MARKET IN A MINUTE

A SUMMARY OF MARKET CONDITIONS FOR AUGUST 2019

CONTRACTS

Contract activity in August 2019 was **down just 0.7%** from August 2018 but was up for four of the five price categories. Through the first eight months of the year contract activity is up 1.7%. The average number of days on the market for homes receiving contracts was 40 days in August 2019, down from 42 days in August of last year.

URGENCY INDEX

The Urgency Index, simply the percentage of homes going under contract that were on the market 30 days or less, was up in August compared to the year prior. During the past 14 years, the Index has been as high as 83% (May 2005) and as low as 30% (December 2008). In August 2019, the Urgency Index was **63.3%**, up from 58.2% in August 2018.

INVENTORY

The number of homes on the market at the end of August was **down 17.7%** compared to the end of August 2018. The number of new listings coming on the market **decreased 6.1%** compared to August 2018. Lower inventory offset the modest drop in contract activity, moving overall supply to 1.5 months, down from 1.8 months at the end of last August.

INTEREST RATES

30-year fixed mortgage interest rates at the end of August stood at 3.58%, almost a full percentage point lower than this time last year. The payment on a mortgage originated today is 12% lower than an identically-sized loan a year ago, a huge win for purchasers as home prices are rising.

AFFORDABILITY

The payment on a no-money-down, 30-year fixed mortgage for a median-priced home is **17.2%** higher than a decade ago in August 2009 – but the median price is **41% higher**. Lower interest rates have **lowered the payment 6.2%** compared to this time last year. The mortgage payment for a median priced home ($1,406) was lower in August than the median rented price ($1,950).

DIRECTION OF THE MARKET

Most market indicators in Prince George's are headed in the right direction. Perhaps the biggest trend we're focusing on is inventory – with each passing month, the number of available homes on the market is noticeably lower than the same time last year, and we expect that trend to continue. That low inventory is the cause of the very tight supply – just one and a half months – and that tight supply is keeping some upward pressure on home prices.

Unless otherwise noted, data derived from Metropolitan Regional Information Systems, Inc. (MRIS®).
"Northern Virginia" is defined as Arlington and Fairfax counties and the cities of Alexandria, Falls Church & Fairfax.

MONTHLY SUMMARY AUGUST 2018 vs. AUGUST 2019

PRINCE GEORGE'S COUNTY

	August 2018	August 2019	% Change
Number of Sales	1,006	924	-8.2%
Fully Available Inventory on 8/31	2,099	1,728	-17.7%
Number of New Listings	1,435	1,347	-6.1%
Number of New Contracts	1,167	1,159	-0.7%
Days on Market - New Contracts	42	40	-4.8%
Average Sales Price	$304,762	$316,267	3.8%
Average Seller Subsidy	$5,553	$5,770	3.9%
Urgency Index	58.2%	63.3%	8.8%
Months' Supply	1.8	1.5	-17.1%

MONTGOMERY COUNTY

Number of Sales	1,226	1,213	-1.1%
Fully Available Inventory on 8/31	2,381	2,105	-11.6%
Number of New Listings	1,356	1,268	-6.5%
Number of New Contracts	1,025	1,113	8.6%
Days on Market - New Contracts	44	47	6.8%
Average Sales Price	$549,502	$581,073	5.7%
Average Seller Subsidy	$3,717	$3,913	5.3%
Urgency Index	57.7%	55.6%	-3.6%
Months' Supply	2.3	1.9	-18.6%

WASHINGTON, DC

Number of Sales	862	782	-9.3%
Fully Available Inventory on 8/31	1,288	1,319	2.4%
Number of New Listings	832	872	4.8%
Number of New Contracts	704	703	-0.1%
Days on Market - New Contracts	38	42	10.5%
Average Sales Price	$699,650	$712,673	1.9%
Average Seller Subsidy	$2,266	$2,397	5.8%
Urgency Index	62.1%	58.3%	-6.1%
Months' Supply	1.8	1.9	2.6%

NORTHERN VIRGINIA

Number of Sales	2,057	1,950	-5.2%
Fully Available Inventory on 8/31	3,877	2,605	-32.8%
Number of New Listings	2,352	2,153	-8.5%
Number of New Contracts	1,704	1,794	5.3%
Days on Market - New Contracts	40	31	-22.5%
Average Sales Price	$588,743	$609,852	3.6%
Average Seller Subsidy	$2,939	$2,348	-20.1%
Urgency Index	61.0%	70.9%	16.2%
Months' Supply	2.3	1.5	-36.2%

LOUDOUN COUNTY

Number of Sales	619	639	3.2%
Fully Available Inventory on 8/31	1,236	968	-21.7%
Number of New Listings	807	706	-12.5%
Number of New Contracts	535	581	8.6%
Days on Market - New Contracts	36	35	-2.8%
Average Sales Price	$525,454	$550,204	4.7%
Average Seller Subsidy	$3,240	$2,814	-13.1%
Urgency Index	62.8%	66.4%	5.7%
Months' Supply	2.3	1.7	-27.9%

