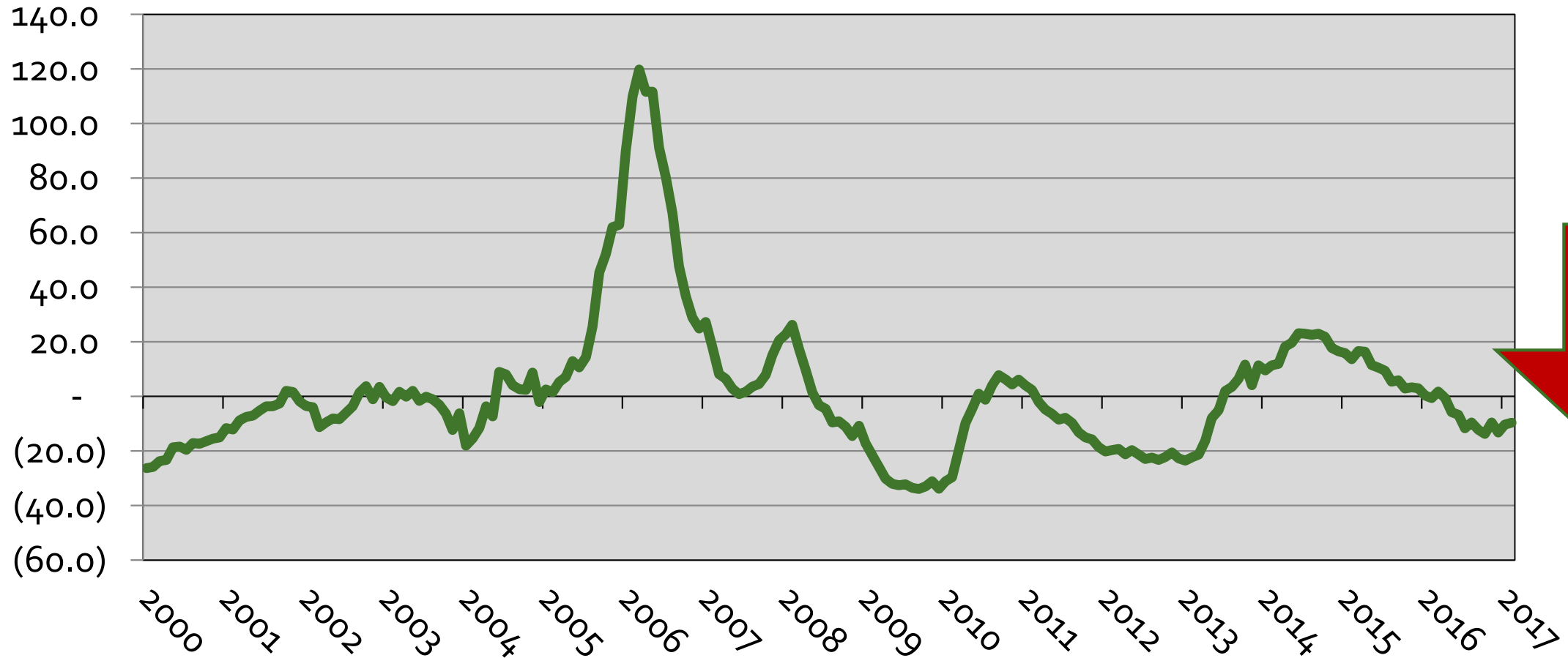


Regional Real Estate Trends

Terry L. Clower, Ph.D.
Director, Center for Regional Analysis
Schar School of Policy and Government
George Mason University

March 24, 2017

Percent Change in Inventories of Existing Homes Month-Over-Year 2000 – 2016, MSA



Feb
-9.6%

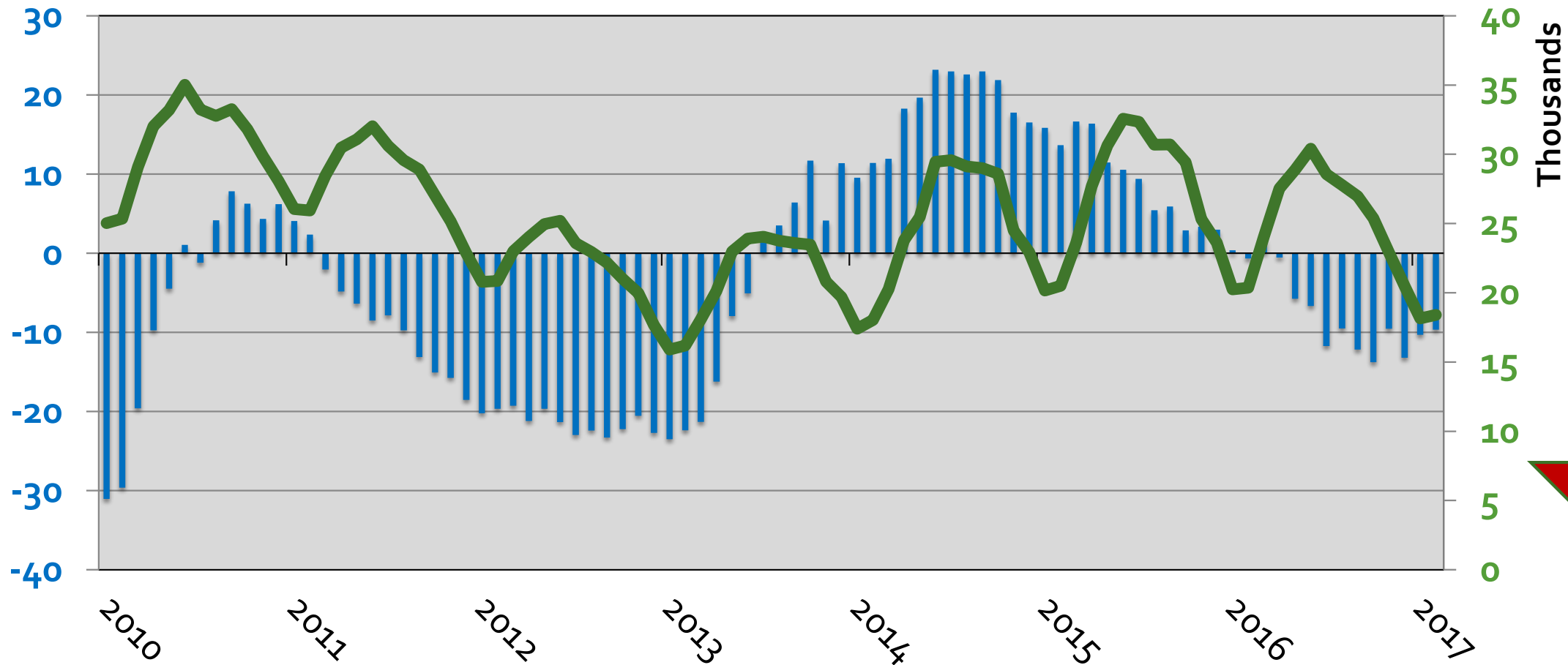
Source: Metropolitan Regional Information Systems (MRIS), GMU Center for Regional Analysis. Total monthly inventory includes listings active at the end of the month plus sales during the month.

