



The Long & Foster Market Minute™

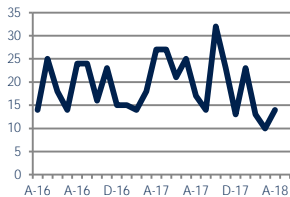
Focus On: Southwest and Waterfront Housing Market

April 2018

Zip Code(s): 20024

Units Sold

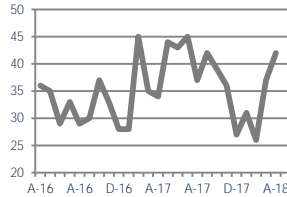
14



Down
Vs. Year Ago

Active Inventory

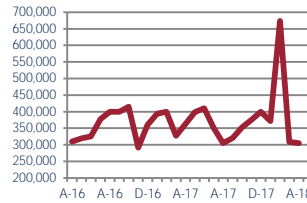
42



Up 24%
Vs. Year Ago

Median Sale Price

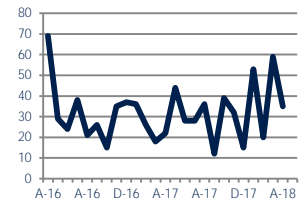
\$305,000



Down -16%
Vs. Year Ago

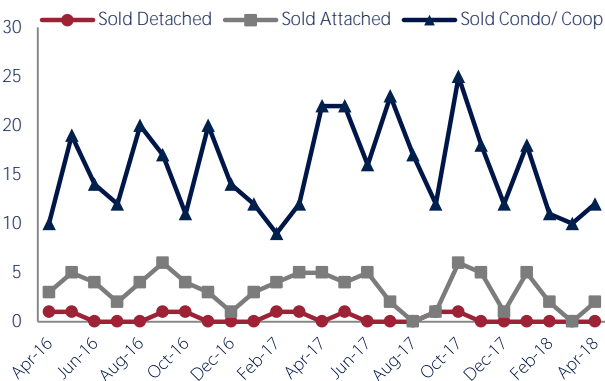
Days On Market

35



Up
Vs. Year Ago

Units Sold*



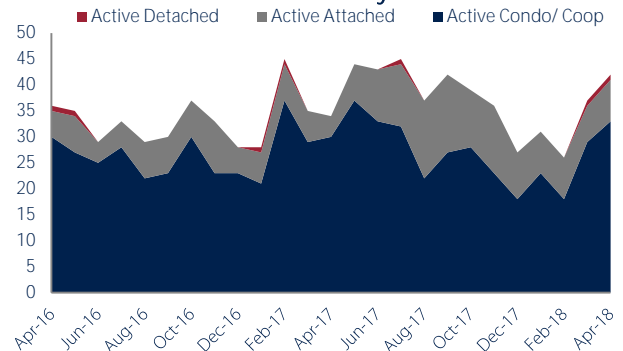
Units Sold

With relatively few transactions, there was an increase in total units sold in April, with 14 sold this month in Southwest and Waterfront. This month's total units sold was lower than at this time last year, a decrease from April 2017.

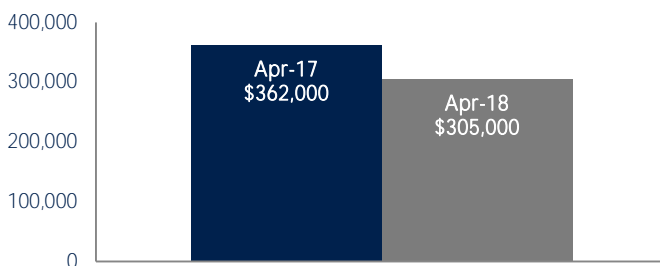
Active Inventory

Versus last year, the total number of homes available this month is higher by 8 units or 24%. The total number of active inventory this April was 42 compared to 34 in April 2017. This month's total of 42 is higher than the previous month's total supply of available inventory of 37, an increase of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Southwest and Waterfront Homes was \$362,000. This April, the median sale price was \$305,000, a decrease of 16% or \$57,000 compared to last year. The current median sold price is 1% 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.