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

YEAR-TO-DATE SUMMARY 2018 vs. 2019

PRINCE GEORGE'S COUNTY	Year-to-Date Jan-Aug 2018	Jan-Aug 2019	% Change
Number of Closed Sales	7,306	6,705	-8.2%
Average Month-End Available Inventory	1,763	1,639	-7.0%
Number of New Listings	10,171	10,126	-0.4%
Number of New Contracts	9,137	9,295	1.7%
Days on Market - New Contracts	42	47	11.4%
Average Sales Price	$295,532	$313,333	6.0%
Average Seller Subsidy	$5,443	$5,649	3.8%
Average Urgency Index	62.1%	59.4%	-4.4%
Average Months' Supply	1.5	1.4	-8.6%

MONTGOMERY COUNTY

Number of Closed Sales	8,660	8,196	-5.4%
Average Month-End Available Inventory	2,115	2,030	-4.0%
Number of New Listings	12,213	12,136	-0.6%
Number of New Contracts	9,510	9,719	2.2%
Days on Market - New Contracts	40	41	3.5%
Average Sales Price	$549,148	$561,233	2.2%
Average Seller Subsidy	$3,359	$3,507	4.4%
Average Urgency Index	67.1%	65.3%	-2.7%
Average Months' Supply	1.8	1.7	-6.1%

WASHINGTON, DC

Number of Closed Sales	6,294	5,931	-5.8%
Average Month-End Available Inventory	1,263	1,365	8.0%
Number of New Listings	8,944	8,909	-0.4%
Number of New Contracts	6,727	6,850	1.8%
Days on Market - New Contracts	35	37	5.8%
Average Sales Price	$696,443	$713,697	2.5%
Average Seller Subsidy	$2,136	$2,358	10.4%
Average Urgency Index	69.4%	68.1%	-1.8%
Average Months' Supply	1.5	1.6	6.1%

NORTHERN VIRGINIA

Number of Closed Sales	15,517	14,952	-3.6%
Average Month-End Available Inventory	3,302	2,430	-26.4%
Number of New Listings	21,853	20,003	-8.5%
Number of New Contracts	16,760	16,405	-2.1%
Days on Market - New Contracts	35	26	-25.5%
Average Sales Price	$590,719	$612,003	3.6%
Average Seller Subsidy	$2,516	$2,154	-14.4%
Average Urgency Index	71.5%	77.9%	8.9%
Average Months' Supply	1.6	1.2	-24.8%

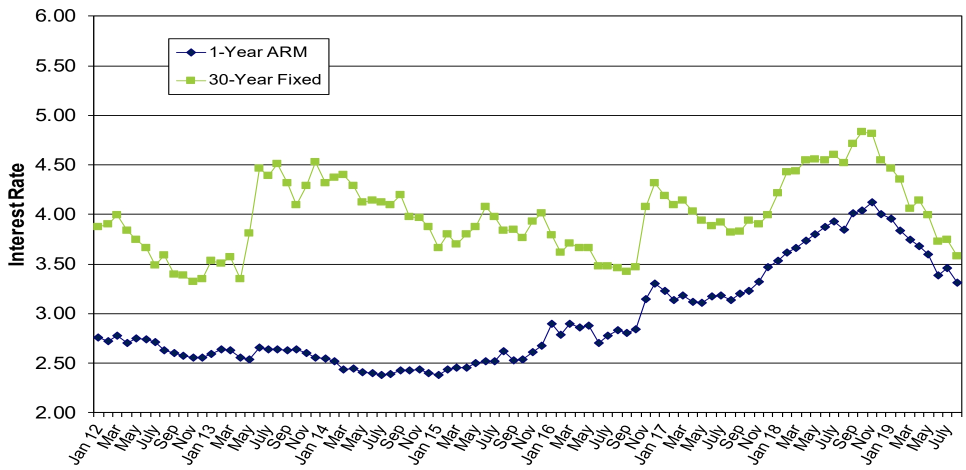
LOUDOUN COUNTY

Number of Closed Sales	4,802	4,547	-5.3%
Average Month-End Available Inventory	1,104	919	-16.8%
Number of New Listings	6,795	6,555	-3.5%
Number of New Contracts	5,171	5,133	-0.7%
Days on Market - New Contracts	34	30	-10.5%
Average Sales Price	$520,373	$539,693	3.7%
Average Seller Subsidy	$2,933	$2,679	-8.7%
Average Urgency Index	73.4%	74.5%	1.4%
Average Months' Supply	1.7	1.4	-16.2%

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

30-YEAR FIXED AND 1-YEAR ADJUSTABLE RATES

Month-End Mortgage Rates – 2012-Current

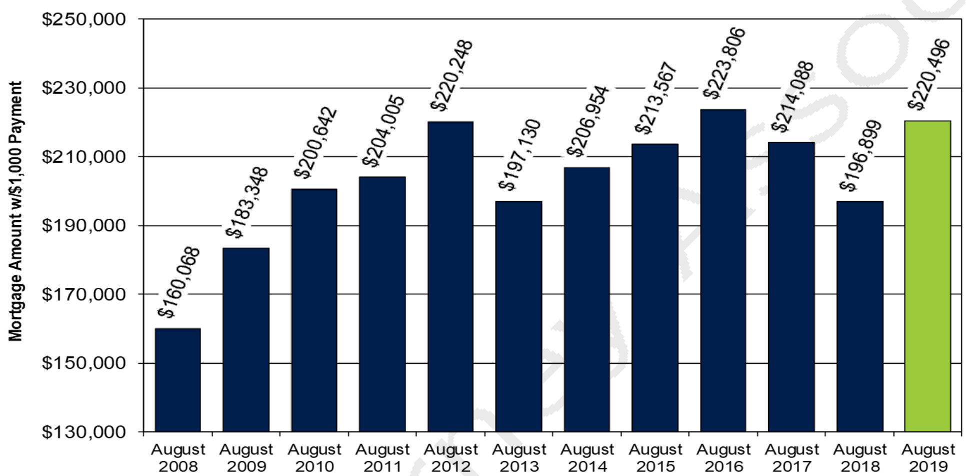


MORTGAGE RATES

- 30-year fixed interest rates at the end of August averaged **3.58%,** compared to 4.52% at the end of August 2018.
- One-year adjustable rate mortgages were 3.31% at the end of August 2019, which is down from 3.85% at the end of August 2018.

