

MARKET IN A MINUTE

A SUMMARY OF MARKET CONDITIONS FOR FEBRUARY 2018

CONTRACTS



Contract activity in February 2018 was **up 20.9%** from February 2017, and there were increases in three of the four of the price categories with activity. Through the first two months of the year contract activity is also up 20.9%. Prince George's is the only area jurisdiction where contracts are up. The average number of days on the market for homes receiving contracts was 51 days in February 2018, up just one day from this time last year.

URGENCY INDEX



The Urgency Index, simply the percentage of homes going under contract that were on the market 30 days or less, was up slightly in February compared to the year prior. During the past 13 years, the Index has been as high as 90% (May 2005) and as low as 15% (January 2008). February 2018, the Urgency Index was **58.5%**, up slightly from 57.7% in February 2017.

INVENTORY



The number of homes on the market at the end of February was **down 4.3%** compared to the end of February 2017. The number of new listings coming on the market **decreased 4.8%**, compared to February 2017. The drop in inventory and big jump in contract activity dropped overall supply to 1.6 months, down from 2.0 months this time last year.

INTEREST RATES



The rate for a 30-year fixed mortgage ended February at 4.43%, up almost a quarter point from the end of January. It's also a third of a point higher than it was a year ago at the end of February 2017. With an improving national economy, rates will continue to rise – but not dramatically. The Mortgage Bankers Association pegs rates at 4.9% by the end of the year.

AFFORDABILITY



The payment on a no-money-down, 30-year fixed mortgage for a median-priced home is 4.1% lower than a decade ago in February 2008. However, the payment is 33% higher than this time last year because of rising prices and mortgage rates. The mortgage payment for a median priced home (\$1,708) was lower in February than the median rented price (\$1,800).

DIRECTION OF THE MARKET



Prince George's County's real estate market is off to a very strong start in 2018, with more and more buyers seeking the relatively affordable housing the County offers. Half of all homes on the market in the metro area priced less than \$300,000 are in Prince George's. We expect rising interest rates will drive even more activity through the first half of the year as buyers frustrated by very low affordable inventory elsewhere in the region look to Prince George's.

MONTHLY SUMMARY FEBRUARY 2017 vs. FEBRUARY 2018

PRINCE GEORGE'S COUNTY	February 2017	February 2018	% Change
Number of Sales	726	720	-0.8%
Fully Available Inventory on 2/28 or 2/29	1,615	1,546	-4.3%
Number of New Listings	1,055	1,004	-4.8%
Number of New Contracts	790	955	20.9%
Days on Market - New Contracts	50	51	2.0%
Average Sales Price	\$279,786	\$285,733	2.1%
Average Seller Subsidy	\$5,403	\$5,475	1.3%
Urgency Index	57.7%	58.5%	1.4%
Months' Supply	2.0	1.6	-20.8%

MONTGOMERY COUNTY	February 2017	February 2018	% Change
Number of Sales	725	622	-14.2%
Fully Available Inventory on 2/28 or 2/29	1,756	1,556	-11.4%
Number of New Listings	1,213	1,210	-0.2%
Number of New Contracts	1,014	983	-3.1%
Days on Market - New Contracts	58	51	-12.1%
Average Sales Price	\$516,247	\$493,433	-4.4%
Average Seller Subsidy	\$4,012	\$3,609	-10.0%
Urgency Index	59.1%	64.6%	9.3%
Months' Supply	1.7	1.6	-8.6%

WASHINGTON, DC	February 2017	February 2018	% Change
Number of Sales	574	606	5.6%
Fully Available Inventory on 2/28 or 2/29	1,173	1,032	-12.0%
Number of New Listings	937	839	-10.5%
Number of New Contracts	778	691	-11.2%
Days on Market - New Contracts	43	37	-14.0%
Average Sales Price	\$685,108	\$665,898	-2.8%
Average Seller Subsidy	\$2,307	\$2,437	5.6%
Urgency Index	66.2%	67.9%	2.6%
Months' Supply	1.5	1.5	0.0%

NORTHERN VIRGINIA	February 2017	February 2018	% Change
Number of Sales	1,220	1,157	-5.2%
Fully Available Inventory on 2/28 or 2/29	2,986	2,408	-19.4%
Number of New Listings	2,312	2,229	-3.6%
Number of New Contracts	1,789	1,741	-2.7%
Days on Market - New Contracts	48	42	-12.5%
Average Sales Price	\$542,929	\$556,635	2.5%
Average Seller Subsidy	\$2,993	\$3,093	3.3%
Urgency Index	68.6%	72.3%	5.4%
Months' Supply	1.7	1.4	-17.1%

LOUDOUN COUNTY	February 2017	February 2018	% Change
Number of Sales	361	342	-5.3%
Fully Available Inventory on 2/28 or 2/29	1,073	874	-18.5%
Number of New Listings	721	678	-6.0%
Number of New Contracts	544	545	0.2%
Days on Market - New Contracts	39	42	7.7%
Average Sales Price	\$460,313	\$484,889	5.3%
Average Seller Subsidy	\$3,427	\$3,458	0.9%
Urgency Index	71.7%	74.7%	4.2%
Months' Supply	2.0	1.6	-18.7%

* Note: Percentages depicted in red indicate a negative market trend; black indicates a positive market trend

