

The Long & Foster® Market Conditions Report

Washington D.C. Metropolitan Area

www.longandfoster.com

Counties & cities included in this area are:

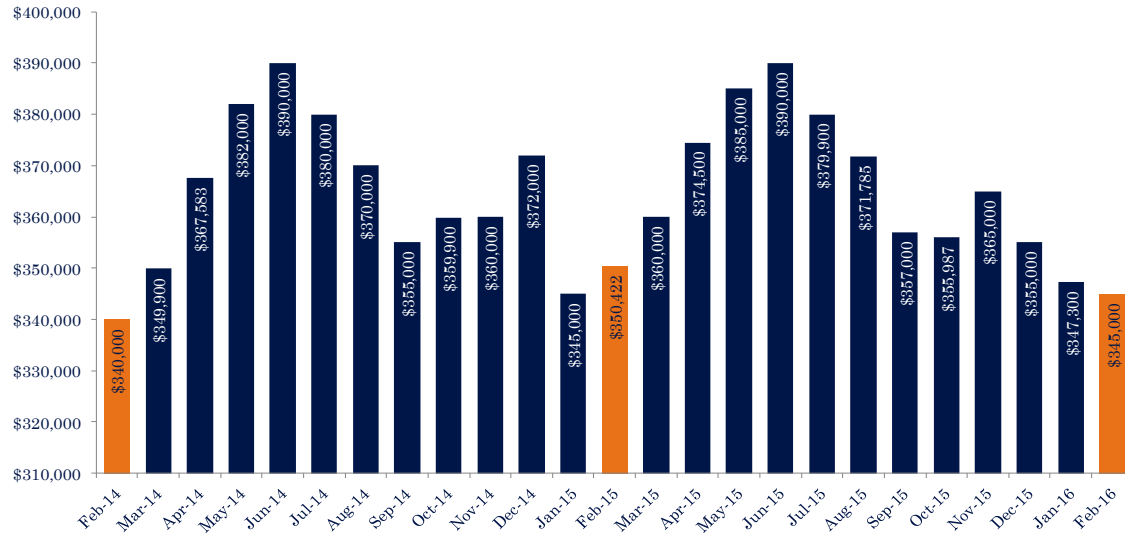
District of Columbia; Arlington, Clarke, Fairfax, Fauquier, Loudoun, Prince William, Spotsylvania, Stafford, Warren Counties and Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas, Manassas Park Cities in Virginia; Calvert, Charles, Prince George's, Frederick, Montgomery Counties in Maryland; Jefferson County in West Virginia.



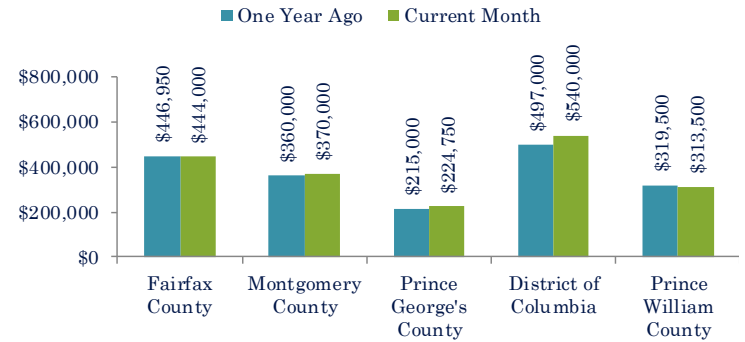
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Washington D.C. Metropolitan Area - February 2016

Median Sales Price



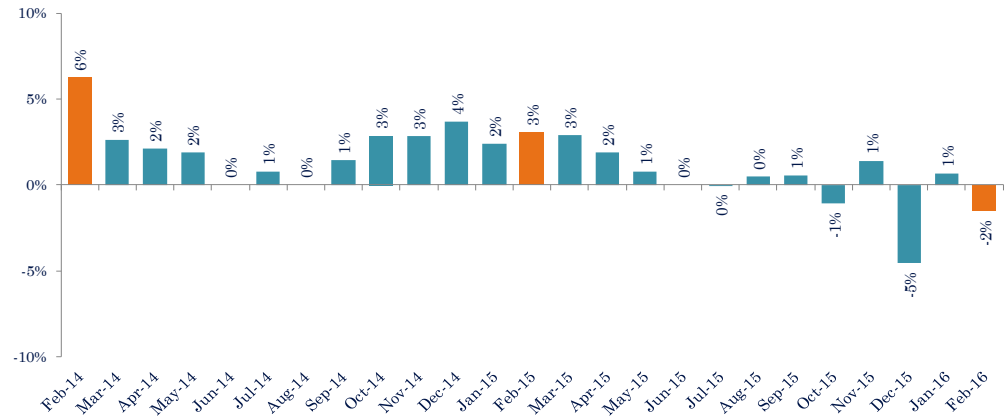
Median Sale Price
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This February, the current median sale price of \$345,000 was similar to the median sale price of last month.
- The current median sale price was 2% lower than the same month last year.

