

November 2022 Market Report

Washington Metro

Washington Metro Market Key Findings

Slowest Market in More than a Decade

Home sales activity typically slows during the winter holidays and that seasonal slowdown is fully evident in the Washington area housing market. But home sales in November were off by more than they typically are, reflecting the housing market transition under way in the region.

After surpassing 7%, mortgage rates fell by a half percentage point by the end of November. However, that drop in rates was not sufficient to induce Washington area buyers back into the market. A bigger factor is a lack of inventory which remains significantly below normal levels and affordability challenges that continue to price some buyers out of the market.

In November, there were 3,671 total closed sales in the Washington metro area which is 42.0% lower than the pace of sales activity last November. This is the lowest November sales total in the region since 2011. Sales also fell 9.8% between October and November.

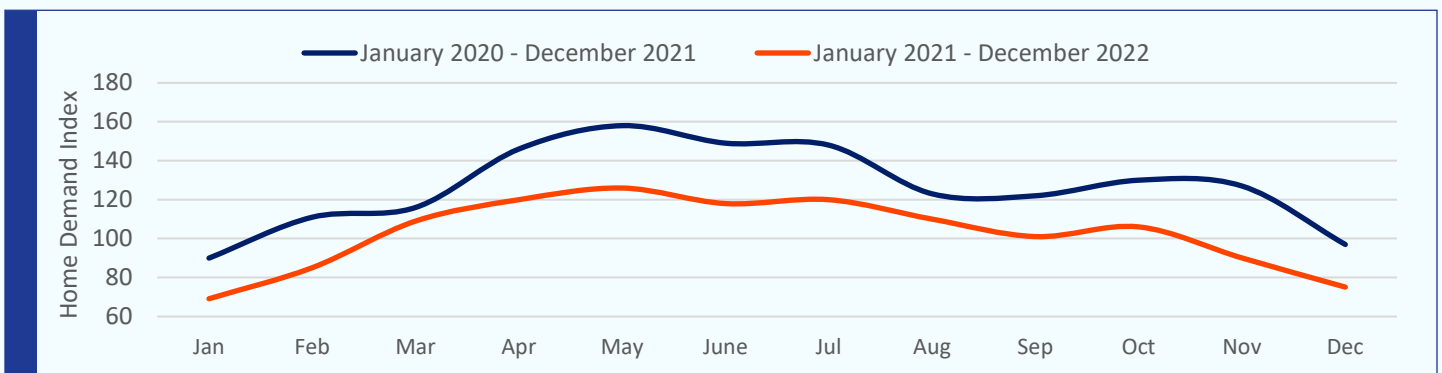
Prices are still rising but at 1.4%, November's price change was the lowest year-over-year growth since 2018.

	November 2022		vs. November 2021
Closed sales	3,671	▼	-42.0%
Median sales price	\$550,000	▲	+1.4%
Median days on market	17	▲	+6 days
New pending sales	3,433	▼	-42.4%
New listings	4,284	▼	-22.0%
Active listings	7,059	▲	+19.9%
Months of supply	1.31	▲	+50.6%
Showings	73,856	▼	-42.1%

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), market activity continued to drop. The December HDI for the Washington metro area was 75, indicating Slow market conditions. The index is down from 97 a year ago and fell from 90 last month.

