

MARKET CONDITIONS REPORT

LONG & FOSTER[®]
REAL ESTATE

WASHINGTON D.C. METROPOLITAN AREA - MAY 2025

IT'S THE **ONE.**



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Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

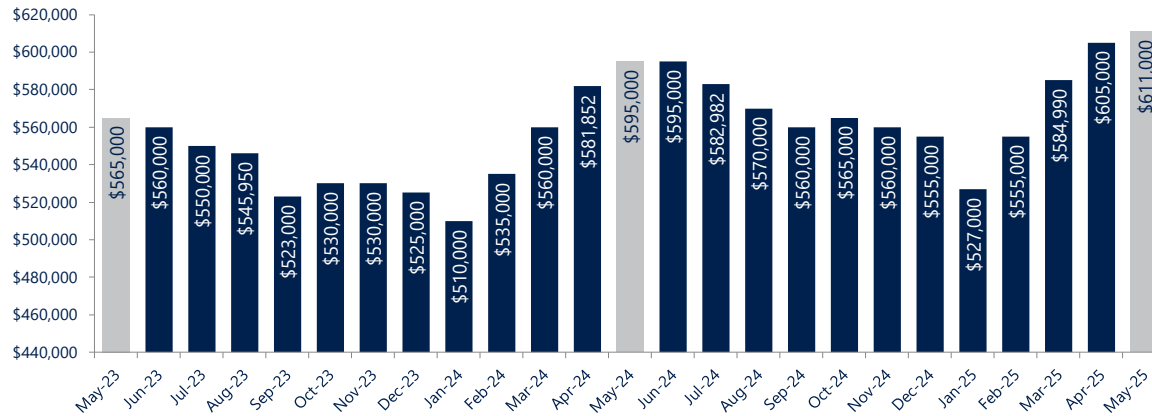
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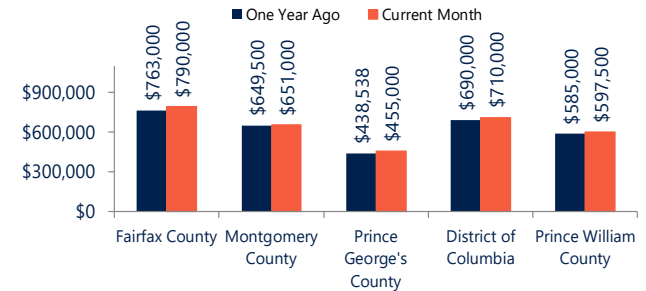
WASHINGTON D.C. METROPOLITAN AREA - MAY 2025

