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LuxInsight

District of Columbia

Luxury Housing Market Update

September 2018



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District of Columbia - September 2018

The real estate market is always changing, and if you're buying or selling a home—especially a luxury property—it's critical to understand the current market conditions. More than simply seeing what's happening to real estate as a whole in your local area, you need insights on what's taking place in the high-end market, specifically with uncommon and unique homes like yours or those for which you're shopping. That's why Long & Foster publishes our exclusive LuxInsight report—giving consumers like you invaluable information on the luxury market performance in your local area.

Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

Beyond this valuable market information, Long & Foster's team of luxury sales associates is available to guide you through the real estate process. We believe luxury real estate is all about the individual, and when you work with us, you'll receive an experience tailored to your unique needs. You'll enjoy exceptional service and expertise, provided by agents who specialize in marketing and selling the most stunning luxury homes. You'll gain our exclusive connections around the world and get a luxury home experience with proven results.



AT A GLANCE

Homes \$1 Million+

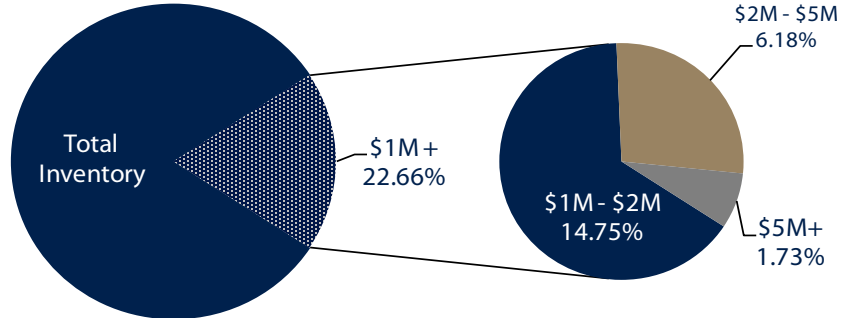


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Compared to last September, the total number of homes more than \$1 Million available this month was higher by 2.8% and higher by 28.0% compared to September 2016.

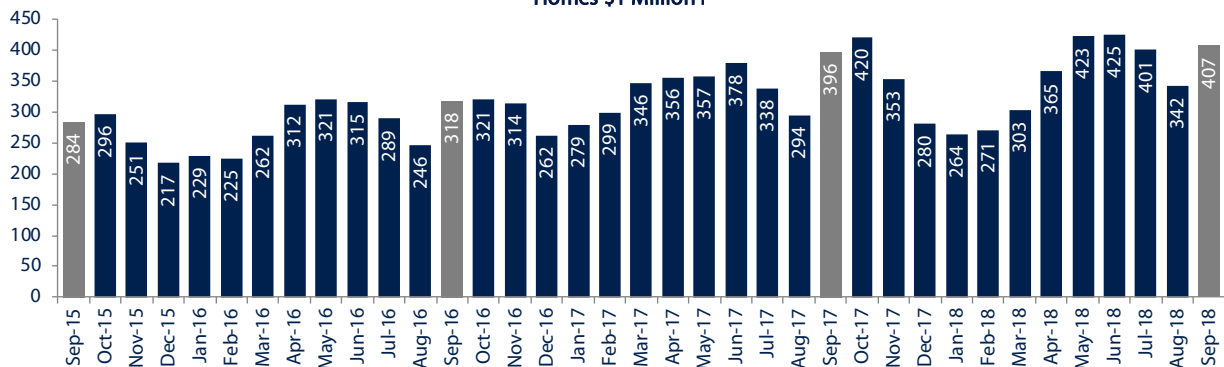
Active inventory this September was 19.0% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