YEAR-TO-DATE SUMMARY 2017 vs. 2018

PRINCE GEORGE'S COUNTY	Year-to-Date		% Change
	Jan-Feb 2017	Jan-Feb 2018	
Number of Closed Sales	1,433	1,419	-1.0%
Average Month-End Available Inventory	1,630	1,550	-4.9%
Number of New Listings	2,012	1,889	-6.1%
Number of New Contracts	1,578	1,908	20.9%
Days on Market - New Contracts	52	52	0.0%
Average Sales Price	\$276,192	\$282,427	2.3%
Average Seller Subsidy	\$5,476	\$5,639	3.0%
Average Urgency Index	52.9%	53.8%	1.7%
Average Months' Supply	2.1	1.6	-21.4%

MONTGOMERY COUNTY

Number of Closed Sales	1,436	1,296	-9.7%
Average Month-End Available Inventory	1,760	1,498	-14.9%
Number of New Listings	2,211	2,086	-5.7%
Number of New Contracts	1,851	1,740	-6.0%
Days on Market - New Contracts	63	57	-9.1%
Average Sales Price	\$498,759	\$494,572	-0.8%
Average Seller Subsidy	\$3,893	\$3,655	-6.1%
Average Urgency Index	53.8%	58.2%	8.3%
Average Months' Supply	1.9	1.7	-9.5%

WASHINGTON, DC

Number of Closed Sales	1,128	1,169	3.6%
Average Month-End Available Inventory	1,137	1,017	-10.5%
Number of New Listings	1,761	1,646	-6.5%
Number of New Contracts	1,419	1,390	-2.0%
Days on Market - New Contracts	44	43	-2.6%
Average Sales Price	\$677,259	\$648,410	-4.3%
Average Seller Subsidy	\$2,491	\$2,533	1.7%
Average Urgency Index	62.2%	61.8%	-0.6%
Average Months' Supply	1.6	1.5	-8.6%

NORTHERN VIRGINIA

	2017	2018	Change
Number of Closed Sales	2,347	2,263	-3.6%
Average Month-End Available Inventory	2,857	2,294	-19.7%
Number of New Listings	4,007	3,835	-4.3%
Number of New Contracts	3,239	3,145	-2.9%
Days on Market - New Contracts	57	51	-12.0%
Average Sales Price	\$545,544	\$563,365	3.3%
Average Seller Subsidy	\$3,239	\$3,233	-0.2%
Average Urgency Index	59.4%	62.8%	5.6%
Average Months' Supply	1.8	1.5	-17.3%

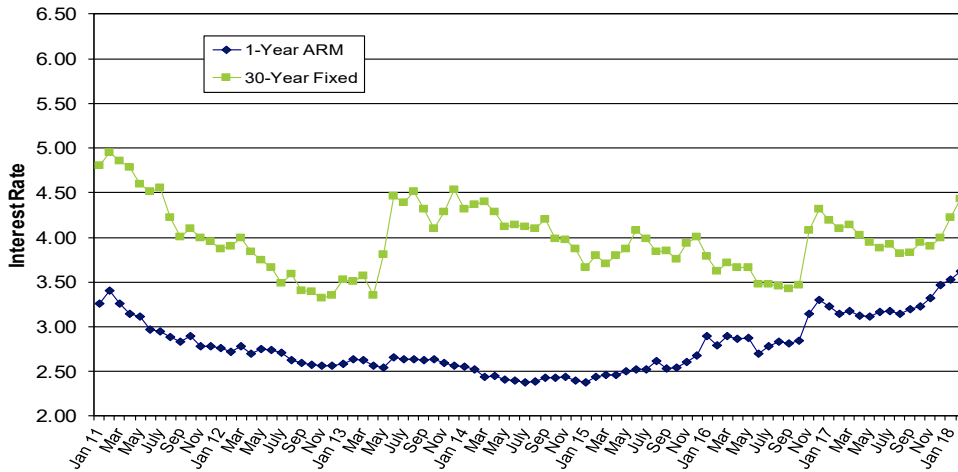
LOUDOUN COUNTY

Number of Closed Sales	719	667	-7.2%
Average Month-End Available Inventory	1,025	871	-15.0%
Number of New Listings	1,233	1,255	1.8%
Number of New Contracts	984	976	-0.8%
Days on Market - New Contracts	50	48	-3.2%
Average Sales Price	\$472,539	\$500,362	5.9%
Average Seller Subsidy	\$3,869	\$3,712	-4.1%
Average Urgency Index	64.6%	67.7%	4.8%
Average Months' Supply	2.1	1.8	-14.3%

* Note: Percentages depicted in red indicate a negative market trend; black indicates a positive market trend

30-YEAR FIXED AND 1-YEAR ADJUSTABLE RATES

Month-End Mortgage Rates - 2011-Current

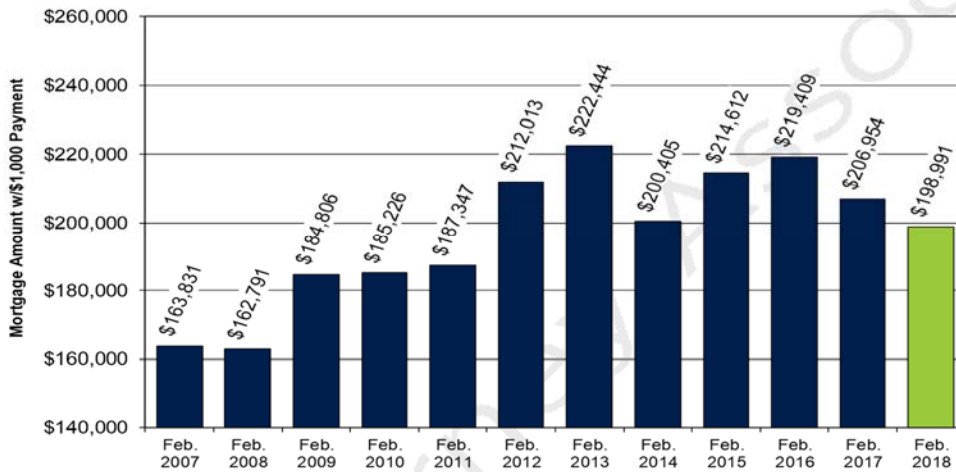


MORTGAGE RATES

- 30-year fixed interest rates at the end of February averaged **4.43%**, compared to 4.10% at the end of February 2017.
- One-year adjustable rate mortgages were 3.62% at the end of February 2018, which is up from 3.14% at the end of February 2017.

