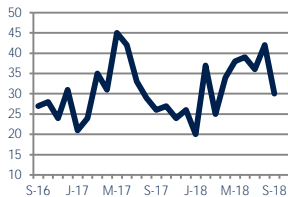


Zip Code(s): 20008

Units Sold

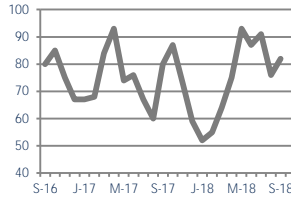
30



Up 15%
Vs. Year Ago

Active Inventory

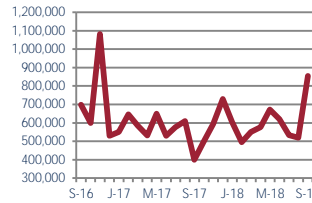
82



Up 2%
Vs. Year Ago

Median Sale Price

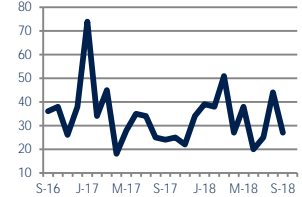
\$854,750



Up
Vs. Year Ago

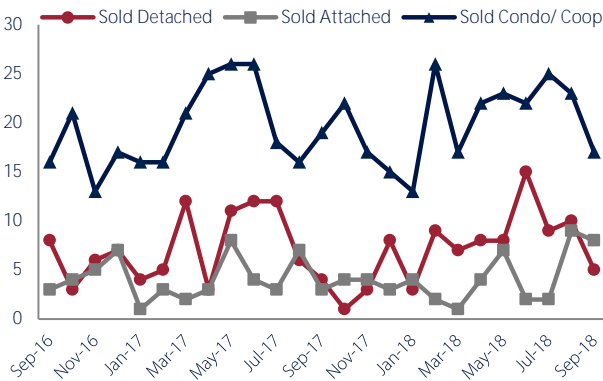
Days On Market

27



Up 13%
Vs. Year Ago

Units Sold*



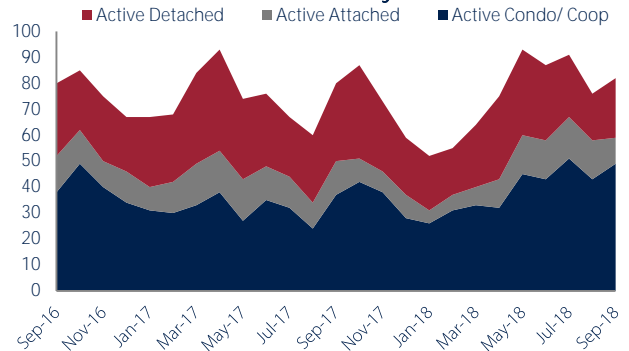
Units Sold

There was a decrease in total units sold in September, with 30 sold this month in Cleveland Park and Kalorama versus 42 last month, a decrease of 29%. This month's total units sold was higher than at this time last year, an increase of 15% versus September 2017.

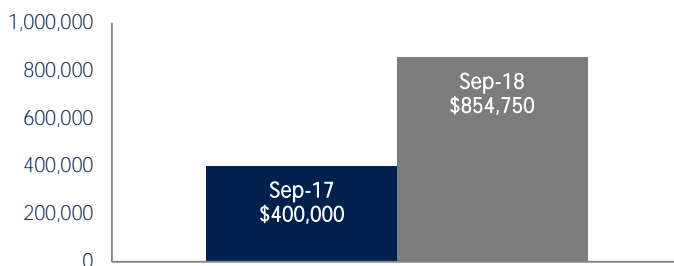
Active Inventory

Versus last year, the total number of homes available this month is higher by 2 units or 3%. The total number of active inventory this September was 82 compared to 80 in September 2017. This month's total of 82 is higher than the previous month's total supply of available inventory of 76, an increase of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last September, the median sale price for Cleveland Park and Kalorama Homes was \$400,000. This September, the median sale price was \$854,750, an increase of \$454,750 compared to last year. The current median sold price is higher 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.



