

Washington, DC Residential Sales

May 2020

MARKET STATISTICS

| Date | Units Listed | Listed Volume | Listed Median | EOM Inv | MSI | Pended | Units Sold | Sold Volume | Sold Median | DOM | СДОМ |
|----------|-----------------|-----------------|------------------|------------|-----|--------|---------------|---------------|----------------|-----|------|
| May 2020 | 1,165 | \$1,020,988,374 | \$689,000 | 1,774 | 2.9 | 680 | 576 | \$444,578,203 | \$655,000 | 27 | 35 |

| Report Summary* | Average Sold | Average Sold Price | Average Pended | Median Sold Price | Median Sold |
|---------------------|--------------|--------------------|----------------|-------------------|-------------|
| May 2020 - May 2020 | 576 | \$771,837 | 680 | \$655,000 | 576 |

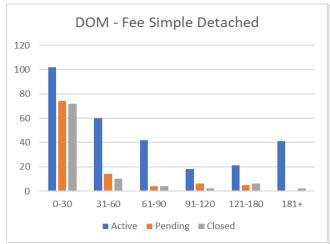
INVENTORY COMPARISON

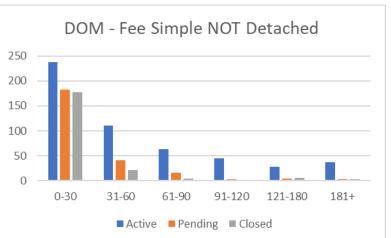
| Date | Current Inventory | Inventory Accumula tion | \$Volume | Average List Price | Median List Price | New Listings | New under Contract |
|-------------------------|----------------------|-------------------------------|-----------------|-----------------------|----------------------|-----------------|-----------------------|
| Current Month: Jun 2020 | 1,734 | 3 | \$1,753,053,243 | \$1,010,988 | \$684,950 | 334 | 211 |
| Last Year: May 2019 | 3,493 | 3.5 | \$2,950,525,563 | \$844,697 | \$614,999 | 1,247 | 875 |
| Last Month: Apr 2020 | 1,774 | 2.9 | \$1,772,683,178 | \$999,258 | \$677,000 | 1,165 | 850 |

RESIDENTIAL ACTIVITY - FEE SIMPLE

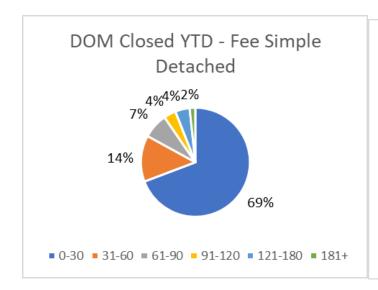
| | | Fee Si | mple - Detach | ed | | Fee Simple – Not Detached | | | | | |
|---------------------------|-----------|-----------|---------------|---------------------|-----------|---------------------------|-----------|-------------|--|--|--|
| | Active | Pending | Closed | Closed Past 12 Mos. | Active | Pending | Closed | Closed Past | | | |
| | | | | | | | | 12 Mos. | | | |
| \$299,999 or Under | 12 | 4 | 2 | 57 | 18 | 13 | 8 | 162 | | | |
| \$300,000 - \$499,999 | 39 | 12 | 9 | 234 | 81 | 51 | 47 | 683 | | | |
| \$500,000 - \$749,999 | 61 | 23 | 21 | 278 | 89 | 67 | 48 | 813 | | | |
| \$750,000 - \$999,999 | 47 | 20 | 25 | 251 | 124 | 65 | 62 | 755 | | | |
| \$1,000,000 - \$1,999,999 | 55 | 36 | 30 | 424 | 149 | 52 | 40 | 643 | | | |
| \$2,000,000 - \$2,999,999 | 36 | 3 | 8 | 81 | 39 | 2 | 5 | 53 | | | |
| \$3,000,000 and Over | 34 | 4 | 1 | 30 | 16 | 1 | 2 | 16 | | | |
| No Price Reported | 0 | 1 | 0 | 1 | 4 | 0 | 1 | 3 | | | |
| Total Units | 284 | 103 | 96 | 1356 | 520 | 251 | 213 | 3128 | | | |
| | | | | | | | | | | | |
| Total Units | 284 | 103 | 96 | 1356 | 520 | 251 | 213 | 3128 | | | |
| Total Values (in 1,000s) | \$505,282 | \$120,809 | \$117,025 | \$1,439,107 | \$595,527 | \$200,219 | \$176,097 | \$2,505,133 | | | |
| Median Price (in 1,000s) | \$899 | \$920 | \$879 | \$851 | \$882 | \$740 | \$760 | \$720 | | | |
| Avg Price (in 1,000s) | \$1,779 | \$1,173 | \$1,219 | \$1,061 | \$1,145 | \$798 | \$827 | \$801 | | | |
| Avg Sold Price/Org Price | | | 97.28% | 97.31% | | | 98.92% | 98.13% | | | |