Bright MLS T3 Home Demand Index



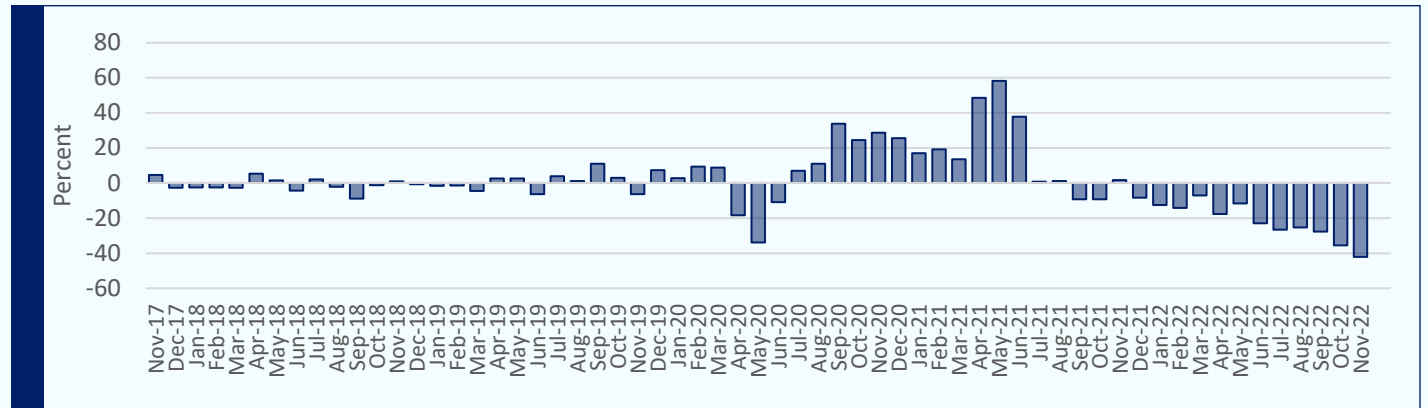
Market Outlook

The Washington area housing market has come to a dramatic slowdown this winter. Moving forward, home sales will continue to be slow as relatively high home prices and rates above 6% will continue to keep some prospective buyers out of the market. According to Bright MLS forecasts, the number of home sales in the Baltimore metro area is projected to fall by 4% in 2023 compared to 2022, a more significant year-over-year decline than other Mid-Atlantic metro areas.

Home prices peaked in the region during the summer of 2022. There are possibilities of price corrections in some outlying areas of the region, but overall home prices will remain fairly stable across the Washington area. It is expected that the regional median home price will rise by 1.1% in 2023.

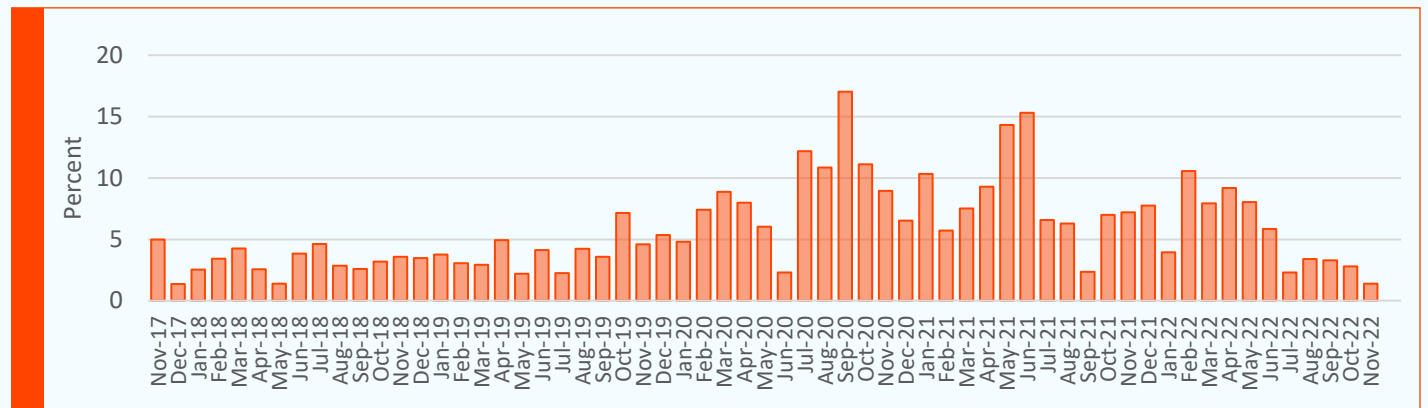
Closed Sales Year-Over-Year Change

In November, there were 3,671 home sales in the Washington metro area, which was down 42.0% from a year ago and is the lowest November sales total in more than a decade. Single-family homes and townhomes in the metro area saw 40 plus percent declines from last year.