Median Sales Price



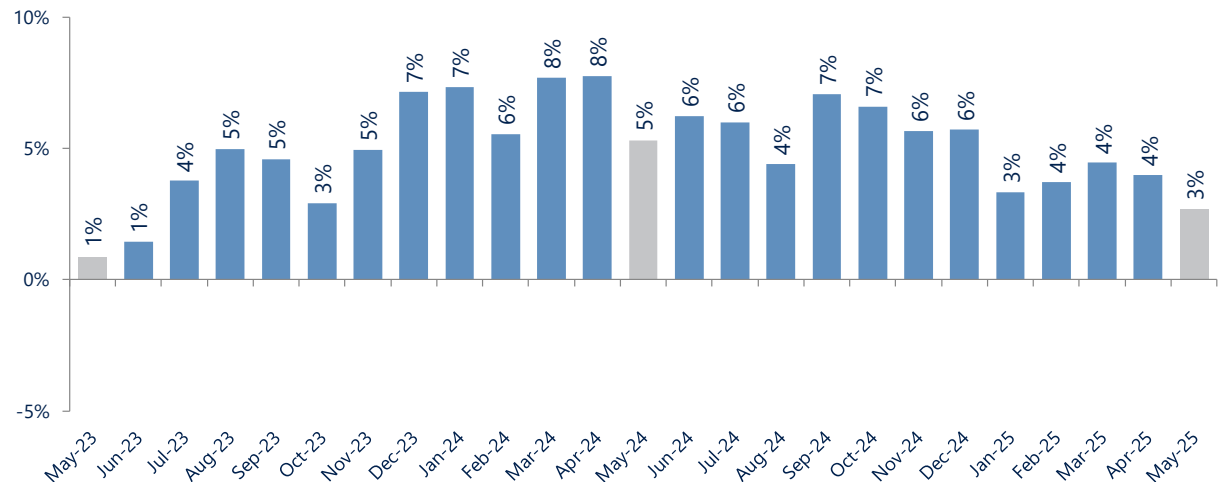
Median Sale Price

Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price

Percent Change Year/Year



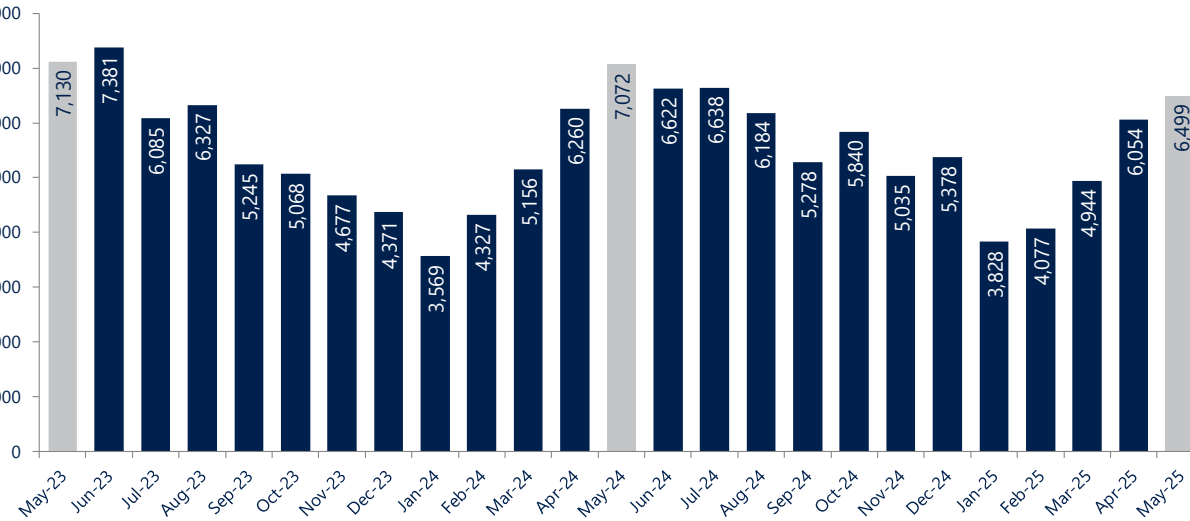
Highlights

- This May, the current median sale price of \$611,000 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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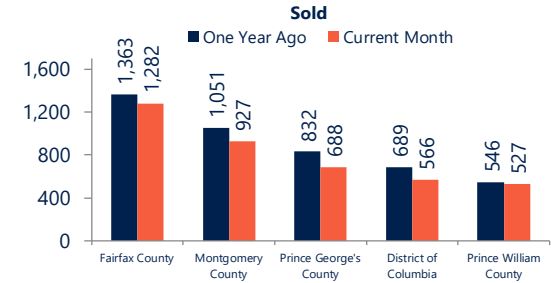
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Total Units Sold



Total Units Sold

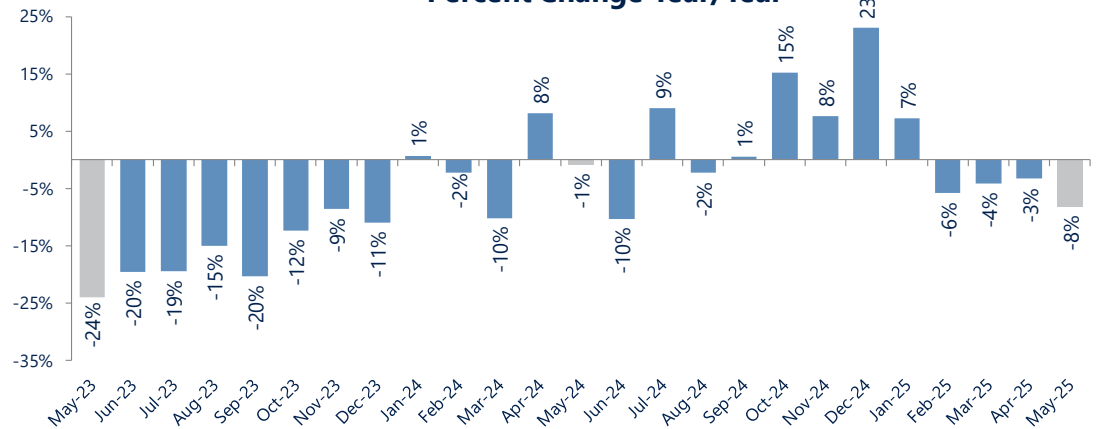
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 7% in total units sold in May compared to April.
- This month's total units sold was lower than at this time last year, a decrease of 8% versus May 2024.

