Factors Affecting the Washington Region’s For-Sale Market

Jeannette Chapman
Deputy Director and Senior Research Associate
Stephen S. Fuller Institute
Schar School of Policy and Government
George Mason University

National Economic Trends Impacting the Housing Market
U.S. Consumer Confidence
November 2012 – November 2019

Sources: The Conference Board, The Stephen S. Fuller Institute at the Schar School, GMU

U.S. New and Existing Home Sales
Monthly Over-the-Year Change

Sources: U.S. Census (New), National Association of Realtors (Existing), The Stephen S. Fuller Institute at the Schar School, GMU
The Washington Region’s Economy: Current Trends and Outlook

Job Change in the Washington Region
1991 – 2019* (000s)

1990 – 2018 Average: 37,300

Sources: U.S. Bureau of Labor Statistics (Not Seasonally Adjusted), The Stephen S. Fuller Institute at the Schar School, GMU
*2018 and 2019 include projected revisions to the preliminary data and do not align with the estimates published by BLS.
Job Change in the Washington Region
1991 – 2019* (000s)

Prior Expansions: 61,300
2015-2019: 48,300

Sources: U.S. Bureau of Labor Statistics (Not Seasonally Adjusted), The Stephen S. Fuller Institute at the Schar School, GMU
*2018 and 2019 include projected revisions to the preliminary data and do not align with the estimates published by BLS.

Employment Change by Sub-State Area
(000s)

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>D.C.</td>
<td>13.1</td>
<td>7.4</td>
<td>8.3</td>
<td>5.9</td>
<td>8.9</td>
<td>4.9</td>
<td>4.2</td>
<td>3.6</td>
</tr>
<tr>
<td>Sub. MD</td>
<td>13.4</td>
<td>12.9</td>
<td>4.4</td>
<td>5.4</td>
<td>9.2</td>
<td>7.2</td>
<td>5.2</td>
<td>1.3</td>
</tr>
<tr>
<td>No. VA</td>
<td>28.8</td>
<td>21.9</td>
<td>26.8</td>
<td>27.9</td>
<td>22.6</td>
<td>23.6</td>
<td>17.8</td>
<td>12.9</td>
</tr>
<tr>
<td>Residual**</td>
<td>3.3</td>
<td>7.6</td>
<td>(2.6)</td>
<td>1.1</td>
<td>0.2</td>
<td>0.1</td>
<td>0.2</td>
<td>0.1</td>
</tr>
<tr>
<td>REGION</td>
<td>58.6</td>
<td>49.8</td>
<td>36.9</td>
<td>40.3</td>
<td>40.9</td>
<td>35.8</td>
<td>27.4</td>
<td>17.9</td>
</tr>
</tbody>
</table>

Sources: BLS, IHS Economics, The Stephen S. Fuller Institute at the Schar School, GMU (forecast as of December 2019)
*2018 and 2019 include projected revisions to the preliminary data and do not align with the estimates published by BLS.
**Residual includes Jefferson, WV and jobs that cannot be attributed to a sub-state area.
The Washington Region’s Housing Market: Current Trends

Change in Existing Home Sales
Washington Region, Month Over-the-Year

Sources: RealEstate Business Intelligence, LLC; The Stephen S. Fuller Institute at the Schar School, GMU
**Change in Average Days-On-Market**

Washington Region, Month Over-the-Year

Sources: RealEstate Business Intelligence, LLC; The Stephen S. Fuller Institute at the Schar School, GMU

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**Change in Unsold Active Listings**

Washington Region, Month Over-the-Year

Sources: RealEstate Business Intelligence, LLC; The Stephen S. Fuller Institute at the Schar School, GMU
Change in Average Sales Price
Washington Region, Month Over-the-Year

Sources: RealEstate Business Intelligence, LLC; The Stephen S. Fuller Institute at the Schar School, GMU

Change in Average Sales Price, Washington Region
Jan - Nov of Each Year, in thousands

1997-2019 Average: 4.4% (Annualized)

Sources: RealEstate Business Intelligence, LLC; The Stephen S. Fuller Institute at the Schar School, GMU
The Washington Region’s Housing Market: Factors Affecting Upcoming Years

