February 2014

Condo & Coop
Attached/Townhouse
Detached

Local Market Insight

Mid-Atlantic

REALESTATE
BUSINESS
INTELLIGENCE

Presented by
Raymond Gernhart
RE/MAX Allegiance
Email: rgernhart@aol.com
Work Phone: 703-824-4731
Mobile Phone: 703-855-6384
Web: www.talktoray.com

Local Market **Insight**

Presented by
Raymond Gernhart
RE/MAX Allegiance
Email: rgernhart@aol.com
Work Phone: 703-824-4731
Mobile Phone: 703-855-6384
Web: www.talktoray.com

February 2014
Mid-Atlantic - Condo & Coop

New Listings 1,873

6.1% from Jan 2014: **1,765**
1.8% from Feb 2013: **1,839**

YTD	2014	2013	+/-
	3,645	**3,530**	3.3%

5-year Feb average: **1,825**

New Pendings 1,549

7.0% from Jan 2014: **1,448**
-5.8% from Feb 2013: **1,645**

YTD	2014	2013	+/-
	3,023	**3,145**	-3.9%

5-year Feb average: **1,454**

Closed Sales 1,084

8.9% from Jan 2014: **995**
1.8% from Feb 2013: **1,065**

YTD	2014	2013	+/-
	2,101	**2,030**	3.5%

5-year Feb average: **971**

Median Sold Price $245,000

-2.0% from Jan 2014: **$250,000**
5.6% from Feb 2013: **$232,000**

YTD	2014	2013	+/-
	$249,000	**$228,628**	8.9%

5-year Feb average: **$224,450**

Summary

In Mid-Atlantic, the median sold price for Condo & Coop properties for February was $245,000, representing a decrease of 2% compared to last month and an increase of 5.6% from Feb 2013. The average days on market for units sold in February was 57 days, 23% below the 5-year February average of 74 days. There was a 7% month over month increase in new contract activity with 1,549 New Pendings; a 9.8% MoM increase in All Pendings (new contracts + contracts carried over from January) to 2,593; and a 4.6% increase in supply to 3,545 active units.

This activity resulted in a Contract Ratio of 0.73 pendings per active listing, up from 0.70 in January and a decrease from 1.07 in February 2013. The Contract Ratio is 8% higher than the 5-year February average of 0.67. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.

Active Listings 3,545

3,545
Min 2,921 | 4,594 5-year Feb average | Max 6,341

Jan 2014	Feb 2013
3,389	**2,921**

Avg DOM 57

57
Min 57 | 74 5-year Feb average | Max 96

Jan 2014	Feb 2013	YTD
56	**57**	**57**

Avg Sold to OLP Ratio 96.9%

96.9%
Min 92.0% | 94.6% 5-year Feb average | Max 96.9%

Jan 2014	Feb 2013	YTD
96.6%	**96.2%**	**96.7%**

Data Source: MRIS. Statistics calculated March 05, 2014.

REALESTATE BUSINESS INTELLIGENCE

Local Market **Insight**

Presented by
Raymond Gernhart
RE/MAX Allegiance
Email: rgernhart@aol.com
Work Phone: 703-824-4731
Mobile Phone: 703-855-6384
Web: www.talktoray.com