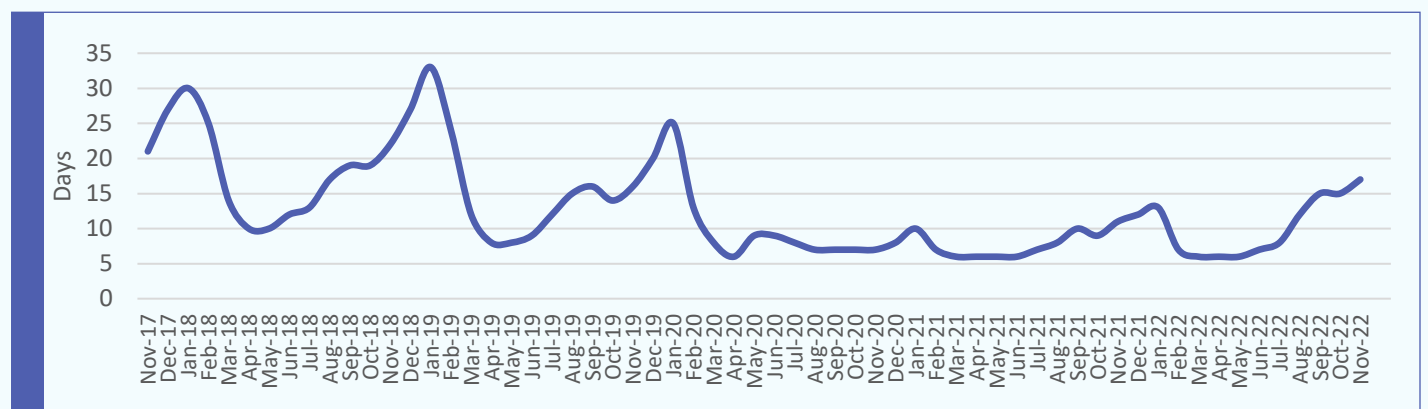
Median Sales Price Year-Over-Year Change

The median sales price was \$538,735 in November, a 1.4% increase over a year ago. Prices did fall month over month for the second time in three months, falling 2.0% from October. Single-family homes and townhomes saw modest price increases from last year while condominiums saw a decline of 1.4%.



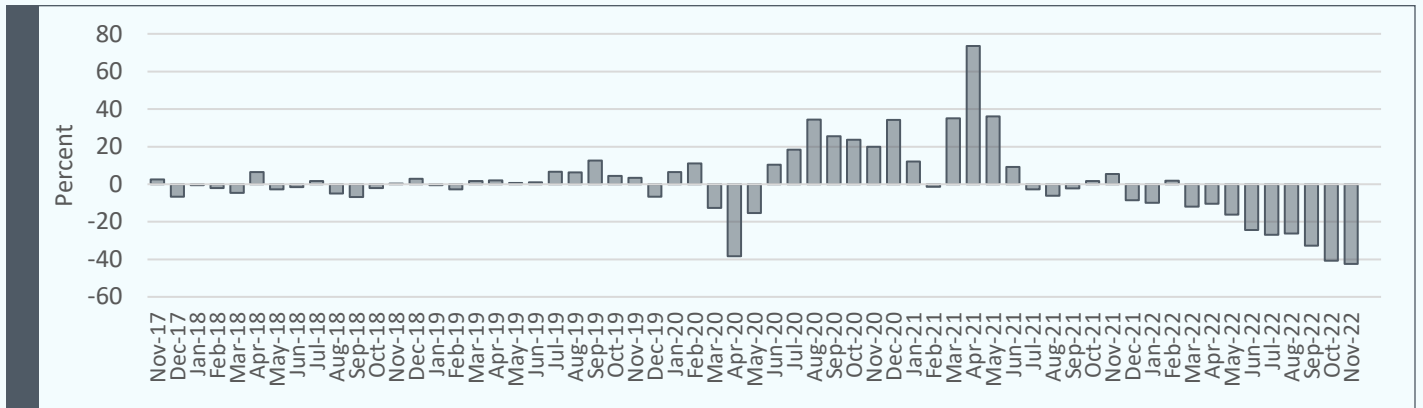
Median Days on Market

In November, homes are taking almost a week longer than last year to see. The median days on market was 17, an increase of six days from last year and two days longer than October.



