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Market in a Minute

A SUMMARY OF MARKET CONDITIONS FOR JUNE 2025

CONTRACTS

Contract activity in June 2025 was **up 8.1%** from June 2024 and was up in four out of six price categories. Through the first six months of the year, contract activity is **down 1.3%**. The average number of days on the market for homes receiving contracts was 62 days in June 2025, up from 50 days in June 2024.

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 June compared to the year prior. During the past 18 years, the Index has been as high as 83.3% (May 2005) and as low as 30.1% (December 2008). In June 2025, the Urgency Index was **44.0%**, down significantly from 56.5% in June 2024.

INVENTORY

The number of homes on the market at the end of June (2,871) was **up 20.4%** compared to the end of June 2024, and the number of new listings coming on the market **increased 2.8%** compared to last June. The increase in contract activity was not enough to offset the increase in inventory raising overall supply to 4.3 months from 3.9 months at the end of June 2024. To provide some context, during the "Great Recession" in June 2008, supply was **5.6 months**, the average days on market was **66,** and there were **3,200** homes on the market, **about 11% more than today**.

INTEREST RATES

30-year fixed mortgage interest rates at the end of June stood at 6.67%, down from 6.89% at the end of May 2025, and down from 6.95% one year ago. Given the enormous variations in the impact of daily national and global economic news – good and bad – it is remarkable how small the movement in mortgage rates has been. All eyes are now on the Fed to see how many, **if any**, rate cuts they will do this year.

AFFORDABILITY

The payment on a no-money-down, 30-year fixed mortgage for a median-priced home is **71% higher** than it was a decade ago in June 2015, and the median price is up **28%**. The payment is 3% lower than last June because of lower mortgage rates. The mortgage payment for a median priced home ($4,548) was **higher** in June than the median rented price ($3,000).

DIRECTION OF THE MARKET

Balance – welcome news for buyers and a caution for sellers. Washington, DC's real estate market has reached equilibrium for all three property types – detached and attached homes as well as condos/co-ops. **While DC has seen a sustained, seller's market for well over a decade**, that dynamic has clearly changed over the last couple of years. Mortgage rates have risen, putting a real crimp in affordability – especially for first-time homebuyers. Inventory has risen, and is not only 20% higher than this time last year, it has climbed above pre-COVID levels. DC is the only metro area jurisdiction that has reached that mark. The average days on market has climbed by 24%, absorption rates and the urgency index have fallen, and the pace of home price appreciation has slowed considerably, especially for condos and co-ops. In general homes are not selling as close to list price, and almost half of the homes going under contract had a price reduction before buyers acted. On top of that, there is enormous uncertainly about the economy, and lots of international tension and conflict. **Given all of that, the DC real estate market has held up remarkably well, and current conditions create opportunities for buyers to negotiate that really don't exist in the metro area's suburban markets.**

Unless otherwise noted, data derived from BrightMLS. "Northern Virginia" is defined as Arlington and Fairfax counties and the cities of Alexandria, Falls Church & Fairfax. VA Countryside includes Clarke, Fauquier, Frederick, Shenandoah, and Warren counties and the city of Winchester.

MONTHLY SUMMARY JUNE 2024 vs. JUNE 2025

WASHINGTON, DC

	June 2024	June 2025	% Change
Number of Sales	562	599	**6.6%**
Fully Available Inventory on 6/30	2,384	2,871	**20.4%**
Number of New Listings	1,109	1,140	**2.8%**
Number of New Contracts	614	664	**8.1%**
Days on Market - New Contracts	50	62	**24.0%**
Average Sales Price	$970,461	$967,604	**-0.3%**
Urgency Index	56.5%	44.0%	**-22.1%**
Months' Supply	3.9	4.3	**11.4%**

MONTGOMERY COUNTY

	June 2024	June 2025	% Change
Number of Sales	954	993	**4.1%**
Fully Available Inventory on 6/30	973	1,717	**76.5%**
Number of New Listings	1,168	1,327	**13.6%**
Number of New Contracts	994	997	**0.3%**
Days on Market - New Contracts	18	30	**66.7%**
Average Sales Price	$810,319	$827,969	**2.2%**
Urgency Index	83.3%	70.4%	**-15.5%**
Months' Supply	1.0	1.7	**75.9%**

PRINCE GEORGE'S COUNTY

	June 2024	June 2025	% Change
Number of Sales	720	722	**0.3%**
Fully Available Inventory on 6/30	1,083	1,571	**45.1%**
Number of New Listings	1,086	1,107	**1.9%**
Number of New Contracts	905	792	**-12.5%**
Days on Market - New Contracts	29	39	**34.5%**
Average Sales Price	$463,057	$471,125	**1.7%**
Urgency Index	74.7%	61.7%	**-17.4%**
Months' Supply	1.2	2.0	**65.8%**

NORTHERN VIRGINIA

	June 2024	June 2025	% Change
Number of Sales	1,624	1,838	**13.2%**
Fully Available Inventory on 6/30	1,541	2,415	**56.7%**
Number of New Listings	1,968	2,117	**7.6%**
Number of New Contracts	1,685	1,697	**0.7%**
Days on Market - New Contracts	21	26	**23.8%**
Average Sales Price	$890,821	$890,918	**0.0%**
Urgency Index	82.7%	73.6%	**-11.0%**
Months' Supply	0.9	1.4	**55.6%**

LOUDOUN COUNTY

	June 2024	June 2025	% Change
Number of Sales	514	518	**0.8%**
Fully Available Inventory on 6/30	504	791	**56.9%**
Number of New Listings	656	669	**2.0%**
Number of New Contracts	497	534	**7.4%**
Days on Market - New Contracts	17	33	**94.1%**
Average Sales Price	$829,995	$891,047	**7.4%**
Urgency Index	85.7%	70.0%	**-18.3%**
Months' Supply	1.0	1.5	**46.1%**