BUYING POWER

Mortgage Amount with $1,000 Payment

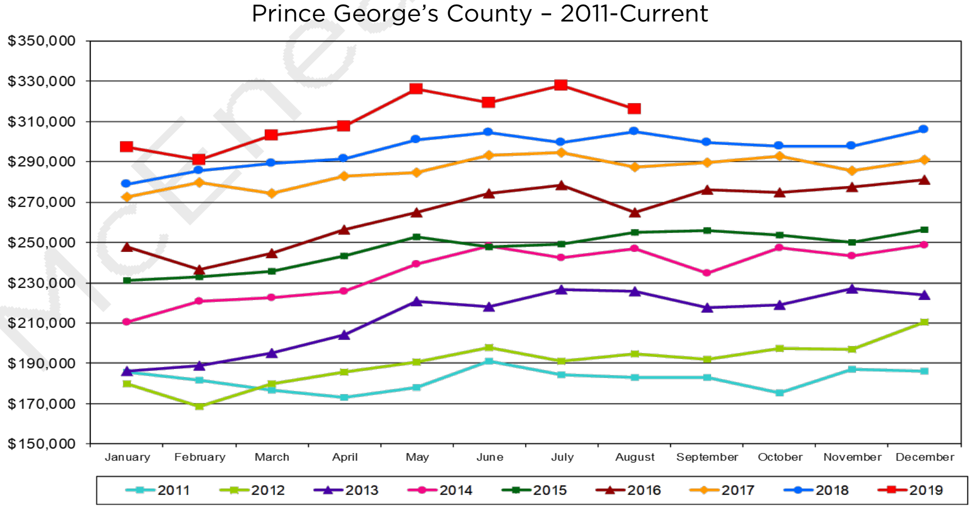


BUYING POWER

- A $1,000 principal and interest payment supported a loan of $220,496 at the end of August, which is **$23,597 more** than August 2018, and $60,428 more than August 2008.
- In August 2009, it would have taken a monthly PI payment of $1,200 to purchase a median-priced home – now it takes $1,406, a 17.2% increase**.**
- Lower interest rates have helped offset the **$90,000** increase (up 41%) in the median price since August 2009.

AVERAGES SALE PRICE

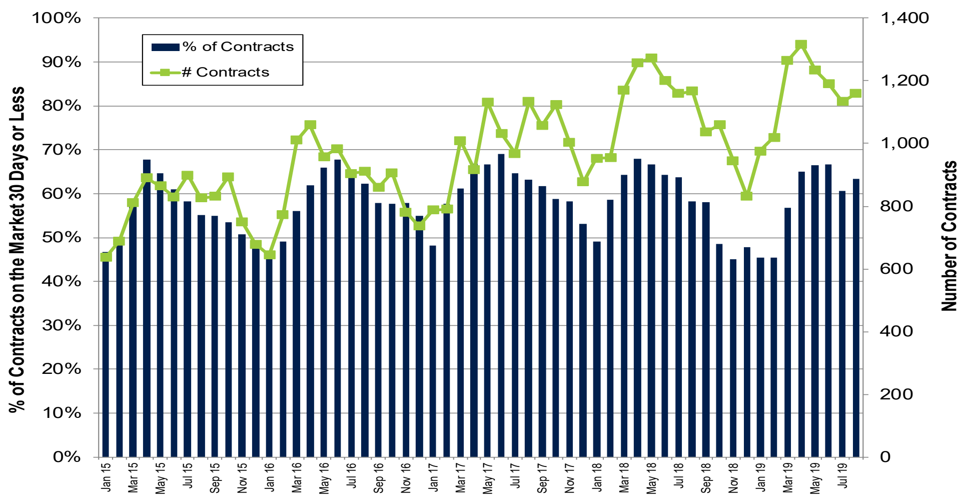
Prince George's County – 2011-Current



AVERAGE PRICES

- The average sales price in August 2019 was **$316,267**, an **increase of 3.8%** from the August 2018 average price of $304,762.
- Remember that the change in the average sales price – up or down – doesn't mean that individual home prices are impacted the same way.

