

## MARKET IN A MINUTE

### A SUMMARY OF MARKET CONDITIONS FOR MAY 2018

#### CONTRACTS



Contract activity in May 2018 was **down 3.0%** from May 2017 and was down 9% for homes priced less than \$500,000. Through the first five months of the year contract activity is down 2.1%. The average number of days on the market for homes receiving contracts was just 27 days in May 2018, down from 33 days in May of 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 in May compared to last May. During the past 14 years, the Index has been as high as 95% (April 2004) and as low as 23% (November 2006), and the average for May is 64.3%. In May 2018, the Urgency Index was **78.3%**, **up** from 72.5% in May 2017. And that's the second highest May Urgency Index since we started tracking it 12 years ago.

#### INVENTORY



The number of homes on the market at the end of May was **down 11.8%** compared to the end of May 2017, and it was down 18% for homes priced less than \$500K. However, the number of new listings coming on the market was **up 3.2%** compared to May of last year. The drop in inventory more than outpaced the decrease in contract activity, reducing overall supply to just 1.4 months, down from 1.6 months at the end of May 2017.

#### INTEREST RATE<sup>6</sup>



The rate for a 30-year fixed mortgage ended May at 4.56%, basically unchanged from a month ago at the end of April. It is six tenths of a point higher than it was a year ago at the end of May 2017. We continue to expect that rates will rise gradually through the rest of the year, but we'd be surprised if they top 5% at any point in 2018.

#### AFFORDABILITY



The payment on a no-money-down, 30-year fixed mortgage for a median-priced home is **11.9% higher** than it was a decade ago in May 2008, but the median price is up **32%**. The payment is **10% higher** than May of last year as a result of increased home prices and rising interest rates. The mortgage payment for a median priced home (\$2,743) was considerably **higher** in May than the median rented price (\$2,300).

#### DIRECTION OF THE MARKET



At the beginning of 2018, we said that we thought this year would look a lot like 2017 – and so far, that certainly appears to be the case. The lack of affordable inventory continues to put a damper on the number of home sales, and the rise in interest rates is keeping price appreciation at moderate levels. Well-priced homes continue to sell quickly and despite the relative lack of choices on the market, buyers are willing to take a pass on overpriced homes.

# MONTHLY SUMMARY MAY 2017 vs. MAY 2018

NORTHERN VIRGINIA	May 2017	May 2018	% Change
Number of Closed Sales	2,558	2,479	-3.1%
Fully Available Inventory on 5/31	4,308	3,798	-11.8%
Number of New Listings	3,478	3,591	3.2%
Number of New Contracts	2,741	2,659	-3.0%
Days on Market - New Contracts	33	27	-18.2%
Average Sales Price	\$589,446	\$607,943	3.1%
Average Seller Subsidy	\$2,459	\$2,239	-8.9%
Urgency Index	72.5%	78.3%	8.0%
Months' Supply	1.6	1.4	-9.1%

## LOUDOUN COUNTY

Number of Closed Sales	704	738	4.8%
Fully Available Inventory on 5/31	1,463	1,227	-16.1%
Number of New Listings	1,090	1,025	-6.0%
Number of New Contracts	803	802	-0.1%
Days on Market - New Contracts	33	27	-18.2%
Average Sales Price	\$511,025	\$513,019	0.4%
Average Seller Subsidy	\$2,613	\$2,448	-6.3%
Urgency Index	74.2%	77.2%	4.0%
Months' Supply	1.8	1.5	-16.0%

## WASHINGTON, DC

Number of Closed Sales	972	965	-0.7%
Fully Available Inventory on 5/31	1,358	1,441	6.1%
Number of New Listings	1,249	1,337	7.0%
Number of New Contracts	982	936	-4.7%
Days on Market - New Contracts	27	30	11.1%
Average Sales Price	\$732,860	\$733,772	0.1%
Average Seller Subsidy	\$2,165	\$1,671	-22.8%
Urgency Index	76.7%	74.5%	-2.9%
Months' Supply	1.4	1.5	11.3%

## MONTGOMERY COUNTY

Number of Closed Sales	1,277	1,336	4.6%
Fully Available Inventory on 5/31	2,578	2,406	-6.7%
Number of New Listings	1,904	1,886	-0.9%
Number of New Contracts	1,516	1,488	-1.8%
Days on Market - New Contracts	33	34	3.0%
Average Sales Price	\$543,613	\$579,187	6.5%
Average Seller Subsidy	\$2,852	\$2,987	4.7%
Urgency Index	71.3%	72.1%	1.1%
Months' Supply	1.7	1.6	-4.9%

## PRINCE GEORGE'S COUNTY

Number of Closed Sales	1,004	1,037	3.3%
Fully Available Inventory on 5/31	1,886	1,744	-7.5%
Number of New Listings	1,357	1,405	3.5%
Number of New Contracts	1,133	1,272	12.3%
Days on Market - New Contracts	38	38	0.0%
Average Sales Price	\$284,820	\$301,042	5.7%
Average Seller Subsidy	\$5,195	\$5,309	2.2%
Urgency Index	66.6%	66.7%	0.2%
Months' Supply	1.7	1.4	-17.6%

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

# YEAR-TO-DATE SUMMARY 2017 vs. 2018

NORTHERN VIRGINIA	Year-to-Date		% Change
	Jan-May 2017	Jan-May 2018	
Number of Closed Sales	8,715	8,623	-1.1%
Average Month-End Available Inventory	3,566	2,946	-17.4%
Number of New Listings	14,497	14,084	-2.8%
Number of New Contracts	11,056	10,825	-2.1%
Days on Market - New Contracts	41	35	-16.4%
Average Sales Price	\$569,380	\$582,770	2.4%
Average Seller Subsidy	\$2,681	\$2,393	-10.7%
Average Urgency Index	70.3%	74.2%	5.6%
Average Months' Supply	1.6	1.4	-15.6%

