

## June 2017

20001, Howard U./Shaw, DC

## Sold Summary

|                            | Jun 2017     | Jun 2016     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$60,684,295 | \$54,985,900 | 10.36%   |
| Avg Sold Price             | \$778,004    | \$696,024    | 11.78%   |
| Median Sold Price          | \$674,500    | \$630,000    | 7.06%    |
| Units Sold                 | 78           | 79           | -1.27%   |
| Avg Days on Market         | 24           | 27           | -11.11%  |
| Avg List Price for Solds   | \$775,375    | \$694,525    | 11.64%   |
| Avg SP to OLP Ratio        | 100.2%       | 99.4%        | 0.80%    |
| Ratio of Avg SP to Avg OLP | 102.1%       | 97.3%        | 4.90%    |
| Attached Avg Sold Price    | \$778,004    | \$688,551    | 12.99%   |
| Detached Avg Sold Price    | \$0          | \$885,333    | 0%       |
| Attached Units Sold        | 78           | 76           | 2.63%    |
| Detached Units Sold        | 0            | 3            | 0%       |

## Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

## Inventory

|                     | Jun 2017 | Jun 2016 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 124      | 85       | 45.88%   |
| New Listings        | 136      | 90       | 51.11%   |
| New Under Contracts | 56       | 40       | 40.00%   |
| New Contingents     | 28       | 35       | -20.00%  |
| New Pendings        | 84       | 75       | 12.00%   |
| All Pendings        | 97       | 99       | -2.02%   |

## Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 12 |
| Conventional | 59 |
| FHA          | 1  |
| Other        | 5  |
| Owner        | 0  |
| VA           | 1  |

## Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 9  |
| 1 to 10    | 34 |
| 11 to 20   | 8  |
| 21 to 30   | 8  |
| 31 to 60   | 9  |
| 61 to 90   | 7  |
| 91 to 120  | 2  |
| 121 to 180 | 0  |
| 181 to 360 | 1  |
| 361 to 720 | 0  |
| 721+       | 0  |

## Sold Detail

| Price Ranges               | Residential  |             |          |             |              |             | Condo/Coop | Active Listings |             |            |
|----------------------------|--------------|-------------|----------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
|                            | 2 or Less BR |             | 3 BR     |             | 4 or More BR |             | All        | Residential     |             | Condo/Coop |
|                            | Detached     | Attached/TH | Detached | Attached/TH | Detached     | Attached/TH | Attached   | Detached        | Attached/TH | Attached   |
| < \$50,000                 | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 2           | 0          |
| \$50K to \$99,999          | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$100K to \$149,999        | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$150K to \$199,999        | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 0           | 1          |
| \$200K to \$299,999        | 0            | 0           | 0        | 0           | 0            | 0           | 2          | 0               | 0           | 2          |
| \$300K to \$399,999        | 0            | 0           | 0        | 0           | 0            | 0           | 5          | 0               | 0           | 8          |
| \$400K to \$499,999        | 0            | 0           | 0        | 0           | 0            | 0           | 10         | 1               | 1           | 10         |
| \$500K to \$599,999        | 0            | 2           | 0        | 0           | 0            | 0           | 9          | 0               | 3           | 11         |
| \$600K to \$799,999        | 0            | 2           | 0        | 1           | 0            | 1           | 19         | 0               | 5           | 25         |
| \$800K to \$999,999        | 0            | 2           | 0        | 0           | 0            | 2           | 5          | 0               | 14          | 18         |
| \$1M to \$2,499,999        | 0            | 1           | 0        | 4           | 0            | 7           | 6          | 0               | 12          | 10         |
| \$2.5M to \$4,999,999      | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 1           | 0          |
| \$5,000,000+               | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| <b>Total</b>               | 0            | 7           | 0        | 5           | 0            | 10          | 56         | 1               | 38          | 85         |
| Avg Sold Price             | \$0          | \$743,571   | \$0      | \$1,239,400 | \$0          | \$1,183,500 | \$668,702  |                 |             |            |
| Prev Year - Avg Sold Price | \$599,000    | \$652,025   | \$0      | \$717,491   | \$1,458,000  | \$907,300   | \$631,465  |                 |             |            |
| Avg Sold % Change          | 0.00%        | 14.04%      | 0.00%    | 72.74%      | 0.00%        | 30.44%      | 5.90%      |                 |             |            |
| Prev Year - # of Solds     | 2            | 4           | 0        | 11          | 1            | 12          | 49         |                 |             |            |

## Active Detail