

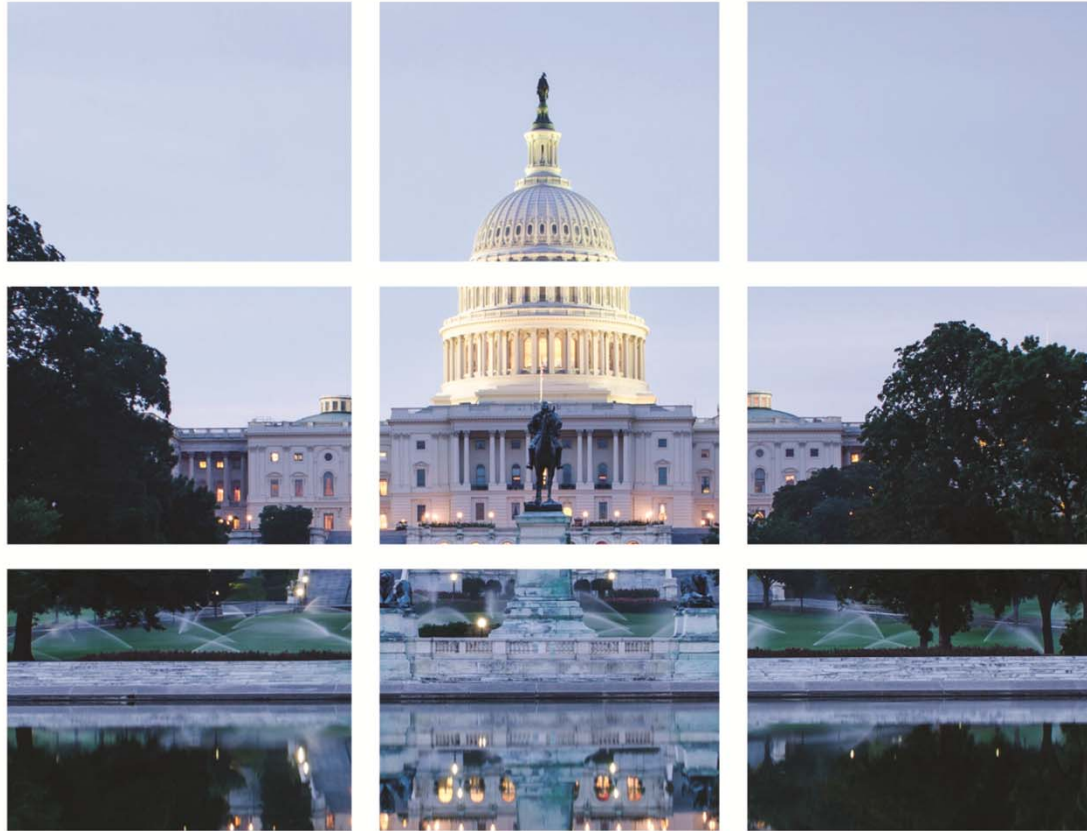
Market Conditions Report

Washington D.C. Metropolitan Area

October 2017 | longandfoster.com

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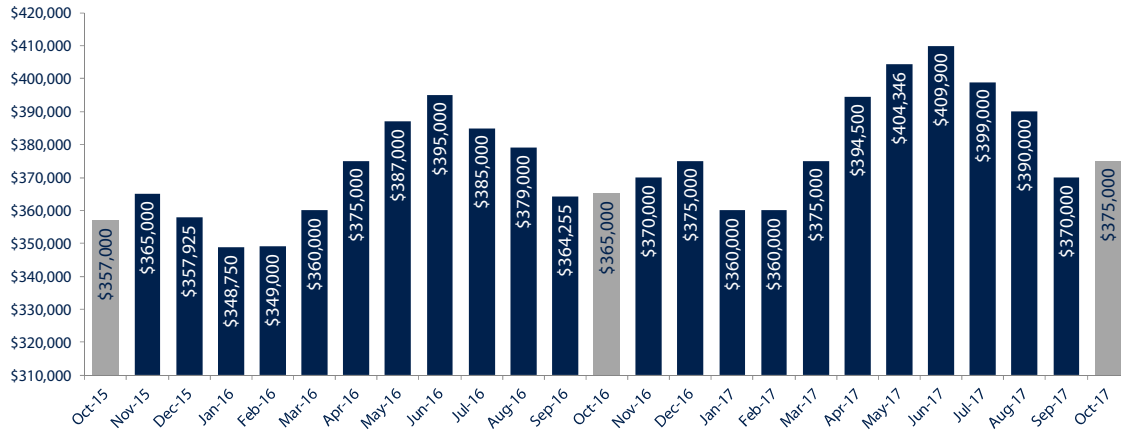
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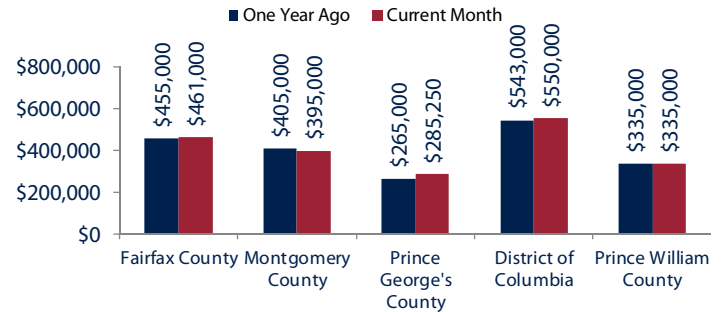
