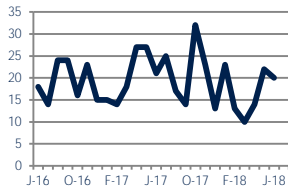


Focus On: Southwest and Waterfront Housing Market

June 2018

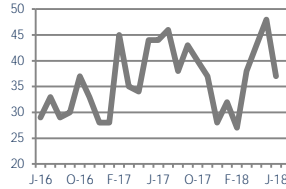
Zip Code(s): 20024

Units Sold
20



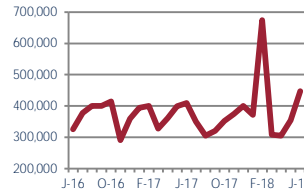
Down -5%
Vs. Year Ago

Active Inventory
37



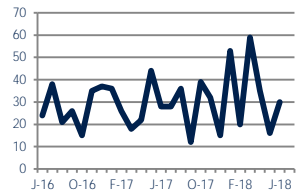
Down -16%
Vs. Year Ago

Median Sale Price
\$447,000

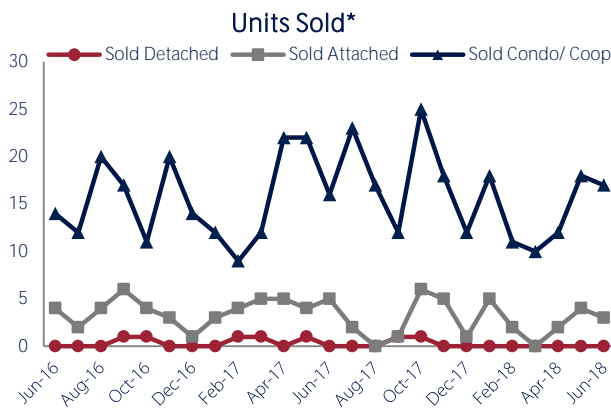


Up
Vs. Year Ago

Days On Market
30



Up 7%
Vs. Year Ago

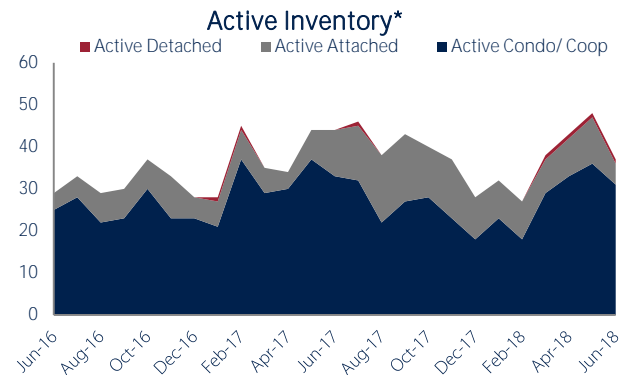


Units Sold

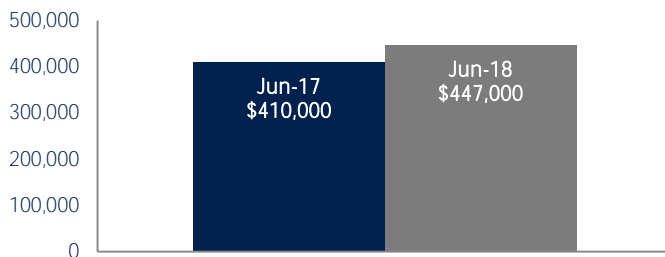
There was a decrease in total units sold in June, with 20 sold this month in Southwest and Waterfront versus 22 last month, a decrease of 9%. This month's total units sold was lower than at this time last year, a decrease of 5% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 7 units or 16%. The total number of active inventory this June was 37 compared to 44 in June 2017. This month's total of 37 is lower than the previous month's total supply of available inventory of 48, a decrease of 23%.