VIRGINIA COUNTRYSIDE

	June 2024	June 2025	% Change
Number of Sales	409	428	**4.6%**
Fully Available Inventory on 6/30	688	845	**22.8%**
Number of New Listings	517	546	**5.6%**
Number of New Contracts	399	447	**12.0%**
Days on Market - New Contracts	34	37	**8.8%**
Average Sales Price	$505,586	$551,119	**9.0%**
Urgency Index	70.9%	66.4%	**-6.3%**
Months' Supply	1.7	1.9	**9.6%**

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

YEAR-TO-DATE SUMMARY 2024 vs. 2025

WASHINGTON, DC	Year-to-Date Jan-Jun 2024	Jan-Jun 2025	% Change
Number of Closed Sales	3,090	3,108	**0.6%**
Average Month-End Available Inventory	2,018	2,573	**27.5%**
Number of New Listings	6,716	7,259	**8.1%**
Number of New Contracts	3,589	3,543	**-1.3%**
Days on Market - New Contracts	51	65	**28.3%**
Average Sales Price	$888,313	$929,373	**4.6%**
Average Urgency Index	58.6%	49.9%	**-14.9%**
Average Months' Supply	3.4	4.4	**29.2%**

MONTGOMERY COUNTY

Number of Closed Sales	4,511	4,467	**-1.0%**
Average Month-End Available Inventory	742	1,266	**70.7%**
Number of New Listings	6,314	7,344	**16.3%**
Number of New Contracts	5,333	5,244	**-1.7%**
Days on Market - New Contracts	22	27	**26.5%**
Average Sales Price	$765,294	$791,898	**3.5%**
Average Urgency Index	82.8%	75.5%	**-8.8%**
Average Months' Supply	0.8	1.4	**73.6%**

PRINCE GEORGE'S COUNTY

Number of Closed Sales	3,925	3,624	**-7.7%**
Average Month-End Available Inventory	904	1,275	**41.2%**
Number of New Listings	5,782	6,064	**4.9%**
Number of New Contracts	5,052	4,514	**-10.6%**
Days on Market - New Contracts	34	39	**15.7%**
Average Sales Price	$445,061	$463,110	**4.1%**
Average Urgency Index	70.8%	63.2%	**-10.7%**
Average Months' Supply	1.1	1.7	**58.0%**

NORTHERN VIRGINIA

Number of Closed Sales	8,019	8,084	**0.8%**
Average Month-End Available Inventory	1,163	1,835	**57.7%**
Number of New Listings	10,969	12,378	**12.8%**
Number of New Contracts	9,083	9,067	**-0.2%**
Days on Market - New Contracts	21	23	**9.5%**
Average Sales Price	$859,053	$884,770	**3.0%**
Average Urgency Index	84.9%	80.3%	**-5.3%**
Average Months' Supply	0.8	1.2	**58.0%**

LOUDOUN COUNTY

Number of Closed Sales	2,279	2,433	**6.8%**
Average Month-End Available Inventory	401	582	**44.9%**
Number of New Listings	3,298	3,883	**17.7%**
Number of New Contracts	2,601	2,764	**6.3%**
Days on Market - New Contracts	22	26	**15.2%**
Average Sales Price	$824,964	$877,997	**6.4%**
Average Urgency Index	84.6%	78.9%	**-6.8%**
Average Months' Supply	0.9	1.3	**36.4%**

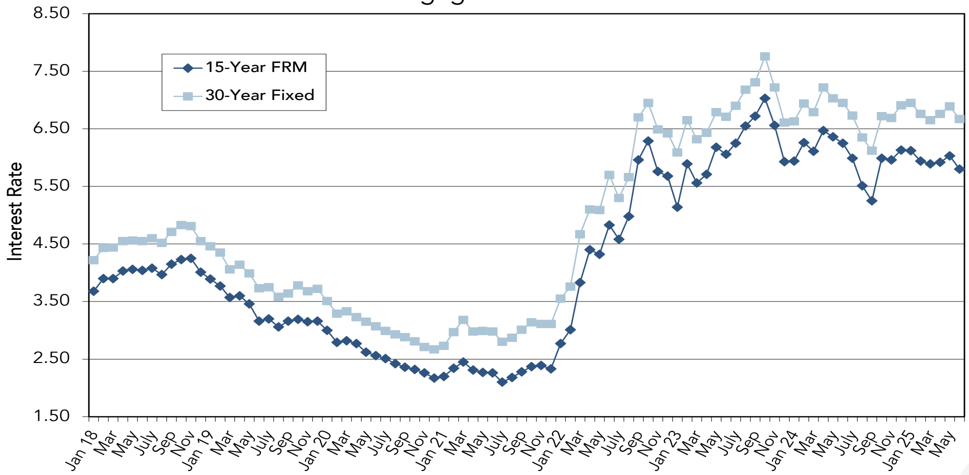
VIRGINIA COUNTRYSIDE

Number of Closed Sales	1,954	1,946	**-0.4%**
Average Month-End Available Inventory	536	692	**29.1%**
Number of New Listings	2,734	2,946	**7.8%**
Number of New Contracts	2,303	2,291	**-0.5%**
Days on Market - New Contracts	40	44	**8.6%**
Average Sales Price	$499,587	$533,803	**6.8%**
Average Urgency Index	69.1%	64.5%	**-6.7%**
Average Months' Supply	1.4	1.8	**29.8%**

