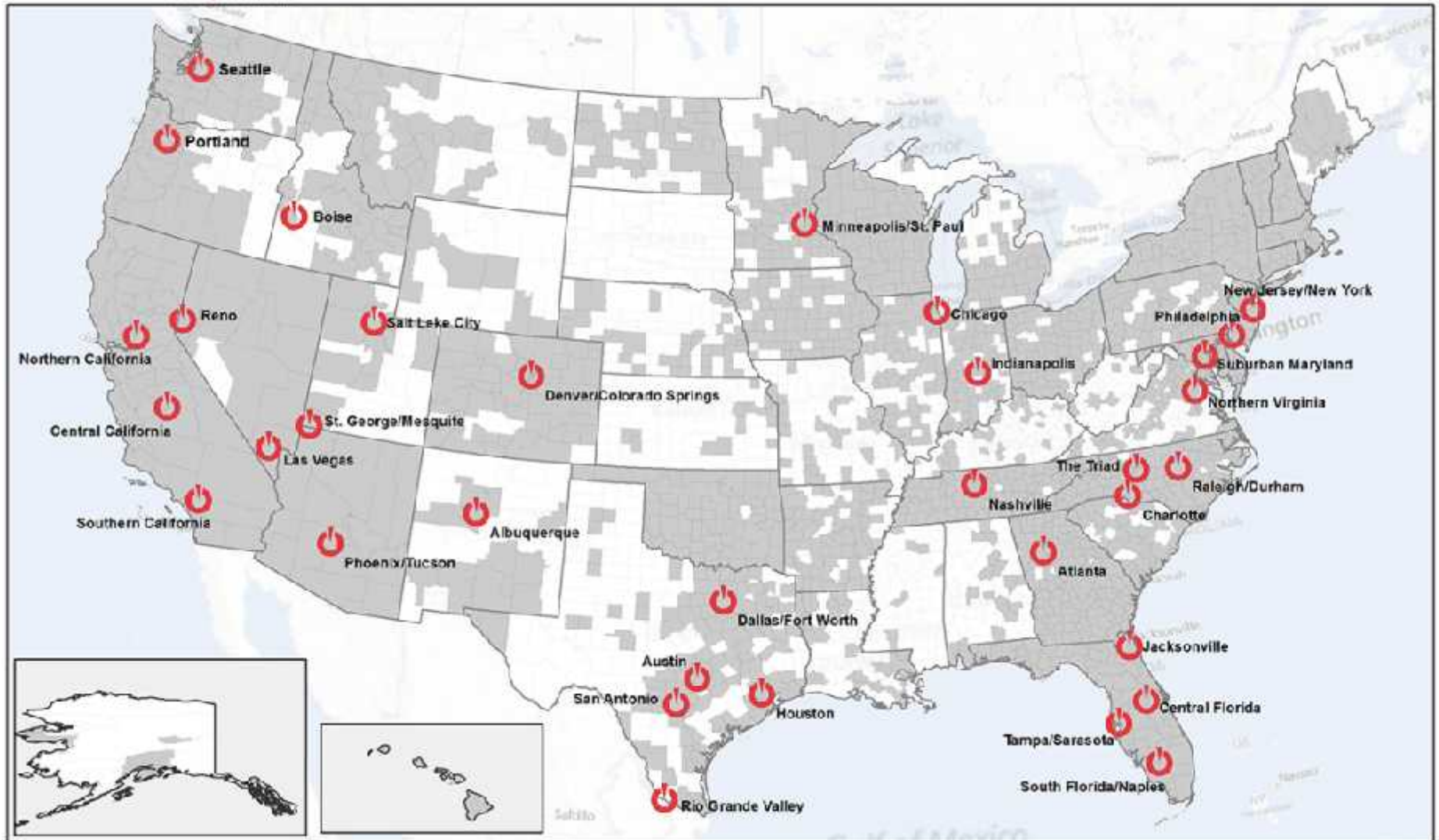


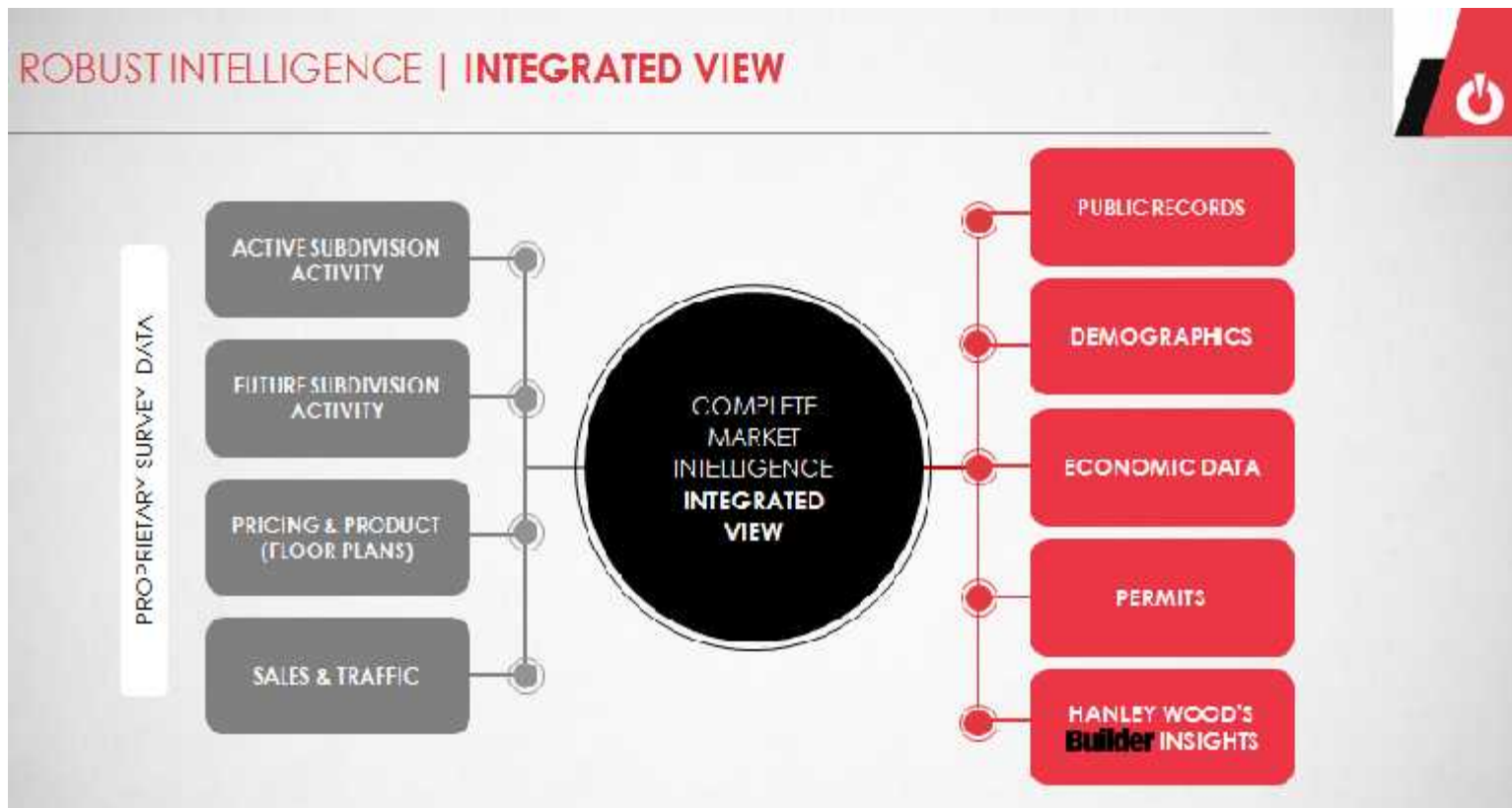


AIDC Real Estate Update
Residential Trends
January 19, 2017



Basic economic and consumer data available nationwide.

What data does Metrostudy collect?



Who uses Metrostudy?

RELIED ON BY ORGANIZATIONS THROUGHOUT THE VALUE CHAIN



BUILDERS & DEVELOPERS



**MANUFACTURERS
& SUPPLIERS**



FINANCIAL INSTITUTIONS



SCHOOL DISTRICTS



UTILITIES



COMMERCIAL & RETAIL



Current Contact Information:

