



The Long & Foster Market Minute™

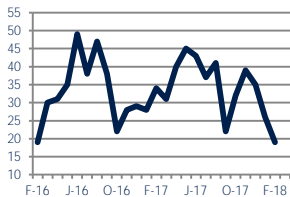
Focus On: Foggy Bottom and West End Housing Market

February 2018

Zip Code(s): 20036 and 20037

Units Sold

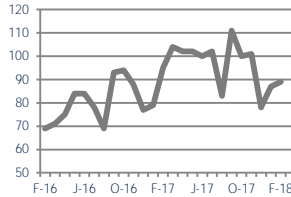
19



Down
Vs. Year Ago

Active Inventory

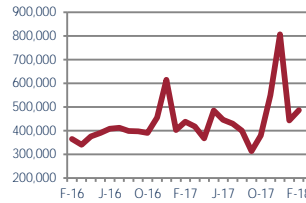
89



Down -6%
Vs. Year Ago

Median Sale Price

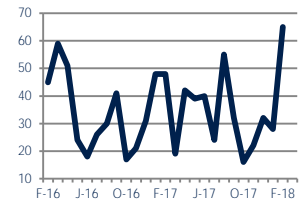
\$486,000



Up 11%
Vs. Year Ago

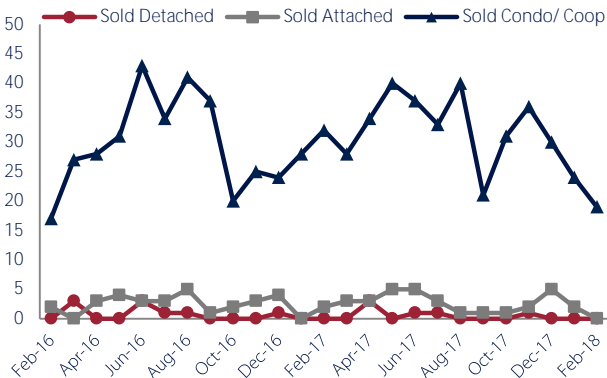
Days On Market

65



Up 35%
Vs. Year Ago

Units Sold*



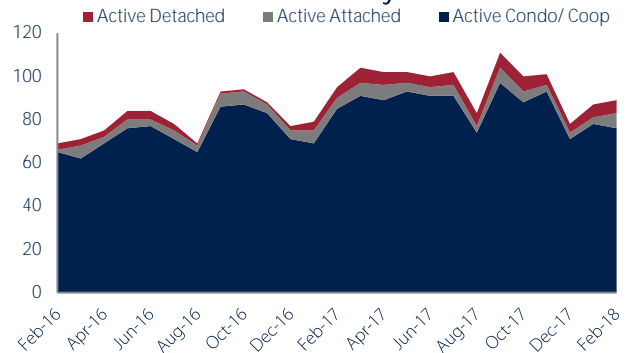
Units Sold

With relatively few transactions, there was a decrease in total units sold in February, with 19 sold this month in Foggy Bottom and West End. This month's total units sold was lower than at this time last year, a decrease from February 2017.

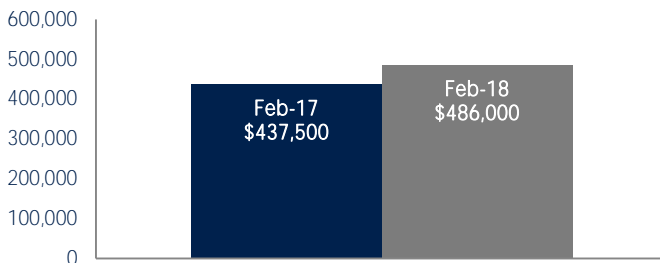
Active Inventory

Versus last year, the total number of homes available this month is lower by 6 units or 6%. The total number of active inventory this February was 89 compared to 95 in February 2017. This month's total of 89 is higher than the previous month's total supply of available inventory of 87, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Foggy Bottom and West End Homes was \$437,500. This February, the median sale price was \$486,000, an increase of 11% or \$48,500 compared to last year. The current median sold price is 10% higher than in January.

