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CHRISTIE'S
INTERNATIONAL REAL ESTATE

LuxInsight

Washington, D.C.

Metropolitan Area

Luxury Housing Market Update

January 2019



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Washington D.C. Metropolitan Area - January 2019

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.

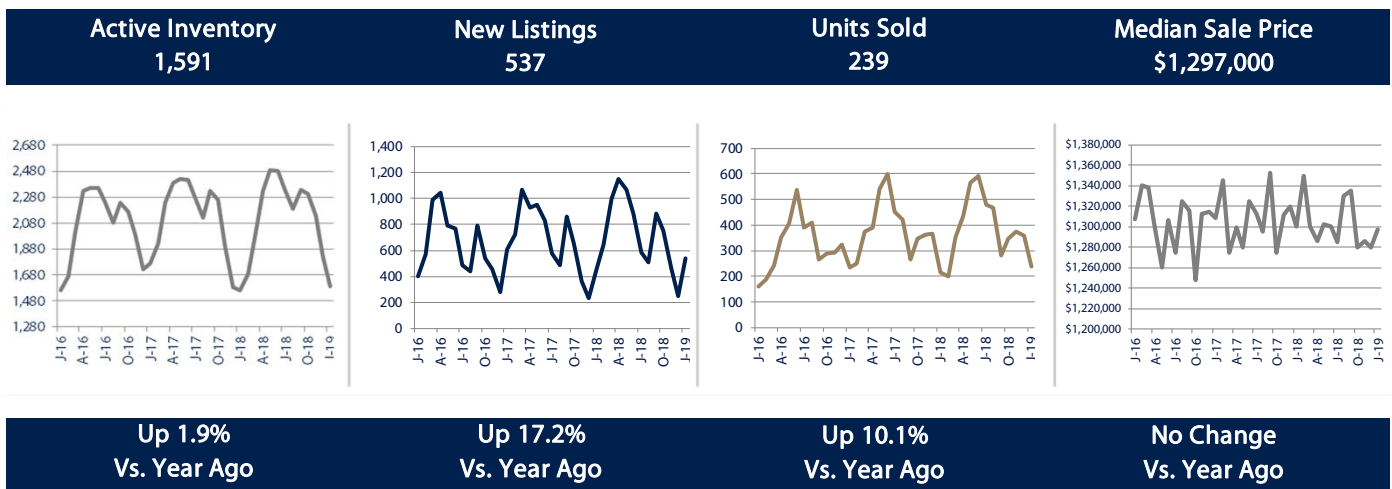
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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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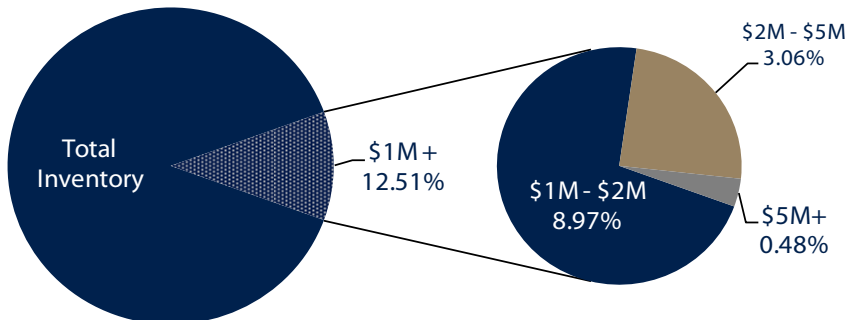
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Compared to last January, the total number of homes more than \$1 Million available this month was higher by 1.9% and lower by 10.2% compared to January 2017.

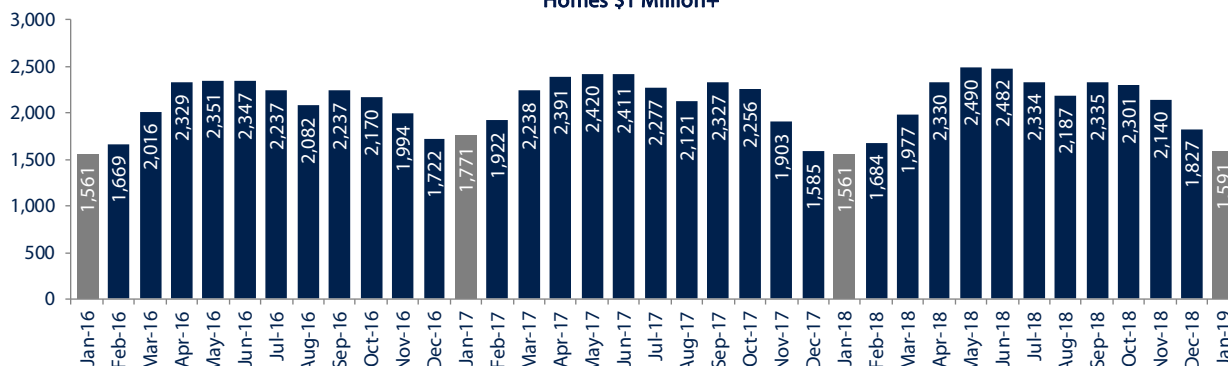
Active inventory this January was 12.9% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

