

Market Conditions Report

Washington D.C. Metropolitan Area

April 2018 | longandfoster.com



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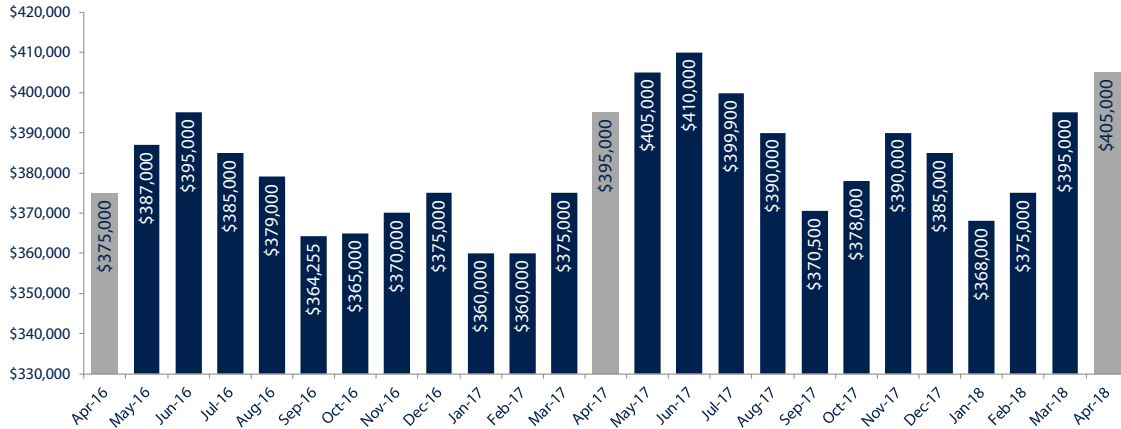
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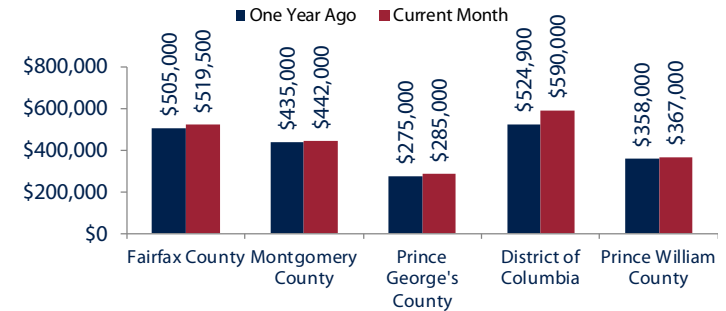
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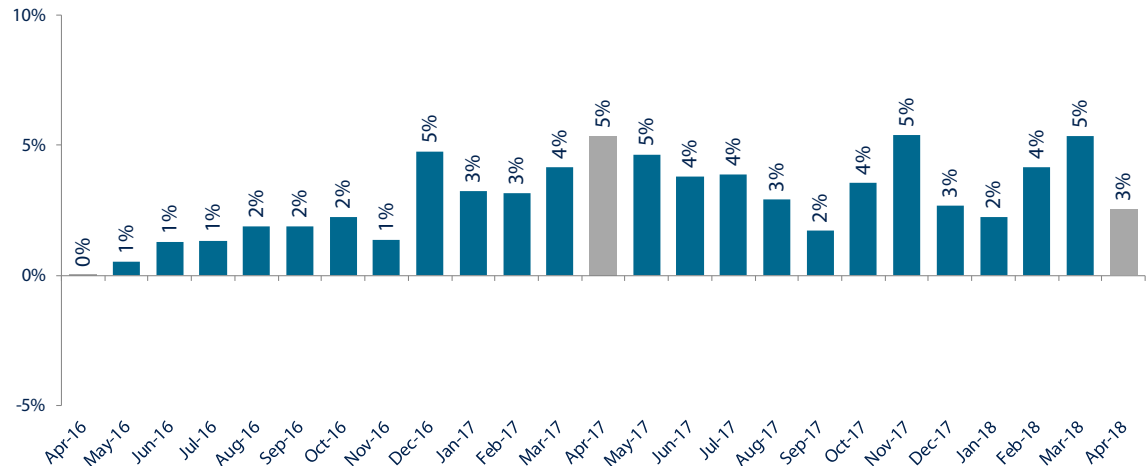
Median Sales Price



Median Sale Price
Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price
Percent Change Year/Year



