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# LuxInsight

Washington, D.C.

Metropolitan Area

Luxury Housing Market Update

March 2018



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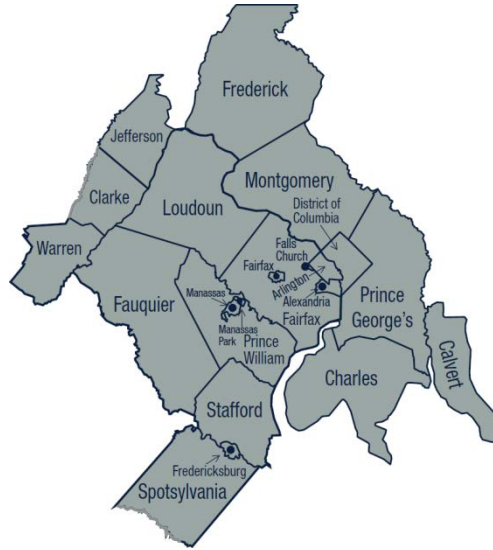
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## Washington D.C. Metropolitan Area - March 2018

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.

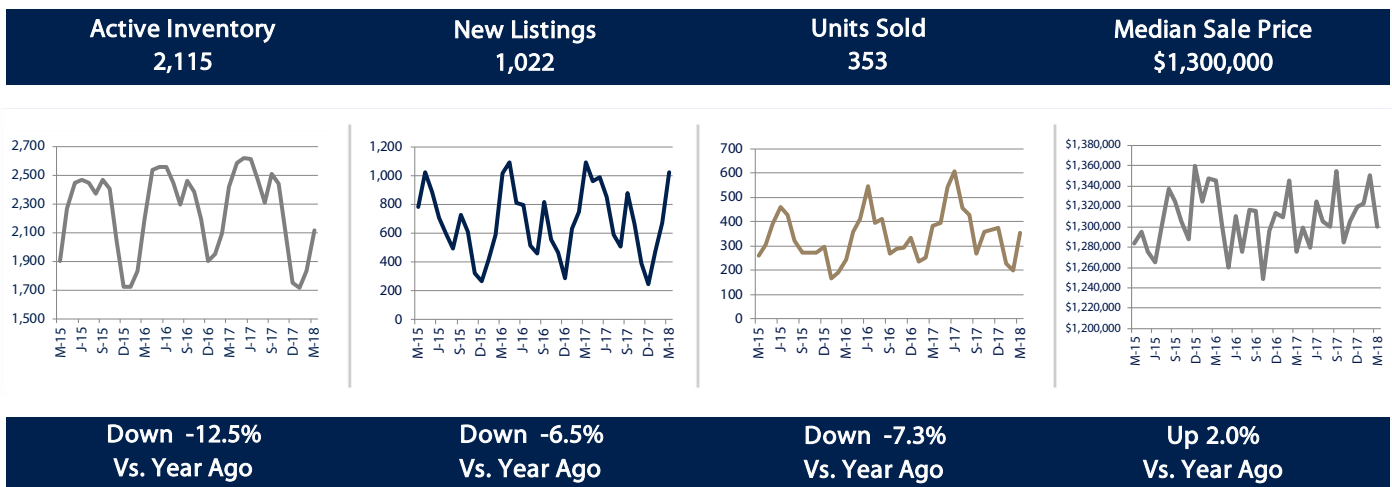
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

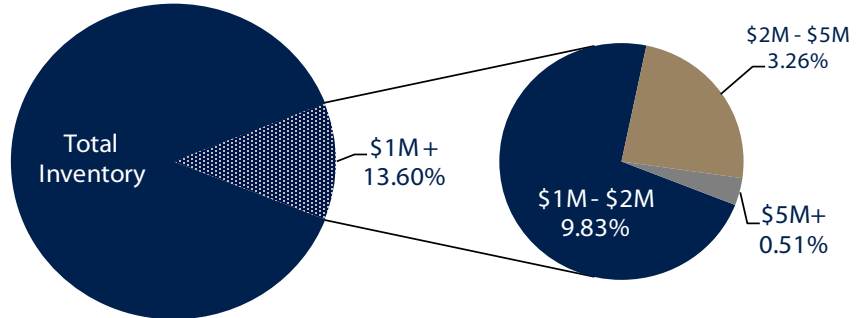


## Washington D.C. Metropolitan Area - March 2018

Compared to last March, the total number of homes more than \$1 Million available this month was lower by 12.5% and lower by 3.6% compared to March 2016.

