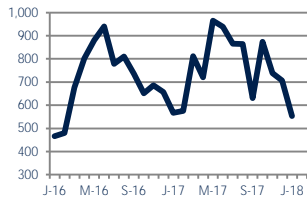


Units Sold

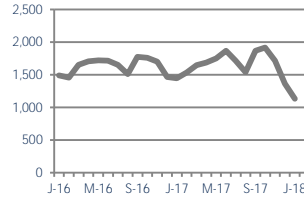
553



Down -2%
Vs. Year Ago

Active Inventory

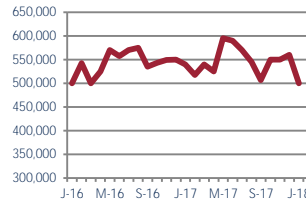
1,134



Down -22%
Vs. Year Ago

Median Sale Price

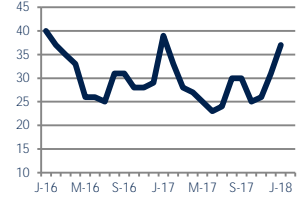
\$500,000



Down -7%
Vs. Year Ago

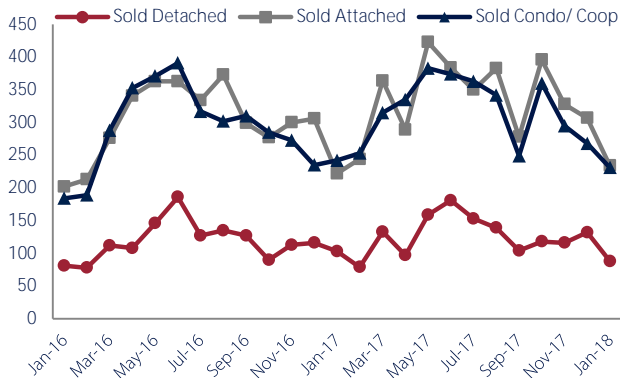
Days On Market

37



Down -5%
Vs. Year Ago

Units Sold*



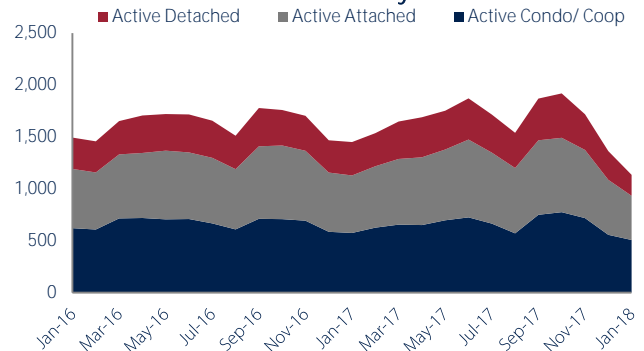
Units Sold

There was a decrease in total units sold in January, with 553 sold this month in Washington DC versus 707 last month, a decrease of 22%. This month's total units sold was lower than at this time last year, a decrease of 2% versus January 2017.

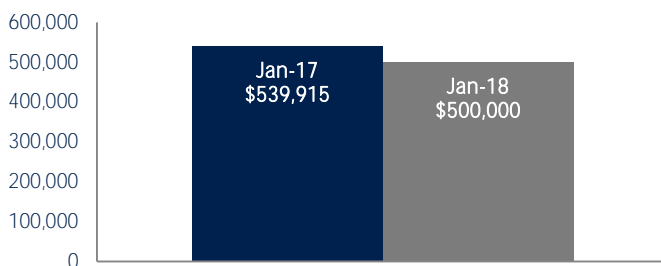
Active Inventory

Versus last year, the total number of homes available this month is lower by 316 units or 22%. The total number of active inventory this January was 1,134 compared to 1,450 in January 2017. This month's total of 1,134 is lower than the previous month's total supply of available inventory of 1,363, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Washington DC Homes was \$539,915. This January, the median sale price was \$500,000, a decrease of 7% or \$39,915 compared to last year. The current median sold price is 11% lower than in December.

