



# The Long & Foster Market Minute™

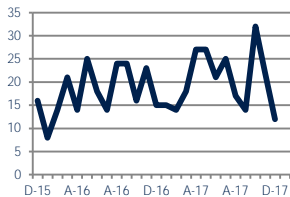
Focus On: Southwest and Waterfront Housing Market

December 2017

Zip Code(s): 20024

## Units Sold

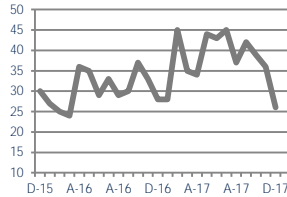
12



Down  
Vs. Year Ago

## Active Inventory

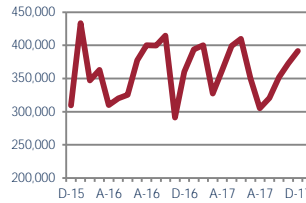
26



Down -7%  
Vs. Year Ago

## Median Sale Price

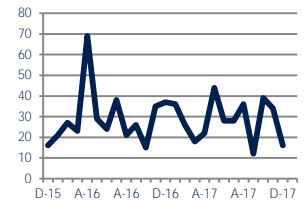
\$391,500



Up 9%  
Vs. Year Ago

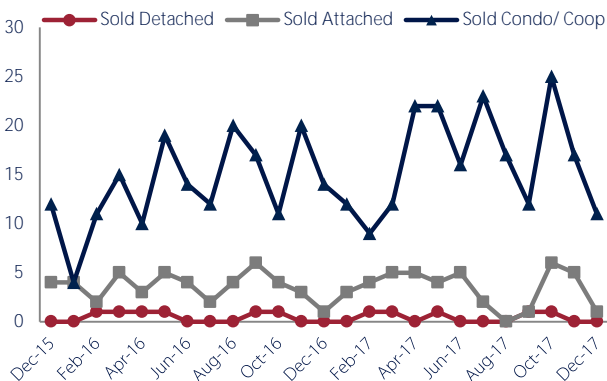
## Days On Market

16



Down  
Vs. Year Ago

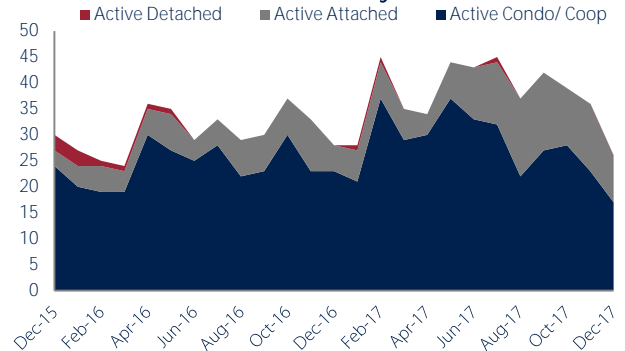
## Units Sold\*



## Units Sold

With relatively few transactions, there was a decrease in total units sold in December, with 12 sold this month in Southwest and Waterfront. This month's total units sold was lower than at this time last year, a decrease from December 2016.

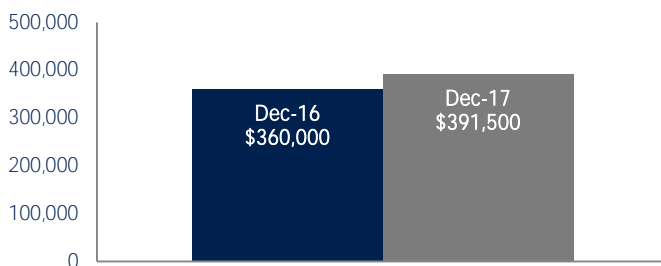
## Active Inventory\*



## Active Inventory

Versus last year, the total number of homes available this month is lower by 2 units or 7%. The total number of active inventory this December was 26 compared to 28 in December 2016. This month's total of 26 is lower than the previous month's total supply of available inventory of 36, a decrease of 28%.

## Median Sale Price



## Median Sale Price

Last December, the median sale price for Southwest and Waterfront Homes was \$360,000. This December, the median sale price was \$391,500, an increase of 9% or \$31,500 compared to last year. The current median sold price is 5% higher than in November.

