



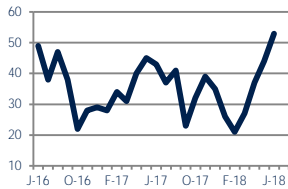
The Long & Foster Market Minute™

Focus On: Foggy Bottom and West End Housing Market

June 2018

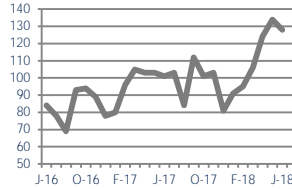
Zip Code(s): 20036 and 20037

Units Sold
53



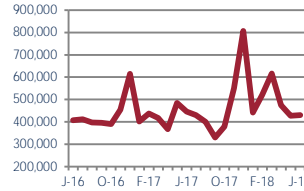
Up 23%
Vs. Year Ago

Active Inventory
128



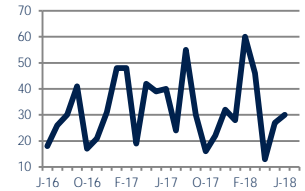
Up 27%
Vs. Year Ago

Median Sale Price
\$430,000



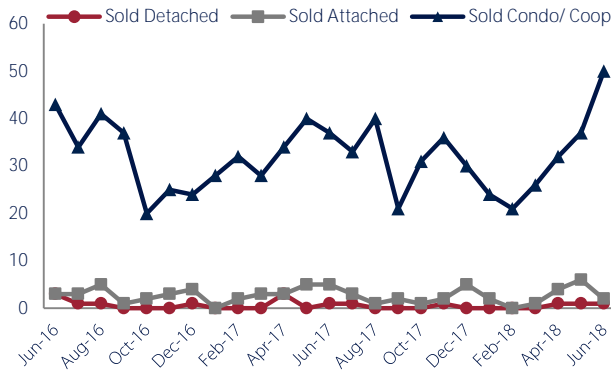
Down -4%
Vs. Year Ago

Days On Market
30



Down -25%
Vs. Year Ago

Units Sold*



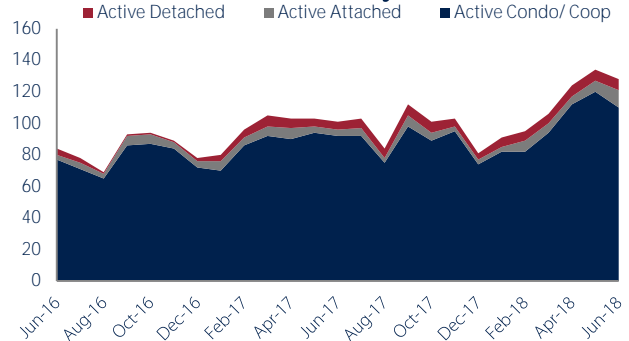
Units Sold

There was an increase in total units sold in June, with 53 sold this month in Foggy Bottom and West End versus 44 last month, an increase of 20%. This month's total units sold was higher than at this time last year, an increase of 23% versus June 2017.

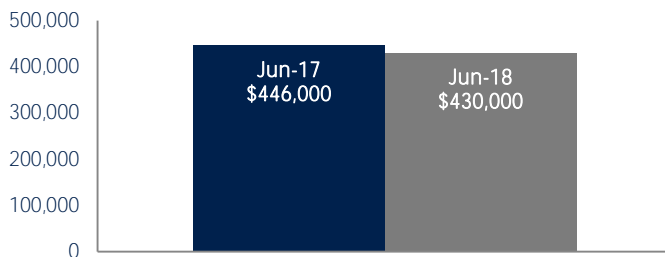
Active Inventory

Versus last year, the total number of homes available this month is higher by 27 units or 27%. The total number of active inventory this June was 128 compared to 101 in June 2017. This month's total of 128 is lower than the previous month's total supply of available inventory of 134, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Foggy Bottom and West End Homes was \$446,000. This June, the median sale price was \$430,000, a decrease of 4% or \$16,000 compared to last year. The current median sold price is approximately the same as the median price in May.

