

Market Conditions Report

Washington D.C. Metropolitan Area

June 2018 | longandfoster.com



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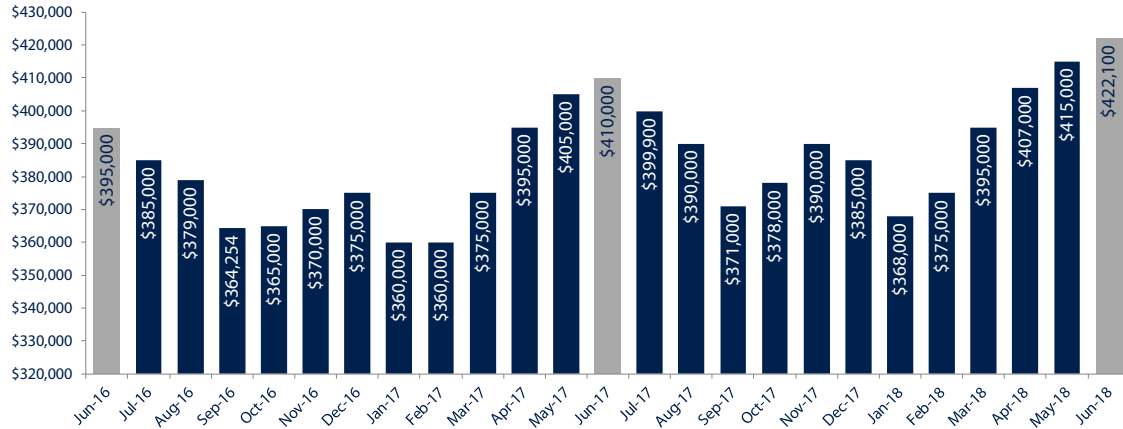
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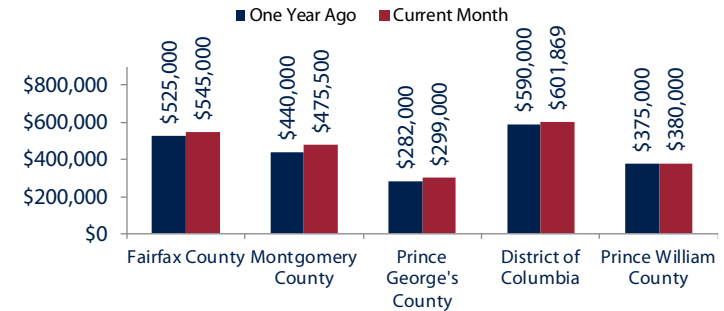
Washington D.C. Metropolitan Area - June 2018