BUYING POWER

Mortgage Amount with \$1,000 Payment

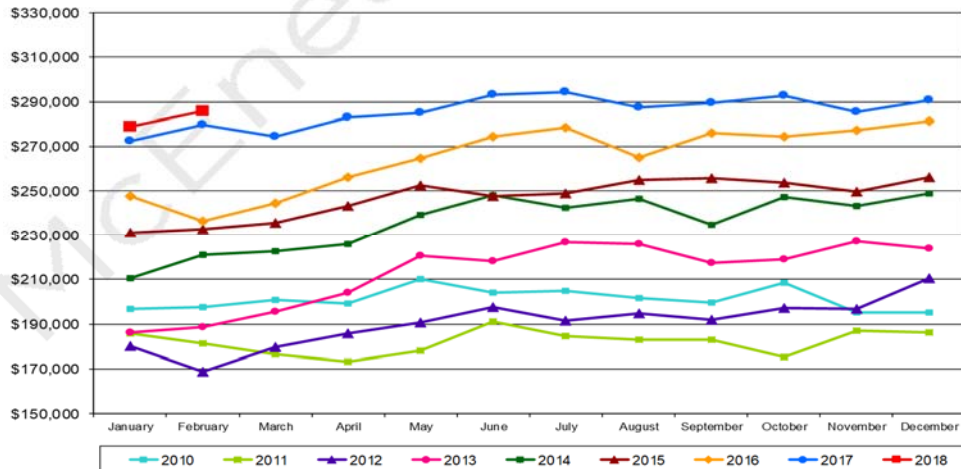


BUYING POWER

- A \$1,000 principal and interest payment supported a loan of \$198,991 at the end of February, which is **\$7,963 less** than February 2017 but **\$35,160 more** than February 2007.
- In February 2008, it would have taken a monthly PI payment of \$1,781 to purchase a median-priced home. Today it takes a payment of \$1,708 to buy a median-priced home. **That's 4.1% lower.** However, that payment is considerably higher than this time last year.

AVERAGES SALE PRICE

Prince George's County - 2010-Current

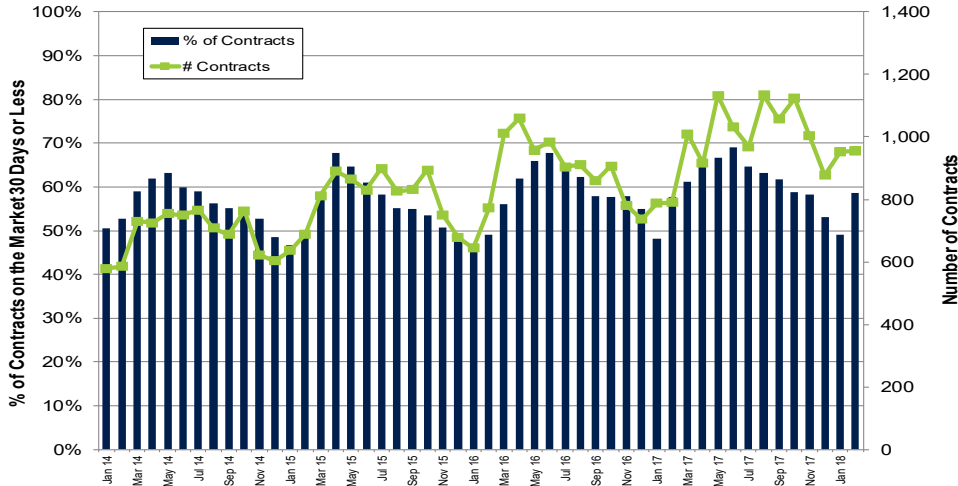


AVERAGE PRICES

- The average sales price in February 2018 was **\$285,733**, an **increase of 2.1%** from the February 2017 average price of \$279,786.
- Remember that the change in the average sales price - up or down - doesn't mean that individual home prices are impacted the same way.

URGENCY INDEX

% of Contracts on the Market for 30 Days or Less
Prince George's County - 2014-Current

