

Market Conditions Report

Washington D.C. Metropolitan Area

August 2018



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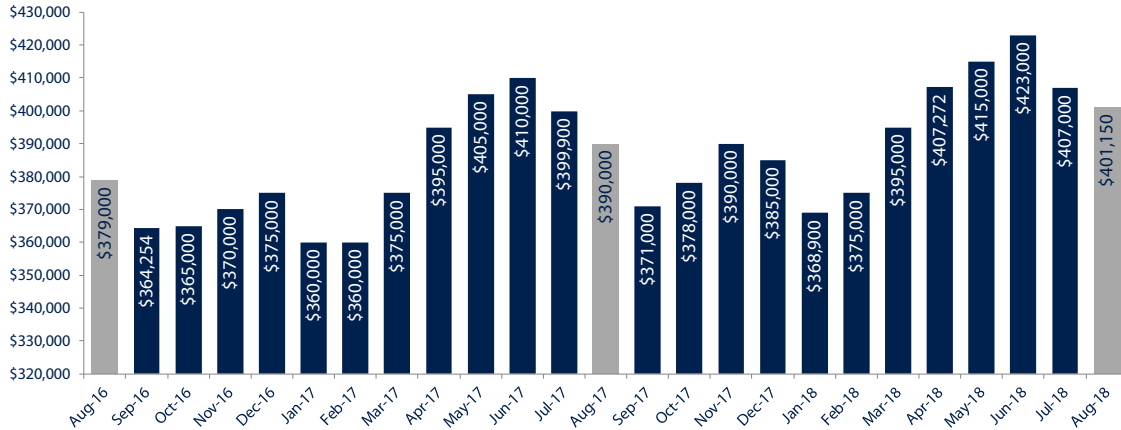
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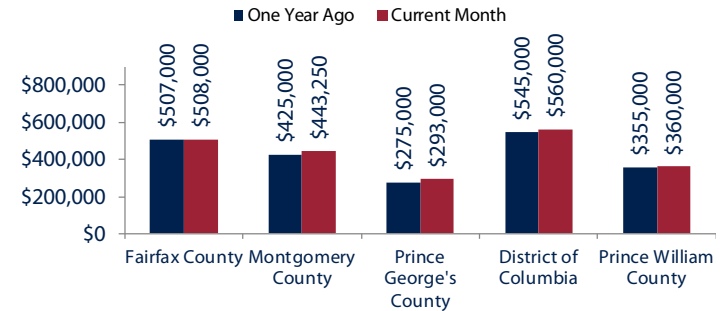
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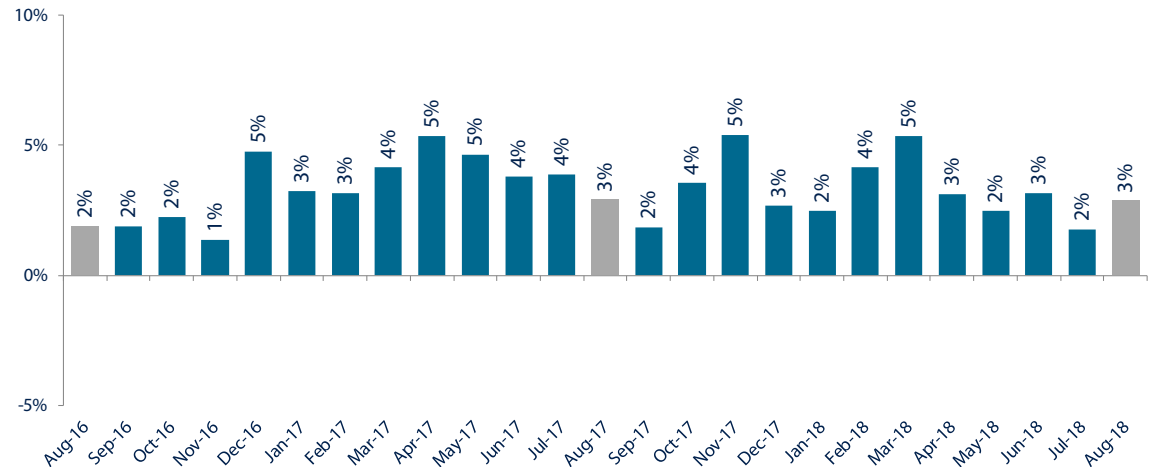
Median Sales Price



