

Long & Foster Economic Market Overview

October 2025

(Some charts are not updated due to government shutdown)

U.S. Existing Home Sales

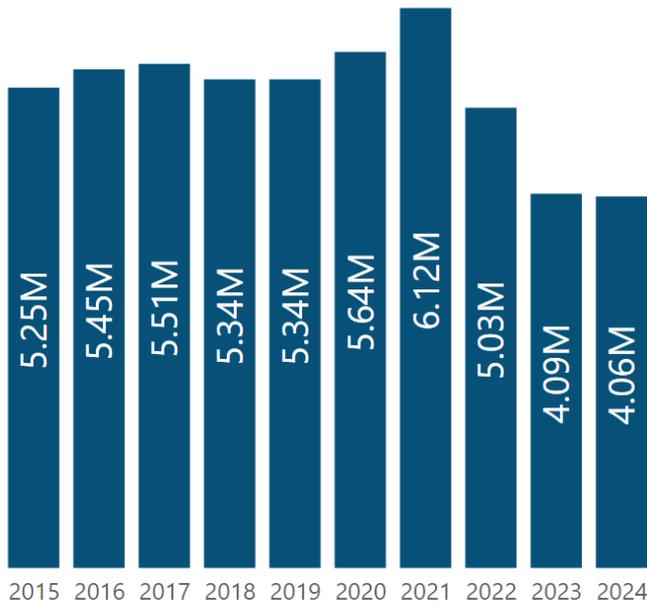
Existing Home Sales

4.06M

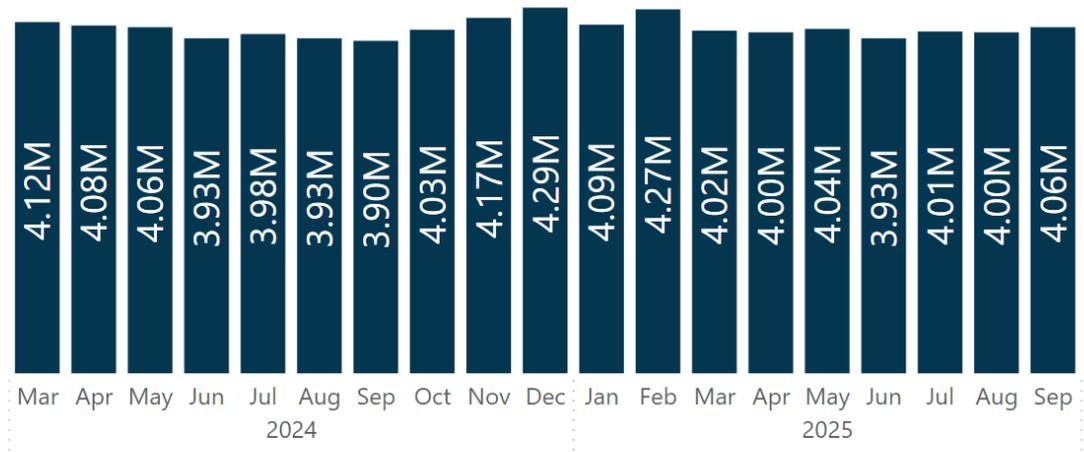
Current Mo

3.90M ▲ 4.1%
Prior Yr % Change

Yearly (Seasonally Adj.)



Monthly



Source: Existing Home sale data from National Association of Realtors (NAR). Monthly figures are provided as seasonally adjusted annualized totals.

