bright MLS Monthly Market Report

D.C. Metro Area

June 2021 (Data as of July 7, 2021)

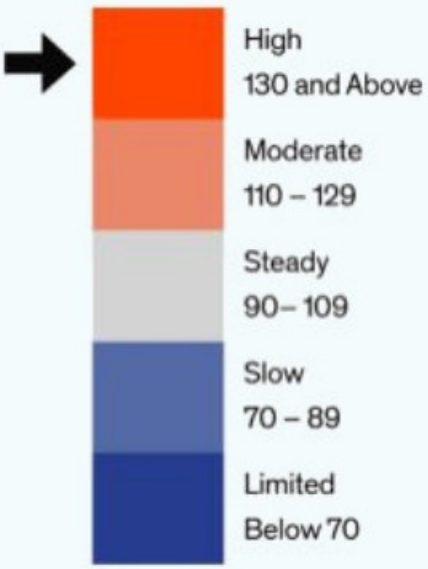
Median Sales Price	Closed Sales	New Pending Sales	New Listings	Median Days on Market
$570.0K	**6,960**	**6,591**	**8,672**	**7 Days**
N/C vs. May '21 ▲ 12.9% vs. June '20 ▲ 16.3% vs. June '19	▲ 13.2% vs. May '21 ▲ 43.7% vs. June '20 ▲ 28.9% vs. June '19	▼ -6.5% vs. May '21 ▲ 9.0% vs. June '20 ▲ 14.1% vs. June '19	▲ 6.9% vs. May '21 ▲ 33.2% vs. June '20 ▲ 27.0% vs. June '19	May '21: 6 Days June '20: 9 Days June '19: 10 Days

bright MLS | T3 Home Demand Index

JUNE 2021: HIGH

Median sales prices for the D.C. Metro Real Estate Market remained unchanged from last month's record high, however demand showed signs of easing in June.

- The Bright MLS | T3 Home Demand Index fell for the second consecutive month. Demand eased due to rising prices and lean inventory. New pending sales slipped -7% from May; home showings fell -18%.
- Median sale price held at an all-time high, unchanged from May. Sales hit a new ten-year overall record.
- Monthly new townhome listings were the highest on record (2,239).
- Washington D.C. condo/co-op pricing ($530.0K) rose +8% from last month, returning to near all-time highs.
- Metro median sales price for first six months of 2021 ($535.0K) gained +10% compared to January - June 2020.



Home Demand Index	Home Demand Index from prior month	Home Demand Index from prior year	Index change from prior month	Index change from same time last year
146 (High)	**148**	**136**	**-1.4%**	**7.4%**

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

bright MLS **Monthly Market Report**
D.C. Metro Area

June 2021

June 2021 Marketplace Performance: Median Sales Price

- The metro median sales price for the first six months of 2021 ($535.0K) rose +10% year-over-year. Montgomery County ($526.9K) gained +12%.

- June's median sale price held at an all-time high, unchanged from May. Prices gained +13% from last year.

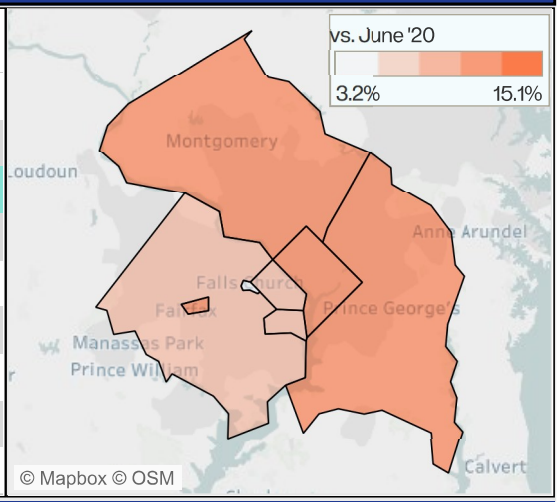
- Washington D.C. condo/co-op pricing ($530.0K) rebounded +8% from last month, returning to near all-time highs. The Columbia Heights subdivision ($591.5K) gained +21%.