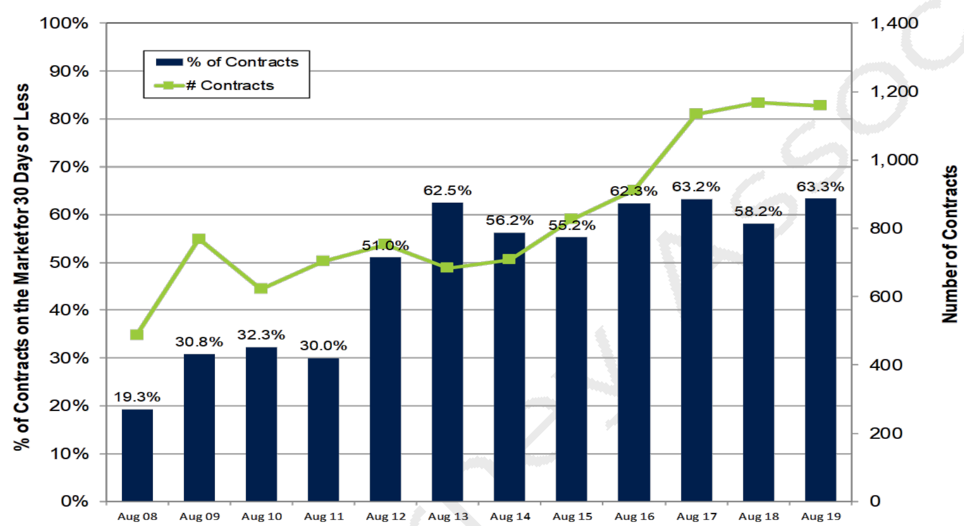
URGENCY INDEX
% of Contracts on the Market for 30 Days or Less
Prince George's County – 2015-Current



URGENCY INDEX – 2015-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.
- As an example, December is always the month with the lowest number of contracts. December 2011 (not on this chart) had an index near 30% range, but that jumped above 50% in 2012, an early indicator that the market was picking up heading into 2013.

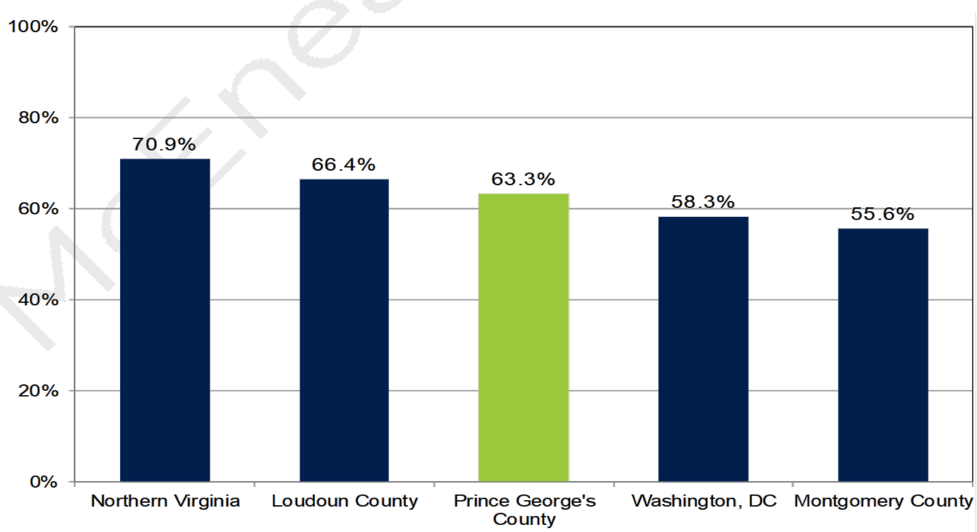
URGENCY INDEX
Prince George's County – August 2008-2019



URGENCY INDEX - August

- In the past 12 years, the August Urgency Index has been as high as 63.3% and as low as 19.3%. And we're at that high mark now.
- The average August Urgency Index during the past 12 years is 51.5% – which is significantly lower than where we are today.
- Contract activity is **down just 0.7%** from last August – but the Urgency Index increased from 58.2% to 63.3%.

URGENCY INDEX
DC Metro Area by Jurisdiction Comparison – August 2019

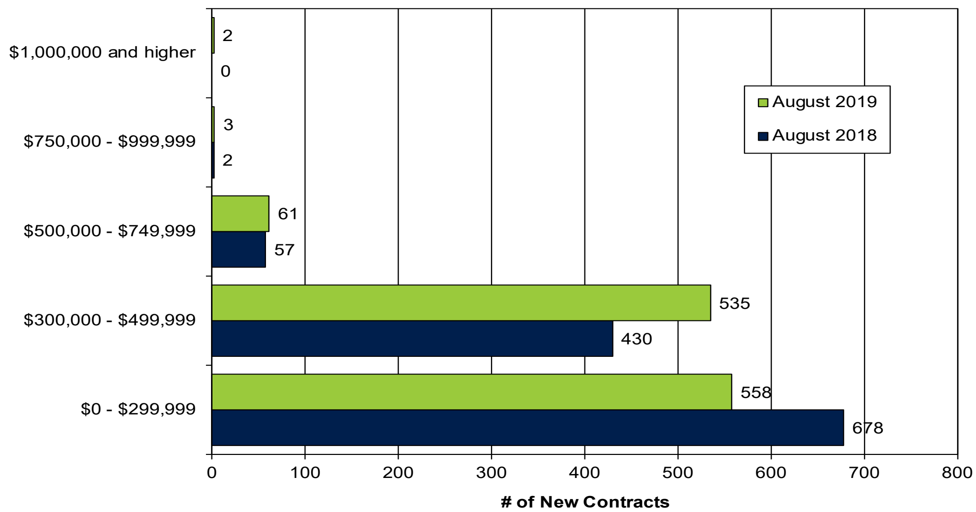


URGENCY INDEX – DC Metro Area

- The average August Urgency Index during the past 12 years for all five of the jurisdictions we track is 52.5% – significantly lower than where we are today which is 63.9% for all five jurisdictions.
- Prince George's County is in third place this month. As noted above, it is higher than its 12-year average.