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



Median Sale Price Percent Change Year/Year



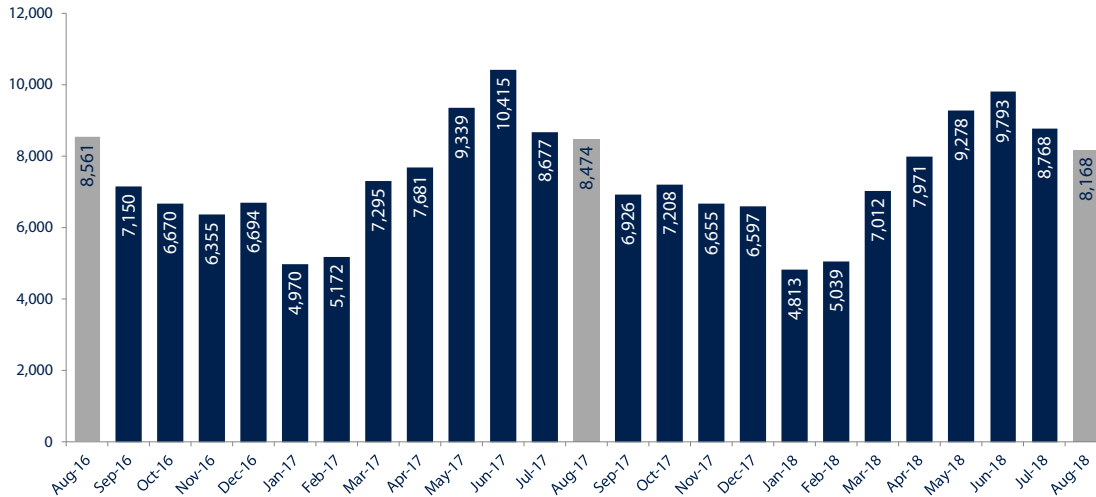
Highlights

- This August, the current median sale price of \$401,150 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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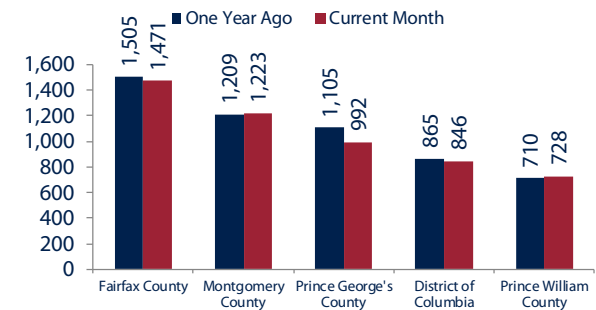
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Total Units Sold



Total Units Sold

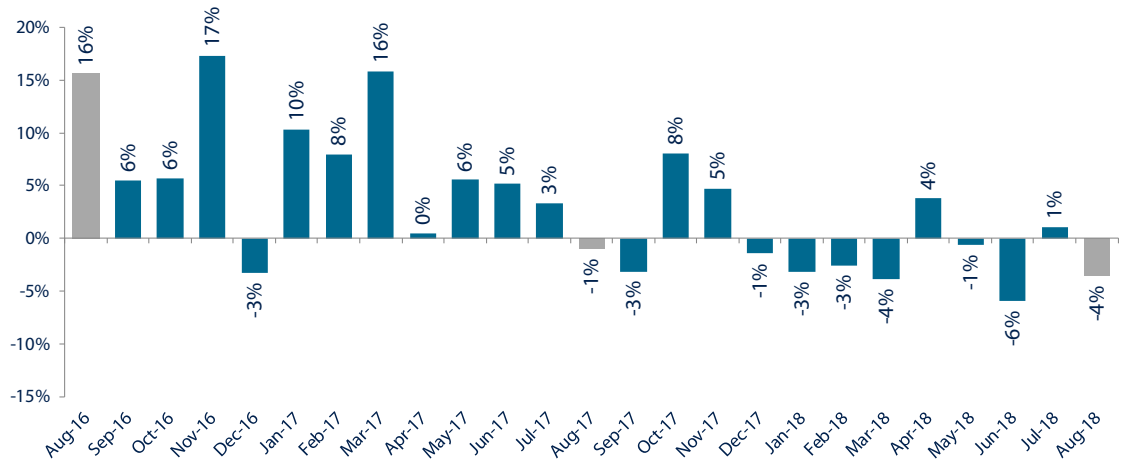
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was lower than at this time last year, a decrease of 4% versus August 2017.
- There was a decrease of 7% in total units sold in August compared to July.