## LOUDOUN COUNTY

Number of Closed Sales	2,587	2,600	0.5%
Average Month-End Available Inventory	1,235	1,035	-16.2%
Number of New Listings	4,461	4,422	-0.9%
Number of New Contracts	3,276	3,304	0.9%
Days on Market - New Contracts	38	34	-10.4%
Average Sales Price	\$493,033	\$514,236	4.3%
Average Seller Subsidy	\$3,183	\$2,973	-6.6%
Average Urgency Index	72.8%	76.2%	4.6%
Average Months' Supply	1.9	1.6	-16.9%

## WASHINGTON, DC

Number of Closed Sales	3,610	3,641	0.9%
Average Month-End Available Inventory	1,239	1,181	-4.7%
Number of New Listings	5,344	5,477	2.5%
Number of New Contracts	4,255	4,201	-1.3%
Days on Market - New Contracts	36	35	-0.8%
Average Sales Price	\$679,574	\$689,500	1.5%
Average Seller Subsidy	\$2,218	\$2,137	-3.6%
Average Urgency Index	70.6%	70.3%	-0.4%
Average Months' Supply	1.5	1.4	-3.4%

## MONTGOMERY COUNTY

Number of Closed Sales	4,880	4,756	-2.5%
Average Month-End Available Inventory	2,147	1,920	-10.6%
Number of New Listings	7,934	7,729	-2.6%
Number of New Contracts	6,184	5,972	-3.4%
Days on Market - New Contracts	46	40	-11.2%
Average Sales Price	\$523,823	\$540,767	3.2%
Average Seller Subsidy	\$3,392	\$3,270	-3.6%
Average Urgency Index	66.1%	69.6%	5.3%
Average Months' Supply	1.7	1.6	-7.4%

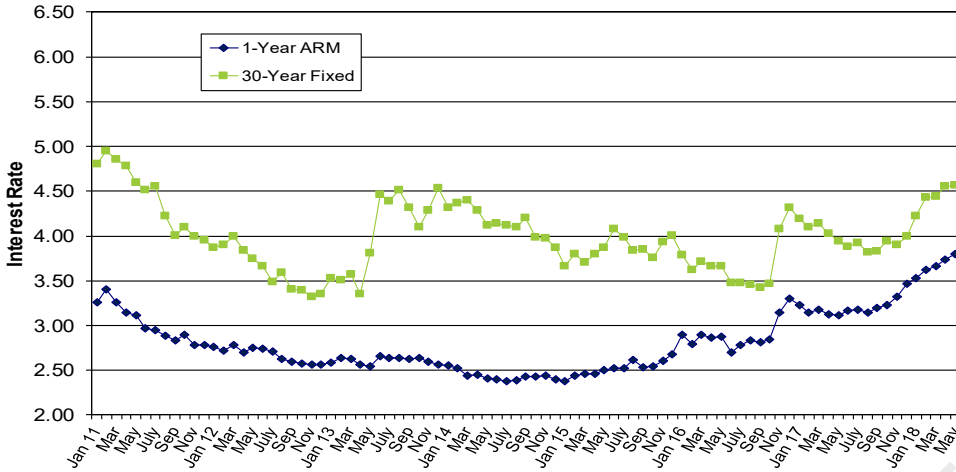
## PRINCE GEORGE'S COUNTY

Number of Closed Sales	4,249	4,213	-0.8%
Average Month-End Available Inventory	1,682	1,633	-2.9%
Number of New Listings	5,895	6,034	2.4%
Number of New Contracts	4,636	5,609	21.0%
Days on Market - New Contracts	44	44	-0.3%
Average Sales Price	\$279,240	\$290,210	3.9%
Average Seller Subsidy	\$5,411	\$5,469	1.1%
Average Urgency Index	60.8%	62.1%	2.1%
Average Months' Supply	1.8	1.5	-19.8%

\* 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

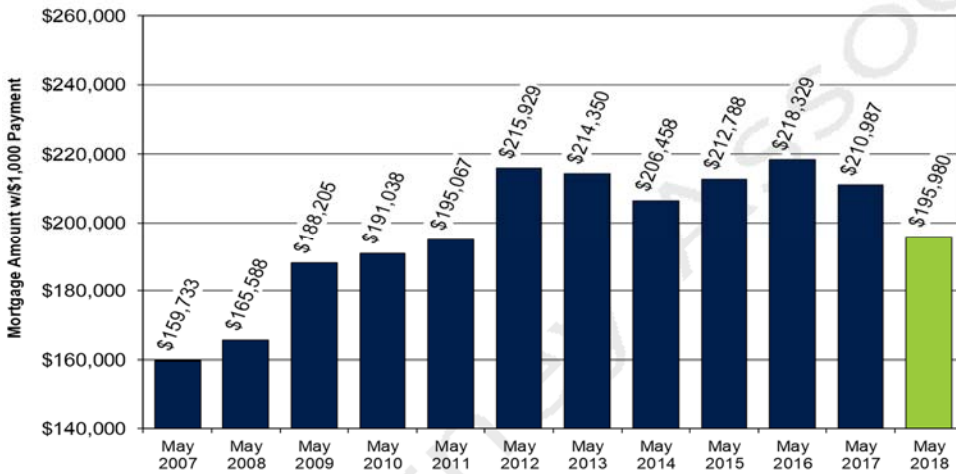


### MORTGAGE RATES

- 30-year fixed interest rates at the end of May averaged 4.56%, compared to 3.94% at the end of May 2017.
- One-year adjustable rate mortgages were 3.80% at the end of May 2018, which is up from 3.11% at the end of May 2017.