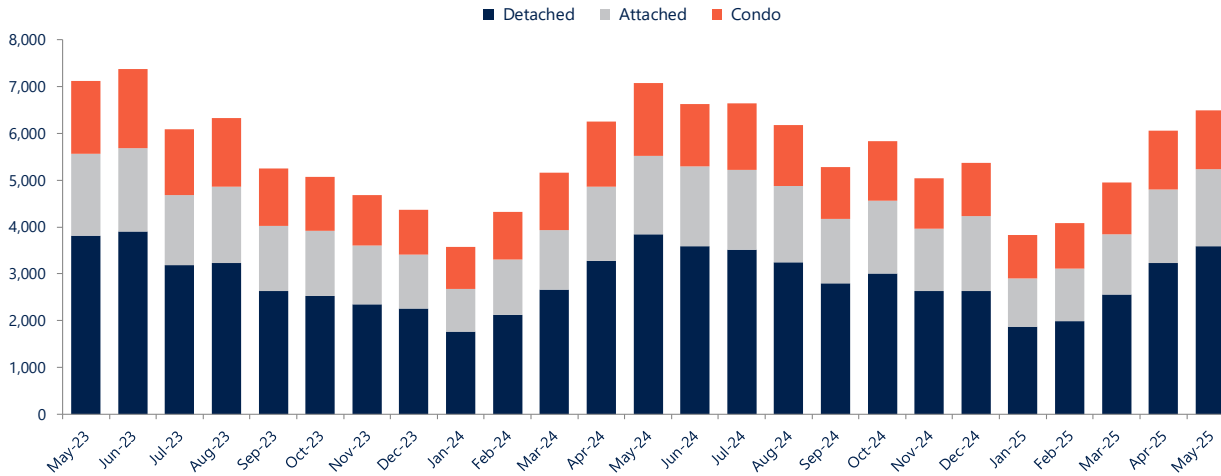
Total Units Sold Percent Change Year/Year



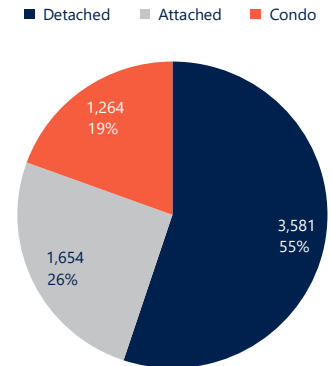
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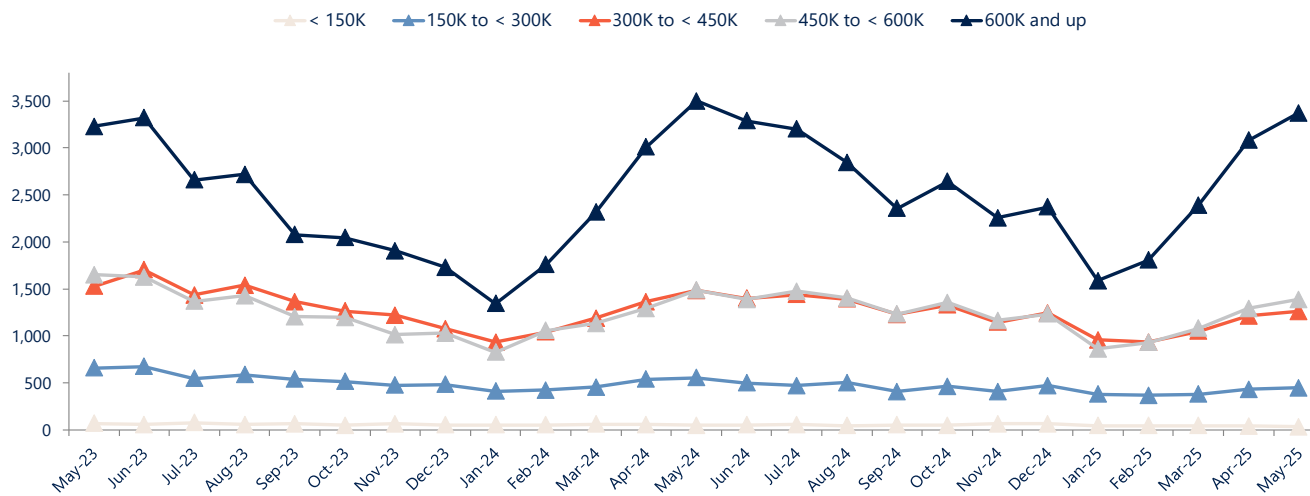
Total Units Sold by Type