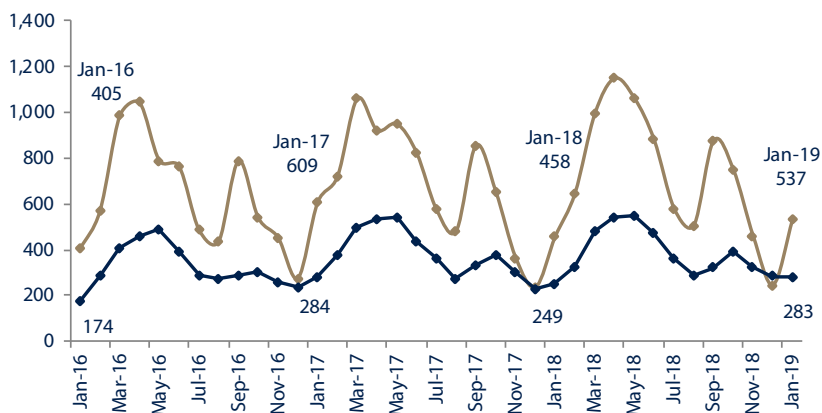
Homes \$1 Million+



NEW LISTINGS & NEW CONTRACTS

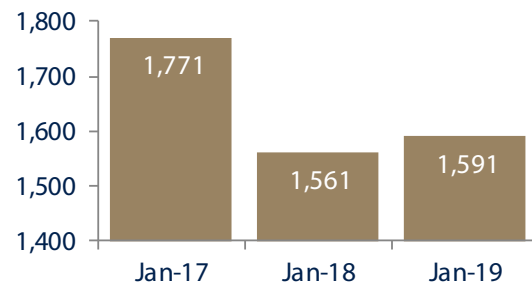
Homes \$1 Million+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$1 Million+

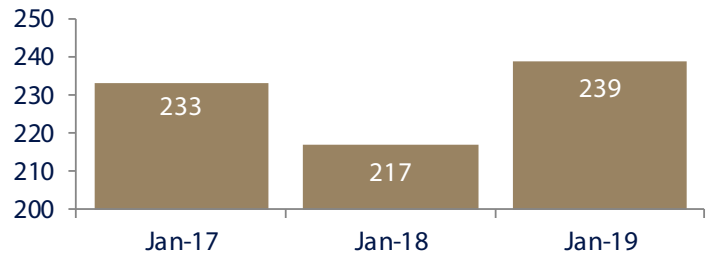


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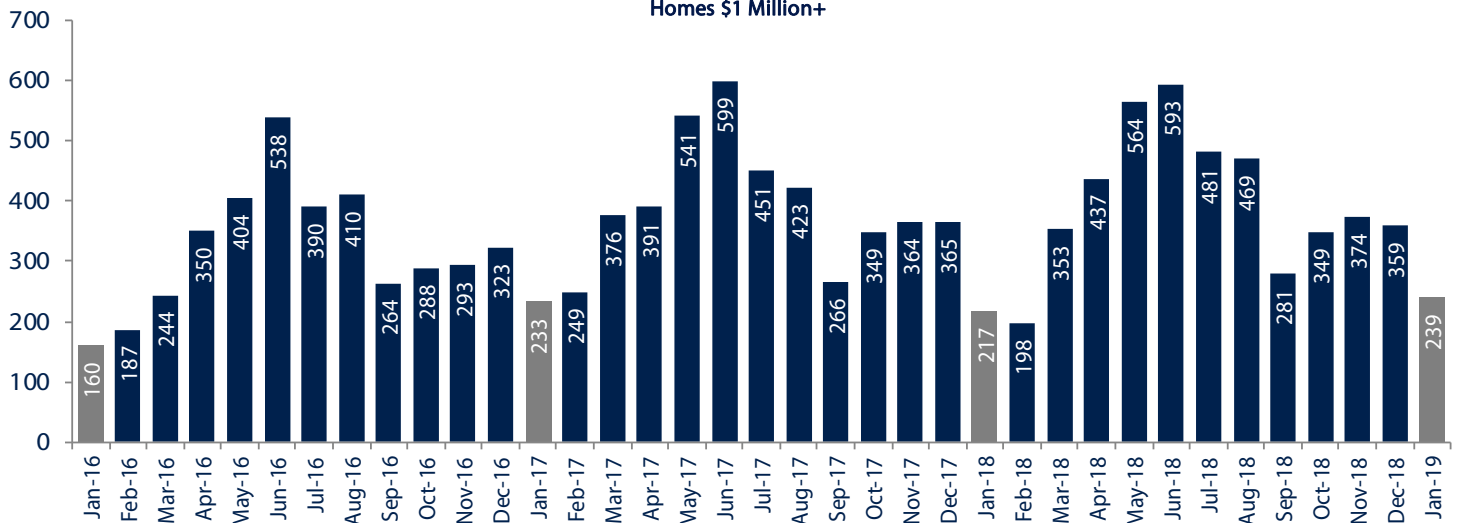
This month's units sold for homes more than \$1 Million was higher than at this time last year, an increase of 10.1% versus last January and an increase of 2.6% versus January of 2017.