### BUYING POWER

Mortgage Amount with \$1,000 Payment

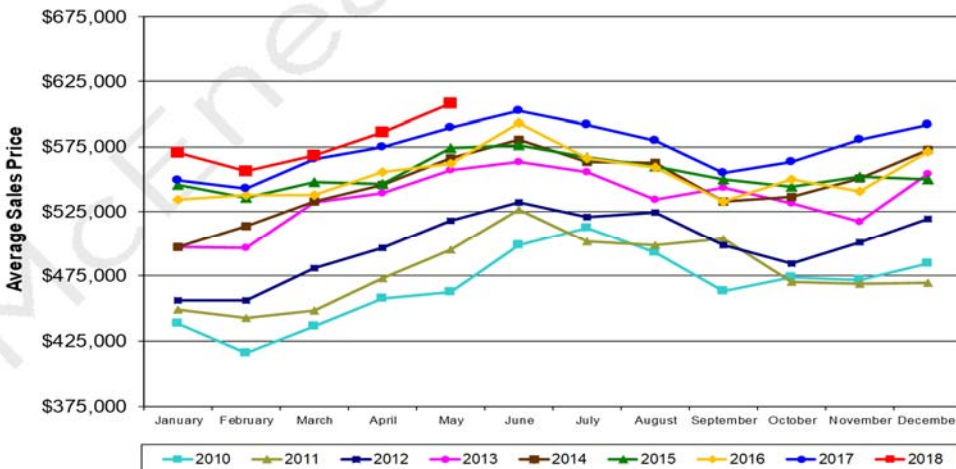


### BUYING POWER

- A \$1,000 principal and interest payment supported a loan of \$195,980 at the end of May, which is **\$15,007 less** than May 2017 but **\$36,247 more** than May 2007.
- In May 2008, it would have taken a monthly PI payment of \$2,452 to purchase a median-priced home - now it takes \$2,743, an 11.9% increase.
- Lower interest rates have helped offset the **\$131,000** increase in the median price since May 2008.

### AVERAGE SALES PRICE

Northern Virginia - 2010-Current

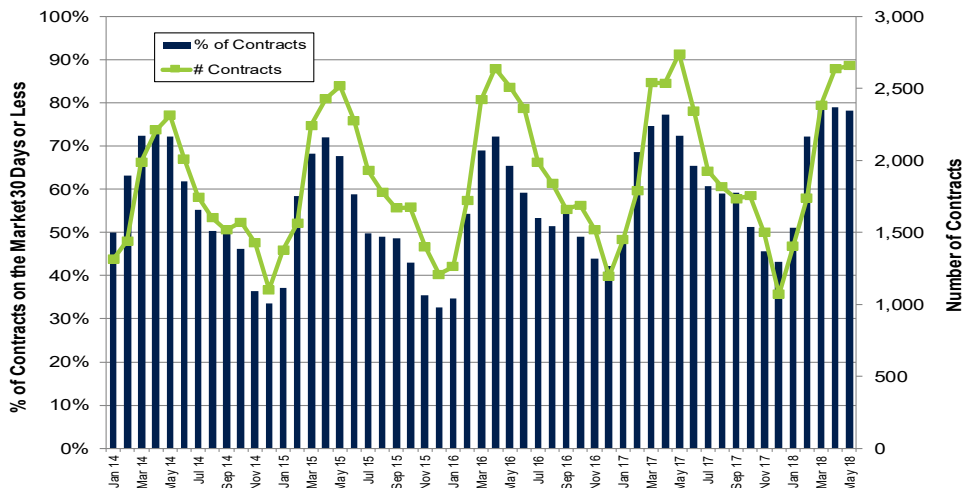


### AVERAGE PRICES

- The average sales price in May 2018 was **\$607,943, up 3.1%** from the May 2017 average price of \$589,446.
- The median sales price was **\$537,500** in May 2018, **up 1.4%** from the median price in May 2017.
- Remember that these indicators are arithmetic computations based on all properties sold and **do not** indicate the appreciation or depreciation of any individual property.

### URGENCY INDEX

% of Contracts on the Market for 30 Days or Less  
Northern Virginia - 2014-Current

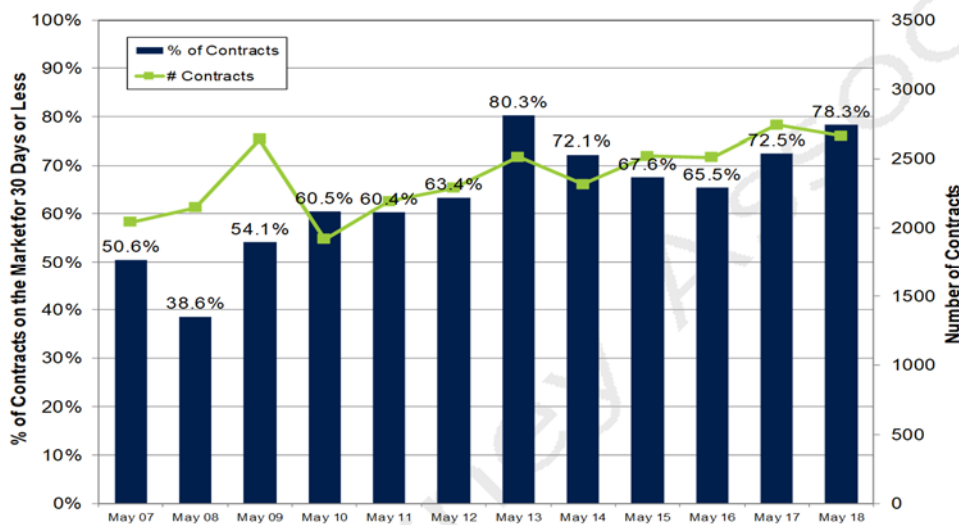


### URGENCY INDEX - 2014-Current

- 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 might 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 a 35% index, but that jumped to 50% in 2012, an early indicator that the market was picking up heading into 2013.