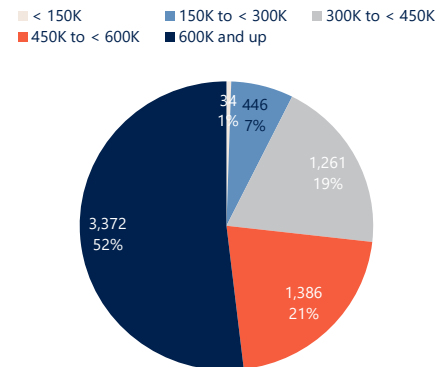
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



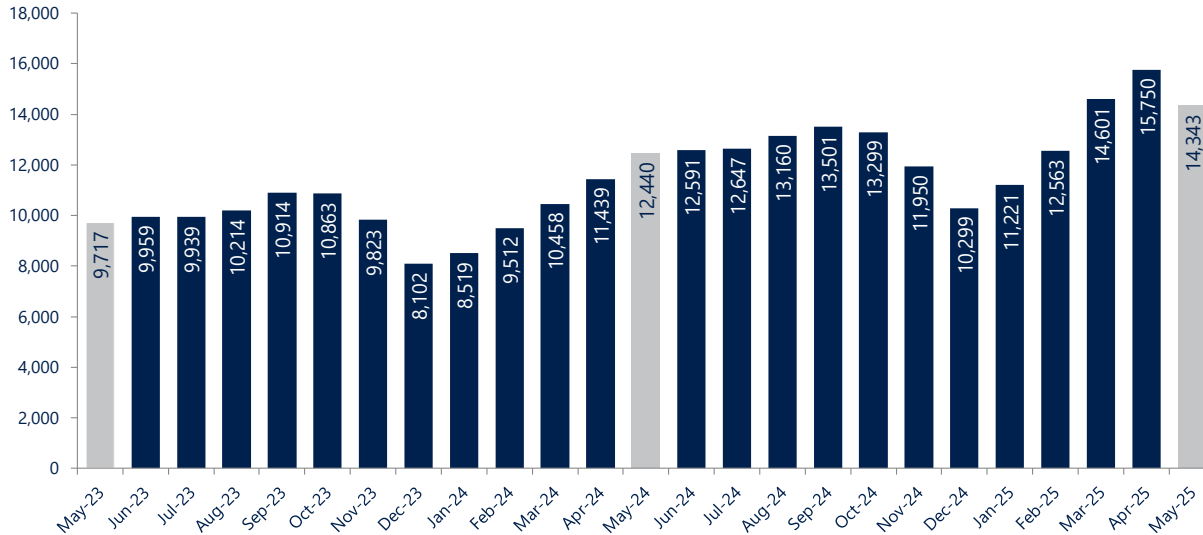
Total Units Sold by Price Range
Current Month



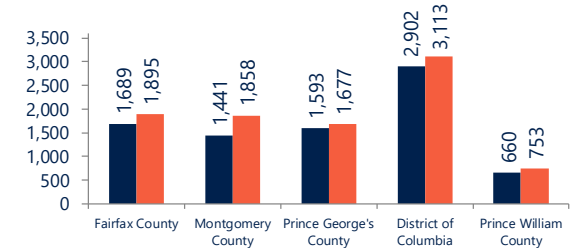
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Total Active Inventory



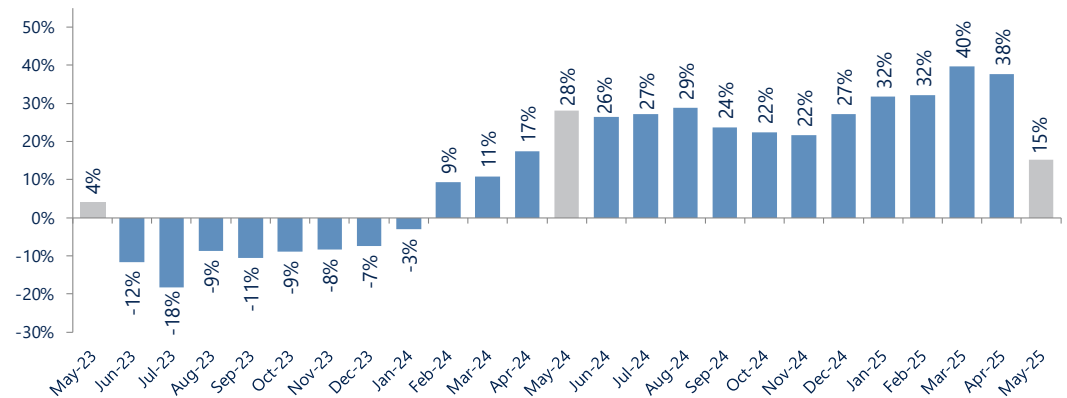
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- Versus last May, the total number of homes available this month was higher by 1,903 units or 15%.
- Active inventory this May was 9% lower than the previous month's supply of available inventory.