There was a decrease of 33.4% in luxury units sold in January compared to December of this year.

UNITS SOLD
Versus Previous Years
Homes \$1 Million+



UNITS SOLD
Homes \$1 Million+



RECENT SELECTED LUXURY SALES

Homes \$1 Million+

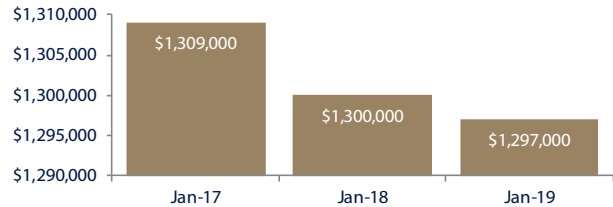
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
January 28, 2019	Bethesda	20817	\$3,200,000	\$3,200,000	100.0%	1	✓	
January 22, 2019	Washington	20037	\$2,715,000	\$2,715,000	100.0%	2	✓	
January 4, 2019	Washington	20016	\$2,395,000	\$2,200,000	91.9%	83	✓	
January 11, 2019	Great Falls	22066	\$2,295,000	\$2,150,000	93.7%	77	✓	✓
January 11, 2019	Bethesda	20816	\$2,125,000	\$2,060,000	96.9%	138		✓
January 31, 2019	Washington	20002	\$1,868,500	\$1,818,500	97.3%	11	✓	
January 29, 2019	Falls Church	22041	\$1,949,000	\$1,800,000	92.4%	35	✓	✓
January 7, 2019	Great Falls	22066	\$1,895,000	\$1,800,000	95.0%	223		✓
January 25, 2019	Bethesda	20816	\$1,799,000	\$1,769,500	98.4%	240		✓
January 15, 2019	Washington	20007	\$1,799,000	\$1,710,000	95.1%	222	✓	

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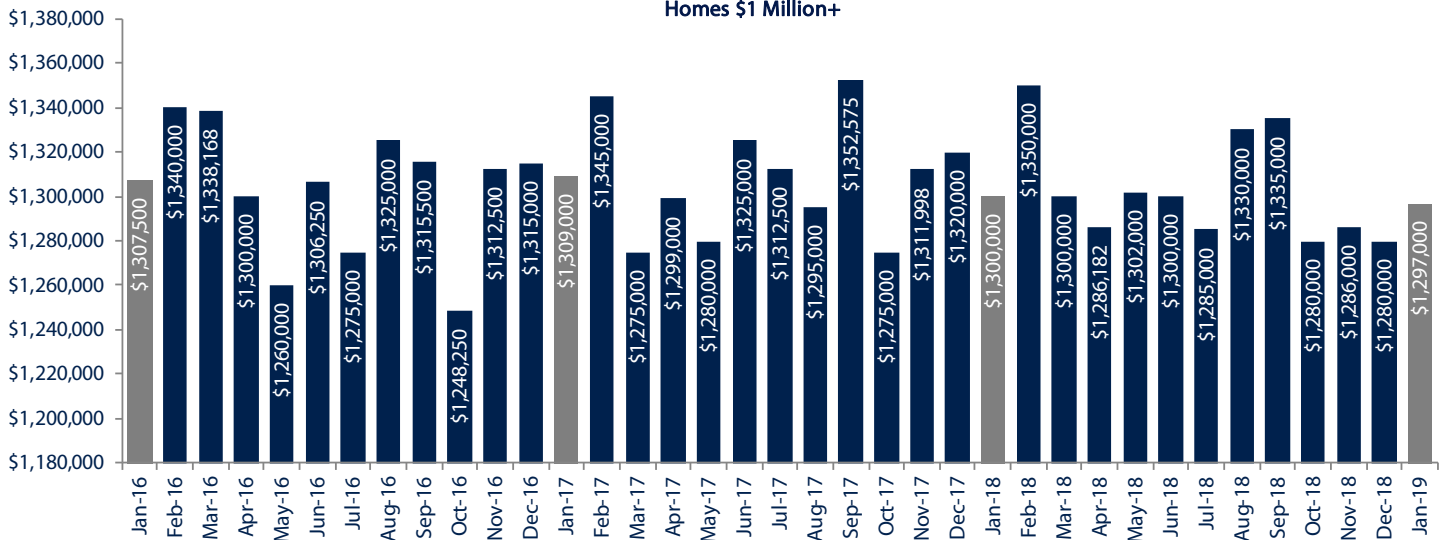
In January, the median sales price for homes more than \$1 Million was \$1,297,000, similar compared to the same time last year.