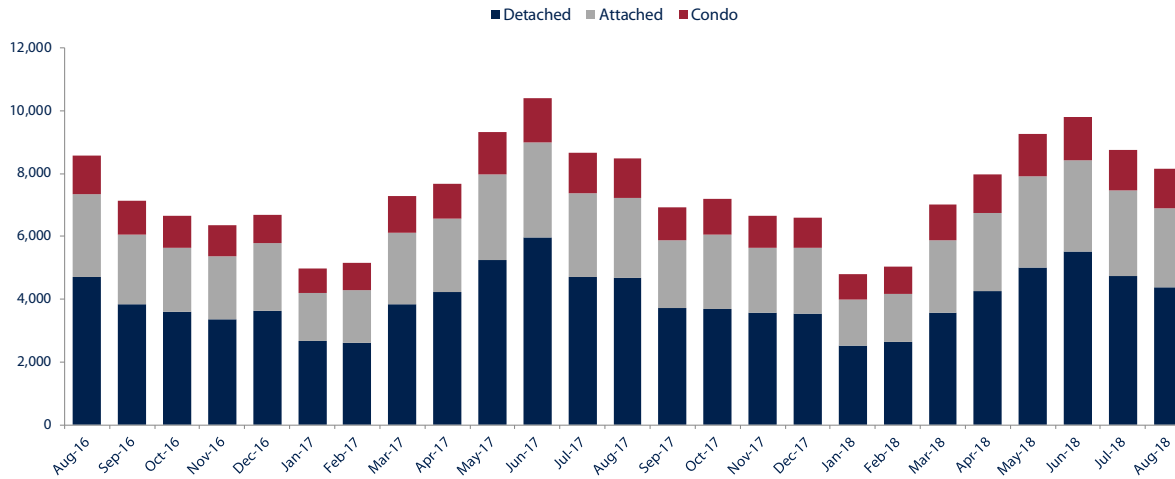
Total Units Sold
Percent Change Year/Year



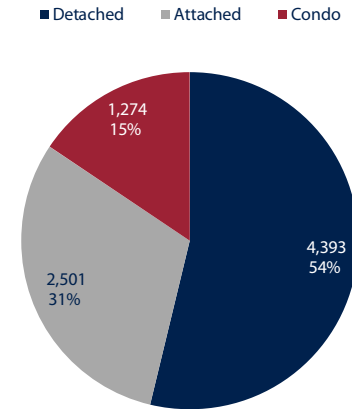
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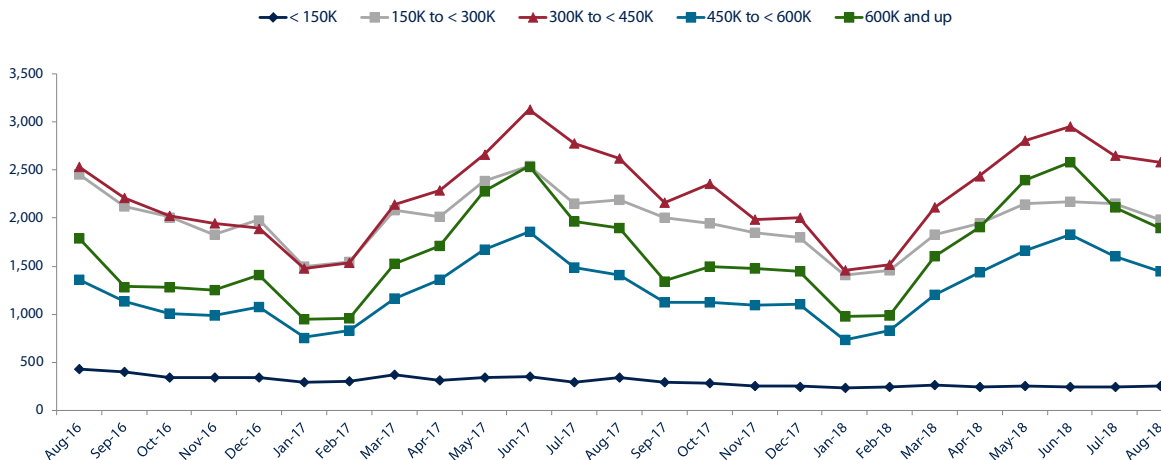
Total Units Sold by Type



