



# Washington, DC Residential Sales

February 2020

## MARKET STATISTICS

| Date   | Units Listed | Listed Volume | Listed Median | EOM Inv | MSI | Pended | Units Sold | Sold Volume   | Sold Median | DOM | CDOM |
|--------|--------------|---------------|---------------|---------|-----|--------|------------|---------------|-------------|-----|------|
| Feb-20 | 1,014        | \$880,905,770 | \$648,500     | 1,836   | 3.1 | 788    | 655        | \$455,755,951 | \$585,000   | 36  | 46   |

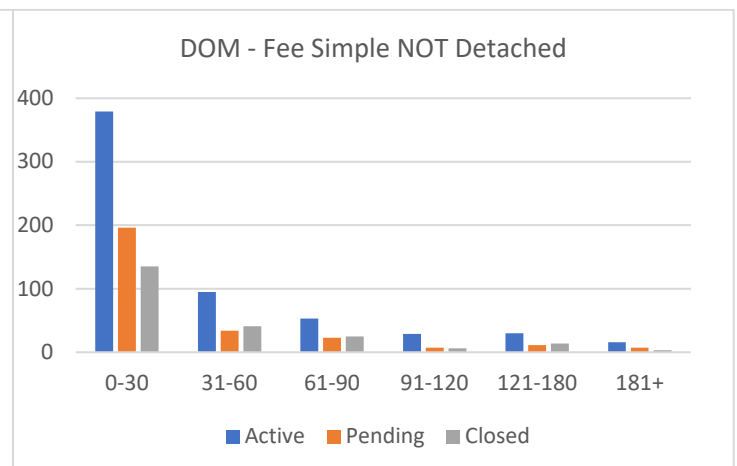
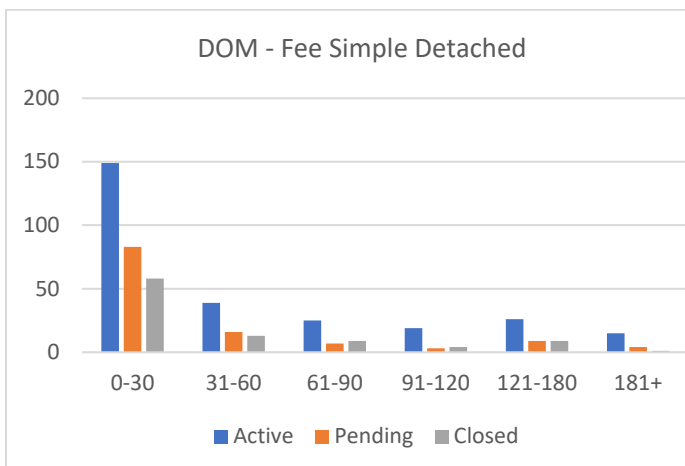
| Report Summary*               | Average Sold | Average Sold Price | Average Pended | Median Sold Price | Median Sold |
|-------------------------------|--------------|--------------------|----------------|-------------------|-------------|
| February 2020 - February 2020 | 655          | \$695,811          | 788            | \$585,000         | 655         |

## INVENTORY COMPARISON

| Date                    | Current Inventory | Inventory Accumulation | \$Volume        | Average List Price | Median List Price | New Listings | New under Contract |
|-------------------------|-------------------|------------------------|-----------------|--------------------|-------------------|--------------|--------------------|
| Current Month: Mar 2020 | 1,546             | 2.4                    | \$1,635,252,892 | \$1,057,731        | \$675,000         | 681          | 614                |
| Last Year: Mar 2019     | 3,173             | 5.7                    | \$2,598,121,149 | \$818,822          | \$599,000         | 1,235        | 924                |
| Last Month: Feb 2020    | 1,836             | 3.1                    | \$1,387,838,053 | \$755,903          | \$599,900         | 1,014        | 841                |

