

## Market in a Minute

A SUMMARY OF MARKET CONDITIONS FOR SEPTEMBER 2023

### CONTRACTS



Contract activity in September 2023 was **down 8.9%** from September 2022 and was down in three price categories. Through the first nine months of the year, contract activity is **down 18.4%**. The average number of days on the market for homes receiving contracts was 50 days in September 2023, up from 42 days in September 2022.

### URGENCY INDEX



The Urgency Index, simply the percentage of homes going under contract that were on the market 30 days or less, was down in September compared to the year prior. During the past 17 years, the Index has been as high as 83.3% (May 2005) and as low as 30.1% (December 2008). In September 2023, the Urgency Index was **58.1%**, down from 62.9% in September 2022.

### INVENTORY



The number of homes on the market at the end of September (2,006) was **down 4.7%** compared to the end of September 2022, and the number of new listings coming on the market **decreased 17.3%** compared to last September. The decrease in inventory was not enough to offset the decrease in contract activity, **raising overall supply to 3.4 months from 3.2 months at the end of September 2022**. To provide some context, during the "Great Recession" in September 2008, supply was 6.5 months, the average days on market was 66, and there were 3,200 homes on the market.

### INTEREST RATES



30-year fixed mortgage interest rates at the end of September stood at 7.31% up from 7.18% at the end of August. Rates have edged uncomfortably close to 8% since the beginning of October.

### AFFORDABILITY



The payment on a no-money-down, 30-year fixed mortgage for a median-priced home is **88% higher** than it was a decade ago in September 2013, and the median price is up **36%**. The payment is also **14% higher** than last September. The mortgage payment for a median priced home (\$4,282) was **higher** in September than the median rented price (\$2,850).

### DIRECTION OF THE MARKET



In a normal market – whatever that is – the current metrics in Washington, DC would look OK. Supply under four months, decent absorption rates, stable inventory, and a very high average sales price. But DC suffers in comparison to the suburban markets of the metro area. The District is the only area jurisdiction with higher overall supply now compared to this time last year, and the supply of condos and co-ops has edged up to over 4 months. That's the threshold for stable to falling prices, and there are some areas where condo prices are actually softening. It's a pretty rough market for buyers, and sellers have to be very cautious about their pricing strategy. Interest rates are at the heart of the issue. Two years ago, rates stood at 3%, and the market was rosy for buyers and sellers alike. A year ago, they were at 6.7%, and a number of buyers were forced out of the market because of affordability issues – and a number of would-be sellers decided to hang on to their low-rate mortgage and not put their homes up for sale. Now rates are close to 8%. That means in the course of two years, buyers have lost 40% of their buying power based on the rate increase alone, to say nothing of the fact that home prices are higher. There is a relative abundance of condos on the market, so the relatively few buyers who are in the market have choices, and therefore have negotiating power that they do not have in other market segments. The market is locked in a position where the moves that **are** happening are the ones that are **necessary**, so sellers can't aim too high on pricing, or they will miss buyers who have been hammered by high rates. **It's time for the Federal Reserve to start the process of unlocking the market by signaling that it's done with rate hikes.** Real estate is cyclical, rates will come down and we'll get back to a more normal level of transactions in a lubricated market. It's just a matter of when, and the "when" is in no small measure up to the Fed.

# MONTHLY SUMMARY SEPTEMBER 2022 vs. SEPTEMBER 2023

WASHINGTON, DC	September 2022	September 2023	% Change
Number of Sales	533	439	-17.6%
Fully Available Inventory on 9/30	2,106	2,006	-4.7%
Number of New Listings	1,511	1,249	-17.3%
Number of New Contracts	652	594	-8.9%
Days on Market - New Contracts	42	50	19.0%
Average Sales Price	\$763,117	\$844,914	10.7%
Average Seller Subsidy	\$2,681	\$2,317	-13.6%
Urgency Index	62.9%	58.1%	-7.6%
Months' Supply	3.2	3.4	4.6%

## MONTGOMERY COUNTY

Number of Sales	922	751	-18.5%
Fully Available Inventory on 9/30	1,265	825	-34.8%
Number of New Listings	1,199	971	-19.0%
Number of New Contracts	866	755	-12.8%
Days on Market - New Contracts	29	21	-27.6%
Average Sales Price	\$641,701	\$666,209	3.8%
Average Seller Subsidy	\$2,136	\$1,537	-28.0%
Urgency Index	70.2%	80.8%	15.1%
Months' Supply	1.5	1.1	-25.2%

## PRINCE GEORGE'S COUNTY

Number of Sales	773	689	-10.9%
Fully Available Inventory on 9/30	1,319	1,050	-20.4%
Number of New Listings	1,110	938	-15.5%
Number of New Contracts	834	709	-15.0%
Days on Market - New Contracts	31	28	-9.7%
Average Sales Price	\$417,529	\$437,900	4.9%
Average Seller Subsidy	\$4,643	\$4,929	6.2%
Urgency Index	65.5%	70.7%	7.9%
Months' Supply	1.6	1.5	-6.4%

## NORTHERN VIRGINIA

Number of Sales	1,423	1,170	-17.8%
Fully Available Inventory on 9/30	2,368	1,560	-34.1%
Number of New Listings	2,081	1,700	-18.3%
Number of New Contracts	1,387	1,222	-11.9%
Days on Market - New Contracts	33	24	-27.3%
Average Sales Price	\$696,568	\$741,135	6.4%
Average Seller Subsidy	\$2,351	\$1,636	-30.4%
Urgency Index	64.5%	81.2%	25.9%
Months' Supply	1.7	1.3	-25.2%

## LOUDOUN COUNTY

Number of Sales	465	346	-25.6%
Fully Available Inventory on 9/30	660	475	-28.0%
Number of New Listings	573	479	-16.4%
Number of New Contracts	410	345	-15.9%
Days on Market - New Contracts	35	21	-40.0%
Average Sales Price	\$710,908	\$795,910	12.0%
Average Seller Subsidy	\$2,872	\$2,405	-16.3%
Urgency Index	62.0%	80.3%	29.5%
Months' Supply	1.6	1.4	-14.5%