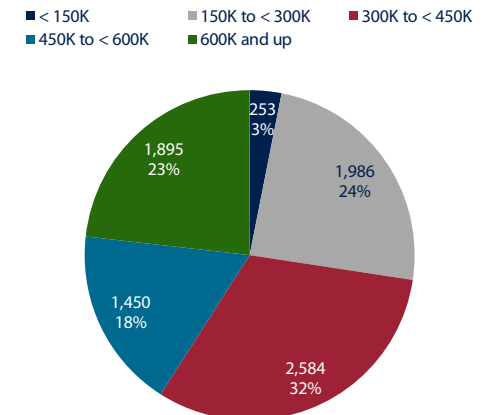
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



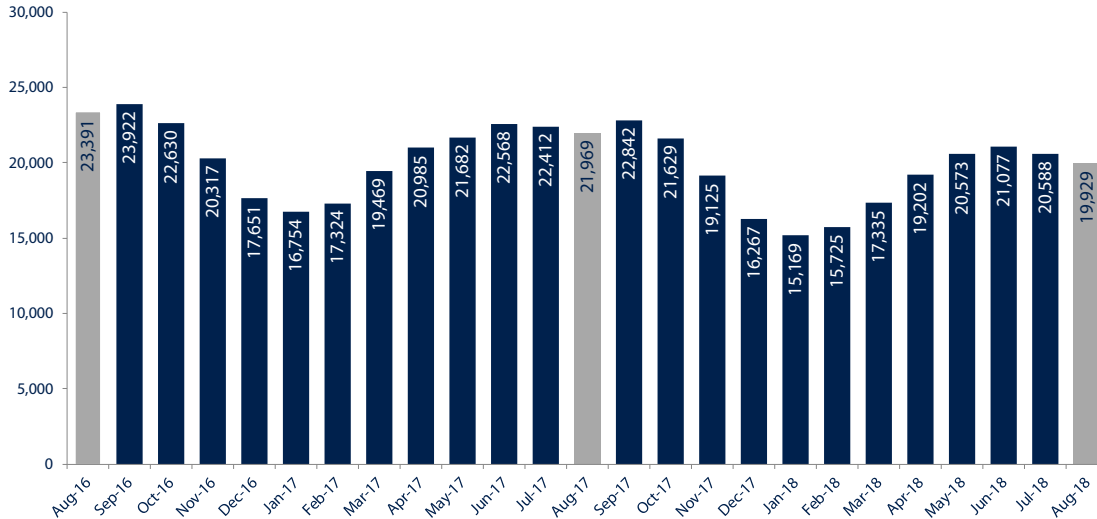
**Total Units Sold by Price Range
Current Month**



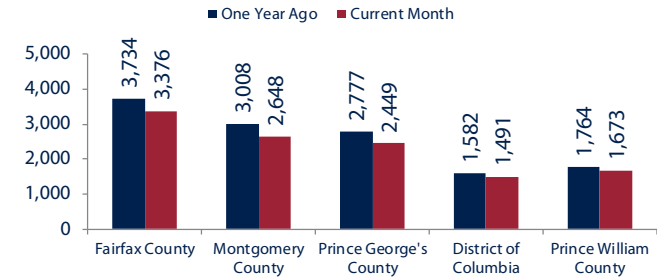
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Washington D.C. Metropolitan Area - August 2018

