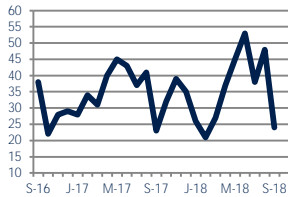


Zip Code(s): 20036 and 20037

Units Sold

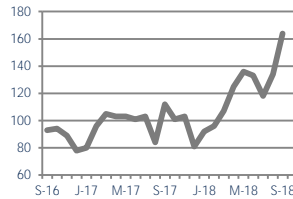
24



Up
Vs. Year Ago

Active Inventory

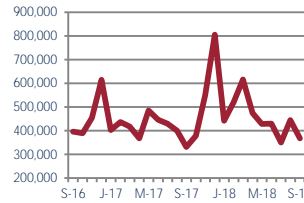
164



Up 46%
Vs. Year Ago

Median Sale Price

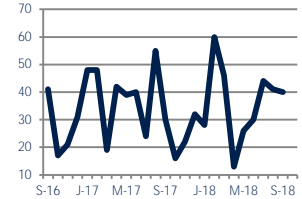
\$368,075



Up 11%
Vs. Year Ago

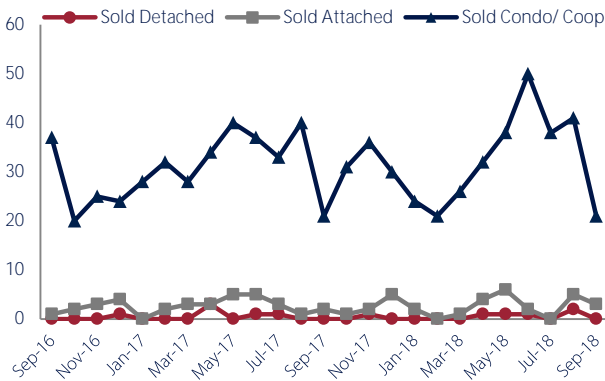
Days On Market

40



Up 33%
Vs. Year Ago

Units Sold*



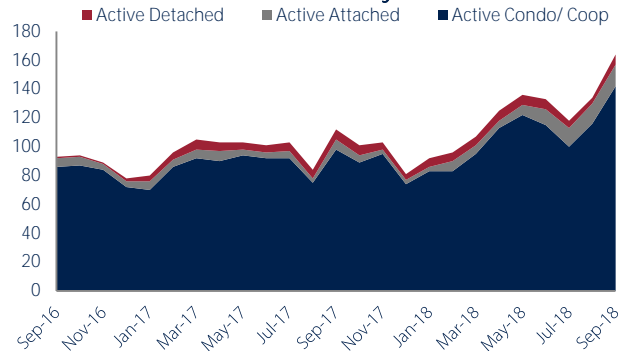
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 24 sold this month in Foggy Bottom and West End. This month's total units sold was higher than at this time last year, an increase from September 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 52 units or 46%. The total number of active inventory this September was 164 compared to 112 in September 2017. This month's total of 164 is higher than the previous month's total supply of available inventory of 134, an increase of 22%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Foggy Bottom and West End Homes was \$331,000. This September, the median sale price was \$368,075, an increase of 11% or \$37,075 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.

Foggy Bottom and West End are defined as properties in zip codes 20036/20037.

*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

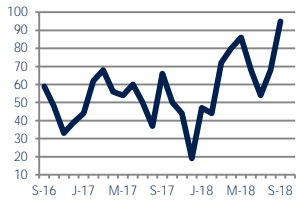




Zip Code(s): 20036 and 20037

New Listings

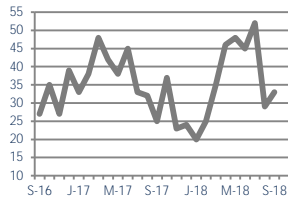
95



Up 44%
Vs. Year Ago

Current Contracts

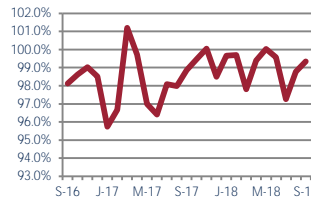
33



Up 32%
Vs. Year Ago

Sold Vs. List Price

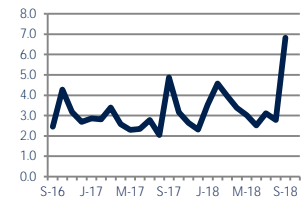
99.4%



No Change
Vs. Year Ago

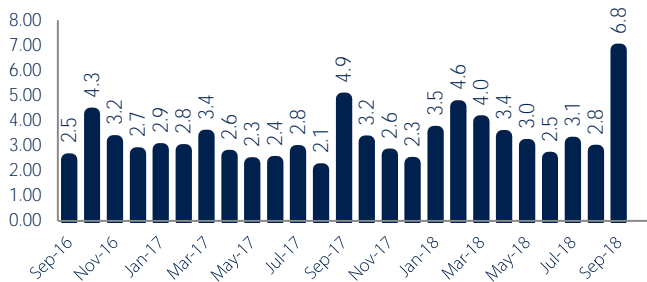
Months of Supply

6.8



Up 40%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 6.8 months of supply available in Foggy Bottom and West End, compared to 4.9 in September 2017. That is an increase of 40% versus a year ago.

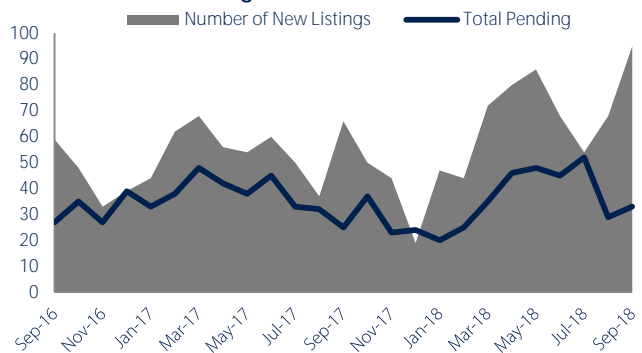
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

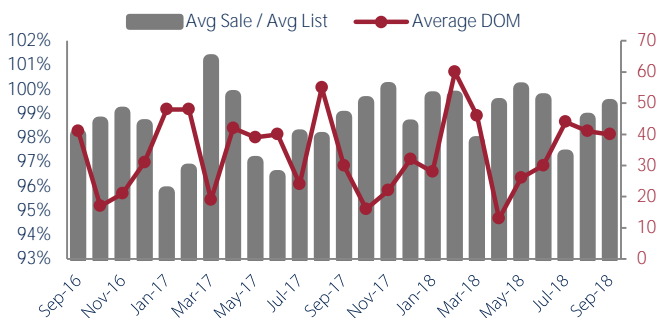
This month there were 95 homes newly listed for sale in Foggy Bottom and West End compared to 66 in September 2017, an increase of 44%.

There were 33 current contracts pending sale this September compared to 25 a year ago. The number of current contracts is 32% 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 Foggy Bottom and West End was 99.4% 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 40, higher than the average last year, which was 30, an increase of 33%.



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