TTR | Sotheby's INTERNATIONAL REALTY

2016 YEAR-END

# MARKET REPORT

A Comprehensive Analysis of the Residential Real Estate Market in the Washington Metropolitan Area

**3030 CHAIN BRIDGE RD NW, WASHINGTON DC** | $22,000,000

3530 Springland Lane NW, Washington DC | Listed for $4,295,000

2016 YEAR-END

# MARKET REPORT

With the election behind us, real estate in the Washington region witnessed a strong finish to the year led by continued job growth and increasing awareness of potential inflation and upward pressure on interest rates.

Anne Arundel County led momentum in the region with year over year sales increasing 15% and median sales price increasing almost 3%. Sales in both Montgomery and Fairfax Counties also experienced strong growth with sold volume in both jurisdictions increasing over 6%. Washington, DC continued to perform well with sold volume increasing over 5%. Among the submarkets, Logan Circle outperformed almost every other area with sales increasing over 18% and median sales price increasing over 7%.

TTR Sotheby's International Realty led the luxury market in 2016. In addition to representing the purchaser of the region's highest sale in 2016 as reported by the Washington Post, we represented more buyers and sellers of the region's top ten sales than any other brokerage firm. Our total sales exceeded $2.5 billion, a 25% increase over 2015 and well ahead of every other brokerage firm with 10 offices or less.

Looking ahead, we are very optimistic about the opportunities for our clients. Washington remains a tremendous value compared to other global capitals. Strength in the equity markets, projected growth in defense spending, and continued upward pressure on inflation all point to significant potential for real estate values in the Washington region. Finally, our firm will continue to insure that we lead not only markets but also the communities in which we live and work. More information on these efforts as well as extraordinary real estate across 70 countries and every major city in the world can be found at our website, ttrsir.com.

Best personal regards,

Mark C. Lowham
CEO and Managing Partner
TTR Sotheby's International Realty

# WASHINGTON, DC

2016 YEAR IN REVIEW | SINGLE FAMILY HOME SALES

3030 Chain Bridge Road NW, Washington DC | $22,000,000

1214 East Capitol Street NE, Washington DC
Listed for $1,350,000

926 4th Street SE, Washington DC
Listed for $970,000

**$5.57B**

2016 Sold Dollar Volume for all properties in Washington, DC.

**5.63% increase from 2015.**

| AMERICAN UNIVERSITY | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 96 | 67 | -30% |
| AVG SOLD PRICE | $1,039,940 | $1,097,598 | 6% |
| AVG DAYS ON MARKET | 21 | 14 | -33% |

| CLEVELAND PARK | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 58 | 44 | -24% |
| AVG SOLD PRICE | $1,810,311 | $1,881,343 | 4% |
| AVG DAYS ON MARKET | 32 | 21 | -34% |

| GEORGETOWN | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 132 | 146 | 11% |
| AVG SOLD PRICE | $1,962,224 | $1,679,177 | -14% |
| AVG DAYS ON MARKET | 50 | 43 | -14% |

| CAPITOL HILL | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 128 | 108 | -16% |
| AVG SOLD PRICE | $1,046,473 | $1,091,758 | 4% |
| AVG DAYS ON MARKET | 27 | 26 | -4% |

| CHEVY CHASE | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 185 | 185 | 0% |
| AVG SOLD PRICE | 1,072,229 | 1,091,147 | 2% |
| AVG DAYS ON MARKET | 26 | 22 | -15% |

| DUPONT | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 46 | 32 | -30% |
| AVG SOLD PRICE | $1,706,573 | $1,624,922 | -5% |
| AVG DAYS ON MARKET | 32 | 42 | 31% |

Source: MRIS, 1/1/2015-12/31/2016 | 2016 Total Sold Dollar Volume source: RBI, 1/2017. Data deemed reliable, but not guaranteed.