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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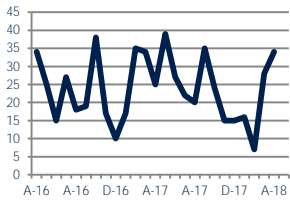
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Zip Code(s): 20024

New Listings

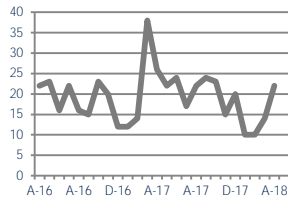
34



Up 36%
Vs. Year Ago

Current Contracts

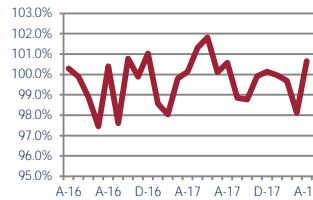
22



Down -15%
Vs. Year Ago

Sold Vs. List Price

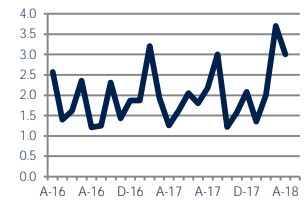
100.7%



Up 0.5%
Vs. Year Ago

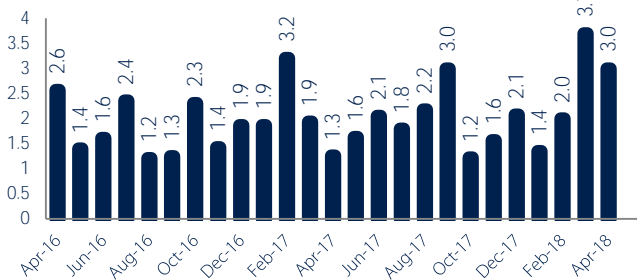
Months of Supply

3.0



Up 138%
Vs. Year Ago

Months Of Supply



Months of Supply

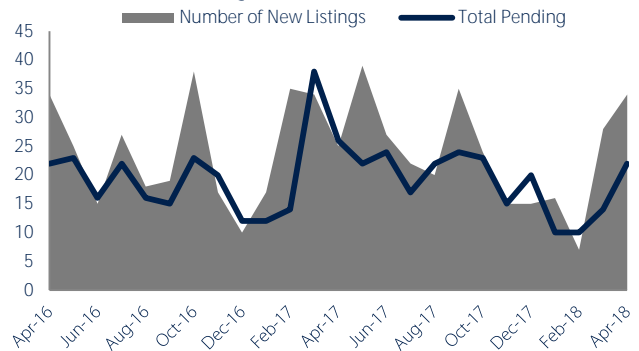
In April, there was 3.0 months of supply available in Southwest and Waterfront, compared to 1.3 in April 2017. That is an increase of 138% versus a year ago.

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.

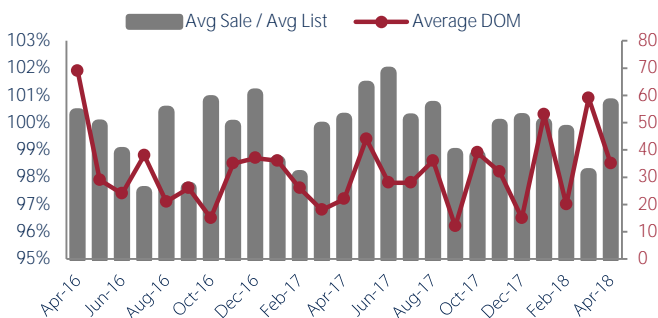
New Listings & Current Contracts

This month there were 34 homes newly listed for sale in Southwest and Waterfront compared to 25 in April 2017, an increase of 36%. There were 22 current contracts pending sale this April compared to 26 a year ago. The number of current contracts is 15% 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 Southwest and Waterfront was 100.7% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 35, higher than the average last year, which was 22. This increase was impacted by the limited number of sales.



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