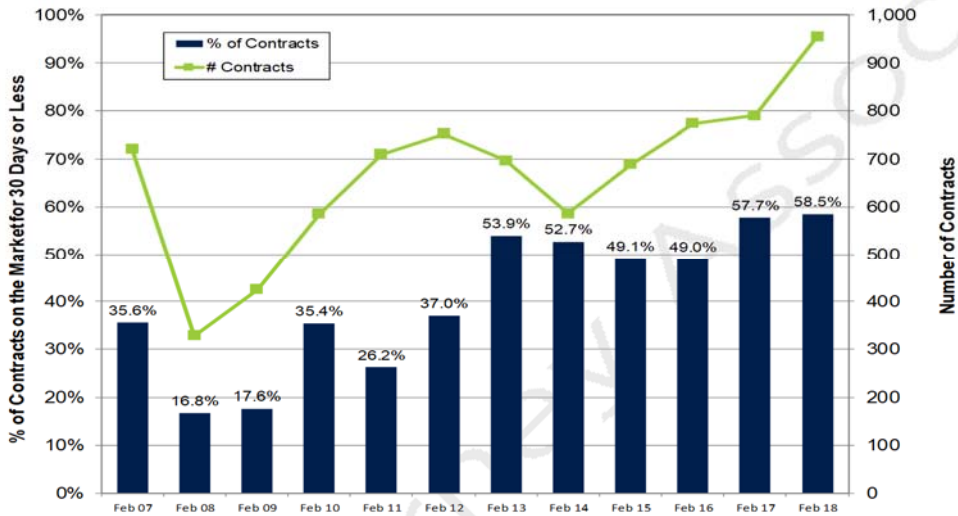


URGENCY INDEX - 2014-Current

- This chart compares the number of contracts (green line) to the percent that were on the market 30 days or less (blue bars). At first glance, it may appear that the lower contract activity also means a lower percentage of homes that sell quickly – but that’s not always true.
- As an example, December is always the month with the lowest number of contracts. December 2011 (not on this chart) had an index near 30% in 2012, an early indicator that the market was picking up heading into 2013.

URGENCY INDEX

Prince George's County - February 2007-2018

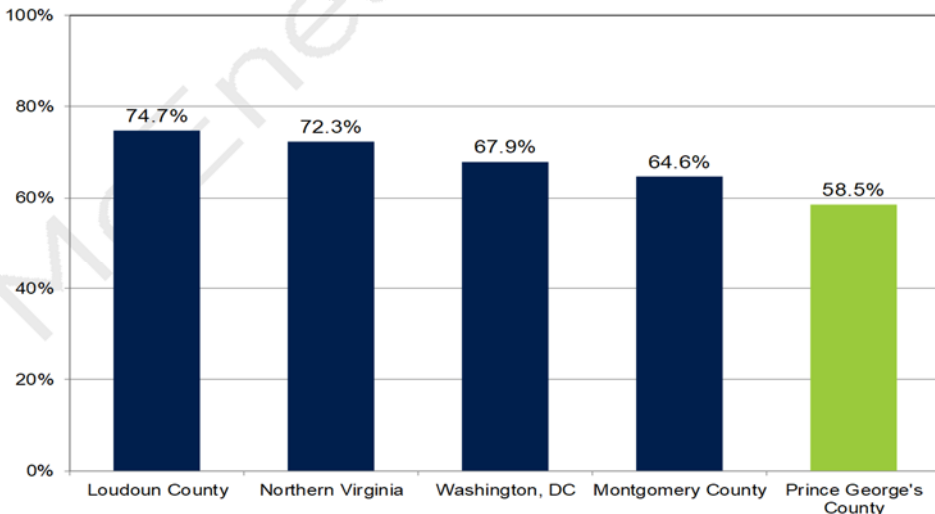


URGENCY INDEX - February

- In the past 12 years, the February Urgency Index has been as high as 58.5% and as low as 16.8%.
- The average February Urgency Index during the past 12 years is 40.8% – which is significantly lower than where it is now.
- There was a 20.9% **increase** in the number of new contracts for February 2018 compared to 2017 – and the Urgency Index **increased** slightly from 57.7% to 58.5%.

URGENCY INDEX

DC Metro Area by Jurisdiction Comparison - February 2018

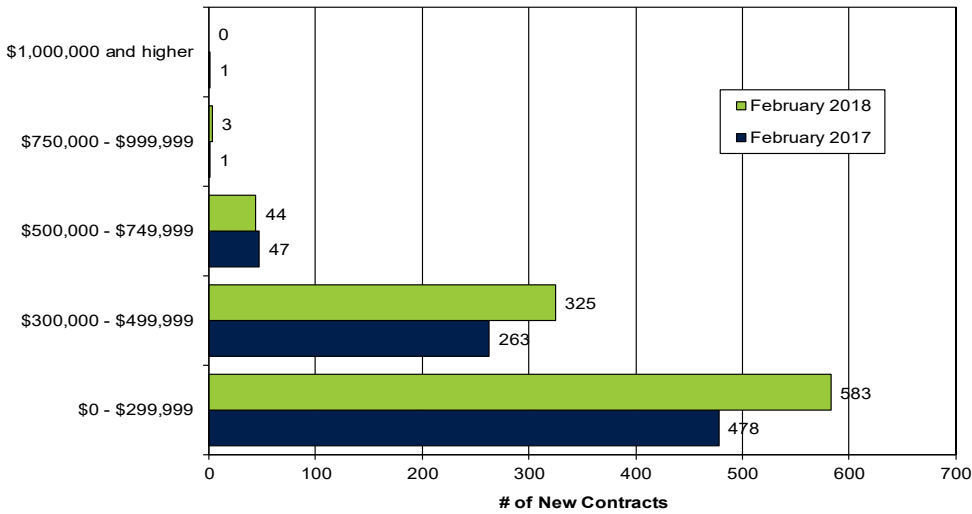


URGENCY INDEX - DC Metro Area

- The average February Urgency Index during the past 12 years for all five of the jurisdictions we track is 51.6% – lower than where we are today.
- Prince George's County is in fifth place this month. As noted above, the urgency index is significantly higher than its 12-year average.

