

April 2014

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

April 2014

Mid-Atlantic - Condo & Coop

New Listings **2,750**

11.6%
 from Mar 2014: **2,465**

7.1%
 from Apr 2013: **2,568**

YTD	2014	2013	+/-
	8,900	8,261	7.7%

5-year Apr average: **2,564**

New Pendings **2,103**

4.8%
 from Mar 2014: **2,006**

-4.9%
 from Apr 2013: **2,211**

YTD	2014	2013	+/-
	7,194	7,379	-2.5%

5-year Apr average: **1,971**

Closed Sales **1,550**

16.5%
 from Mar 2014: **1,331**

-2.1%
 from Apr 2013: **1,583**

YTD	2014	2013	+/-
	5,079	5,120	-0.8%

5-year Apr average: **1,432**

Median Sold Price **\$267,204**

5.2%
 from Mar 2014: **\$254,000**

4.8%
 from Apr 2013: **\$255,000**

YTD	2014	2013	+/-
	\$254,500	\$240,000	6.0%

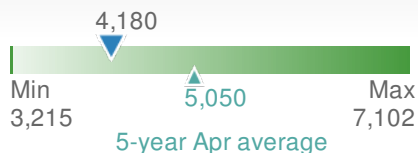
5-year Apr average: **\$241,321**

Summary

In Mid-Atlantic, the median sold price for Condo & Coop properties for April was \$267,204, representing an increase of 5.2% compared to last month and an increase of 4.8% from Apr 2013. The average days on market for units sold in April was 48 days, 29% below the 5-year April average of 68 days. There was a 4.8% month over month increase in new contract activity with 2,103 New Pendings; a 7.8% MoM increase in All Pendings (new contracts + contracts carried over from March) to 3,253; and an 11.7% increase in supply to 4,180 active units.

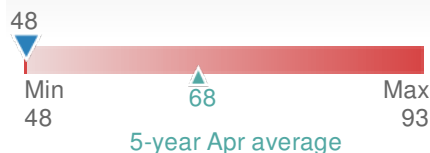
This activity resulted in a Contract Ratio of 0.78 pendings per active listing, down from 0.81 in March and a decrease from 1.16 in April 2013. The Contract Ratio is 3% higher than the 5-year April average of 0.75. A higher Contract Ratio signifies a relative increase in contract activity compared to 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 **4,180**



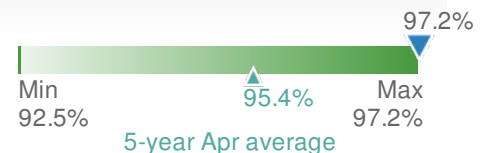
Mar 2014	Apr 2013
3,742	3,215

Avg DOM **48**



Mar 2014	Apr 2013	YTD
60	52	55

Avg Sold to OLP Ratio **97.2%**



Mar 2014	Apr 2013	YTD
96.7%	97.1%	96.9%

April 2014

Mid-Atlantic - Attached/Townhouse

New Listings **4,809**

↑ **19.1%**

from Mar 2014:
4,039

↑ **7.7%**

from Apr 2013:
4,466

YTD	2014	2013	+/-
	14,855	13,857	7.2%

5-year Apr average: **4,583**

New Pendings **3,620**

↑ **8.3%**

from Mar 2014:
3,344

↓ **-3.0%**

from Apr 2013:
3,733

YTD	2014	2013	+/-
	12,243	12,560	-2.5%

5-year Apr average: **3,572**

Closed Sales **2,603**

↑ **20.3%**

from Mar 2014:
2,163

↑ **4.8%**

from Apr 2013:
2,483

YTD	2014	2013	+/-
	8,357	8,414	-0.7%

5-year Apr average: **2,535**

Median Sold Price **\$270,000**

↑ **3.8%**

from Mar 2014:
\$260,000

↓ **-1.8%**

from Apr 2013:
\$275,000

YTD	2014	2013	+/-
	\$262,500	\$250,000	5.0%

5-year Apr average: **\$249,900**

Summary

In Mid-Atlantic, the median sold price for Attached/Townhouse properties for April was \$270,000, representing an increase of 3.8% compared to last month and a decrease of 1.8% from Apr 2013. The average days on market for units sold in April was 54 days, 16% below the 5-year April average of 65 days. There was an 8.3% month over month increase in new contract activity with 3,620 New Pendings; an 8.5% MoM increase in All Pendings (new contracts + contracts carried over from March) to 6,067; and a 12.8% increase in supply to 7,308 active units.

