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LuxInsight

District of Columbia

Luxury Housing Market Update

May 2018



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District of Columbia - May 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.

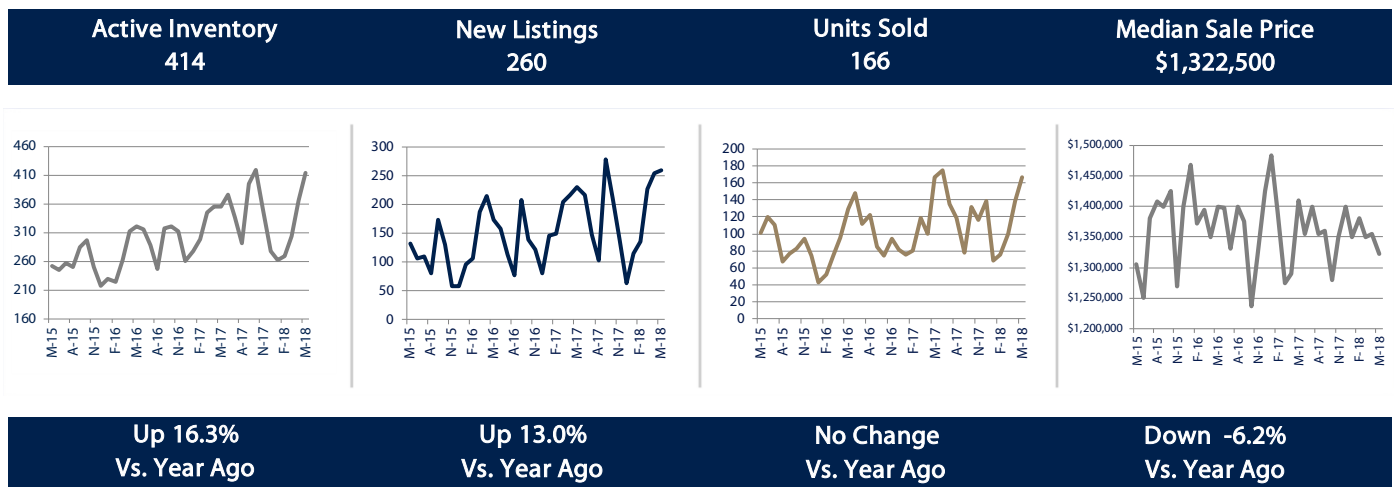
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

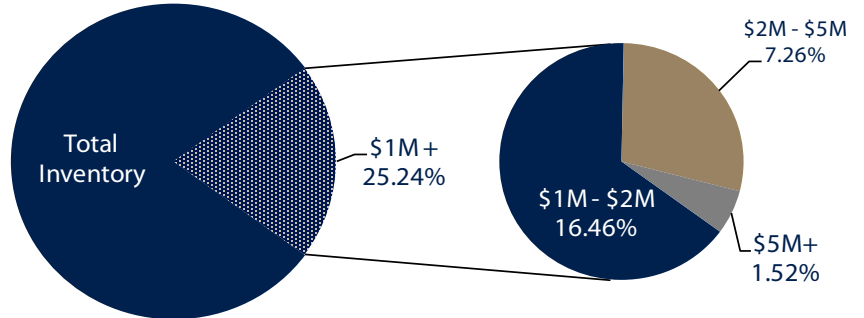


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Compared to last May, the total number of homes more than \$1 Million available this month was higher by 16.3% and higher by 29.0% compared to May 2016.

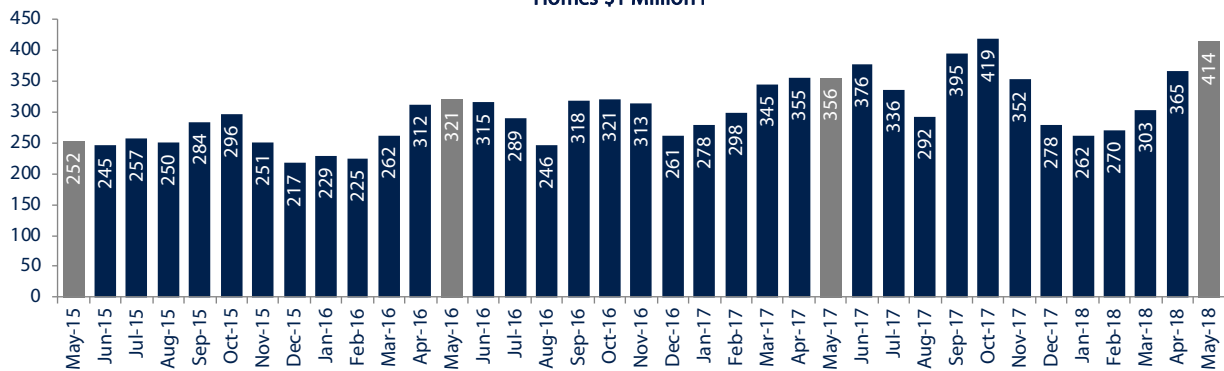
Active inventory this May was 13.4% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



