

Monthly Market Report – Washington, DC Metro

Washington, DC Market Key Findings

	Dec 2021	vs. Dec 2020	vs. Nov 2021
 Closed Sales	6,091	▼ -8.4%	▼ -3.8%
 Median Sales Price	\$520.0k	▲ +7.8%	▼ -2.2%
 New Pending Sales	4,216	▼ -8.6%	▼ -29.2%
 New Listings	4,036	▼ -16.2%	▼ -26.5%
 Median Days on Market	12 days	▲ +4 days	▲ +1 day
 Showings	101,997	▼ -5.9%	▼ -20.0%

bright[®] | T3 Home Demand Index 69 Limited

Home Demand Index	Home Demand Index from prior month	Home Demand Index from a year ago	Index change from prior month	Index change from same time last year
69 (Limited)	97	90	-28.9%	-23.3%

The Bright MLS T3 Home Demand Index (HDI) for the Washington Metro measures the strength of buyer demand in the region and indicates a slowdown in buyer interest in December. The HDI for the area fell by 29 percent between November and December to a reading of 69, which indicates Limited Demand. This drop in the HDI reflects a significant decline in buyer activity compared to the very busy market earlier this year.

According to the HDI, demand fell for each type of home in the Washington, DC Metro area in December. The biggest decline in buyer interest was among higher-priced single-family homes and higher-priced condos. Buyer interest in mid-priced single-family homes also fell substantially. Weakest demand in the region continues to be in the lower-priced and mid-priced single-family segments, with an index below 70, indicating Limited Demand. All other types of homes recorded Slow levels of demand in December.

Limited inventory is the main reason there is slower housing market activity in the Washington, DC region, as prospective home buyers are becoming discouraged by lack of options. Inventory levels ranged from just 0.8 months supply for mid-priced single-family homes to 2.3 months supply for higher-priced condos. Inventory was down slightly in December for all market segments as new listing activity fell.

For more insights, visit BrightMLS.com/MarketInsights and homedemandindex.com

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December 2021 Closed Sales

- The number of sales in the Washington Metro was down 8.4% compared to last December. Sales in the region declined compared to a year ago for three of the past four months.
- Year-over-year sales were down in nearly all local jurisdictions in the Washington Metro, with the steepest declines in outlying communities, particularly Loudoun County, VA and Frederick County, MD.
- A lack of inventory and affordability pressures have been the primary drivers of a slowdown in sales activity.

	<u>Dec '21</u>	<u>vs. Dec '20</u>	<u>vs. Dec '19</u>	<u>Full Year '21</u>	<u>vs. Full Year '20</u>
Alexandria City	242	-4.0%	33.7%	3,184	16.5%
Arlington County	291	7.8%	43.3%	3,546	27.1%
Fairfax City	41	28.1%	5.1%	433	9.1%
Fairfax County	1,348	-3.0%	23.4%	19,407	15.9%
Falls Church City	11	-8.3%	10.0%	193	6.0%
Frederick County	462	-13.6%	37.9%	6,217	11.3%
Loudoun County	534	-15.9%	15.3%	8,539	10.0%
Montgomery County	1,250	-4.3%	21.0%	15,672	16.1%
Prince George's County	1,065	-7.0%	14.5%	12,562	11.4%
Washington, D.C.	847	-4.3%	13.5%	10,829	12.2%
Washington, D.C. Metro	6,091	-8.4%	15.1%	80,582	13.5%

December 2021 Median Sales Price

- While overall home sales declined in the Washington, DC region, home prices continue to rise strongly. In December, the median sales price in the region was \$520,000, up 7.8% compared to a year ago. Price growth remains robust, though the pace of price increases has declined somewhat from earlier in the year.
- Slower sales in local markets were still accompanied by fast price growth. Median sales prices in both Loudoun County, VA and Frederick County, MD were up much faster than overall regional prices. This strong price appreciation is further evidence that a lack of inventory—and not declining buyer interest—is leading to cooler sales activity in the Washington Metro.
- Townhome prices were up fastest in the Washington Metro, rising 11.4% compared to a year ago. Condo price growth remains weakest in the region, with the median condo price regionwide up just 1.5% between December 2020 and December 2021.

	<u>Dec '21</u>	<u>vs. Dec '20</u>	<u>vs. Dec '19</u>	<u>Full Year '21</u>	<u>vs. Full Year '20</u>
Alexandria City	\$515.0K	-17.3%	-8.0%	\$595.0K	-0.8%
Arlington County	\$667.5K	6.8%	3.6%	\$670.0K	1.3%
Fairfax City	\$640.0K	11.3%	13.3%	\$640.0K	11.3%
Fairfax County	\$600.0K	5.3%	11.0%	\$616.2K	6.2%
Falls Church City	\$649.0K	9.3%	-27.0%	\$830.0K	8.4%
Frederick County	\$437.4K	18.2%	37.6%	\$410.0K	14.2%
Loudoun County	\$622.5K	14.9%	21.3%	\$615.0K	12.8%
Montgomery County	\$519.0K	8.1%	15.4%	\$530.0K	10.0%
Prince George's County	\$391.0K	10.1%	24.1%	\$380.0K	10.1%
Washington, D.C.	\$664.8K	3.9%	4.7%	\$660.0K	4.6%
Washington, D.C. Metro	\$520.0K	7.8%	14.8%	\$530.0K	8.2%

December 2021 New Pending Sales

- Compared to December 2020, monthly new pending sales were down 8.6% in the Washington, DC region. Slower new contract activity reflects a decline from last year's record-breaking pace and is consistent with an overall deceleration in the market.
- Pending sales declined across most jurisdictions in the Washington Metro, with the exception of Arlington County and the City of Fairfax.

