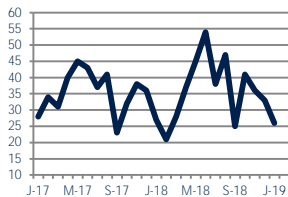


Zip Code(s): 20036 and 20037

Units Sold

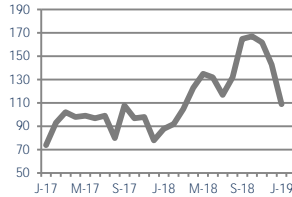
26



Down -4%
Vs. Year Ago

Active Inventory

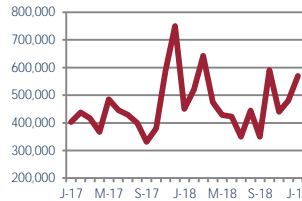
109



Up 24%
Vs. Year Ago

Median Sale Price

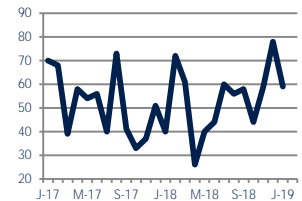
\$570,000



Up
Vs. Year Ago

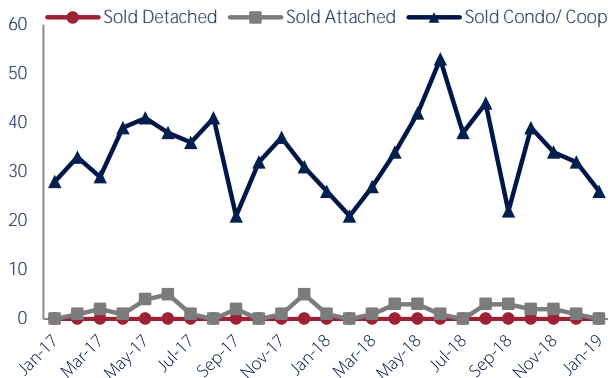
Days On Market

59



Up 48%
Vs. Year Ago

Units Sold*



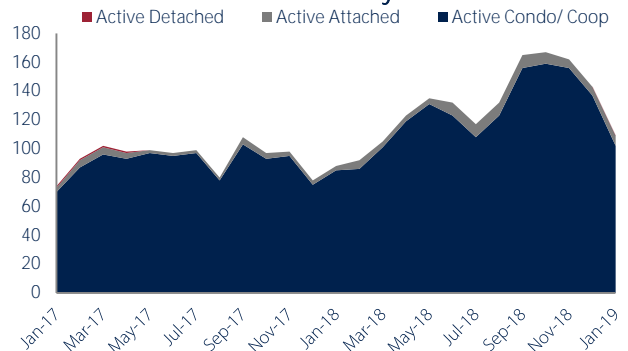
Units Sold

There was a decrease in total units sold in January, with 26 sold this month in Foggy Bottom and West End versus 33 last month, a decrease of 21%. This month's total units sold was lower than at this time last year, a decrease of 4% versus January 2018.

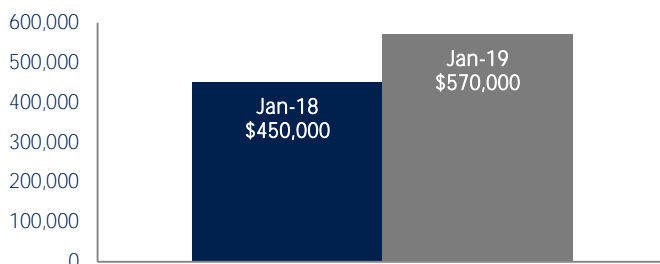
Active Inventory

Versus last year, the total number of homes available this month is higher by 21 units or 24%. The total number of active inventory this January was 109 compared to 88 in January 2018. This month's total of 109 is lower than the previous month's total supply of available inventory of 143, a decrease of 24%.