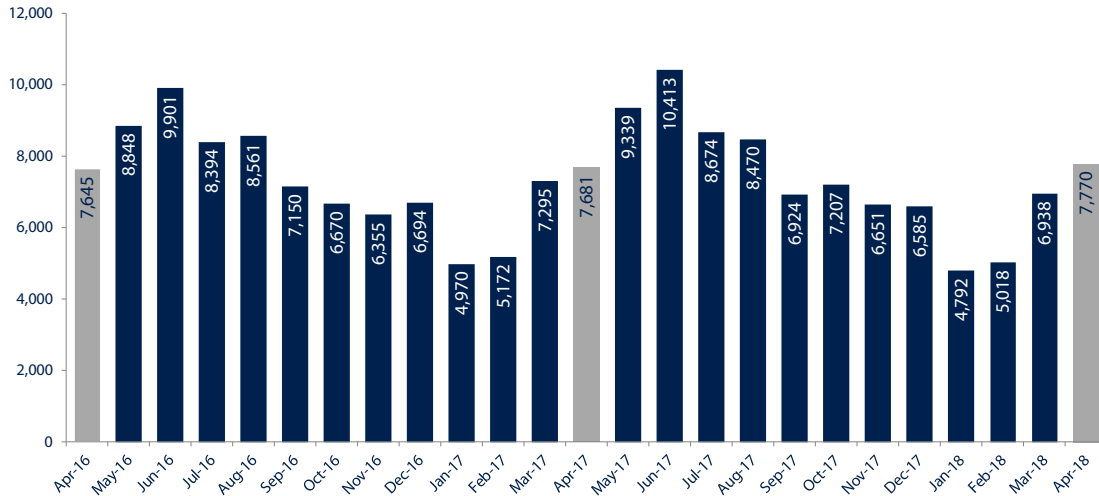
Highlights

- This April, the median sale price was \$405,000, an increase of 3% compared to March.
- The current median sale price was 3% higher than in April 2017.

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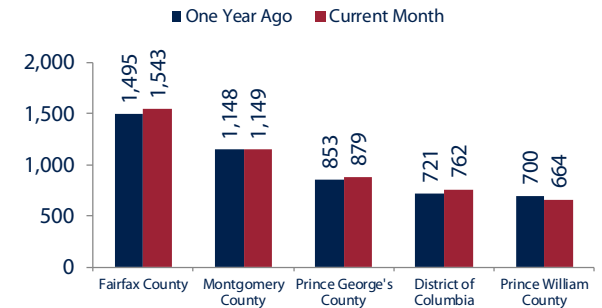
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Total Units Sold



Total Units Sold

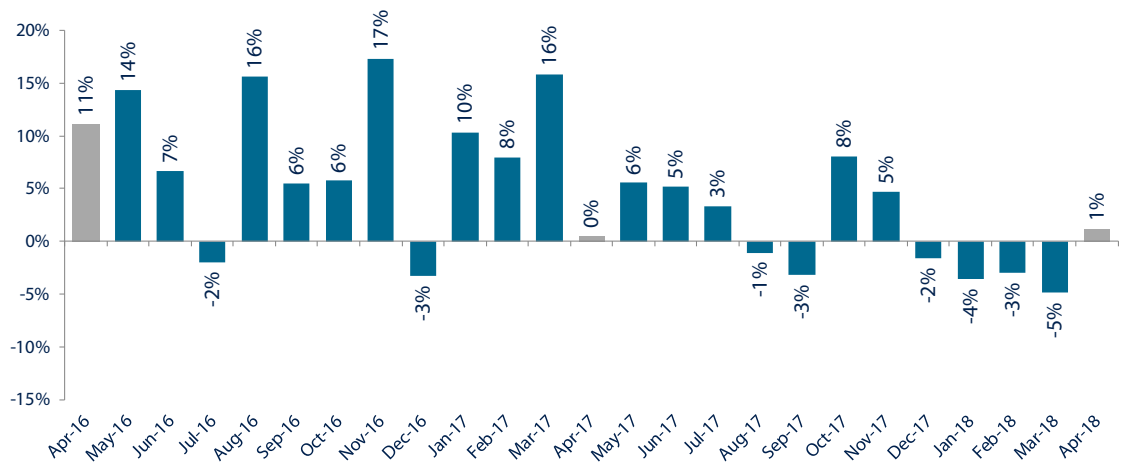
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- The number of units sold in April 2018 was similar to the units sold in April 2017.
- This month's total units sold was higher than the previous month, an increase of 12% versus March.