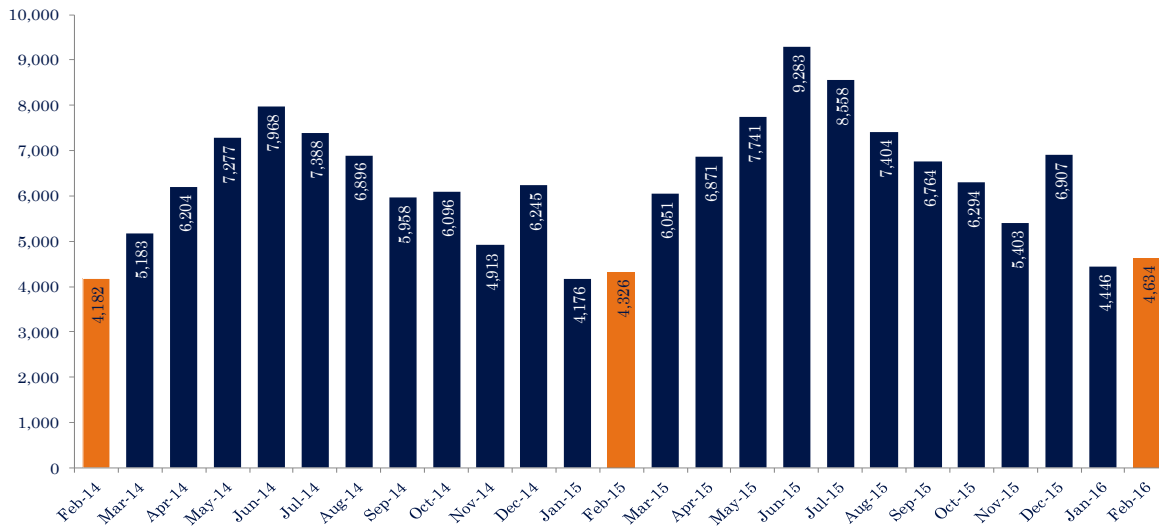
Median Sale Price
Percent Change Year/Year



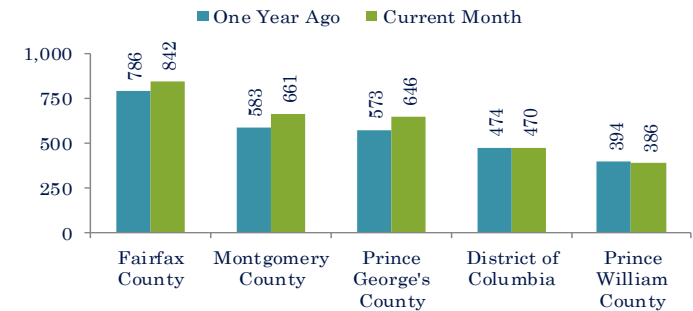
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Total Units Sold



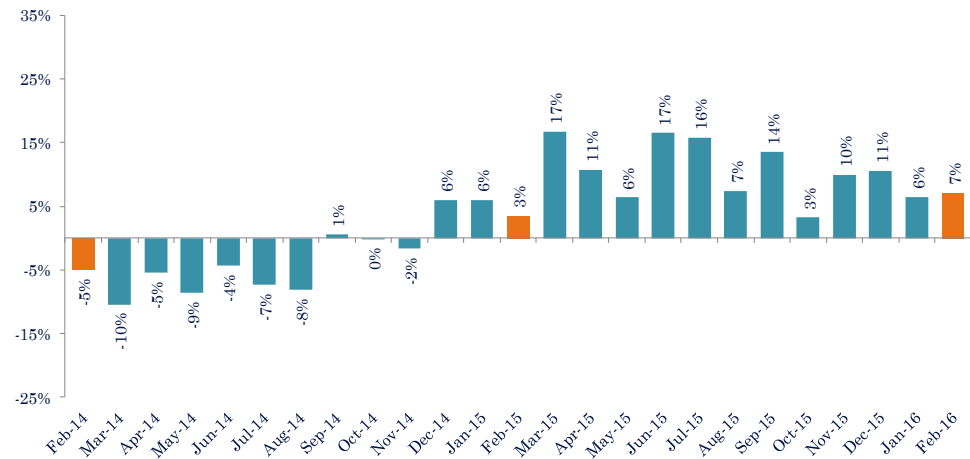
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was higher than at this time last year, an increase of 7% versus February 2015.
- There was an increase of 4% in total units sold in February compared to January.