Select Month

Aug 2025

U.S. New Home Sales

New Home Sales

800K

Current Mo

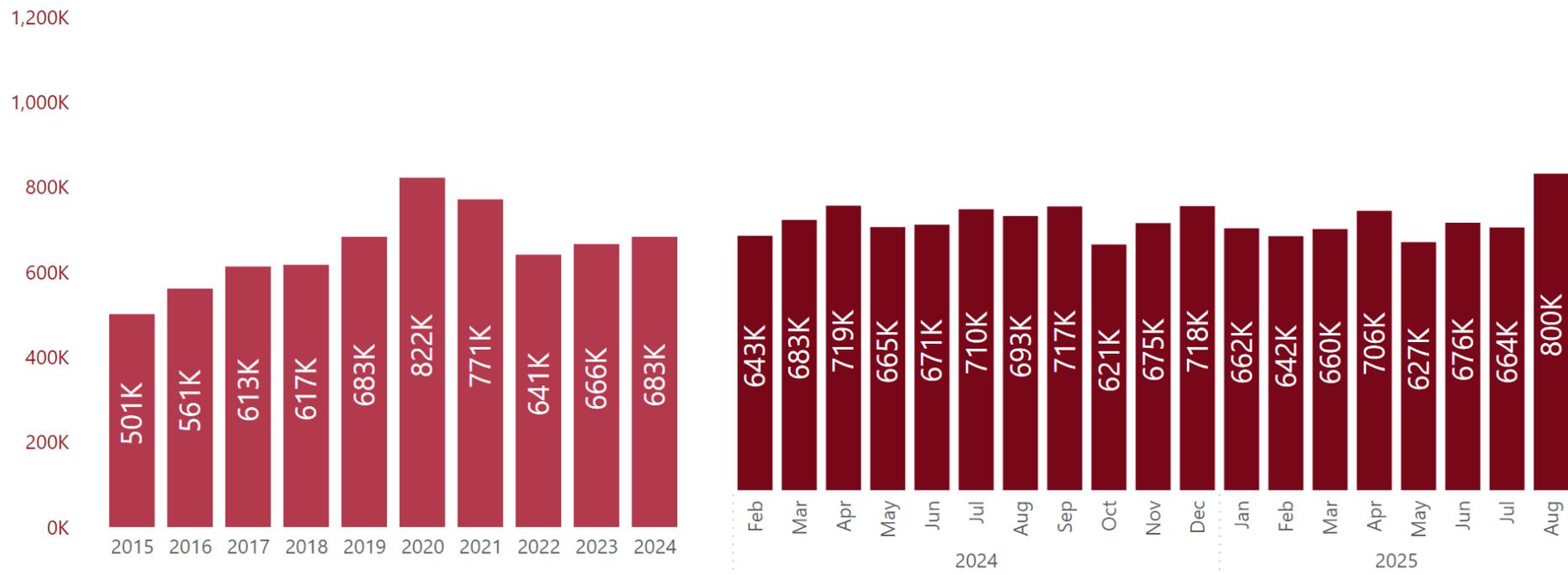
693K  15.4%

Prior Yr

% Change

Yearly (Seasonally Adj.)

Monthly



Source: New home data from US Census Bureau, Information lags one month.



NAR Housing Affordability Index (HAI)

Housing Affordability Index

104.5

100.6

Prior Month

▲ 3.9%

% Change mo

Current Mo

104.8

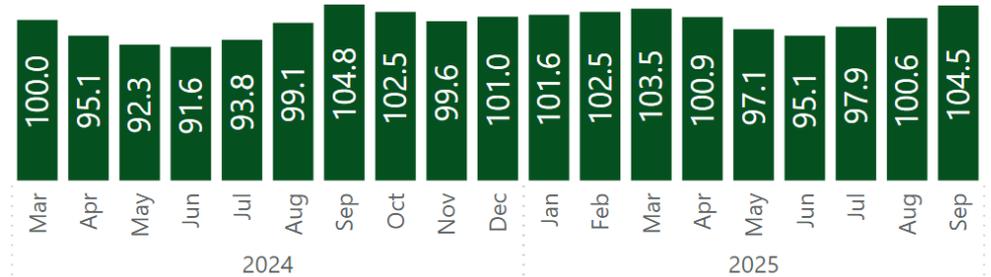
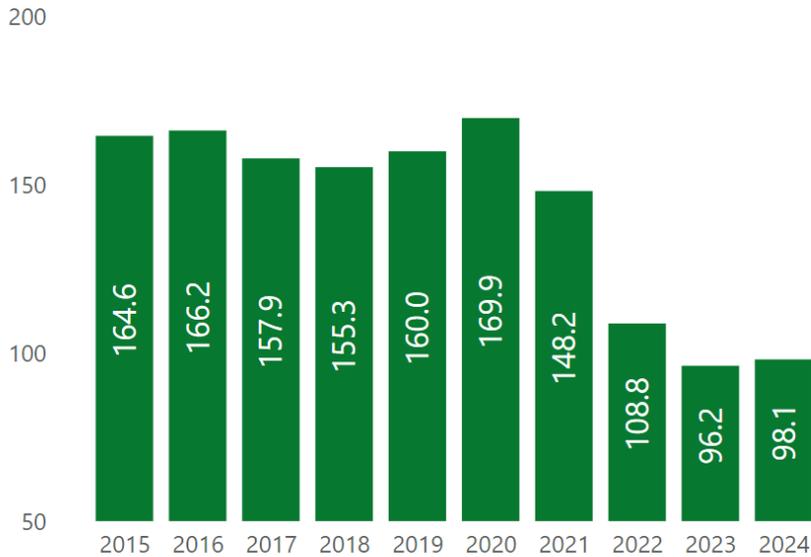
Prior Yr

■ -0.3%

% Change yr

Yearly

Monthly



Source: National Association of Realtors.

