

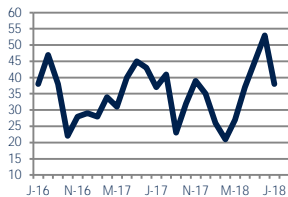
Focus On: Foggy Bottom and West End Housing Market

July 2018

Zip Code(s): 20036 and 20037

Units Sold

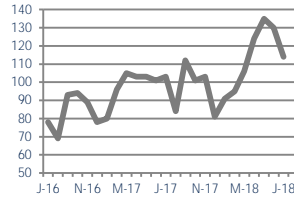
38



Up 3%
Vs. Year Ago

Active Inventory

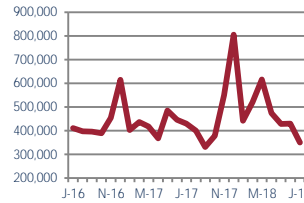
114



Up 11%
Vs. Year Ago

Median Sale Price

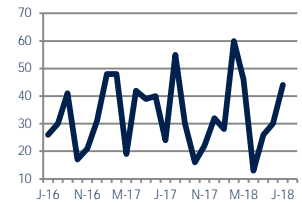
\$349,950



Down -19%
Vs. Year Ago

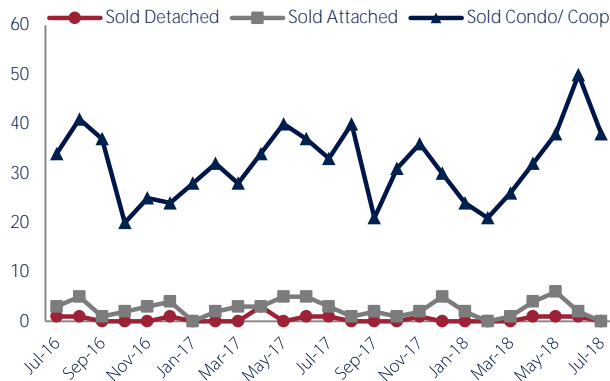
Days On Market

44



Up
Vs. Year Ago

Units Sold*



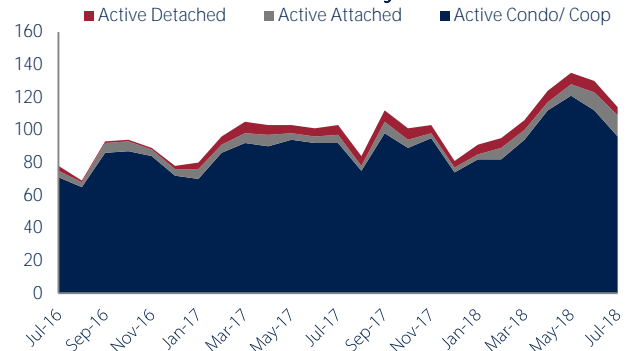
Units Sold

There was a decrease in total units sold in July, with 38 sold this month in Foggy Bottom and West End versus 53 last month, a decrease of 28%. This month's total units sold was higher than at this time last year, an increase of 3% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 11 units or 11%. The total number of active inventory this July was 114 compared to 103 in July 2017. This month's total of 114 is lower than the previous month's total supply of available inventory of 130, a decrease of 12%.

Active Inventory*



Median Sale Price

Last July, the median sale price for Foggy Bottom and West End Homes was \$430,000. This July, the median sale price was \$349,950, a decrease of 19% or \$80,050 compared to last year. The current median sold price is 19% lower than in June.

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

Median Sale Price



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.



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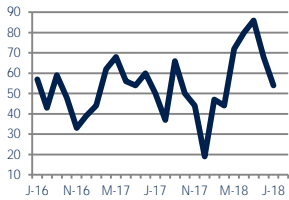
Focus On: Foggy Bottom and West End Housing Market

July 2018

Zip Code(s): 20036 and 20037

New Listings

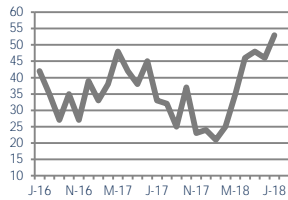
54



Up 8%
Vs. Year Ago

Current Contracts

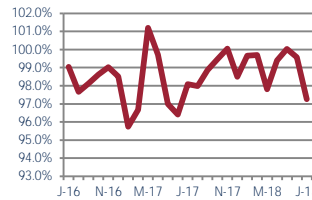
53



Up 61%
Vs. Year Ago

Sold Vs. List Price

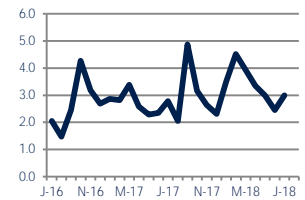
97.3%



Down -0.8%
Vs. Year Ago

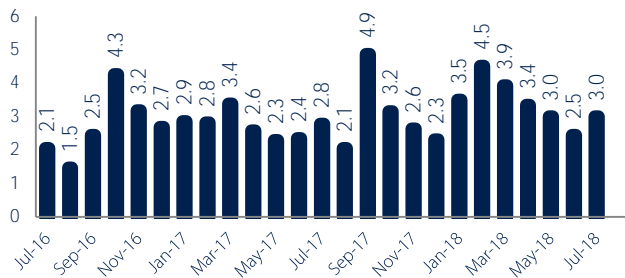
Months of Supply

3.0



Up 8%
Vs. Year Ago

Months Of Supply



Months of Supply

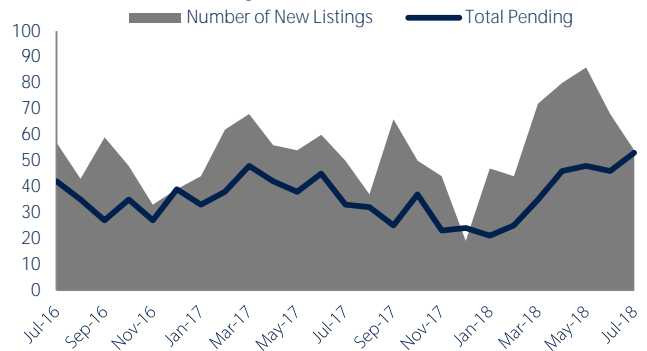
In July, there was 3.0 months of supply available in Foggy Bottom and West End, compared to 2.8 in July 2017. That is an increase of 8% versus a year ago.

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.

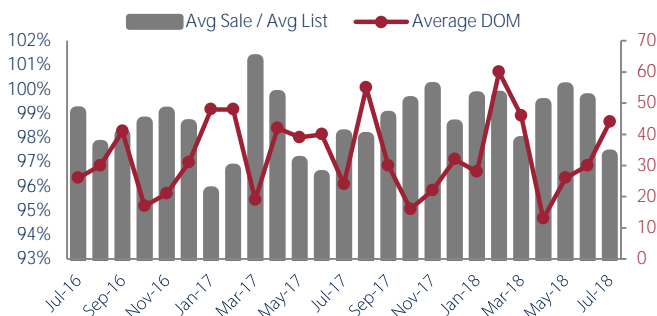
New Listings & Current Contracts

This month there were 54 homes newly listed for sale in Foggy Bottom and West End compared to 50 in July 2017, an increase of 8%. There were 53 current contracts pending sale this July compared to 33 a year ago. The number of current contracts is 61% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Foggy Bottom and West End was 97.3% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 44, higher than the average last year, which was 24. This increase was impacted by the limited number of sales.

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