### URGENCY INDEX

Northern Virginia - May 2007-2018

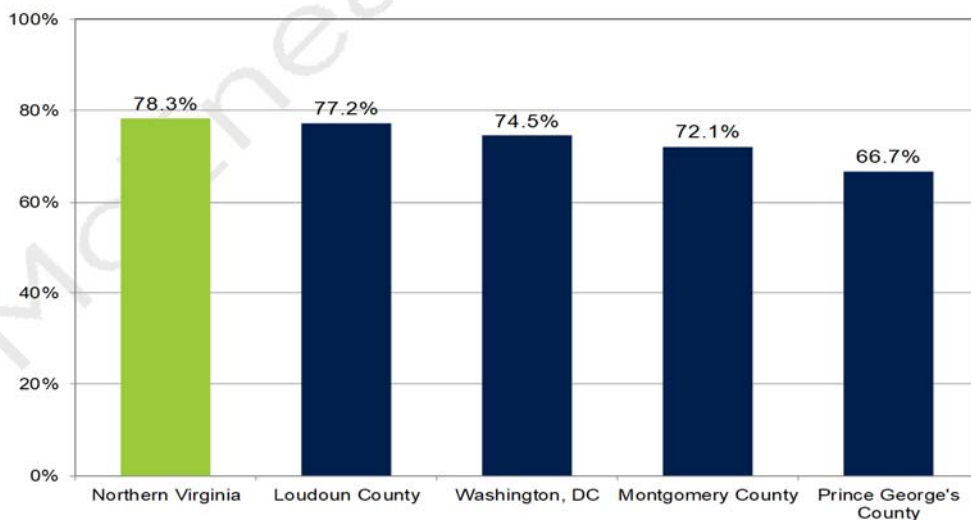


### URGENCY INDEX - May

- During the past 12 years, the May Urgency Index has been as high as 80.3% and as low as 38.6%.
- The average May Urgency Index in Northern Virginia during the past 12 years is 64.3% – which is significantly lower than where we are today.
- The number of new contracts was **down 3.0%** for May 2018 compared to 2017 – but the Urgency Index **increased** from 72.5% to 78.3%.

### URGENCY INDEX

DC Metro Area by Jurisdiction Comparison - May 2018

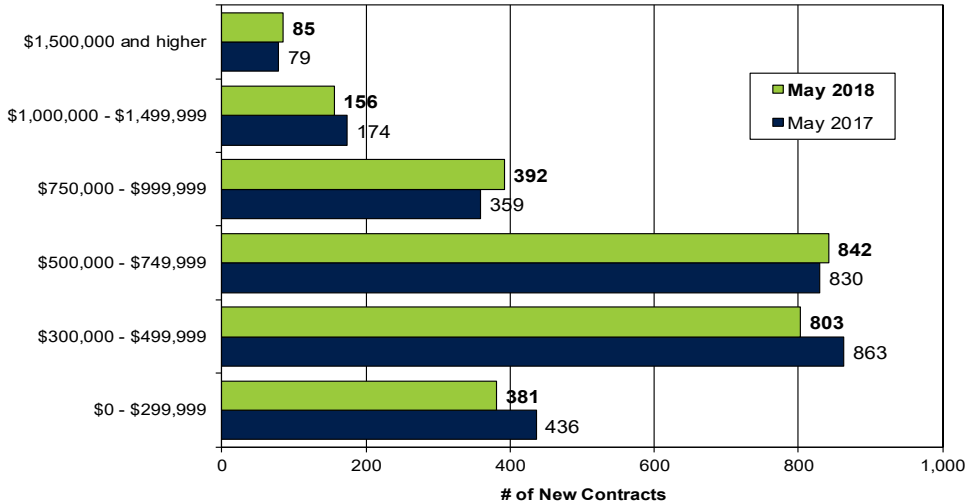


### URGENCY INDEX - DC Metro Area

- The average May Urgency Index during the past 12 years for all five of the jurisdictions we track is 61.5% – much lower than where we are today which is 74.3%.
- Northern Virginia is in first place this month. As noted above, it is 15 points higher than its 12-year average.

