



The Long & Foster Market Minute™

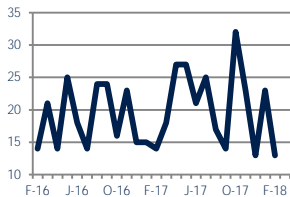
Focus On: Southwest and Waterfront Housing Market

February 2018

Zip Code(s): 20024

Units Sold

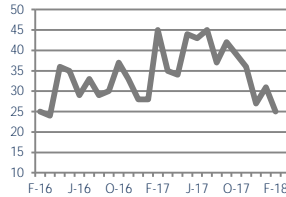
13



Down
Vs. Year Ago

Active Inventory

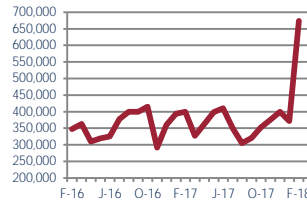
25



Down -44%
Vs. Year Ago

Median Sale Price

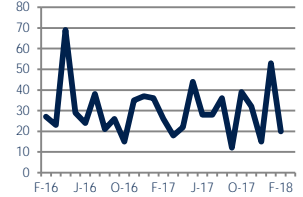
\$674,000



Up
Vs. Year Ago

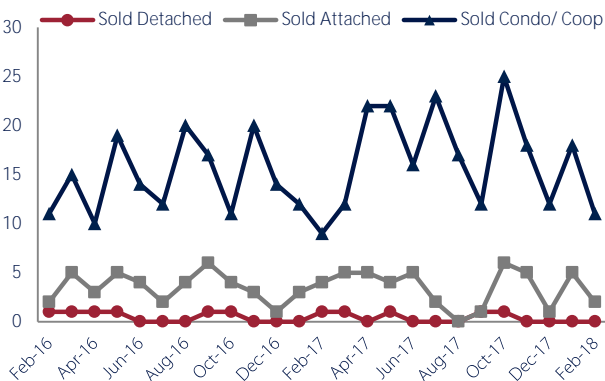
Days On Market

20



Down -23%
Vs. Year Ago

Units Sold*



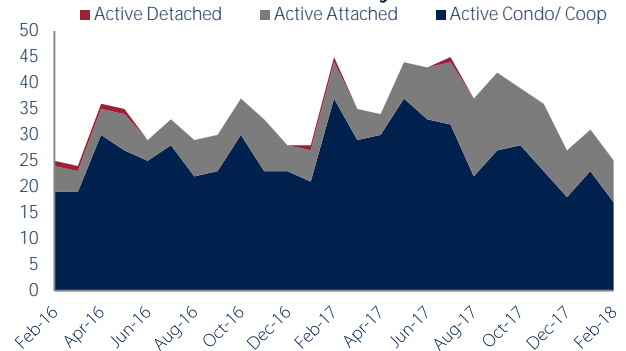
Units Sold

With relatively few transactions, there was a decrease in total units sold in February, with 13 sold this month in Southwest and Waterfront. This month's total units sold was lower than at this time last year, a decrease from February 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 44%. The total number of active inventory this February was 25 compared to 45 in February 2017. This month's total of 25 is lower than the previous month's total supply of available inventory of 31, a decrease of 19%.

Active Inventory*

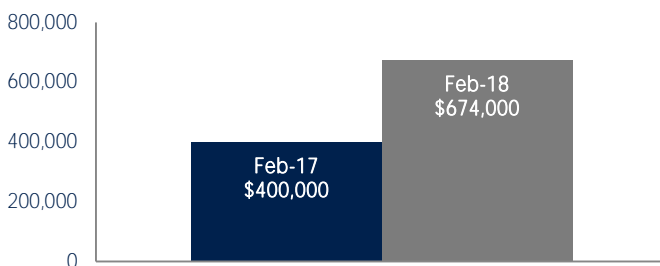


Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last February, the median sale price for Southwest and Waterfront Homes was \$400,000. This February, the median sale price was \$674,000, an increase of \$274,000 compared to last year. The current median sold price is higher than in January.