NEW CONTRACT ACTIVITY

Prince George's County – August 2018 vs. August 2019 by Price Range

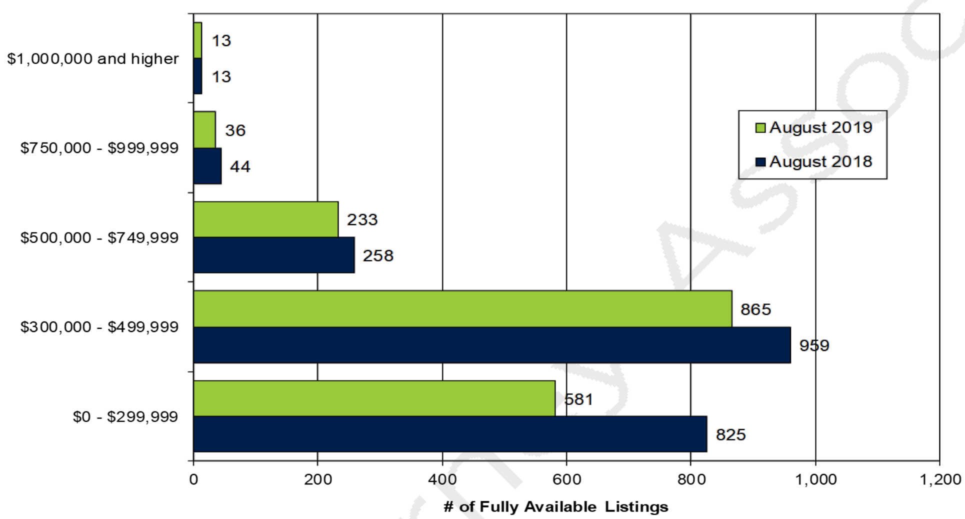


NEW CONTRACT ACTIVITY

- As noted on page 2, the number of new contracts ratified in August 2019 was **down just 0.7%** from August 2018, but there were increases for four price categories, including two homes priced more than $1 million.
- As noted on page 3, contract activity year-to-date is **up 1.7%**.
- **27.8%** of all homes going under contract in August had at least one price reduction.

FULLY AVAILABLE LISTINGS

Prince George's County – August 31, 2018 vs. August 31, 2019

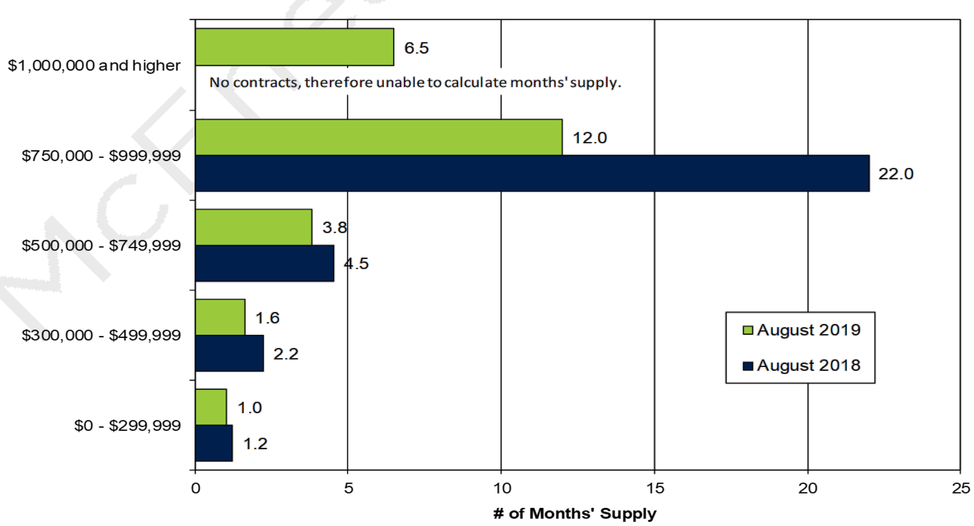


FULLY AVAILABLE LISTINGS

- As noted on page 2, the available inventory for August 2019 was **down 17.7%** from August 2018. Inventory decreased for four price categories.
- **35.0%** of all homes on the market have had at least one price reduction since coming on the market. In August 2018, 40.2% of all homes on the market had at least one price reduction.

