



The Long & Foster Market Minute™

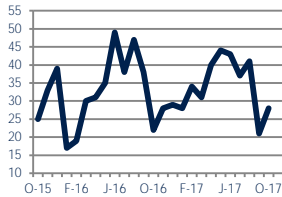
Focus On: Foggy Bottom and West End Housing Market

October 2017

Zip Code(s): 20036 and 20037

Units Sold

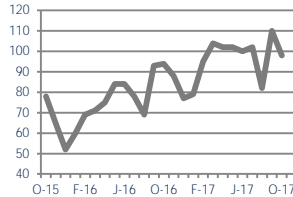
28



Up 27%
Vs. Year Ago

Active Inventory

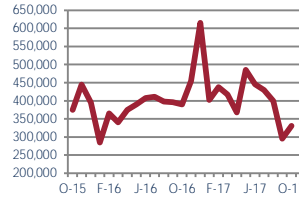
98



Up 4%
Vs. Year Ago

Median Sale Price

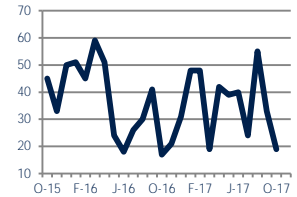
\$330,500



Down -15%
Vs. Year Ago

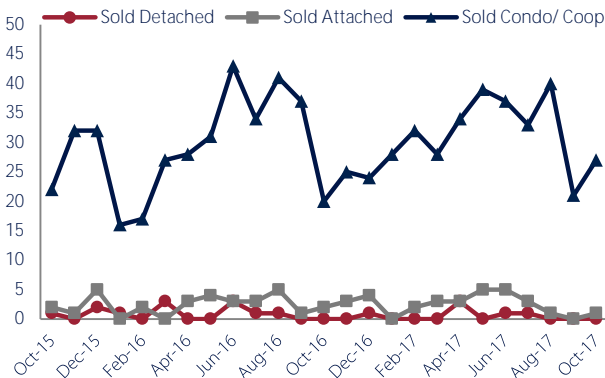
Days On Market

19



Up 12%
Vs. Year Ago

Units Sold*



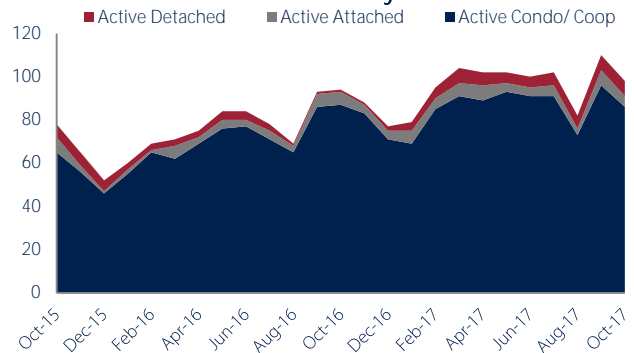
Units Sold

There was an increase in total units sold in October, with 28 sold this month in Foggy Bottom and West End versus 21 last month, an increase of 33%. This month's total units sold was higher than at this time last year, an increase of 27% versus October 2016.

Active Inventory

Versus last year, the total number of homes available this month is higher by 4 units or 4%. The total number of active inventory this October was 98 compared to 94 in October 2016. This month's total of 98 is lower than the previous month's total supply of available inventory of 110, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Foggy Bottom and West End Homes was \$390,000. This October, the median sale price was \$330,500, a decrease of 15% or \$59,500 compared to last year. The current median sold price is 12% higher than in September.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

LONG & FOSTER
REAL ESTATE

CHRISTIE'S
INTERNATIONAL 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 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.





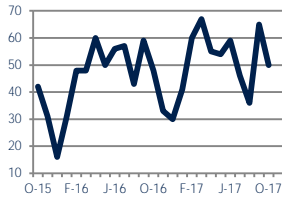
Focus On: Foggy Bottom and West End Housing Market

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New Listings

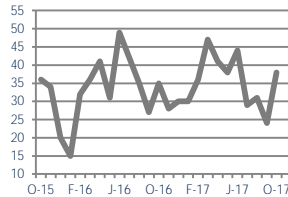
50



Up 4%
Vs. Year Ago

Current Contracts

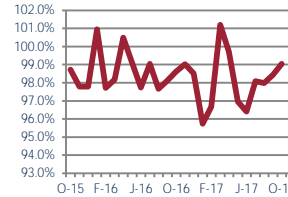
38



Up 9%
Vs. Year Ago

Sold Vs. List Price

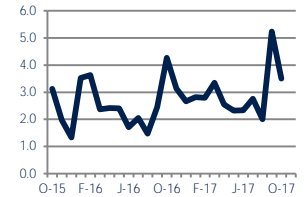
99.1%



No Change
Vs. Year Ago

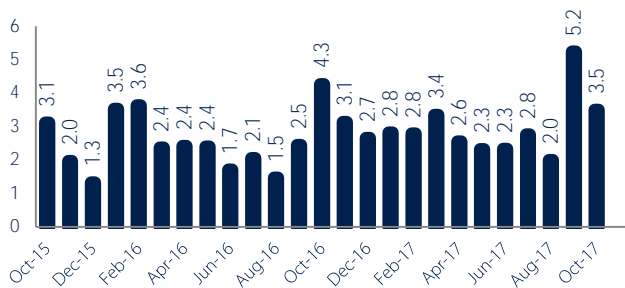
Months of Supply

3.5



Down -18%
Vs. Year Ago

Months Of Supply



Months of Supply

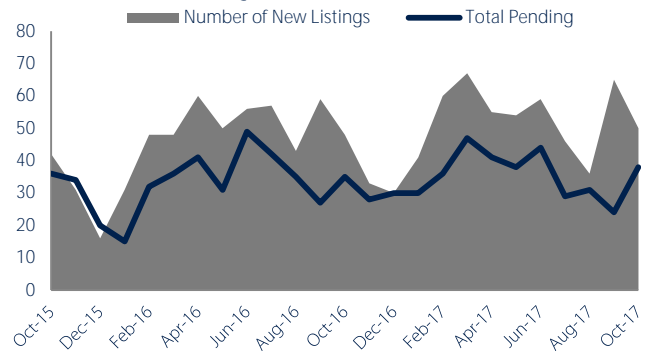
In October, there was 3.5 months of supply available in Foggy Bottom and West End, compared to 4.3 in October 2016. That is a decrease of 18% versus a year ago.

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.

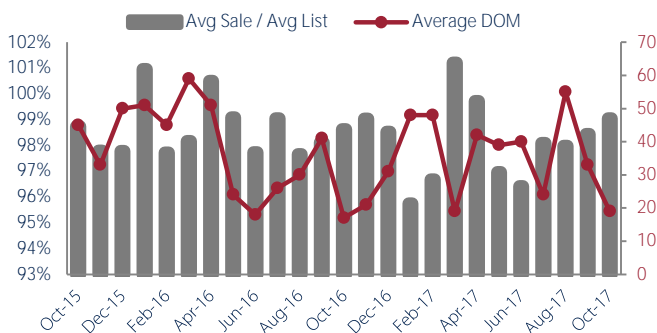
New Listings & Current Contracts

This month there were 50 homes newly listed for sale in Foggy Bottom and West End compared to 48 in October 2016, an increase of 4%. There were 38 current contracts pending sale this October compared to 35 a year ago. The number of current contracts is 9% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Foggy Bottom and West End was 99.1% 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 19, higher than the average last year, which was 17, an increase of 12%.