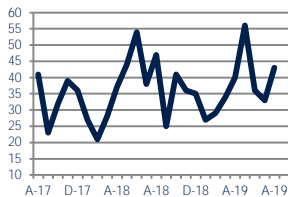


Zip Code(s): 20036 and 20037

Units Sold

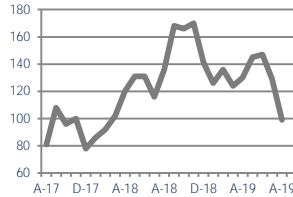
43



Down -9%
Vs. Year Ago

Active Inventory

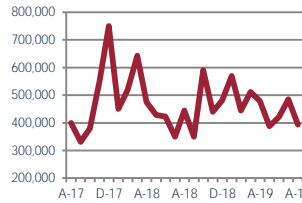
99



Down -27%
Vs. Year Ago

Median Sale Price

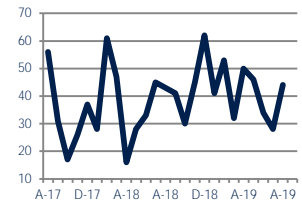
\$394,000



Down -11%
Vs. Year Ago

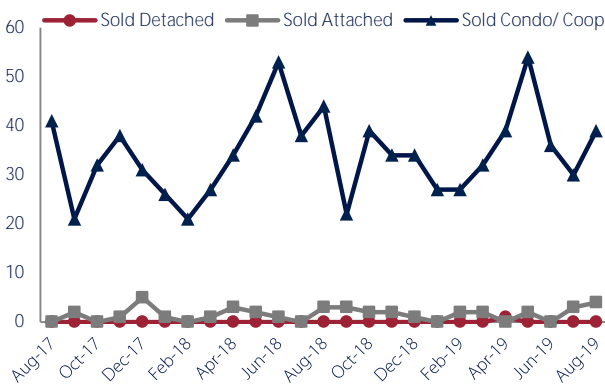
Days On Market

44



Up 2%
Vs. Year Ago

Units Sold*



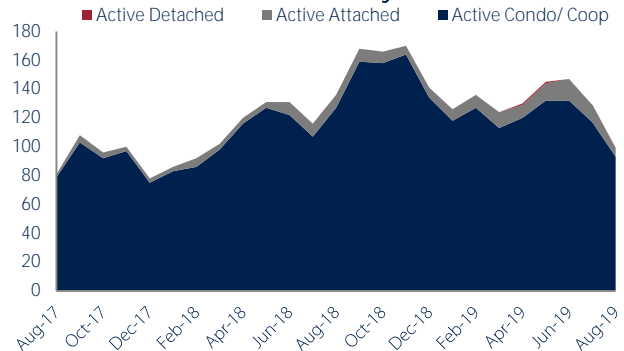
Units Sold

There was an increase in total units sold in August, with 43 sold this month in Foggy Bottom and West End versus 33 last month, an increase of 30%. This month's total units sold was lower than at this time last year, a decrease of 9% versus August 2018.

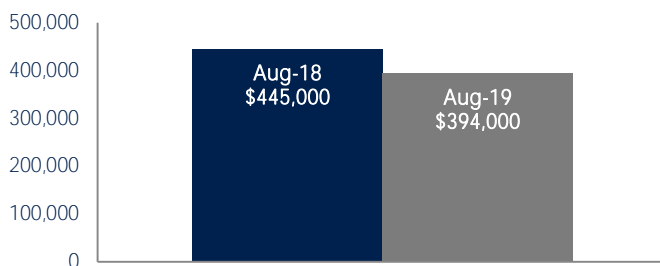
Active Inventory

Versus last year, the total number of homes available this month is lower by 37 units or 27%. The total number of active inventory this August was 99 compared to 136 in August 2018. This month's total of 99 is lower than the previous month's total supply of available inventory of 129, a decrease of 23%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Foggy Bottom and West End Homes was \$445,000. This August, the median sale price was \$394,000, a decrease of 11% or \$51,000 compared to last year. The current median sold price is 19% 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.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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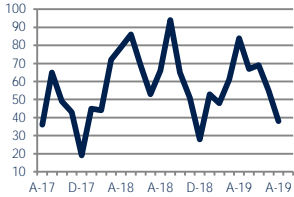




