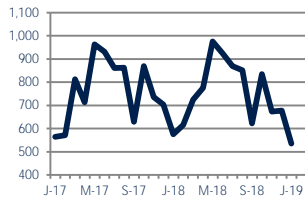


### Units Sold

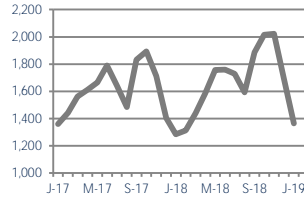
535



Down -7%  
Vs. Year Ago

### Active Inventory

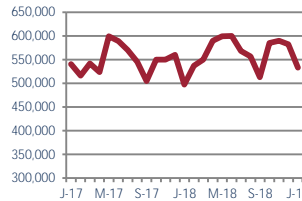
1,365



Up 6%  
Vs. Year Ago

### Median Sale Price

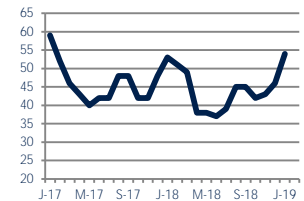
\$533,000



Up 7%  
Vs. Year Ago

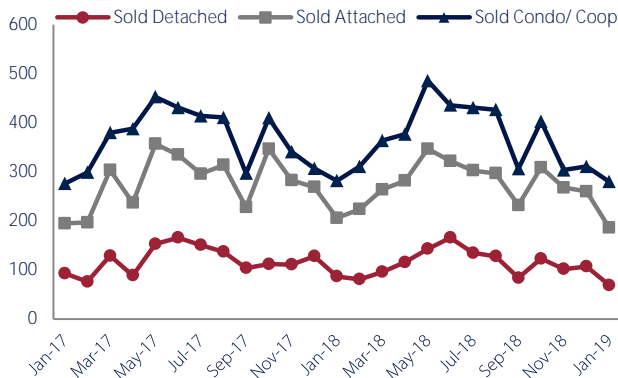
### Days On Market

54



Up 2%  
Vs. Year Ago

### Units Sold\*



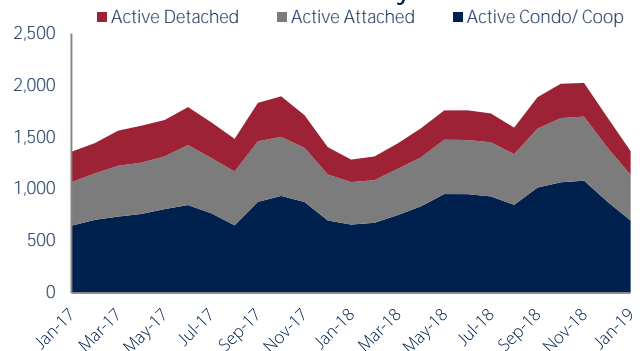
### Units Sold

There was a decrease in total units sold in January, with 535 sold this month in Washington DC versus 678 last month, a decrease of 21%. This month's total units sold was lower than at this time last year, a decrease of 7% versus January 2018.

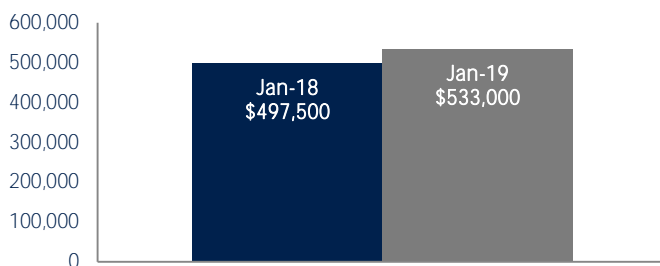
### Active Inventory

Versus last year, the total number of homes available this month is higher by 81 units or 6%. The total number of active inventory this January was 1,365 compared to 1,284 in January 2018. This month's total of 1,365 is lower than the previous month's total supply of available inventory of 1,692, a decrease of 19%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Washington DC Homes was \$497,500. This January, the median sale price was \$533,000, an increase of 7% or \$35,500 compared to last year. The current median sold price is 8% 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.