Ben Sage

Director, Mid-Atlantic Region

Phone: 703-574-8429

Email: bsage@metrostudy.com

Brooke Burns

Director of Business Development

Phone: 301-448-5001

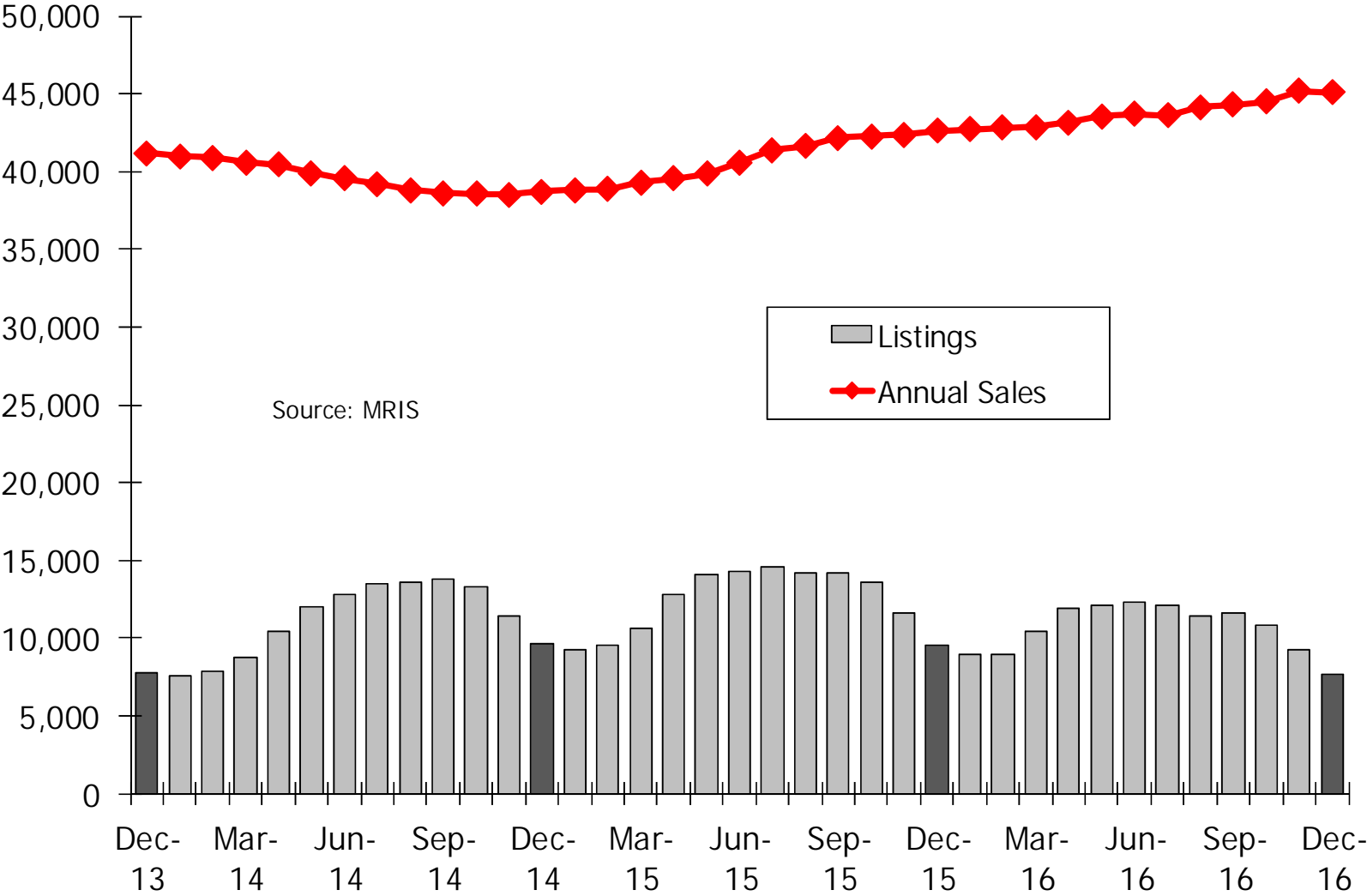
Email: bburns@metrostudy.com



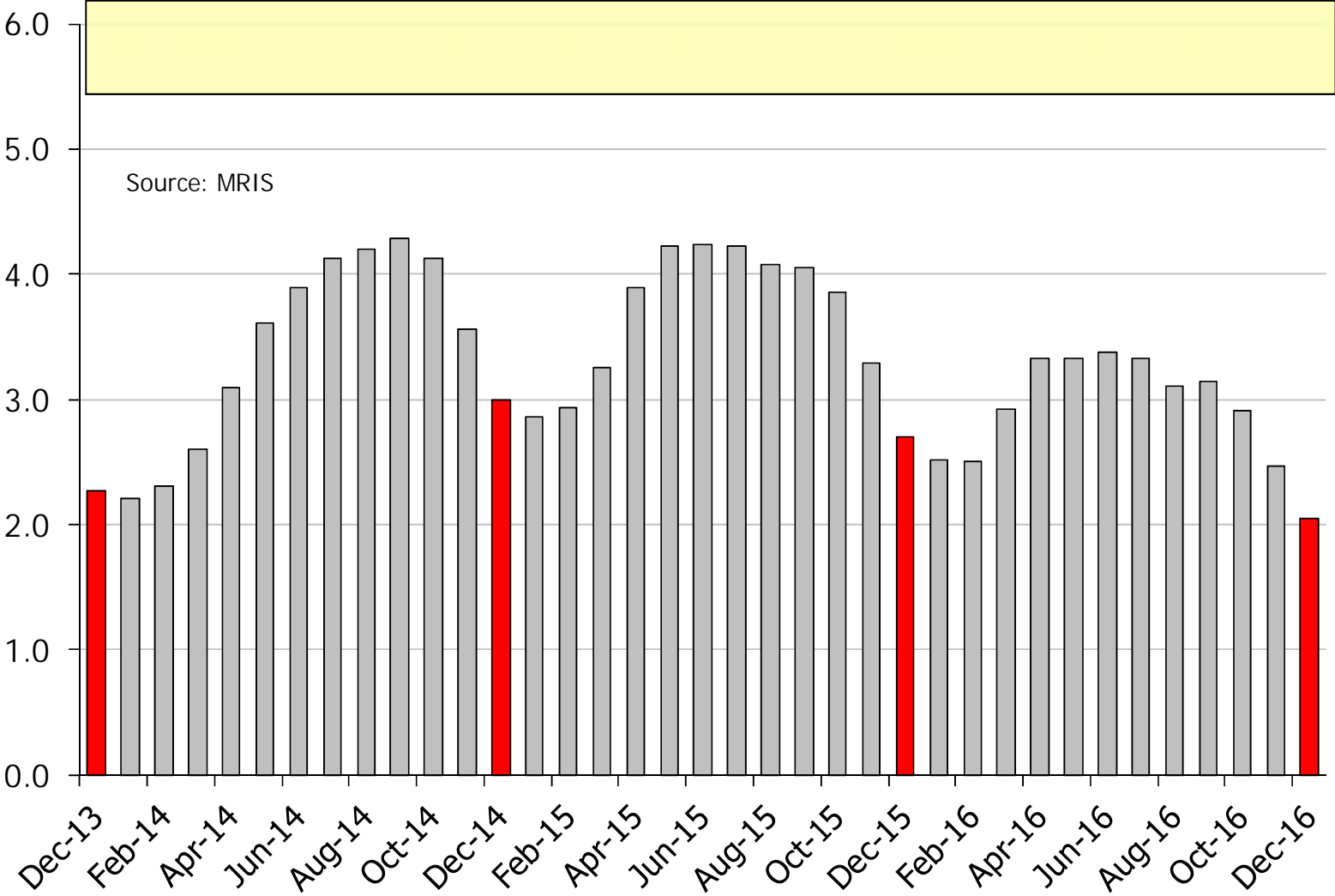


Washington DC Metro Resale Market

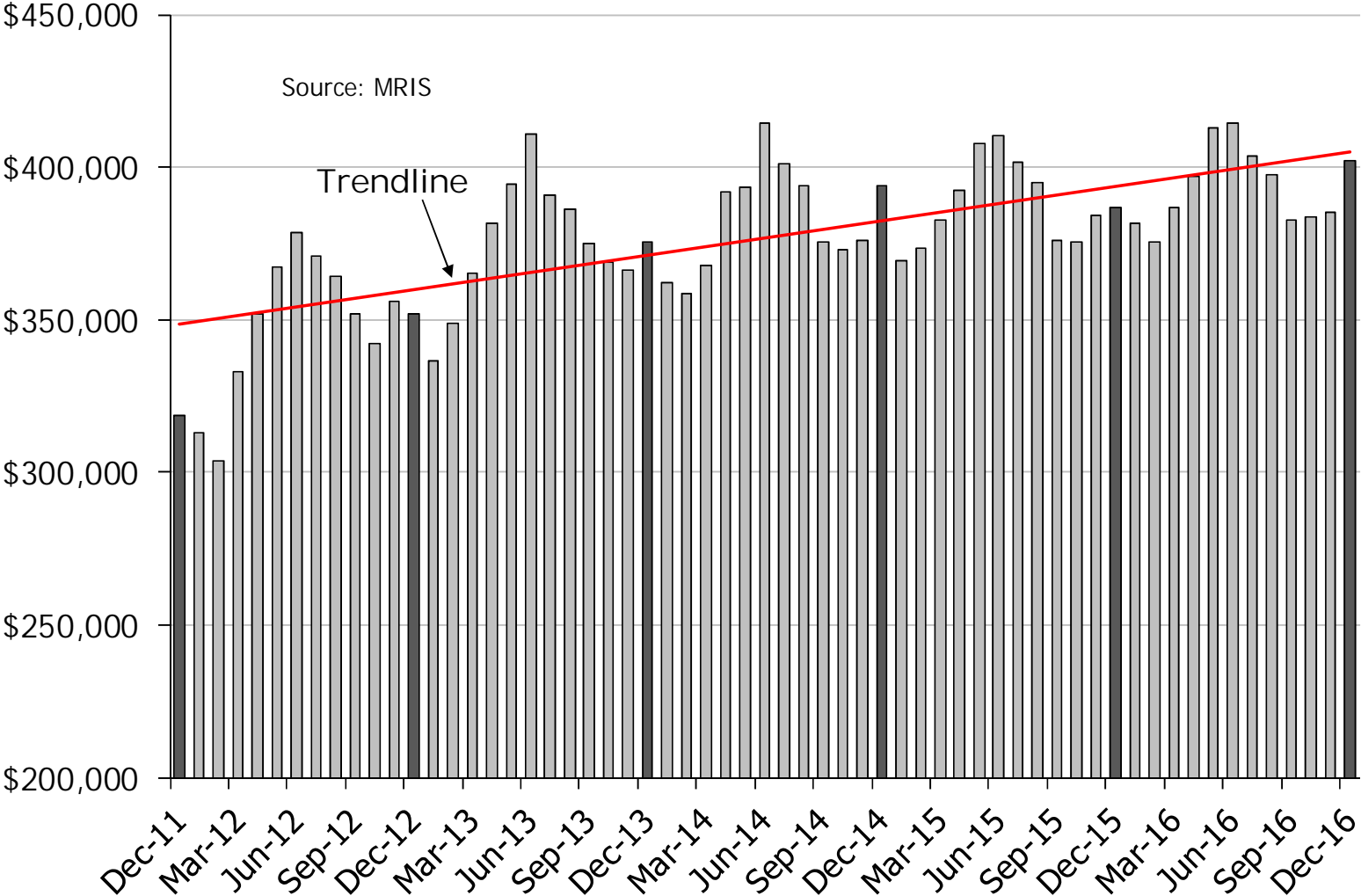
Northern Virginia MLS Annual Sales and Listings