Inventories of Existing Homes

Month-Over-Year 2000 – 2017, MSA



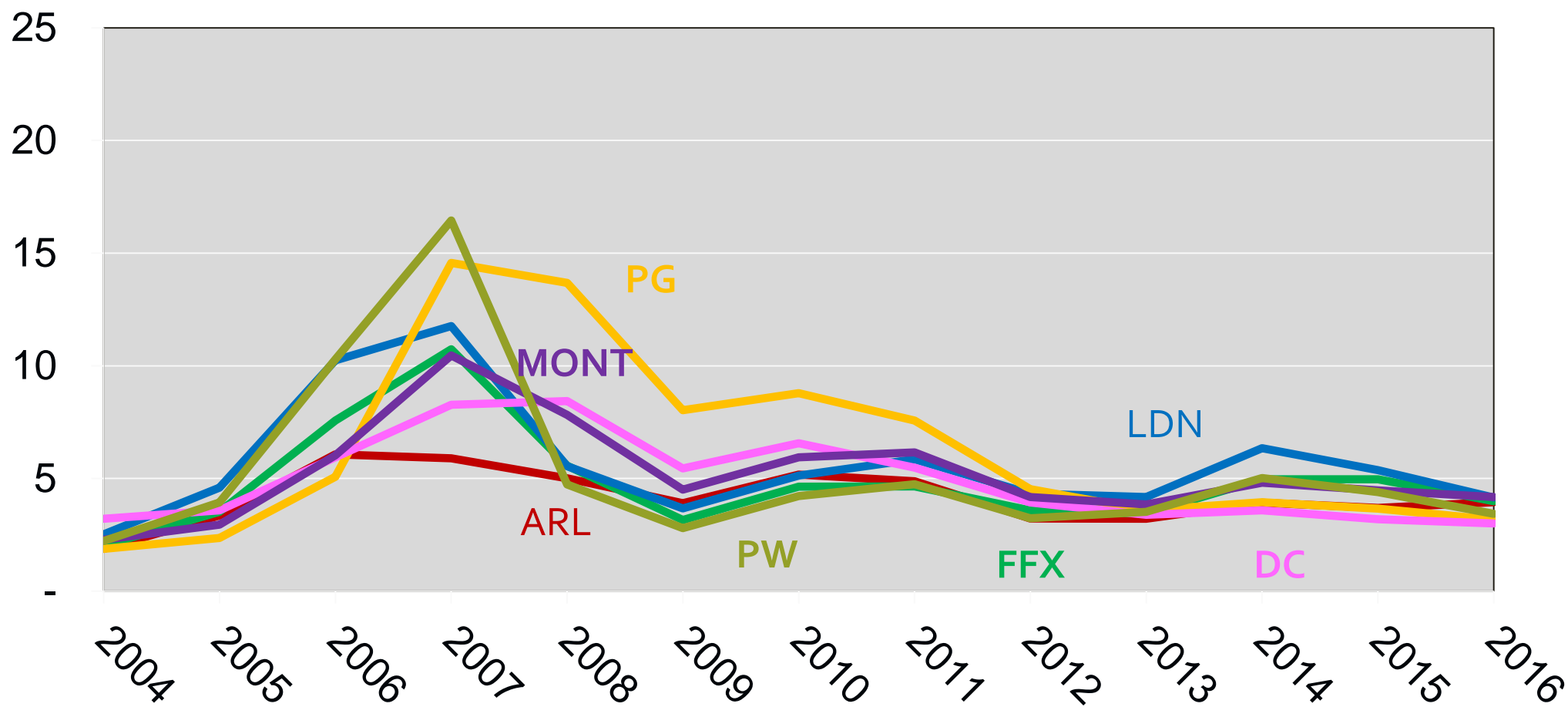
■ % Chg Inv — Inventory



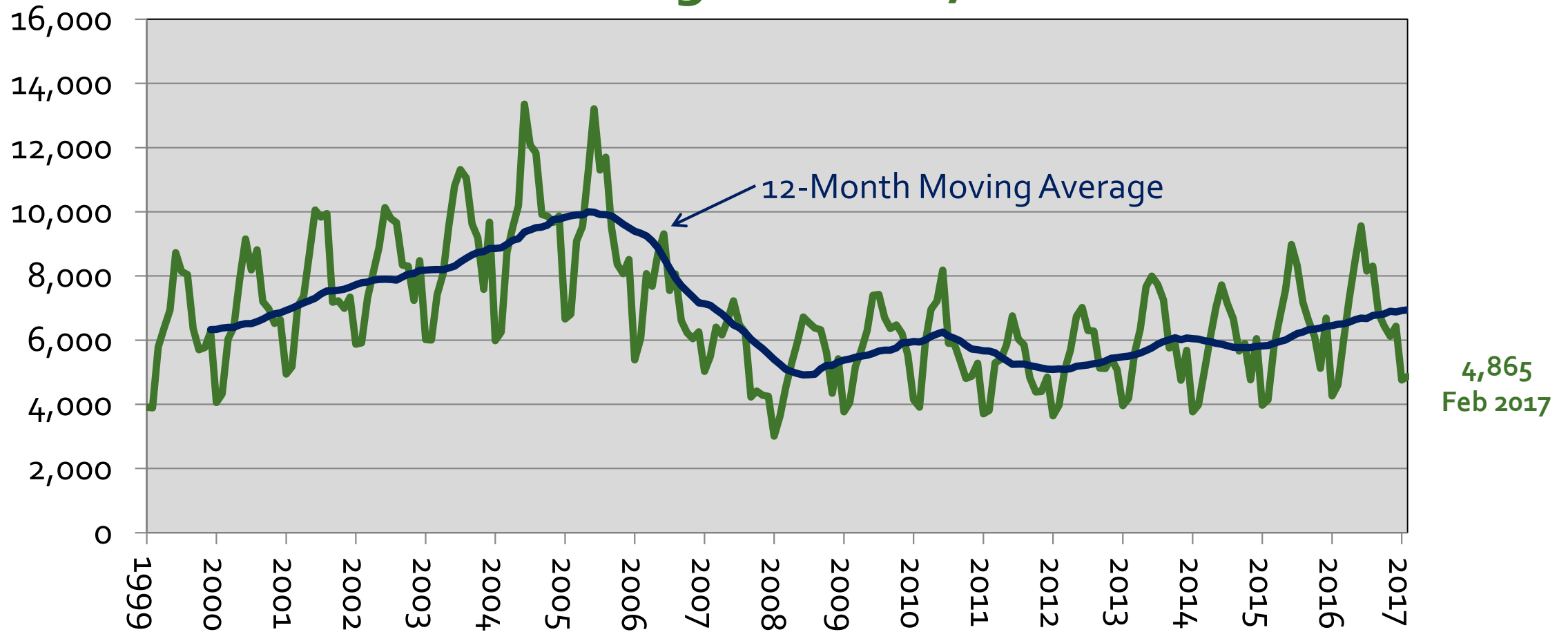
FEB
-9.6%

Source: Metropolitan Regional Information Systems (MRIS), GMU Center for Regional Analysis. Total monthly inventory includes listings active at the end of the month plus sales during the month.

