



The Long & Foster Market Minute™

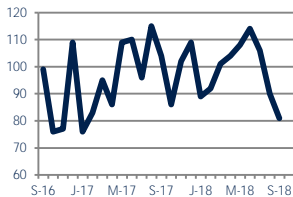
Focus On: Capitol Heights and District Heights Housing Market

September 2018

Zip Code(s): 20743 and 20747

Units Sold

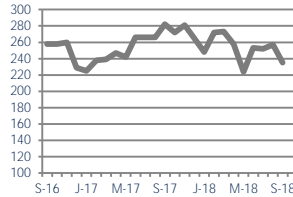
81



Down -22%
Vs. Year Ago

Active Inventory

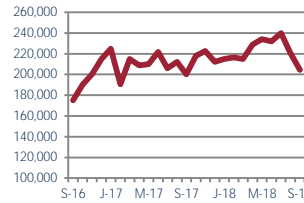
235



Down -17%
Vs. Year Ago

Median Sale Price

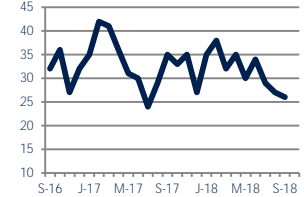
\$204,500



Up 2%
Vs. Year Ago

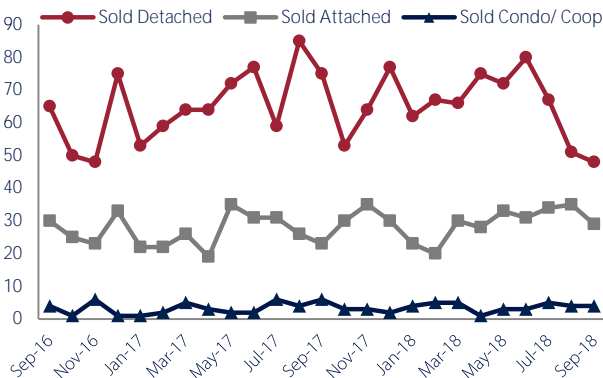
Days On Market

26



Down -26%
Vs. Year Ago

Units Sold*



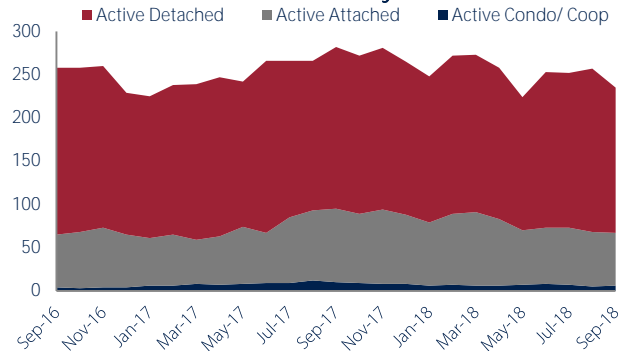
Units Sold

There was a decrease in total units sold in September, with 81 sold this month in Capitol Heights and District Heights versus 90 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 22% versus September 2017.

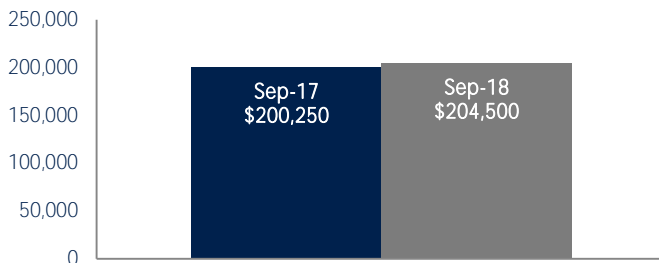
Active Inventory

Versus last year, the total number of homes available this month is lower by 47 units or 17%. The total number of active inventory this September was 235 compared to 282 in September 2017. This month's total of 235 is lower than the previous month's total supply of available inventory of 257, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Capitol Heights and District Heights Homes was \$200,250. This September, the median sale price was \$204,500, an increase of 2% or \$4,250 compared to last year. The current median sold price is 7% lower than in August.

