



The Long & Foster Market Minute™

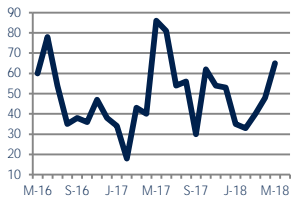
Focus On: American University Park and the Palisades Housing Market

May 2018

Zip Code(s): 20016

Units Sold

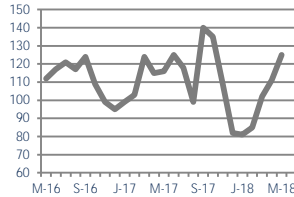
65



Down -24%
Vs. Year Ago

Active Inventory

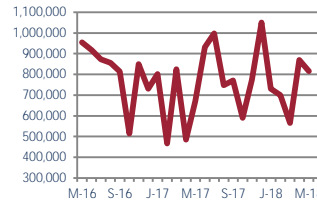
125



Up 8%
Vs. Year Ago

Median Sale Price

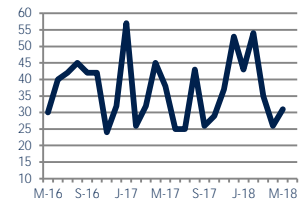
\$815,000



Up 22%
Vs. Year Ago

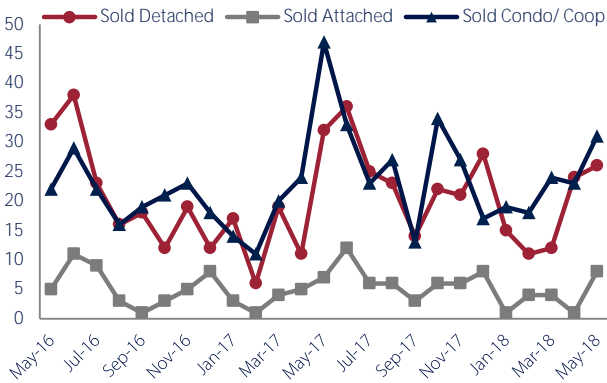
Days On Market

31



Down -18%
Vs. Year Ago

Units Sold*



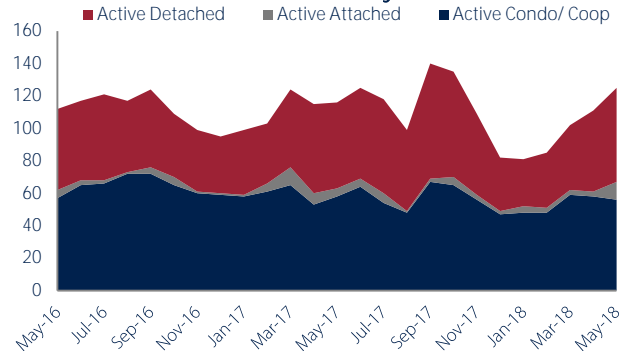
Units Sold

There was an increase in total units sold in May, with 65 sold this month in American University Park and the Palisades. This month's total units sold was lower than at this time last year.

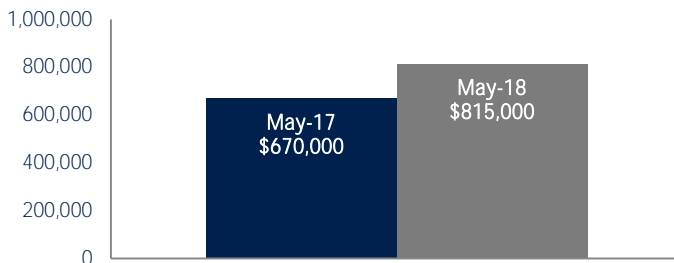
Active Inventory

Versus last year, the total number of homes available this month is higher by 9 units or 8%. The total number of active inventory this May was 125 compared to 116 in May 2017. This month's total of 125 is higher than the previous month's total supply of available inventory of 111, an increase of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for American University Park and the Palisades Homes was \$670,000. This May, the median sale price was \$815,000, an increase of 22% or \$145,000 compared to last year. The current median sold price is 6% lower than in April.