Total Listings Per Sale Sep Each Year



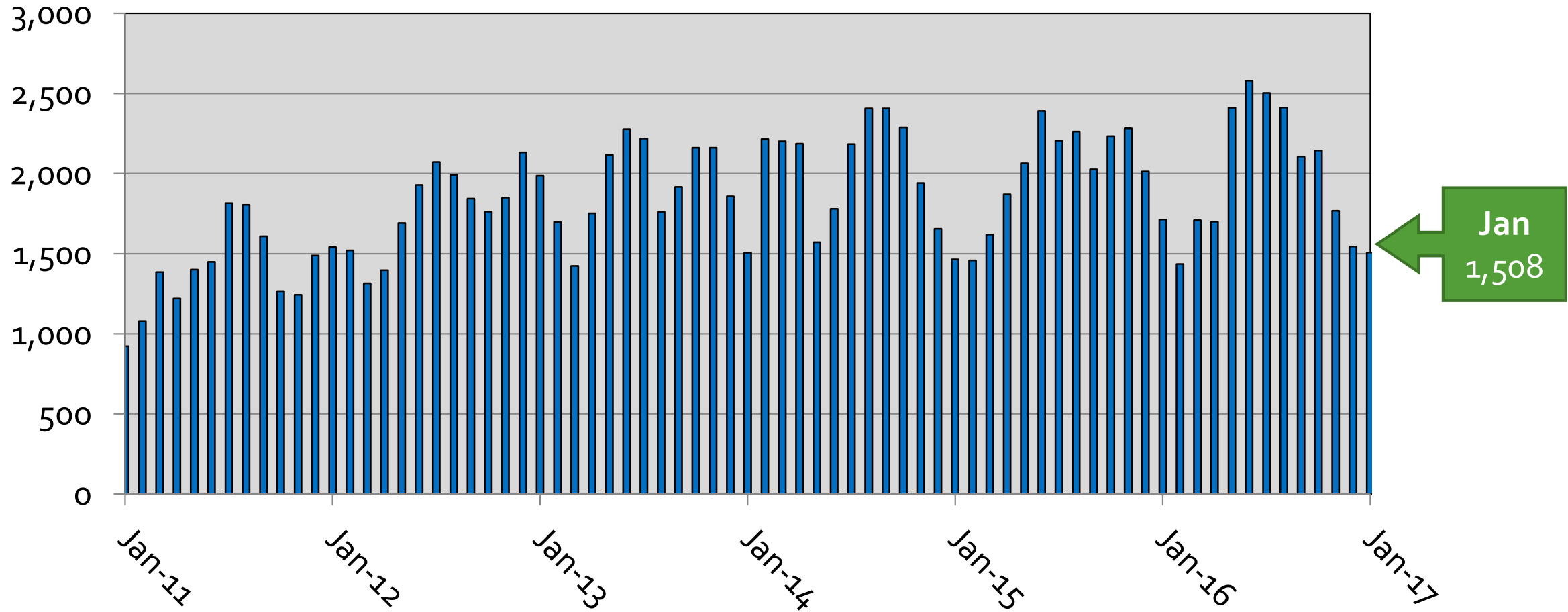
Existing Home Sales Washington MSA Through Feb 2017