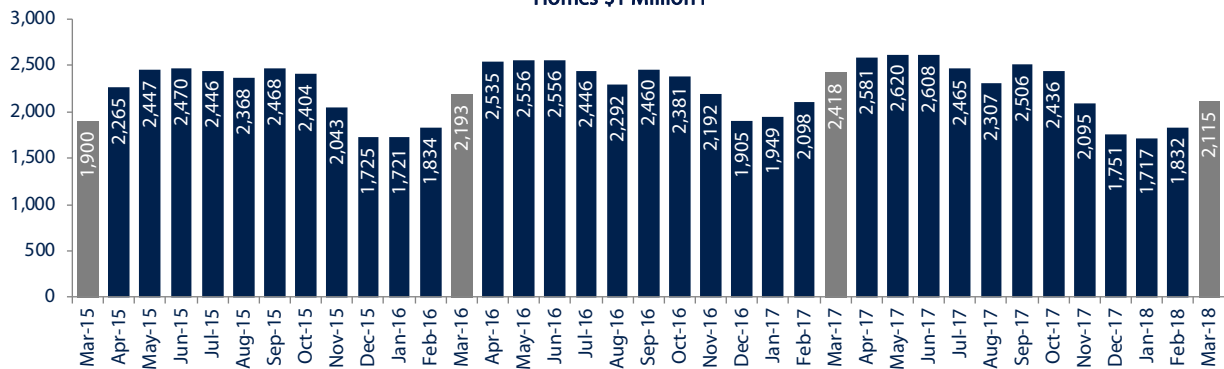
Active inventory this March was 15.4% higher than the previous month's supply of available inventory.