Median Sales Price

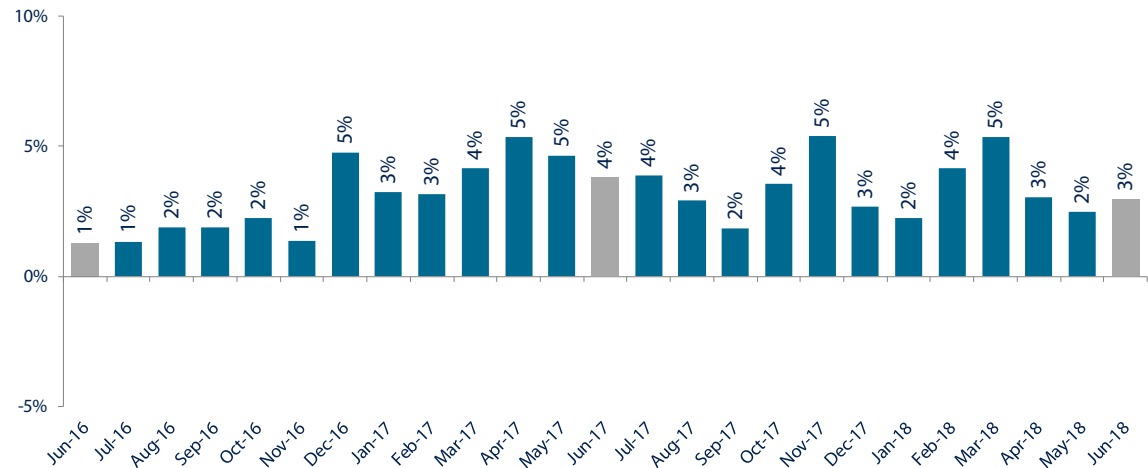


Median Sale Price

Of Top Five Counties/Cities Based on Total Units Sold



**Median Sale Price
Percent Change Year/Year**



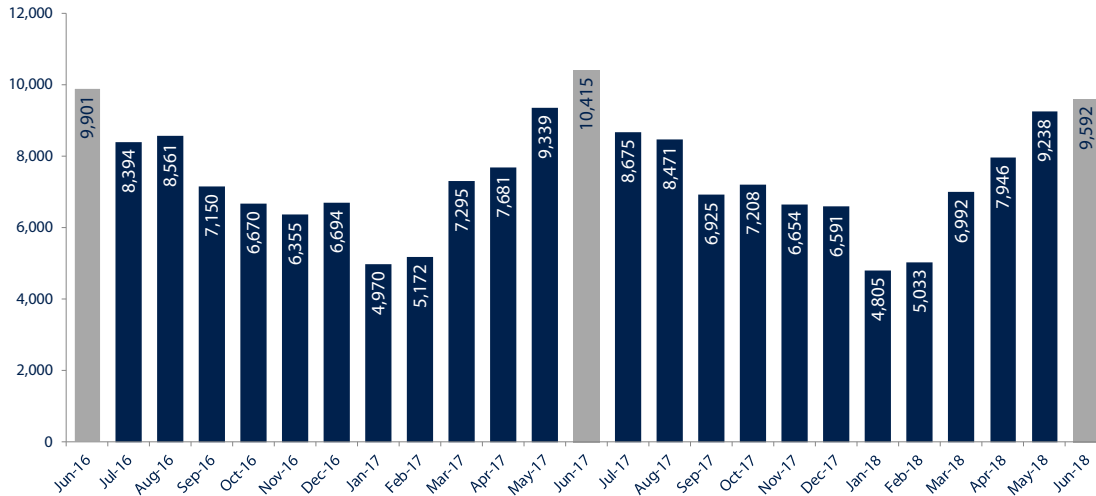
Highlights

- This June, the median sale price was \$422,100, an increase of 3% compared to last year.
- The current median sale price was 2% higher than in May.

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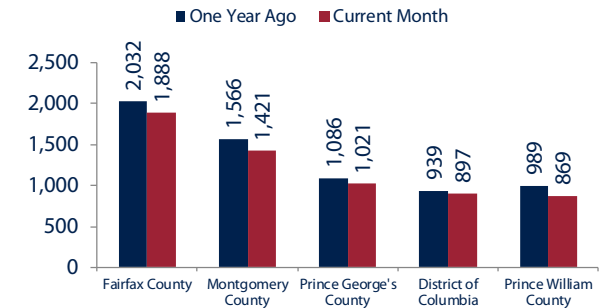
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Total Units Sold



Total Units Sold

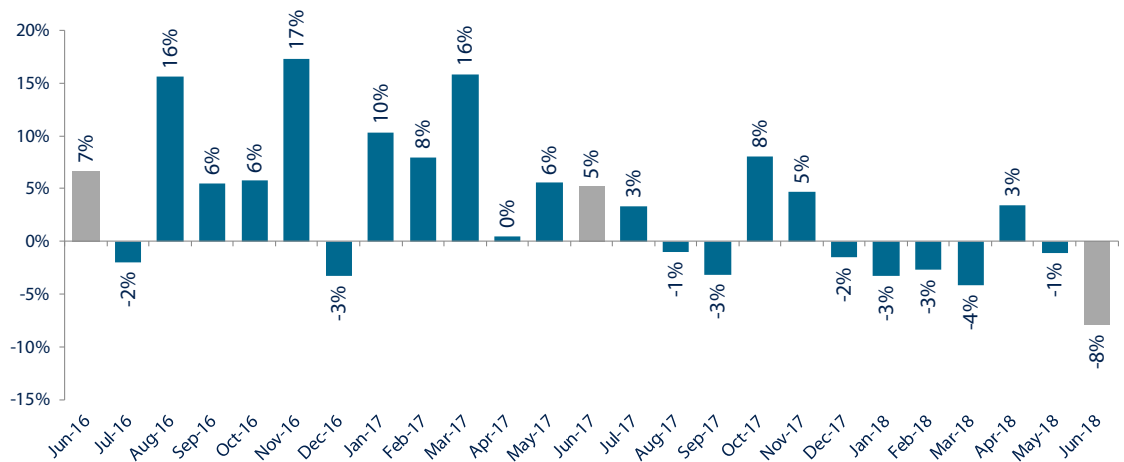
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 4% in total units sold in June compared to May.
- This month's total units sold was lower than at this time last year, a decrease of 8% versus June 2017.