- Montgomery County increased +14% year-over-year, but, in a sign of slowing price growth, had the smallest month-to-month gain (+0.9%) since January 2020.

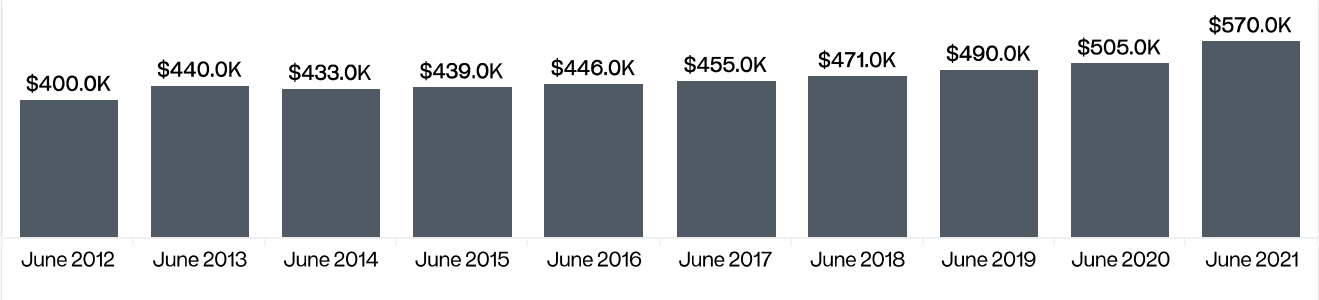
- July's median sale price typically declines -3% from June.

MEDIAN SALES PRICE FOR THE MONTH

	June '21	vs. June '20	vs. June '19	YTD '21	vs. YTD '20
Alexandria City	$685.0K	10.3%	38.6%	$605.0K	5.2%
Arlington County	$719.0K	9.0%	27.2%	$661.0K	4.9%
DC Metro	$570.0K	12.9%	16.3%	$535.0K	10.3%
Fairfax City	$633.0K	15.1%	6.3%	$635.0K	14.3%
Fairfax County	$650.0K	10.2%	15.0%	$624.0K	9.3%
Falls Church City	$980.0K	3.2%	9.0%	$875.0K	4.5%
Montgomery County	$555.0K	13.5%	13.7%	$526.9K	12.1%
Prince Georges County	$386.0K	13.4%	24.5%	$370.0K	11.5%
Washington, DC	$700.0K	12.9%	12.9%	$653.0K	7.9%



D.C. METRO TEN YEAR TREND: MEDIAN SALES PRICE



bright MLS **Monthly Market Report**
D.C. Metro Area

June 2021

June 2021 Marketplace Performance: Closed Sales

- Year to date metro sales volume is +35% ahead of 2020, and +27% over 2019.

- June sales hit a new ten-year overall record, up +13.2% month-to-month and +23% from the June five-year norm.

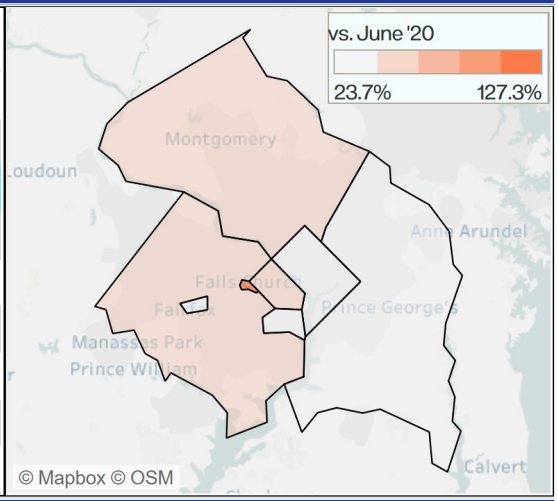
- Washington D.C. condo/co-op sales marked a ten-year overall high, up +8% from May. Columbia Heights improved 4%.

- Montgomery County monthly sales were the best on record, up +17% from May (typical gain for month is 11%). Gaithersburg (243) hit an all-time high.

