

MONTHS OF SUPPLY-SEPT 2023

MARKET	ACTIVES SEPT 2023	ACTIVES SEPT 2022	ACT % DIFF	UNITS SOLD SEPT 2023	UNITS SOLD SEPT 2022	% DIFF	MOS	MTD AVG SALES PRICE	% Diff MOM	YTD AVG SALES PRICE	% Diff YOY	DOM/MOM %
NOVA	2840	3984	-29%	2024	2612	-23%	1.4	\$707k	8%	\$734k	3.5%	17/-29%
Alexandria City	203	274	-26%	156	148	5%	1.3	\$675k	10%	\$721k	5%	21/-16%
Arlington County	334	439	-24%	171	208	-18%	1.9	\$847k	25%	\$838k	4%	24/-17%
Ashburn	138	169	-18%	113	142	-20%	1.2	\$813k	11%	\$784k	4%	20/-9%
Falls Church	136	170	-20%	91	103	-12%	1.5	\$608k	-18%	\$781k	7%	14/-33%
Fairfax County	1078	1603	-33%	830	1051	-21%	1.3	\$728k	3%	\$793k	4%	14/-42%
Fairfax Station	14	19	-26%	11	15	-27%	1.1	\$1,102M	3%	\$1,109M	-2%	22/-45%
Lorton	20	47	-57%	29	30	-3%	.7	\$665k	9%	\$667k	5%	13/-46%
Loudoun County	502	653	-21%	347	462	-25%	1.4	\$796k	13%	\$777k	3%	17/-32%
Prince William County	446	747	-40%	392	555	-29%	1.2	\$578k	7%	\$570k	3%	15/-29%
Springfield	65	110	-41%	62	87	-29%	1.0	\$688k	7%	\$686k	6%	10/-44%
Vienna	77	111	-31%	44	71	-38%	1.8	\$1,174M	23%	\$1,154M	10%	26/-41%
Woodbridge	167	283	-41%	153	231	-34%	1.1	\$508k	9%	\$495k	4%	14/-33%
Wash DC	2065	2105	-2%	449	546	-18%	4.6	\$837k	11%	\$824k	-2%	40/+18%
Capitol Hill	91	88	3%	19	36	-47%	4.8	\$1,128M	-6%	\$1,039M	-6%	29/-7%
Downtown	25	26	-4%	9	13	-31%	2.8	\$813k	63%	\$536k	9%	22/-12%
Georgetown	48	64	-25%	17	13	31%	2.8	\$1,750M	13%	\$1,698	-14%	43/+26%
SW Waterfront (20024)	96	80	20%	14	16	-13%	6.9	\$389k	-32%	\$714k	32%	91/+54%
Montgomery County	903	1259	-28%	757	935	-19%	1.2	\$665k	4%	\$715k	3%	17/-23%
Bethesda	92	152	-39%	77	96	-20%	1.2	\$1,154M	1%	\$1,255M	6%	21/-25%
Chevy Chase	68	64	6%	27	25	8%	2.5	\$1,514M	38%	\$1,356M	.9%	27/+23%
Potomac	60	56	7%	24	35	-31%	2.5	\$1,340M	.3%	\$1,425M	3%	21/+24%
Rockville	119	190	-37%	96	117	-18%	1.2	\$599k	-5%	\$626k	2%	17/-35%
Silver Spring	184	314	-41%	181	213	-15%	1.0	\$500k	2%	\$496k	-8%	19/-24%
Calvert County	158	184	-14%	95	145	-34%	1.7	\$518k	12%	\$483k	1%	19/-27%
Charles County	402	426	-6%	203	219	-7%	2.0	4437k	.8%	\$447k	.6%	23/+10%
PG County	1161	1347	-14%	693	784	-12%	1.7	\$437k	6%	\$434k	3%	22/+5%
Saint Mary's County	176	230	-24%	118	151	-22%	1.5	\$424k	6%	\$412k	3%	18/-28%
Chesterfield Co (SFH)	496	484	3%	355	436	-19%	1.5	\$451k	8%	\$444k	6%	17/+31%
Goochland Co (SFH)	88	101	-13%	21	27	-22%	3.0	\$768k	3%	\$679k	8%	18/-14%
Hanover County (SFH)	219	262	-16%	86	134	-36%	2.3	\$501k	8%	\$495k	4%	35/+75%
Henrico County (SFH)	221	271	-19%	221	294	-25%	1.0	\$385k	10%	\$448k	7%	18/+20%
Powhatan Co (SFH)	40	67	-40%	29	35	-17%	1.4	\$441k	23%	\$498k	8%	21/+11%
Richmond City (SFH)	250	307	-19%	163	220	-26%	1.4	\$420k	10%	\$451k	5%	23/+53%

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