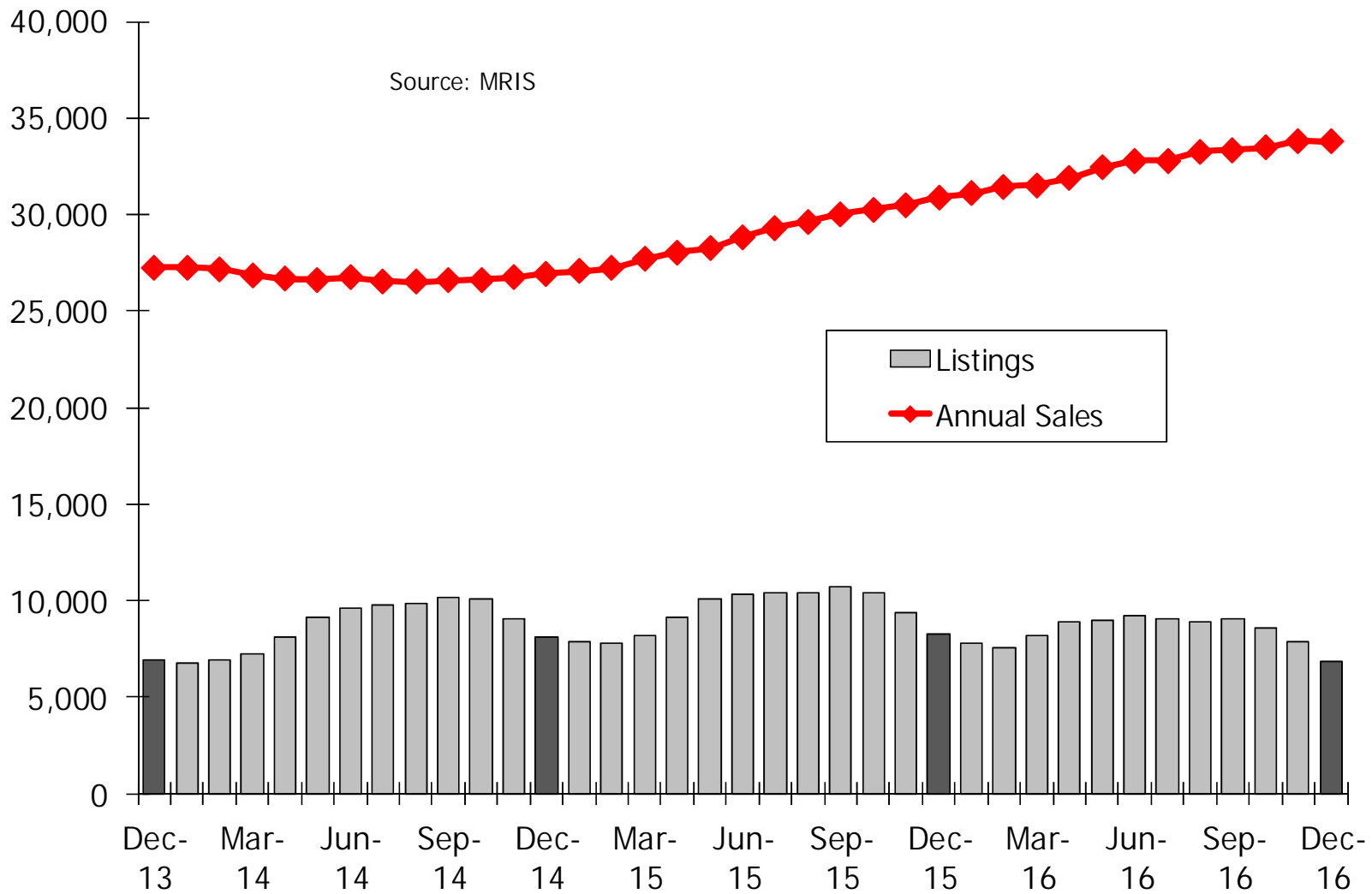
Northern Virginia MLS Months Supply of Listings



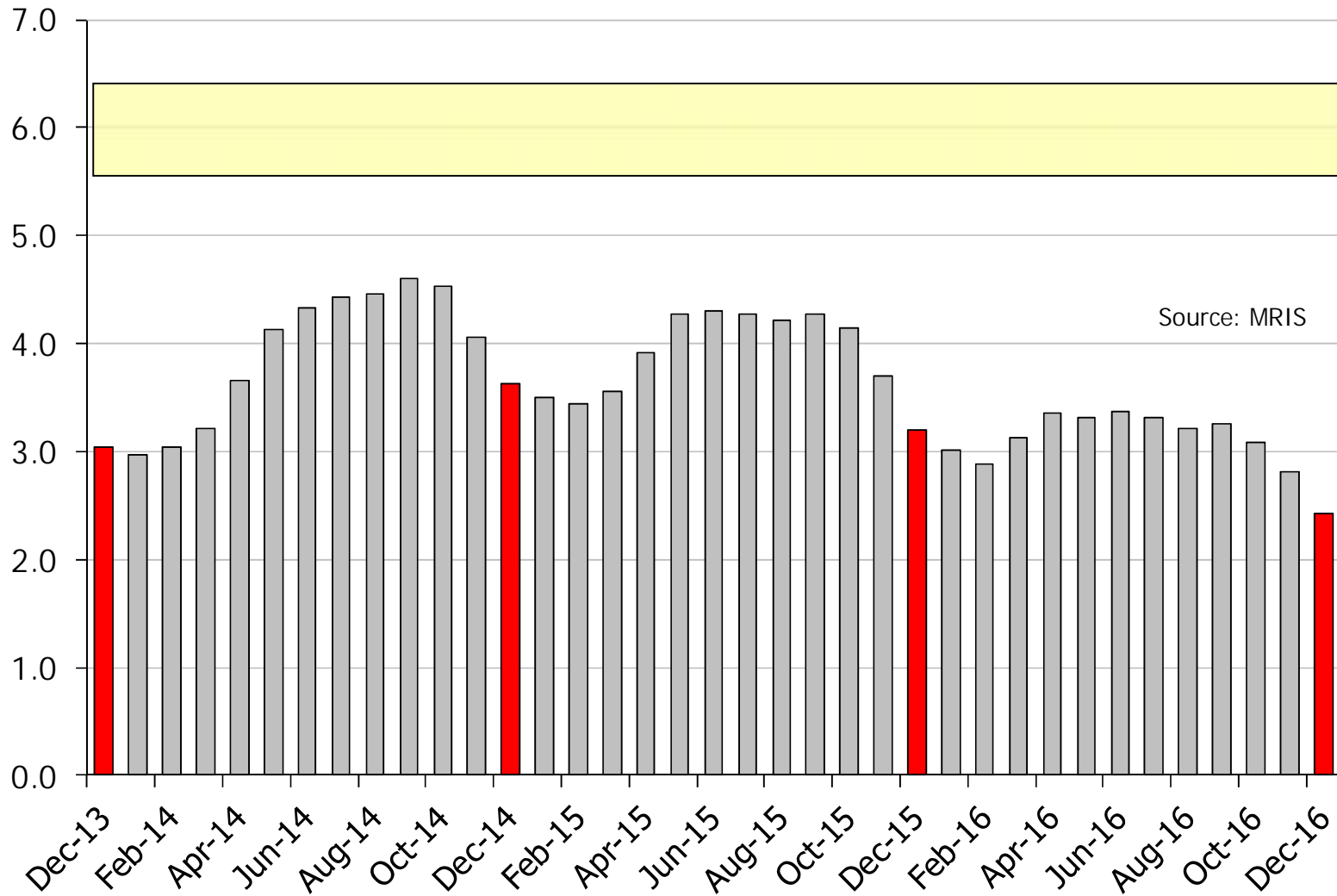
Northern Virginia MLS Median Price History



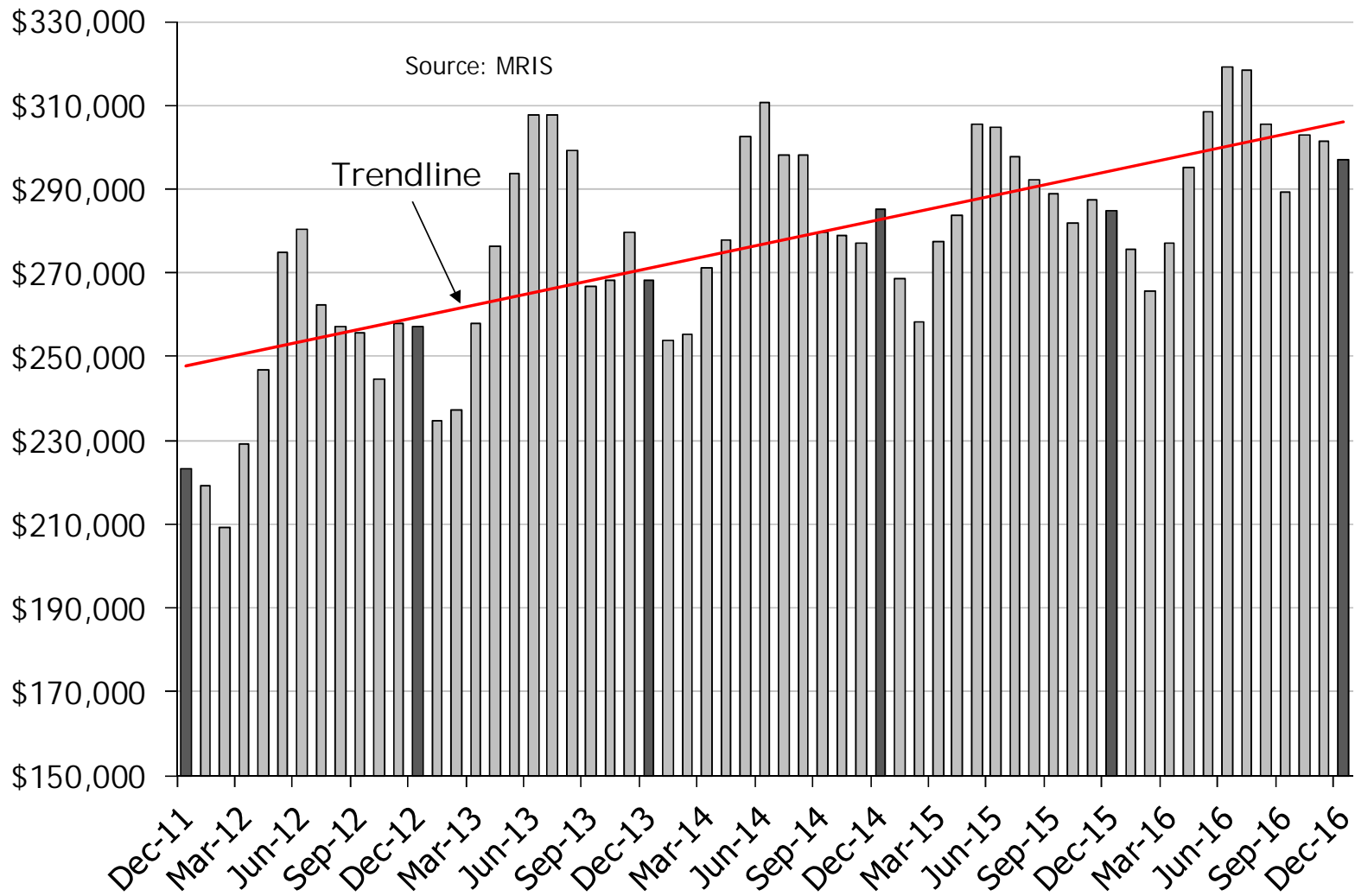
Suburban Maryland MLS Annual Sales and Listings



