs. Year Ago

Months Of Supply



Months of Supply

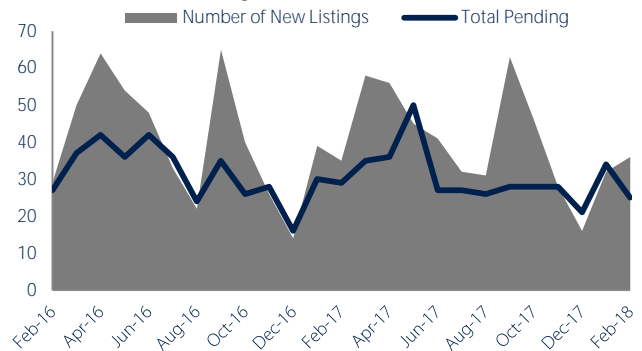
In February, there was 1.4 months of supply available in Cleveland Park and Kalorama, compared to 2.8 in February 2017. That is a decrease of 49% versus a year ago.

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.

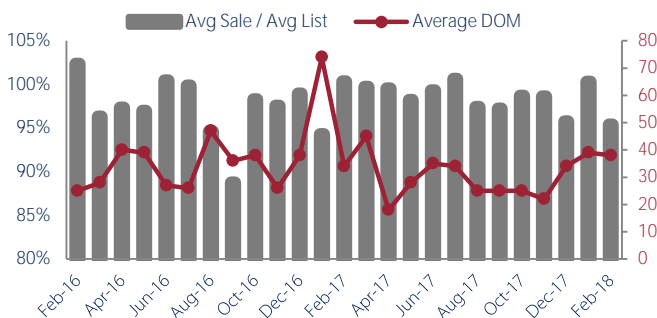
New Listings & Current Contracts

This month there were 36 homes newly listed for sale in Cleveland Park and Kalorama compared to 35 in February 2017, an increase of 3%. There were 25 current contracts pending sale this February compared to 29 a year ago. The number of current contracts is 14% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Cleveland Park and Kalorama was 95.4% of the average list price, which is 5.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 38, higher than the average last year, which was 34, an increase of 12%.



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