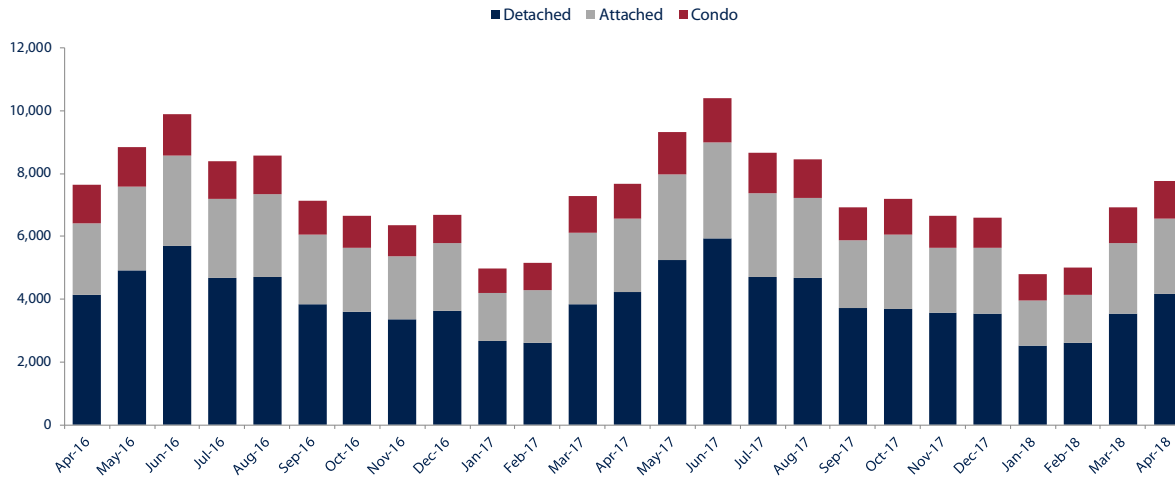
Total Units Sold
Percent Change Year/Year



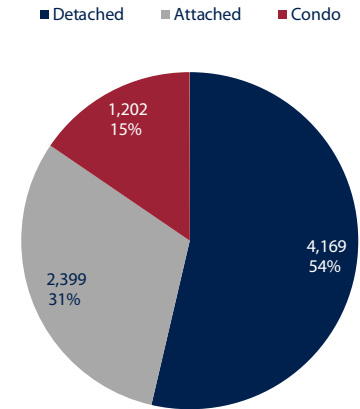
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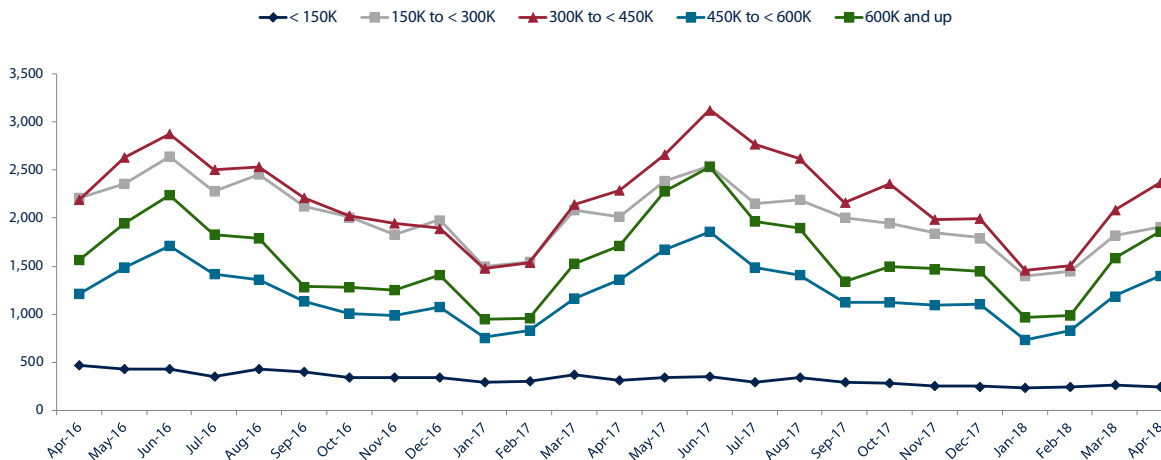
Total Units Sold by Type