Suburban Maryland MLS Months Supply of Listings

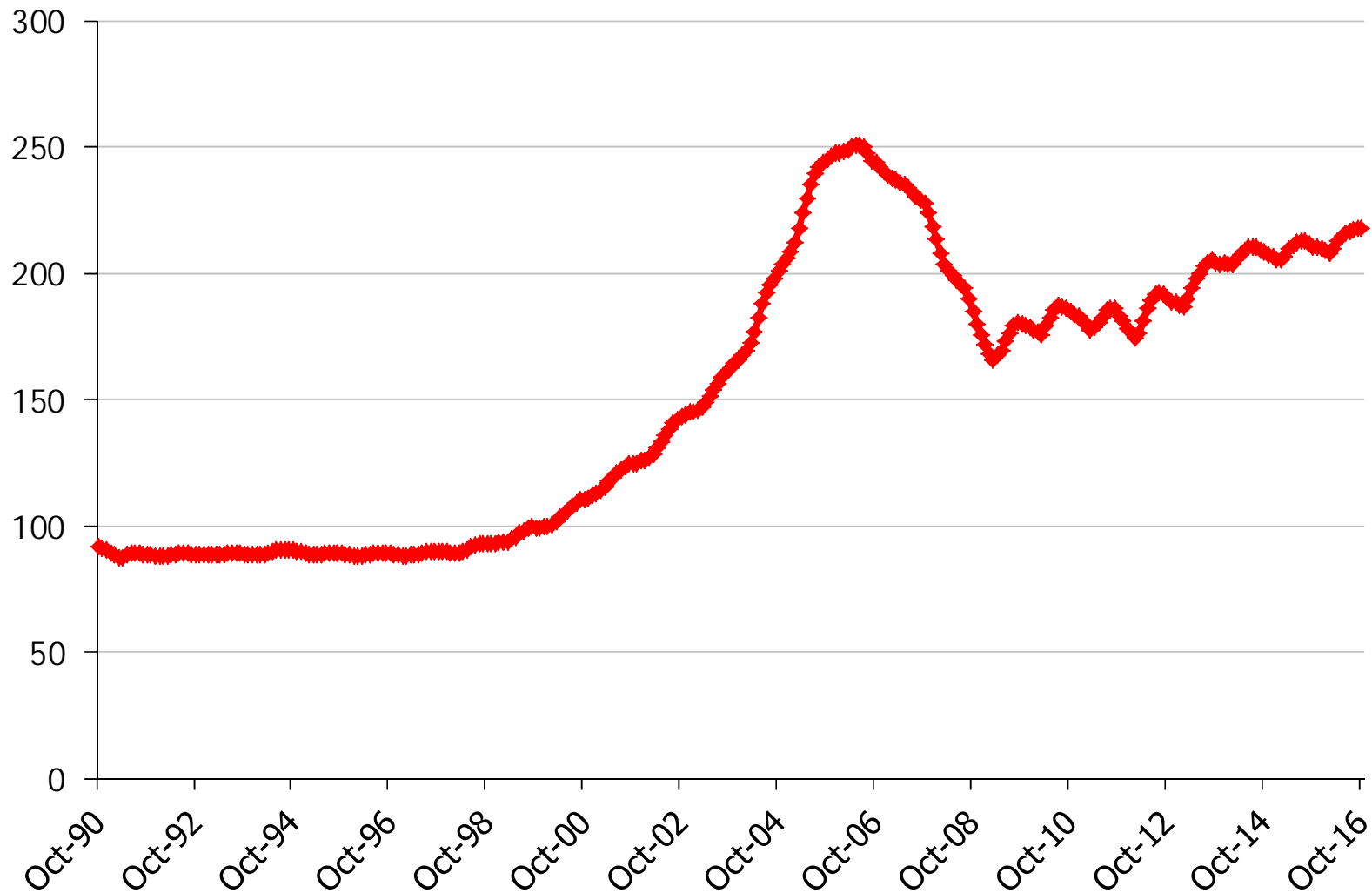


Suburban Maryland MLS Median Price History

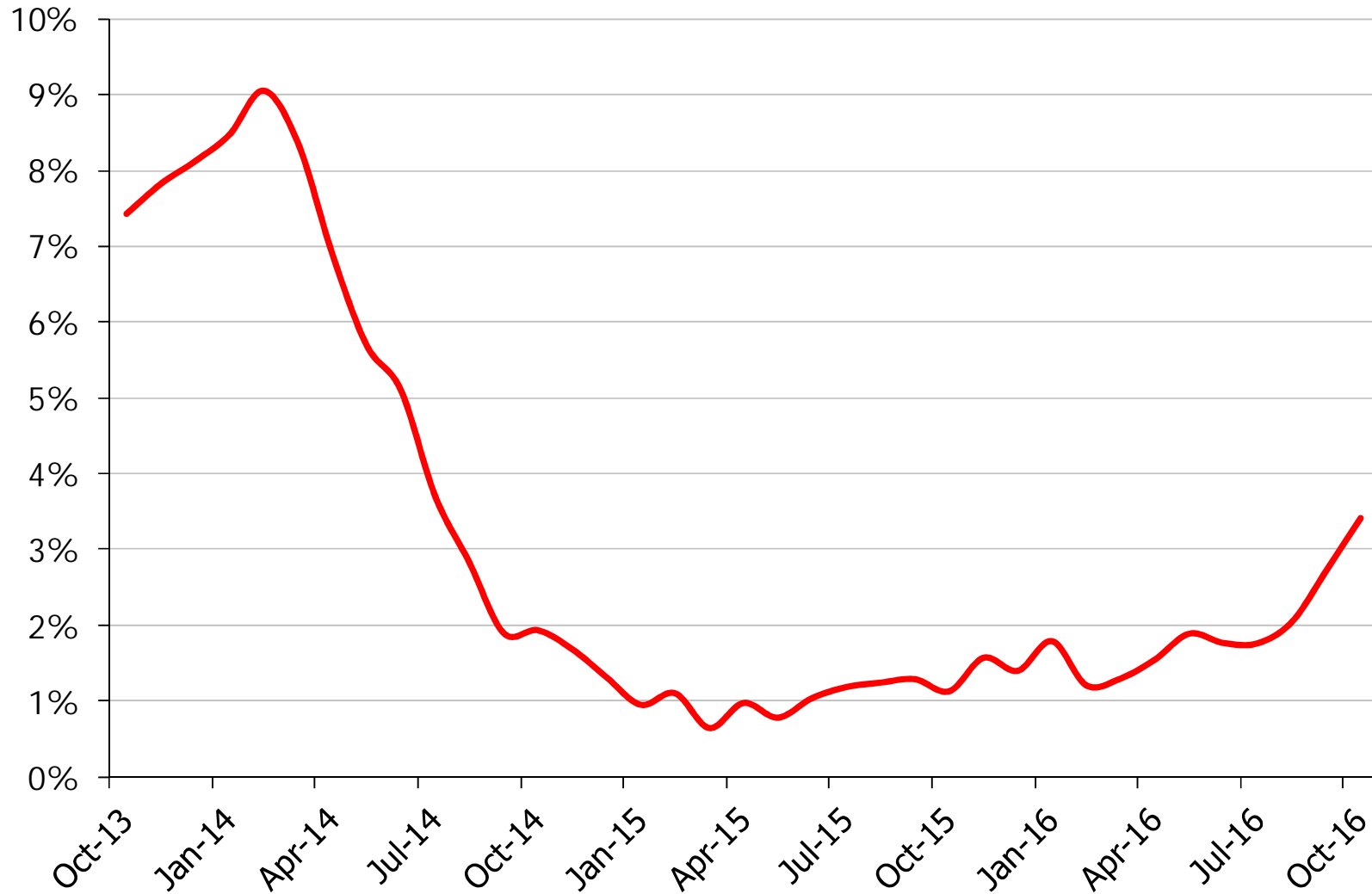


Washington DC Metro

S&P Case-Shiller Index (January 2000 = 100)



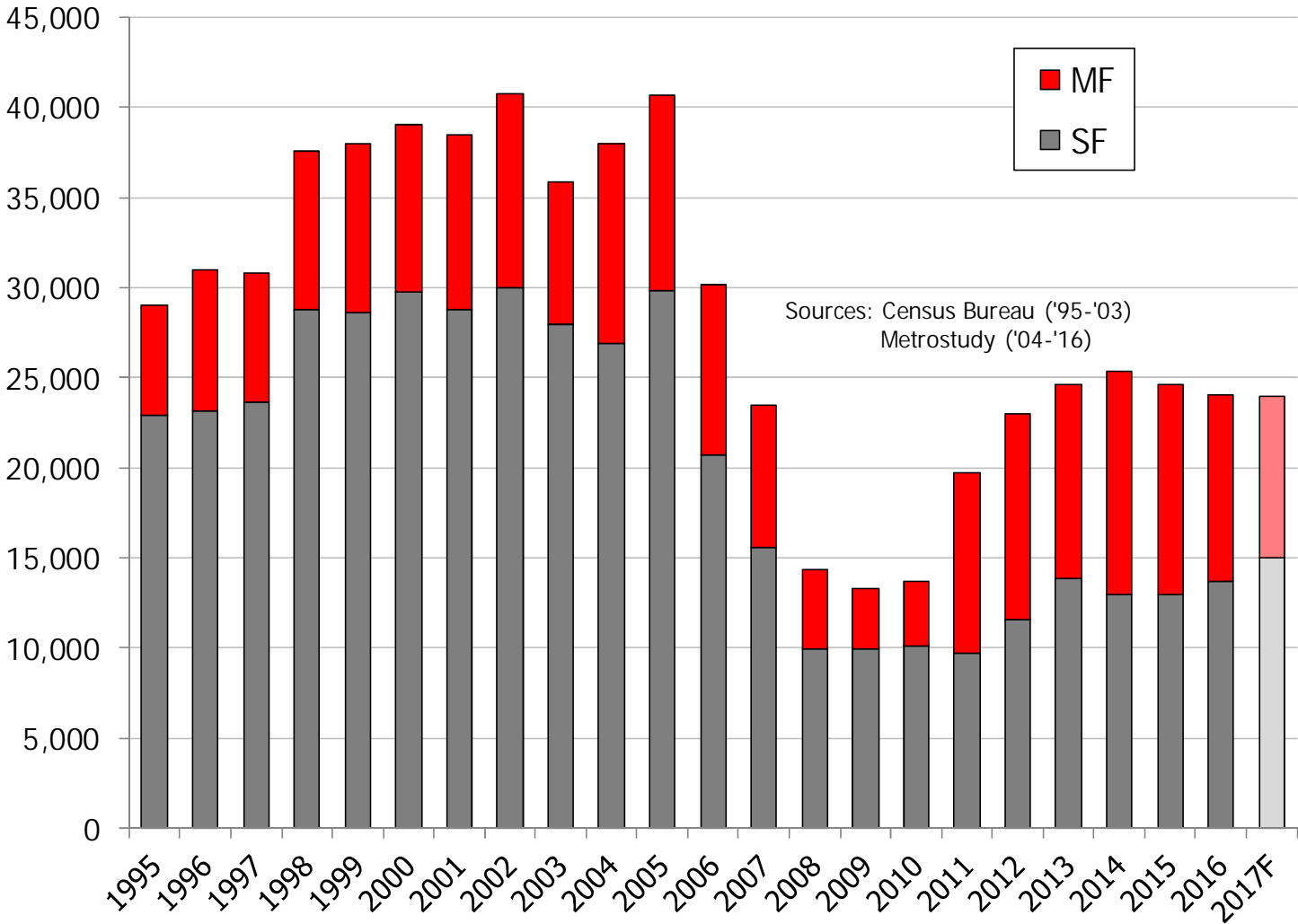
Washington DC Metro S&P Case-Shiller Index YOY Percent Change