### INVENTORY PRICE RANGES



### ACTIVE INVENTORY

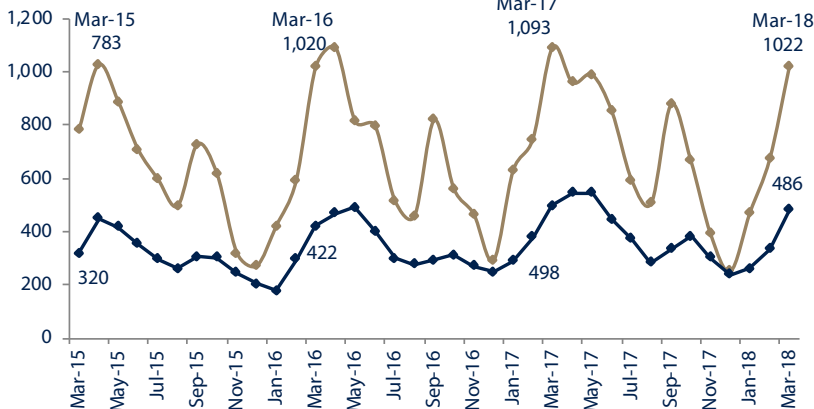
Homes \$1 Million+



### NEW LISTINGS & NEW CONTRACTS

Homes \$1 Million+

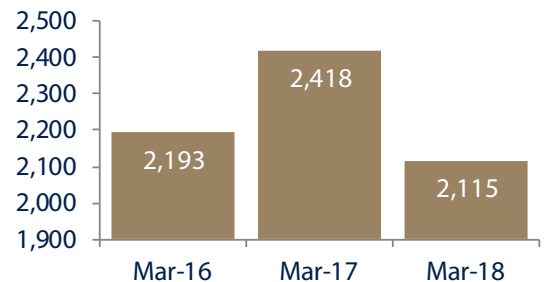
— New Listings — New Contracts



### ACTIVE INVENTORY

Versus Previous Years

Homes \$1 Million+

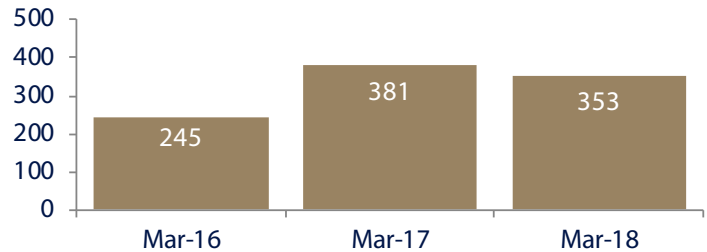


## Washington D.C. Metropolitan Area - March 2018

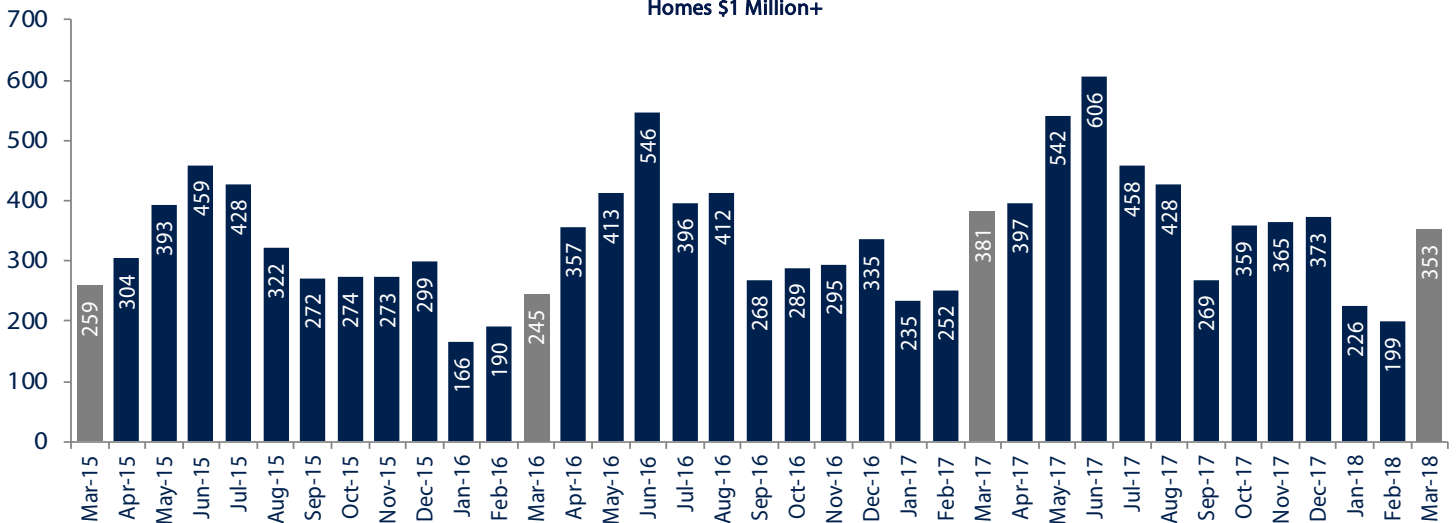
This month's units sold for homes more than \$1 Million was lower than at this time last year, a decrease of 7.3% versus last March and an increase of 44.1% versus March of 2016.

There was an increase of 77.4% in luxury units sold in March compared to February of this year.

