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CHRISTIE'S
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LuxInsight

Washington, D.C.

Metropolitan Area

Luxury Housing Market Update

July 2018



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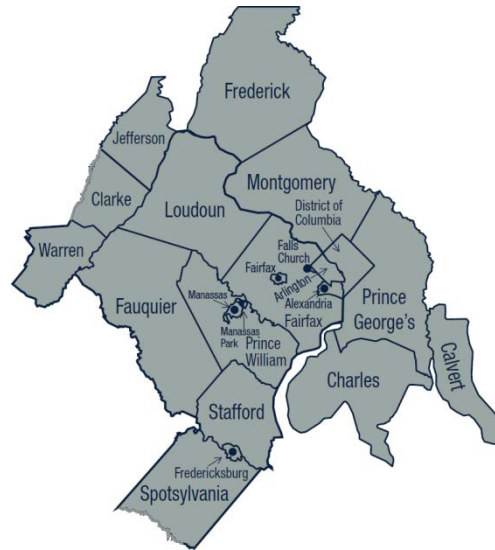
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Washington D.C. Metropolitan Area - July 2018

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

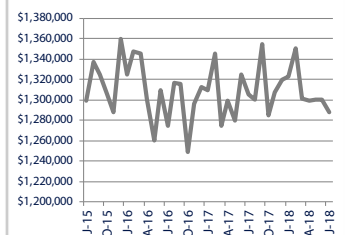
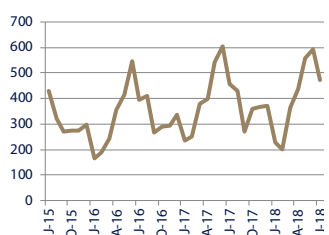
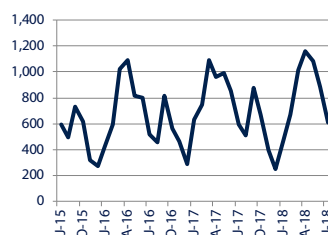
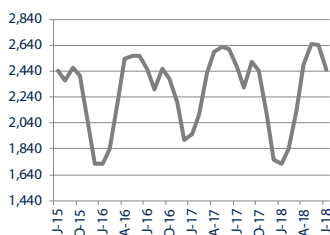
Homes \$1 Million+

Active Inventory
2,449

New Listings
606

Units Sold
471

Median Sale Price
\$1,288,000



Down -1.0%
Vs. Year Ago

Up 1.7%
Vs. Year Ago

Up 2.8%
Vs. Year Ago

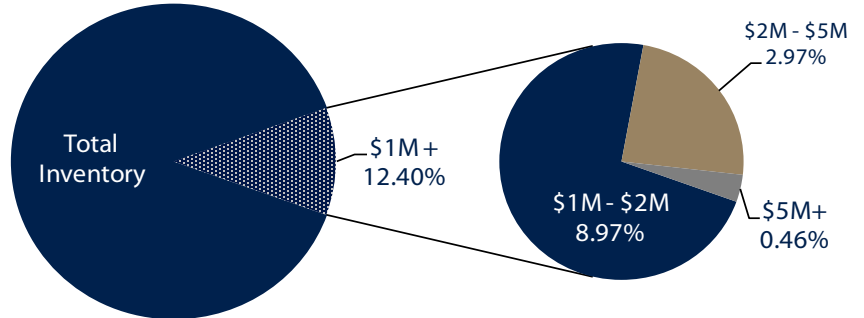
Down -1.3%
Vs. Year Ago

Washington D.C. Metropolitan Area - July 2018

Compared to last July, the total number of homes more than \$1 Million available this month was lower by 1.0% and is similar to inventory available in July 2016.

