



LONG & FOSTER
REAL ESTATE
LUXURY HOMES
CHRISTIE'S
INTERNATIONAL REAL ESTATE

THE WORLD'S MOST DESIRED HOMES —
BROUGHT TO YOU BY LONG & FOSTER AND CHRISTIE'S.



District of Columbia - May 2017

At Long & Foster, our dedication through the years to luxury properties is evidenced by the power of our Extraordinary Properties® brand. With highly-trained, professional sales associates and a powerful reach, Long & Foster sells more luxury homes throughout the Mid-Atlantic region than our nearest competitors, by far.

Long & Foster is proud to offer our exclusive **Long & Foster® LuxInsight** report, designed solely to keep our clients informed on the latest luxury market statistics in their local area. Published monthly, LuxInsight provides a broad overview of real estate market trends for luxury properties, including statistics on sale prices, inventory, housing demand, new listings and more.



Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™, and Who's Who in Luxury Real Estate,

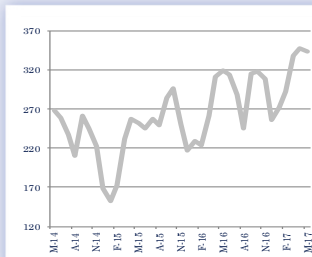
our unique luxury marketing programs deliver exceptional value whether you're looking to buy or sell a luxury home. No other sales associates are better trained or better equipped to help you take advantage of opportunities in today's market.

If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!

