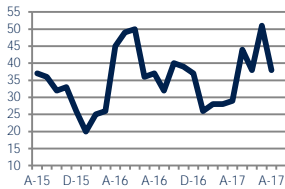


## Focus On: Columbia Heights and Mt. Pleasant Housing Market

August 2017

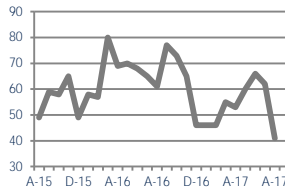
Zip Code(s): 20010

**Units Sold**  
38



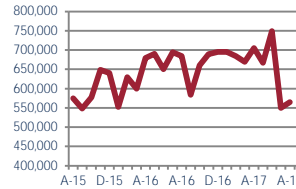
**Up 3%**  
Vs. Year Ago

**Active Inventory**  
41



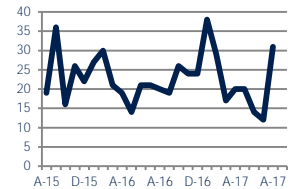
**Down -33%**  
Vs. Year Ago

**Median Sale Price**  
\$565,000



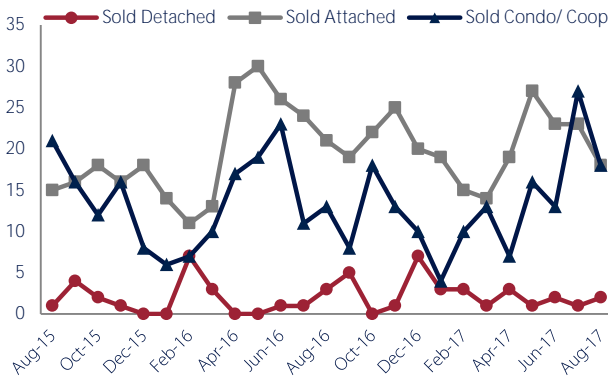
**Down -17%**  
Vs. Year Ago

**Days On Market**  
31



**Up**  
Vs. Year Ago

### Units Sold\*



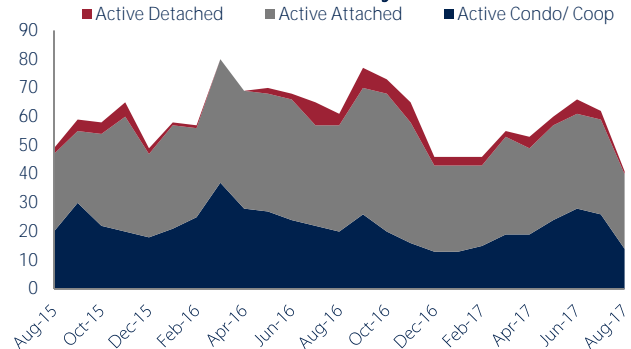
### Units Sold

There was a decrease in total units sold in August, with 38 sold this month in Columbia Heights and Mt. Pleasant versus 51 last month, a decrease of 25%. This month's total units sold was higher than at this time last year, an increase of 3% versus August 2016.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 33%. The total number of active inventory this August was 41 compared to 61 in August 2016. This month's total of 41 is lower than the previous month's total supply of available inventory of 62, a decrease of 34%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last August, the median sale price for Columbia Heights and Mt. Pleasant Homes was \$684,500. This August, the median sale price was \$565,000, a decrease of 17% or \$119,500 compared to last year. The current median sold price is 3% higher than in July.

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

**LONG & FOSTER®**  
REAL ESTATE

Columbia Heights and Mt. Pleasant are defined as properties in zip code 20010.

\*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 TRIAD 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 TRIAD or Long & Foster Real Estate, Inc.

