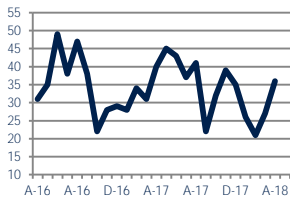


Zip Code(s): 20036 and 20037

Units Sold

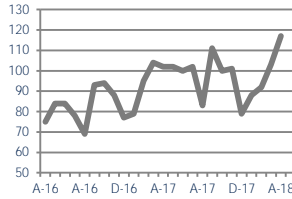
36



Down -10%
Vs. Year Ago

Active Inventory

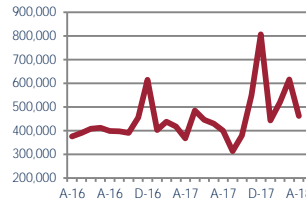
117



Up 15%
Vs. Year Ago

Median Sale Price

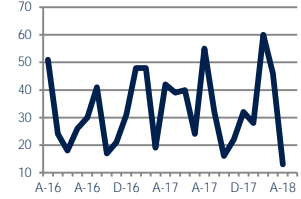
\$462,451



Up
Vs. Year Ago

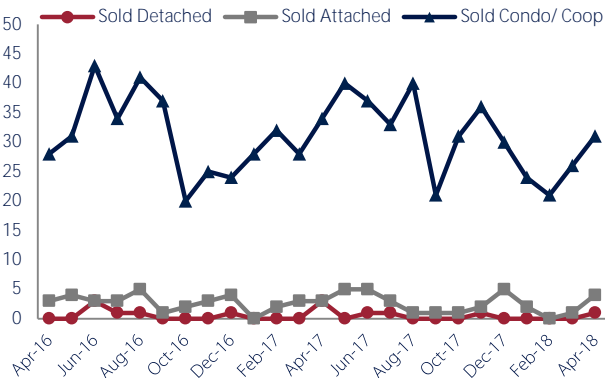
Days On Market

13



Down
Vs. Year Ago

Units Sold*



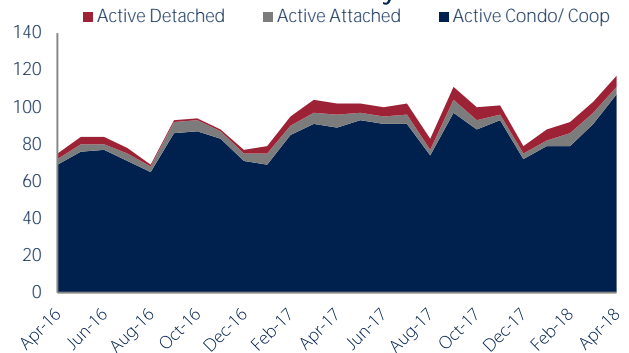
Units Sold

There was an increase in total units sold in April, with 36 sold this month in Foggy Bottom and West End versus 27 last month, an increase of 33%. This month's total units sold was lower than at this time last year, a decrease of 10% versus April 2017.

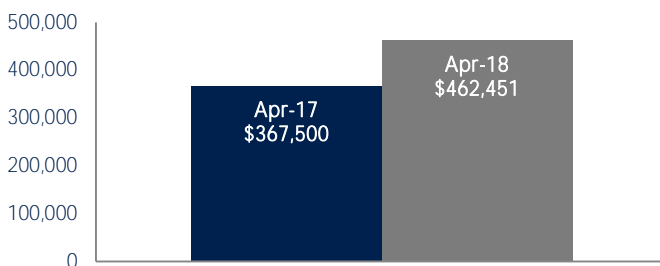
Active Inventory

Versus last year, the total number of homes available this month is higher by 15 units or 15%. The total number of active inventory this April was 117 compared to 102 in April 2017. This month's total of 117 is higher than the previous month's total supply of available inventory of 103, an increase of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last April, the median sale price for Foggy Bottom and West End Homes was \$367,500. This April, the median sale price was \$462,451, an increase of \$94,951 compared to last year. The current median sold price is lower 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.