Amazon-Related Household at Full Build-Out
Assumes 37,850 HQ2 jobs

<table>
<thead>
<tr>
<th></th>
<th>Household w/ an HQ2 Job</th>
<th>Household w/ a Job Supported by HQ2 Spending (1)</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arlington County, VA</td>
<td>6,097</td>
<td>766</td>
<td>6,862</td>
</tr>
<tr>
<td>Alexandria City, VA</td>
<td>1,890</td>
<td>723</td>
<td>2,613</td>
</tr>
<tr>
<td>Rest of Northern Virginia</td>
<td>17,329</td>
<td>13,381</td>
<td>30,709</td>
</tr>
<tr>
<td>Rest of Virginia</td>
<td>642</td>
<td>14,967</td>
<td>15,609</td>
</tr>
<tr>
<td>D.C.</td>
<td>4,909</td>
<td>469</td>
<td>5,377</td>
</tr>
<tr>
<td>Maryland</td>
<td>6,047</td>
<td>1,515</td>
<td>7,562</td>
</tr>
<tr>
<td>Elsewhere</td>
<td>363</td>
<td>508</td>
<td>871</td>
</tr>
<tr>
<td>Total (2)</td>
<td>37,276</td>
<td>32,328</td>
<td>69,604</td>
</tr>
</tbody>
</table>

Source: The Stephen S. Fuller Institute at the Schar School, GMU
(1) Includes payroll and operations expenditures
(2) A small share of the workers holding HQ2-related jobs are anticipated to cohabitate either with another HQ2-related worker or become part of an existing household. Therefore, the number of households is projected to be fewer than the number of jobs. Only the indirect and induced jobs located in the Commonwealth were analyzed.
Amazon-Related Owners in Select Jurisdictions
Assumes 37,850 HQ2 jobs, includes indirect & induced effects

<table>
<thead>
<tr>
<th></th>
<th>Owners at Full Build-Out</th>
<th>Closed Sales in 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Virginia</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Arlington County</td>
<td>2,071</td>
<td>3,030</td>
</tr>
<tr>
<td>Alexandria City</td>
<td>1,085</td>
<td>2,580</td>
</tr>
<tr>
<td>Fairfax County*</td>
<td>13,698</td>
<td>16,300</td>
</tr>
<tr>
<td>Prince William County**</td>
<td>4,013</td>
<td>8,330</td>
</tr>
<tr>
<td>Loudoun County</td>
<td>3,665</td>
<td>6,630</td>
</tr>
<tr>
<td>D.C.</td>
<td>2,410</td>
<td>8,900</td>
</tr>
<tr>
<td>Maryland</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Montgomery County</td>
<td>2,737</td>
<td>12,430</td>
</tr>
<tr>
<td>Prince George's County</td>
<td>1,886</td>
<td>10,230</td>
</tr>
</tbody>
</table>

Sources: RealEstate Business Intelligence, LLC; The Stephen S. Fuller Institute at the Schar School, GMU
*Includes the cities of Fairfax and Falls Church; ** Includes the cities of Manassas and Manassas Park

Change in Existing Home Sales
Arlington County, Month Over-the-Year

12-mo moving average

Sources: RealEstate Business Intelligence, LLC; The Stephen S. Fuller Institute at the Schar School, GMU
Change in Average Sales Price, Arlington County
Jan – Nov of Each Year

Sources: RealEstate Business Intelligence, LLC; The Stephen S. Fuller Institute at the Schar School, GMU
Detached Homes as a % of Closed Sales
Arlington County, Jan – Nov of Each Year

Sources: RealEstate Business Intelligence, LLC; The Stephen S. Fuller Institute at the Schar School, GMU

Average Wage in the Washington Region
(000s of 2018 $s)

Sources: Bureau of Labor Statistics; The Stephen S. Fuller Institute
Population by Age, Washington Region

- 1990
- 2018

Sources: U.S. Census Bureau (1970-79 Intercensal Estimates & v2018 Population Estimates); The Stephen S. Fuller Institute at the Schar School, GMU

Home Ownership Rate by Age, Washington Region

- 1990
- 2015-2017 Avg

Overall Rate
1990: 61.3%
2015-17: 62.6%

Sources: U.S. Census Bureau (1990 Decennial microdata & 2017 ACS microdata); The Stephen S. Fuller Institute at the Schar School, GMU
Building Permits
Washington Region, 1990 to 2017

Sources: U.S. Census Bureau, The Stephen S. Fuller Institute at the Schar School, GMU

% Of Housing Stock Occupied for 20+ Years:
Householder 50+, No Children, 2+ Extra Bedrooms, Washington Region

Sources: U.S. Census Bureau (1990 Decennial microdata & 2017 ACS microdata); The Stephen S. Fuller Institute at the Schar School, GMU
Population Growth By Component Change
Washington Region (in 000s)

Net Domestic Migration
Net International Migration
Natural Increase
Total

Population Growth Washington Region
1971 to 2018

Sources: U.S. Census Bureau (Intercensal & v2018 Population Estimates); The Stephen S. Fuller Institute at the Schar School, GMU
Questions?

For monthly reports on the Washington region’s economic performance go to sfullerinstitute.gmu.edu
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