2241 Bancroft Pl NW, Washington DC
Listed for $6,250,000

1726 Hoban Road Nw, Washington DC
Listed for $4,625,000

3530 Springland Lane NW, Washington DC | Listed for $4,295,000

| FOREST HILLS | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 19 | 30 | 58% |
| AVG SOLD PRICE | $2,888,184 | $1,951,793 | -32% |
| AVG DAYS ON MARKET | 70 | 34 | -51% |

| GLOVER PARK/BURLEITH | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 77 | 40 | -48% |
| AVG SOLD PRICE | $1,068,443 | $917,625 | -14% |
| AVG DAYS ON MARKET | 16 | 17 | 6% |

| MOUNT PLEASANT | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 65 | 77 | 18% |
| AVG SOLD PRICE | $982,117 | $1,052,336 | 7% |
| AVG DAYS ON MARKET | 13 | 16 | 23% |

| SPRING VALLEY | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 37 | 35 | -5% |
| AVG SOLD PRICE | $1,592,297 | $1,795,971 | 13% |
| AVG DAYS ON MARKET | 42 | 59 | 40% |

| KALORAMA | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 33 | 31 | -6% |
| AVG SOLD PRICE | $2,888,485 | $3,179,952 | 10% |
| AVG DAYS ON MARKET | 8 | 42 | 425% |

| WESLEY HEIGHTS | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 33 | 26 | -21% |
| AVG SOLD PRICE | $1,265,182 | $1,859,260 | 47% |
| AVG DAYS ON MARKET | 46 | 44 | -4% |

| LOGAN | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 46 | 50 | 9% |
| AVG SOLD PRICE | $1,250,247 | $1,326,823 | 6% |
| AVG DAYS ON MARKET | 25 | 12 | -52% |

| MASS. AVE HEIGHTS | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 4 | 4 | 0% |
| AVG SOLD PRICE | $5,962,500 | $3,672,500 | -38% |
| AVG DAYS ON MARKET | 62 | 202 | 226% |

Source: MRIS, 1/1/2015-12/31/2016 | 2016 Total Sold Dollar Volume source: RBI, 1/2017. Data deemed reliable, but not guaranteed.

# VIRGINIA

2016 YEAR IN REVIEW | SINGLE FAMILY HOME SALES

| ARLINGTON | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 1,380 | 1,354 | -2% |
| AVG SOLD PRICE | $870,859 | $885,097 | 2% |
| AVG DAYS ON MARKET | 32 | 31 | -3% |

| FALLS CHURCH | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 983 | 985 | .2% |
| AVG SOLD PRICE | $670,715 | $693,512 | 3% |
| AVG DAYS ON MARKET | 32 | 34 | 6% |

| GREAT FALLS | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 208 | 243 | 17% |
| AVG SOLD PRICE | $1,228,845 | $1,187,927 | -3% |
| AVG DAYS ON MARKET | 78 | 101 | 29% |

| McLEAN | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 528 | 593 | 12% |
| AVG SOLD PRICE | $1,290,611 | $1,303,912 | 1% |
| AVG DAYS ON MARKET | 60 | 60 | 0% |

| ALEXANDRIA | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 1,298 | 1,249 | -4% |
| AVG SOLD PRICE | $732,141 | $734,169 | .3% |
| AVG DAYS ON MARKET | 34 | 32 | -6% |

| VIENNA | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 827 | 844 | 2% |
| AVG SOLD PRICE | $838,237 | $840,722 | .3% |
| AVG DAYS ON MARKET | 40 | 44 | 10% |

Source: MRIS, 1/1/2015-12/31/2016 | 2016 Total Sold Dollar Volume source: RBI, 1/2017. Data deemed reliable, but not guaranteed.

1105 Waverly Way, McLean VA
Listed for $5,500,000

703 Potomac Knolls Dr, McLean VA | Listed for $4,750,000

**$8.58B**

2016 Sold Dollar Volume for all properties in Fairfax County, VA.

**6.16% increase from 2015.**

1886 Massachusetts Ave, McLean VA | $3,395,000

# MARYLAND

2016 YEAR IN REVIEW | SINGLE FAMILY HOME SALES

10165 Sycamore Hollow Ln, Germantown, MD | $1,349,000

**$6.52B**

2016 Sold Dollar Volume for all properties in Montgomery County, MD.

**6.62% increase from 2015.**

4900 Western Ave, Bethesda MD | Listed for $2,495,000

| BETHESDA | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 847 | 877 | 4% |
| AVG SOLD PRICE | $1,106,992 | $1,130,742 | 2% |
| AVG DAYS ON MARKET | 40 | 43 | 8% |

| POTOMAC | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 532 | 560 | 5% |
| AVG SOLD PRICE | $1,023,402 | $1,017,262 | -.6% |
| AVG DAYS ON MARKET | 52 | 58 | 12% |

| CHEVY CHASE | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 254 | 264 | 4% |
| AVG SOLD PRICE | $1,293,689 | $1,254,981 | -3% |
| AVG DAYS ON MARKET | 40 | 45 | 13% |

