



The Long & Foster Market Minute™

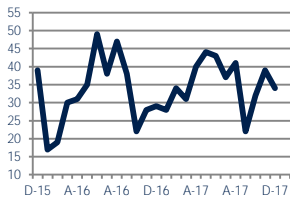
Focus On: Foggy Bottom and West End Housing Market

December 2017

Zip Code(s): 20036 and 20037

Units Sold

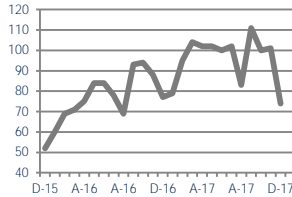
34



Up 17%
Vs. Year Ago

Active Inventory

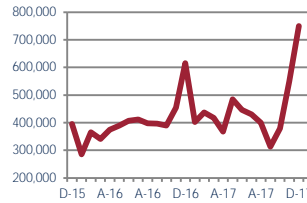
74



Down -4%
Vs. Year Ago

Median Sale Price

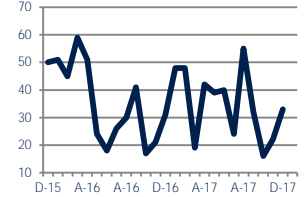
\$749,750



Up
Vs. Year Ago

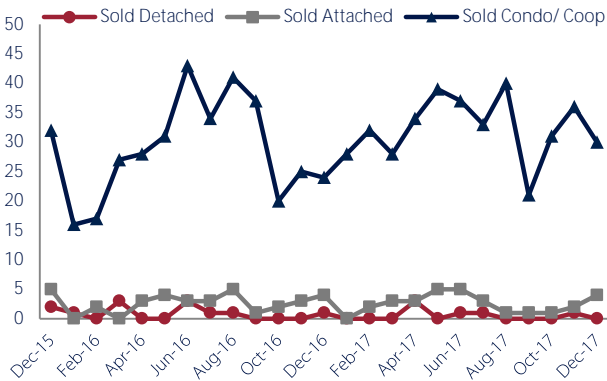
Days On Market

33



Up 6%
Vs. Year Ago

Units Sold*



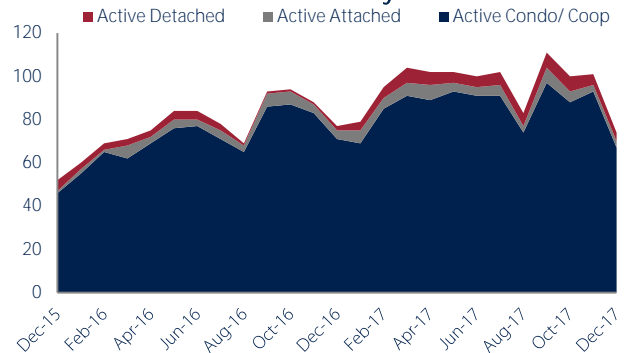
Units Sold

There was a decrease in total units sold in December, with 34 sold this month in Foggy Bottom and West End versus 39 last month, a decrease of 13%. This month's total units sold was higher than at this time last year, an increase of 17% versus December 2016.

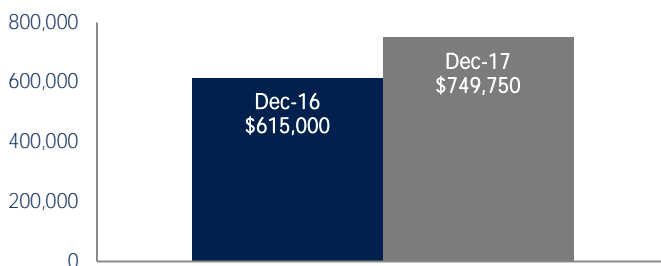
Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 4%. The total number of active inventory this December was 74 compared to 77 in December 2016. This month's total of 74 is lower than the previous month's total supply of available inventory of 101, a decrease of 27%.

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 December, the median sale price for Foggy Bottom and West End Homes was \$615,000. This December, the median sale price was \$749,750, an increase of \$134,750 compared to last year. The current median sold price is higher 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.