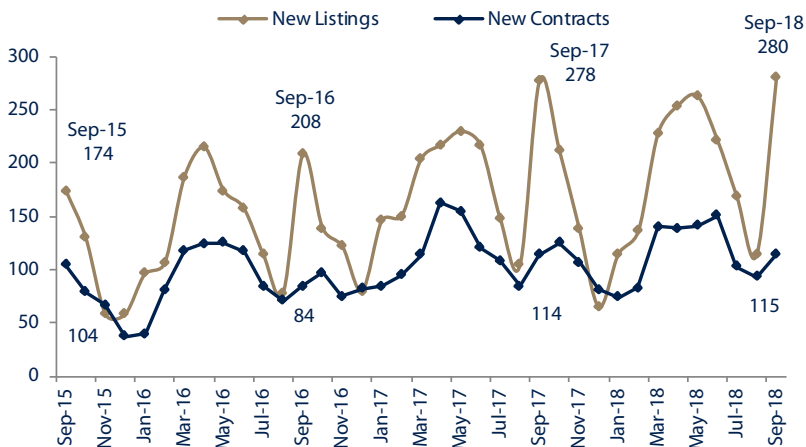
ACTIVE INVENTORY

Homes \$1 Million+



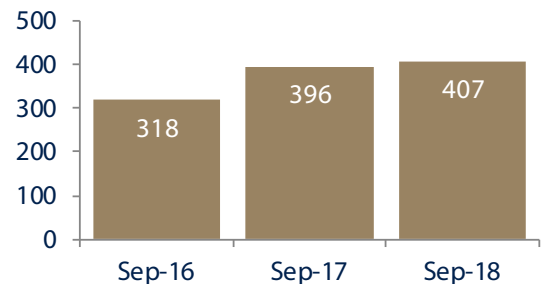
NEW LISTINGS & NEW CONTRACTS

Homes \$1 Million+



ACTIVE INVENTORY

Versus Previous Years
Homes \$1 Million+

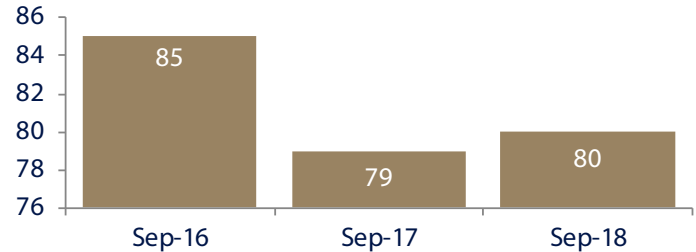


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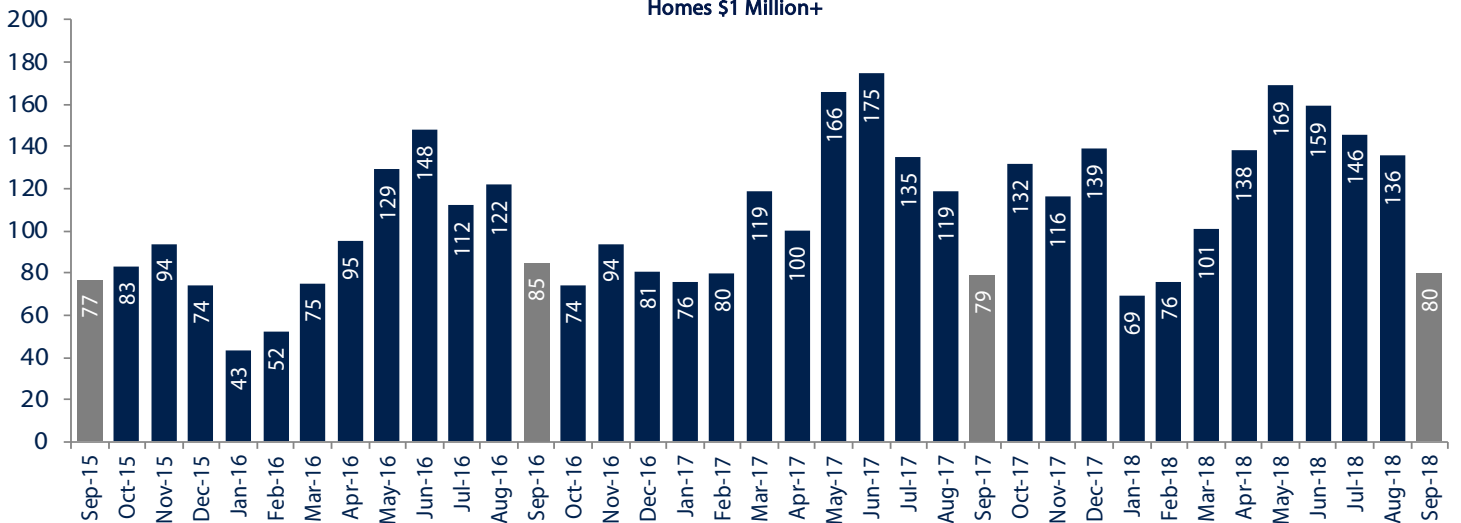
This month's units sold for homes more than \$1 Million was higher than at this time last year, an increase of 1.3% versus last September and a decrease of 5.9% versus September of 2016.

