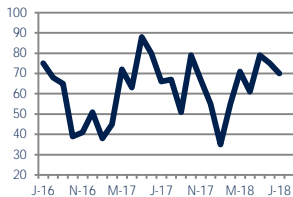


Zip Code(s): 20001

Units Sold

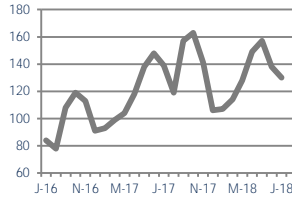
70



Up 6%
Vs. Year Ago

Active Inventory

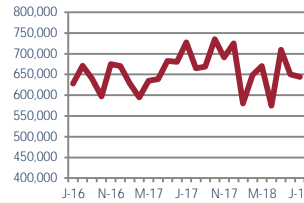
130



Down -6%
Vs. Year Ago

Median Sale Price

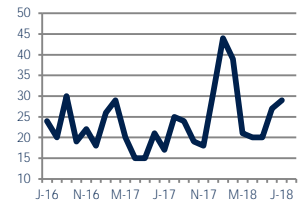
\$644,000



Down -11%
Vs. Year Ago

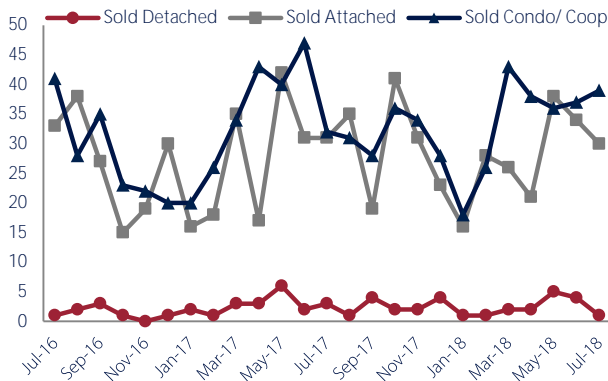
Days On Market

29



Up 71%
Vs. Year Ago

Units Sold*



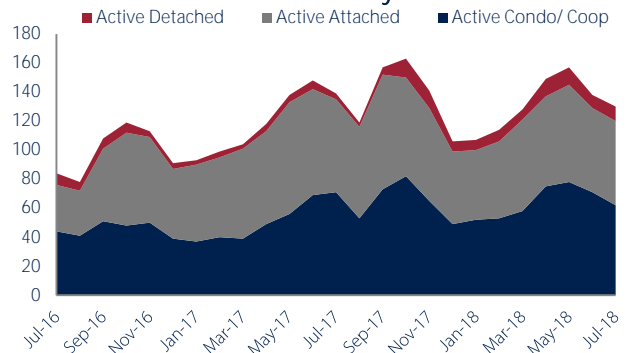
Units Sold

There was a decrease in total units sold in July, with 70 sold this month in Penn Quarter and Shaw versus 75 last month, a decrease of 7%. This month's total units sold was higher than at this time last year, an increase of 6% versus July 2017.

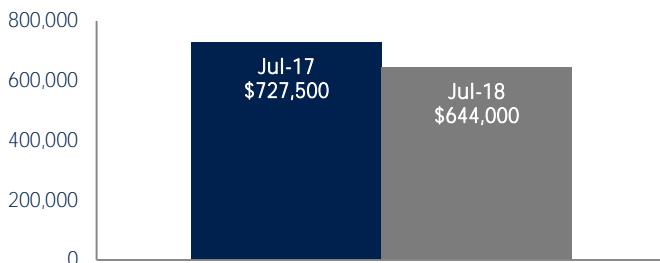
Active Inventory

Versus last year, the total number of homes available this month is lower by 9 units or 6%. The total number of active inventory this July was 130 compared to 139 in July 2017. This month's total of 130 is lower than the previous month's total supply of available inventory of 138, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Penn Quarter and Shaw Homes was \$727,500. This July, the median sale price was \$644,000, a decrease of 11% or \$83,500 compared to last year. The current median sold price is 1% 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.