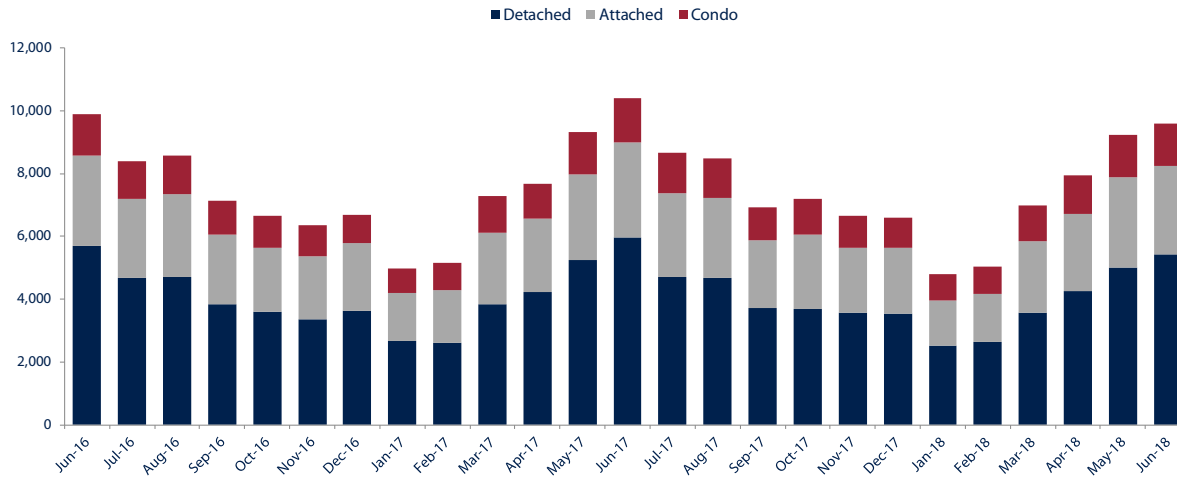
Total Units Sold
Percent Change Year/Year



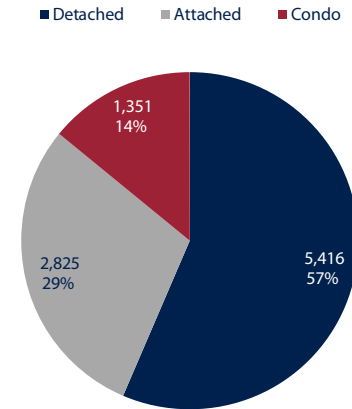
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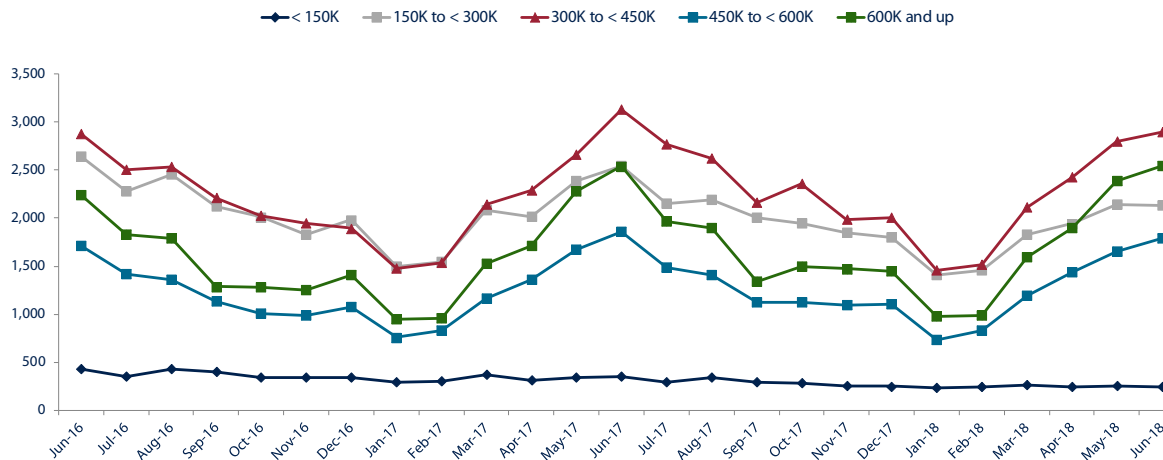
Total Units Sold by Type