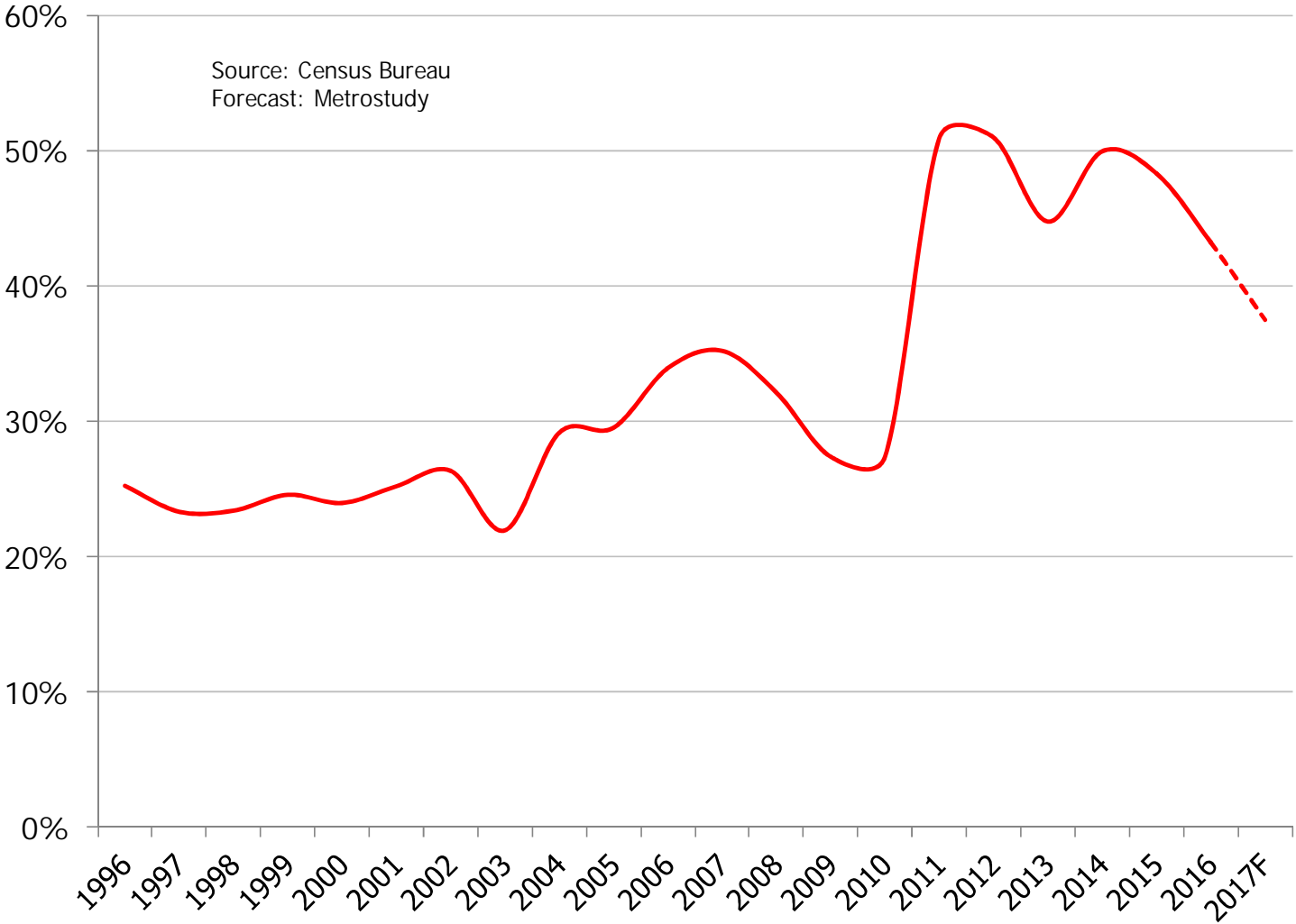


Washington DC Metro New-Home Market

Washington DC Metro Residential Permit/Starts History

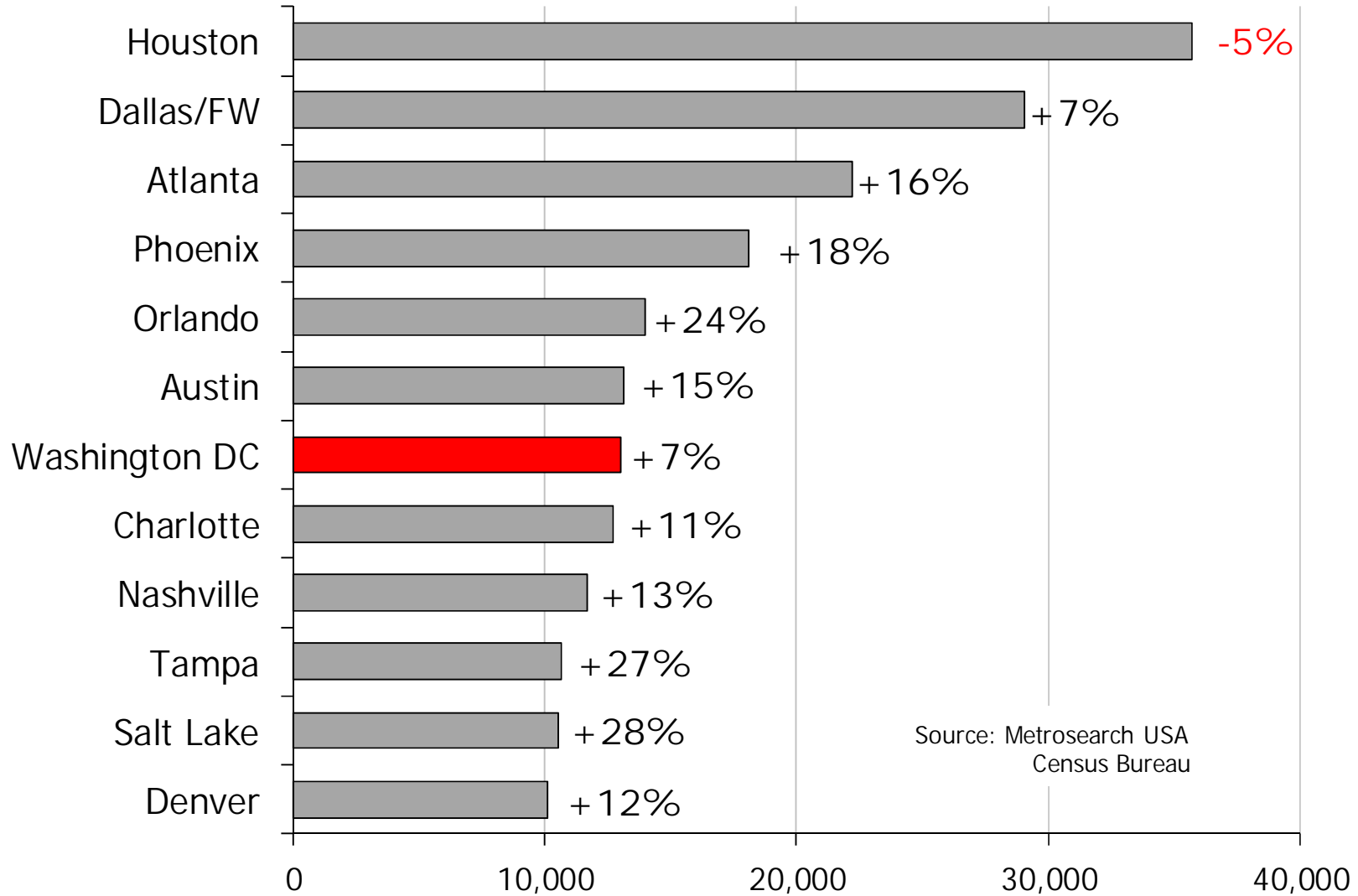


Washington DC Metro Multi-family as a Percent of All Permits



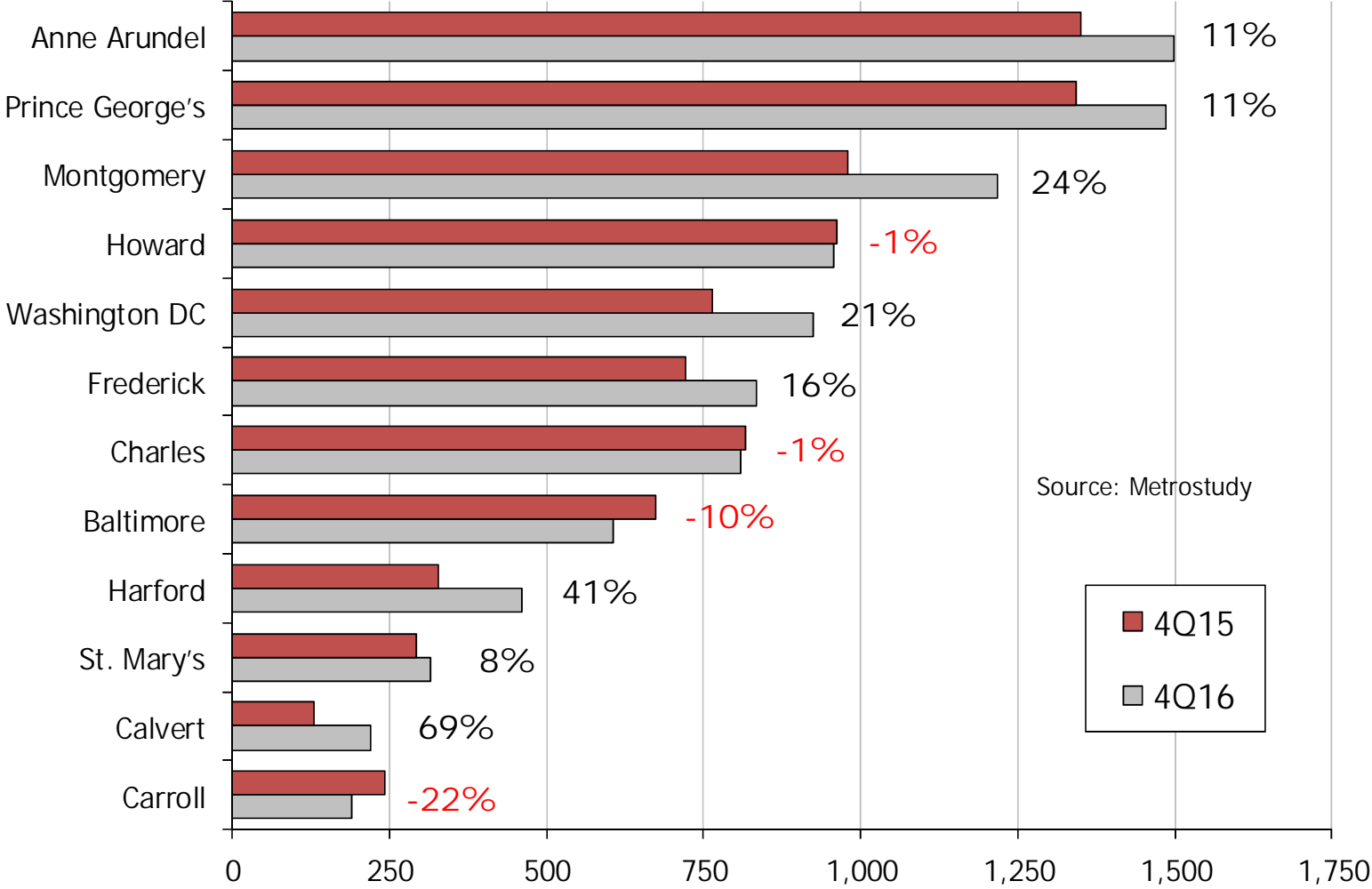
National Overview

Metro Areas Ranked by Annual SF Permits (Sep '16)



Maryland

2015/16 Starts by County and Y-O-Y % Change



* Only counties with 150+ annual starts shown



Maryland

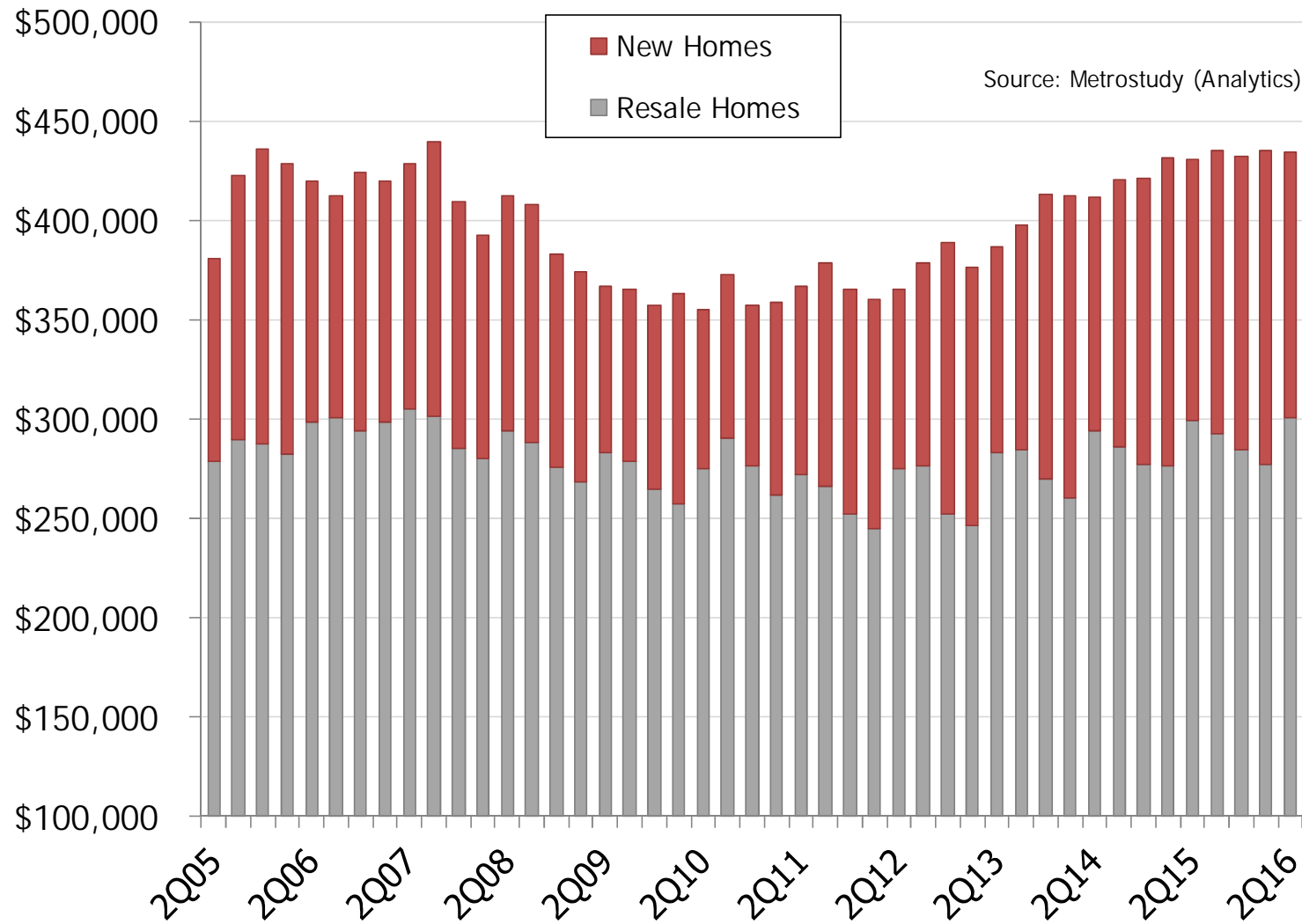
Communities Ranked by 3Q16 Annual Starts

Rank	Community	County	Price Range	Annual Starts	Annual Closings
1	Clarksburg Village	Montgomery	\$420-\$800	231	249
2	St. Charles	Charles	\$360-\$432	192	225
3	Westphalia	Prince George's	\$300-\$532	186	138
4	Parkside TH	Anne Arundel	\$340-\$443	133	115
5	Creekside Village	Anne Arundel	\$290-\$470	131	173
6	Tanyard Springs	Anne Arundel	\$263-\$358	129	112
7	Woodmore Town Centre	Prince George's	\$295-\$584	126	121
8	Beechtree	Prince George's	\$375-\$550	125	131
9	Two Rivers	Anne Arundel	\$370-\$590	120	112
10	Cabin Branch	Montgomery	\$377-\$648	116	87
11	Crown	Montgomery	\$465-\$1535	113	105