At A Glance

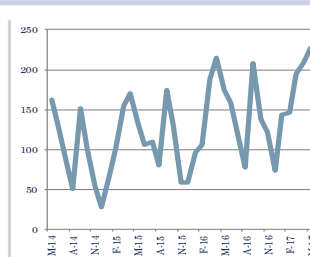
Homes \$1 Million+

Active Inventory
344



Up 7.5%
Vs. Year Ago

New Listings
227



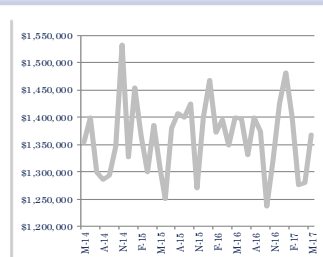
Up 30.5%
Vs. Year Ago

Units Sold
160



Up 24.0%
Vs. Year Ago

Median Sale Price
\$1,368,500



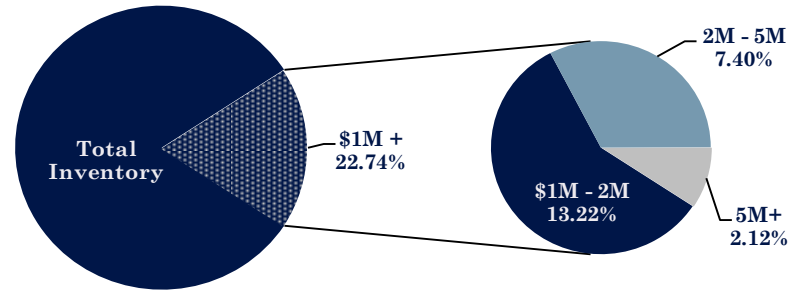
Down -2.3%
Vs. Year Ago

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Inventory Price Ranges

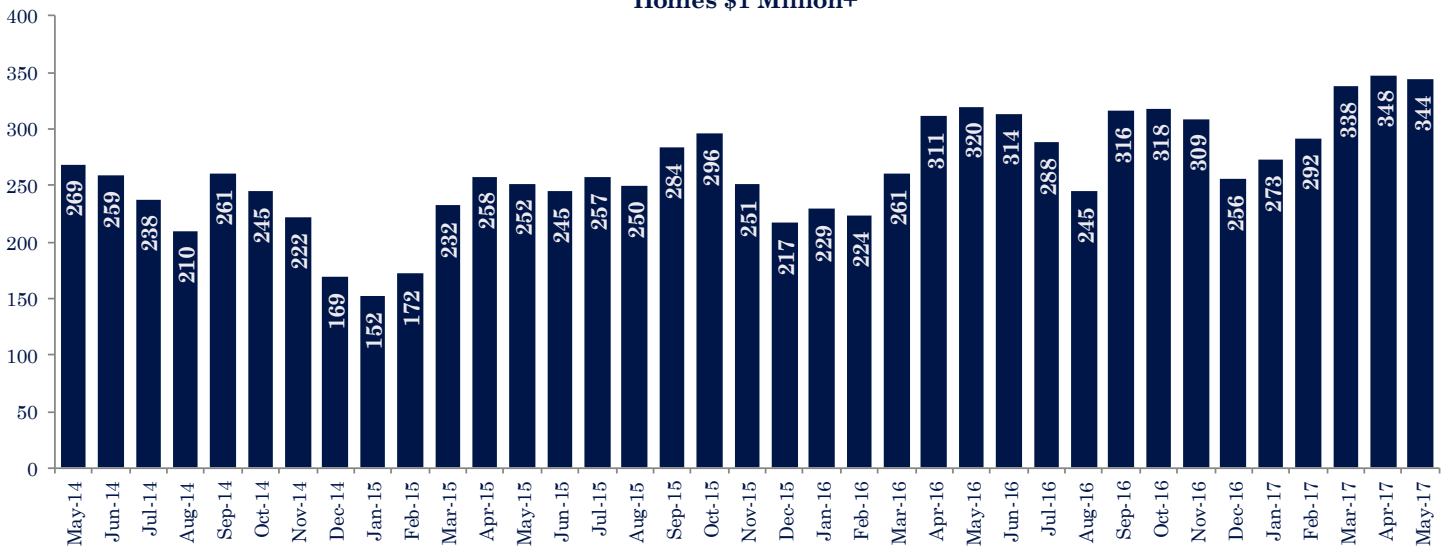
Compared to last May, the total number of homes more than \$1 Million available this month was higher by 7.5% and higher by 36.5% compared to May 2015.

Active inventory this May was 1.1% lower than the previous month's supply of available inventory.