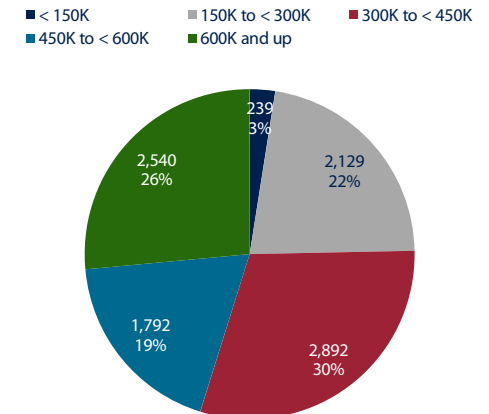
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



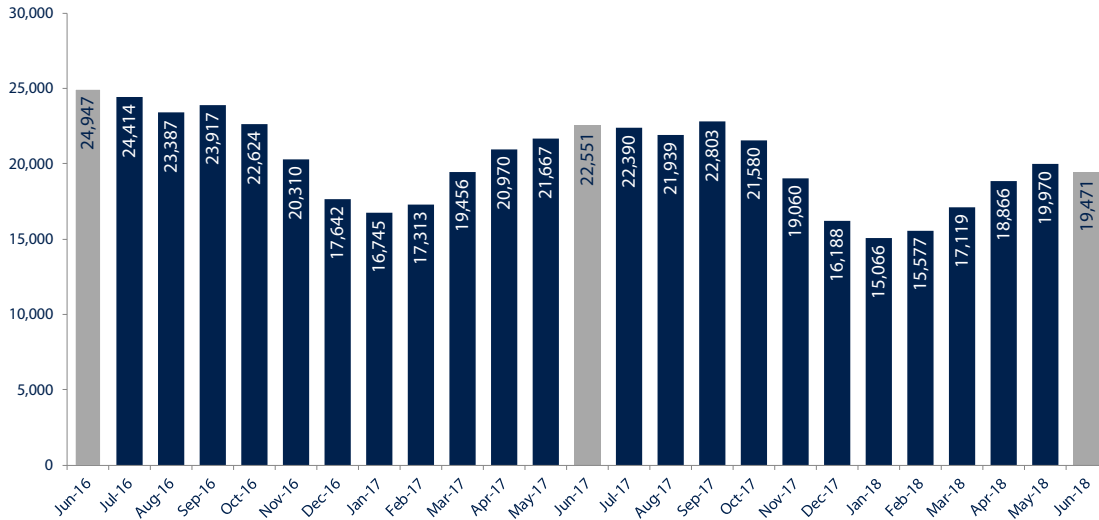
Total Units Sold by Price Range
Current Month



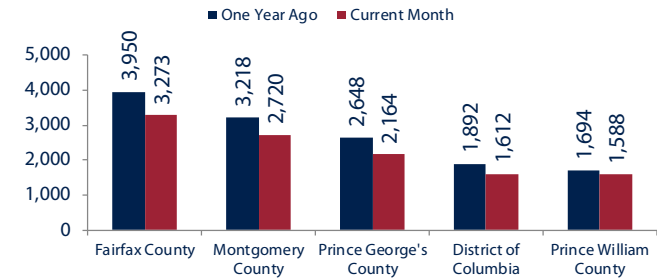
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Total Active Inventory



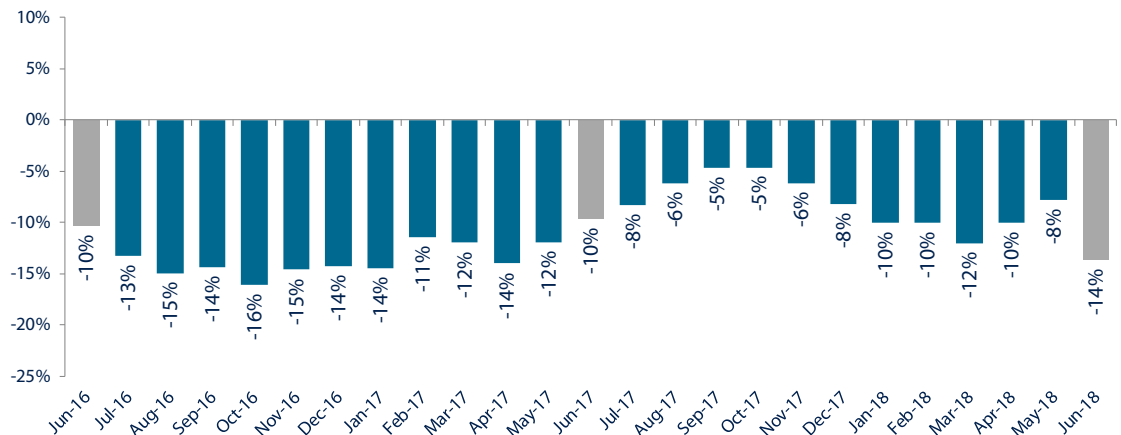
**Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold**



Highlights

- June's total active inventory of 19,471 units was 2% lower than the previous month's supply of inventory.
- Versus last June, the total number of homes available was lower by 3,080 units or 14%.