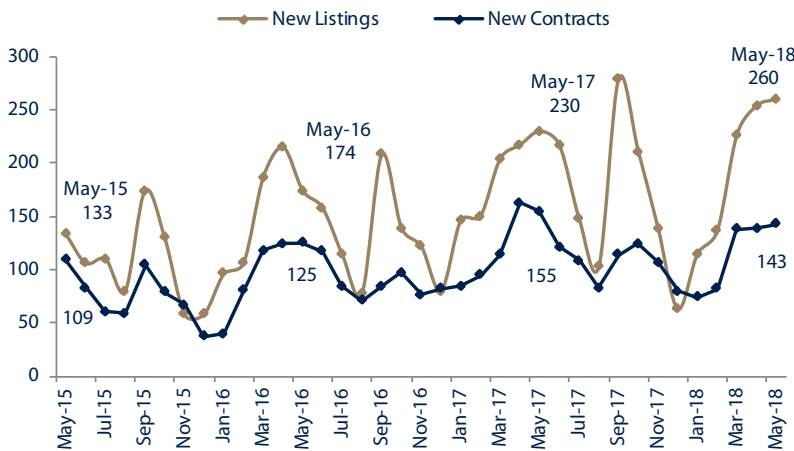
ACTIVE INVENTORY

Homes \$1 Million+



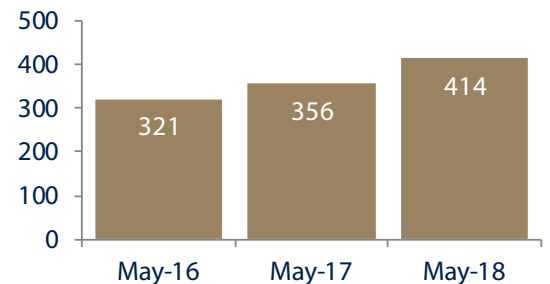
NEW LISTINGS & NEW CONTRACTS

Homes \$1 Million+



ACTIVE INVENTORY

Versus Previous Years
Homes \$1 Million+

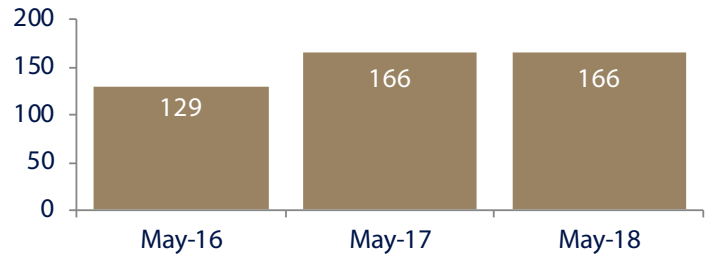


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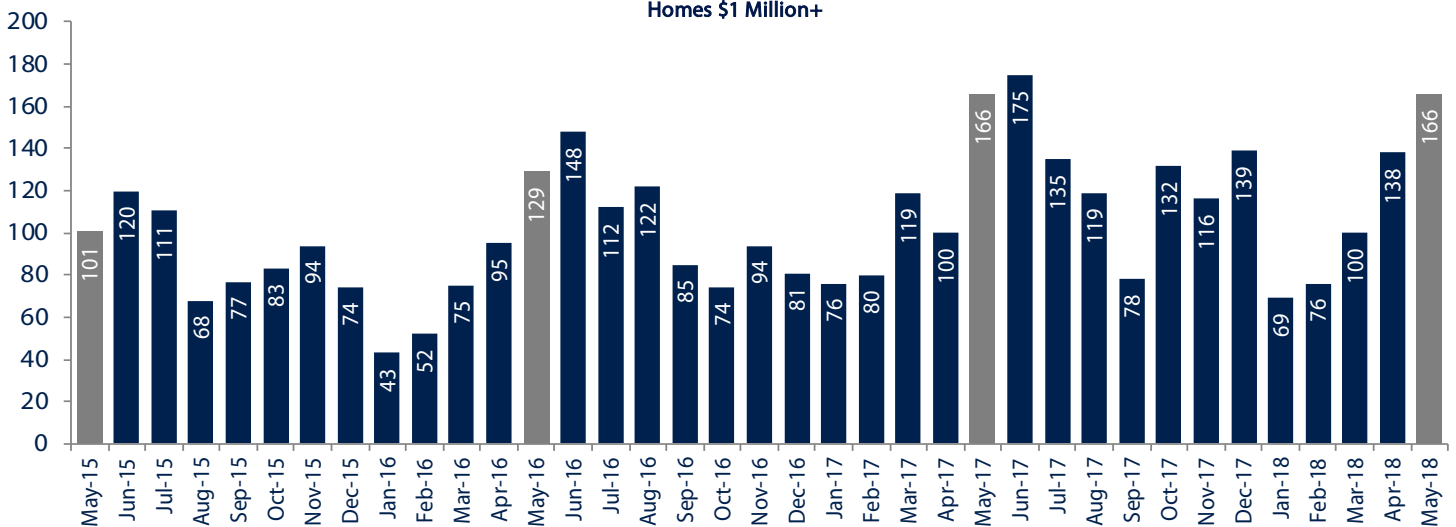
This month's total units sold for homes more than \$1 Million is similar compared to a year ago.

