

# March 2014

All Home Types  
Condo & Coop  
Attached/Townhouse  
Detached

## Local Market Insight

### Mid-Atlantic



Presented by  
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## March 2014

### Mid-Atlantic

**New Listings** 16,841

▲ **39.4%** ▲ **7.2%**  
 from Feb 2014: from Mar 2013:  
**12,079** **15,716**

YTD	2014	2013	+/-
	<b>40,546</b>	<b>39,262</b>	3.3%

5-year Mar average: **17,848**

**New Pendings** 12,610

▲ **32.9%** ▼ **-2.3%**  
 from Feb 2014: from Mar 2013:  
**9,485** **12,912**

YTD	2014	2013	+/-
	<b>31,527</b>	<b>33,260</b>	-5.2%

5-year Mar average: **12,678**

**Closed Sales** 7,925

▲ **27.5%** ▼ **-6.9%**  
 from Feb 2014: from Mar 2013:  
**6,215** **8,515**

YTD	2014	2013	+/-
	<b>20,770</b>	<b>21,728</b>	-4.4%

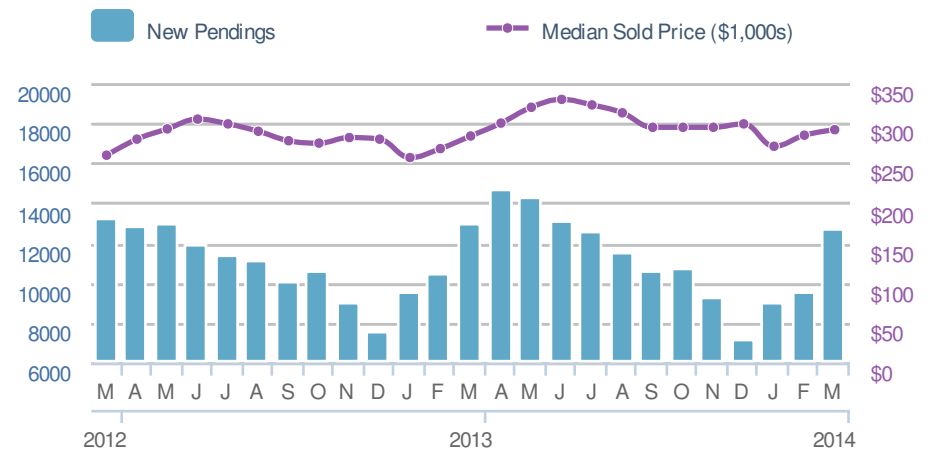
5-year Mar average: **8,242**

**Median Sold Price** \$292,900

▲ **2.8%** ▲ **3.0%**  
 from Feb 2014: from Mar 2013:  
**\$285,000** **\$284,500**

YTD	2014	2013	+/-
	<b>\$284,900</b>	<b>\$270,000</b>	5.5%

5-year Mar average: **\$265,480**

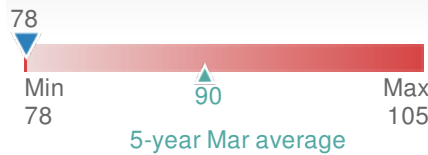


**Active Listings** 35,676



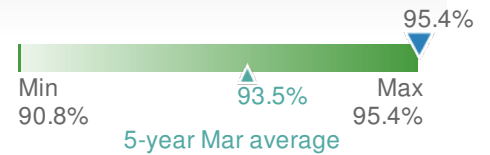
Feb 2014	Mar 2013
<b>33,643</b>	<b>31,060</b>