Source: MRIS, 1/1/2015-12/31/2016 | 2016 Total Sold Dollar Volume source: RBI, 1/2017. Data deemed reliable, but not guaranteed.

206 Domer Ave, Takoma Park MD | Listed for $1,400,000

## REGIONAL CONDOMINIUM MARKET OVERVIEW


1921 35th Pl NW #2, Washington DC | Listed for $1,300,000

While the Washington condominium market continues to be supply-constrained, the introduction of some larger projects over the past several months contributed to the best annual sales performance since 2013. The development pipeline contracted due to stronger sales activity coupled with the continued trend of apartment switchbacks. Meanwhile, prices continue to rise in the region.

There were a total of 122 new condominium contract sales in the District in the fourth quarter of 2016 and 667 for the year, an increase of 34% from 2015 and the most since 2007. Capitol Hill/ Riverfront, Columbia Heights/ Shaw, and Central DC submarkets led the District in sales activity during 2016. In the close-in suburbs of Northern Virginia, Alexandria was the only submarket with positive net sales during the fourth quarter. For the year, Alexandria led with 134 sales, followed by Arlington with 46 sales. No new condo projects have been available to purchase in Tysons over the past few years, but there are projects currently under construction and in the development pipeline. In Bethesda, there were 29 contract sales in the fourth quarter, but only 14 sales for the year, due to some contract cancellations earlier in 2016 from a project that reprogrammed as apartments.

Average effective sales prices of new condominiums in the District increased by 1.8% in 2016 with an average price of $724/SF in the fourth quarter of 2016. Prices increased or did not change in all but one District submarket –Columbia Heights/ Shaw prices decreased by 1.8%. Meanwhile, prices in Arlington and Alexandria did not change over the year, while prices in Bethesda rose by 2.5%.

A total of 1,202 units are currently marketing or under construction in the District, led by Capitol Hill/ Riverfront/ SW and NoMa/ H Street submarkets. More than half of the units in the District's 36-month development pipeline are located in the Capitol Hill/ Riverfront/ SW submarket. There are currently 305 units actively marketing or under construction in the close-in suburban submarkets in Northern Virginia and 132 units in Bethesda. Over the next 36 months, 301 units are planned in Northern Virginia and 230 units in Bethesda.

Condominium resale activity in the District and Bethesda increased in 2016 over 2015, while in Northern Virginia it fell by 34.5%. Meanwhile, the average days on the market averaged 28 days in the District during the fourth quarter. Market conditions were tightest in Northeast at an average of eight days while the average condo took 37 days to sell in NoMa/ H Street. Average days on the market ranged in the close-in suburbs from 44 days in Arlington and Alexandria to 69 days in Tysons.

## REGIONAL CONDOMINIUM MARKET SPOTLIGHT: SHAW

Shaw has quickly become one of the District's most sought-after neighborhoods for new housing and retail development. Located south of Columbia Heights between 11th Street NW and New Jersey Avenue NW, Shaw serves as the eastern end of the popular U Street Corridor. Shaw is a relatively small neighborhood covering about three-quarters of a square mile. Despite its size, Shaw offers a wide range of cultural amenities including the Lincoln Theatre, the Howard Theatre, and the 9:30 Club. Shaw's central location, access to transit, and growing retail sector continue to attract an influx of new residents and businesses.

