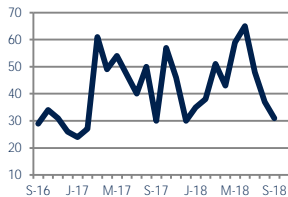


Zip Code(s): 20003

Units Sold

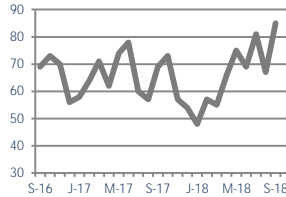
31



Up 3%
Vs. Year Ago

Active Inventory

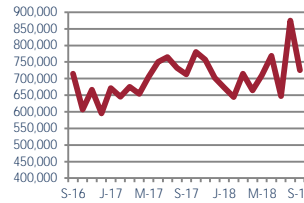
85



Up 23%
Vs. Year Ago

Median Sale Price

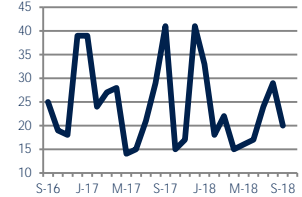
\$725,000



Up 2%
Vs. Year Ago

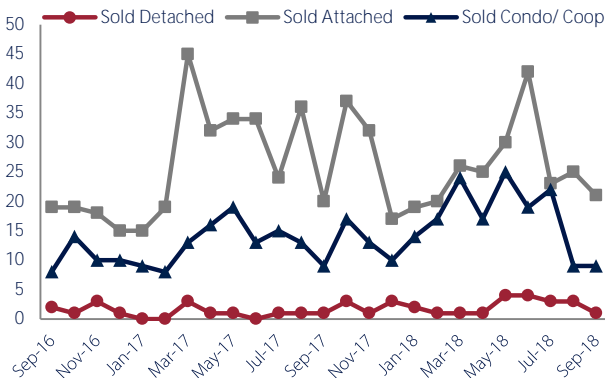
Days On Market

20



Down
Vs. Year Ago

Units Sold*



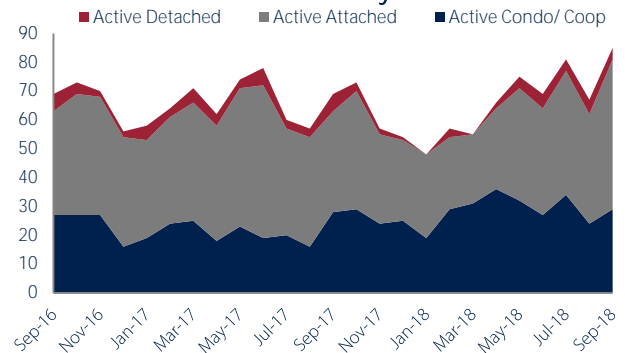
Units Sold

There was a decrease in total units sold in September, with 31 sold this month in Capitol Hill (SE) versus 37 last month, a decrease of 16%. This month's total units sold was higher than at this time last year, an increase of 3% versus September 2017.

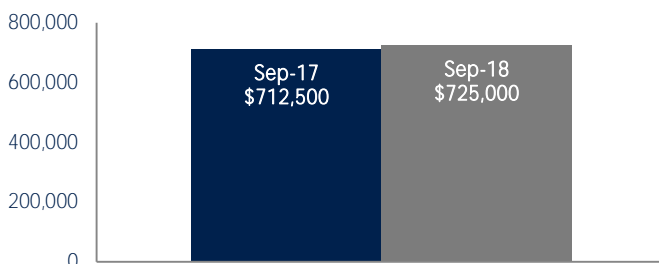
Active Inventory

Versus last year, the total number of homes available this month is higher by 16 units or 23%. The total number of active inventory this September was 85 compared to 69 in September 2017. This month's total of 85 is higher than the previous month's total supply of available inventory of 67, an increase of 27%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Capitol Hill (SE) Homes was \$712,500. This September, the median sale price was \$725,000, an increase of 2% or \$12,500 compared to last year. The current median sold price is 17% lower than in August.

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

Capitol Hill (SE) is defined as properties in zip code 20003.

