



# The Long & Foster<sup>®</sup> Market Minute<sup>™</sup>

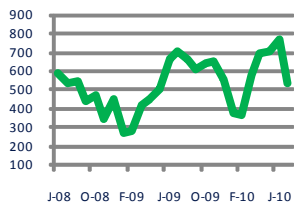


## Focus On: Washington DC

July, 2010

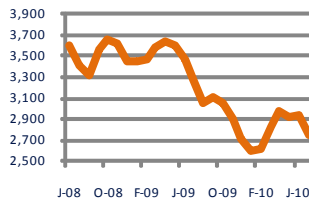
### Units Sold

539



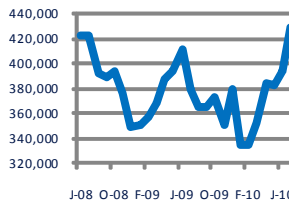
### Active Inventory

2,754



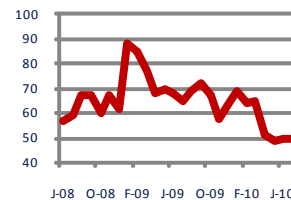
### Median Sale Price

\$430,000



### Days On Market

50



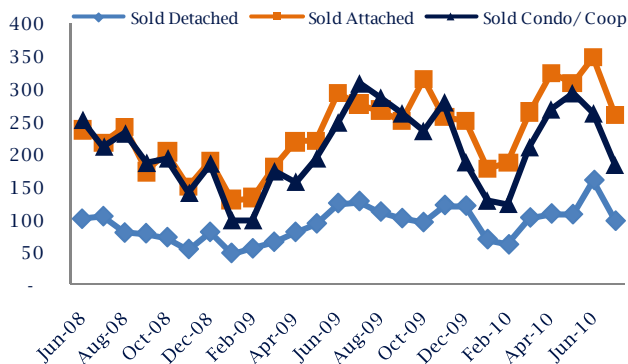
**Down - 24%**  
Vs. Year Ago

**Down - 16%**  
Vs. Year Ago

**Up 13%**  
Vs. Year Ago

**Down - 23%**  
Vs. Year Ago

### Units Sold\*



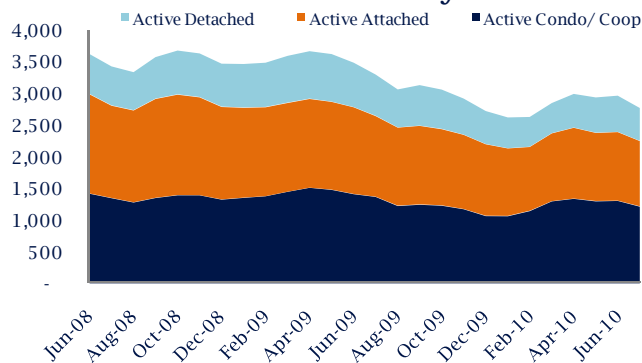
### Units Sold

There was a decrease in total units sold in July, with 539 sold this month in Washington DC versus 769 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 24% versus July, 2009. The current month's total is lower than the twelve month average of 598.

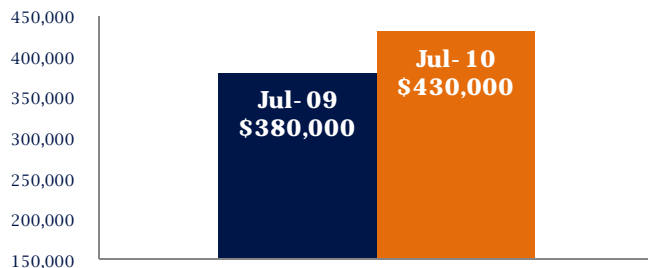
### Active Inventory

Versus last year, the total number of homes available this month is lower by 527 units or 16%. The total number of active inventory this July was 2,754 compared to 3,281 in July, 2009. This month's total of 2,754 is lower than the previous month's total supply of available inventory of 2,949, a decrease of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price in Washington DC was \$380,000. This July, the median sale price was \$430,000, an increase of 13% or \$50,000 compared to last year. The current median sold price is 9% higher than in June.