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

Capitol Heights and District Heights are defined as properties listed in zip code/s 20743 and 20747.

*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

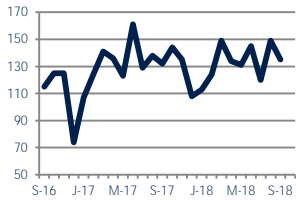




Zip Code(s): 20743 and 20747

New Listings

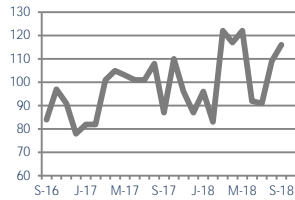
135



Up 2%
Vs. Year Ago

Current Contracts

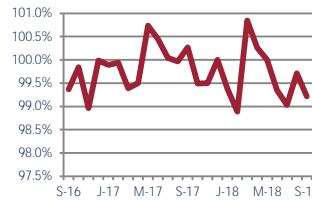
116



Up 33%
Vs. Year Ago

Sold Vs. List Price

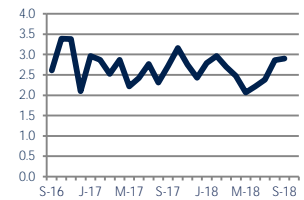
99.2%



Down -1%
Vs. Year Ago

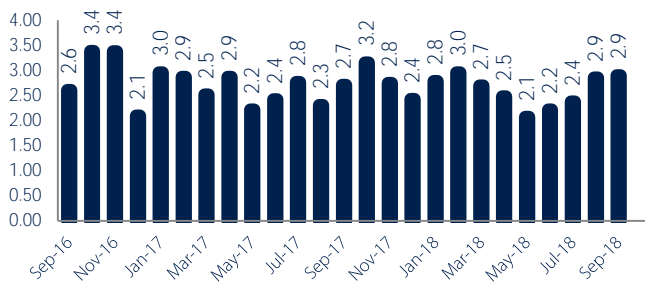
Months of Supply

2.9



Up 7%
Vs. Year Ago

Months Of Supply



Months of Supply

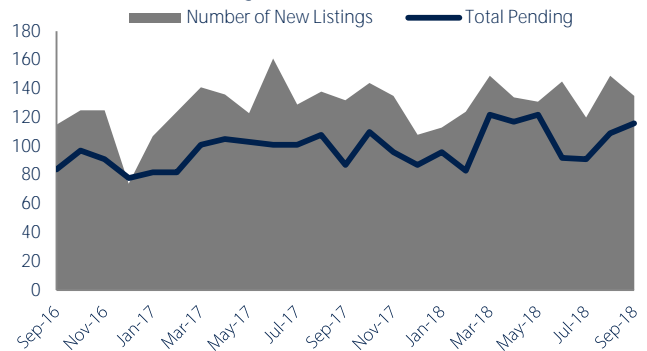
In September, there was 2.9 months of supply available in Capitol Heights and District Heights, compared to 2.7 in September 2017. That is an increase of 7% versus a year ago.

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.

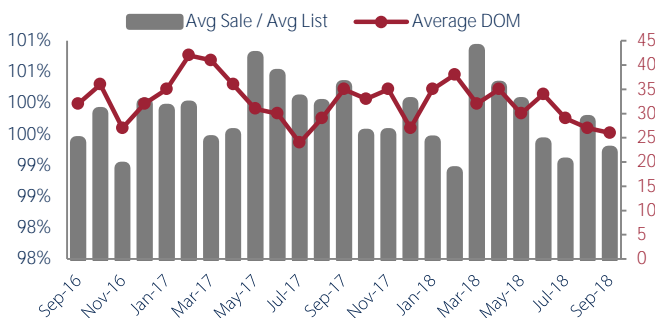
New Listings & Current Contracts

This month there were 135 homes newly listed for sale in Capitol Heights and District Heights compared to 132 in September 2017, an increase of 2%. There were 116 current contracts pending sale this September compared to 87 a year ago. The number of current contracts is 33% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Capitol Heights and District Heights was 99.2% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 26, lower than the average last year, which was 35, a decrease of 26%.



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