NEW CONTRACT ACTIVITY

Prince George's County - February 2017 vs. February 2018 by Price Range

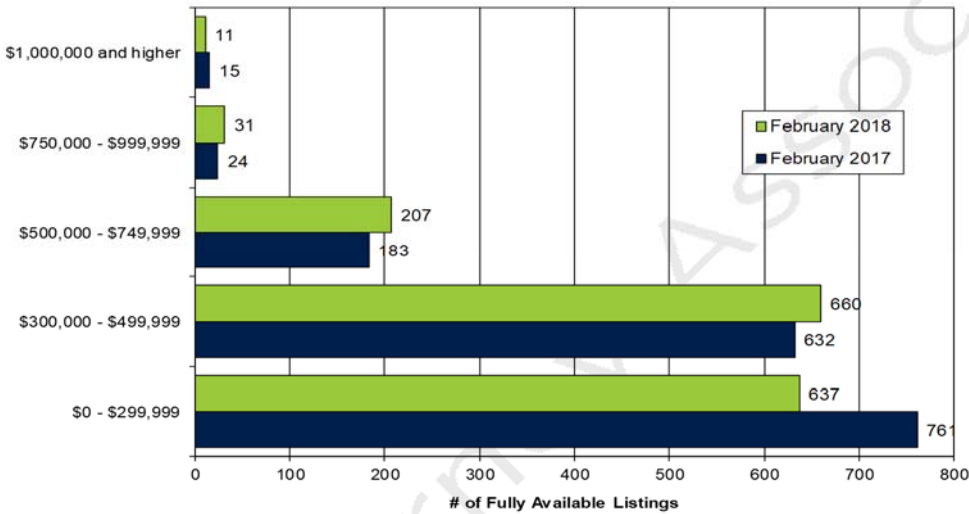


NEW CONTRACT ACTIVITY

- As noted on page 2, the number of new contracts ratified in February 2018 was **up 20.9%** from February 2017, and there were increases for three price categories.
- Only **30.6%** of all homes going under contract in February had at least one price reduction.

FULLY AVAILABLE LISTINGS

Prince George's County - February 28, 2017 vs. February 28, 2018

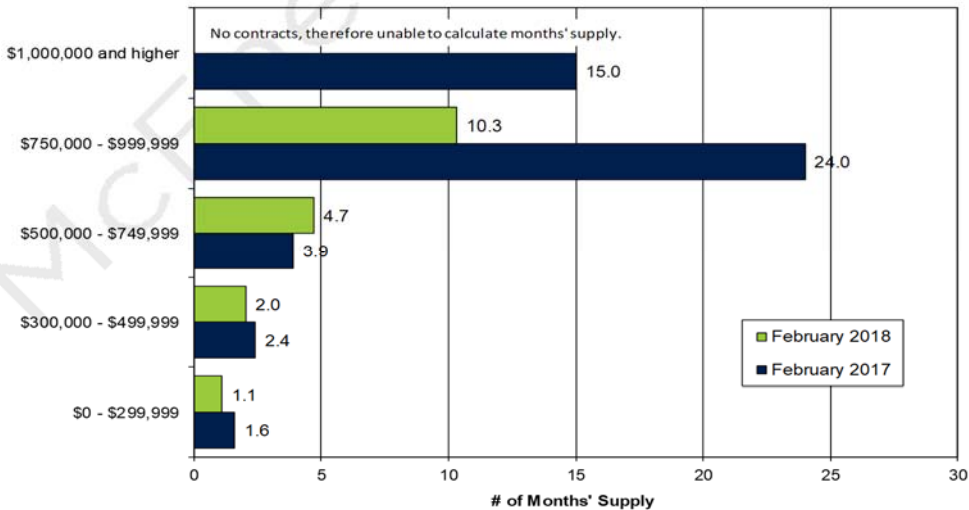


FULLY AVAILABLE LISTINGS

- As noted on page 2, the available inventory for February 2018 was **down 4.3%** from February 2017. Inventory decreased for homes priced less than \$300,000 and homes priced more than \$1 million.
- 33.8%** of all homes on the market have had at least one price reduction since coming on the market.

MONTHS' SUPPLY

Prince George's County - End of February 2017 vs. End of February 2018

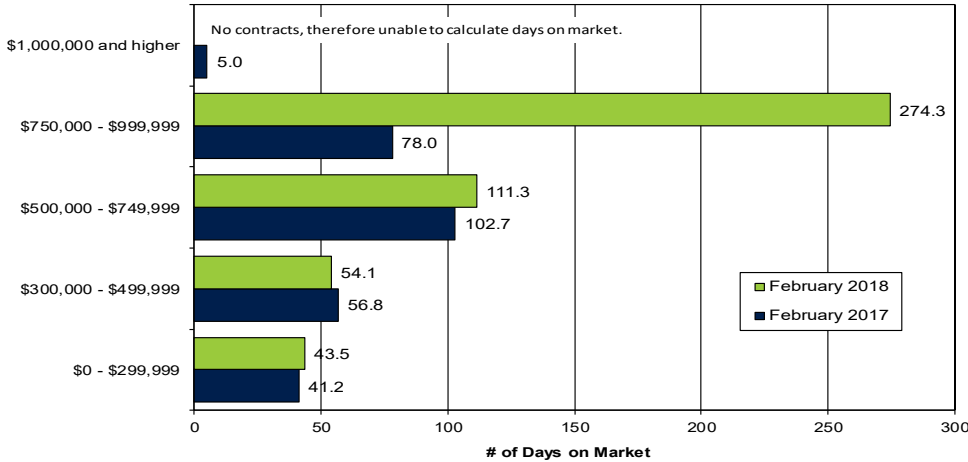


MONTHS' SUPPLY

- The overall supply of homes on the market at the end of February 2018 was **1.6 months**, down 20.8% from 2.0 months as at the end of February 2017.
- Supply is lower for three price categories.

