

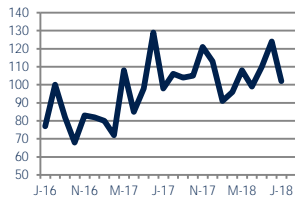
## Focus On: Anacostia and Hillcrest Housing Market

July 2018

Zip Code(s): 20019, 20020 and 20032

### Units Sold

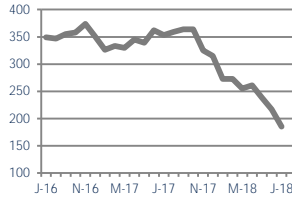
102



Up 4%  
Vs. Year Ago

### Active Inventory

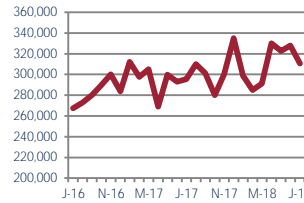
185



Down -48%  
Vs. Year Ago

### Median Sale Price

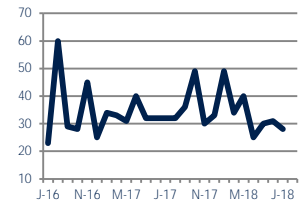
\$310,750



Up 5%  
Vs. Year Ago

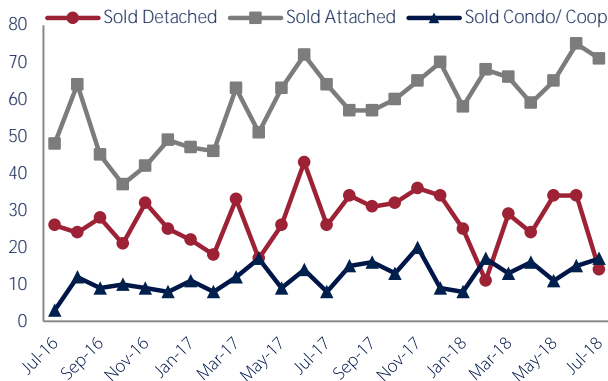
### Days On Market

28



Down -13%  
Vs. Year Ago

### Units Sold\*



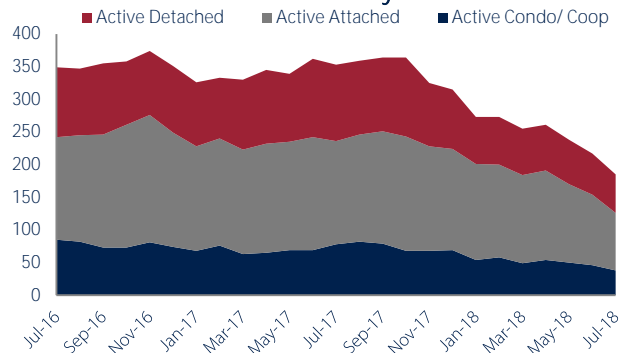
### Units Sold

There was a decrease in total units sold in July, with 102 sold this month in Anacostia and Hillcrest versus 124 last month, a decrease of 18%. This month's total units sold was higher than at this time last year, an increase of 4% versus July 2017.

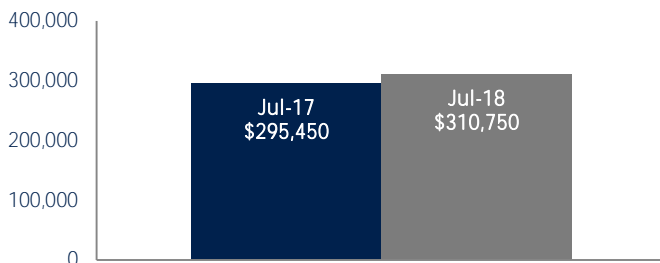
### Active Inventory

Versus last year, the total number of homes available this month is lower by 168 units or 48%. The total number of active inventory this July was 185 compared to 353 in July 2017. This month's total of 185 is lower than the previous month's total supply of available inventory of 217, a decrease of 15%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Anacostia and Hillcrest Homes was \$295,450. This July, the median sale price was \$310,750, an increase of 5% or \$15,300 compared to last year. The current median sold price is 5% lower than in June.