* 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 – 2018-Current

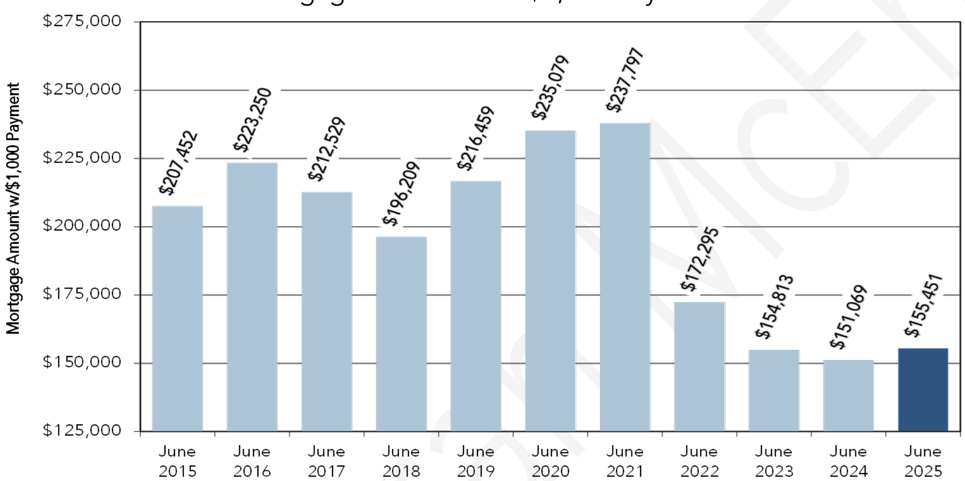


MORTGAGE RATES

- 30-year fixed interest rates at the end of June 2025 averaged **6.67%,** compared to 6.95% at the end of June 2024.
- 15-year fixed-rate mortgages were 5.80% at the end of June 2025, which is down from 6.25% at the end of June 2024.

BUYING POWER

Mortgage Amount with $1,000 Payment

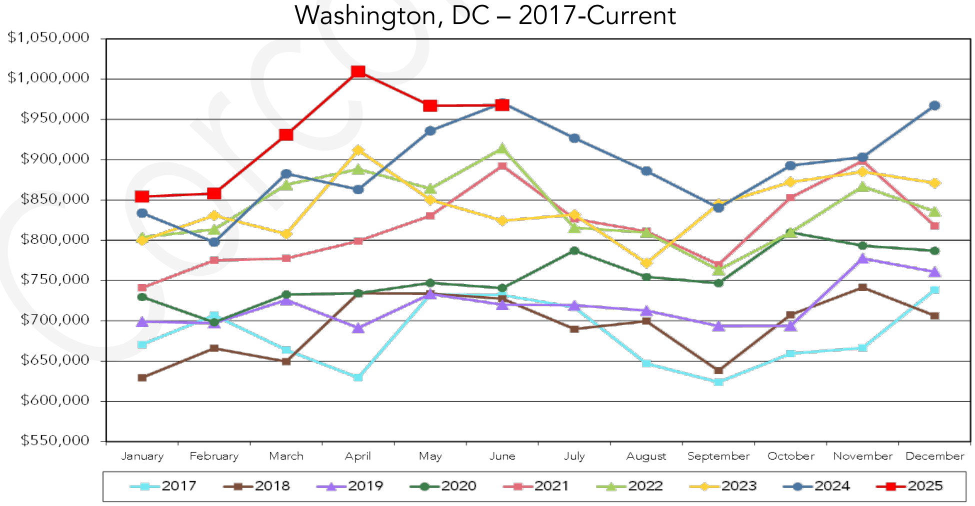


BUYING POWER

- A $1,000 principal and interest payment supported a loan of $155,451 at the end of June 2025, which is **$4,382 more** than a year ago in June 2024.