Zip Code(s): 20036 and 20037

New Listings

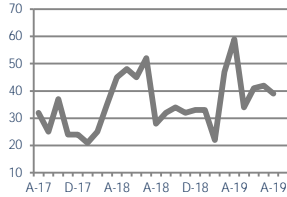
38



Down -42%
Vs. Year Ago

Current Contracts

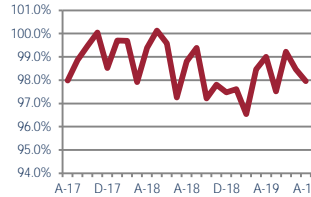
39



Up 39%
Vs. Year Ago

Sold Vs. List Price

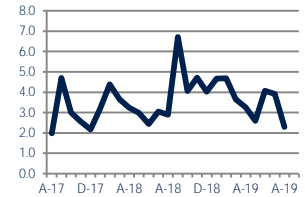
98.0%



Down -0.9%
Vs. Year Ago

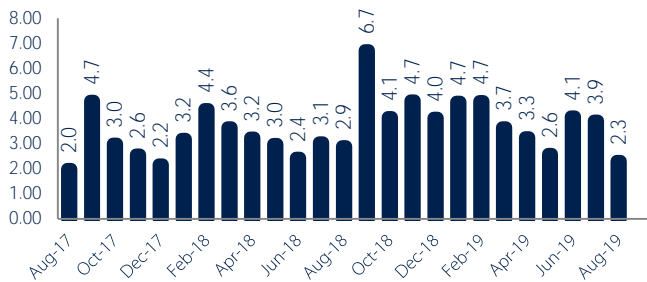
Months of Supply

2.3



Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

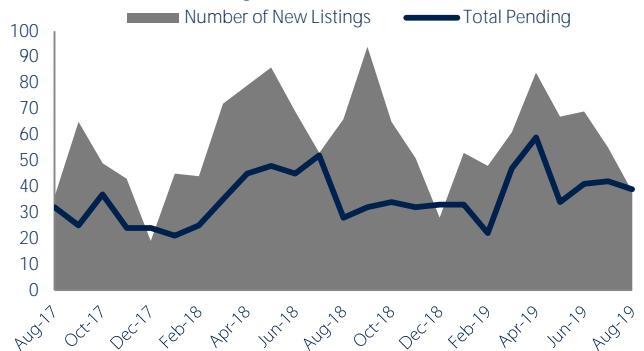
In August, there was 2.3 months of supply available in Foggy Bottom and West End, compared to 2.9 in August 2018. That is a decrease of 20% versus a year ago.

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.

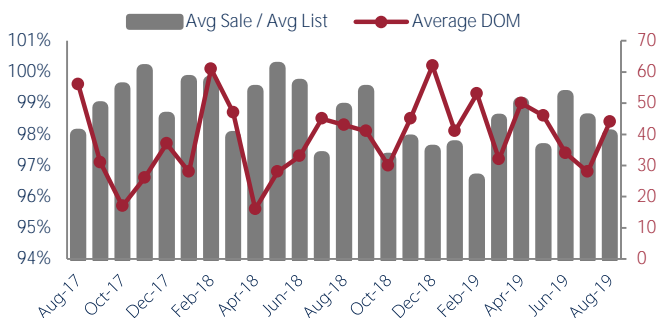
New Listings & Current Contracts

This month there were 38 homes newly listed for sale in Foggy Bottom and West End compared to 66 in August 2018, a decrease of 42%. There were 39 current contracts pending sale this August compared to 28 a year ago. The number of current contracts is 39% higher 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 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 44, higher than the average last year, which was 43, an increase of 2%.



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