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

Median Sale Price



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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INTERNATIONAL REAL ESTATE

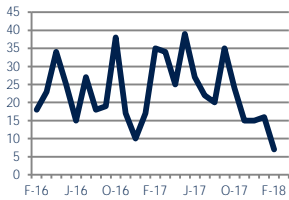




Zip Code(s): 20024

New Listings

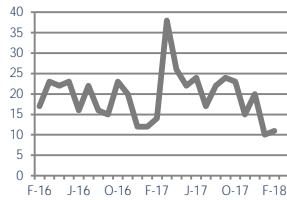
7



Down -80%
Vs. Year Ago

Current Contracts

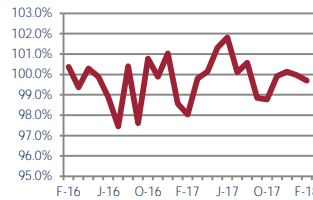
11



Down -21%
Vs. Year Ago

Sold Vs. List Price

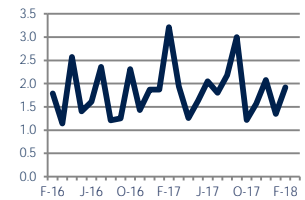
99.7%



Up 1.7%
Vs. Year Ago

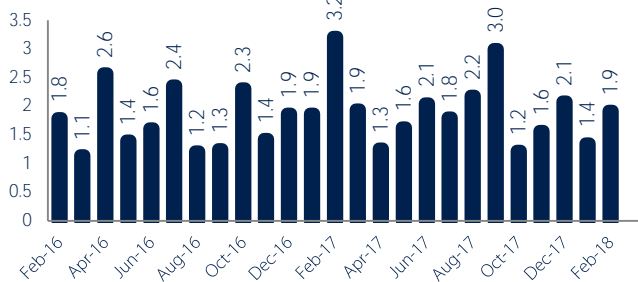
Months of Supply

1.9



Down -40%
Vs. Year Ago

Months Of Supply



Months of Supply

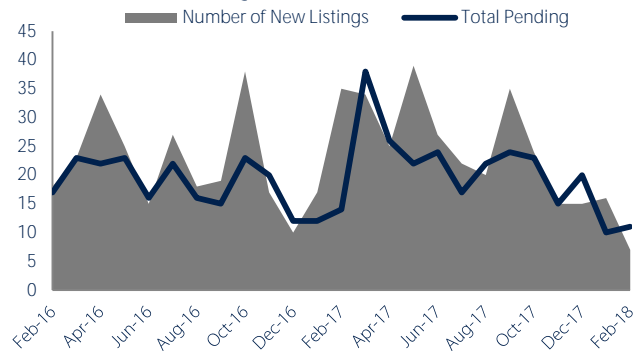
In February, there was 1.9 months of supply available in Southwest and Waterfront, compared to 3.2 in February 2017. That is a decrease of 40% versus a year ago.

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.

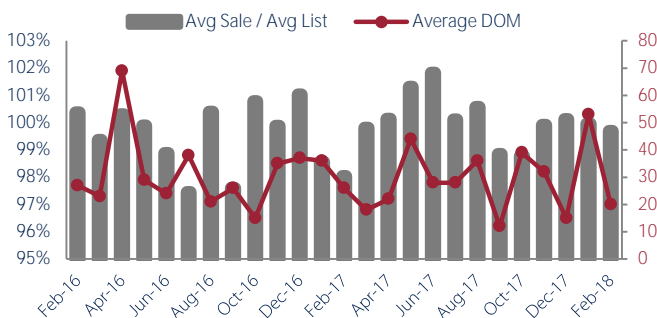
New Listings & Current Contracts

This month there were 7 homes newly listed for sale in Southwest and Waterfront compared to 35 in February 2017, a decrease of 80%. There were 11 current contracts pending sale this February compared to 14 a year ago. The number of current contracts is 21% lower than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Southwest and Waterfront was 99.7% of the average list price, which is 1.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 20, lower than the average last year, which was 26, a decrease of 23%.



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