\* Note: Percentages depicted in red indicate a negative market trend; black indicates a positive market trend

## YEAR-TO-DATE SUMMARY 2022 vs. 2023

WASHINGTON, DC	Year-to-Date		% Change
	Jan-Sep 2022	Jan-Sep 2023	
Number of Closed Sales	6,761	5,199	-23.1%
Average Month-End Available Inventory	1,661	1,650	-0.7%
Number of New Listings	11,252	9,412	-16.4%
Number of New Contracts	7,297	5,955	-18.4%
Days on Market - New Contracts	39	52	35.4%
Average Sales Price	\$845,705	\$831,743	-1.7%
Average Seller Subsidy	\$2,026	\$3,031	49.6%
Average Urgency Index	66.5%	55.3%	-16.8%
Average Months' Supply	2.0	2.5	21.7%

### MONTGOMERY COUNTY

Number of Closed Sales	9,441	7,046	-25.4%
Average Month-End Available Inventory	920	675	-26.6%
Number of New Listings	11,827	8,532	-27.9%
Number of New Contracts	9,968	7,616	-23.6%
Days on Market - New Contracts	20	24	18.3%
Average Sales Price	\$700,107	\$729,890	4.3%
Average Seller Subsidy	\$1,301	\$1,903	46.3%
Average Urgency Index	83.2%	76.7%	-7.8%
Average Months' Supply	0.8	0.8	0.0%

### PRINCE GEORGE'S COUNTY

Number of Closed Sales	7,616	6,070	-20.3%
Average Month-End Available Inventory	880	836	-5.0%
Number of New Listings	10,340	8,225	-20.5%
Number of New Contracts	8,909	7,442	-16.5%
Days on Market - New Contracts	22	32	42.4%
Average Sales Price	\$419,132	\$433,382	3.4%
Average Seller Subsidy	\$2,630	\$4,913	86.8%
Average Urgency Index	79.4%	67.5%	-15.0%
Average Months' Supply	0.9	1.0	13.7%

### NORTHERN VIRGINIA

Number of Closed Sales	16,266	12,327	-24.2%
Average Month-End Available Inventory	1,742	1,236	-29.0%
Number of New Listings	21,256	15,397	-27.6%
Number of New Contracts	16,834	13,176	-21.7%
Days on Market - New Contracts	21	25	18.2%
Average Sales Price	\$757,809	\$787,545	3.9%
Average Seller Subsidy	\$1,099	\$1,644	49.6%
Average Urgency Index	83.0%	76.6%	-7.6%
Average Months' Supply	0.9	0.8	-9.3%

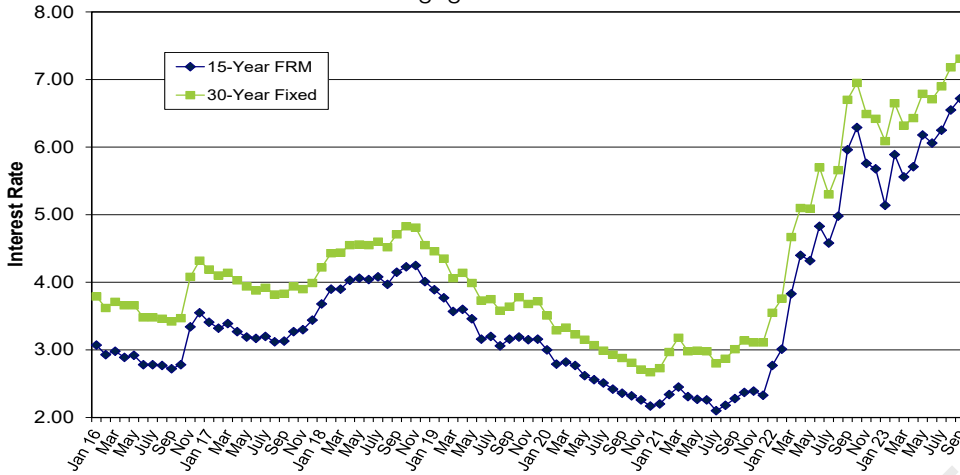
### LOUDOUN COUNTY

Number of Closed Sales	4,778	3,489	-27.0%
Average Month-End Available Inventory	463	374	-19.2%
Number of New Listings	5,845	4,596	-21.4%
Number of New Contracts	4,984	3,805	-23.7%
Days on Market - New Contracts	15	23	49.7%
Average Sales Price	\$752,585	\$771,757	2.5%
Average Seller Subsidy	\$1,196	\$1,907	59.5%
Average Urgency Index	86.9%	77.7%	-10.6%
Average Months' Supply	0.8	0.9	5.8%

\* Note: Percentages depicted in red indicate a negative market trend; black indicates a positive market trend

### 30-YEAR FIXED AND 15-YEAR FIXED RATES

Month-End Mortgage Rates – 2016-Current

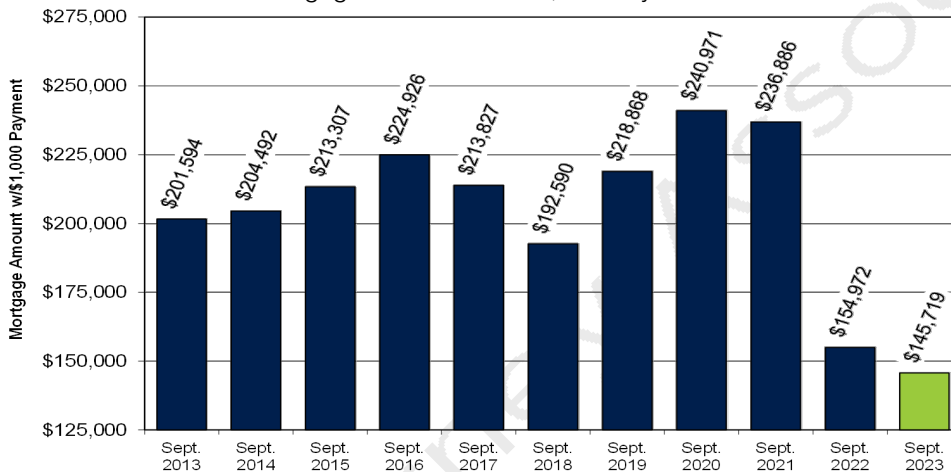


### MORTGAGE RATES

- 30-year fixed interest rates at the end of September averaged **7.31%**, compared to 6.70% at the end of September 2022.
- 15-year fixed-rate mortgages were 6.72 % at the end of September 2023, which is up from 5.96% at the end of September 2022.