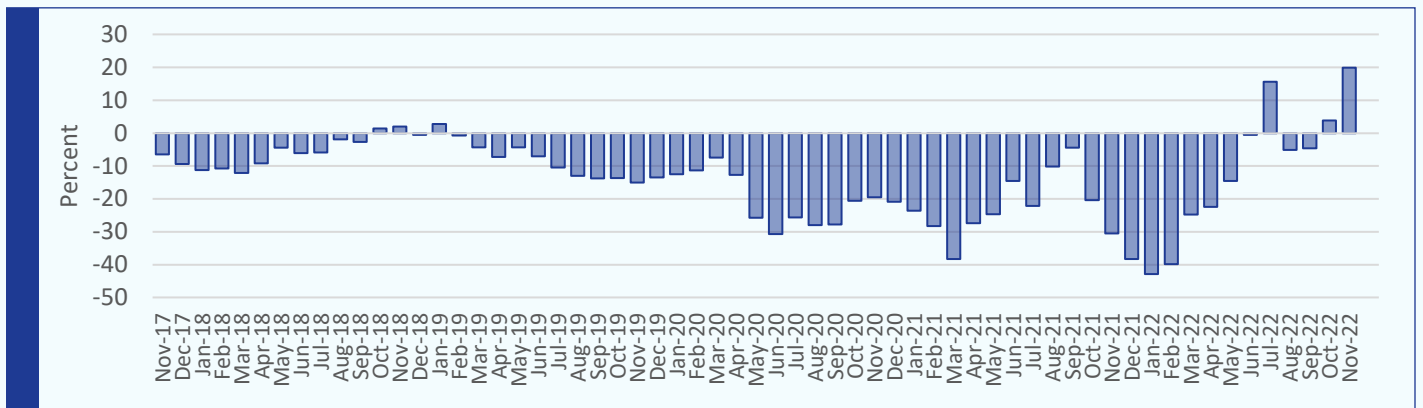
New Pending Sales Year-Over-Year Change

The number of new pending sales was down 42.4% in November. Across the Washington metro area, there were just 3,433 new pending sales. Across all property types in the metro area, new pending sales were down greater than 40% for each property type.



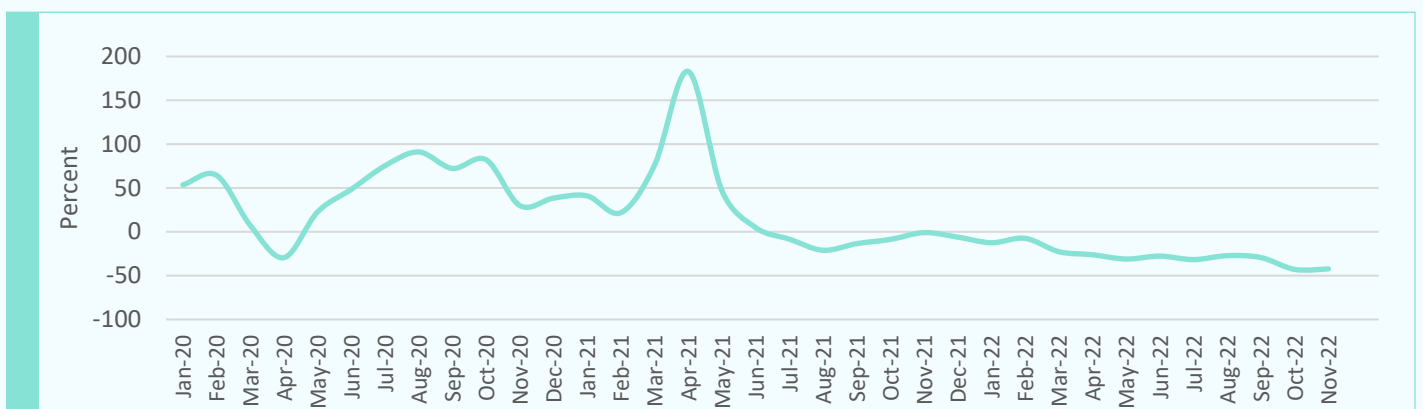
Active Listings Year-Over-Year Change

At the end of November, there was a total of 7,059 active listings across the Washington metro area. Inventory is up by 19.9% compared to a year ago, led by a surge in the number of single-family detached homes on the market (+54.4%).



Showings Year-Over-Year Change

Showing activity plunged in November, with the number of showings fell to 73,856. The total number of showings was off by 42.1% compared to last November and down 19.6% from October.



Local Markets

Home sales activity has stalled throughout the Washington metro area. In November, the number of new pending sales was down by more than 40% compared to last year. The biggest year-over-year declines were in Falls Church City, VA (-61.5%) and Arlington County, VA (-50.7%).

New purchase contracts have slowed because of a pullback in buyer demand but also because of limited inventory. The number of new listings coming on the market in November was down 40% in Falls Church City. New listings fell by 26.5% in Frederick County, MD and by 25.0% in Arlington County.

Homes are taking longer to sell. In Washington DC, for example, homes typically took nearly a month to sell (27 days), which is 11 days longer than last year at this time.

Inventory is expanding as homes stay on the market longer but in many markets in the Washington metro area, there is still less than one month of supply. In Washington DC, where inventory has increased the most, there is still just 2.59 months of supply.