Cleveland Park and Kalorama are defined as properties in zip code 20008 and includes, but is not limited to these neighborhoods: Cleveland Park, Forest Hills, and Kalorama.

*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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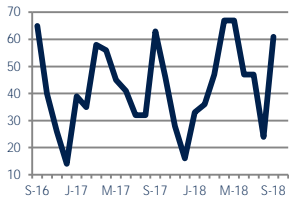
Focus On: Cleveland Park and Kalorama Housing Market

September 2018

Zip Code(s): 20008

New Listings

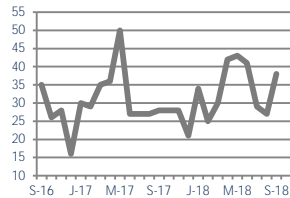
61



Down -3%
Vs. Year Ago

Current Contracts

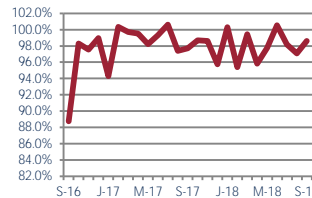
38



Up 36%
Vs. Year Ago

Sold Vs. List Price

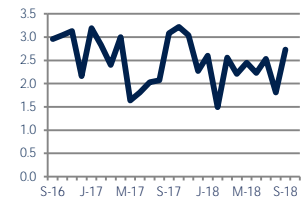
98.6%



Up 1%
Vs. Year Ago

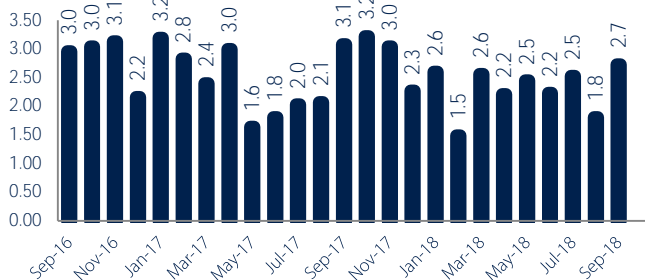
Months of Supply

2.7



Down -11%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 2.7 months of supply available in Cleveland Park and Kalorama, compared to 3.1 in September 2017. That is a decrease of 11% versus a year ago.

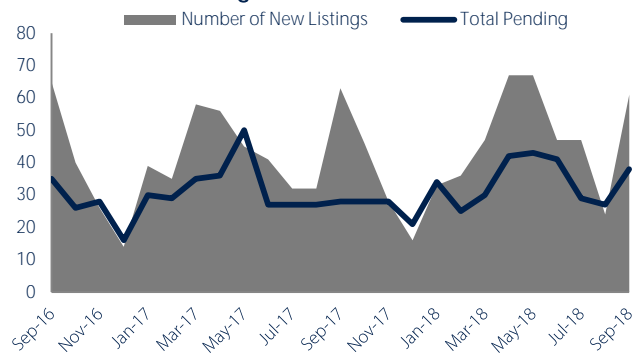
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

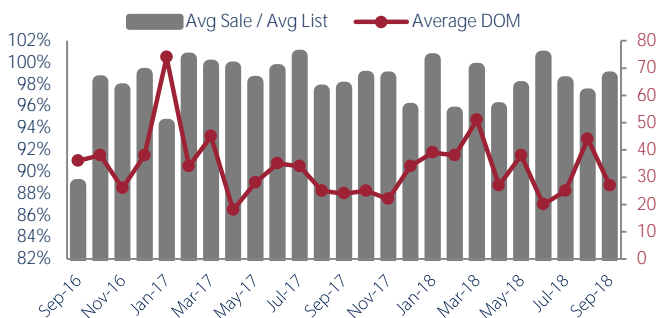
This month there were 61 homes newly listed for sale in Cleveland Park and Kalorama compared to 63 in September 2017, a decrease of 3%.

There were 38 current contracts pending sale this September compared to 28 a year ago. The number of current contracts is 36% higher 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 Cleveland Park and Kalorama was 98.6% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 27, higher than the average last year, which was 24, an increase of 13%.



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