

January 2019

20007, Georgetown/Burleith, DC

Sold Summary

| | Jan 2019 | Jan 2018 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$38,517,426 | \$34,094,812 | 12.97% |
| Avg Sold Price | \$1,242,498 | \$1,311,339 | -5.25% |
| Median Sold Price | \$850,000 | \$905,000 | -6.08% |
| Units Sold | 31 | 26 | 19.23% |
| Avg Days on Market | 125 | 88 | 42.05% |
| Avg List Price for Solds | \$1,286,345 | \$1,389,335 | -7.41% |
| Avg SP to OLP Ratio | 93.9% | 94.8% | -1.02% |
| Ratio of Avg SP to Avg OLP | 94.6% | 91.1% | 3.87% |
| Attached Avg Sold Price | \$1,077,587 | \$942,610 | 14.32% |
| Detached Avg Sold Price | \$2,781,667 | \$2,860,000 | -2.74% |
| Attached Units Sold | 28 | 21 | 33.33% |
| Detached Units Sold | 3 | 5 | -40.00% |

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

| | Jan 2019 | Jan 2018 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 96 | 83 | 15.66% |
| New Listings | 39 | 31 | 25.81% |
| New Under Contracts | 25 | 7 | 257.14% |
| New Contingents | 4 | 11 | -63.64% |
| New Pending | 29 | 18 | 61.11% |
| All Pending | 37 | 34 | 8.82% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 8 |
| Conventional | 19 |
| FHA | 0 |
| Other | 1 |
| Owner | 1 |
| VA | 2 |

Days on Market (Sold)

| | |
|------------|---|
| 0 | 3 |
| 1 to 10 | 2 |
| 11 to 20 | 1 |
| 21 to 30 | 2 |
| 31 to 60 | 3 |
| 61 to 90 | 5 |
| 91 to 120 | 3 |
| 121 to 180 | 3 |
| 181 to 360 | 7 |
| 361 to 720 | 2 |
| 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 | 1 | 0 | 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 | 1 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 1 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 6 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 1 | 0 | 6 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 3 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 |
| \$600K to \$799,999 | 0 | 2 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 |
| \$800K to \$999,999 | 0 | 1 | 0 | 2 | 0 | 0 | 0 | 1 | 5 | 9 |
| \$1M to \$2,499,999 | 0 | 2 | 1 | 3 | 1 | 3 | 1 | 10 | 24 | 3 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 7 | 3 | 2 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 3 | 1 | 4 |
| Total | 0 | 5 | 1 | 5 | 2 | 5 | 13 | 25 | 33 | 37 |
| Avg Sold Price | \$0 | \$1,098,980 | \$1,400,000 | \$1,358,000 | \$3,472,500 | \$2,386,000 | \$458,271 | | | |
| Prev Year - Avg Sold Price | \$935,000 | \$0 | \$0 | \$1,135,000 | \$3,341,250 | \$1,852,000 | \$548,447 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 0.00% | 19.65% | 3.93% | 28.83% | -16.44% | | | |
| Prev Year - # of Solds | 1 | 0 | 0 | 3 | 4 | 5 | 13 | | | |

Active Detail