**UNITS SOLD**  
Versus Previous Years  
Homes \$1 Million+



**UNITS SOLD**  
Homes \$1 Million+



### RECENT SELECTED LUXURY SALES

Homes \$1 Million+

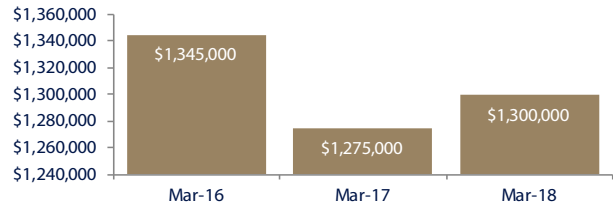
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
March 30, 2018	Bethesda	20814	\$5,750,000	\$5,350,000	93.0%	41	✓	
March 1, 2018	Bethesda	20817	\$4,500,000	\$4,400,000	97.8%	78	✓	✓
March 26, 2018	Chevy Chase	20815	\$3,395,000	\$3,250,000	95.7%	11		✓
March 16, 2018	Mc Lean	22101	\$3,599,000	\$3,000,000	83.4%	42		✓
March 7, 2018	Washington	20008	\$2,595,000	\$2,550,000	98.3%	36	✓	
March 14, 2018	Washington	20008	\$2,550,000	\$2,550,000	100.0%	334	✓	
March 29, 2018	Chevy Chase	20815	\$2,495,000	\$2,535,000	101.6%	10	✓	✓
March 12, 2018	Rockville	20852	\$2,349,000	\$2,225,000	94.7%	212		✓
March 28, 2018	Potomac	20854	\$2,195,000	\$2,169,000	98.8%	529		✓
March 15, 2018	Potomac	20854	\$2,900,000	\$2,050,000	70.7%	96	✓	

## Washington D.C. Metropolitan Area - March 2018

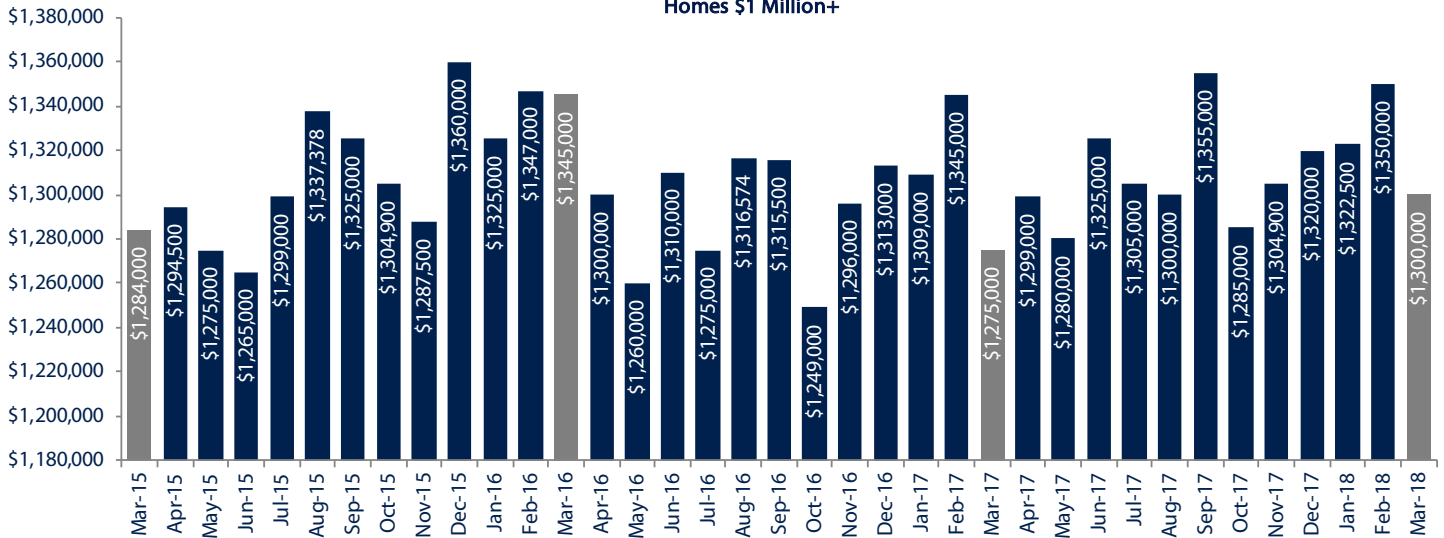
In March, the median sales price for homes more than \$1 Million was \$1,300,000, an increase of 2.0% compared to last year.