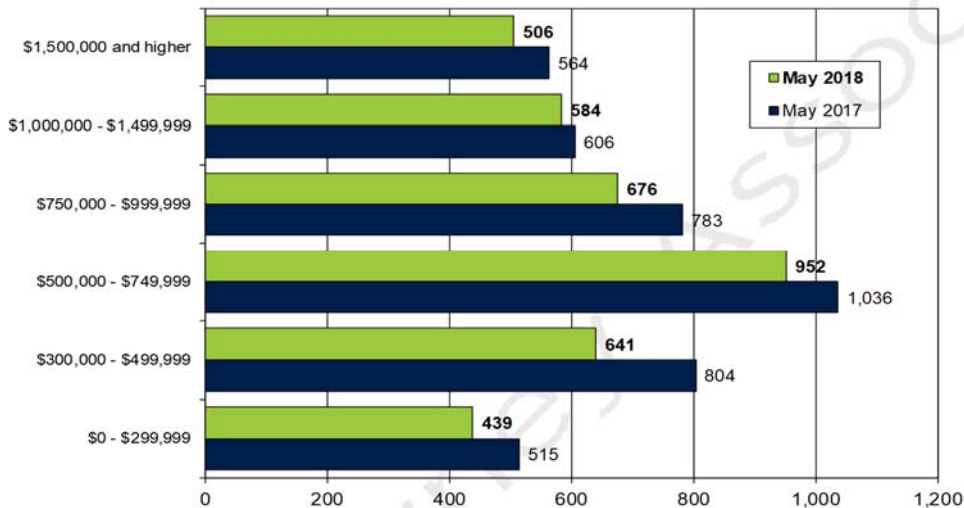
## NEW CONTRACT ACTIVITY

Northern Virginia – May 2017 vs. May 2018 by Price Range



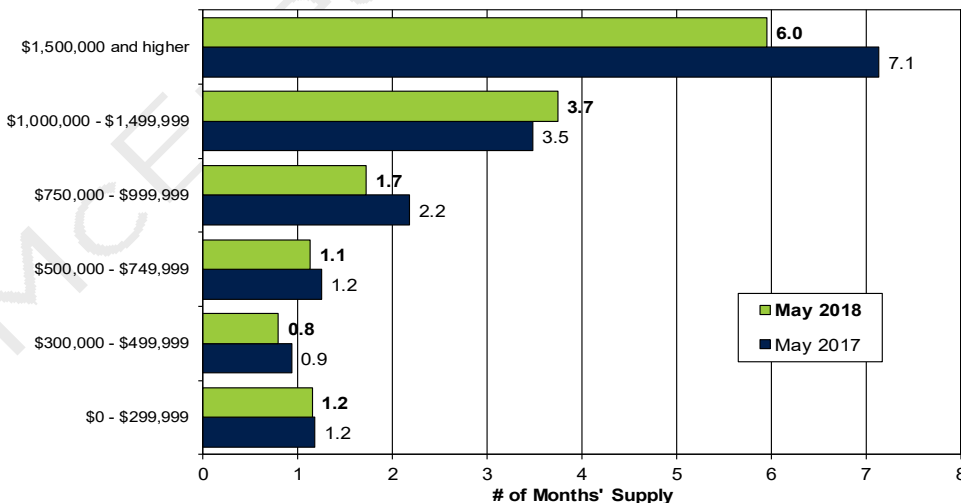
## FULLY AVAILABLE LISTINGS

Northern Virginia – May 31, 2017 vs. May 31, 2018



## MONTHS' SUPPLY

Northern Virginia – End of May 2017 vs. End of May 2018



## NEW CONTRACT ACTIVITY

- The number of new contracts ratified in May 2018 was **down 3.0%** from the number of contracts ratified in May 2017 and was down for three price categories.
- As noted on page 3, contract activity year-to-date is **down 2.1%**.
- **20.0%** of all homes going under contract in May 2018 had at least one price reduction before going under contract. Last May it was 23.8%.

## FULLY AVAILABLE LISTINGS

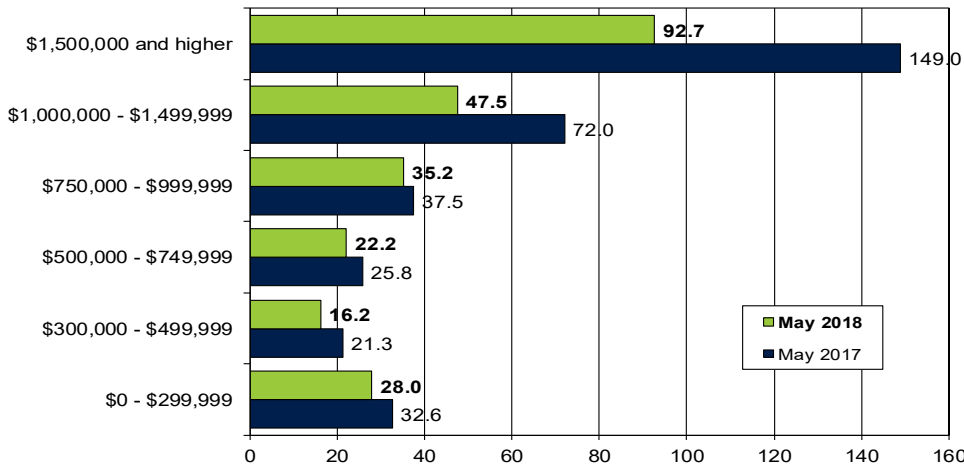
- As noted on page 2, the month-end inventory **decreased 11.8%** for May 2018 compared to May 2017 – but the number of homes coming on the market **increased 3.2%**.
- Inventory is down for all price categories.
- **35.5%** of all homes on the market have had at least one price reduction since coming on the market.
- Last May, 38.0% of all homes on the market had at least one price reduction.

## MONTHS' SUPPLY

- The overall supply of homes on the market at the end of May was **1.4 months**, which was a **decrease of 9.1%** compared to the end of May 2017, when supply stood at 1.6 months.
- This drop in supply is entirely due to the significant reduction of homes on the market.
- Price category supply ranges from a low of 0.8 months for homes priced between \$300,000 and \$499,999 and a high of 6.0 months for homes priced \$1,500,000 and higher.