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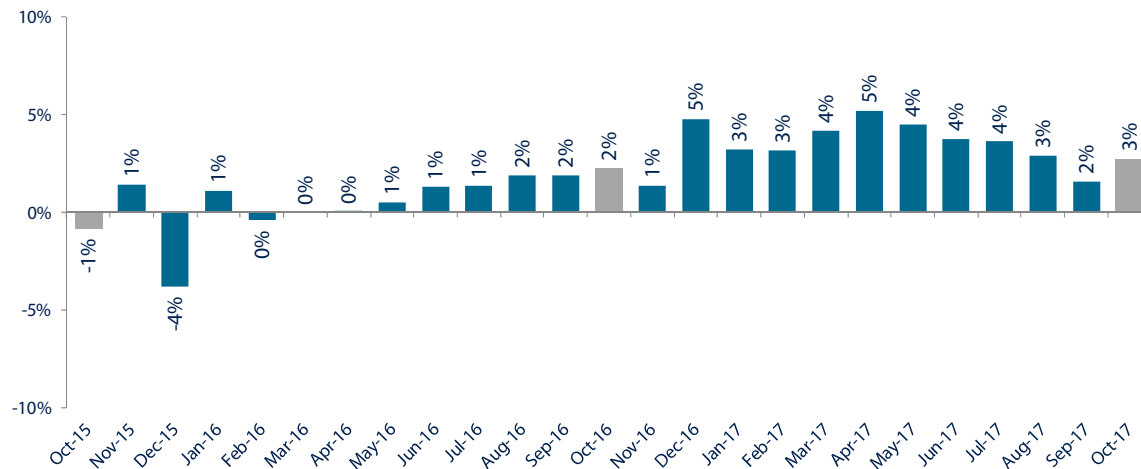
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



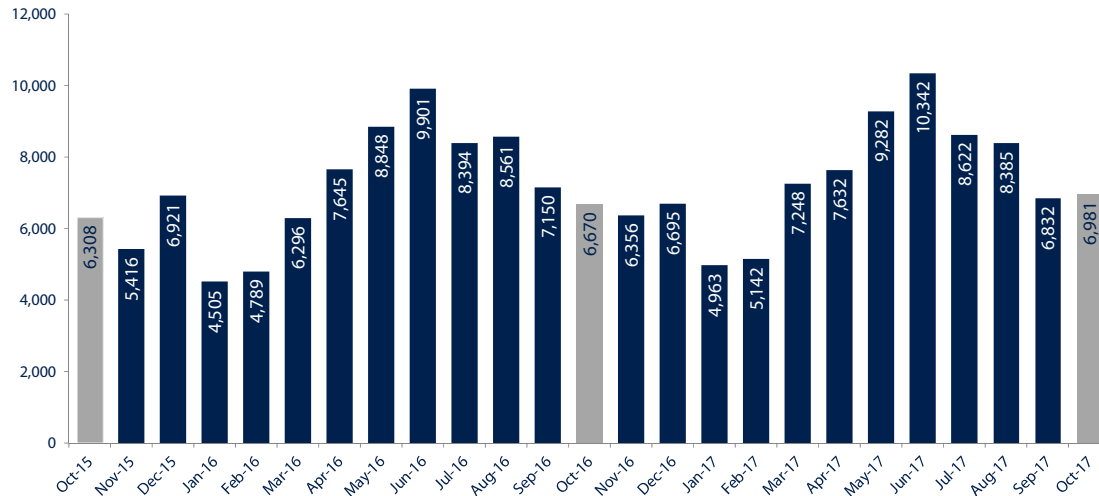
Highlights

- This October, the current median sale price of \$375,000 was similar to the median sale price of last month.
- The current median sale price was 3% higher than the same month last year.