February 2014

Mid-Atlantic - Attached/Townhouse

New Listings — 3,040

▲3.5%	▲2.9%
from Jan 2014: **2,936**	from Feb 2013: **2,953**

YTD	2014	2013	+/-
	5,980	**5,701**	4.9%

5-year Feb average: **3,079**

New Pendings — 2,569

▲2.5%	▼-4.2%
from Jan 2014: **2,507**	from Feb 2013: **2,682**

YTD	2014	2013	+/-
	5,129	**5,329**	-3.8%

5-year Feb average: **2,585**

Closed Sales — 1,691

▲3.2%	▲1.2%
from Jan 2014: **1,638**	from Feb 2013: **1,671**

YTD	2014	2013	+/-
	3,408	**3,458**	-1.4%

5-year Feb average: **1,677**

Median Sold Price — $265,000

▲7.3%	▲8.2%
from Jan 2014: **$247,000**	from Feb 2013: **$245,000**

YTD	2014	2013	+/-
	$255,000	**$235,000**	8.5%

5-year Feb average: **$230,100**

Summary

In Mid-Atlantic, the median sold price for Attached/Townhouse properties for February was $265,000, representing an increase of 7.3% compared to last month and an increase of 8.2% from Feb 2013. The average days on market for units sold in February was 62 days, 17% below the 5-year February average of 74 days. There was a 2.5% month over month increase in new contract activity with 2,569 New Pendings; an 8.8% MoM increase in All Pendings (new contracts + contracts carried over from January) to 4,974; and a 1.9% increase in supply to 6,212 active units.

This activity resulted in a Contract Ratio of 0.80 pendings per active listing, up from 0.75 in January and a decrease from 1.07 in February 2013. The Contract Ratio is 10% higher than the 5-year February average of 0.73. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.

Active Listings — 6,212

6,212

Min	5-year Feb average	Max
5,358	8,095	11,121

Jan 2014	Feb 2013
6,099	**5,358**

Avg DOM — 62

62

Min	5-year Feb average	Max
62	74	90

Jan 2014	Feb 2013	YTD
59	**63**	**61**

Avg Sold to OLP Ratio — 95.8%

95.8%

Min	5-year Feb average	Max
90.6%	93.7%	95.8%

Jan 2014	Feb 2013	YTD
95.2%	**95.7%**	**95.7%**

Data Source: MRIS. Statistics calculated March 05, 2014.

REALESTATE BUSINESS INTELLIGENCE

Local Market **Insight**

Presented by
Raymond Gernhart
RE/MAX Allegiance
Email: rgernhart@aol.com
Work Phone: 703-824-4731
Mobile Phone: 703-855-6384
Web: www.talktoray.com

February 2014

Mid-Atlantic - Detached

New Listings 7,165

4.8% from Jan 2014: **6,840**

-3.5% from Feb 2013: **7,426**

YTD	2014	2013	+/-
	14,015	**14,267**	-1.8%

5-year Feb average: **7,280**

New Pendings 5,367

6.6% from Jan 2014: **5,037**

-11.1% from Feb 2013: **6,035**

YTD	2014	2013	+/-
	10,521	**11,644**	-9.6%

5-year Feb average: **5,458**

Closed Sales 3,440

-1.1% from Jan 2014: **3,480**

-5.6% from Feb 2013: **3,643**

YTD	2014	2013	+/-
	7,043	**7,456**	-5.5%

5-year Feb average: **3,441**

Median Sold Price $312,000

4.0% from Jan 2014: **$299,900**

6.8% from Feb 2013: **$292,000**

YTD	2014	2013	+/-
	$305,000	**$287,000**	6.3%

5-year Feb average: **$282,200**

Summary

In Mid-Atlantic, the median sold price for Detached properties for February was $312,000, representing an increase of 4% compared to last month and an increase of 6.8% from Feb 2013. The average days on market for units sold in February was 94 days, 11% below the 5-year February average of 105 days. There was a 6.6% month over month increase in new contract activity with 5,367 New Pendings; a 10.6% MoM increase in All Pendings (new contracts + contracts carried over from January) to 10,369; and a 1.4% increase in supply to 23,878 active units.

This activity resulted in a Contract Ratio of 0.43 pendings per active listing, up from 0.40 in January and a decrease from 0.55 in February 2013. The Contract Ratio is 1% higher than the 5-year February average of 0.42. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.

Active Listings 23,878

23,878

Min 21,830 — 26,972 5-year Feb average — Max 31,528

Jan 2014	Feb 2013
23,537	**21,830**

Avg DOM 94

94

Min 94 — 105 5-year Feb average — Max 116

Jan 2014	Feb 2013	YTD
89	**98**	**91**

Avg Sold to OLP Ratio 94.3%

94.3%

Min 90.3% — 92.2% 5-year Feb average — Max 94.3%

Jan 2014	Feb 2013	YTD
93.5%	**93.7%**	**93.9%**