Total Active Inventory



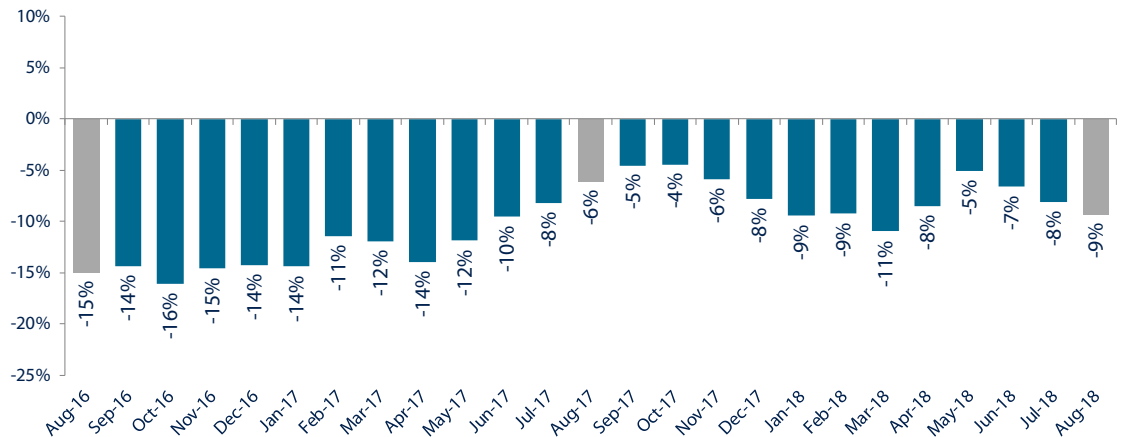
**Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold**



Highlights

- August's total active inventory of 19,929 units was 3% lower than the previous month's supply of inventory.
- Versus last August, the total number of homes available was lower by 2,040 units or 9%.

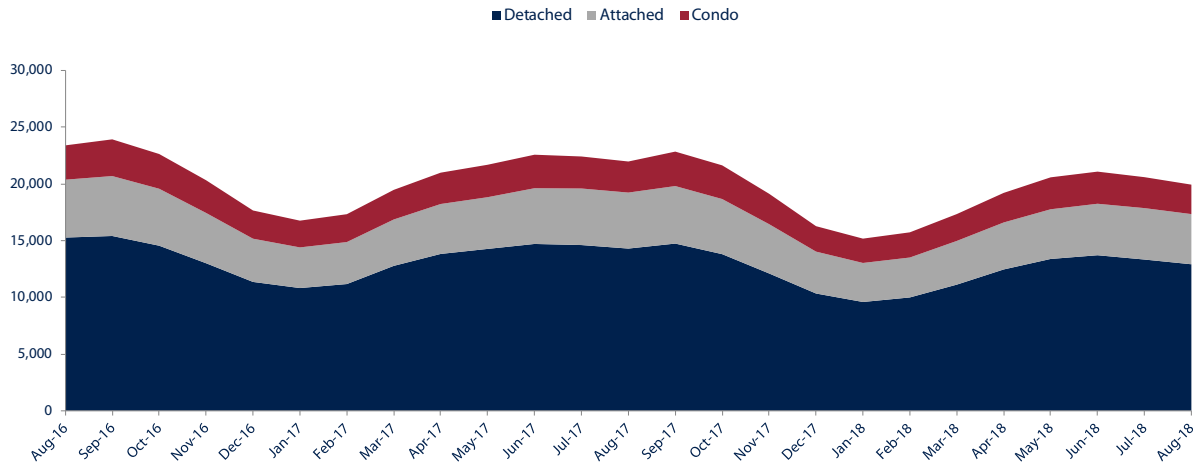
**Total Active Inventory
Percent Change Year/Year**



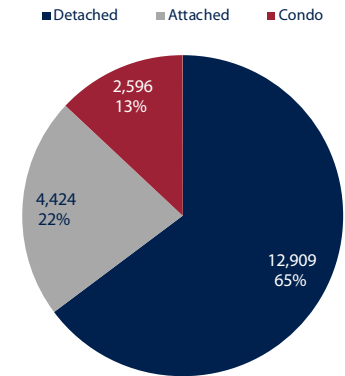
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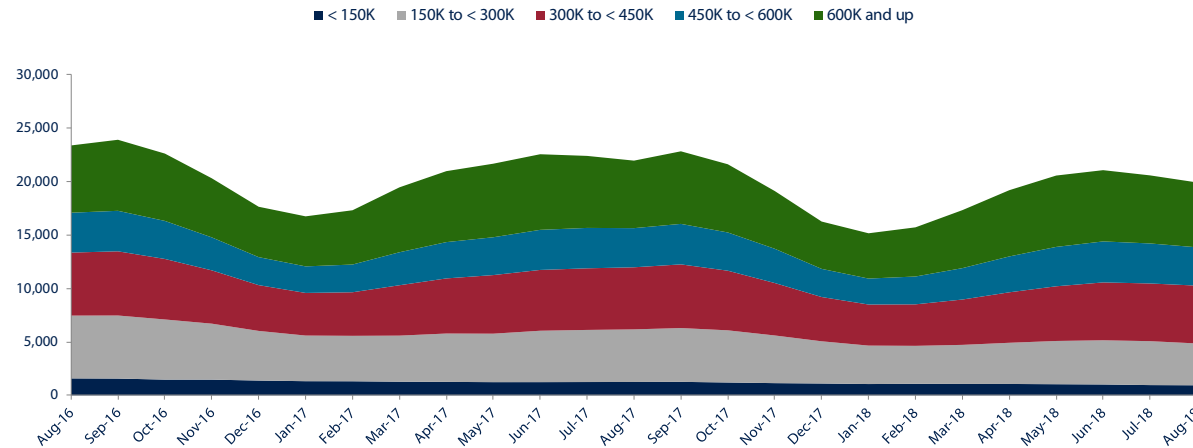
Total Active Inventory by Type



