

October 2017

20009, Dupont/Adams Morgan, DC

Sold Summary

| _ | | | | | |
|----------------------------|--------------|--------------|----------|--|--|
| | Oct 2017 | Oct 2016 | % Change | | |
| Sold Dollar Volume | \$77,049,440 | \$54,603,522 | 41.11% | | |
| Avg Sold Price | \$726,882 | \$627,627 | 15.81% | | |
| Median Sold Price | \$582,000 | \$584,000 | -0.34% | | |
| Units Sold | 106 | 87 | 21.84% | | |
| Avg Days on Market | 18 | 27 | -33.33% | | |
| Avg List Price for Solds | \$727,451 | \$623,248 | 16.72% | | |
| Avg SP to OLP Ratio | 99.9% | 101.0% | -1.05% | | |
| Ratio of Avg SP to Avg OLP | 98.7% | 100.5% | -1.79% | | |
| Attached Avg Sold Price | \$707,029 | \$634,715 | 11.39% | | |
| Detached Avg Sold Price | \$1,233,125 | \$0 | 0% | | |
| Attached Units Sold | 102 | 86 | 18.60% | | |
| Detached Units Sold | 4 | 0 | 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

| | Oct 2017 | Oct 2016 | % Change | |
|---------------------|----------|----------|----------|--|
| Active Listings | 153 | 98 | 56.12% | |
| New Listings | 147 | 88 | 67.05% | |
| New Under Contracts | 63 | 54 | 16.67% | |
| New Contingents | 44 | 43 | 2.33% | |
| New Pendings | 107 | 97 | 10.31% | |
| All Pendings | 111 | 114 | -2.63% | |

Financing (Sold)

| • • • | |
|--------------|----|
| Assumption | 0 |
| Cash | 20 |
| Conventional | 82 |
| FHA | 1 |
| Other | 8 |
| Owner | 0 |
| VA | 2 |

Days on Market (Sold)

| 0 | 5 |
|------------|----|
| 1 to 10 | 57 |
| 11 to 20 | 19 |
| 21 to 30 | 5 |
| 31 to 60 | 9 |
| 61 to 90 | 7 |
| 91 to 120 | 3 |
| 121 to 180 | 6 |
| 181 to 360 | 0 |
| 361 to 720 | 0 |
| 721+ | 0 |
| | |

Sold Detail Active Detail

| | Residential | | | | | | Condo/Coop Active Listings | | | gs |
|----------------------------|-------------|-------------|----------|-------------|-------------|-------------|----------------------------|-------------|-------------|------------|
| | 2 or | Less BR | 3 | BR | 4 or M | lore BR | All | Residential | | Condo/Coop |
| Price Ranges | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| \$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 | 1 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 7 | 0 | 0 | 14 |
| \$300K to \$399,999 | 1 | 0 | 0 | 0 | 0 | 0 | 13 | 1 | 0 | 16 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 15 | 0 | 0 | 21 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 19 | 0 | 1 | 16 |
| \$600K to \$799,999 | 0 | 2 | 0 | 1 | 0 | 0 | 17 | 0 | 1 | 22 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 7 | 0 | 6 | 15 |
| \$1M to \$2,499,999 | 1 | 1 | 0 | 3 | 2 | 11 | 6 | 0 | 15 | 17 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 2 | 3 | 0 | 4 | 2 | 11 | 84 | 2 | 25 | 126 |
| Avg Sold Price | \$766,250 | \$850,000 | \$0 | \$1,020,750 | \$1,700,000 | \$1,496,645 | \$583,581 | | | |
| Prev Year - Avg Sold Price | \$0 | \$891,633 | \$0 | \$1,165,000 | \$0 | \$1,471,250 | \$559,613 | | | |

0.00%

0

1.73%

4

4.28%

76



0.00%

-4.67%

0.00%

0

-12.38%

3

Avg Sold % Change

Prev Year - # of Solds