MONTHS' SUPPLY

Prince George's County – End of August 2018 vs. End of August 2019

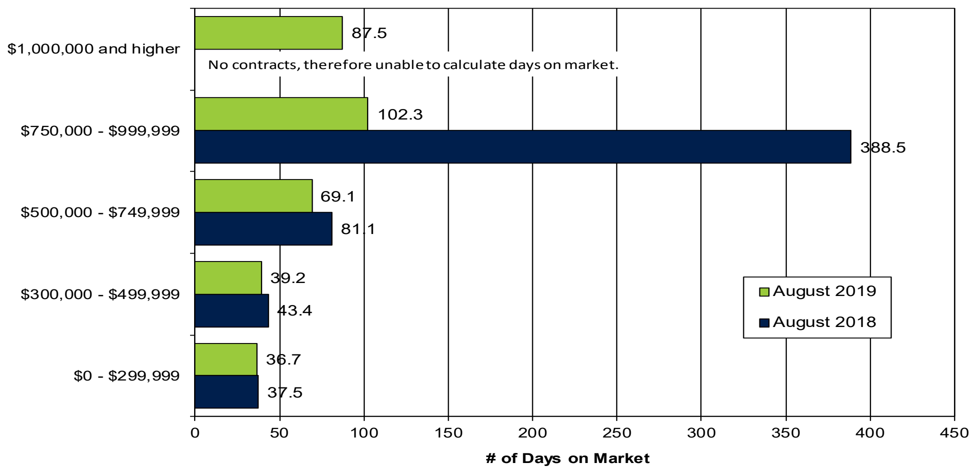


MONTHS' SUPPLY

- The overall supply of homes on the market at the end of August 2019 was **1.5 months**, down from 1.8 months at the end of August 2018.
- Supply is lower for four price categories.

AVERAGE NUMBER OF DAYS ON MARKET

Prince George's County – August 2018 vs. August 2019 – New Contracts

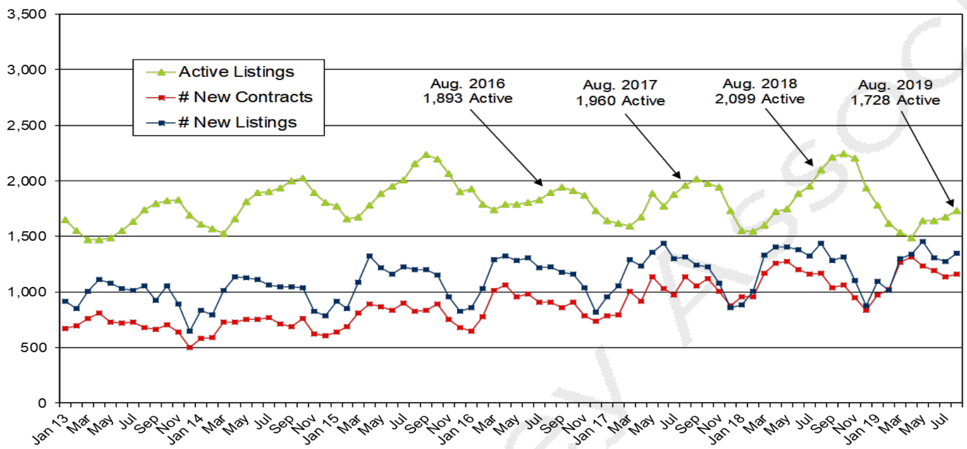


AVERAGE NUMBER OF DAYS ON THE MARKET – NEW CONTRACTS

- The average number of days on the market for all homes receiving contracts in August 2019 was **40 days**, **down from 42 days** in August 2018.

NUMBER OF NEW LISTINGS, NEW CONTRACTS, AND ACTIVE LISTINGS

Prince George's County – January 2013-Current

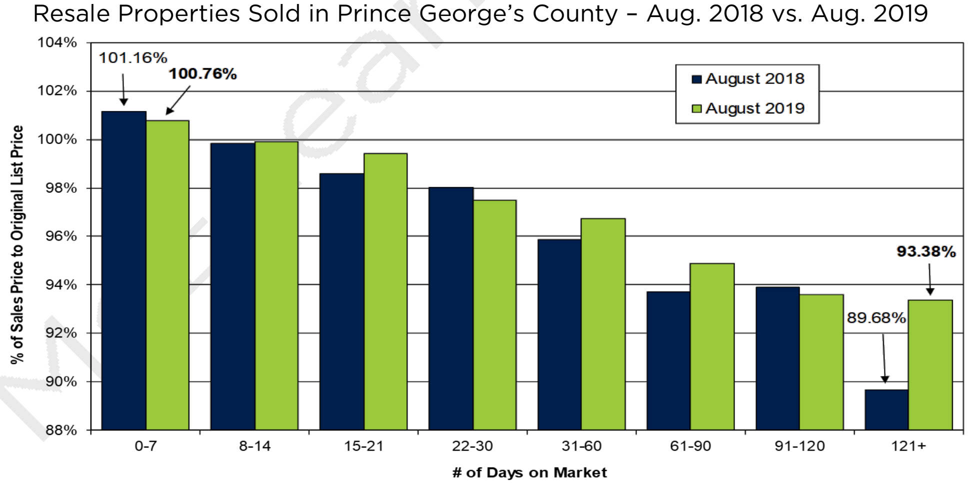


NUMBER OF NEW LISTINGS, CONTRACTS AND ACTIVE LISTINGS

- There were 1,347 new listings that came on the market in August 2019, a **6.1% decrease** from the 1,435 in August 2018.
- The wide gap between available listings and new contract activity that characterized the first couple of years of the decade steadily narrowed during the past three years.

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

Resale Properties Sold in Prince George's County – Aug. 2018 vs. Aug. 2019



RELATIONSHIP OF SALES PRICE TO ORIGINAL LIST 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 August 2019 that received contracts their first week on the market sold, on average, **0.76% above** list. Those that took 4 months or longer to sell sold for **6.62% below** the original price.

