



The Long & Foster Market Minute™

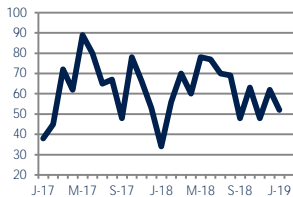
Focus On: Penn Quarter and Shaw Housing Market

January 2019

Zip Code(s): 20001

Units Sold

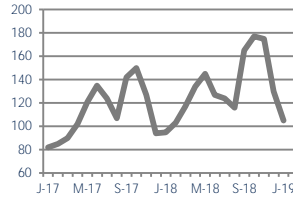
52



Up
Vs. Year Ago

Active Inventory

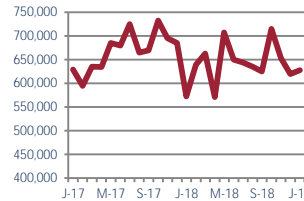
105



Up 11%
Vs. Year Ago

Median Sale Price

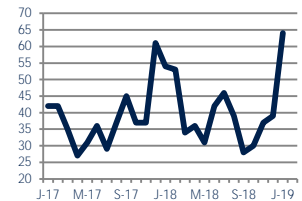
\$627,500



Up 10%
Vs. Year Ago

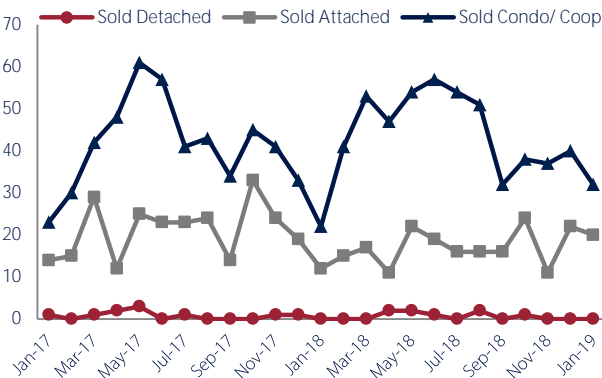
Days On Market

64



Up 19%
Vs. Year Ago

Units Sold*



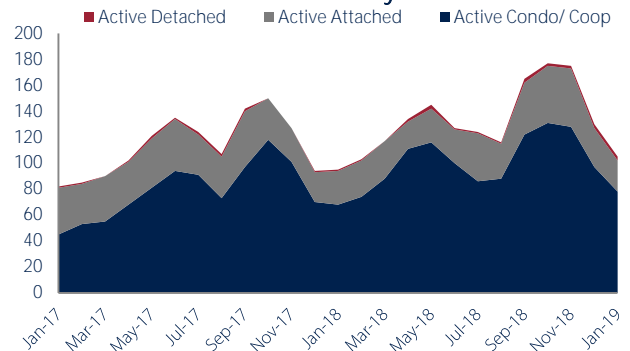
Units Sold

There was a decrease in total units sold in January, with 52 sold this month in Penn Quarter and Shaw. This month's total units sold was higher than at this time last year.

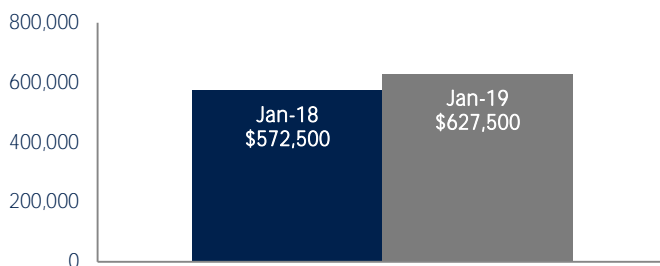
Active Inventory

Versus last year, the total number of homes available this month is higher by 10 units or 11%. The total number of active inventory this January was 105 compared to 95 in January 2018. This month's total of 105 is lower than the previous month's total supply of available inventory of 130, a decrease of 19%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Penn Quarter and Shaw Homes was \$572,500. This January, the median sale price was \$627,500, an increase of 10% or \$55,000 compared to last year. The current median sold price is 1% 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.

