



The Long & Foster Market Minute™

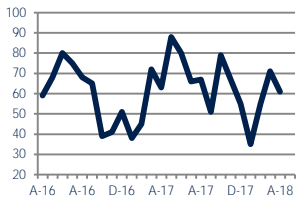
Focus On: Penn Quarter and Shaw Housing Market

April 2018

Zip Code(s): 20001

Units Sold

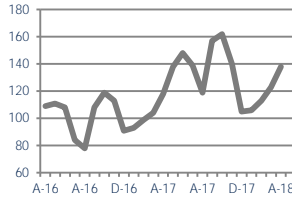
61



Down -3%
Vs. Year Ago

Active Inventory

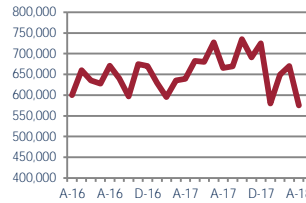
138



Up 17%
Vs. Year Ago

Median Sale Price

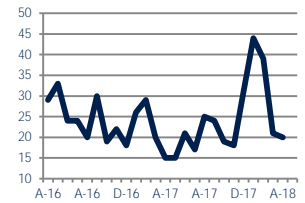
\$575,000



Down -10%
Vs. Year Ago

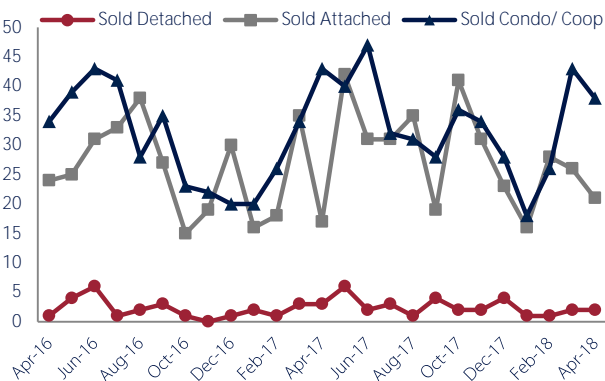
Days On Market

20



Up 33%
Vs. Year Ago

Units Sold*



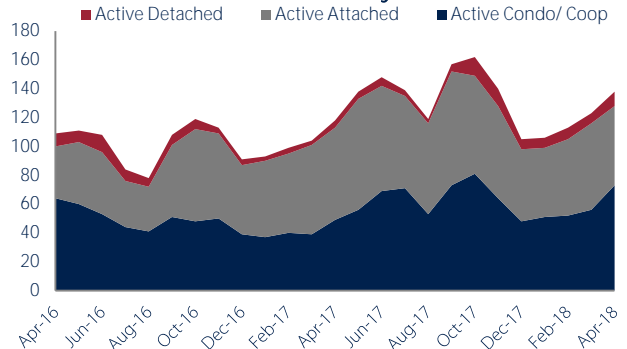
Units Sold

There was a decrease in total units sold in April, with 61 sold this month in Penn Quarter and Shaw versus 71 last month, a decrease of 14%. This month's total units sold was lower than at this time last year, a decrease of 3% versus April 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 20 units or 17%. The total number of active inventory this April was 138 compared to 118 in April 2017. This month's total of 138 is higher than the previous month's total supply of available inventory of 123, an increase of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Penn Quarter and Shaw Homes was \$639,000. This April, the median sale price was \$575,000, a decrease of 10% or \$64,000 compared to last year. The current median sold price is 14% lower than in March.

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



Penn Quarter and Shaw are defined as properties in zip code 20001 and includes, but is not limited to these neighborhoods: Penn Quarter, Shaw, and LeDroit Park.

*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.

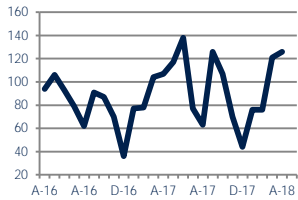
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20001

New Listings

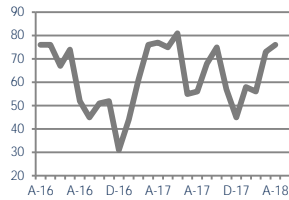
126



Up 18%
Vs. Year Ago

Current Contracts

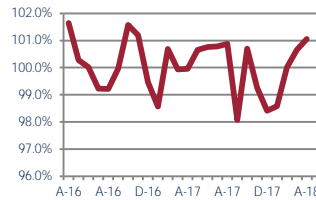
76



Down -1%
Vs. Year Ago

Sold Vs. List Price

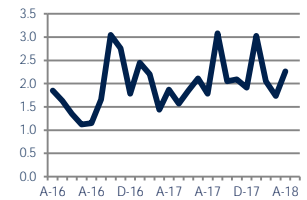
101.1%



Up 1.1%
Vs. Year Ago

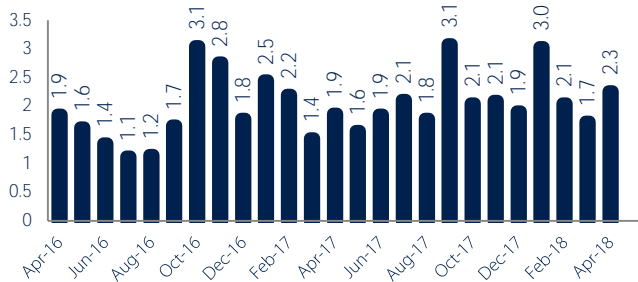
Months of Supply

2.3



Up 21%
Vs. Year Ago

Months Of Supply



Months of Supply

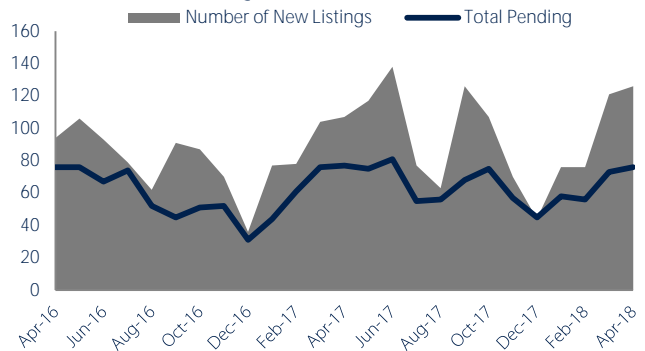
In April, there was 2.3 months of supply available in Penn Quarter and Shaw, compared to 1.9 in April 2017. That is an increase of 21% versus a year ago.

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.

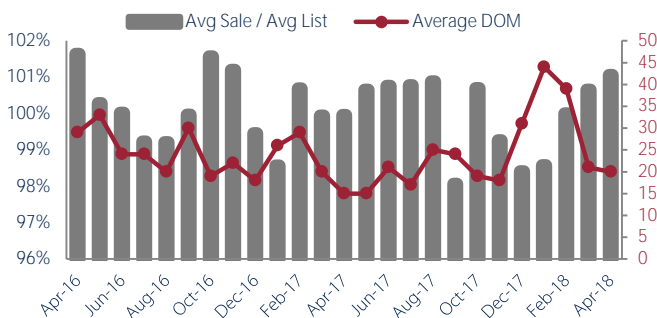
New Listings & Current Contracts

This month there were 126 homes newly listed for sale in Penn Quarter and Shaw compared to 107 in April 2017, an increase of 18%. There were 76 current contracts pending sale this April compared to 77 a year ago. The number of current contracts is 1% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Penn Quarter and Shaw was 101.1% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 20, higher than the average last year, which was 15, an increase of 33%.



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