SOME DEFINITIONS AND EXPLANATIONS TO AID YOUR UNDERSTANDING OF THE DATA

- The data shown here are collected, in whole or in part, from the Metropolitan Regional Information System, Inc, 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	New This Month			Total Active		
Listings	2018	2019	% Change	2018	2019	% Change
$299,999 and under	169	158	-6.5%	176	157	-10.8%
$300,000 - $499,999	9	16	77.8%	25	26	4.0%
$500,000 - $749,999	1	6	500.0%	9	10	11.1%
$750,000 - $999,999	1	3	200.0%	2	4	100.0%
$1,000,000 & higher	0	0	-	2	2	0.0%
Grand Total:	**180**	**183**	**1.7%**	**214**	**199**	**-7.0%**

CONDO/CO-OP - LISTINGS

- The number of **new** listings for condos and co-ops coming on the market **increased 1.7%** compared to August 2018.
- The fully available inventory of condos as of August 31, 2019 **decreased 7.0%** compared to 2018.

CONTRACTS

Condo/Co-op	New This Month			Year-To-Date		
Contracts	2018	2019	% Change	2018	2019	% Change
$299,999 and under	155	152	-1.9%	1074	1054	-1.9%
$300,000 - $499,999	6	10	66.7%	54	66	22.2%
$500,000 - $749,999	1	2	100.0%	13	20	53.8%
$750,000 - $999,999	0	0	-	3	1	-66.7%
$1,000,000 & higher	0	0	-	0	0	-
Grand Total:	**162**	**164**	**1.2%**	**1144**	**1141**	**-0.3%**

CONDO/CO-OP - CONTRACTS

- The number of condos and co-ops receiving ratified contracts **increased 1.2%** in August 2019 compared to August 2018.
- Year-to-date, contract activity is **down just 0.3%** compared to 2018.

SETTLEMENTS

Condo/Co-op	New This Month			Year-To-Date		
Settlements	2018	2019	% Change	2018	2019	% Change
$299,999 and under	134	124	-7.5%	853	713	-16.4%
$300,000 - $499,999	6	7	16.7%	45	54	20.0%
$500,000 - $749,999	1	5	400.0%	12	16	33.3%
$750,000 - $999,999	0	0	-	3	2	-33.3%
$1,000,000 & higher	0	0	-	0	0	-
Grand Total:	**141**	**136**	**-3.5%**	**913**	**785**	**-14.0%**

Average Sales Price:	Aug 2018	Aug 2019	% Change	YTD 2018	YTD 2019	% Change
Condo/Co-op	$154,377	$187,895	21.7%	$158,779	$177,622	11.9%

CONDO/CO-OP – SETTLEMENTS AND AVERAGE PRICE

- The number of condos and co-ops settling in August 2019 **decreased** 3.5% compared to August 2018. Year-to-date, the number of settlements is **down 14.0%**.
- The average price **increased 21.7%** compared to August 2018.
- Year-to-date, the average price is **up 11.9%**.

Analysis by Property Type – Fee Simple Attached

LISTINGS

Fee Simple Attached	New This Month			Total Active		
Listings	2018	2019	% Change	2018	2019	% Change
$299,999 and under	209	167	-20.1%	211	147	-30.3%
$300,000 - $499,999	87	120	37.9%	160	153	-4.4%
$500,000 - $749,999	7	4	-42.9%	15	9	-40.0%
$750,000 - $999,999	1	0	-100.0%	1	0	-100.0%
$1,000,000 & higher	0	0	-	1	0	-100.0%
Grand Total:	304	291	-4.3%	388	309	-20.4%

ATTACHED HOMES – LISTINGS

- The number of new listings coming on the market in August 2019 for fee simple attached homes **decreased** 4.3% compared to August 2018.
- The fully active inventory at the end of August **decreased** 20.4% compared to the available inventory at the end of August 2018.

CONTRACTS

Fee Simple Attached	New This Month			Year-To-Date		
Contracts	2018	2019	% Change	2018	2019	% Change
$299,999 and under	192	156	-18.8%	1524	1353	-11.2%
$300,000 - $499,999	62	74	19.4%	501	638	27.3%
$500,000 - $749,999	2	1	-50.0%	12	18	50.0%
$750,000 - $999,999	0	1	-	0	3	-
$1,000,000 & higher	0	0	-	0	0	-
Grand Total:	256	232	-9.4%	2037	2012	-1.2%

ATTACHED HOMES – CONTRACTS

- Contract activity for attached homes **decreased** 9.4.% in August 2019 compared to August 2018.
- Year-to-date, contract activity is **down** 1.2% compared to last year.

SETTLEMENTS

Fee Simple Attached	New This Month			Year-To-Date		
Settlements	2018	2019	% Change	2018	2019	% Change
$299,999 and under	169	127	-24.9%	1184	972	-17.9%
$300,000 - $499,999	67	67	0.0%	402	458	13.9%
$500,000 - $749,999	1	1	0.0%	9	21	133.3%
$750,000 - $999,999	0	0	-	0	0	-
$1,000,000 & higher	0	0	-	0	0	-
Grand Total:	237	195	-17.7%	1595	1451	-9.0%

Average Sales Price:	Aug 2018	Aug 2019	% Change	YTD 2018	YTD 2019	% Change
Fee Simple Attached	$272,907	$295,298	8.2%	$264,172	$284,819	7.8%

ATTACHED HOMES – SETTLEMENTS AND AVERAGE PRICE

- The number of settlements **decreased** 17.7% in August 2019 compared to August 2018. Year-to-date, the number of settlements is **down** 9.0%.
- The average sales price was **up** 8.2% in August 2019 compared to August 2018.
- The average sales price year-to-date is **up** 7.8%.