**Avg DOM** 78



Feb 2014	Mar 2013	YTD
<b>79</b>	<b>79</b>	<b>78</b>

**Avg Sold to OLP Ratio** 95.4%



Feb 2014	Mar 2013	YTD
<b>95.2%</b>	<b>95.4%</b>	<b>95.0%</b>

## March 2014

### Mid-Atlantic - Condo & Coop

#### New Listings **2,465**

**31.6%**  
 from Feb 2014:  
**1,873**

**16.4%**  
 from Mar 2013:  
**2,118**

YTD	2014	2013	+/-
	<b>6,133</b>	<b>5,674</b>	8.1%

5-year Mar average: **2,475**

#### New Pendings **2,006**

**29.5%**  
 from Feb 2014:  
**1,549**

**4.1%**  
 from Mar 2013:  
**1,927**

YTD	2014	2013	+/-
	<b>5,064</b>	<b>5,120</b>	-1.1%

5-year Mar average: **1,890**

#### Closed Sales **1,331**

**22.8%**  
 from Feb 2014:  
**1,084**

**-5.6%**  
 from Mar 2013:  
**1,410**

YTD	2014	2013	+/-
	<b>3,480</b>	<b>3,483</b>	-0.1%

5-year Mar average: **1,299**

#### Median Sold Price **\$254,000**

**3.7%**  
 from Feb 2014:  
**\$245,000**

**3.9%**  
 from Mar 2013:  
**\$244,450**

YTD	2014	2013	+/-
	<b>\$250,000</b>	<b>\$234,000</b>	6.8%

5-year Mar average: **\$233,547**

### Summary

In Mid-Atlantic, the median sold price for Condo & Coop properties for March was \$254,000, representing an increase of 3.7% compared to last month and an increase of 3.9% from Mar 2013. The average days on market for units sold in March was 60 days, 18% below the 5-year March average of 73 days. There was a 29.5% month over month increase in new contract activity with 2,006 New Pendings; a 16.4% MoM increase in All Pendings (new contracts + contracts carried over from February) to 3,017; and a 5.6% increase in supply to 3,742 active units.

This activity resulted in a Contract Ratio of 0.81 pendings per active listing, up from 0.73 in February and a decrease from 1.13 in March 2013. The Contract Ratio is 10% higher than the 5-year March 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 **3,742**



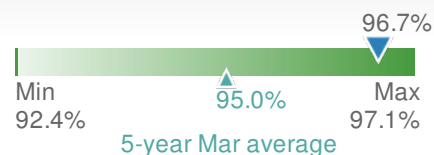
Feb 2014	Mar 2013
<b>3,545</b>	<b>2,969</b>

#### Avg DOM **60**



Feb 2014	Mar 2013	YTD
<b>57</b>	<b>54</b>	<b>58</b>

#### Avg Sold to OLP Ratio **96.7%**



Feb 2014	Mar 2013	YTD
<b>96.9%</b>	<b>97.1%</b>	<b>96.7%</b>

## March 2014

### Mid-Atlantic - Attached/Townhouse

#### New Listings

**4,039**

**↑32.9%**

from Feb 2014:  
**3,040**

**↑9.9%**

from Mar 2013:  
**3,674**

YTD	2014	2013	+/-
	<b>10,029</b>	<b>9,372</b>	7.0%

5-year Mar average: **4,328**

#### New Pendings

**3,344**

**↑30.2%**

from Feb 2014:  
**2,569**

**↓-1.0%**

from Mar 2013:  
**3,379**

YTD	2014	2013	+/-
	<b>8,545</b>	<b>8,766</b>	-2.5%

5-year Mar average: **3,416**

#### Closed Sales

**2,163**

**↑27.9%**

from Feb 2014:  
**1,691**

**↓-6.1%**

from Mar 2013:  
**2,304**

YTD	2014	2013	+/-
	<b>5,674</b>	<b>5,843</b>	-2.9%

5-year Mar average: **2,296**

#### Median Sold Price

**\$260,000**

**↓-1.9%**

from Feb 2014:  
**\$265,000**

**↑0.8%**

from Mar 2013:  
**\$257,900**

YTD	2014	2013	+/-
	<b>\$257,875</b>	<b>\$242,500</b>	6.3%

5-year Mar average: **\$235,980**

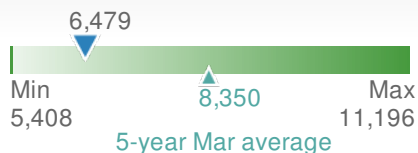
### Summary

In Mid-Atlantic, the median sold price for Attached/Townhouse properties for March was \$260,000, representing a decrease of 1.9% compared to last month and an increase of 0.8% from Mar 2013. The average days on market for units sold in March was 59 days, 19% below the 5-year March average of 73 days. There was a 30.2% month over month increase in new contract activity with 3,344 New Pendings; a 12.5% MoM increase in All Pendings (new contracts + contracts carried over from February) to 5,594; and a 4.3% increase in supply to 6,479 active units.