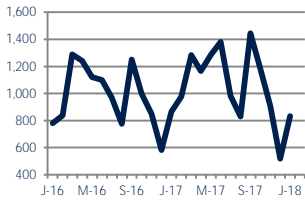
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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.
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New Listings

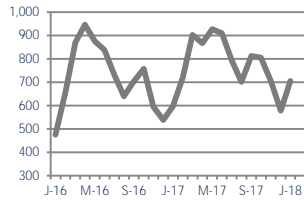
832



Down -4%
Vs. Year Ago

Current Contracts

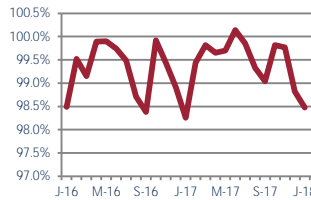
706



Up 18%
Vs. Year Ago

Sold Vs. List Price

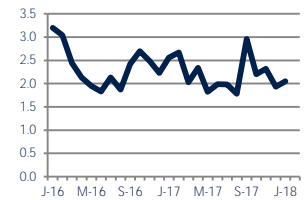
98.5%



No Change
Vs. Year Ago

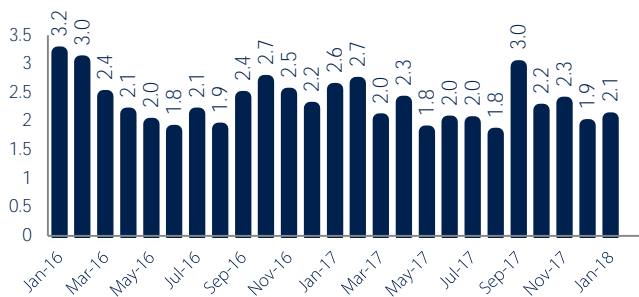
Months of Supply

2.1



Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

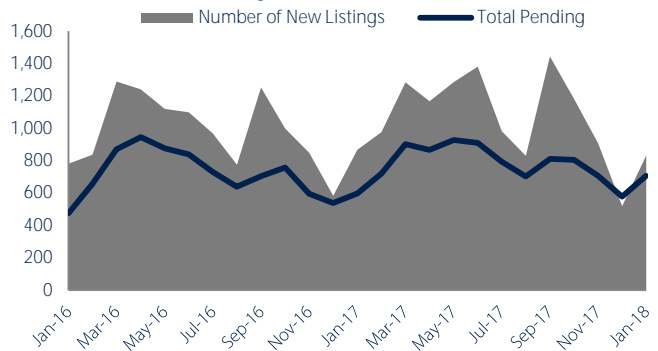
In January, there was 2.1 months of supply available in Washington DC, compared to 2.6 in January 2017. That is a decrease of 20% versus a year ago.

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.

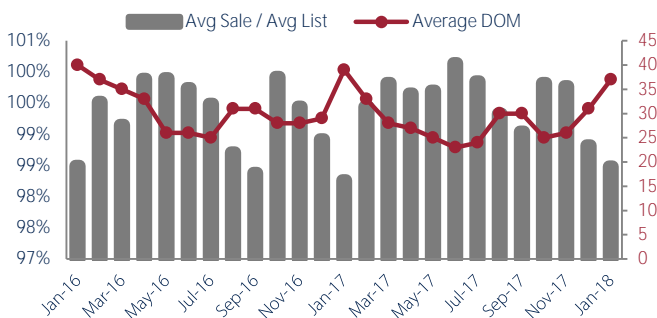
New Listings & Current Contracts

This month there were 832 homes newly listed for sale in Washington DC compared to 867 in January 2017, a decrease of 4%. There were 706 current contracts pending sale this January compared to 597 a year ago. The number of current contracts is 18% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Washington DC was 98.5% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 37, lower than the average last year, which was 39, a decrease of 5%.



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