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 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.



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INTERNATIONAL REAL ESTATE





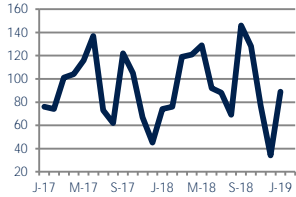
Focus On: Penn Quarter and Shaw Housing Market

January 2019

Zip Code(s): 20001

New Listings

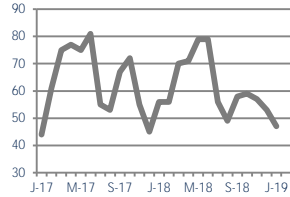
89



Up 20%
Vs. Year Ago

Current Contracts

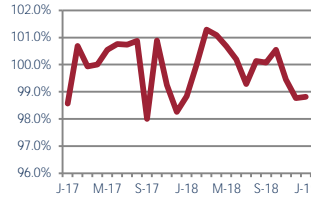
47



Down -16%
Vs. Year Ago

Sold Vs. List Price

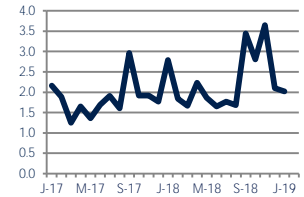
98.8%



No Change
Vs. Year Ago

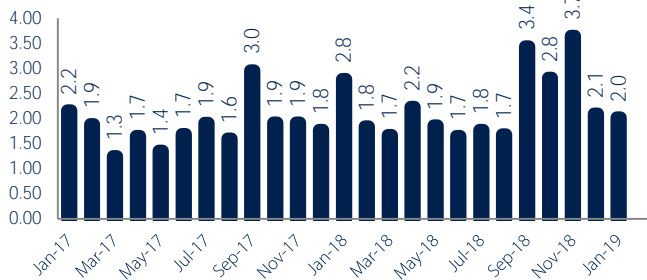
Months of Supply

2.0



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

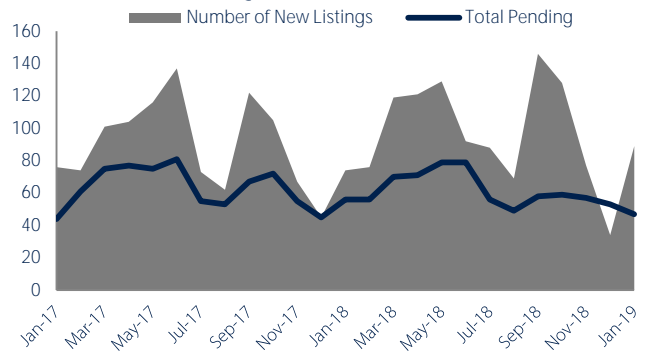
In January, there was 2.0 months of supply available in Penn Quarter and Shaw, compared to 2.8 in January 2018. That is a decrease of 28% versus a year ago.

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.

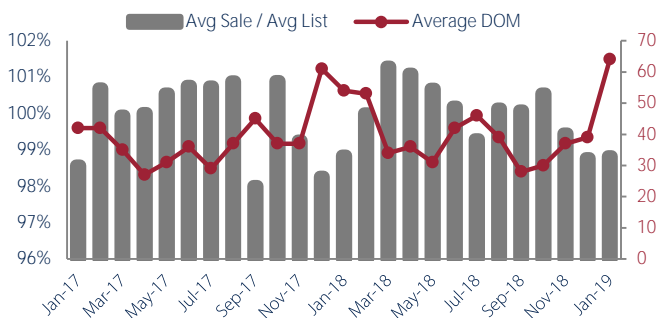
New Listings & Current Contracts

This month there were 89 homes newly listed for sale in Penn Quarter and Shaw compared to 74 in January 2018, an increase of 20%. There were 47 current contracts pending sale this January compared to 56 a year ago. The number of current contracts is 16% lower 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 Penn Quarter and Shaw was 98.8% 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 64, higher than the average last year, which was 54, an increase of 19%.



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