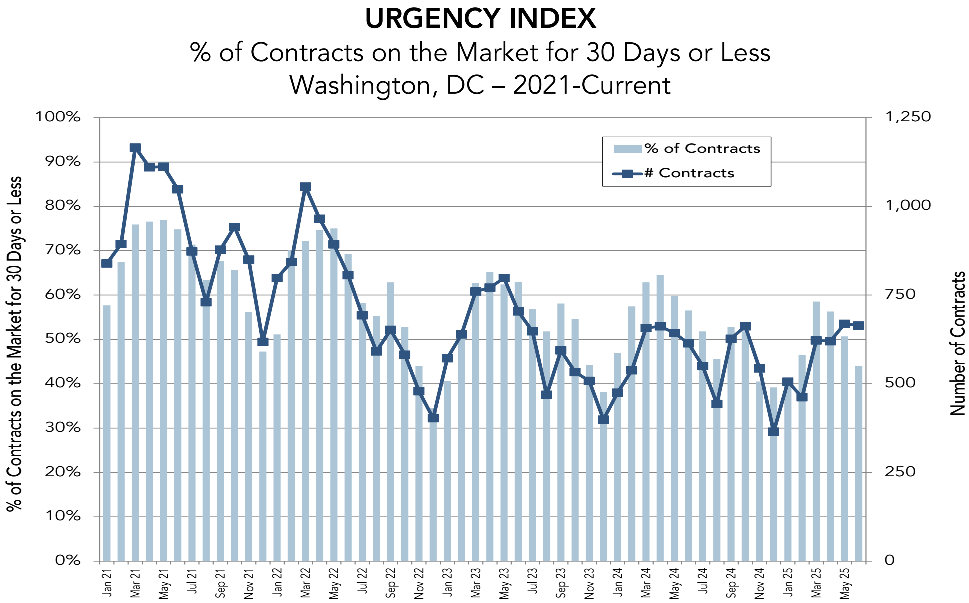
AVERAGE SALES PRICE

Washington, DC – 2017-Current



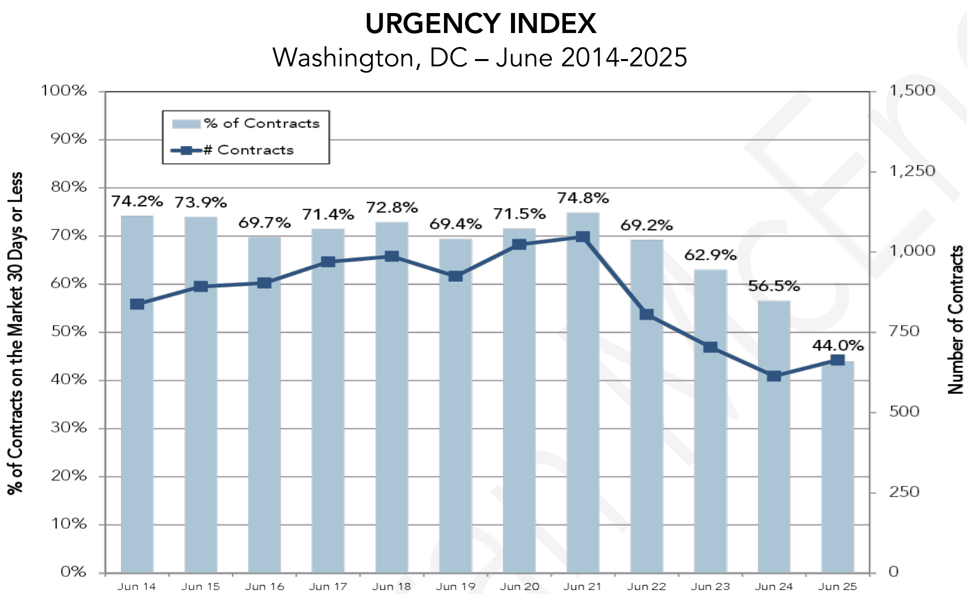
AVERAGE PRICES

- The average sales price in June 2025 was **$967,604** a **slight decrease of 0.3%** from the June 2024 average price of $970,461.
- The median sales price was **$707,000** in June 2025, down from $710,525 in June 2024.
- 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.



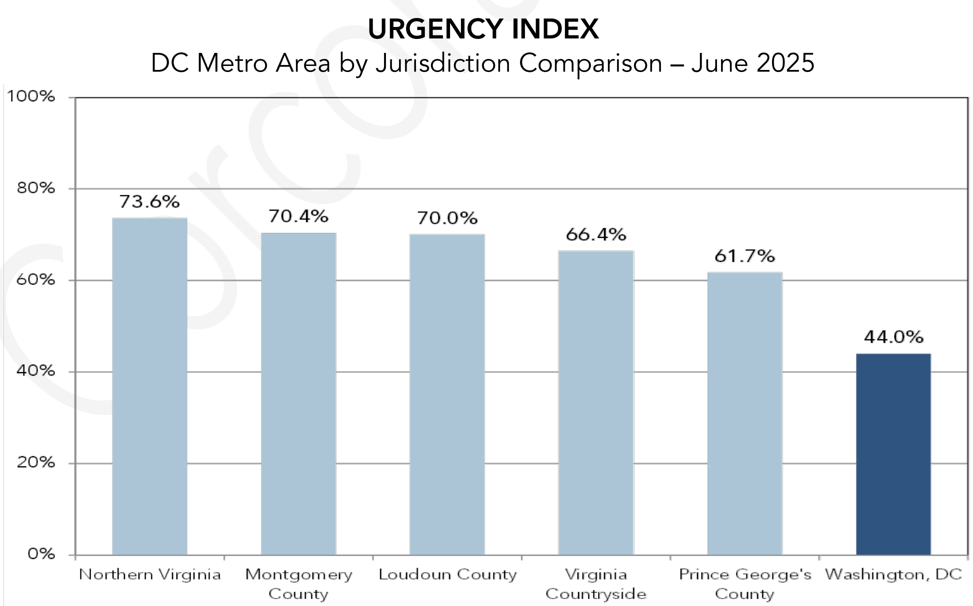
URGENCY INDEX – 2021-Current

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



URGENCY INDEX – June

- In the past 12 years, the June Urgency Index has been as high as 74.8% and as low as 44.0%. And we are at that low point now.
- The average June Urgency Index during the past 12 years is 68.6% which is significantly higher than where we are today.
- Contract activity is **up 8.1%** from last June – but the Urgency Index **decreased significantly** from 56.5% to 44.0%.

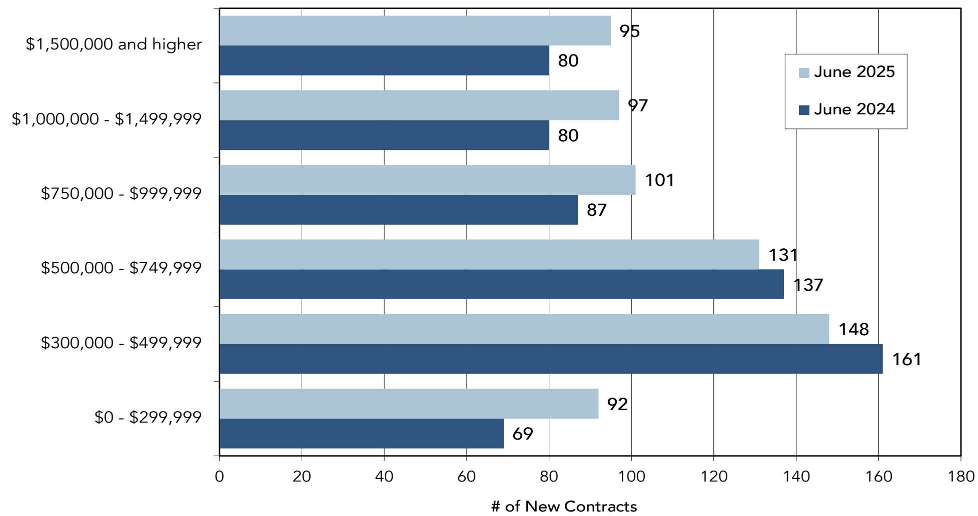


URGENCY INDEX – DC Metro Area

- The June Urgency Index during the past 12 years for all six of the jurisdictions we track is 71.6% – higher than where we are today, which is 66.3% for all six jurisdictions.
- Of the six jurisdictions, DC has the lowest urgency index this month by a significant margin.

