

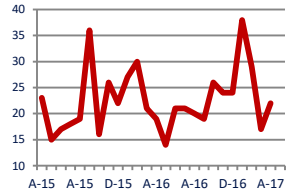
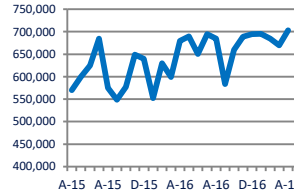
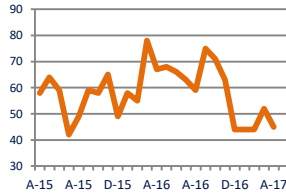
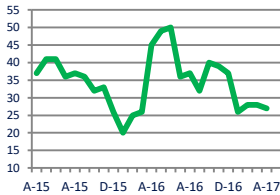


Focus On: Columbia Heights and Mt. Pleasant Housing Market

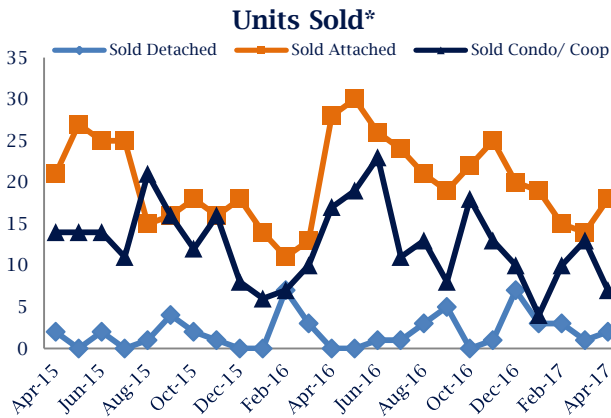
April 2017

Zip Code(s): 20010

| | | | |
|-------------------------|-------------------------------|---------------------------------------|-----------------------------|
| Units Sold 27 | Active Inventory 45 | Median Sale Price \$703,000 | Days On Market 22 |
|-------------------------|-------------------------------|---------------------------------------|-----------------------------|



| | | | |
|-----------------------------|----------------------------------|------------------------------|-------------------------------|
| Down Vs. Year Ago | Down -33% Vs. Year Ago | Up 3% Vs. Year Ago | Up 16% Vs. Year Ago |
|-----------------------------|----------------------------------|------------------------------|-------------------------------|

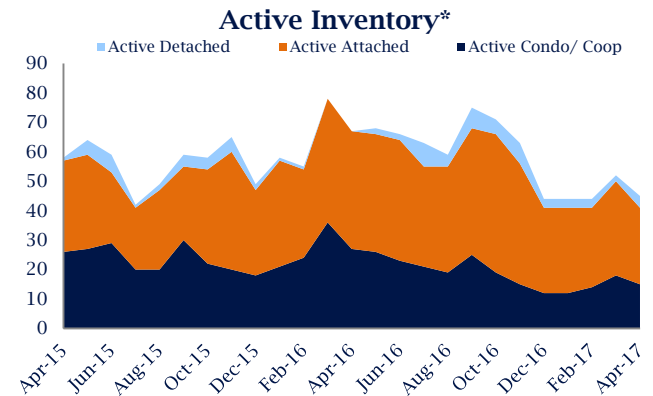


Units Sold

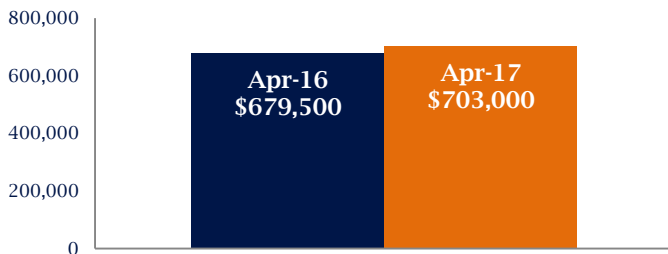
With relatively few transactions, there was a decrease in total units sold in April, with 27 sold this month in Columbia Heights and Mt. Pleasant. This month's total units sold was lower than at this time last year, a decrease from April 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 33%. The total number of active inventory this April was 45 compared to 67 in April 2016. This month's total of 45 is lower than the previous month's total supply of available inventory of 52, a decrease of 13%.



Median Sale Price



Median Sale Price

Last April, the median sale price for Columbia Heights and Mt. Pleasant Homes was \$679,500. This April, the median sale price was \$703,000, an increase of 3% or \$23,500 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.

