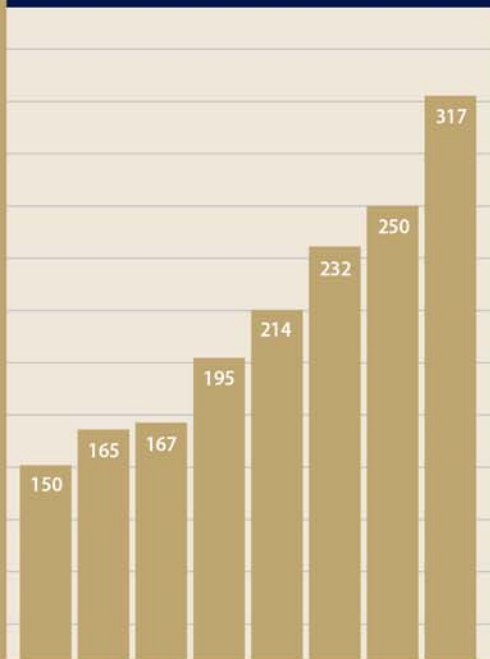


#

EXCLUSIVE AFFILIATE OF
CHRISTIE'S
 INTERNATIONAL REAL ESTATE
 In Select Areas



District of Columbia



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LUXURY
PORTFOLIO
 INTERNATIONAL™

#1 SELLER OF LUXURY HOMES IN THE MID-ATLANTIC



District of Columbia - April 2014

At Long & Foster, our dedication through the years to luxury properties is evidenced by the power of our Extraordinary Properties® brand. With highly-trained, professional sales associates and a powerful reach, Long & Foster sells more luxury homes throughout the Mid-Atlantic region than our nearest competitors, by far.

Long & Foster is proud to offer our exclusive **Long & Foster® LuxInsight** report, designed solely to keep our clients informed on the latest luxury market statistics in their local area. Published monthly, LuxInsight provides a broad overview of real estate market trends for luxury properties, including statistics on sale prices, inventory, housing demand, new listings and more.

Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our

exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™, and Who's Who in Luxury Real Estate, our unique luxury marketing programs deliver exceptional value whether you're looking to buy or sell a luxury home. No other sales associates are better trained or better equipped to help you take advantage of opportunities in today's market.

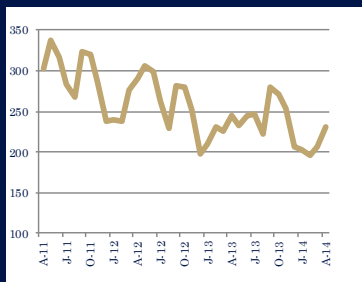
If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!