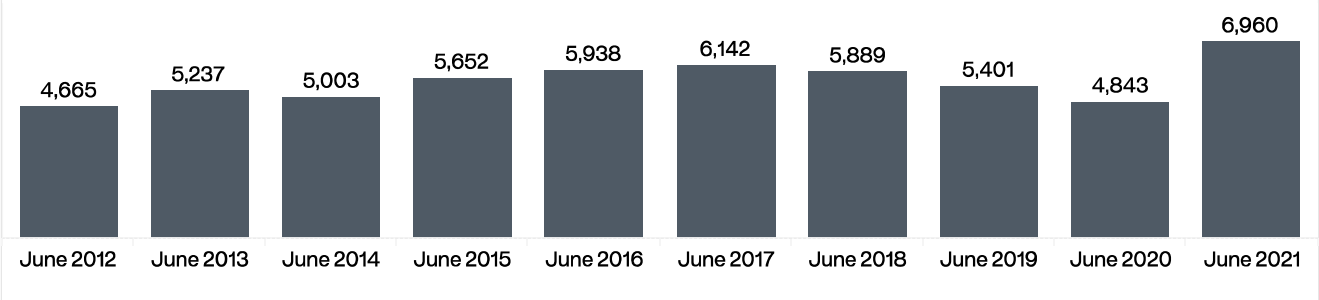
- July sales are generally up +4% from June.

CLOSED SALES FOR THE MONTH

	June '21	vs. June '20	vs. June '19	YTD '21	vs. YTD '20
Alexandria City	306	31.3%	23.4%	1,627	44.8%
Arlington County	369	61.8%	38.2%	1,760	52.5%
DC Metro	6,960	43.7%	28.9%	32,381	35.4%
Fairfax City	54	31.7%	35.0%	215	17.5%
Fairfax County	2,237	48.8%	26.7%	9,687	36.9%
Falls Church City	25	127.3%	66.7%	93	38.8%
Montgomery County	1,706	51.5%	30.6%	7,469	35.5%
Prince Georges County	1,138	23.7%	26.0%	5,882	24.0%
Washington, DC	1,125	44.1%	31.3%	5,648	38.9%



D.C. METRO TEN YEAR TREND: CLOSED SALES



bright MLS **Monthly Market Report**
D.C. Metro Area

June 2021

June 2021 Marketplace Performance: New Pending Sales

- As indicated by the Bright | T3 Home Demand Index, buyer demand eased this month. New pending sales slipped -7% from May. Home showings fell -18% month to month.

- Prince George's County slipped -8% from May; typically June sees a -3% slump. Upper Marlboro fell -10%.

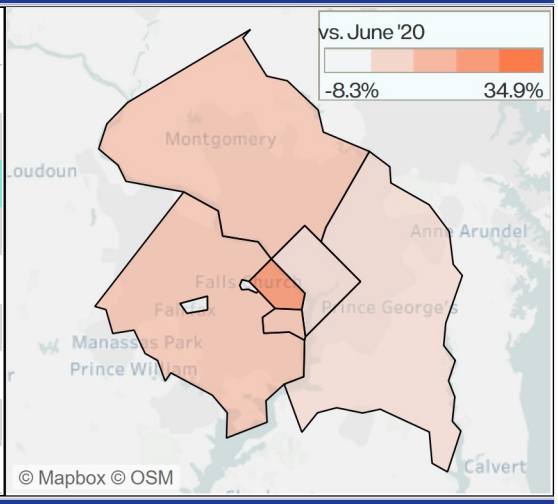
- Arlington bucked the trend and stayed strong. New pending sales marked a new record fo rthe month, up +23% from the June norm.

- Year to date new pending sales pace +28% over 2020 and +7% from 2019.

