



The Long & Foster Market Minute™

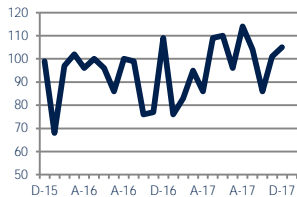
Focus On: Capitol Heights and District Heights Housing Market

December 2017

Zip Code(s): 20743 and 20747

Units Sold

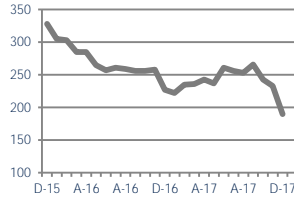
105



Down -4%
Vs. Year Ago

Active Inventory

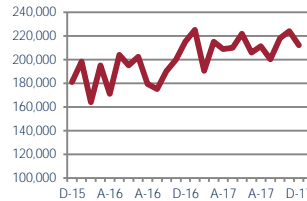
190



Down -16%
Vs. Year Ago

Median Sale Price

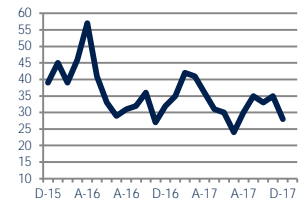
\$212,000



Down -1%
Vs. Year Ago

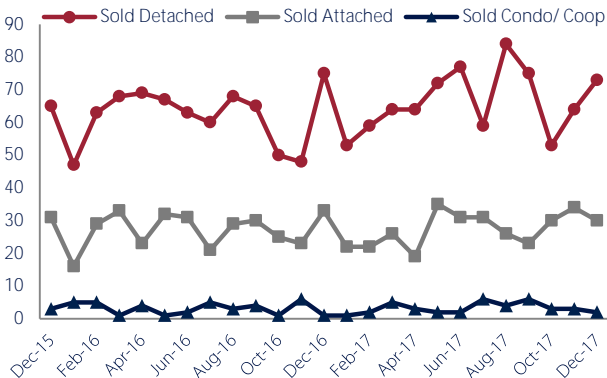
Days On Market

28



Down -13%
Vs. Year Ago

Units Sold*



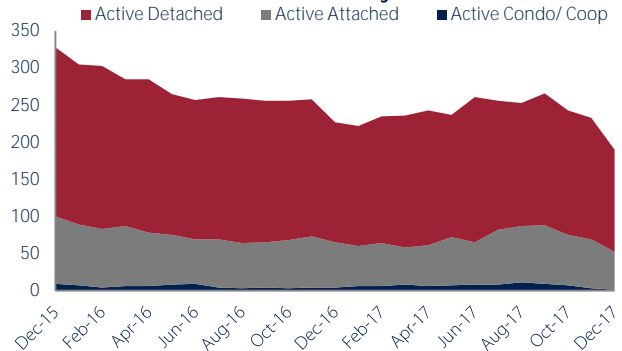
Units Sold

There was an increase in total units sold in December, with 105 sold this month in Capitol Heights and District Heights versus 101 last month, an increase of 4%. This month's total units sold was lower than at this time last year, a decrease of 4% versus December 2016.

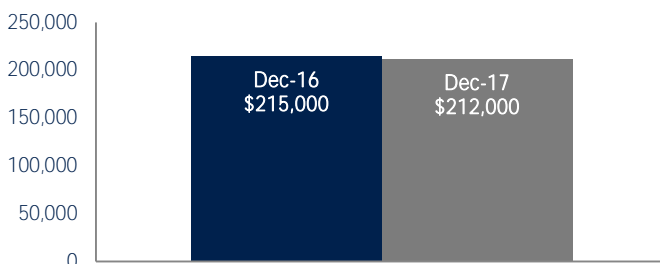
Active Inventory

Versus last year, the total number of homes available this month is lower by 37 units or 16%. The total number of active inventory this December was 190 compared to 227 in December 2016. This month's total of 190 is lower than the previous month's total supply of available inventory of 233, a decrease of 18%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Capitol Heights and District Heights Homes was \$215,000. This December, the median sale price was \$212,000, a decrease of 1% or \$3,000 compared to last year. The current median sold price is 5% lower than in November.