Active Inventory

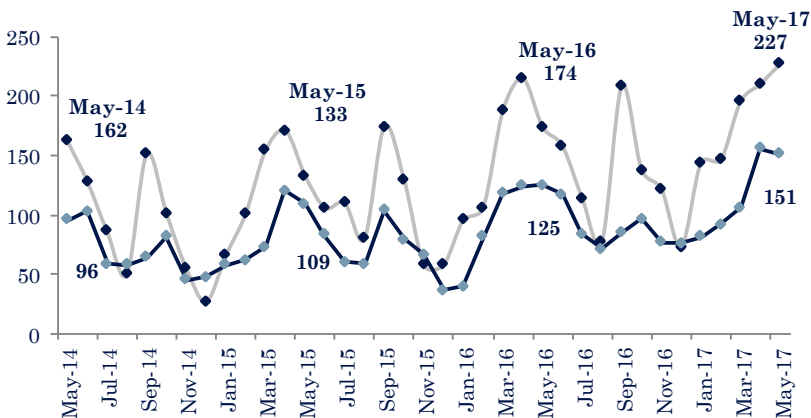
Homes \$1 Million+



New Listings & New Contracts

Homes \$1 Million+

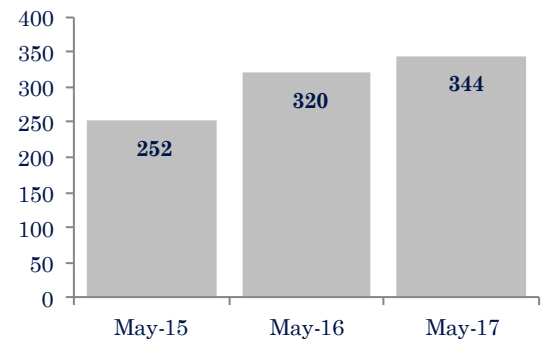
◆ New Listings ◆ New Contracts



Active Inventory

Versus Previous Years

Homes \$1 Million+

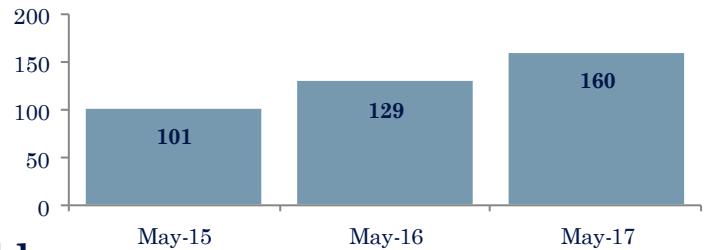


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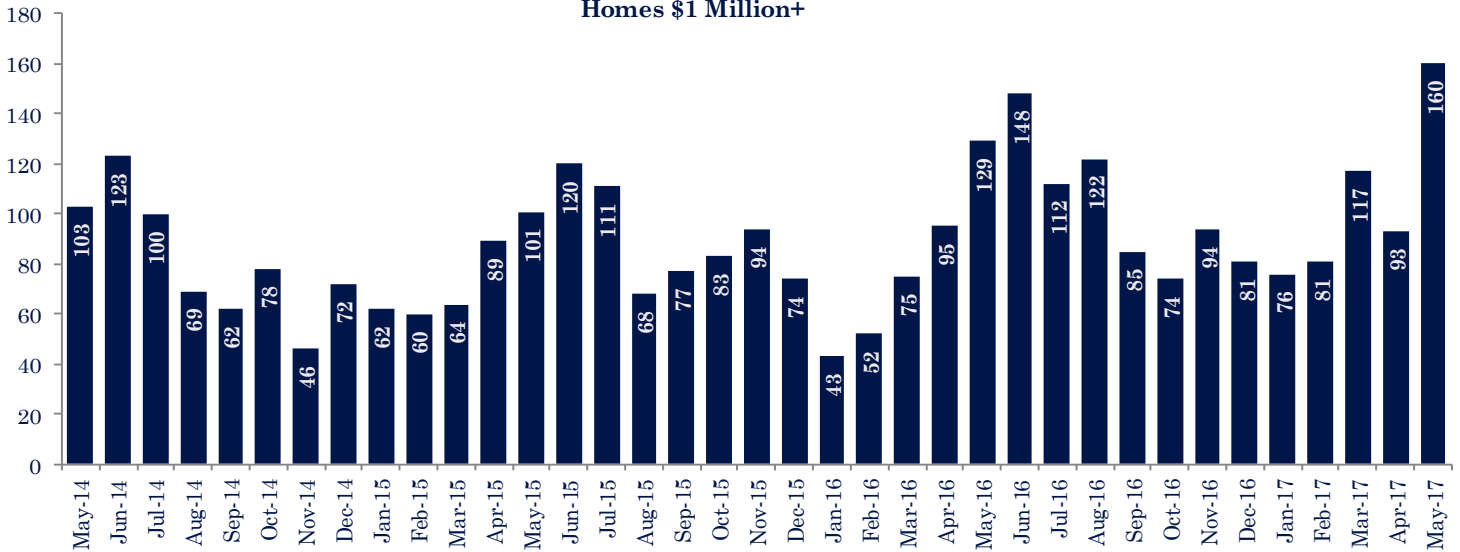
This month's units sold for homes more than \$1 Million was higher than at this time last year, an increase of 24.0% versus last May and an increase of 58.4% versus May of 2015.

There was an increase of 72.0% in luxury units sold in May compared to April of this year.

