



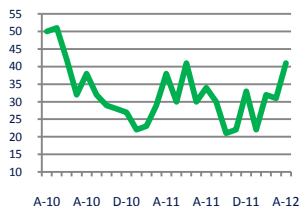
## Focus On: Capitol Hill (SE) Housing Market

April 2012

Zip Code(s): 20003

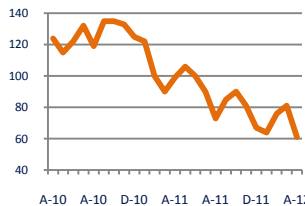
### Units Sold

41



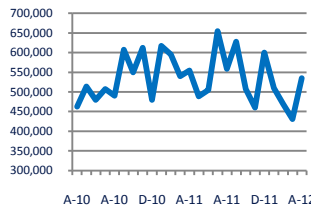
### Active Inventory

61



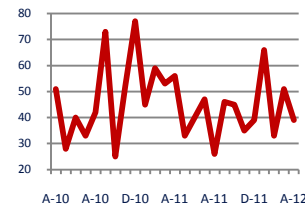
### Median Sale Price

\$535,000



### Days On Market

39



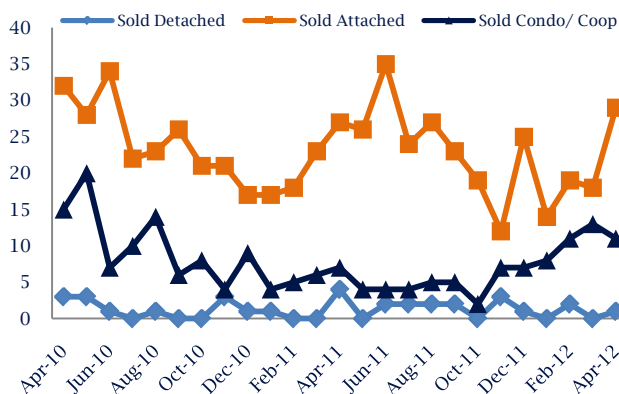
**Up 8%**  
Vs. Year Ago

**Down -38%**  
Vs. Year Ago

**Down -4%**  
Vs. Year Ago

**Down -30%**  
Vs. Year Ago

### Units Sold\*



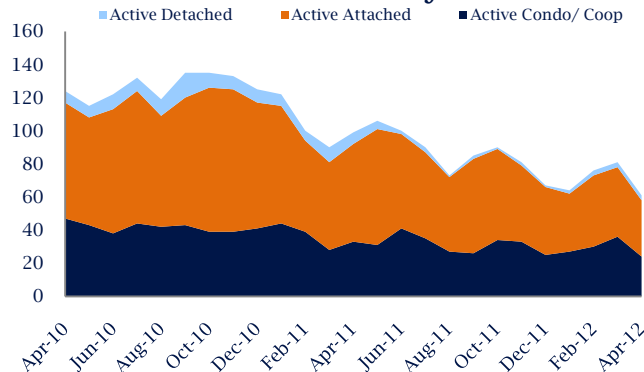
### Units Sold

There was an increase in total units sold in April, with 41 sold this month in Capitol Hill (SE) versus 31 last month, an increase of 32%. This month's total units sold was higher than at this time last year, an increase of 8% versus April 2011.

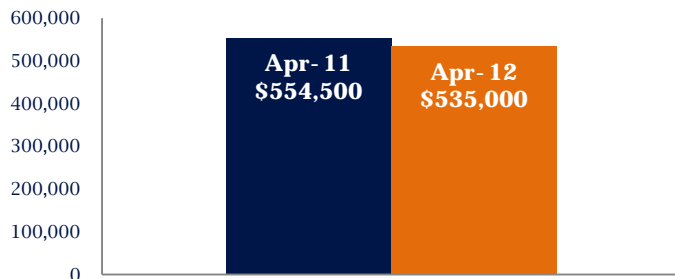
### Active Inventory

Versus last year, the total number of homes available this month is lower by 38 units or 38%. The total number of active inventory this April was 61 compared to 99 in April 2011. This month's total of 61 is lower than the previous month's total supply of available inventory of 81, a decrease of 25%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for Capitol Hill (SE) Homes was \$554,500. This April, the median sale price was \$535,000, a decrease of 4% or \$19,500 compared to last year. The current median sold price is 24% higher than in March.

