



The Long & Foster Market Minute™

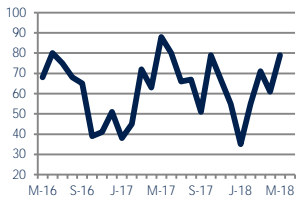
Focus On: Penn Quarter and Shaw Housing Market

May 2018

Zip Code(s): 20001

Units Sold

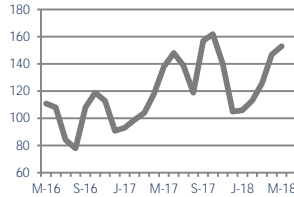
79



Down -10%
Vs. Year Ago

Active Inventory

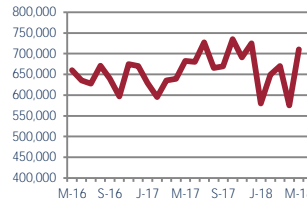
153



Up 11%
Vs. Year Ago

Median Sale Price

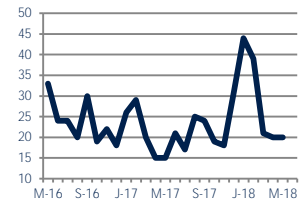
\$710,000



Up 4%
Vs. Year Ago

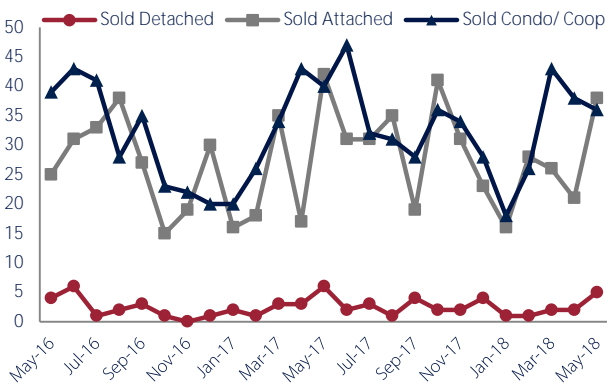
Days On Market

20



Up 33%
Vs. Year Ago

Units Sold*



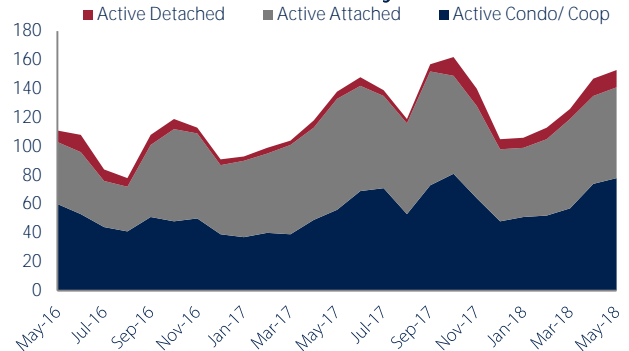
Units Sold

There was an increase in total units sold in May, with 79 sold this month in Penn Quarter and Shaw versus 61 last month, an increase of 30%. This month's total units sold was lower than at this time last year, a decrease of 10% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 15 units or 11%. The total number of active inventory this May was 153 compared to 138 in May 2017. This month's total of 153 is higher than the previous month's total supply of available inventory of 147, an increase of 4%.

Active Inventory*



Median Sale Price

Last May, the median sale price for Penn Quarter and Shaw Homes was \$682,500. This May, the median sale price was \$710,000, an increase of 4% or \$27,500 compared to last year. The current median sold price is 23% higher 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.

Median Sale Price



Penn Quarter and Shaw are defined as properties in zip code 20001 and includes, but is not limited to these neighborhoods: Penn Quarter, Shaw, and LeDroit Park.

*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.



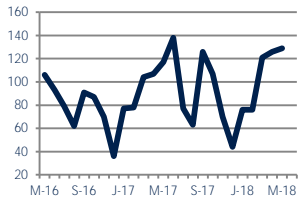
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20001

New Listings

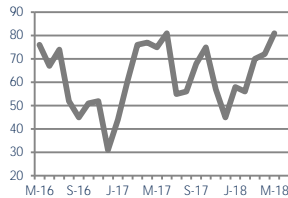
129



Up 10%
Vs. Year Ago

Current Contracts

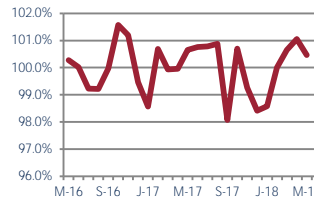
81



Up 8%
Vs. Year Ago

Sold Vs. List Price

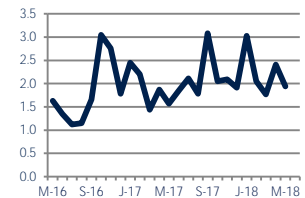
100.5%



No Change
Vs. Year Ago

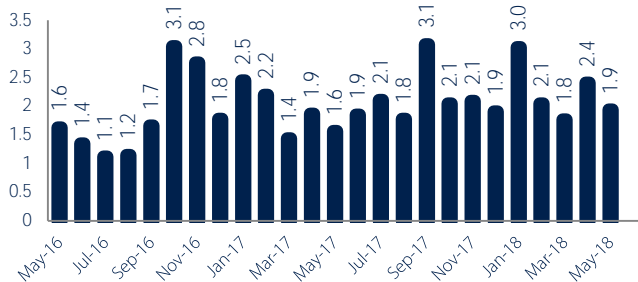
Months of Supply

1.9



Up 24%
Vs. Year Ago

Months Of Supply



Months of Supply

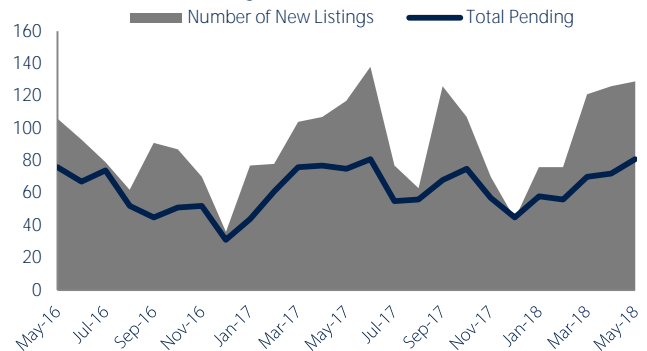
In May, there was 1.9 months of supply available in Penn Quarter and Shaw, compared to 1.6 in May 2017. That is an increase of 24% versus a year ago.

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.

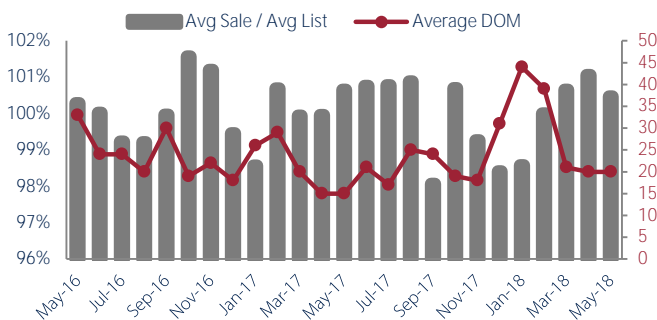
New Listings & Current Contracts

This month there were 129 homes newly listed for sale in Penn Quarter and Shaw compared to 117 in May 2017, an increase of 10%. There were 81 current contracts pending sale this May compared to 75 a year ago. The number of current contracts is 8% 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 Penn Quarter and Shaw was 100.5% 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 20, higher than the average last year, which was 15, an increase of 33%.



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