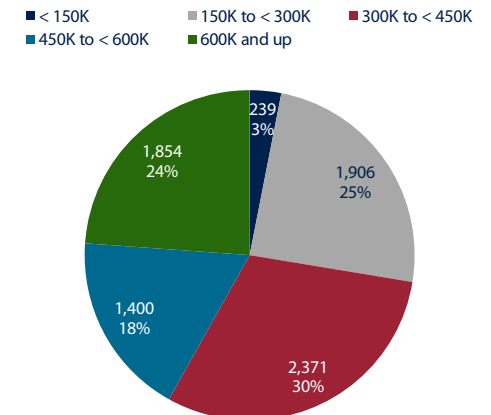
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



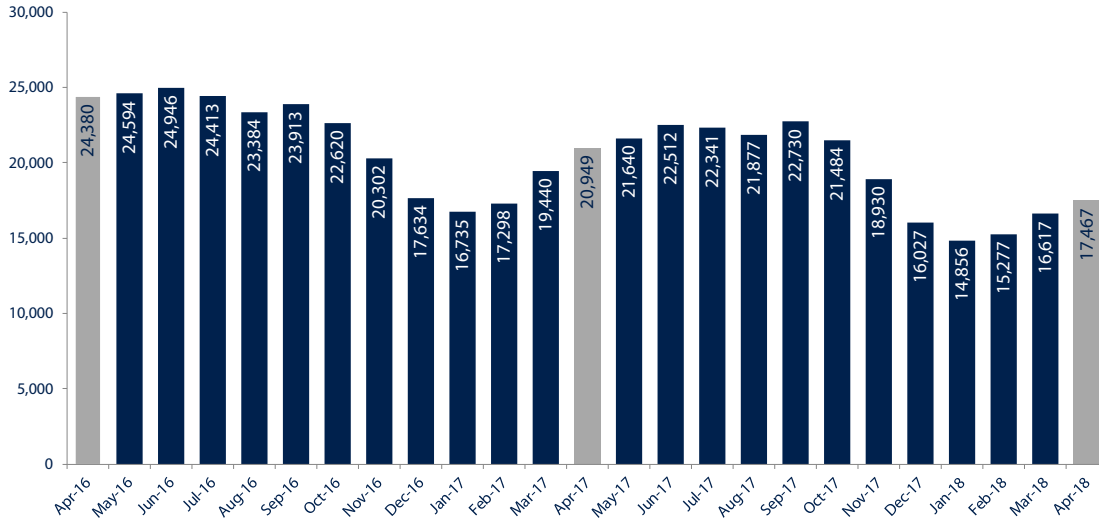
Total Units Sold by Price Range
Current Month



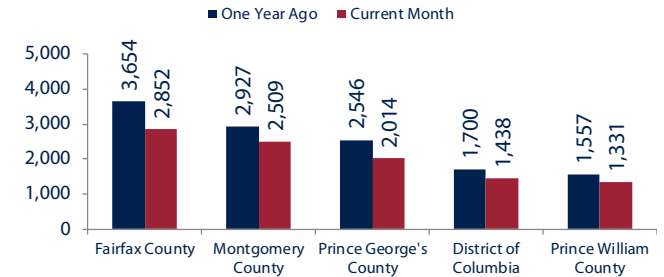
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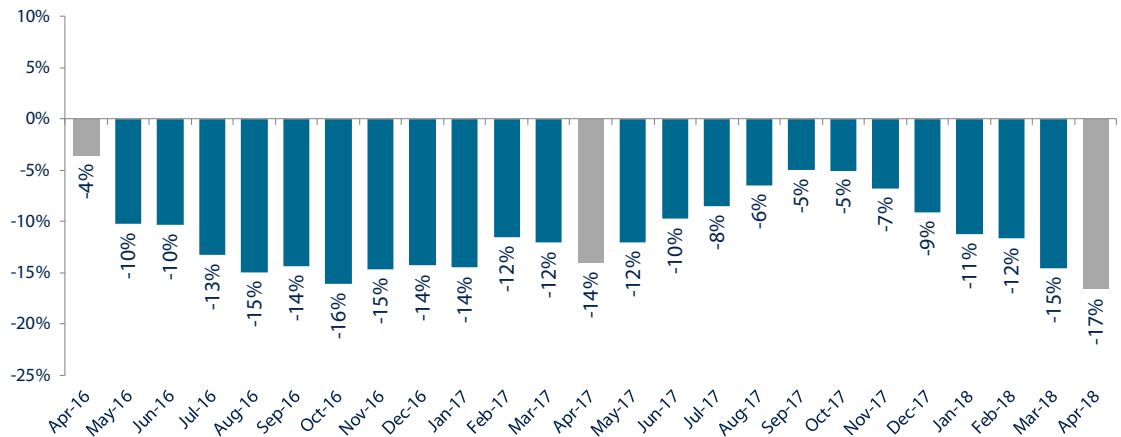
Total Active Inventory



**Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold**



**Total Active Inventory
Percent Change Year/Year**



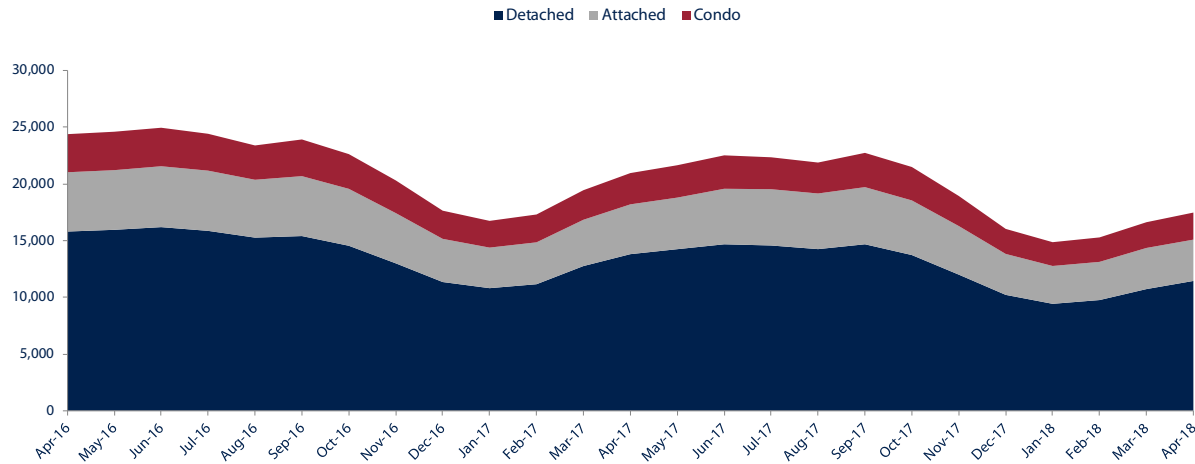
Highlights

- April's total active inventory of 17,467 units was 5% higher than the previous month's supply of inventory.
- Versus last April, the total number of homes available was lower by 3,482 units or 17%.

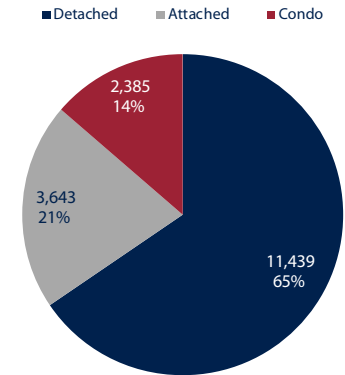
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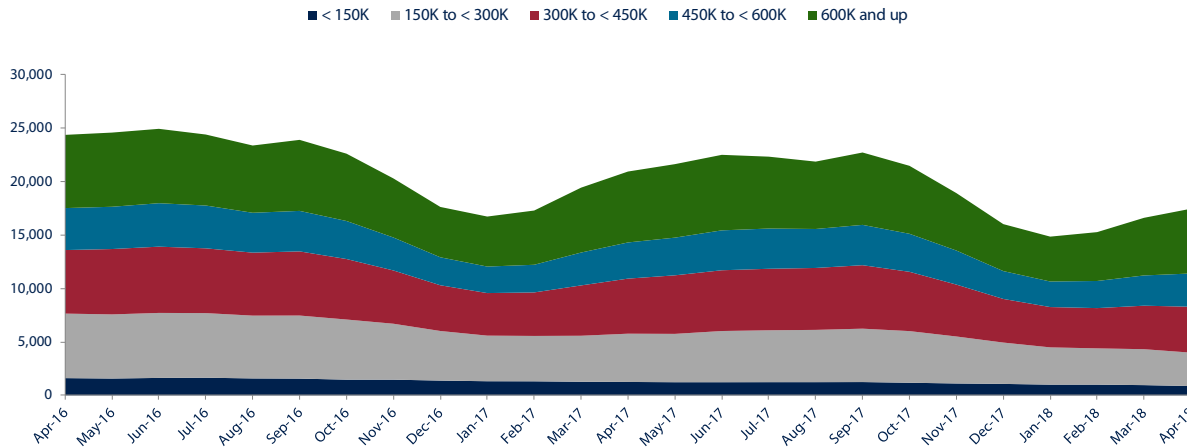
Total Active Inventory by Type