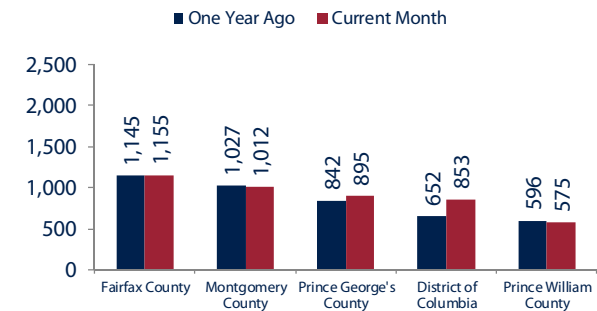
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Total Units Sold



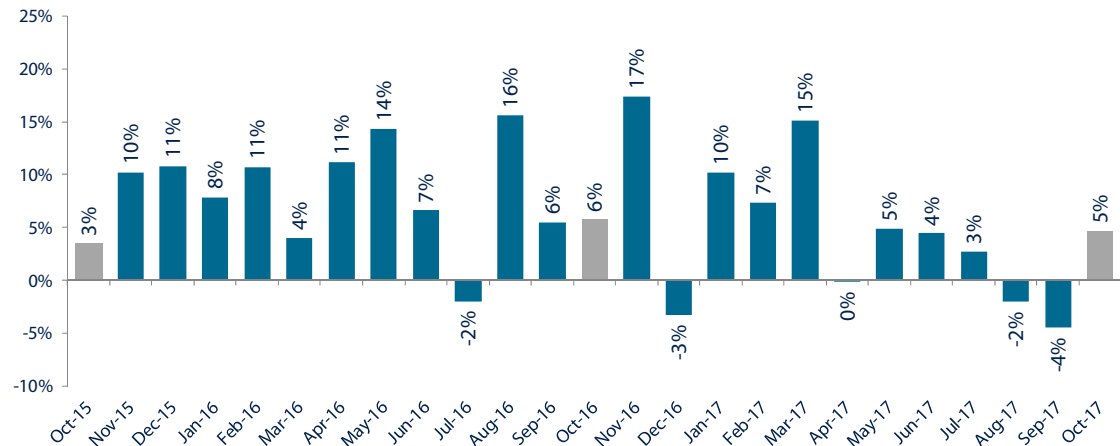
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was higher than at this time last year, an increase of 5% versus October 2016.
- There was an increase of 2% in total units sold in October compared to September.

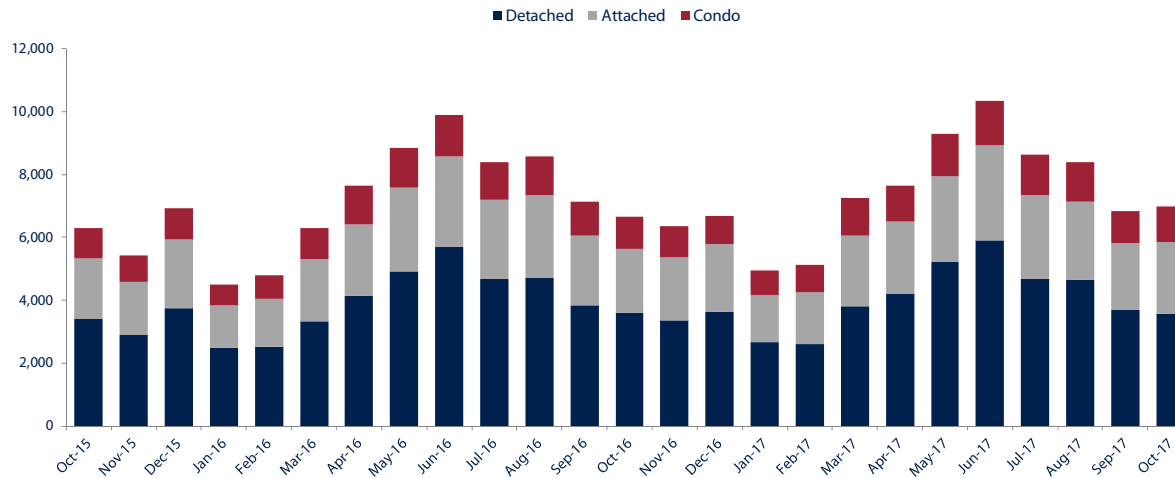
Total Units Sold
Percent Change Year/Year