### AVERAGE NUMBER OF DAYS ON MARKET

Northern Virginia - May 2017 vs. May 2018 - New Contracts

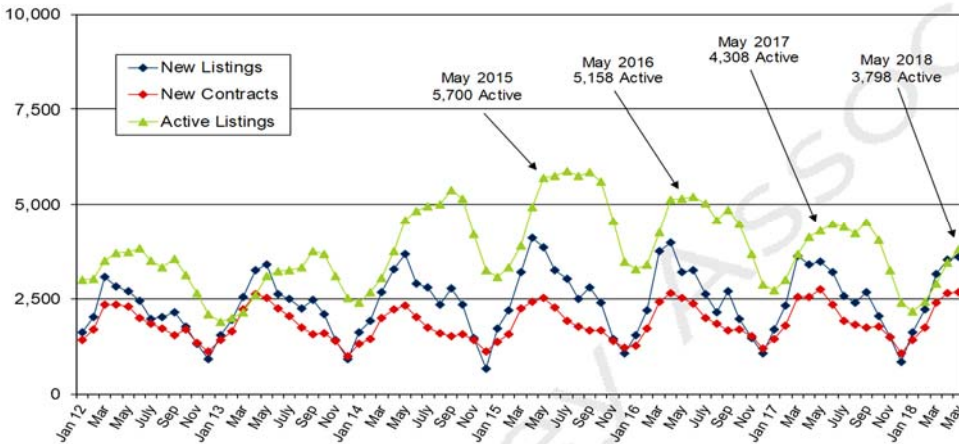


### AVERAGE NUMBER OF DAYS ON THE MARKET - NEW CONTRACTS

- The average number of days on the market for homes receiving contracts in May was down for all price categories.
- Overall, the average number of days on the market for homes receiving contracts in May 2018 was 27, down 18.2% from 33 days in May 2017.

### NUMBER OF NEW LISTINGS AND CONTRACTS; ACTIVE LISTINGS

Northern Virginia - January 2012-Current

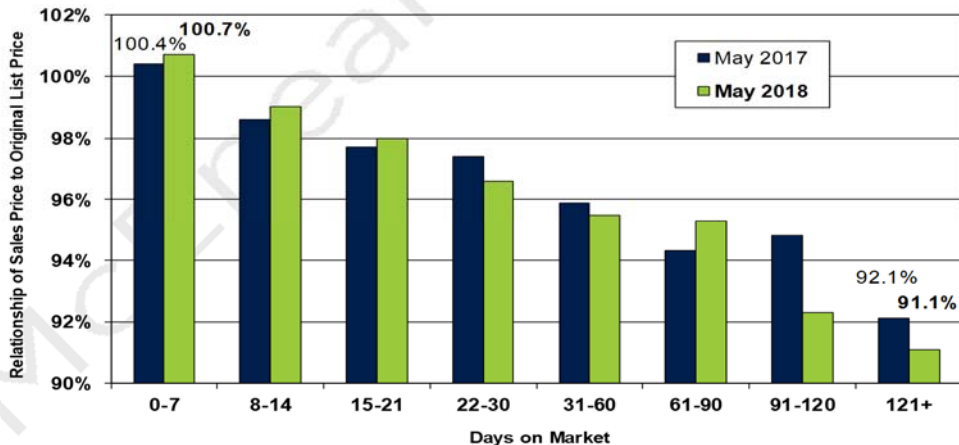


### NUMBER OF NEW LISTINGS, CONTRACTS AND ACTIVE LISTINGS

- There were 3,591 new listings that came on the market in May 2018, up 3.2% from the 3,478 in May 2017.
- The lines representing active listings (green), new listings (blue) and new contracts (red) are starting to look as tightly grouped as they were almost all of 2013 and the first few months of 2014.

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

Resale Properties Sold in Northern Virginia - May 2017 vs. May 2018



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

- As we have noted in this space for years, initial pricing strategy is critical to sellers' success.
- Homes settling in May 2018 that received contracts their first week on the market sold, on average, 0.7% above original list price. Those that took 4 months or longer to sell sold for 8.9% below original list price.

#### SOME DEFINITIONS AND EXPLANATIONS TO AID YOUR UNDERSTANDING OF THE DATA

- All data describing "Northern Virginia" include the counties of Arlington and Fairfax, the cities of Alexandria, Fairfax and Falls Church, and the towns of Vienna, Herndon & Clifton
- 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 Listings	New This Month			Total Active		
	2017	2018	% Change	2017	2018	% Change
\$299,999 and under	451	442	-2.0%	492	427	-13.2%
\$300,000 - \$499,999	337	373	10.7%	389	322	-17.2%
\$500,000 - \$749,999	82	92	12.2%	124	137	10.5%
\$750,000 - \$999,999	24	34	41.7%	66	53	-19.7%
\$1,000,000 - \$1,499,999	9	12	33.3%	29	25	-13.8%
\$1,500,000 & higher	6	7	16.7%	20	17	-15.0%
<b>Grand Total:</b>	<b>909</b>	<b>960</b>	<b>5.6%</b>	<b>1120</b>	<b>981</b>	<b>-12.4%</b>

### CONDO/CO-OP - LISTINGS

- The number of **new** listings for condos and co-ops coming on the market was **up 5.6%** compared to May 2017.
- The fully available inventory of condos as of May 31, 2018 is **12.4% less** than the same time in 2017.

### CONTRACTS

Condo/Co-op Contracts	New This Month			Year-To-Date		
	2017	2018	% Change	2017	2018	% Change
\$299,999 and under	406	366	-9.9%	1715	1606	-6.4%
\$300,000 - \$499,999	239	265	10.9%	1063	1114	4.8%
\$500,000 - \$749,999	64	72	12.5%	266	292	9.8%
\$750,000 - \$999,999	6	21	250.0%	58	81	39.7%
\$1,000,000 - \$1,499,999	8	6	-25.0%	23	24	4.3%
\$1,500,000 & higher	1	5	400.0%	6	11	83.3%
<b>Grand Total:</b>	<b>724</b>	<b>735</b>	<b>1.5%</b>	<b>3131</b>	<b>3128</b>	<b>-0.1%</b>

### CONDO/CO-OP - CONTRACTS

- The number of condos and co-ops receiving ratified contracts **increased 1.5%** in May 2018 compared to May 2017.
- Year-to-date, contract activity is **down just 0.1%** compared to 2017.

