

February 2014

Condo & Coop
Attached/Townhouse
Detached

Local Market Insight

Mid-Atlantic



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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%

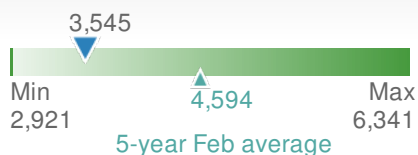
5-year Feb average: **971****Median
Sold Price****\$245,000** **-2.0%**from Jan 2014:
\$250,000 **5.6%**from Feb 2013:
\$232,000

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

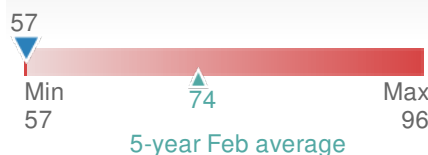
5-year Feb average: **\$224,450****Summary**

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.

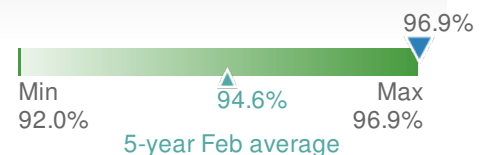
This activity resulted in a Contract Ratio of 0.73 pendings per active listing, up from 0.70 in January and a decrease from 1.07 in February 2013. The Contract Ratio is 8% higher than the 5-year February average of 0.67. A higher Contract Ratio signifies a relative increase in contract activity compared 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**

Jan 2014	Feb 2013
3,389	2,921

Avg DOM**57**

Jan 2014	Feb 2013	YTD
56	57	57

**Avg Sold to
OLP Ratio****96.9%**

Jan 2014	Feb 2013	YTD
96.6%	96.2%	96.7%

February 2014**Mid-Atlantic - Attached/Townhouse****New Listings****3,040** **3.5%**from Jan 2014:
2,936 **2.9%**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%**from Jan 2014:
2,507 **-4.2%**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%**from Jan 2014:
1,638 **1.2%**from Feb 2013:
1,671

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

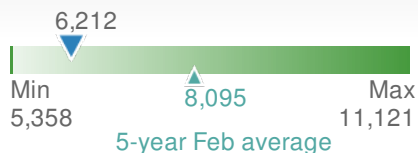
5-year Feb average: **1,677****Median Sold Price****\$265,000** **7.3%**from Jan 2014:
\$247,000 **8.2%**from Feb 2013:
\$245,000

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

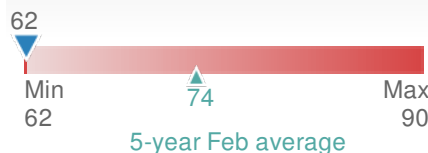
5-year Feb average: **\$230,100****Summary**

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.

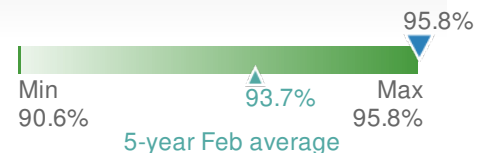
This activity resulted in a Contract Ratio of 0.80 pendings per active listing, up from 0.75 in January and a decrease from 1.07 in February 2013. The Contract Ratio is 10% higher than the 5-year February average of 0.73. A higher Contract Ratio signifies a relative increase in contract activity compared 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**

Jan 2014	Feb 2013
6,099	5,358

Avg DOM**62**

Jan 2014	Feb 2013	YTD
59	63	61

Avg Sold to OLP Ratio**95.8%**

Jan 2014	Feb 2013	YTD
95.2%	95.7%	95.7%

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%

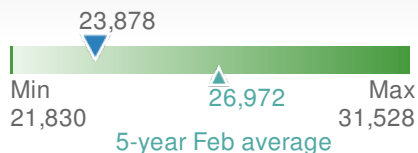
5-year Feb average: **3,441****Median
Sold Price****\$312,000** **4.0%**from Jan 2014:
\$299,900 **6.8%**from Feb 2013:
\$292,000

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

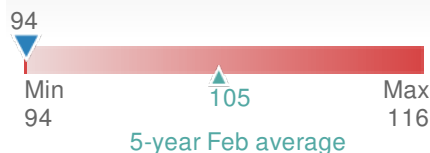
5-year Feb average: **\$282,200****Summary**

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.

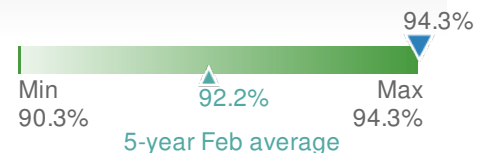
This activity resulted in a Contract Ratio of 0.43 pendings per active listing, up from 0.40 in January and a decrease from 0.55 in February 2013. The Contract Ratio is 1% higher than the 5-year February average of 0.42. A higher Contract Ratio signifies a relative increase in contract activity compared 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**

Jan 2014	Feb 2013
23,537	21,830

Avg DOM**94**

Jan 2014	Feb 2013	YTD
89	98	91

**Avg Sold to
OLP Ratio****94.3%**

Jan 2014	Feb 2013	YTD
93.5%	93.7%	93.9%