### BUYING POWER

Mortgage Amount with \$1,000 Payment

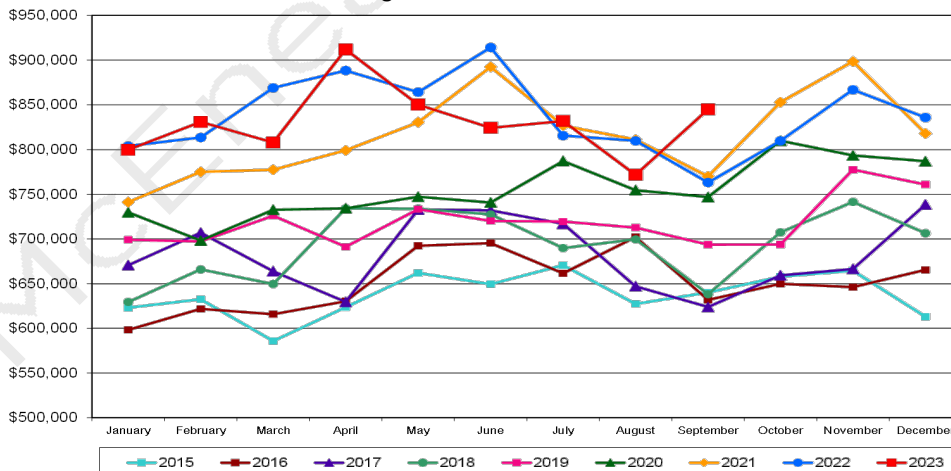


### BUYING POWER

- A \$1,000 principal and interest payment supported a loan of \$145,719 at the end of September, which is **\$9,253 less** than a year ago in September 2022.

### AVERAGE SALES PRICE

Washington, DC – 2015-Current

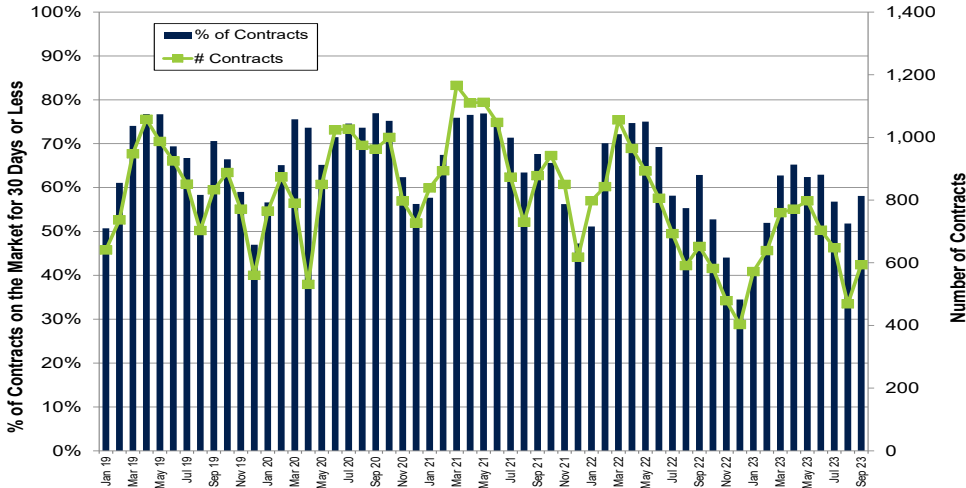


### AVERAGE PRICES

- The average sales price in September 2023 was **\$844,914** an **increase of 10.7%** from the September 2022 average price of \$763,117.
- The median sales price was **\$624,000** in September 2023, up from \$622,500 in September 2022.
- Remember that these indicators are arithmetic computations only. The big spikes in July and October 2020 and June and November 2021 were largely the result of a significant drop in the number of sales of lower-priced homes.

## URGENCY INDEX

% of Contracts on the Market for 30 Days or Less  
Washington, DC – 2019-Current

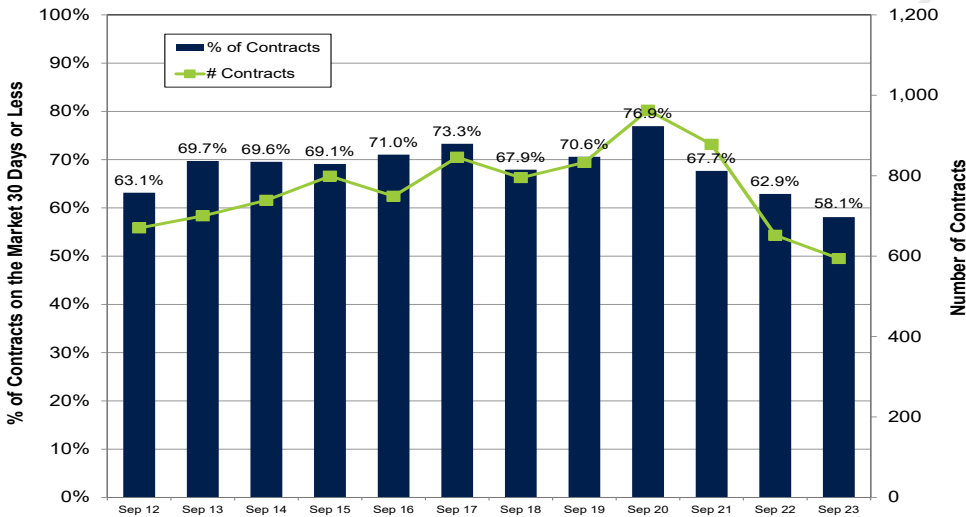


## URGENCY INDEX – 2019-Current

- This chart compares the number of contracts (green line) to the percent that were on the market 30 days or less (blue bars). At first glance, it may appear that the lower contract activity also means a lower percentage of homes that sell quickly – but that's not always true.