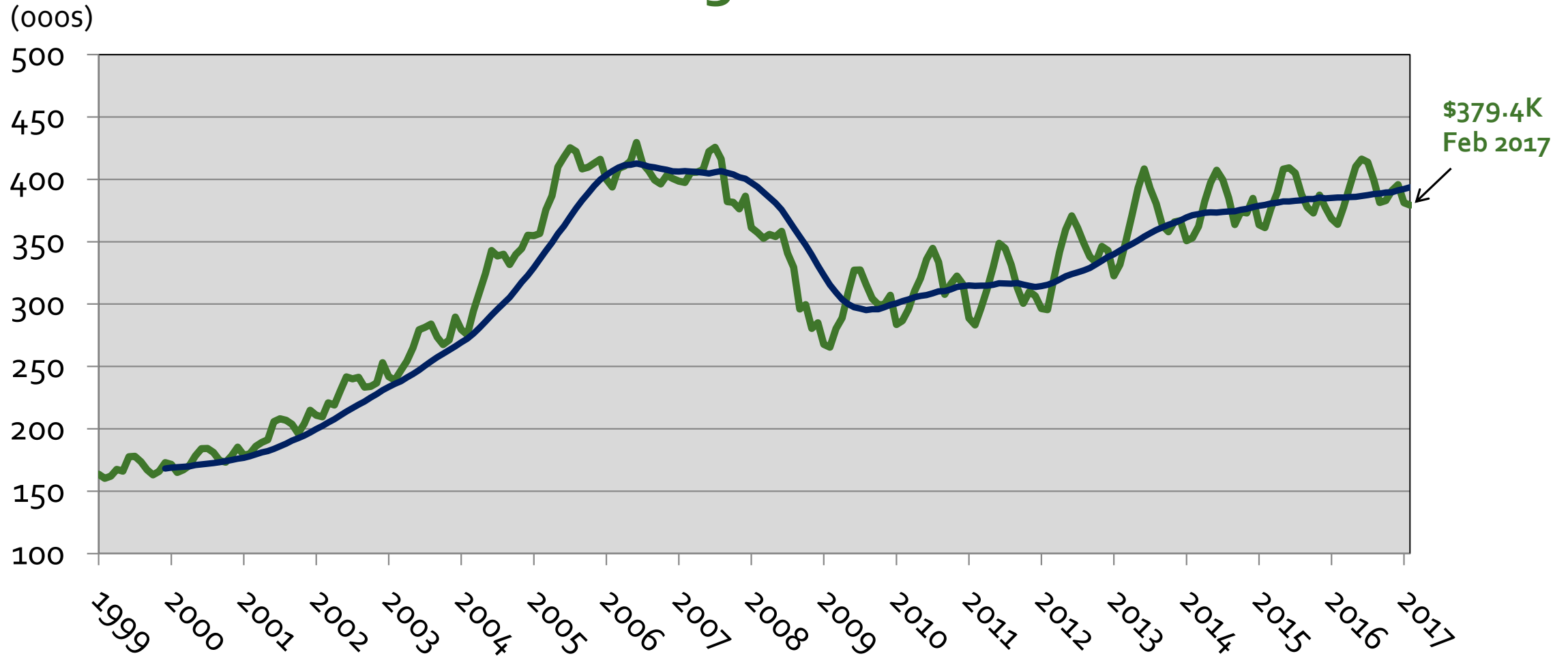
Washington MSA Building Permits



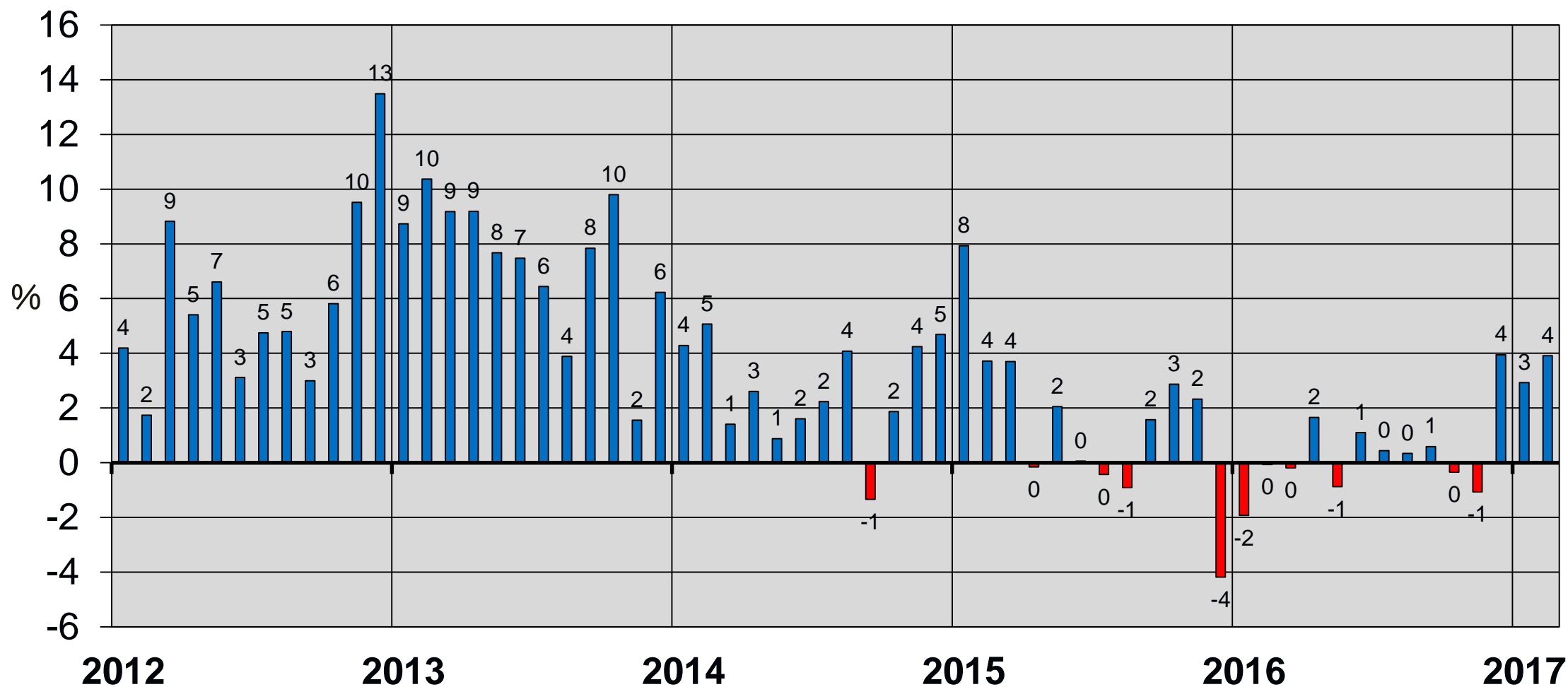
2010 – 2017, 3-Month Moving Avg



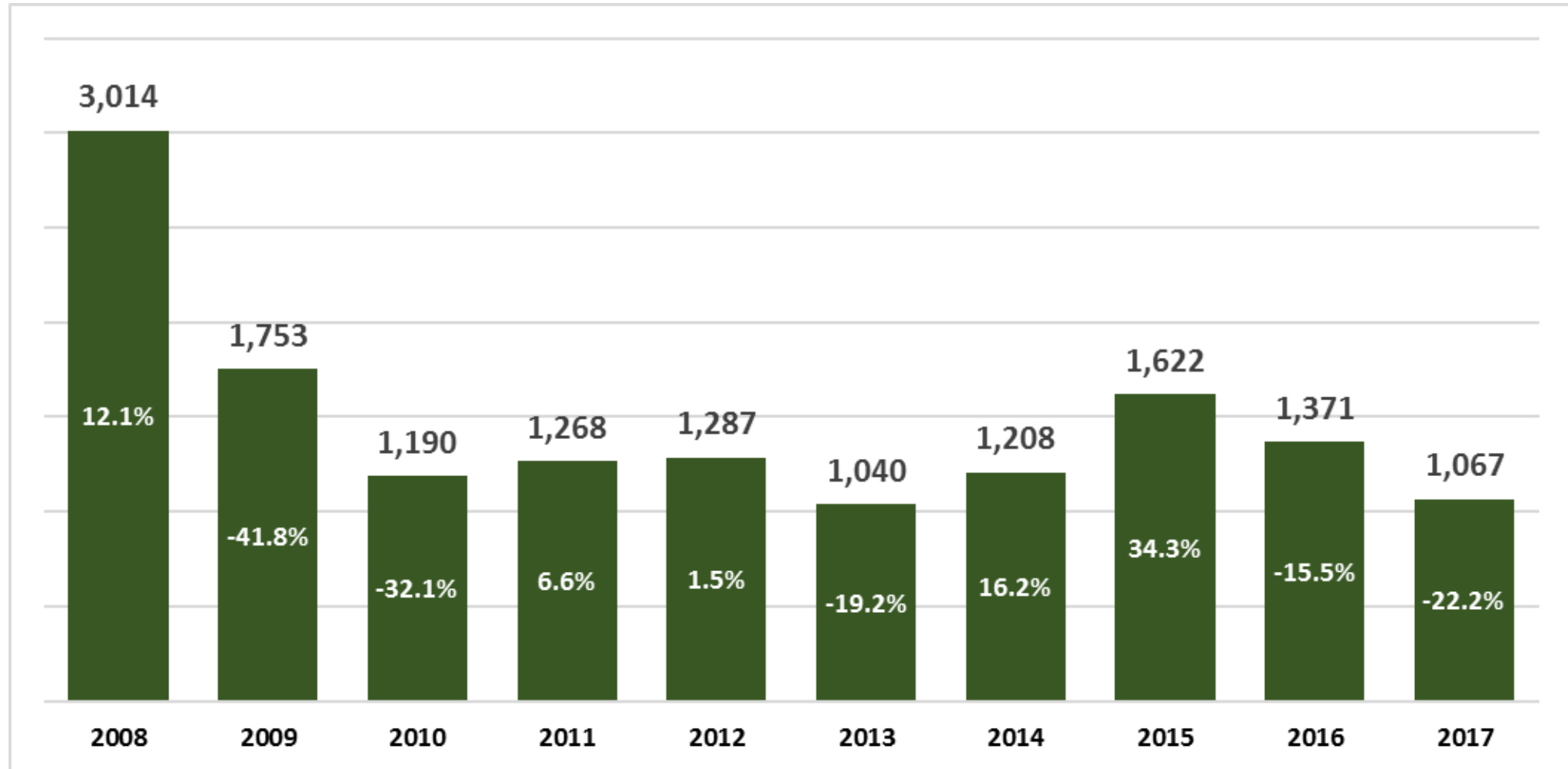
Median House Sales Price Washington MSA



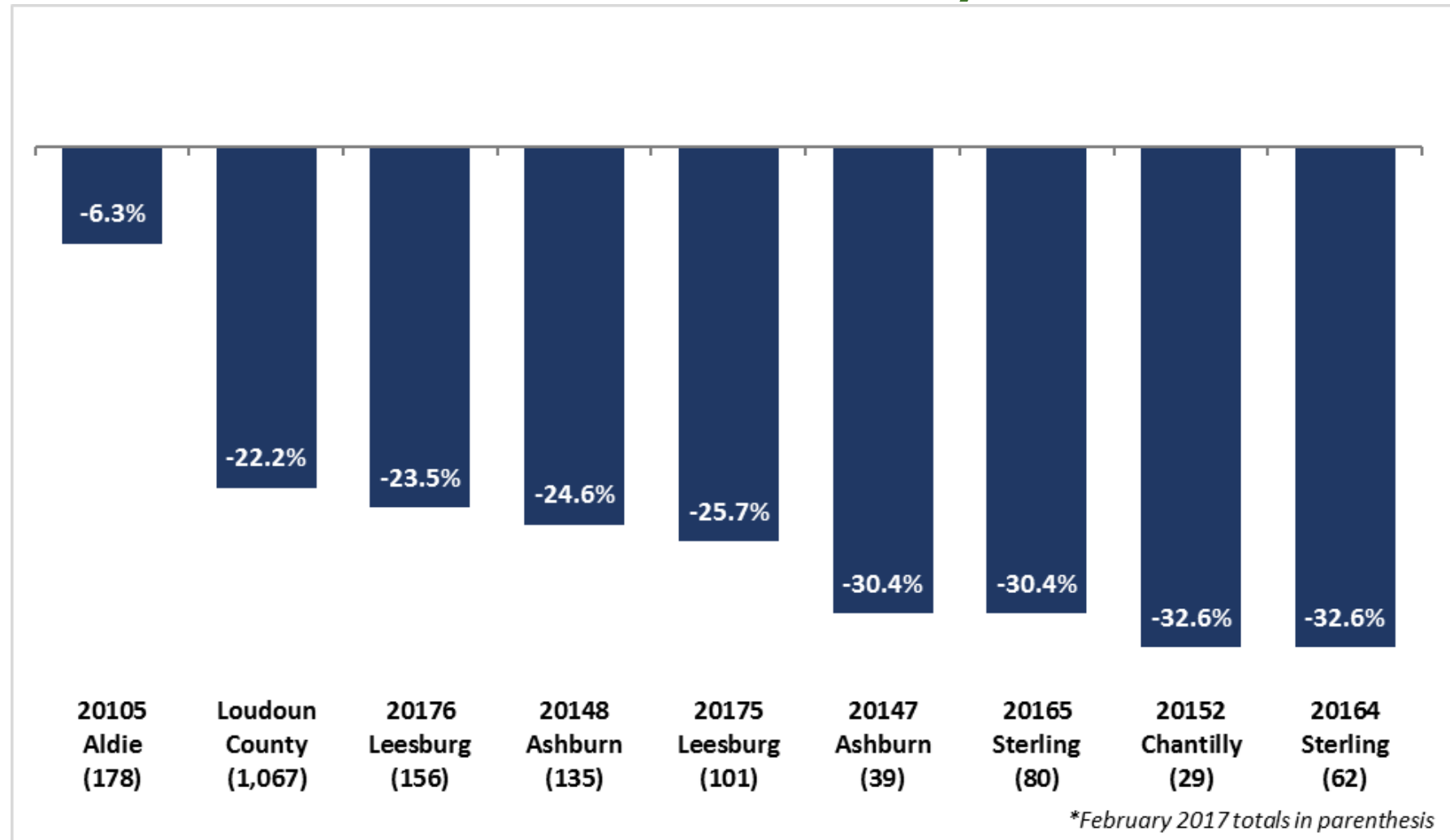
Average Sales Price Percent Change (MOTYC) Northern Virginia



