

## August 2022

## Mid-Atlantic Region

## Sold Summary

|                            | Aug 2022         | Aug 2021         | % Change |
|----------------------------|------------------|------------------|----------|
| Sold Dollar Volume         | \$11,352,146,941 | \$13,184,556,974 | -13.90%  |
| Avg Sold Price             | \$459,428        | \$438,952        | 4.66%    |
| Median Sold Price          | \$380,000        | \$361,000        | 5.26%    |
| Units Sold                 | 24,885           | 30,479           | -18.35%  |
| Avg Days on Market         | 20               | 18               | 11.11%   |
| Avg List Price for Solds   | \$458,002        | \$434,547        | 5.40%    |
| Avg SP to OLP Ratio        | 99.6%            | 100.8%           | -1.24%   |
| Ratio of Avg SP to Avg OLP | 99.0%            | 100.4%           | -1.35%   |
| Attached Avg Sold Price    | \$361,968        | \$351,944        | 2.85%    |
| Detached Avg Sold Price    | \$525,283        | \$499,511        | 5.16%    |
| Attached Units Sold        | 10,064           | 12,545           | -19.78%  |
| Detached Units Sold        | 14,816           | 17,929           | -17.36%  |

## Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

## Inventory

|                     | Aug 2022 | Aug 2021 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 34,711   | 34,083   | 1.84%    |
| New Listings        | 27,403   | 34,696   | -21.02%  |
| New Under Contracts | 0        | 0        | 0%       |
| New Contingents     | 0        | 0        | 0%       |
| New Pending         | 24,071   | 31,648   | -23.94%  |
| All Pending         | 32,547   | 46,558   | -30.09%  |

## Financing (Sold)

|              |        |
|--------------|--------|
| Assumption   | 9      |
| Cash         | 4,901  |
| Conventional | 14,441 |
| FHA          | 3,003  |
| Other        | 255    |
| Owner        | 13     |
| VA           | 1,856  |

## Days on Market (Sold)

|            |        |
|------------|--------|
| 0          | 378    |
| 1 to 10    | 12,192 |
| 11 to 20   | 4,633  |
| 21 to 30   | 2,457  |
| 31 to 60   | 3,220  |
| 61 to 90   | 1,012  |
| 91 to 120  | 380    |
| 121 to 180 | 269    |
| 181 to 360 | 227    |
| 361 to 720 | 94     |
| 721+       | 13     |

## Sold Detail

| Price Ranges               | Residential  |              |              |              |              |              | Condo/Coop   | Active Listings |               |              |
|----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-----------------|---------------|--------------|
|                            | 2 or Less BR |              | 3 BR         |              | 4 or More BR |              | All          | Residential     |               | Condo/Coop   |
|                            | Detached     | Attached/TH  | Detached     | Attached/TH  | Detached     | Attached/TH  | Attached     | Detached        | Attached/TH   | Attached     |
| < \$50,000                 | 51           | 33           | 29           | 52           | 9            | 17           | 2            | 127             | 233           | 45           |
| \$50K to \$99,999          | 102          | 91           | 111          | 209          | 23           | 49           | 46           | 384             | 854           | 69           |
| \$100K to \$149,999        | 101          | 130          | 159          | 293          | 43           | 97           | 158          | 460             | 1,155         | 170          |
| \$150K to \$199,999        | 199          | 208          | 360          | 447          | 84           | 87           | 293          | 708             | 1,323         | 314          |
| \$200K to \$299,999        | 348          | 396          | 1,470        | 1,182        | 509          | 192          | 820          | 2,413           | 2,276         | 723          |
| \$300K to \$399,999        | 166          | 223          | 1,610        | 1,046        | 1,145        | 193          | 630          | 3,321           | 1,616         | 730          |
| \$400K to \$499,999        | 73           | 98           | 886          | 655          | 1,387        | 185          | 375          | 3,058           | 1,132         | 620          |
| \$500K to \$599,999        | 33           | 42           | 459          | 380          | 1,244        | 119          | 178          | 2,299           | 787           | 411          |
| \$600K to \$799,999        | 27           | 38           | 316          | 299          | 1,747        | 140          | 196          | 2,896           | 789           | 442          |
| \$800K to \$999,999        | 11           | 17           | 116          | 86           | 907          | 67           | 67           | 1,432           | 375           | 220          |
| \$1M to \$2,499,999        | 8            | 8            | 70           | 67           | 930          | 94           | 47           | 2,003           | 300           | 253          |
| \$2.5M to \$4,999,999      | 1            | 0            | 6            | 0            | 68           | 6            | 5            | 504             | 38            | 54           |
| \$5,000,000+               | 0            | 0            | 0            | 0            | 8            | 0            | 0            | 154             | 8             | 15           |
| <b>Total</b>               | <b>1,120</b> | <b>1,284</b> | <b>5,592</b> | <b>4,716</b> | <b>8,104</b> | <b>1,246</b> | <b>2,817</b> | <b>19,759</b>   | <b>10,886</b> | <b>4,066</b> |
| Avg Sold Price             | \$258,330    | \$275,031    | \$373,996    | \$351,673    | \$666,388    | \$476,529    | \$367,941    |                 |               |              |
| Prev Year - Avg Sold Price | \$249,194    | \$261,032    | \$351,252    | \$343,545    | \$627,338    | \$479,043    | \$348,794    |                 |               |              |
| Avg Sold % Change          | 3.67%        | 5.36%        | 6.48%        | 2.37%        | 6.22%        | -0.52%       | 5.49%        |                 |               |              |
| Prev Year - # of Solds     | 1,217        | 1,481        | 6,637        | 6,014        | 10,075       | 1,533        | 3,517        |                 |               |              |

## Active Detail