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



American University Park and the Palisades are defined as properties listed in zip code/s 20016 and includes, but is not limited to these neighborhoods: Spring Valley, Wesley Heights, AU Park, and the Palisades.

*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.

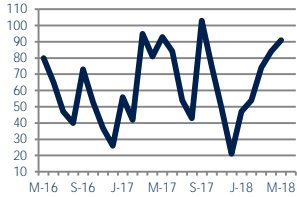
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Zip Code(s): 20016

New Listings

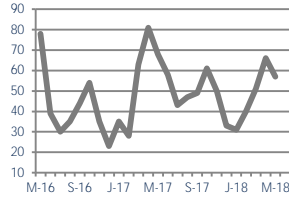
91



Down -2%
Vs. Year Ago

Current Contracts

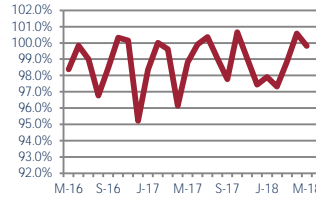
57



Down -16%
Vs. Year Ago

Sold Vs. List Price

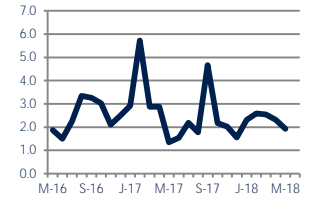
99.8%



Up 1%
Vs. Year Ago

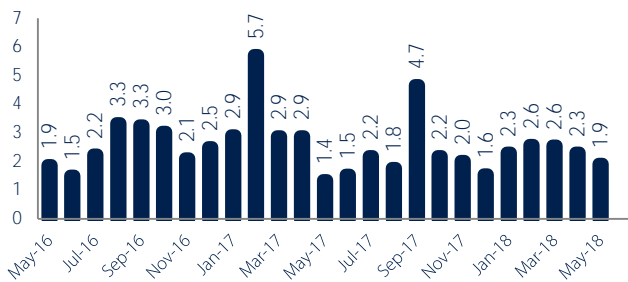
Months of Supply

1.9



Up 42%
Vs. Year Ago

Months Of Supply



Months of Supply

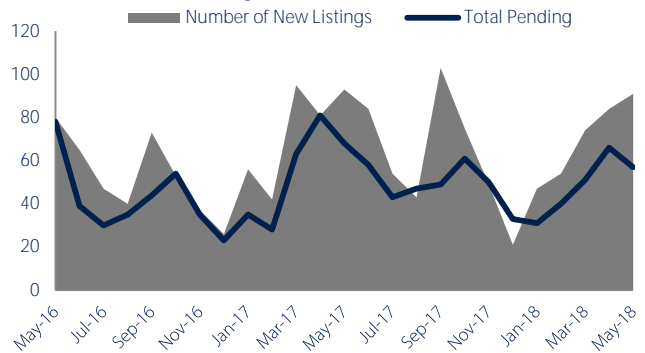
In May, there was 1.9 months of supply available in American University Park and the Palisades, compared to 1.3 in May 2017. That is an increase of 43% versus a year ago.

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.

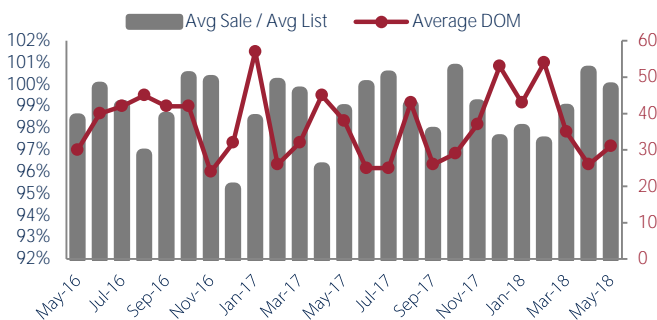
New Listings & Current Contracts

This month there were 91 homes newly listed for sale in American University Park and the Palisades compared to 93 in May 2017, a decrease of 2%. There were 57 current contracts pending sale this May compared to 68 a year ago. The number of current contracts is 16% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in American University Park and the Palisades was 99.8% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 31, lower than the average last year, which was 38, a decrease of 18%.



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