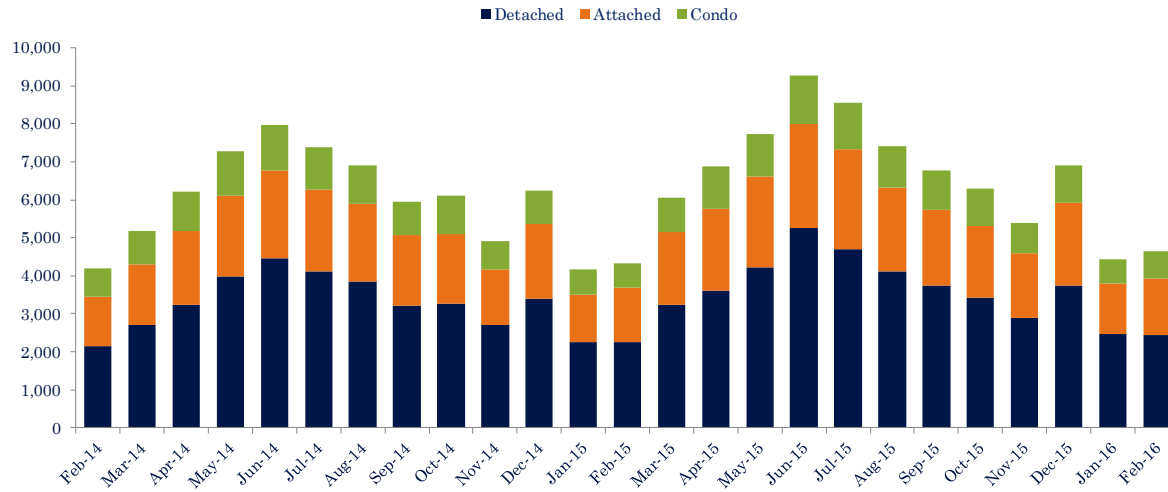
Total Units Sold
Percent Change Year/Year



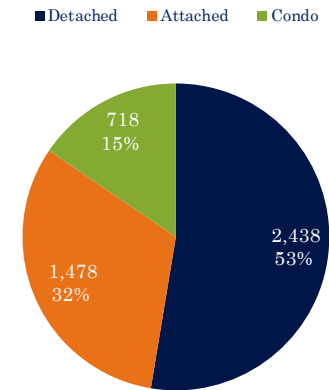
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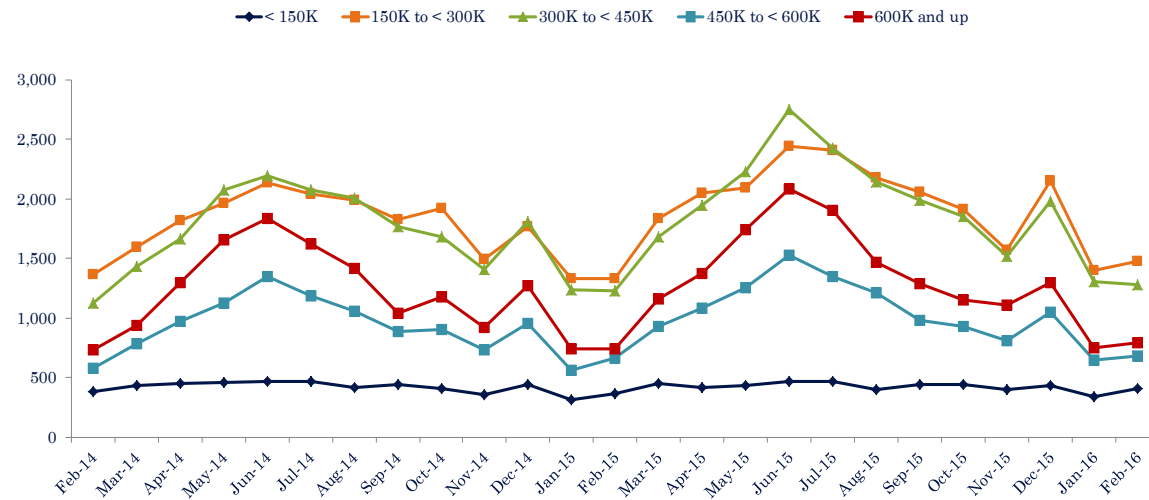
Total Units Sold by Type