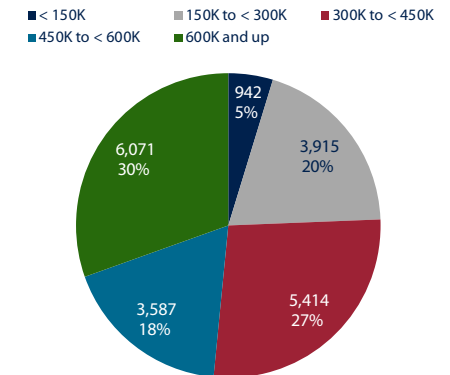
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



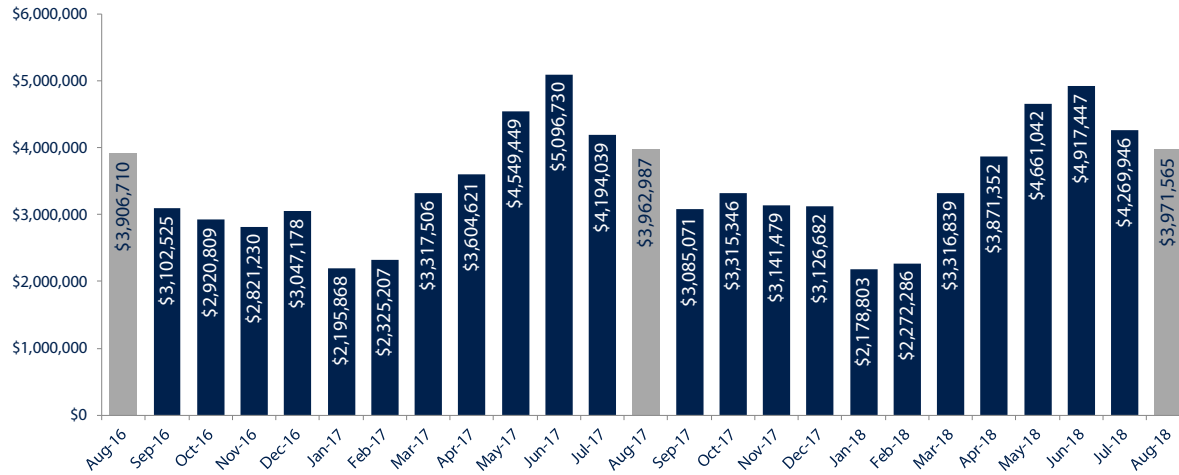
Total Active Inventory by Price Range Current Month