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.



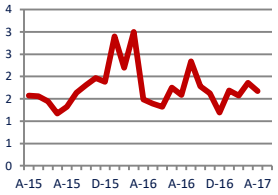
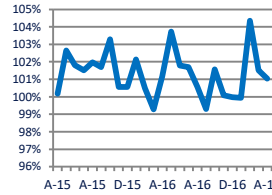
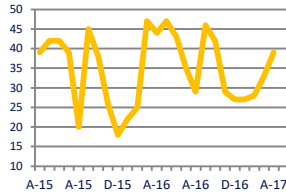
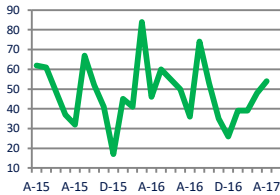


Focus On: Columbia Heights and Mt. Pleasant Housing Market

April 2017

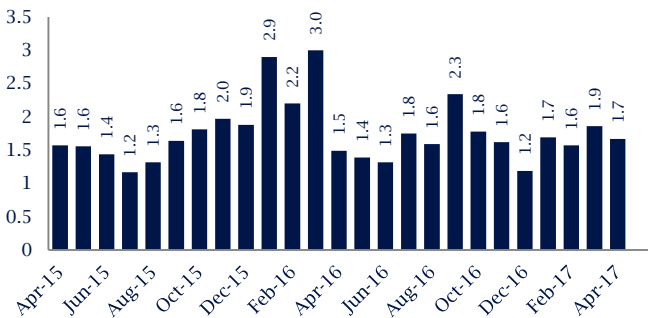
Zip Code(s): 20010

| | | | |
|---------------------------|--------------------------------|--------------------------------------|--------------------------------|
| New Listings 54 | Current Contracts 39 | Sold Vs. List Price 101.0% | Months of Supply 1.7 |
|---------------------------|--------------------------------|--------------------------------------|--------------------------------|



| | | | |
|-------------------------------|----------------------------------|----------------------------------|-------------------------------|
| Up 17% Vs. Year Ago | Down -11% Vs. Year Ago | No Change Vs. Year Ago | Up 12% Vs. Year Ago |
|-------------------------------|----------------------------------|----------------------------------|-------------------------------|

Months Of Supply



Months of Supply

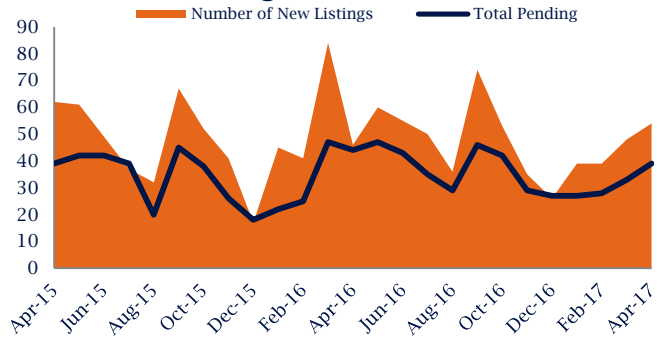
In April, there was 1.7 months of supply available in Columbia Heights and Mt. Pleasant, compared to 1.5 in April 2016. That is an increase of 12% versus a year ago.

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.

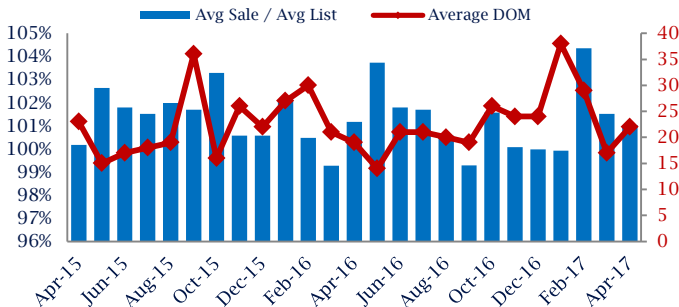
New Listings & Current Contracts

This month there were 54 homes newly listed for sale in Columbia Heights and Mt. Pleasant compared to 46 in April 2016, an increase of 17%. There were 39 current contracts pending sale this April compared to 44 a year ago. The number of current contracts is 11% lower 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 101.0% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 22, higher than the average last year, which was 19, an increase of 16%.

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.

