DATA AS OF September 7, 2022

August 2022 Market Report

Washington Metro

Washington Metro Market Key Findings

Homes Taking Longer to Sell in the Washington Area

Home sales activity continues to slow in the Washington metro area, with buyers holding back and homes remaining on the market longer. In August, there was a total of 5,323 home sales across the region, a 25.3% decline from last August, and 16.1% lower than 2019 levels. Pending sales also continue to decline, which indicates that fall sales will be lower than last year.

After increasing in July, the number of active listings declined in August with fewer sellers listing their properties. The number of new listings in the Washington area was down 26.0% compared to last year, the sixth consecutive month of year-over-year declines in new listings.

There is just 1.22 months of supply, which means the Washington area is still a seller's market. However, buyers have more leverage on price with less competition in the market.

While price growth has moderated, prices are still on the rise in most local markets in the Washington area. The regionwide median price was up 3.4% compared to a year ago.

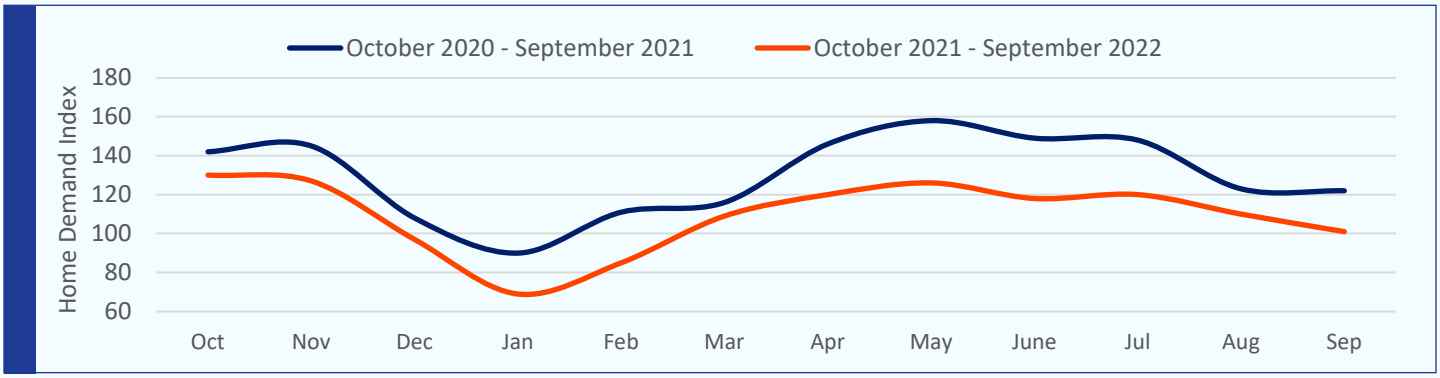
	August 2022	vs. August 2021
Closed sales	5,323	▼ -25.3%
Median sales price	$555,000	▲ +3.4%
Median days on market	12	▲ +4
New pending sales	5,108	▼ -26.3%
New listings	5,906	▼ -26.0%
Active listings	7,285	▼ -5.1%
Months of supply	1.22	▲ +7.8%
Showings	107,089	▼ -27.0%

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), buyer demand continues to track lower this summer. The September HDI for the Washington metro area was **101 (Steady)**, down from 122 a year ago (Moderate) and from 110 a month ago.

Buyer demand has tracked lower this month for all housing types in the region, with the biggest month-to-month decline reported for higher price single-family homes.