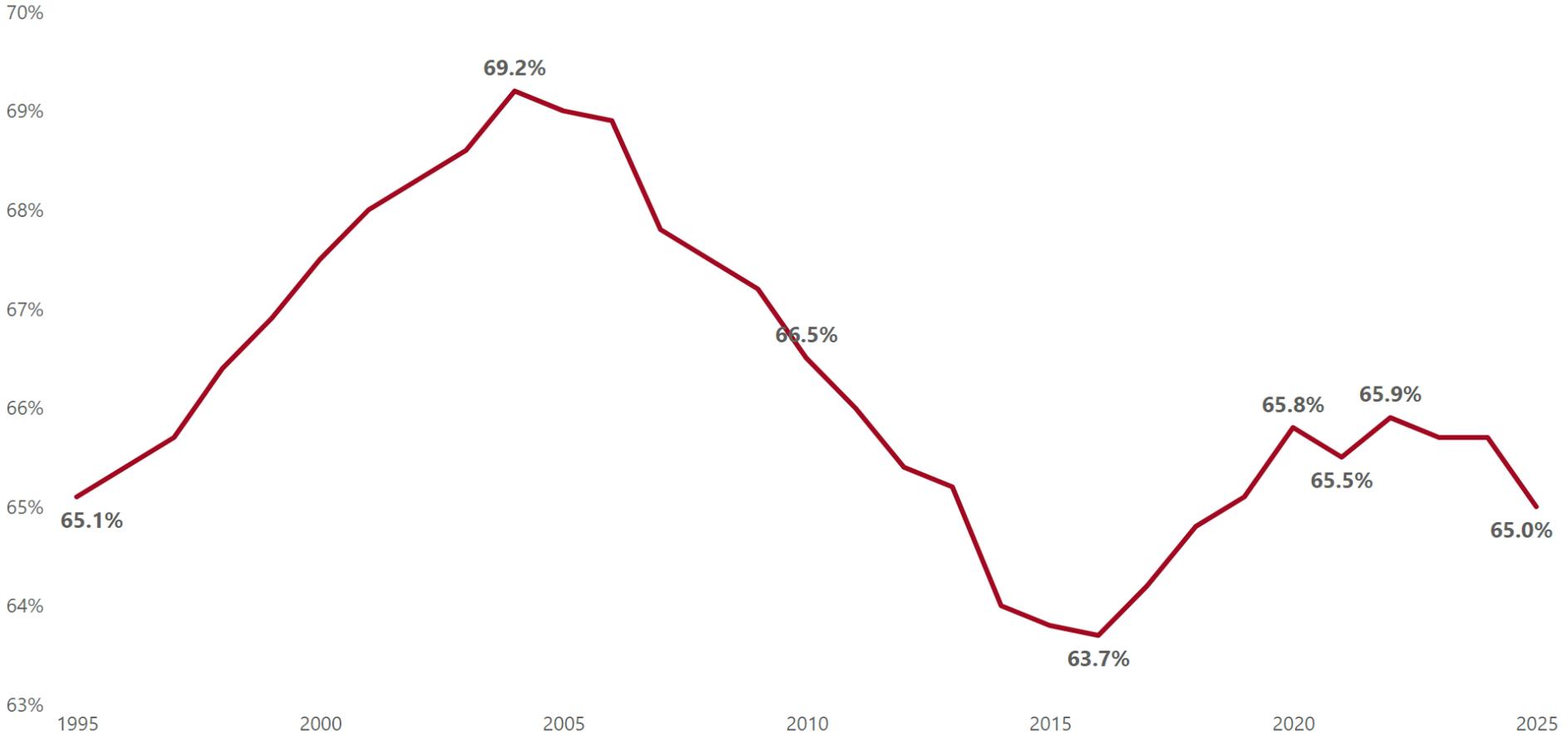
Data lags one month.