*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





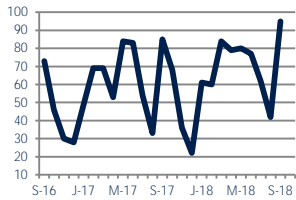
Focus On: Capitol Hill (SE) Housing Market

September 2018

Zip Code(s): 20003

New Listings

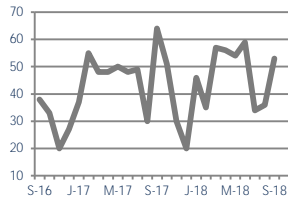
95



Up 12%
Vs. Year Ago

Current Contracts

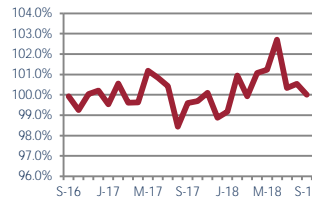
53



Down -17%
Vs. Year Ago

Sold Vs. List Price

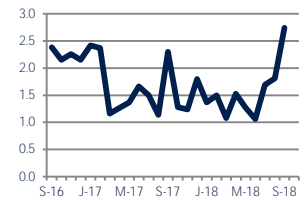
100.0%



No Change
Vs. Year Ago

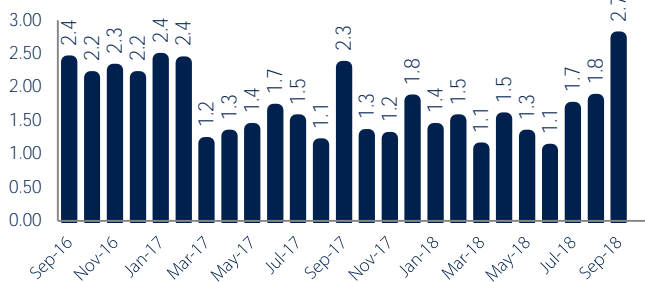
Months of Supply

2.7



Up 19%
Vs. Year Ago

Months Of Supply



Months of Supply

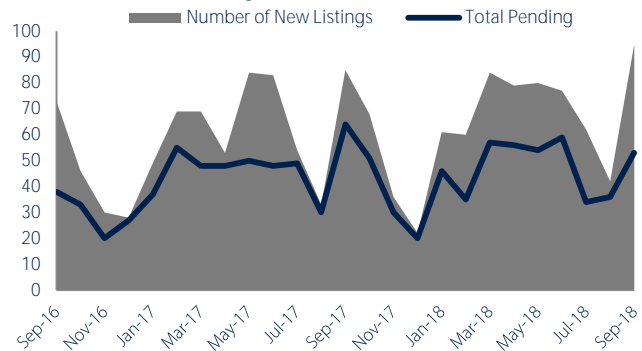
In September, there was 2.7 months of supply available in Capitol Hill (SE), compared to 2.3 in September 2017. That is an increase of 19% versus a year ago.

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.

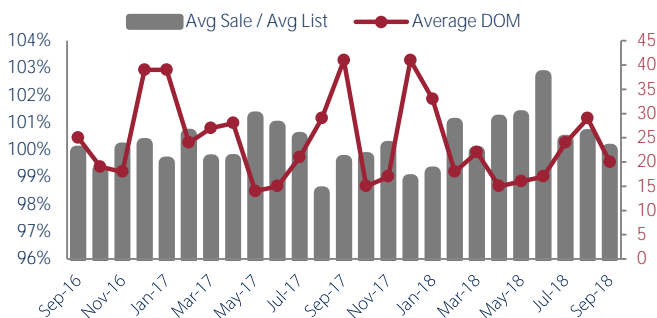
New Listings & Current Contracts

This month there were 95 homes newly listed for sale in Capitol Hill (SE) compared to 85 in September 2017, an increase of 12%. There were 53 current contracts pending sale this September compared to 64 a year ago. The number of current contracts is 17% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Capitol Hill (SE) was 100.0% 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 20, lower than the average last year, which was 41. This decrease was impacted by the limited number of sales.



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