Bright MLS T3 Home Demand Index

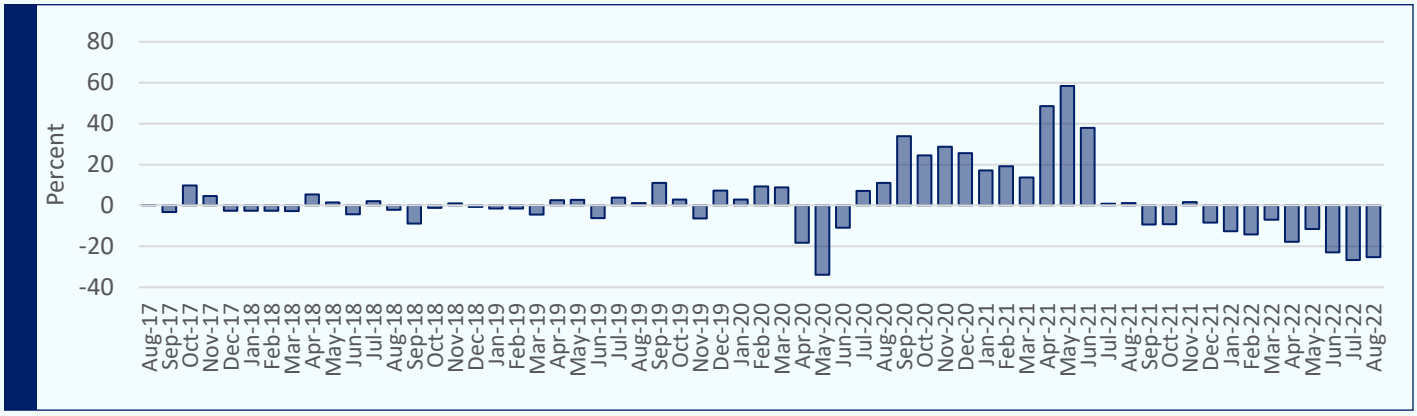


Market Outlook

The frenetic pace of the housing market over the past two years was not sustainable. Cooler conditions in the Washington area housing market should be a welcome relief for prospective home buyers who will find more options, less competition, and more opportunities for negotiating with sellers. Sellers who price their properties to reflect today's market, and not last year's market, will still find eager buyers.

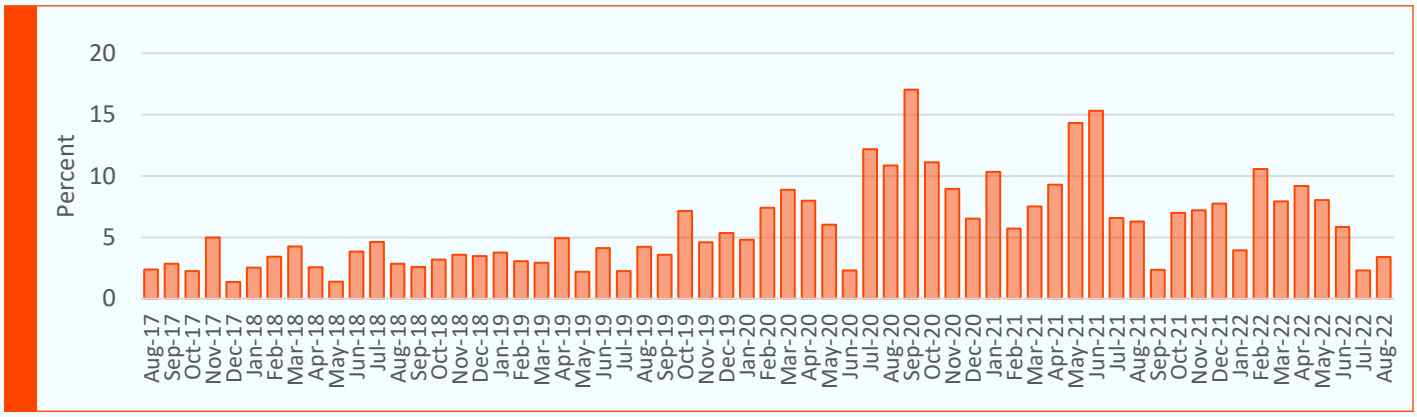
Closed Sales Year-Over-Year Change

Home sales activity continues to slow throughout the Washington region. In August, there were 5,323 home sales in the Washington metro area, which is a decline of 25.3% compared to last August. Sales fell 2.4% between July and August which is a slightly lower-than-typical monthly dip. Sales are down year-over-year across all housing types, with the biggest decline among townhomes.



