

January 2014

All Home Types
Condo & Coop
Attached/Townhouse
Detached

Local Market Insight

Mid-Atlantic



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

January 2014

Mid-Atlantic

New Listings 11,543

▲ **55.6%**
 from Dec 2013: 7,419

▲ **2.4%**
 from Jan 2013: 11,268

YTD	2014	2013	+/-
	11,543	11,268	2.4%

5-year Jan average: **12,003**

New Pendings 8,993

▲ **25.7%**
 from Dec 2013: 7,153

▼ **-5.9%**
 from Jan 2013: 9,553

YTD	2014	2013	+/-
	8,993	9,553	-5.9%

5-year Jan average: **8,808**

Closed Sales 6,114

▼ **-31.6%**
 from Dec 2013: 8,939

▼ **-2.3%**
 from Jan 2013: 6,259

YTD	2014	2013	+/-
	6,114	6,259	-2.3%

5-year Jan average: **5,972**

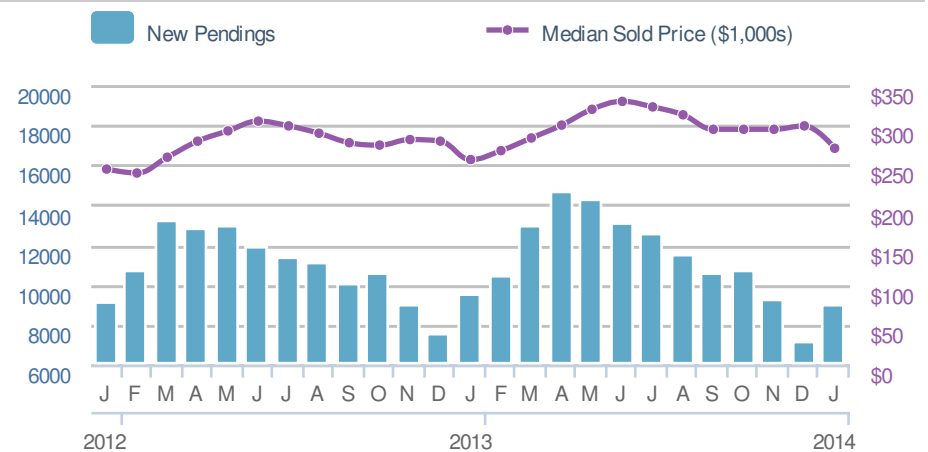
Median Sold Price \$271,000

▼ **-9.4%**
 from Dec 2013: \$299,000

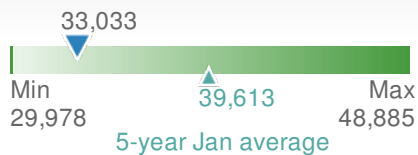
▲ **5.4%**
 from Jan 2013: \$257,000

YTD	2014	2013	+/-
	\$271,000	\$257,000	5.4%

5-year Jan average: **\$250,180**

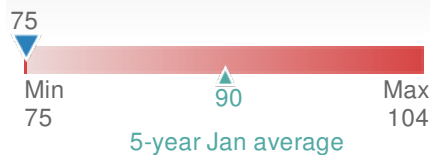


Active Listings 33,033



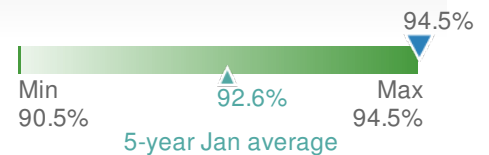
Dec 2013	Jan 2013
34,180	29,978

Avg DOM 75



Dec 2013	Jan 2013	YTD
69	82	75

Avg Sold to OLP Ratio 94.5%



Dec 2013	Jan 2013	YTD
95.0%	94.0%	94.5%

January 2014

Mid-Atlantic - Condo & Coop

New Listings **1,765**

↑55.6%

from Dec 2013:
1,134

↑5.6%

from Jan 2013:
1,672

YTD	2014	2013	+/-
	1,765	1,672	5.6%

5-year Jan average: **1,791**

New Pendings **1,448**

↑31.8%

from Dec 2013:
1,099

↓-0.7%

from Jan 2013:
1,458

YTD	2014	2013	+/-
	1,448	1,458	-0.7%

5-year Jan average: **1,332**

Closed Sales **995**

↓-30.0%

from Dec 2013:
1,421

↑8.7%

from Jan 2013:
915

YTD	2014	2013	+/-