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.

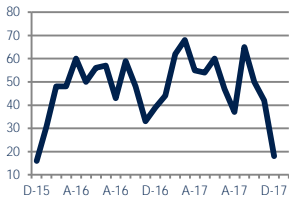




Zip Code(s): 20036 and 20037

New Listings

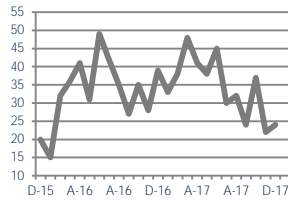
18



Down -54%
Vs. Year Ago

Current Contracts

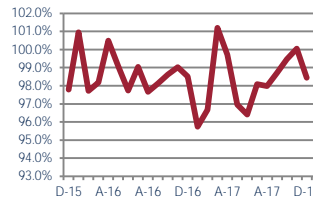
24



Down -38%
Vs. Year Ago

Sold Vs. List Price

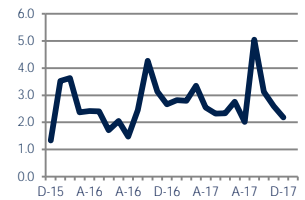
98.5%



No Change
Vs. Year Ago

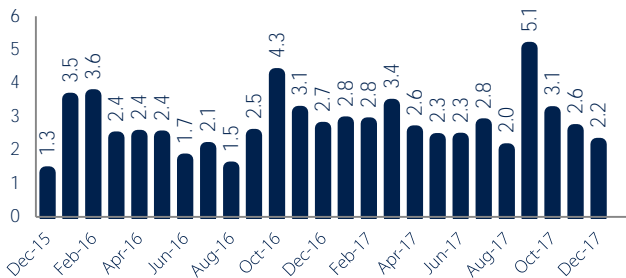
Months of Supply

2.2



Down -18%
Vs. Year Ago

Months Of Supply



Months of Supply

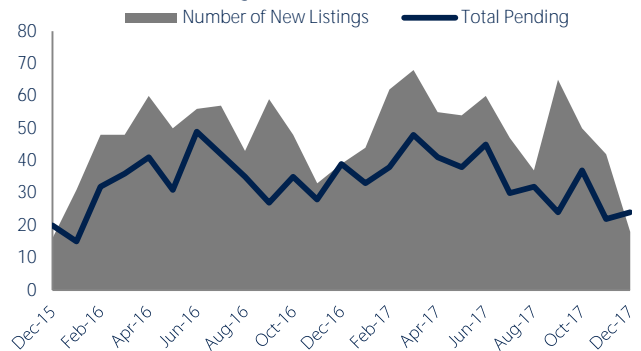
In December, there was 2.2 months of supply available in Foggy Bottom and West End, compared to 2.7 in December 2016. That is a decrease of 18% versus a year ago.

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.

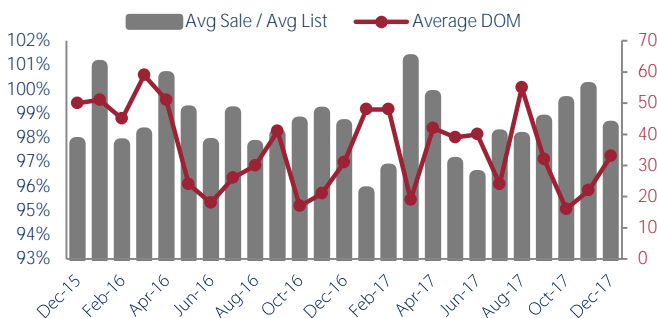
New Listings & Current Contracts

This month there were 18 homes newly listed for sale in Foggy Bottom and West End compared to 39 in December 2016, a decrease of 54%. There were 24 current contracts pending sale this December compared to 39 a year ago. The number of current contracts is 38% 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 Foggy Bottom and West End was 98.5% 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 33, higher than the average last year, which was 31, an increase of 6%.



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.