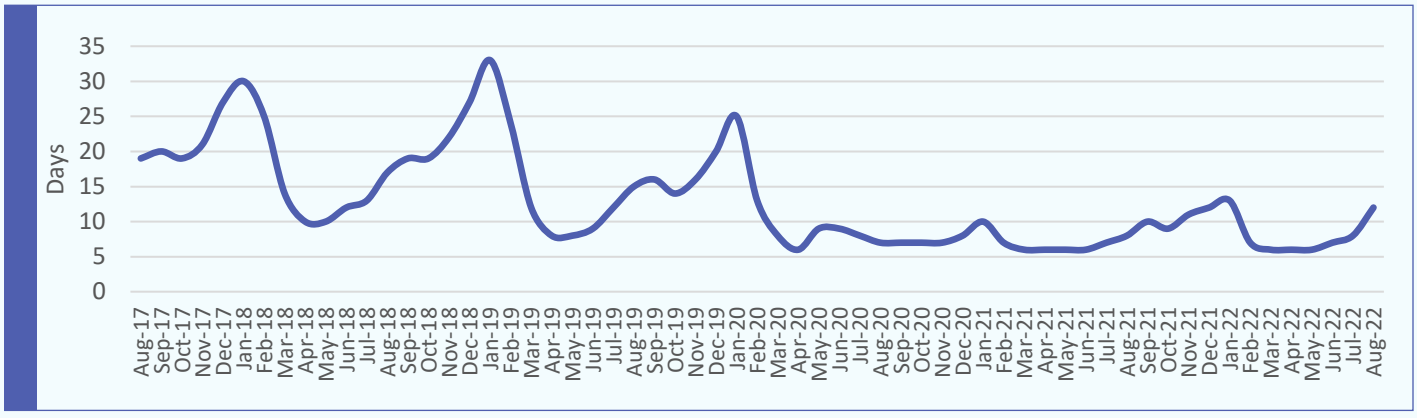
Median Sales Price Year-Over-Year Change

Prices continue to rise in the Washington area. In August, the median sales price was $555,000, which is up 3.4% compared to a year ago. Prices of single-family detached homes rose the most quickly in August (+5.8%), followed by townhomes (4.6%). Condo prices were flat in the region compared to a year ago.



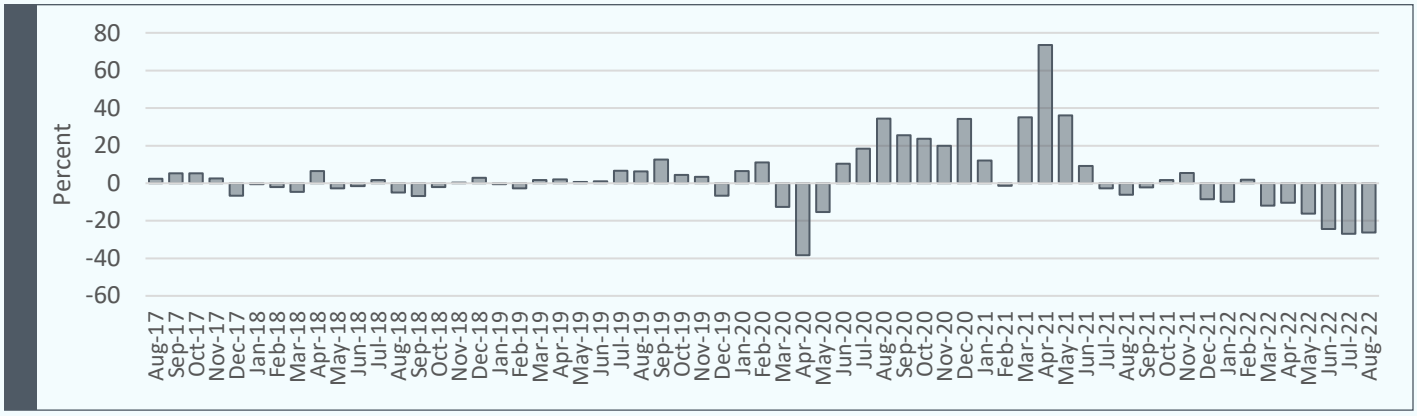
Median Days on Market

Homes are staying on the market longer in the Washington region. The median days on market was 12 in August, which is a 4 day increase from a year ago. This is the largest year-over-year increase in this metric since December 2021. The median days on market in the region is still significantly below where it was prior to the pandemic.



