

May 2014

All Home Types
Condo & Coop
Attached/Townhouse
Detached

Local Market Insight

Mid-Atlantic



Presented by
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May 2014 Mid-Atlantic

New Listings **21,445**

↑ **2.6%**

from Apr 2014:
20,908

↑ **13.3%**

from May 2013:
18,926

YTD	2014	2013	+/-
	83,063	77,387	7.3%

5-year May average: **17,755**

New Pendings **14,073**

↑ **1.2%**

from Apr 2014:
13,901

↓ **-1.6%**

from May 2013:
14,301

YTD	2014	2013	+/-
	60,058	62,773	-4.3%

5-year May average: **12,415**

Closed Sales **11,091**

↑ **18.1%**

from Apr 2014:
9,395

↓ **-5.1%**

from May 2013:
11,685

YTD	2014	2013	+/-
	41,836	43,815	-4.5%

5-year May average: **10,595**

Median Sold Price **\$320,000**

↑ **4.9%**

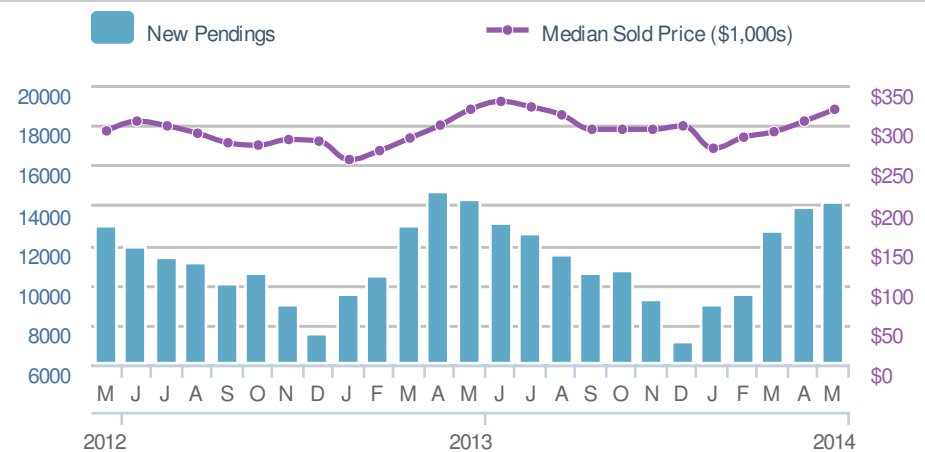
from Apr 2014:
\$305,000

↔ **0.0%**

from May 2013:
\$320,000

YTD	2014	2013	+/-
	\$299,000	\$290,000	3.1%

5-year May average: **\$293,100**

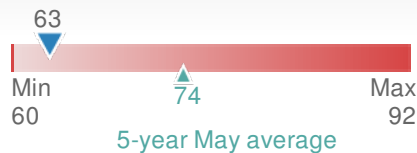


Active Listings **44,825**



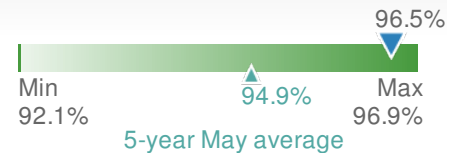
Apr 2014	May 2013
40,496	36,441

Avg DOM **63**



Apr 2014	May 2013	YTD
70	60	72

Avg Sold to OLP Ratio **96.5%**



Apr 2014	May 2013	YTD
95.8%	96.9%	95.6%

May 2014

Mid-Atlantic - Condo & Coop

New Listings **2,918**

↑ **6.1%**

from Apr 2014:
2,750

↑ **15.2%**

from May 2013:
2,533

YTD	2014	2013	+/-
	11,835	10,818	9.4%

5-year May average: **2,323**

New Pendings **2,110**

↑ **0.3%**

from Apr 2014:
2,103

↓ **-0.7%**

from May 2013:
2,125

YTD	2014	2013	+/-
	9,352	9,547	-2.0%

5-year May average: **1,794**

Closed Sales **1,822**

↑ **17.5%**

from Apr 2014:
1,550

↑ **2.5%**

from May 2013:
1,777

YTD	2014	2013	+/-
	6,953	6,953	0.0%

5-year May average: **1,588**

Median Sold Price **\$274,990**

↑ **2.9%**

from Apr 2014:
\$267,204

↑ **6.2%**

from May 2013:
\$259,000

YTD	2014	2013	+/-
	\$260,000	\$245,000	6.1%

5-year May average: **\$247,045**

Summary

In Mid-Atlantic, the median sold price for Condo & Coop properties for May was \$274,990, representing an increase of 2.9% compared to last month and an increase of 6.2% from May 2013. The average days on market for units sold in May was 48 days, 23% below the 5-year May average of 62 days. There was a 0.3% month over month increase in new contract activity with 2,110 New Pendings; a 0% MoM increase in All Pendings (new contracts + contracts carried over from April) to 3,254; and a 9.9% increase in supply to 4,593 active units.