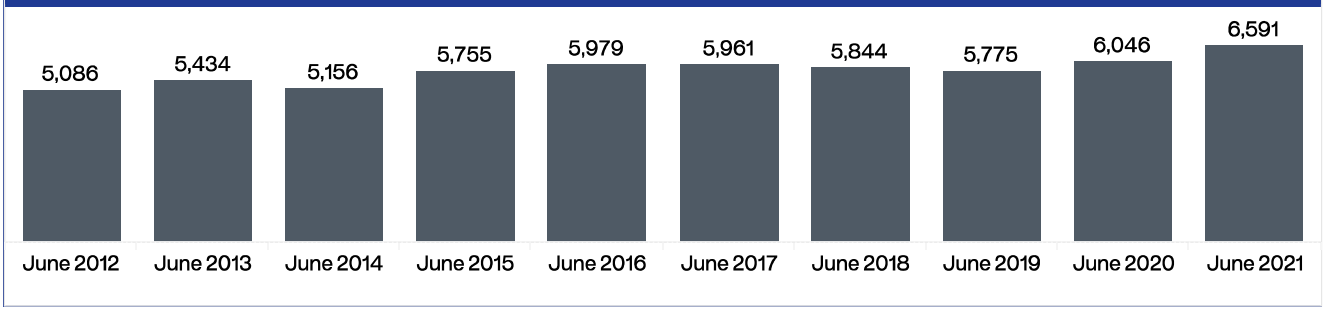
- July new pending home sales generally track -8% below June levels.

NEW PENDING HOME SALES FOR THE MONTH

	June '21	vs. June '20	vs. June '19	YTD '21	vs. YTD '20
Alexandria City	305	12.1%	36.2%	1,737	35.3%
Arlington County	371	34.9%	40.5%	1,973	50.4%
DC Metro	6,591	9.0%	14.1%	35,119	27.9%
Fairfax City	41	N/C	28.1%	238	13.9%
Fairfax County	1,976	12.0%	18.5%	10,570	29.6%
Falls Church City	22	-8.3%	46.7%	102	15.9%
Montgomery County	1,619	11.9%	14.7%	8,236	30.2%
Prince Georges County	1,205	0.5%	-1.0%	6,198	13.2%
Washington, DC	1,052	2.7%	11.4%	6,065	31.5%



D.C. METRO TEN YEAR TREND: NEW PENDING HOME SALES



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D.C. Metro Area

June 2021

June 2021 Marketplace Performance: New Listings

- New listings for the first six months of 2021 gained +9% from 2019 and +26% from the 2020 pandemic-effected market.

- June saw monthly new townhome listings hit a new ten-year overall high (2,239).

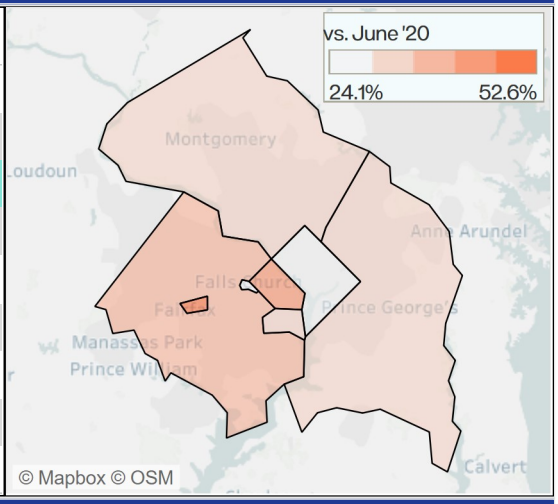
- Montgomery County attached home listings marked their highest monthly result on record (966), up +12% from May.

- Alexandria claimed a June record, just one listing off the all-time high.