NEW CONTRACT ACTIVITY

Washington, DC – June 2024 vs. June 2025 by Price Range

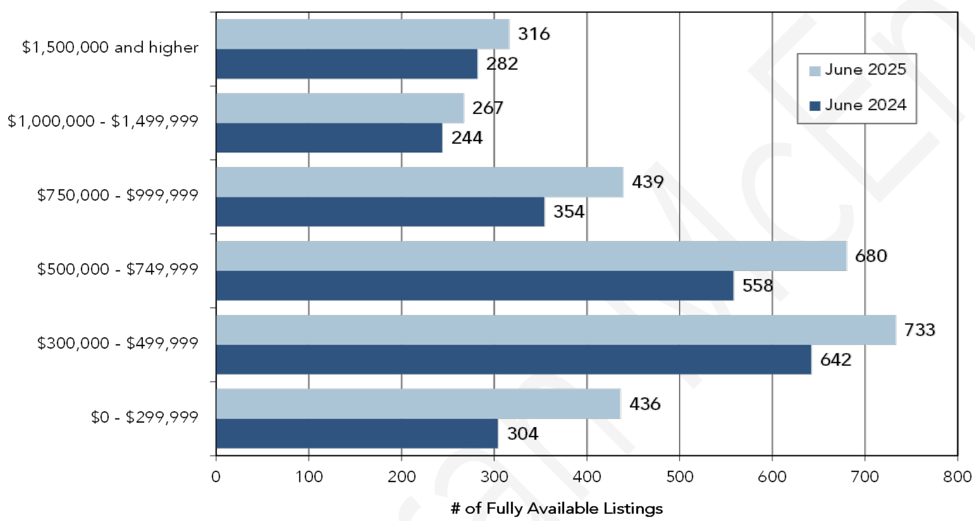


NEW CONTRACT ACTIVITY

- As noted on page 2, the number of new contracts ratified in June 2025 was **up 8.1%** from June 2024. There were increases for four price categories.
- As noted on page 3, contract activity year-to-date is **down 1.3%.**
- **40.2%** of all homes going under contract in June had at least one price reduction. Last June it was 31.6%.

FULLY AVAILABLE LISTINGS

Washington, DC – June 30, 2024 vs. June 30, 2025

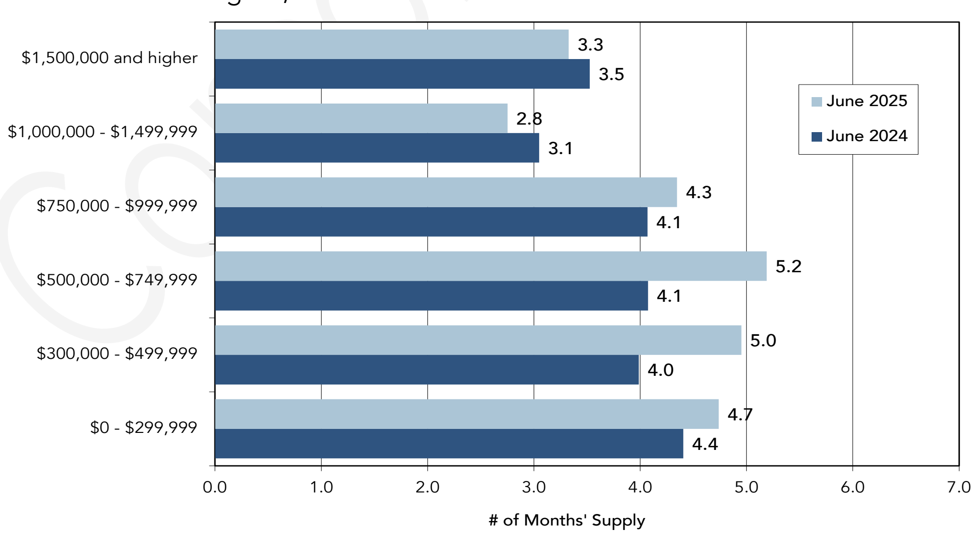


FULLY AVAILABLE LISTINGS

- As noted on page 2, the available inventory for June 2025 **increased 20.4%** from June 2024. Inventory increased for all price categories.
- **42.6%** of all homes on the market have had at least one price reduction since coming on the market. In June 2024, 41.9% of all homes on the market had at least one price reduction.

MONTHS' SUPPLY

Washington, DC – End of June 2024 vs. End of June 2025

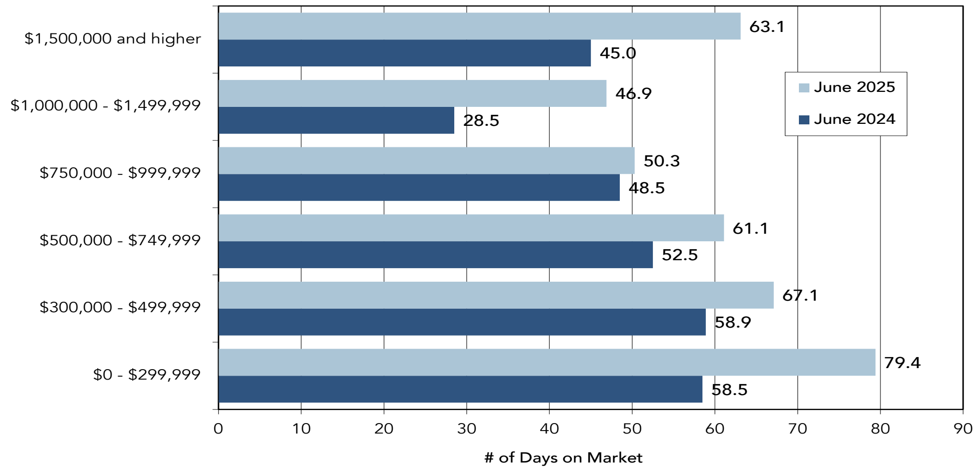


MONTHS' SUPPLY

- The overall supply of homes on the market at the end of June 2025 was **4.3 months**, up 11.4% from 3.9 months at the end of June 2024.