cont'd

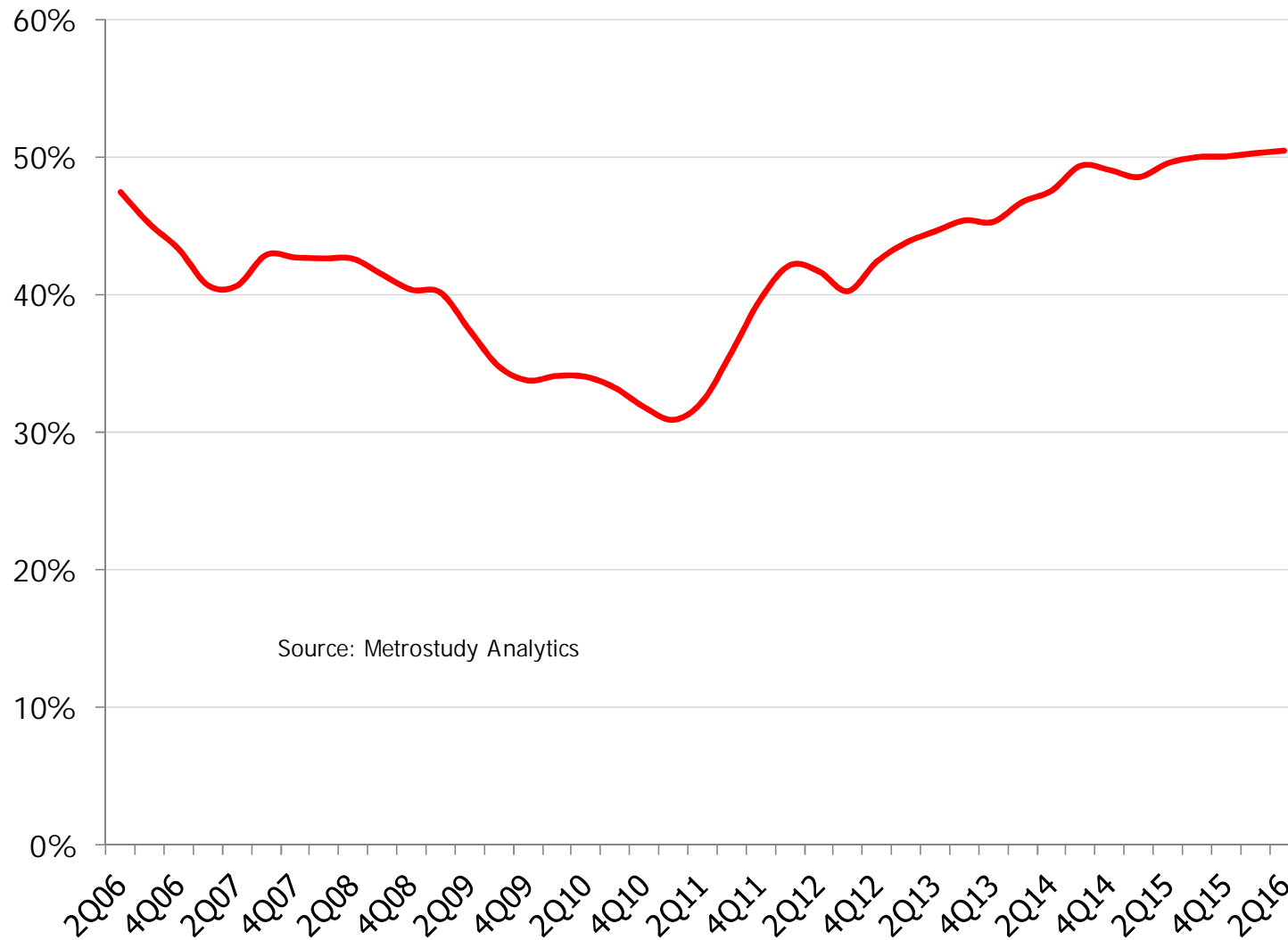
Maryland

Median New and Resale Closing Price History



Maryland

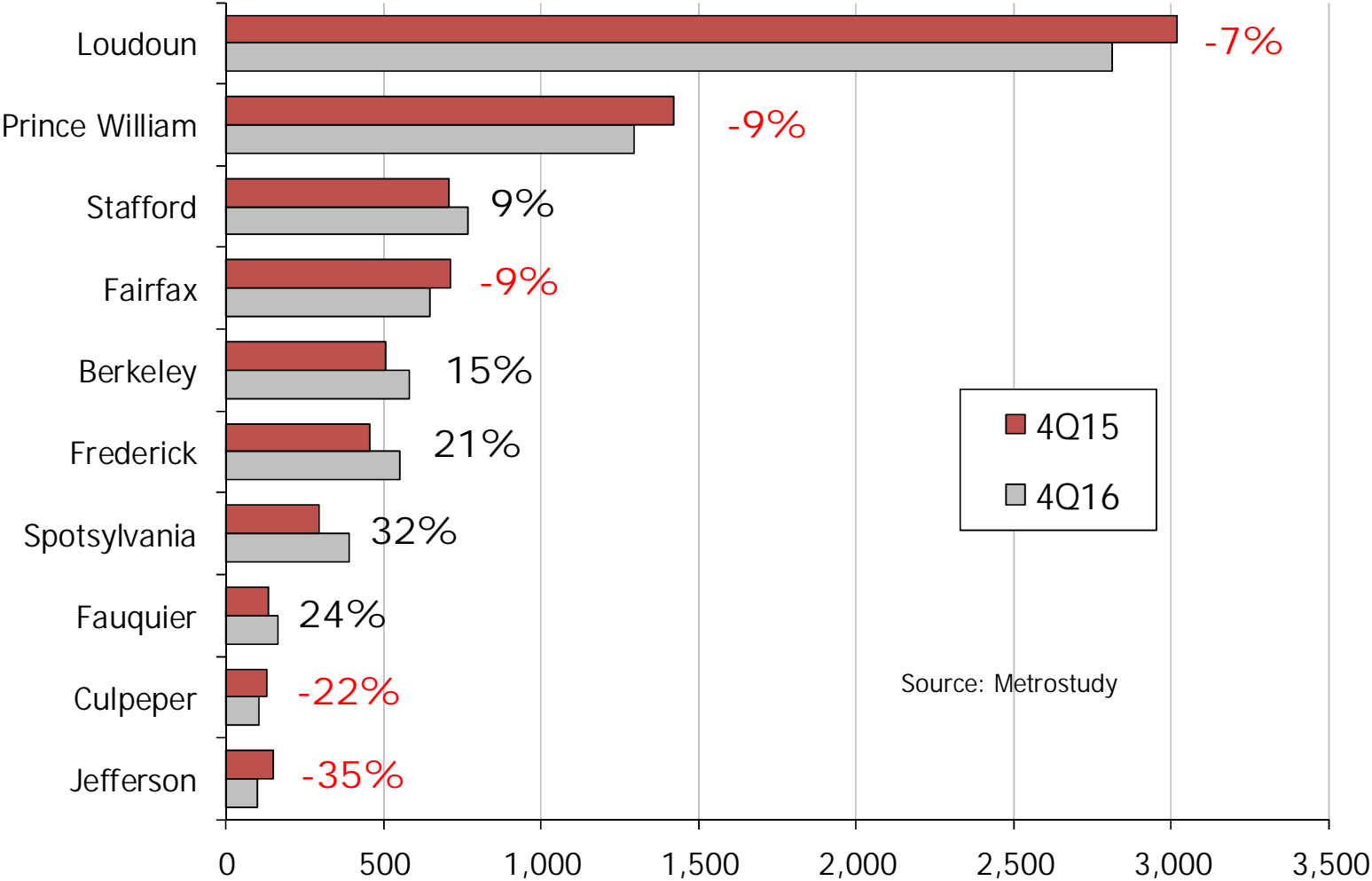
Percent of Median New Home Price Above Resale



Source: Metrostudy Analytics

Northern Virginia

2015/16 Starts by County and Y-O-Y % Change

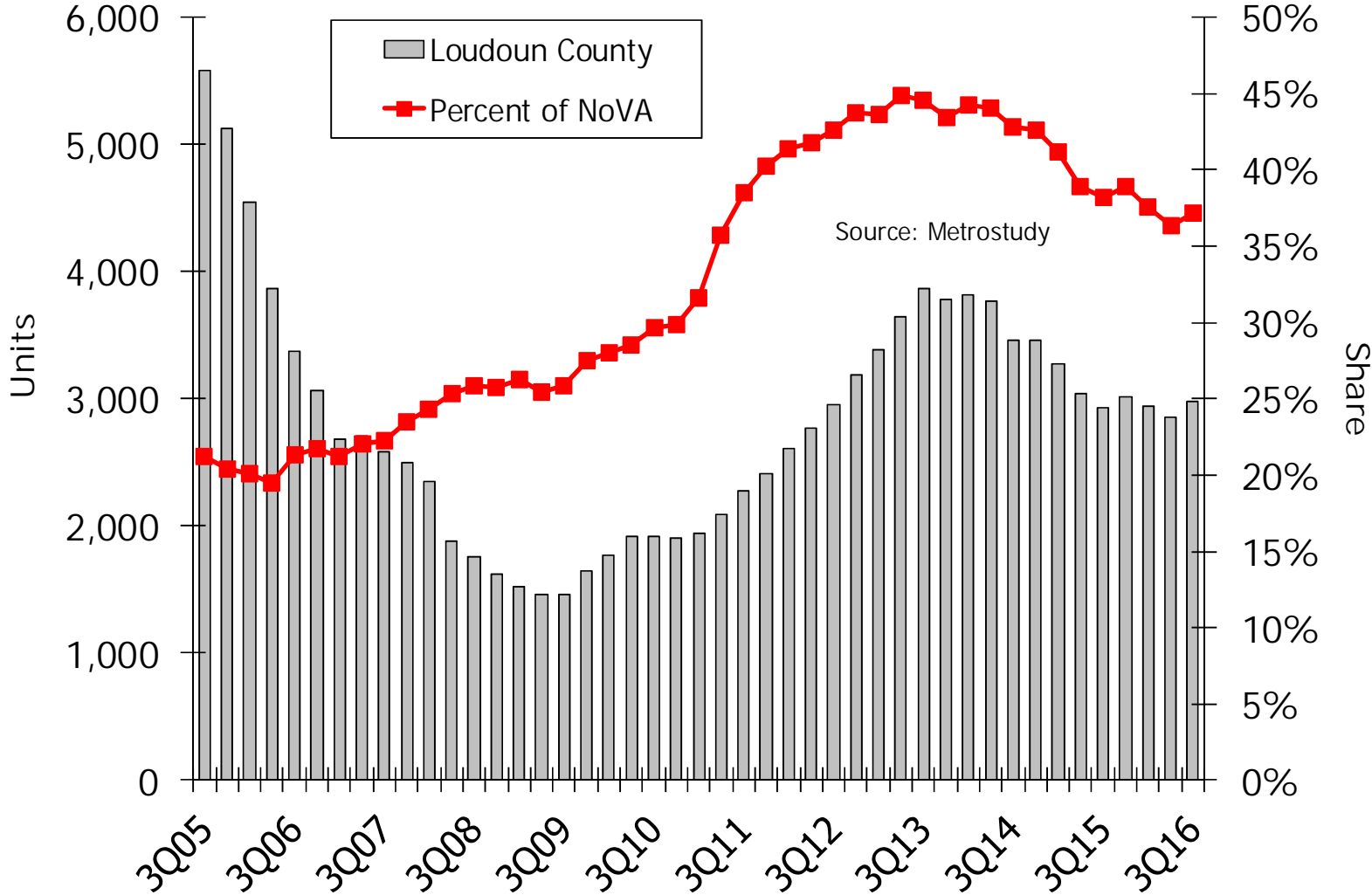


Source: Metrostudy

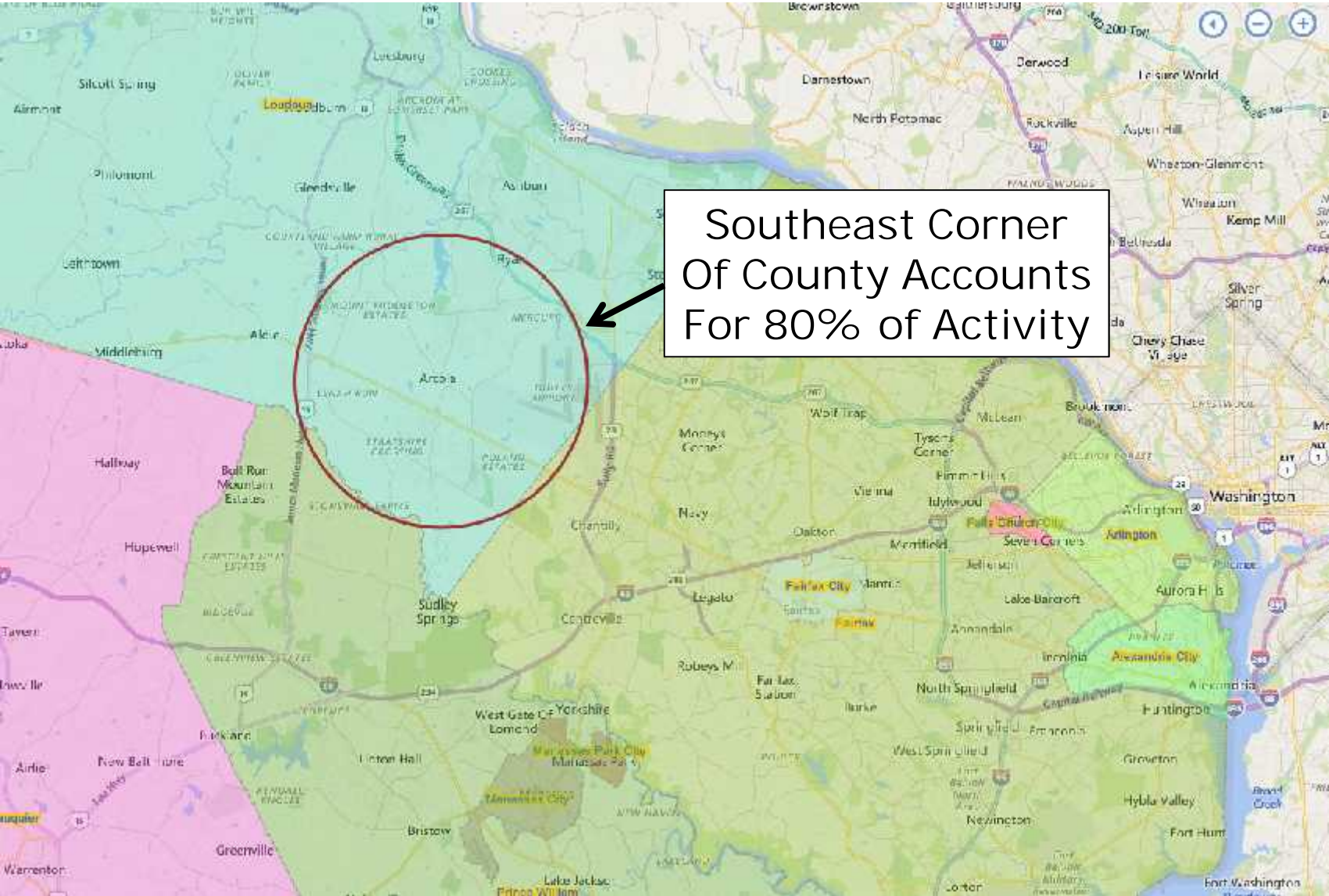
* Only counties with 100+ annual starts shown