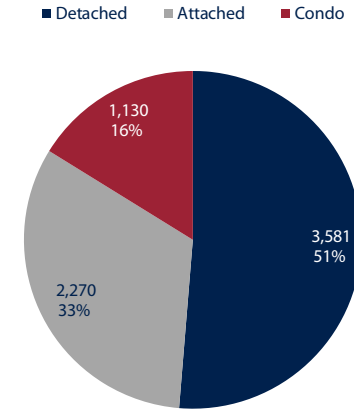
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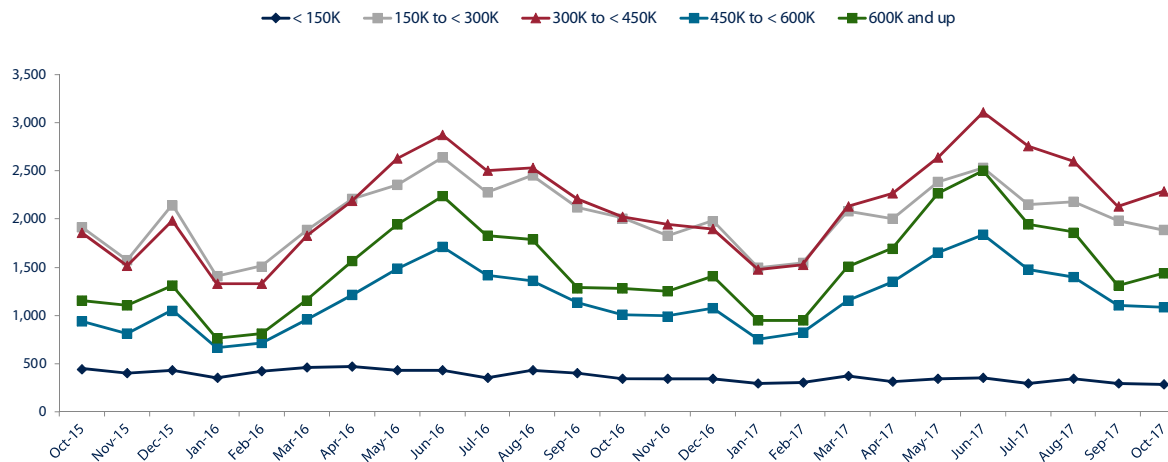
Total Units Sold by Type



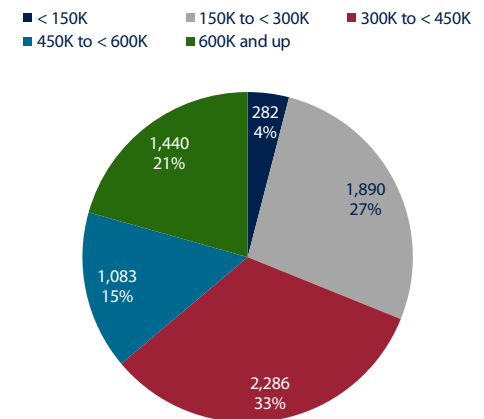
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



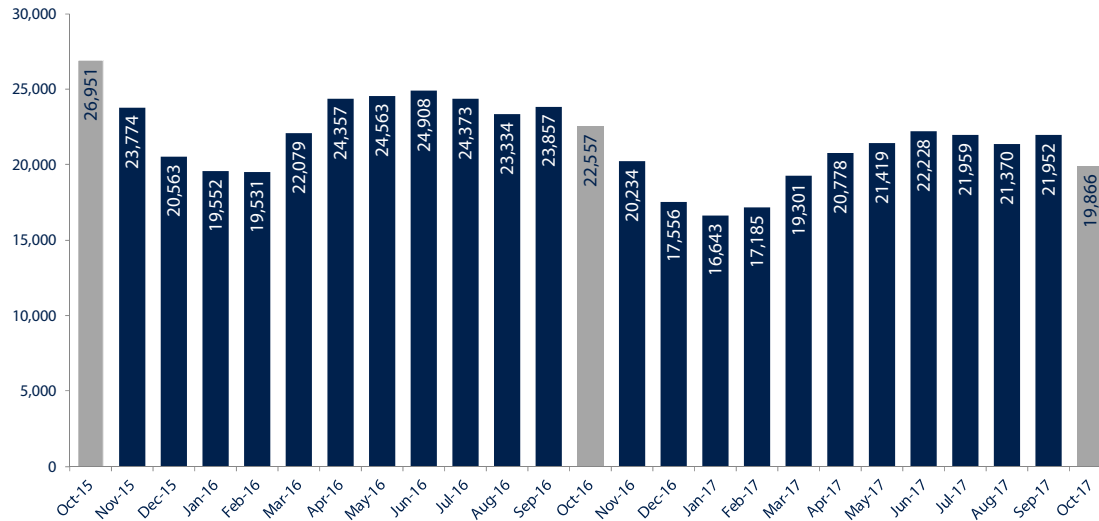
**Total Units Sold by Price Range
Current Month**