Total Active Inventory Percent Change Year/Year

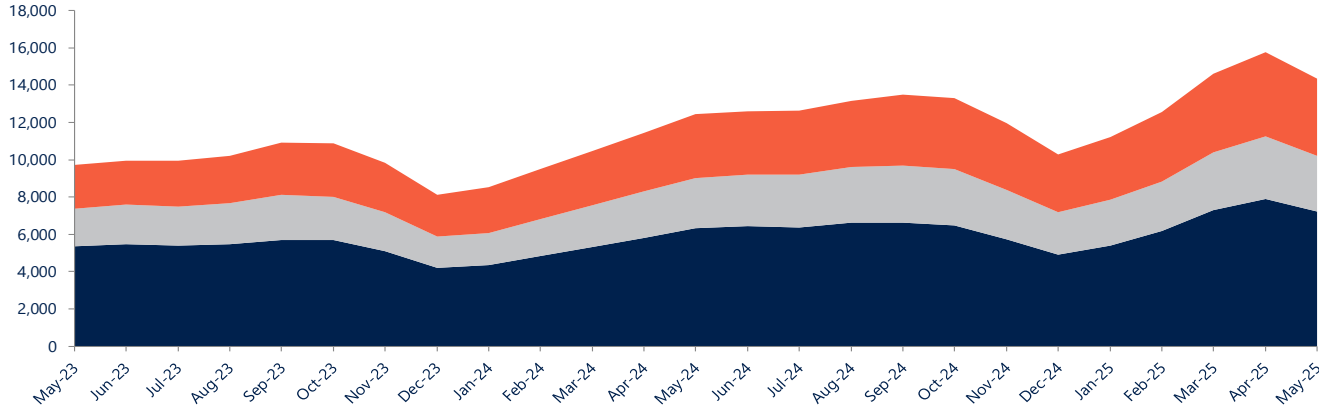


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Total Active Inventory by Type