Loudoun County

Annual Starts and Percent Share of NoVA



Loudoun County Map



Southeast Corner
Of County Accounts
For 80% of Activity



Northern Virginia

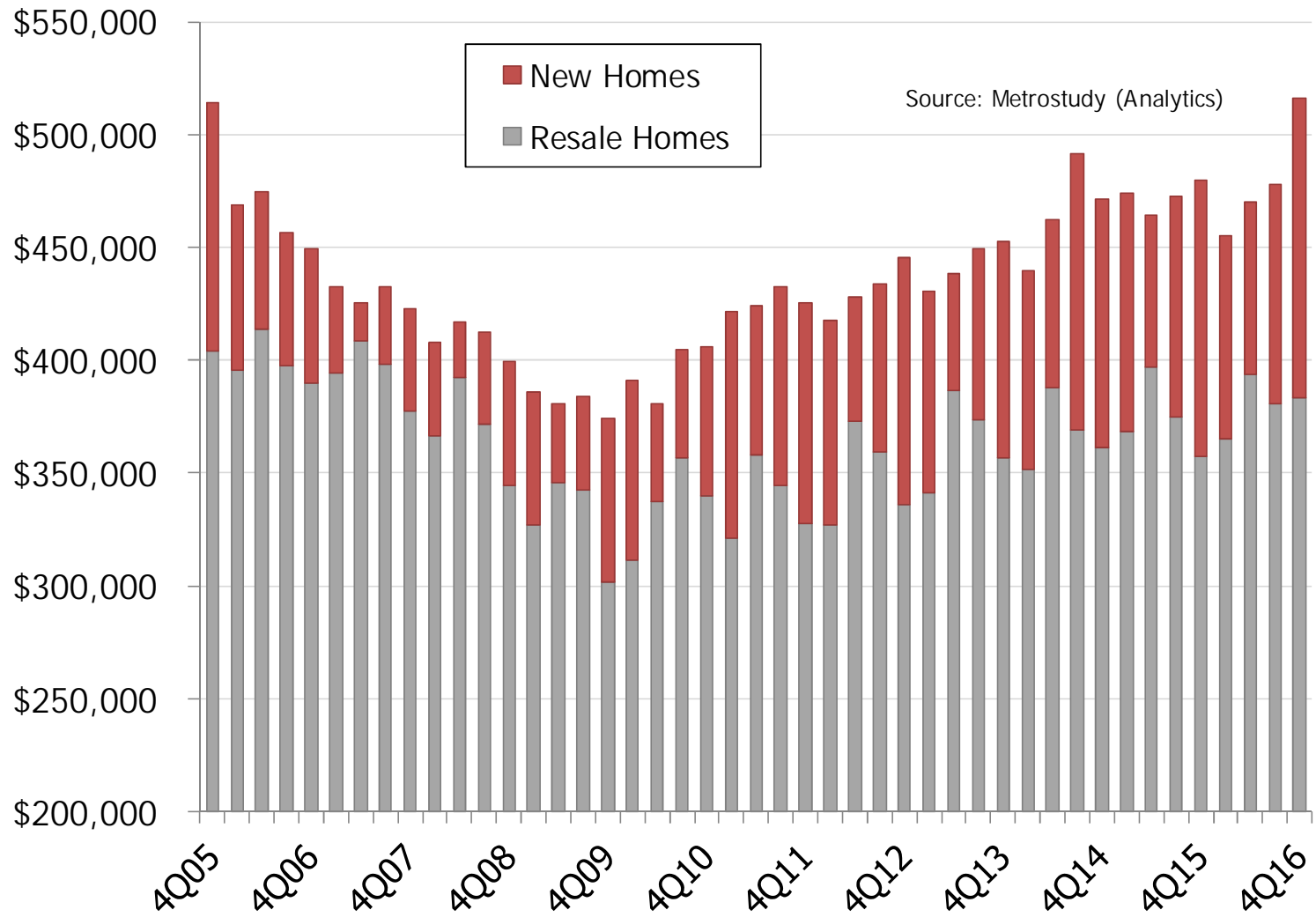
Communities Ranked by 3Q15 Annual Starts

Rank	Community	County	Price Range	Annual Starts	Annual Closings
1	Brambleton	Loudoun	\$445-\$810	329	322
2	Moorefield Station	Loudoun	\$465-\$705	248	179
3	Loudoun Valley	Loudoun	\$260-\$552	227	258
4	Willowsford	Loudoun	\$580-\$1325	225	196
5	Virginia Manor	Loudoun	\$289-\$730	198	205
6	Shenandoah at Lake Fred	Frederick	\$200-\$485	165	140
7	Westridge	Loudoun	\$305-\$568	145	154
8	Wentworth Green	Prince William	\$321-\$580	133	135
9	Stone Ridge	Loudoun	\$340-\$714	130	123
10	Celebrate Virginia	Stafford	\$190-\$335	126	118
11	Dominion Valley C.C.	Prince William	\$297-\$821	121	122

cont'd

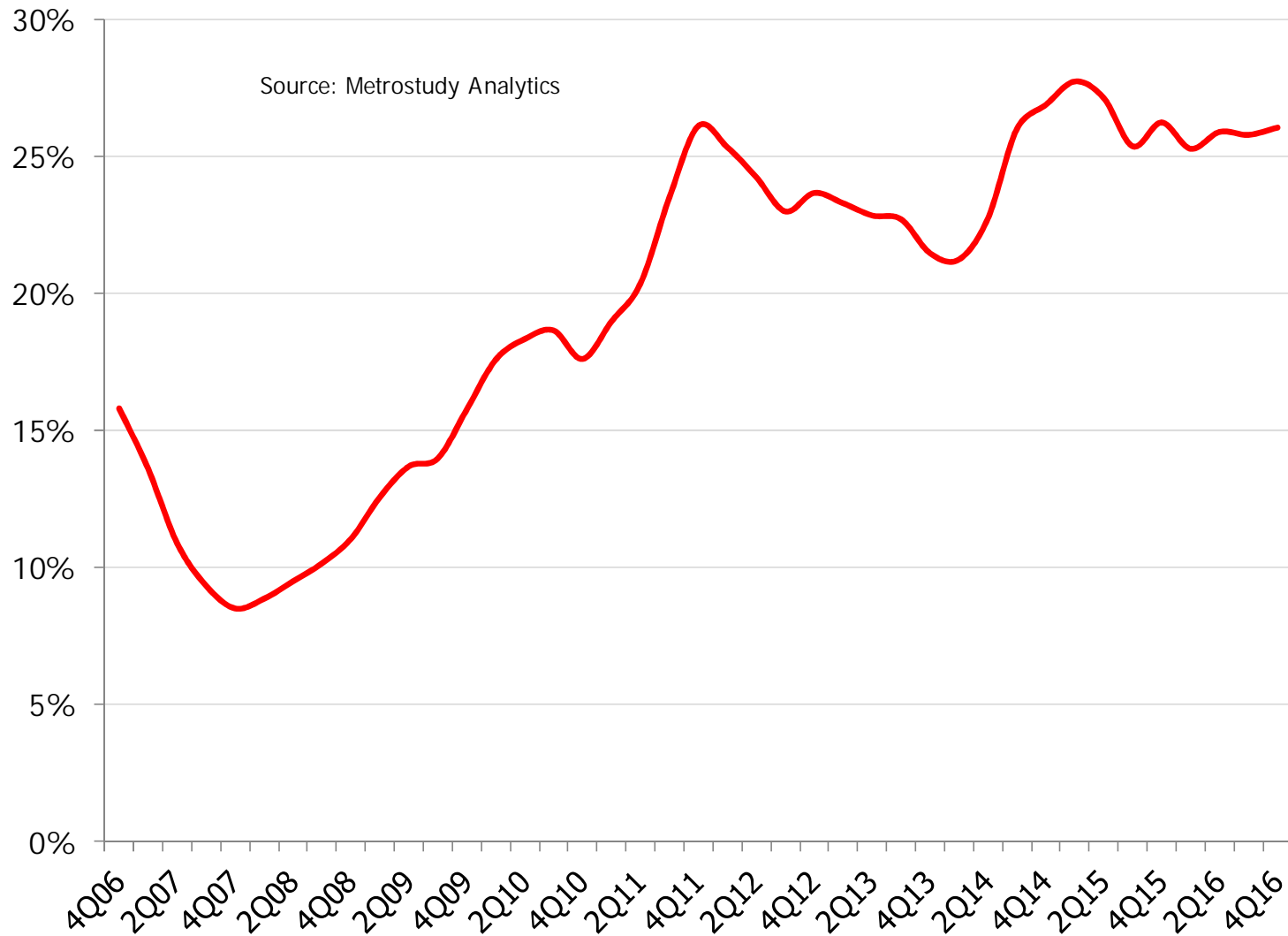
Northern Virginia

Median New and Resale Home Closing Price



Northern Virginia

Percent of Median New Home Price Above Resale



Essential Ingredients

- Job Growth
- Low Unemployment
- Healthy Resale Market
- Low Mortgage Rates
- Favorable Demographics

Should mean a somewhat improved housing market in 2016



Thank You!