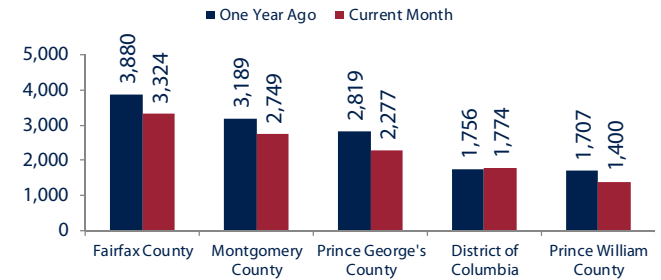
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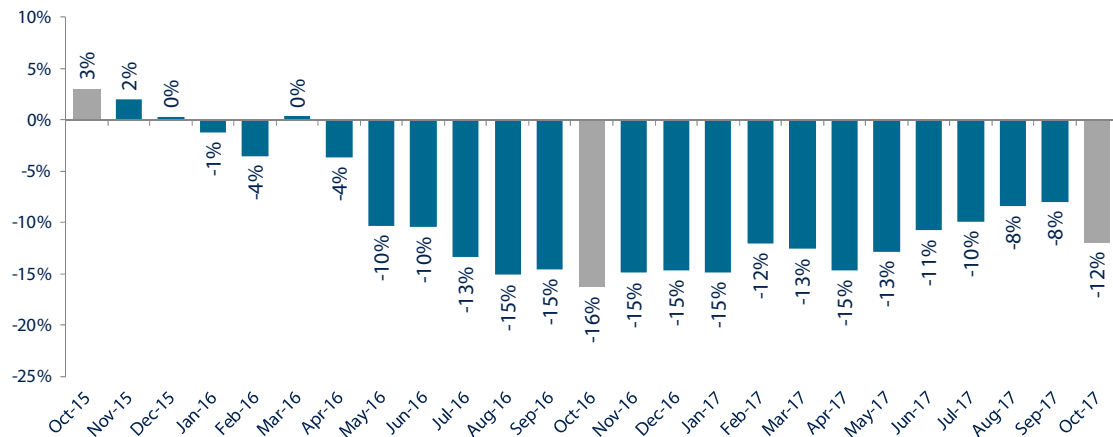
Total Active Inventory



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



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



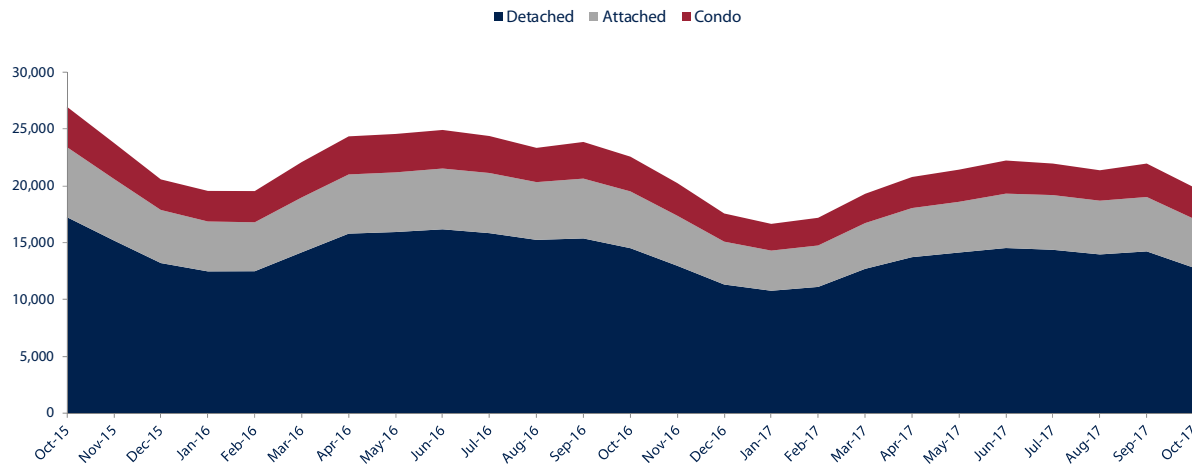
Highlights

- October's total active inventory of 19,866 units was 10% lower than the previous month's supply of inventory.
- Versus last October, the total number of homes available was lower by 2,691 units or 12%.