### SETTLEMENTS

Condo/Co-op Settlements	New This Month			Year-To-Date		
	2017	2018	% Change	2017	2018	% Change
\$299,999 and under	371	331	-10.8%	1383	1354	-2.1%
\$300,000 - \$499,999	243	243	0.0%	895	925	3.4%
\$500,000 - \$749,999	74	83	12.2%	223	262	17.5%
\$750,000 - \$999,999	20	12	-40.0%	53	58	9.4%
\$1,000,000 - \$1,499,999	3	4	33.3%	17	18	5.9%
\$1,500,000 & higher	0	4	-	7	14	100.0%
<b>Grand Total:</b>	<b>711</b>	<b>677</b>	<b>-4.8%</b>	<b>2578</b>	<b>2631</b>	<b>2.1%</b>

### CONDO/CO-OP - SETTLEMENTS AND AVERAGE PRICE

- The number of condos and co-ops settling in May 2018 **decreased 4.8%** compared to May 2017. Year-to-date, the number of settlements is **up 2.1%**.
- The average price was **up 4.4%** compared to May 2017.
- Year-to-date, the average price is **up 3.9%**.

Average Sales Price:	May 2017	May 2018	% Change	YTD 2017	YTD 2018	% Change
Condo/Co-op	\$333,718	\$348,542	4.4%	\$328,218	\$341,066	3.9%



## 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	29	16	-44.8%	21	10	-52.4%
\$300,000 - \$499,999	464	450	-3.0%	248	210	-15.3%
\$500,000 - \$749,999	203	268	32.0%	183	219	19.7%
\$750,000 - \$999,999	61	86	41.0%	88	112	27.3%
\$1,000,000 - \$1,499,999	29	29	0.0%	40	38	-5.0%
\$1,500,000 & higher	9	8	-11.1%	27	22	-18.5%
<b>Grand Total:</b>	<b>795</b>	<b>857</b>	<b>7.8%</b>	<b>607</b>	<b>611</b>	<b>0.7%</b>

### ATTACHED HOMES - LISTINGS

- The number of new listings coming on the market in May 2018 for fee simple attached homes **increased 7.8%** from May 2017.
- Fully active inventory at the end of May is **up just 0.7%** compared to the available inventory at the end of May 2017.

### CONTRACTS

Fee Simple Attached	New This Month			Year-To-Date		
	2017	2018	% Change	2017	2018	% Change
Contracts						
\$299,999 and under	27	15	-44.4%	126	96	-23.8%
\$300,000 - \$499,999	432	392	-9.3%	1626	1559	-4.1%
\$500,000 - \$749,999	192	225	17.2%	777	876	12.7%
\$750,000 - \$999,999	36	54	50.0%	196	228	16.3%
\$1,000,000 - \$1,499,999	14	15	7.1%	72	61	-15.3%
\$1,500,000 & higher	10	6	-40.0%	19	18	-5.3%
<b>Grand Total:</b>	<b>711</b>	<b>707</b>	<b>-0.6%</b>	<b>2816</b>	<b>2838</b>	<b>0.8%</b>

### ATTACHED HOMES - CONTRACTS

- Contract activity for attached homes **decreased just 0.6%** in May 2018 compared to May 2017.
- Year-to-date, contract activity is **up just 0.8%**.

### SETTLEMENTS

Fee Simple Attached	New This Month			Year-To-Date		
	2017	2018	% Change	2017	2018	% Change
Settlements						
\$299,999 and under	18	17	-5.6%	111	79	-28.8%
\$300,000 - \$499,999	365	407	11.5%	1284	1270	-1.1%
\$500,000 - \$749,999	167	212	26.9%	626	712	13.7%
\$750,000 - \$999,999	34	49	44.1%	156	190	21.8%
\$1,000,000 - \$1,499,999	22	12	-45.5%	60	47	-21.7%
\$1,500,000 & higher	4	3	-25.0%	8	9	12.5%
<b>Grand Total:</b>	<b>610</b>	<b>700</b>	<b>14.8%</b>	<b>2245</b>	<b>2307</b>	<b>2.8%</b>

### ATTACHED HOMES - SETTLEMENTS AND AVERAGE PRICE

- The number of settlements **increased 14.8%** in May 2018 compared to May 2017. Year-to-date, the number of settlements **increased 2.8%**.
- The average sales price **decreased 1.2%** in May 2018 compared to May 2017.
- The average sales price year-to-date is **up 2.4%**.

Average Sales Price:	May 2017	May 2018	% Change	YTD 2017	YTD 2018	% Change
Fee Simple Attached	\$515,816	\$509,795	-1.2%	\$505,958	\$517,936	2.4%

## Analysis by Property Type - Fee Simple Detached

### LISTINGS

Fee Simple Detached	New This Month			Total Active		
	2017	2018	% Change	2017	2018	% Change
<b>Listings</b>						
\$299,999 and under	2	0	-100.0%	2	2	0.0%
\$300,000 - \$499,999	203	171	-15.8%	167	109	-34.7%
\$500,000 - \$749,999	745	719	-3.5%	729	596	-18.2%
\$750,000 - \$999,999	440	473	7.5%	629	511	-18.8%
\$1,000,000 - \$1,499,999	239	251	5.0%	537	521	-3.0%
\$1,500,000 & higher	145	160	10.3%	517	467	-9.7%
<b>Grand Total:</b>	<b>1774</b>	<b>1774</b>	<b>0.0%</b>	<b>2581</b>	<b>2206</b>	<b>-14.5%</b>

### DETACHED HOMES - LISTINGS

- The number of new listings for fee simple detached homes **remained the same** in May 2018 compared to May 2017.
- The number of detached homes on the market on May 31, 2018 was **down 14.5%** compared to May 31, 2017.

