

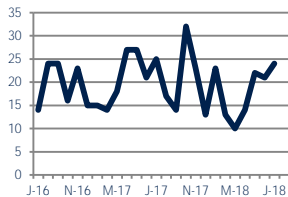
Focus On: Southwest and Waterfront Housing Market

July 2018

Zip Code(s): 20024

Units Sold

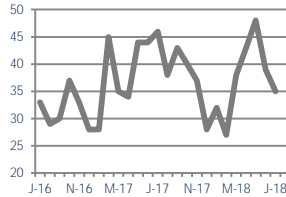
24



Down -4%
Vs. Year Ago

Active Inventory

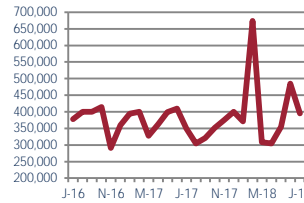
35



Down -24%
Vs. Year Ago

Median Sale Price

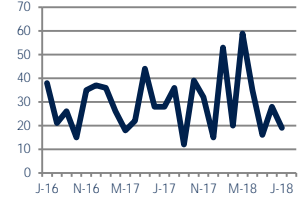
\$395,500



Up 13%
Vs. Year Ago

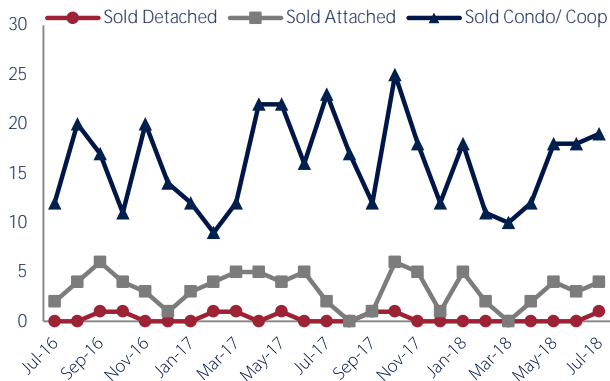
Days On Market

19



Down -32%
Vs. Year Ago

Units Sold*



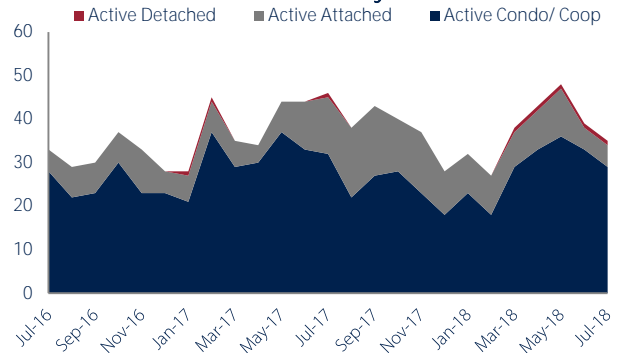
Units Sold

There was an increase in total units sold in July, with 24 sold this month in Southwest and Waterfront versus 21 last month, an increase of 14%. This month's total units sold was lower than at this time last year, a decrease of 4% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 11 units or 24%. The total number of active inventory this July was 35 compared to 46 in July 2017. This month's total of 35 is lower than the previous month's total supply of available inventory of 39, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Southwest and Waterfront Homes was \$349,900. This July, the median sale price was \$395,500, an increase of 13% or \$45,600 compared to last year. The current median sold price is 18% 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.

Southwest and Waterfront are defined as properties in zip code 20024.

*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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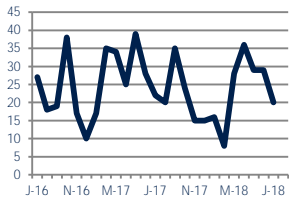
Focus On: Southwest and Waterfront Housing Market

July 2018

Zip Code(s): 20024

New Listings

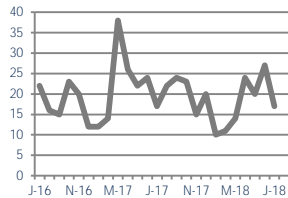
20



Down -9%
Vs. Year Ago

Current Contracts

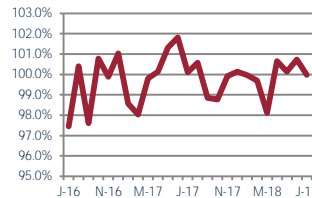
17



No Change
Vs. Year Ago

Sold Vs. List Price

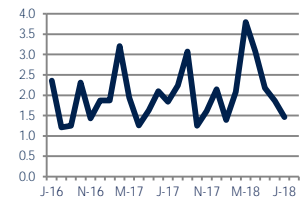
100.0%



No Change
Vs. Year Ago

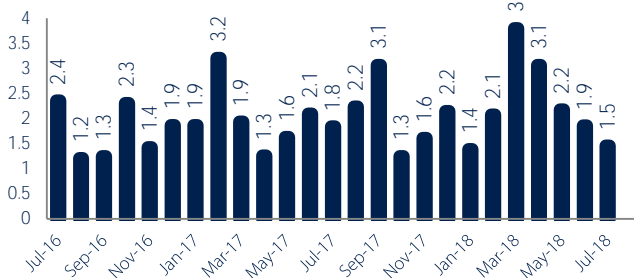
Months of Supply

1.5



Down -21%
Vs. Year Ago

Months Of Supply



Months of Supply

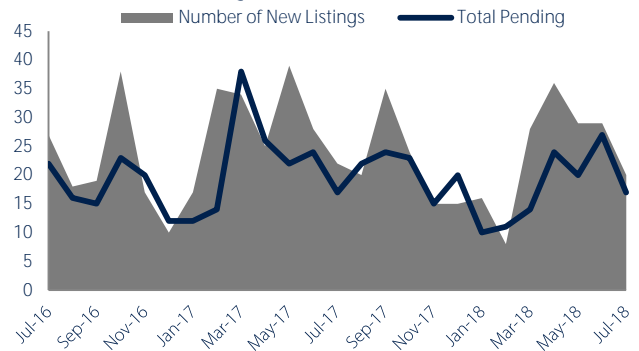
In July, there was 1.5 months of supply available in Southwest and Waterfront, compared to 1.8 in July 2017. That is a decrease of 21% versus a year ago.

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.

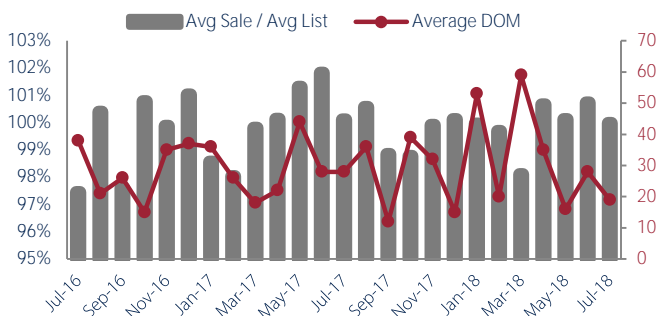
New Listings & Current Contracts

This month there were 20 homes newly listed for sale in Southwest and Waterfront compared to 22 in July 2017, a decrease of 9%. There were 17 current contracts pending sale this July, consistent with the volume a year ago. The number of current contracts is 37% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Southwest and Waterfront was 100.0% 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 19, lower than the average last year, which was 28, a decrease of 32%.



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