There was an increase of 20.3% 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+

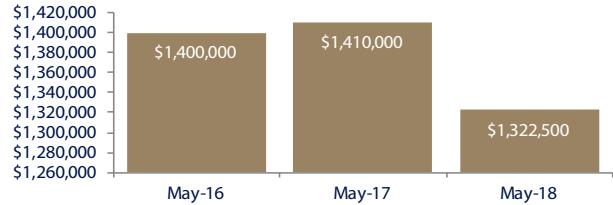
| Sold Date | City | Zip Code | Final List Price | Final Sale Price | Sale Price as % of List Price | DOM | Long & Foster Represented | |
|--------------|------------|----------|------------------|------------------|-------------------------------|-----|---------------------------|--------|
| | | | | | | | Buyer | Seller |
| May 11, 2018 | Washington | 20008 | \$2,750,000 | \$2,670,000 | 97.1% | 10 | ✓ | |
| May 1, 2018 | Washington | 20036 | \$2,499,900 | \$2,499,900 | 100.0% | 7 | | ✓ |
| May 9, 2018 | Washington | 20007 | \$1,995,000 | \$1,995,000 | 100.0% | 2 | ✓ | ✓ |
| May 11, 2018 | Washington | 20008 | \$1,895,000 | \$1,830,000 | 96.6% | 31 | | ✓ |
| May 8, 2018 | Washington | 20016 | \$1,795,000 | \$1,795,000 | 100.0% | 5 | ✓ | |
| May 7, 2018 | Washington | 20037 | \$1,499,000 | \$1,499,000 | 100.0% | 11 | ✓ | ✓ |
| May 8, 2018 | Washington | 20001 | \$1,450,000 | \$1,400,000 | 96.6% | 21 | ✓ | |
| May 4, 2018 | Washington | 20003 | \$1,439,000 | \$1,399,000 | 97.2% | 12 | | ✓ |
| May 11, 2018 | Washington | 20003 | \$1,275,000 | \$1,341,000 | 105.2% | 8 | ✓ | |
| May 29, 2018 | Washington | 20010 | \$1,275,000 | \$1,320,000 | 103.5% | 4 | | ✓ |