The current median sales price is higher by 1.3% than in December.

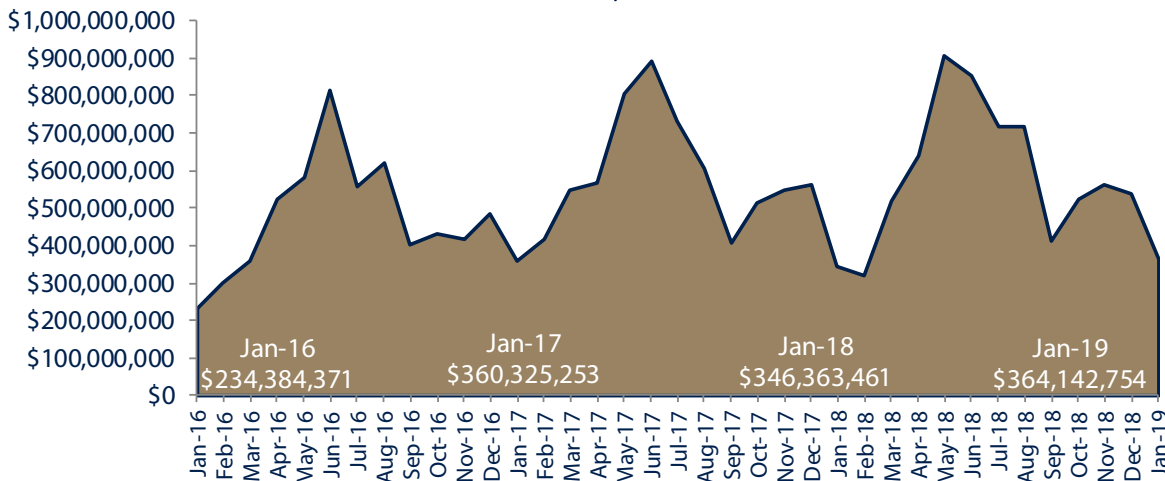
MEDIAN SALES PRICE
Versus Previous Years
Homes \$1 Million+



MEDIAN SALES PRICE
Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD
Homes \$1 Million+



Total volume sold this January was 5.1% higher than the same month one year ago.

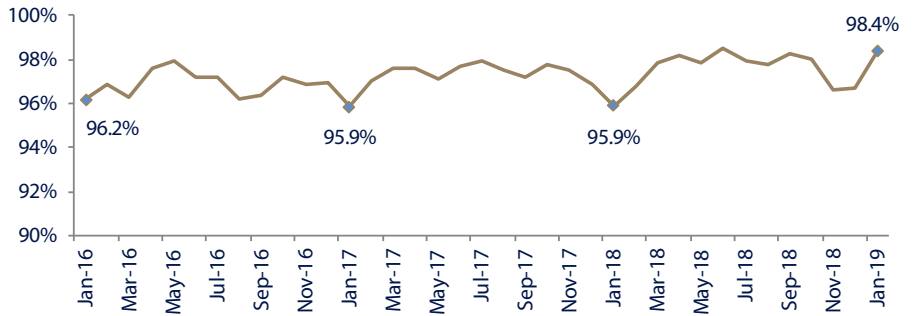
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In January, the average sale price for homes more than \$1 Million was 98.4% of the average list price, which is 2.5% higher than at this time last year.

This month, the average number of days on market was 84, lower than the average last year, which was 96, a decrease of 12.5%.