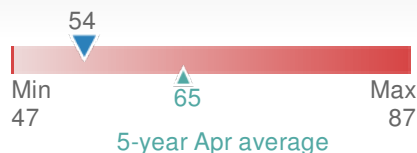
This activity resulted in a Contract Ratio of 0.83 pendings per active listing, down from 0.86 in March and a decrease from 1.16 in April 2013. The Contract Ratio is 3% higher than the 5-year April average of 0.81. A higher Contract Ratio signifies a relative increase in contract activity compared to 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 **7,308**



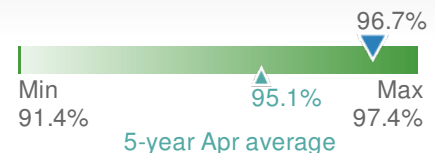
Mar 2014	Apr 2013
6,479	5,943

Avg DOM **54**



Mar 2014	Apr 2013	YTD
59	47	58

Avg Sold to OLP Ratio **96.7%**



Mar 2014	Apr 2013	YTD
96.2%	97.4%	96.2%

April 2014

Mid-Atlantic - Detached

New Listings **13,345**

29.1%
 from Mar 2014:
10,334

11.4%
 from Apr 2013:
11,980

YTD	2014	2013	+/-
	37,759	36,230	4.2%

5-year Apr average: **12,144**

New Pendings **8,177**

12.7%
 from Mar 2014:
7,257

-6.3%
 from Apr 2013:
8,725

YTD	2014	2013	+/-
	26,232	28,247	-7.1%

5-year Apr average: **7,964**

Closed Sales **5,240**

18.3%
 from Mar 2014:
4,430

-8.2%
 from Apr 2013:
5,707

YTD	2014	2013	+/-
	16,988	18,258	-7.0%

5-year Apr average: **5,356**

Median Sold Price **\$339,625**

4.5%
 from Mar 2014:
\$325,000

1.7%
 from Apr 2013:
\$334,000

YTD	2014	2013	+/-
	\$320,000	\$310,000	3.2%

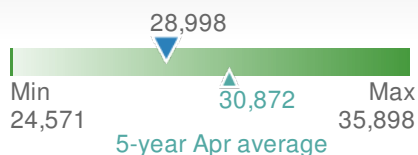
5-year Apr average: **\$312,725**

Summary

In Mid-Atlantic, the median sold price for Detached properties for April was \$339,625, representing an increase of 4.5% compared to last month and an increase of 1.7% from Apr 2013. The average days on market for units sold in April was 85 days, 12% below the 5-year April average of 97 days. There was a 12.7% month over month increase in new contract activity with 8,177 New Pendings; a 14.9% MoM increase in All Pendings (new contracts + contracts carried over from March) to 13,943; and a 13.9% increase in supply to 28,998 active units.

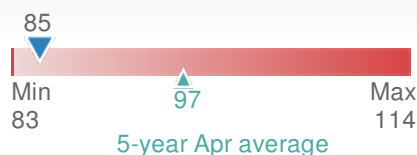
This activity resulted in a Contract Ratio of 0.48 pendings per active listing, no change from March and a decrease from 0.63 in April 2013. The Contract Ratio is 1% lower than the 5-year April average of 0.49. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, 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 **28,998**



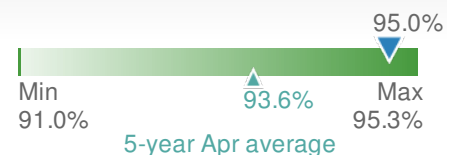
Mar 2014	Apr 2013
25,449	24,571

Avg DOM **85**



Mar 2014	Apr 2013	YTD
93	83	90

Avg Sold to OLP Ratio **95.0%**



Mar 2014	Apr 2013	YTD
94.6%	95.3%	94.4%