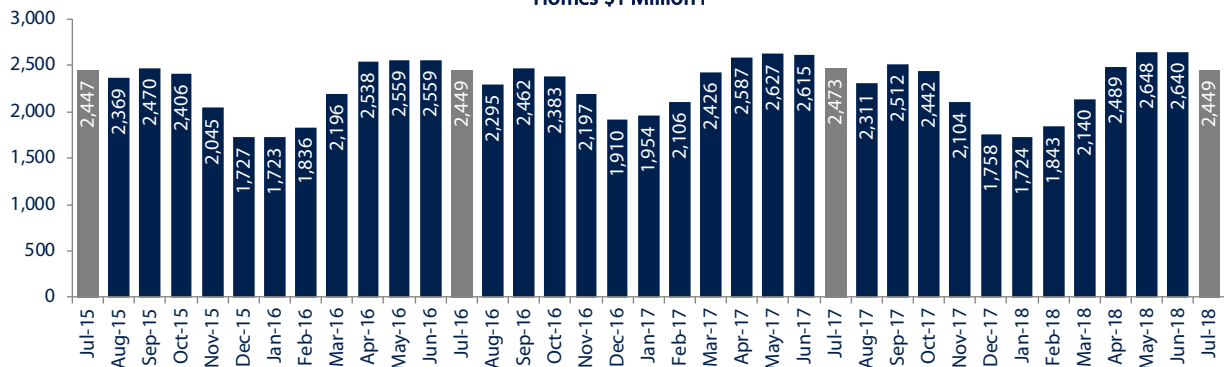
Active inventory this July was 7.2% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



