April 2014

All Home Types
Condo & Coop
Attached/Townhouse
Detached

Local Market Insight

Cleveland Park, Washington, DC (Legal)

REALESTATE
BUSINESS
INTELLIGENCE

Presented by
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Cleveland Park, Washington, DC (Legal)

New Listings 15

-16.7% from Mar 2014: **18**
-53.1% from Apr 2013: **32**

YTD	2014	2013	+/-
	57	73	-21.9%

5-year Apr average: **23**

New Pendings 15

66.7% from Mar 2014: **9**
-34.8% from Apr 2013: **23**

YTD	2014	2013	+/-
	41	60	-31.7%

5-year Apr average: **17**

Closed Sales 9

-10.0% from Mar 2014: **10**
-43.8% from Apr 2013: **16**

YTD	2014	2013	+/-
	33	36	-8.3%

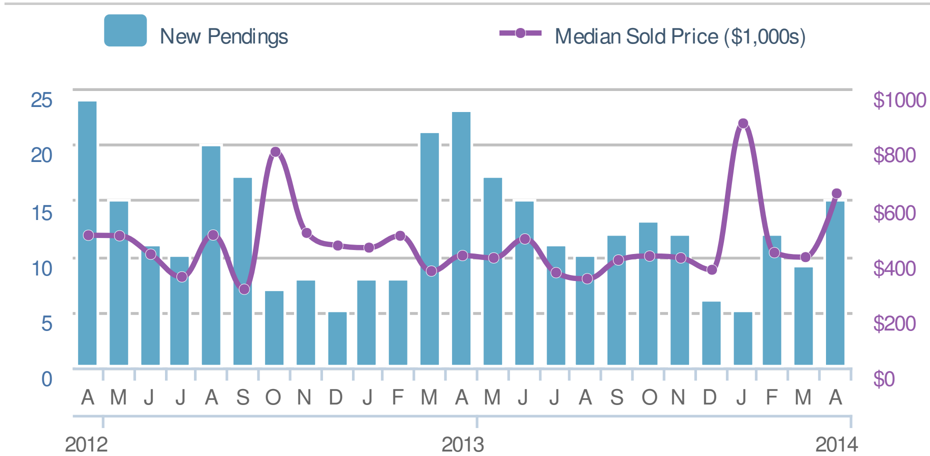
5-year Apr average: **11**

Median Sold Price $624,900

58.0% from Mar 2014: **$395,500**
55.6% from Apr 2013: **$401,500**

YTD	2014	2013	+/-
	$448,000	$394,000	13.7%

5-year Apr average: **$430,208**



Active Listings 18

18
Min 18
31
Max 42
5-year Apr average

Mar 2014	Apr 2013
22	**20**

Avg DOM 31

31
Min 31
66
Max 184
5-year Apr average

Mar 2014	Apr 2013	YTD
16	**39**	**27**

Avg Sold to OLP Ratio 98.8%

98.8%
Min 88.3%
95.3%
Max 98.8%
5-year Apr average

Mar 2014	Apr 2013	YTD
99.7%	**97.4%**	**98.5%**

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April 2014
Cleveland Park, Washington, DC (Legal) - Condo & Coop

New Listings 11

-26.7% from Mar 2014: **15**
-45.0% from Apr 2013: **20**

YTD	2014	2013	+/-
	43	**56**	-23.2%

5-year Apr average: **14**

New Pendings 12

71.4% from Mar 2014: **7**
-29.4% from Apr 2013: **17**

YTD	2014	2013	+/-
	30	**49**	-38.8%

5-year Apr average: **11**

Closed Sales 5

-44.4% from Mar 2014: **9**
-61.5% from Apr 2013: **13**

YTD	2014	2013	+/-
	19	**30**	-36.7%

5-year Apr average: **8**

Median Sold Price $429,000

9.7% from Mar 2014: **$391,000**
10.3% from Apr 2013: **$389,000**

YTD	2014	2013	+/-
	$391,000	**$368,750**	6.0%

5-year Apr average: **$354,500**

Summary

In Cleveland Park, Washington, DC (Legal), the median sold price for Condo & Coop properties for April was $429,000, representing an increase of 9.7% compared to last month and an increase of 10.3% from Apr 2013. The average days on market for units sold in April was 19 days, 71% below the 5-year April average of 66 days. There was a 71.4% month over month increase in new contract activity with 12 New Pendings; a 140% MoM increase in All Pendings (new contracts + contracts carried over from March) to 12; and a 21.1% decrease in supply to 15 active units.

This activity resulted in a Contract Ratio of 0.80 pendings per active listing, up from 0.26 in March and a decrease from 1.54 in April 2013. The Contract Ratio is 20% higher than the 5-year April average of 0.67. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.

Active Listings 15

15
Min 13 | 24 | Max 34
5-year Apr average

Mar 2014	Apr 2013
19	**13**

Avg DOM 19

19
Min 17 | 66 | Max 193
5-year Apr average

Mar 2014	Apr 2013	YTD
14	**30**	**23**

Avg Sold to OLP Ratio 98.1%

98.1%
Min 82.5% | 94.6% | Max 99.0%
5-year Apr average

Mar 2014	Apr 2013	YTD
100.3%	**99.0%**	**98.8%**

Data Source: MRIS. Statistics calculated May 05, 2014.