At A Glance

Homes \$1 Million+

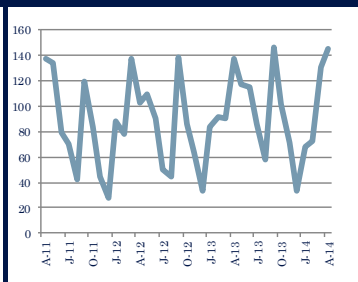


Active Inventory 231



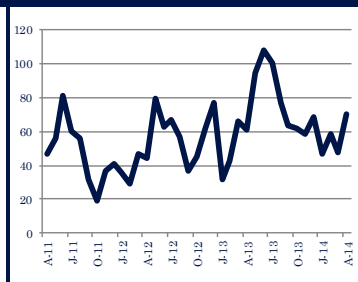
Down -5.3%
Vs. Year Ago

New Listings 145



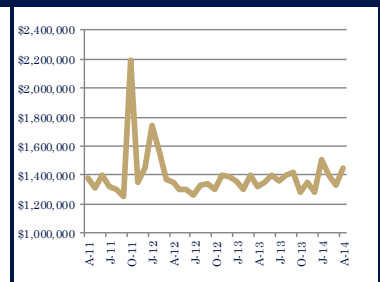
Up 5.1%
Vs. Year Ago

Units Sold 70



Up 14.8%
Vs. Year Ago

Median Sale Price \$1,450,000



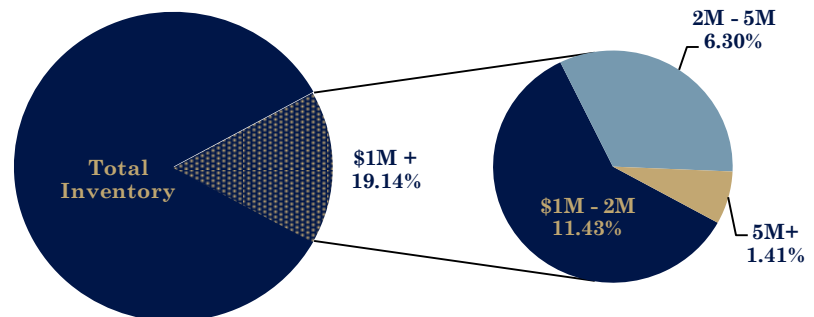
Up 9.9%
Vs. Year Ago

District of Columbia - April 2014

Compared to last April, the total number of homes more than \$1 Million available this month was lower by 5.3% and lower by 20.6% compared to April 2012.

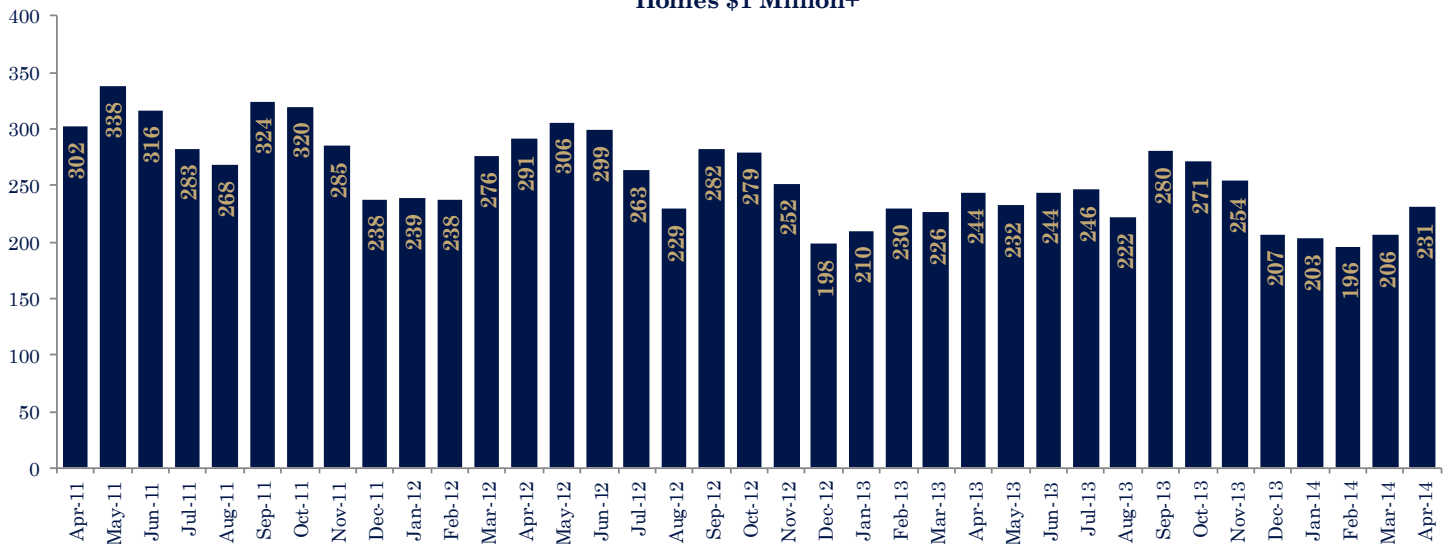
Active inventory this April was 12.1% higher than the previous month's supply of available inventory.