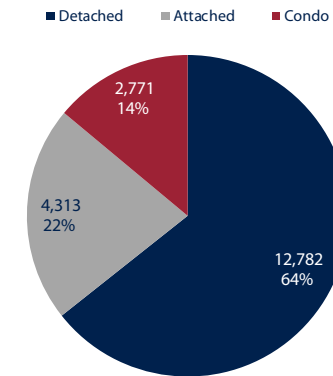
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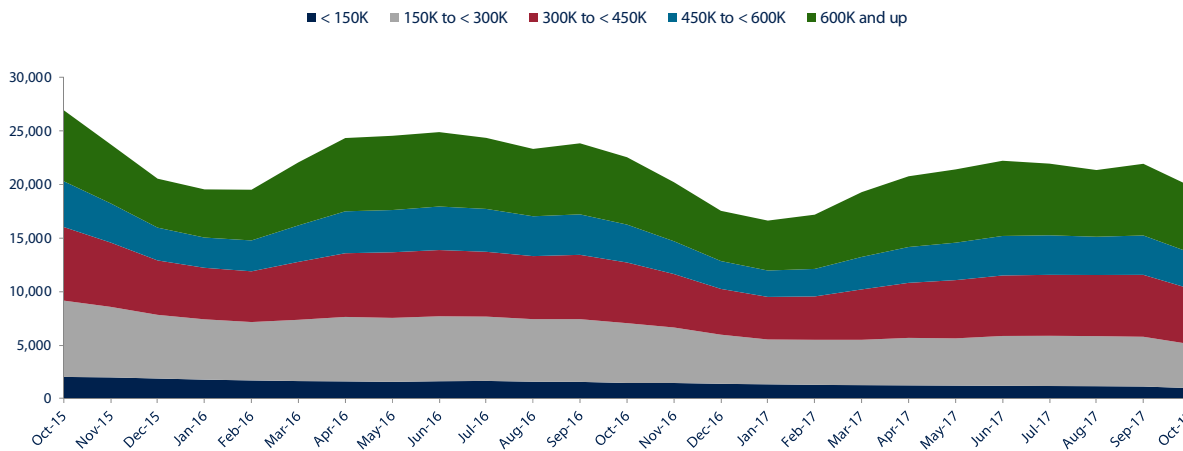
Total Active Inventory by Type



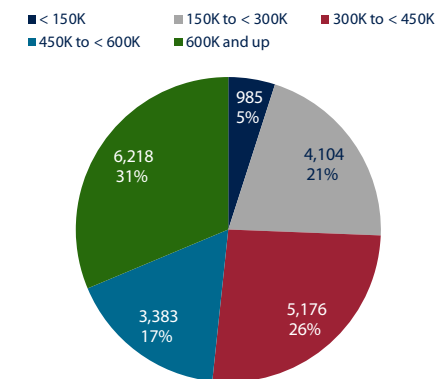
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



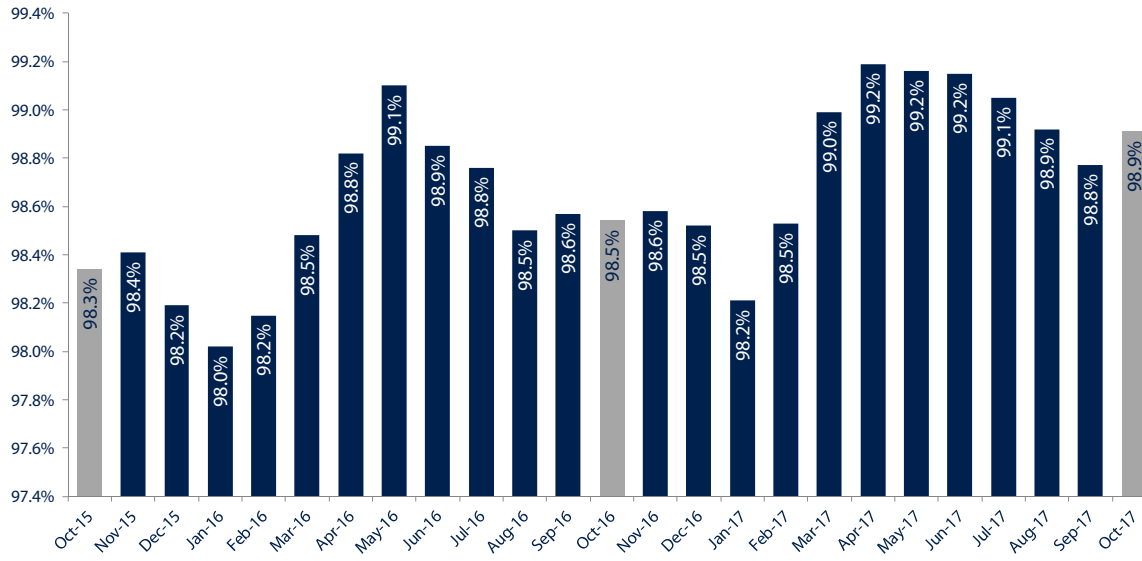
Total Active Inventory by Price Range Current Month



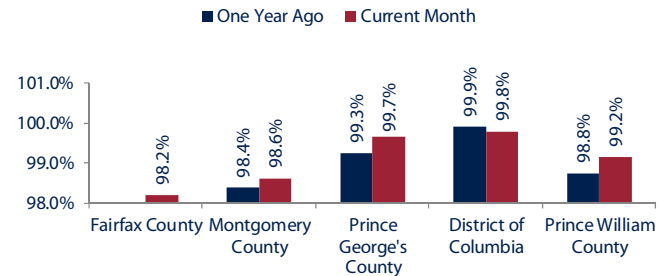
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Average Sale Price as a Percent of List Price