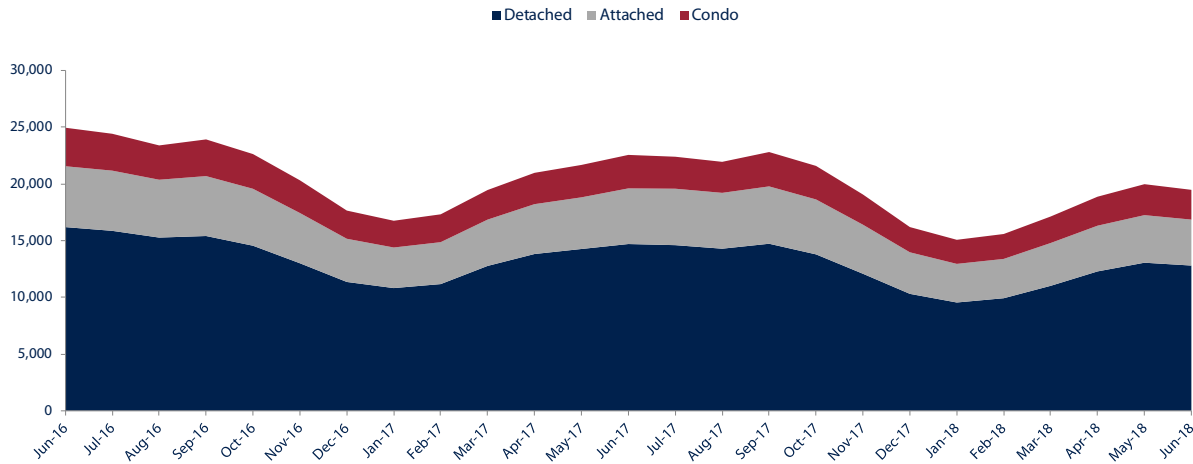
**Total Active Inventory
Percent Change Year/Year**



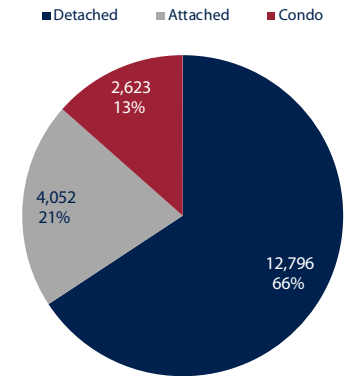
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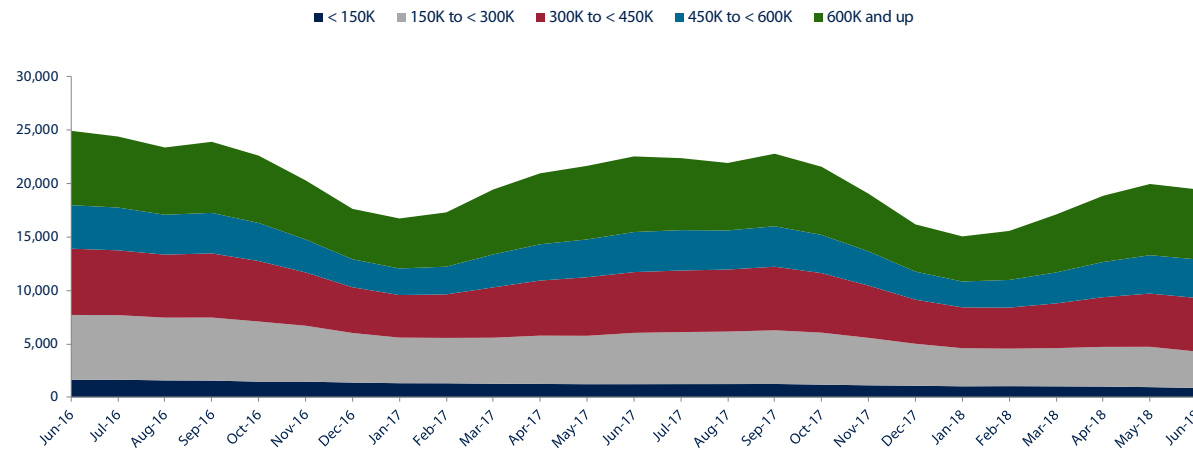
Total Active Inventory by Type