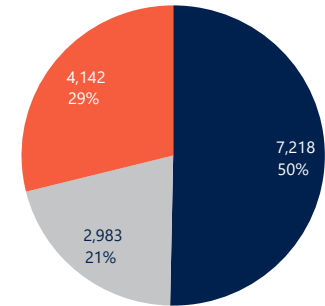
■ Detached ■ Attached ■ Condo



Total Active Inventory by Type

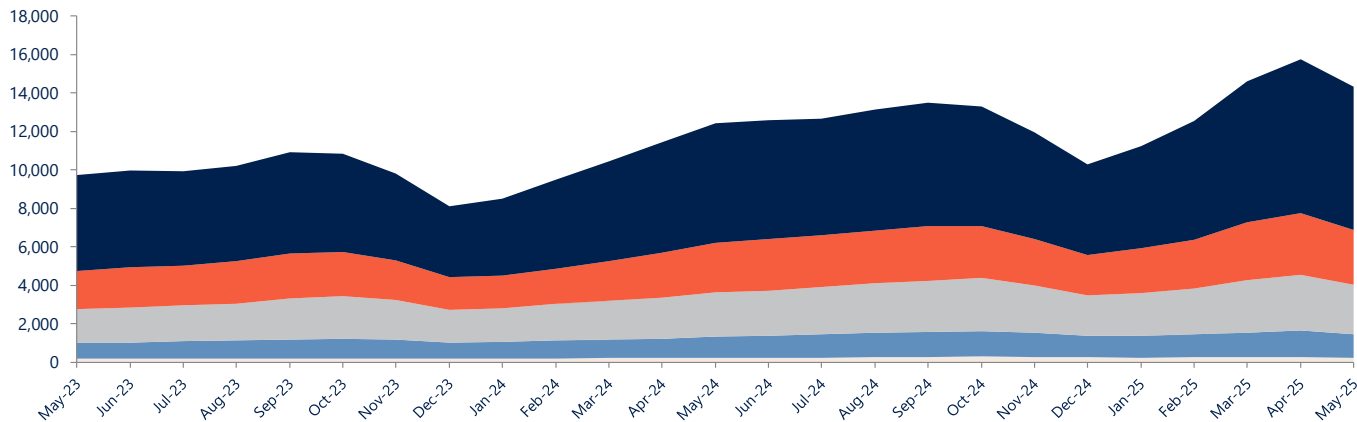
Current Month

■ Detached ■ Attached ■ Condo



Total Active Inventory by Price Range

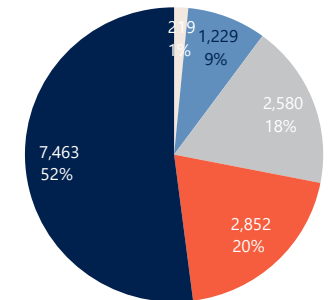
■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



Total Active Inventory by Price Range

Current Month

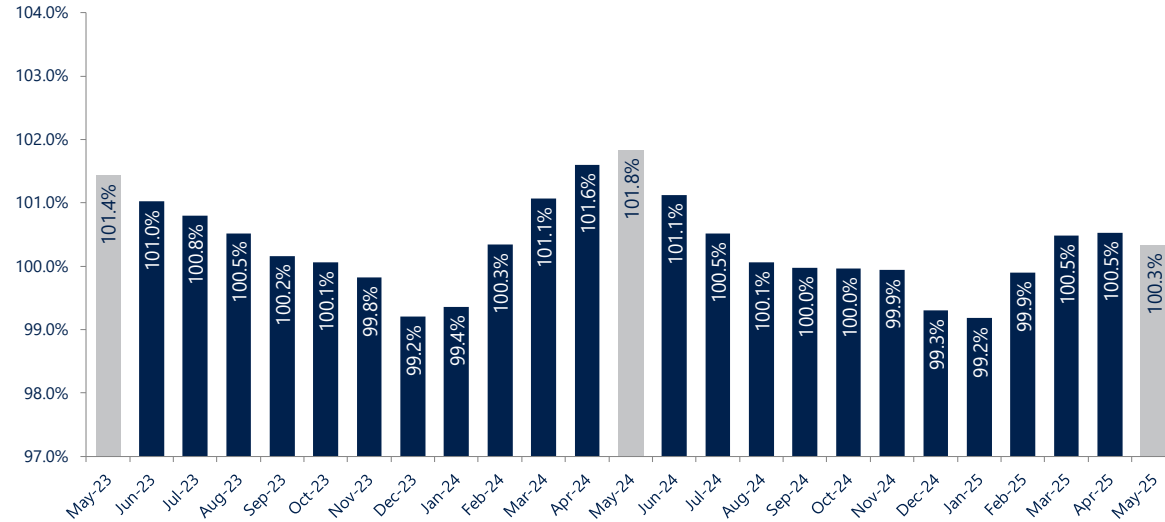
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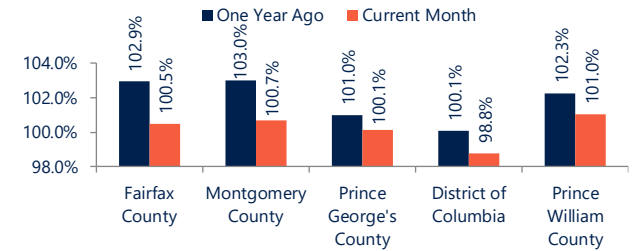
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Average Sale Price as a Percent of List Price



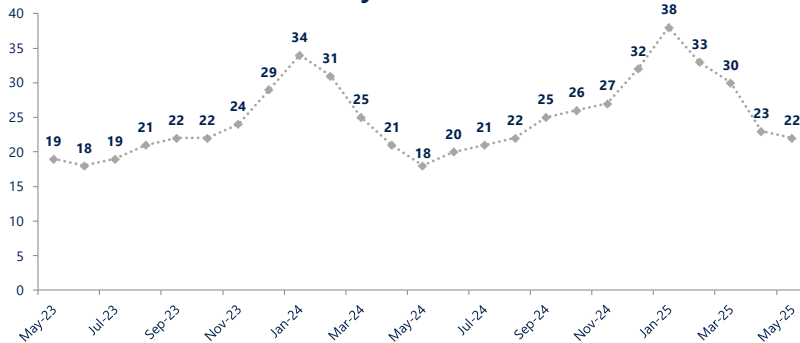
Sale Price as % of List Price Of Top Five Counties/Cities Based on Total Units Sold