## URGENCY INDEX

Washington, DC – September 2012-2023

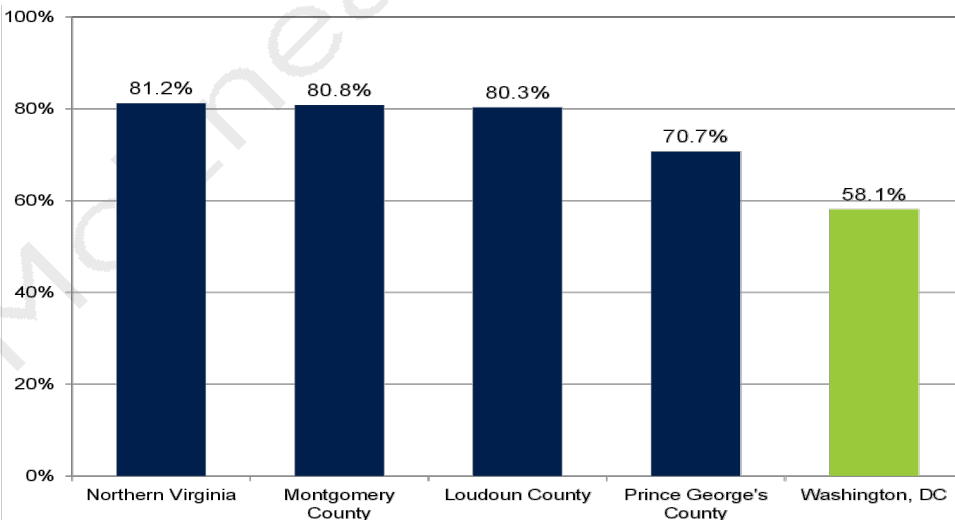


## URGENCY INDEX – September

- In the past 12 years, the September Urgency Index has been as high as 76.9% and as low as 58.1%. And we are at that low point now.
- The average September Urgency Index during the past 12 years is 68.9% – which is higher than where we are today.
- Contract activity is **down 8.9%** from last September – and the Urgency Index **decreased** from 62.9% to 58.1%.

## URGENCY INDEX

DC Metro Area by Jurisdiction Comparison – September 2023

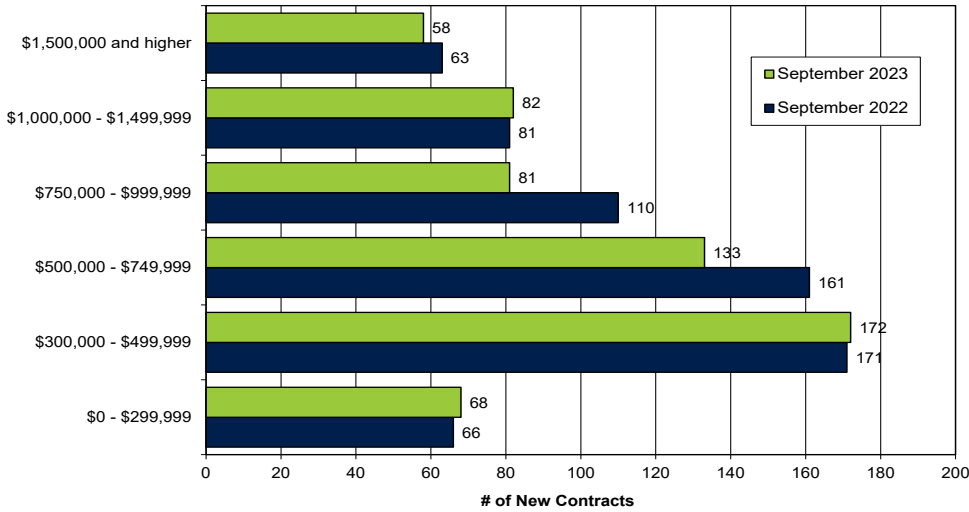


## URGENCY INDEX – DC Metro Area

- The average September Urgency Index during the past 12 years for all five of the jurisdictions we track is 64.8% – significantly lower than where we are today, which is 75.2% for all five jurisdictions.
- Of the five jurisdictions, DC has the lowest urgency index this month.

### NEW CONTRACT ACTIVITY

Washington, DC – September 2022 vs. September 2023 by Price Range

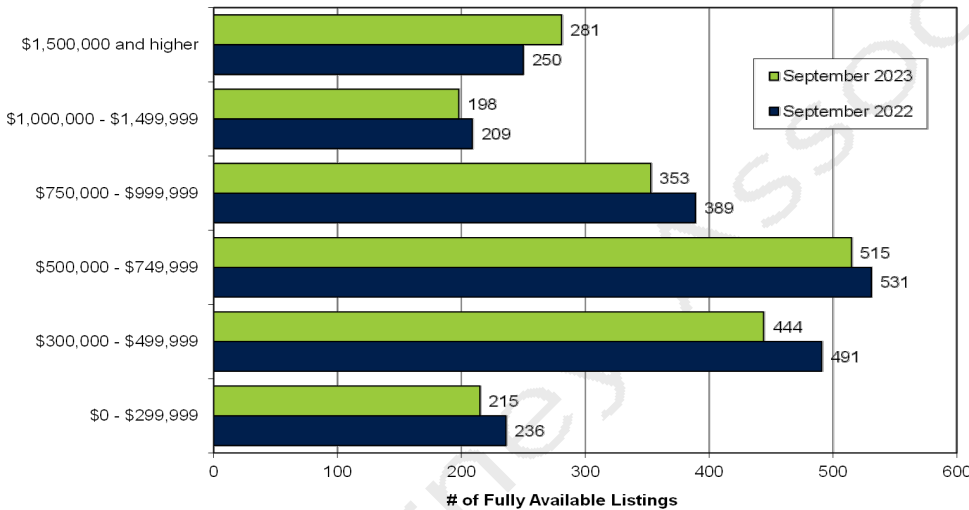


### NEW CONTRACT ACTIVITY

- As noted on page 2, the number of new contracts ratified in September 2023 was **down 8.9%** from September 2022. There were decreases for three price categories.
- As noted on page 3, contract activity year-to-date is **down 18.4%**.
- 26.1%** of all homes going under contract in September had at least one price reduction. Last September it was 27.0%.