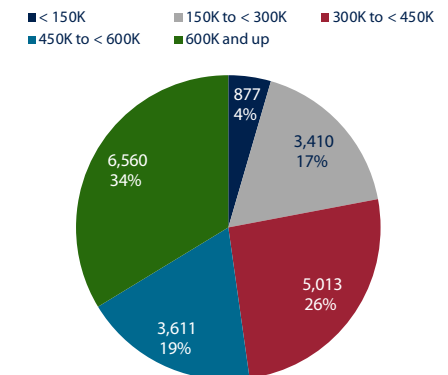
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



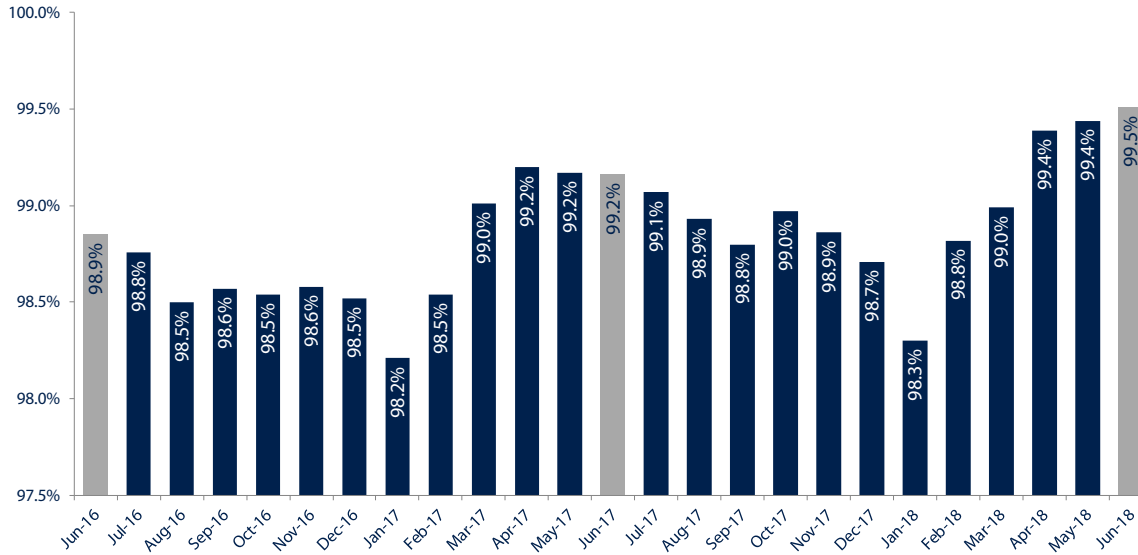
Total Active Inventory by Price Range Current Month



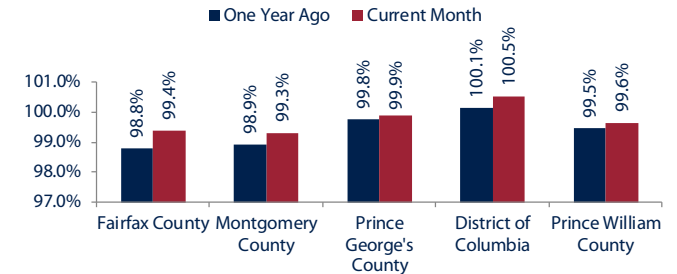
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Average Sale Price as a Percent of List Price



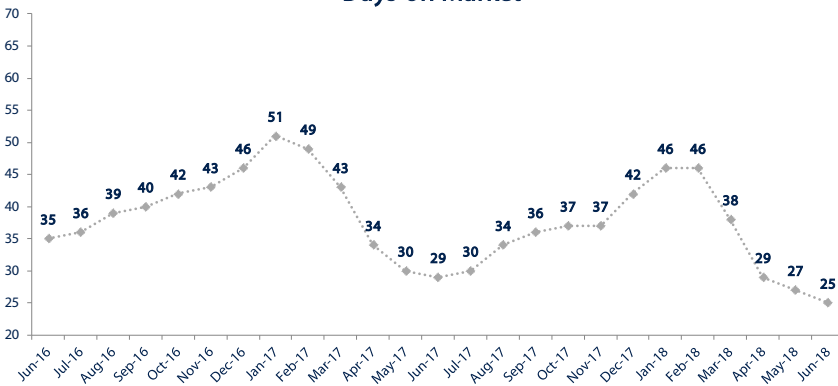
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