CLOSED SALES

	November 2022	vs. November 2021
Alexandria City, VA	128	-49.4%
Arlington County, VA	169	-41.9%
Fairfax City, VA	15	-37.5%
Fairfax County, VA	850	-45.0%
Falls Church City, VA	7	-36.4%
Frederick County, MD	301	-38.3%
Loudoun County, VA	322	-48.6%
Montgomery County, MD	770	-37.7%
Prince George's County, MD	602	-40.0%
Washington, DC	507	-40.6%
Washington Metro	3,671	-42.0%

MEDIAN SALES PRICE

	November 2022	vs. November 2021
Alexandria City, VA	\$525,000	-14.9%
Arlington County, VA	\$586,500	-18.5%
Fairfax City, VA	\$815,957	+21.3%
Fairfax County, VA	\$627,582	+5.8%
Falls Church City, VA	\$727,010	-14.5%
Frederick County, MD	\$442,220	+7.3%
Loudoun County, VA	\$627,500	+4.6%
Montgomery County, MD	\$540,717	+3.0%
Prince George's County, MD	\$385,000	+0.8%
Washington, DC	\$645,000	-11.0%
Washington Metro	\$538,735	+1.4%

Local Markets Continued

NEW PENDINGS

NEW LISTINGS

MEDIAN DAYS ON MARKET

	November 2022	vs. November 2021	November 2022	vs. November 2021	November 2022	vs. November 2021
Alexandria City, VA	125	-46.6%	159	-16.8%	20	+4
Arlington County, VA	137	-50.7%	159	-25.0%	21	+4
Fairfax City, VA	19	-40.6%	25	-16.7%	7	-6
Fairfax County, VA	763	-43.0%	819	-23.8%	16	+4
Falls Church City, VA	5	-61.5%	6	-40.0%	27	+17
Frederick County, MD	269	-40.5%	347	-26.5%	11	+4
Loudoun County, VA	292	-37.2%	355	-14.0%	18	+11
Montgomery County, MD	650	-45.1%	746	-24.3%	13	+3
Prince George's County, MD	695	-37.4%	843	-22.1%	18	+7
Washington, DC	478	-43.8%	825	-19.3%	27	+11
Washington Metro	3,433	-42.4%	4,284	-22.0%	17	+6

ACTIVE LISTINGS

MONTHS OF SUPPLY

	November 2022	vs. November 2021	November 2022	vs. November 2021
Alexandria City, VA	236	-2.5%	1.05	+15.4%
Arlington County, VA	340	-8.1%	1.38	+9.5%
Fairfax City, VA	34	3.0%	1.10	+17.0%
Fairfax County, VA	1,495	+25.1%	.98	+60.7%
Falls Church City, VA	10	-45.5%	.50	-27.5%
Frederick County, MD	462	+29.5%	.99	+59.7%
Loudoun County, VA	622	+85.9%	.97	+155.3%
Montgomery County, MD	1,131	+9.7%	.96	+35.2%
Prince George's County, MD	1,409	+45.6%	1.50	+74.4%
Washington, DC	2,152	+7.4%	2.59	+28.9%
Washington Metro	7,059	+19.9%	1.31	+50.6%

Prices Down From Peak

The median home price in the Washington region was up modestly year-over-year. But home prices have fallen from their summer 2022 peak levels.

Regionwide, the median home price in November is 9.1% lower than the 2022 peak. Among the larger jurisdictions, the biggest drop from peak levels is in Montgomery County, MD (-13.7%), Arlington County, VA (-12.0%), and Washington DC (-10.3%). The median price in Alexandria City, VA is still at its peak level.

Local Markets Continued

	SHOWINGS		HOME DEMAND INDEX	
	November 2022	vs. November 2021	December 2022	vs. December 2021
Alexandria City, VA	2,399	-35.6%	112	-24.8%
Arlington County, VA	2,983	-37.0%	127	-22.6%
Fairfax City, VA	542	-23.8%	83	-17.8%
Fairfax County, VA	16,401	-42.3%	79	-24.8%
Falls Church City, VA	73	-53.2%	52	-45.3%
Frederick County, MD	4,231	-43.0%	53	-22.1%
Loudoun County, VA	5,383	-47.8%	69	-13.8%
Montgomery County, MD	14,757	-44.3%	64	-25.6%
Prince George's County, MD	16,356	-43.4%	83	-21.7%
Washington, DC	10,731	-35.2%	76	-22.4%
Washington DC Metro	73,856	-42.1%	75	-22.7%

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 BrightMLS.com.

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