	<u>Dec '21</u>	<u>vs. Dec '20</u>	<u>vs. Dec '19</u>	<u>Full Year '21</u>	<u>vs. Full Year '20</u>
Alexandria City	172	-18.5%	39.8%	3,153	12.7%
Arlington County	191	6.7%	44.7%	3,556	25.3%
Fairfax City	29	20.8%	45.0%	433	8.0%
Fairfax County	870	-17.1%	17.9%	19,192	12.5%
Falls Church City	9	-10.0%	28.6%	192	3.2%
Frederick County	335	-18.1%	14.3%	6,066	1.7%
Loudoun County	314	-23.8%	8.3%	8,245	5.3%
Montgomery County	806	-8.3%	19.9%	15,549	12.9%
Prince George's County	872	-3.2%	9.0%	12,494	8.3%
Washington, D.C.	618	-14.9%	10.0%	10,780	8.8%
Washington, D.C. Metro	4,216	-8.6%	22.8%	79,660	10.0%

December 2021 New Listings

- Inventory in the Washington Metro is falling faster than in any other market in the Mid-Atlantic. Total active listings were down 38.3% compared to a year ago. Inventory has been declining consistently since March 2019, however, the supply challenge has worsened over the past 18 months.
- Fewer homeowners are listing their homes in the Washington Metro. The number of new listings was down 16.2% compared to a year ago, the third month in a row of year-over-year declines in new listings.
- The lack of new inventory is the major constraint on the region's housing market.

	<u>Dec '21</u>	<u>vs. Dec '20</u>	<u>vs. Dec '19</u>	<u>Full Year '21</u>	<u>vs. Full Year '20</u>
Alexandria City	130	-32.6%	46.1%	3,706	9.0%
Arlington County	174	-13.9%	58.2%	4,600	17.2%
Fairfax City	19	5.6%	-29.6%	524	13.9%
Fairfax County	757	-19.8%	15.0%	22,463	9.3%
Falls Church City	8	-20.0%	0.0%	238	6.3%
Frederick County	373	-14.3%	32.7%	7,161	7.0%
Loudoun County	366	-15.3%	12.3%	9,283	4.3%
Montgomery County	709	-17.8%	22.7%	17,803	11.8%
Prince George's County	863	-4.6%	9.8%	14,856	12.1%
Washington, D.C.	637	-22.9%	16.9%	15,752	8.7%
Washington, D.C. Metro	4,036	-16.2%	18.5%	96,386	9.8%

December 2021 Median Days on Market

- Homes are taking a little longer to sell in the Washington Metro market. In December 2021, the median days on market was 12, up from 8 days a year ago and up from 11 days in November. The median days on market has been increasing modestly for several months although the pace of home sales activity remains very fast by historic standards.
- In December, homes took the longest to sell in Arlington County and the City of Falls Church, VA, as well as the District of Columbia. While fewer homes are selling in Loudoun County, VA, they are moving quickly, with half of all sales occurring in 7 days or less.

	<u>Dec '21</u>	<u>Dec '20</u>	<u>Dec '19</u>	<u>Full Year '21</u>	<u>Full Year '20</u>
Alexandria City	16	16	10	9	7
Arlington County	24	15	9	11	7
Fairfax City	8	8	15	7	7
Fairfax County	13	8	15	7	6
Falls Church City	33	20	23	8	7
Frederick County	7	7	24	6	9
Loudoun County	7	6	16	5	6
Montgomery County	11	8	29	7	9
Prince George's County	12	8	22	8	10
Washington, D.C.	22	18	20	11	11
Washington, D.C. Metro	12	8	20	7	8

December 2021 Showings

- Slower buyer activity in the Washington region is reflected in the showings data. Showing activity was down in December compared to a year ago and was also off dramatically compared to November. By contrast, showing activity in December was up year-over-year in other markets in the mid-Atlantic.