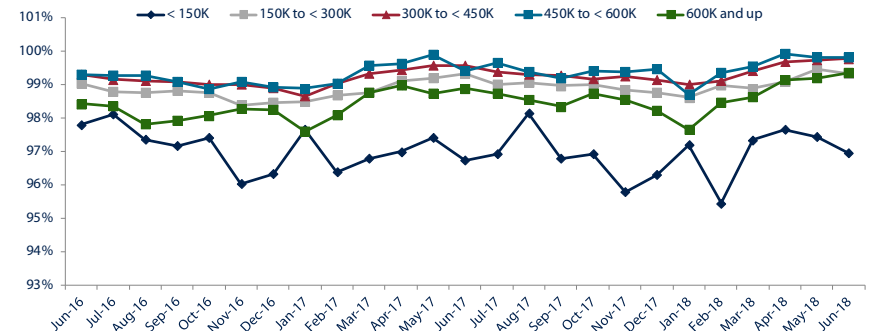
| Days on Market | |
|---------------------------|--------------|
| Current Month | One Year Ago |
| 25 | 29 |
| Down -14% Vs. Year Ago | |

| Avg Sale Price as % of List Price | |
|-----------------------------------|--------------|
| Current Month | One Year Ago |
| 99.5% | 99.2% |
| Up 0.4% Vs. Year Ago | |

Days on Market



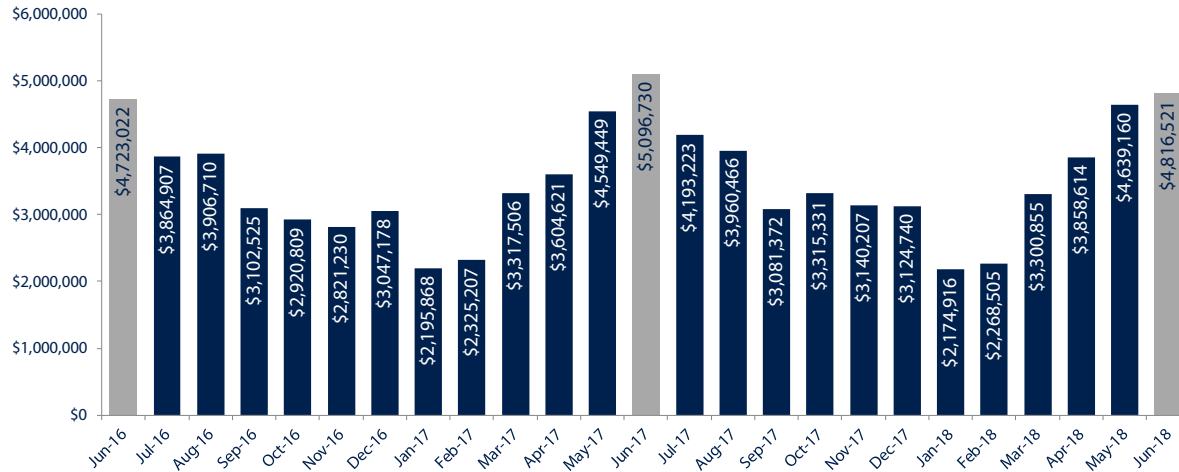
Average Sale Price as a Percent of List Price
by Price Range