9/17/1995

12/31/2026

U.S. Homeownership Rate (%) 1980 to Present

4Q Rates through 2024 and Q2 2025



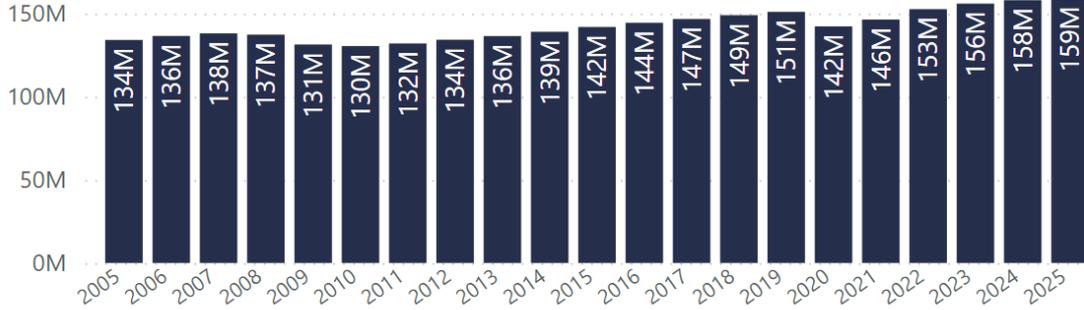
Source: U.S. Census

Select Month

Previous Month ∨

U.S. Employment/Unemployment

U.S. Total Employment



Unemployment Rate

(Blank)

Current Mo

4.1%

Prior Yr



-100.0%

% Change

Total Employment

(Blank)

Current Mo

158.4M

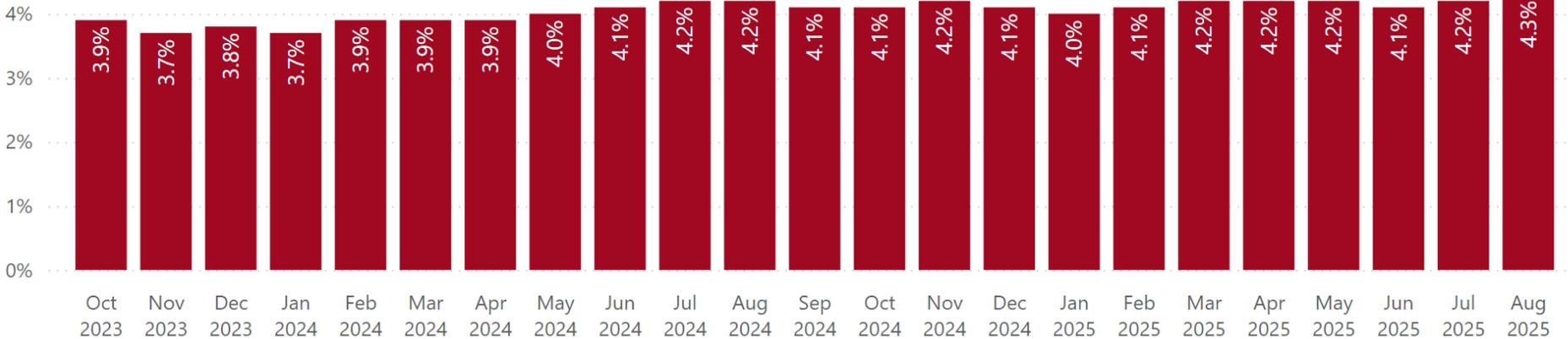
Prior Yr



-100.0%

% Change

U.S. Unemployment Rate



Source: BLS: Historical Employment Chart. Figures represent Non-Farm which is total # of Paid US workers of any business except government, private household, nonprofit, and farm employees. Monthly is Seasonally Adjusted (Yearly is not).