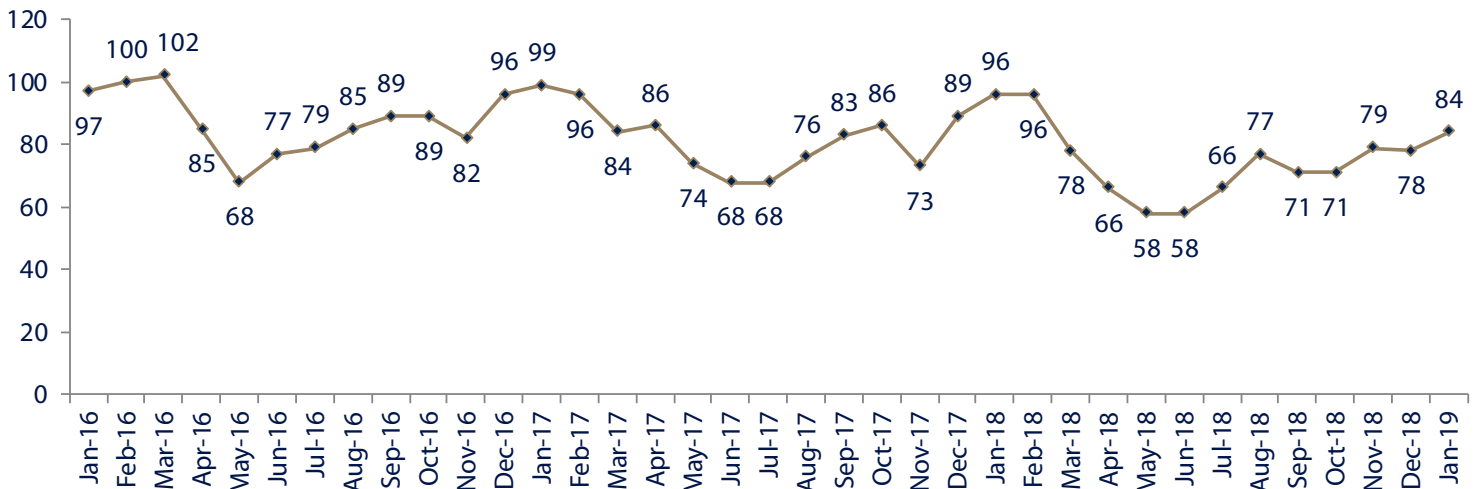
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



DAYS ON MARKET

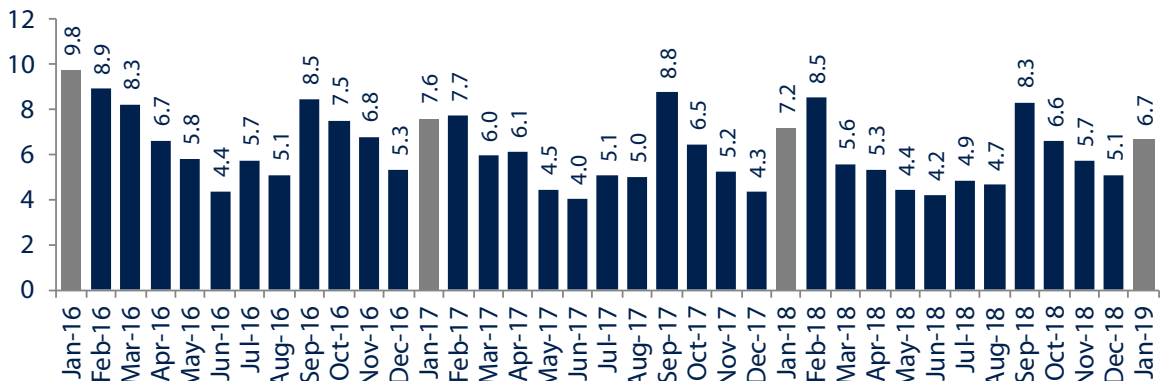
Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+

In January, there were 6.7 months of supply available, compared to 7.2 in January of 2018. That is a decrease of 6.9% versus a year ago.



Washington D.C. Metropolitan Area - January 2019

References & Definitions

WASHINGTON D.C. METROPOLITAN AREA: 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.

Counties & cities included in this area are: District of Columbia; Arlington, Clarke, Culpeper, Fairfax, Fauquier, Loudoun, Prince William, Rappahannock, Spotsylvania, Stafford, Warren Counties and Alexandria, Fairfax, Falls Church, Fredericksburg, Madison, Manassas, Manassas Park Cities in Virginia; Calvert, Charles, Prince George's, Frederick, Montgomery Counties in Maryland; Jefferson County in West Virginia.

Analysis dates for all regions are January 1, 2016 through January 31, 2019.

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."

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