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

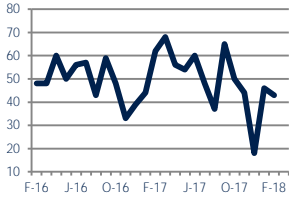




Zip Code(s): 20036 and 20037

New Listings

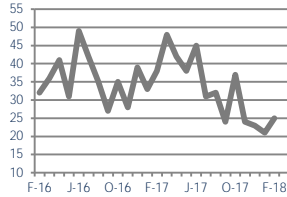
43



Down -31%
Vs. Year Ago

Current Contracts

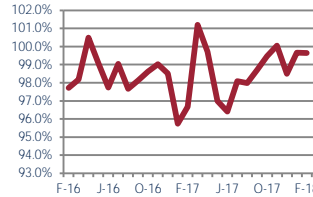
25



Down -34%
Vs. Year Ago

Sold Vs. List Price

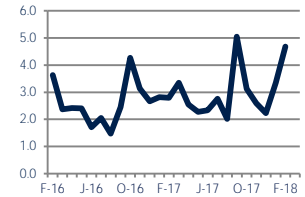
99.6%



Up 3.1%
Vs. Year Ago

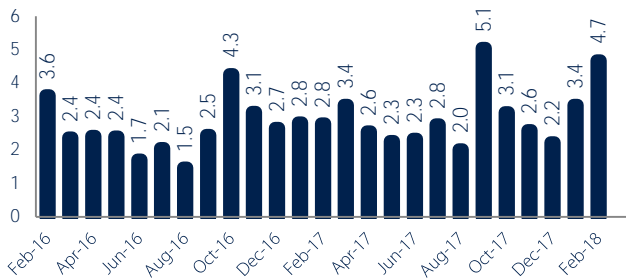
Months of Supply

4.7



Up 68%
Vs. Year Ago

Months Of Supply



Months of Supply

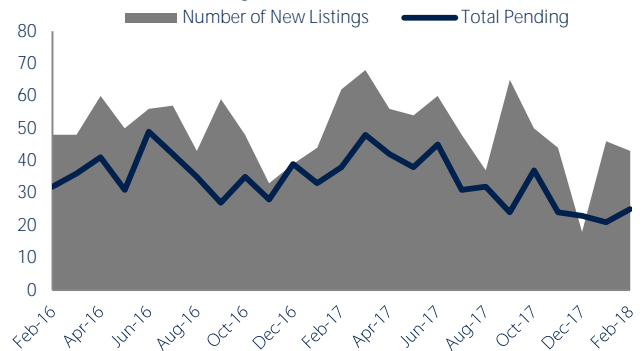
In February, there was 4.7 months of supply available in Foggy Bottom and West End, compared to 2.8 in February 2017. That is an increase of 68% versus a year ago.

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.

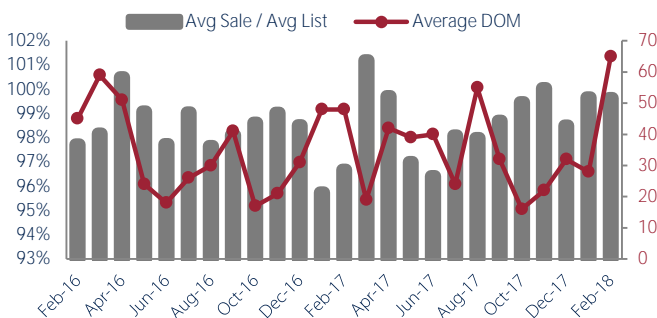
New Listings & Current Contracts

This month there were 43 homes newly listed for sale in Foggy Bottom and West End compared to 62 in February 2017, a decrease of 31%. There were 25 current contracts pending sale this February compared to 38 a year ago. The number of current contracts is 34% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Foggy Bottom and West End was 99.6% of the average list price, which is 3.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 65, higher than the average last year, which was 48, an increase of 35%.



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.