Inventory Price Ranges



Active Inventory

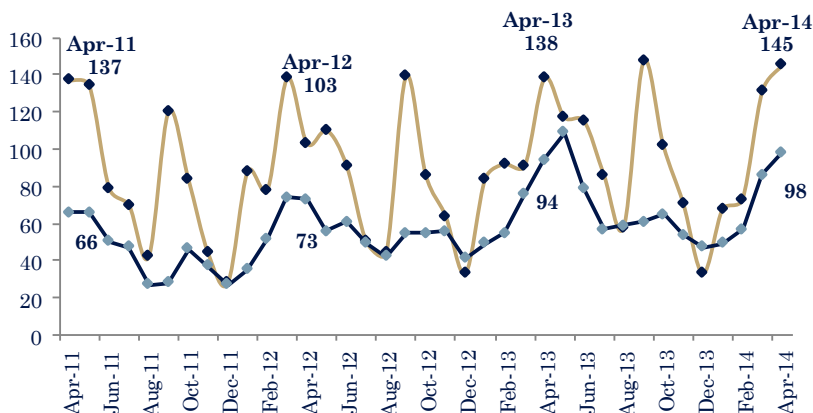
Homes \$1 Million+



New Listings & New Contracts

Homes \$1 Million+

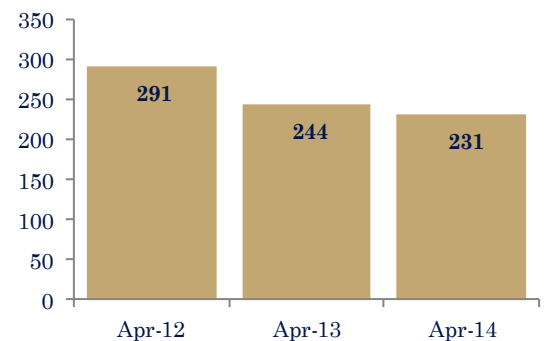
— New Listings — New Contracts



Active Inventory

Versus Previous Years

Homes \$1 Million+

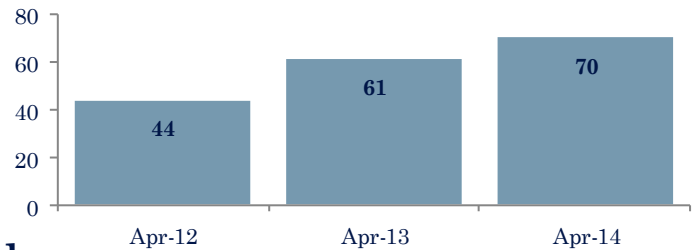


District of Columbia - April 2014

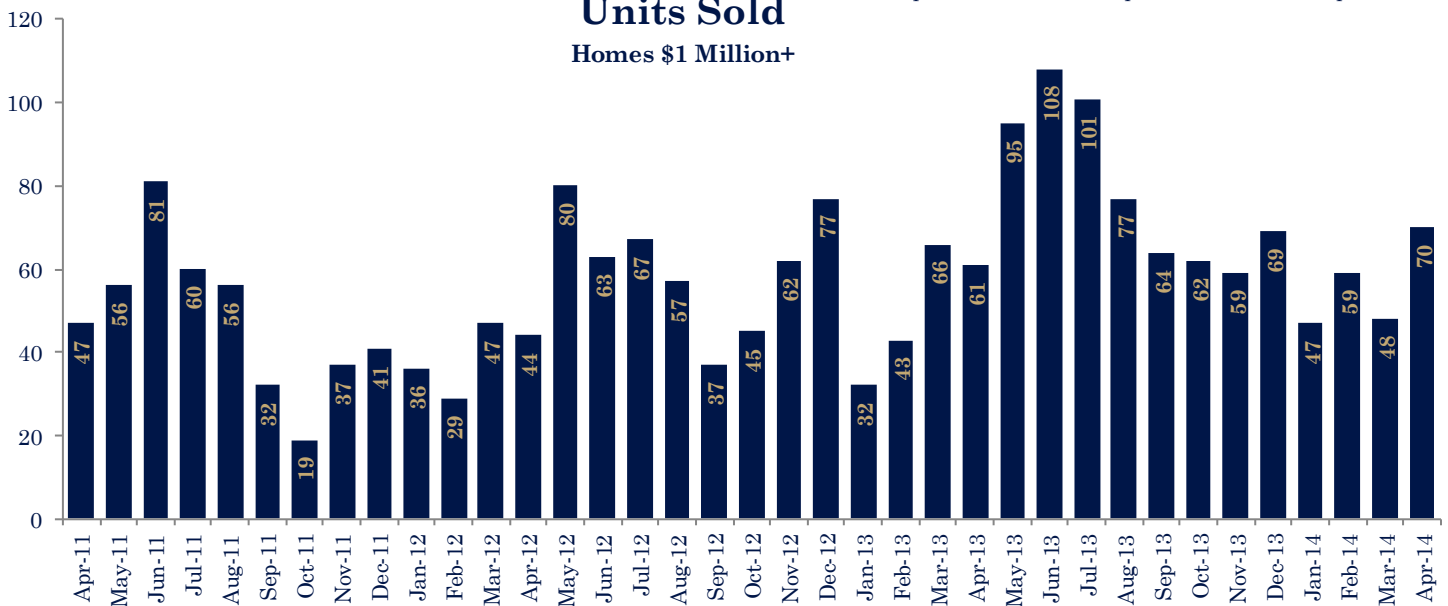
This month's units sold for homes more than \$1 Million was higher than at this time last year, an increase of 14.8% versus last April and an increase of 59.1% versus April of 2012.