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New Listings 1

-66.7% from Mar 2014: 3

-50.0% from Apr 2013: 2

YTD	2014	2013	+/-
	5	2	150.0%

5-year Apr average: 2

New Pendings 2

0.0% from Mar 2014: 2

0.0% from Apr 2013: 2

YTD	2014	2013	+/-
	5	2	150.0%

5-year Apr average: 2

Closed Sales 2

0.0% from Mar 2014: 0

0.0% from Apr 2013: 0

YTD	2014	2013	+/-
	5	0	0.0%

5-year Apr average: 1

Median Sold Price $1,216,250

0.0% from Mar 2014: $0

0.0% from Apr 2013: $0

YTD	2014	2013	+/-
	$870,000	$0	0.0%

5-year Apr average: $743,438

Summary

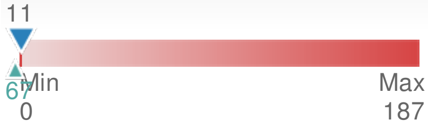
In Cleveland Park, Washington, DC (Legal), the median sold price for Attached/Townhouse properties for April was $1,216,250, representing an increase of 0% compared to last month and an increase of 0% from Apr 2013. The average days on market for units sold in April was 11 days, 84% below the 5-year April average of 67 days. There was no month over month change in new contract activity with 2 New Pendings; a 50% MoM decrease in All Pendings (new contracts + contracts carried over from March) to 1; and a 100% decrease in supply to 0 active units.

This activity resulted in a Contract Ratio of 0.00 pendings per active listing, down from 2.00 in March and no change from April 2013. The Contract Ratio is 100% lower than the 5-year April average of 0.83. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.

Active Listings 0

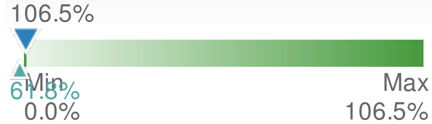
Mar 2014	Apr 2013
1	0

Avg DOM 11



Mar 2014	Apr 2013	YTD
0	0	45

Avg Sold to OLP Ratio 106.5%



Mar 2014	Apr 2013	YTD
0.0%	0.0%	101.5%

Data Source: MRIS. Statistics calculated May 05, 2014.

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Cleveland Park, Washington, DC (Legal) - Detached

New Listings — 3

0.0%	-70.0%
from Mar 2014: **0**	from Apr 2013: **10**

YTD	2014	2013	+/-
	9	**15**	-40.0%

5-year Apr average: **8**

New Pendings — 1

0.0%	-75.0%
from Mar 2014: **0**	from Apr 2013: **4**

YTD	2014	2013	+/-
	6	**9**	-33.3%

5-year Apr average: **4**

Closed Sales — 2

100.0%	-33.3%
from Mar 2014: **1**	from Apr 2013: **3**

YTD	2014	2013	+/-
	9	**6**	50.0%

5-year Apr average: **2**

Median Sold Price — $2,360,000

40.8%	67.4%
from Mar 2014: **$1,676,000**	from Apr 2013: **$1,410,000**

YTD	2014	2013	+/-
	$1,676,000	**$1,386,000**	20.9%

5-year Apr average: **$1,669,150**

Summary

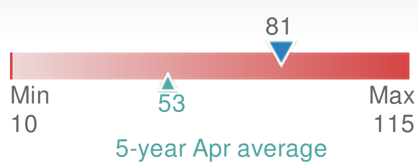
In Cleveland Park, Washington, DC (Legal), the median sold price for Detached properties for April was $2,360,000, representing an increase of 40.8% compared to last month and an increase of 67.4% from Apr 2013. The average days on market for units sold in April was 81 days, 52% above the 5-year April average of 53 days. There was a 0% month over month increase in new contract activity with 1 New Pendings; a 50% MoM decrease in All Pendings (new contracts + contracts carried over from March) to 1; and a 50% increase in supply to 3 active units.

This activity resulted in a Contract Ratio of 0.33 pendings per active listing, down from 1.00 in March and a decrease from 0.57 in April 2013. The Contract Ratio is 51% lower than the 5-year April average of 0.67. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.

Active Listings — 3

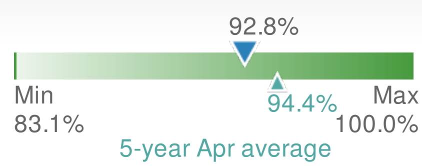
Mar 2014	Apr 2013
2	**7**

Avg DOM — 81



Mar 2014	Apr 2013	YTD
38	**81**	**28**

Avg Sold to OLP Ratio — 92.8%



Mar 2014	Apr 2013	YTD
95.0%	**90.8%**	**96.3%**

Data Source: MRIS. Statistics calculated May 05, 2014.

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