

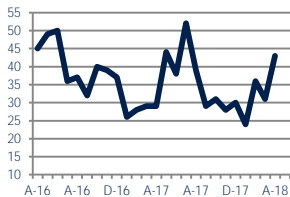
Focus On: Columbia Heights and Mt. Pleasant Housing Market

April 2018

Zip Code(s): 20010

Units Sold

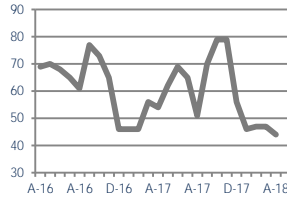
43



Up
Vs. Year Ago

Active Inventory

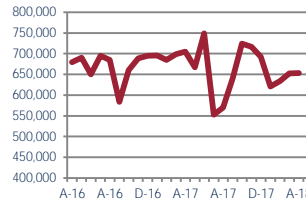
44



Down -19%
Vs. Year Ago

Median Sale Price

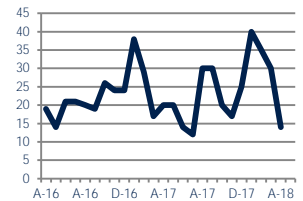
\$653,000



Down -7%
Vs. Year Ago

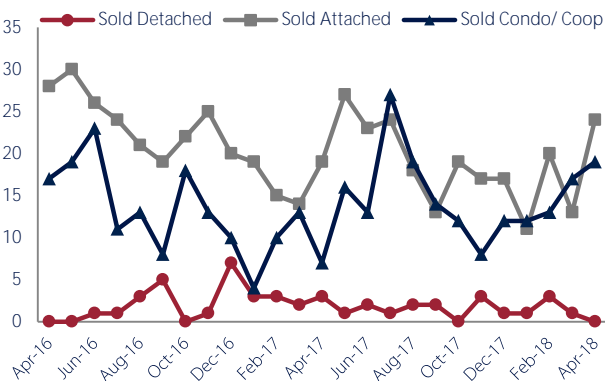
Days On Market

14



Down -30%
Vs. Year Ago

Units Sold*



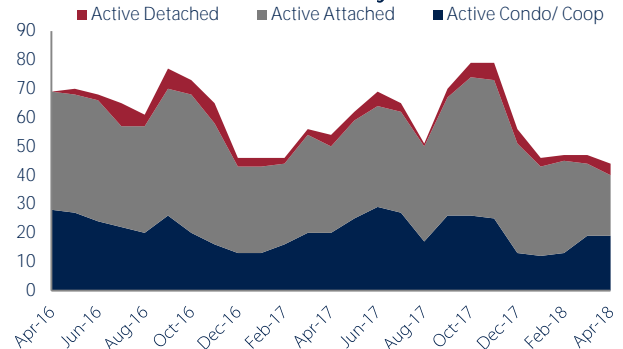
Units Sold

There was an increase in total units sold in April, with 43 sold this month in Columbia Heights and Mt. Pleasant. This month's total units sold was higher than at this time last year.

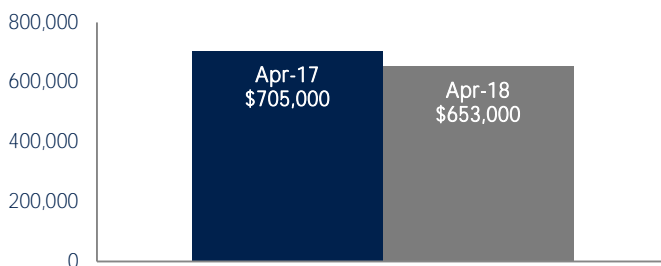
Active Inventory

Versus last year, the total number of homes available this month is lower by 10 units or 19%. The total number of active inventory this April was 44 compared to 54 in April 2017. This month's total of 44 is lower than the previous month's total supply of available inventory of 47, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Columbia Heights and Mt. Pleasant Homes was \$705,000. This April, the median sale price was \$653,000, a decrease of 7% or \$52,000 compared to last year. The current median sold price is approximately the same as the median price in March.