Analysis by Property Type – Fee Simple Detached

LISTINGS

Fee Simple Detached	New This Month			Total Active		
Listings	2018	2019	% Change	2018	2019	% Change
$299,999 and under	327	240	-26.6%	438	277	-36.8%
$300,000 - $499,999	528	503	-4.7%	774	686	-11.4%
$500,000 - $749,999	88	116	31.8%	234	214	-8.5%
$750,000 - $999,999	7	11	57.1%	41	32	-22.0%
$1,000,000 & higher	1	3	200.0%	10	11	10.0%
Grand Total:	951	873	-8.2%	1497	1220	-18.5%

DETACHED HOMES – LISTINGS

- The number of new listings for fee simple detached homes **decreased 8.2%** in August 2019 compared to August 2018.
- The number of detached homes on the market on August 31, 2019 was **down 18.5%** compared to August 31, 2018.

CONTRACTS

Fee Simple Detached	New This Month			Year-To-Date		
Contracts	2018	2019	% Change	2018	2019	% Change
$299,999 and under	331	250	-24.5%	2634	2194	-16.7%
$300,000 - $499,999	362	451	24.6%	2868	3369	17.5%
$500,000 - $749,999	54	58	7.4%	425	547	28.7%
$750,000 - $999,999	2	2	0.0%	27	26	-3.7%
$1,000,000 & higher	0	2	-	2	6	200.0%
Grand Total:	749	763	1.9%	5956	6142	3.1%

DETACHED HOMES – CONTRACTS

- Contract activity for detached homes **increased 1.9%** in August 2019 compared to August 2018.
- Year-to-date, contract activity is **up 3.1%.**

SETTLEMENTS

Fee Simple Detached	New This Month			Year-To-Date		
Settlements	2018	2019	% Change	2018	2019	% Change
$299,999 and under	221	183	-17.2%	2019	1527	-24.4%
$300,000 - $499,999	344	346	0.6%	2402	2518	4.8%
$500,000 - $749,999	59	63	6.8%	362	401	10.8%
$750,000 - $999,999	4	1	-75.0%	15	18	20.0%
$1,000,000 & higher	0	0	-	0	3	-
Grand Total:	628	593	-5.6%	4798	4467	-6.9%

Average Sales Price:	Aug 2018	Aug 2019	% Change	YTD 2018	YTD 2019	% Change
Fee Simple Detached	$350,984	$352,604	0.5%	$330,843	$346,471	4.7%

DETACHED HOMES – SETTLEMENTS AND AVERAGE PRICE

- The number of settlements **decreased 5.6%** in August 2019 compared to August 2018. Year-to-date, the number of settlements is **down 6.9%.**
- The average sales price for detached homes **increased just 0.5%** in August 2019 compared to August 2018.
- The average sales price year-to-date is **up 4.7%.**

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 detached homes priced $300,000-$499,999 in August 2019 was 39.7%; that compares to a rate of 31.9% in August 2018, and the increase means the market was better in 2019 for that type of home. If the absorption rate was less in 2019 than in 2018, we have put the 2018 rate in **red**. This month there was **improvement for 11 of the 14 individual price categories** with contract activity, and two remained the same.

Condo/Co-op	August 2018			August 2019		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
$299,999 and under	176	155	46.8%	157	152	**49.2%**
$300,000 - $499,999	25	6	19.4%	26	10	**27.8%**
$500,000 - $749,999	9	1	10.0%	10	2	**16.7%**
$750,000 - $999,999	2	0	0.0%	4	0	**0.0%**
$1,000,000 & higher	2	0	0.0%	2	0	**0.0%**
Grand Total:	**214**	**162**	**43.1%**	**199**	**164**	**45.2%**

ABSORPTION RATES – CONDOS AND CO-OPS

- The overall absorption rate for condos and co-ops for August was 45.2%, which is an increase from the 43.1% rate in August 2018.

Fee Simple Attached	August 2018			August 2019		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
$299,999 and under	211	192	47.6%	147	156	**51.5%**
$300,000 - $499,999	160	62	27.9%	153	74	**32.6%**
$500,000 - $749,999	15	2	11.8%	9	1	**10.0%**
$750,000 - $999,999	1	0	-	0	1	**100.0%**
$1,000,000 & higher	1	0	-	0	0	**-**
Grand Total:	**388**	**256**	**39.8%**	**309**	**232**	**42.9%**

ABSORPTION RATES – ATTACHED HOMES

- The overall absorption rate for attached homes for August was 42.9%, which is an increase from the 39.8% rate in August 2018.

Fee Simple Detached	August 2018			August 2019		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
$299,999 and under	438	331	43.0%	277	250	**47.4%**
$300,000 - $499,999	774	362	31.9%	686	451	**39.7%**
$500,000 - $749,999	234	54	18.8%	214	58	**21.3%**
$750,000 - $999,999	41	2	4.7%	32	2	**5.9%**
$1,000,000 & higher	10	0	0.0%	11	2	**15.4%**
Grand Total:	**1497**	**749**	**33.3%**	**1220**	**763**	**38.5%**

ABSORPTION RATES – DETACHED HOMES

- August 2019's absorption rate for detached homes was 38.5%, which is an increase from the 33.3% rate in August 2018.