



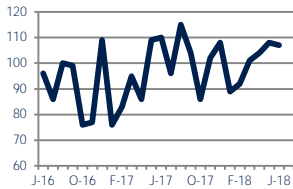
The Long & Foster Market Minute™

Focus On: Capitol Heights and District Heights Housing Market

June 2018

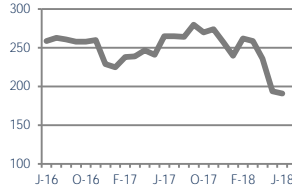
Zip Code(s): 20743 and 20747

Units Sold
107



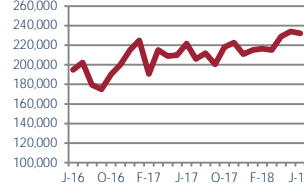
Down -3%
Vs. Year Ago

Active Inventory
191



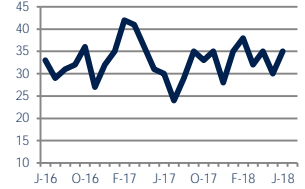
Down -28%
Vs. Year Ago

Median Sale Price
\$232,000



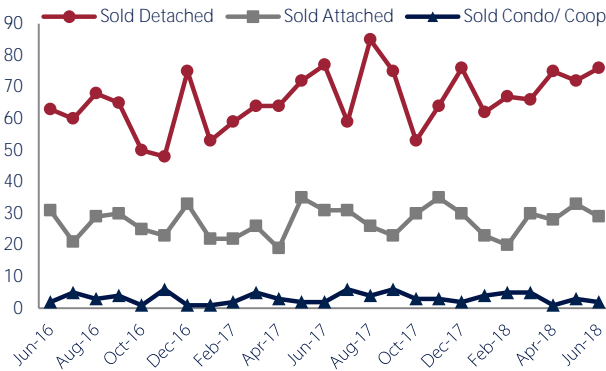
Up 5%
Vs. Year Ago

Days On Market
35



Up 17%
Vs. Year Ago

Units Sold*



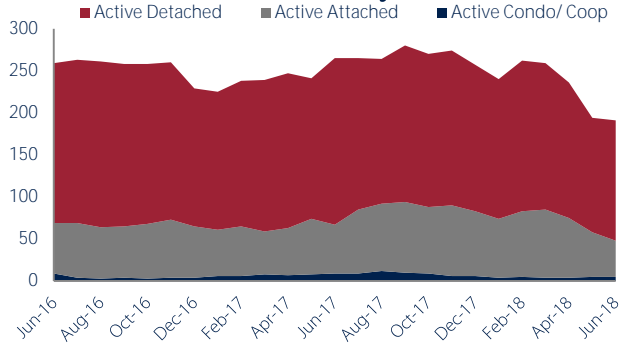
Units Sold

There was a decrease in total units sold in June, with 107 sold this month in Capitol Heights and District Heights versus 108 last month, a decrease of 1%. This month's total units sold was lower than at this time last year, a decrease of 3% versus June 2017.

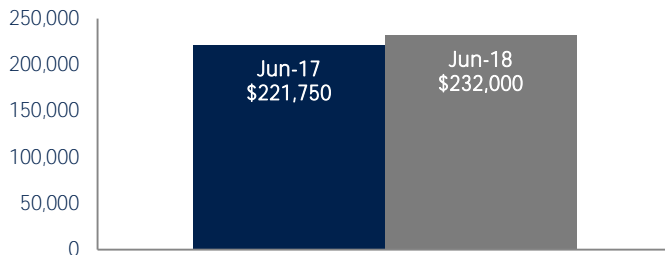
Active Inventory

Versus last year, the total number of homes available this month is lower by 74 units or 28%. The total number of active inventory this June was 191 compared to 265 in June 2017. This month's total of 191 is lower than the previous month's total supply of available inventory of 194, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Capitol Heights and District Heights Homes was \$221,750. This June, the median sale price was \$232,000, an increase of 5% or \$10,250 compared to last year. The current median sold price is 1% lower 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.