AVERAGE NUMBER OF DAYS ON MARKET

Washington, DC – June 2024 vs. June 2025 – New Contracts

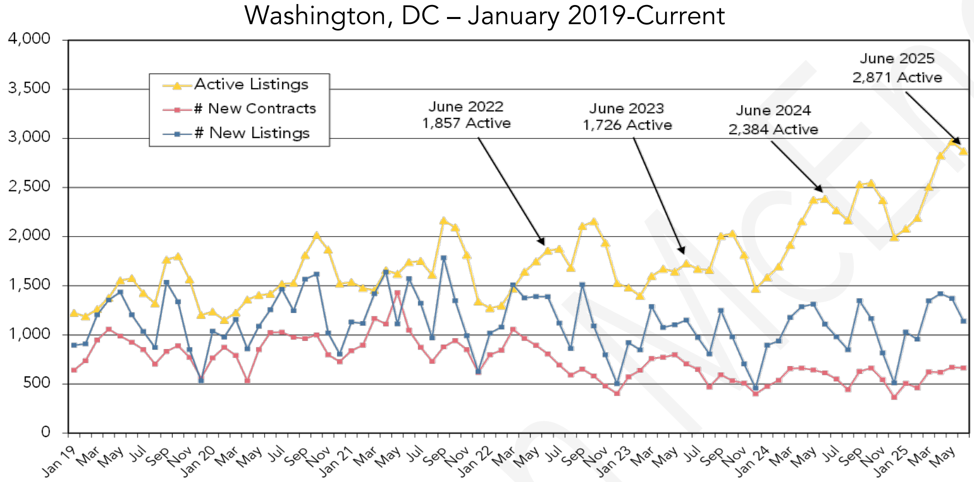


AVERAGE NUMBER OF DAYS ON THE MARKET – NEW CONTRACTS

- The average number of days on the market for all homes receiving contracts in June 2025 was **62 days**, which was **up 24.0%** from 50 days last June.

NUMBER OF NEW LISTINGS AND CONTRACTS; ACTIVE LISTINGS

Washington, DC – January 2019-Current

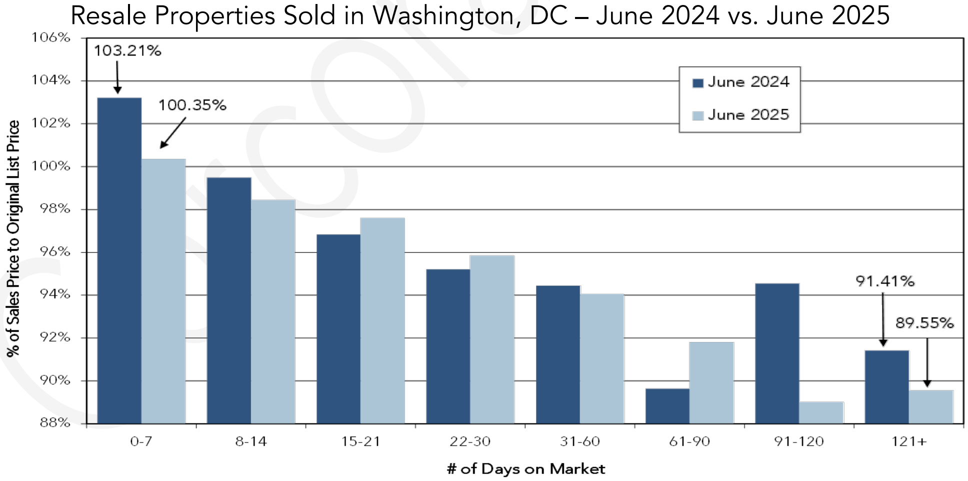


NUMBER OF NEW LISTINGS, CONTRACTS AND ACTIVE LISTINGS

- There were 1,140 new listings that came on the market in June 2025, a **2.8% increase** from the 1,109 in June 2024.

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

Resale Properties Sold in Washington, DC – June 2024 vs. June 2025



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 June 2025 that received contracts their first week on the market sold, on average, **0.35% above** list. Those that took 4 months or longer to sell sold for **10.45% 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 Bright MLS and are believed to be reliable but are not guaranteed. “Northern Virginia” includes the counties of Arlington and Fairfax, the cities of Alexandria, Fairfax, and Falls Church. “Virginia Countryside” includes the counties of Clarke, Fauquier, Frederick, Shenandoah, and Warren and the city of Winchester.
- “Sales” are transactions that settled during the statistical period; “Under Contracts” are contracts ratified during the statistical period, but not yet settled.
- “Available Listings” reflects single-family homes, townhomes, new homes and condos/co-ops 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	2024	2025	% Change	2024	2025	% Change
$299,999 and under	104	120	15.4%	292	400	37.0%
$300,000 - $499,999	219	186	-15.1%	456	522	14.5%
$500,000 - $749,999	139	143	2.9%	285	391	37.2%
$750,000 - $999,999	84	80	-4.8%	154	194	26.0%
$1,000,000 - $1,499,999	33	33	0.0%	81	74	-8.6%
$1,500,000 & higher	7	19	171.4%	62	69	11.3%
Grand Total:	586	581	-0.9%	1330	1650	24.1%

CONDO/CO-OP – LISTINGS

- The number of **new** listings for condos and co-ops coming on the market **decreased just 0.9%** compared to June 2024.
- The fully available inventory of condos and co-ops as of June 30, 2025 was **24.1% more** than the same time in 2024.