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.

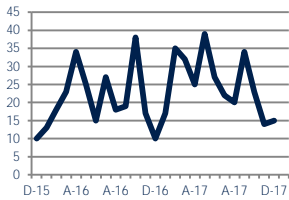




Zip Code(s): 20024

### New Listings

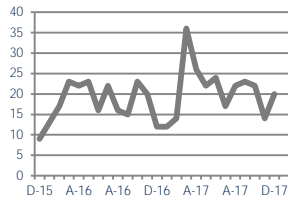
15



Up 50%  
Vs. Year Ago

### Current Contracts

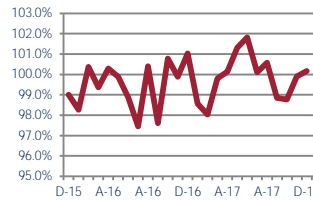
20



Up 67%  
Vs. Year Ago

### Sold Vs. List Price

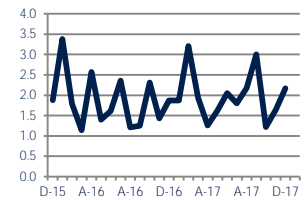
100.2%



Down -0.9%  
Vs. Year Ago

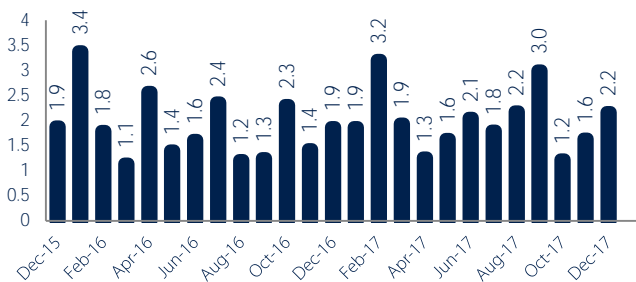
### Months of Supply

2.2



Up 16%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

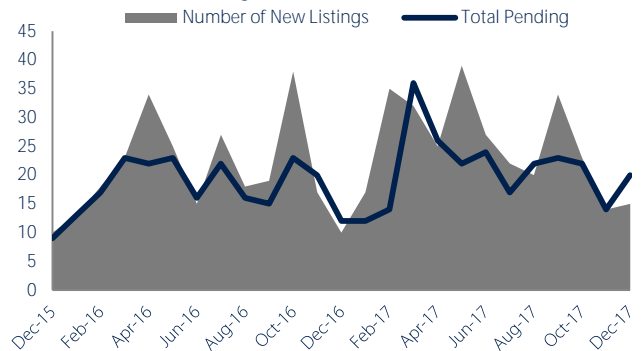
In December, there was 2.2 months of supply available in Southwest and Waterfront, compared to 1.9 in December 2016. That is an increase of 16% versus a year ago.

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.

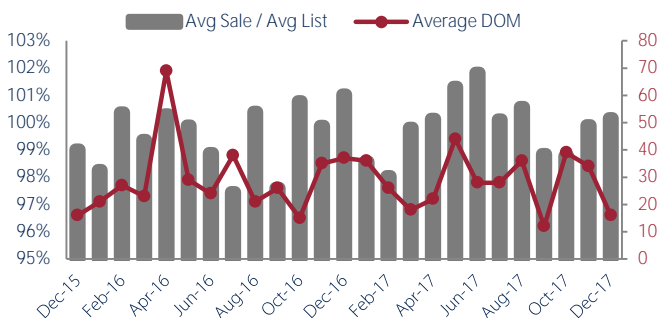
### New Listings & Current Contracts

This month there were 15 homes newly listed for sale in Southwest and Waterfront compared to 10 in December 2016, an increase of 50%. There were 20 current contracts pending sale this December compared to 12 a year ago. The number of current contracts is 67% higher than last December.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In December, the average sale price in Southwest and Waterfront was 100.2% of the average list price, which is 0.9% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 16, lower than the average last year, which was 37. This decrease was impacted by the limited number of sales.



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