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

\*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."





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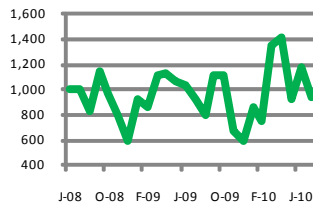


## Focus On: Washington DC

July, 2010

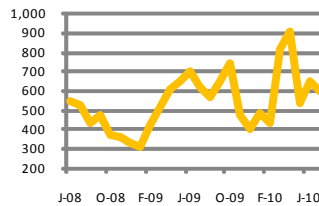
### New Listings

936



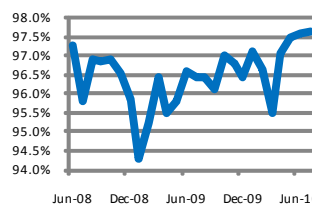
### Current Contracts

605



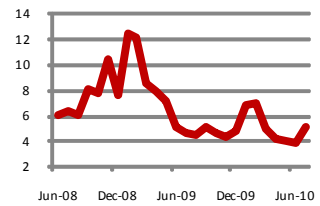
### Sold Vs. List Price

97.6%



### Months of Supply

5.1



Up 1%

Vs. Year Ago

Down -3%

Vs. Year Ago

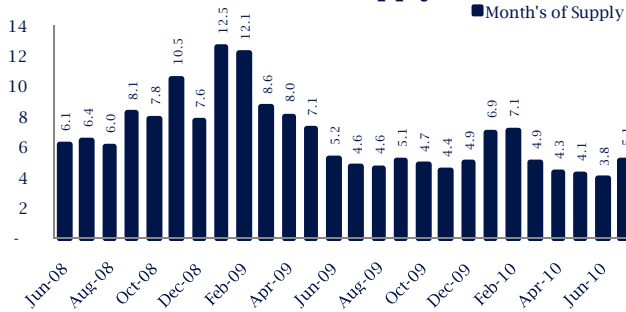
Up 1.2%

Vs. Year Ago

Up 11%

Vs. Year Ago

### Months Of Supply



### Months Of Supply

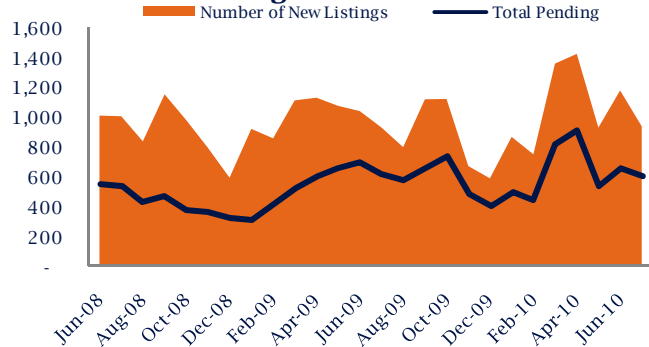
In July, there was 5.1 months of supply available in Washington DC, compared to 4.6 in July, 2009. That is an increase of 11% versus a year ago.

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.

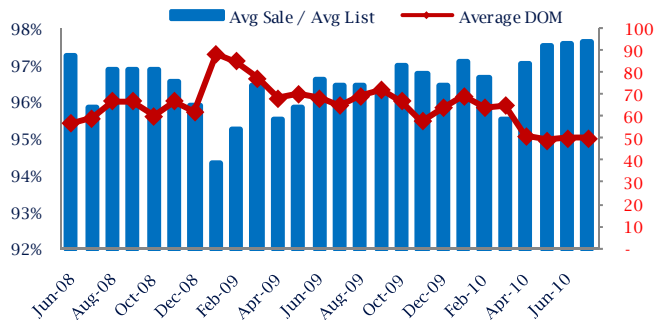
### New Listings & Current Contracts

This month there were 936 homes newly listed for sale in Washington DC compared to 928 in July, 2009, an increase of 1%. There were 605 current contracts pending sale this July compared to 623 a year ago. The number of current contracts is 7% lower than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Washington DC was 97.6% percent of the average list price, which is 1.2% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 50, lower than the average last year, which was 65, a decrease of 23%.

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