	995	915	8.7%

5-year Jan average: **902**

Median Sold Price **\$250,000**

↔0.0%

from Dec 2013:
\$250,000

↑11.1%

from Jan 2013:
\$225,000

YTD	2014	2013	+/-
	\$250,000	\$225,000	11.1%

5-year Jan average: **\$221,060**

Summary

In Mid-Atlantic, the median sold price for Condo & Coop properties for January was \$250,000, representing no change compared to last month and an increase of 11.1% from Jan 2013. The average days on market for units sold in January was 56 days, 28% below the 5-year January average of 77 days. There was a 31.8% month over month increase in new contract activity with 1,448 New Pendings; a 9% MoM increase in All Pendings (new contracts + contracts carried over from December) to 2,361; and a 0.9% decrease in supply to 3,389 active units.

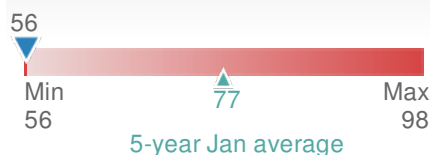
This activity resulted in a Contract Ratio of 0.70 pendings per active listing, up from 0.63 in December and a decrease from 1.01 in January 2013. The Contract Ratio is 11% higher than the 5-year January average of 0.63. A higher Contract Ratio signifies a relative increase in contract activity compared 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 **3,389**



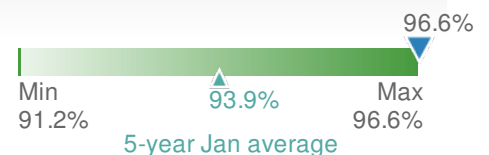
Dec 2013	Jan 2013
3,421	2,811

Avg DOM **56**



Dec 2013	Jan 2013	YTD
46	65	56

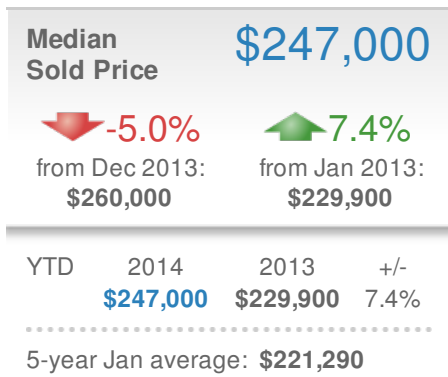
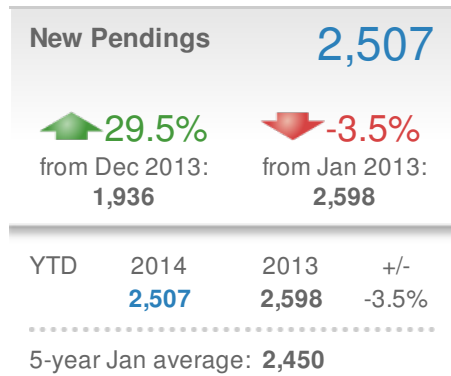
Avg Sold to OLP Ratio **96.6%**



Dec 2013	Jan 2013	YTD
96.7%	95.7%	96.6%

January 2014

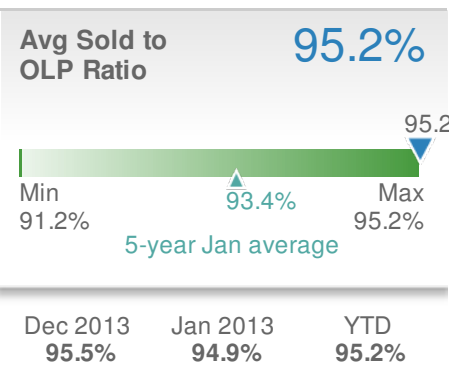
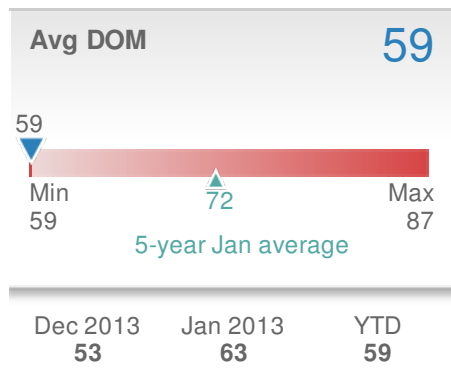
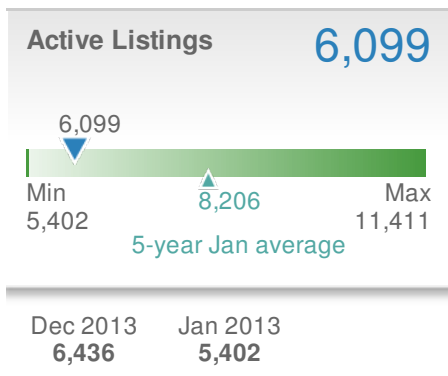
Mid-Atlantic - Attached/Townhouse