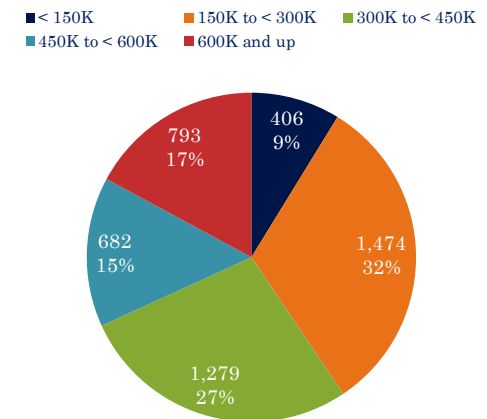
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



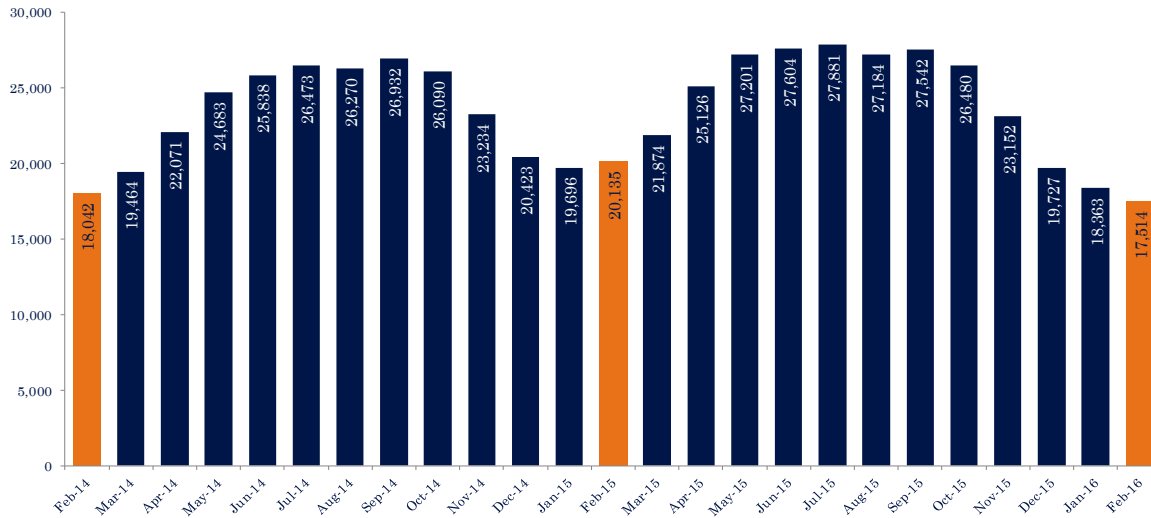
**Total Units Sold by Price Range
Current Month**



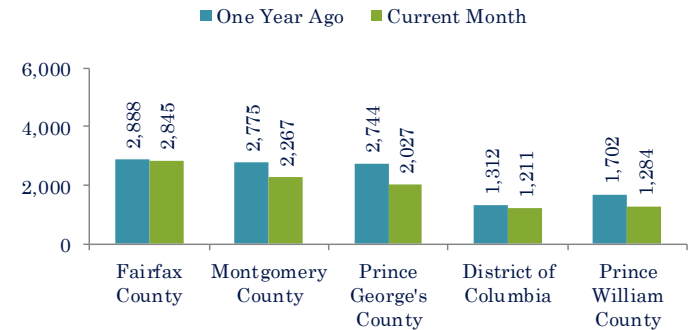
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Total Active Inventory



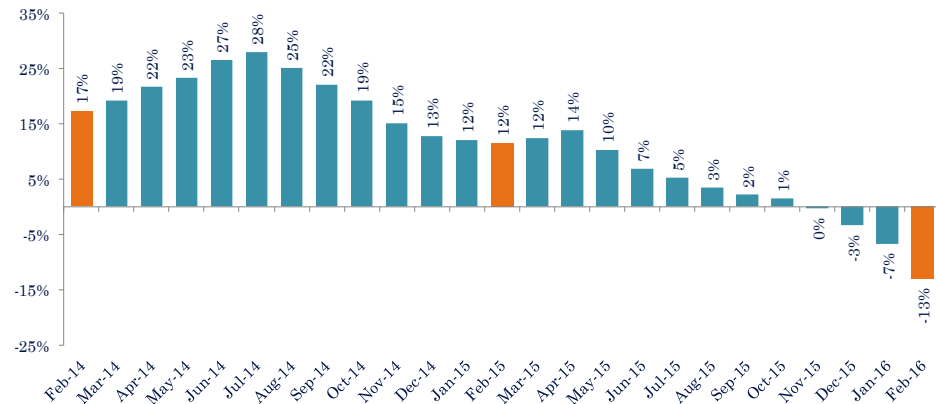
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- February's total active inventory of 17,514 units was 5% lower than the previous month's supply of inventory.
- Versus last February, the total number of homes available was lower by 2,621 units or 13%.