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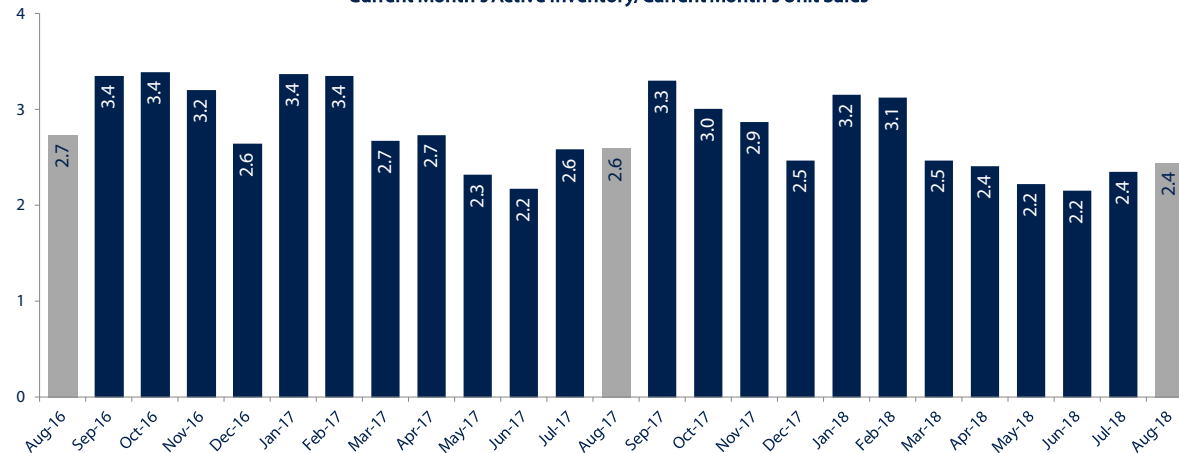
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this August was similar to the dollar volume sold one year ago.
- In August, there was 2.4 months of supply available, compared to 2.6 in August 2017. That was a decrease of 6% versus a year ago.

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



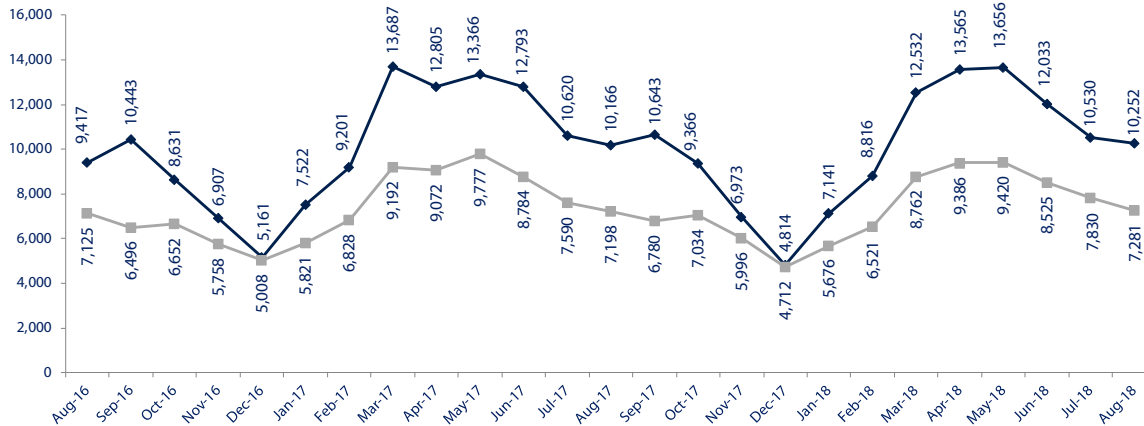
Total Dollar Volume Sold	
Current Month	One Year Ago
\$3,971,564,692	\$3,962,986,916
No Change Vs. Year Ago	
Months of Supply	
Current Month	One Year Ago
2.4	2.6
Down -6% Vs. Year Ago	

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New Listings & New Contracts

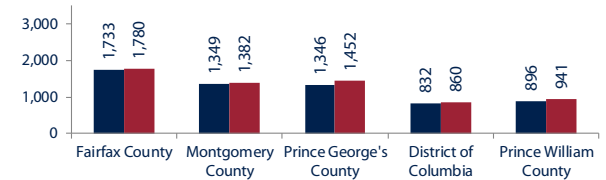
— New Listings — New Contracts (Under Active Contract Status)



New Listings

Of Top Five Counties/Cities Based on Total Units Sold

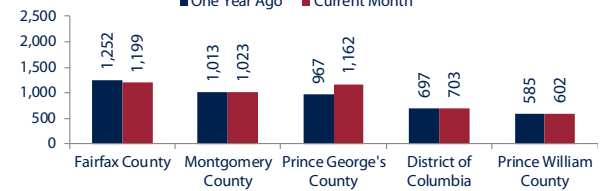
■ One Year Ago ■ Current Month



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold

■ One Year Ago ■ Current Month



New Listings	
Current Month	One Year Ago
10,252	10,166
Up 1% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
7,281	7,198
Up 1% 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