Select Month

Aug 2025

U.S. Monthly Job Growth

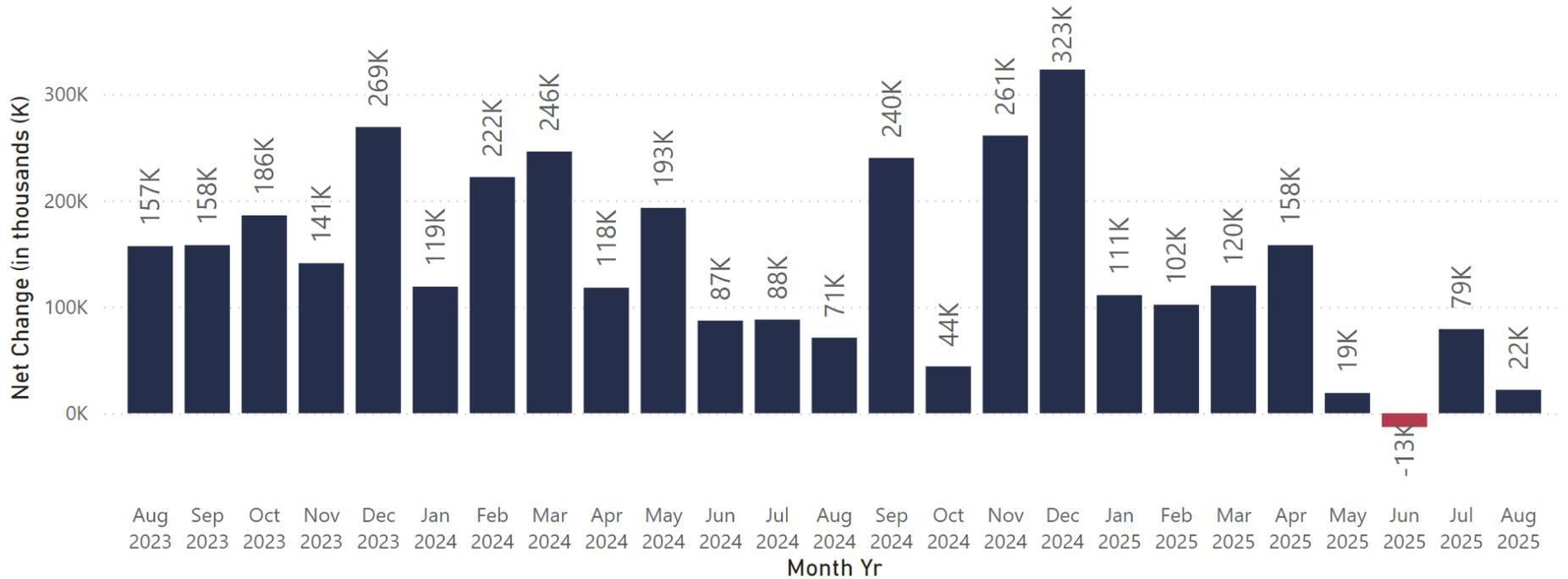
Job Growth (in 000s)

22K

Current Month

71K ▼ -69.0%

Prior Yr % Change



Source: BLS: Historical Employment Chart. Figures represent Non-Farm which is total # of Paid US workers of any business except government, private household, nonprofit, and farm employees. Monthly is Seasonally Adjusted (Yearly is not).

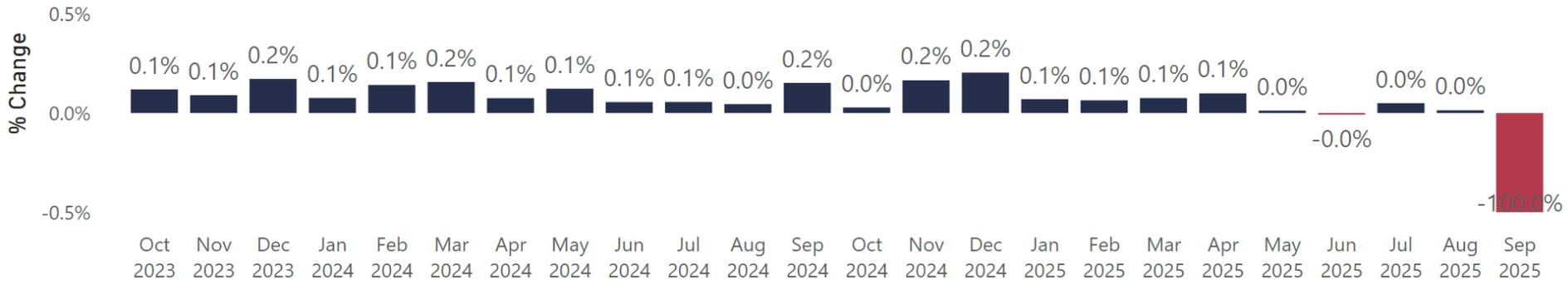


U.S. Job Growth

U.S. Yearly Non-Farm Payrolls Change (%)



U.S. Monthly Non-Farm Payrolls Change(%)