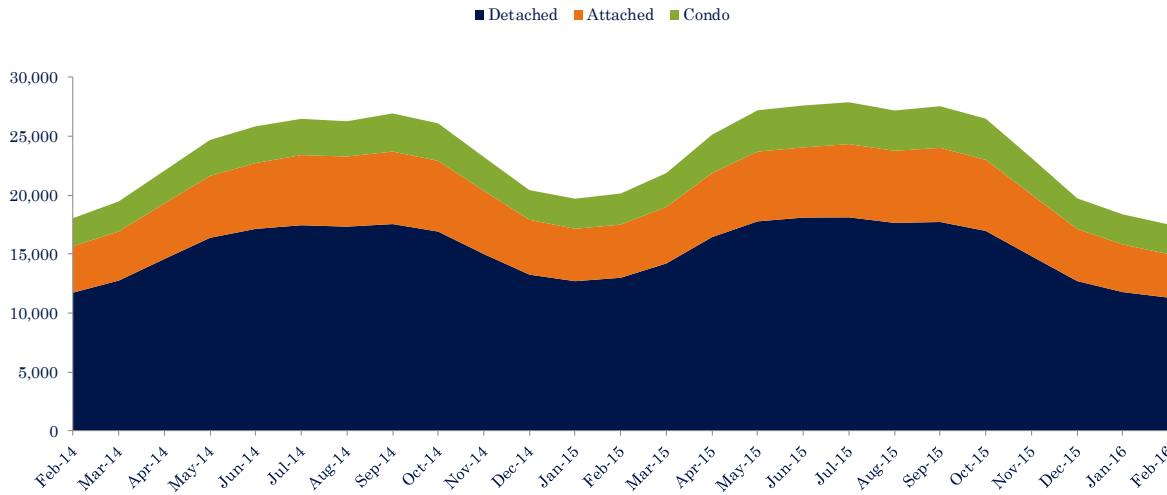
Total Active Inventory Percent Change Year/Year



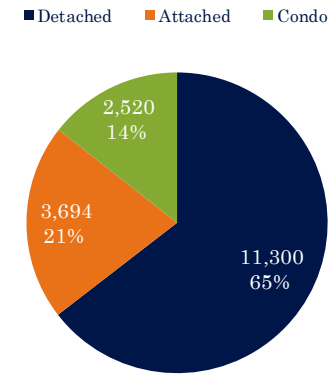
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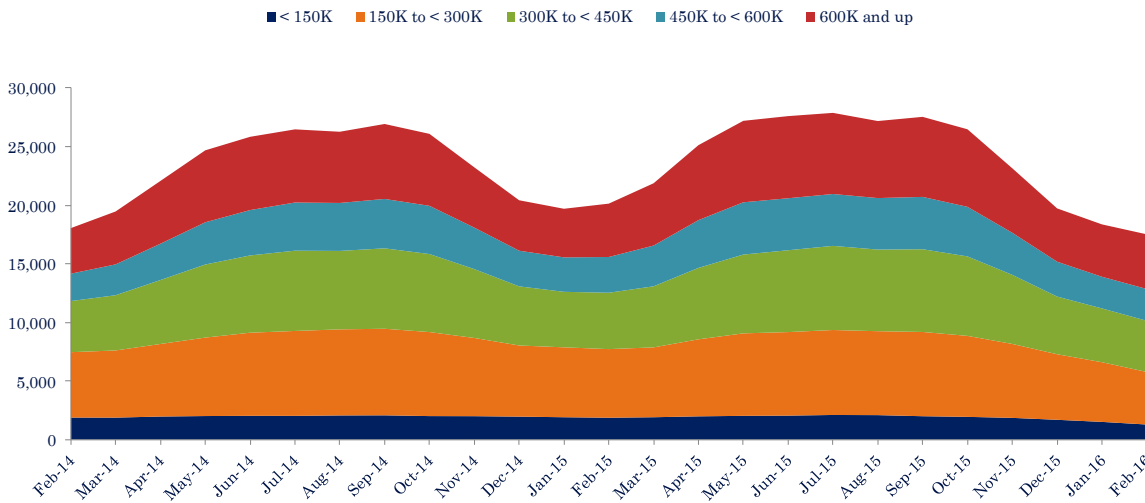
Total Active Inventory by Type