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

Anacostia and Hillcrest are defined as properties in zip codes 20019/20020/20032.

\*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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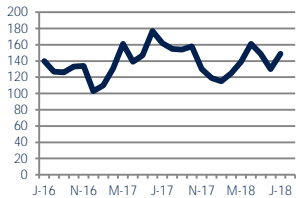
## Focus On: Anacostia and Hillcrest Housing Market

July 2018

Zip Code(s): 20019, 20020 and 20032

### New Listings

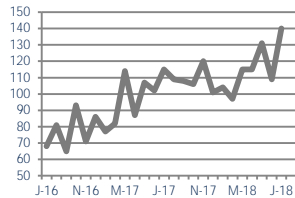
149



Down -8%  
Vs. Year Ago

### Current Contracts

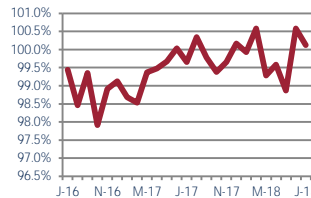
140



Up 22%  
Vs. Year Ago

### Sold Vs. List Price

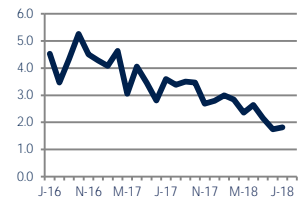
100.1%



No Change  
Vs. Year Ago

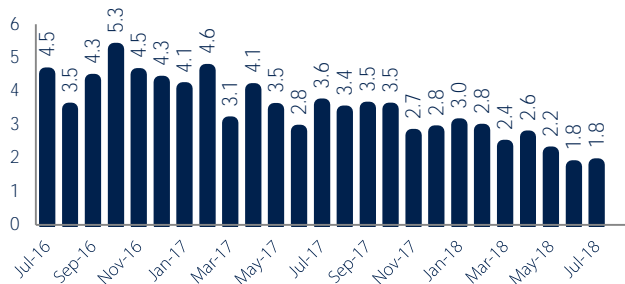
### Months of Supply

1.8



Down -50%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

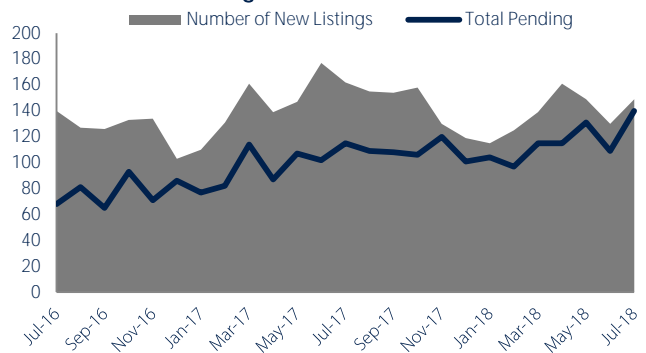
In July, there was 1.8 months of supply available in Anacostia and Hillcrest, compared to 3.6 in July 2017. That is a decrease of 50% versus a year ago.

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.

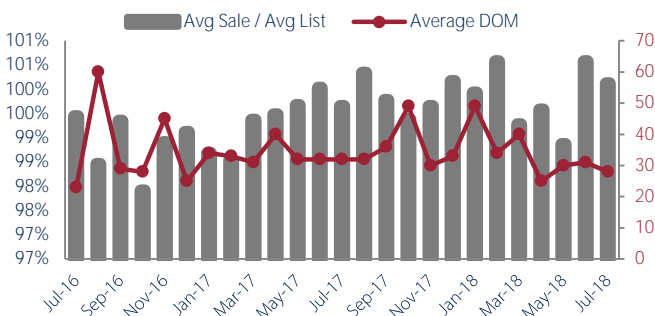
### New Listings & Current Contracts

This month there were 149 homes newly listed for sale in Anacostia and Hillcrest compared to 162 in July 2017, a decrease of 8%. There were 140 current contracts pending sale this July compared to 115 a year ago. The number of current contracts is 22% higher than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Anacostia and Hillcrest was 100.1% 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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