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.



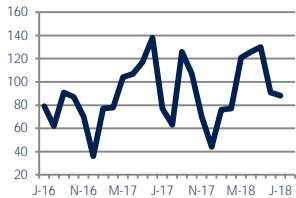
Focus On: Penn Quarter and Shaw Housing Market

July 2018

Zip Code(s): 20001

New Listings

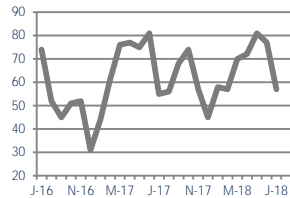
88



Up 14%
Vs. Year Ago

Current Contracts

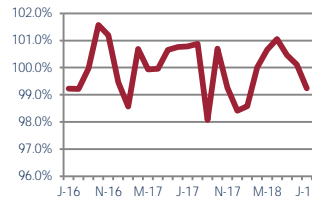
57



Up 4%
Vs. Year Ago

Sold Vs. List Price

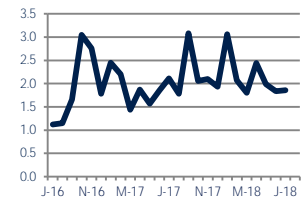
99.2%



Down -1.5%
Vs. Year Ago

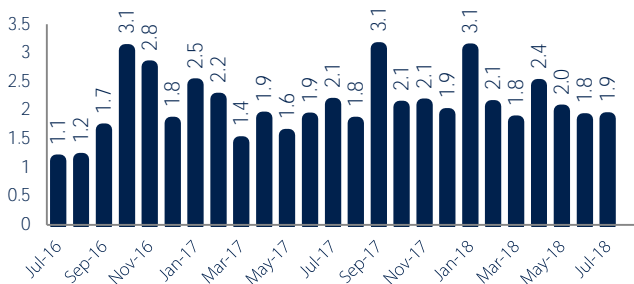
Months of Supply

1.9



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

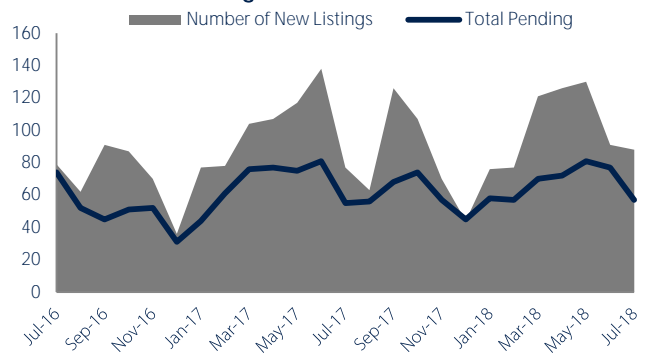
In July, there was 1.9 months of supply available in Penn Quarter and Shaw, compared to 2.1 in July 2017. That is a decrease of 12% versus a year ago.

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.

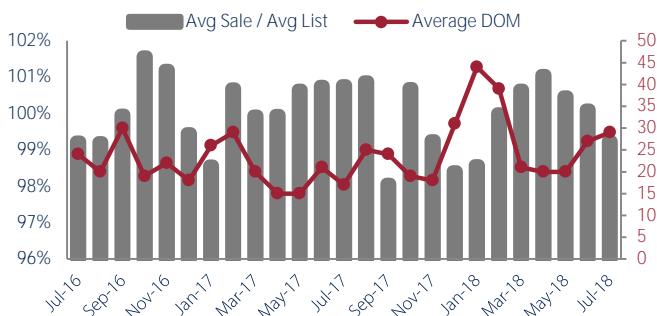
New Listings & Current Contracts

This month there were 88 homes newly listed for sale in Penn Quarter and Shaw compared to 77 in July 2017, an increase of 14%. There were 57 current contracts pending sale this July compared to 55 a year ago. The number of current contracts is 4% 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 Penn Quarter and Shaw was 99.2% of the average list price, which is 1.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 29, higher than the average last year, which was 17, an increase of 71%.



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