Foggy Bottom and West End are defined as properties in zip codes 20036/20037.

*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.

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CHRISTIE'S
INTERNATIONAL REAL ESTATE

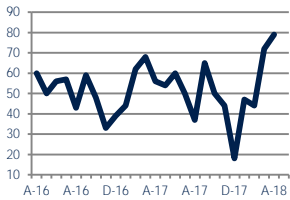




Zip Code(s): 20036 and 20037

New Listings

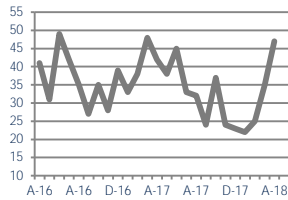
79



Up 41%
Vs. Year Ago

Current Contracts

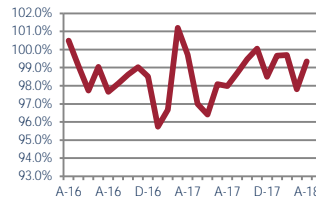
47



Up 12%
Vs. Year Ago

Sold Vs. List Price

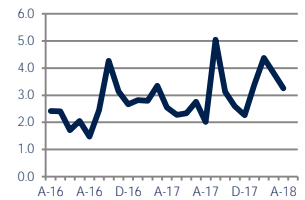
99.4%



No Change
Vs. Year Ago

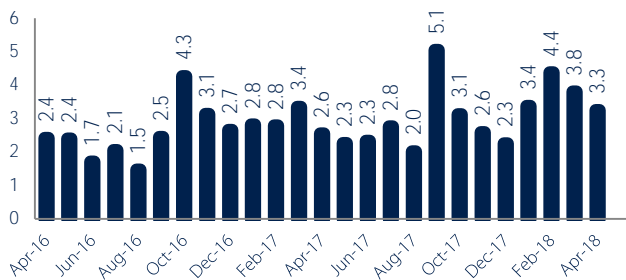
Months of Supply

3.3



Up 27%
Vs. Year Ago

Months Of Supply



Months of Supply

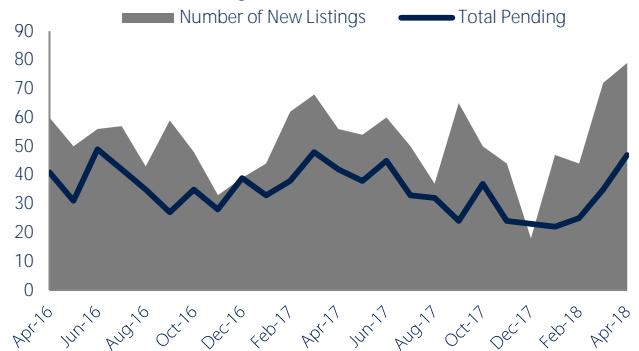
In April, there was 3.3 months of supply available in Foggy Bottom and West End, compared to 2.6 in April 2017. That is an increase of 27% versus a year ago.

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.

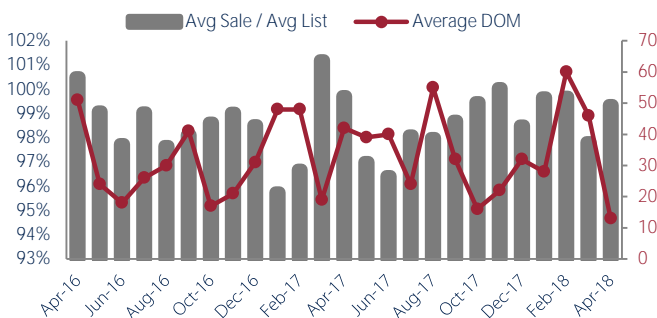
New Listings & Current Contracts

This month there were 79 homes newly listed for sale in Foggy Bottom and West End compared to 56 in April 2017, an increase of 41%. There were 47 current contracts pending sale this April compared to 42 a year ago. The number of current contracts is 12% 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 Foggy Bottom and West End was 99.4% 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 13, lower than the average last year, which was 42. This decrease was impacted by the limited number of sales.



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