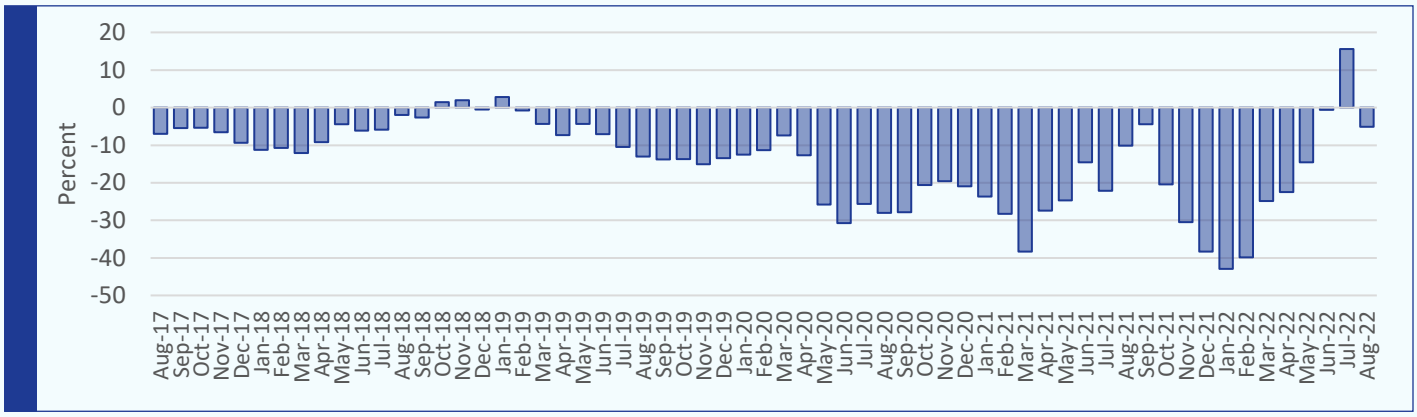
New Pending Sales Year-Over-Year Change

New pending sales declined by 26.3% in August, which is a bigger year-over-year drop in pending sales activity than in the other major metro areas in the Mid-Atlantic. Pending sales of single-family detached homes fell by 28.6% while townhome pending sales plummeted by 30.1%. The number of pending condo sales was off by 17.6% compared to a year ago.



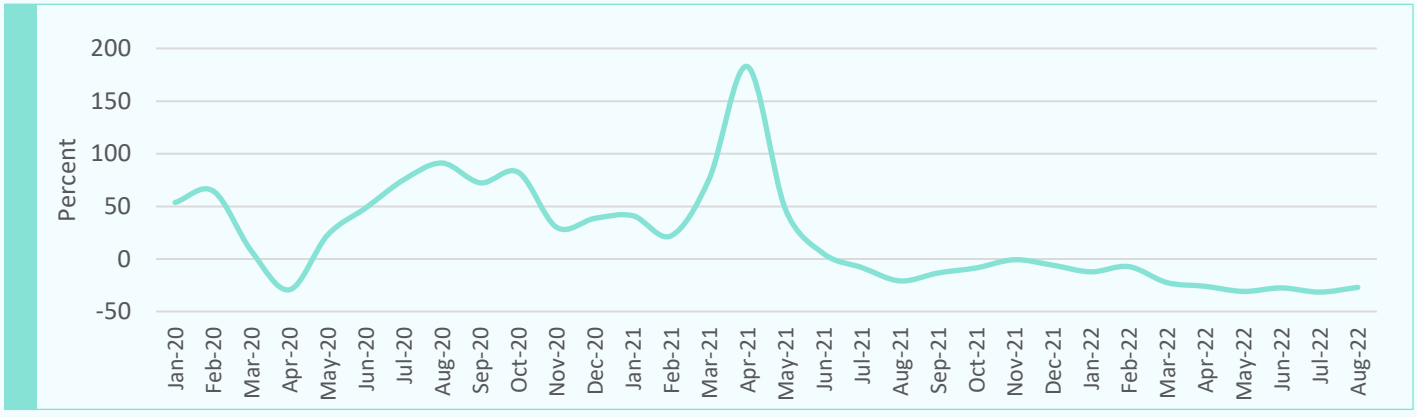
Active Listings Year-Over-Year Change

After spiking in July, the number of active listings at the end of August declined compared to a year ago. There were 7,285 total active listings at the end of the month, which is 5.1% compared to last August. Inventory fell 10.1% between July and August.