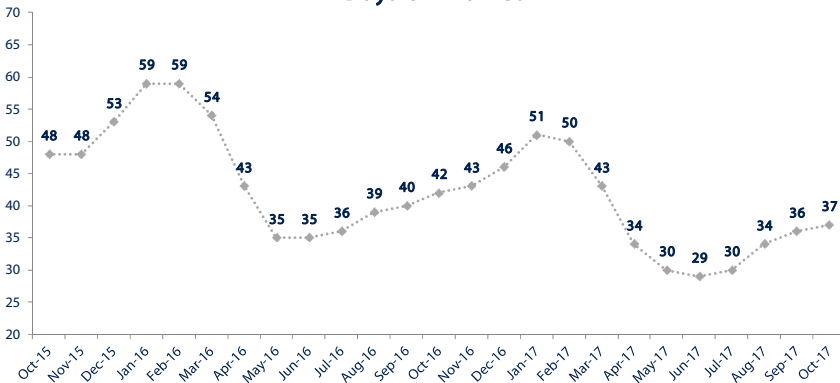
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



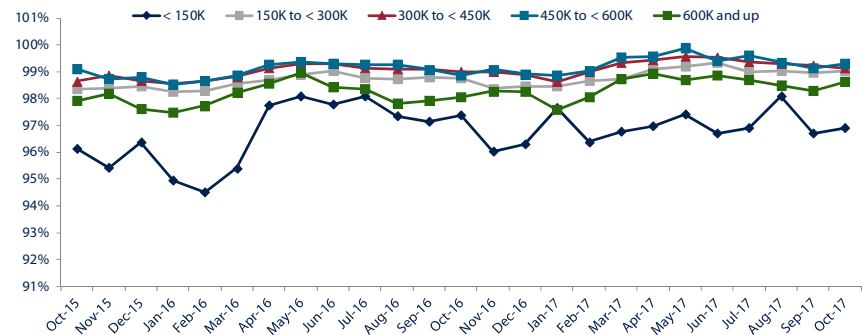
Days on Market	
Current Month	One Year Ago
37	42
Down -12% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.9%	98.5%
Up 0.4% Vs. Year Ago	

Days on Market



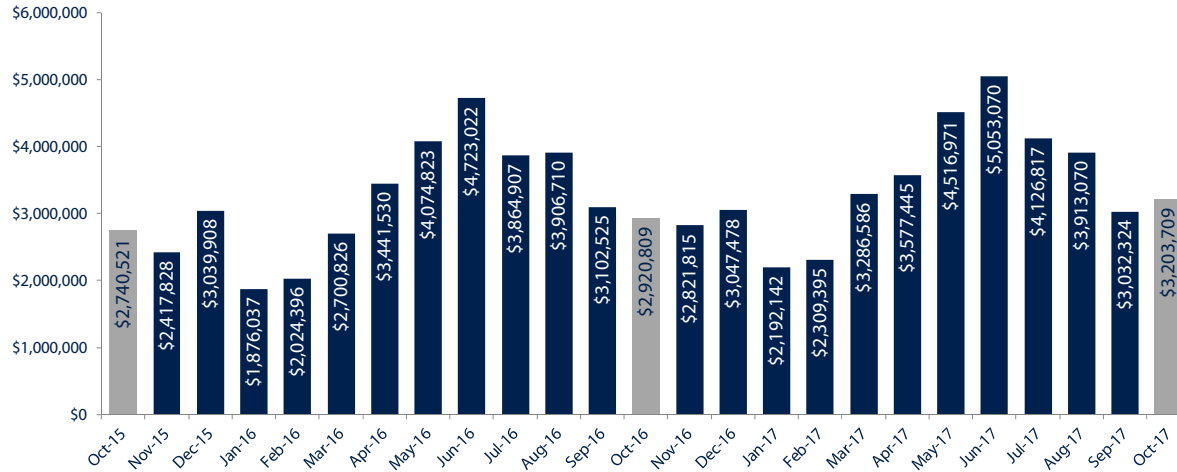
Average Sale Price as a Percent of List Price
by Price Range