### FULLY AVAILABLE LISTINGS

Washington, DC – September 30, 2022 vs. September 30, 2023

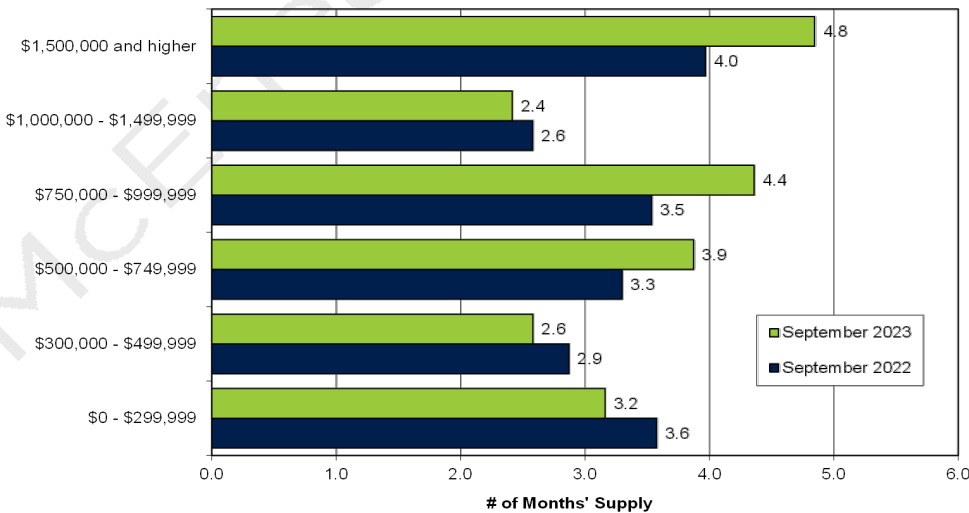


### FULLY AVAILABLE LISTINGS

- As noted on page 2, the available inventory for September 2023 was **down 4.7%** from September 2022. Inventory decreased for five price categories.
- 37.4%** of all homes on the market have had at least one price reduction since coming on the market. In September 2022, 35.7% of all homes on the market had at least one price reduction.

### MONTHS' SUPPLY

Washington, DC – End of September 2022 vs. End of September 2023



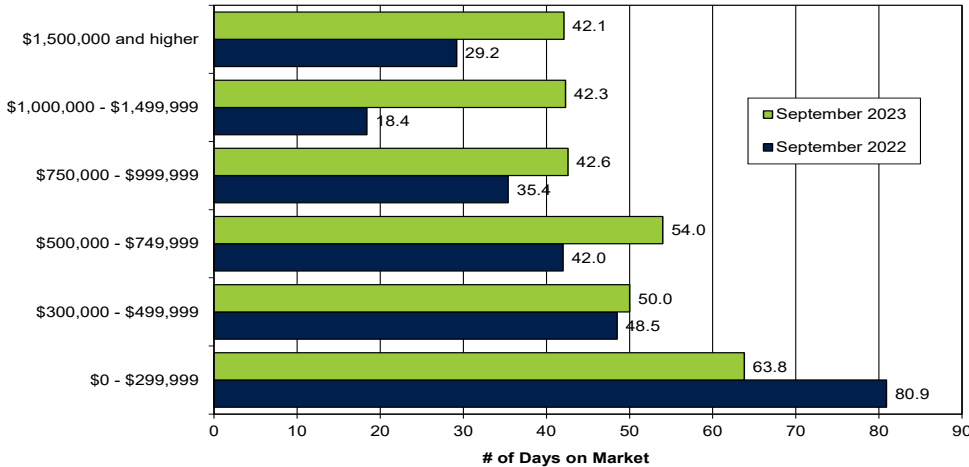
### MONTHS' SUPPLY

- The overall supply of homes on the market at the end of September 2023 was **3.4 months**, up 4.6% from 3.2 months at the end of September 2022.



### AVERAGE NUMBER OF DAYS ON MARKET

Washington, DC – September 2022 vs. September 2023 – New Contracts

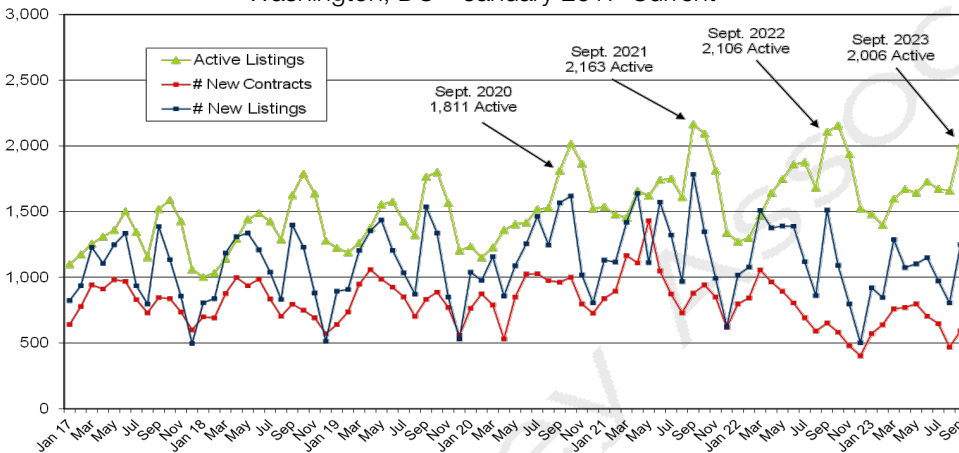


### AVERAGE NUMBER OF DAYS ON THE MARKET – NEW CONTRACTS

- The average number of days on the market for all homes receiving contracts in September 2023 was **50 days**, which was **up 19.0%** from 42 days last September.