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

Capitol Hill (SE) is defined as properties in zip code 20003.

\*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.





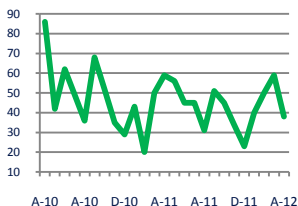
## Focus On: Capitol Hill (SE) Housing Market

April 2012

Zip Code(s): 20003

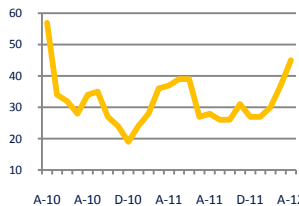
### New Listings

38



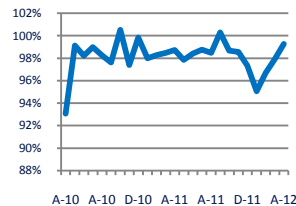
### Current Contracts

45



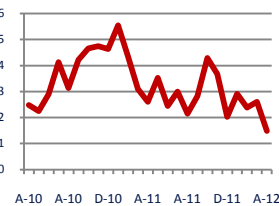
### Sold Vs. List Price

99.3%



### Months of Supply

1.5



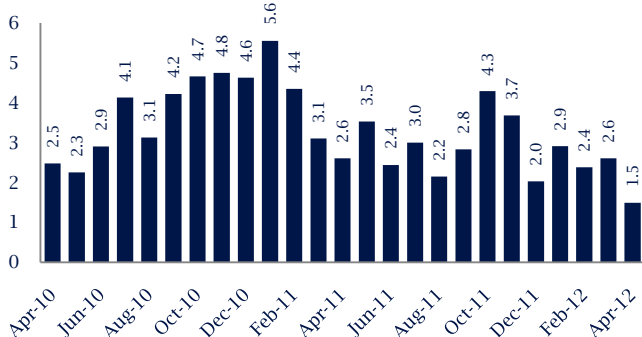
**Down -36%**  
Vs. Year Ago

**Up 22%**  
Vs. Year Ago

**Up 0.6%**  
Vs. Year Ago

**Down -43%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

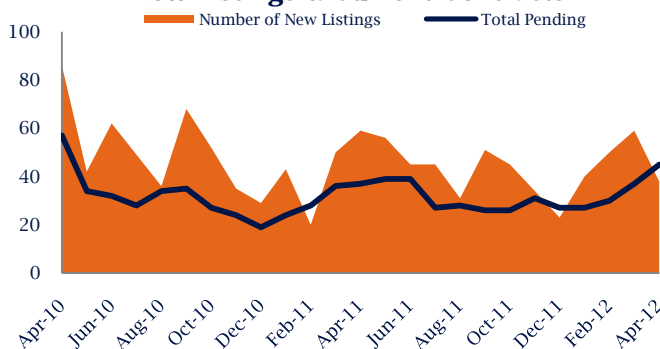
In April, there was 1.5 months of supply available in Capitol Hill (SE), compared to 2.6 in April 2011. That is a decrease of 43% versus a year ago.

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.

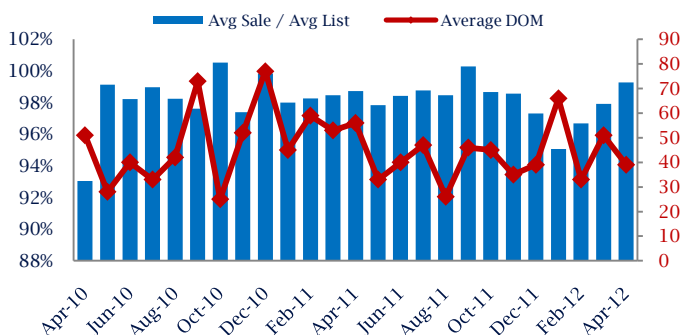
### New Listings & Current Contracts

This month there were 38 homes newly listed for sale in Capitol Hill (SE) compared to 59 in April 2011, a decrease of 36%. There were 45 current contracts pending sale this April compared to 37 a year ago. The number of current contracts is 22% higher than last April.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Capitol Hill (SE) was 99.3% of the average list price, which is 0.6% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 39, lower than the average last year, which was 56, a decrease of 30%.

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