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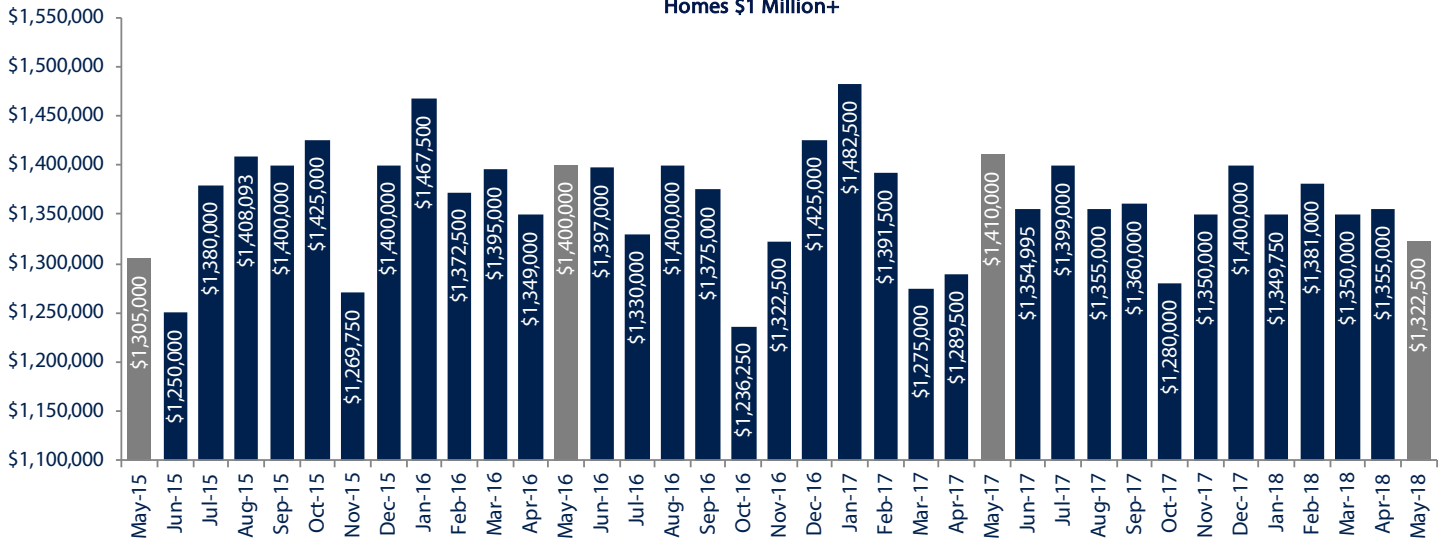
In May, the median sales price for homes more than \$1 Million was \$1,322,500, a decrease of 6.2% compared to last year.

The current median sales price was lower by 2.4% than in April.

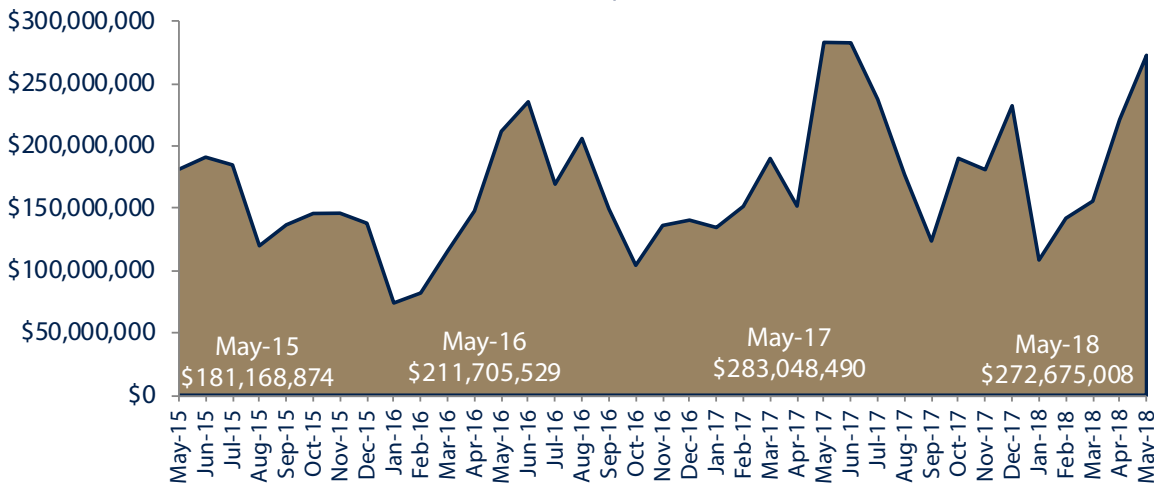
MEDIAN SALES PRICE
Versus Previous Years
Homes \$1 Million+



MEDIAN SALES PRICE
Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD
Homes \$1 Million+



Total volume sold this May was 3.7% lower than the same month one year ago.

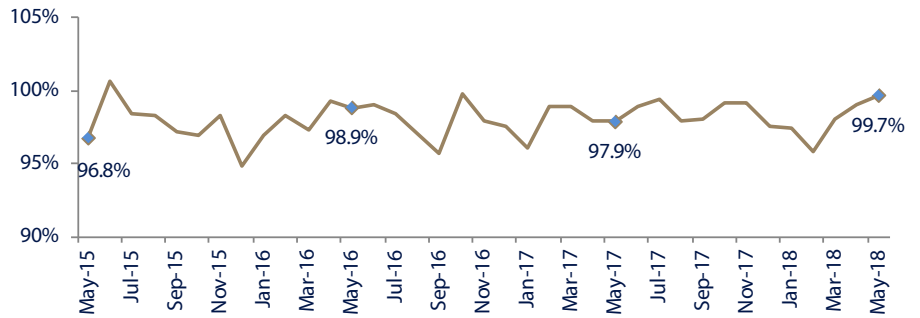
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In May, the average sale price for homes more than \$1 Million was 99.7% of the average list price, which is 1.8% higher than at this time last year.