There was a decrease of 41.2% in luxury units sold in September compared to August of this year.

UNITS SOLD
Versus Previous Years
Homes \$1 Million+



UNITS SOLD
Homes \$1 Million+



RECENT SELECTED LUXURY SALES

Homes \$1 Million+

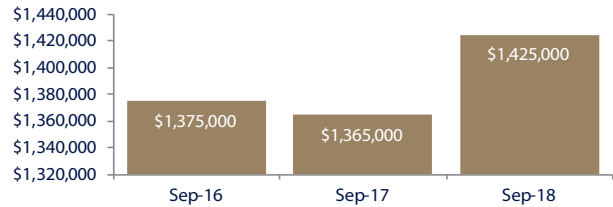
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
September 27, 2018	Washington	20007	\$2,450,000	\$2,350,000	95.9%	123		✓
September 14, 2018	Washington	20015	\$2,450,000	\$2,308,500	94.2%	112	✓	✓
September 11, 2018	Washington	20003	\$1,900,000	\$1,900,000	100.0%	6	✓	
September 10, 2018	Washington	20002	\$1,800,000	\$1,722,500	95.7%	30		✓
September 28, 2018	Washington	20016	\$1,599,000	\$1,709,000	106.9%	4		✓
September 12, 2018	Washington	20009	\$1,650,000	\$1,650,000	100.0%	16		✓
September 4, 2018	Washington	20015	\$1,449,000	\$1,550,000	107.0%	7	✓	
September 14, 2018	Washington	20015	\$1,550,000	\$1,530,000	98.7%	11		✓
September 14, 2018	Washington	20007	\$1,485,000	\$1,460,000	98.3%	16	✓	
September 7, 2018	Washington	20015	\$1,200,000	\$1,200,000	100.0%	1		✓

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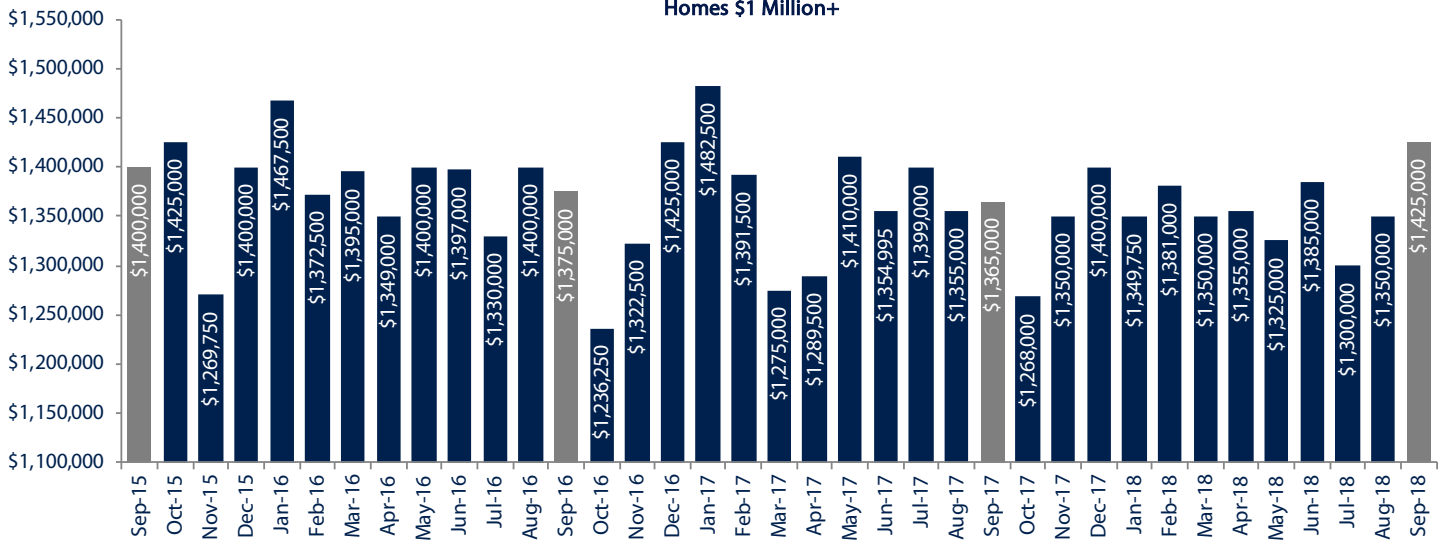
In September, the median sales price for homes more than \$1 Million was \$1,425,000, an increase of 4.4% compared to last year.