AVERAGE NUMBER OF DAYS ON MARKET

Prince George's County - February 2017 vs. February 2018 - New Contracts

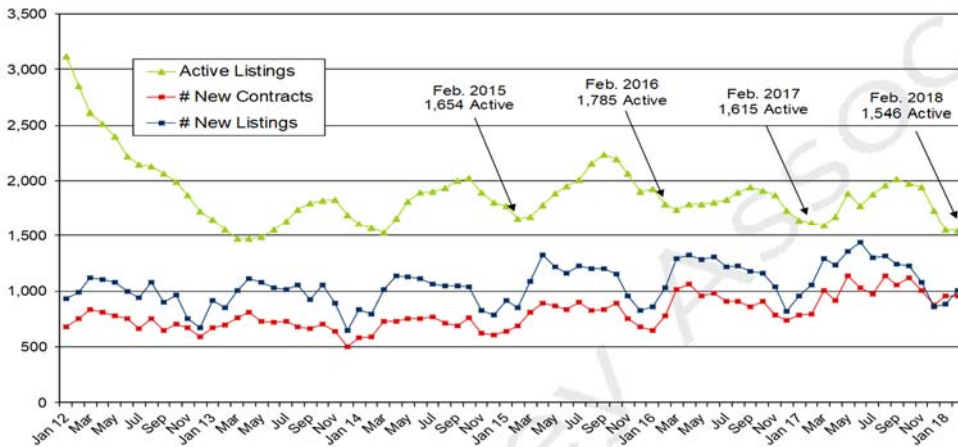


AVERAGE NUMBER OF DAYS ON THE MARKET - NEW CONTRACTS

- The average number of days on the market for all homes receiving contracts in February 2018 was **51 days, which increased 2.0%** from last February, when the average was 50 days.

NUMBER OF NEW LISTINGS, NEW CONTRACTS, AND ACTIVE LISTINGS

Prince George's County - February 2012-Current

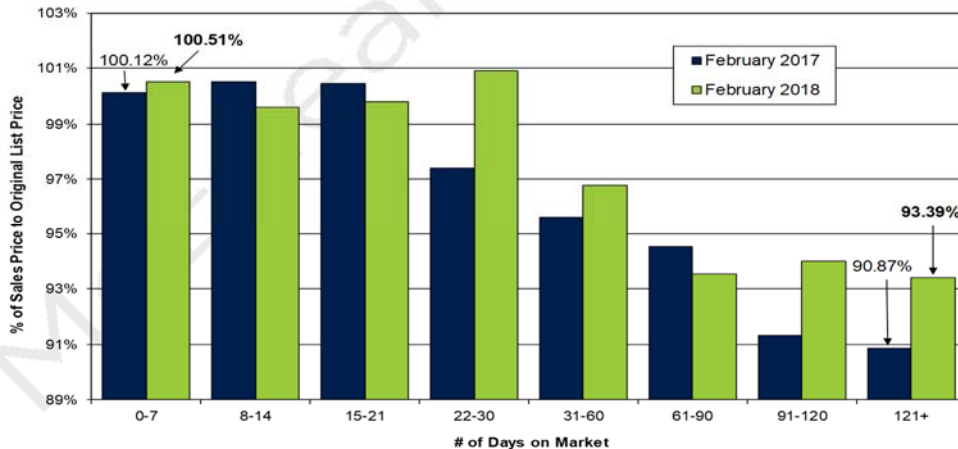


NUMBER OF NEW LISTINGS, CONTRACTS AND ACTIVE LISTINGS

- There were 1,004 new listings that came on the market in February 2018, a **4.8% decrease** from the 1,055 in February 2017.
- The wide gap between available listings and new contract activity that characterized the first couple of years of the decade has steadily narrowed during the past three years.

RELATIONSHIP OF SALES PRICE TO ORIGINAL LIST PRICE vs. DAYS ON MARKET

Resale Properties Sold in Prince George's County - Feb. 2017 vs. Feb. 2018



RELATIONSHIP OF SALES PRICE TO ORIGINAL LIST PRICE vs. DAYS ON MARKET

- Initial pricing strategy is critical to the listing process, regardless of market conditions. The longer a home sits on the market, the deeper the discount to its original list price will likely be.
- Homes settling in February 2018 that received contracts their first week on the market sold, on average, **0.51% above** list. Those that took 4 months or longer to sell sold for **6.61% below** the original price.

SOME DEFINITIONS AND EXPLANATIONS TO AID YOUR UNDERSTANDING OF THE DATA

- The data shown here are collected, in whole or in part, from the Metropolitan Regional Information System, Inc. and are believed to be reliable but are not guaranteed
- "Sales" are transactions that settled during the statistical period; "Under Contracts" are contracts negotiated during the statistical period, but not yet settled
- "Available Listings" reflects single-family homes, town homes, new homes and condos on the market at the end of the period in question.
- "Months' Supply" is simply the number of "Fully Available Listings" on the market at the end of the month divided by the number of "Contracts" ratified that month.