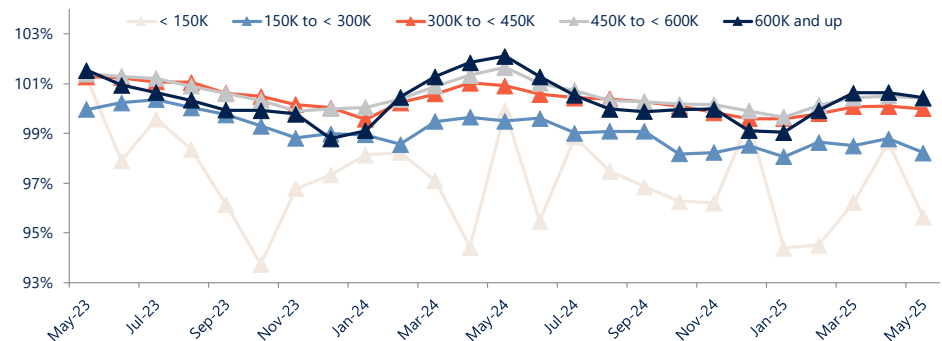
Days on Market	
Current Month	One Year Ago
22	18
Up 22% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
100.3%	101.8%
Down -1.5% Vs. Year Ago	

Days on Market



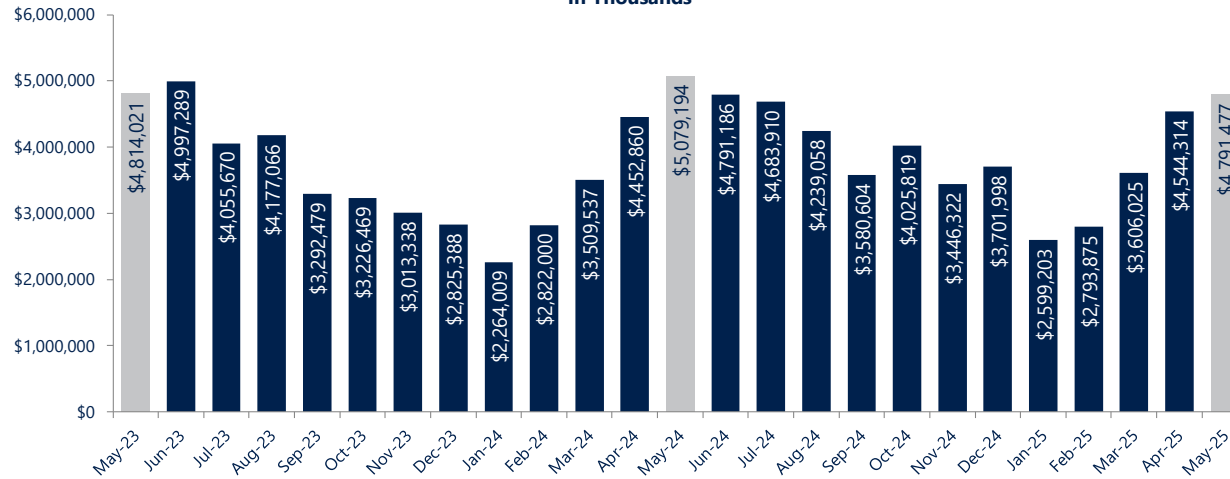
Average Sale Price as a Percent of List Price by Price Range