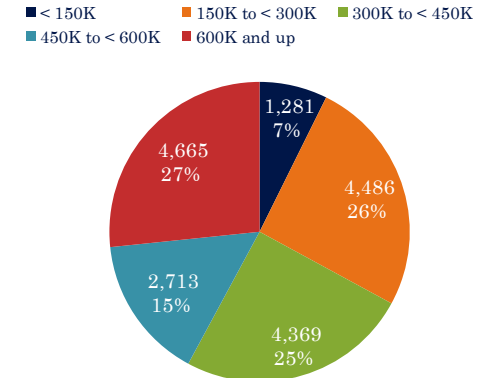
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



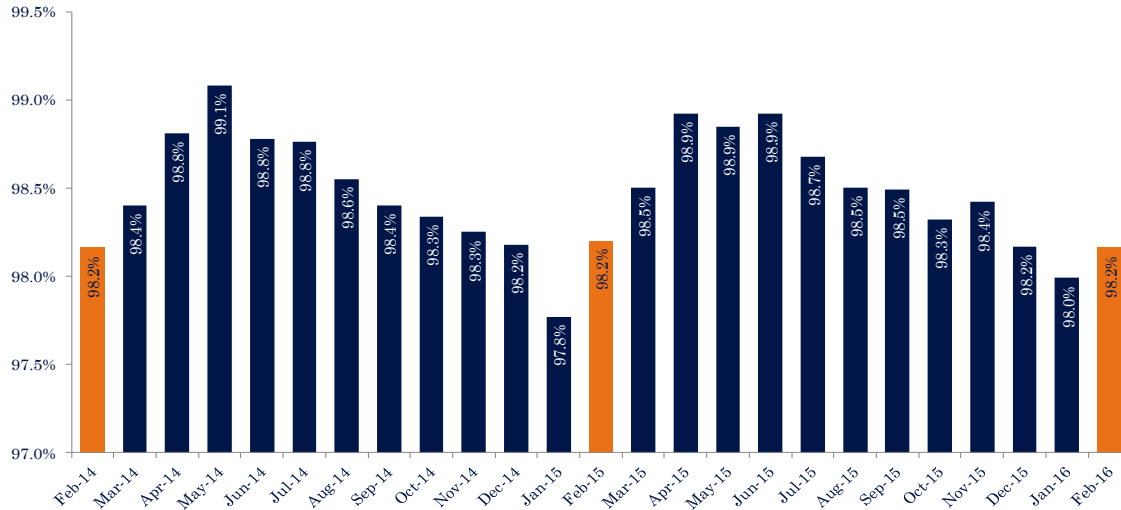
Total Active Inventory by Price Range Current Month



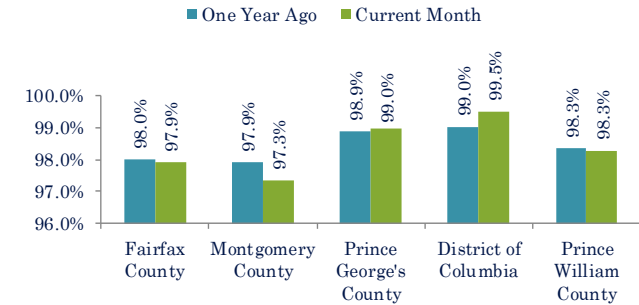
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Average Sale Price as a Percent of List Price



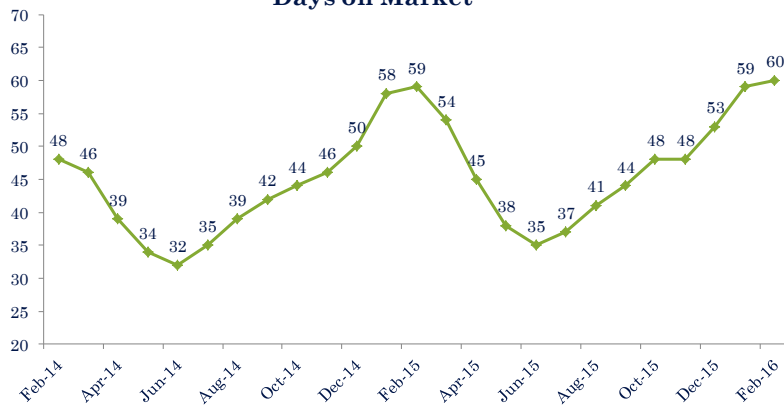
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