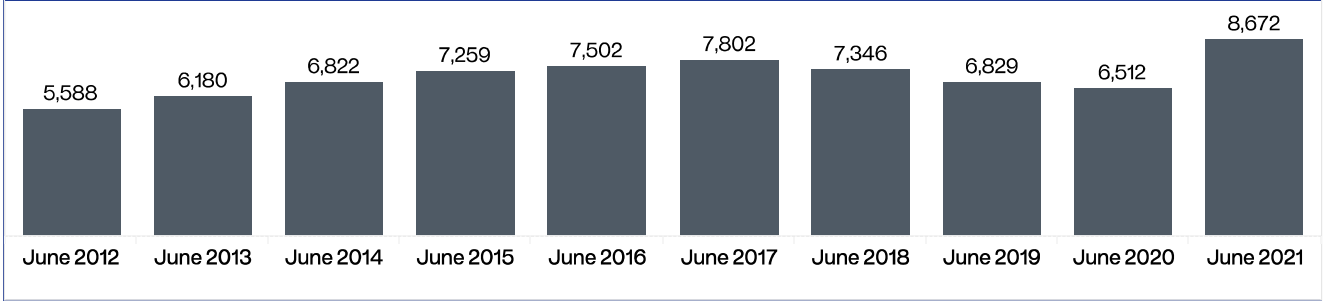
- New listing levels typically drop -12% in July compared to June.

NEW LISTINGS FOR THE MONTH

	June '21	vs. June '20	vs. June '19	YTD '21	vs. YTD '20
Alexandria City	427	31.8%	69.4%	2,073	35.6%
Arlington County	505	42.7%	72.4%	2,652	56.9%
DC Metro	8,672	33.2%	27.0%	43,075	26.3%
Fairfax City	58	52.6%	9.4%	281	23.3%
Fairfax County	2,584	37.2%	30.7%	12,600	25.7%
Falls Church City	36	24.1%	157.1%	134	15.5%
Montgomery County	2,003	31.3%	18.8%	9,522	24.5%
Prince Georges County	1,433	33.7%	9.1%	7,295	15.7%
Washington, DC	1,626	26.4%	31.1%	8,518	29.9%



D.C. METRO TEN YEAR TREND: NEW LISTINGS



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D.C. Metro Area

June 2021

June 2021 Marketplace Performance: Median Days on the Market

- Days on the market for 2021 through June paced at seven days, down from nine days a year ago.

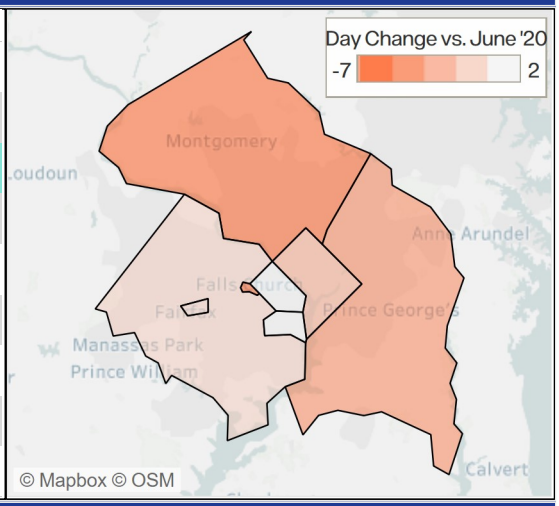
- For June, Montgomery County held at six days on the market for the fourth month in a row. Germantown remained locked at six days on the market for the year to date.

- Washington D.C. condo/co-op units posted 16 days on the market, the most since March.

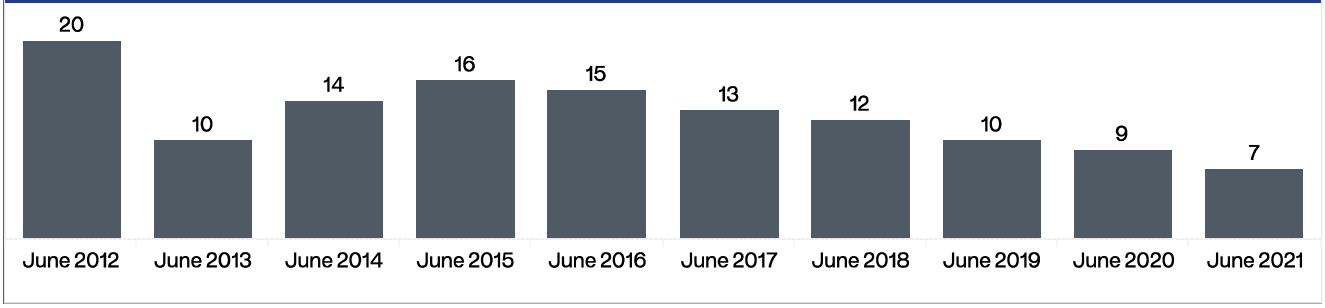
- July typically sees units stay up for sale +2 days in July compared to June.