Median Sale Price



Due to the relatively small number of units sold, the median sale price showed significant change this month. Last June, the median sale price for Southwest and Waterfront Homes was \$410,000. This June, the median sale price was \$447,000, an increase of \$37,000 compared to last year. The current median sold price is higher 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.

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.



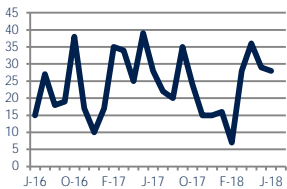
CHRISTIE'S
INTERNATIONAL REAL ESTATE





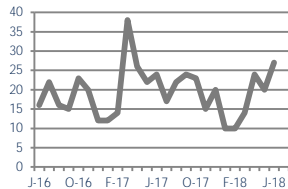
Zip Code(s): 20024

New Listings
28



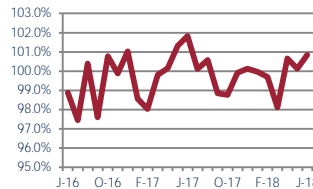
No Change
Vs. Year Ago

Current Contracts
27



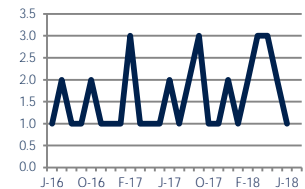
Up 13%
Vs. Year Ago

Sold Vs. List Price
100.9%



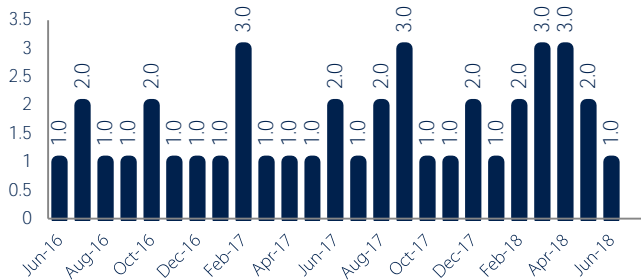
Down -1%
Vs. Year Ago

Months of Supply
1.0



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

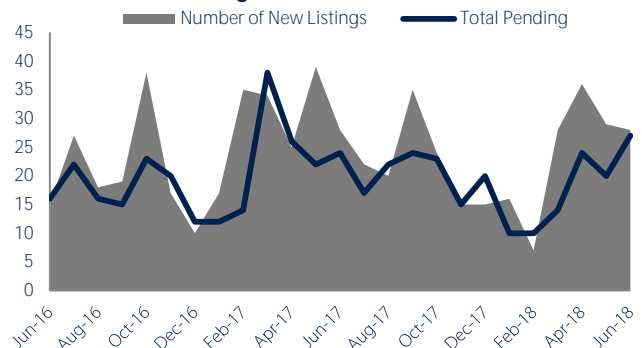
In June, there was 1.9 months of supply available in Southwest and Waterfront, compared to 2.1 in June 2017. That is a decrease of 12% versus a year ago.

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.

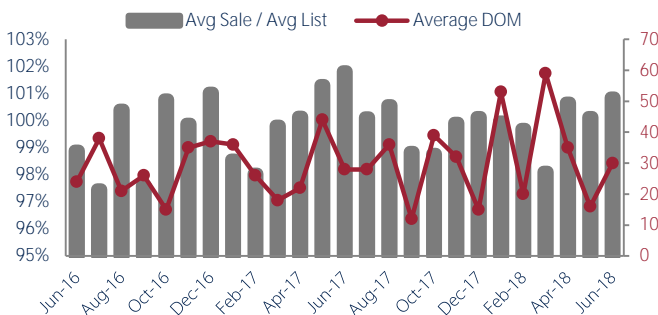
New Listings & Current Contracts

This month there were 28 homes newly listed for sale in Southwest and Waterfront, which is similar to the amount in June 2017. There were 27 current contracts pending sale this June compared to 24 a year ago. The number of current contracts is 13% 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 Southwest and Waterfront was 100.9% of the average list price, which is 1.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 30, higher than the average last year, which was 28, an increase of 7%.



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