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 January, the median sale price for Foggy Bottom and West End Homes was \$450,000. This January, the median sale price was \$570,000, an increase of \$120,000 compared to last year. The current median sold price is higher than in December.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

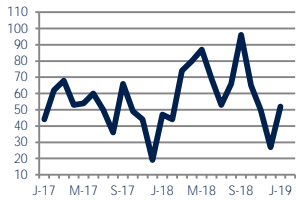




Zip Code(s): 20036 and 20037

New Listings

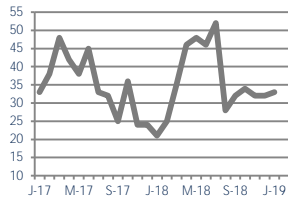
52



Up 11%
Vs. Year Ago

Current Contracts

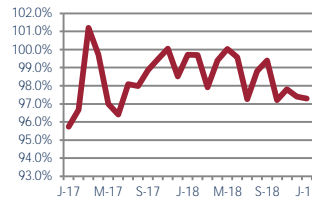
33



Up 57%
Vs. Year Ago

Sold Vs. List Price

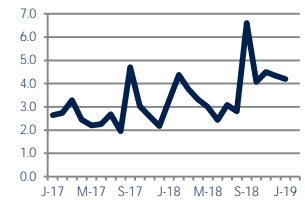
97.3%



Down -2.4%
Vs. Year Ago

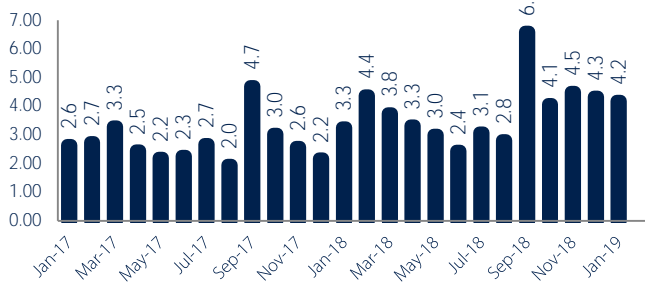
Months of Supply

4.2



Up 29%
Vs. Year Ago

Months Of Supply



Months of Supply

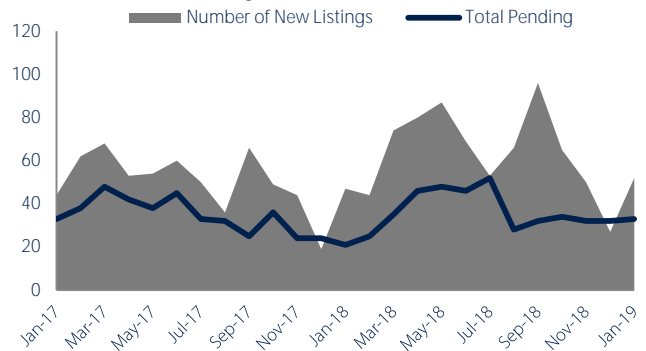
In January, there was 4.2 months of supply available in Foggy Bottom and West End, compared to 3.3 in January 2018. That is an increase of 29% versus a year ago.

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.

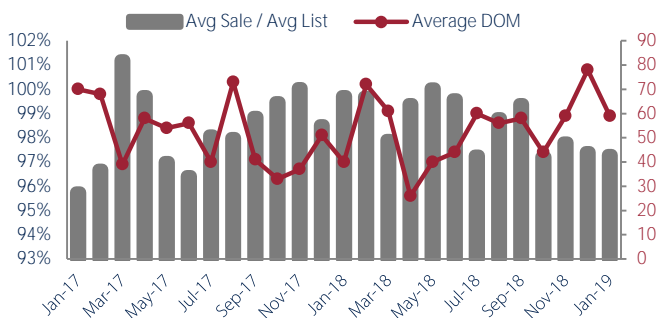
New Listings & Current Contracts

This month there were 52 homes newly listed for sale in Foggy Bottom and West End compared to 47 in January 2018, an increase of 11%. There were 33 current contracts pending sale this January compared to 21 a year ago. The number of current contracts is 57% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Foggy Bottom and West End was 97.3% of the average list price, which is 2.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 59, higher than the average last year, which was 40, an increase of 48%.



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