Select Month

Previous Month ▼

University of Michigan Index of Consumer Sentiment

Consumer Sentiment Index

53.6

55.1

Prior Mo

Current Mo

70.5

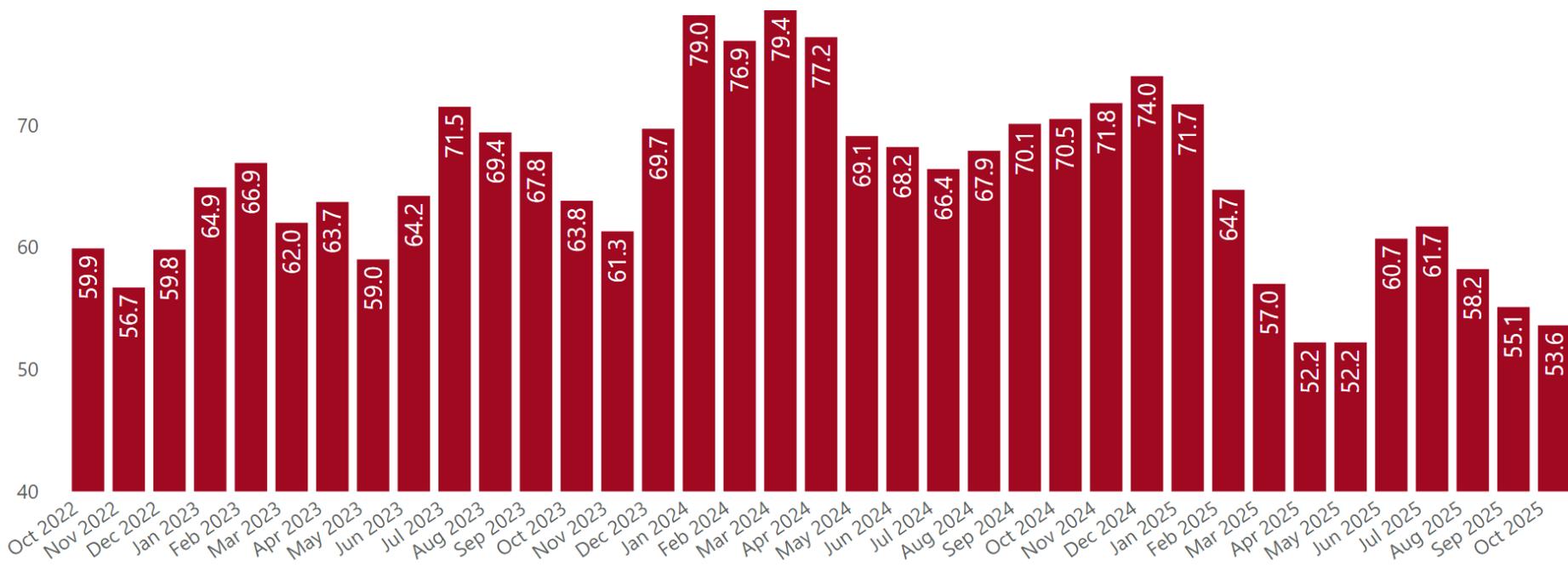
Prior Yr

▼ -2.7%

% Change mo

▼ -24.0%

% Change yr



LONG & FOSTER
REAL ESTATE

Source: Reuters-University of Michigan
Index of Consumer Sentiment

30-Year Fixed Conventional Conforming Rates Since 1985

30 Yr Fixed Mortgage Rate

6.34%

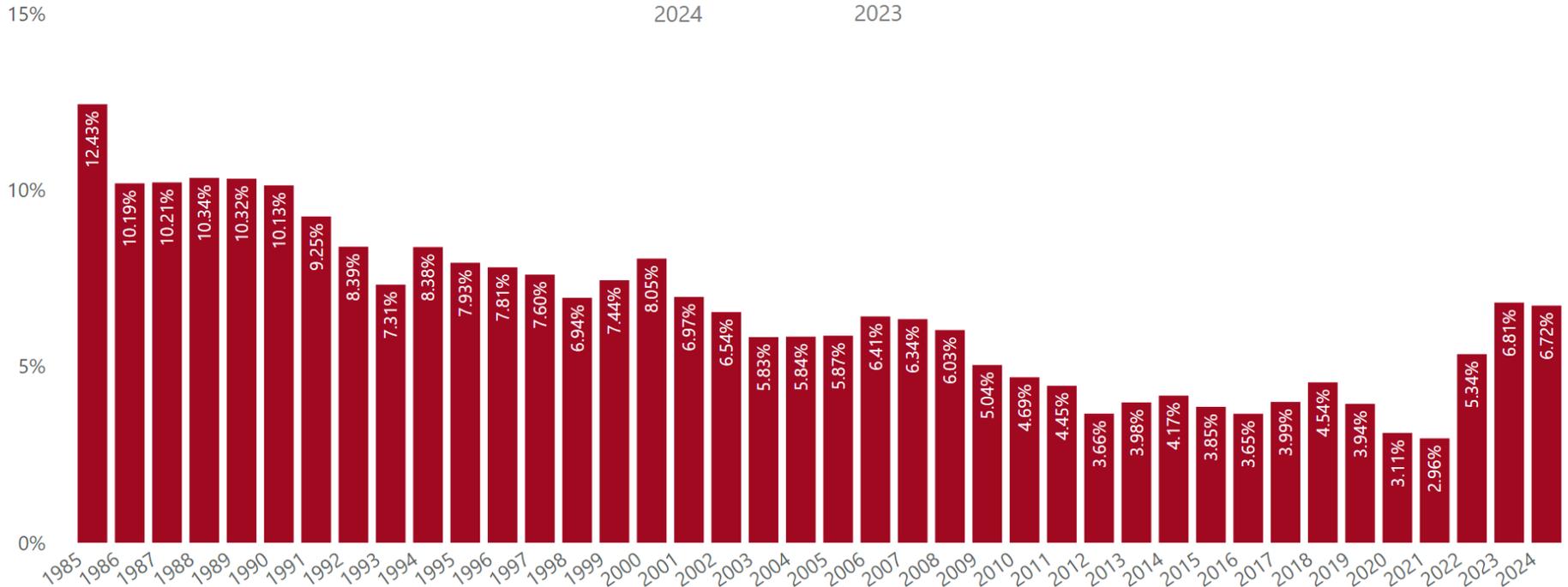
Current Mo

6.72%

6.81%

2024

2023