Analysis by Property Type - Condo/Co-op

LISTINGS

Condo/Co-op	New This Month			Total Active		
	2017	2018	% Change	2017	2018	% Change
Listings						
\$299,999 and under	102	116	13.7%	152	127	-16.4%
\$300,000 - \$499,999	15	17	13.3%	33	40	21.2%
\$500,000 - \$749,999	1	5	400.0%	10	10	0.0%
\$750,000 - \$999,999	0	0	-	2	0	-100.0%
\$1,000,000 & higher	0	0	-	1	1	0.0%
Grand Total:	118	138	16.9%	198	178	-10.1%

CONDO/CO-OP - LISTINGS

- The number of **new** listings for condos and co-ops coming on the market **increased 16.9%** compared to February 2017.
- The fully available inventory of condos as of February 28, 2018 is **10.1% less** than the same time in 2017.

CONTRACTS

Condo/Co-op	New This Month			Year-To-Date		
	2017	2018	% Change	2017	2018	% Change
Contracts						
\$299,999 and under	84	109	29.8%	177	222	25.4%
\$300,000 - \$499,999	6	6	0.0%	8	12	50.0%
\$500,000 - \$749,999	3	0	-100.0%	3	2	-33.3%
\$750,000 - \$999,999	1	0	-100.0%	1	1	0.0%
\$1,000,000 & higher	0	0	-	0	0	-
Grand Total:	94	115	22.3%	189	237	25.4%

CONDO/CO-OP - CONTRACTS

- The number of condos and co-ops receiving ratified contracts **increased 22.3%** in February 2018 compared to February 2017.
- Year-to-date, contract activity is **up 25.4%** compared to 2017.

SETTLEMENTS

Condo/Co-op	New This Month			Year-To-Date		
	2017	2018	% Change	2017	2018	% Change
Settlements						
\$299,999 and under	81	87	7.4%	156	172	10.3%
\$300,000 - \$499,999	9	7	-22.2%	11	12	9.1%
\$500,000 - \$749,999	2	1	-50.0%	2	1	-50.0%
\$750,000 - \$999,999	0	1	-	1	1	0.0%
\$1,000,000 & higher	0	0	-	0	0	-
Grand Total:	92	96	4.3%	170	186	9.4%

CONDO/CO-OP - SETTLEMENTS AND AVERAGE PRICE

- The number of condos and co-ops settling in February 2018 **increased 4.3%** compared to February 2017. Year-to-date, the number of settlements is **up 9.4%**.
- The average price was **up 10.8%** compared to February 2017.
- Year-to-date, the average price is **up 8.3%**.

Average Sales Price:	Feb 2017	Feb 2018	% Change	YTD 2017	YTD 2018	% Change
Condo/Co-op	\$142,137	\$157,450	10.8%	\$136,048	\$147,273	8.3%

Analysis by Property Type - Fee Simple Attached

LISTINGS

Fee Simple Attached	New This Month			Total Active		
	2017	2018	% Change	2017	2018	% Change
Listings						
\$299,999 and under	169	137	-18.9%	166	173	4.2%
\$300,000 - \$499,999	71	68	-4.2%	135	143	5.9%
\$500,000 - \$749,999	1	3	200.0%	1	8	700.0%
\$750,000 - \$999,999	0	0	-	0	0	-
\$1,000,000 & higher	0	0	-	0	0	-
Grand Total:	241	208	-13.7%	302	324	7.3%

ATTACHED HOMES - LISTINGS

- The number of new listings coming on the market in February 2018 for fee simple attached homes **decreased 13.7%** compared to February 2017.
- The fully active inventory at the end of February **increased 7.3%** compared to the available inventory at the end of February 2017.

CONTRACTS

Fee Simple Attached	New This Month			Year-To-Date		
	2017	2018	% Change	2017	2018	% Change
Contracts						
\$299,999 and under	129	154	19.4%	249	326	30.9%
\$300,000 - \$499,999	39	49	25.6%	83	95	14.5%
\$500,000 - \$749,999	2	2	0.0%	2	2	0.0%
\$750,000 - \$999,999	0	0	-	0	0	-
\$1,000,000 & higher	0	0	-	0	0	-
Grand Total:	170	205	20.6%	334	423	26.6%

ATTACHED HOMES - CONTRACTS

- Contract activity for attached homes **increased 20.6%** in February 2018 compared to February 2017.
- Year-to-date, contract activity is **up 26.6%** compared to last year.

SETTLEMENTS

Fee Simple Attached	New This Month			Year-To-Date		
	2017	2018	% Change	2017	2018	% Change
Settlements						
\$299,999 and under	116	111	-4.3%	234	227	-3.0%
\$300,000 - \$499,999	36	41	13.9%	63	81	28.6%
\$500,000 - \$749,999	0	1	-	1	1	0.0%
\$750,000 - \$999,999	0	0	-	0	0	-
\$1,000,000 & higher	0	0	-	0	0	-
Grand Total:	152	153	0.7%	298	309	3.7%

ATTACHED HOMES - SETTLEMENTS AND AVERAGE PRICE

- The number of settlements **increased just 0.7%** in February 2018 compared to February 2017. Year-to-date, the number of settlements is **up 3.7%**.
- The average sales price was **up 6.1%** in February 2018 compared to February 2017.
- The average sales price year-to-date is **up 7.1%**.

