



The Long & Foster Market Minute™

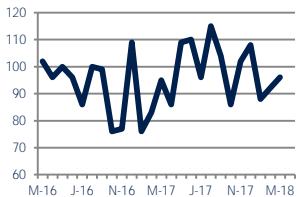
Focus On: Capitol Heights and District Heights Housing Market

March 2018

Zip Code(s): 20743 and 20747

Units Sold

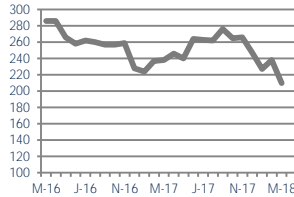
96



Up 1%
Vs. Year Ago

Active Inventory

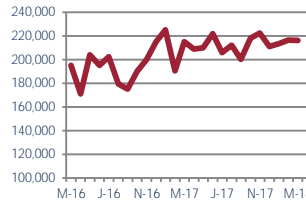
210



Down -12%
Vs. Year Ago

Median Sale Price

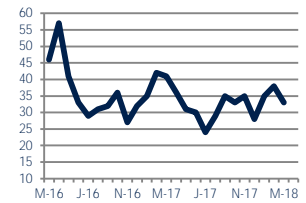
\$216,250



Up 1%
Vs. Year Ago

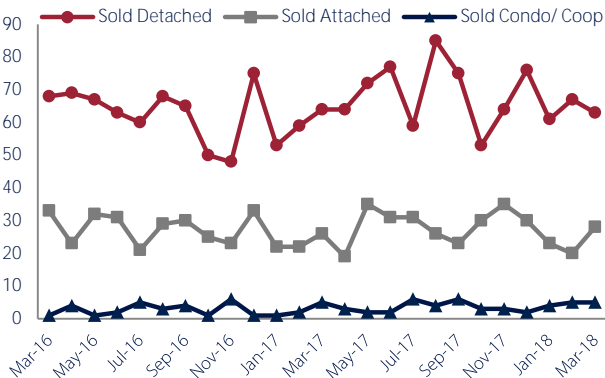
Days On Market

33



Down -20%
Vs. Year Ago

Units Sold*



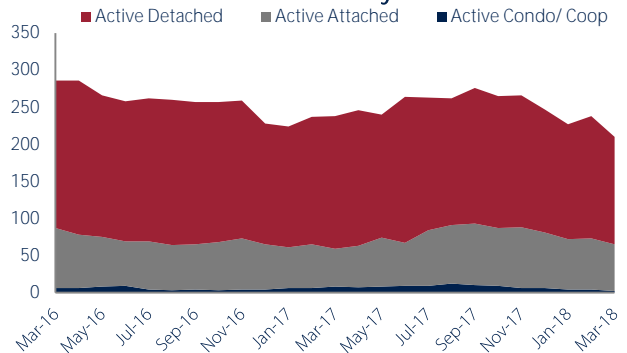
Units Sold

There was an increase in total units sold in March, with 96 sold this month in Capitol Heights and District Heights versus 92 last month, an increase of 4%. This month's total units sold was higher than at this time last year, an increase of 1% versus March 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 28 units or 12%. The total number of active inventory this March was 210 compared to 238 in March 2017. This month's total of 210 is lower than the previous month's total supply of available inventory of 238, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Capitol Heights and District Heights Homes was \$215,000. This March, the median sale price was \$216,250, an increase of 1% or \$1,250 compared to last year. The current median sold price is approximately the same as the median price in February.

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

Capitol Heights and District Heights are defined as properties listed in zip code/s 20743 and 20747.

*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.



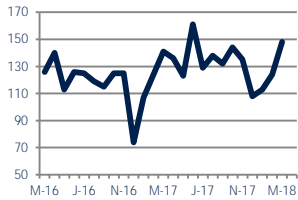
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20743 and 20747

New Listings

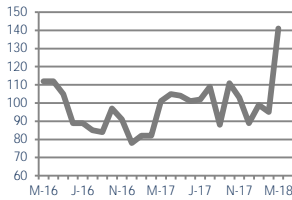
148



Up 5%
Vs. Year Ago

Current Contracts

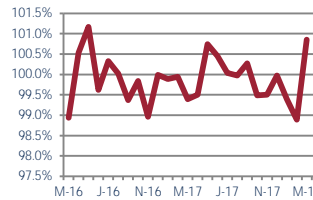
141



Up 40%
Vs. Year Ago

Sold Vs. List Price

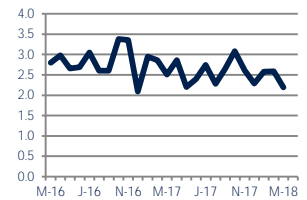
100.9%



Up 1.5%
Vs. Year Ago

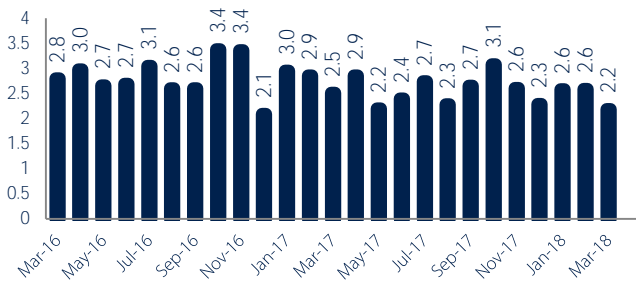
Months of Supply

2.2



Down -13%
Vs. Year Ago

Months Of Supply



Months of Supply

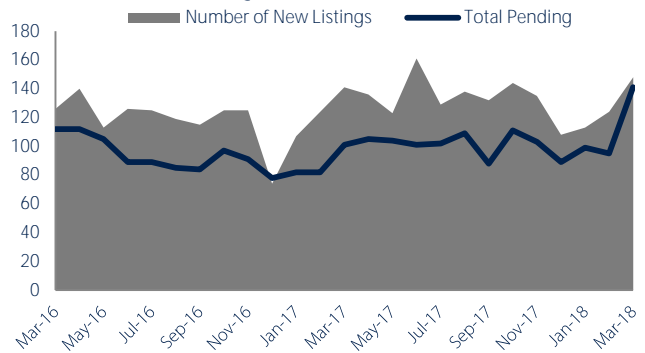
In March, there was 2.2 months of supply available in Capitol Heights and District Heights, compared to 2.5 in March 2017. That is a decrease of 13% versus a year ago.

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.

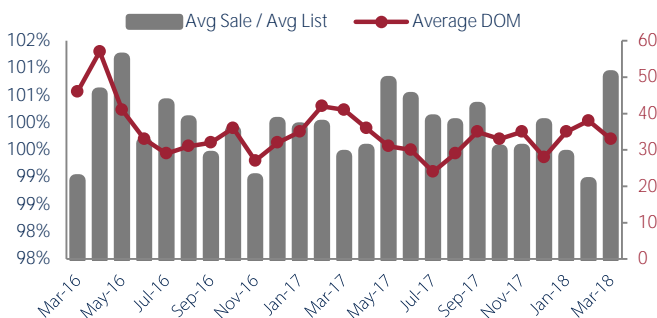
New Listings & Current Contracts

This month there were 148 homes newly listed for sale in Capitol Heights and District Heights compared to 141 in March 2017, an increase of 5%. There were 141 current contracts pending sale this March compared to 101 a year ago. The number of current contracts is 40% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Capitol Heights and District Heights was 100.9% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 33, lower than the average last year, which was 41, a decrease of 20%.



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