The current median sales price was lower by 3.7% than in February.

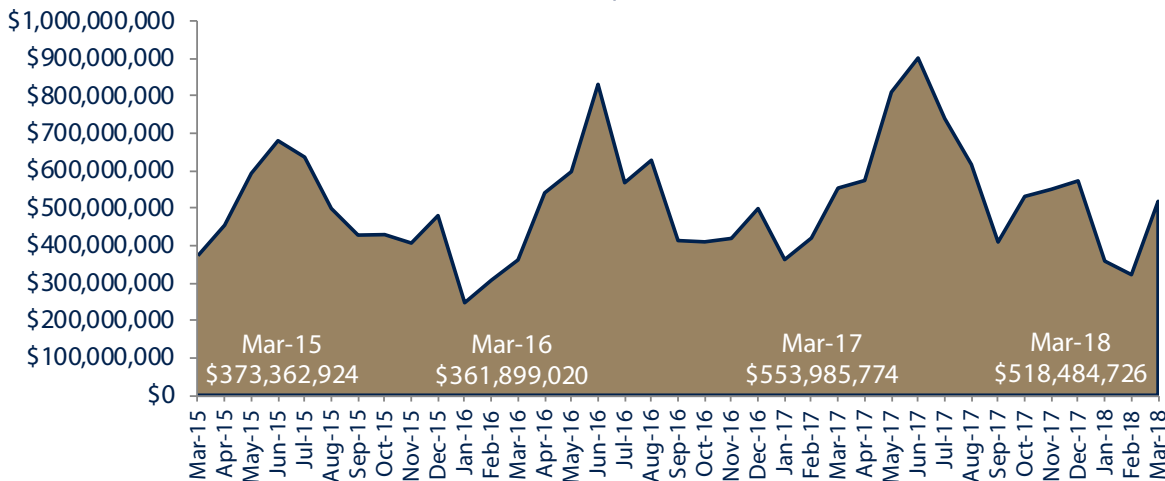
**MEDIAN SALES PRICE**  
Versus Previous Years  
Homes \$1 Million+



**MEDIAN SALES PRICE**  
Homes \$1 Million+



**TOTAL DOLLAR VOLUME SOLD**  
Homes \$1 Million+



Total volume sold this March was 6.4% lower than the same month one year ago.

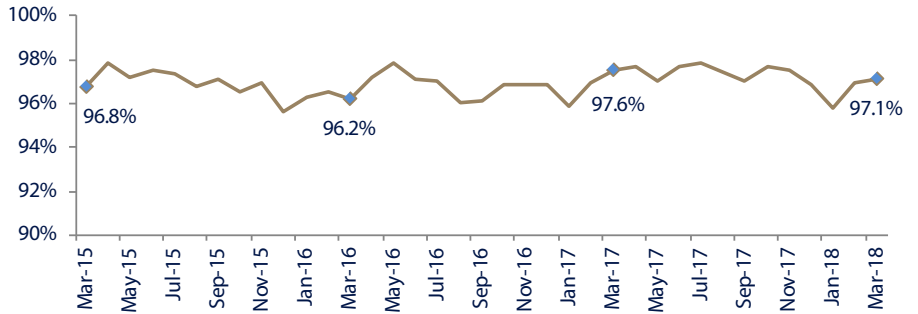
## Washington D.C. Metropolitan Area - March 2018

In March, the average sale price for homes more than \$1 Million was 97.1% of the average list price, which is 0.5% lower than at this time last year.

This month, the average number of days on market was 62, which is similar compared to a year ago.

