

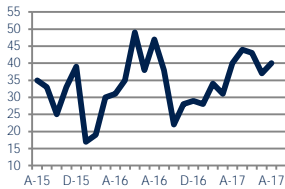


Focus On: Foggy Bottom and West End Housing Market

August 2017

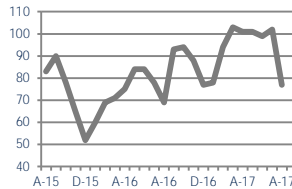
Zip Code(s): 20036 and 20037

Units Sold
40



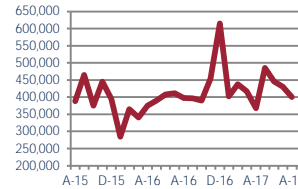
Down -15%
Vs. Year Ago

Active Inventory
77



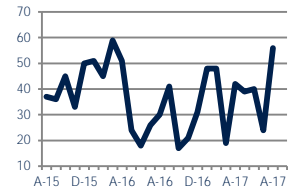
Up 12%
Vs. Year Ago

Median Sale Price
\$399,999



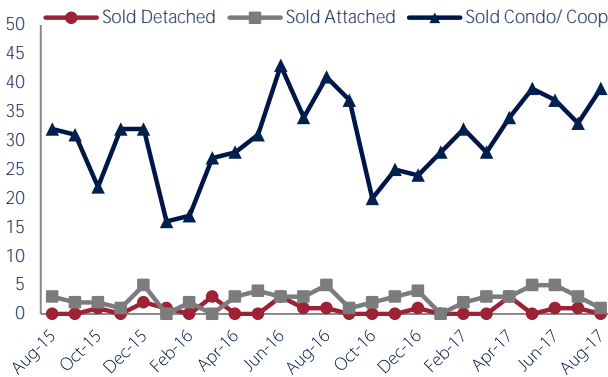
Up 1%
Vs. Year Ago

Days On Market
56



Up 87%
Vs. Year Ago

Units Sold*



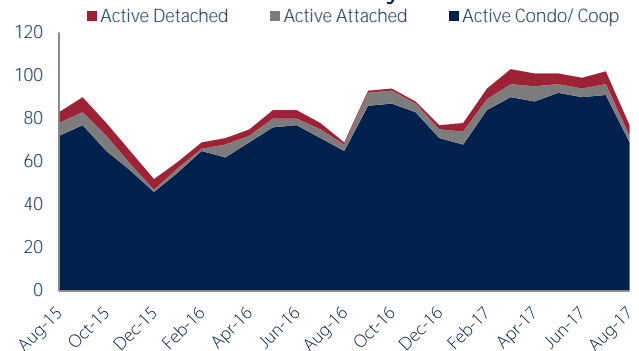
Units Sold

There was an increase in total units sold in August, with 40 sold this month in Foggy Bottom and West End versus 37 last month, an increase of 8%. This month's total units sold was lower than at this time last year, a decrease of 15% versus August 2016.

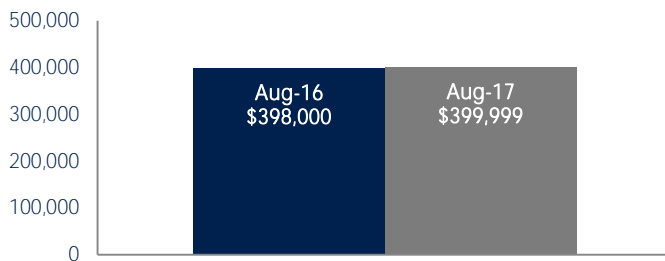
Active Inventory

Versus last year, the total number of homes available this month is higher by 8 units or 12%. The total number of active inventory this August was 77 compared to 69 in August 2016. This month's total of 77 is lower than the previous month's total supply of available inventory of 102, a decrease of 25%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Foggy Bottom and West End Homes was \$398,000. This August, the median sale price was \$399,999, an increase of 1% or \$1,999 compared to last year. The current median sold price is 7% lower 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.

