

May 2016  
20036, Downtown, DC

Sold Summary

|                            | May 2016    | May 2015    | % Change |
|----------------------------|-------------|-------------|----------|
| Sold Dollar Volume         | \$7,876,000 | \$8,949,600 | -12.00%  |
| Avg Sold Price             | \$562,571   | \$526,447   | 6.86%    |
| Median Sold Price          | \$407,500   | \$410,000   | -0.61%   |
| Units Sold                 | 14          | 17          | -17.65%  |
| Avg Days on Market         | 16          | 33          | -51.52%  |
| Avg List Price for Solds   | \$568,679   | \$520,400   | 9.28%    |
| Avg SP to OLP Ratio        | 98.7%       | 98.7%       | 0.07%    |
| Ratio of Avg SP to Avg OLP | 98.5%       | 99.0%       | -0.51%   |
| Attached Avg Sold Price    | \$562,571   | \$516,225   | 8.98%    |
| Detached Avg Sold Price    | \$0         | \$690,000   | 0%       |
| Attached Units Sold        | 14          | 16          | -12.50%  |
| Detached Units Sold        | 0           | 1           | 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

|                     | May 2016 | May 2015 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 25       | 18       | 38.89%   |
| New Listings        | 26       | 11       | 136.36%  |
| New Under Contracts | 6        | 8        | -25.00%  |
| New Contingents     | 11       | 4        | 175.00%  |
| New Pendings        | 17       | 12       | 41.67%   |
| All Pendings        | 21       | 14       | 50.00%   |

Financing (Sold)

|              |   |
|--------------|---|
| Assumption   | 0 |
| Cash         | 8 |
| Conventional | 5 |
| FHA          | 0 |
| Other        | 1 |
| Owner        | 0 |
| VA           | 0 |

Days on Market (Sold)

|            |   |
|------------|---|
| 0          | 0 |
| 1 to 10    | 9 |
| 11 to 20   | 0 |
| 21 to 30   | 2 |
| 31 to 60   | 1 |
| 61 to 90   | 1 |
| 91 to 120  | 1 |
| 121 to 180 | 0 |
| 181 to 360 | 0 |
| 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          | 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           | 0          | 0               | 0           | 0          |
| \$150K to \$199,999        | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$200K to \$299,999        | 0            | 0           | 0        | 0           | 0            | 0           | 4          | 0               | 0           | 5          |
| \$300K to \$399,999        | 0            | 0           | 0        | 0           | 0            | 0           | 3          | 0               | 0           | 9          |
| \$400K to \$499,999        | 0            | 0           | 0        | 0           | 0            | 0           | 2          | 0               | 0           | 2          |
| \$500K to \$599,999        | 0            | 0           | 0        | 0           | 0            | 0           | 1          | 0               | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0        | 0           | 0            | 0           | 3          | 0               | 0           | 1          |
| \$800K to \$999,999        | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 0           | 2          |
| \$1M to \$2,499,999        | 0            | 0           | 0        | 0           | 0            | 1           | 0          | 0               | 1           | 1          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 3           | 0          |
| \$5,000,000+               | 0            | 0           | 0        | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| Total                      | 0            | 0           | 0        | 0           | 0            | 1           | 13         | 1               | 4           | 20         |
| Avg Sold Price             | \$0          | \$0         | \$0      | \$0         | \$0          | \$2,137,000 | \$441,462  |                 |             |            |
| Prev Year - Avg Sold Price | \$690,000    | \$0         | \$0      | \$1,950,000 | \$0          | \$0         | \$420,640  |                 |             |            |
| Avg Sold % Change          | 0.00%        | 0.00%       | 0.00%    | 0.00%       | 0.00%        | 0.00%       | 4.95%      |                 |             |            |
| Prev Year - # of Solds     | 1            | 0           | 0        | 1           | 0            | 0           | 15         |                 |             |            |

Active Detail