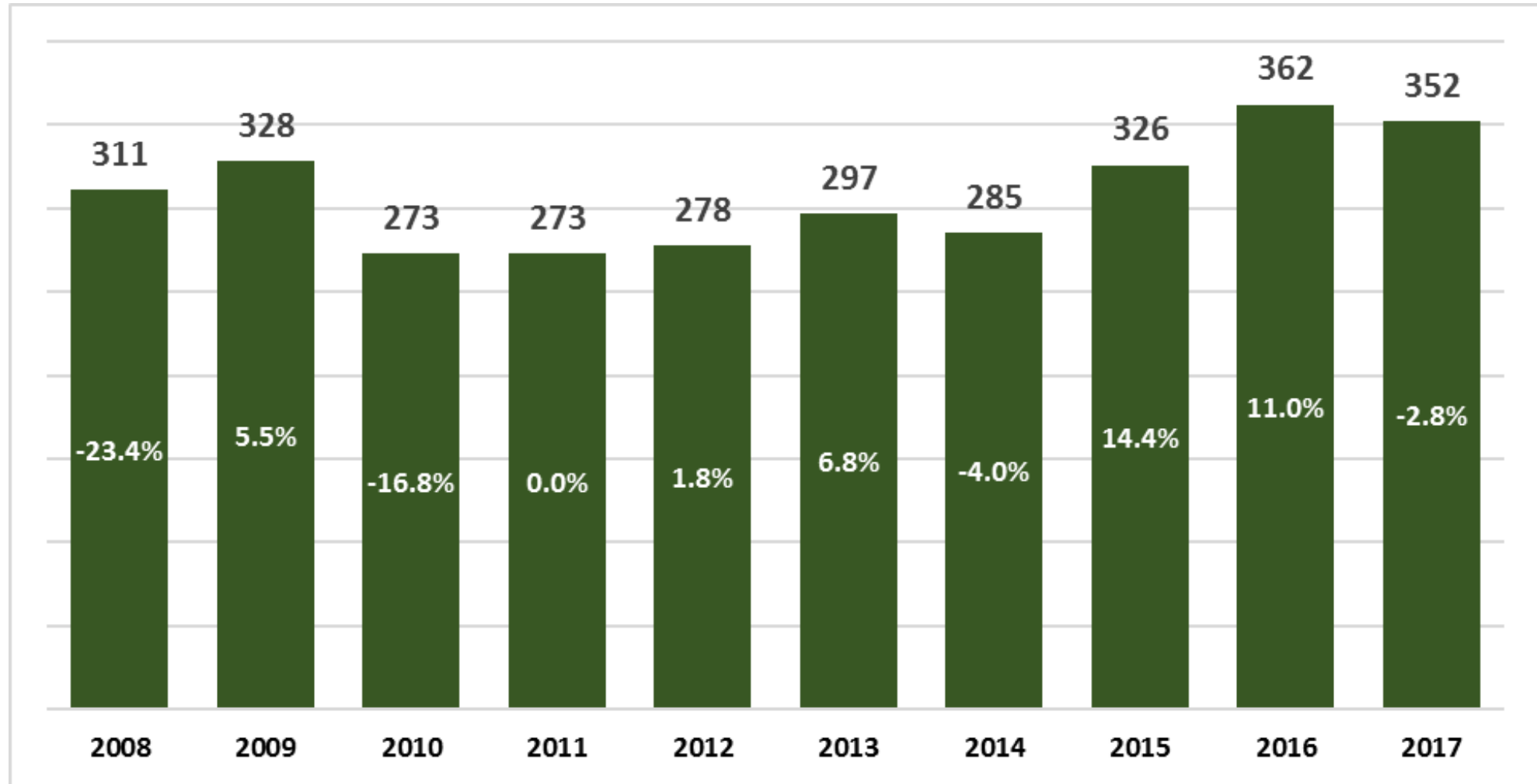
February Active Listings Loudoun County



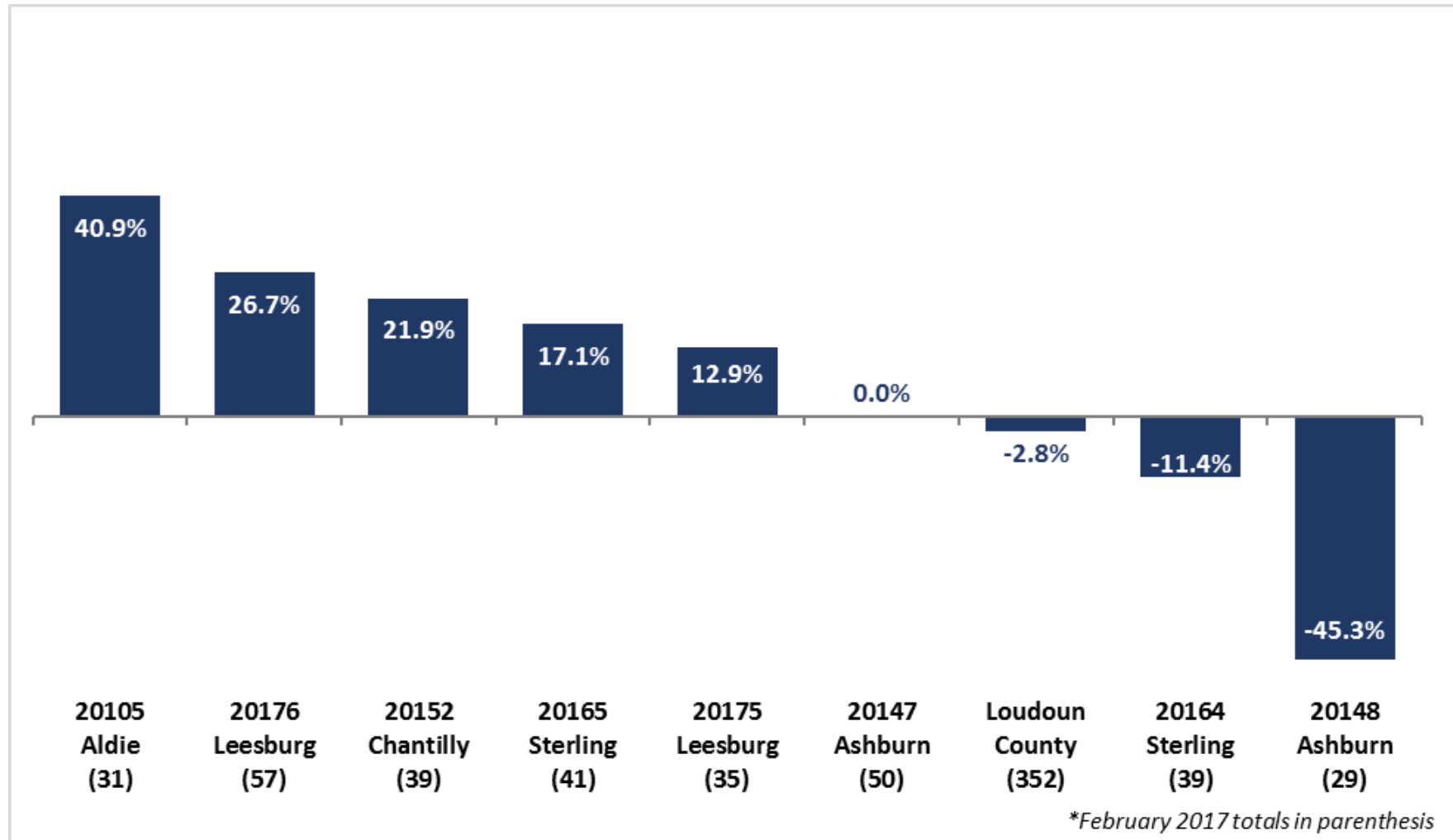
Percent change in February Inventories 2017 vs. 2016 Loudoun County