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.

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

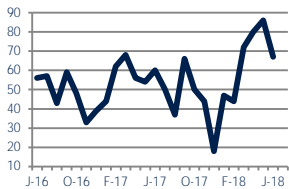




Zip Code(s): 20036 and 20037

New Listings

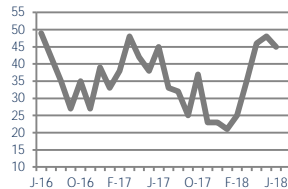
67



Up 12%
Vs. Year Ago

Current Contracts

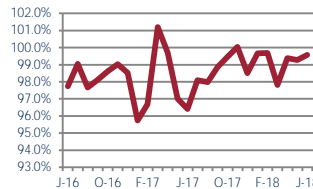
45



No Change
Vs. Year Ago

Sold Vs. List Price

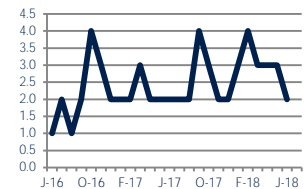
99.6%



Up 3.3%
Vs. Year Ago

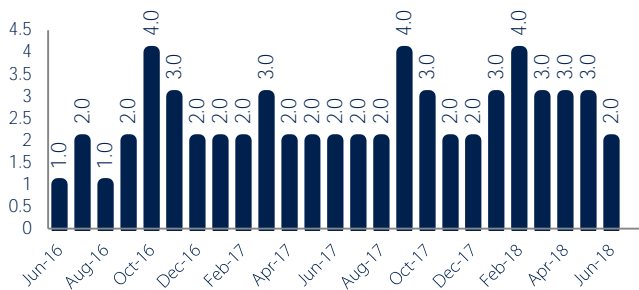
Months of Supply

2.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

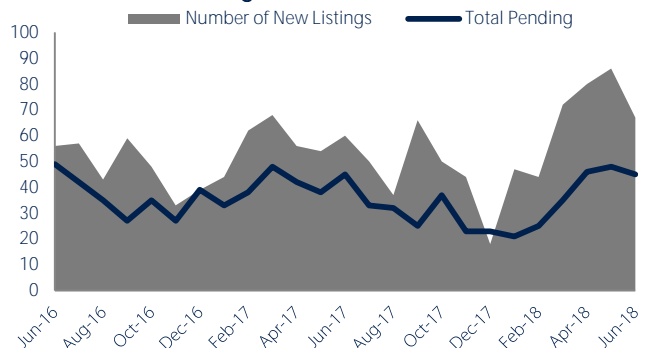
In June, there was 2.4 months of supply available in Foggy Bottom and West End. The amount of supply is similar compared to a year ago.

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.

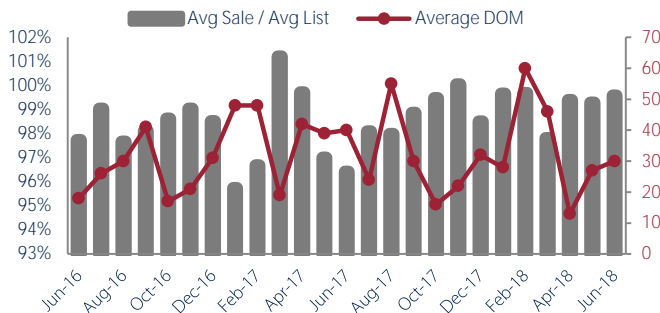
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Foggy Bottom and West End compared to 60 in June 2017, an increase of 12%. There were 45 current contracts pending sale this June, consistent with the volume a year ago. The number of current contracts is 6% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Foggy Bottom and West End was 99.6% of the average list price, which is 3.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 30, lower than the average last year, which was 40, a decrease of 25%.



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