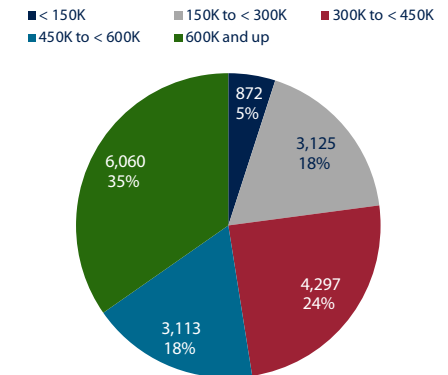
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



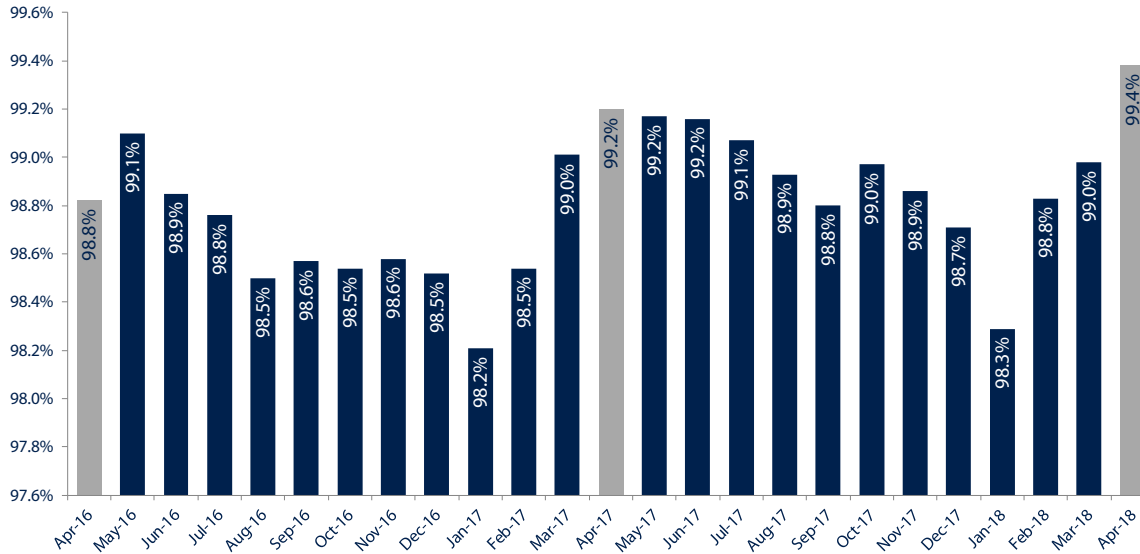
Total Active Inventory by Price Range Current Month



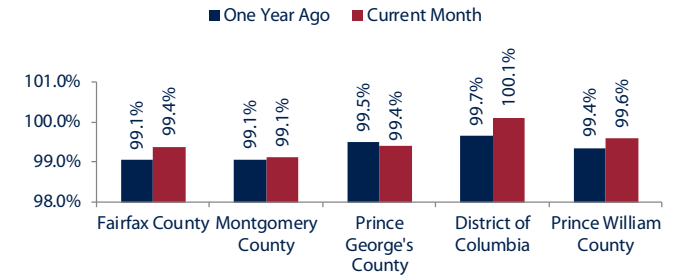
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Average Sale Price as a Percent of List Price



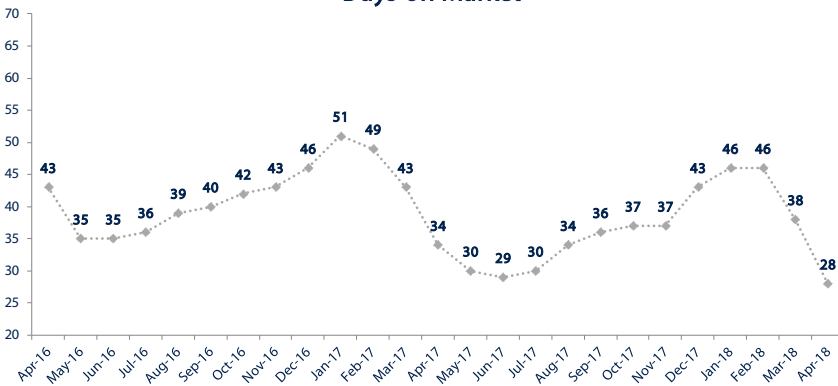
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