### NUMBER OF NEW LISTINGS AND CONTRACTS; ACTIVE LISTINGS

Washington, DC – January 2017-Current

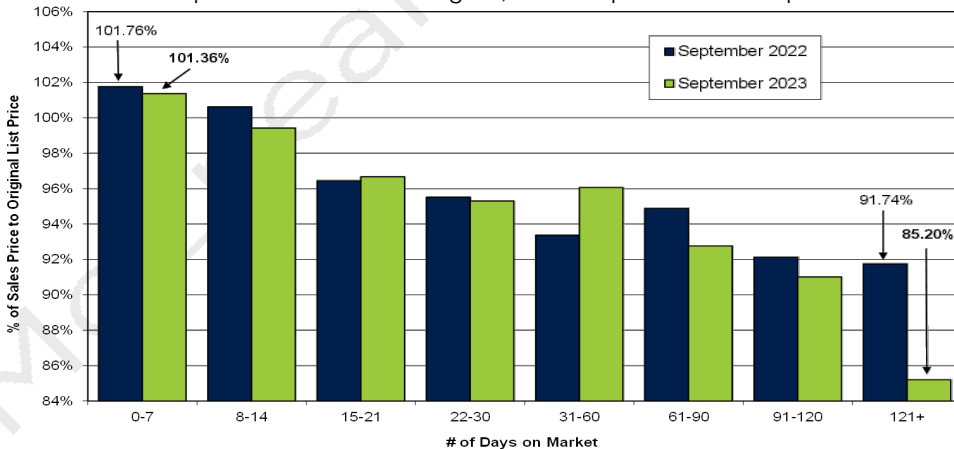


### NUMBER OF NEW LISTINGS, CONTRACTS AND ACTIVE LISTINGS

- There were 1,249 new listings that came on the market in September 2023, a **17.3% decrease** from the 1,511 in September 2022.

### RELATIONSHIP OF SALES PRICE TO ORIGINAL LIST PRICE vs. DAYS ON MARKET

Resale Properties Sold in Washington, DC – Sept. 2022 vs. Sept. 2023



### RELATIONSHIP OF SALES PRICE TO ORIGINAL PRICE vs. DAYS ON MARKET

- Initial pricing strategy is critical to the listing process, regardless of market conditions. The longer a home sits on the market, the deeper the discount to its original list price will likely be.
- Homes settling in September 2023 that received contracts their first week on the market sold, on average, **1.36% above** list. Those that took 4 months or longer to sell sold for **14.80% below** the original price.

#### SOME DEFINITIONS AND EXPLANATIONS TO AID YOUR UNDERSTANDING OF THE DATA

- All data describing "Northern Virginia" include the counties of Arlington and Fairfax, the cities of Alexandria, Fairfax and Falls Church, and the towns of Vienna, Herndon & Clifton
- The data shown here are collected, in whole or in part, from Bright MLS and are believed to be reliable but are not guaranteed
- "Sales" are transactions that settled during the statistical period; "Under Contracts" are contracts negotiated during the statistical period, but not yet settled
- "Available Listings" reflects single-family homes, town homes, new homes and condos on the market at the end of the period in question
- "Months' Supply" is simply the number of "Fully Available Listings" on the market at the end of the month divided by the number of "Contracts" ratified that month

## Analysis by Property Type – Condo/Co-op

### LISTINGS

Condo/Co-op Listings	New This Month			Total Active		
	2022	2023	% Change	2022	2023	% Change
\$299,999 and under	113	88	-22.1%	227	199	-12.3%
\$300,000 - \$499,999	244	215	-11.9%	361	314	-13.0%
\$500,000 - \$749,999	250	195	-22.0%	324	298	-8.0%
\$750,000 - \$999,999	116	92	-20.7%	156	163	4.5%
\$1,000,000 - \$1,499,999	54	41	-24.1%	73	66	-9.6%
\$1,500,000 & higher	32	25	-21.9%	63	82	30.2%
<b>Grand Total:</b>	<b>809</b>	<b>656</b>	<b>-18.9%</b>	<b>1204</b>	<b>1122</b>	<b>-6.8%</b>

### CONDO/CO-OP – LISTINGS

- The number of **new** listings for condos and co-ops coming on the market **decreased 18.9%** compared to September 2022.
- The fully available inventory of condos and co-ops as of September 30, 2023 was **6.8% less** than the same time in 2022.

### CONTRACTS

Condo/Co-op Contracts	New This Month			Year-To-Date		
	2022	2023	% Change	2022	2023	% Change
\$299,999 and under	62	58	-6.5%	687	579	-15.7%
\$300,000 - \$499,999	112	95	-15.2%	1325	1072	-19.1%
\$500,000 - \$749,999	94	70	-25.5%	1109	772	-30.4%
\$750,000 - \$999,999	40	27	-32.5%	548	378	-31.0%
\$1,000,000 - \$1,499,999	12	16	33.3%	170	159	-6.5%
\$1,500,000 & higher	6	9	50.0%	74	78	5.4%
<b>Grand Total:</b>	<b>326</b>	<b>275</b>	<b>-15.6%</b>	<b>3913</b>	<b>3038</b>	<b>-22.4%</b>

### CONDO/CO-OP – CONTRACTS

- The number of condos and co-ops receiving ratified contracts **decreased 15.6%** in September 2023 compared to September 2022.
- Year-to-date, contract activity is **down 22.4%** compared to 2022.