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

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 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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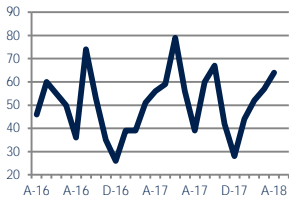
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April 2018

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New Listings

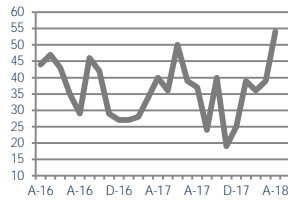
64



Up 14%
Vs. Year Ago

Current Contracts

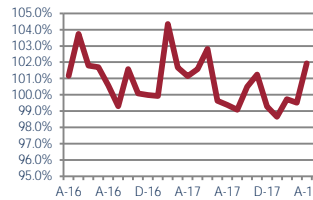
54



Up 35%
Vs. Year Ago

Sold Vs. List Price

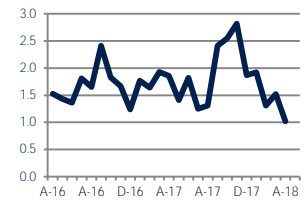
101.9%



Up 0.8%
Vs. Year Ago

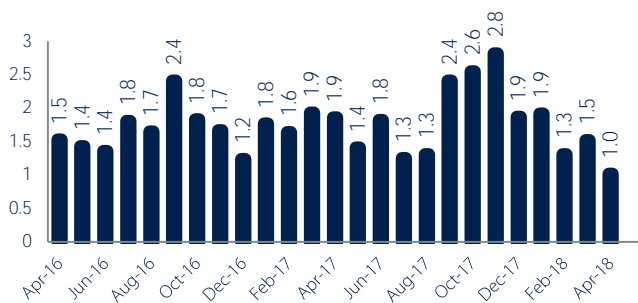
Months of Supply

1.0



Down -45%
Vs. Year Ago

Months Of Supply



Months of Supply

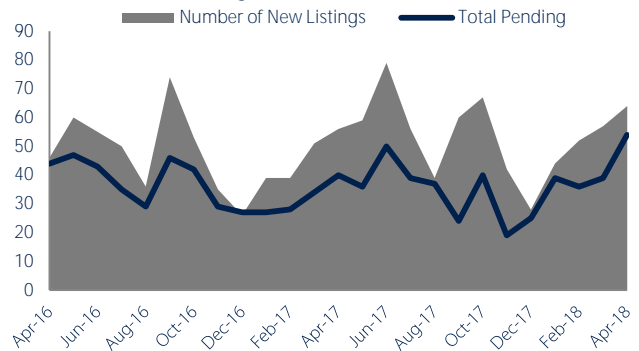
In April, there was 1.0 months of supply available in Columbia Heights and Mt. Pleasant, compared to 1.9 in April 2017. That is a decrease of 45% versus a year ago.

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.

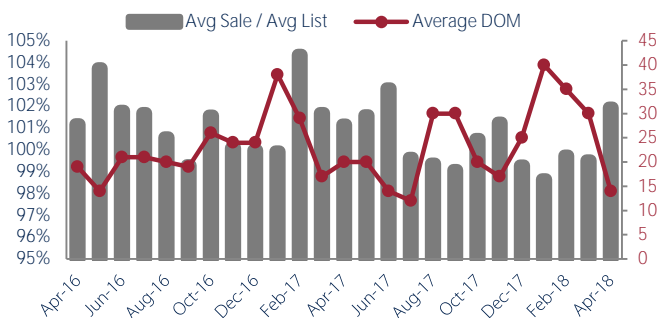
New Listings & Current Contracts

This month there were 64 homes newly listed for sale in Columbia Heights and Mt. Pleasant compared to 56 in April 2017, an increase of 14%. There were 54 current contracts pending sale this April compared to 40 a year ago. The number of current contracts is 35% 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 Columbia Heights and Mt. Pleasant was 101.9% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 14, lower than the average last year, which was 20, a decrease of 30%.



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