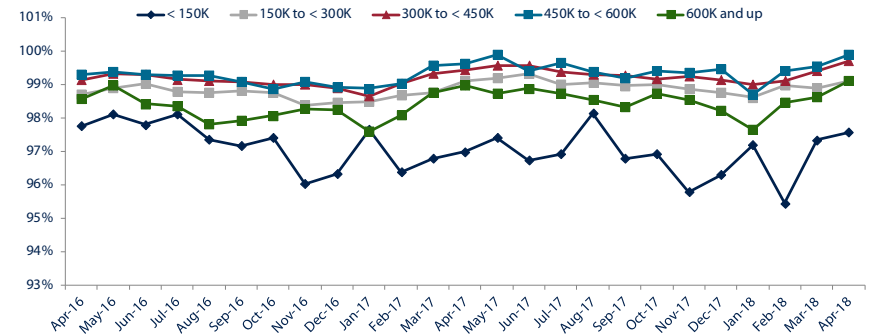
Days on Market	
Current Month	One Year Ago
28	34
Down -18% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
99.4%	99.2%
Up 0.2% Vs. Year Ago	

Days on Market



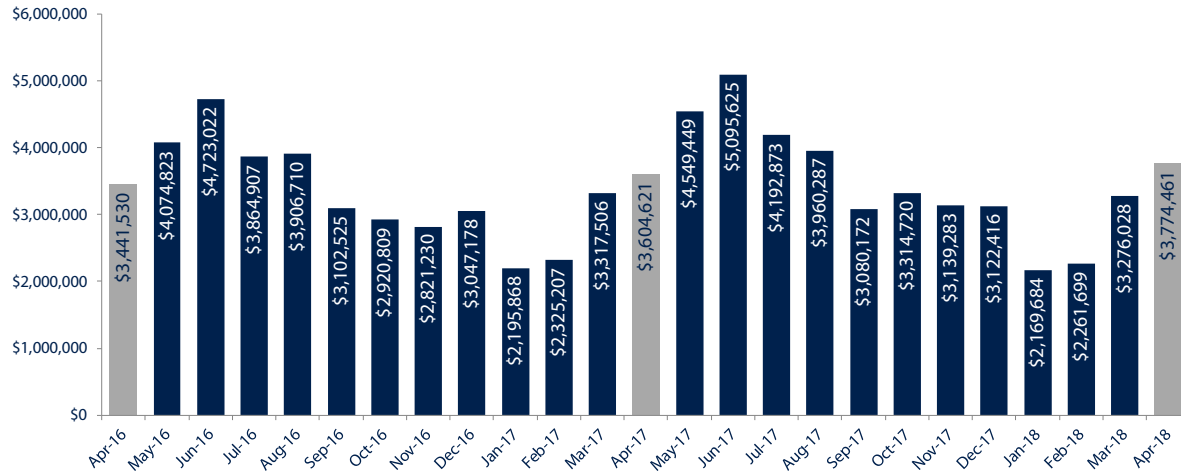
Average Sale Price as a Percent of List Price
by Price Range



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Washington D.C. Metropolitan Area - April 2018