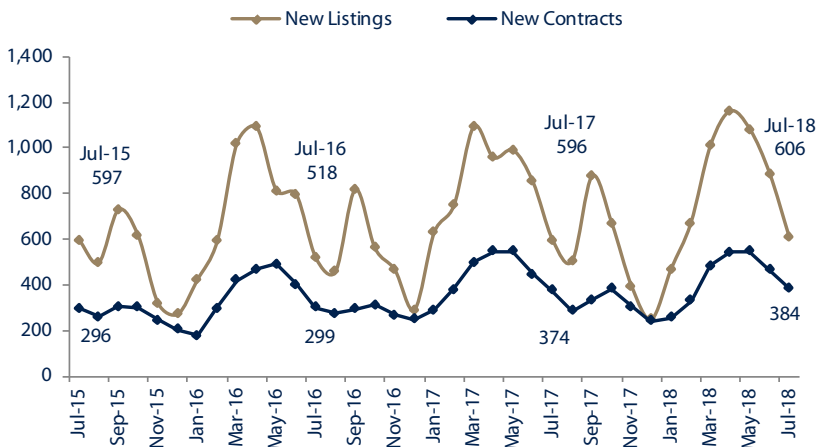
ACTIVE INVENTORY

Homes \$1 Million+



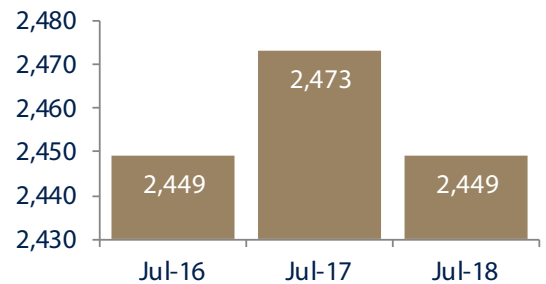
NEW LISTINGS & NEW CONTRACTS

Homes \$1 Million+



ACTIVE INVENTORY

Versus Previous Years
Homes \$1 Million+

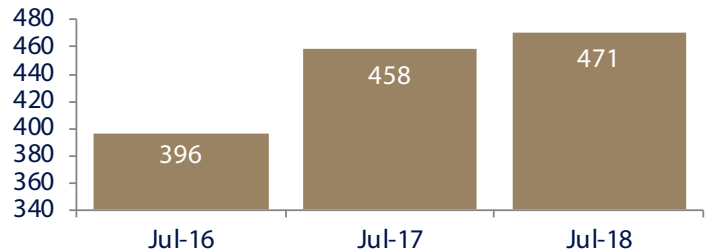


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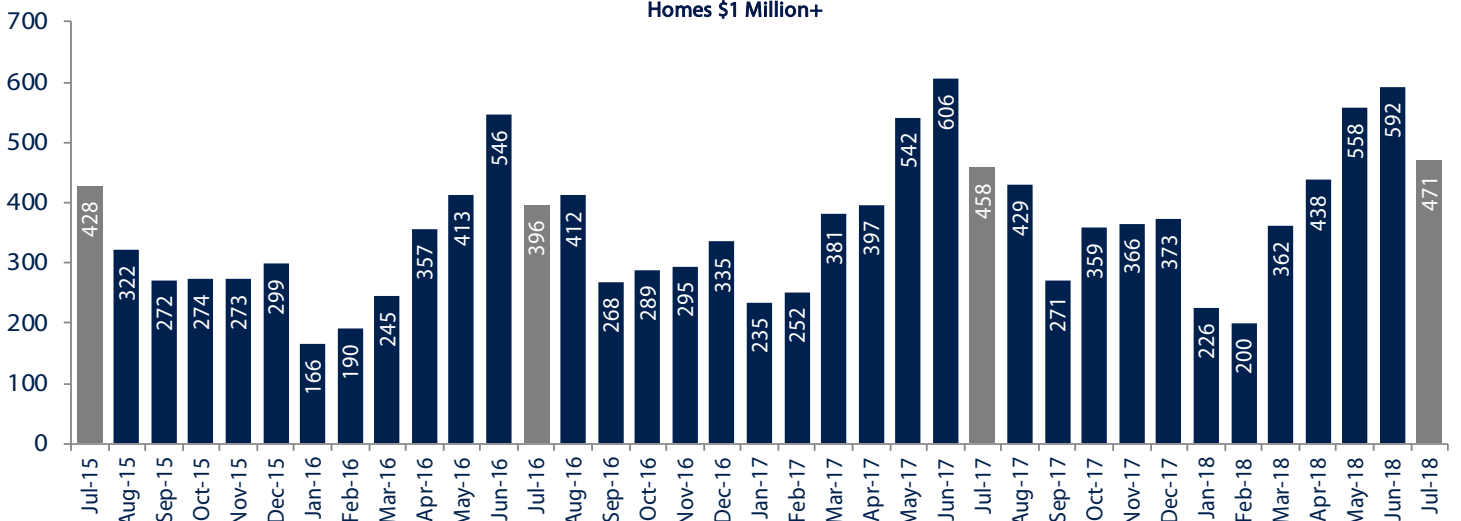
This month's units sold for homes more than \$1 Million was higher than at this time last year, an increase of 2.8% versus last July and an increase of 18.9% versus July of 2016.

There was a decrease of 20.4% in luxury units sold in July compared to June of this year.

UNITS SOLD
Versus Previous Years
Homes \$1 Million+



UNITS SOLD
Homes \$1 Million+



RECENT SELECTED LUXURY SALES

Homes \$1 Million+

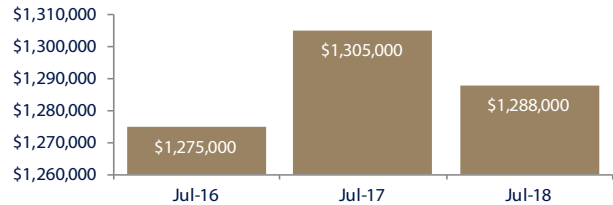
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
July 18, 2018	Mc Lean	22102	\$3,499,000	\$3,500,000	100.0%	11		✓
July 6, 2018	Mc Lean	22102	\$2,450,000	\$2,452,000	100.1%	1	✓	
July 6, 2018	Washington	20016	\$2,499,900	\$2,450,000	98.0%	42	✓	
July 9, 2018	Washington	20016	\$2,350,000	\$2,350,000	100.0%	3		✓
July 17, 2018	Mc Lean	22101	\$2,195,000	\$2,175,000	99.1%	28		✓
July 27, 2018	Potomac	20854	\$2,195,000	\$2,100,000	95.7%	23		✓
July 31, 2018	Chevy Chase	20815	\$1,895,000	\$2,010,000	106.1%	7	✓	✓
July 27, 2018	Mc Lean	22101	\$2,095,000	\$2,005,000	95.7%	187		✓
July 6, 2018	Washington	20008	\$1,999,000	\$1,955,000	97.8%	26		✓
July 13, 2018	Washington	20007	\$1,949,000	\$1,875,000	96.2%	13		✓