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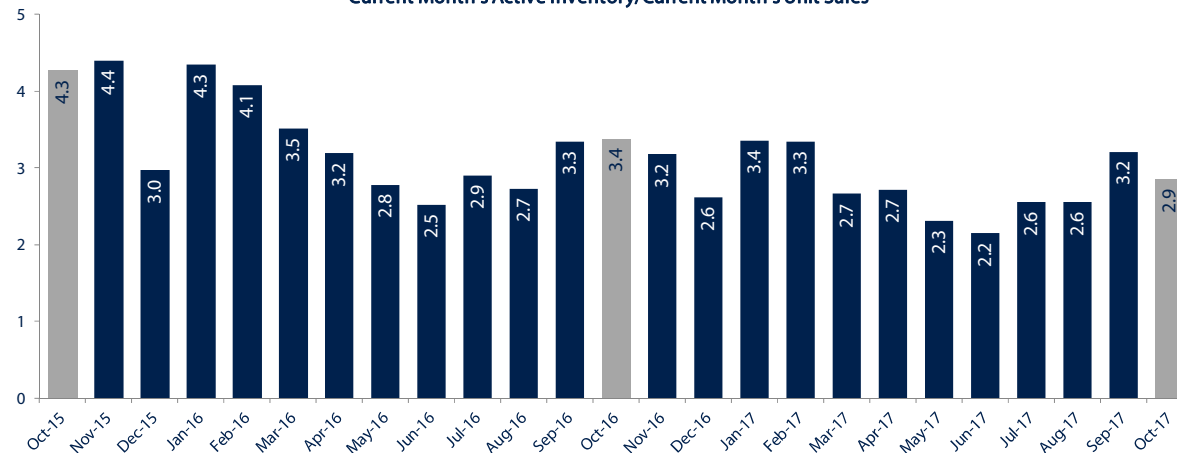
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this October was 10% greater than the same month one year ago.
- In October, there was 2.9 months of supply available, compared to 3.4 in October 2016. That was a decrease of 16% versus a year ago.

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



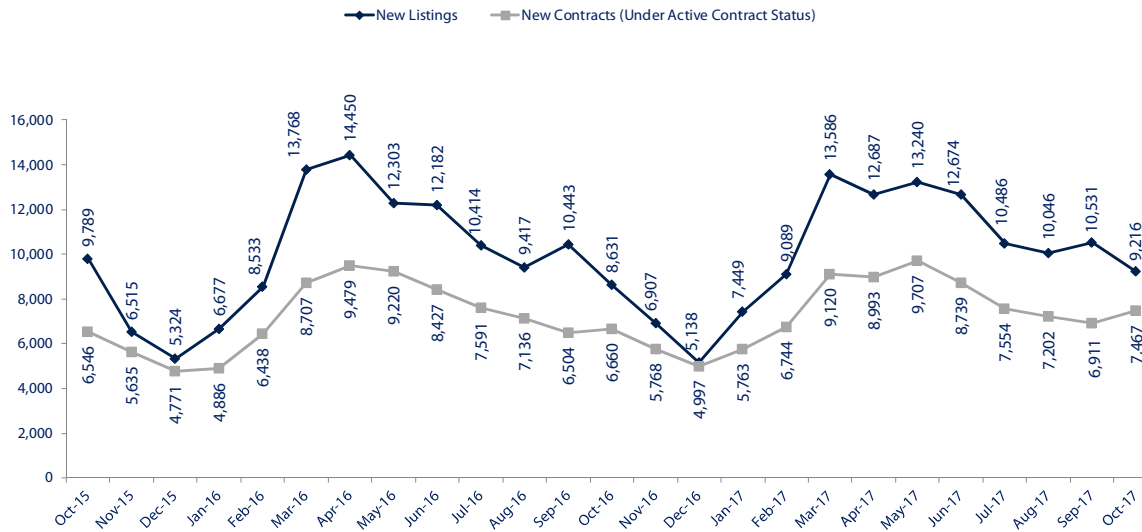
Total Dollar Volume Sold	
Current Month	One Year Ago
\$3,203,708,919	\$2,920,808,654
Up 10% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
2.9	3.4
Down -16% Vs. Year Ago	

Long & Foster Market Conditions Report

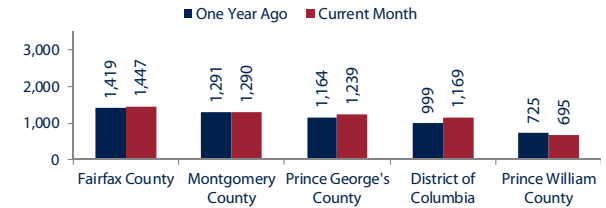
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New Listings & New Contracts



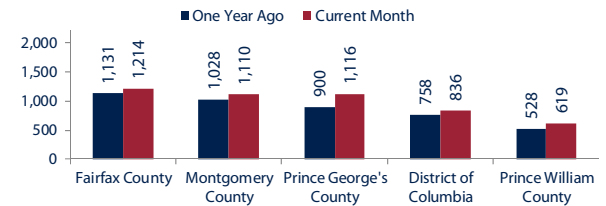
New Listings

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
9,216	8,631
Up 7% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
7,467	6,660
Up 12% 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 1.2, similar to the ratio from one year ago.

Supply/Demand Ratio

Number of New Listings to New Contracts