CONTRACTS

Condo/Co-op	New This Month			Year-To-Date		
Contracts	2024	2025	% Change	2024	2025	% Change
$299,999 and under	58	71	22.4%	338	370	9.5%
$300,000 - $499,999	110	97	-11.8%	579	514	-11.2%
$500,000 - $749,999	76	67	-11.8%	458	394	-14.0%
$750,000 - $999,999	30	35	16.7%	193	212	9.8%
$1,000,000 - $1,499,999	13	16	23.1%	97	106	9.3%
$1,500,000 & higher	11	11	0.0%	53	63	18.9%
Grand Total:	298	297	-0.3%	1718	1659	-3.4%

CONDO/CO-OP – CONTRACTS

- The number of condos and co-ops receiving ratified contracts **decreased just 0.3%** in June 2025 compared to June 2024.
- Year-to-date, contract activity is **down 3.4%** compared to 2024.

SETTLEMENTS

Condo/Co-op	New This Month			Year-To-Date		
Settlements	2024	2025	% Change	2024	2025	% Change
$299,999 and under	35	60	71.4%	253	296	17.0%
$300,000 - $499,999	87	70	-19.5%	467	454	-2.8%
$500,000 - $749,999	72	81	12.5%	401	347	-13.5%
$750,000 - $999,999	30	27	-10.0%	173	176	1.7%
$1,000,000 - $1,499,999	14	14	0.0%	95	101	6.3%
$1,500,000 & higher	14	9	-35.7%	49	62	26.5%
Grand Total:	252	261	3.6%	1438	1436	-0.1%

Average Sales Price:	Jun 2024	Jun 2025	% Change	YTD 2024	YTD 2025	% Change
Condo/Co-op	$673,696	$569,765	-15.4%	$598,051	$608,165	1.7%

CONDO/CO-OP – SETTLEMENTS AND AVERAGE PRICE

- The number of condos and co-ops settling in June 2025 **increased 3.6%** compared to June 2024. Year-to-date, the number of settlements is **down just 0.1%**
- The average price **decreased 15.4%** compared to June 2024.
- Year-to-date, the average price is **up 1.7%**.

Analysis by Property Type – Fee Simple Attached

LISTINGS

Fee Simple Attached	New This Month			Total Active		
Listings	2024	2025	% Change	2024	2025	% Change
$299,999 and under	9	21	133.3%	8	27	237.5%
$300,000 - $499,999	61	61	0.0%	144	176	22.2%
$500,000 - $749,999	87	76	-12.6%	198	211	6.6%
$750,000 - $999,999	78	83	6.4%	158	192	21.5%
$1,000,000 - $1,499,999	81	98	21.0%	134	144	7.5%
$1,500,000 & higher	63	60	-4.8%	121	134	10.7%
Grand Total:	379	399	5.3%	763	884	15.9%

ATTACHED HOMES – LISTINGS

- The number of new listings coming on the market in June 2025 for fee simple attached homes **increased 5.3%** compared to June 2024.
- The fully active inventory at the end of June **increased 15.9%** compared to the available inventory at the end of June 2024.

CONTRACTS

Fee Simple Attached	New This Month			Year-To-Date		
Contracts	2024	2025	% Change	2024	2025	% Change
$299,999 and under	8	18	125.0%	43	68	58.1%
$300,000 - $499,999	37	39	5.4%	168	207	23.2%
$500,000 - $749,999	47	47	0.0%	307	299	-2.6%
$750,000 - $999,999	46	53	15.2%	327	290	-11.3%
$1,000,000 - $1,499,999	40	56	40.0%	265	262	-1.1%
$1,500,000 & higher	35	37	5.7%	185	216	16.8%
Grand Total:	213	250	17.4%	1295	1342	3.6%

ATTACHED HOMES – CONTRACTS

- Contract activity for attached homes **increased 17.4%** in June 2025 compared to June 2024.
- Year-to-date, contract activity is **up 3.6%** compared to 2024.

SETTLEMENTS

Fee Simple Attached	New This Month			Year-To-Date		
Settlements	2024	2025	% Change	2024	2025	% Change
$299,999 and under	11	8	-27.3%	41	46	12.2%
$300,000 - $499,999	23	32	39.1%	157	205	30.6%
$500,000 - $749,999	35	40	14.3%	261	242	-7.3%
$750,000 - $999,999	46	52	13.0%	257	241	-6.2%
$1,000,000 - $1,499,999	53	50	-5.7%	243	248	2.1%
$1,500,000 & higher	39	45	15.4%	185	215	16.2%
Grand Total:	207	227	9.7%	1144	1197	4.6%

Average Sales Price:	Jun 2024	Jun 2025	% Change	YTD 2024	YTD 2025	% Change
Fee Simple Attached	$1,064,828	$1,119,890	5.2%	$1,008,036	$1,045,362	3.7%

ATTACHED HOMES – SETTLEMENTS AND AVERAGE PRICE

- The number of settlements **increased 9.7%** in June 2025 compared to June 2024. Year-to-date, the number of settlements is **up 4.6%**.
- The average sales price **increased 5.2%** compared to June 2024.
- The average sales price year-to-date is **up 3.7%**.

