



The Long & Foster Market Minute™

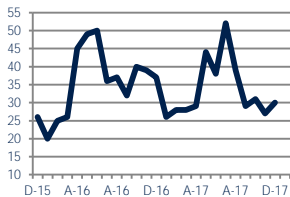
Focus On: Columbia Heights and Mt. Pleasant Housing Market

December 2017

Zip Code(s): 20010

Units Sold

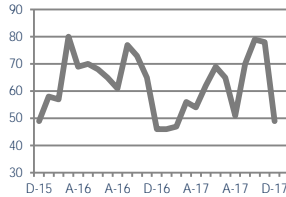
30



Down -19%
Vs. Year Ago

Active Inventory

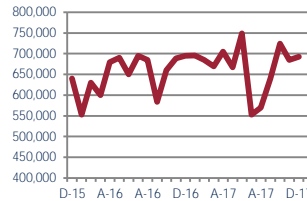
49



Up 7%
Vs. Year Ago

Median Sale Price

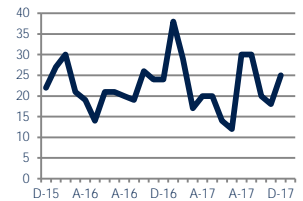
\$692,500



No Change
Vs. Year Ago

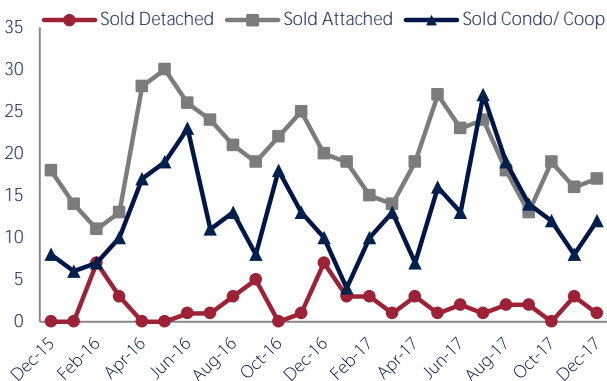
Days On Market

25



Up 4%
Vs. Year Ago

Units Sold*



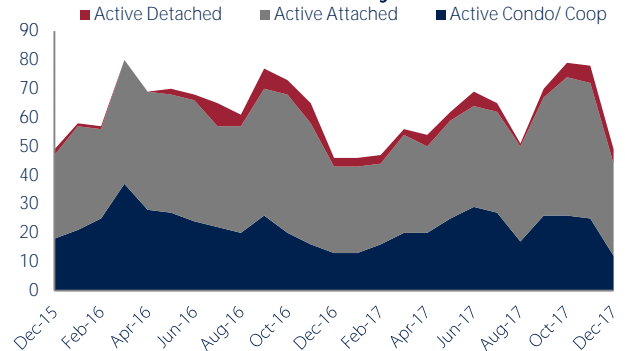
Units Sold

There was an increase in total units sold in December, with 30 sold this month in Columbia Heights and Mt. Pleasant versus 27 last month, an increase of 11%. This month's total units sold was lower than at this time last year, a decrease of 19% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is higher by 3 units or 7%. The total number of active inventory this December was 49 compared to 46 in December 2016. This month's total of 49 is lower than the previous month's total supply of available inventory of 78, a decrease of 37%.

Active Inventory*



Median Sale Price

Last December, the median sale price for Columbia Heights and Mt. Pleasant Homes was \$695,000. This December, the median sale price was \$692,500, which is similar compared to a year ago. The current median sold price is 1% lower than in November.

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

Median Sale Price



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.



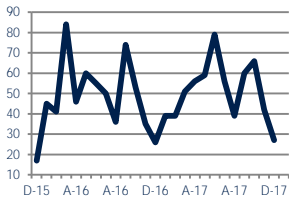
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20010

New Listings

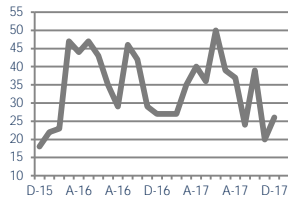
27



Up 4%
Vs. Year Ago

Current Contracts

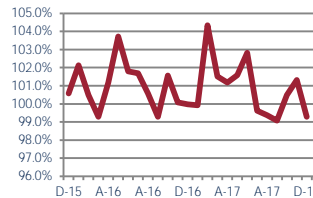
26



Down -4%
Vs. Year Ago

Sold Vs. List Price

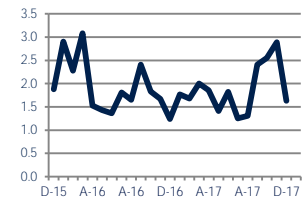
99.3%



Down -0.7%
Vs. Year Ago

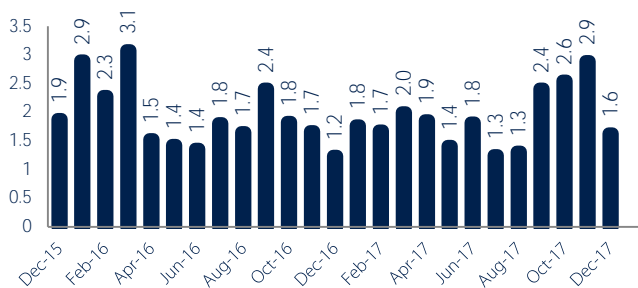
Months of Supply

1.6



Up 31%
Vs. Year Ago

Months Of Supply



Months of Supply

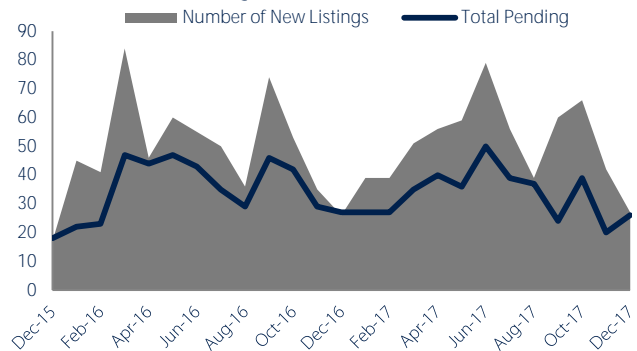
In December, there was 1.6 months of supply available in Columbia Heights and Mt. Pleasant, compared to 1.2 in December 2016. That is an increase of 31% versus a year ago.

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.

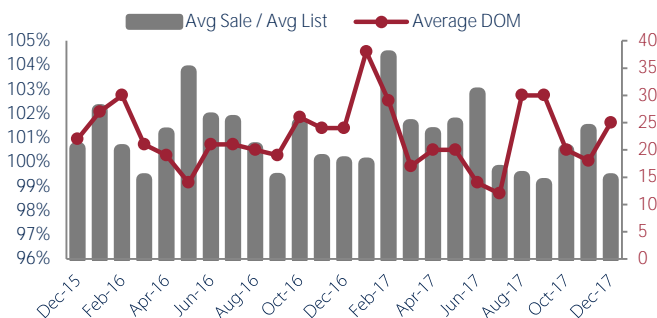
New Listings & Current Contracts

This month there were 27 homes newly listed for sale in Columbia Heights and Mt. Pleasant compared to 26 in December 2016, an increase of 4%. There were 26 current contracts pending sale this December compared to 27 a year ago. The number of current contracts is 4% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Columbia Heights and Mt. Pleasant was 99.3% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 25, higher than the average last year, which was 24, an increase of 4%.



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