This activity resulted in a Contract Ratio of 0.86 pendings per active listing, up from 0.80 in February and a decrease from 1.15 in March 2013. The Contract Ratio is 9% higher than the 5-year March average of 0.79. 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

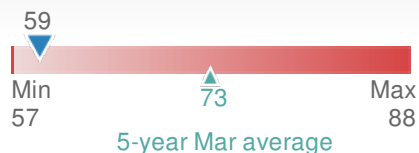
**6,479**



Feb 2014	Mar 2013
<b>6,212</b>	<b>5,408</b>

#### Avg DOM

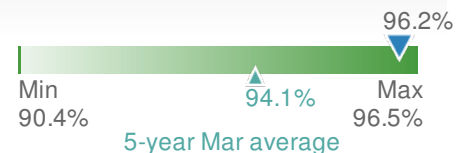
**59**



Feb 2014	Mar 2013	YTD
<b>62</b>	<b>57</b>	<b>60</b>

#### Avg Sold to OLP Ratio

**96.2%**



Feb 2014	Mar 2013	YTD
<b>95.8%</b>	<b>96.5%</b>	<b>95.9%</b>

## March 2014

### Mid-Atlantic - Detached

**New Listings** **10,334**

**44.2%**  
 from Feb 2014:  
**7,165**

**4.2%**  
 from Mar 2013:  
**9,922**

YTD	2014	2013	+/-
	<b>24,378</b>	<b>24,206</b>	0.7%

5-year Mar average: **11,042**

**New Pendings** **7,257**

**35.2%**  
 from Feb 2014:  
**5,367**

**-4.6%**  
 from Mar 2013:  
**7,604**

YTD	2014	2013	+/-
	<b>17,914</b>	<b>19,369</b>	-7.5%

5-year Mar average: **7,371**

**Closed Sales** **4,430**

**28.8%**  
 from Feb 2014:  
**3,440**

**-7.7%**  
 from Mar 2013:  
**4,801**

YTD	2014	2013	+/-
	<b>11,614</b>	<b>12,399</b>	-6.3%

5-year Mar average: **4,646**

**Median Sold Price** **\$325,000**

**4.2%**  
 from Feb 2014:  
**\$312,000**

**3.2%**  
 from Mar 2013:  
**\$315,000**

YTD	2014	2013	+/-
	<b>\$315,000</b>	<b>\$299,900</b>	5.0%

5-year Mar average: **\$296,980**

## Summary

In Mid-Atlantic, the median sold price for Detached properties for March was \$325,000, representing an increase of 4.2% compared to last month and an increase of 3.2% from Mar 2013. The average days on market for units sold in March was 93 days, 11% below the 5-year March average of 104 days. There was a 35.2% month over month increase in new contract activity with 7,257 New Pendings; a 17.1% MoM increase in All Pendings (new contracts + contracts carried over from February) to 12,139; and a 6.6% increase in supply to 25,449 active units.

This activity resulted in a Contract Ratio of 0.48 pendings per active listing, up from 0.43 in February and a decrease from 0.61 in March 2013. The Contract Ratio is 3% higher than the 5-year March average of 0.47. 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** **25,449**



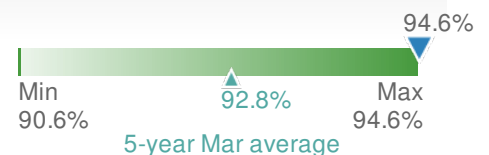
Feb 2014	Mar 2013
<b>23,878</b>	<b>22,673</b>

**Avg DOM** **93**



Feb 2014	Mar 2013	YTD
<b>94</b>	<b>96</b>	<b>92</b>

**Avg Sold to OLP Ratio** **94.6%**



Feb 2014	Mar 2013	YTD
<b>94.3%</b>	<b>94.3%</b>	<b>94.1%</b>