Analysis by Property Type – Fee Simple Detached

LISTINGS

Fee Simple Detached	New This Month			Total Active		
Listings	2024	2025	% Change	2024	2025	% Change
$299,999 and under	3	2	-33.3%	4	9	125.0%
$300,000 - $499,999	22	21	-4.5%	42	35	-16.7%
$500,000 - $749,999	23	30	30.4%	75	78	4.0%
$750,000 - $999,999	20	25	25.0%	42	53	26.2%
$1,000,000 - $1,499,999	28	33	17.9%	29	49	69.0%
$1,500,000 & higher	48	49	2.1%	99	113	14.1%
Grand Total:	144	160	11.1%	291	337	15.8%

DETACHED HOMES – LISTINGS

- The number of new listings of fee simple detached homes **increased 11.1%** in June 2025 compared to June 2024.
- The number of detached homes on the market on June 30, 2025 was **up 15.8%** compared to June 30, 2024.

CONTRACTS

Fee Simple Detached	New This Month			Year-To-Date		
Contracts	2024	2025	% Change	2024	2025	% Change
$299,999 and under	3	3	0.0%	23	17	-26.1%
$300,000 - $499,999	14	12	-14.3%	83	61	-26.5%
$500,000 - $749,999	14	17	21.4%	93	87	-6.5%
$750,000 - $999,999	11	13	18.2%	70	66	-5.7%
$1,000,000 - $1,499,999	27	25	-7.4%	127	121	-4.7%
$1,500,000 & higher	34	47	38.2%	180	190	5.6%
Grand Total:	103	117	13.6%	576	542	-5.9%

DETACHED HOMES – CONTRACTS

- Contract activity for detached homes **increased 13.6%** in June 2025 compared to June 2024.
- Year-to-date, contract activity is **down 5.9%** compared to 2024.

SETTLEMENTS

Fee Simple Detached	New This Month			Year-To-Date		
Settlements	2024	2025	% Change	2024	2025	% Change
$299,999 and under	3	1	-66.7%	16	10	-37.5%
$300,000 - $499,999	10	8	-20.0%	71	54	-23.9%
$500,000 - $749,999	17	19	11.8%	82	71	-13.4%
$750,000 - $999,999	7	12	71.4%	56	54	-3.6%
$1,000,000 - $1,499,999	24	27	12.5%	104	111	6.7%
$1,500,000 & higher	42	44	4.8%	179	175	-2.2%
Grand Total:	103	111	7.8%	508	475	-6.5%

Average Sales Price:	Jun 2024	Jun 2025	% Change	YTD 2024	YTD 2025	% Change
Fee Simple Detached	$1,506,874	$1,591,632	5.6%	$1,440,350	$1,608,143	11.6%

DETACHED HOMES – SETTLEMENTS AND AVERAGE PRICE

- The number of settlements **increased 7.8%** in June 2025 compared to June 2024. Year-to-date, the number of settlements is **down 6.5%**.
- The average sales price for detached homes **increased 5.6%** in June 2025 compared to June 2024.
- Year-to-date, the average price is **up 11.6%**.

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 $500,000-$749,999 in June 2025 was 17.9%; that compares to a rate of 15.7% in June 2024, and the increase means the market was better in 2025 for that type of home. If the absorption rate was less in 2025 than in 2024, we have put the 2025 rate in red. This month there **was improvement for five individual price categories**.

Condo/Co-op	June 2024			June 2025		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
$299,999 and under	292	58	16.6%	400	71	15.1%
$300,000 - $499,999	456	110	19.4%	522	97	15.7%
$500,000 - $749,999	285	76	21.1%	391	67	14.6%
$750,000 - $999,999	154	30	16.3%	194	35	15.3%
$1,000,000 - $1,499,999	81	13	13.8%	74	16	**17.8%**
$1,500,000 & higher	62	11	15.1%	69	11	13.8%
Grand Total:	**1330**	**298**	**18.3%**	**1650**	**297**	**15.3%**

ABSORPTION RATES – CONDOS AND CO-OPS

- The overall absorption rate for condos and co-ops for June was 15.3%, which was a decrease from the 18.3% rate in June 2024.
- The absorption rate for condos across most price ranges is more balanced in DC than anywhere else in the region.

Fee Simple Attached	June 2024			June 2025		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
$299,999 and under	8	8	50.0%	27	18	40.0%
$300,000 - $499,999	144	37	20.4%	176	39	18.1%
$500,000 - $749,999	198	47	19.2%	211	47	18.2%
$750,000 - $999,999	158	46	22.5%	192	53	21.6%
$1,000,000 - $1,499,999	134	40	23.0%	144	56	**28.0%**
$1,500,000 & higher	121	35	22.4%	134	37	21.6%
Grand Total:	**763**	**213**	**21.8%**	**884**	**250**	**22.0%**

ABSORPTION RATES – ATTACHED HOMES

- The overall absorption rate for attached homes for June was 22.0%, which is a slight increase from the 21.8% rate in June 2024.
- Again, look at the balance across most price ranges.

Fee Simple Detached	June 2024			June 2025		
Absorption Rates	Listings	Contracts	Rate	Listings	Contracts	Rate
$299,999 and under	4	3	42.9%	9	3	25.0%
$300,000 - $499,999	42	14	25.0%	35	12	**25.5%**
$500,000 - $749,999	75	14	15.7%	78	17	**17.9%**
$750,000 - $999,999	42	11	20.8%	53	13	19.7%
$1,000,000 - $1,499,999	29	27	48.2%	49	25	33.8%
$1,500,000 & higher	99	34	25.6%	113	47	**29.4%**
Grand Total:	**291**	**103**	**26.1%**	**337**	**117**	**25.8%**

ABSORPTION RATES – DETACHED HOMES

- June 2025's absorption rate for detached homes was 25.8%, a decrease from 26.1% in June 2024.
- And the balance among the price ranges is evident here as well.