Source: Freddie Mac PMMS – Average of Weekly Rates. Forecast of mortgage rates from (MBA) Mortgage Finance Forecast.

Recent Mortgage Rates

30 Yr Fixed Mortgage Rate

6.34%

6.35%

Prior Mo

Current Mo

6.72%

Prior Yr

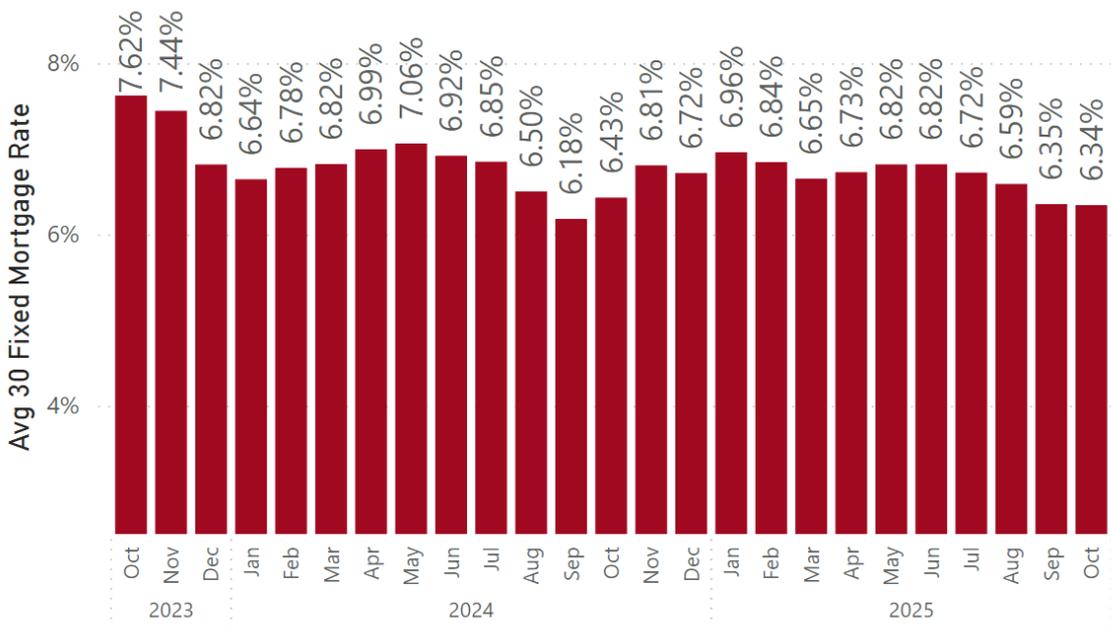
■ -0.20%

% Change vs Prior Mo

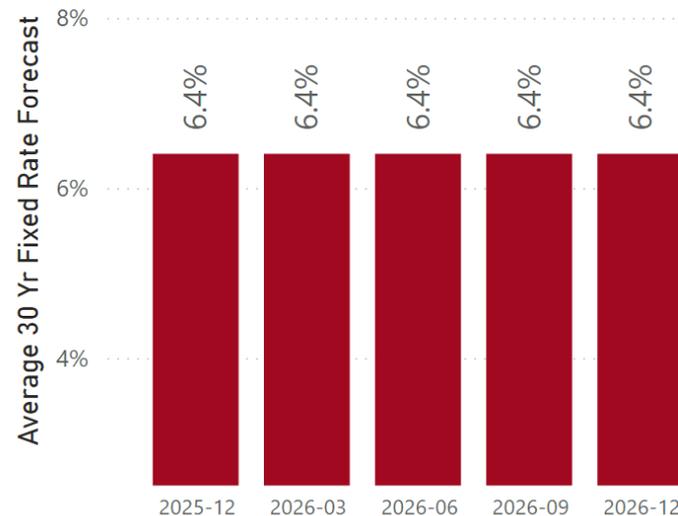
▾ -5.67%

% Change yr

Actual Rate by Month



Forecast Rate by Quarter



Source: Actual Rates from Freddie Mac PMMS
Forecast Mortgage Rates from (MBA) Mortgage
Finance Forecast