## RESIDENTIAL ACTIVITY – FEE SIMPLE

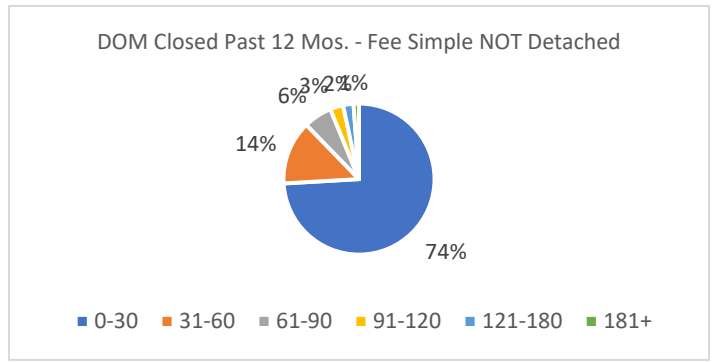
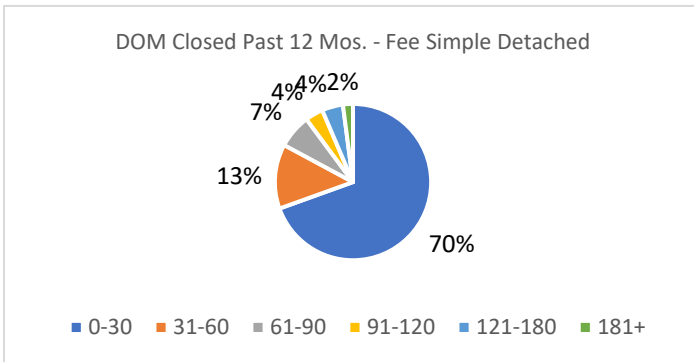
|                           | Fee Simple - Detached |            |           |                     | Fee Simple – Not Detached |            |            |                     |
|---------------------------|-----------------------|------------|-----------|---------------------|---------------------------|------------|------------|---------------------|
|                           | Active                | Pending    | Closed    | Closed Past 12 Mos. | Active                    | Pending    | Closed     | Closed Past 12 Mos. |
| \$299,999 or Under        | 12                    | 7          | 4         | 60                  | 39                        | 21         | 16         | 182                 |
| \$300,000 - \$499,999     | 50                    | 22         | 17        | 254                 | 147                       | 63         | 49         | 727                 |
| \$500,000 - \$749,999     | 65                    | 31         | 21        | 292                 | 150                       | 71         | 61         | 861                 |
| \$750,000 - \$999,999     | 56                    | 25         | 17        | 243                 | 118                       | 58         | 48         | 814                 |
| \$1,000,000 - \$1,999,999 | 62                    | 29         | 24        | 432                 | 126                       | 61         | 43         | 694                 |
| \$2,000,000 - \$2,999,999 | 18                    | 5          | 9         | 84                  | 19                        | 3          | 3          | 56                  |
| \$3,000,000 and Over      | 10                    | 3          | 1         | 33                  | 3                         | 1          | 0          | 17                  |
| No Price Reported         | 0                     | 0          | 0         | 1                   | 0                         | 0          | 0          | 3                   |
| <b>Total Units</b>        | <b>273</b>            | <b>122</b> | <b>93</b> | <b>1399</b>         | <b>602</b>                | <b>278</b> | <b>220</b> | <b>3354</b>         |
| Total Units               | 273                   | 122        | 93        | 1399                | 602                       | 278        | 220        | 3354                |
| Total Values (in 1,000s)  | \$310,252             | \$116,601  | \$94,049  | \$1,472,818         | \$501,743                 | \$217,270  | \$171,332  | \$2,681,942         |
| Median Price (in 1,000s)  | \$790                 | \$780      | \$778     | \$845               | \$682                     | \$690      | \$680      | \$722               |
| Avg Price (in 1,000s)     | \$1,136               | \$956      | \$1,001   | \$1,052             | \$833                     | \$782      | \$765      | \$798               |
| Avg Sold Price/Org Price  |                       |            | 97.33%    | 96.98%              |                           |            | 97.72%     | 98.24%              |



Compiled from Bright MLS. Closed Listings Year-to-Date include listings reported sold in MLS for the report month at the time the report was compiled. Report compiled on 03/24/2020. Copyright 2020 Bright MLS – Information Deemed Reliable but Not Guaranteed.