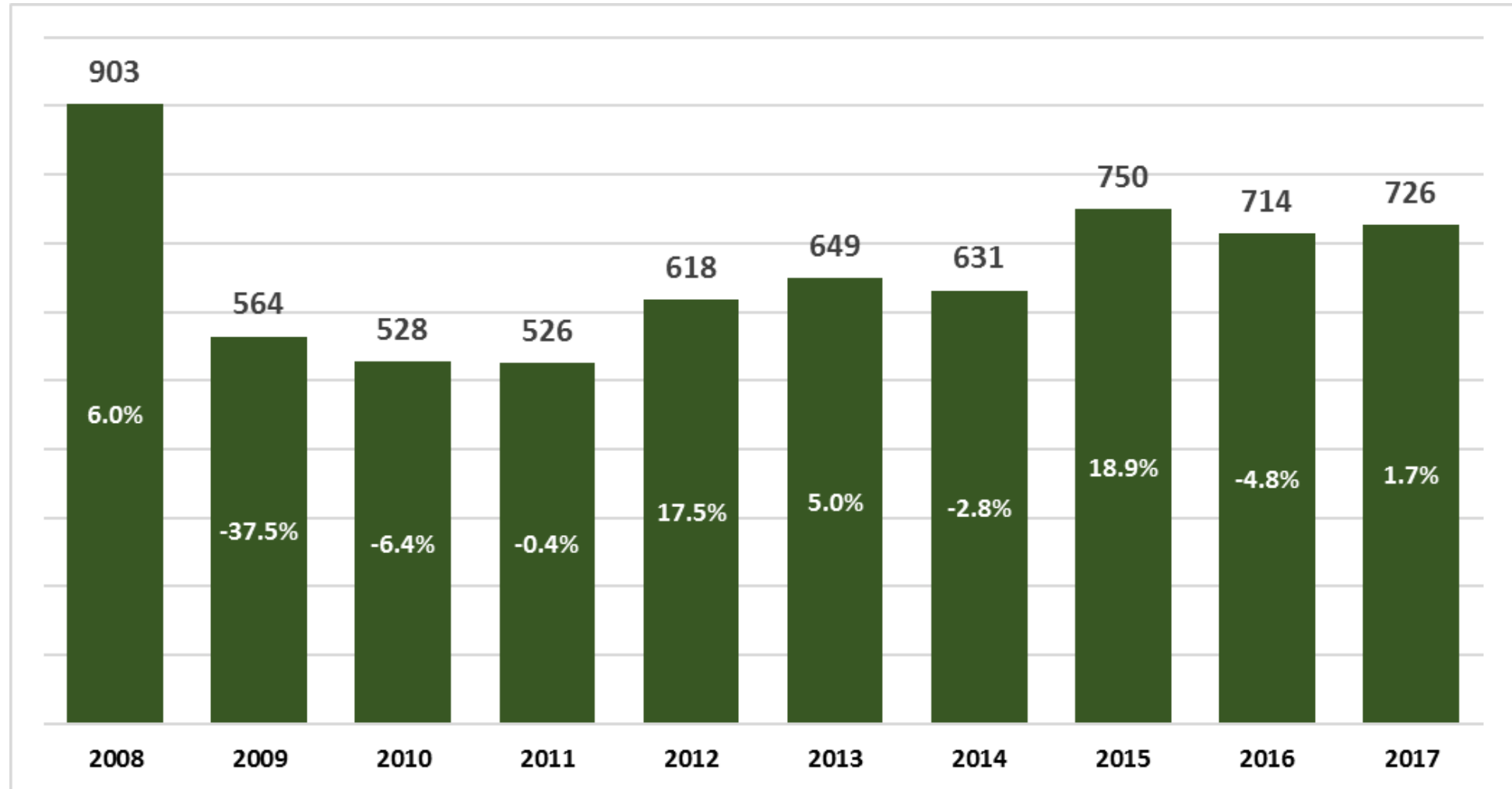
February Closed Home Sales Loudoun County



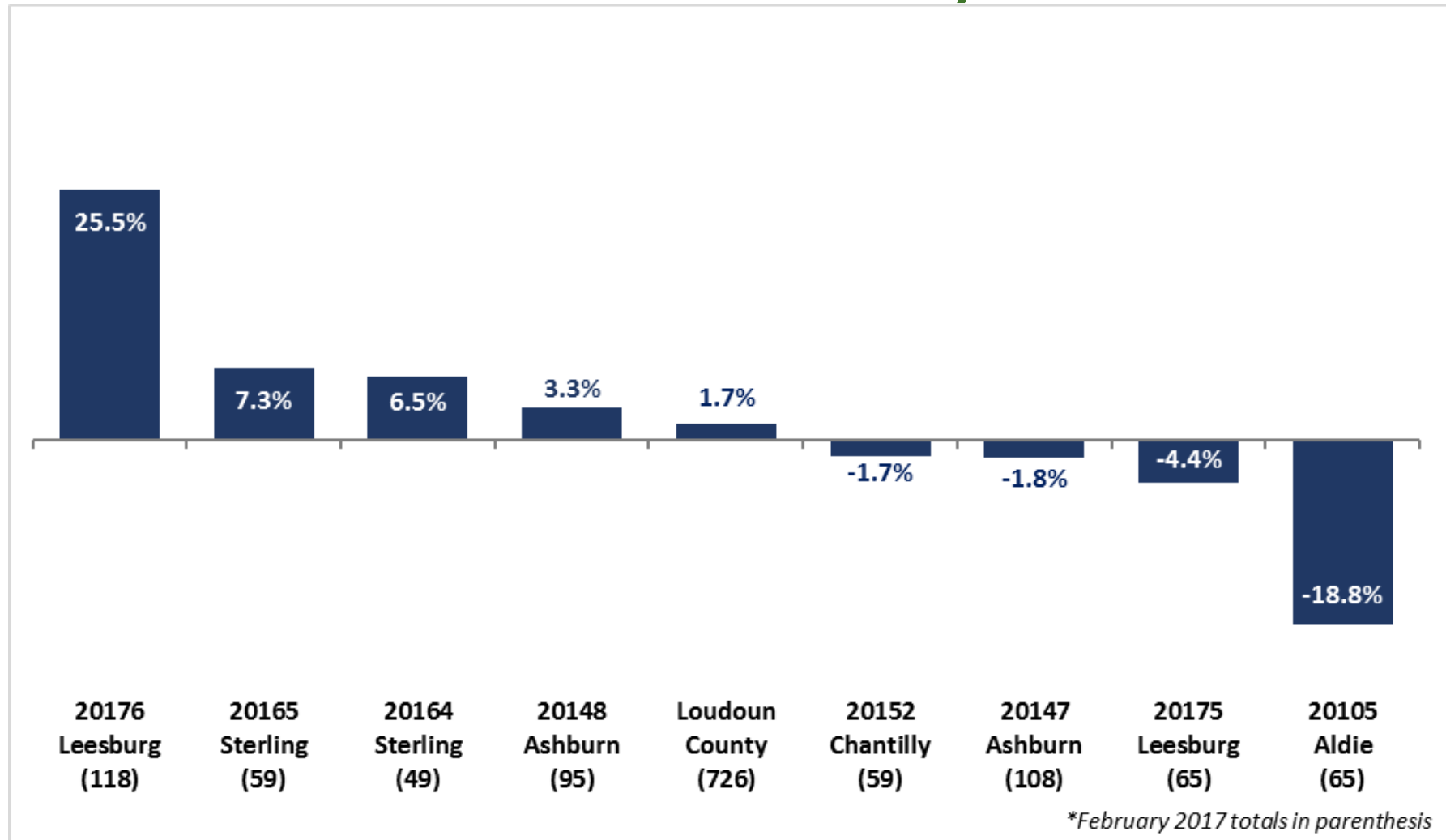
Percent change in February sales 2017 vs. 2016 Loudoun County