Showings Year-Over-Year Change

Showing activity continued to fall in the Washington area. In August, there were 107,089 showings regionwide, which is down 27.0% compared to a year ago. Showings dipped 4.2% between July and August.



Local Markets

Home sales fell across the Washington area, with the biggest year-over-year drops in Falls Church City (-35.3%) and Loudoun County, VA (-34.1%). New pending sales also fell compared to a year ago, which indicates that closed sales activity will continue to track below last year's levels during the fall.

Inventory increased overall in the Washington area in August. In close-in suburbs, supply declined the most compared to last year. However, there were notable exceptions where inventory expanded—Loudoun County, VA (+27.7%), Prince George's County, MD (+19.7%), and Washington, DC (+4.3%).

Even as buyer activity has slowed, low inventory has led to continued price growth throughout most of the Washington area. The median price rose most quickly in the suburban markets of Falls Church City (+9.9%), Loudoun County, VA (+7.3%), and Frederick County, MD (+6.4%). Median sales prices dipped in Washington, DC and Alexandria City, likely due to the change in the composition of home sales.



CLOSED SALES

	August 2022	vs. August 2021
Alexandria City, VA	210	-20.2%
Arlington County, VA	236	-21.1%
Fairfax City, VA	33	-15.4%
Fairfax County, VA	1,262	-26.6%
Falls Church City, VA	11	-35.3%
Frederick County, MD	453	-25.7%
Loudoun County, VA	533	-34.1%
Montgomery County, MD	1,096	-25.0%
Prince George's County, MD	828	-23.0%
Washington, DC	694	-20.6%
Washington Metro	**5,323**	**-25.3%**

MEDIAN SALES PRICE

	August 2022	vs. August 2021
Alexandria City, VA	$543,500	-9.0%
Arlington County, VA	$639,450	+1.5%
Fairfax City, VA	$600,000	0.0%
Fairfax County, VA	$635,000	+5.3%
Falls Church City, VA	$915,000	+9.9%
Frederick County, MD	$450,000	+6.4%
Loudoun County, VA	$660,000	+7.3%
Montgomery County, MD	$566,000	+2.0%
Prince George's County, MD	$400,000	+2.6%
Washington, DC	$649,250	-0.1%
Washington Metro	**$555,000**	**+3.4%**

Local Markets Continued

	NEW PENDINGS		NEW LISTINGS		MEDIAN DAYS ON MARKET	
	August 2022	vs. August 2021	August 2022	vs. August 2021	August 2022	vs. August 2021
Alexandria City, VA	185	-20.9%	195	-29.6%	13	0
Arlington County, VA	220	-10.9%	234	-29.5%	16	+4
Fairfax City, VA	24	-35.1%	31	-34.0%	15	+8
Fairfax County, VA	1,123	-30.6%	1,300	-32.1%	12	+3
Falls Church City, VA	14	-26.3%	17	-22.7%	6	-12
Frederick County, MD	433	-27.0%	483	-28.1%	9	+3
Loudoun County, VA	510	-33.1%	579	-28.2%	12	+6
Montgomery County, MD	1,068	-24.5%	1,067	-30.0%	9	+1
Prince George's County, MD	938	-26.3%	1,115	-20.0%	11	+3
Washington, DC	593	-18.8%	885	-11.2%	20	+8
Washington Metro	**5,108**	**-26.3%**	**5,906**	**-26.0%**	**12**	**+4**

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	August 2022	vs. August 2021	August 2022	vs. August 2021
Alexandria City, VA	203	-37.0%	0.82	-31.2%
Arlington County, VA	373	-23.9%	1.39	-18.3%
Fairfax City, VA	40	-13.0%	1.21	-5.3%
Fairfax County, VA	1,527	-15.1%	1.09	-1.9%
Falls Church City, VA	11	-50.0%	0.79	-46.1%
Frederick County, MD	425	-4.3%	0.90	+5.2%
Loudoun County, VA	645	+27.7%	1.10	+60.3%
Montgomery County, MD	1,114	-19.1%	0.96	-8.7%
Prince George's County, MD	1,268	+19.7%	1.31	+30..0%
Washington, DC	1,679	+4.3%	2.07	+19.7%
Washington Metro	**7,285**	**-5.1%**	**1.22**	**+7.8%**

Supply is Still Low in the Region

Inventory is still very low across the Washington area. In August, there was just 1.22 months of supply regionwide. In some markets, there is less than a month's supply. Inventory is greatest in the city, where there is 2.07 months of supply.