**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE



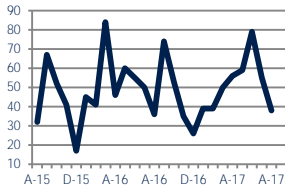
**Focus On:** Columbia Heights and Mt. Pleasant Housing Market

August 2017

Zip Code(s): 20010

**New Listings**

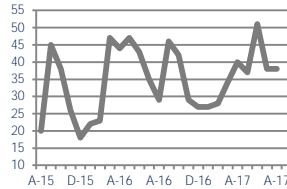
38



**Up 6%**  
Vs. Year Ago

**Current Contracts**

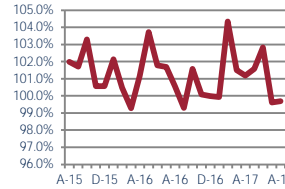
38



**Up 31%**  
Vs. Year Ago

**Sold Vs. List Price**

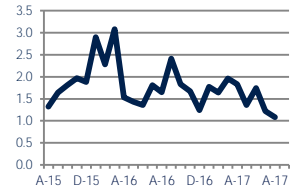
99.7%



**Down -0.9%**  
Vs. Year Ago

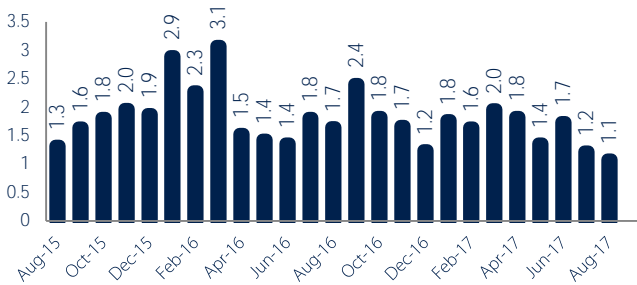
**Months of Supply**

1.1



**Down -35%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

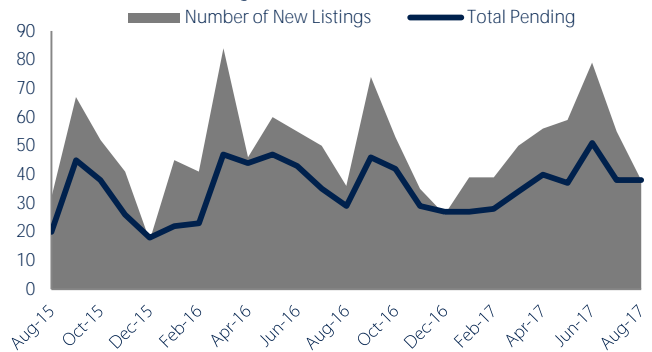
In August, there was 1.1 months of supply available in Columbia Heights and Mt. Pleasant, compared to 1.6 in August 2016. That is a decrease of 35% versus a year ago.

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.

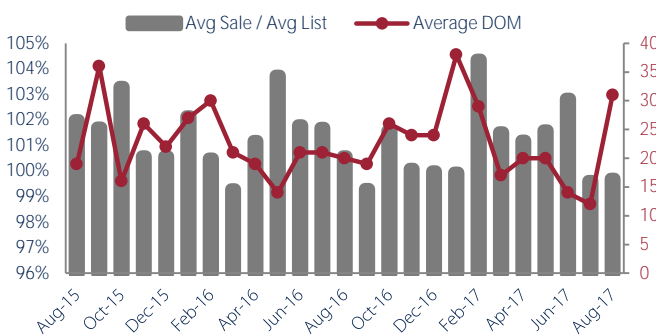
**New Listings & Current Contracts**

This month there were 38 homes newly listed for sale in Columbia Heights and Mt. Pleasant compared to 36 in August 2016, an increase of 6%. There were 38 current contracts pending sale this August compared to 29 a year ago. The number of current contracts remained stable as compared to last August.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In August, the average sale price in Columbia Heights and Mt. Pleasant was 99.7% of the average list price, which is 0.9% lower than at this time last year.

**Days On Market**

This month, the average number of days on market was 31, higher than the average last year, which was 20. This increase was impacted by the limited number of sales.