There was an increase of 45.8% in luxury units sold in April compared to March 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
April 9, 2014	Washington	20007	\$16,800,000	\$16,100,000	95.8%	64	✓	
April 1, 2014	Washington	20016	\$2,699,000	\$2,350,000	87.1%	186	✓	
April 28, 2014	Washington	20016	\$2,295,000	\$2,200,000	95.9%	21	✓	
April 15, 2014	Washington	20016	\$2,195,000	\$2,085,000	95.0%	14		✓
April 9, 2014	Washington	20007	\$2,195,000	\$2,050,000	93.4%	93	✓	
April 15, 2014	Washington	20007	\$1,945,699	\$1,945,699	100.0%	94	✓	
April 11, 2014	Washington	20009	\$1,995,000	\$1,800,000	90.2%	97	✓	
April 24, 2014	Washington	20008	\$1,595,000	\$1,575,000	98.7%	17	✓	
April 25, 2014	Washington	20007	\$1,449,000	\$1,575,000	108.7%	5		✓
April 11, 2014	Washington	20003	\$1,595,000	\$1,565,000	98.1%	131	✓	

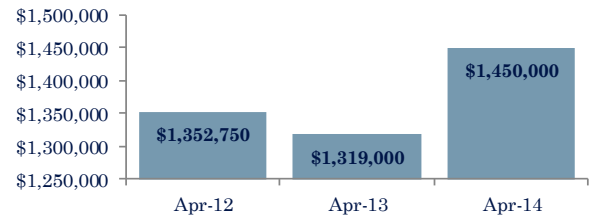
District of Columbia - April 2014

In April, the median sales price for homes more than \$1 Million was \$1,450,000, an increase of 9.9% compared to last year.

The current median sales price was higher by 9.2% than in March.