Buyers may face less competition, but it is still a seller's market throughout most of the Washington metro area.

Local Markets Continued

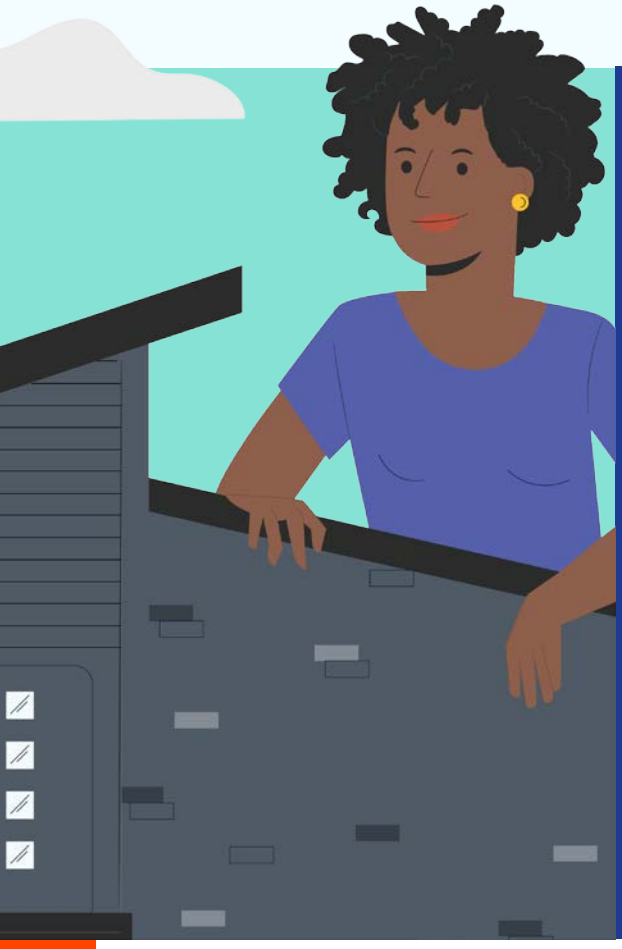
	SHOWINGS		HOME DEMAND INDEX	
	August 2022	vs. August 2021	September 2022	vs. September 2021
Alexandria City, VA	3,259	**-22.1%**	136	-23.6%
Arlington County, VA	4,121	**-12.8%**	168	-12.5%
Fairfax City, VA	377	**-63.3%**	80	-45.6%
Fairfax County, VA	24,967	**-29.0%**	118	-19.7%
Falls Church City, VA	227	**-41.8%**	117	-44.3%
Frederick County, MD	6,776	**-29.0%**	77	-16.3%
Loudoun County, VA	9,631	**-32.2%**	113	-15.7%
Montgomery County, MD	23,358	**-22.3%**	90	-18.2%
Prince George's County, MD	21,707	**-33.2%**	101	-17.9%
Washington, DC	12,666	**-15.1%**	84	-8.7%
Washington DC Metro	**107,089**	**-27.0%**	**101**	**-17.2%**

Bright MLS T3 Home Demand Index

The Home Demand Index (HDI) captures buyer signals including showing requests, listing views and more to let you know what buyers are doing right now, before they buy. The HDI is forward-looking, providing a picture of what market activity will be this month.

The Home Demand Index was created as part of our strategy to create a nimbler and more innovative MLS platform that drives your business forward.

Read More about the HDI
homedemandindex.com



About **Bright MLS**

Bright is proud to be the source of truth for comprehensive real estate data in the Mid-Atlantic, with market intelligence currently covering six states (Delaware, Maryland, New Jersey, Pennsylvania, Virginia, West Virginia) and the District of Columbia. Bright MLS's innovative tool library—both created and curated—provides services and award-winning support to well over 100k real estate professionals, enabling their delivery on the promise of home to over half a million home buyers and sellers monthly. In 2021, Bright subscribers facilitated $141B in real estate transactions through the company's platform. Learn more at Bright MLS.com.

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