

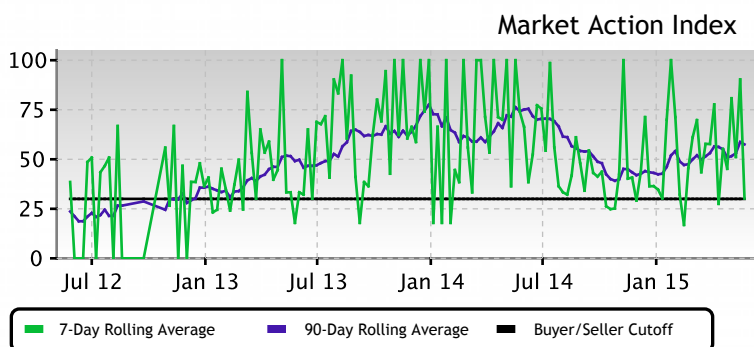
This Week

The median list price in WASHINGTON, DC 20036 this week is \$342,500.

Inventory has been decreasing lately but the Market Action Index is falling also. With days-on-market climbing, these are relatively negative implications for the market.

Supply and Demand

- Home sales have been exceeding new inventory for several weeks. However prices have not yet stopped falling. Since the market is already in the Seller's zone, expect prices to level off very soon. Should the sales trend continue expect that prices could climb from there.



The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

Quartiles

Characteristics per Quartile

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

Quartile	Median Price	Square Feet	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 725,000	966	2.0	2.0	99	3	0	0	42	Most expensive 25% of properties
Upper/Second	\$ 379,995	572	1.0	1.0	52	3	1	0	35	Upper-middle 25% of properties
Lower/Third	\$ 319,974	574	1.0	1.0	82	4	0	0	58	Lower-middle 25% of properties
Bottom/Fourth	\$ 254,900	452	1.0	1.0	62	4	0	1	93	Least expensive 25% of properties

Real-Time Market Profile			Trend
Median List Price	\$ 342,500		↓
Asking Price Per Square Foot	\$ 578		↓
Average Days on Market (DOM)	60		↑↑
Percent of Properties with Price Decrease	57 %		
Percent Relisted (reset DOM)	7 %		
Percent Flip (price increased)	0 %		
Median House Size (sq ft)	572		
Median Number of Bedrooms	1.0		
Median Number of Bathrooms	1.0		
Market Action Index	Strong Seller's	57.5	↑↑

- ↔ No change
- ↑↑ Strong upward trend
- ↓↓ Strong downward trend
- ↑ Slight upward trend
- ↓ Slight downward trend

Price

- Prices in this zip code been on a downward trend recently and this week, while essentially flat, doesn't break us out of that cycle. Watch the Market Action Index for any signs of demand increasing.