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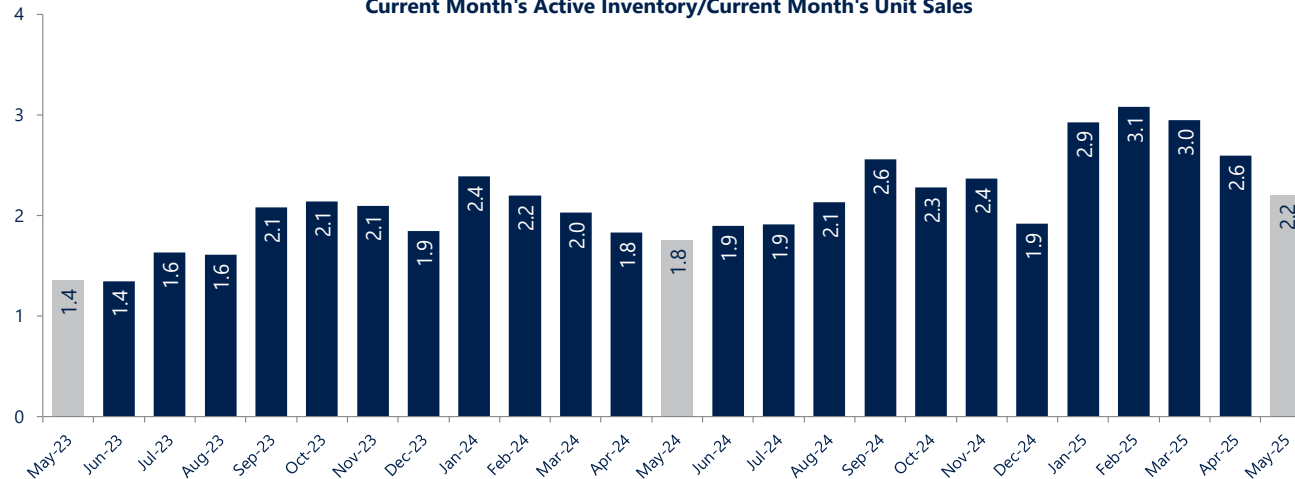
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this May was 6% less than the same month one year ago.
- In May, there was 2.2 months of supply available, compared to 1.8 in May 2024. That was an increase of 26% 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
\$4,791,477,428	\$5,079,193,919
Down -6% Vs. Year Ago	

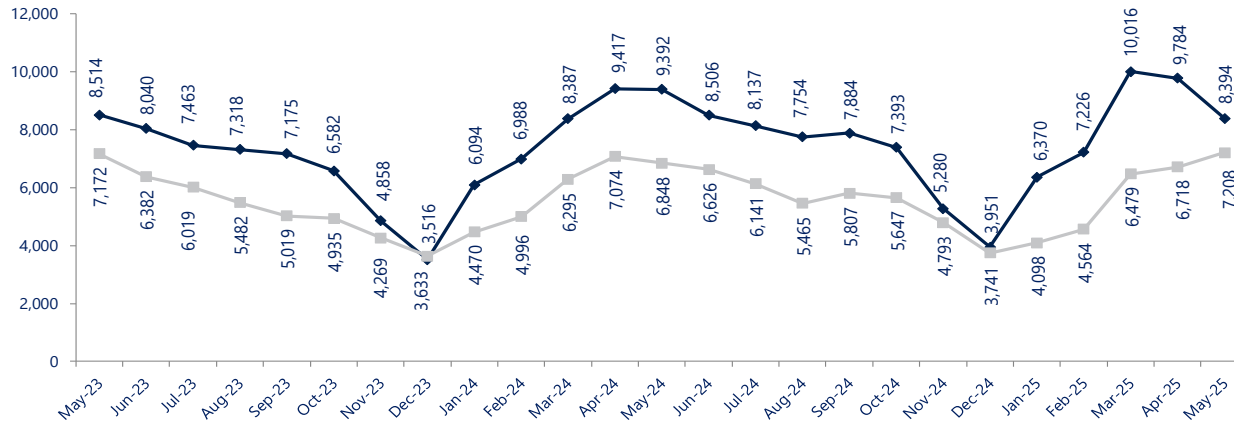
Months of Supply	
Current Month	One Year Ago
2.2	1.8
Up 26% Vs. Year Ago	

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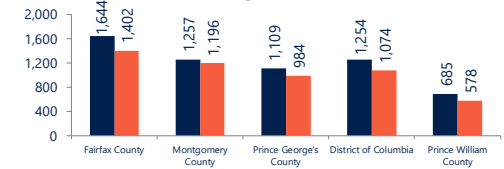
New Listings & New Contracts

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



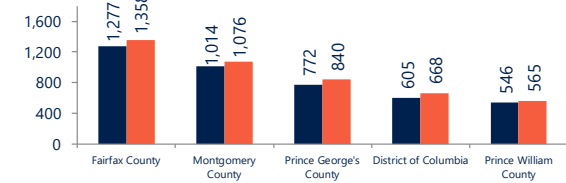
New Listings

Of Top Five Counties/Cities Based on Total Units Sold
■ One Year Ago ■ Current Month



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold
■ One Year Ago ■ Current Month



New Listings	
Current Month	One Year Ago
8,394	9,392
Down -11% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
7,208	6,848
Up 5% 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, a decrease of 15% from May 2024.

Supply/Demand Ratio

Number of New Listings to New Contracts