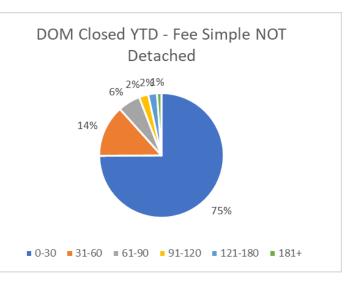






| Days on Market | | | | | | | | | | | |
|----------------|--------|---------|------------|------------------------|--|---------------------------|---------|--------|------------------------|--|--|
| | | Fee | Simple - D | etached | | Fee Simple – NOT Detached | | | | | |
| | Active | Pending | Closed | Closed Past 12 Mos. | | Active | Pending | Closed | Closed Past 12 Mos. | | |
| 0-30 | 102 | 74 | 72 | 939 | | 237 | 183 | 177 | 2343 | | |
| 31-60 | 60 | 14 | 10 | 186 | | 110 | 41 | 22 | 421 | | |
| 61-90 | 42 | 4 | 4 | 101 | | 63 | 16 | 5 | 182 | | |
| 91-120 | 18 | 6 | 2 | 49 | | 45 | 3 | 0 | 75 | | |
| 121-180 | 21 | 5 | 6 | 58 | | 28 | 5 | 6 | 71 | | |
| 181+ | 41 | 0 | 2 | 23 | | 37 | 3 | 3 | 36 | | |







Residential Activity – Condos & COOPS

| | Condo & Coop | | | | | | |
|---------------------------|--------------|-----------|-----------|---------------------|--|--|--|
| | Active | Pending | Closed | Closed Past 12 Mos. | | | |
| \$299,999 or Under | 181 | 65 | 37 | 633 | | | |
| \$300,000 - \$499,999 | 244 | 126 | 97 | 1537 | | | |
| \$500,000 - \$749,999 | 264 | 83 | 77 | 1243 | | | |
| \$750,000 - \$999,999 | 140 | 34 | 41 | 498 | | | |
| \$1,000,000 - \$1,999,999 | 85 | 10 | 12 | 215 | | | |
| \$2,000,000 - \$2,999,999 | 16 | 2 | 0 | 22 | | | |
| \$3,000,000 and Over | 16 | 1 | 1 | 9 | | | |
| No Price Reported | 0 | 0 | 0 | 0 | | | |
| Total Units | 946 | 321 | 265 | 4157 | | | |
| | | | | | | | |
| Total Units | 946 | 321 | 265 | 4157 | | | |
| Total Values (in 1,000s) | \$647,228 | \$166,443 | \$151,088 | \$2,305,232 | | | |
| Median Price (in 1,000s) | \$545 | \$469 | \$495 | \$489 | | | |
| Avg Price (in 1,000s) | \$684 | \$519 | \$570 | \$555 | | | |
| Avg Sold Price/Org Price | | | 98.40% | 98.20% | | | |

| Days on Market | | | | | | | | | |
|----------------|----------------------------|-----|-----|------|--|--|--|--|--|
| | Condos & Coops | | | | | | | | |
| | Active Pending Closed Mos. | | | | | | | | |
| 0-30 | 394 | 217 | 193 | 2938 | | | | | |
| 31-60 | 196 | 57 | 33 | 631 | | | | | |
| 61-90 | 137 | 25 | 18 | 274 | | | | | |
| 91-120 | 78 | 8 | 12 | 153 | | | | | |
| 121-180 | 65 | 8 | 7 | 121 | | | | | |
| 181+ | 76 | 6 | 2 | 59 | | | | | |

