Local Market Insight

November 2013

20607 - Detached

Presented by

Gary Hughes

Weichert Realtors

Email: g.hughes@hansen-hughes.com Work Phone: 703-821-8300 Mobile Phone: 703-939-0668

Web: www.novaagent.com









Summary

In 20607, the median sold price for Detached properties for November was \$361,950, representing an increase of 8% compared to last month and an increase of 14.9% from Nov 2012. The average days on market for units sold in November was 74 days, 26% below the 5-year November average of 101 days. There was a 45.5% month over month increase in new contract activity with 16 New Pendings; a 5% MoM increase in All Pendings (new contracts + contracts carried over from October) to 42; and a 6.4% decrease in supply to 44 active units.

This activity resulted in a Contract Ratio of 0.95 pendings per active listing, no change from October and no change from November 2012. The Contract Ratio is 64% higher than the 5-year November average of 0.58. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.