Average Sales Price:	Feb 2017	Feb 2018	% Change	YTD 2017	YTD 2018	% Change
Fee Simple Attached	\$247,516	\$262,608	6.1%	\$245,168	\$262,652	7.1%

Analysis by Property Type - Fee Simple Detached

LISTINGS

Fee Simple Detached	New This Month			Total Active		
	2017	2018	% Change	2017	2018	% Change
Listings						
\$299,999 and under	335	279	-16.7%	443	337	-23.9%
\$300,000 - \$499,999	294	313	6.5%	464	477	2.8%
\$500,000 - \$749,999	58	58	0.0%	172	189	9.9%
\$750,000 - \$999,999	5	6	20.0%	22	31	40.9%
\$1,000,000 & higher	4	2	-50.0%	14	10	-28.6%
Grand Total:	696	658	-5.5%	1115	1044	-6.4%

DETACHED HOMES - LISTINGS

- The number of new listings for fee simple detached homes **decreased 5.5%** in February 2018 compared to February 2017.
- The number of detached homes on the market on February 28, 2018 was **down 6.4%** compared to February 28, 2017.

CONTRACTS

Fee Simple Detached	New This Month			Year-To-Date		
	2017	2018	% Change	2017	2018	% Change
Contracts						
\$299,999 and under	265	320	20.8%	547	621	13.5%
\$300,000 - \$499,999	218	270	23.9%	435	542	24.6%
\$500,000 - \$749,999	42	42	0.0%	69	79	14.5%
\$750,000 - \$999,999	0	3	-	3	6	100.0%
\$1,000,000 & higher	1	0	-100.0%	1	0	-100.0%
Grand Total:	526	635	20.7%	1055	1248	18.3%

DETACHED HOMES - CONTRACTS

- Contract activity for detached homes **increased 20.7%** in February 2018 compared to February 2017.
- Year-to-date, contract activity is **up 18.3%**.

SETTLEMENTS

Fee Simple Detached	New This Month			Year-To-Date		
	2017	2018	% Change	2017	2018	% Change
Settlements						
\$299,999 and under	243	224	-7.8%	503	453	-9.9%
\$300,000 - \$499,999	197	214	8.6%	392	402	2.6%
\$500,000 - \$749,999	38	33	-13.2%	63	69	9.5%
\$750,000 - \$999,999	3	0	-100.0%	6	0	-100.0%
\$1,000,000 & higher	1	0	-100.0%	1	0	-100.0%
Grand Total:	482	471	-2.3%	965	924	-4.2%

DETACHED HOMES - SETTLEMENTS AND AVERAGE PRICE

- The number of settlements **decreased 2.3%** in February 2018 compared to February 2017. Year-to-date, the number of settlements is **down 4.2%**.
- The average sales price for detached homes **increased 1.0%** in February 2018 compared to February 2017.
- The average sales price year-to-date is **up 1.5%**.

Average Sales Price:	Feb 2017	Feb 2018	% Change	YTD 2017	YTD 2018	% Change
Fee Simple Detached	\$316,236	\$319,490	1.0%	\$310,460	\$315,148	1.5%

Absorption Rate by Property Type

The following tables track absorption rate by property type, comparing the rates in the just-completed month to the rates in the same month of the previous year. The absorption rate is a measure of the health of the market, and tracks the percentage of homes that were on the market during the given month and in the given price range that went under contract. [The formula is # Contracts/(# Contracts + # Available).] An example: The absorption rate for detached homes priced \$300,000-\$499,999 in February 2018 was 36.1%; that compares to a rate of 32.0% in February 2017, and the increase means the market was better in 2018 for that type of home. If the absorption rate was less in 2018 than in 2017, we have put the 2018 rate in **red**. This month there was **improvement for 6 of the 12 individual price categories** with activity, and one remained the same.

Condo/Co-op	February 2017			February 2018		
	Absorption Rates	Listings	Contracts	Rate	Listings	Contracts
\$299,999 and under	152	84	35.6%	127	109	46.2%
\$300,000 - \$499,999	33	6	15.4%	40	6	13.0%
\$500,000 - \$749,999	10	3	23.1%	10	0	0.0%
\$750,000 - \$999,999	2	1	33.3%	0	0	-
\$1,000,000 & higher	1	0	0.0%	1	0	0.0%
Grand Total:	198	94	32.2%	178	115	39.2%

ABSORPTION RATES - CONDOS AND CO-OPS

- The overall absorption rate for condos and co-ops for February was 39.2%, which is an increase from the 32.2% rate in February 2017.

Fee Simple Attached	February 2017			February 2018		
	Absorption Rates	Listings	Contracts	Rate	Listings	Contracts
\$299,999 and under	166	129	43.7%	173	154	47.1%
\$300,000 - \$499,999	135	39	22.4%	143	49	25.5%
\$500,000 - \$749,999	1	2	66.7%	8	2	20.0%
\$750,000 - \$999,999	0	0	-	0	0	-
\$1,000,000 & higher	0	0	-	0	0	-
Grand Total:	302	170	36.0%	324	205	38.8%

ABSORPTION RATES - ATTACHED HOMES

- The overall absorption rate for attached homes for February was 38.8%, which is an increase from the 36.0% rate in February 2017.

Fee Simple Detached	February 2017			February 2018		
	Absorption Rates	Listings	Contracts	Rate	Listings	Contracts
\$299,999 and under	443	265	37.4%	337	320	48.7%
\$300,000 - \$499,999	464	218	32.0%	477	270	36.1%
\$500,000 - \$749,999	172	42	19.6%	189	42	18.2%
\$750,000 - \$999,999	22	0	0.0%	31	3	8.8%
\$1,000,000 & higher	14	1	6.7%	10	0	0.0%
Grand Total:	1115	526	32.1%	1044	635	37.8%

ABSORPTION RATES - DETACHED HOMES

- February 2018's absorption rate for detached homes was 37.8%, an increase from 32.1% in February 2017.