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.



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INTERNATIONAL REAL ESTATE

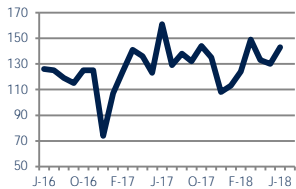




Zip Code(s): 20743 and 20747

New Listings

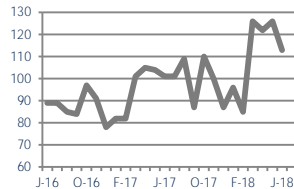
143



Down -11%
Vs. Year Ago

Current Contracts

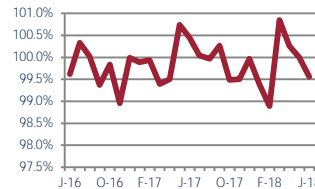
113



Up 12%
Vs. Year Ago

Sold Vs. List Price

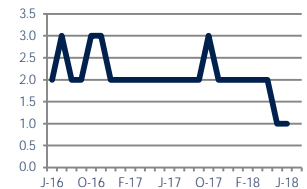
99.6%



Down -0.9%
Vs. Year Ago

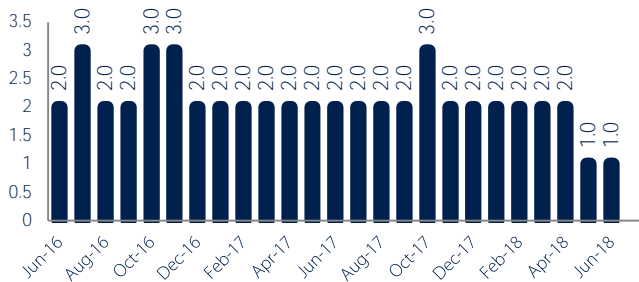
Months of Supply

1.0



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

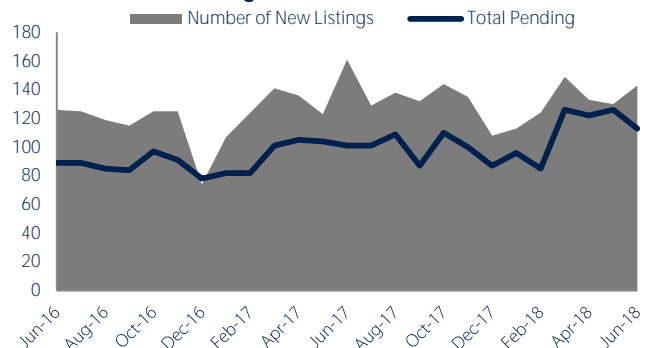
In June, there was 1.8 months of supply available in Capitol Heights and District Heights, compared to 2.4 in June 2017. That is a decrease of 26% versus a year ago.

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.

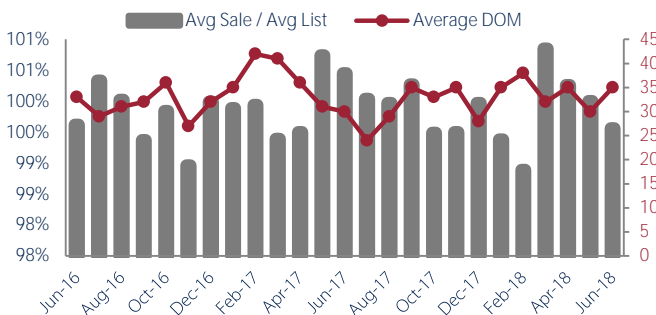
New Listings & Current Contracts

This month there were 143 homes newly listed for sale in Capitol Heights and District Heights compared to 161 in June 2017, a decrease of 11%. There were 113 current contracts pending sale this June compared to 101 a year ago. The number of current contracts is 12% 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 Capitol Heights and District Heights was 99.6% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 35, higher than the average last year, which was 30, an increase of 17%.



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