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



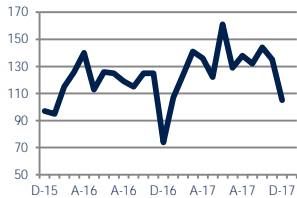
Focus On: Capitol Heights and District Heights Housing Market

December 2017

Zip Code(s): 20743 and 20747

New Listings

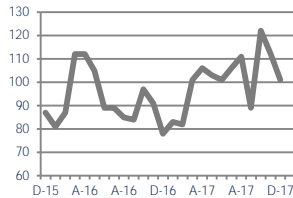
105



Up 42%
Vs. Year Ago

Current Contracts

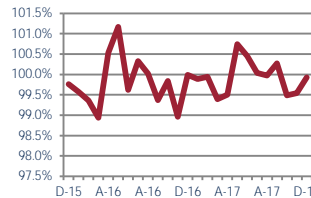
101



Up 29%
Vs. Year Ago

Sold Vs. List Price

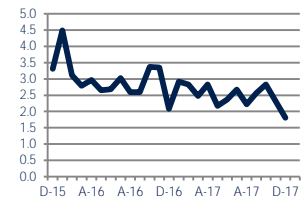
99.9%



No Change
Vs. Year Ago

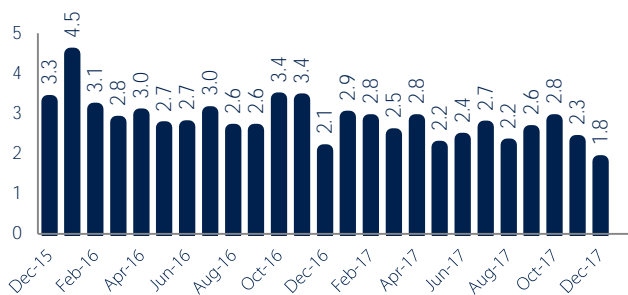
Months of Supply

1.8



Down -13%
Vs. Year Ago

Months Of Supply



Months of Supply

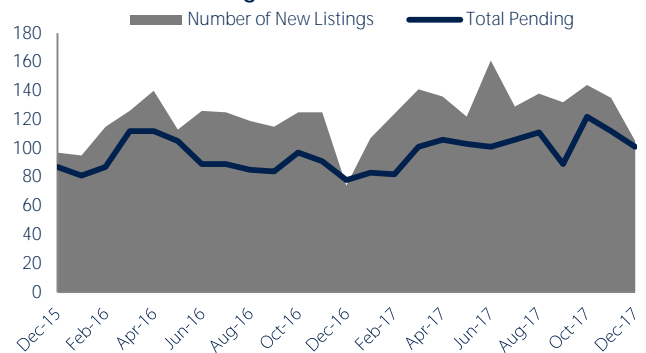
In December, there was 1.8 months of supply available in Capitol Heights and District Heights, compared to 2.1 in December 2016. That is a decrease of 13% versus a year ago.

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.

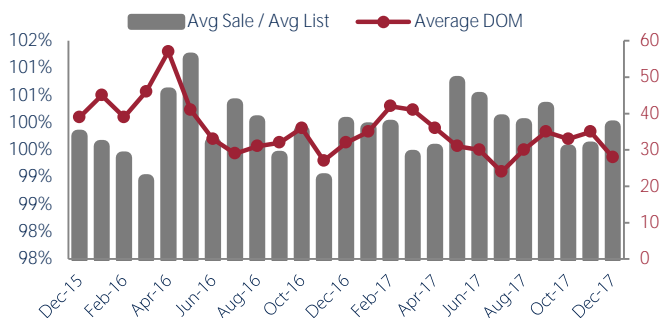
New Listings & Current Contracts

This month there were 105 homes newly listed for sale in Capitol Heights and District Heights compared to 74 in December 2016, an increase of 42%. There were 101 current contracts pending sale this December compared to 78 a year ago. The number of current contracts is 29% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Capitol Heights and District Heights was 99.9% 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 28, lower than the average last year, which was 32, a decrease of 13%.



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