The current median sales price was higher by 5.6% than in August.

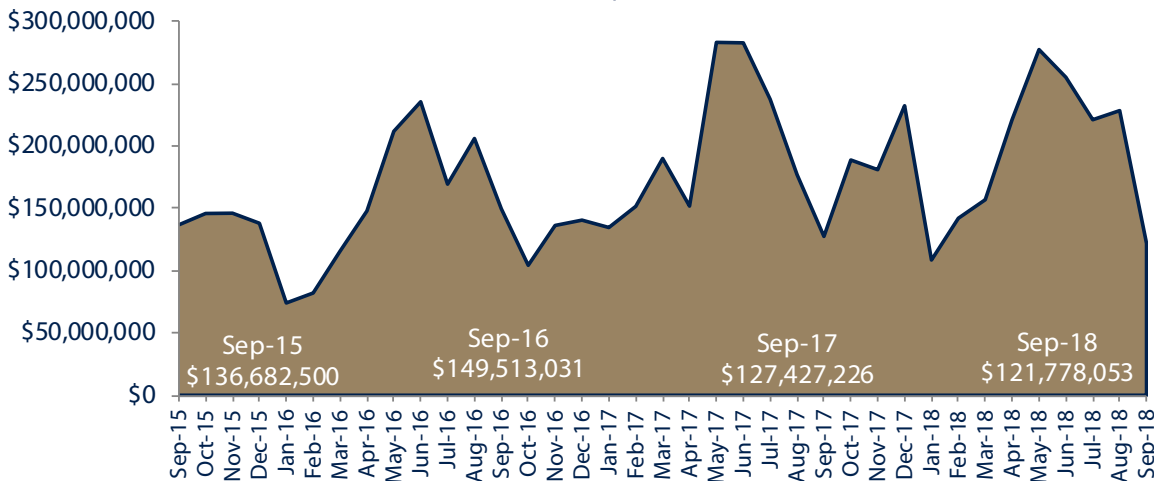
MEDIAN SALES PRICE
Versus Previous Years
Homes \$1 Million+



MEDIAN SALES PRICE
Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD
Homes \$1 Million+



Total volume sold this September was 4.4% lower than the same month one year ago.

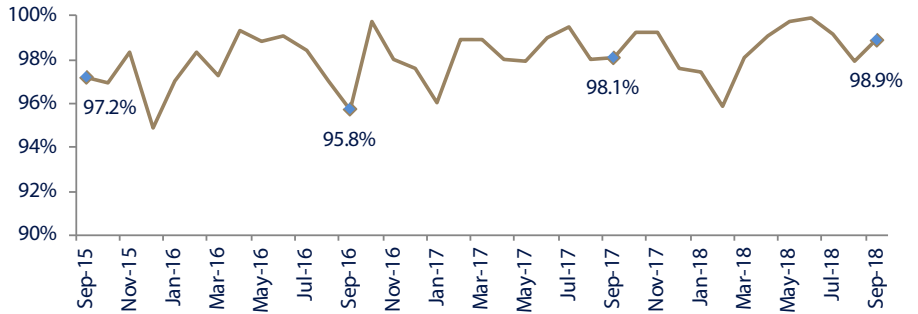
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In September, the average sale price for homes more than \$1 Million was 98.9% of the average list price, which is 0.8% higher than at this time last year.

This month, the average number of days on market was 24, lower than the average last year, which was 31, a decrease of 22.6%.

