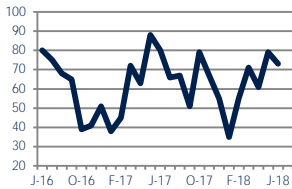




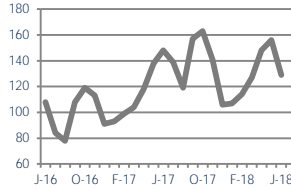
Zip Code(s): 20001

Units Sold
73



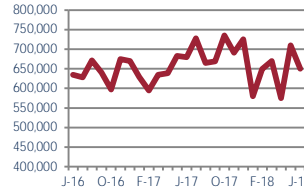
Down -9%
Vs. Year Ago

Active Inventory
129



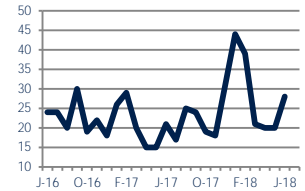
Down -13%
Vs. Year Ago

Median Sale Price
\$650,000



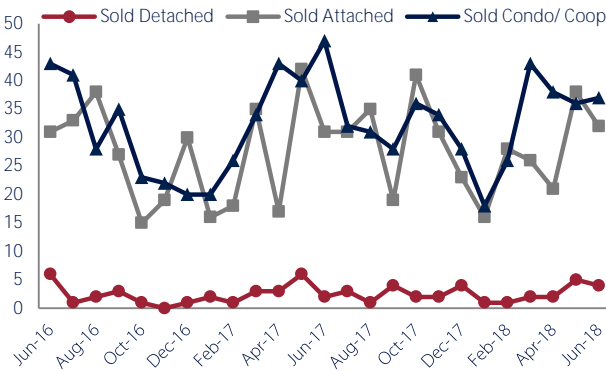
Down -4%
Vs. Year Ago

Days On Market
28



Up 33%
Vs. Year Ago

Units Sold*



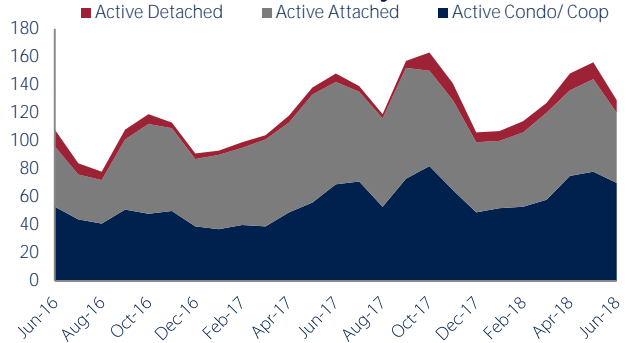
Units Sold

There was a decrease in total units sold in June, with 73 sold this month in Penn Quarter and Shaw versus 79 last month, a decrease of 8%. This month's total units sold was lower than at this time last year, a decrease of 9% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 13%. The total number of active inventory this June was 129 compared to 148 in June 2017. This month's total of 129 is lower than the previous month's total supply of available inventory of 156, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Penn Quarter and Shaw Homes was \$680,000. This June, the median sale price was \$650,000, a decrease of 4% or \$30,000 compared to last year. The current median sold price is 8% lower than in May.

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.

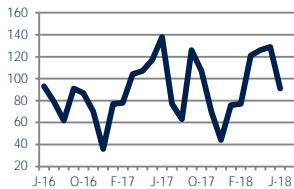




Zip Code(s): 20001

New Listings

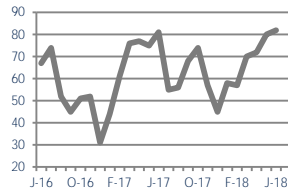
91



Down -34%
Vs. Year Ago

Current Contracts

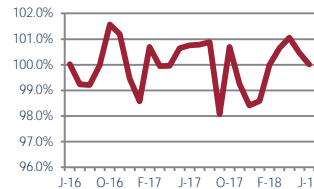
82



Up 1%
Vs. Year Ago

Sold Vs. List Price

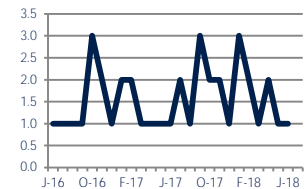
100.0%



Down -0.7%
Vs. Year Ago

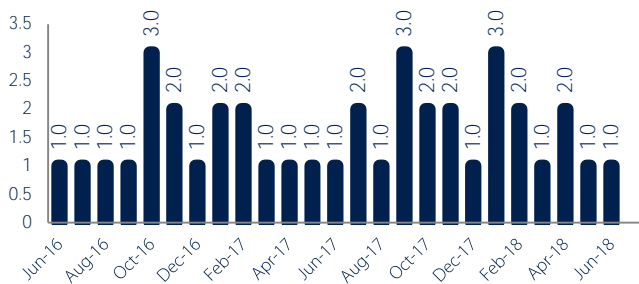
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

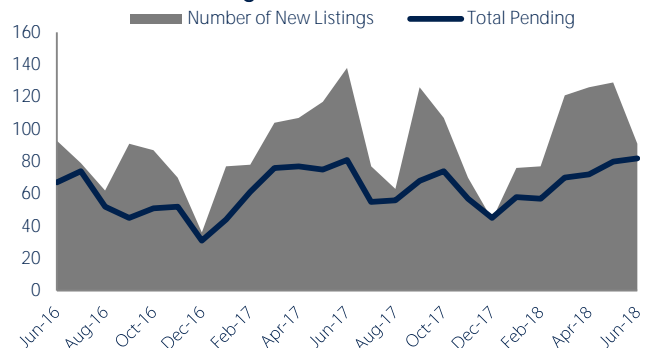
In June, there was 1.8 months of supply available in Penn Quarter and Shaw. The amount of supply is similar compared to a year ago.

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.

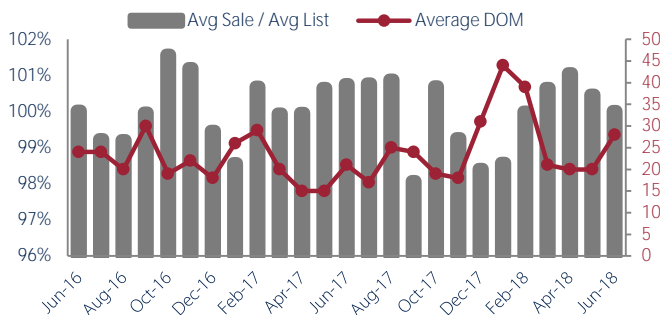
New Listings & Current Contracts

This month there were 91 homes newly listed for sale in Penn Quarter and Shaw compared to 138 in June 2017, a decrease of 34%. There were 82 current contracts pending sale this June compared to 81 a year ago. The number of current contracts is 1% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Penn Quarter and Shaw was 100.0% 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 28, higher than the average last year, which was 21, an increase of 33%.



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