Some major developments coming to the Shaw include The Helicopter Factory, industrial-inspired townhouse residences built within and adjacent to an early 20th century factory owned by the eminent inventor Emile Berliner, ranging in price from $730,000 to $2,500,000 and being developed by Brick Lane Real Estate and Temerity Capital Partners (www.helicopterfactory.com), a Whole Foods-anchored mixed-use development along Florida Avenue NW by MRP Realty and The JBG Companies (soon to be JBG Smith Properties). The 400,000-square-foot project is slated to include both market-rate and affordable rental apartments, retail space, and parking. Roadside Development recently won the development rights to build a 72-unit condominium project on a District-owned lot at 8th and O streets NW, across from the O Street Market. A new condominium project by Monument Realty is also in the works on the properties adjacent to the Howard Theatre on the 600-block of T Street NW that are planned to bring over 7,000 square feet of retail, two levels of below-grade parking, and 69 units, including six units of affordable housing.

There are currently 93 market-rate condominium units under construction in the Columbia Heights/Shaw submarket. Another 160 units are estimated to deliver in this submarket over the next 36 months. While contract sales volume in 2016 fell from the previous year, Columbia Heights/Shaw was one of the District's top three submarkets in sales volume. In 2016, there were a total of 154 new sales, just under the District's top submarket for new sales – Capitol Hill/Riverfront/SW where 162 units were sold. The average number of sales per month has slowed recently, due to a decrease in available units. In the fourth quarter of 2016, the monthly sales pace in Columbia Heights/ Shaw was 1.8 sales, just below the city-wide average of 1.9 sales and below the five-year annual average of 2.7 sales for the submarket. Prices averaged $678/SF in the Columbia Heights/Shaw submarket in the fourth quarter of 2016 – just under the District's average of $724/SF.

2511 12th St NW #1, Washington DC | Listed for $1,349,000

1012 Harvard St NW, Washington DC | From $485,000

# WASHINGTON, DC

2016 YEAR IN REVIEW | CONDO + CO-OP SALES

| CAPITOL HILL | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 37 | 46 | 24% |
| AVG SOLD PRICE | $378,966 | $389,433 | 3% |
| AVG DAYS ON MARKET | 37 | 32 | -14% |

| DOWNTOWN | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 162 | 141 | -13% |
| AVG SOLD PRICE | $598,646 | $581,190 | -3% |
| AVG DAYS ON MARKET | 41 | 53 | 29% |

| DUPONT | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 469 | 327 | -30% |
| AVG SOLD PRICE | $568,635 | $580,443 | 2% |
| AVG DAYS ON MARKET | 28 | 28 | 0% |

| FOGGY BOTTOM/ WEST END | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 104 | 81 | -22% |
| AVG SOLD PRICE | $395,694 | $384,102 | -3% |
| AVG DAYS ON MARKET | 37 | 47 | 27% |

| GEORGETOWN | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 73 | 74 | 1% |
| AVG SOLD PRICE | $924,817 | $772,140 | -17% |
| AVG DAYS ON MARKET | 37 | 50 | 35% |

| KALORAMA | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 175 | 158 | -10% |
| AVG SOLD PRICE | $598,890 | $582,156 | -3% |
| AVG DAYS ON MARKET | 23 | 28 | 22% |

| LOGAN | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 256 | 285 | 11% |
| AVG SOLD PRICE | $587,437 | $639,479 | 9% |
| AVG DAYS ON MARKET | 22 | 20 | -9% |

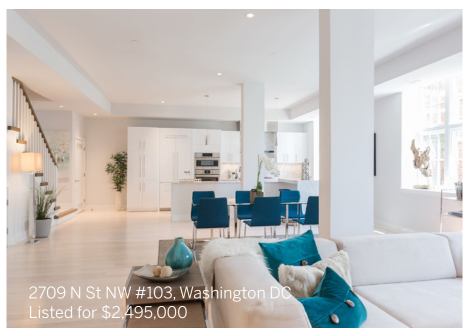
| MOUNT PLEASANT | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 188 | 162 | -14% |
| AVG SOLD PRICE | $463,882 | $485,795 | 5% |
| AVG DAYS ON MARKET | 26 | 20 | -23% |

| WESLEY HEIGHTS/ CATHEDRAL | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 73 | 68 | -7% |
| AVG SOLD PRICE | $484,758 | $466,774 | -4% |
| AVG DAYS ON MARKET | 43 | 62 | 44% |