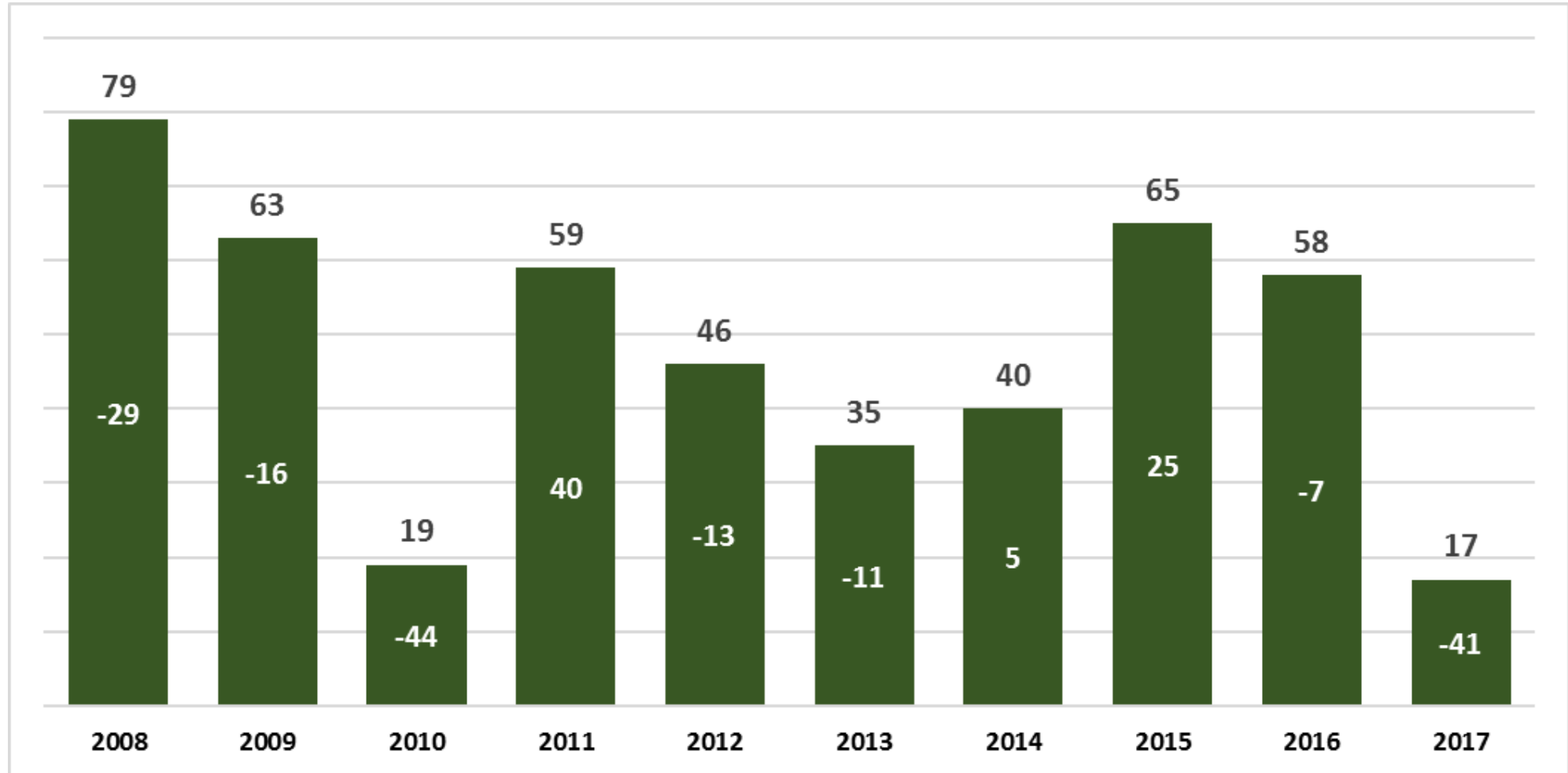
February New Listings Loudoun County



Percent change in February New Listings 2017 vs. 2016 Loudoun County



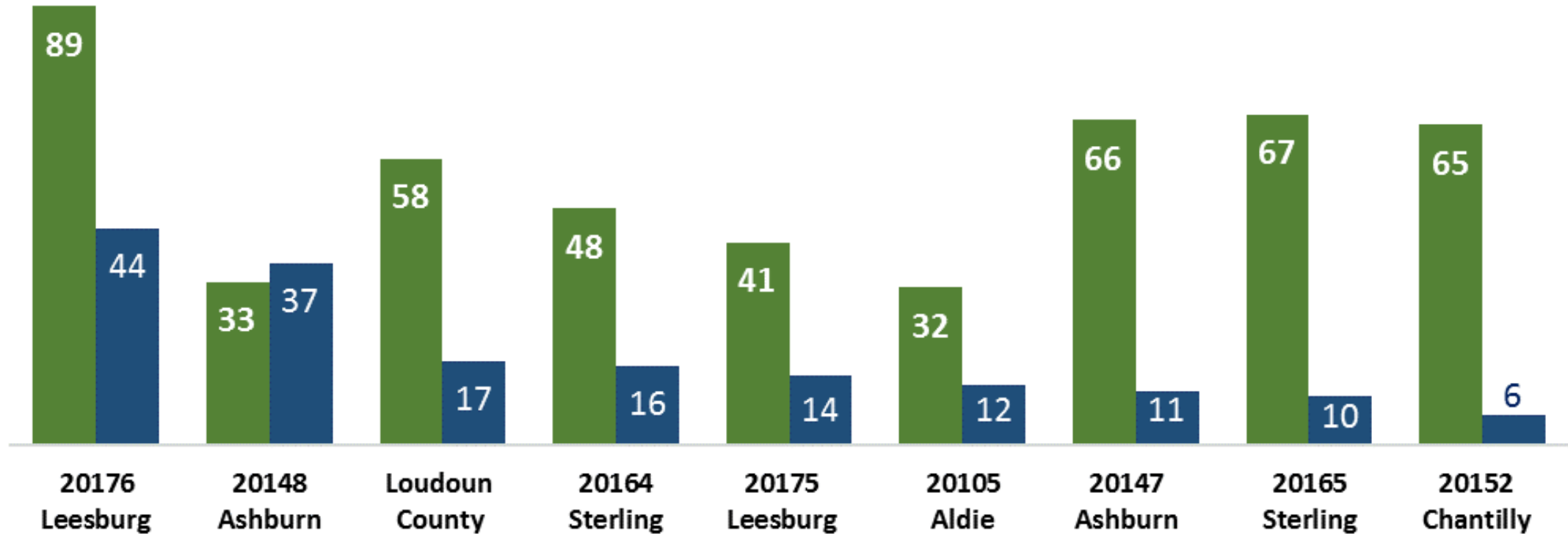
February Median Days on Market Loudoun County