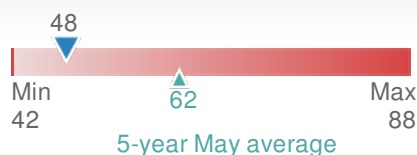
This activity resulted in a Contract Ratio of 0.71 pendings per active listing, down from 0.78 in April and a decrease from 1.06 in May 2013. The Contract Ratio is 1% lower than the 5-year May average of 0.72. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, 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 **4,593**



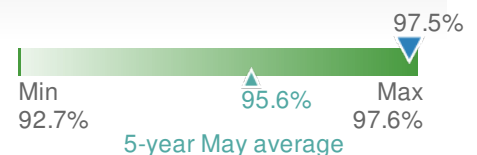
Apr 2014	May 2013
4,180	3,492

Avg DOM **48**



Apr 2014	May 2013	YTD
48	42	53

Avg Sold to OLP Ratio **97.5%**



Apr 2014	May 2013	YTD
97.2%	97.6%	97.0%

May 2014

Mid-Atlantic - Attached/Townhouse

New Listings **4,943**

↑ **2.8%**

from Apr 2014:
4,809

↑ **12.1%**

from May 2013:
4,410

YTD	2014	2013	+/-
	19,819	18,287	8.4%

5-year May average: **4,170**

New Pendings **3,573**

↓ **-1.3%**

from Apr 2014:
3,620

↓ **-1.6%**

from May 2013:
3,631

YTD	2014	2013	+/-
	15,887	16,274	-2.4%

5-year May average: **3,143**

Closed Sales **2,815**

↑ **8.1%**

from Apr 2014:
2,603

↓ **-7.3%**

from May 2013:
3,038

YTD	2014	2013	+/-
	11,260	11,560	-2.6%

5-year May average: **2,806**

Median Sold Price **\$279,000**

↑ **3.3%**

from Apr 2014:
\$270,000

↓ **-1.8%**

from May 2013:
\$284,000

YTD	2014	2013	+/-
	\$267,000	\$260,000	2.7%

5-year May average: **\$257,709**

Summary

In Mid-Atlantic, the median sold price for Attached/Townhouse properties for May was \$279,000, representing an increase of 3.3% compared to last month and a decrease of 1.8% from May 2013. The average days on market for units sold in May was 45 days, 20% below the 5-year May average of 56 days. There was a 1.3% month over month decrease in new contract activity with 3,573 New Pendings; a 2.1% MoM increase in All Pendings (new contracts + contracts carried over from April) to 6,192; and an 11.2% increase in supply to 8,123 active units.

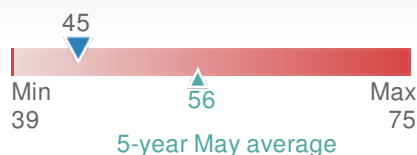
This activity resulted in a Contract Ratio of 0.76 pendings per active listing, down from 0.83 in April and a decrease from 1.07 in May 2013. The Contract Ratio is 1% higher than the 5-year May average of 0.75. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, 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 **8,123**



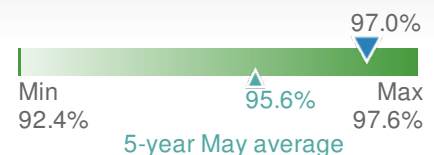
Apr 2014	May 2013
7,308	6,389

Avg DOM **45**



Apr 2014	May 2013	YTD
54	39	55

Avg Sold to OLP Ratio **97.0%**



Apr 2014	May 2013	YTD
96.7%	97.6%	96.4%

May 2014

Mid-Atlantic - Detached

New Listings **13,574**

↑ **1.7%**

from Apr 2014:
13,345

↑ **13.3%**

from May 2013:
11,981

YTD	2014	2013	+/-
	51,389	48,268	6.5%

5-year May average: **11,259**

New Pendings **8,388**

↑ **2.6%**

from Apr 2014:
8,177

↓ **-1.8%**

from May 2013:
8,542

YTD	2014	2013	+/-
	34,812	36,944	-5.8%

5-year May average: **7,476**

Closed Sales **6,453**

↑ **23.1%**

from Apr 2014:
5,240

↓ **-6.1%**

from May 2013:
6,869

YTD	2014	2013	+/-
	23,618	25,297	-6.6%

5-year May average: **6,200**

Median Sold Price **\$358,990**

↑ **5.7%**

from Apr 2014:
\$339,625

↓ **-1.0%**

from May 2013:
\$362,500

YTD	2014	2013	+/-
	\$330,000	\$325,000	1.5%

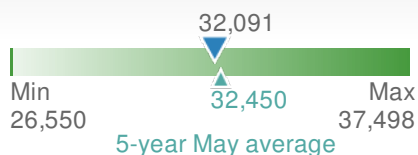
5-year May average: **\$330,458**

Summary

In Mid-Atlantic, the median sold price for Detached properties for May was \$358,990, representing an increase of 5.7% compared to last month and a decrease of 1% from May 2013. The average days on market for units sold in May was 75 days, 12% below the 5-year May average of 85 days. There was a 2.6% month over month increase in new contract activity with 8,388 New Pendings; a 4.2% MoM increase in All Pendings (new contracts + contracts carried over from April) to 14,522; and a 10.7% increase in supply to 32,091 active units.

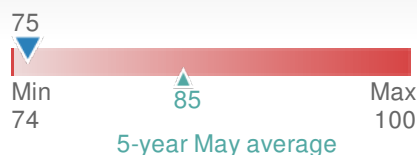
This activity resulted in a Contract Ratio of 0.45 pendings per active listing, down from 0.48 in April and a decrease from 0.60 in May 2013. The Contract Ratio is 3% lower than the 5-year May average of 0.46. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, 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 **32,091**



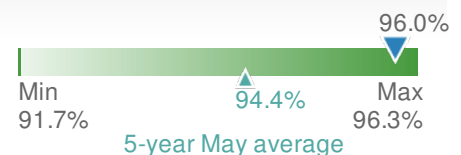
Apr 2014	May 2013
28,998	26,550

Avg DOM **75**



Apr 2014	May 2013	YTD
85	74	86

Avg Sold to OLP Ratio **96.0%**



Apr 2014	May 2013	YTD
95.0%	96.3%	94.9%