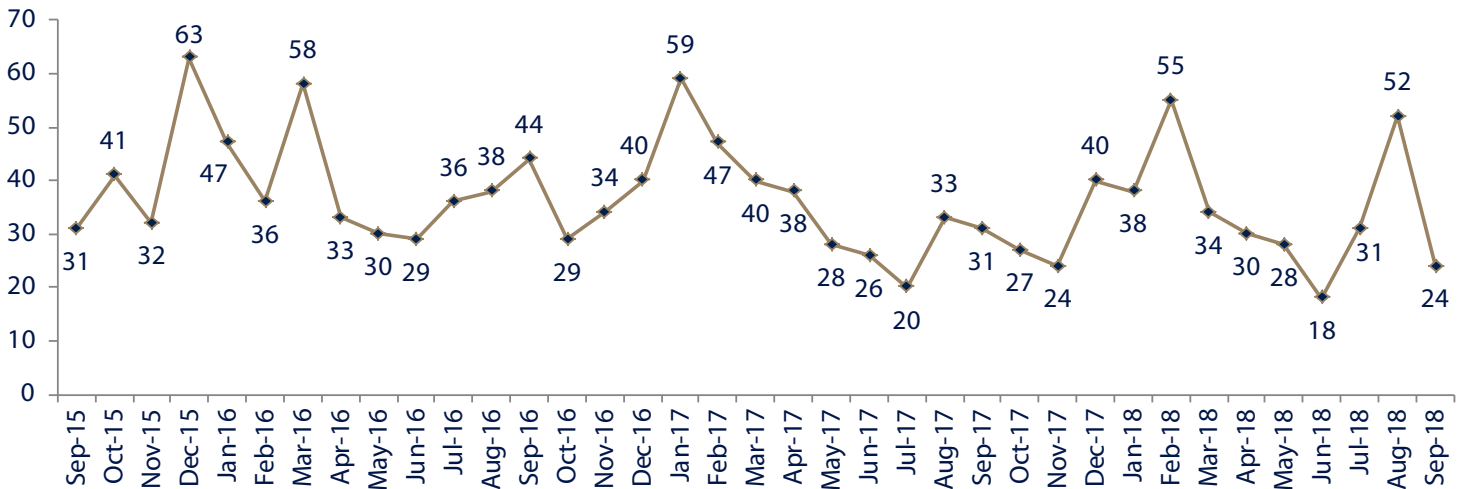
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



DAYS ON MARKET

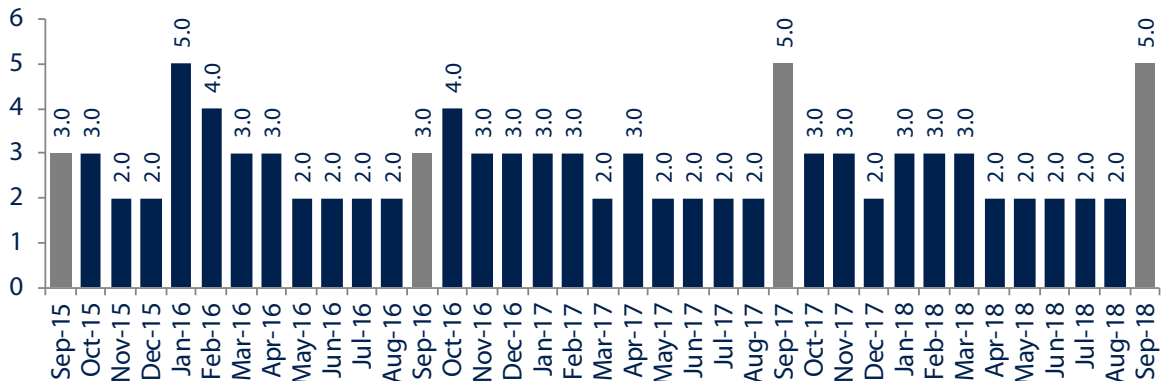
Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+

In September, there was 5.0 months of supply available. The amount of supply is similar compared to a year ago.



District of Columbia - September 2018

References & Definitions

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

Based on data supplied by Bright 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 for all regions are September 1, 2015 through September 30, 2018.

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."

For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are September 1, 2015 through September 30, 2018".

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