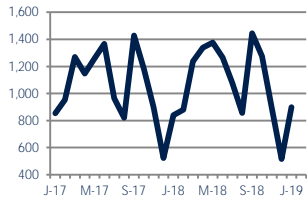


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



### New Listings

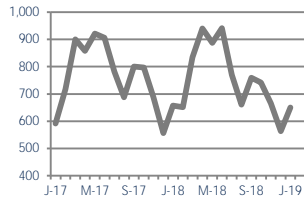
899



Up 7%  
Vs. Year Ago

### Current Contracts

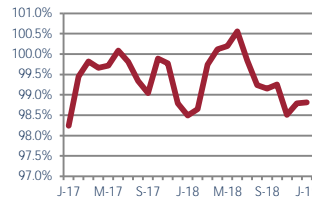
650



Down -1%  
Vs. Year Ago

### Sold Vs. List Price

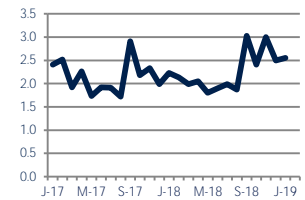
98.8%



No Change  
Vs. Year Ago

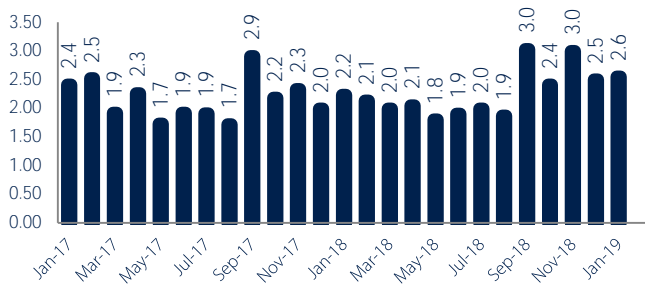
### Months of Supply

2.6



Up 14%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

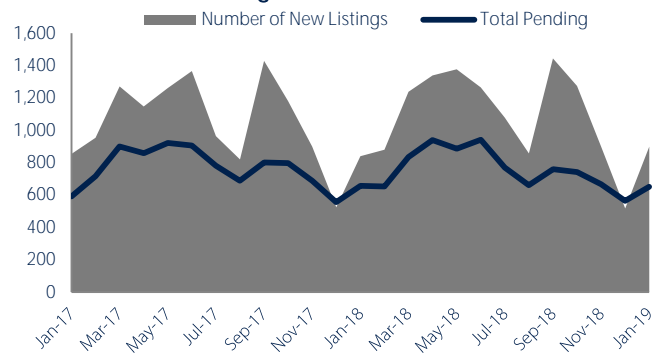
In January, there was 2.6 months of supply available in Washington DC, compared to 2.2 in January 2018. That is an increase of 14% versus a year ago.

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.

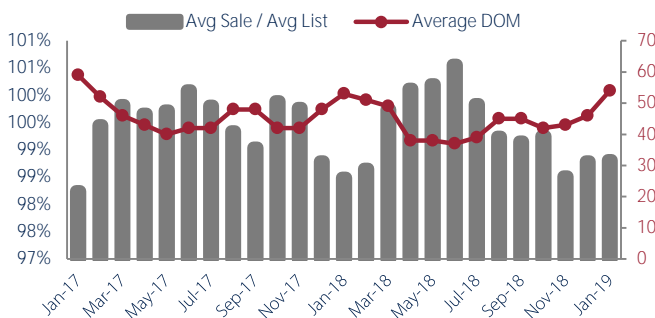
### New Listings & Current Contracts

This month there were 899 homes newly listed for sale in Washington DC compared to 840 in January 2018, an increase of 7%. There were 650 current contracts pending sale this January compared to 657 a year ago. The number of current contracts is 1% lower 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 98.8% 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 54, higher than the average last year, which was 53, an increase of 2%.



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