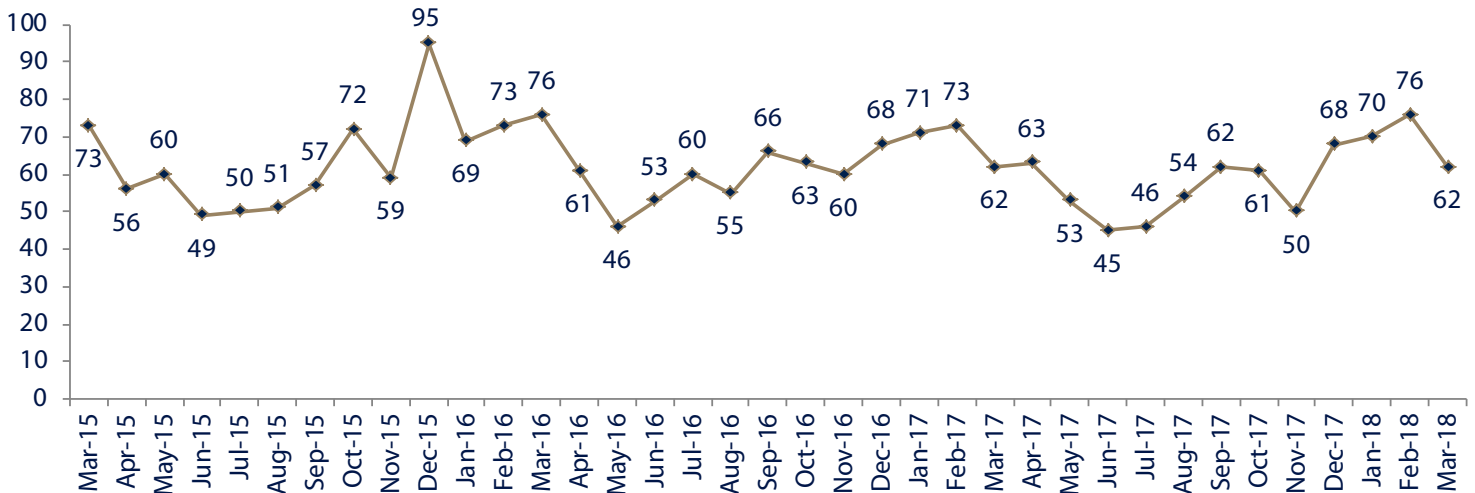
### SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



### DAYS ON MARKET

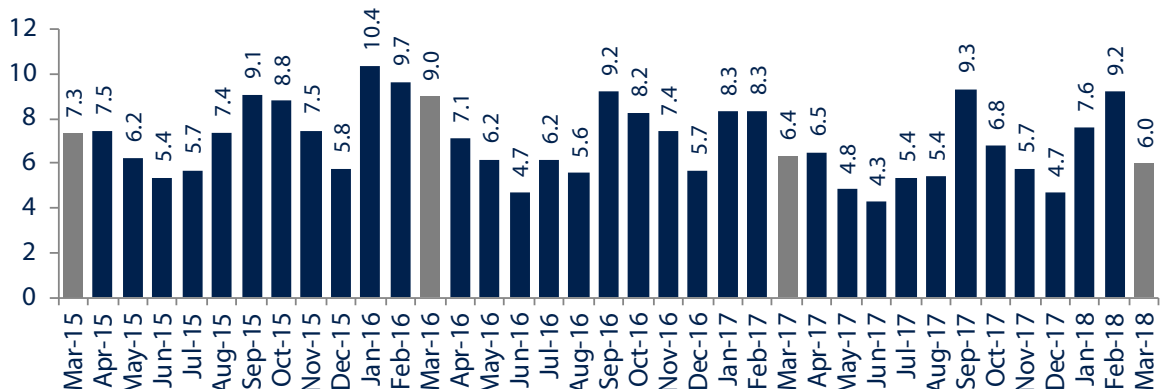
Homes \$1 Million+



### MONTHS OF SUPPLY

Homes \$1 Million+

In March, there were 6.0 months of supply available, compared to 6.4 in March of 2017. That is a decrease of 6.3% versus a year ago.



## Washington D.C. Metropolitan Area - March 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 March 1, 2015 through March 31, 2018.

### Contacts & Disclaimers

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