### SETTLEMENTS

Condo/Co-op Settlements	New This Month			Year-To-Date		
	2022	2023	% Change	2022	2023	% Change
\$299,999 and under	48	33	-31.3%	561	462	-17.6%
\$300,000 - \$499,999	114	92	-19.3%	1215	949	-21.9%
\$500,000 - \$749,999	69	51	-26.1%	1054	694	-34.2%
\$750,000 - \$999,999	46	25	-45.7%	552	342	-38.0%
\$1,000,000 - \$1,499,999	14	17	21.4%	188	149	-20.7%
\$1,500,000 & higher	7	3	-57.1%	75	72	-4.0%
<b>Grand Total:</b>	<b>298</b>	<b>221</b>	<b>-25.8%</b>	<b>3645</b>	<b>2668</b>	<b>-26.8%</b>

### CONDO/CO-OP – SETTLEMENTS AND AVERAGE PRICE

- The number of condos and co-ops settling in September 2023 **decreased 25.8%** compared to September 2022. Year-to-date, the number of settlements is **down 26.8%**.
- The average price **increased 1.4%** compared to September 2022.
- The average price year-to-date is **down just 0.5%**.

Average Sales Price:	Sep 2022	Sep 2023	% Change	YTD 2022	YTD 2023	% Change
Condo/Co-op	\$554,750	\$562,623	1.4%	\$588,166	\$585,069	-0.5%



## Analysis by Property Type – Fee Simple Attached

### LISTINGS

Fee Simple Attached	New This Month			Total Active		
	2022	2023	% Change	2022	2023	% Change
Listings						
\$299,999 and under	1	9	800.0%	5	12	140.0%
\$300,000 - \$499,999	65	69	6.2%	100	92	-8.0%
\$500,000 - \$749,999	114	84	-26.3%	161	164	1.9%
\$750,000 - \$999,999	148	103	-30.4%	182	145	-20.3%
\$1,000,000 - \$1,499,999	112	94	-16.1%	117	102	-12.8%
\$1,500,000 & higher	84	74	-11.9%	111	127	14.4%
<b>Grand Total:</b>	<b>524</b>	<b>433</b>	<b>-17.4%</b>	<b>676</b>	<b>642</b>	<b>-5.0%</b>

### ATTACHED HOMES – LISTINGS

- The number of new listings coming on the market in September 2023 for fee simple attached homes **decreased 17.4%** compared to September 2022.
- The fully active inventory at the end of September **decreased 5.0%** compared to the available inventory at the end of September 2022.

### CONTRACTS

Fee Simple Attached	New This Month			Year-To-Date		
	2022	2023	% Change	2022	2023	% Change
Contracts						
\$299,999 and under	2	7	250.0%	34	56	64.7%
\$300,000 - \$499,999	51	56	9.8%	432	432	0.0%
\$500,000 - \$749,999	53	46	-13.2%	541	494	-8.7%
\$750,000 - \$999,999	56	46	-17.9%	604	460	-23.8%
\$1,000,000 - \$1,499,999	50	46	-8.0%	555	412	-25.8%
\$1,500,000 & higher	28	23	-17.9%	299	248	-17.1%
<b>Grand Total:</b>	<b>240</b>	<b>224</b>	<b>-6.7%</b>	<b>2465</b>	<b>2102</b>	<b>-14.7%</b>

### ATTACHED HOMES – CONTRACTS

- Contract activity for attached homes **decreased 6.7%** in September 2023 compared to September 2022.
- Year-to-date, contract activity **decreased 14.7%** compared to 2022.

### SETTLEMENTS

Fee Simple Attached	New This Month			Year-To-Date		
	2022	2023	% Change	2022	2023	% Change
Settlements						
\$299,999 and under	3	5	66.7%	34	52	52.9%
\$300,000 - \$499,999	28	28	0.0%	345	340	-1.4%
\$500,000 - \$749,999	36	35	-2.8%	454	417	-8.1%
\$750,000 - \$999,999	42	36	-14.3%	513	383	-25.3%
\$1,000,000 - \$1,499,999	37	37	0.0%	577	390	-32.4%
\$1,500,000 & higher	20	20	0.0%	343	264	-23.0%
<b>Grand Total:</b>	<b>166</b>	<b>161</b>	<b>-3.0%</b>	<b>2266</b>	<b>1846</b>	<b>-18.5%</b>

### ATTACHED HOMES – SETTLEMENTS AND AVERAGE PRICE

- The number of settlements **decreased 3.0%** in September 2023 compared to September 2022. Year-to-date, the number of settlements is **down 18.5%**.
- The average sales price was **up 2.3%** in September 2023 compared to September 2022.
- The average price year-to-date is **down 4.2%**.

Average Sales Price:	Sep 2022	Sep 2023	% Change	YTD 2022	YTD 2023	% Change
Fee Simple Attached	\$934,212	\$955,641	2.3%	\$1,009,688	\$967,477	-4.2%

## Analysis by Property Type – Fee Simple Detached

### LISTINGS

Fee Simple Detached	New This Month			Total Active		
	2022	2023	% Change	2022	2023	% Change
<b>Listings</b>						
\$299,999 and under	4	4	0.0%	4	4	0.0%
\$300,000 - \$499,999	12	25	108.3%	30	38	26.7%
\$500,000 - \$749,999	28	21	-25.0%	46	53	15.2%
\$750,000 - \$999,999	44	26	-40.9%	51	45	-11.8%
\$1,000,000 - \$1,499,999	30	26	-13.3%	19	30	57.9%
\$1,500,000 & higher	60	58	-3.3%	76	72	-5.3%
<b>Grand Total:</b>	<b>178</b>	<b>160</b>	<b>-10.1%</b>	<b>226</b>	<b>242</b>	<b>7.1%</b>

### DETACHED HOMES – LISTINGS

- The number of new listings for fee simple detached homes **decreased 10.1%** in September 2023 compared to September 2022.
- The number of detached homes on the market on September 30, 2023 was **up 7.1%** compared to September 30, 2022.

