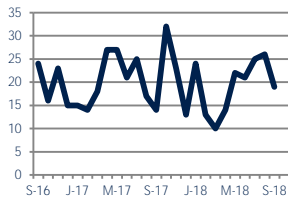


Zip Code(s): 20024

Units Sold

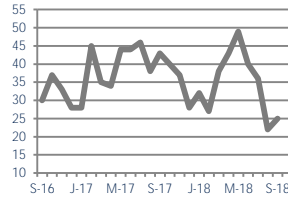
19



Up
Vs. Year Ago

Active Inventory

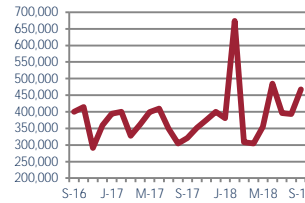
25



Down -42%
Vs. Year Ago

Median Sale Price

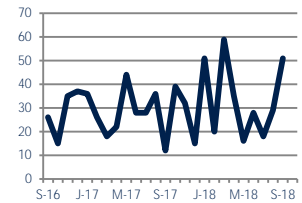
\$467,500



Up
Vs. Year Ago

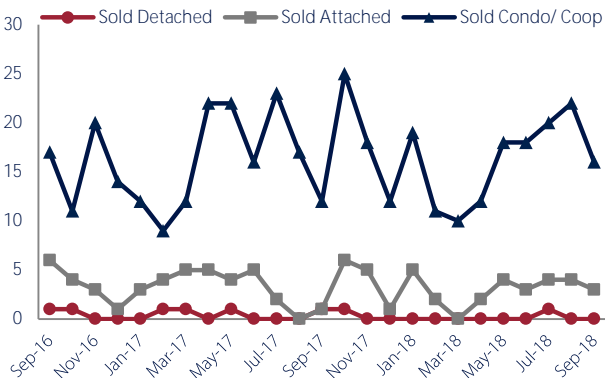
Days On Market

51



Up
Vs. Year Ago

Units Sold*



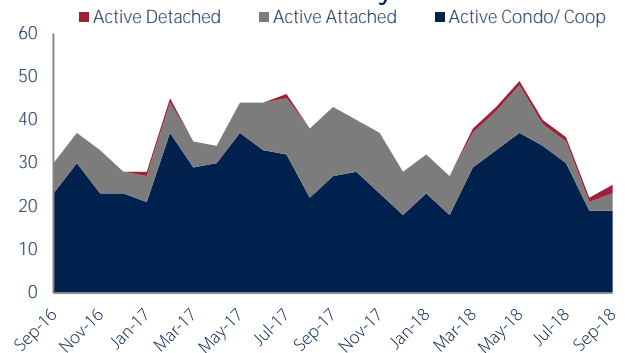
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 19 sold this month in Southwest and Waterfront. This month's total units sold was higher than at this time last year, an increase from September 2017.

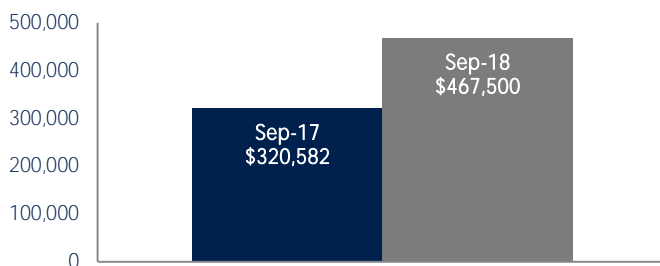
Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 42%. The total number of active inventory this September was 25 compared to 43 in September 2017. This month's total of 25 is higher than the previous month's total supply of available inventory of 22, an increase of 14%.

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 September, the median sale price for Southwest and Waterfront Homes was \$320,582. This September, the median sale price was \$467,500, an increase of \$146,918 compared to last year. The current median sold price is higher than in August. Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Southwest and Waterfront are defined as properties in zip code 20024.