Units Sold
Versus Previous Years
Homes \$1 Million+



Units Sold
Homes \$1 Million+



Recent Selected Luxury Sales

Homes \$1 Million+

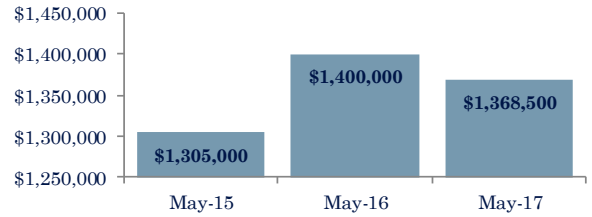
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
May 25, 2017	Washington	20016	\$3,275,000	\$3,075,000	93.9%	46		✓
May 17, 2017	Washington	20008	\$2,999,000	\$2,625,000	87.5%	84	✓	
May 1, 2017	Washington	20007	\$2,495,000	\$2,395,000	96.0%	90	✓	✓
May 12, 2017	Washington	20016	\$1,995,000	\$2,100,000	105.3%	2		✓
May 10, 2017	Washington	20016	\$1,995,000	\$1,997,500	100.1%	1	✓	
May 26, 2017	Washington	20002	\$1,895,000	\$1,895,000	100.0%	1	✓	
May 26, 2017	Washington	20009	\$1,699,000	\$1,699,000	100.0%	5		✓
May 2, 2017	Washington	20016	\$1,699,000	\$1,625,000	95.6%	54	✓	
May 24, 2017	Washington	20008	\$1,575,000	\$1,610,000	102.2%	3	✓	
May 10, 2017	Washington	20007	\$1,449,000	\$1,600,000	110.4%	7	✓	

District of Columbia - May 2017

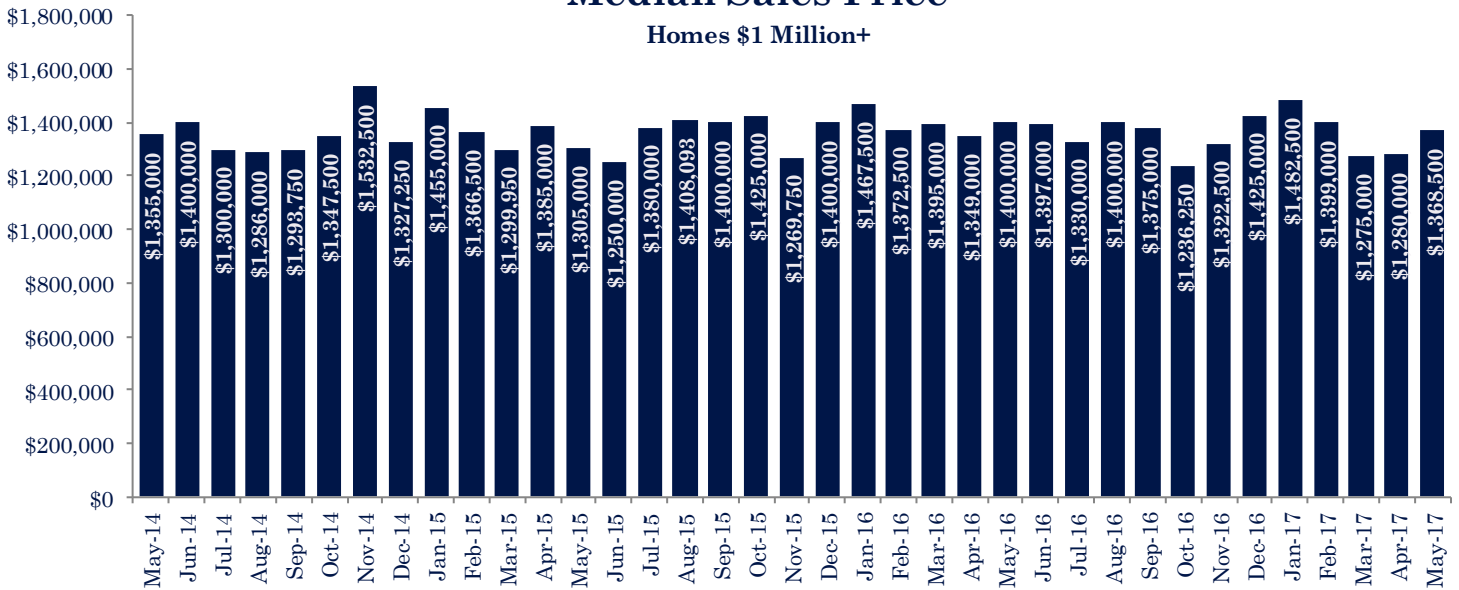
In May, the median sales price for homes more than \$1 Million was \$1,368,500, a decrease of 2.3% compared to last year.

The current median sales price was higher by 6.9% than in April.

