

MONTHS OF SUPPLY-MAY 2023

| MARKET | ACTIVES MAY 2023 | ACTIVES MAY 2022 | ACTIVES % May 2022 vs MAY 2023 | UNITS SOLD MAY 2023 | SOLD % MAY 2022 vs MAY 2023 | MOS | MTD AVG SALES PRICE | % Diff MOM | YTD AVG SALES PRICE | % Diff YOY | DOM/ MOM |
|-----------------------|---------------------|---------------------|-----------------------------------|------------------------|-----------------------------------|-----|------------------------|---------------|------------------------|---------------|-------------|
| NOVA | 2434 | 2862 | -15% | 3006 | -27% | .8 | \$750k | .3% | \$720k | .9% | 13/+44% |
| Alexandria City | 174 | 223 | -22% | 212 | -28% | .8 | \$751k | 3.2% | \$722k | 4.2% | 13/+18% |
| Arlington County | 274 | 354 | -23% | 268 | -14% | 1.0 | \$829k | 1.1% | \$824k | 2.4% | 17/-6% |
| Ashburn | 124 | 156 | -21% | 163 | -29% | .7 | \$789k | 7.2% | \$766 | 1.6% | 7/+17% |
| Falls Church | 111 | 107 | 4% | 113 | -22% | 1.0 | \$898k | 15.7% | \$777k | 12.7% | 20/+54% |
| Fairfax County | 933 | 1138 | -18% | 1275 | -27% | .7 | \$801k | -.6% | \$776k | .5% | 12/+50% |
| Fairfax Station | 16 | 18 | -11% | 20 | -46% | .8 | \$1,148M | -3.9% | \$1,088 | -7.8% | 10/+233% |
| Lorton | 18 | 24 | -25% | 33 | -18% | .5 | \$654k | -8.7% | \$683k | 5.6% | 5/-44% |
| Loudoun County | 432 | 480 | -10% | 502 | -29% | .8 | \$799k | 5.4% | \$770k | 1.7% | 12/+100% |
| Prince William County | 383 | 430 | -11% | 543 | -30% | .7 | \$585k | .7% | \$556k | .9% | 13/+116% |
| Springfield | 45 | 61 | -26% | 123 | -18% | .4 | \$692k | 1.7% | \$670k | 3.1% | 10/+67% |
| Vienna | 82 | 83 | -1% | 70 | -31% | 1.1 | \$1,071M | -13.6% | \$1,174M | 11% | 11/+22% |
| Woodbridge | 127 | 151 | -16% | 189 | -38% | .7 | \$496k | 3.7% | \$481k | 2.4% | 11/+83% |
| Wash DC | 1811 | 1759 | 3% | 749 | -18% | 2.4 | \$844k | -2.3% | \$836k | -1.6% | 30/+30% |
| Capitol Hill | 60 | 59 | 2% | 31 | -43% | 2.0 | \$998k | -8.6% | \$1,043M | -7% | 23/+77% |
| Downtown | 17 | 28 | -39% | 11 | -45% | 1.5 | \$1,132M | 121% | \$544k | -3% | 30/+100% |
| Georgetown | 51 | 44 | 16% | 19 | -14% | 2.7 | \$1,996M | -13% | \$1,758M | -14.8% | 35/+3% |
| SW Waterfront (20024) | 58 | 85 | -32% | 20 | -26% | 2.9 | \$544k | -11.5% | \$886k | 58% | 52/+21% |
| Montgomery County | 776 | 917 | -15% | 1001 | -24% | .7 | \$751k | -1.8% | \$703k | 2.3% | 14/+17% |
| Bethesda | 88 | 117 | -25% | 106 | -30% | .8 | \$1,244M | -9% | \$1,228M | 4% | 16/+23% |
| Chevy Chase | 71 | 62 | 15% | 30 | -40% | 2.4 | \$1,509M | -3.2% | \$1,331M | -4.2% | 37/-10% |
| Potomac | 66 | 54 | 22% | 61 | -20% | 1.1 | \$1,526M | 8% | \$1,445M | 4.6% | 15/-12% |
| Rockville | 99 | 139 | -29% | 132 | -18% | .7 | \$692k | 7.8% | \$637k | 5.6% | 12/+9% |
| Silver Spring | 162 | 217 | -25% | 220 | -26% | .7 | \$530k | -2% | \$490k | -1.3% | 15/+15% |
| Calvert County | 137 | 163 | -16% | 100 | -35% | 1.4 | \$470k | -.6% | \$465k | .6% | 31/+244% |
| Charles County | 311 | 203 | 53% | 211 | -25% | 1.5 | \$465k | 2.8% | \$440k | .05% | 23/+130% |
| PG County | 822 | 844 | -3% | 815 | -15% | 1.1 | \$434k | .3% | \$426k | 2% | 26/+73% |
| Saint Mary's County | 170 | 173 | -2% | 102 | -46% | 1.7 | \$400k | -.5% | \$392k | .6% | 22/+100% |
| Chesterfield Co (SFH) | 361 | 362 | -.3% | 405 | -20% | 1.0 | \$421k | 8.7% | \$437k | 6.7% | 16/+46% |
| Goochland Co (SFH) | 90 | 72 | 25% | 34 | -15% | 3.0 | \$818k | 11.3% | \$671k | 10.3% | 35/+192% |
| Hanover County (SFH) | 215 | 184 | 17% | 109 | -26% | 2.1 | \$523k | 13.2% | \$498k | 7.6% | 20/+67% |
| Henrico County (SFH) | 183 | 214 | -15% | 284 | -17% | .7 | \$460k | 5.1% | \$417k | 3.4% | 12/+50% |
| Powhatan Co (SFH) | 48 | 57 | -16% | 34 | -31% | 1.6 | \$450k | -9.8% | \$492k | 3.2% | 31/+63% |
| Richmond City (SFH) | 161 | 202 | -20% | 241 | -19% | .8 | \$491k | -5.2% | \$424k | -.9% | 17/+55% |

DOM/MOM-FIRST NUMBER =ACTUAL DOM/SECOND NUMBER=% INCREASE/DECREASE OVER SAME MONTH LY