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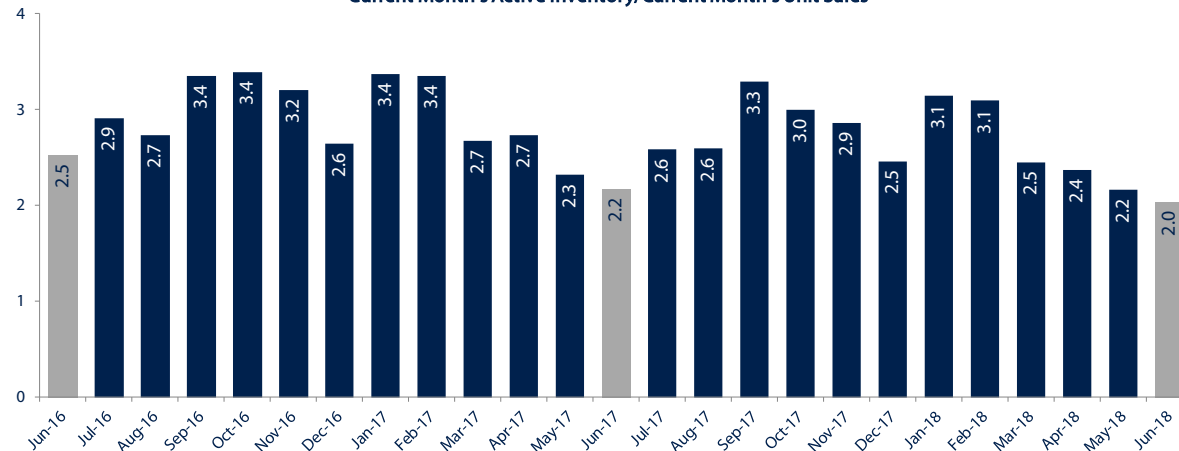
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this June was 5% less than the same month one year ago.
- In June, there was 2.0 months of supply available, compared to 2.2 in June 2017. That was a decrease of 6% versus a year ago.

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



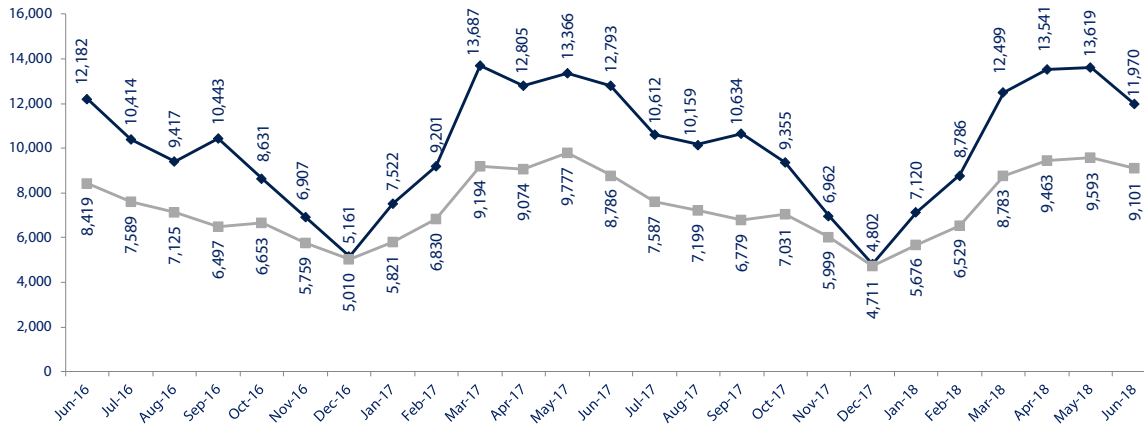
| Total Dollar Volume Sold | |
|--------------------------|-----------------|
| Current Month | One Year Ago |
| \$4,816,521,061 | \$5,096,729,691 |
| Down -5% Vs. Year Ago | |
| Months of Supply | |
| Current Month | One Year Ago |
| 2.0 | 2.2 |
| Down -6% Vs. Year Ago | |

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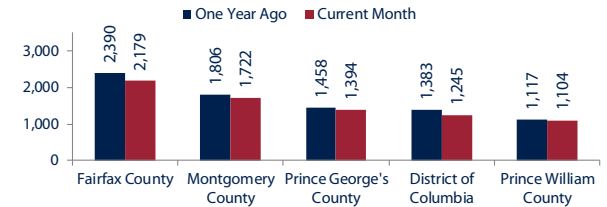
New Listings & New Contracts

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



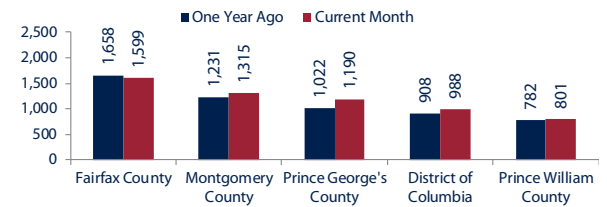
New Listings

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 |
| 11,970 | 12,793 |
| Down -6% Vs. Year Ago | |

| New Contracts | |
|--------------------|--------------|
| Current Month | One Year Ago |
| 9,101 | 8,786 |
| Up 4% 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 1.3, a decrease of 10% from June 2017.

Supply/Demand Ratio

Number of New Listings to New Contracts