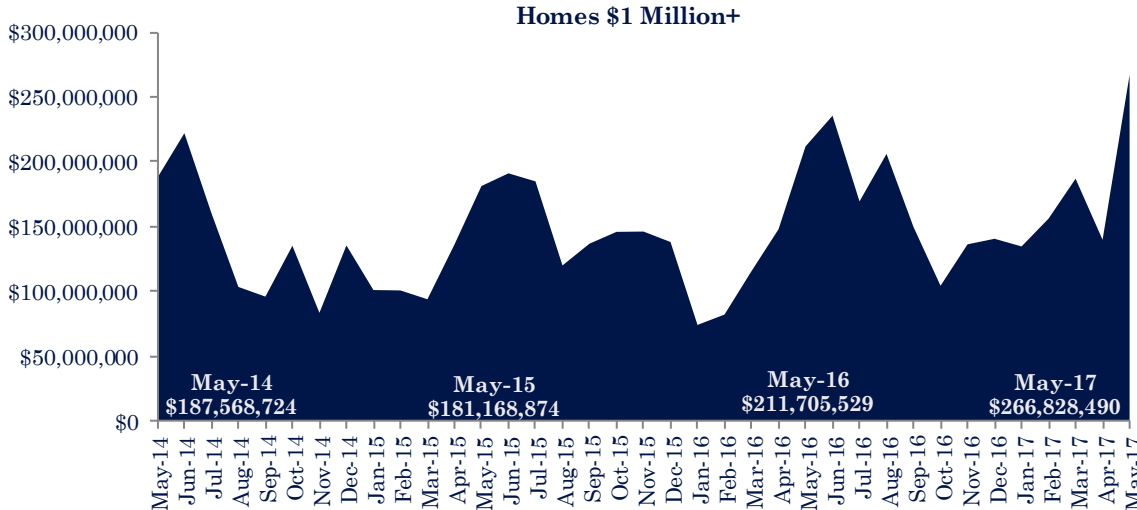
Median Sales Price Versus Previous Years Homes \$1 Million+



Median Sales Price Homes \$1 Million+



Total Dollar Volume Sold Homes \$1 Million+



Total Volume sold this May was 26.0% higher than the same month one year ago.

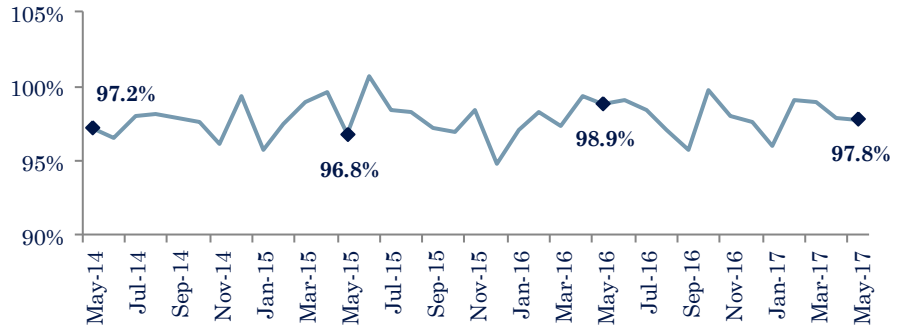
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In May, the average sale price for homes more than \$1 Million was 97.8% of the average list price, which is 1.1% lower than at this time last year.

This month, the average number of days on market was 29, lower than the average last year, which was 30, a decrease of 3.3%.