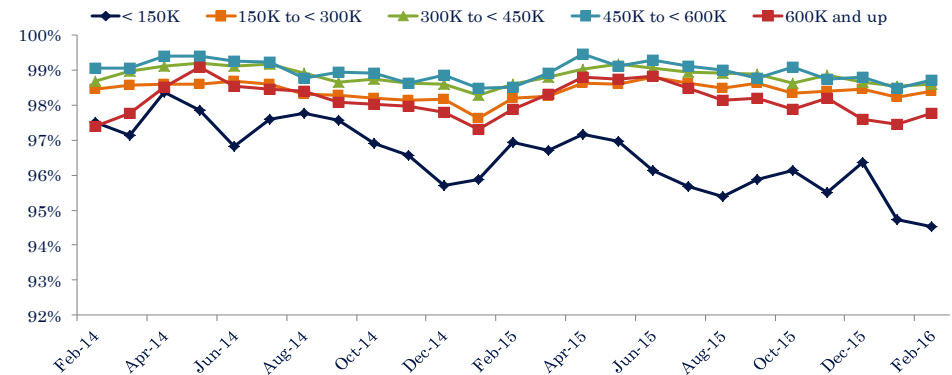
Days on Market	
Current Month	One Year Ago
60	59
Up 2% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.2%	98.2%
No Change Vs. Year Ago	

Days on Market



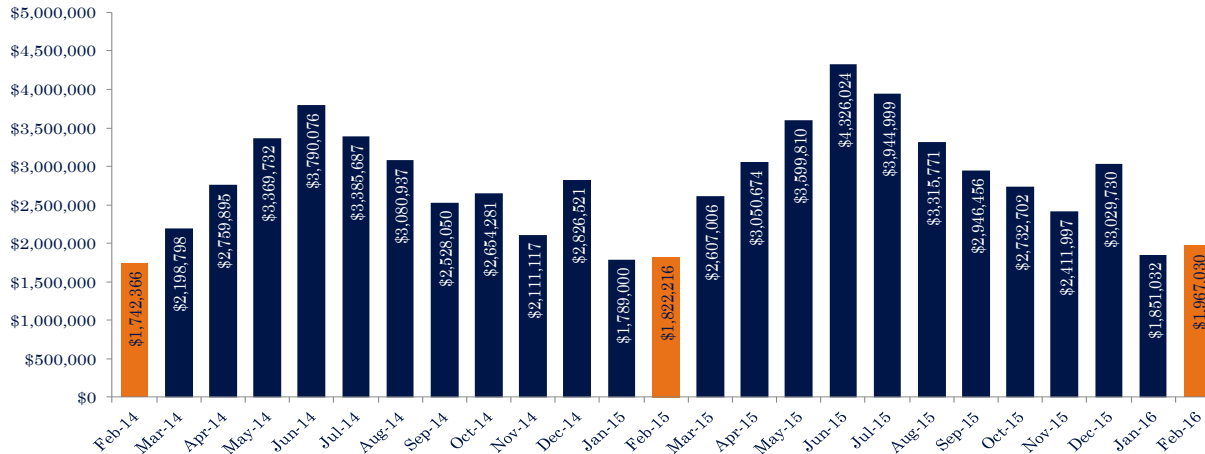
Average Sale Price as a Percent of List Price
by Price Range



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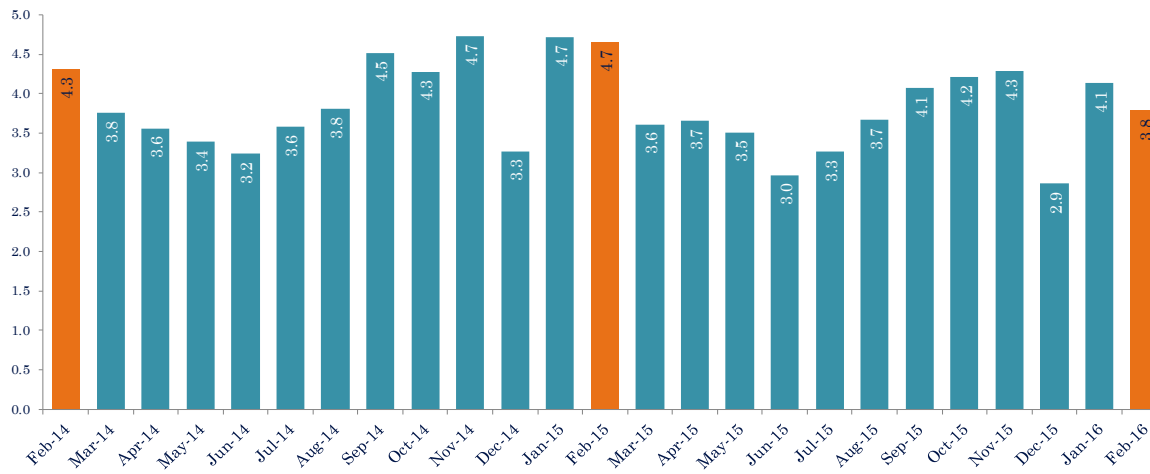
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this February was 8% greater than the same month one year ago.
- In February, there was 3.8 months of supply available, compared to 4.7 in February 2015. That was a decrease of 19% versus a year ago.