### CONTRACTS

Fee Simple Detached	New This Month			Year-To-Date		
	2022	2023	% Change	2022	2023	% Change
<b>Contracts</b>						
\$299,999 and under	2	3	50.0%	9	25	177.8%
\$300,000 - \$499,999	8	21	162.5%	105	139	32.4%
\$500,000 - \$749,999	14	17	21.4%	181	160	-11.6%
\$750,000 - \$999,999	14	8	-42.9%	152	104	-31.6%
\$1,000,000 - \$1,499,999	19	20	5.3%	219	164	-25.1%
\$1,500,000 & higher	29	26	-10.3%	253	223	-11.9%
<b>Grand Total:</b>	<b>86</b>	<b>95</b>	<b>10.5%</b>	<b>919</b>	<b>815</b>	<b>-11.3%</b>

### DETACHED HOMES – CONTRACTS

- Contract activity for detached homes **increased 10.5%** in September 2023 compared to September 2022.
- Year-to-date, the number of contracts is **down 11.3%**.

### SETTLEMENTS

Fee Simple Detached	New This Month			Year-To-Date		
	2022	2023	% Change	2022	2023	% Change
<b>Settlements</b>						
\$299,999 and under	1	1	0.0%	10	20	100.0%
\$300,000 - \$499,999	7	9	28.6%	69	89	29.0%
\$500,000 - \$749,999	21	7	-66.7%	152	118	-22.4%
\$750,000 - \$999,999	5	8	60.0%	122	83	-32.0%
\$1,000,000 - \$1,499,999	19	10	-47.4%	186	144	-22.6%
\$1,500,000 & higher	16	22	37.5%	311	231	-25.7%
<b>Grand Total:</b>	<b>69</b>	<b>57</b>	<b>-17.4%</b>	<b>850</b>	<b>685</b>	<b>-19.4%</b>

### DETACHED HOMES – SETTLEMENTS AND AVERAGE PRICE

- The number of settlements **decreased 17.4%** in September 2023 compared to September 2022. Year-to-date, there has been a **decrease of 19.4%**.
- The average sales price for detached homes **increased 30.0%** in September 2023 compared to September 2022.
- The average price year-to-date is **down 5.7%**.

Average Sales Price:	Sep 2022	Sep 2023	% Change	YTD 2022	YTD 2023	% Change
Fee Simple Detached	\$1,251,398	\$1,626,654	30.0%	\$1,512,934	\$1,426,726	-5.7%

## Absorption Rate by Property Type

The following tables track absorption rate by property type, comparing the rates in the just-completed month to the rates in the same month of the previous year. The absorption rate is a measure of the health of the market and tracks the percentage of homes that were on the market during the given month and in the given price range that went under contract. [The formula is # Contracts/(# Contracts + # Available).] An example: The absorption rate for attached homes priced \$300,000-\$499,999 in September 2023 was 37.8%; that compares to a rate of 33.8% in September 2022, and the increase means the market was better in 2023 for that type of home. If the absorption rate was less in 2023 than in 2022, we have put the 2022 rate in **red**. This month there **was improvement for ten individual price categories**.

Condo/Co-op	September 2022			September 2023		
	Absorption Rates	Listings	Contracts	Rate	Listings	Contracts
\$299,999 and under	227	62	21.5%	199	58	<b>22.6%</b>
\$300,000 - \$499,999	361	112	23.7%	314	95	<b>23.2%</b>
\$500,000 - \$749,999	324	94	22.5%	298	70	<b>19.0%</b>
\$750,000 - \$999,999	156	40	20.4%	163	27	<b>14.2%</b>
\$1,000,000 - \$1,499,999	73	12	14.1%	66	16	<b>19.5%</b>
\$1,500,000 & higher	63	6	8.7%	82	9	<b>9.9%</b>
<b>Grand Total:</b>	<b>1204</b>	<b>326</b>	<b>21.3%</b>	<b>1122</b>	<b>275</b>	<b>19.7%</b>

### ABSORPTION RATES – CONDOS AND CO-OPS

- The overall absorption rate for condos and co-ops for September was 19.7%, which was a decrease from the 21.3% rate in September 2022.
- The absorption rate for condos across most price ranges is more balanced in DC than anywhere else in the region.

Fee Simple Attached	September 2022			September 2023		
	Absorption Rates	Listings	Contracts	Rate	Listings	Contracts
\$299,999 and under	5	2	28.6%	12	7	<b>36.8%</b>
\$300,000 - \$499,999	100	51	33.8%	92	56	<b>37.8%</b>
\$500,000 - \$749,999	161	53	24.8%	164	46	<b>21.9%</b>
\$750,000 - \$999,999	182	56	23.5%	145	46	<b>24.1%</b>
\$1,000,000 - \$1,499,999	117	50	29.9%	102	46	<b>31.1%</b>
\$1,500,000 & higher	111	28	20.1%	127	23	<b>15.3%</b>
<b>Grand Total:</b>	<b>676</b>	<b>240</b>	<b>26.2%</b>	<b>642</b>	<b>224</b>	<b>25.9%</b>

### ABSORPTION RATES – ATTACHED HOMES

- The overall absorption rate for attached homes for September was 25.9%, which is a decrease from the 26.2% rate in September 2022.
- Again, look at the balance across most price ranges.

Fee Simple Detached	September 2022			September 2023		
	Absorption Rates	Listings	Contracts	Rate	Listings	Contracts
\$299,999 and under	4	2	33.3%	4	3	<b>42.9%</b>
\$300,000 - \$499,999	30	8	21.1%	38	21	<b>35.6%</b>
\$500,000 - \$749,999	46	14	23.3%	53	17	<b>24.3%</b>
\$750,000 - \$999,999	51	14	21.5%	45	8	<b>15.1%</b>
\$1,000,000 - \$1,499,999	19	19	50.0%	30	20	<b>40.0%</b>
\$1,500,000 & higher	76	29	27.6%	72	26	<b>26.5%</b>
<b>Grand Total:</b>	<b>226</b>	<b>86</b>	<b>27.6%</b>	<b>242</b>	<b>95</b>	<b>28.2%</b>

### ABSORPTION RATES – DETACHED HOMES

- September 2023's absorption rate for detached homes was 28.2%, a slight increase from 27.6% in September 2022.
- And the balance among the price ranges is evident here as well.