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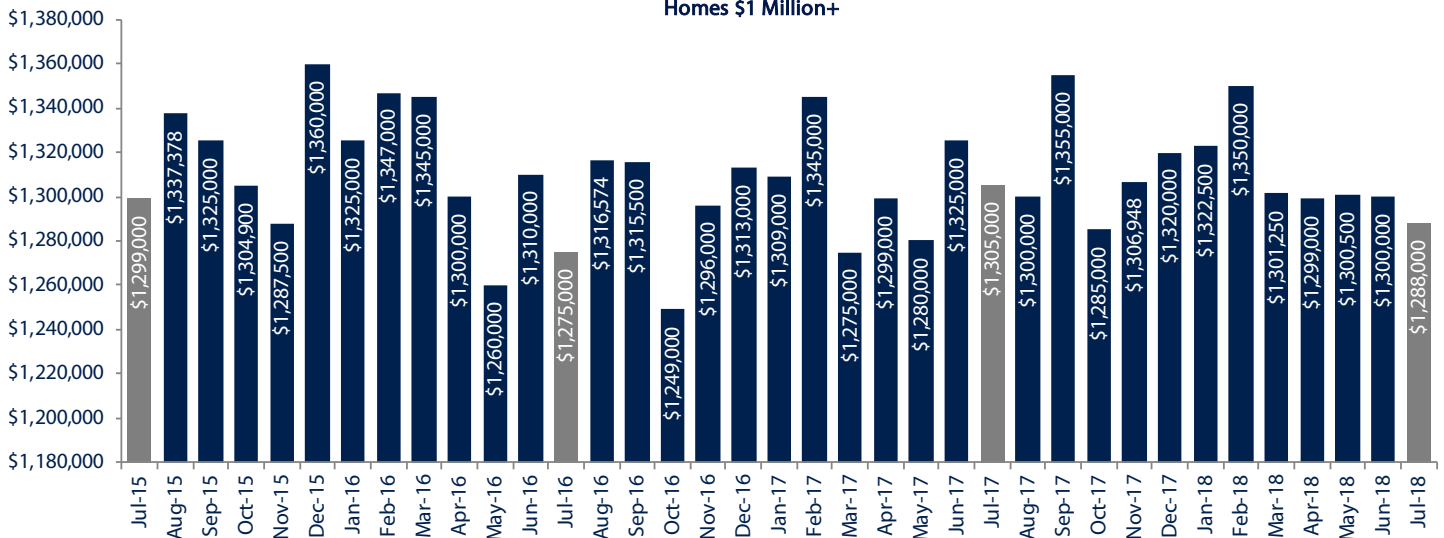
In July, the median sales price for homes more than \$1 Million was \$1,288,000, a decrease of 1.3% compared to last year.

The current median sales price was lower by 0.9% than in June.