Summary

In Mid-Atlantic, the median sold price for Attached/Townhouse properties for January was \$247,000, representing a decrease of 5% compared to last month and an increase of 7.4% from Jan 2013. The average days on market for units sold in January was 59 days, 19% below the 5-year January average of 72 days. There was a 29.5% month over month increase in new contract activity with 2,507 New Pendings; an 8.3% MoM increase in All Pendings (new contracts + contracts carried over from December) to 4,573; and a 5.2% decrease in supply to 6,099 active units.

This activity resulted in a Contract Ratio of 0.75 pendings per active listing, up from 0.66 in December and a decrease from 0.98 in January 2013. The Contract Ratio is 14% higher than the 5-year January average of 0.66. 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.



January 2014

Mid-Atlantic - Detached

New Listings **6,840**

↑55.8% **↑0.1%**
from Dec 2013: **4,390** from Jan 2013: **6,830**

YTD	2014	2013	+/-
	6,840	6,830	0.1%

5-year Jan average: **7,175**

New Pendings **5,037**

↑22.4% **↓-8.3%**
from Dec 2013: **4,116** from Jan 2013: **5,494**

YTD	2014	2013	+/-
	5,037	5,494	-8.3%

5-year Jan average: **5,025**

Closed Sales **3,480**

↓-31.8% **↓-4.4%**
from Dec 2013: **5,101** from Jan 2013: **3,640**

YTD	2014	2013	+/-
	3,480	3,640	-4.4%

5-year Jan average: **3,440**

Median Sold Price **\$299,900**

↓-10.3% **↑6.4%**
from Dec 2013: **\$334,500** from Jan 2013: **\$281,950**

YTD	2014	2013	+/-
	\$299,900	\$281,950	6.4%

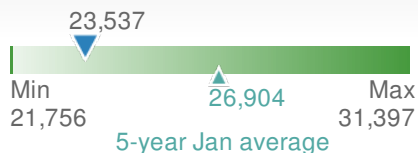
5-year Jan average: **\$279,370**

Summary

In Mid-Atlantic, the median sold price for Detached properties for January was \$299,900, representing a decrease of 10.3% compared to last month and an increase of 6.4% from Jan 2013. The average days on market for units sold in January was 89 days, 12% below the 5-year January average of 102 days. There was a 22.4% month over month increase in new contract activity with 5,037 New Pendings; a 5.8% MoM increase in All Pendings (new contracts + contracts carried over from December) to 9,377; and a 3.2% decrease in supply to 23,537 active units.

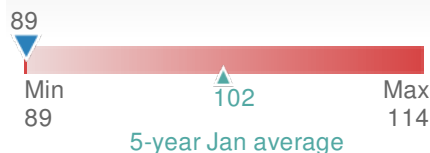
This activity resulted in a Contract Ratio of 0.40 pendings per active listing, up from 0.36 in December and a decrease from 0.50 in January 2013. The Contract Ratio is 5% higher than the 5-year January average of 0.38. A higher Contract Ratio signifies a relative increase in contract activity compared 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 **23,537**



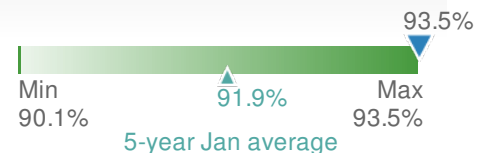
Dec 2013	Jan 2013
24,313	21,756

Avg DOM **89**



Dec 2013	Jan 2013	YTD
84	95	89

Avg Sold to OLP Ratio **93.5%**



Dec 2013	Jan 2013	YTD
94.4%	93.2%	93.5%