MEDIAN DAYS ON THE MARKET

	June '21	June '20	June '19	YTD '21	YTD '20
Alexandria City	7	6	7	7	6
Arlington County	8	6	7	8	7
DC Metro	7	9	10	7	9
Fairfax City	6	6	9	6	7
Fairfax County	6	7	8	6	6
Falls Church City	6	13	22	5	6
Montgomery County	6	13	12	7	12
Prince Georges County	7	12	14	7	16
Washington, DC	8	11	10	9	13



D.C. METRO TEN YEAR TREND: MEDIAN DAYS ON THE MARKET



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D.C. Metro Area

June 2021

Closed Sales by Days on Market

	June 2019	June 2020	June 2021
0 Days	128	108	214
1 to 10 Days	2,857	2,458	4,576
11 to 20 Days	878	645	919
21 to 30 Days	484	403	408
31 to 60 Days	701	672	464
61 to 90 Days	272	251	139
91 to 120 Days	114	103	52
121 to 180 Days	128	90	73
181 to 360 Days	116	97	100
361 to 720 Days	33	15	13
721+ Days	2	0	2

Closed Sales by Price Range

	June 2019	June 2020	June 2021
< $50,000	4	11	9
$50K to $99,999	34	27	19
$100K to $149,999	85	63	55
$150K to $199,999	170	145	166
$200K to $299,999	734	564	629
$300K to $399,999	873	825	987
$400K to $499,999	856	741	932
$500K to $599,999	640	611	907
$600K to $799,999	1,001	933	1,302
$800K to $999,999	473	467	836
$1M to $2,499,999	495	433	1,042
$2.5M to $4,999,999	22	20	69
$5,000,000+	1	3	7

Ten Year Trend: Sales by Unit Type

	Med Sale $	Detached: All	Attached: All	Attached: Condo/C..	Attached: TH
June 2012	$400.0K	$505.0K	$325.0K	$280.0K	$369.9K
June 2013	$440.0K	$560.0K	$359.9K	$305.5K	$415.0K
June 2014	$433.0K	$550.0K	$350.0K	$300.0K	$407.2K
June 2015	$439.0K	$550.0K	$370.0K	$312.5K	$415.0K
June 2016	$446.0K	$555.0K	$365.5K	$304.0K	$415.0K
June 2017	$455.0K	$575.0K	$370.0K	$300.0K	$425.0K
June 2018	$471.0K	$600.0K	$380.0K	$314.5K	$442.0K
June 2019	$490.0K	$600.0K	$400.0K	$325.0K	$469.5K
June 2020	$505.0K	$630.0K	$407.0K	$337.3K	$480.7K
June 2021	$570.0K	$750.0K	$450.0K	$363.9K	$540.0K

Ten Year Trend: Months of Supply

June 2012	3.04
June 2013	2.21
June 2014	2.92
June 2015	3.18
June 2016	2.68
June 2017	2.37
June 2018	2.21
June 2019	2.02
June 2020	1.32
June 2021	1.15

Ten Year Trend: All Pendings

June 2012	10,515
June 2013	9,932
June 2014	8,647
June 2015	9,207
June 2016	9,492
June 2017	8,499
June 2018	7,835
June 2019	7,781
June 2020	7,479
June 2021	7,651

Ten Year Trend: Median Sales Price to Original List Price Ratio

June 2012	97.9%
June 2013	100.0%
June 2014	99.2%
June 2015	98.9%
June 2016	99.0%
June 2017	99.6%
June 2018	100.0%
June 2019	100.0%
June 2020	100.0%
June 2021	101.5%

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: Washington, D.C., Montgomery County and Prince George's County in Maryland, and Alexandria City, Arlington County, Fairfax County, Fairfax City, and Falls Church City in Virginia.

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.

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