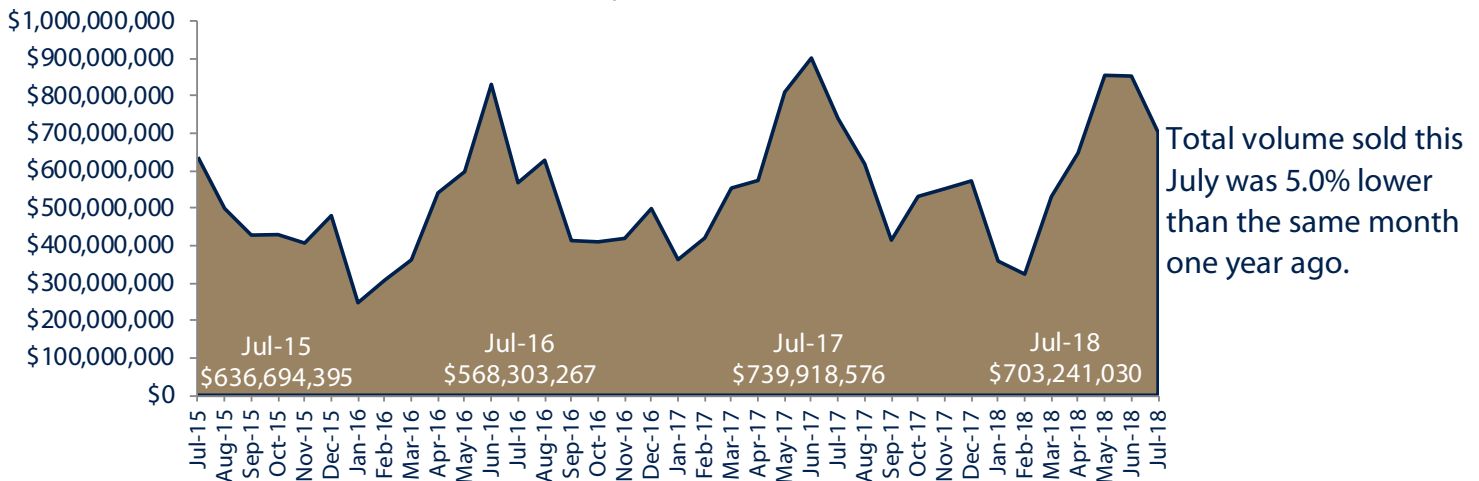
MEDIAN SALES PRICE
Versus Previous Years
Homes \$1 Million+



MEDIAN SALES PRICE
Homes \$1 Million+



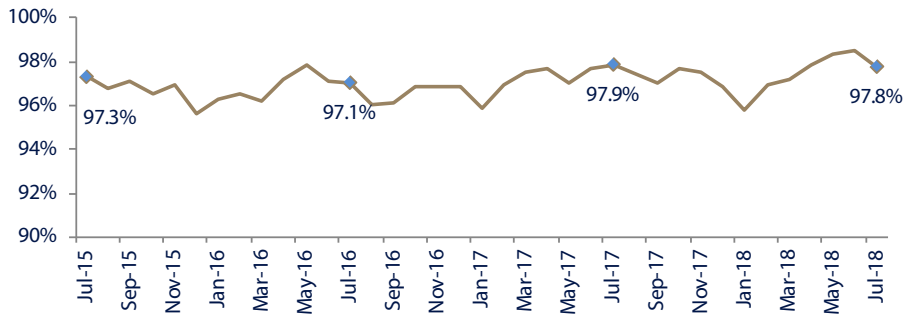
TOTAL DOLLAR VOLUME SOLD
Homes \$1 Million+