*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.



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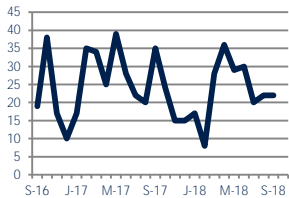
Focus On: Southwest and Waterfront Housing Market

September 2018

Zip Code(s): 20024

New Listings

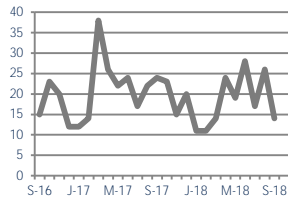
22



Down -37%
Vs. Year Ago

Current Contracts

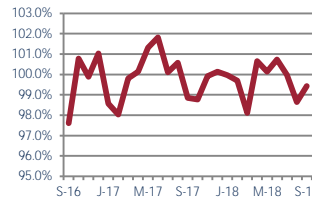
14



Down -42%
Vs. Year Ago

Sold Vs. List Price

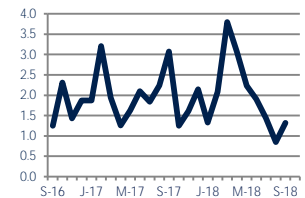
99.4%



Up 0.6%
Vs. Year Ago

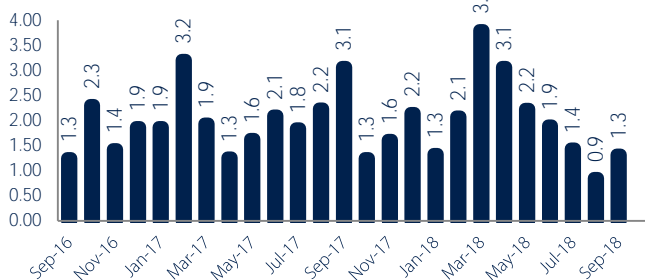
Months of Supply

1.3



Down -57%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 1.3 months of supply available in Southwest and Waterfront, compared to 3.1 in September 2017. That is a decrease of 57% versus a year ago.

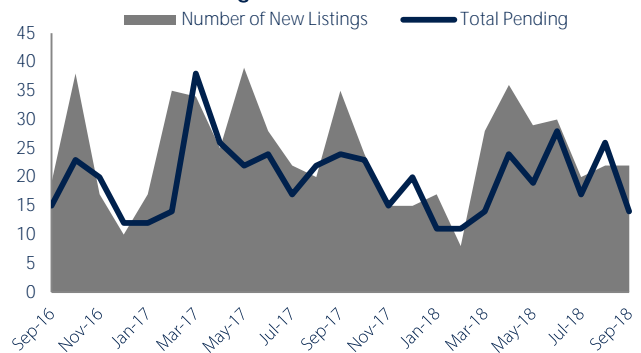
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

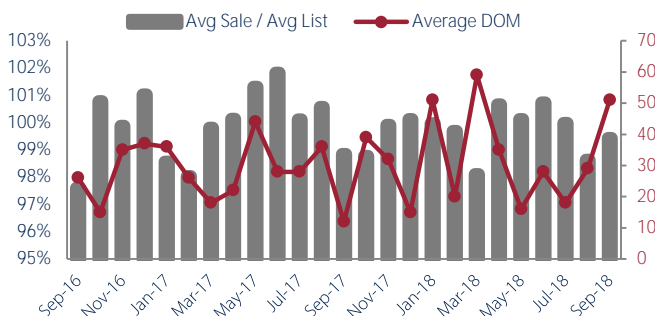
This month there were 22 homes newly listed for sale in Southwest and Waterfront compared to 35 in September 2017, a decrease of 37%.

There were 14 current contracts pending sale this September compared to 24 a year ago. The number of current contracts is 42% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Southwest and Waterfront was 99.4% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 51, higher than the average last year, which was 12. This increase was impacted by the limited number of sales.

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