	<u>Dec '21</u>	<u>vs. Dec '20</u>	<u>vs. Dec '19</u>	<u>Full Year '21</u>	<u>vs. Full Year '20</u>
Alexandria City	3,193	3,258	75.6%	56,465	18.0%
Arlington County	3,951	3,554	77.2%	69,543	32.1%
Fairfax City	632	512	51.9%	9,872	11.0%
Fairfax County	22,998	21,777	36.3%	479,756	23.6%
Falls Church City	138	148	133.9%	3,236	24.0%
Frederick County	5,517	6,506	22.9%	124,029	18.8%
Loudoun County	8,133	9,705	61.6%	204,539	26.7%
Montgomery County	20,775	21,652	35.5%	437,312	25.8%
Prince George's County	23,490	27,553	13.1%	420,181	2.6%
Washington, D.C.	13,170	13,707	17.8%	235,610	13.2%
Washington, D.C. Metro	101,997	108,372	30.4%	2,040,543	17.9%

Washington, DC Metro Closed Sales

By Median Days on the Market

	<u>Dec 2019</u>	<u>Dec 2020</u>	<u>Dec 2021</u>
0 Days	192	267	162
1 to 10 Days	1,732	3,350	2,672
11 to 20 Days	769	992	882
21 to 30 Days	492	567	551
31 to 60 Days	915	765	916
61 to 90 Days	462	291	417
91 to 120 Days	282	143	195
121 to 180 Days	261	137	181
181 to 360 Days	157	103	93
361 to 720 Days	26	33	20
721+ Days	5	0	1

By Price Range

	<u>Dec 2019</u>	<u>Dec 2020</u>	<u>Dec 2021</u>
< \$50,000	4	6	5
\$50K to \$99,999	26	22	9
\$100K to \$149,999	91	89	78
\$150K to \$199,999	188	177	166
\$200K to \$299,999	815	834	615
\$300K to \$399,999	992	1,230	937
\$400K to \$499,999	910	1,135	1024
\$500K to \$599,999	590	816	855
\$600K to \$799,999	823	1,121	1,101
\$800K to \$999,999	414	586	576
\$1M to \$2,499,999	417	588	661
\$2.5M to \$4,999,999	20	41	58
\$5,000,000+	3	3	6

Washington, DC Metro Ten Year Trends

Median Sales Price by Housing Type

	<u>Med Sale \$</u>	<u>Detached: All</u>	<u>Attached: All</u>	<u>TH</u>	<u>Condo / Co-op</u>
Dec 2012	\$359.3K	\$449.9K	\$307.8K	\$345.0K	\$263.0K
Dec 2013	\$390.0K	\$480.0K	\$337.0K	\$375.0K	\$292.5K
Dec 2014	\$400.0K	\$480.0K	\$349.0K	\$390.0K	\$297.8K
Dec 2015	\$390.0K	\$475.0K	\$332.0K	\$380.0K	\$282.5K
Dec 2016	\$410.0K	\$495.0K	\$353.6K	\$398.0K	\$295.0K
Dec 2017	\$415.6K	\$515.0K	\$359.9K	\$399.0K	\$298.3K
Dec 2018	\$430.0K	\$530.0K	\$375.0K	\$427.0K	\$308.0K
Dec 2019	\$453.0K	\$549.7K	\$395.0K	\$432.0K	\$330.0K
Dec 2020	\$482.6K	\$608.0K	\$405.8K	\$456.8K	\$335.0K
Dec 2021	\$520.0K	\$649.9K	\$435.0K	\$508.8K	\$339.9K

All Pending Home Sales

Dec 2012	5,758
Dec 2013	4,610
Dec 2014	4,747
Dec 2015	5,576
Dec 2016	5,646
Dec 2017	5,047
Dec 2018	4,423
Dec 2019	4,885
Dec 2020	6,337
Dec 2021	5,487

Months of Supply

Dec 2012	2.42
Dec 2013	2.30
Dec 2014	2.77
Dec 2015	2.53
Dec 2016	2.01
Dec 2017	1.75
Dec 2018	1.76
Dec 2019	1.51
Dec 2020	1.13
Dec 2021	0.62

Median Sales Price to List Price Ratio

Dec 2012	99.1%
Dec 2013	99.4%
Dec 2014	99.0%
Dec 2015	99.3%
Dec 2016	99.5%
Dec 2017	99.8%
Dec 2018	100.0%
Dec 2019	100.0%
Dec 2020	100.0%
Dec 2021	100.0%

About the DC Metro Housing Market Update

The DC Metro Area Housing Market Update provides unique insights into the state of the current housing market by measuring the number of new pending sales, trends by home characteristics, and key indicators through the most recent month compiled directly from Multiple Listing Service (MLS) data in ShowingTime's proprietary database. The DC Metro Area housing market includes: Alexandria City, Arlington County, Fairfax City, Fairfax County, Falls Church City, Frederick County (MD), Loudoun County, Montgomery County, Prince George's County, Washington, D.C.

Data provided by MarketStats by ShowingTime, based on listing activity from Bright MLS.

About Bright MLS

About Bright MLS Bright MLS's real estate service area spans 40,000 square miles throughout the Mid-Atlantic region, including Delaware, Maryland, New Jersey, Pennsylvania, Virginia, Washington, D.C., and West Virginia. As a leading multiple listing service (MLS), Bright supports over 95,000 real estate professionals who in turn serve the more than 20 million homeowners in our footprint. In 2020, Bright's customers facilitated \$116.3B in real estate transactions through our system. For more information, please visit www.brightmls.com.