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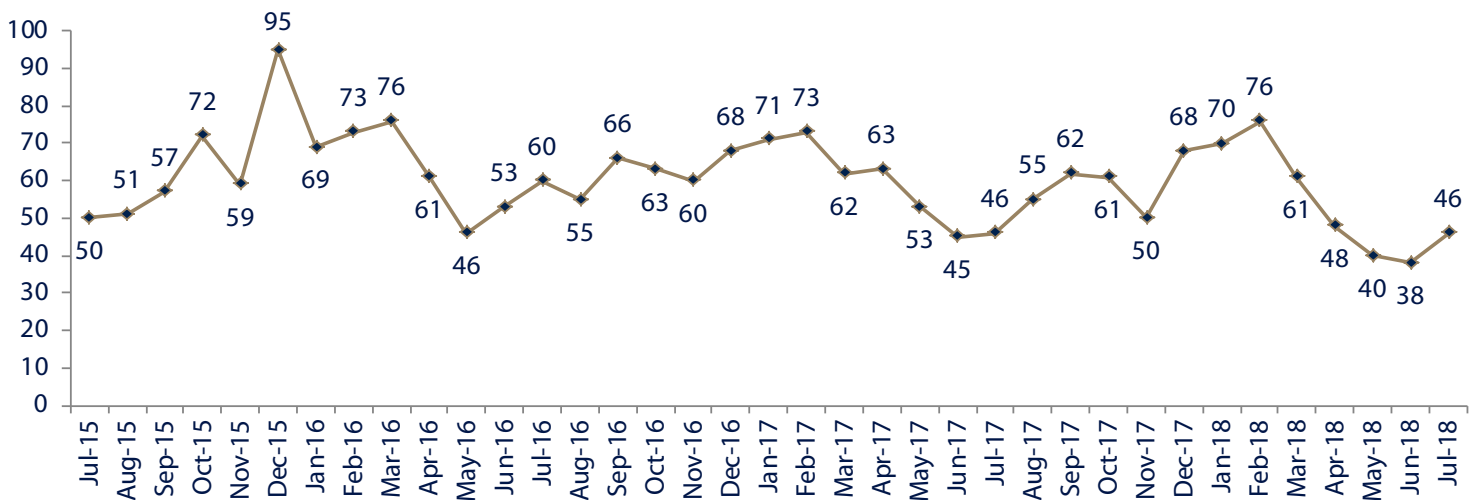
In July, the average sale price for homes more than \$1 Million was 97.8% of the average list price, which is similar compared to a year ago.

SALE PRICE AS % OF LIST PRICE
Homes \$1 Million+



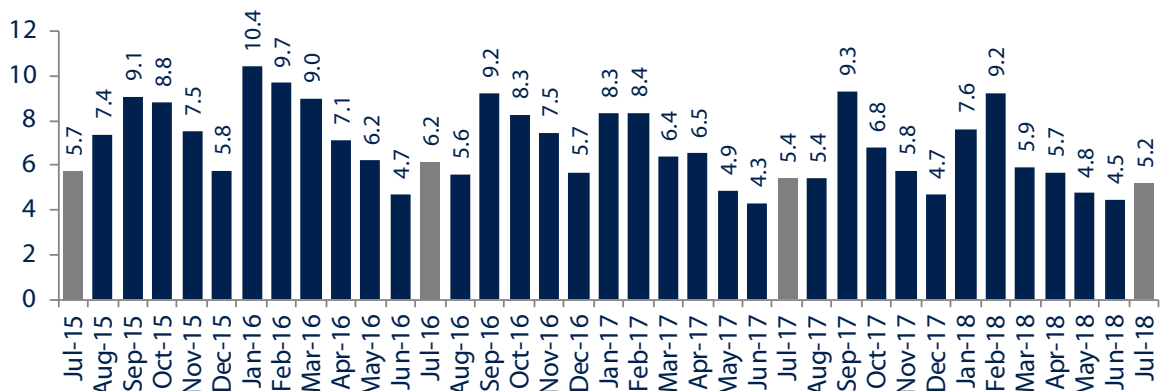
This month, the average number of days on market was 46, which is similar compared to a year ago.

DAYS ON MARKET
Homes \$1 Million+



MONTHS OF SUPPLY
Homes \$1 Million+

In July, there were 5.2 months of supply available, compared to 5.4 in July of 2017. That is a decrease of 3.7% versus a year ago.



Washington D.C. Metropolitan Area - July 2018

References & Definitions

WASHINGTON D.C. METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by Metropolitan Regional Information Systems (MRIS) 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, Fairfax, Fauquier, Loudoun, Prince William, Spotsylvania, Stafford, Warren Counties and Alexandria, Fairfax, Falls Church, Fredericksburg, 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 July 1, 2015 through July 31, 2018.

Contacts & Disclaimers

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