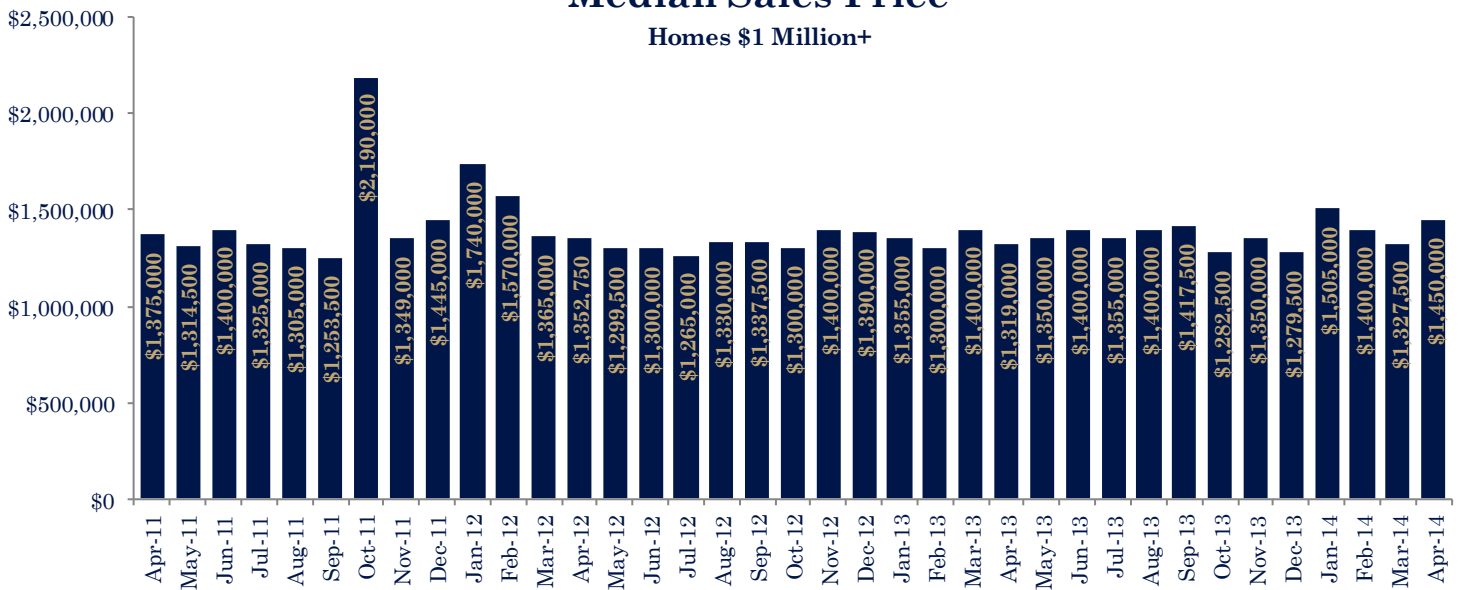
Median Sales Price

Versus Previous Years
Homes \$1 Million+



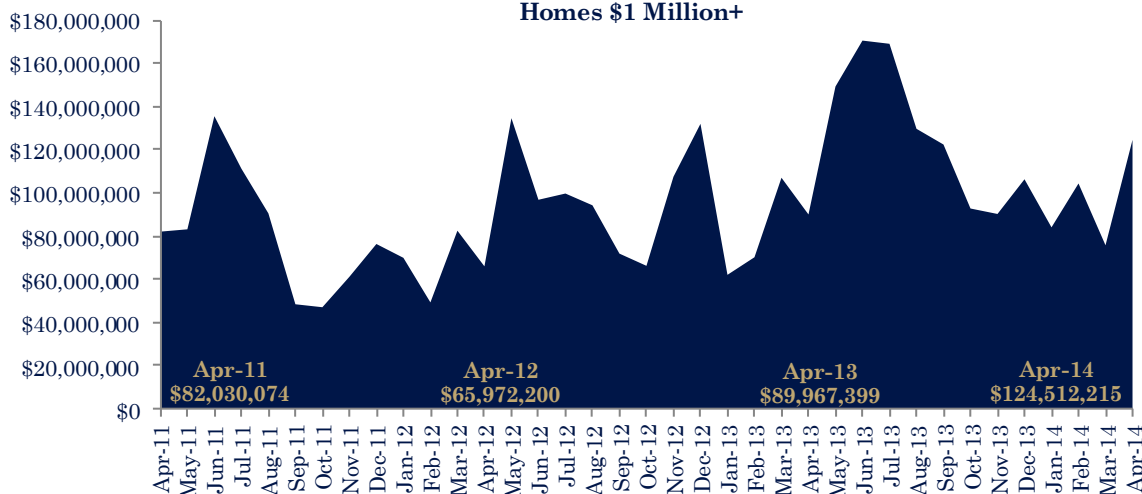
Median Sales Price

Homes \$1 Million+



Total Dollar Volume Sold

Homes \$1 Million+



Total Volume sold this April was 38.4% higher than the same month one year ago.

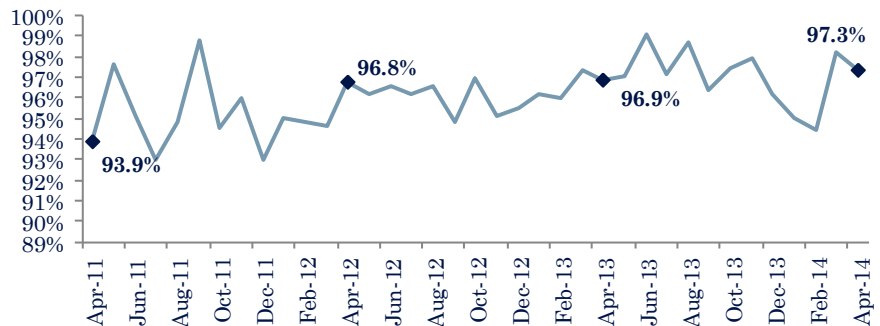
District of Columbia - April 2014

In April, the average sale price for homes more than \$1 Million was 97.3% of the average list price, which is 0.4% higher than at this time last year.