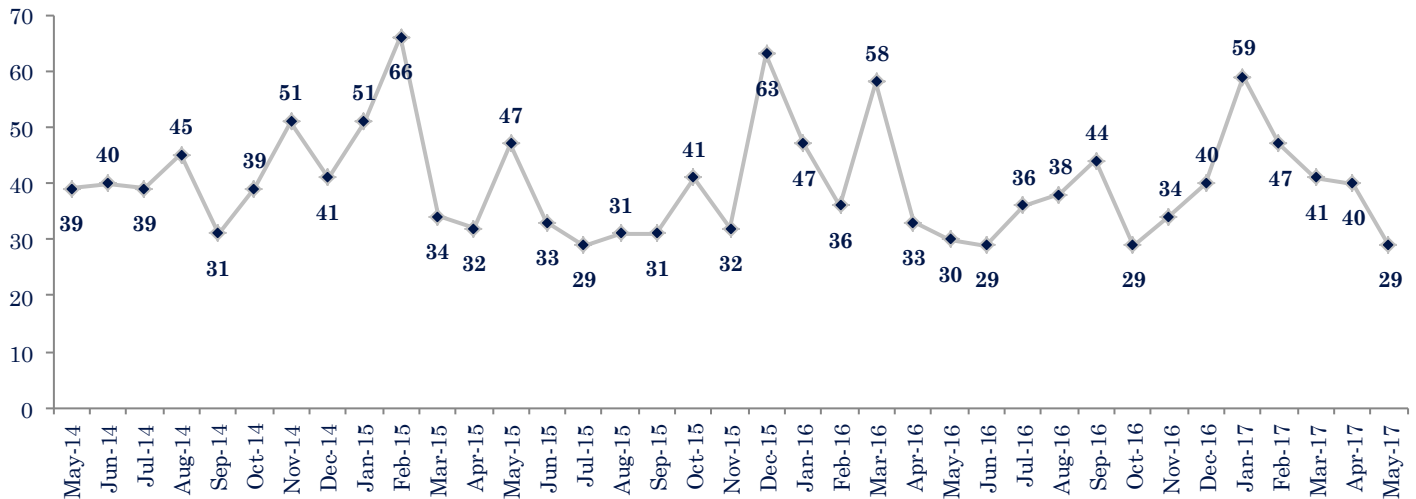
Sale Price as % of List Price

Homes \$1 Million+



Days on Market

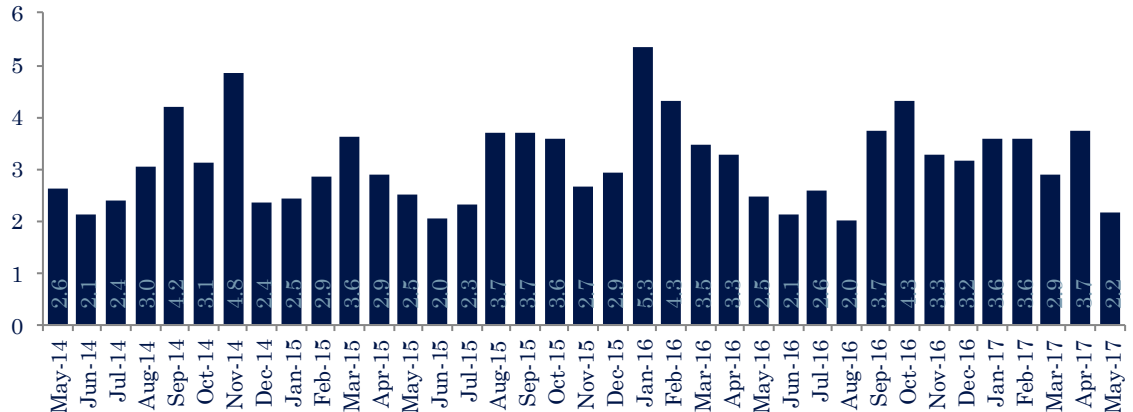
Homes \$1 Million+



Months of Supply

Homes \$1 Million+

In May, there were 2.2 months of supply available, compared to 2.5 in May of 2016. That is a decrease of 12.0% versus a year ago.



District of Columbia - May 2017

References & Definitions

DISTRICT OF COLUMBIA, DC: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by the Metropolitan Regional Information Systems (MRIS) MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

This report includes coverage for the District of Columbia only.

Analysis dates all regions are May 1, 2014 through May 31, 2017.

Contacts & Disclaimers

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"Information contained in this report is deemed reliable but not guaranteed, should be independently verified and does not constitute an opinion of Long & Foster Real Estate, Inc."

"# 1 Seller of Luxury Home in Mid-Atlantic" based on data provided by local area Multiple Listing Services and their member Associations of REALTORS®. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are May 1, 2014 through May 31, 2017".

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