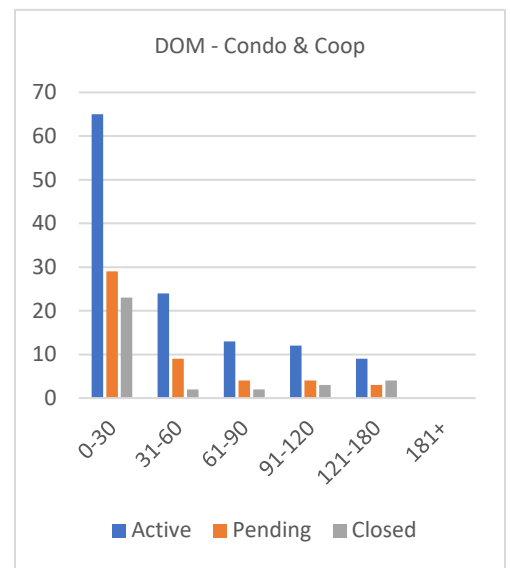


| Days on Market |                       |         |        |                     |                           |         |        |                     |
|----------------|-----------------------|---------|--------|---------------------|---------------------------|---------|--------|---------------------|
|                | Fee Simple - Detached |         |        |                     | Fee Simple - NOT Detached |         |        |                     |
|                | Active                | Pending | Closed | Closed Past 12 Mos. | Active                    | Pending | Closed | Closed Past 12 Mos. |
| 0-30           | 149                   | 83      | 58     | 973                 | 379                       | 196     | 135    | 2489                |
| 31-60          | 39                    | 16      | 13     | 187                 | 95                        | 34      | 41     | 459                 |
| 61-90          | 25                    | 7       | 9      | 98                  | 53                        | 23      | 25     | 204                 |
| 91-120         | 19                    | 3       | 4      | 52                  | 29                        | 7       | 6      | 94                  |
| 121-180        | 26                    | 9       | 9      | 61                  | 30                        | 11      | 14     | 75                  |
| 181+           | 15                    | 4       | 1      | 29                  | 16                        | 7       | 3      | 39                  |



### RESIDENTIAL ACTIVITY – CONDOS & COOPS

|                           | Condo & Coop |           |           |                     |
|---------------------------|--------------|-----------|-----------|---------------------|
|                           | Active       | Pending   | Closed    | Closed Past 12 Mos. |
| \$299,999 or Under        | 6            | 3         | 3         | 29                  |
| \$300,000 - \$499,999     | 23           | 14        | 7         | 125                 |
| \$500,000 - \$749,999     | 41           | 16        | 14        | 234                 |
| \$750,000 - \$999,999     | 39           | 12        | 7         | 136                 |
| \$1,000,000 - \$1,999,999 | 14           | 4         | 2         | 49                  |
| \$2,000,000 - \$2,999,999 | 0            | 0         | 0         | 3                   |
| \$3,000,000 and Over      | 0            | 0         | 0         | 0                   |
| No Price Reported         | 0            | 0         | 0         | 0                   |
| <b>Total Units</b>        | <b>123</b>   | <b>49</b> | <b>33</b> | <b>576</b>          |
| Total Units               | 123          | 49        | 33        | 576                 |
| Total Values (in 1,000s)  | \$86,394     | \$30,975  | \$21,288  | \$388,608           |
| Median Price (in 1,000s)  | \$700        | \$575     | \$653     | \$660               |
| Avg Price (in 1,000s)     | \$702        | \$632     | \$626     | \$673               |
| Avg Sold Price/Org Price  |              |           | 97.66%    | 98.19%              |



| Days on Market |        |         |        |                     |
|----------------|--------|---------|--------|---------------------|
| Condos & Coops |        |         |        |                     |
|                | Active | Pending | Closed | Closed Past 12 Mos. |
| 0-30           | 65     | 29      | 23     | 417                 |
| 31-60          | 24     | 9       | 2      | 84                  |
| 61-90          | 13     | 4       | 2      | 31                  |
| 91-120         | 12     | 4       | 3      | 16                  |
| 121-180        | 9      | 3       | 4      | 18                  |
| 181+           | 0      | 0       | 0      | 11                  |