This month, the average number of days on market was 28, which is similar compared to a year ago.

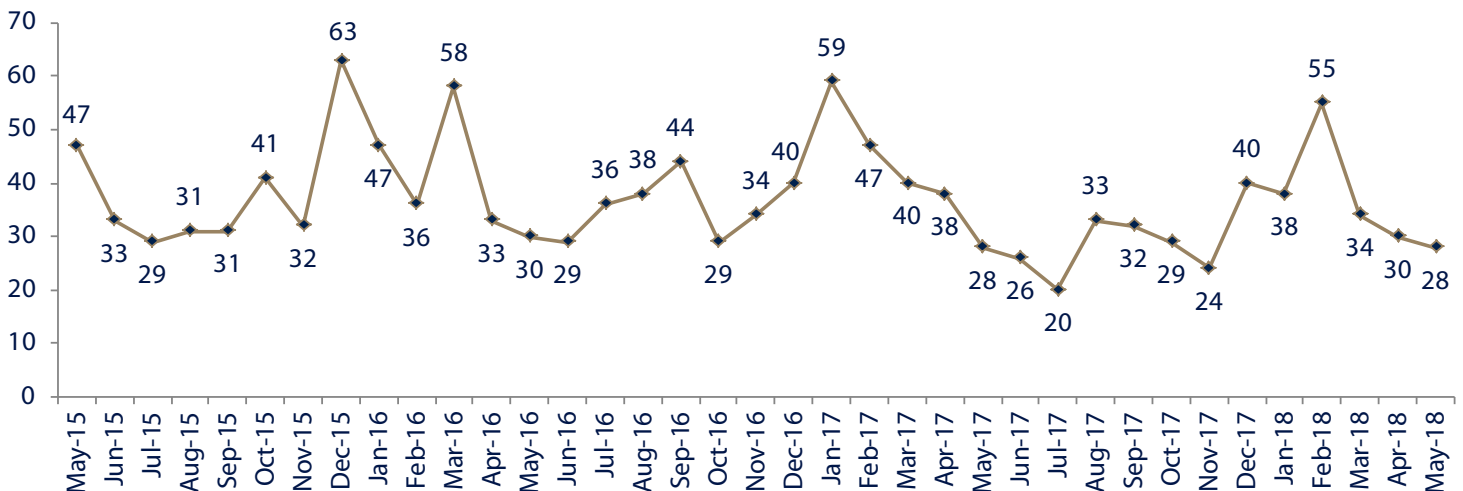
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



DAYS ON MARKET

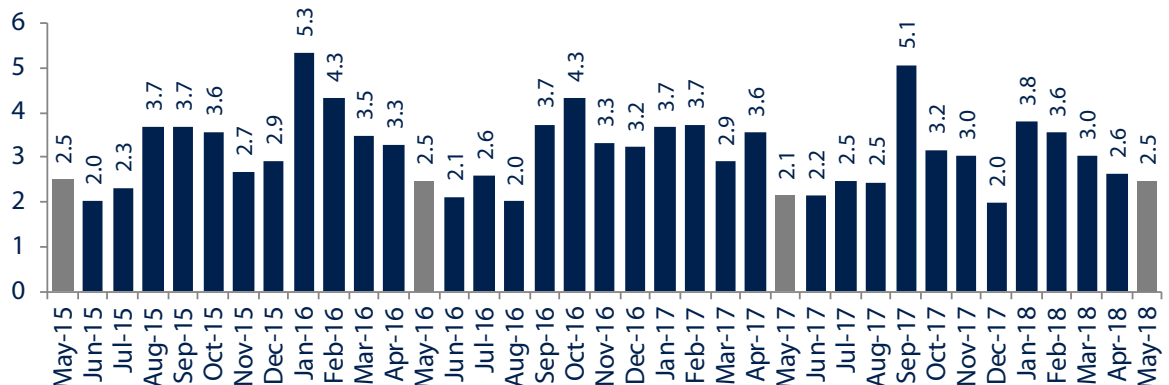
Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+

In May, there were 2.5 months of supply available, compared to 2.1 in May of 2017. That is an increase of 19.0% versus a year ago.



District of Columbia - May 2018

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 for all regions are May 1, 2015 through May 31, 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 May 1, 2015 through May 31, 2018".

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