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



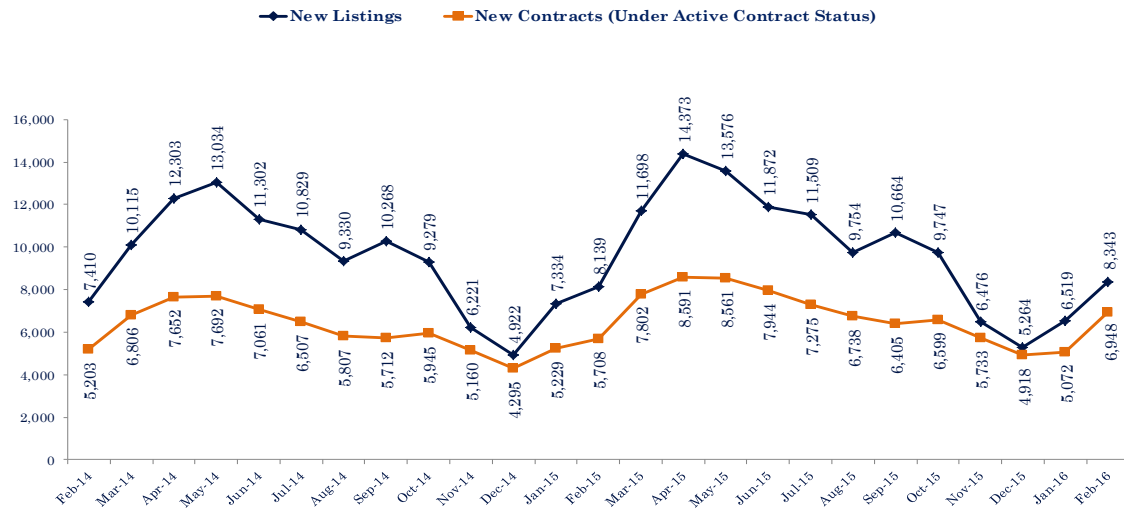
Total Dollar Volume Sold	
Current Month	One Year Ago
\$1,967,029,570	\$1,822,215,503
Up 8% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
3.8	4.7
Down -19% Vs. Year Ago	

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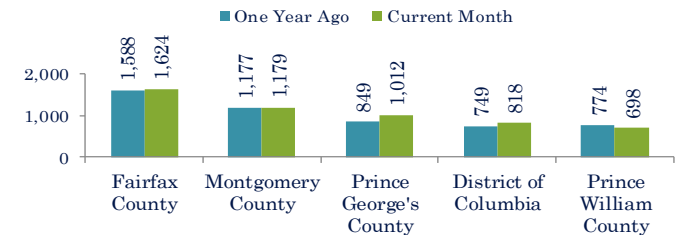
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New Listings & New Contracts



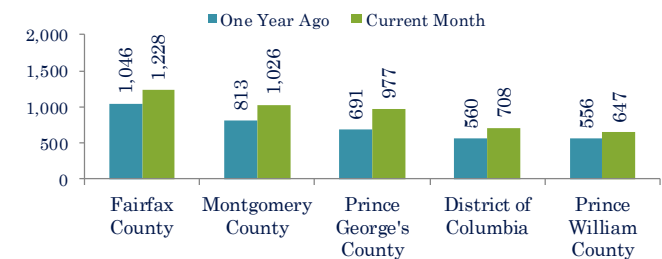
New Listings

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
8,343	8,139
Up 3% 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 16% from February 2015.

New Contracts	
Current Month	One Year Ago
6,948	5,708
Up 22% Vs. Year Ago	

Supply/Demand Ratio

Number of New Listings to New Contracts