This month, the average number of days on market was 45, lower than the average last year, which was 48, a decrease of 6.3%.

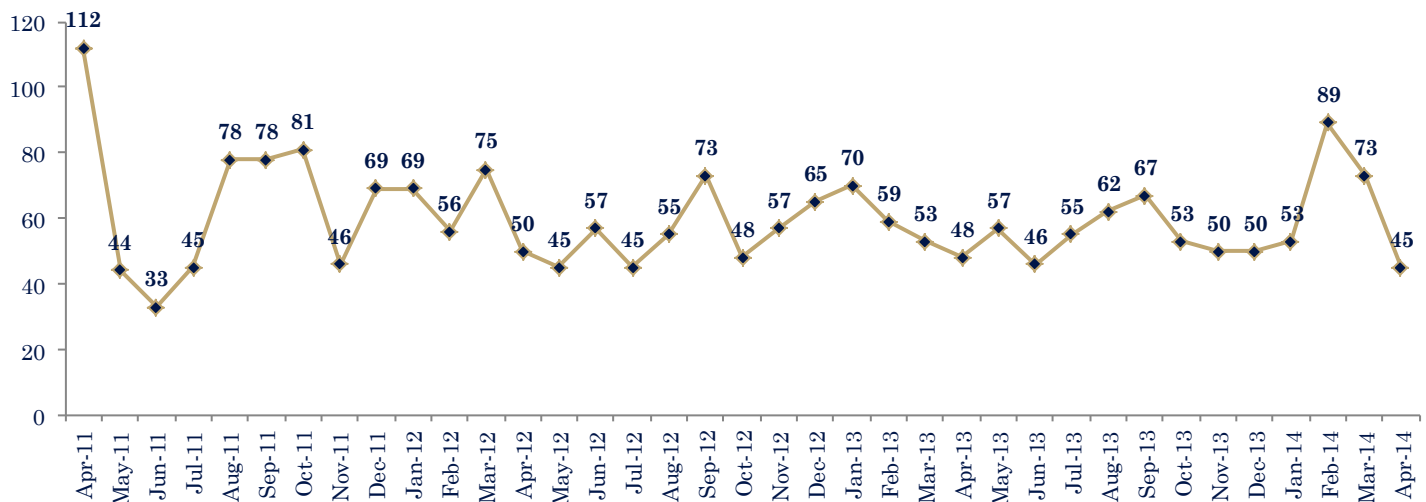
Sale Price as % of List Price

Homes \$1 Million+



Days on Market

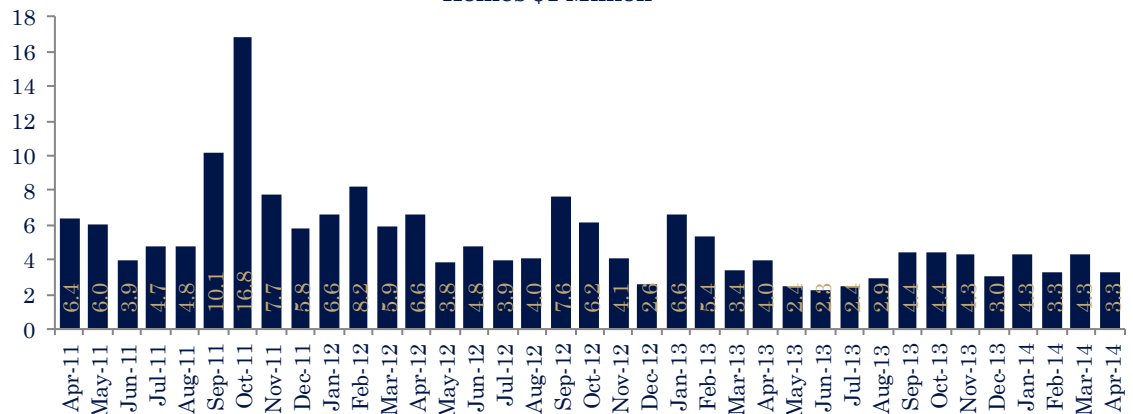
Homes \$1 Million+



Months of Supply

Homes \$1 Million+

In April, there were 3.3 months of supply available, compared to 4.0 in April of 2013. That is a decrease of 17.5% versus a year ago.



District of Columbia - April 2014

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 all regions are April 1, 2011 through April 30, 2014.

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