Real Estate Trends in Metropolitan Markets

% Change Year over Year for Oct 2025

Region	Median Price	Units Sold	DOM	Volume Sold	Months Supply (CY vs PY)	New Listings	New Contracts
Baltimore, MD Area	▲ 3.8%	▼ -2.9%	▲ 14.3%	▬ 0.7%	2.63 vs. 2.06	▼ -2.1%	▼ -4.5%
Charlottesville Area	▲ 6.6%	▲ 11.2%	▲ 36.7%	▲ 26.8%	3.29 vs. 2.14	▲ 19.4%	▲ 6.4%
Eastern Shore MD/DE	▬ -1.1%	▬ -1.7%	▲ 18.0%	▼ -4.3%	4.22 vs. 3.55	▼ -8.3%	▲ 6.4%
Hampton Roads	▲ 3.1%	▲ 3.0%	▲ 2.9%	▲ 6.1%	2.2 vs. 1.91	▲ 2.9%	▲ 2.1%
North Jersey Shore	▲ 2.8%	▲ 8.0%	▲ 17.1%	▲ 12.9%	2.68 vs. 2.53	▲ 6.2%	▲ 4.2%
Philadelphia Area	▲ 2.6%	▼ -2.0%	▲ 10.0%	▲ 3.1%	2.47 vs. 2.23	▲ 3.4%	▲ 4.3%
Richmond, VA Area	▲ 3.8%	▬ 1.7%	▬ 0.0%	▲ 8.7%	2.39 vs. 2.12	▲ 2.9%	▲ 6.8%
Roanoke Valley	▲ 6.2%	▬ 0.9%	▲ 20.0%	▲ 5.9%	3.04 vs. 2.11	▲ 27.9%	▲ 11.7%
South Jersey Shore	▲ 9.1%	▲ 10.5%	▲ 23.3%	▲ 26.5%	7.23 vs. 7.27	▬ 0.4%	▲ 6.4%
Triangle, NC Area	▬ 0.1%	▲ 3.1%	▲ 31.1%	▲ 4.7%	3.62 vs. 2.7	▲ 17.0%	▲ 11.2%
Washington, D.C. Area	▲ 3.5%	▬ -0.6%	▲ 26.9%	▲ 4.5%	2.63 vs. 1.97	▲ 3.2%	▬ -0.2%
Wilmington/Dover, DE	▬ 1.3%	▲ 4.8%	▲ 28.6%	▲ 4.7%	2.39 vs. 2.25	▼ -2.5%	▬ 0.5%

Year to Date Trends in Metropolitan Markets

Year to Date Sales through Oct 2025

Region	Total Volume \$ Sold		Total Units		% Change	
	2025	2024	2025	2024	\$ Volume	Units
Baltimore, MD Area	\$12.48bn	\$12.050bn	26,409	26,570	 3.5%	 -0.6%
Charlottesville Area	\$1.53bn	\$1.357bn	2,397	2,262	 12.6%	 6.0%
Eastern Shore MD/DE	\$5.23bn	\$5.079bn	9,596	9,705	 2.9%	 -1.1%
Hampton Roads	\$8.30bn	\$7.705bn	19,608	19,230	 7.7%	 2.0%
North Jersey Shore	\$9.47bn	\$8.565bn	13,403	12,878	 10.6%	 4.1%
Philadelphia Area	\$20.88bn	\$19.586bn	43,566	43,172	 6.6%	 0.9%
Richmond, VA Area	\$6.52bn	\$6.174bn	13,865	13,590	 5.7%	 2.0%
Roanoke Valley	\$1.23bn	\$1.114bn	3,102	3,014	 10.7%	 2.9%
South Jersey Shore	\$3.60bn	\$3.082bn	4,343	4,172	 16.7%	 4.1%
Triangle, NC Area	\$14.07bn	\$13.207bn	26,754	25,389	 6.6%	 5.4%
Washington, D.C. Area	\$39.73bn	\$38.428bn	54,973	55,515	 3.4%	 -1.0%
Wilmington/Dover, DE	\$3.16bn	\$3.070bn	7,886	7,856	 2.8%	 0.4%