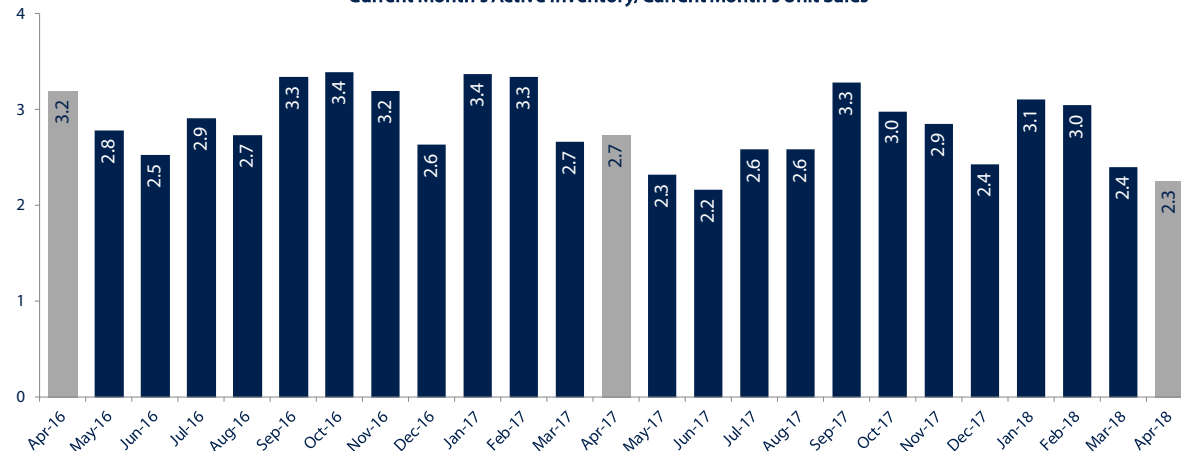
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this April was 5% greater than the same month one year ago.
- In April, there was 2.3 months of supply available, compared to 2.7 in April 2017. That was a decrease of 18% versus a year ago.

Months of Supply
Current Month's Active Inventory/Current Month's Unit Sales



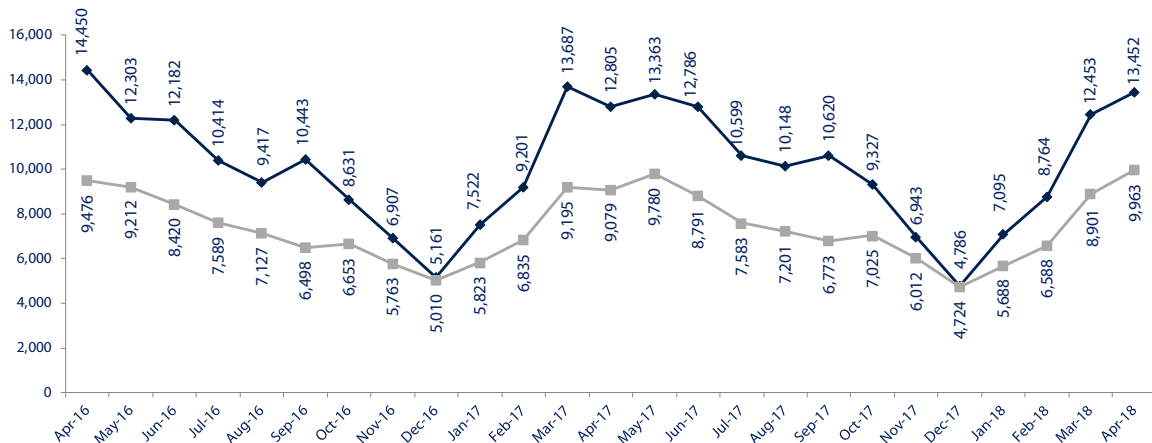
Total Dollar Volume Sold	
Current Month	One Year Ago
\$3,774,461,273	\$3,604,620,705
Up 5% Vs. Year Ago	
Months of Supply	
Current Month	One Year Ago
2.3	2.7
Down -18% Vs. Year Ago	

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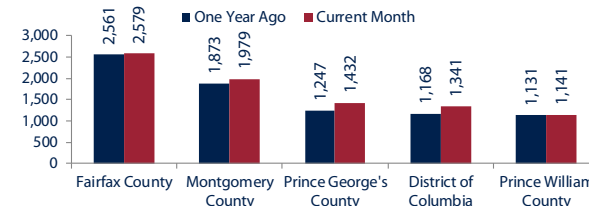
New Listings & New Contracts

— New Listings — New Contracts (Under Active Contract Status)



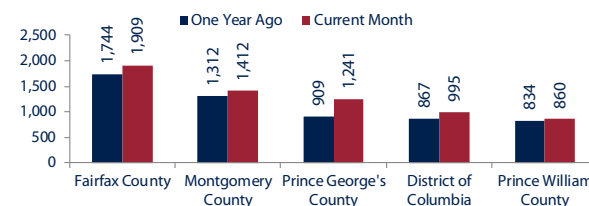
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



New Listings	
Current Month	One Year Ago
13,452	12,805
Up 5% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
9,963	9,079
Up 10% Vs. Year Ago	

Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.4, similar to the ratio from one year ago.

Supply/Demand Ratio

Number of New Listings to New Contracts