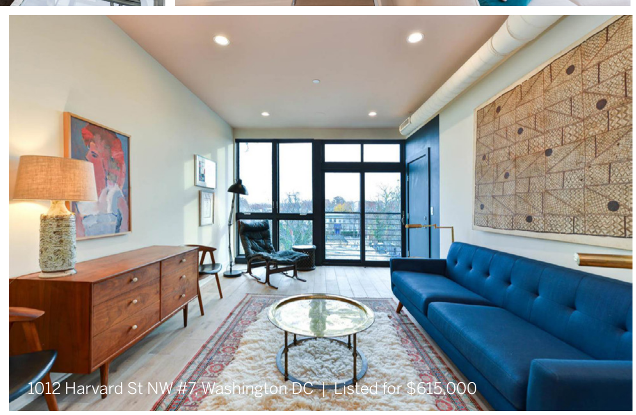
| SHAW | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 36 | 33 | -8% |
| AVG SOLD PRICE | $739,255 | $787,369 | 7% |
| AVG DAYS ON MARKET | 20 | 19 | -5% |

Source: MRIS, 1/1/2015-12/31/2016 | 2016 Total Sold Dollar Volume source: RBI, 1/2017. Data deemed reliable, but not guaranteed.


3052 R St NW #303, Washington DC
Listed for $1,359,000


2709 N St NW #103, Washington DC
Listed for $2,495,000


3150 South St NW #2F, Washington DC | $4,300,000


1012 Harvard St NW #7, Washington DC | Listed for $615,000

# VIRGINIA

2016 YEAR IN REVIEW | CONDO + CO-OP SALES

| ARLINGTON | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 1,501 | 1,581 | 5% |
| AVG SOLD PRICE | $422,426 | $425,633 | 1% |
| AVG DAYS ON MARKET | 41 | 41 | 0% |

| McLEAN | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 243 | 250 | 3% |
| AVG SOLD PRICE | $381,199 | $398,530 | 5% |
| AVG DAYS ON MARKET | 57 | 62 | 9% |

Source: MRIS, 1/1/2015-12/31/2016. Data deemed reliable, but not guaranteed.


1881 Nash Street N TS01, Arlington VA | Listed for $6,999,999


1881 Nash Street #2209, Arlington VA | Listed for $2,625,000

# MARYLAND

2016 YEAR IN REVIEW | CONDO + CO-OP SALES

| BETHESDA | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 310 | 341 | 10% |
| AVG SOLD PRICE | $422,572 | $487,587 | 15% |
| AVG DAYS ON MARKET | 44 | 50 | 14% |

| CHEVY CHASE | 2015 | 2016 | % |
|---|---|---|---|
| UNITS SOLD | 149 | 143 | -4% |
| AVG SOLD PRICE | $722,562 | $644,418 | -11% |
| AVG DAYS ON MARKET | 48 | 44 | -8% |

Source: MRIS, 1/1/2015-12/31/2016. Data deemed reliable, but not guaranteed.

# GLOBAL SPOTLIGHT PROPERTY

**TERRES AZURE, SAINT MARTIN**

*Located in the most exclusive residential area in French Saint Martin, this elegant villa affords 4 bedrooms, 4.5 bathrooms, a separate caretaker's cottage, and sweeping views to the Caribbean. Priced well below the owner's cost at $3,950,000.*

*Contact **Lesley Reed** | lesley@stmartinsothebysrealty.com | 011-590-690-305354 (c)*

TTR Sotheby's International Realty is part of a global real estate network of over 850 offices in 70 countries. Whether you are buying in Capitol Hill, selling in Saint Martin, or curious about any point in between, we look forward to the opportunity to be of service.


## PLEASE JOIN US IN THE COMMUNITY

TEACH FOR AMERICA

### TEACH FOR AMERICA DC REGION GALA

FEBRUARY 21ST, 2017

The annual Teach For America Gala is an exceptional evening where passionate leaders, educators, and supporters join together to strengthen our community while educating and inspiring our families to become champions for educational equity.

**teachforamerica.org**

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Fashion FOR PAWS

### FASHION FOR PAWS 11TH ANNUAL RUNWAY SHOW

APRIL 8, 2017 | 8 PM – 12 AM

The Fashion for Paws® Runway Show is a nationally acclaimed one-of-a-kind luxury brand event to benefit the Humane Rescue Alliance.

**humanerescuealliance.org**