



The Long & Foster Market Minute™

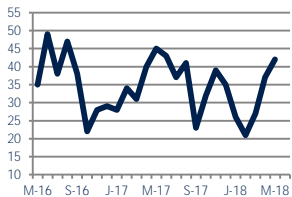
Focus On: Foggy Bottom and West End Housing Market

May 2018

Zip Code(s): 20036 and 20037

Units Sold

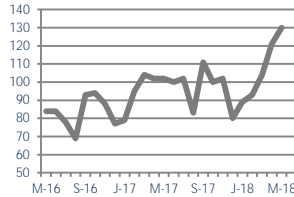
42



Down -7%
Vs. Year Ago

Active Inventory

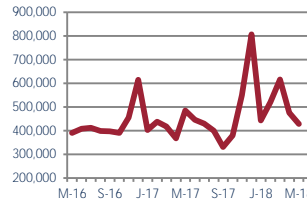
130



Up 27%
Vs. Year Ago

Median Sale Price

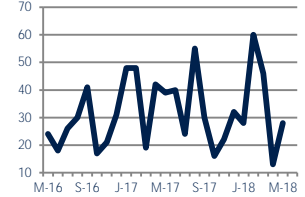
\$428,250



Down -12%
Vs. Year Ago

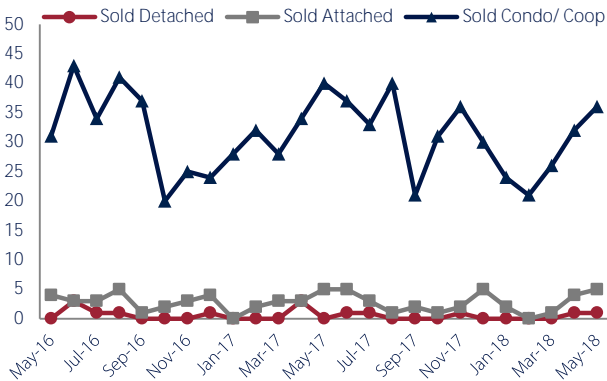
Days On Market

28



Down -28%
Vs. Year Ago

Units Sold*



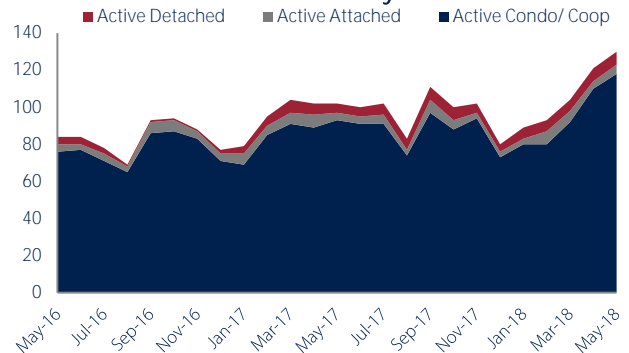
Units Sold

There was an increase in total units sold in May, with 42 sold this month in Foggy Bottom and West End versus 37 last month, an increase of 14%. This month's total units sold was lower than at this time last year, a decrease of 7% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 28 units or 27%. The total number of active inventory this May was 130 compared to 102 in May 2017. This month's total of 130 is higher than the previous month's total supply of available inventory of 121, an increase of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Foggy Bottom and West End Homes was \$485,000. This May, the median sale price was \$428,250, a decrease of 12% or \$56,750 compared to last year. The current median sold price is 10% 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.

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.



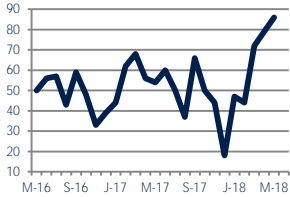
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20036 and 20037

New Listings

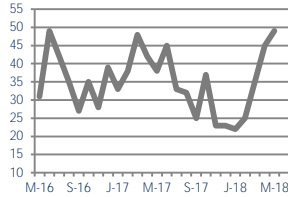
86



Up 59%
Vs. Year Ago

Current Contracts

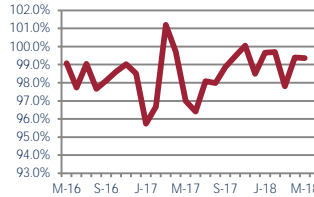
49



Up 29%
Vs. Year Ago

Sold Vs. List Price

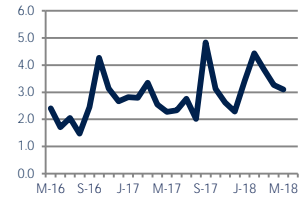
99.4%



Up 2.4%
Vs. Year Ago

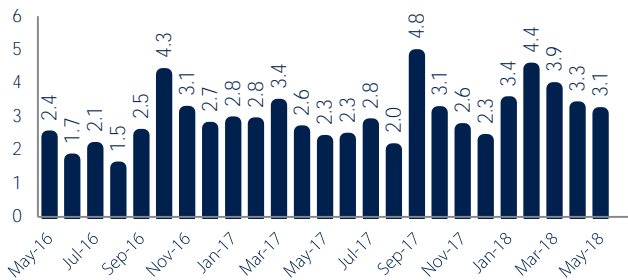
Months of Supply

3.1



Up 37%
Vs. Year Ago

Months Of Supply



Months of Supply

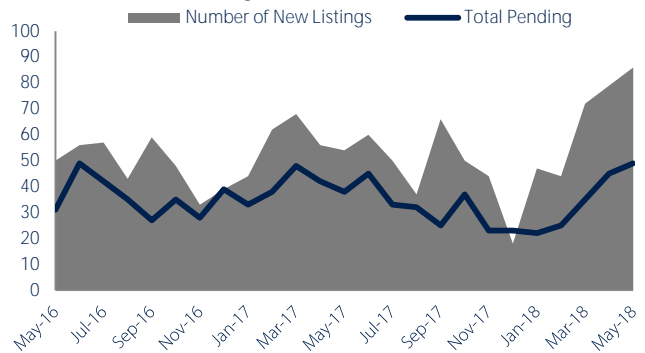
In May, there was 3.1 months of supply available in Foggy Bottom and West End, compared to 2.3 in May 2017. That is an increase of 37% versus a year ago.

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.

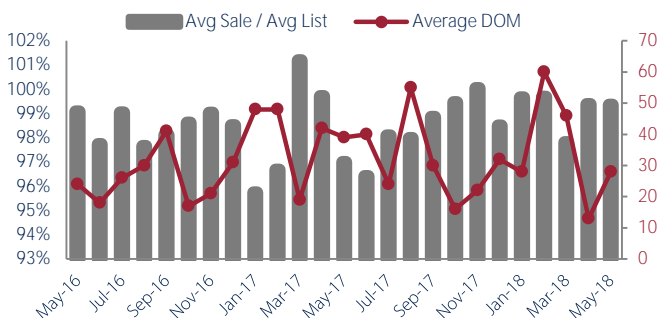
New Listings & Current Contracts

This month there were 86 homes newly listed for sale in Foggy Bottom and West End compared to 54 in May 2017, an increase of 59%. There were 49 current contracts pending sale this May compared to 38 a year ago. The number of current contracts is 29% higher 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 Foggy Bottom and West End was 99.4% of the average list price, which is 2.4% higher than at this time last year.

Days On Market

This month, the average number of days on market was 28, lower than the average last year, which was 39, a decrease of 28%.



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