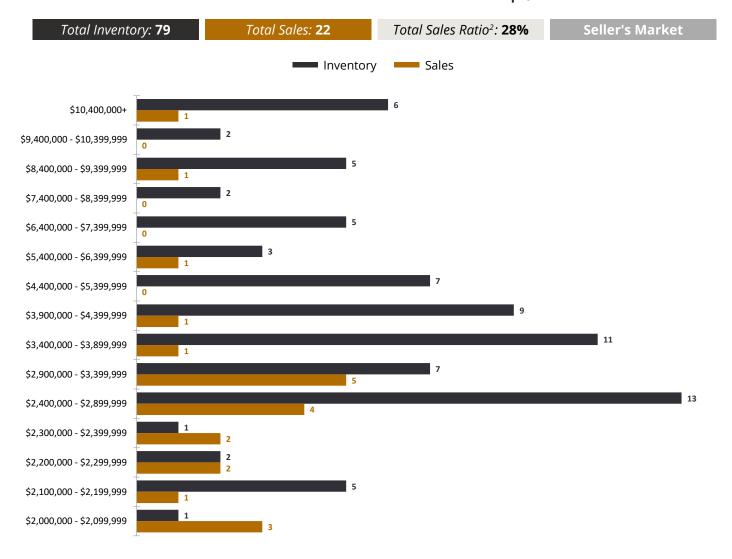


Luxury Benchmark Price¹: \$2,000,000

LUXURY INVENTORY VS. SALES | JULY 2025



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$2,305,000	4	4	5	6	83%
3,000 - 4,499	\$2,430,000	5	5	10	24	42%
4,500 - 5,999	\$3,285,000	6	5	5	22	23%
6,000 - 7,499	\$8,800,000	6	9	1	10	10%
7,500 - 8,999	NA	NA	NA	0	6	0%
9,000+	\$20,000,000	8	13	1	8	13%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

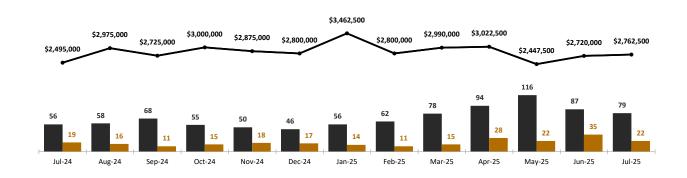
WASHINGTON D.C.

SINGLE-FAMILY HOMES

Luxury Benchmark Price¹: \$2,000,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2024 Jul. 2025

56 79

VARIANCE: 41%

SALE PRICE PER SQFT.

Jul. 2024 Jul. 2025

\$761 \$744

VARIANCE: **-2**%

TOTAL SOLDS

Jul. 2024 Jul. 2025

19 22

VARIANCE: 16%

SALE TO LIST PRICE RATIO

Jul. 2024 Jul. 2025

100.00% 98.72%

VARIANCE: -1%

SALES PRICE

Jul. 2024 Jul. 2025

\$2.50m \$2.76m

VARIANCE: 11%

DAYS ON MARKET

Jul. 2024 Jul. 2025

10 39

VARIANCE: 290%

WASHINGTON D.C. MARKET SUMMARY | JULY 2025

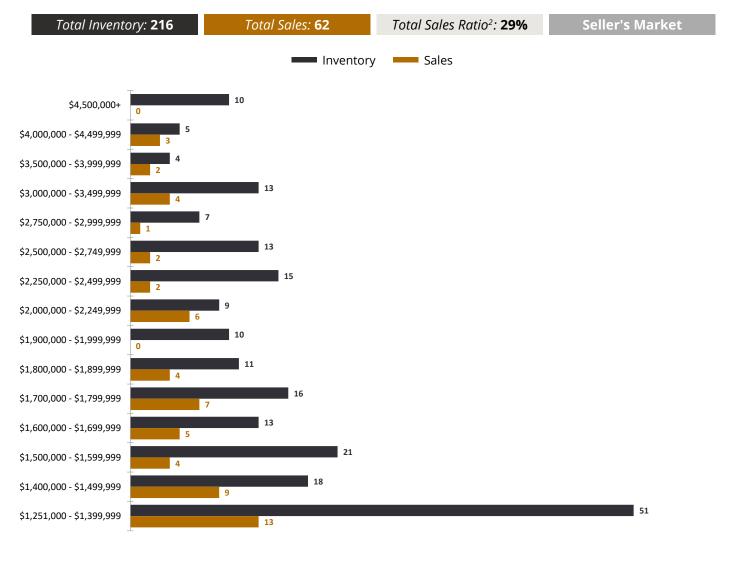
- The single-family luxury market is a **Seller's Market** with a **28% Sales Ratio**.
- Homes sold for a median of **98.72% of list price** in July 2025.
- The most active price band is \$2,000,000-\$2,099,999, where the sales ratio is 300%.
- The median luxury sales price for single-family homes is \$2,762,500.
- The median days on market for July 2025 was **39** days, up from **10** in July 2024.

³Square foot table does not account for listings and solds where square foot data is not disclosed. ⁴Data reported includes Active and Sold properties and does not include Pending properties.

WASHINGTON D.C.

Luxury Benchmark Price¹: \$1,251,000

LUXURY INVENTORY VS. SALES | JULY 2025



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,450,000	3	3	27	69	39%
2,000 - 2,499	\$1,760,000	4	4	16	60	27%
2,500 - 2,999	\$1,935,500	4	4	10	36	28%
3,000 - 3,499	\$1,675,000	4	4	4	25	16%
3,500 - 3,999	\$2,300,000	6	6	2	5	40%
4,000+	\$4,200,000	5	6	3	19	16%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

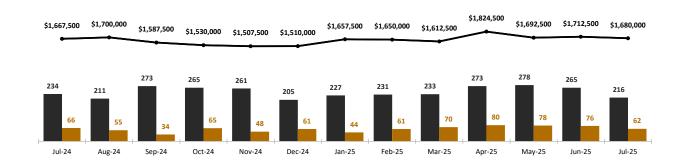
WASHINGTON D.C.

ATTACHED HOMES

Luxury Benchmark Price¹: \$1,251,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2024 Jul. 2025

234 216

VARIANCE: -8%

SALE PRICE PER SQFT.

Jul. 2024 Jul. 2025

\$862 \$883

VARIANCE: **2**%

TOTAL SOLDS

Jul. 2024 Jul. 2025

66 62

VARIANCE: -6%

SALE TO LIST PRICE RATIO

Jul. 2024 Jul. 2025

98.73% 98.63%

VARIANCE: 0%

SALES PRICE

Jul. 2024 Jul. 2025

\$1.67m \$1.68m

VARIANCE: 1%

DAYS ON MARKET

Jul. 2024 Jul. 2025

16 18

VARIANCE: 13%

WASHINGTON D.C. MARKET SUMMARY | JULY 2025

- The attached luxury market is a **Seller's Market** with a **29% Sales Ratio**.
- Homes sold for a median of **98.63% of list price** in July 2025.
- The most active price band is \$2,000,000-\$2,249,999, where the sales ratio is 67%.
- The median luxury sales price for attached homes is **\$1,680,000**.
- The median days on market for July 2025 was 18 days, up from 16 in July 2024.

³Square foot table does not account for listings and solds where square foot data is not disclosed. ⁴Data reported includes Active and Sold properties and does not include Pending properties.