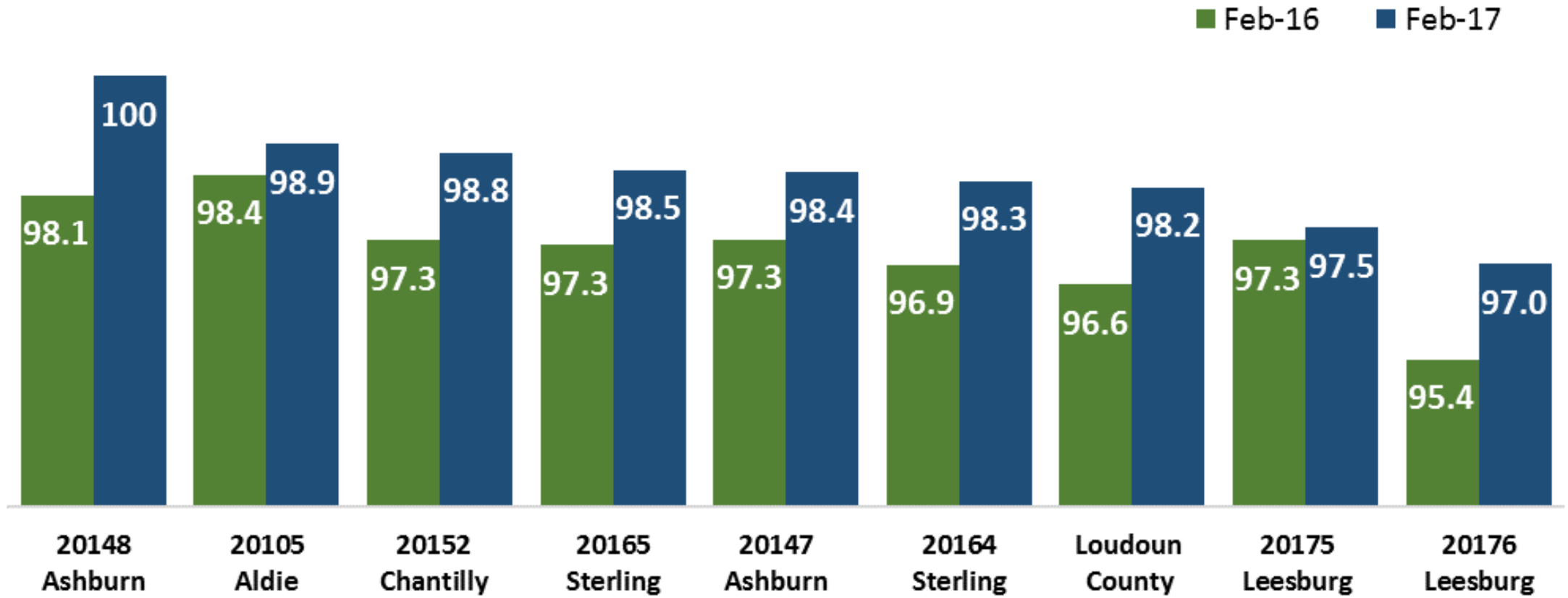
Median Days-on-Market 2017 vs. 2016 Loudoun County



■ Feb-16 ■ Feb-17



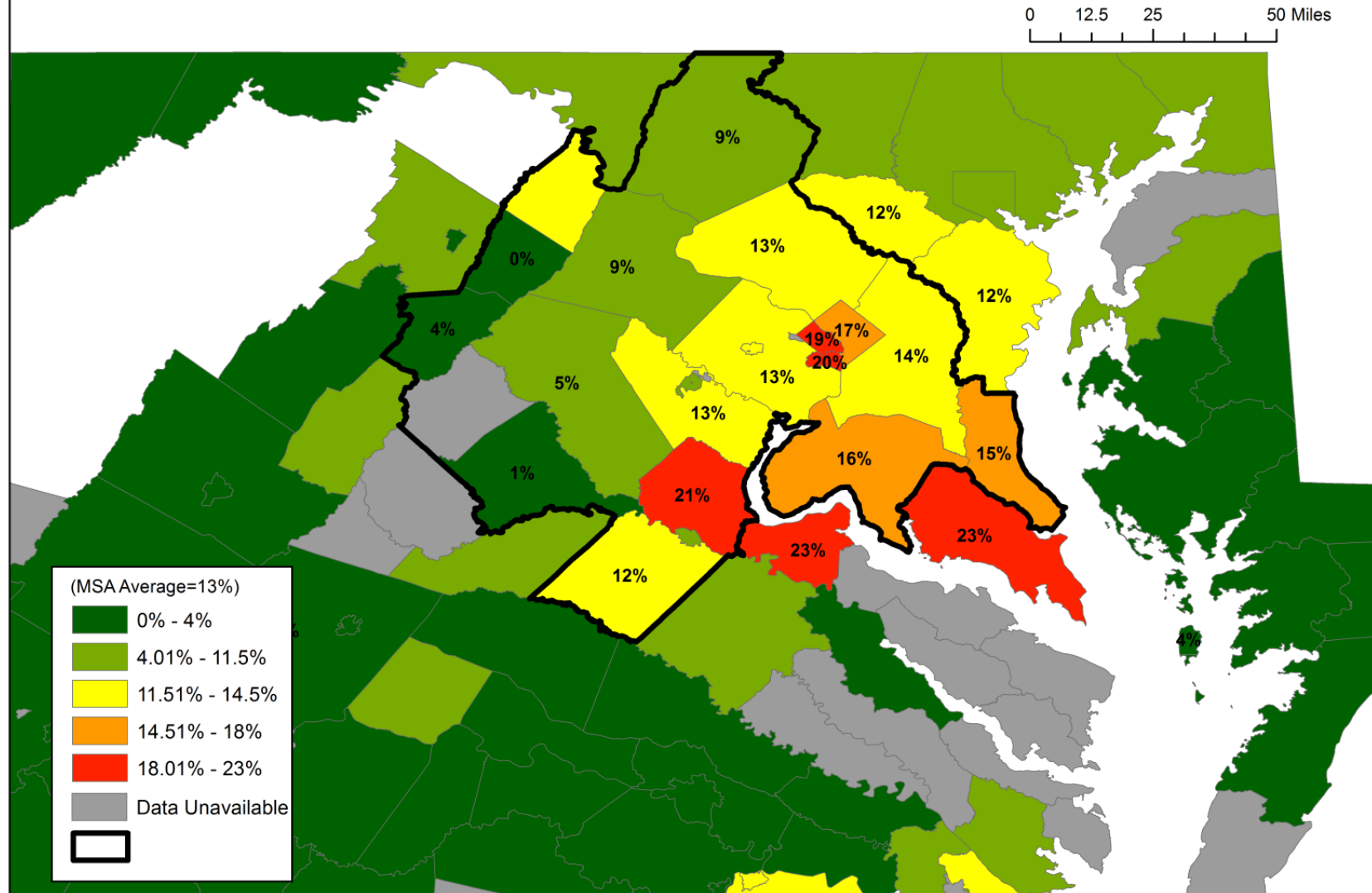
Average Sales to Original List Price Ratio 2017 vs. 2016 Loudoun County



	Median Sales Price			Closed Sales		
	Feb-17	Feb-16	YoY	Feb-17	Feb-16	YoY
20148, Ashburn	\$560,100	\$468,000	19.70%	29	53	-45.30%
20175, Leesburg	\$465,000	\$432,000	7.60%	35	31	12.90%
20165, Sterling	\$452,000	\$406,000	11.30%	41	35	17.10%
20105, Aldie	\$429,900	\$449,995	-4.50%	31	22	40.90%
Loudoun County	\$423,250	\$415,000	2.00%	352	362	-2.80%
20176, Leesburg	\$420,000	\$444,900	-5.60%	57	45	26.70%
20147, Ashburn	\$397,500	\$392,450	1.30%	50	50	0.00%
20152, Chantilly	\$391,000	\$471,250	-17.00%	39	32	21.90%
20164, Sterling	\$327,500	\$337,500	-3.00%	39	44	-11.40%
*ZIP codes with <20 February sales excluded						

Workforce Concentration of Federal Employees

(Federal Employees as a percentage of the total workforce by place of residence)



Thank You

cra.gmu.edu