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REAL ESTATE

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.

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.

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INTERNATIONAL REAL ESTATE

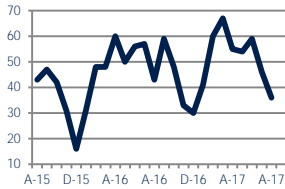




Zip Code(s): 20036 and 20037

New Listings

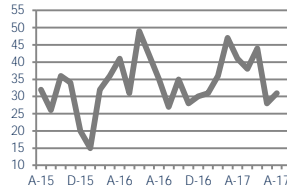
36



Down -16%
Vs. Year Ago

Current Contracts

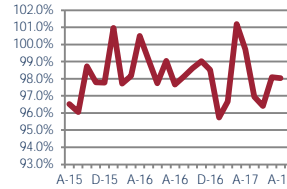
31



Down -11%
Vs. Year Ago

Sold Vs. List Price

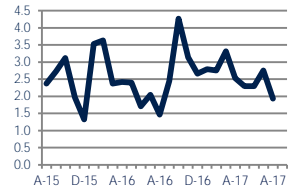
98.0%



No Change
Vs. Year Ago

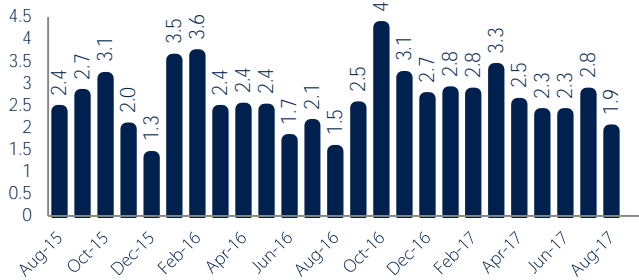
Months of Supply

1.9



Up 31%
Vs. Year Ago

Months Of Supply



Months of Supply

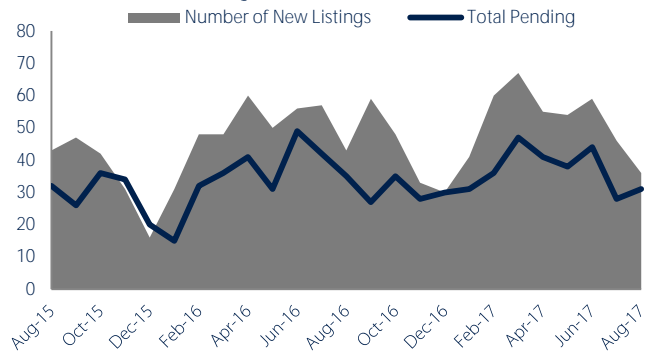
In August, there was 1.9 months of supply available in Foggy Bottom and West End, compared to 1.5 in August 2016. That is an increase of 31% versus a year ago.

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.

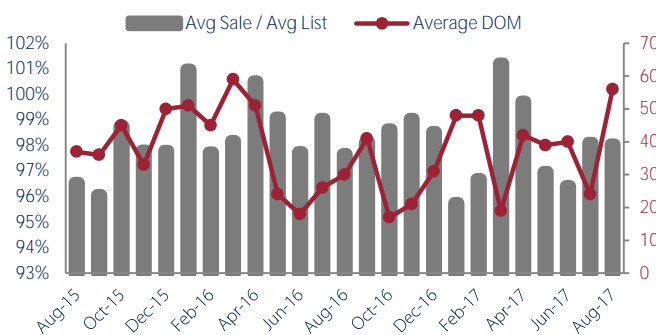
New Listings & Current Contracts

This month there were 36 homes newly listed for sale in Foggy Bottom and West End compared to 43 in August 2016, a decrease of 16%. There were 31 current contracts pending sale this August compared to 35 a year ago. The number of current contracts is 11% lower than last August.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in Foggy Bottom and West End was 98.0% 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 56, higher than the average last year, which was 30, an increase of 87%.