### CONTRACTS

Fee Simple Detached	New This Month			Year-To-Date		
	2017	2018	% Change	2017	2018	% Change
<b>Contracts</b>						
\$299,999 and under	3	0	-100.0%	9	1	-88.9%
\$300,000 - \$499,999	192	146	-24.0%	800	613	-23.4%
\$500,000 - \$749,999	574	545	-5.1%	2262	2244	-0.8%
\$750,000 - \$999,999	317	317	0.0%	1175	1174	-0.1%
\$1,000,000 - \$1,499,999	152	135	-11.2%	605	575	-5.0%
\$1,500,000 & higher	68	74	8.8%	258	252	-2.3%
<b>Grand Total:</b>	<b>1306</b>	<b>1217</b>	<b>-6.8%</b>	<b>5109</b>	<b>4859</b>	<b>-4.9%</b>

### DETACHED HOMES - CONTRACTS

- There was a **decrease of 6.8%** in the number of contracts on detached homes in May 2018 compared to May 2017.
- There is basically no inventory for would-be purchasers looking to buy for less than \$300,000.
- Year-to-date, contract activity is **down 4.9%**.

### SETTLEMENTS

Fee Simple Detached	New This Month			Year-To-Date		
	2017	2018	% Change	2017	2018	% Change
<b>Settlements</b>						
\$299,999 and under	1	0	-100.0%	5	5	0.0%
\$300,000 - \$499,999	179	121	-32.4%	664	648	-2.4%
\$500,000 - \$749,999	551	505	-8.3%	1714	1576	-8.1%
\$750,000 - \$999,999	307	282	-8.1%	880	849	-3.5%
\$1,000,000 - \$1,499,999	149	128	-14.1%	455	431	-5.3%
\$1,500,000 & higher	50	66	32.0%	174	176	1.1%
<b>Grand Total:</b>	<b>1237</b>	<b>1102</b>	<b>-10.9%</b>	<b>3892</b>	<b>3685</b>	<b>-5.3%</b>

### DETACHED HOMES - SETTLEMENTS AND AVERAGE PRICE

- The number of settlements in May was **down 10.9%** compared to last May. Year-to-date, the number of settlements has **decreased 5.3%**.
- The average sales price for detached homes **increased 7.8%** in May 2018 compared to May 2017.
- The average sales price year-to-date is **up 4.1%**.

Average Sales Price:	May 2017	May 2018	% Change	YTD 2017	YTD 2018	% Change
Fee Simple Detached	\$770,308	\$830,176	7.8%	\$764,343	\$795,733	4.1%

## 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 \$500,000-\$749,999 in May 2018 was 47.8%. That compares to a rate of 44.1% in May 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 13 of 18 individual price categories**, and one remained the same.

Condo/Co-op	May 2017			May 2018		
	Absorption Rates	Listings	Contracts	Rate	Listings	Contracts
\$299,999 and under	492	406	45.2%	427	366	<b>46.2%</b>
\$300,000 - \$499,999	389	239	38.1%	322	265	<b>45.1%</b>
\$500,000 - \$749,999	124	64	34.0%	137	72	<b>34.4%</b>
\$750,000 - \$999,999	66	6	8.3%	53	21	<b>28.4%</b>
\$1,000,000 - \$1,499,999	29	8	21.6%	25	6	<b>19.4%</b>
\$1,500,000 & higher	20	1	4.8%	17	5	<b>22.7%</b>
<b>Grand Total:</b>	<b>1120</b>	<b>724</b>	<b>39.3%</b>	<b>981</b>	<b>735</b>	<b>42.8%</b>

### ABSORPTION RATES - CONDOS AND CO-OPS

- The overall absorption rate for condos and co-ops for May 2018 was **42.8%**, an increase from the 39.3% rate in May 2017.

Fee Simple Attached	May 2017			May 2018		
	Absorption Rates	Listings	Contracts	Rate	Listings	Contracts
\$299,999 and under	21	27	56.3%	10	15	<b>60.0%</b>
\$300,000 - \$499,999	248	432	63.5%	210	392	<b>65.1%</b>
\$500,000 - \$749,999	183	192	51.2%	219	225	<b>50.7%</b>
\$750,000 - \$999,999	88	36	29.0%	112	54	<b>32.5%</b>
\$1,000,000 - \$1,499,999	40	14	25.9%	38	15	<b>28.3%</b>
\$1,500,000 & higher	27	10	27.0%	22	6	<b>21.4%</b>
<b>Grand Total:</b>	<b>607</b>	<b>711</b>	<b>53.9%</b>	<b>611</b>	<b>707</b>	<b>53.6%</b>

### ABSORPTION RATES - ATTACHED HOMES

- The overall absorption rate for attached homes in May 2018 was **53.6%**, a slight decrease from the 53.9% rate in May 2017.

Fee Simple Detached	May 2017			May 2018		
	Absorption Rates	Listings	Contracts	Rate	Listings	Contracts
\$299,999 and under	2	3	60.0%	2	0	<b>0.0%</b>
\$300,000 - \$499,999	167	192	53.5%	109	146	<b>57.3%</b>
\$500,000 - \$749,999	729	574	44.1%	596	545	<b>47.8%</b>
\$750,000 - \$999,999	629	317	33.5%	511	317	<b>38.3%</b>
\$1,000,000 - \$1,499,999	537	152	22.1%	521	135	<b>20.6%</b>
\$1,500,000 & higher	517	68	11.6%	467	74	<b>13.7%</b>
<b>Grand Total:</b>	<b>2581</b>	<b>1306</b>	<b>33.6%</b>	<b>2206</b>	<b>1217</b>	<b>35.6%</b>

### ABSORPTION RATES - DETACHED HOMES

- May 2018's absorption rate for detached homes was **35.6%**, an increase from the 33.6% rate in May 2017.
- There were two homes priced less than \$300K on the market at the end of the month.